

# Investor Presentation

2024 Full Year Results  
16 August 2024



**Domain**  
Australia's home of property

# Disclaimer

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# Agenda

- 01 Introduction and Overview**  
Jason Pellegrino
- 02 Current Trading Environment and Outlook**  
Jason Pellegrino
- 03 Group Financials**  
Peter Williams
- 04 Q&A**  
Jason Pellegrino & Peter Williams





# 01

## Introduction & Overview

Jason Pellegrino,  
CEO and Managing Director



# Group Trading Performance

## TRADING RESULT <sup>1,2</sup> (CONTINUING OPERATIONS)

<b>(\$M)</b>	<b>FY24</b>	<b>FY23</b>	<b>% Change</b>
Revenue	391.1	345.7	13.1%
Expenses	(254.1)	(237.1)	(7.2%)
EBITDA	137.1	108.6	26.2%
EBITDA margin (%)	35.0%	31.4%	
EBIT	92.7	70.3	31.9%
NPAT attributable to members of the company	49.4	38.6	27.9%
Earnings per share (NPAT) ¢	7.8	6.1	27.8%
Adjusted net profit attributable to members of the company <sup>3</sup>	56.4	45.6	23.6%
Earnings per share (Adjusted net profit) ¢	8.9	7.2	23.5%

- Revenue increase of 13.1% to \$391.1 million
- Trading expenses increased 7.2% to \$254.1 million
- Trading EBITDA increased 26.2% to \$137.1 million
- Significant uplift in EBITDA margin from 31.4% to 35.0%
- NPAT increase of 27.9% to \$49.4 million
- Adjusted Net Profit increase of 23.6% to \$56.4 million
- Dividend of 4 cents per share, bringing full year dividend to 6 cents per share, in line with prior period

1. Excludes significant items. 2. Excludes Domain Home Loans (DHL) which has been classified as a discontinued operation.. 3. Adjusted net profit represents the net profit after tax, after adding back amortisation on assets arising from purchase price allocation

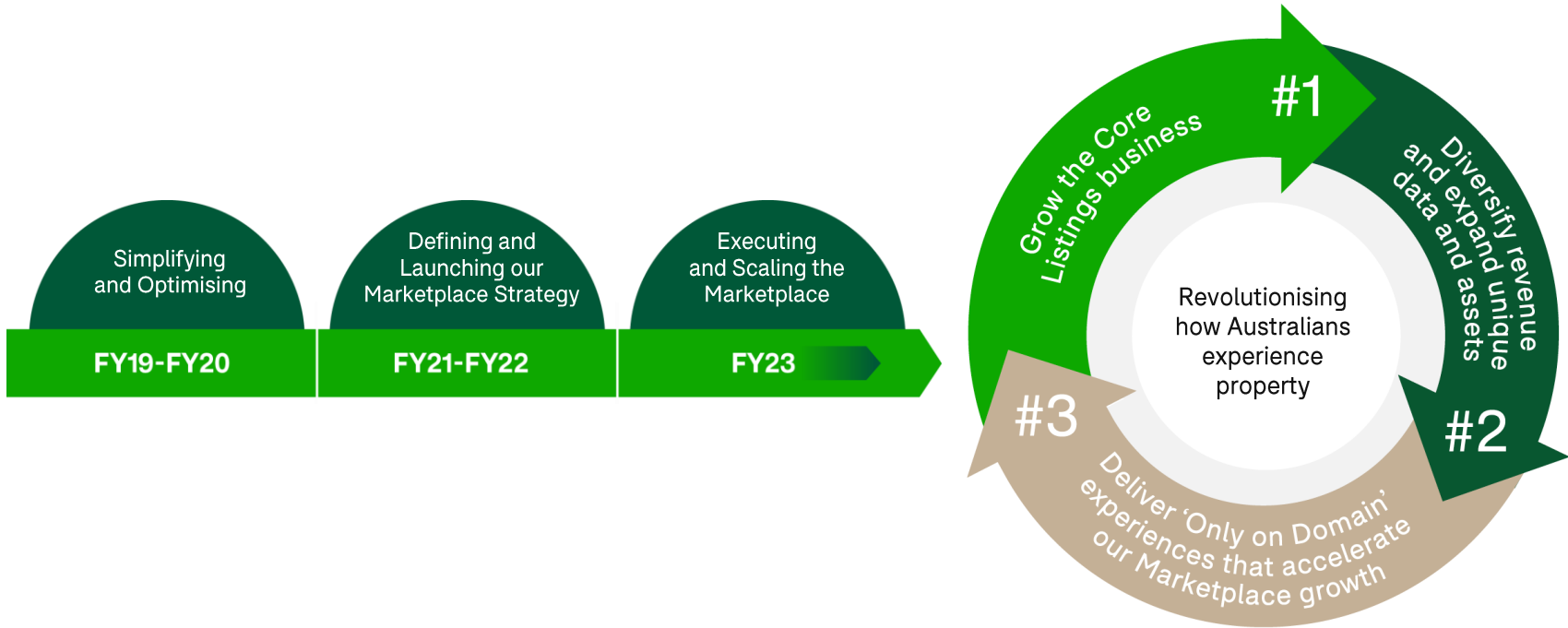
# Segment Results

## TRADING RESULT<sup>1,2</sup> (CONTINUING OPERATIONS)

(\$M)	REVENUE			EBITDA			EBITDA MARGIN	
	FY24	FY23	% Change	FY24	FY23	% Change	FY24	FY23
Residential	265.8	223.1	19.2%					
Media, Developers & Commercial	51.5	47.8	7.8%					
Agent Solutions	38.2	40.7	(6.1%)					
Domain Insight	18.7	17.3	7.7%					
<b>Core Digital</b>	<b>374.2</b>	<b>328.9</b>	<b>13.8%</b>	<b>171.2</b>	<b>134.9</b>	<b>26.9%</b>	<b>45.8%</b>	<b>41.0%</b>
Consumer Solutions	-	-	-	-	-	-	-	-
<b>Digital</b>	<b>374.2</b>	<b>328.9</b>	<b>13.8%</b>	<b>171.2</b>	<b>134.9</b>	<b>26.9%</b>	<b>45.8%</b>	<b>41.0%</b>
<b>Print</b>	<b>16.7</b>	<b>16.6</b>	<b>0.9%</b>	<b>1.1</b>	<b>2.3</b>	<b>(51.7%)</b>	<b>6.7%</b>	<b>14.0%</b>
Corporate	0.2	0.2	0.3%	(35.3)	(28.7)	(23.0%)	-	-
<b>Domain Group</b>	<b>391.1</b>	<b>345.7</b>	<b>13.1%</b>	<b>137.1</b>	<b>108.6</b>	<b>26.2%</b>	<b>35.0%</b>	<b>31.4%</b>

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

# Domain's flywheel is creating a powerful driver of Marketplace growth





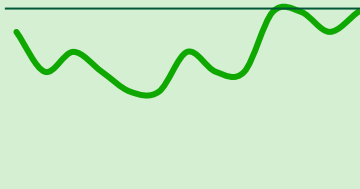
# FY24 Marketplace Progress



## #1 Growing the Core Listings business

Relative listings coverage exceeds pre-price increase levels

Relative new national sale listings coverage (%)

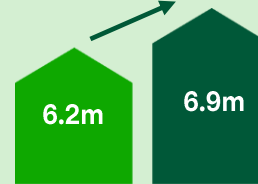


Jun-23 Jul-23 Aug-23 Sep-23 Oct-23 Nov-23 Dec-23 Jan-24 Feb-24 Mar-24 Apr-24 May-24 Jun-24

- Relative listings coverage in June 2024 exceeds the pre-price increase levels of June 2023
- Strong listings growth in FY24 Q4
- June and July 2024 year-on-year listings growth has outperformed our major competitor

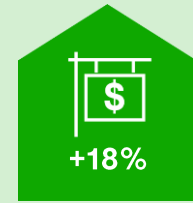
Strong Unique Audience growth<sup>1</sup>

+10% YoY



FY23 Q4 FY24 Q4  
Domain Group's Unique Audience

Continued momentum in Average Revenue Per Listing (ARPL)<sup>2</sup>



FY24 ARPL % change YoY



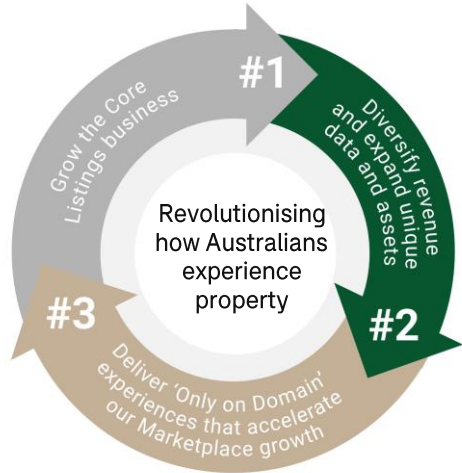
Sold for  
**+\$36,600**  
more when listed  
on Domain as well<sup>3</sup>

Domain is an essential part of every marketing schedule

On average nationally, a \$1 million property sold for \$36,600 more when Domain was added to the schedule alongside our nearest competitor

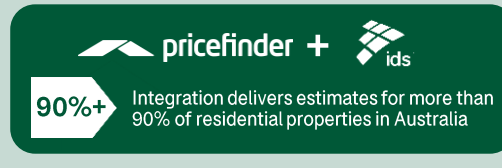
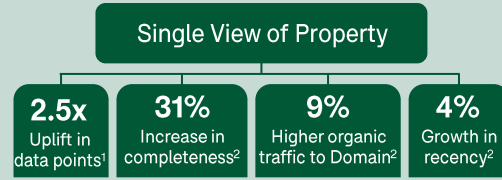
1. Ipsos iris Online Audience Measurement Service FY23 Q4 (April - June 2023) average compared to FY24 Q4 (April - June 2024) average, Age 14+, PC/laptop/smartphone/tablet, Text only, Domain Group (Domain Group includes Brand Groups Domain, All Homes, Commercial Real Estate), Audience (000's). 2. Average Revenue Per Listing includes residential depth and subscription revenue excluding rent and deferred revenue for Sale listings. 3. Domain Internal Data and third-party data, Jan 23 - Dec 23 - calculation based on national average percentage increase of sold price over advertised price.

# FY24 Marketplace Progress



## #2 Diversifying revenue and expanding unique data and assets

Significant enhancements to Domain's datasets



Diversifying revenue



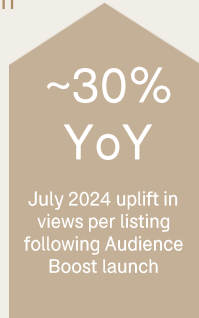
Real Time Agent revenue growth



Media revenue growth

## #3 Delivering 'Only on Domain' experiences that accelerate our Marketplace growth

Audience Boost delivers value for agents, vendors and Domain



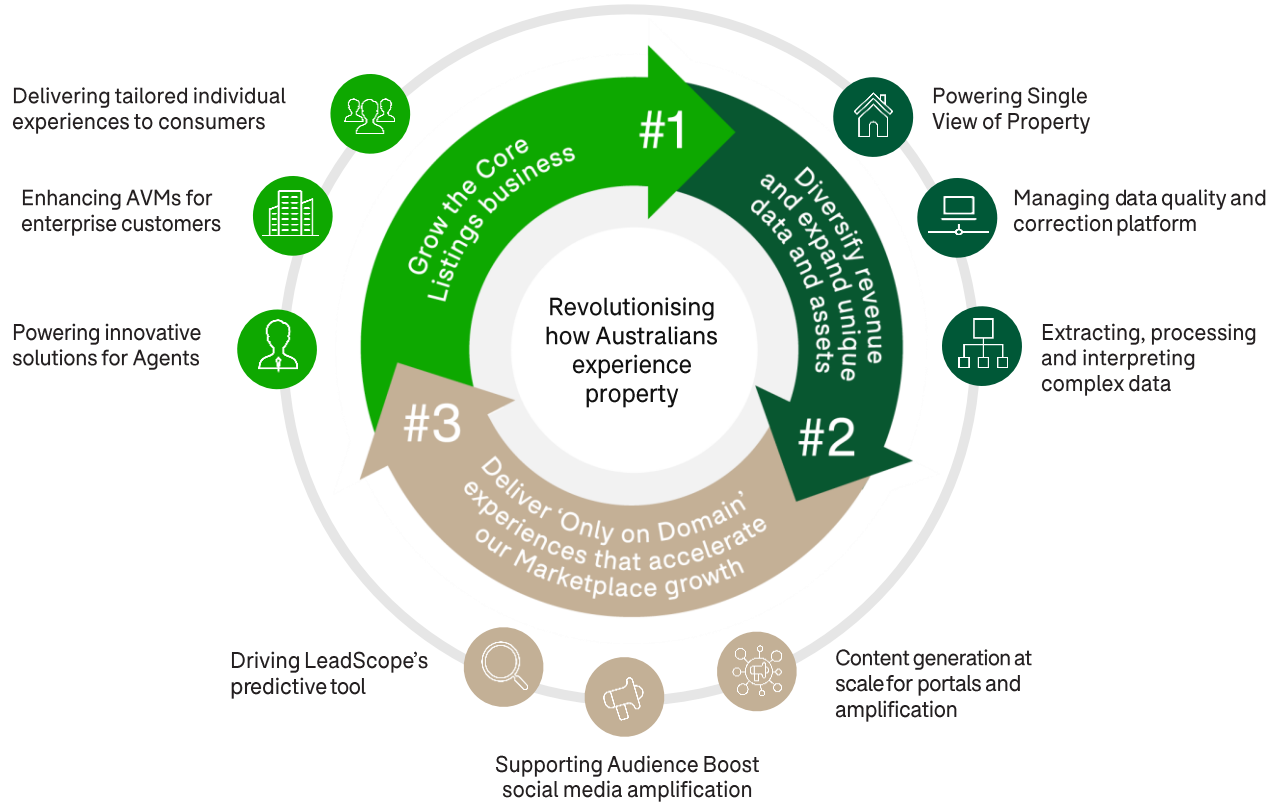
AIM technology automatically amplifies Domain listings across social media platforms to seamlessly engage potential buyers

Nine partnership supporting 'Only on Domain' experiences



1. FY24 uplift from FY23. 2. Year-on-Year % change.

# AI is powering 'Only on Domain' experiences





# Foundational investment to support future scale



## Platforms

- Simplify and standardise products to support the business to scale
- Digitise and automate to improve the user experience
- Adopt flexible technology solutions to assist commercialisation at speed



## Personalisation

- Deploy technology to enable personalisation at scale
- Enhance the user experience by providing the right action to the right customer, through the right channel, at the right time



## Privacy/Cybersecurity

- Ensure compliance with future privacy legislation
- Maintain consumer and customer trust in relation to data
- Enable commercial opportunities

STRATEGY

FY24 PROGRESS

- Completion of first stage of simplification and automation of the booking and billing platform, on time and under budget
- Core infrastructure investment enabling more efficient use of the cloud, greater use of AI and flexibility of offshore development

- Developed a segmented view of 7M+ agent and consumer profiles using AI
- Consolidated personalisation of all outbound consumer channels driving ~20% YoY improvement in enquiries from personalised messages

- Strengthened foundational enterprise cyber security capability and controls, following successful delivery of first stage of roadmap to minimise cyber risk

# FY24 ESG Priorities and Initiatives

Delivering to our purpose by adopting robust ESG practices



## Environment

### Carbon emissions management

- Holistic review and rescope of Domain's emissions boundaries across Scope 1, 2 and 3
- Commenced an emissions reporting assurance readiness assessment project in preparation for new reporting standards

### Supporting sustainable property decisions

- 'Only on Domain': Released second 'Sustainability in Property' research report, sharing unique insights on consumer trends in green homes
- 'Only on Domain': Held an inaugural Future Housing Forum bringing Government and industry together to discuss the risk to Australian homes from perils (flood, bushfire and coastal erosion)



## Social

### Bringing diversity and inclusion to life

- Delivered 12 month program of events and communications across topics of Pride, Reconciliation, Women in Tech and Environment
- Achieved 88% in 'employees feel Domain values diversity and belonging' in FY24 engagement survey

### Connecting to our communities

- Launched partnership with Conservation Volunteers Australia, creating volunteering opportunities for employees in land and habitat regeneration
- Shared more than 27 research reports to help Australians understand property fundamentals across affordability, accessibility and rental



## Governance

### Systems and processes

- Implemented Information Security Management System (ISMS) to prepare for formal ISO 27001:2022 certification
- Enhanced reporting via newly established cybersecurity governance working group

### Trust and transparency

- Company-wide training programs across data governance, privacy awareness and cyber
- Participation in surveys including CDP and Sustainalytics to provide investors transparency across ESG topics

Operational focus

Community focus

# Domain's Revenue Drivers

Residential



Media,  
Developers  
& Commercial



Agent  
Solutions



Domain  
Insight



Consumer  
Solutions



Print

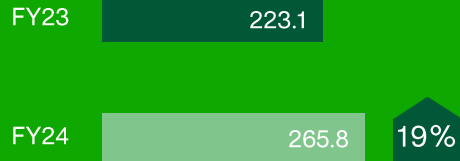




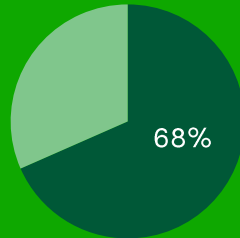
# Residential



## Revenue \$M



## Revenue as % of Total



## Key Result Drivers

- FY24 total new 'for sale' listings volumes increased 3% YoY
- Average Revenue Per Listing increased by 18% YoY, supported by controllable elements of price and depth of 14%
- Record depth penetration and strong take-up of new Platinum Edge product
- Depth:Subscription revenue split 91%:9%

# Delivering quality audiences efficiently at scale

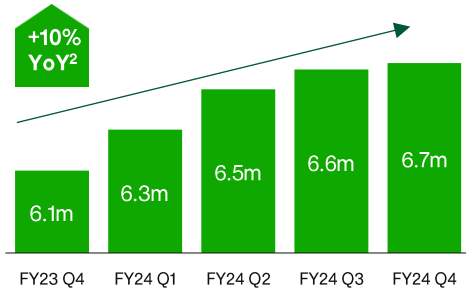
Know recently Sold Prices in this area



## Delivering consistent Unique Audience growth

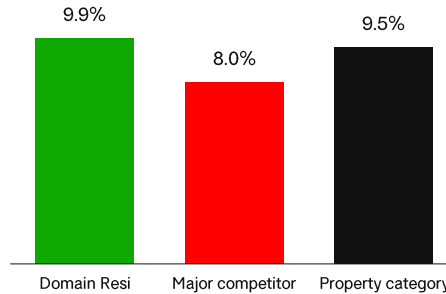
Domain's Unique Audience - Residential

(Average quarterly UA in millions FY23 Q4 to FY24 Q4)<sup>1</sup>



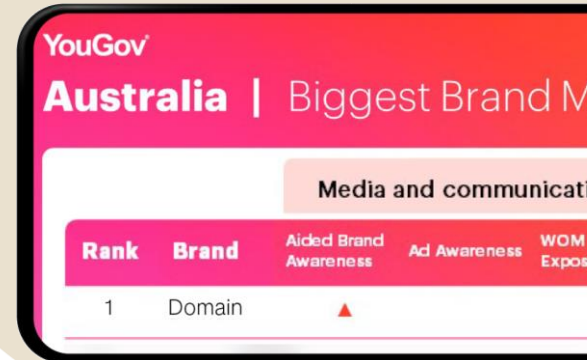
## Outperforming category and major competitor

Unique Audience Growth - Residential  
(% change FY24 Q4 vs FY23 Q4)<sup>2</sup>



## Creating brand value

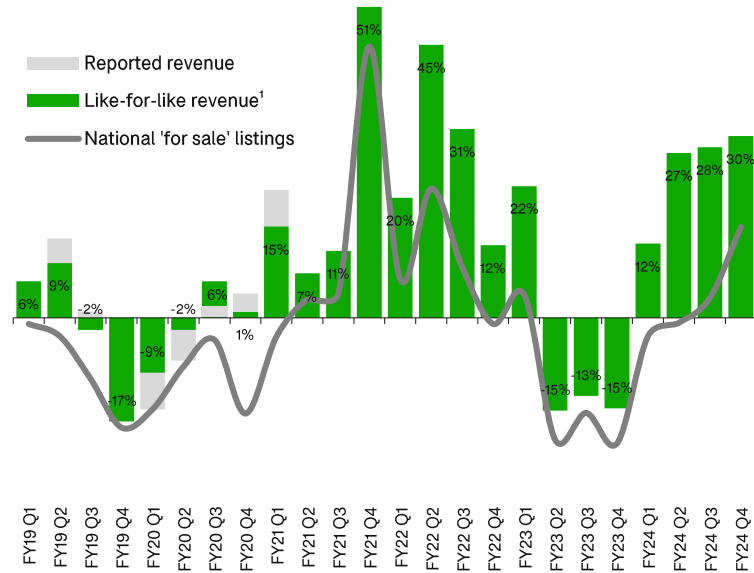
Domain was Australia's biggest brand mover in February<sup>4</sup>



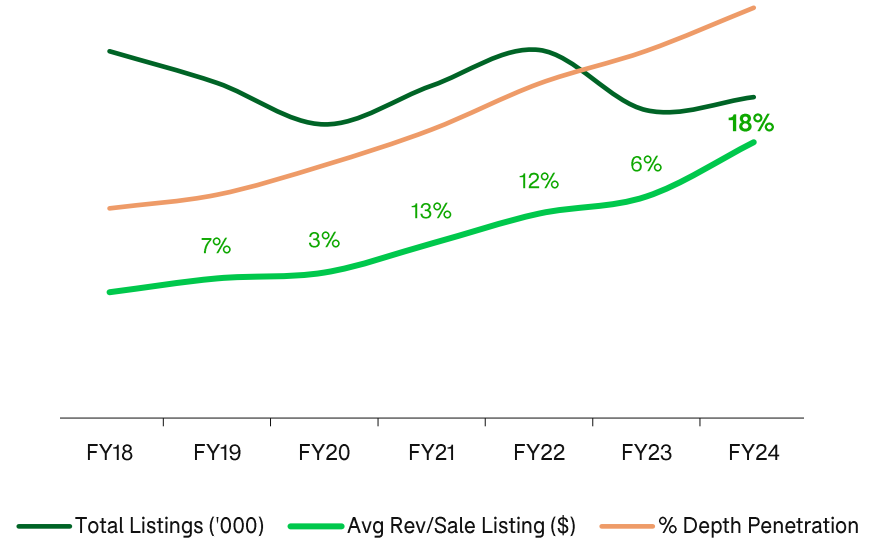
1. Ipsos iris Online Audience Measurement Service each quarter average from FY23 Q4 (April - June 2023) to FY24 Q4 (April - June 2024), Age 14+, PC/laptop/smartphone/tablet, Text only, Domain Group Resi (includes Domain.com.au + Allhomes) (000's). 2. Ipsos iris Online Audience Measurement Service FY23 Q4 (April - June 2023) average compared to FY24 Q4 (April - June 2024) average, Age 14+, PC/laptop/smartphone/tablet, Text only, Domain Group Resi (includes Domain.com.au + Allhomes), Audience (000's). 3. Ipsos iris Online Audience Measurement Service FY23 Q4 (April - June 2023) average compared to FY24 Q4 (April - June 2024) average, Age 14+, PC/laptop/smartphone/tablet, Text only, Domain Group Resi (includes Domain.com.au + Allhomes) & REA Group Resi (realestate.com.au + property.com.au) & Homes and Property / Property Search Category, Audience (000's). 4. YouGov BrandIndex Australia February 2024, APAC Biggest Brand Mover. Available [here](#).

# Robust yield performance

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



Domain has delivered consistent growth in depth penetration and residential Average Revenue Per Listing<sup>2</sup> despite listings volatility



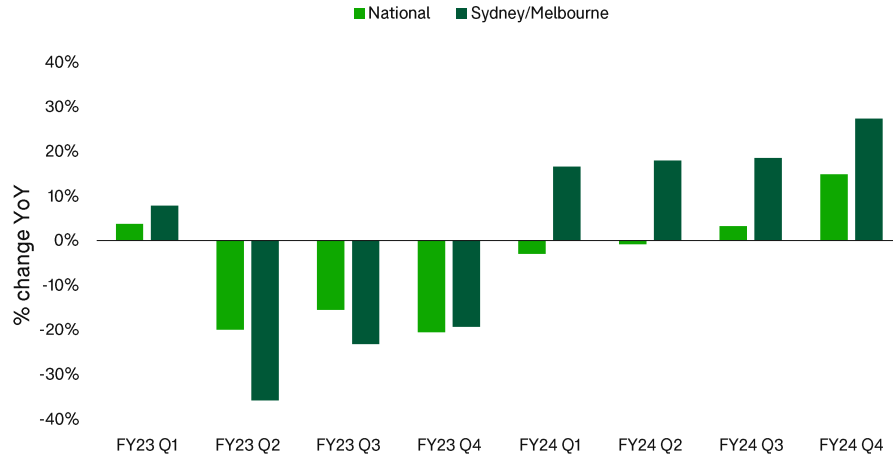
1. Like-for-like depth revenue is adjusted for extra week in FY19 and impact of revenue deferral arising from new depth contract duration in FY20. 2. Average Revenue Per Listing includes residential depth and subscription revenue excluding rent and deferred revenue for Sale Listings.



# Continued progress in micro market strategy

## FY24 Market Environment

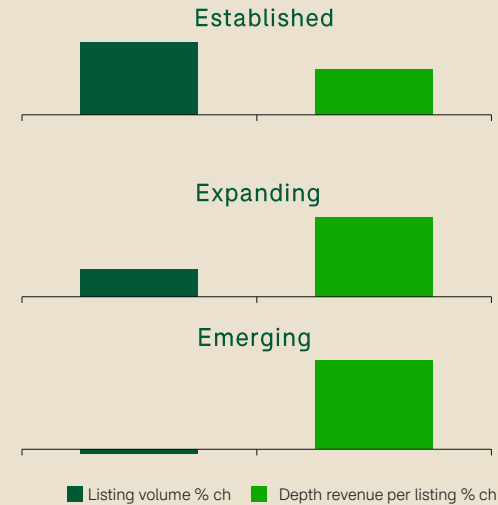
Sydney and Melbourne led the listings market downturn, and have led the market recovery



## Micro Market Strategy

Driving strong yield growth in less developed markets despite soft listings environment

FY24 Listing Volume vs Depth Revenue Per Listing<sup>1</sup> (sale only)

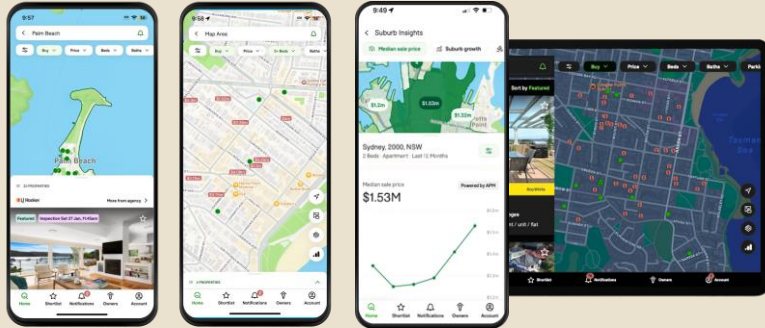


1. Depth revenue per listing is for new 'for sale' listings only and does not include the impact of revenue deferral

# Residential product and commercial innovation

## Powerful new 'reimagined' map search experience

- Prioritises a more efficient and effective user experience
- Provides market transparency for property seekers and greater agent branding opportunities
- Modernisation of our technology is enabling the acceleration of innovative new features



New map based features

Recently sold listings

Market insights

New tablet experience

## FY24 Price Increase innovation – Platinum Edge



Add-on to Platinum All contracts, introduced with the FY24 price review



From initial take-up, the number of customers on Platinum Edge has increased by 96%

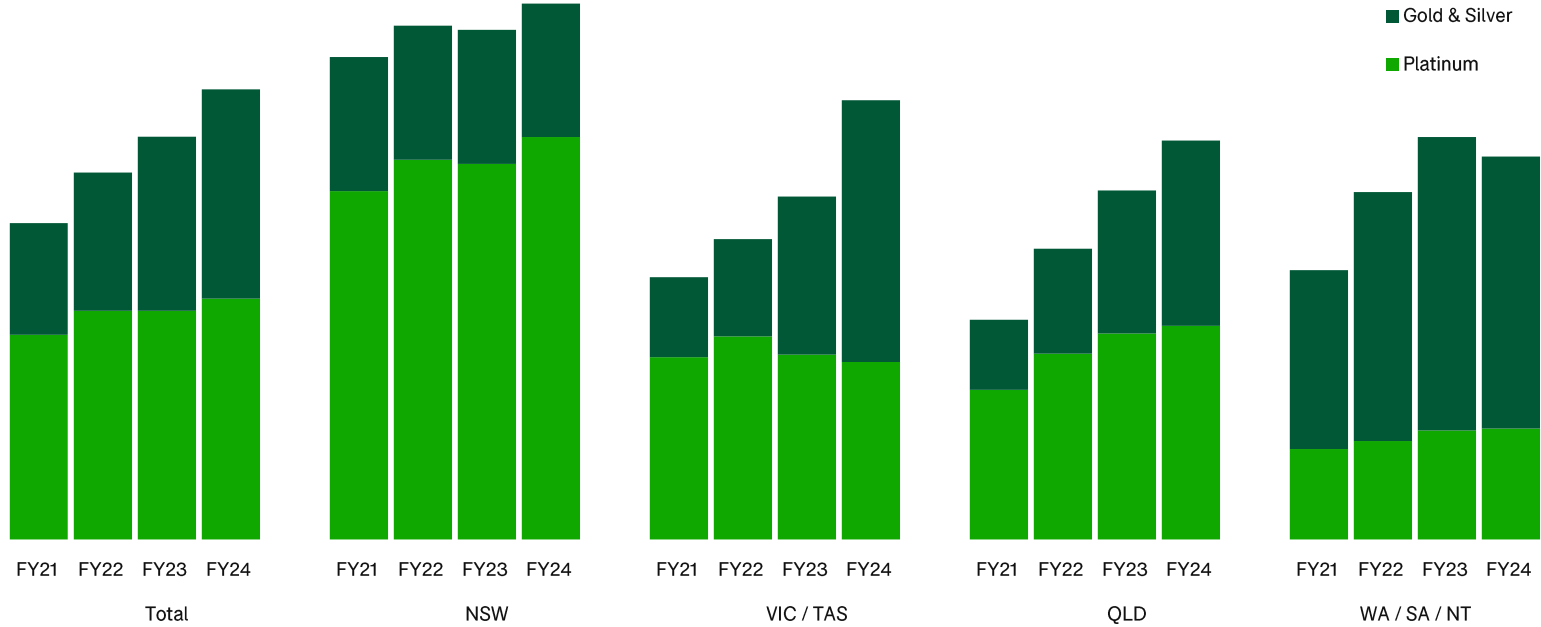
## FY25 Price Increase innovation – Audience Boost

- Utilises AIM's proprietary, hard-to-replicate technology platform to automatically and efficiently extend listings across a variety of digital platforms
- Cost of social media revenue is variabilised against listings volumes
- Reaches new buyers and retargets existing ones more efficiently



# Continued strong growth in national depth penetration

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

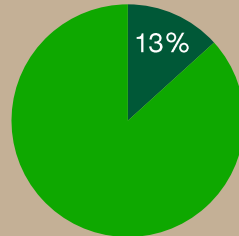


# Media, Developers & Commercial

## Revenue \$M



## Revenue as % of Total



## Key Result Drivers

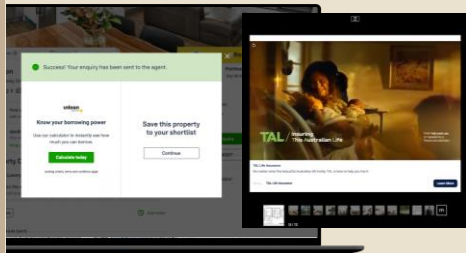
- Media significantly outperformed the broader display advertising market, benefiting from Domain's high quality consumer audiences
- Developers continued to experience a challenging market backdrop of high construction and funding costs
- Commercial Real Estate (CRE) delivered solid revenue growth



# Improving performance across three verticals

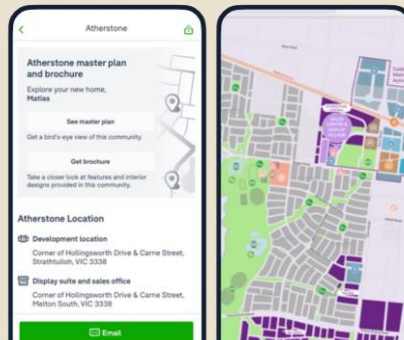
## DomainMedia

- Revenue growth of 52% YoY, benefiting from Domain's high quality consumer audiences, and significantly outperforming the broader display advertising market
- Partnership with Domain Insight supporting the delivery of integrated client packages that incorporate customised data insights
- Finance, insurance and utilities categories are delivering strong performance



## Developers

- Continued challenging market environment due to higher interest rates and construction costs
- Relative resilience in ACT and WA, with significant declines in other states
- Some offset to new project volume declines provided by extended listing duration with lower yields



## Commercial Real Estate

- Solid revenue growth of 18% YoY, benefiting from listings growth and new depth contract adoption.
- Listings growth across both sale and lease, with particularly strong depth performance in Queensland and NSW
- H2 growth moderated versus H1 reflecting the price increase which took effect at the beginning of FY23 H2



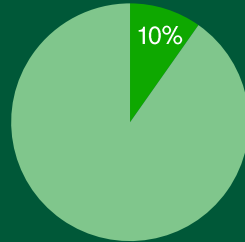
# Agent Solutions

## Revenue \$M

FY23 40.7

FY24 38.2 6%

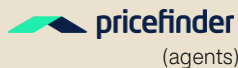
## Revenue as % of Total



## Key Result Drivers

- Real Time Agent delivering ongoing subscriber momentum and accelerating contract volume growth
- Pricerfinder benefiting from significant enhancement of data quality and coverage
- Realbase strong campaign management performance offset by AIM's lower gross revenues

# Resilient subscription performance



## Data, Research & Insights

- Technology investment and new product integration supporting a solid performance
- Stable subscription revenue, and higher title search revenue benefiting from improving market environment



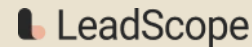
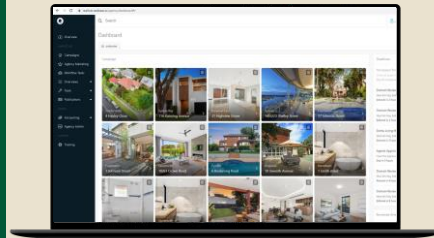
## Digital POS<sup>1</sup> Workflow Platform

- Strong revenue growth of 37% YoY, with ongoing subscriber momentum
- Exceptionally strong contracts revenue due to increased agent adoption, higher volumes per agent and benefits from Sydney and Melbourne recovery



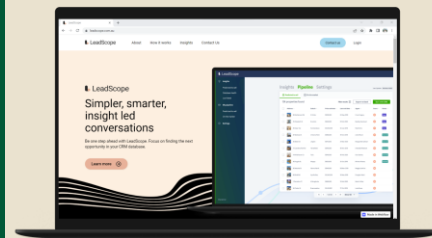
## Property Marketing

- Strong results from core campaign management platform benefiting from listings recovery in Sydney and Melbourne
- Continued subscriber growth at Engage, benefiting from RTA and Pricefinder integration
- AIM gross revenues impacted by cost of living pressures in Australia and New Zealand



## AI-driven Predictive Tool

- Progressed from beta to full monetisation with progressive state-by-state launches over the course of FY24
- Ongoing customer acquisition success underpinning revenue outperformance versus targets



1. Point-of-sale

# Domain Insight

## Revenue \$M

FY23

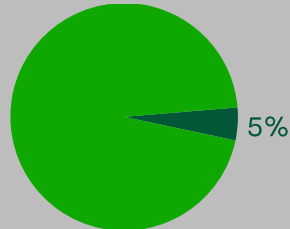
17.3

FY24

18.7

8%




## Revenue as % of Total



## Key Result Drivers

- 8% revenue growth benefiting from implementation phase of Western Australian Land Information Authority contract with IDS
- Momentum in Automated Valuation Model (AVM) client wins and increased usage from existing clients
- Pricer (non-agent) revenue decline reflects strategic decision to terminate data supply agreement with a competitor

# Providing actionable and customer centric solutions

	Property Research Platform	Valuations and Data Solutions	Statutory Valuations Platform
OVERVIEW	 <ul style="list-style-type: none"> <li>Property data platform with extensive data, insights and reporting tools</li> </ul>	 <ul style="list-style-type: none"> <li>Automated and real-time property valuation models and in-depth property research capability</li> </ul>	 <ul style="list-style-type: none"> <li>Market-leading data business providing land and property valuation, insights and analytics services into the Government sector</li> </ul>
VALUE TO CUSTOMERS	<ul style="list-style-type: none"> <li>Multi-decade history of comprehensive property data provided to financial institutions, developers, government, professional institutions and consumers</li> </ul>	<ul style="list-style-type: none"> <li>Comprehensive real time property information and analytical tools reduce costs, streamline processes and minimise risk</li> </ul>	<ul style="list-style-type: none"> <li>Platforms, workflow tools and property analytics allow Governments to make more timely and accurate decisions regarding land and property valuations</li> </ul>
FY24 PERFORMANCE	<ul style="list-style-type: none"> <li>Lower revenue contribution reflects strategic decision to terminate a data supply agreement with a competitor</li> </ul>	<ul style="list-style-type: none"> <li>Strong growth in valuations revenue reflecting both new client wins and increased share of volume from existing clients</li> </ul>	<ul style="list-style-type: none"> <li>Revenue benefited from implementation phase of Western Australian Land Information Authority contract</li> </ul>



# Consumer Solutions

## Key Result Drivers

- Finalised exit from Domain Home Loans (DHL) Joint Venture
- DHL is a discontinued operation and excluded from financials
- FY24 Annual Report includes the full financial impact of the exit

# Domain has a valuable platform to deliver Marketplace solutions to consumers

## DHL Discontinued Operations



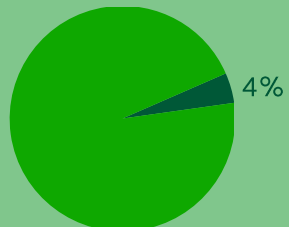
(\$M)	FY24	FY23
Revenue	4.8	8.8
Expenses	(5.9)	(14.1)
EBITDA	(1.0)	(5.3)
Net loss after tax	(1.1)	(5.9)
Net loss attributable to Non Controlling Interest	0.6	3.2
Net loss attributable to Members of the Company	(0.5)	(2.7)
Non cash impairment and other significant items	(0.4)	(4.6)
Net loss after significant items	(0.9)	(7.3)



### Revenue \$M



### Revenue as % of Total

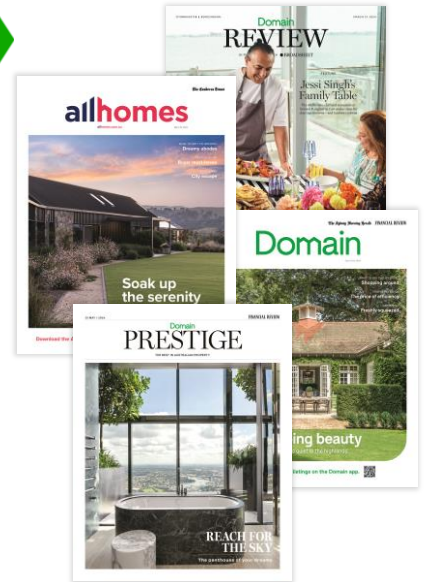
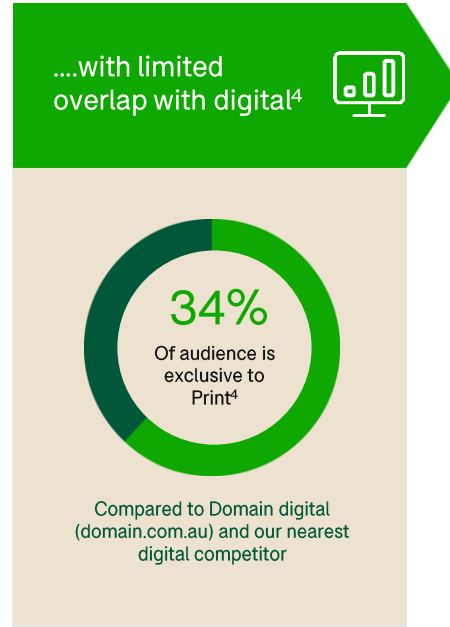


### Key Result Drivers

- Year-on-year revenue increase reflecting recovery in high value Sydney and Melbourne markets
- Benefits from bundling Print with Social Boost
- Lower EBITDA contribution reflects higher production costs



# Print delivers incremental exclusive audiences



1. Roy Morgan, Apr 23 - Mar 24, Domain Group Print L4W (Domain NSW / VIC, Domain Prestige National, Domain Review (VIC), Allhomes), 12 month average. 2. Roy Morgan, Apr 22 - Mar 23, Domain Group Print L4W (Domain NSW / VIC, Domain Prestige National, Domain Review (VIC), Allhomes), 12 month average compared to Apr 23 - Mar 24, 12 month average. 3. Roy Morgan, Apr23 - Mar24, Domain Group Print L4W (Domain NSW/VIC, Domain Prestige National, Domain Review (VIC), Allhomes), 12 month average, Looking to buy in the next 12 months (New or Established House, Flat, Apartment or Unit) compared to the national average. 4. Roy Morgan, Apr23 - Mar24, Domain Group Print L4W (Domain NSW/VIC, Domain Prestige National, Domain Review (VIC), Allhomes), compared to [Domain.com.au](https://www.domain.com.au) L4W & [Realestate.com.au](https://www.realestate.com.au) L4W, 12 month average.





# 02

## Current Trading Environment & Outlook

Jason Pellegrino,  
CEO and Managing Director





## FY25 Outlook

- Trading in July has experienced ongoing growth, with new 'for sale' listings up 4% year-on-year on a like-for-like basis. Growth rates in Sydney and Melbourne have moderated from the very strong FY24 performance, with improving momentum in other states.
- FY25 costs are expected to increase in the high single to low double digit percentage range from the FY24 expense base (excluding discontinued operations) of \$254.1 million, reflecting ongoing investment to drive growth opportunities from Domain's Marketplace.
- Domain expects stable EBITDA margins in FY25, balancing confidence to invest in the ongoing growth of the business with continuing efforts to drive productivity.

# 03 Group Financials

Peter Williams, CFO



# Reconciliation of statutory (reported 4E) to trading result FY24

<b>FY24 (\$M)</b>	<b>STATUTORY (REPORTED 4E)</b>	<b>LESS SIGNIFICANT ITEMS</b>	<b>LESS DISCONTINUED OPERATIONS</b>	<b>TRADING PERFORMANCE</b>	<b>PLUS NET* PROFIT ADJUSTMENT</b>	<b>ADJUSTED* TRADING PERFORMANCE</b>
Revenue	391.1	0.0	-	391.1	-	391.1
Expenses	(261.2)	(7.1)	-	(254.1)	-	(254.1)
EBITDA	130.0	(7.1)	-	137.1	-	137.1
Depreciation & Amortisation	(44.4)	0.0	-	(44.4)	9.9	(34.5)
EBIT	85.6	(7.1)	-	92.7	9.9	102.6
Net Finance Costs	(13.3)	(0.9)	-	(12.4)	-	(12.4)
Net Profit / (Loss) Before Tax	72.3	(8.0)	-	80.3	9.9	90.2
Tax (Expense)/ Benefit	(21.1)	1.9	-	(23.0)	(3.0)	(25.9)
Net Profit / (Loss) After Tax	51.2	(6.1)	-	57.3	6.9	64.2
Net Loss from Discontinued Operations	(1.0)	-	(1.0)	-	-	0.0
Net Profit/(Loss) from all operations	50.2	(6.1)	(1.0)	57.3	6.9	64.2
Net Profit attributable to Non Controlling Interest	(7.8)	0.0	0.1	(8.0)	-	(8.0)
Net Profit / (Loss) Attributable to Members of the Company	42.4	(6.1)	(0.9)	49.4	6.9	56.3
Earnings Per Share (EPS) (¢)	6.7	-	-	7.8	-	8.9

\* Adjusted net profit represents the net profit after tax, after adding back amortisation on assets arising from purchase price allocation.

# Reconciliation of statutory (reported 4E) to trading result FY23

<b>FY23 (\$M)</b>	STATUTORY (REPORTED 4E)	LESS SIGNIFICANT ITEMS	LESS DISCONTINUED OPERATIONS	TRADING PERFORMANCE	PLUS NET PROFIT ADJUSTMENT*	ADJUSTED TRADING PERFORMANCE*
Revenue	345.8	0.1	-	345.7	-	345.7
Expenses	(245.7)	(8.6)	-	(237.1)	-	(237.1)
EBITDA	100.1	(8.5)	-	108.6	-	108.6
Depreciation & Amortisation	(38.3)	0.0	-	(38.3)	10.1	(28.3)
EBIT	61.8	(8.5)	-	70.3	10.1	80.3
Net Finance Costs	(11.6)	(0.9)	-	(10.7)	-	(10.7)
Net Profit / (Loss) Before Tax	50.1	(9.4)	-	59.6	10.1	69.6
Tax (Expense)/ Benefit	(10.6)	4.4	-	(15.0)	(3.0)	(18.0)
Net Profit / (Loss) After Tax	39.6	(5.0)	-	44.6	7.0	51.6
Net Loss from Discontinued Operations	(10.5)	-	(10.5)	-	-	0.0
Net Profit/(Loss) from all operations	29.1	(5.0)	(10.5)	44.6	7.0	51.6
Net Profit attributable to Non Controlling Interest	(3.0)	(0.2)	3.2	(6.0)	-	(6.0)
Net Profit / (Loss) Attributable to Members of the Company	26.1	(5.2)	(7.3)	38.6	7.0	45.6
Earnings Per Share (EPS) (¢)	4.1	-	-	6.1	-	7.2

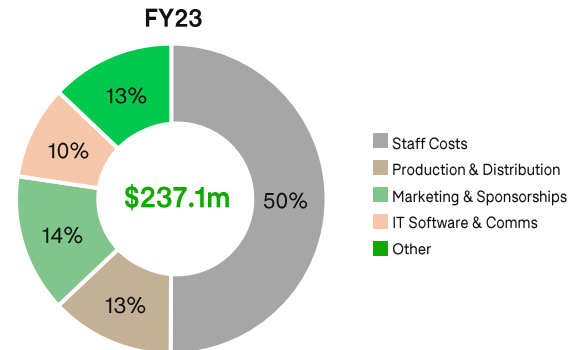
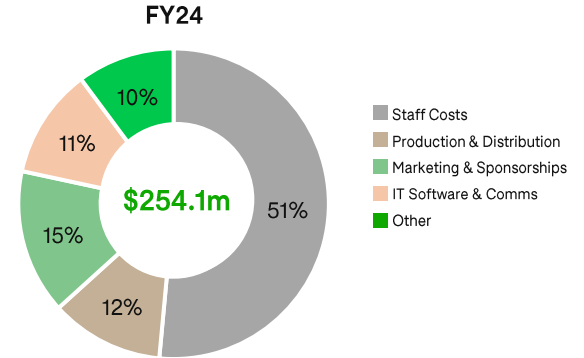
\* Adjusted net profit represents the net profit after tax, after adding back amortisation on assets arising from purchase price allocation.

# Domain cost reconciliation and structure

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

(\$M)	FY24	FY23	% CHANGE
Statutory expenses	(261.2)	(245.7)	(6.3%)
Less: Significant items	(7.1)	(8.6)	17.7%
<b>Trading expenses</b>	<b>(254.1)</b>	<b>(237.1)</b>	<b>(7.2%)</b>

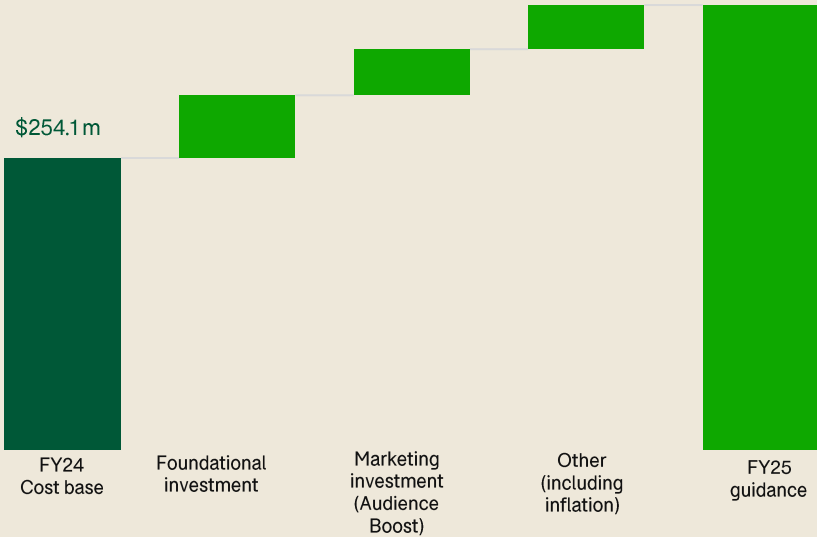
## Cost Structure



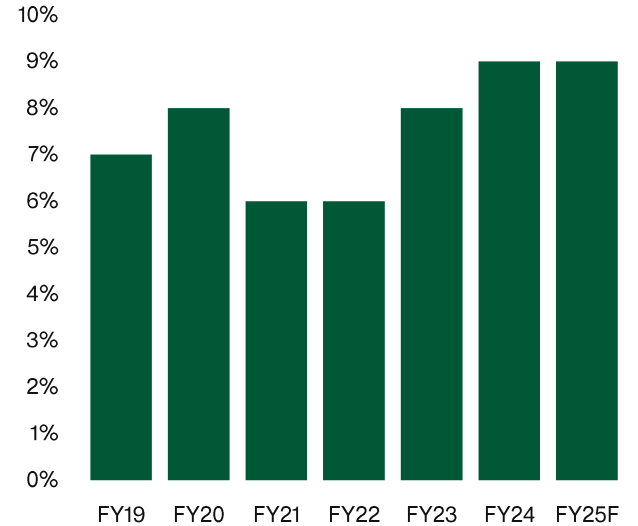


# Domain's FY25 investment in growth

FY25 expense drivers



Capex % revenue (excl. office fitout)



# Significant items

(\$M)	FY24	FY23
Restructuring charges	(4.1)	(6.3)
Impairment	(1.0)	(0.6)
Costs related to mergers and acquisitions	(1.8)	(1.5)
(Loss) on contingent consideration payable	(1.0)	(1.3)
(Loss)/gain in relation to disposal of entities	(0.1)	0.1
<b>Significant items, before tax</b>	<b>(8.0)</b>	<b>(9.4)</b>
Income tax benefit	1.9	4.4
<b>Significant items, net of tax</b>	<b>(6.1)</b>	<b>(5.0)</b>

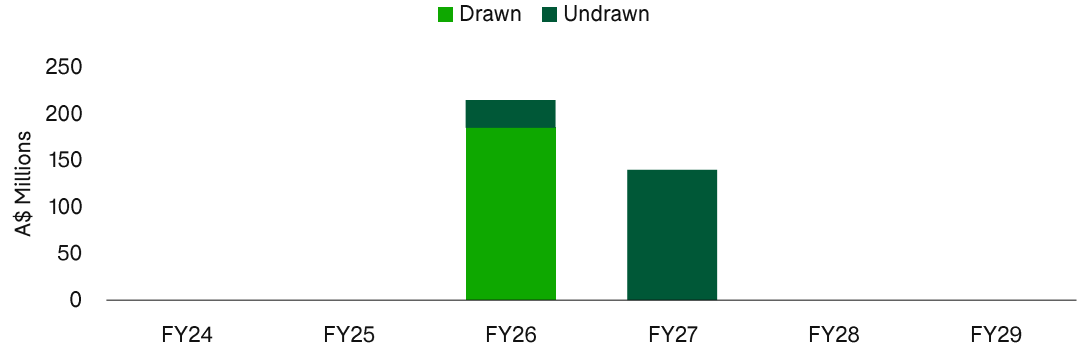
# Cash flow (statutory)

(\$M)	FY24	FY23
Cash from Trading	138.0	95.3
Net Finance Charges	(12.5)	(9.2)
Income Tax Payments	(8.1)	(19.9)
<b>Net Cash Inflow from Operating Activities</b>	<b>117.4</b>	<b>66.2</b>
Investment in PP&E and Software	(37.1)	(30.3)
Net investment in businesses/ventures	(0.2)	(23.8)
Sublease Receipts	0.3	1.4
<b>Net Cash Outflow from Investing Activities</b>	<b>(37.0)</b>	<b>(52.7)</b>
Net Borrowing Proceeds/Repayments	(32.4)	2.6
Dividends Paid	(42.2)	(42.5)
Lease Payments	(4.7)	(5.6)
Net Payments for Share Purchase	(2.1)	(0.3)
<b>Net Cash Outflow from Financing Activities</b>	<b>(81.4)</b>	<b>(45.8)</b>
Net Cash (Outflow)	(1.0)	(32.3)
Cash at Beginning of Period	34.8	67.1
<b>Consolidated Cash at End of Period</b>	<b>33.8</b>	<b>34.8</b>
<b>Less cash at bank attributable to discontinued operations</b>	<b>0.0</b>	<b>(1.3)</b>
<b>Cash and cash equivalents at end of Period</b>	<b>33.8</b>	<b>33.5</b>

# Debt facilities

Facility drawn down to \$185m as at June 2024

Debt facility maturities



**FY24 (\$M)**

	<b>FACILITY</b>	<b>USAGE</b>
Syndicated Bank Facility	355.0	185.0
<b>Total Debt Facilities</b>	<b>355.0</b>	<b>185.0</b>

# Balance Sheet (Statutory)

(\$M)	FY24	FY23
Cash	33.8	33.5
Trade and Other Receivables	60.6	51.3
Assets held for sale	0.0	7.1
<b>Current Assets</b>	<b>94.4</b>	<b>91.9</b>
Intangible Assets	1,373.4	1,375.7
Property, Plant and Equipment	4.2	6.2
Non-Current Lease Assets	11.8	16.3
<b>Non Current Assets</b>	<b>1,389.4</b>	<b>1,398.2</b>
<b>Total Assets</b>	<b>1,483.8</b>	<b>1,490.1</b>
Current Lease Liability	3.8	4.9
Other Current Liabilities	77.4	43.0
Liabilities directly associated with assets held for sale	0.0	5.1
<b>Current Liabilities</b>	<b>81.2</b>	<b>53.0</b>
Interest Bearing Liabilities	184.6	219.3
Non-Current Lease Liability	11.3	15.3
Deferred Tax Liabilities	77.4	86.2
Other Non-Current Liabilities	15.4	14.0
<b>Non Current Liabilities</b>	<b>288.7</b>	<b>334.9</b>
<b>Total Liabilities</b>	<b>369.9</b>	<b>387.8</b>
<b>Net Assets</b>	<b>1,113.9</b>	<b>1,102.3</b>
Contributed Equity	1,474.9	1,474.9
Shares held in trust	(2.5)	(1.9)
Reserves	(40.1)	(44.7)
Retained Losses	(331.9)	(336.0)
<b>Total Parent Equity Interest</b>	<b>1,100.3</b>	<b>1,092.3</b>
Non-Controlling Interest	13.5	10.0
<b>Total Equity</b>	<b>1,113.9</b>	<b>1,102.3</b>
<b>Net Debt / (Cash)</b>	<b>150.8</b>	<b>185.8</b>

Net debt of \$150.8m represents a leverage ratio of 1.10x, an improvement from 1.71x in FY23



# Summary and Outlook

## Growing Core Listings

## Diversifying revenue Expanding unique data and assets

## Delivering 'Only on Domain' experiences

### FY24 Performance

- 18% ARPL growth
- 10% Unique Audience growth
- Recovery in relative listings coverage

- Significant enhancements to Domain's data sets
- Strong growth at Real Time Agent and Media

- Audience Boost launch delivers value for agents, vendors and Domain
- Nine partnership supports 'Only on Domain' experiences

### FY25 Outlook

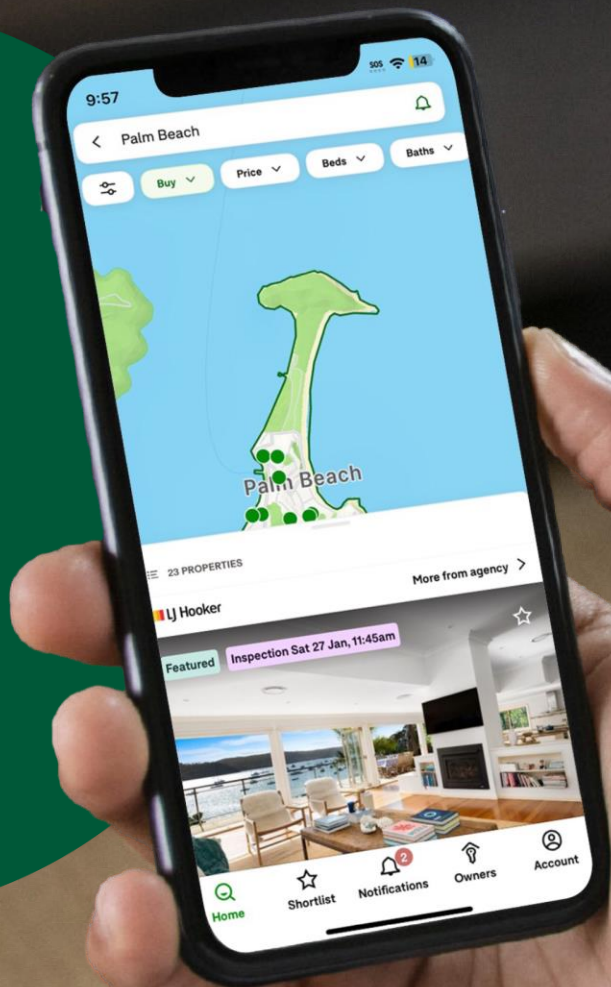
- Low single digit listings growth
- Average price increase of 8%
- Ongoing depth growth

- Leverage enhanced data to improve the consumer experience, and drive continued audience growth

- Audience Boost to drive higher depth penetration and audience growth
- Scale impact from Nine's 'always on' marketing platform

# 04 Q & A

Jason Pellegrino, CEO  
Peter Williams, CFO



# Thank you

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