

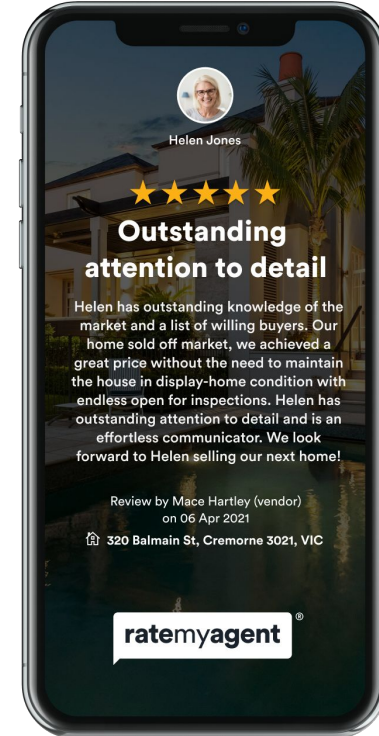
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Investor Presentation Bell Potter

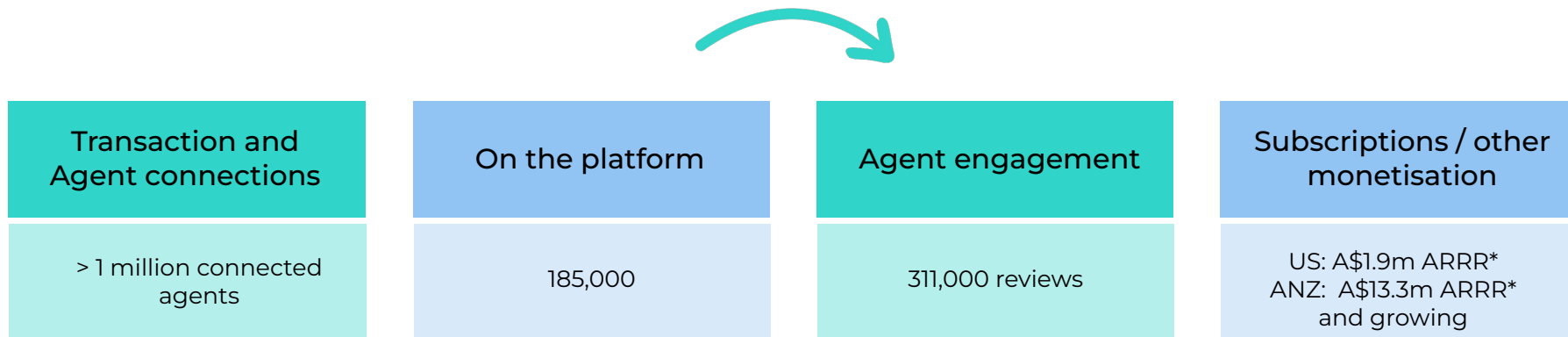
31st January 2022

ASX:RMY Overview

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



RMY focus on the path to monetisation in the US



RE/MAX



Huge addressable market in US for RMY



Business Funnel	Australia	USA	AU extrapolation to US Market
Active Agents*	37,000	860,000	
Total claimed profiles**	45,000	185,000	
Active agents with a claimed profile	26,500	162,000	616,000
Number of reviews	1,170,000	311,000	27,196,000
Active agents under a paid subscription	12,000	2,600	279,000
Average ARRR per subscription (AUD)	\$690	\$600	\$600
Subscription ARRR (AUD)	\$8,280,000	\$1,560,000	\$167,400,000
Average Promoter campaigns per month ***	630	110	15,000
Promoter ARRR (AUD)***	\$3,100,000	\$400,000	\$73,810,000

* Active agents are agents with at least 1 sale in the last 12 months

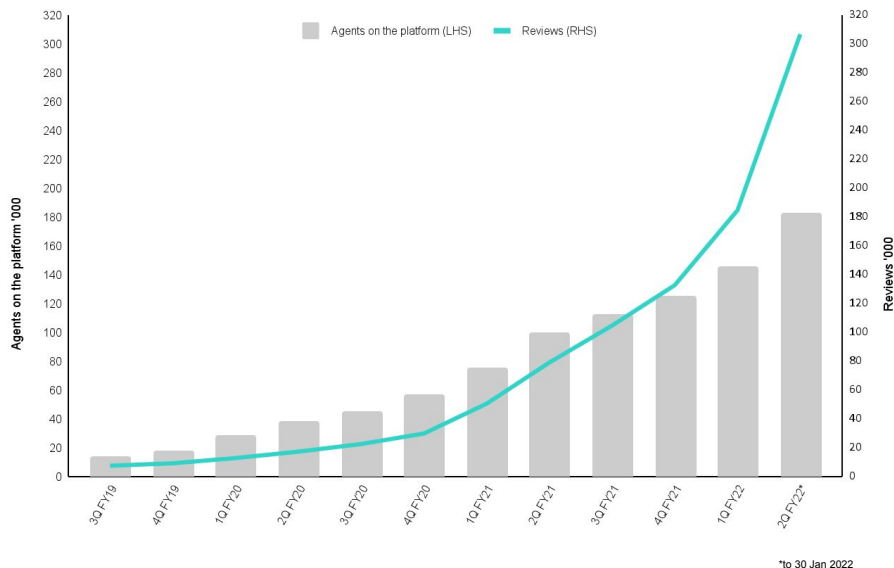
**The Australian database history goes back further than what we have for the US, so proportionately more agents have exited the industry

***Excludes Promoter for Listings and Promoter AdWords. Average campaigns calculated over 6 months to December 2021

Note: The above comparison is based on current pricing. Pricing is subject to change going forward

US reviews growing strongly - up 89% from 1Q FY22 to 2Q FY22

Agents on the platform vs reviews

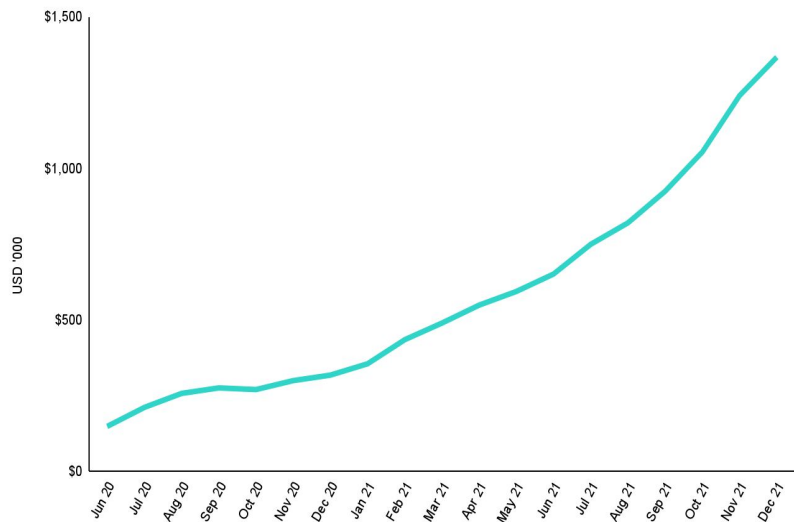


Review growth strategy

- c.311,000 reviews on the platform
- Just under $\frac{1}{3}$ of all reviews were collected in 2Q FY22
- Cleaner and more extensive agent data coverage
- Working more closely with major brokerages
- Focus on getting agents to 3+ reviews
- Launch of US 2022 Awards in January 2022 drives competition and review collection

US Monetisation continues to increase

Annualised Revenue Run Rate



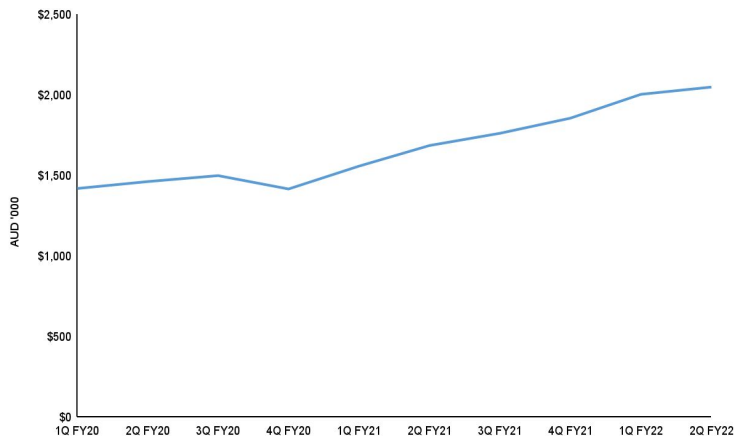
Revenue growth

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

Australian subscriptions all-time high. Promoter up 45% 2Q FY22 vs 2Q FY21

Subscription revenue

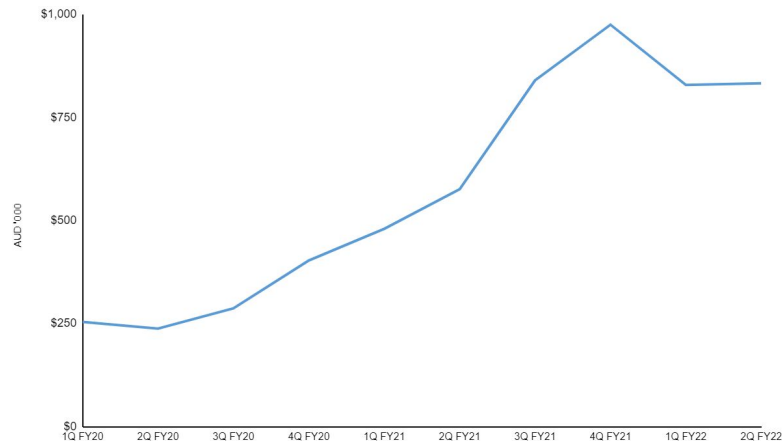
Australian subscription revenue



- Subscription revenue in 2Q FY22 up 21% on 2Q FY21.
- Promoter: 2Q FY22 up 45% on 2Q FY21.

Promoter revenue

Australian promoter revenue

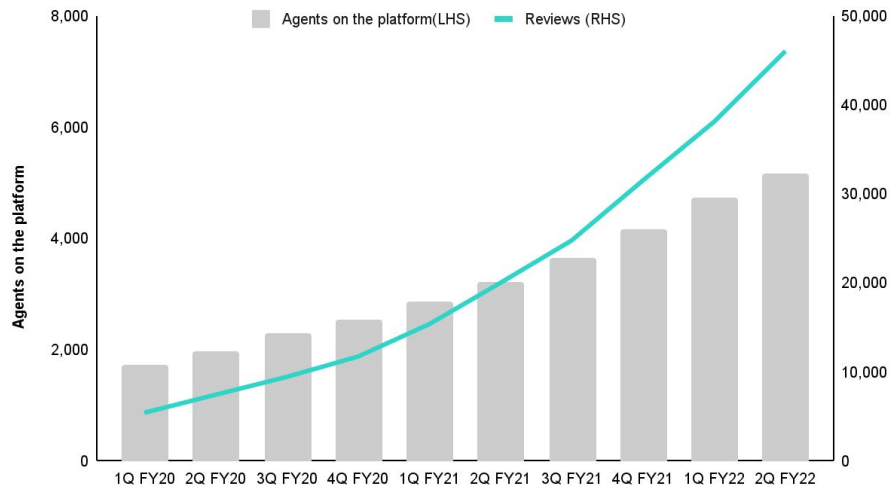


Further growth:

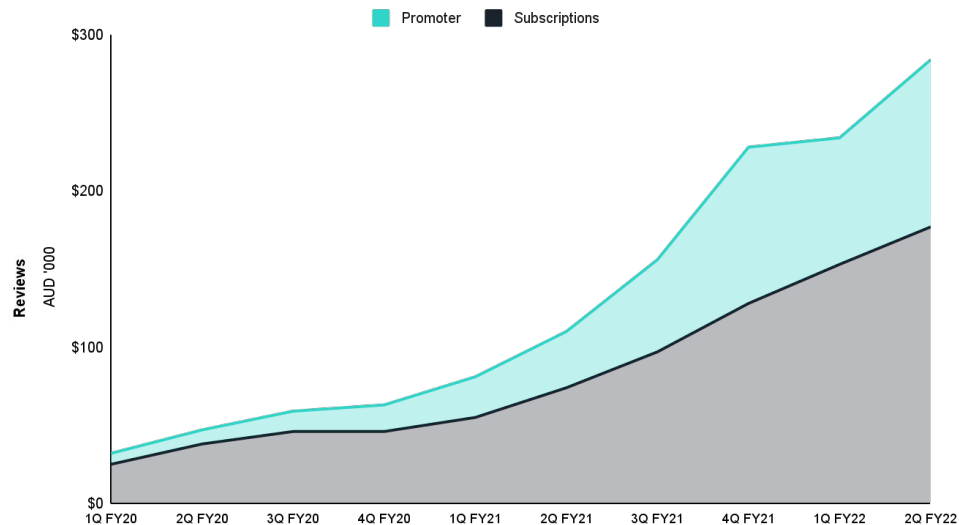
- Subscription product enhancements
- Promoter for Listings - Positive reception
- Promoter AdWords

Growth in NZ. 2Q FY22 ARRR up 139% on 2Q FY21

Claims and reviews

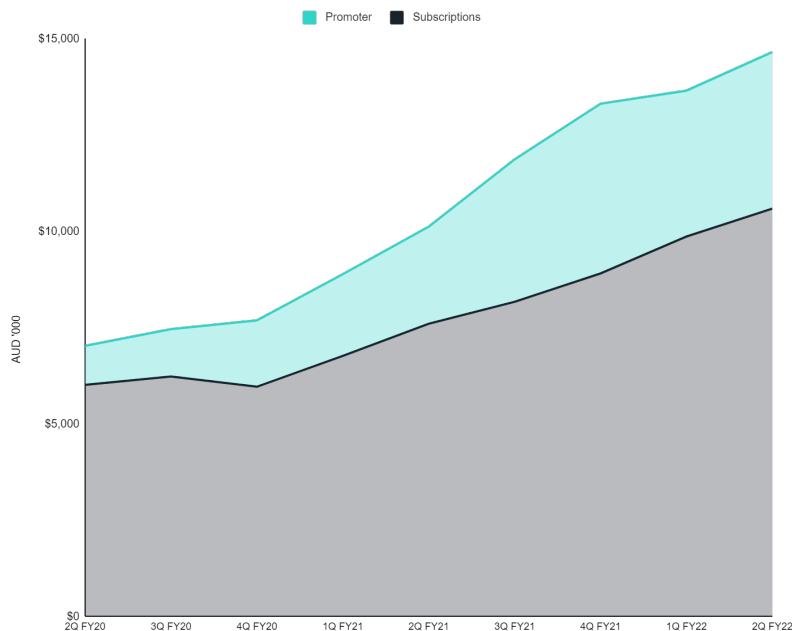


Revenues by product



Group Summary: delivery in all key metrics

Group ARRR



Highest levels of platform usage in all markets

- 1/3 US reviews received in 2Q FY22
- Record number of reviews received in 2Q FY22 in New Zealand and Australia, up 20% on the previous record

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

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

Highly engaged team

- Highly engaged team despite long lockdowns in Melbourne.

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END