

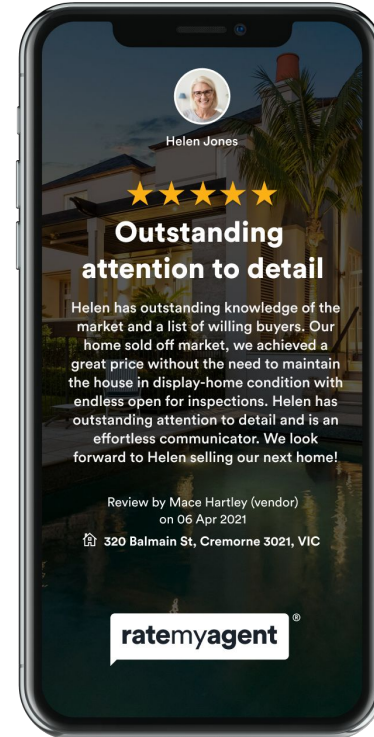


Investor Presentation

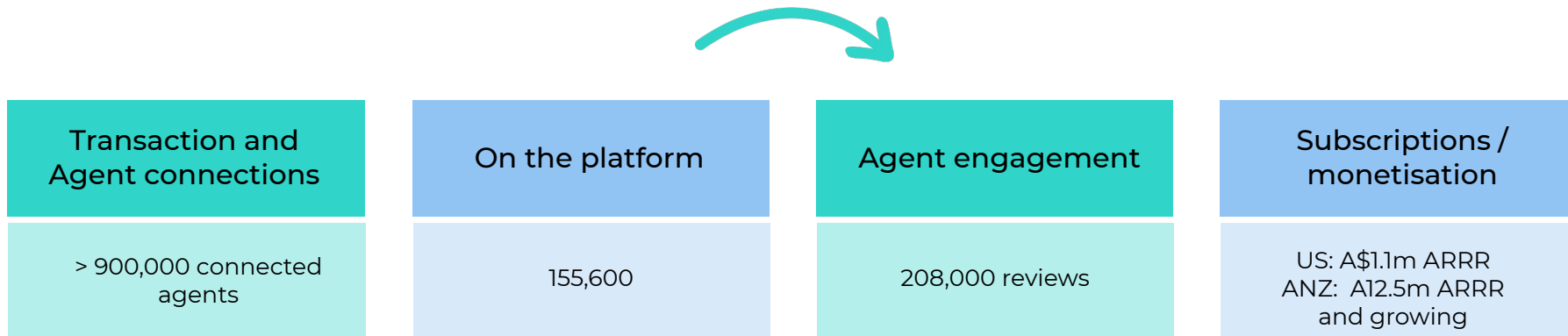
29th October 2021

ASX:RMY Overview

- Comprehensive data on sale results for real estate agents and reviews of agent performance
- Agents market themselves on the platform and through it on social media
- Sellers of property use our data to compare agents and to find an agent to sell their property
- Dominate in Australia (75% of active agents on the platform). Growing rapidly in the US and New Zealand



The path to monetisation in the US

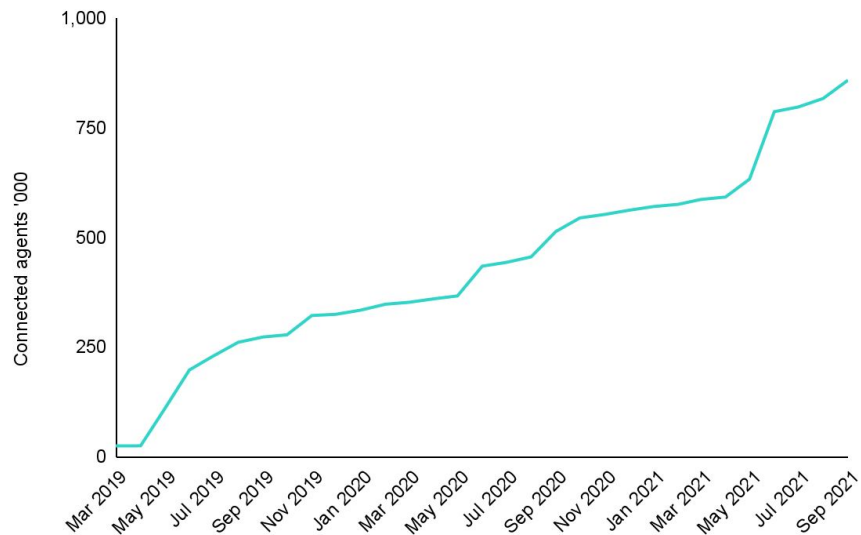


RE/MAX

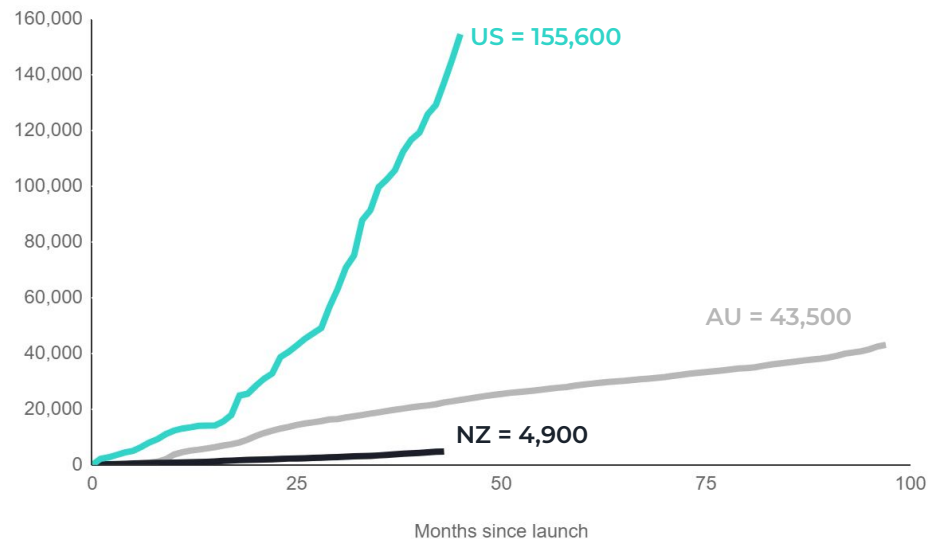


US market penetration

Agent data via MLS and brokerage partnerships

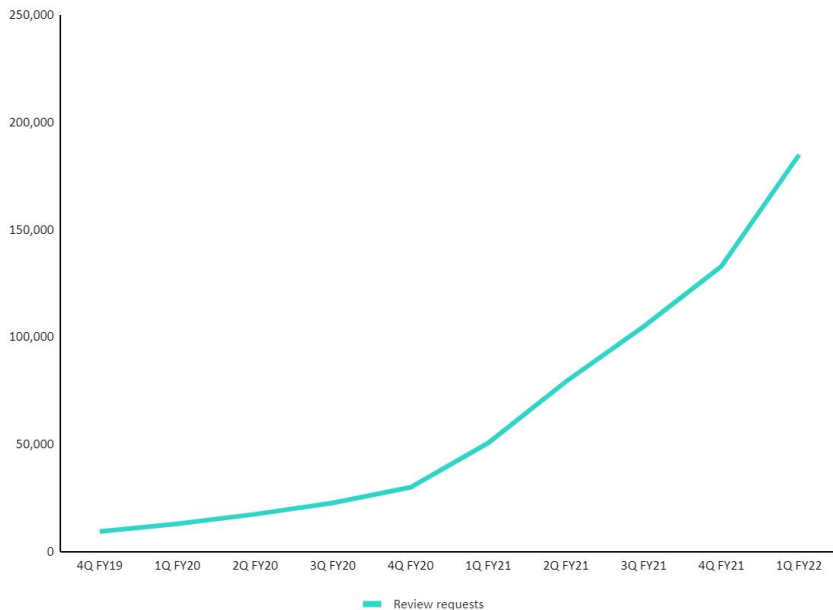


Agents on the platform



Acceleration in US engagement. Reviews up 85% QoQ

Cumulative reviews

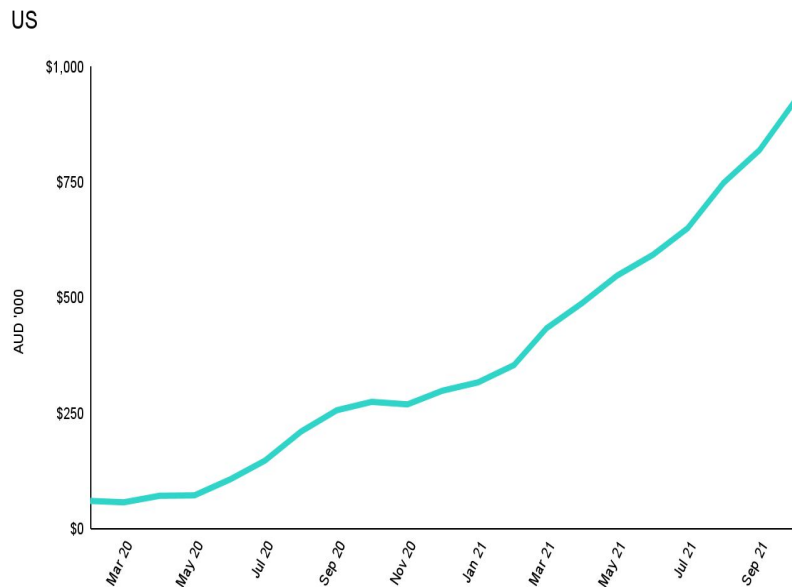


Review growth strategy

- > 208,000 reviews on the platform
- Automation of review requests to drive review collection and engagement
- Review automation by integrating with major Transaction Management Systems
- Focus on getting agents to 3+ reviews
- Launch of US 2022 Awards in February drives competition and review collection

US engagement driving monetisation

Annualised Revenue Run Rate

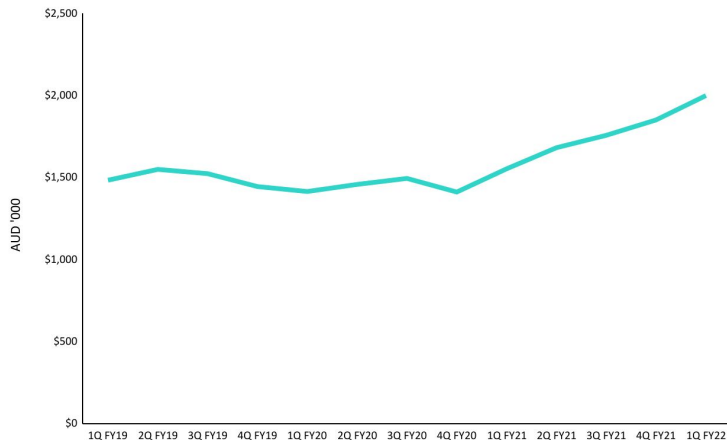


Revenue growth

- Agent reviews drive subscriptions
- Agent subscription growth increasing
- Product pipeline focussed on adding value to the paid subscriptions
- Promoter testing underway

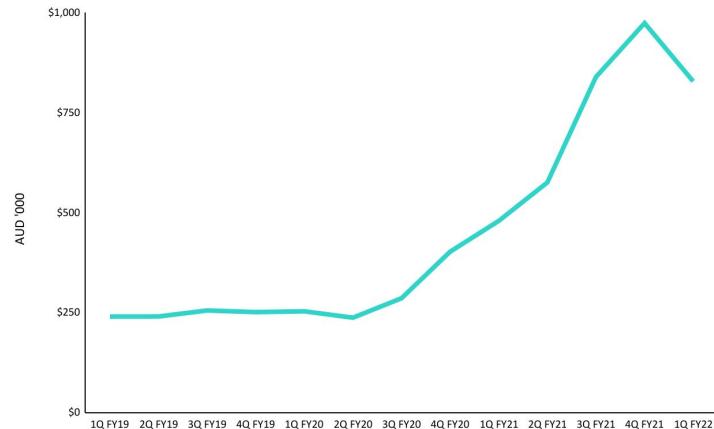
Australian subscriptions all-time high. Promoter up 79% YoY

Subscription revenue



- Subscription revenue in 1QFY22 up 29% in 1Q FY21.
- Promoter: 1Q FY22 up 79% on 1Q FY21.

Promoter revenue

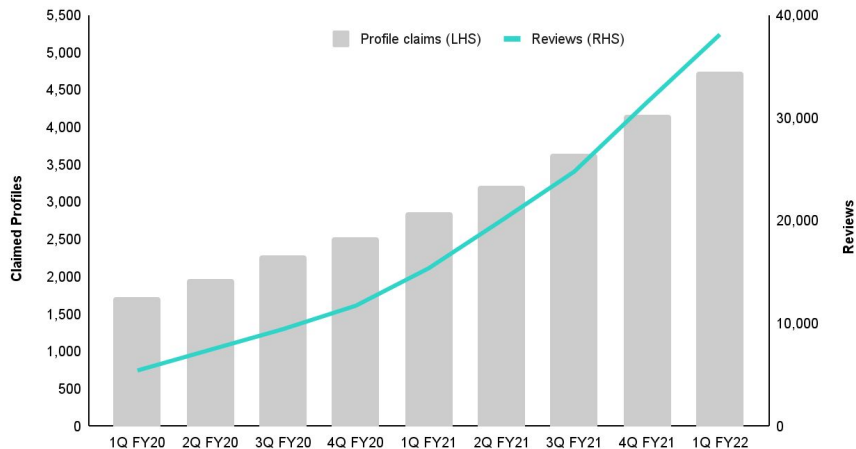


Further growth:

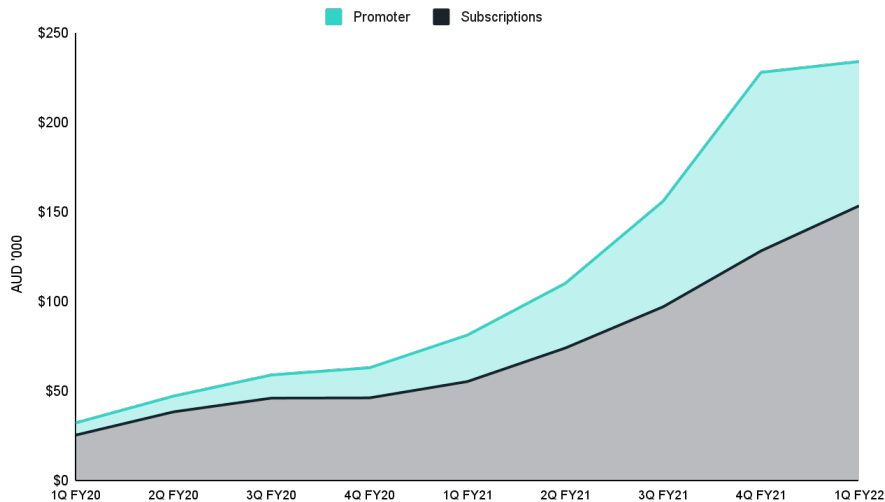
- Subscription product enhancements
- Promoter for Listings - Positive reception in all geographies

Growth in NZ. ARRR up 188% YoY

Claims and reviews

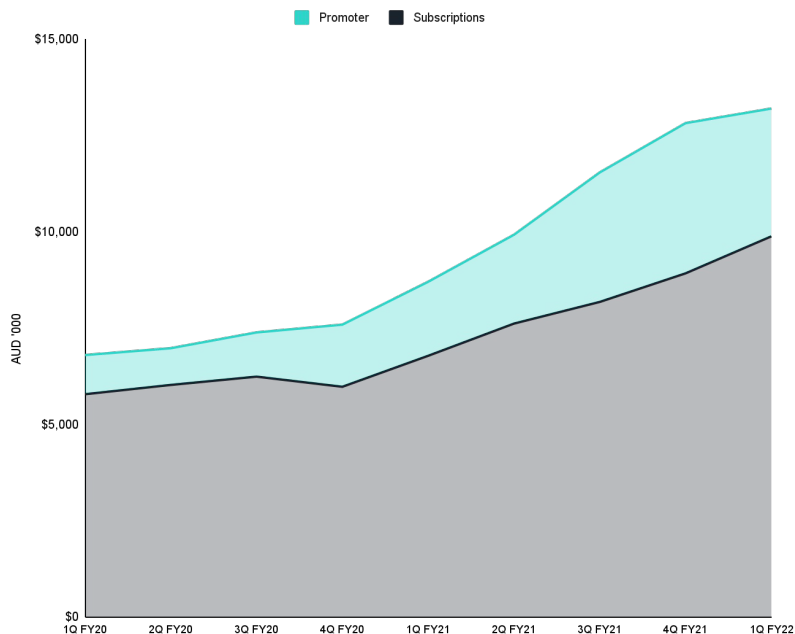


Revenues by product



Summary: Continuing delivery in all key metrics

Group ARRR



Highest levels of platform usage in all markets

- Every market seeing strong review growth

Strong balance sheet

Focus is to be cash flow positive on a monthly basis in FY22 through:

- Further monetising agents in AU & NZ
 - US agents and reviews, key MLS and brokerage networks
 - Monetisation of US agents

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END