

A heatmap overlay on a map of the United States and Mexico. The color scale ranges from light yellow (low density) to dark red (high density). High-density areas are concentrated in the West Coast (California, Oregon, Washington), the Northeast (New York, Pennsylvania, New Jersey, Delaware, Maryland, Virginia, North Carolina, South Carolina, Georgia, Florida), and the Midwest (Illinois, Indiana, Michigan, Ohio, Pennsylvania). Other notable hotspots are in Texas, Arizona, and Nevada. The map includes labels for various states and provinces.

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Extraordinary General Meeting Business Update

21 September 2020

Operational update:

Australia and New Zealand

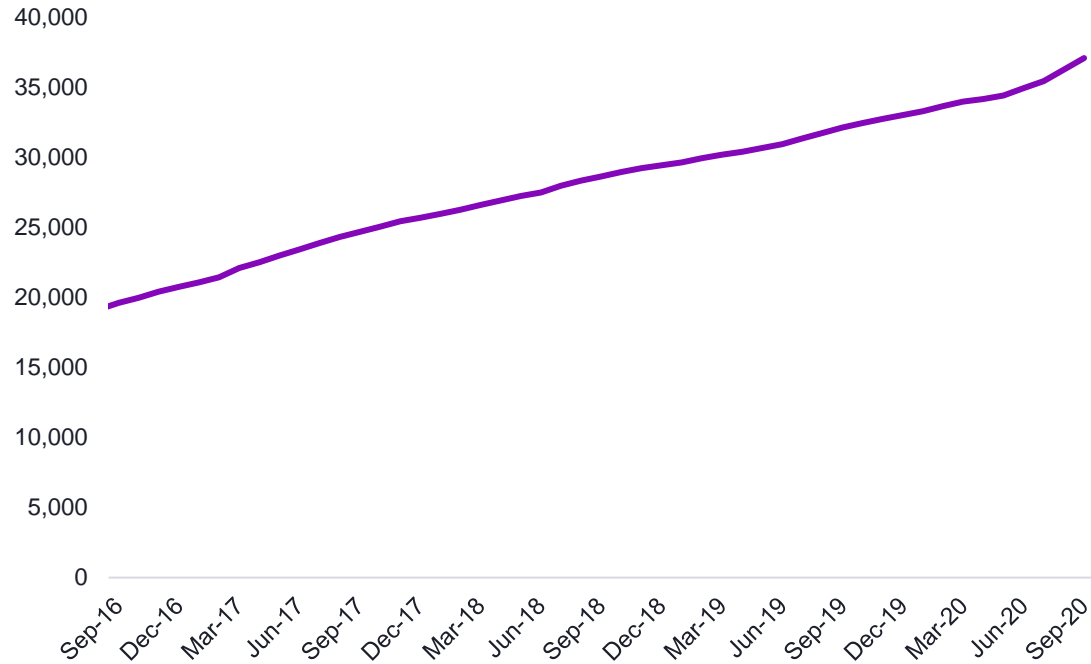
- Mature market with excellent engagement with the majority of real estate agents on the platform collecting reviews
- Focus for the next six months:
 - increase agent subscriptions from the 41% of claimed agents
 - push and diversify the Promoter product
 - push mortgage broker reviews
 - add value to agents from partnerships: Domain, Google, Facebook, etc.

United States

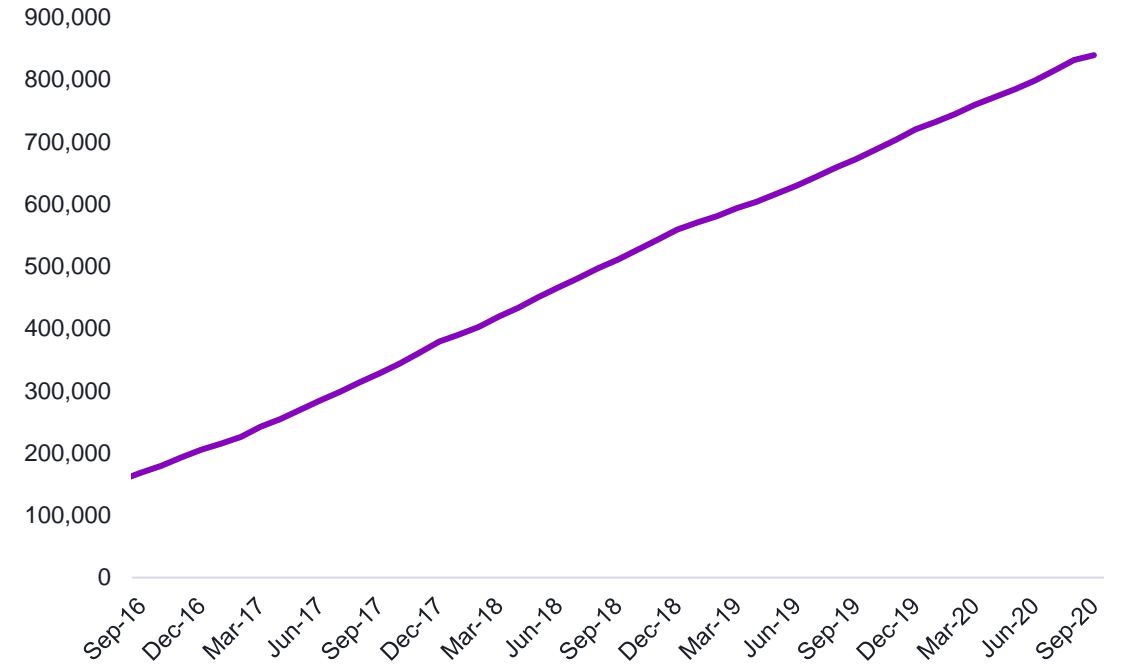
- Move to 100,000 agents on the platform from the present 73,000
- Very significantly grow agent reviews
- More partnerships with Agencies and MLS

Australia is a successful mature market with 81% of properties sold by an agent with a RMA profile

37,000 agents on the platform (~75% active agents)



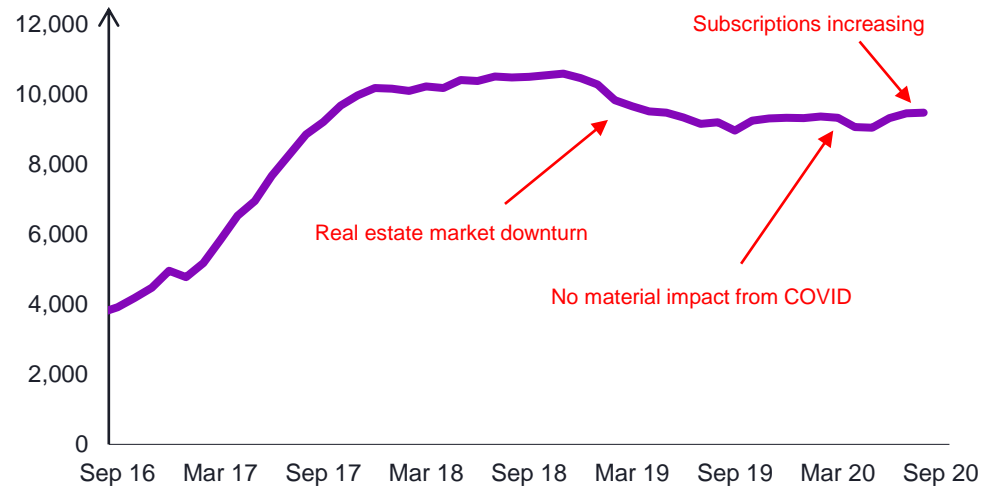
840,000 reviews



Agents are embracing and using the platform, but now to monetize them.

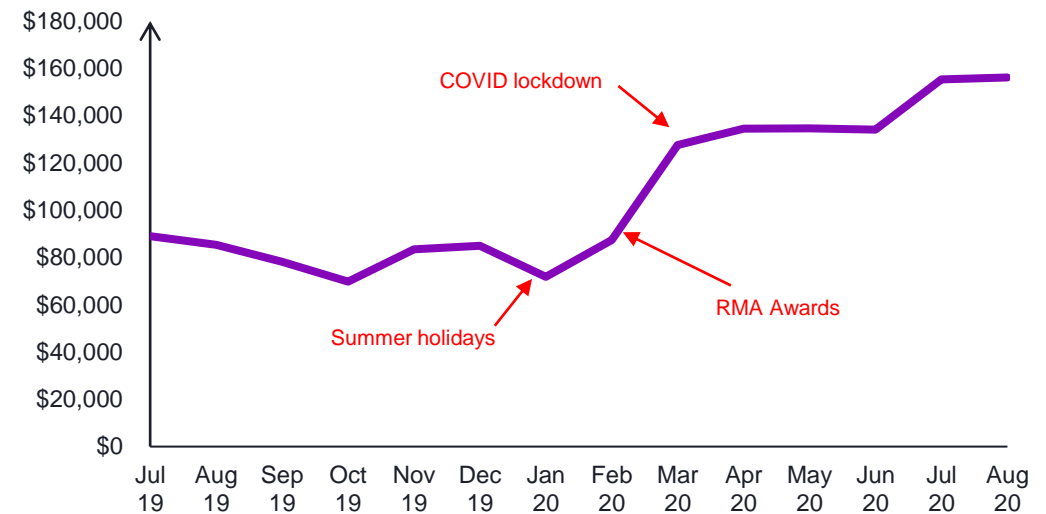
Australian agent subscriptions growing, despite tough market. Promoter revenue growing significantly.

Agents under subscription¹



1. Agent Subscriptions plus agents covered under Agency Subscriptions. Source: RMA data

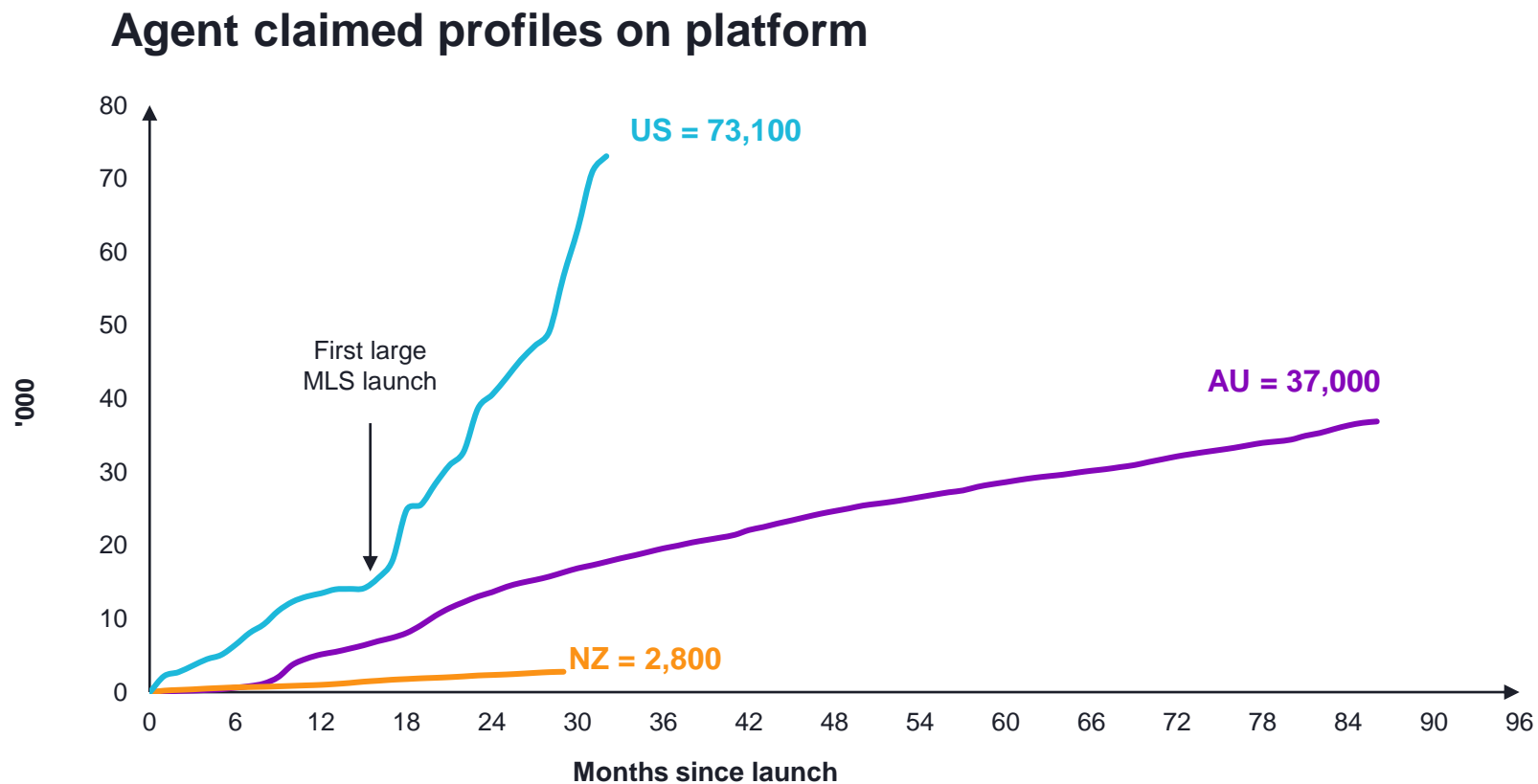
Promoter revenue



Monetization to come from:

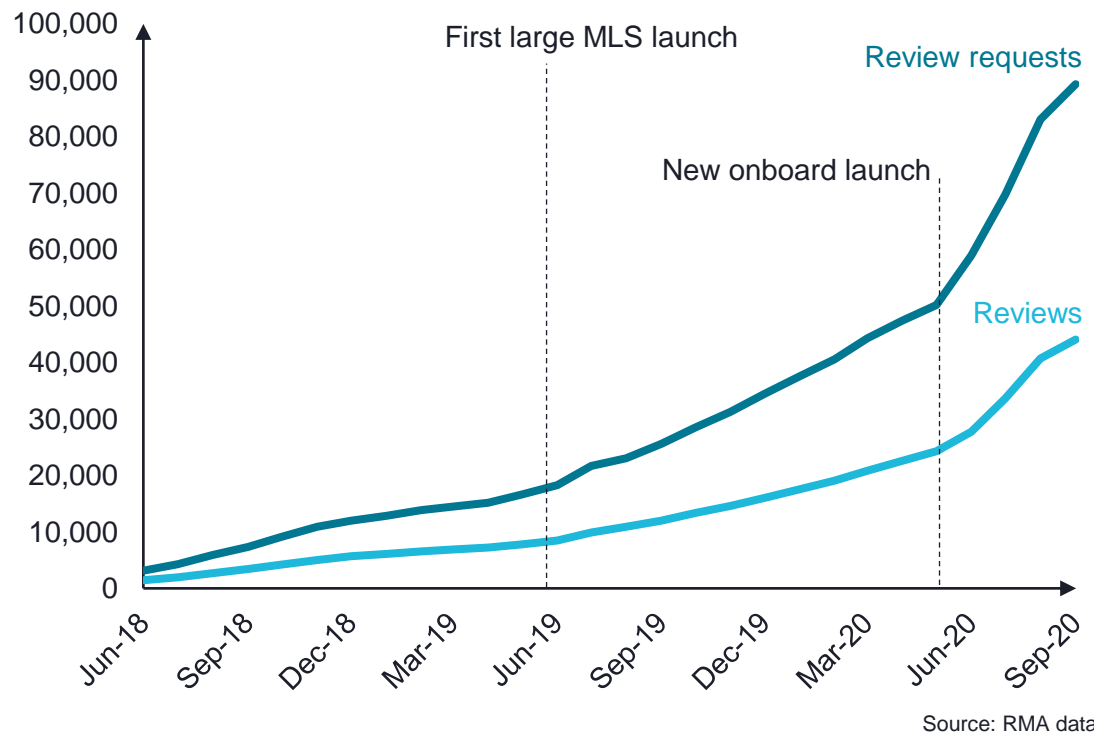
- increasing paid subscriptions (41% of active agents)
- pushing and diversifying promoter
- Mortgage Broking
- more value through partnerships: Domain, Google, Facebook, etc.

Rapid growth in the US - Agents are embracing the platform. Targeting 100,000 profiles by end of CY20.



US reviews 44,000 and accelerating

US cumulative reviews and requests



Review growth strategy

- Automated “one-click” reviews through integration with brokerage transaction management systems
- Importing external verified reviews
- New onboarding to be relaunched to existing connected MLS agents
- New MLS partnerships coming
- Revenue model launched

The logo for 'rmaglobal' is displayed in white lowercase letters within a dark blue speech bubble shape. The bubble has a small tail pointing towards the bottom-left corner.

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End of presentation