

Investor Presentation

2023 Full Year Results
17 August 2023



Domain
Australia's home of property

Disclaimer

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Agenda

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Jason Pellegrino

02 Current Trading Environment and Outlook

Jason Pellegrino

03 Group Financials

John Boniciolli

04 Q&A

Jason Pellegrino & John Boniciolli

05 Appendix

1. Non-Controlling Interest
2. Group Trading Performance adjusted for JobKeeper/Zipline in FY22
3. Segment Results adjusted for JobKeeper/Zipline in FY22
4. FY23 Group trading performance by half year
5. FY23 Segment results by half year

01

Introduction & Overview

Jason Pellegrino, CEO



Group Trading Performance

TRADING RESULT¹ (AS REPORTED)

(\$M)	CONTINUING OPERATIONS ²		
	FY23	FY22	% Change
Revenue	345.7	347.5	(0.5%)
Expenses	(237.1)	(222.7)	(6.5%)
EBITDA	108.6	124.8	(13.0%)
EBITDA margin (%)	31.4%	35.9%	
EBIT	70.3	92.5	(24.0%)
Net profit attributable to members of the company	38.6	53.8	(28.2%)
Earnings per share (EPS) ¢	6.12	9.05	(32.4%)

INCLUDING DISCONTINUED OPERATIONS³

	FY23	FY22 ²	% Change
	354.5	356.7	(0.6%)
	(251.2)	(234.6)	(7.1%)
	103.3	122.1	(15.4%)
	29.1%	34.2%	

- Revenue decline of 0.5%
- Trading expenses increased 6.5% to \$237.1 million
- Including discontinued operations, trading expenses were \$251.2 million, better than recent guidance for expenses of ~\$255 million
- Trading EBITDA (as reported) declined 13.0%
- Dividend of 4 cents per share, bringing full year dividend to 6 cents per share

1. Excludes significant items and impairment on discontinued operation 2. Excludes Domain Home Loans (DHL) which has been classified as a discontinued operation.

3. Includes Domain Home Loans (DHL) results.

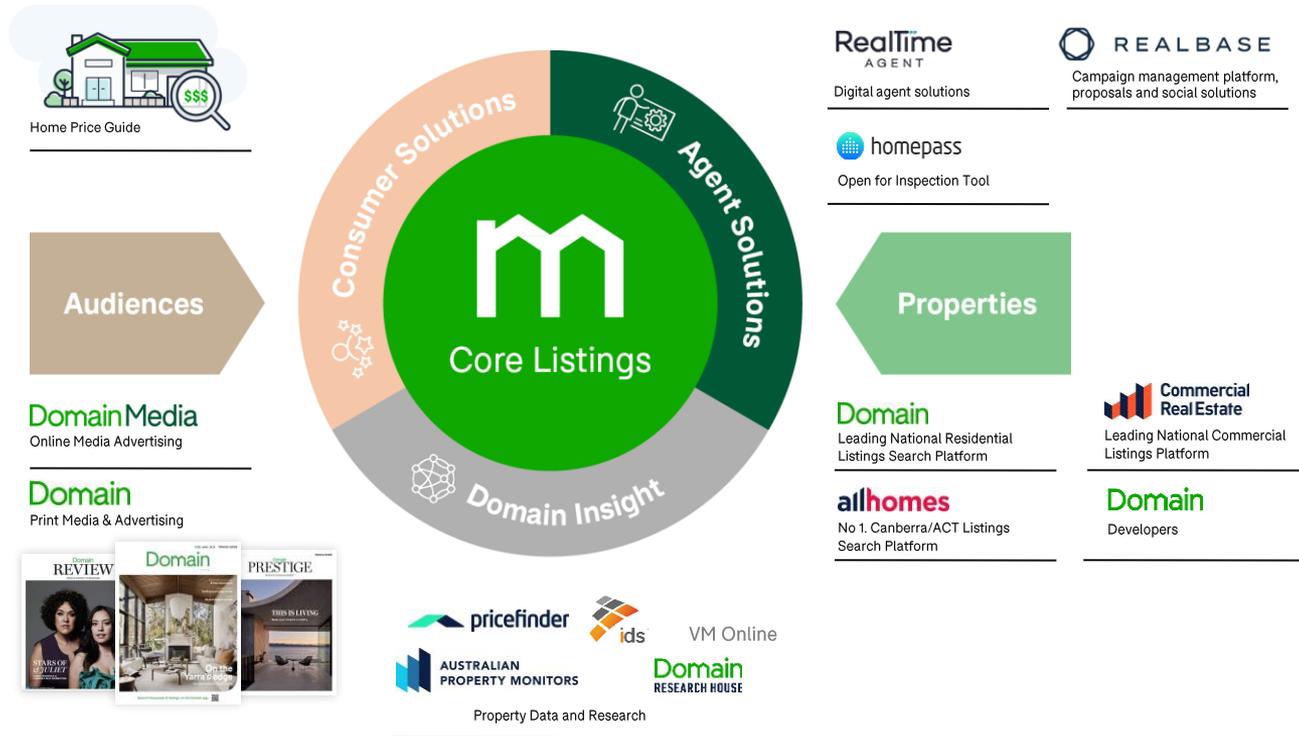
Segment Results

TRADING RESULT¹ (AS REPORTED)

(\$M)	REVENUE			EBITDA			EBITDA MARGIN	
	FY23	FY22	% Change	FY23	FY22	% Change	FY23	FY22
Residential	223.1	239.4	(6.8%)					
Media, Developers & Commercial	47.8	49.4	(3.4%)					
Agent Solutions	40.7	21.9	85.6%					
Domain Insight	17.3	14.9	16.3%					
Core Digital	328.9	325.6	1.0%	135.0	152.6	(11.5%)	41.0%	46.9%
Consumer Solutions	0.0	0.0	-	0.0	0.0	-	-	-
Digital	328.9	325.6	1.0%	135.0	152.6	(11.5%)	41.0%	46.9%
Print	16.6	21.7	(23.6%)	2.3	5.5	(57.8%)	14.0%	25.4%
Corporate	0.2	0.2	8.9%	(28.7)	(33.2)	13.6%		
Domain Group (Continuing Operations)	345.7	347.5	(0.5%)	108.6	124.8	(13.0%)	31.4%	35.9%
Discontinued Operations	8.8	9.2	(4.3%)	(5.3)	(2.7)	(94.3%)	(60.3%)	(29.7%)
Domain Group (including Discontinued Operations)	354.5	356.7	(0.6%)	103.3	122.1	(15.4%)	29.1%	34.2%

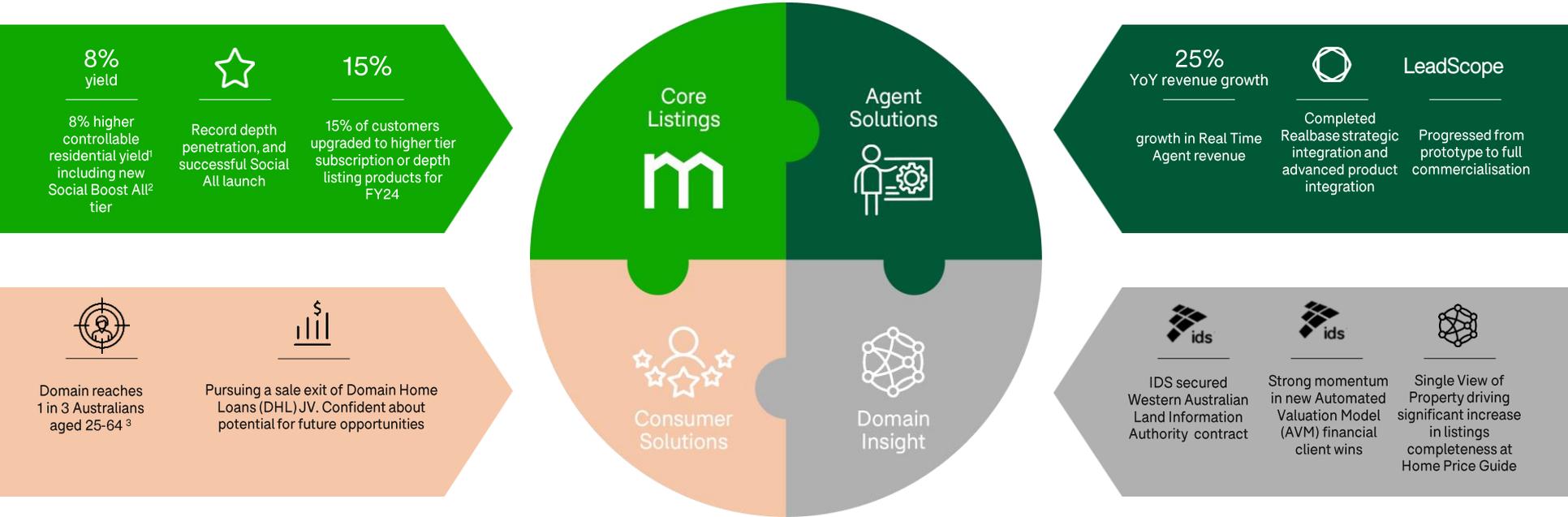
1. Excludes significant items and impairment on discontinued operation

Creating a Property Marketplace to inspire confidence in life's property decisions



Delivering to our Marketplace Strategy

Better Together

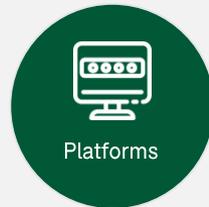


1. Controllable yield refers to price plus depth on new 'for sale' listings only, reflects like-for-like performance, and does not include the impact of geographic market mix or revenue deferral 2. Social Boost All is a new tier offered to Platinum All customers 3. Domain Group's print and digital audience reaches more than 1 in 3 Australians aged 25 to 64 Source: Roy Morgan Apr 22 - Mar 23 Domain Group Print Average Issue Readership (AIR) (Domain NSW/Vic + Allhomes + Review + Prestige) & Domain Group Digital, last 4 weeks

Progressing our Marketplace Strategy to achieve scale

		FY19-FY20 Simplifying and Optimising	FY21-FY22 Defining and launching our Marketplace strategy	FY23 → Executing and Scaling the Marketplace
Strategic focus and examples	Invest	 Acquisition of Real Time Agent	 Acquisitions of IDS and Reabase	 Foundational investment to drive marketplace scale
	Simplify & Optimise	 Expense base rationalisation  Portfolio rationalisation (Compare & Connect, My Desktop, Star Weekly)	 Investment in data platforms (Single View of Property)  Expense base rationalisation  System and process optimisation	 Expense base rationalisation  System and process optimisation

Foundational Investment to drive future scale



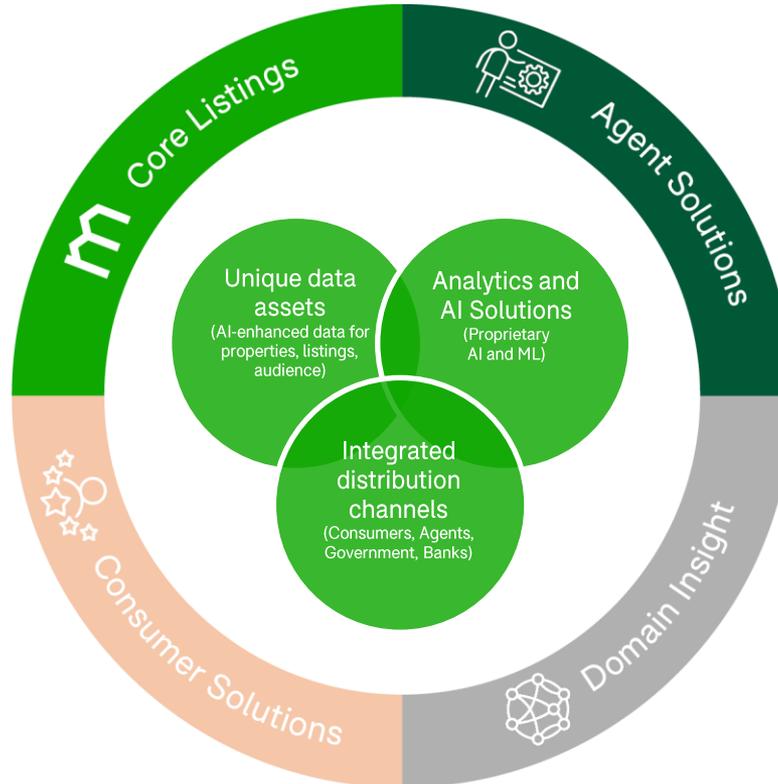
Domain is using AI to drive unique and proprietary capabilities

Domain's AI strategy commenced in FY17 to:

- Drive internal efficiency
- Support data quality
- Create unique capabilities
- Develop proprietary R&D IP

Domain's key assets are embedded in our Marketplace strategy

- Unique data assets
- Analytics and AI solutions
- Integrated distribution channels



Successful product developments to date

LeadScope:

- AI-powered agent prospecting tool
- ~450k unique and accurate predictions since 2019

Data Quality Stream:

- Internal AI-powered tool designed to improve listings quality and manage cybersecurity risk
- Automated corrections to ~1.5 million current and historic listings in past 12 months, unique to Domain

Social Boost:

- Based on AI-driven audience segmentation
- 2-3x the efficiency of generic Facebook 3rd party models

Delivering successful results from FY23 Foundational Investment



Platforms

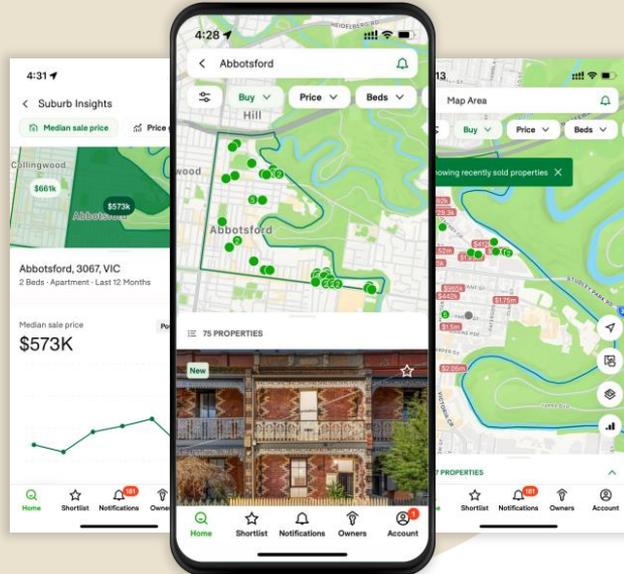
Rebuild key infrastructure to scale, digitize and automate the user experience

Powering new mobile search

New mobile search functionality marks the most significant improvement in the user experience since Domain's mobile app launch in 2009

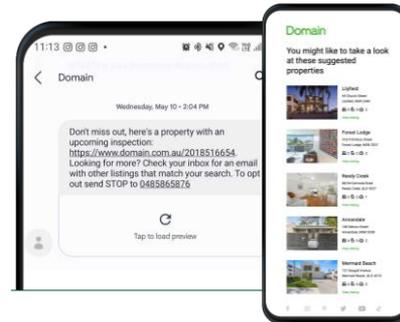
New digital customer onboarding project

Significant efficiency gains, reducing onboarding times from 5-10 business days to less than 1 day



Personalisation

Leverage in-house segmentation and modelling to deliver personalisation at scale



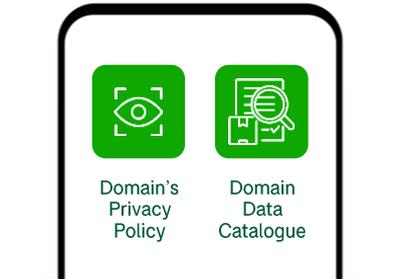
Growing personalised experiences

Extended ability to leverage AI-driven personalisation through new SMS and push notification channels
FY23 year-on-year uplift of 10% in Domain's audience receiving personalised communications



Privacy

Embed processes that create consumer trust and support data commercialisation



Enhanced policies and protocols

Launch of new privacy policy that provides additional transparency.
Strengthened protocols with Implementation of internal data cataloguing governance tool

PRIORITIES

FY23 EXAMPLE OUTCOMES

ESG Initiatives

Commitment to delivering sustainable value to all our stakeholders



Domain's
Material risks



ESG
Progress

- Advanced our understanding of Domain's emissions footprint with Scope 3 measurement
- Domain's office footprint incorporates high levels of environmental sustainability with Sydney office achieving a NABERS energy rating of 6 stars (highest rating available) for the second consecutive year. FY23 year-on-year reduction in electricity usage of 16%
- Supporting the incorporation of sustainability considerations into the property industry by sharing consumer sustainability insights and trends

- Delivered initiatives outlined in the 'Reflect' first stage of our Reconciliation Action Plan
- Established a partnership with CareerTrackers to support emerging Indigenous talent with paid work placement
- Ongoing partnership with Circle In to create a family-inclusive workplace; implementation of enhanced, gender neutral parental leave policies
- 40:40 Vision signatory, an investor-led initiative to achieve executive leadership gender balance

- Continued investment in cyber security program and enhanced alignment with international industry standards
- Creation of a dedicated working group to manage the impact of impending reforms to the Privacy Act 1988 (Cth)
- Increased transparency and reporting on sustainability through external survey participation including CDP, S&P Global CSA, Sustainalytics and others. Constituent of FTSE4Good index for 5th consecutive year

ESG Focus

Progressing towards a carbon neutral future

Maintain Domain's market-leading position in diversity and inclusion

Continued strengthening of data security and privacy compliance

Domain's revenue drivers

Residential



Domain
Insight



Media,
Developers &
Commercial



Consumer
Solutions



Agent
Solutions



Print



Residential

Key Result Drivers

- FY23 new 'for sale' listings volumes declined 13.8% year-on-year
- Controllable yield increase of 8% benefiting from price increases, record depth penetration and launch of new Social Boost product
- Depth: Subscription revenue split 87%:13%

Revenue \$M



-7%

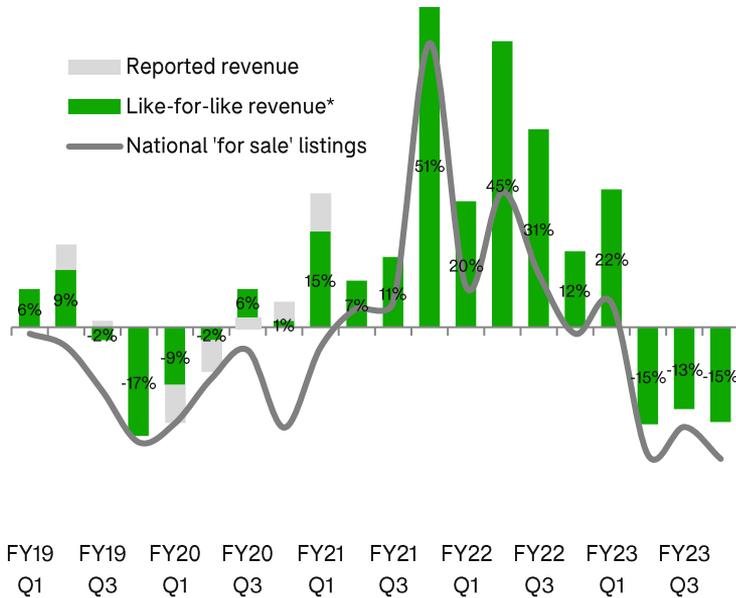
Revenue as % of Total



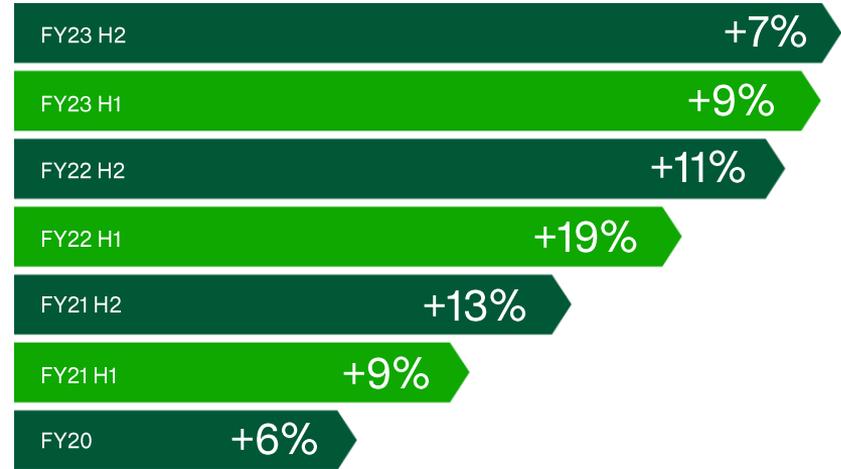
65%

Resilient controllable yield performance

Domain quarterly residential depth revenue versus new national 'for sale' market listings (% change YoY)



Controllable yield 'for sale' listings (% change)

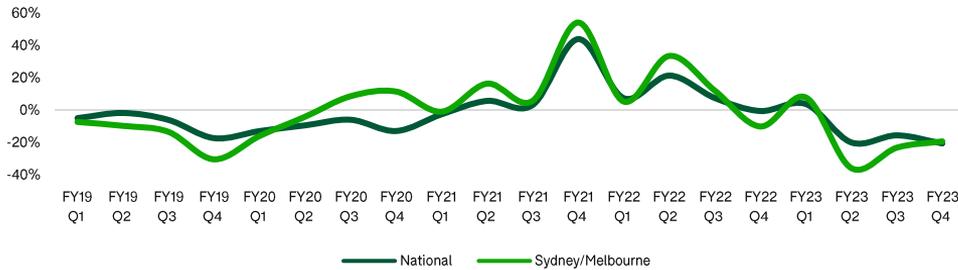


*Like-for-like depth revenue is adjusted for extra week in FY19 and impact of revenue deferral arising from new depth contract duration in FY20

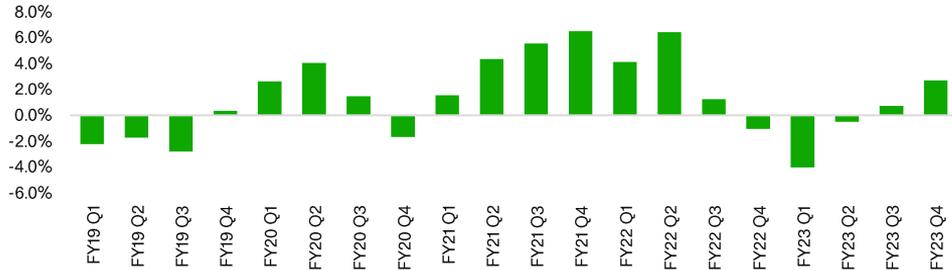
Continued micro market strategic progress despite difficult market environment

FY23 Market environment

Sydney and Melbourne led the listings market down, with early signs of stabilisation

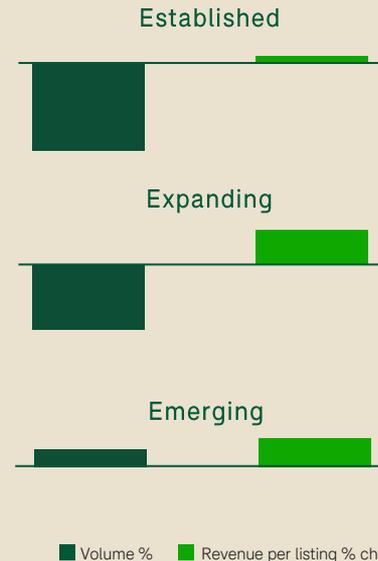


Capital City house prices have turned



Market Segments

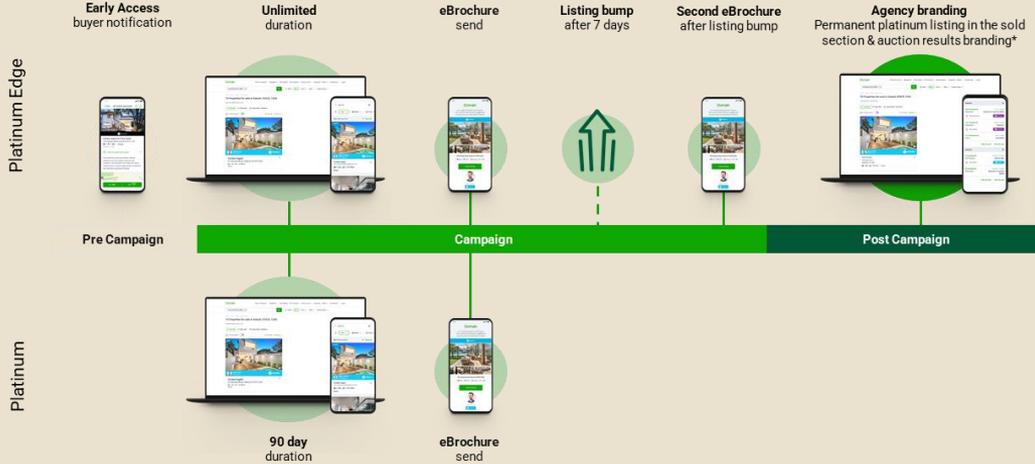
FY23 Volume vs Revenue Per Listing¹ (sale only)



1. Revenue per listing is for new 'for sale' listings only and does not include the impact of revenue deferral

Residential product and commercial innovation

Price review & Platinum Edge



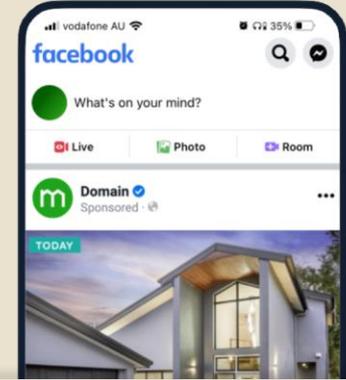
Significant attachment rate of Platinum Edge to Platinum All contracts



During price review rollout, more than 15% of all customers upgraded to higher tier subscriber or depth listing products for FY24

Social Boost

Impressive Social Boost All attachment rate to Platinum listings benefiting from significant product enhancements

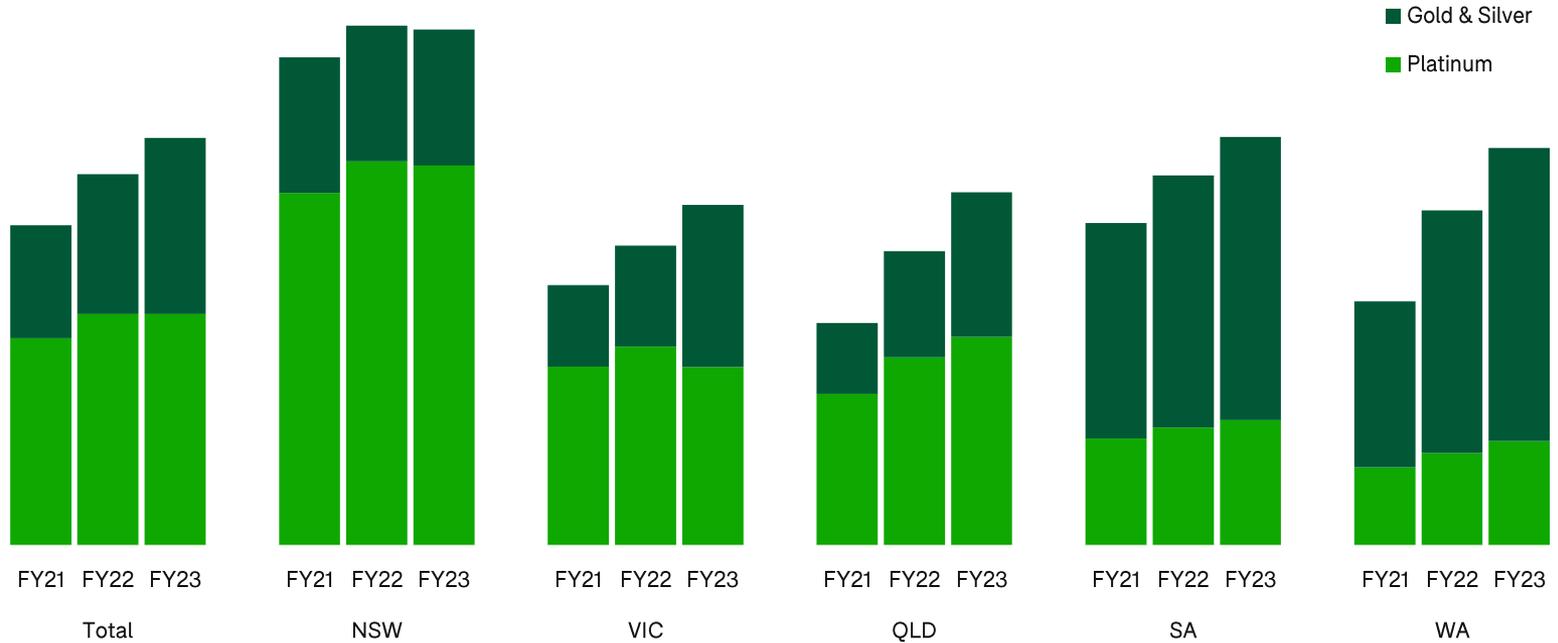


New Commercial Model

- Launch of new sales organization model to deliver an enhanced and personalised customer experience
- Single point of contact for all residential solutions across Core Listings and Agent Solutions
- Account managers have experienced a 2-3x uplift in time available to service highest performing agents
- Opportunity to cross-sell and scale Marketplace solutions

Continued Strong Growth in National Depth Penetration

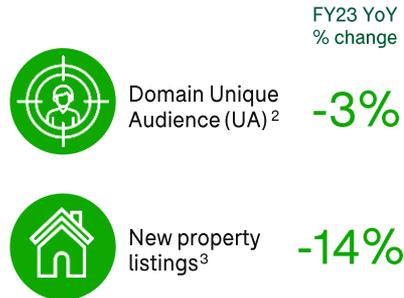
Domain Residential Depth Product Penetration
(% of new 'for sale' listings)



Delivering quality, engaged audiences



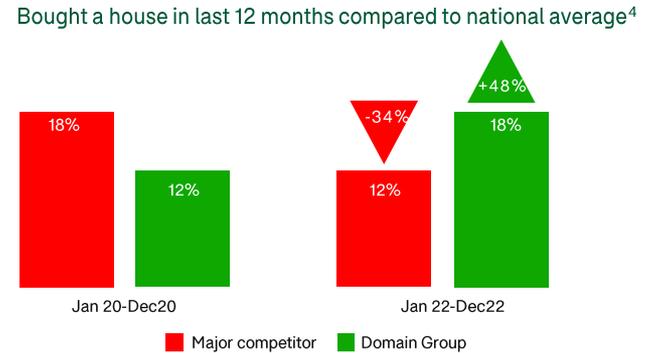
Domain's audiences are significantly outperforming new property listings



Enquiries have experienced a significant improvement in FY23 H2



Domain's audience quality is experiencing significant quality improvement



Source: 1. Nielsen Digital Content Ratings, Monthly Tagged, July 2022 to June 2023, Domain Media (incl. Domain, Allhomes & Commercial Real Estate), P2+, Digital C/M, Test, Unique Audience 2. Nielsen Digital Content Ratings, Monthly Tagged, July 2022 to June 2023, July 2021 to June 2022, Domain Media (incl. Domain, Allhomes & Commercial Real Estate), P2+, Digital C/M, Text, Domain, Unique Audience 3. Internal data, sale and residential new listings, excluding New devs and ACT, July 2022 to June 2023 average compared to July 2021 to June 2022 average 4. Roy Morgan, Survey period January 2020 to Dec 2020 and January 2022 - December 2022, Domain Group Print + Digital & REA Digital, last 4 weeks

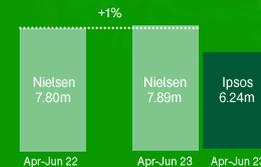
New Audience Measurement Metric



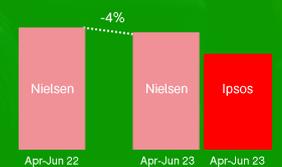
New industry-wide digital audience measurement

- In late 2021 the Interactive Advertising Bureau (IAB) endorsed IPSOS as the sole and exclusive preferred supplier for the provision of online audience measurement data in Australia
- IPSOS' new audience measurement is available from April 2023. The changed methodology results in an audience reset across the entire industry, and is not comparable with previous Nielsen measurement
- On a like-for-like basis using Nielsen methodology, Domain's April-June 2023 audience is up 1% year-on-year

Domain Group ^{1,2,3}



Major Competitor ^{1,2,3}



Source; 1. Nielsen Digital Content Ratings, Monthly Tagged, April 2023 to June 2023, April 2022 to June 2022, Domain Media (incl Domain, Allhomes & Commercial Real Estate), P2+, Digital C/M, Text, Unique Audience 2. Nielsen Digital Content Ratings, Monthly Tagged, April 2023 to June 2023, April 2022 to June 2022, Realestate.com.au, P2+, Digital C/M, Text, Unique Audience 3. Ipsos iris Online Audience Measurement Service April to June 2023 average, Age 14+, PC/laptop/smartphone/tablet, Text only, Domain Group (Domain Brand Group, Allhomes, CRE) & Realestate.com.au, Audience 3. Indexed to 100

Media, Developers & Commercial

Key Result Drivers

- Commercial Real Estate (CRE) delivered year-on-year growth outperforming a weak market
- Developers was impacted by the continued challenging market for multi-storey developments
- Media revenue declined in H2 reflecting broader advertising market weakness

Revenue \$M



-3%

Revenue as %
of Total

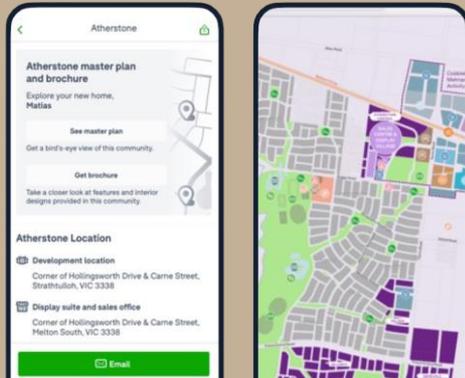


14%

Mixed performance across three verticals

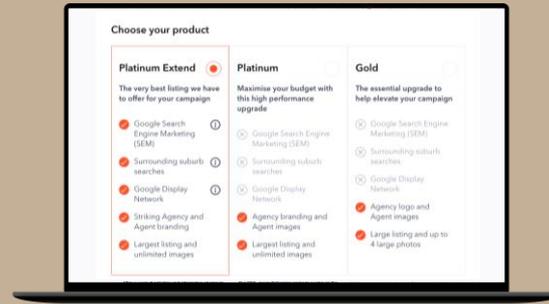
Developers

- Continued challenging market environment reflecting increased interest rates and high construction costs
- Market conditions have resulted in declines in new projects and deferrals of existing projects
- Reduced buyer activity has led to increases in listing duration, providing some offset to lower new project volumes



Commercial Real Estate

- Solid year-on-year revenue growth of 6% despite weak market backdrop, with lease listings modestly higher
- New pricing model introduced in January 2023 supported stronger H2 performance
- Ongoing success in new depth contract adoption with depth penetration reaching a new record



DomainMedia

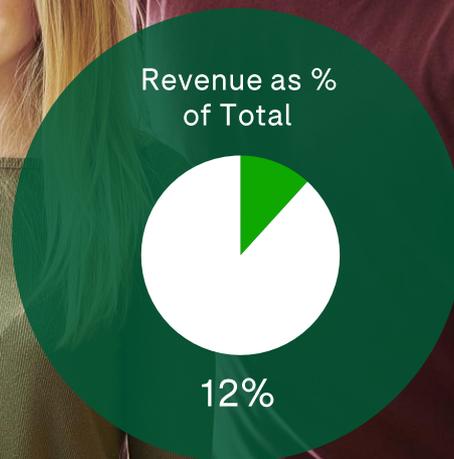
- Following a solid Q1, the broader digital advertising market softened into Q2 and beyond, reflecting macroeconomic uncertainty
- Media delivered stable revenue in H1, however saw a downturn in H2 in line with the broader market



Agent Solutions

Key Result Drivers

- Underlying revenue growth of 6% year-on-year adjusted for Realbase acquisition
- Product investment supporting solid subscriber gains at Pricefinder (Agent) and accelerating momentum at Real Time Agent
- Realbase solid subscription performance offset by weak listings environment in Sydney and Melbourne

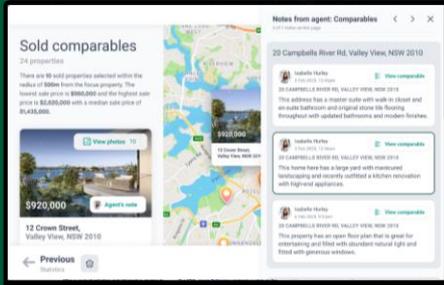


Resilient Subscription Performance



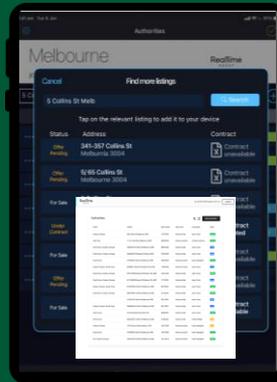
Data, Research & Insights

- Solid subscription trends, with user growth supported by product development and rollout of new Comparative Market Analysis (CMA) tool
- Lower listings volumes in key NSW and Victorian markets impacted on transactions (title searches)



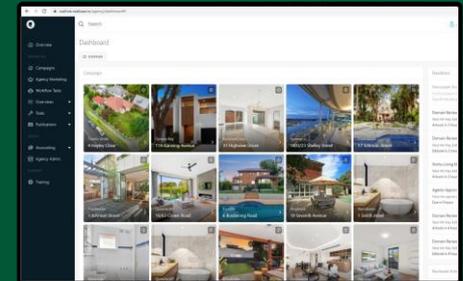
Digital End-to-End Solutions

- Increasing momentum in H2 revenue benefiting from new customer acquisition, increased product uptake and new revenue streams
- Transactions (contracts) solid growth from broader agent adoption, despite reduced market activity

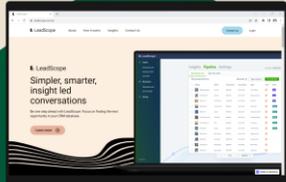


Property Marketing

- Solid subscriber trends at Engage, with ongoing migration from legacy Campaigntrack platform to Realhub's advanced technology stack
- Exposure to significant listings declines in Sydney and Melbourne markets impacted on transaction volumes
- NZ affected by natural disasters in December/January which impacted on property listings



Market-leading Product Innovation and Integration



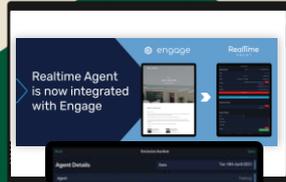
LeadScope

Helps agencies list more properties, grow market share and profitability

- Using exceptional AI, LeadScope offers a prediction utility and brings market insights that unlock scale for agencies
- Integrating with digital workflows while remaining compliant, connected and on-brand

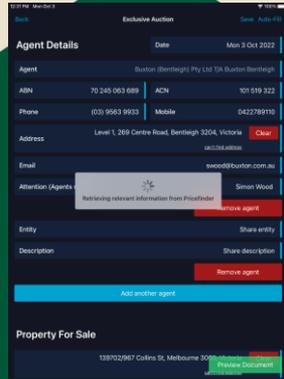
Design principles

- Agency Trust
- Consumer Trust
- Exceptional AI & Prediction Utility



Real Time Agent and Engage integration

Enables agents to generate RTA agreements using property, vendor and campaign data from Engage proposals



Real Time Agent and Pricer integration

Enables agents to generate RTA agreements using property data from Pricer appraisals



Homepass and Pricer integration

Enables agents better understand inspection attendees by matching with potential owned properties using Pricer



Allhomes Amplify

Built using the AIM platform, Amplify combines Google Display, Facebook and Instagram to reach more potential buyers for Allhomes listings

Domain Insight

Key Result Drivers

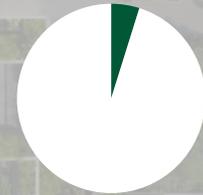
- 16% revenue growth with underlying revenue growth of 4% before the contribution from Insight Data Solutions (IDS) from mid-October 2021
- IDS secured the Western Australian Land Information Authority contract, and is achieving momentum in Automated Valuation Model (AVM) clients
- Solid performance from Pricerfinder (non-agent) subscriptions with transactions (title searches) impacted by market conditions

Revenue \$M



+16%

Revenue as % of Total



5%

Providing actionable and customer centric solutions

	 Property Data Platform	 Property Valuation & Research	 Land & Property Valuation
Overview	<ul style="list-style-type: none"> Property data platform with extensive data, insights and reporting tools 	<ul style="list-style-type: none"> Automated and real-time property valuation models and in-depth property research capability 	<ul style="list-style-type: none"> Market-leading data business providing land and property valuation, insights and analytics services into the Government and Financial Institution sectors
Value to customers	<ul style="list-style-type: none"> Multi-decade history of comprehensive and accurate property data provided to financial institutions, developers, government, professional institutions and consumers 	<ul style="list-style-type: none"> Comprehensive real time property information and analytical tools reduce costs, streamline processes and minimize risk 	<ul style="list-style-type: none"> Platforms, workflow tools and property analytics allow Governments and Corporates to make more timely and accurate decisions regarding land and property valuations
FY23 Performance	<ul style="list-style-type: none"> Solid subscription revenue performance Market conditions and lower listings volumes impacted transactions (title searches) 	<ul style="list-style-type: none"> Stable valuations contribution Strong research revenue growth 	<ul style="list-style-type: none"> Secured Western Australian Land Information Authority contract Significant momentum in Automated Valuation Model (AVM) financial client wins

Consumer Solutions

Key Result Drivers

- Domain Home Loans (DHL) outperformed a soft home lending market impacted by interest rate rises
- Domain sees much greater potential than has been able to be achieved through the Joint Venture
- Strategic decision to pursue a sale exit from DHL
- DHL is being held for sale, treated as a discontinued operation and excluded from trading results



Domain has a valuable platform to deliver Marketplace solutions to Consumers

Domain's future aspirations

- Significant ability to scale and achieve profitability
- Deep integration
- Low cost structure
- Alignment on future direction



DHL discontinued operations

(\$M)	FY23	FY22
Revenue	8.8	9.2
Expenses	(14.1)	(12.0)
EBITDA	(5.3)	(2.7)
Net loss after tax	(5.9)	(3.3)
Net loss attributable to Non Controlling Interest	3.2	2.1
Net loss attributable to Members of the Company	(2.7)	(1.2)
Non cash impairment and other significant items	(4.6)	(0.9)
Net loss after significant items	(7.3)	(2.1)

Print

Key Result Drivers

- Year-on-year revenue decline reflects challenging listings environment in key high value markets
- Margin impacted by revenue declines, with operating costs down year-on-year despite higher printing costs
- New print partnership established for Melbourne magazines

Revenue \$M



-24%

Revenue as % of Total

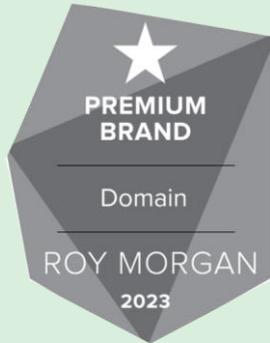


5%

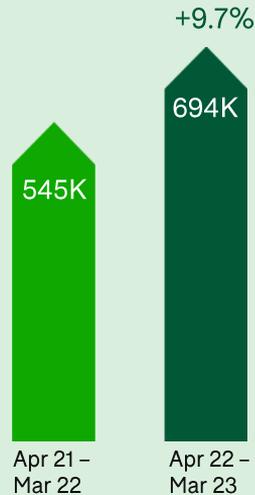
Domain
PRESTIGE
THE BEST IN AUSTRALIAN PROPERTY

Print delivers incremental exclusive audiences

Domain's magazines are award winning¹....



delivering a large and growing readership².....



.... of exceptional quality

Domain likelihood versus:

Looking to buy (next 12 months)³

70% / 48%

National Average / Major Competitor

Have purchased (last 12 months)³

72% / 53%

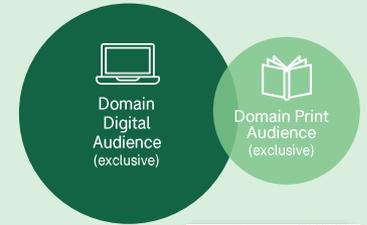
National Average / Major Competitor

Domain Prestige likely to reach buyers (last 12 months)⁴

2.41x / 2.14x

National Average / Major Competitor

....with minimal overlap with digital⁵



1. Roy Morgan Premium Brand Award recognises brands that deliver the largest gap between "Super NEOs" (high value consumers of the new economic order (NEO) and the general population, Roy Morgan, Apr 21-Mar 23. n=65,836, NEO IP owned by the The Honeywill Trust 2. Roy Morgan, Apr 22 - Mar 23 compared to Apr 21 - Mar 22, Domain Group Print (Domain NSW/VIC + Allhomes + Review + Prestige) 3. Roy Morgan, Apr 22 - Mar 23, Domain Group Print (Domain NSW/VIC + Allhomes + Review + Prestige) & Realestate.com.au Digital 4. Roy Morgan, Apr 22 - Mar 23, Domain Prestige & Realestate.com.au Digital 5. Roy Morgan, Apr 22 - Mar 23, Domain Group Print + Domain Group Digital, last 7 days

02

Current Trading Environment & Outlook

Jason Pellegrino, CEO



FY24 Outlook

- Trading in the first six weeks of FY24 reflects some early recovery in new 'for sale' listings in high value Sydney and Melbourne markets, although national volumes are being impacted by weakness in Queensland and West Australian markets.
- FY24 costs are expected to increase in the mid to high single digit range from the FY23 expense base (excluding discontinued operations) of \$237.1 million.
- Domain expects to resume EBITDA margin expansion in FY24, supported by improving listings, successful price increases, uptake of new depth contracts and products including Platinum Edge, and continued cost restraint, balanced with investment in our Marketplace strategy.

03

Group Financials

John Boniciolli, CFO



Reconciliation of Statutory (Reported 4E) to Trading Result FY23

FY23 (\$M)	STATUTORY (REPORTED 4E)	LESS SIGNIFICANT ITEMS CONTINUING OPERATIONS	LESS DISCONTINUED OPERATIONS NON- CASH IMPAIRMENT AND OTHER SIGNIFICANT ITEMS	ADD DISCONTINUED OPERATIONS TRADING RESULTS	TRADING PERFORMANCE EXCLUDING SIGNIFICANT ITEMS AND INCLUDING DISCONTINUED OPERATIONS TRADING RESULTS	LESS DISCONTINUED OPERATIONS TRADING RESULTS	TRADING PERFORMANCE EXCLUDING SIGNIFICANT ITEMS AND DISCONTINUED OPERATIONS
Revenue	345.8	0.1	-	8.8	354.5	8.8	345.7
Share of Profits (Loss)	-	-	-	-	-	-	-
Expenses	(245.7)	(8.6)	-	(14.1)	(251.2)	(14.1)	(237.1)
EBITDA	100.1	(8.5)	-	(5.3)	103.3	(5.3)	108.6
Depreciation & Amortisation	(38.3)	-	-	(0.7)	(39.0)	(0.7)	(38.3)
EBIT	61.8	(8.5)	-	(6.0)	64.3	(6.0)	70.3
Net Finance Costs	(11.6)	(0.9)	-	0.1	(10.6)	0.1	(10.7)
Net Profit / (Loss) Before Tax	50.1	(9.4)	-	(5.9)	53.7	(5.9)	59.6
Tax (Expense)/ Benefit	(10.6)	4.4	-	-	(15.0)	-	(15.0)
Net Profit / (Loss) After Tax	39.6	(5.0)	-	(5.9)	38.7	(5.9)	44.6
RECONCILIATION TO FINANCIAL STATEMENTS: Net Profit/(Loss) Attributable to Members of the Company							
Net Profit from Continuing Operations	39.6	(5.0)	-	-	44.6	-	44.6
Net Loss from Discontinued Operations	(10.5)	-	(4.6)	-	(5.9)	(5.9)	-
Net (Profit)/Loss Attributable to Non Controlling interest	(3.0)	(0.2)	-	-	(2.8)	3.2	(6.0)
Net Profit / (Loss) Attributable to Members of the Company	26.1	(5.2)	(4.6)	-	35.9	(2.7)	38.6
Earnings Per Share (EPS) (¢)	4.14						6.12

Reconciliation of Statutory (Reported 4E) to Trading Result FY22

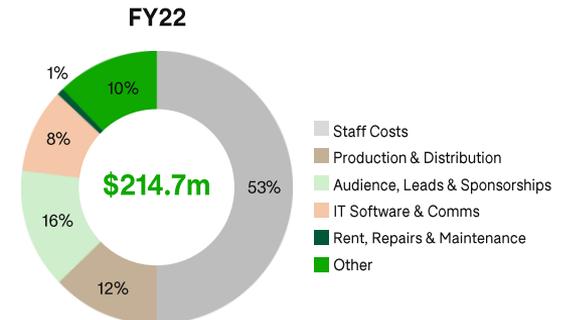
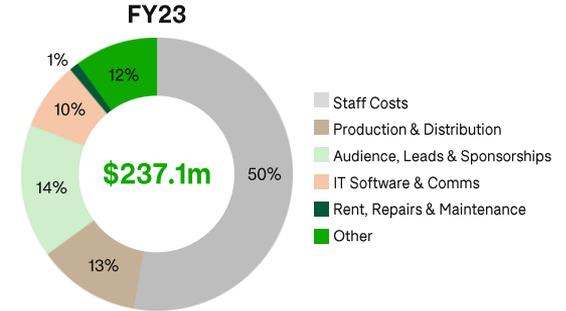
FY22 (\$M)	STATUTORY (REPORTED 4E)	LESS SIGNIFICANT ITEMS CONTINUING OPERATIONS	LESS DISCONTINUED OPERATIONS NON- CASH IMPAIRMENT AND OTHER SIGNIFICANT ITEMS	ADD DISCONTINUED OPERATIONS TRADING RESULTS	TRADING PERFORMANCE EXCLUDING SIGNIFICANT ITEMS AND INCLUDING DISCONTINUED OPERATIONS TRADING RESULTS	LESS DISCONTINUED OPERATIONS TRADING RESULTS	TRADING PERFORMANCE EXCLUDING SIGNIFICANT ITEMS AND DISCONTINUED OPERATIONS
Revenue	347.8	0.2	-	9.2	356.7	9.2	347.5
Share of Profits (Loss)	-	-	-	-	-	-	-
Expenses	(246.1)	(23.4)	-	(12.0)	(234.6)	(12.0)	(222.7)
EBITDA	101.6	(23.2)	-	(2.7)	122.1	(2.7)	124.8
Depreciation & Amortisation	(32.3)	-	-	(0.6)	(33.0)	(0.6)	(32.3)
EBIT	69.3	(23.2)	-	(3.4)	89.1	(3.4)	92.5
Net Finance Costs	(4.9)	0.7	-	0.1	(5.5)	0.1	(5.6)
Net Profit / (Loss) Before Tax	64.4	(22.5)	-	(3.3)	83.6	(3.3)	86.9
Tax (Expense)/ Benefit	(23.3)	3.2	-	-	(26.5)	-	(26.5)
Net Profit / (Loss) After Tax	41.1	(19.3)	-	(3.3)	57.1	(3.3)	60.4
RECONCILIATION TO FINANCIAL STATEMENTS: Net Profit/(Loss) Attributable to Members of the Company							
Net Profit from Continuing Operations	41.1	(19.3)	-	-	60.4	-	60.4
Net Loss from Discontinued Operations	(4.2)	-	(0.9)	-	(3.3)	(3.3)	-
Net (Profit)/Loss Attributable to Non Controlling interest	(4.5)	-	-	-	(4.5)	2.1	(6.7)
Net Profit / (Loss) Attributable to Members of the Company	32.4	(19.3)	(0.9)	-	52.6	(1.2)	53.8
Earnings Per Share (EPS) (¢)	5.45						9.05

Domain Cost Reconciliation and Structure

Cost Reconciliation of Statutory (Reported 4E) to Trading Expenses

(\$M)	FY23	FY22	% CHANGE
Statutory expenses	(245.7)	(246.1)	0.2%
Exclude: Significant items	(8.6)	(23.4)	63.2%
Trading expenses including discontinued operations	(237.1)	(222.7)	(6.5%)
Include Discontinued Operations Trading Expenses	(14.1)	(12.0)	(18.3%)
Trading expenses including Discontinued Operations	(251.2)	(234.6)	(7.1%)
TRADING EXPENSES ADJUSTED FOR JOBKEEPER AND ZIPLINE			
Exclude: JobKeeper	-	5.7	-
Exclude: Zipline share based payments ¹	-	2.2	-
Trading expenses excluding JobKeeper and Zipline	(237.1)	(214.7)	(10.4%)

Cost Structure



1. Zipline share based expenses continued until October 2021

Significant Items

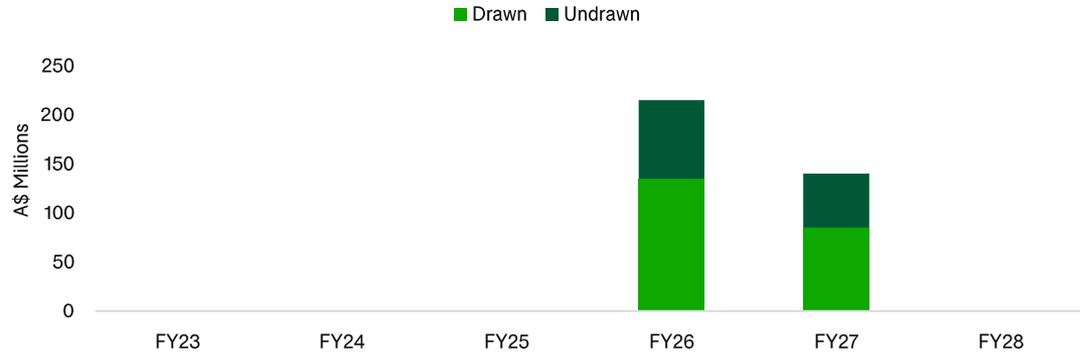
(\$M)	FY23	FY22
Restructuring charges	(6.3)	(8.2)
Impairment	(0.6)	-
Loss on lease modification	-	(2.4)
Costs related to mergers and acquisitions	(1.5)	(4.6)
(Loss)/gain on contingent consideration payable	(1.3)	(8.0)
Gains in relation to disposal of entities	0.1	-
Gain on debt refinance	-	0.7
Significant items, before tax	(9.4)	(22.5)
Income tax benefit	4.4	3.2
Significant items, net of tax	(5.0)	(19.3)

Cash Flow (Statutory)

(\$M)	FY23	FY22
Cash from Trading	95.3	96.4
Net Finance Charges	(9.2)	(4.7)
Income Tax Payments	(19.9)	(22.8)
Net Cash Inflow from Operating Activities	66.2	68.9
Investment in PP&E and Software	(30.3)	(20.9)
Net investment in Businesses/Ventures	(23.8)	(227.2)
Sublease Receipts	1.4	1.3
Net Cash Outflow from Investing Activities	(52.7)	(246.8)
Net Borrowing Proceeds/Repayments	2.6	48.5
Dividends Paid	(42.5)	(39.3)
Lease Payments	(5.6)	(9.6)
Net Payments for Share Purchase	(0.3)	158.2
Net Other	-	(7.0)
Net Cash Outflow from Financing Activities	(45.8)	150.8
Net Cash (Outflow) / Inflow	(32.3)	(27.0)
Cash at Beginning of Period	67.1	94.2
Consolidated Cash at End of Period	34.8	67.1
Less: Cash at bank attributable to discontinued operations	(1.3)	-
Cash and cash equivalents at end of Period	33.5	67.1

Debt Facilities

Debt facility maturities



Facility drawn down to \$220m as at June 2023

FY23 (\$M)

	FACILITY	USAGE
Syndicated Bank Facility	355.0	220.0
Total Debt Facilities	355.0	220.0

Balance Sheet (Statutory)

(\$M)	FY23	FY22
Cash	33.5	67.1
Trade and Other Receivables	51.0	64.7
Current Lease Assets	0.3	1.5
Assets held for sale	7.1	0.0
Current Assets	91.9	133.3
Intangible Assets	1,375.7	1,380.2
Property, Plant and Equipment	6.2	8.9
Non-Current Lease Assets	16.3	20.1
Other Non-Current Assets	0.0	6.6
Non Current Assets	1,398.2	1,415.8
Total Assets	1,490.1	1,549.1
Current Lease Liability	4.9	6.4
Other Current Liabilities	43.0	90.1
Liabilities directly associated with assets held for sale	5.1	0.0
Current Liabilities	53.0	96.5
Interest Bearing Liabilities	219.3	218.6
Non-Current Lease Liability	15.3	19.5
Deferred Tax Liabilities	86.2	87.0
Other Non-Current Liabilities	14.0	15.1
Non Current Liabilities	334.9	340.2
Total Liabilities	387.8	436.7
Net Assets	1,102.3	1,112.4
Contributed Equity	1,474.9	1,474.9
Shares held in trust	(1.9)	(7.5)
Reserves	(44.7)	(39.2)
Retained Profits/(losses)	(336.0)	(325.9)
Total Parent Equity Interest	1,092.3	1,102.3
Non-Controlling Interest	10.0	10.2
Total Equity	1,102.3	1,112.5
Net Debt / (Cash)	185.8	151.5

Net debt of \$185.8m represents a leverage ratio of 1.92x

Summary and Outlook

	 Listings	 Yield	 Operating costs
FY23	-13.8% national listings decline -20% in Sydney/Melbourne	8% controllable yield despite disproportionate impact in highest yielding markets	18% H2 expense decline versus H1 reflects cost discipline
Outlook	Short term volatility Longer term listings will return as in previous cycles	Continued strong depth uptake and pricing supports longer term targets for 12% through-the-cycle growth	Balance cost efficiencies with investment for future growth

04

Q & A

Jason Pellegrino, CEO
John Boniciolli, CFO



05

Appendices



1. Non-Controlling Interest*

(\$M)	FY23	FY22
Core Digital	(5.2)	(5.7)
Consumer Solutions	0.0	(0.0)
Digital	(5.2)	(5.7)
Print	(0.9)	(0.9)
Total Non Controlling Interest	(6.0)	(6.7)

* Excluding significant items and discontinued operations

2. Group Trading Performance

ADJUSTED FOR JOBKEEPER/ ZIPLINE IN FY22^{1,2}

CONTINUING OPERATIONS³

INCLUDING DISCONTINUED OPERATIONS⁴

(\$M)	FY23	FY22 ²	% Change	FY23	FY22 ²	% Change
Revenue	345.7	347.5	(0.5%)	354.5	356.7	(0.6%)
Expenses	(237.1)	(214.7)	(10.4%)	(251.2)	(226.7)	(10.8%)
EBITDA	108.6	132.8	(18.2%)	103.3	130.1	(20.5%)
EBITDA margin (%)	31.4%	38.2%		29.1%	36.5%	

1. Excludes significant items and impairment on discontinued operation 2. Excludes JobKeeper and Zipline expenses of \$8.0 million in FY22. Zipline was Domain's voluntary employee program implemented during the initial stages of the COVID-19 pandemic to deliver a 20% reduction in employee cash salary. Refer to Slide 36 for further details. 3. Excludes Doman Home Loans (DHL) which has been classified as a discontinued operation. 4. Includes Domain Home Loans (DHL) trading results

3. Segment Results

RESULT ADJUSTED FOR
JOBKEEPER/ZIPLINE IN FY22^{1,2}

(\$M)	REVENUE			EBITDA			EBITDA MARGIN	
	FY23	FY22	% Change	FY23	FY22	% Change	FY23	FY22
Residential	223.1	239.4	(6.8%)					
Media, Developers & Commercial	47.8	49.4	(3.4%)					
Agent Solutions	40.7	21.9	85.6%					
Domain Insight	17.3	14.9	16.3%					
Core Digital	328.9	325.6	1.0%	135.0	157.7	(14.4%)	41.0%	48.4%
Consumer Solutions	0.0	0.0	-	0.0	0.0	-	-	-
Digital	328.9	325.6	1.0%	135.0	157.7	(14.4%)	41.0%	48.4%
Print	16.6	21.7	(23.6%)	2.3	5.7	(59.3%)	14.0%	26.3%
Corporate	0.2	0.2	8.9%	(28.7)	(30.6)	6.1%		
Domain Group	345.7	347.5	(0.5%)	108.6	132.8	(18.2%)	31.4%	38.2%
Discontinued Operations	8.8	9.2	(4.3%)	(5.3)	(2.7)	(94.3%)	(60.3%)	(29.7%)
Domain Group including Discontinued Operations	354.5	356.7	(0.6%)	103.3	130.1	(20.6%)	29.1%	36.5%

1. Excludes significant items and impairment on discontinued operation 2. Excludes JobKeeper and Zipline expenses of \$8.0 million in FY22. Zipline was Domain's voluntary employee program implemented during the initial stages of the COVID-19 pandemic to deliver a 20% reduction in employee cash salary. Refer to Slide 36 for further details.

4. FY23 Group Trading Performance by half year

TRADING RESULT ¹ (AS REPORTED)	CONTINUING OPERATIONS ²		
	FY23 H1	FY23 H2	FY23
(\$M)			
Revenue	182.2	163.5	345.7
Expenses	(130.4)	(106.7)	(237.1)
EBITDA	51.8	56.8	108.6
EBITDA margin (%)	28.4%	34.7%	31.4%
EBIT	31.0	39.2	70.3
Net profit attributable to members of the company	17.6	21.0	38.6

1. Excludes significant items and impairment on discontinued operation 2. Excludes Doman Home Loans (DHL) which has been classified as a discontinued operation.

5. FY23 Segment Results by half year

TRADING RESULT¹ (AS REPORTED)

(\$M)	REVENUE			EBITDA			EBITDA MARGIN	
	FY23 H1	FY23 H2	FY23	FY23 H1	FY23 H2	FY23	FY23 H1	FY23 H2
Residential	119.5	103.6	223.1					
Media, Developers & Commercial	24.7	23.1	47.8					
Agent Solutions	20.4	20.3	40.7					
Domain Insight	8.4	8.9	17.3					
Core Digital	172.9	156.0	328.9	69.0	66.0	135.0	39.9%	42.3%
Consumer Solutions ¹ (excl discontinued operations)	0.0	0.0	0.0	0.0	0.0	0.0	-	-
Digital	172.9	156.0	328.9	69.0	66.0	135.0	39.9%	42.3%
Print	9.1	7.5	16.6	0.8	1.5	2.3	9.3%	19.7%
Corporate	0.1	0.1	0.2	(18.0)	(10.7)	(28.7)	-	-
Domain Group (Continuing Operations)	182.2	163.5	345.7	51.8	56.8	108.6	28.4%	34.7%
Discontinued Operations	4.4	4.4	8.8	(2.5)	(2.8)	(5.3)	(56.4%)	(64.2%)
Domain Group (including Discontinued Operations)	186.6	167.9	354.5	49.3	54.0	103.3	26.4%	32.1%

1. Excludes significant items and impairment on discontinued operation

Thank you

Contact:
corporate.relations@domain.com.au

