

**ASX Announcement
4 February 2022**

REA Group Investor & Analyst Presentation H1 FY22

On behalf of REA Group Ltd (ASX:REA) please find attached a half-year results presentation for the half-year ended 31 December 2021.

-ends-

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The release of this announcement was authorised by the Board.

About REA Group Ltd: (www.rea-group.com): REA Group Ltd ACN 068 349 066 (ASX:REA) ("REA Group") is a multinational digital advertising business specialising in property. REA Group operates Australia's leading residential and commercial property websites – realestate.com.au and realcommercial.com.au – as well as the leading website dedicated to share property, Flatmates.com.au. REA Group owns Smartline Home Loans Pty Ltd and Mortgage Choice Pty Ltd, Australian mortgage broking franchise groups, and PropTrack Pty Ltd, a leading provider of property data services. In Australia, REA Group holds strategic investments in Simpology Pty Ltd, a leading provider of mortgage application and e-lodgement solutions for the broking and lending industries; Realtair Pty Ltd, a digital platform providing end-to-end technology solutions for the real estate transaction process, Campaign Agent Pty Ltd, Australia's leading provider of Buy Now Pay Later solutions for the Australian real estate market and Managed Platforms Pty Ltd, an emerging Property Management software platform. Internationally, REA Group holds a controlling interest in REA India (formerly Elara Technologies Pte. Ltd.), operator of established brands Housing.com, Makaan.com and PropTiger.com and owns a leading portal in China (myfun.com). REA Group also holds a significant minority shareholding in Move, Inc., operator of realtor.com in the US, and the PropertyGuru Group, operator of leading property sites in Malaysia, Singapore, Thailand and Vietnam.



REA Group Ltd

Half-year results

31 December, 2021

Changing the way the world experiences property

Agenda

01.

Business
highlights

02.

Financial
results update

03.

Q&A
session



Business Highlights



Owen Wilson
Chief Executive
Officer



Exceptional H1 FY22 core financial results delivered

Revenue^{1, 2}

\$590m

+37%
+25% excl. acquisitions⁶

EBITDA^{1, 3}

\$368m

+27%
+27% excl. acquisitions⁶

Net profit after tax^{1, 4}

\$226m

+31%
+33% excl. acquisitions⁶

Reported net profit after tax^{4, 5}

\$221m

+28%
+37% excl. acquisitions⁶

62%

Operating
EBITDA^{1, 7} margin

75.0¢ +27%

FY22 interim dividend
per share

\$1.71 +31%

Earnings per
share¹

\$195m

Cash closing
position

\$295m

Net debt⁸

(1) Core financial results: reported results adjusted for significant non-recurring items. Refer to glossary for adjustments. (2) Revenue - refer to glossary for definition. (3) EBITDA after contributions from associates and joint ventures - refer to glossary for definition of EBITDA. (4) Net profit after tax - refer to glossary for definition. (5) Statutory (reported 4D) results. (6) YoY growth (excl. acquisitions) excludes REA India results from 1 January 2021 and associate equity accounted contributions prior to 1 January 2021, and Mortgage Choice results from 1 July 2021. (7) Operating EBITDA before contributions from associates and joint ventures.

(8) Net debt - refer to glossary for definition.

Strong momentum behind key priorities

Consumer highlights

12.6m unique audience¹

New audience records delivered

realestate.com.au remains Australia's #1 property portal with 128.8m visits on average each month, 3.3x more visits compared to the nearest competitor²

+24% YoY³

Growing membership and engagement

More Australians signing up to realestate.com.au, receiving personalised experiences, with active memberships up 24% YoY³

+98% YoY³

Generating more customer prospects

Personalised consumer experiences delivering quality prospects, with seller leads up 98% YoY³

Customer highlights

+42% YoY⁴

New buyer enquiry records delivered

Enquiries at an all-time high, 42% YoY increase⁴



Record depth penetration

Strong industry and customer collaboration throughout COVID-19 contributing to record engagement



Connect engagement growth

Significant growth in engagement reflecting the effective support the product suite offers agents

Strategic investments



Financial Services gaining momentum

Financial services delivering a strong performance with settlements up 39% YoY; Mortgage Choice integration well progressed



Well positioned to become India's #1 portal

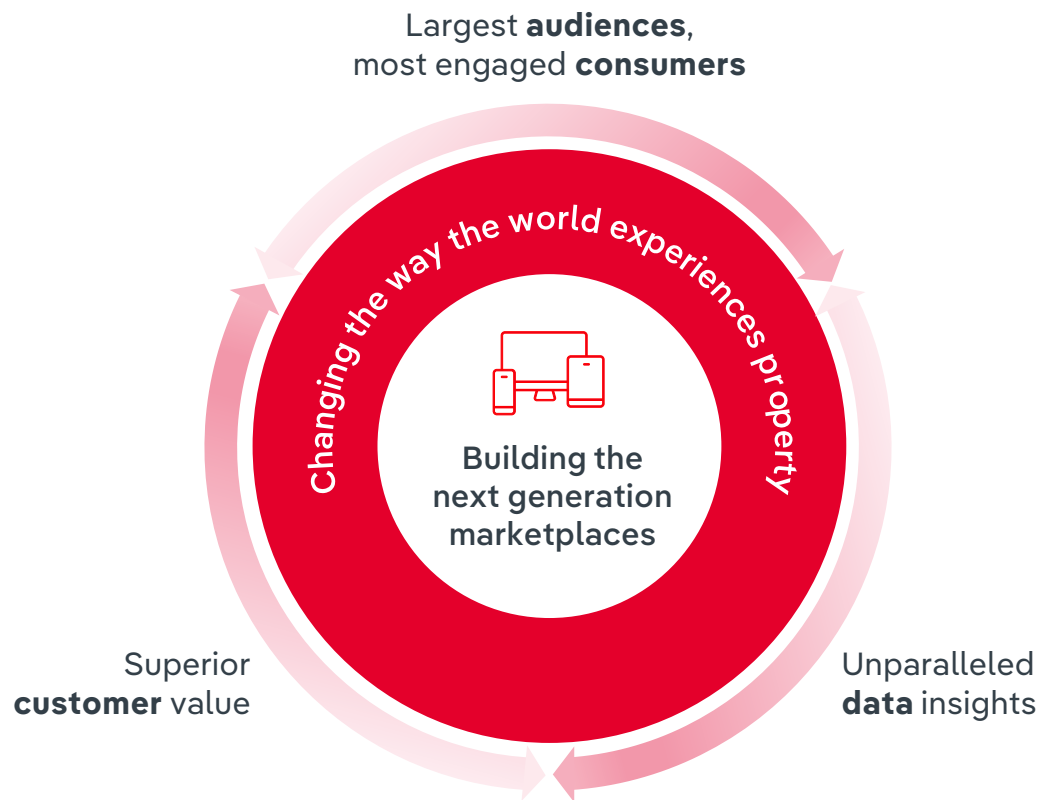
Strong audience and market share growth with ongoing roll-out of new products and services



Extensive leadership across SE Asia

Strong network effects delivering competitive advantage; performance supported by positive macro tailwinds

Strategy supporting ongoing growth



Consumer Experiences

 realestate.com.au

Flatmates
com.au

 realcommercial.com.au

Customer Value

 Ignite

 Realtair

**Campaign
Agent**

Property Data

 PropTrack

Financial Services

 Mortgage Choice

 simpology

Global

 REA India

 PropertyGuru

realtor.com

Focused strategic priorities driving growth

Audience & Consumer

Australia's largest and most engaged audience of property seekers¹ driving more leads to customers.



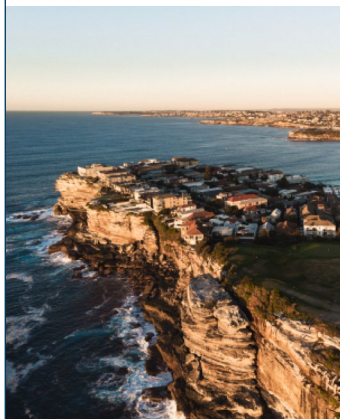
Customer Value

Helping customers win more business through a suite of integrated products and services which provide connection to more buyers, sellers and renters.



Data & Insights

Data underpins REA's business, fueling personalised experiences, rich insights and an unmatched suite of products and services.



Financial Services

Making it easy to find and finance property by building the #1 retail broker business and online marketplace in Australia.



Global

REA India well positioned to become India's #1 portal with strong audience and market share growth. Global investments continue to provide exposure to large and growing markets.



(1) "Largest" - Nielsen Digital Media Ratings (Monthly Tagged), Jul 21 - Dec 21, P2+, Digital (C/M), text, realestate.com.au vs Domain, Unique Audience. "most engaged" - Nielsen Digital Media Ratings (Monthly Tagged), text, Jul 21 - Dec 21, P2+, average time spent on realestate.com.au vs. Domain.

Australia's #1 address in property



Record visits in October¹

145.5m



Total visits²

128.8m

Average monthly traffic to realestate.com.au on all platforms

more than

3.3x

visits compared to nearest competitor³



Unique audience⁴

12.6m

Average monthly unique audience to realestate.com.au on all platforms

Exclusive audience⁵

6.7m



App launches⁶

59m

Average monthly launches of realestate.com.au app

YoY

+16%

(1) Nielsen Digital Media Ratings (Monthly Tagged), Oct 21, P2+, Digital (C/M), text, realestate.com.au, Total Sessions. (2) Nielsen Digital Media Ratings (Monthly Tagged), Jul 21 - Dec 21 (average), P2+, Digital (C/M), text, realestate.com.au, Total Sessions. (3) Nielsen Digital Media Ratings (Monthly Tagged), Jul 21 - Dec 21 (average), P2+, Digital (C/M), text, realestate.com.au vs Domain, Total Sessions. (4) Nielsen Digital Media Ratings (Monthly Tagged), Jul 21 - Dec 21 (average), P2+, Digital (C/M), text, realestate.com.au, Unique Audience. (5) Nielsen Digital Content Planning, Jul 21 - Nov 21 (average), P2+, Digital C/M, text, Exclusive Reach, realestate.com.au and Domain. (6) Nielsen Digital Media Ratings (Monthly Tagged), Jul 21 - Dec 21 vs. Jul 20 - Dec 20 (average), P2+, Digital (C/M), text, realestate.com.au, App Launches.



Australia's 7th largest online brand

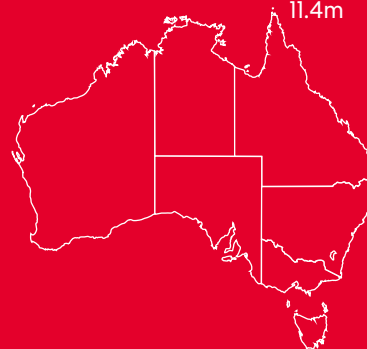
(1) Nielsen Digital Media Ratings (Monthly Total), Dec 21, P2+, Digital (C/M) Text, All Categories, Unique Audience. (2) Nielsen Digital Media Ratings (Monthly Tagged), Dec 21, P18+, Digital (C/M), text, realestate.com.au, Active Reach %.

Top 10 Online Brands

December 2021¹

Rank	Brand	Unique Audience
1	Google	20.3m
2	Facebook	17.8m
3	MSN/Outlook/Bing/Skype	14.8m
4	Instagram	13.6m
5	Microsoft	13.3m
6	ABC Online Network	12.5m
7	 realestate.com.au	12.1m
8	PayPal	12.0m
9	news.com.au	11.4m
10	Amazon	11.4m

Reaching almost
60% of Australia's
18+ population²



Personalised member experiences driving deeper engagement and high value leads



Member growth: Unlocking greater value in our audience to drive membership growth.

Monthly active members **up 24% YoY¹**



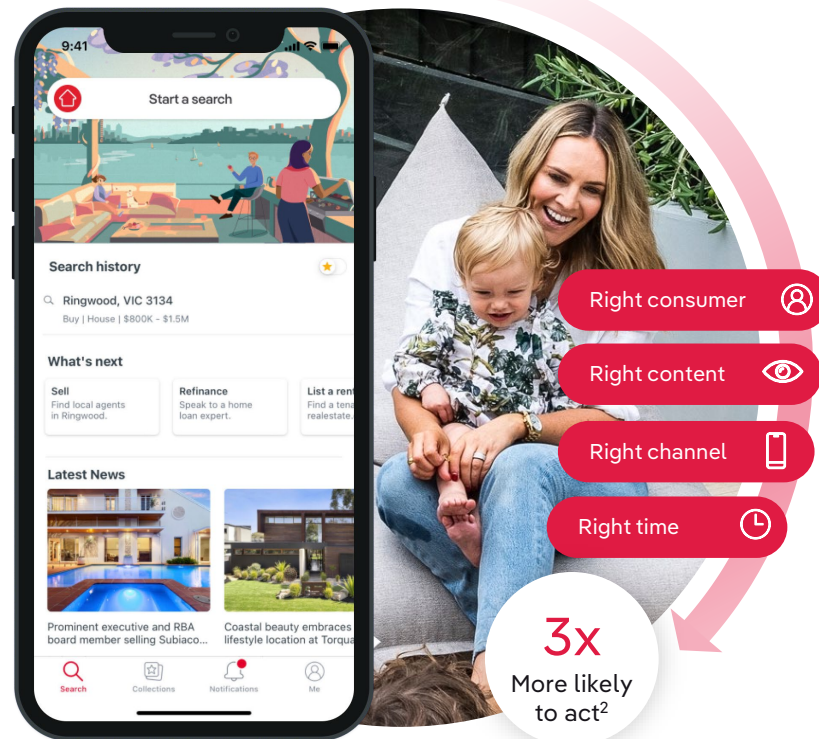
Members ready to act: Engaging and activating members, results in action when the time is right.

Members are **3x** more likely to complete a high value action²

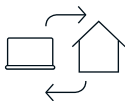


High quality leads: Personalised experiences, underpinned by rich data, generate high quality leads.

Seller leads **up 98% YoY¹** and finance leads **up 24% YoY¹**



Integrated products and services connecting customers with more buyers, sellers and renters



Agency Services: providing customers with leading digital services aimed at streamlining their workflows.

Connect engagement **up 80%** in Q2¹



Property Advertising: offering customers a comprehensive and flexible set of high performing solutions which target Australia's largest property seeking audience.

Monthly buyer enquiries **up 42%** YoY²

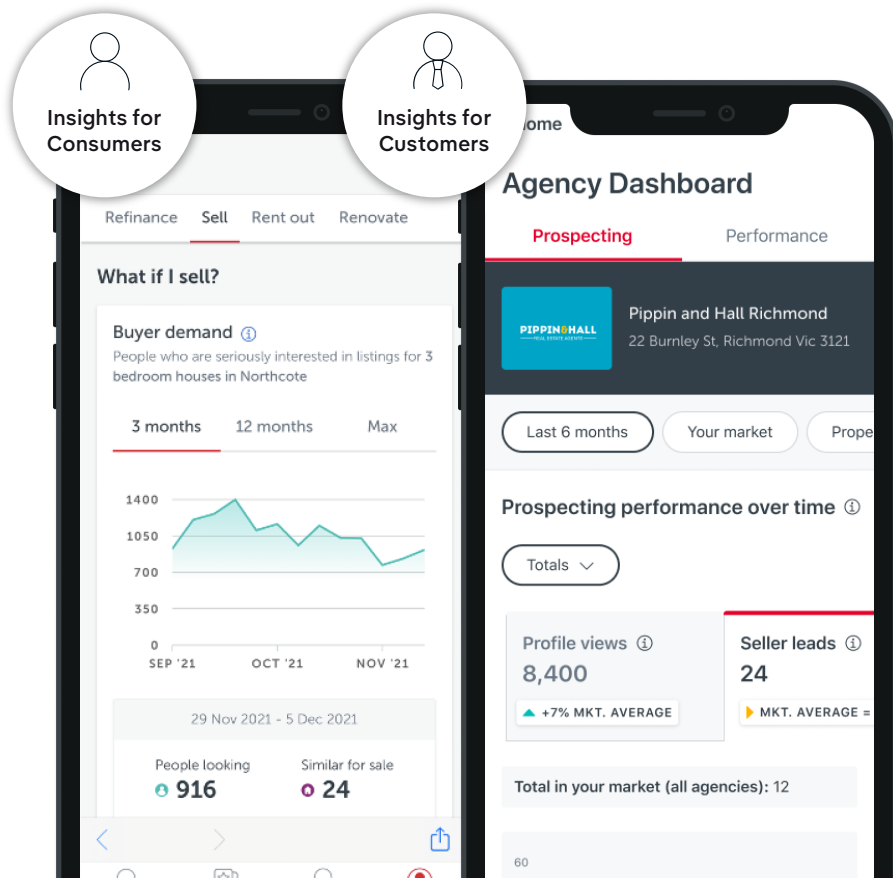
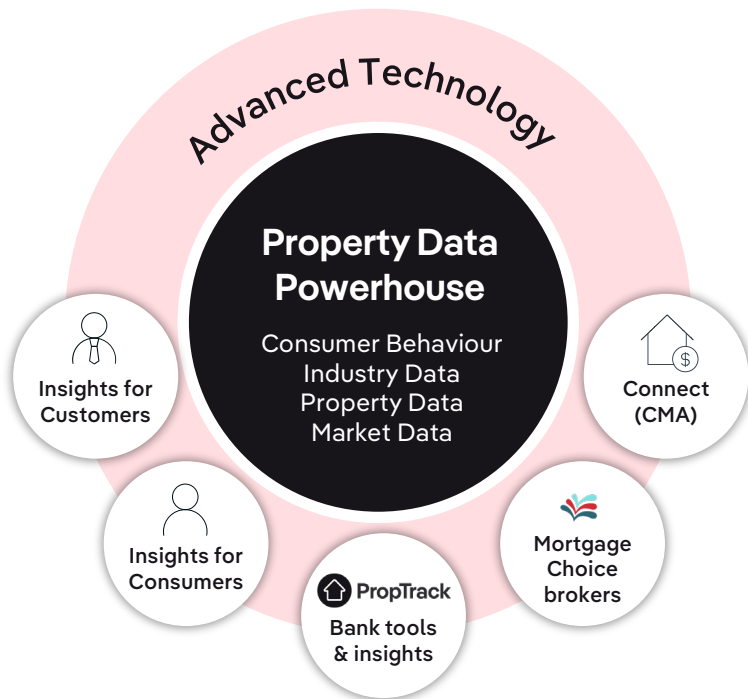


Agency Marketplace: helping our customers grow their businesses through the generation of new vendor leads.

Visits to Agency Marketplace **up 23%** YoY²



Data underpins REA's business, fueling unique experiences



Strong Financial Services result with continued innovation

Record submissions and settlements

Submissions **+25% YoY** and settlements **+39%⁽¹⁾**, driven by broker recruitment, productivity improvements and buoyant market.

Pleasing ongoing broker recruitment

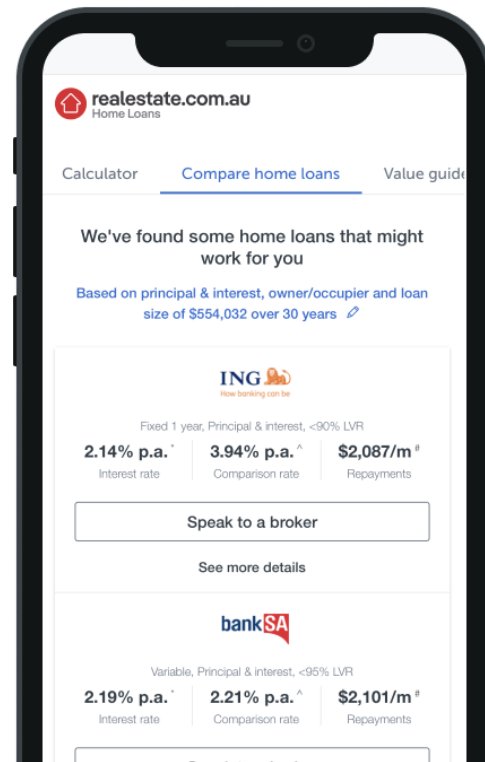
+7% YoY⁽²⁾ increase in broker network driven by attractive value proposition.

Innovative products and partnerships

Launched comparison experience using Simpology technology, and Open Banking proof of concept with Frollo.

Integration progressing well

Transitioning all brokers to the Mortgage Choice broker platform and rebranding combined business to Mortgage Choice, with integration due to complete by Q3 FY23.



(1) REA internal data for Jul 21 – Dec 21 compared to Jul 20 – Dec 20, assuming Mortgage Choice was owned from 1 July 2020. (2) REA internal data at Dec 21 compared to Dec 20, assuming Mortgage Choice was owned from 1 July 2020.

REA India well positioned to become India's #1 portal



Strong audience & market share growth

55% YoY increase in Housing.com site visits¹ and #1 site in the December quarter².

Housing Edge growth

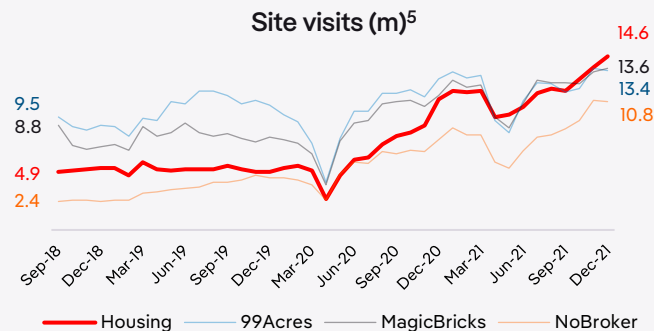
11 services available enabling the digitisation of multiple owner and tenant services. Launched legal services and achieved 1.1 million transactions on RentPay service³.

Exceptional app downloads

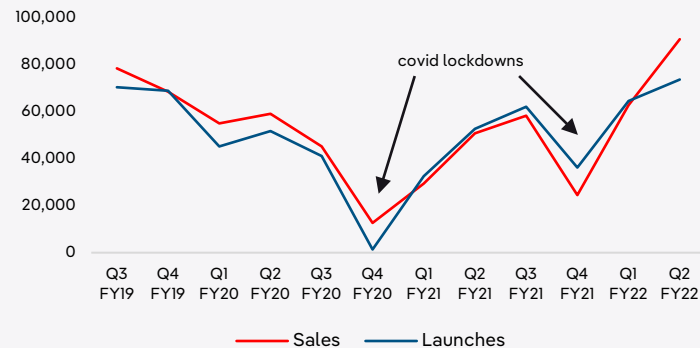
88% YoY increase in app downloads⁴, driving more leads in more ways.

Expansion into new cities

Launched services in Tier 2 cities with a hybrid model of on-foot sales, tele-sales and self-service. Expanded product offering to include commercial properties to include commercial properties in 12 major cities.



Indian real estate industry sales and supply⁶



(1) Similarweb, average site visits Jul 21 – Dec 21 vs. Jul 20 – Dec 20 – excludes app. (2) Similarweb, average site visits Oct 21 – Dec 21 vs. nearest competitor – excludes app. (3) Internal data, Jul 21 – Dec 21. (4) Internal data, Dec 21 vs. Dec 20. (5) Similarweb, site visits Sep 18 – Dec 21 – excludes app. (6) Compiled from Anarock Pan India Residential Market Viewpoints quarterly reports for top 7 cities.

PropertyGuru provides exposure to large and growing markets

Strong macro tailwinds in SE Asia

World's **4th** largest economy by 2030¹, **62%** population under 30², **74%** internet penetration³ and property sector digital marketplace economic activity set to grow.

Impressive customer and consumer positions

3.3 million monthly real estate listings⁵, **52 million** monthly property seekers⁶ and **57,000** active agents⁷.

Large TAM of ~US\$8.1bn⁴

Core TAM of **US\$2.3bn⁴** from listings marketplace and developer marketing solutions, with adjacent growth in Data, Fintech, Developer software solutions and Home Services.

Strong revenue forecast

29% pro forma CY20–25 organic revenue CAGR⁸ with strong contribution from Malaysia, Vietnam, Singapore, data and fintech.

#1 in 4 priority markets

Market position	Brands	Engagement Market Share (%) ⁹ Lead vs closest peer (x)
Singapore #1	 	81% 5x closest peer
Vietnam #1	 	74% 2.9x closest peer
Malaysia #1	 	95% 22x closest peer
Thailand #1	 	61% 2.7x closest peer

(1) Singapore Business Review, ASEAN to become world's fourth largest economy for 2030: Singapore PM Lee, August 2018. (2) Euromonitor data. (3) Frost & Sullivan. (4) Frost & Sullivan. Core TAM refers to "Agent & Developer Marketing", Adjacent TAM refers to "FinTech", "Data Services", "Developer OS", and "Home Services". (5) PropertyGuru internal data. (6) Data sourced from Google Analytics (number of website and app visits); Data as of 30 June 2021. (7) PropertyGuru internal data. (8) Revenue forecasts excludes impact from Listing proceeds investments. (9) SimilarWeb data, average 6 months to 30 June 2021. Engagement Market Share defined as time spent on PropertyGuru website multiplied by the number of visits relative to comparable websites.

Move delivering robust growth

U.S. real estate market¹

- 2021 existing home sales of 6.1m were up 8.5% YoY, and up 15% from 2019
- Median existing home price of US\$358k in December 2021 was up 16% YoY (US\$309k), and up 30% from December 2019 (US\$275k)

Referral model²

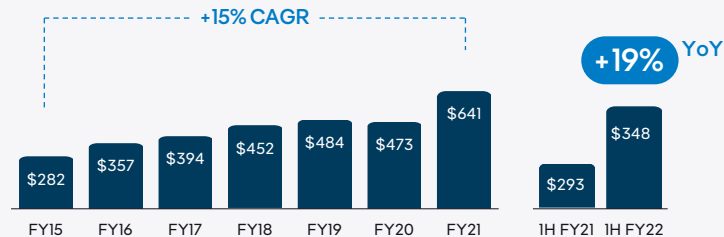
- The real estate referral model contributed 32% of consolidated revenues in the first half of FY22
- Record high home prices and increasing referral fees have contributed to YoY revenue growth

Traffic³

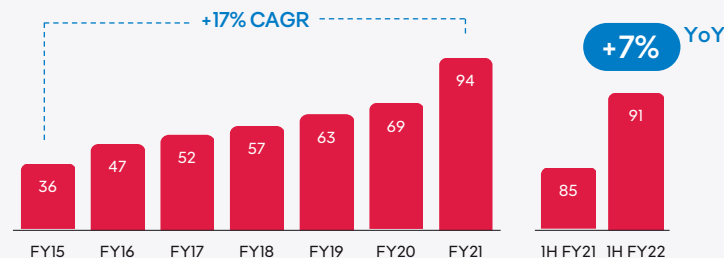
- Realtor.com unique visitor growth has outpaced Zillow plus Trulia 23 months in a row, according to comScore



Revenue (US\$m)⁴



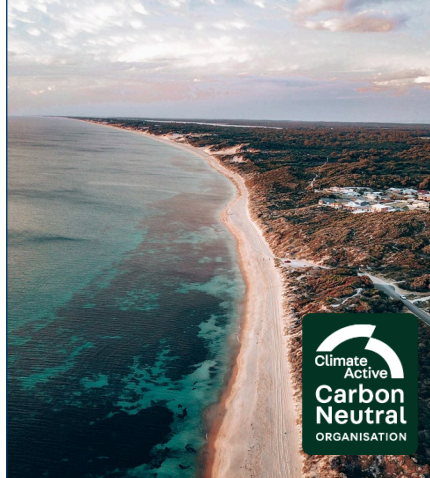
Unique users (m)²



(1) National Association of Realtors, Existing Home Sales. (2) Realtor.com internal metrics. (3) comScore multi-platform reporting. (4) Move revenues are presented in accordance with US GAAP and in USD; 2015 results are pro forma based on a full year of operating results covering the pre and post-investment period.

Supporting a sustainable future

Creating positive change through responsible business practices



Environment

Strong progress made on environmental initiatives

Reduced carbon footprint for Australia by 20% YoY and for the global business by 3% YoY¹

Performed in the 90th percentile in the S&P Global Corporate Sustainability Assessment for the interactive media, services & home industry



Social

Highly engaged workforce

Overall employee engagement of 87%, with 93% of employees recommending REA as a great place to work²

Learning & development focus

Industry leading learning and development programs recognised with four LearnX 2021 Awards

Support for caregivers

New partnership with digital platform, Circle In, to support REA parents and caregivers



Governance

Partnering with industry leaders

Joined forces with the Tech Council of Australia (TCA)

REA is proud to support the TCA goals of creating one million tech jobs by 2025 and contributing \$250 billion to the Australian economy by 2030

Innovation through collaboration

Accelerated innovation at our 39th REAio hack event and second Audience & Marketing Festival of Ideas

Financial Results Update

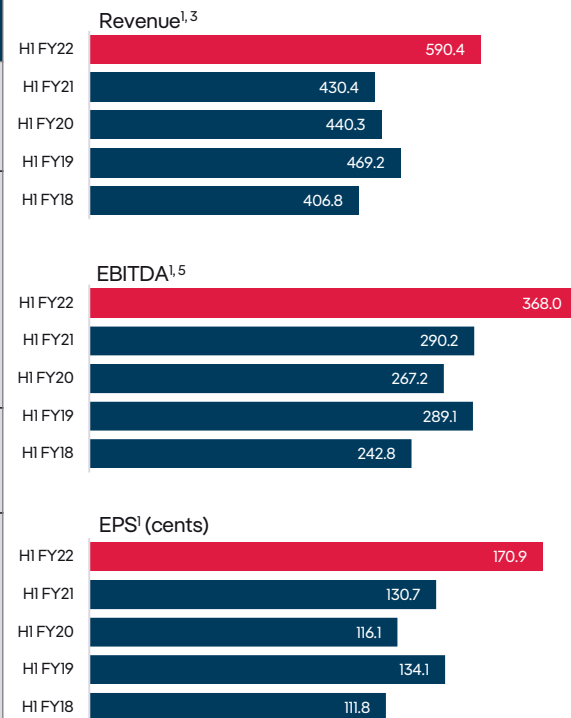


Janelle Hopkins
Chief Financial
Officer



Core financial operating results

Core performance ^{1, 2} (\$m)	H1 FY22 Excl. acquisitions	H1 FY22 Acquisitions	H1 FY22 Total	H1 FY21 Total	Growth %	Growth excl. acquisitions %
Revenue³						
Australia – Property & Online Advertising ⁴	524.6	-	524.6	418.7	25%	25%
Australia – Financial Services	14.6	26.7	41.3	11.7	>100%	25%
India	-	24.5	24.5	-	n/a	n/a
Group revenue	539.2	51.2	590.4	430.4	37%	25%
Group operating expenses	(170.5)	(54.1)	(224.6)	(145.8)	54%	17%
EBITDA before associates						
Australia – Property & Online Advertising	373.9	-	373.9	290.3	29%	29%
Australia – Financial Services	5.8	11.9	17.7	4.4	>100%	32%
India	-	(14.8)	(14.8)	-	n/a	n/a
Corporate	(11.0)	-	(11.0)	(10.1)	(9%)	(9%)
Group EBITDA before associates	368.7	(2.9)	365.8	284.6	29%	30%
<i>EBITDA margin before associates</i>	<i>68%</i>		<i>62%</i>	<i>66%</i>		
Associates	2.2	-	2.2	5.6	(59%)	(72%)
Group EBITDA⁵	370.9	(2.9)	368.0	290.2	27%	27%
Net profit/(loss)	232.5	(12.0)	220.5	172.1	28%	33%
Net profit/(loss) attributable to NCI	0.2	(5.5)	(5.3)	-	<(100%)	>100%
Net profit/(loss) attributable to owners of parent	232.3	(6.5)	225.8	172.1	31%	33%
Earnings Per Share (cents)	175.8	(4.9)	170.9	130.7	31%	33%
Dividend Per Share (cents)	75.0	-	75.0	59.0	27%	27%



(1) Financial results from core operations – refer to glossary for definition. (2) See Page 33 for reconciliation between core and reported results. (3) Revenue – refer to glossary for definition. (4) Australia – Property & Online Advertising segment results for current and prior period include operations previously presented in the Asia segment. Refer to Page 35 for reconciliation. (5) EBITDA – refer to glossary for definition.

Statutory (reported 4D) vs core results

H1 FY22 (\$m)	Statutory (reported 4D)	Significant items ³	Core results
Group revenue¹	586.9	3.5	590.4
Group operating expenses	(225.3)	0.7	(224.6)
Group EBITDA before associates	361.6	4.2	365.8
<i>EBITDA margin before associates</i>	<i>62%</i>		<i>62%</i>
Associates	1.4	0.8	2.2
Group EBITDA²	363.0	5.0	368.0
Net profit attributable to owners of parent	221.3	4.5	225.8
Earnings Per Share (cents)	167.5	3.4	170.9

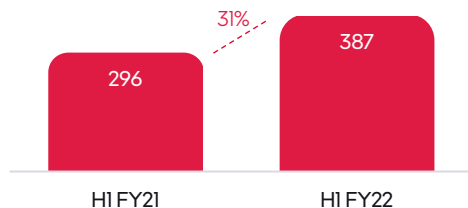
Significant items³

- **Revenue**
 - Trail commission adjustment for broker remuneration alignment.
- **Operating expenses**
 - Net gain on disposal relates to Malaysia, Thailand and Hong Kong businesses, 99 Group shareholder rights, and rationalisation of remaining Asia subsidiaries.
 - Integration costs for REA India and Mortgage Choice.
- **Associates**
 - Restructuring costs incurred by PropertyGuru.

Residential

Strong growth in Residential revenue driven by listings, depth, price rise and add-ons

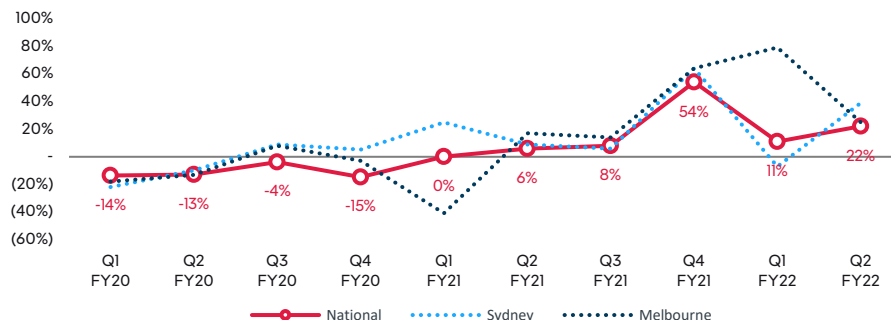
Residential revenue (\$m)



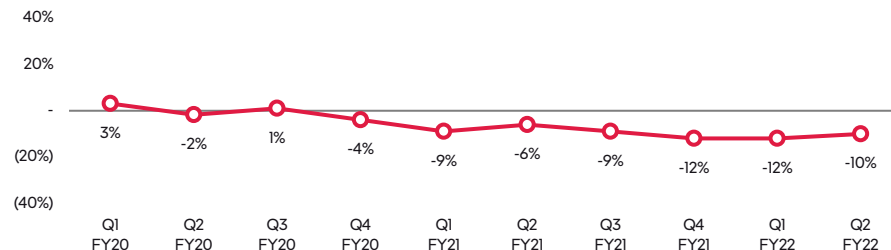
Residential revenue drivers:

- H1 FY22 Buy listings increased 17% YoY (+11% in Q1 and +22% in Q2)
- Strong growth in depth and Premiere penetration
- Average national price rise of 8% for Buy from 1 July
- Continued strong growth in add-on products
- Rent revenues largely in line with prior year, with 6% price rise and improved depth penetration offset by lower listings

Residential national new Buy listings YoY change¹



Residential national new Rent listings YoY change¹

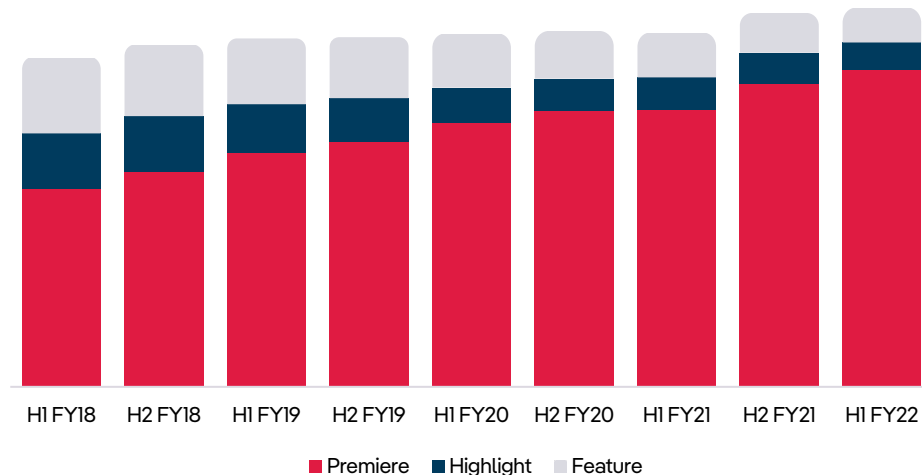


(1) In April 2021, REA revised listing definitions to be non-workday adjusted, which saw modest adjustments to historical listings growth rates.

Continued growth in depth penetration

Record Premiere and overall depth penetration

Residential buy listings penetration (depth)⁽¹⁾



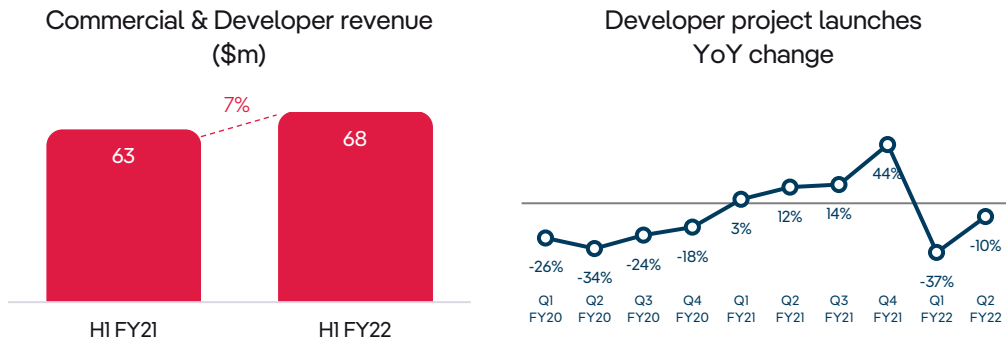
Record Residential buy listing depth penetration

- The strong recontracting effort in Q4 FY21 continues to deliver upside
- HI has seen record penetration across all states
- Premiere penetration is driving growth with exceptional performance in VIC, NSW and QLD
- Continue to target moderating growth in overall depth penetration and increased Premiere penetration

(1) Penetration is based on listings being on site for minimum 3 days. Calculated as depth listings divided by total listings.

Commercial & Developer

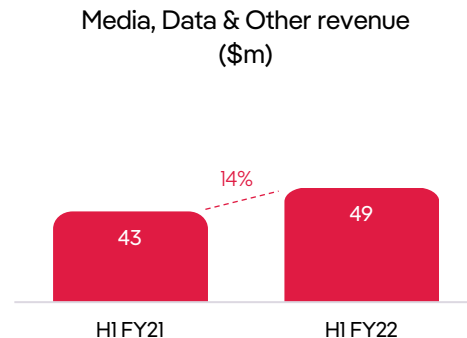
Growth in Commercial and Developer despite the negative impact of lockdowns



- Commercial revenue benefited from growth in depth listings and 1 July price rise
 - Buy continues to outperform Lease in Commercial
- Developer revenue was flat YoY, with benefits from strong FY21 project launches and increased project profile duration offset by lower first half project launches
 - Developer project launches were down 24% in H1 (-37% in Q1 and -10% in Q2)
 - BIS Oxford forecasts dwelling commencements to decline by 1% in FY22¹

Media, Data & Other

Strong 23% growth in Data revenues



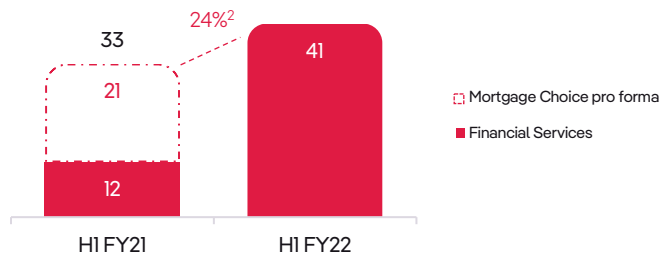
- Growth in Data and Media revenues driven by:
 - Data up 23% - desktop valuation volumes and increased client projects
 - Media up 15% - strong growth in programmatic and display revenue
 - Offset by reduction in Other (flatmates.com.au)

(1) BIS Oxford Building Industry Prospects data: dwelling commencements quarterly forecast at Dec 21.

Financial Services

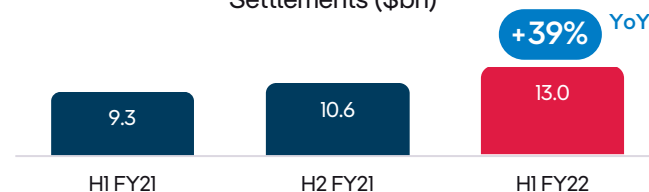
Continued strength in settlements and recruitment

Financial Services revenue^{1,2} (\$m)

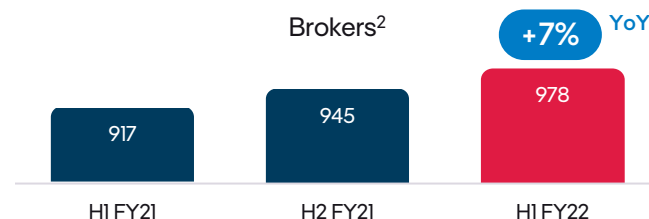


- Financial Services revenue has increased from \$12m to \$41m
- Pro forma² revenue growth of 24% YoY driven by:
 - Strong growth in submissions (up 25%) and settlements (up 39%);
 - Increased broker network (up 61 to 978); and
 - Productivity improvements
 - Partly offset by higher broker commission payout ratio
- Loan book growth slower at 3% to \$86.1bn, impacted by continued high run-off rates with savings levels remaining elevated

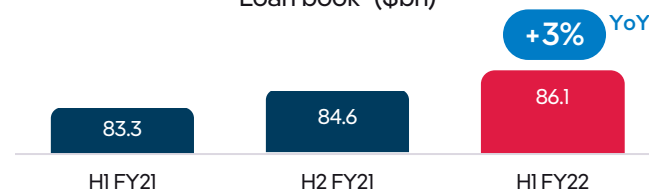
Settlements (\$bn)²



Brokers²



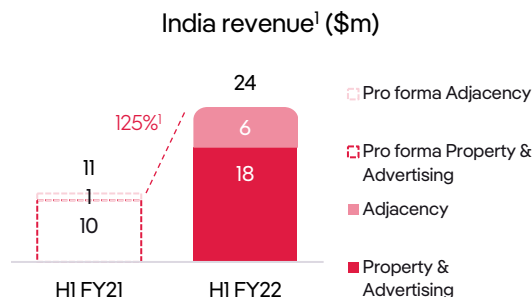
Loan book² (\$bn)



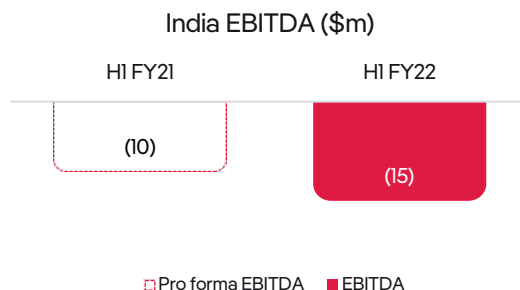
(1) Financial results from core operations – refer to glossary for definition. (2) Mortgage Choice results are consolidated from 1 July 2021. H1 FY21 pro forma results assume Mortgage Choice was owned from 1 July 2020. Excludes financial planning (FinChoice).

India

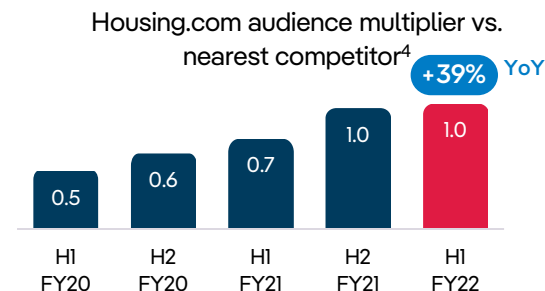
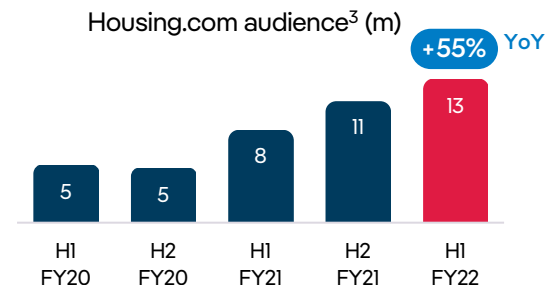
Growth driven by Housing.com's core business and adjacency products including Housing Edge



- Generated revenue of \$24m in H1 FY22:
- Pro forma¹ revenue increased 125% YoY:
 - Housing.com audience up 55% YoY²
 - Growth in adjacency Housing Edge, particularly the Rent Pay offering
- Adjacencies revenue contributed 26% of total in H1 FY22 vs 10% in prior year
- Shareholding in REA India was 67.90% at 31 Dec 2021, up from 60.65% at 30 Jun 2021



- EBITDA loss of \$15m reflects continued investment for future growth, including:
 - Investment in strategic initiatives increasing headcount and salaries in a tight labour market
 - Higher spend on branding as the business drives audience growth
- COGS has increased in line with the strong growth in adjacency revenues

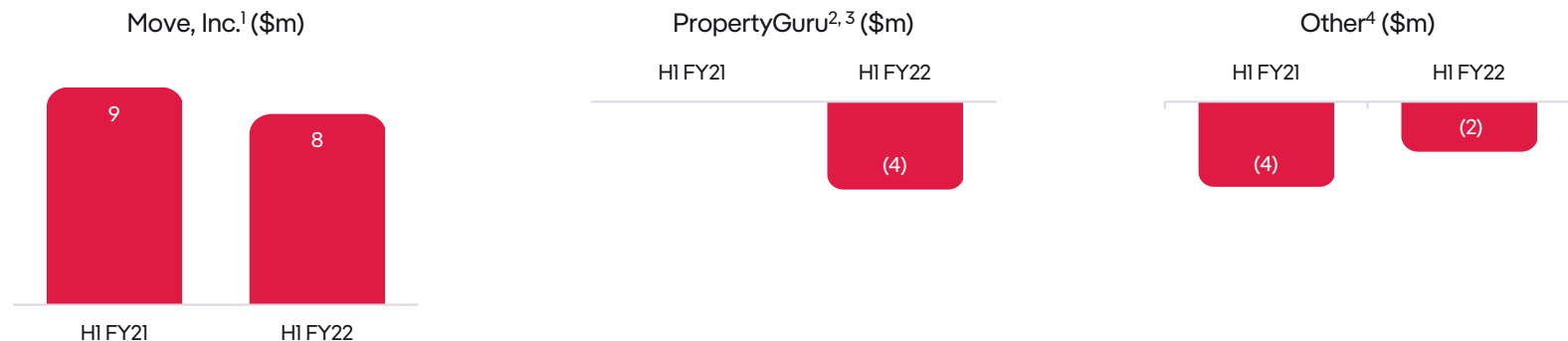


(1) REA India's results are consolidated from 1 January 2021. H1 FY21 pro forma results assume REA India was owned from 1 July 2020 and are calculated on a constant local currency basis with H1 FY22.

(2) Similarweb, average site visits Jul 21 - Dec 21 vs. Jul 20 - Dec 20 - excludes apps. (3) Similarweb average site visits - excludes apps. (4) Similarweb visits vs. #1 competitor in each period.

Equity-accounted associates

Decrease in share of associates profit due to investment in PropertyGuru and continued investment by Move, Inc.



- Revenue up 19% to US\$349m driven by growth in both the referral model and traditional lead gen product⁵
- Lead volumes declined by 14% YoY in the half, reflecting strong prior year comparatives⁵
- Cost growth driven by increased employee costs and marketing⁵
- Unique users up 6% in Q2 FY22⁶

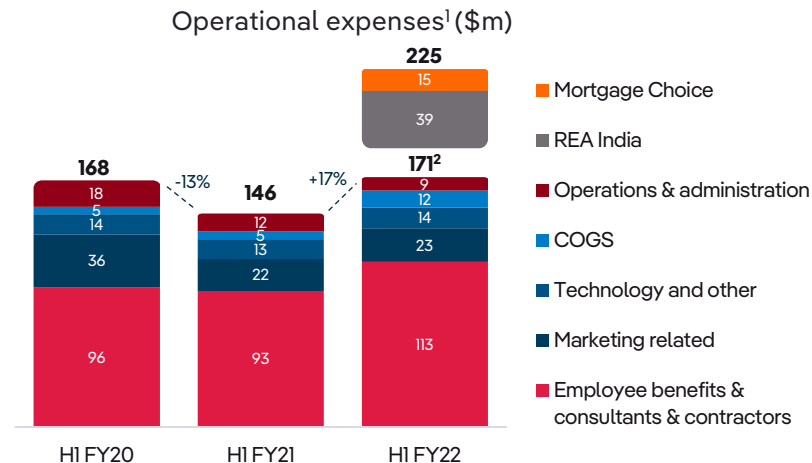
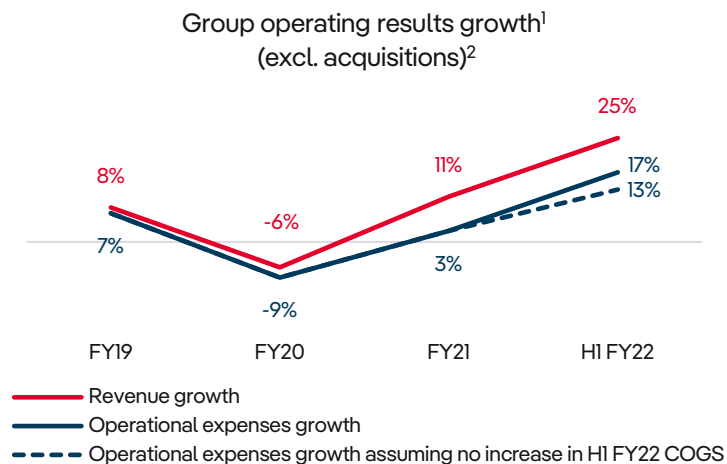
- Contribution reflects REA Group's 18%³ undiluted stake from 3 August 2021
- PropertyGuru's planned NYSE listing expected to occur in Q3 FY22 and will see REA's stake reduce to 15.8%³
- A number of one-off gains and expenses relating to the IPO are expected to impact H2 FY22 reported earnings

- H1 FY22 largely reflects losses from new early-stage investments in Simpology, Realtair and CampaignAgent
- Prior year included losses from 99 Group (divested on 30 July 2021) and REA India (consolidated from 1 January 2021)
- Increased stake in Realtair to 35.8% (31.7% diluted) on 21 December 2021

(1) The Group held a 20% shareholding as at 31 Dec 21. (2) PropertyGuru transaction completed on 3 Aug 21. (3) 18% undiluted, 16.6% on a fully diluted basis if all warrants and ESOPs are exercised. If planned merger with Bridgetown 2 and listing on the NYSE completes (currently expected to occur in Q3 FY22), the capital raising conducted as part of the business combination is expected to see REA hold an undiluted 15.8% stake in the listed entity (14.9% fully diluted). The Group's equity interest is dependent on the capital raising valuation and outcome of the business combination. Assumes no SPAC shareholders elect to have their SPAC shares redeemed for cash as permitted. (4) Includes 35.2% stake (33.77% diluted) in Simpology (acquired on 15 Jun 21), 35.8% (31.7% diluted) in Realtair (in Dec 20, the Group acquired a 17.9% share and subsequently increased its holding), 29.8% (26.5% diluted) in CampaignAgent (acquired 4 Feb 21) and 27.8% (27.6% diluted) in Managed Platforms (acquired 22 Oct 19). (5) NewsCorp's Form 10-Q stated in US Dollars for the six-month period ended 31 December 2021. (6) NewsCorp's Earnings Release stated in US Dollars (3 February 2022) for the 6-month period ended 31 December 2021: Average monthly unique users for Q2 FY 2022 and compared to the same period Q2 FY 2021.

Positive operating jaws

Cost growth reflects continued investment in strategic initiatives and reduced operating costs in prior period

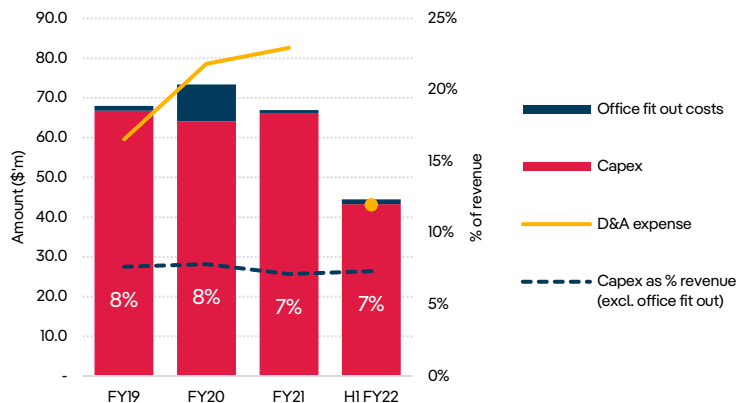


- Operating jaws remain open (excl. acquisitions) with revenue increased 25% and operating costs 17%
- Including India and Mortgage Choice acquisitions, revenue growth was 37% and operating cost growth 54%

- Cost growth driven by combination of:
 - Continued investment to deliver strategic initiatives, driving higher headcount and salaries in a tight labour market
 - Reduced operating costs in the prior period
 - COGS up 116% due to revenue growth in add-on products
- Operating costs (excl. acquisitions) were \$171m in HI FY22, up 17% YoY but up just 1% on HI FY20

Continued investment in strategic initiatives

Group capital expenditure¹ (\$m)



Investment strategy

- The Group continues to invest to support growth over medium to long-term
- Investment focus is on consumer experience, new product delivery and supporting technology

Depreciation and amortisation¹ (\$m)

RE A Group (\$m)	FY 21 Actual	H1 FY22 Actual	FY 22 Forecast
Excluding acquisitions			
Core depreciation & amortisation ²	69	30	60 - 64
Depreciation of leases ²	10	4	9
Impact of acquisitions			
RE A India core D&A	1	2	4
Mortgage Choice core D&A	-	3	6
RE A India & Mortgage Choice amortisation of acquired intangibles	2	4	9
Total	83	43	88 - 92

Core depreciation & amortisation

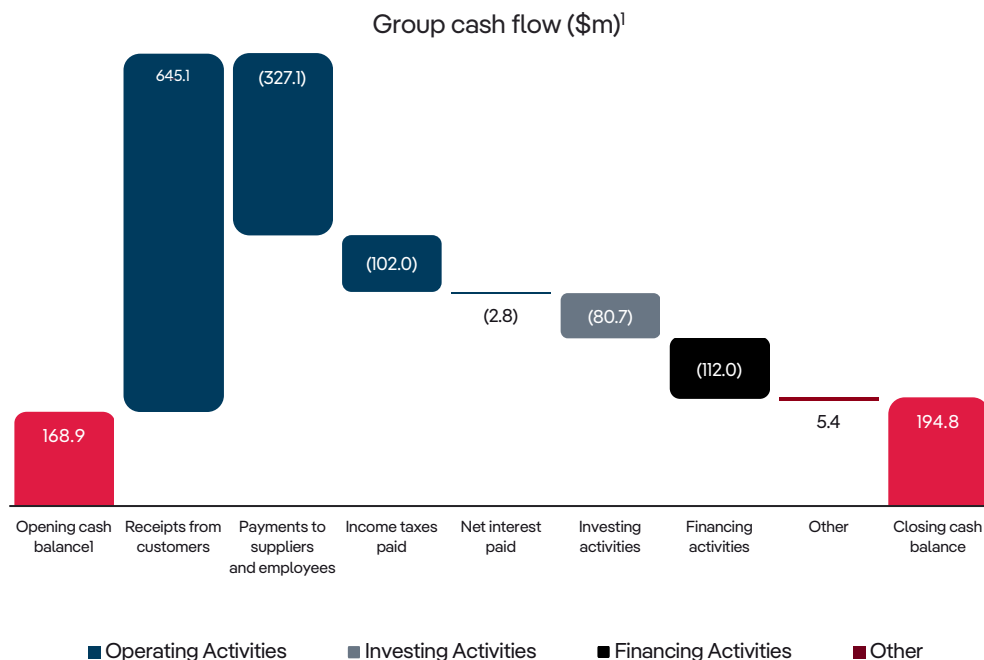
- The divestment of Malaysia, Thailand and Hong Kong reduces FY22 D&A by \$9m

India & Mortgage Choice acquired intangibles

- India and Mortgage Choice acquired software is amortised over 5 years. Mortgage Choice customer relationships are amortised over 17 years

(1) Financial results from core operations – refer to glossary for definition. (2) Includes reduction in FY22 D&A for divestment of Malaysia, Thailand and Hong Kong.

Strong cash position



Strong operating cash flows

- Operating cash flow of \$213m, with free cash flow of \$169m
- Higher income tax payments in prior period (\$119m) following the temporary deferral of FY20 instalments as a result of COVID-19

Strong liquidity position enabling borrowings and investment

- FY21 final dividend payment of \$95m, 72c per share, up 31% YoY
- \$15m payment for acquisition of additional 11.08% stake in Realtair

Net debt

- The Group entered into a new \$600m syndicated debt facility in September 2021
- The facility has two tranches of \$400m and \$200m, which mature in September 2024 and September 2025, respectively
- As at 31 December, the Group's total drawn debt was \$414m, with \$186m of the new facility undrawn

(1) Jun 21 cash balance of \$168.9m excluded \$4.9m of cash held for sale.

Current trading

- Residential property market conditions remain positive, with high levels of buyer enquiry underpinned by increased supply.
- January National residential listings were up 14% YoY, with Sydney listings increasing 19% and Melbourne up 5%.
- YoY growth rates are expected to slow in the second half as we cycle very strong prior period listing volumes, and there is also potential for a Federal election and regulatory measures to slow house price inflation to impact listing volumes.
- The Group is targeting full year positive operating jaws, excluding the impact of the REA India and Mortgage Choice acquisitions. Operating cost growth excluding acquisitions is expected to slow to high-single digit growth in the second half, reflecting a more normalised prior period comparative and continued investment in growth initiatives.
- The group expects full year operating cost growth of low-double digits, up from high-single digits previously anticipated, reflecting an increase in revenue-related variable costs.
- It is anticipated that a positive full year equity accounted contribution from Move will be offset by losses from other new associates as they invest for future growth.



Q&A



Owen Wilson
Chief Executive
Officer



Janelle Hopkins
Chief Financial
Officer





Supplementary Information

**Where 12 million
Australians buy,
rent & sell**



realestate.com.au

Australia's #1 address in property

Core vs. reported reconciliation

Core vs. reported reconciliation (\$m)	H1 FY22	H1 FY21	Growth %
Core operating income	590.4	430.4	37%
Trail commission integration adjustment	(3.5)	-	n/a
Reported operating income	586.9	430.4	36%
EBITDA from core operations (excluding share of gains and losses of associates and joint ventures)	365.8	284.6	29%
Share of gains of associates and joint ventures	1.4	5.6	(75%)
Associate restructuring costs	0.8	-	n/a
EBITDA from core operations	368.0	290.2	27%
Net gain on acquisitions, disposals and closure of subsidiaries and operations	4.0	3.1	29%
Associate restructuring costs	(0.8)	-	n/a
Trail commission integration adjustment	(3.5)	-	n/a
Integration costs	(4.7)	-	n/a
Historic tax provision	-	(3.1)	n/a
Reported EBITDA	363.0	290.2	25%
Core net profit attributable to owners of parent	225.8	172.1	31%
Net gain on acquisitions, disposals and closure of subsidiaries and operations ¹	4.0	3.5	14%
Associate restructuring costs	(0.8)	-	n/a
Trail commission integration adjustment ¹	(2.5)	-	n/a
Integration costs ¹	(5.2)	-	n/a
Historic tax provision ¹	-	(2.2)	n/a
Reported net profit attributable to owners of parent	221.3	173.4	28%

Trail commission integration adjustment

- Trail commission adjustment for broker remuneration alignment.

Associate restructuring costs

- Restructuring costs incurred by PropertyGuru.

Net gain on acquisitions, disposals and closure of subsidiaries and operations

- Net gain on disposals/closures in the current period relates to Malaysia, Thailand and Hong Kong businesses, 99 Group shareholder rights, and rationalisation of remaining Asia subsidiaries (net of transaction costs).
- Net gain on acquisitions in the prior period relates to step acquisition of India (net of transaction costs).

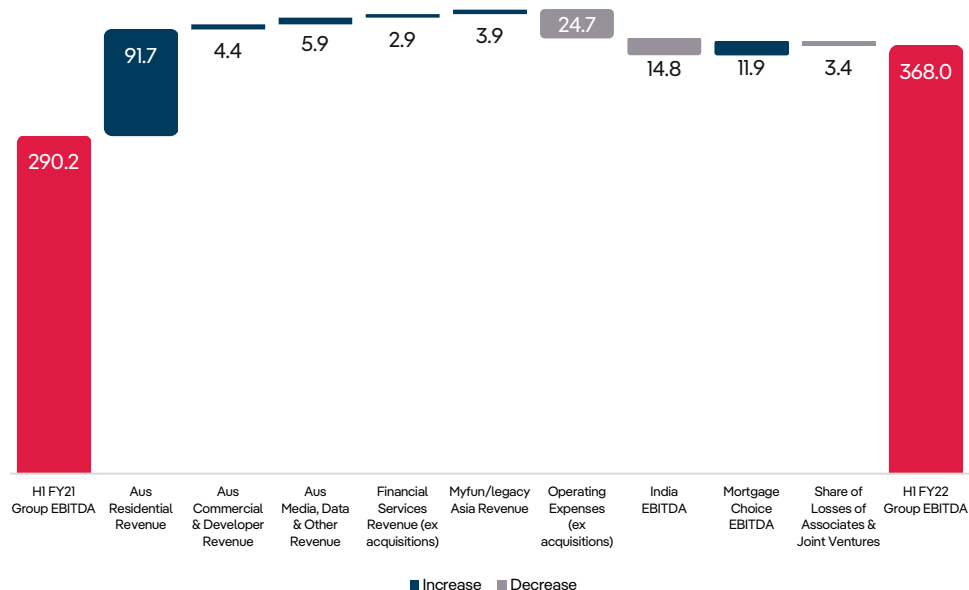
Integration costs

- Integration costs relate to REA India and Mortgage Choice.

(1) Net of tax.

EBITDA drivers and revenue breakdown

Group EBITDA (\$m)^{1, 2}



Revenue category ^{1, 3} (\$m)	H1 FY22	H1 FY21	Growth
Australia			
Depth revenue	427.2	333.5	28%
Subscription revenue	27.7	25.4	9%
Media, Data & Other	48.8	42.8	14%
Financial Services	41.3	11.7	>100%
Myfun/legacy Asia	20.9	17.0	23%
Australian revenue	565.9	430.4	32%
India	24.5	-	n/a
Total revenue	590.4	430.4	37%

(1) Financial results from core operations – refer to glossary for definition. (2) EBITDA – refer to glossary for definition. (3) Revenue – refer to glossary for definition.

Australia Property & Online Advertising (P&OA) segment reconciliation (Myfun/Legacy Asia)

H1 FY22 ¹	Australia P&OA	Asia ³	Australia P&OA (restated)
Segment operating income			
Total segment operating income	503.7	21.4	525.1
Inter-segment operating income	-	(0.5)	(0.5)
Operating income	503.7	20.9	524.6

Results			
Segment EBITDA from core operations (excluding share of losses of associates and joint ventures)	358.3	15.6	373.9
Share of losses of associates and joint ventures	(1.6)	-	(1.6)
Segment EBITDA from core operations	356.7	15.6	372.3

H1 FY21 ¹	Australia P&OA	Asia ^{3, 4}	Australia P&OA (restated)
Segment operating income			
Total segment operating income	402.7	17.4	420.1
Inter-segment operating income	(1.0)	(0.4)	(1.4)
Operating income	401.7	17.0	418.7

Results			
Segment EBITDA from core operations (excluding share of losses of associates and joint ventures)	288.6	1.7	290.3
Share of losses of associates and joint ventures	(0.2)	(1.1)	(1.3)
Segment EBITDA from core operations	288.4	0.6	289.0

FY21 ²	Australia P&OA	Asia ³	Australia P&OA (restated)
Segment operating income			
Total segment operating income	848.1	41.0	889.1
Inter-segment operating income	(1.8)	(0.8)	(2.6)
Operating income	846.3	40.2	886.5

Results			
Segment EBITDA from core operations (excluding share of losses of associates and joint ventures)	580.0	10.1	590.1
Share of losses of associates and joint ventures	(1.4)	(2.9)	(4.3)
Segment EBITDA from core operations	578.6	7.2	585.8

(1) Financial results from core operations – refer to glossary for definition. (2) Reported results adjusted for significant non-recurring items such as restructure costs, gain/loss on acquisitions and disposals, related transaction costs, integration costs, and historic tax provision (historic indirect tax provision reflects potential retrospective changes to interpretation of tax law). (3) Asia results include Myfun and Hong Kong in all periods and Malaysia and Thailand until 3 August 2021. (4) In H1 FY21, there was a reduction in listings syndicated to Myfun due to COVID-19 related issues resulting in some listings not being translated during the listing period. There was no overall impact to group revenues, with a \$7m one-off increase to Australian residential revenue, and a corresponding decrease to the Asian segment.

Change in operating segment presentation

- Following the divestment of the Malaysia and Thailand businesses on 3 August and divestment of Hong Kong assets on 15 November 2021, the Group completed a review of reporting segments.
- As a result of the review, the Australia Property & Online Advertising segment now includes results across Australia and Asia.
- From H2 FY22, only Myfun will be included in the Asia results.
- Comparative information for H1 FY21 has been restated for the effects of the change in reporting related to Myfun/Legacy Asia.
- The impact on the Australia Property & Online Advertising segment is provided in this table.

Financial Services: pro forma



H1 FY21	REA Financial Services (excl. Mortgage Choice)	Mortgage Choice ³	Combined pro forma ⁴ REA Financial Services
Revenue ¹	\$11.7m	\$21.1m	\$32.8m
Opex	(\$7.3m)	(\$12.4m)	(\$19.7m)
EBITDA ²	\$4.4m	\$8.7m	\$13.1m
Brokers	401	516	917
Settlements	\$3.3b	\$6.0b	\$9.3b
Loan Book	\$29.7b	\$53.6b	\$83.3b

FY21	REA Financial Services (excl. Mortgage Choice)	Mortgage Choice ³	Combined pro forma ⁴ REA Financial Services
Revenue ¹	\$24.0m	\$43.6m	\$67.6m
Opex	(\$17.6m)	(\$25.2m)	(\$42.8m)
EBITDA ²	\$6.4m	\$18.4m	\$24.9m
Brokers	420	525	945
Settlements	\$7.1b	\$12.9b	\$20.0b
Loan Book	\$30.2b	\$54.6b	\$84.8b

H1 FY21 and FY21 pro forma earnings including Mortgage Choice

- While Mortgage Choice earnings are consolidated from 1 July 2021, we have provided pro forma earnings assuming the business was owned for H1 FY21 and FY21.
- On a pro forma IFRS basis, Financial Services would have delivered revenue of \$32.8m and EBITDA of \$13.1m in H1 FY21.
- The combined businesses would have ended H1 FY21 with 917 brokers, delivering \$9.3b of settlements and a loan book of \$83.3b on a pro forma basis.

(1) Revenue – refer to glossary for definition. (2) EBITDA excluding share of associates and joint ventures. (3) Excludes financial planning (FinChoice) and non-core/one-off costs primarily relating to the REA transaction. (4) Assumes REA had owned Mortgage Choice for all of FY21.

Financial comparatives: half year

Group results	Core Operations ¹										Reported
	H1 FY18		H1 FY19		H1 FY20		H1 FY21		H1 FY22		H1 FY22
	\$m	Growth	\$m	Growth	\$m	Growth	\$m	Growth	\$m	Growth	\$m
Total revenue ²	406.8	21%	469.2	15%	440.3	(6%)	430.4	(2%)	590.4	37%	586.9
Total operating income	406.8	21%	469.2	15%	440.3	(6%)	430.4	(2%)	590.4	37%	586.9
Operating expenses	(160.0)	18%	(175.2)	10%	(168.2)	(4%)	(145.8)	(13%)	(224.6)	54%	(225.3)
Operating EBITDA	246.8	22%	294.0	19%	272.1	(7%)	284.6	5%	365.8	29%	361.6
<i>EBITDA margin</i>	<i>61%</i>		<i>63%</i>		<i>62%</i>		<i>66%</i>		<i>62%</i>		<i>62%</i>
Share of gains/(losses) of associates & joint ventures	(4.0)	>100%	(4.9)	22%	(4.9)	-	5.6	>100%	2.2	(59%)	1.4
EBITDA	242.8	21%	289.1	19%	267.2	(8%)	290.2	9%	368.0	27%	363.0
Depreciation & amortisation	(23.1)	29%	(29.0)	25%	(36.7)	27%	(39.3)	7%	(43.1)	10%	(45.8)
Earnings before interest and tax	219.7	21%	260.1	18%	230.5	(11%)	250.9	9%	324.9	30%	317.2
Net finance expense	(3.9)	(58%)	(3.4)	(13%)	(3.6)	4%	(2.1)	(41%)	(3.4)	62%	(3.4)
Earnings before tax	215.8	23%	256.6	19%	226.9	(12%)	248.8	10%	321.5	29%	313.8
Income tax expense	(68.4)	26%	(80.1)	17%	(74.0)	(8%)	(76.7)	4%	(101.0)	32%	(98.1)
Net profit	147.3	21%	176.6	20%	152.9	(13%)	172.1	13%	220.5	28%	215.7
NCI share of (profit)/loss	(0.2)	>100%	(0.2)	(8%)	-	(91%)	-	-	5.3	>100%	5.6
Net profit attributable to owners of parent	147.1	21%	176.4	20%	152.9	(13%)	172.1	13%	225.8	31%	221.3
Dividends per share (DPS) (cents)	47.0	18%	55.0	17%	55.0	-	59.0	7%	75.0	27%	75.0
Earnings per share (EPS) (cents)	111.8	21%	134.1	20%	116.1	(13%)	130.7	13%	170.9	31%	167.5

(1) Financial results from core operations – refer to glossary for definition. (2) Revenue – refer to glossary for definition.

Financial comparatives: full year

	Core Operations ¹								Reported
	FY18		FY19		FY20		FY21		FY21
Group results	\$m	Growth	\$m	Growth	\$m	Growth	\$m	Growth	\$m
Total revenue ²	807.7	20%	874.9	8%	820.3	(6%)	927.8	13%	927.8
Total operating income	807.7	20%	874.9	8%	820.3	(6%)	927.8	13%	927.8
Operating expenses	(336.2)	18%	(359.6)	7%	(328.2)	(9%)	(372.2)	13%	(384.8)
Operating EBITDA <i>EBITDA margin</i>	471.5 <i>58%</i>	22%	515.3 <i>59%</i>	9%	492.1 <i>60%</i>	(5%)	555.6 <i>60%</i>	13%	543.0 <i>59%</i>
Share of gains/(losses) of associates & joint ventures	(7.8)	76%	(14.1)	82%	(16.5)	17%	9.1	>100%	12.6
EBITDA	463.7	22%	501.2	8%	475.6	(5%)	564.8	19%	555.6
Depreciation & amortisation	(48.7)	29%	(59.6)	22%	(78.6)	32%	(82.6)	5%	(82.6)
Earnings before interest and tax	415.0	21%	441.6	6%	397.0	(10%)	482.1	21%	473.0
Net finance expense	(8.1)	(25%)	(6.5)	(19%)	(5.6)	(14%)	(4.7)	(16%)	(4.7)
Earnings before tax	406.9	22%	435.1	7%	391.4	(10%)	477.5	22%	468.4
Income tax expense	(127.0)	22%	(139.7)	10%	(122.5)	(12%)	(159.5)	30%	(155.4)
Net profit	279.9	23%	295.5	6%	268.9	(9%)	318.0	18%	313.0
NCI share of (profit)/loss	(0.3)	20%	(0.3)	(12%)	(0.2)	(24%)	8.3	>100%	9.7
Net profit attributable to owners of parent	279.6	23%	295.2	6%	268.7	(9%)	326.3	21%	322.7
Dividends per share (DPS) (cents)	109.0	20%	118.0	8%	110.0	(7%)	131.0	19%	131.0
Earnings per share (EPS) (cents)	212.5	23%	224.3	6%	204.1	(9%)	247.4	21%	244.6

(1) In FY21, reported results adjusted for significant non-recurring items such as restructure costs, gain/loss on acquisitions and disposals, related transaction costs, integration costs, and historic tax provision (historic indirect tax provision reflects potential retrospective changes to interpretation of tax law). In FY20, this included items such as restructure costs, revaluation of contingent consideration, gain/loss on acquisitions, disposals and divestments, and impairment charges. (2) Revenue – refer to glossary for definition.

Cash flow reconciliation

Cash flow reconciliation (\$m)	HI FY22	HI FY21	Growth
EBITDA ¹	368.0	290.2	27%
Working capital movement	(44.3)	(30.6)	(45%)
Net interest paid	(2.8)	(1.7)	(64%)
Income taxes paid	(102.0)	(119.1)	14%
Capital expenditure	(44.5)	(31.2)	(43%)
Acquisition and divestment related movements	(3.6)	(11.8)	70%
Other	(1.5)	(2.7)	43%
Free cash flow	169.3	93.1	82%
Payment for acquisition of subsidiary, net of cash	-	(39.4)	100%
Payment for investment in associates and joint ventures	(15.0)	(5.4)	<(100%)
Payment for financial assets	(5.6)	(11.8)	52%
Investment in short term funds	(16.0)	-	n/a
Repayment of borrowings and leases	(4.3)	(3.1)	(38%)
Dividends paid	(95.2)	(72.6)	(31%)
Payment for acquisition of treasury shares	(12.5)	(3.7)	<(100%)
Other ²	5.2	(0.1)	>100%
Net cash inflow/(outflow)²	25.9	(43.0)	>100%

Free cash flow

- Higher working capital movement driven by increased payments relating to payroll, transaction costs and indirect tax, REA India movements and Mortgage Choice consolidation.
- Higher income tax payments in prior period following the temporary deferral of FY20 instalments as a result of COVID-19.
- Core HI FY22 Group effective tax rate was 31.4%. This is expected to be largely consistent for FY22.

Investments

- Acquisition of additional 11.08% (10.24% diluted) stake in Realtair.

Borrowings & leases

- The Group entered a new \$600m syndicated debt facility in September 2021.

(1) Financial results from core operations – refer to glossary for definition. (2) Includes disposal of \$4.9m of cash and cash equivalents held for sale at the beginning of the year.

Glossary

EBITDA	Earnings before Interest, Tax, Depreciation and Amortisation including share of associates and joint ventures.
Financial results from core operations	Reported results adjusted for significant non-recurring items such as gain/loss on acquisitions, disposals and discontinued operations, related transaction costs and integration costs. The prior year comparative also includes a historic tax provision (historic indirect tax provision reflects potential retrospective changes to interpretation of tax law).
Net debt	Calculated as the carrying value of interest bearing loans and borrowings less cash and cash equivalents.
Revenue	Revenue is defined as revenue from property and online advertising and revenue from Financial Services less expenses from franchisee commissions.
Net profit after tax	Net profit attributable to owners of parent.

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