

**ASX Announcement
19 November 2019**

**REA Group 2019 Annual General Meeting
Melbourne, Australia**

This meeting will be webcast at <https://agmlive.link/agm/REA19/register>

Chairman Address

Hamish McLennan, Chairman, Introduction

Good afternoon. I'm Hamish McLennan, Chairman of REA Group Ltd, and on behalf of the Board I'm delighted to welcome you to our 2019 Annual General Meeting. Thank you for taking the time to join us today.

Today's proceedings are being hosted through a live webcast. Welcome also to those joining us via webcast. Following this meeting, a recording of today's proceedings will be available from the REA Group website.

Before commencing the formal proceedings, I would like to acknowledge the traditional owners of the land on which we are meeting, the Wurundjeri people of the Kulin Nation, and pay my respects to the Elders, past and present.

Our Company Secretary informs me that a quorum is present. I now declare the meeting open.

I would like to introduce my fellow Directors – Owen Wilson, our Chief Executive Officer, and our Non-executive directors: Roger Amos, Kathleen Conlon, Nick Dowling, Tracey Fellows, Richard Freudenstein and Michael Miller.

Also joining us today is our Chief Financial Officer, Janelle Hopkins, and our General Counsel and Company Secretary, Sarah Turner. A number of REA's Executive Leadership Team are also present today.

The Company's auditors, Ernst & Young, are represented by our audit partner David McGregor.

Before addressing today's formal Agenda items, I will say a few words regarding the 2019 financial year. Owen will then deliver a brief presentation.

Following this we will move onto the formal part of the meeting and at the conclusion of today's proceedings the Directors invite you to join us in the foyer for light refreshments.

A year of continued growth

REA Group had another year of strong performance in fiscal 2019. I was particularly pleased with our results given the challenged market conditions.

Financial highlights from our core operations included revenue growth of 8% to \$874.9 million¹, and EBITDA growth of 8% to \$501.2 million². We also achieved a 6% increase in net profit to \$295.5 million².

These results have been achieved in a market of significantly lower residential listings and new development commencements in the Australian property market.

Strong returns to shareholders

For our shareholders:

- Earnings per share increased 6% to 224.3 cents³; and
- Our total dividend for the year increased 8% to 118.0 cents.

Our first quarter financial results were released earlier this month and Owen will talk through these in more detail shortly.

Our ongoing growth demonstrates the strength of our strategy and the strong foundations we have in place. Today, our footprint spans three continents with businesses in Australia, Asia and North America. Our global investments provide access to some of the world's largest, and fastest growing, property markets.

Full year highlights

Here in Australia, our flagship site, realestate.com.au, continues to be the clear market leader.

With an average of 76.8 million visits to realestate.com.au across all platforms each month⁴, or nearly 3 times more than our nearest competitor⁵, it is clear our audience is deeply connected with the experiences we provide when they are looking to buy, sell or rent.

Our customers play a critical role in our business. We are extremely grateful for their ongoing support. Owen and his team are continually innovating, looking for new ways to connect with our consumers while delivering great value and driving more leads to our customers.

Owen will take you through some of our product highlights in more detail and how they're performing to date.

As part of our strategy, we have set ourselves the goal of becoming Australia's number one source of property data and insights. Hometrack is now the single source of property data on realestate.com.au, helping people make more informed property decisions.

We further strengthened our focus on financial services during the year, acquiring the remaining investment in Smartline in July. Through Smartline and our own

¹ Revenue is defined as revenue from property and online advertising and revenue from financial services less expenses from franchisee commissions as disclosed in the Consolidated Financial Statements as operating income.

² Financial results from core operations excludes significant non-recurring items such as revaluation, unwind and finance costs of contingent consideration, transaction costs relating to acquisitions by associates and impairment charges. In the prior comparative period this excluded items such as revaluation, unwind and finance costs of contingent consideration, transaction costs relating to acquisitions, brand write-off and the impact of the change in US tax rates on the results of Move, Inc.

³ Earnings Per Share from core operations excludes significant non-recurring items such as revaluation, unwind and finance costs of contingent consideration, transaction costs relating to acquisitions by associates and impairment charges. In the prior comparative period this excluded items such as revaluation, unwind and finance costs of contingent consideration, transaction costs relating to acquisitions, brand write-off and the impact of the change in US tax rates on the results of Move, Inc.

⁴ Nielsen Digital Content Ratings, tagged, people 2+, text, average monthly total sessions, Jul 18 – Jun 19.

⁵ Nielsen Digital Content Ratings, tagged, people 2+, text, comparing average monthly total sessions to Domain, Jul 18 – Jun 19.

realestate.com.au Home Loans branded brokers, we're giving home buyers greater choice, convenience and confidence when it comes to finding and financing their home.

Turning to our global business, we see great long-term opportunities throughout the regions in which we operate. Today REA Group has a presence in six countries with 11 locations.

In Asia, the business grew revenue 10% to \$48.6m. We continue to invest in the region by securing the best talent, delivering new innovations for our customers and consumers, and strengthening our audience position in each of the countries we operate in.

In North America, our investment in Move, Inc. continued to perform well for REA Group. An exciting development was Move's acquisition of Opcity – a lead generation platform matching buyers and sellers with real estate professionals.

In India, our investment in Elara Technologies, owner of PropTiger.com, Makaan.com and housing.com, continues to provide us with access to one of the fastest growing economies in the world. During the year, the business acquired FastFox, a technology-enabled rental brokerage company to help people find their next home.

Share price growth

We have had a strong year, demonstrating the resilience of our business despite challenging market conditions. Our share price has traded at record highs as the business continues to grow.

The strength of our performance is testament to the caliber of our people who underpin everything we do at REA. We have a highly motivated and passionate team driving our business growth.

I would like to acknowledge Owen's successful transition into the role of CEO. Owen has absolutely hit the ground running since taking over from Tracey Fellows in January this year. Under Owen's leadership, with the right strategy and structure in place, the team remains well positioned to continue to deliver growth in the year ahead.

On behalf of the Board, I would like to thank Owen, the Executive Leadership Team and REA's entire workforce for their unrelenting focus and commitment to deliver success for our customers, consumers and shareholders.

Finally, I would like to thank my fellow Board members for their invaluable contributions throughout the year. As we turn to the future we believe that the conditions are in place for a recovery of the Australian property market. I look forward to seeing the progress we make in 2020.

Thank you once again for your support and I will now hand over to Owen.

CEO Address

Owen Wilson, Chief Executive Officer, Introduction

Thank you Hamish.

Good afternoon everyone. Can I also thank you for taking the time to join us today.

This is my first AGM as CEO and I have to say what a privilege it's been to lead REA Group since stepping into the role in January. I would like to thank Hamish and the Board for the faith they have shown in me and for their advice and support in my first year as CEO.

The largest and most engaged audience⁶

Let me start with our consumer audience. As Hamish said, it is clear our audience is deeply connected with the experiences we provide.

realestate.com.au is Australia's market leading property platform and our audience numbers continue to reach record highs. An average of 76.8 million visits across desktop, mobile and app each month⁷ were received in FY19. In October, we set a new record for monthly visits, with over 92 million – a 16% increase year-on-year⁸. Our realestate.com.au app is Australia's best property app with over 29 million monthly app launches during FY19 – a 21% increase year-on-year⁹. October was also a record month for the number of app launches with over 38 million – a 27% increase year-on-year¹⁰.

Changing the way the world experiences property

Our results demonstrate the strength of our strategy which has three core objectives with the ultimate purpose to change the way the world experiences property. Each of these objectives is interconnected and interdependent.

The first is to provide individual, proactive and lifelong consumer interactions. We know that the time between transactions is extending. The average length of time between buying and selling is now 10 to 12 years. Our aim is to provide individualised experiences throughout a consumer's property journey – not just when they are buying, selling or renting.

The second objective of our strategy is to deliver the deepest customer value through innovative products and services that drive quality leads and ROI. Put simply, we want to deliver the most leads and the best leads to our customers.

Underpinning both of these objectives is our goal to provide the richest property content, data and insights to empower our customers and consumers in their decision making.

⁶ "Largest" - Nielsen Digital Content Ratings, tagged, people 2+, text, average monthly daily unique audience to realestate.com.au, mobile and app, Jul 18 – Jun 19. "most engaged" - Nielsen Digital Content Ratings, people 2+, text, computer & mobile, average monthly time spent per person on realestate.com.au compared to Domain, Jul 18 - Jun 19.

⁷ Nielsen Digital Content Ratings, tagged, people 2+, text, average monthly total sessions, Jul 18 – Jun 19.

⁸ Nielsen Digital Content Ratings, tagged, people 2+, text, total sessions Oct 19 and compared to Oct 18.

⁹ Nielsen Digital Content Ratings, tagged, people 2+, text, average monthly app launches Jul 18 – Jun 19 and compared to the same period Jul 17 – Jun 18.

¹⁰ Nielsen Digital Content Ratings, tagged, people 2+, text, average monthly app launches Oct 19 and compared to Oct 18.

Q1 financial results

Turning to the first quarter of FY20 and our results have shown remarkable resilience given we have been tested by unprecedented market conditions.

Group financial highlights from core operations¹¹ for the three months ended 30 September 2019 include revenue of \$202.3m¹² – a 9% decline and EBITDA of \$114.9m – a 14% decline.

The results were also impacted by the extended duration of Premiere All listings from 45 to 60 days, which increased revenue deferral for the period. This is purely a timing difference which will balance out over the course of the financial year.

Excluding the impact of the increased revenue deferral, Group revenue declined 6% and EBITDA declined 9%.

While we have continued to invest in innovation and growth initiatives, strong cost management and the efficiencies gained from an organisational realignment saw a 2% reduction of total operating expenditure.

These numbers were driven largely by unfavourable market conditions resulting in a decline in national residential listings of 15% over the three month period. This included listing declines of 22% in Sydney and 21% in Melbourne. The Developer business was also impacted during the quarter with new project commencements down 26% on the same quarter last year.

Pleasingly we are seeing positive signs of the property market rebounding. We have had three interest rate cuts this year, the retention of negative gearing and improvements in the lending regulatory environment. Buyer activity on our site is up over 30% on this time last year and auction clearance rates are back at the levels we saw before the market correction.

We know the buyers are back and it's only a matter of time before the sellers follow. We expect revenue growth to be heavily skewed towards the second half of FY20, while the fundamental strength of our business positions us well to capitalise on an eventual market recovery.

Inaugural Sustainability Report

Our commitment to responsible and sustainable business practices underpins everything we do at REA Group. This month we are delighted to launch our inaugural Sustainability Report, which you can access via the REA Group website.

Our Sustainability Report outlines our performance across the areas of Environment, Social and Governance, as well as our future commitments in this area to create positive change.

Certain areas present opportunities to evolve and grow what we're doing, while in other areas we are ahead of the curve. We're very proud to be sharing our progress in a transparent way as part of our ongoing commitment to sustainable business practices.

¹¹ Financial results/highlights from core operations excludes share of losses from associates and joint ventures and significant non-recurring items such as restructuring costs. In the prior comparative period this excluded items such as unwind of contingent consideration.

¹² Revenue is defined as revenue from property advertising and revenue from financial services less expenses from franchisee commissions disclosed in the Consolidated Financial Statements as operating income.

Enhancing our consumer experience

Looking at some of our consumer highlights for the year, we've made great progress in providing an easy, stress-free and highly relevant property experience.

Our investment in personalisation continues to see strong engagement with our consumers. The number of logged in users on realestate.com.au is growing strongly. The last quarter alone saw an 18% year-on-year increase¹³, enabling us to deliver more experiences based on consumers' individual needs and profiles.

During the year we launched the ability for consumers to track multiple properties. At the end of Q1 we have over 1.3 million tracked properties across Australia¹⁴, demonstrating a highly engaged audience. Using our Hometrack data, this functionality keeps people up to date with the valuations of their homes, investments or a property they are interested in monitoring.

A number of new features were also introduced to our market-leading property app, realestate.com.au. Consumers now have the ability to find and connect with an agent that best suits their needs via the app, which is how almost half of all searches for an agent are being delivered.

In a first to market consumer experience, we are now providing property news, data and insights in the realestate.com.au app. With over 200 stories, videos and image galleries added each week, our app users now have the latest property information right at their fingertips.

Recently, we integrated a new open for inspection booking tool into the app which has seen excellent consumer uptake. Since launch, we've seen an additional 60,000 weekly bookings¹⁵, supporting both agents and property managers to more effectively connect prospects to properties.

Our consumer behavior insights are telling us that people want to have their property needs met anywhere, anytime, while on the go. This is reflected in the record number of app launches. To date our app has been downloaded 9.3 million times¹⁶.

When it comes to supporting renters and sharers, realestate.com.au is Australia's number one place for rent¹⁷. This year we launched Tenant Verifications, our first direct to consumer product that allows tenants to have their identity verified in advance. Since we launched this product in December last year, more than 43,000 tenant verifications have been purchased by consumers¹⁸. Complimenting this, our 1Form digital rental application tool for consumers, received over three million applications during FY19 - a 13% year-on-year increase¹⁹.

And Flatmates.com.au, Australia's biggest share accommodation site²⁰, welcomed over 457,000 new members during FY19.

¹³ REA Internal Data, Jul 19 - Sept 19 compared to Jul 18 - Sept 18.

¹⁴ REA Internal Data, Feb 19 - Sept 19.

¹⁵ Adobe Analytics weekly average app bookings vs responsive web bookings between Aug 19 - Sept 19.

¹⁶ Google Play & iTunes App Store, total number of realestate.com.au app downloads at Sept 19.

¹⁷ Hitwise, average monthly visits to realestate.com.au Rent site section, compared to domain.com.au Rent site section Jul 18 - Jun 19.

¹⁸ REA Internal Data, Dec 18 - Sept 19.

¹⁹ REA Internal Data, Jul 18 - Jun 19 and compared to Jul 17 - Jun 18.

²⁰ Hitwise market share data; comparing visits to Flatmates.com.au to its nearest competitor Jul 18 - Jun 19.

Delivering great leads and value

Turning to our customers.

Firstly, I'd like to thank our customers for their ongoing support. Our success depends on the success of our customers. At REA we are constantly striving to deliver the best products and solutions to deliver real value and great leads. This is more important than ever during a time when our customers are also experiencing tough market conditions.

In FY19 alone, we saw more than 11 million visits to realestate.com.au from people specifically looking for an agent²¹ – a staggering number. In February, we launched Agent Ratings and Reviews on realestate.com.au to help people make more informed decisions when looking for the right agent to sell their home. Over 29,000 verified agent reviews²² have been published since launch, providing agents with even greater exposure to potential new business opportunities.

Our Agent Edge suite of products continue to help agents increase their presence on realestate.com.au and get in front of more prospective sellers. This year we launched Agent Reach, our new 24/7 end-to-end digital marketing solution which has already seen strong uptake. Reach maximises our customers' exposure across Facebook and Google with targeted advertising, allowing sales agents and agencies to build a new sales pipeline, boost their reputation and stay top of mind with local property owners.

Agent Match, our solution designed to connect agents with homeowners who are ready to sell, is providing more leads to our customers to win their next listing. Match converted 20% of leads into listings during the year, delivering great ROI to our customers.

A key point of differentiation Match offers, is that potential sellers are in the driver's seat to choose which agent they want to approach to sell their property. By taking a consumer first approach, and nurturing potential sellers throughout their research process, Agent Match delivers the best quality leads to our customers, right when people are ready to sell.

And when it comes to improving the way our customers interact with us, we launched our new self-service customer platform, Ignite. We are seeing rapid uptake with Ignite making it quick and easy for customers to review campaign performance in real-time, while on-the-go.

Reaching people beyond listings

Reaching people beyond property listings continues to be integral to our strategy. Our investment in financial services is core to this. Since launch in October 2017 realestate.com.au Home Loans has received more than \$2.2 billion in digital home loan applications²³.

More than 12,000 unique visitors turn to our finance content hub every day²⁴ as we continue to help more Australians navigate the home loan market.

During the year, we unveiled a number of new features to drive more value to consumers.

- We launched *Borrowing Power*, a new calculator which explores borrowing capacity and gives buyers a realistic price range to guide their search.

²¹ Adobe Analytics, number of visits to compare agents and agent profiles on realestate.com.au between Jul 18 – Jun 19.

²² REA Internal Data, Feb 19 – Sept 19.

²³ REA Internal Data, total value of digital home loan applications since launch to Oct 2019.

²⁴ Adobe Analytics, average unique daily visitors, Jul 18 – Jun 19.

- We also launched a *How to Home Loan* content and video series, providing first home buyers with handy tips and insights to navigate the challenges faced when securing finance and buying a new home. Series 1 and 2 of the videos were viewed more than 6 million times across Facebook and YouTube²⁵.

We are delighted that Smartline was once again awarded Australia's top franchise group in 2019, providing recognition as the benchmark in franchising across all industries, not just within mortgage broking.

Growing our Asia business

Turning now to Asia. As you can see on this slide, in Asia, it was a big year for new product launches and innovation. We improved our audience positions in Malaysia and Indonesia²⁶ and in Hong Kong the Squarefoot business²⁷ achieved audience leadership for the first time in June this year which was an exciting milestone. Asia remains a critical component of our long term growth strategy and we are excited by the opportunities ahead.

Last month we announced a binding agreement to form a joint venture with Singapore-based 99.co. Joining forces with 99.co creates the market-leading presence in terms of customers and listings. Combined with our expertise and experience in other countries where we are the clear market leader, this presents a fantastic opportunity to rapidly increase our market share in the expanding growth markets of Singapore and Indonesia.

Our global investments

Our investments in North America and India continue to perform well.

Move, Inc., the operator of realtor.com, increased its revenue by 7% to USD\$484.1m²⁸. It continued to grow its monthly unique users across web and mobile sites, averaging 72 million unique users in Q4 – a 14% year-on-year growth²⁹. And in Q1, there has been rapid audience growth at realtor.com, with an 18% year-on-year increase in traffic³⁰. Based on the most recent Comscore data, realtor's traffic is growing significantly faster than its nearest competitor³¹.

Our strategic investment in India, where we have a 13.5% stake in the property sites, PropTiger.com, Makaan.com and housing.com, delivered increased revenue of 54%³² for the full year. We also continue to see strong audience and listings growth.

Our people

Our success this year would not have been possible without our highly engaged, talented workforce – the heart of REA.

During the year we welcomed Janelle Hopkins as Chief Financial Officer and Melina Cruickshank as Chief Marketing Officer to our Executive Leadership Team. We are delighted to have Janelle and Melina onboard, bringing unique insights and perspective into REA Group. Today 50% of our executive leadership positions are held by women. This reflects our ongoing commitment to diversity and inclusion at REA. Our belief is that the best results come from the most diverse teams.

²⁵ Facebook and You Tube total views Apr 19 – May 19 and Sept 19 – Nov 19.

²⁶ SimilarWeb, monthly visits for iproperty.com.my site (Malaysia) compared to the nearest competitor and rumah123.com (Indonesia) compared to the nearest competitor at Jun 2019. Excludes app.

²⁷ SimilarWeb, monthly visits for squarefoot.com.hk compared to the nearest competitor at Jun 2019. Excludes app.

²⁸ NewsCorp's Earning Release in US Dollars 8 Aug 19 for the year ended 30 June 19.

²⁹ ComScore, visits to realtor.com Apr – Jun 19 compared to the same prior period Apr – Jun 18.

³⁰ NewsCorp's Earning Release for first quarter fiscal 2020 7 Nov 19.

³¹ News Corp investor presentation, Fiscal 2020 first quarter earnings call, 7 Nov 19.

³² Elara Technologies Pte. Ltd, revenue for the period Jun 18 - May 19 compared to same period Jun 17 – May 18.

REA Group was recognised as one of Australia's Top 50 Best Places to Work, ranking 6th in our category this year. We believe our people and culture is what sets us apart and this public recognition will provide an even stronger platform for us to stand out in the talent market place.

From a community stand point, at REA we are extremely conscious of the role we can play in building a more inclusive, prosperous society. We believe everyone deserves a safe place to sleep every night which is why our charity partners focus on ending homelessness. This year we extended our Because We Care program into our Asia business, supporting our people in giving back to charities and causes important to them.

Changing the way the world experiences property

In closing, 2019 saw REA deliver strong growth in very challenging market conditions. Our results demonstrate the hard work and commitment from our people who are truly passionate about our business and the products and services we deliver to our customers and consumers.

Turning our attention to 2020, we remain excited about the year ahead. The fundamental strength of our business positions us well to benefit from the market recovery we believe has commenced.

Before I hand back to Hamish to continue with the formalities, I would like to sincerely thank all the staff at REA, but especially my leadership team, who are true experts in their fields. They provide incredible support.

And lastly I need to acknowledge my old boss Tracey. You are a really hard act to follow Tracey and your support has been invaluable this year.

Thank you.

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About REA Group

About REA Group Limited: (www.rea-group.com): REA Group Limited ACN 068 349 066 (ASX:REA) ("REA Group") is a multinational digital advertising business specialising in property. REA Group operates Australia's leading residential, commercial and share property websites - realestate.com.au, realcommercial.com.au, Flatmates.com.au - as well as Spacely, a short-term commercial and co-working property site. In Asia, REA Group owns leading portals in Malaysia (iproperty.com.my), Hong Kong (squarefoot.com.hk) and Indonesia (rumah123.com), and prominent portals in Singapore (iproperty.com.sg) and China (myfun.com), and a leading property review site in Thailand (thinkofliving.com). REA Group owns Smartline Home Loans Pty Ltd, an Australian mortgage broking franchise group, and Hometrack Australia Pty Ltd, a leading provider of data property services. REA Group also holds a significant shareholding in property websites realtor.com in the US and PropTiger.com, housing.com and Makaan.com in India.



Annual General Meeting

REA Group Limited

19 November 2019

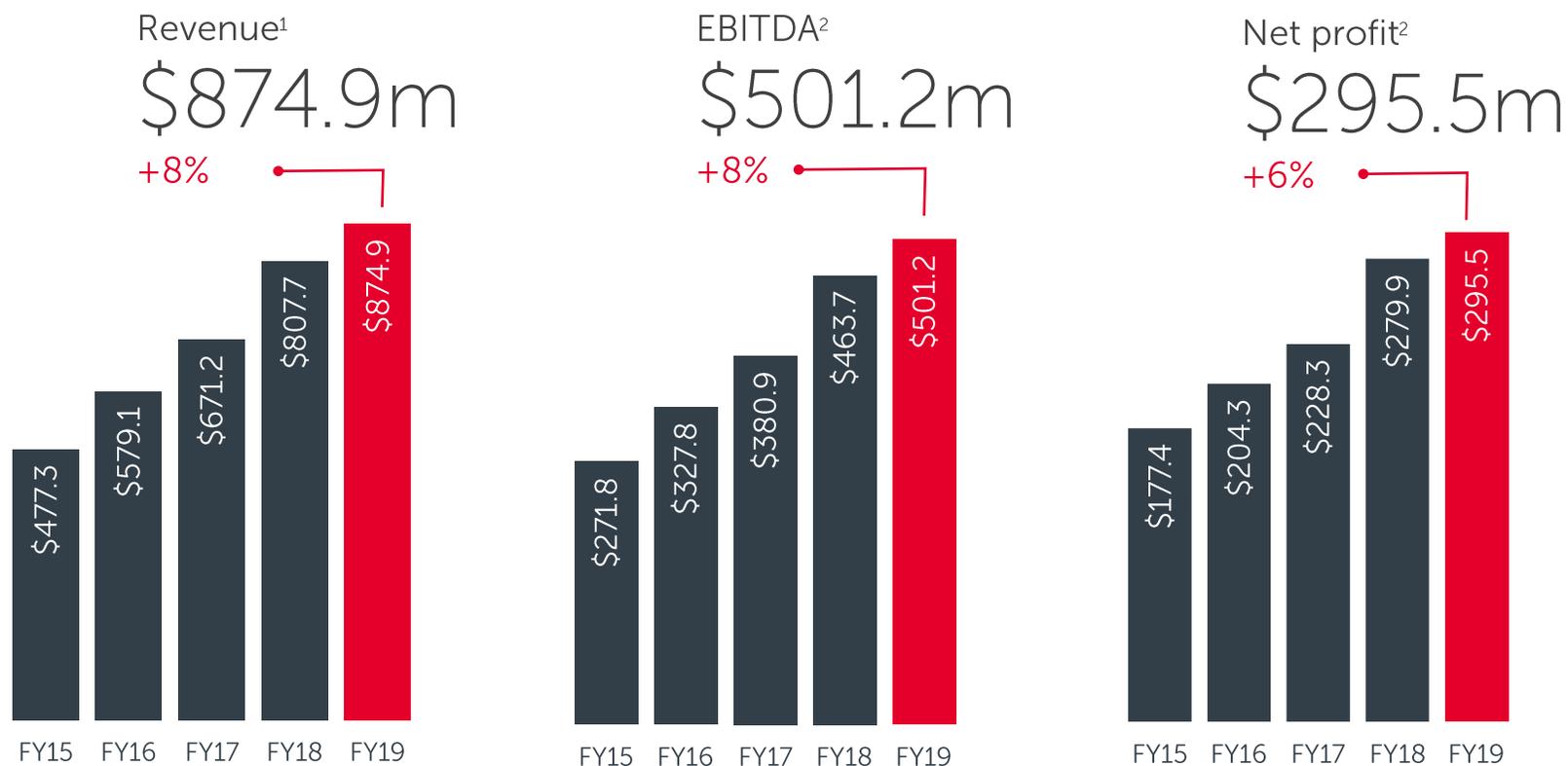
*Changing the way the world experiences
property*



Hamish McLennan
CHAIRMAN

Strong results in challenging market conditions

A year of continued growth



1. Revenue is defined as revenue from property and online advertising and revenue from financial services less expenses from franchisee commissions as disclosed in the Consolidated Financial Statements as operating income. 2. Financial results from core operations excludes significant non-recurring items such as revaluation, unwind and finance costs of contingent consideration, transaction costs relating to acquisitions by associates and impairment charges. In the prior comparative period this excluded items such as revaluation, unwind and finance costs of contingent consideration, transaction costs relating to acquisitions, brand write-off and the impact of the change in US tax rates on the results of Move, Inc.

Our Performance

Strong returns to shareholders

EARNINGS PER SHARE¹

224.3¢

+6%

TOTAL DIVIDEND

118.0¢

+8%

1. Financial results/highlights from core operations exclude significant non-recurring items such as revaluation, unwind and finance costs of contingent consideration, transaction costs relating to acquisitions by associates and impairment charges. In the prior comparative period this excluded items such as revaluation, unwind and finance costs of contingent consideration, transaction costs relating to acquisitions, brand write-off and the impact of the change in US tax rates on the results of Move, Inc.

Continued innovation for customers and consumers

Full year highlights

Australia

- Largest and most engaged audience of property seekers in Australia:
 - 76.8 million visits to realestate.com.au across all platforms each month.¹
 - 2.9x more monthly visits than our nearest competitor.¹
- Delivery of excellent customer value; increased leads and ROI.
- Hometrack now the single source of property data on realestate.com.au.
- Acquired remaining investment in Smartline, further strengthening Financial Services business.

Sources: "Largest" - Nielsen Digital Content Ratings, tagged, people 2+, text, average monthly daily unique audience to realestate.com.au, mobile and app, Jul 18 – Jun 19. "most engaged" - Nielsen Digital Content Ratings, people 2+, text, computer & mobile, average monthly time spent per person on realestate.com.au compared to Domain, Jul 18 - Jun 19. (1) Nielsen Digital Content Ratings, tagged, people 2+, text, average monthly total sessions and comparing average monthly total sessions to Domain, Jul 18 – Jun 19.



Continued innovation for customers and consumers

Full year highlights

Global footprint

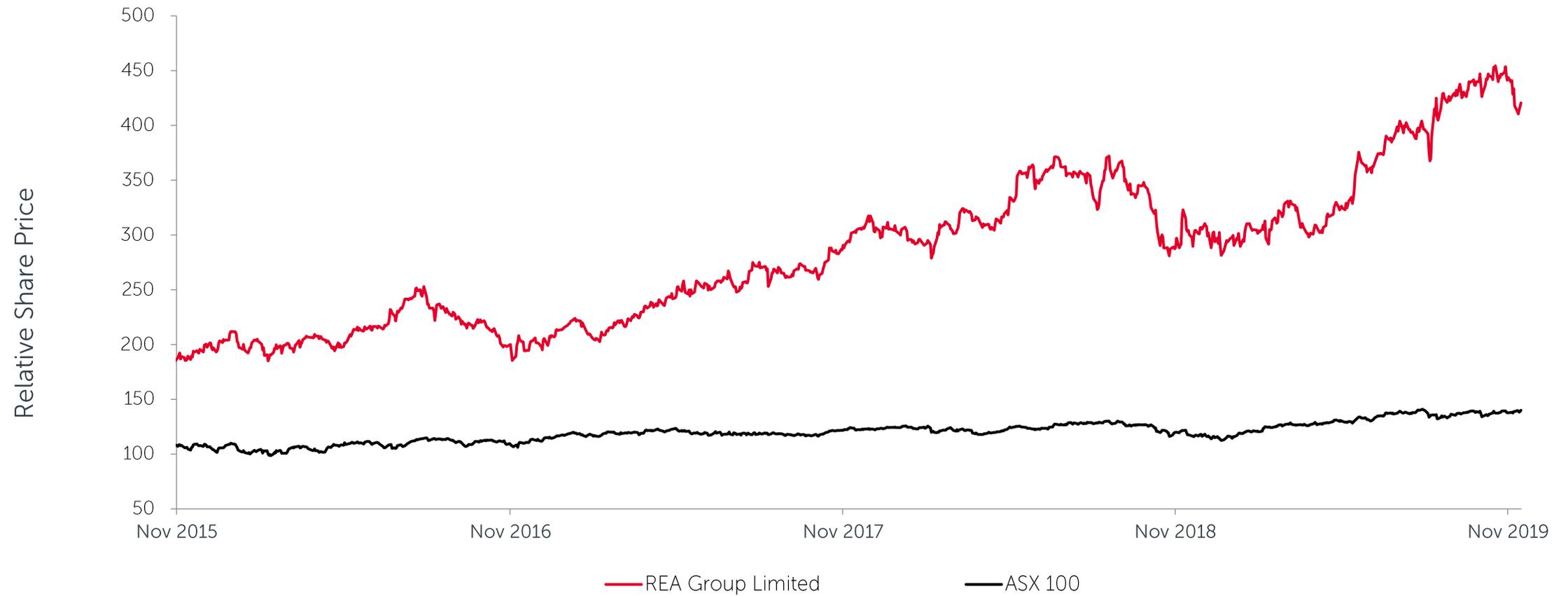
- In Asia, 10% revenue growth to \$48.6m.
- Strengthened market leadership in Malaysia, Indonesia and Hong Kong.¹
- Continued investment in customer and consumer product innovation.
- Move, Inc. acquired Opcity – a lead generation platform.
- Elara Technologies, acquired Fast Fox – a technology rental brokerage company.

1. SimilarWeb, monthly visits for iproperty.com.my site (Malaysia) compared to the nearest competitor, rumah123.com (Indonesia) compared to the nearest competitor, and squarefoot.com.hk (Hong Kong) compared to the nearest competitor, each at Jun 2019. Excludes app.



Our Performance

Share Price Growth¹

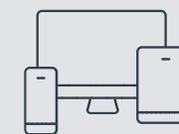
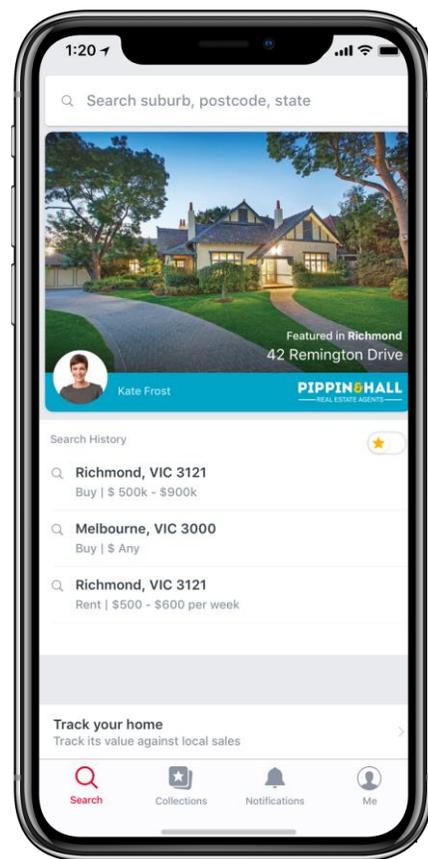


1. REA Group share price for the period 1 Nov, 2015 - 15 Nov, 2019



Owen Wilson
CHIEF EXECUTIVE OFFICER

More than one million people visit realestate.com.au each day
The largest and most engaged audience



Total visits
76.8 million¹
2.9x more¹



Monthly searches
94 million²
19% growth²

Australia's best property app



Monthly app launches
29.4 million³
21% growth³



Time on app (minutes)
4.7x more⁴
17% growth⁴



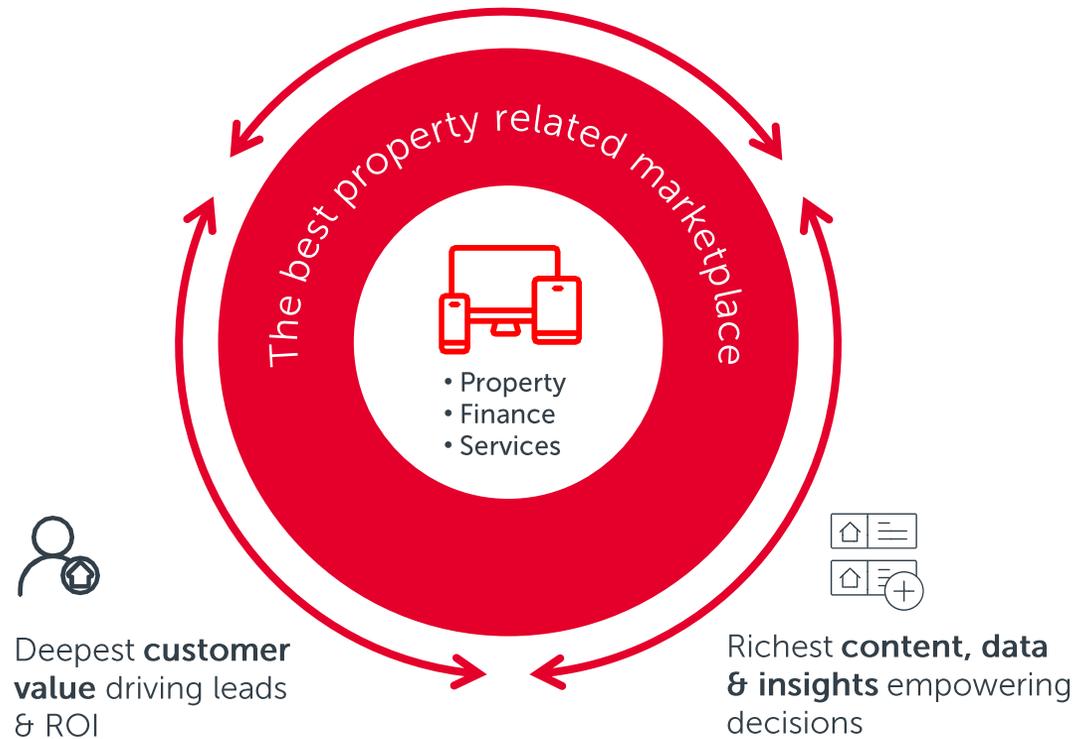
Total app downloads
9.1 million⁵
14% growth⁶

Sources: Heading: "more than one million" and "largest" - Nielsen Digital Content Ratings, tagged, people 2+, text, average monthly daily unique audience to realestate.com.au, mobile and app, Jul 18 - Jun 19. "most engaged" - Nielsen Digital Content Ratings, people 2+, text, computer & mobile, average monthly time spent per person on realestate.com.au compared to Domain, Jul 18 - Jun 19. (1) Nielsen Digital Content Ratings, tagged, people 2+, text, average monthly total sessions and comparing average monthly total sessions to Domain, Jul 18 - Jun 19. (2) Adobe Analytics, average monthly number of searches on realestate.com.au web, mobile and app per month, Jul 18 - Jun 19 and as compared to the same period Jul 17 - Jun 18. (3) Nielsen Digital Content Ratings, tagged, people 2+, text, average monthly app launches, Jul 18 - Jun 19 and compared to the same period Jul 17 - Jun 18. (4) Nielsen Digital Content Ratings, average monthly total time spent on the realestate.com.au app compared to Domain Jul 18 - Jun 19 and compared to the same period for realestate.com.au Jul 17 - Jun 18. (5) Google Play & iTunes App Store, total number of realestate.com.au app downloads at Jun 19. (6) Google Play & iTunes App Store, total number of realestate.com.au app downloads at Jun 19 compared to Jun 18.

Delivering on our strategy

Changing the way the world experiences property

 Individual, proactive & lifelong **consumer interactions**



Our global network:

AUSTRALIA



NORTH AMERICA

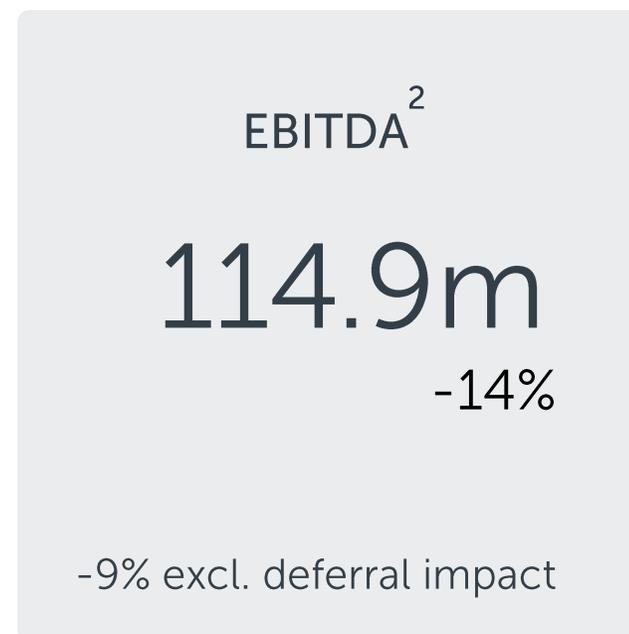
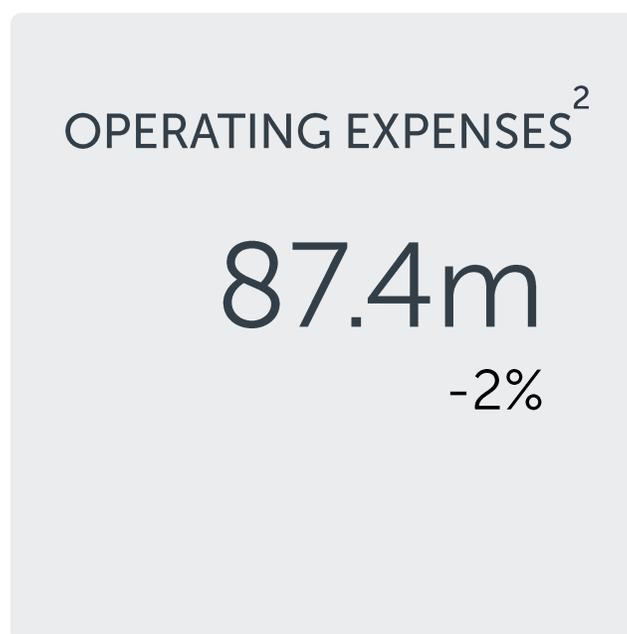


ASIA



Our Performance

Q1 Financial Results



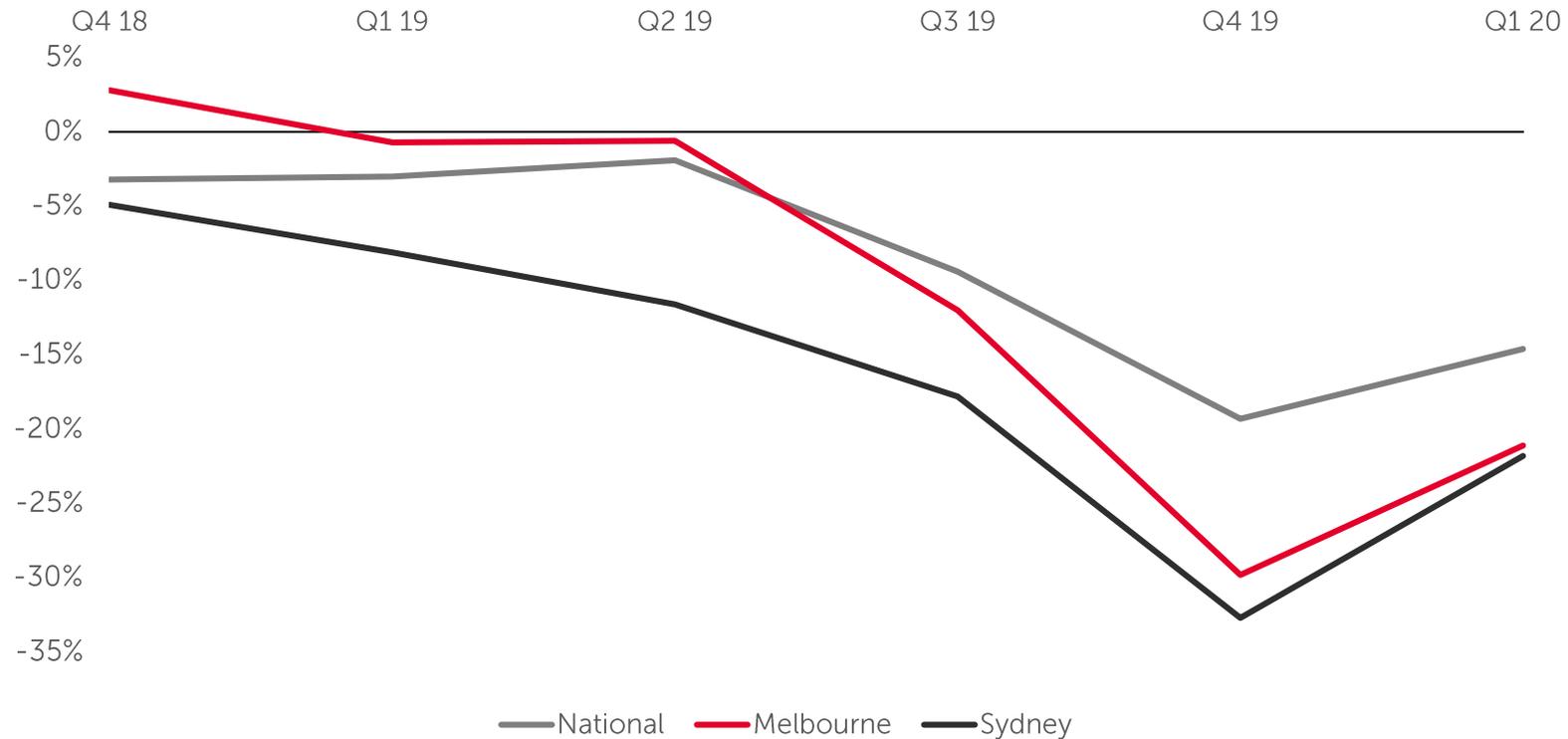
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Our Performance

Q1 Financial Results

Residential Listing Changes¹

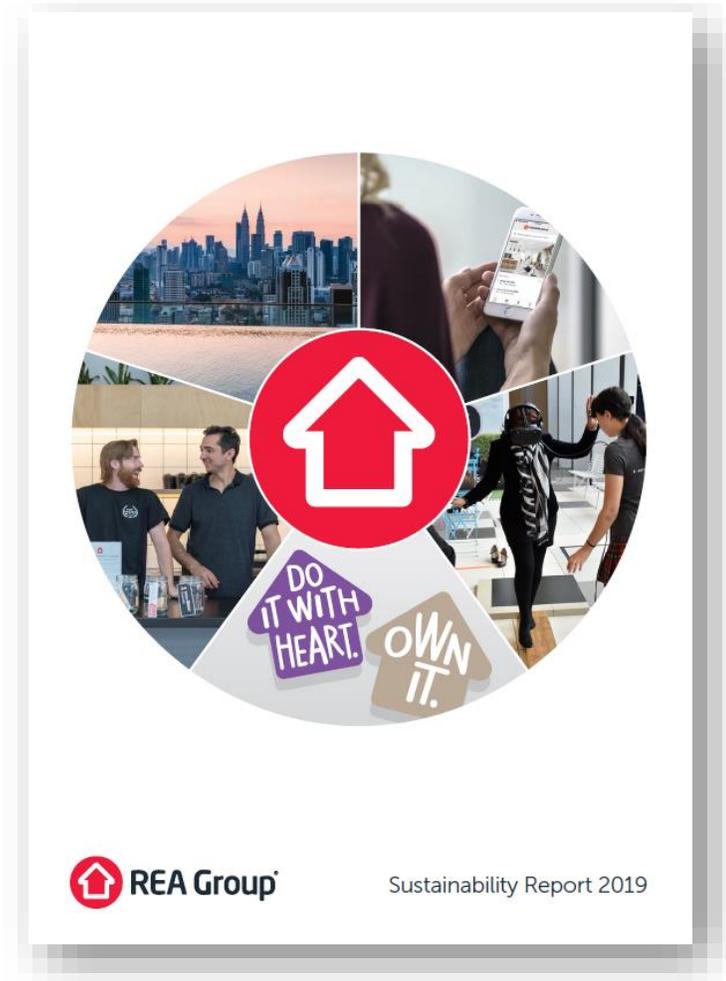


1. Source: REA Internal Data for the three month periods ended 30 Jun 2018, 30 Sep 2018, 31 Dec 2018, 31 Mar 2019, 30 June 2019 and 30 Sep 2019.

Commitment to responsible and sustainable business

Inaugural Sustainability Report

- REA Group's Inaugural Sustainability Report launched: https://rea3.irmau.com/site/PDF/2355_1/SustainabilityReport
- The report shares our current and future plans across Environment, Social and Governance (ESG).
- Long-term commitment to sustainability is integral to REA Group's ongoing success.
- Opportunities for REA to expand our ESG focus areas as we grow.
- Share your feedback: becausewecare@rea-group.com



Individual. Proactive. Lifelong.

Enhancing our consumer experience

Lifelong property partner

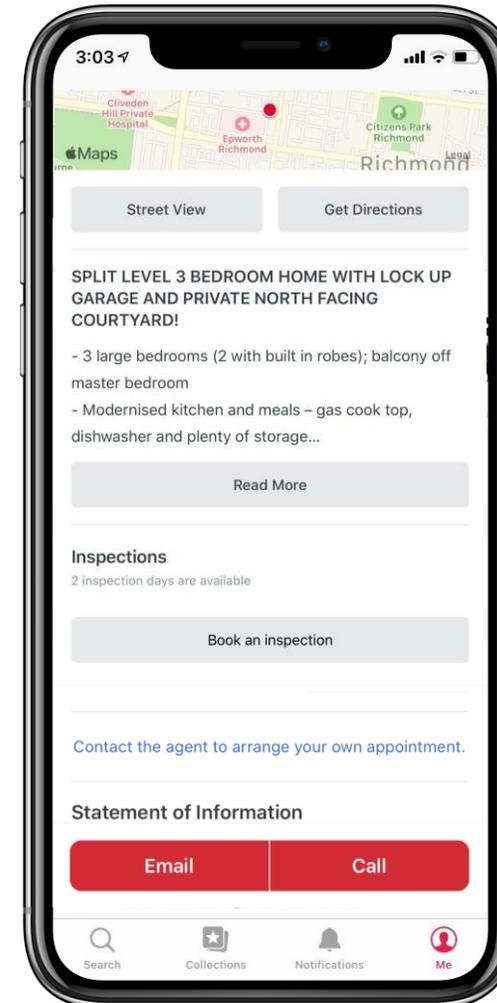
Logged in users on realestate.com.au growing, **18% YoY.**¹

Consumers can now track multiple properties, more than **1.3 million** properties tracked.²

Content in app launched – **200 weekly** stories, videos and image galleries added.

Open for inspection app booking tool launched, **60,000** additional weekly bookings occurring.³

9.3 million total app downloads.⁴



Individual. Proactive. Lifelong.

Enhancing our consumer experience

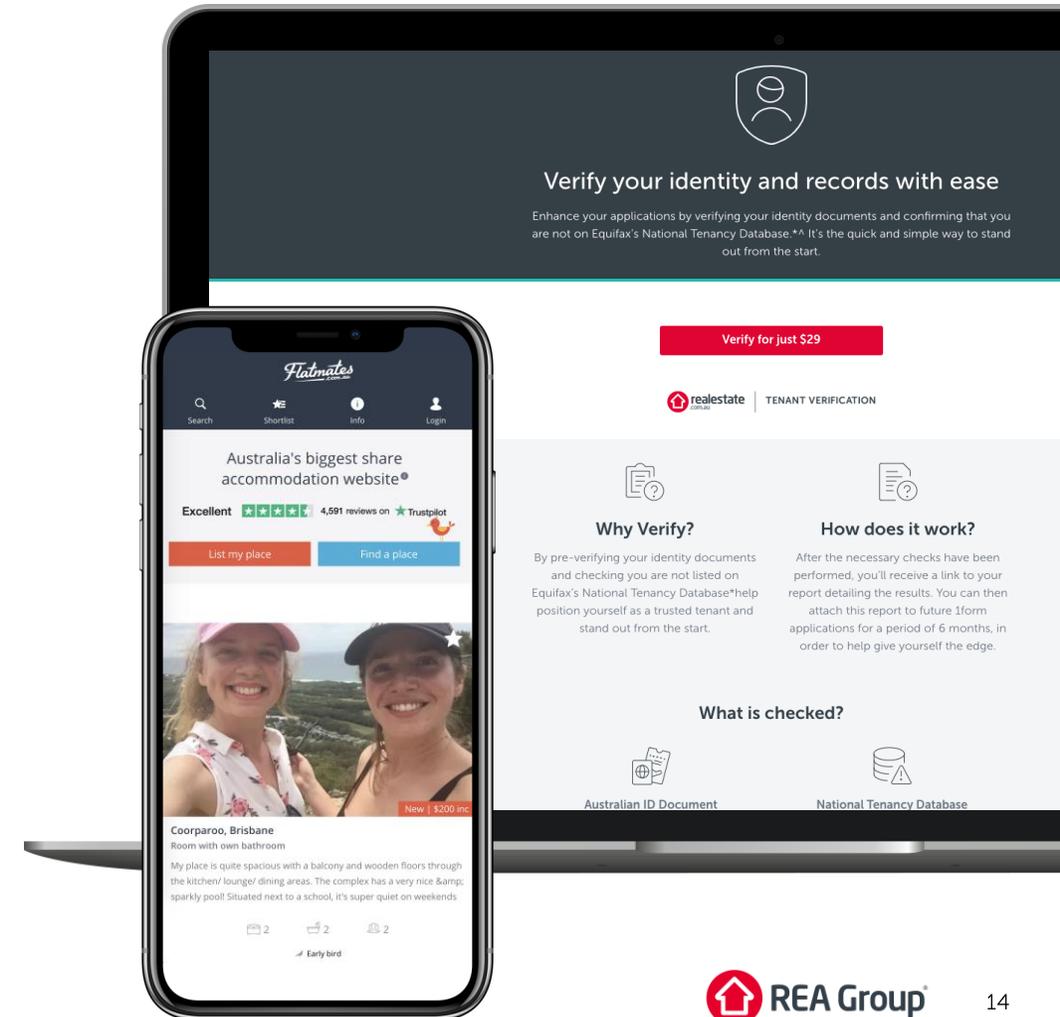
Supporting Renters and Sharers

Australia's **#1** place for rent.¹

Over **43,000** tenant verifications purchased.²

More than **3 million** 1Form applications received.

457,000 new members welcomed to Flatmates.com.au community.



Sources: REA Internal Data for the financial year of Jul 18 to Jun 19 unless otherwise specified.

1. Hitwise, average monthly visits to realestate.com.au Rent site section, compared to domain.com.au Rent site section Jul 18 – Jun 19 2. REA Internal Data, Dec 18 - Sept 19.

Strengthening our customer relationships

Delivering great leads and value

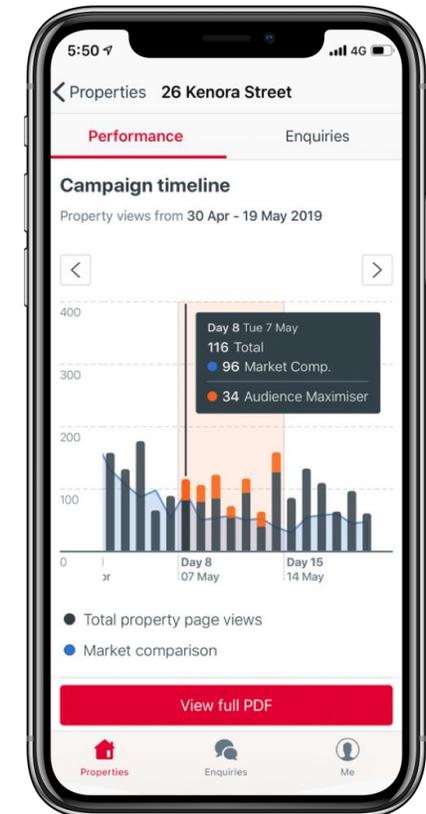
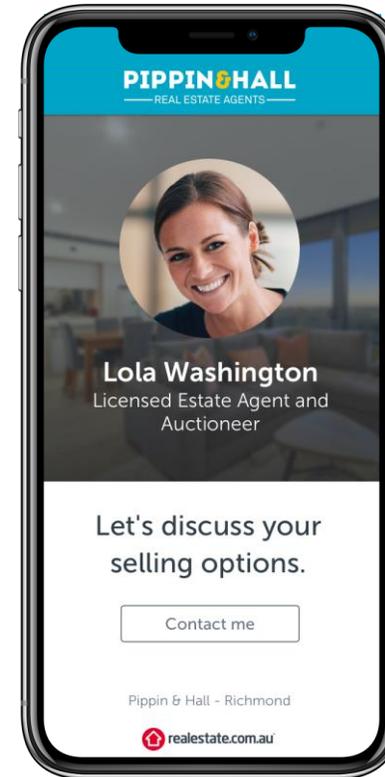
Supporting Agents

Agent Ratings and Reviews – over **29,000** verified agent reviews published.¹

Agent Reach, new end-to-end digital marketing solution, receiving strong uptake.

Agent Match converted **20%** of leads into listings.

Ignite, new self service platform, receiving rapid customer uptake.



Richest content, data and insights

Reaching people beyond listings

Property finance

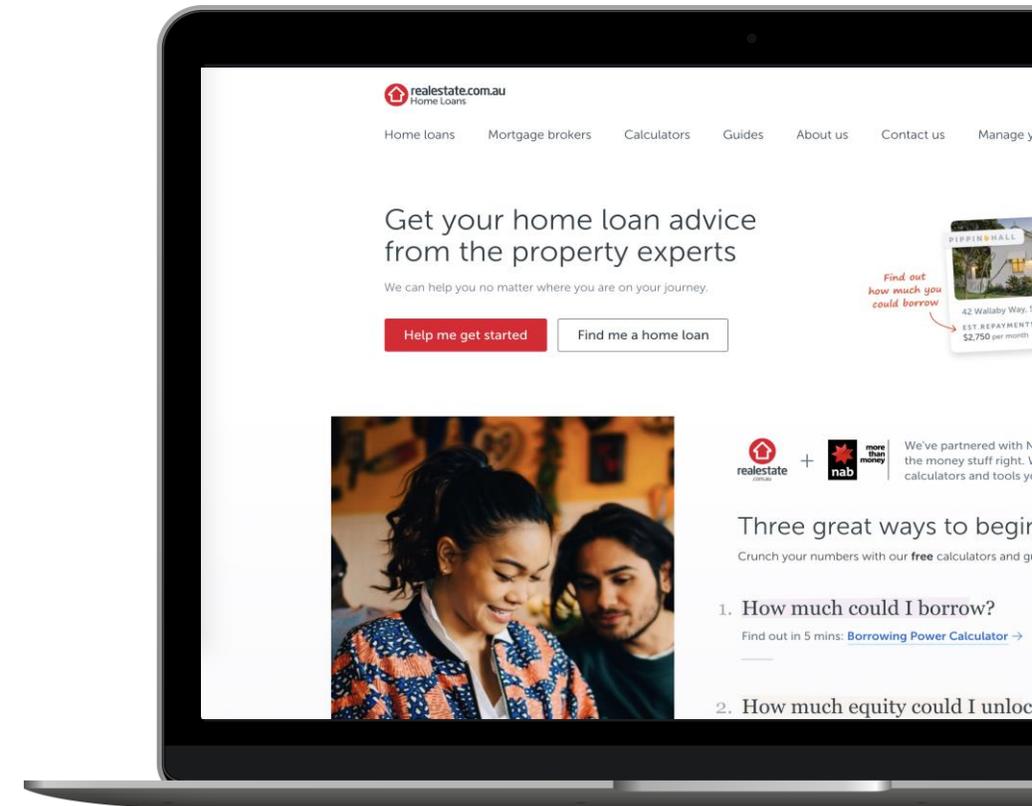
\$2.2 billion in digital home loan applications received.¹

Almost 12,000 unique visitors to our finance content hub daily.²

Borrowing Power calculator launched.

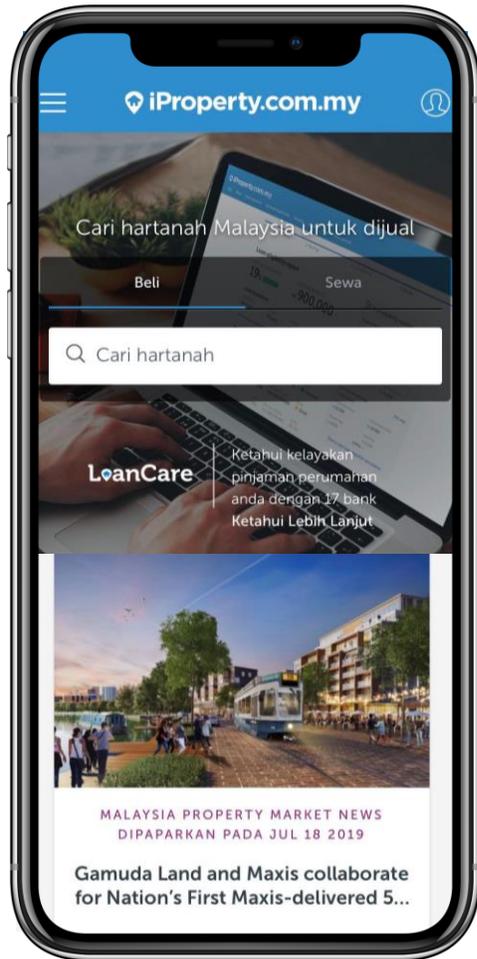
How to Home Loan series launched reaching over 6 million people across social media.³

Smartline awarded Australia's top franchise group.



Global Network

Growing our Asia business



Improving our audience position

- Number one property site in Malaysia and Indonesia.¹
 - Malaysia increased visits by 56% and grew leads by 22% in 2HY19.²
 - Indonesia increased visits by 10% and grew leads by 7% in 2HY.³
- Achieved leadership in Hong Kong in June.⁴

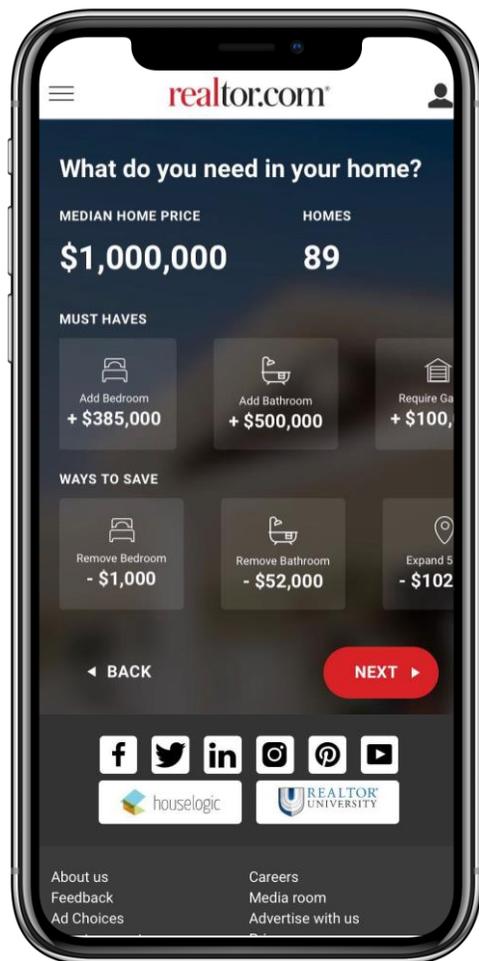
Innovative experiences

- iProperty.com.my launched its first property search experience in Bahasa.
- LoanCare, Malaysia's home finance tool, has more than 320,000 visits since launch.⁵
- Integrated WhatsApp into our experiences across Malaysia, Indonesia and Hong Kong.
- Delivered major technology enhancements across all markets including a new single sign-on experience.
- More than 20,000 buildings added to 'A Page For Every Building' in Hong Kong.
- squarefoot.com.hk released a new content and lifestyle experience for the Hong Kong market.
- Integrated Hometrack data into myfun.com to power a new neighbourhoods section.

1. SimilarWeb, monthly visits for iproperty.com.my site (Malaysia) compared to the nearest competitor and rumah123.com (Indonesia) compared to the nearest competitor at Jun 2019. Excludes app. 2. "Increased visits" SimilarWeb, monthly visits to iproperty.com.my, Jan 19 – Jun 19 compared to Jul 18 – Dec 18; "Grew leads" REA Internal Data, Jan 19 – Jun 19 compared to Jul 18 – Dec 18. 3. "Increased visits" SimilarWeb, monthly visits to rumah123.com, Jan 19 – Jun 19 compared to Jul 18 – Dec 18; "Grew leads" REA Internal Data, Jan 19 – Jun 19 compared to Jul 18 – Dec 18. 4. SimilarWeb, monthly visits for squarefoot.com.hk compared to the nearest competitor at Jun 2019. Excludes app. 5. Google Analytics, total number of visits to LoanCare tool onsite between 29 Mar 19 – 30 Jun 19.

Global Network

Our Global Investments



realtor.com®



- Revenue increased 7% to US\$484 million.¹
- More than 1.3 times total views per user.²
- Acquired Opcity Inc., in October 2018 – a lead generation technology platform.
- Launched Commute Time filter within listings experience.
- Launched Local Expert customer facing tool to help raise agent profiles.
- Price Perfect helps buyers find homes to match their needs.

- Revenue increased 54%.³
- Acquired FastFox in April 2019
- Combined traffic to all three platforms increased 32%.⁴
- Housing.com grew listings by 81.5%.⁵
- Housing.com wins best website at Realty+ PropTech Awards.
- First property portal in India to integrate WhatsApp into core experiences.

Source: 1. NewsCorp's Earning Release stated in US Dollars 8 August 2019 for the year ended 30 June 2019. 2. ComScore, total number of page views to realtor.com compared to its nearest competitor Jul 18– Jun 19. Source: Etara Technologies Pte. Ltd. Internal Data 3. Revenue, for the period Jun 18 - May 19 compared to same period Jun 17 - May 18. 4. Average monthly visits to proptiger.com, housing.com and makaan.com Jun 18 - May 19 compared to the same period Jun 17 - May 18. 5. Average monthly active listings for housing.com for the period Jun 18 - May 19 compared to same period Jun 17 - May 18.

A talented and values-driven workforce

Our People

Employee engagement

87%

Overall employee engagement in Australia

Gender parity

50:50

Female representation on our Executive Leadership Team

Great Place To Work®

2019 Best Places to Work

Over 1,000 Employees

AUSTRALIA

Our community partners



Since launching our Rapid Rehousing Fund, we have helped 3,619 individuals including 2,005 children.



This year, our contribution helped 2,188 people by providing 1,215 loads of laundry and showers.



ICRC

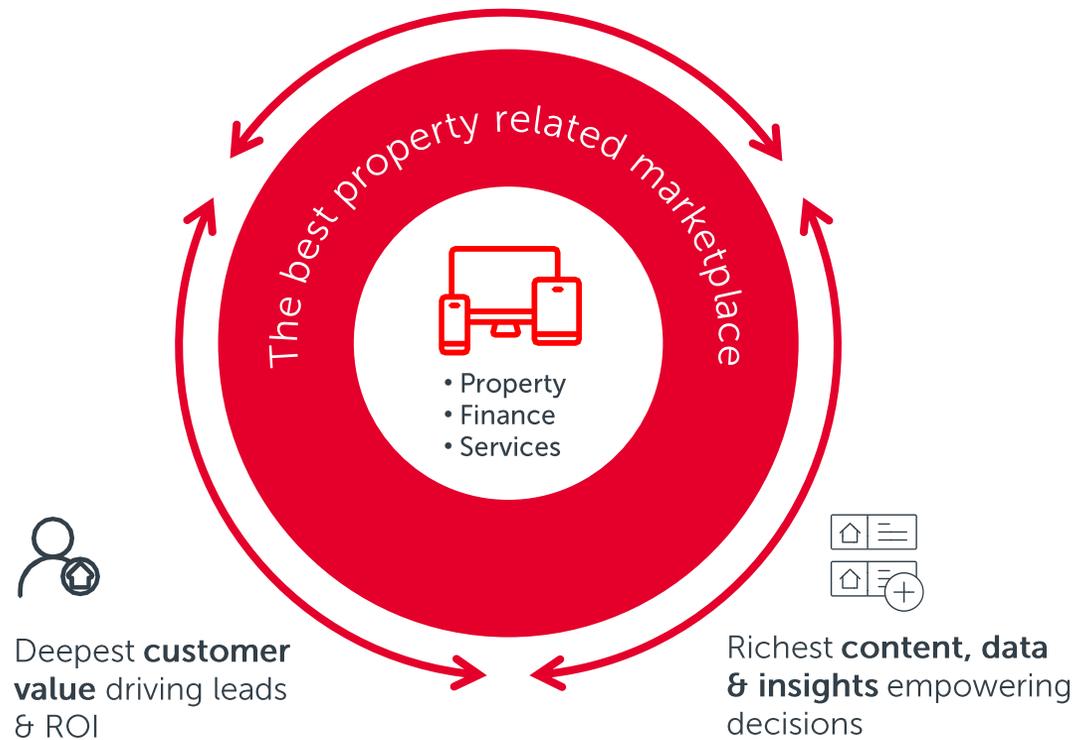
Our REA Group Asia business supports the ICRC by providing financial assistance.



Delivering on our strategy

Changing the way the world experiences property

 Individual, proactive & lifelong **consumer interactions**



Our global network:

AUSTRALIA



NORTH AMERICA



ASIA





Hamish McLennan
CHAIRMAN

Proxy Votes

Securities On Issue	131,714,699
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Valid Securities Voted (For, Against, Open Usable, Abstain)	117,712,393
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Valid Securities Voted (%)	89.37%
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Proxy Votes

Item 2 – Adoption of the Remuneration Report

	For	Against	Open usable
Number of Proxy Votes	116,291,671	1,328,618	68,388
% of Proxy Vote	98.81%	1.13%	0.06%

Proxy Votes

Item 3a – Election of Ms Tracey Fellows as a Director

	For	Against	Open usable
Number of Proxy Votes	111,766,480	5,854,264	69,374
% of Proxy Vote	94.97%	4.97%	0.06%

Proxy Votes

Item 3b – Re-election of Mr Richard Freudenstein as a Director

	For	Against	Open usable
Number of Proxy Votes	110,377,979	7,243,061	70,406
% of Proxy Vote	93.79%	6.15%	0.06%

Proxy Votes

Item 3c – Re-election of Mr Michael Miller as a Director

	For	Against	Open usable
Number of Proxy Votes	111,815,313	5,806,671	70,217
% of Proxy Vote	95.01%	4.93%	0.06%

Proxy Votes

Item 4 – Grant of performance rights to Chief Executive Officer

	For	Against	Open usable
Number of Proxy Votes	105,319,495	12,261,964	72,646
% of Proxy Vote	89.52%	10.42%	0.06%

Visit our
investor site at
rea-group.com

Disclaimer: This presentation contains non-specific background information about REA Group's current activities. This information is a summary only. Investors and potential investors should obtain independent advice. This information is not intended to provide advice to investors or potential investors and does not take into account the individual investment objectives, financial situation or needs of any particular investor(s). These factors should be considered when making investment decisions.

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