

1H23 Results Presentation

23 February 2023



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Today's presenters



Glenn King
Group Managing Director
and Chief Executive Officer



Richard Moore
Group Chief Financial Officer

Today's agenda

1H23 Business Highlights	4
1H23 Business Overview & Performance	9
1H23 Financial Summary	17
Trading Update & Outlook	26
Q&A	29
Appendix	30

1H23 Business Highlights

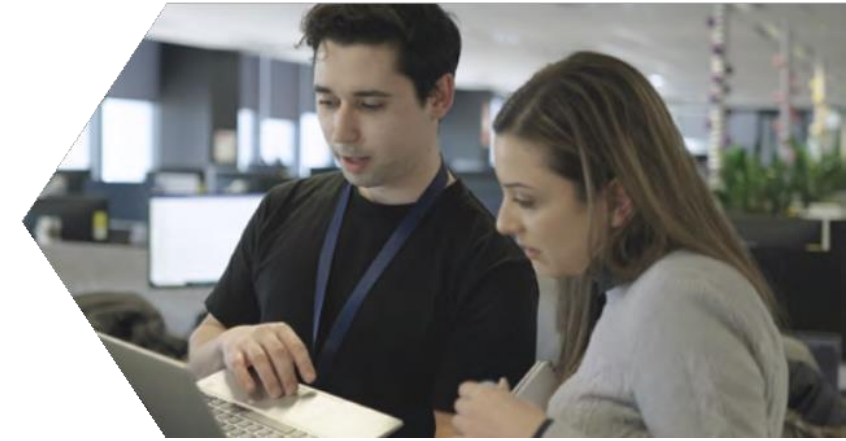


Advancing the PEXA Group strategy



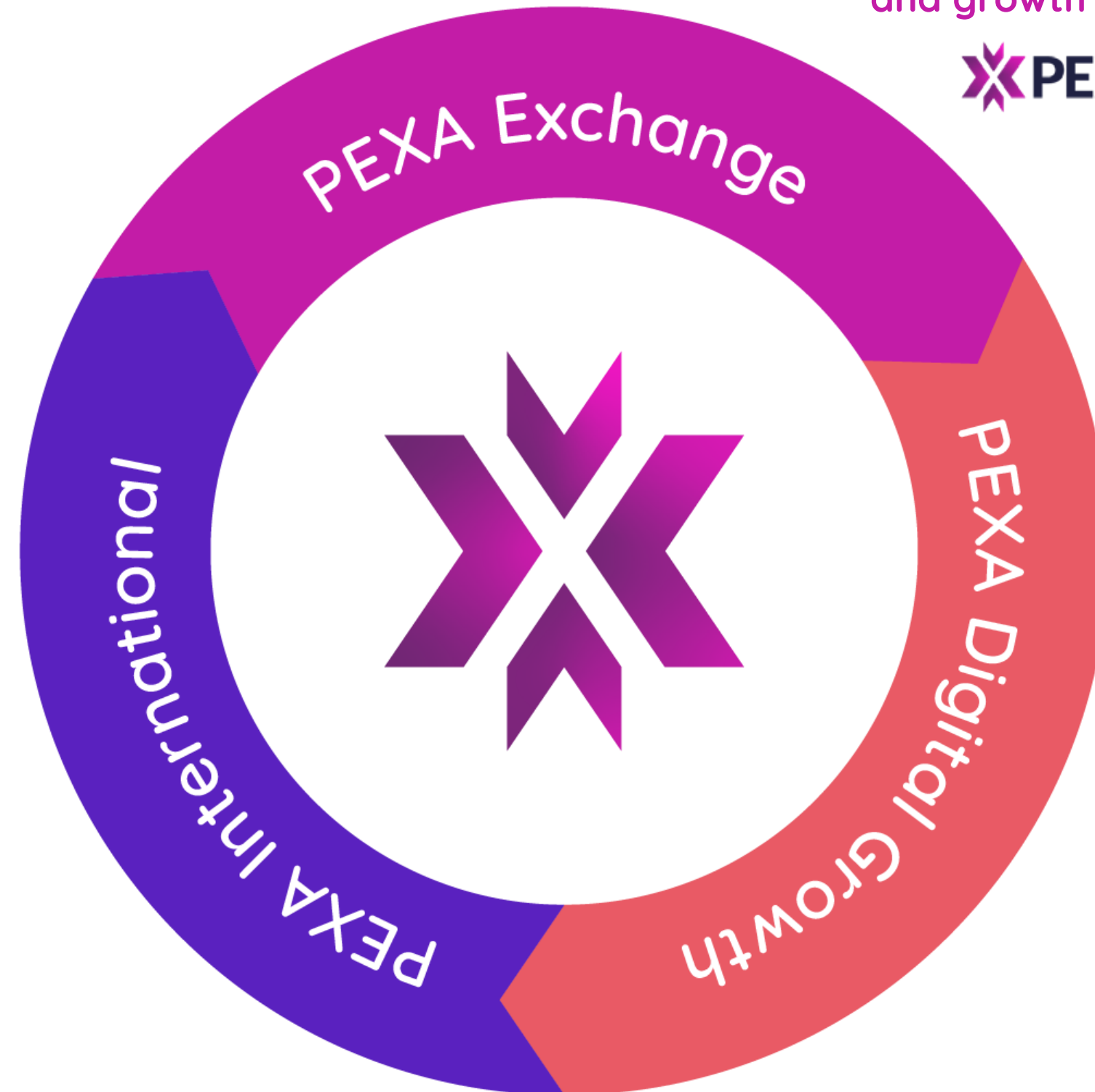
A rapidly evolving international platform business that seeks to redefine the property experience, leveraging our experience, intellectual property, technology, data and partnerships

Number one Property Exchange Platform with resilient performance and growth potential



PEXA Go platform live in UK

Acquisition of Optimal Legal to support scale and growth



Building momentum in services and revenue



PURPOSE

CONNECTING PEOPLE TO PLACE

PRIORITIES



ENHANCE

Enhancing the core Exchange in Australia to build deeper customer relationships



EXTEND

Providing innovative data insights and digital services for multiple stakeholders, using unique, near real-time data



EXPAND

Bringing digital property settlement solutions to international jurisdictions, leveraging PEXA's experience in Australia



EVOLVE

Investing in our people, platform and brand to sustain an innovative culture and reputation trusted by stakeholders

PEXA Exchange

PEXA Digital Growth

PEXA International

PEXA

VALUES

Innovate for good



Better together



Make it happen
Make it count



PEXA GROUP

ENHANCE: PEXA Exchange

Resilient and reliable PEXA Exchange performed well in a challenging Australian property market

Resilient Exchange delivering solid outcomes:

- Exchange volumes in line with second half of FY22 and 1H FY23 guidance
- QLD & ACT transfer market penetration both 85% in December 2022
- Roadmap to expand WA coverage and enter TAS
- Focus on Exchange cost control, 1H23 opex lower than 2H22
- PEXA Exchange operating EBITDA margin within guided 50%-55% range; on track to achieve FY23 Exchange guidance

PEXA EXCHANGE
TRANSFER PENETRATION

88%

up 4ppts YoY

PEXA EXCHANGE
EBITDA MARGIN

52.4%

in mid FY23 guidance range

EXTEND: PEXA Digital Growth¹

PEXA Digital Growth (PDG) well set for growth, with investments and M&A adding capability and complementing organic progress

Significant progress to gameplan:

- Growth in organic and inorganic revenue
- Delivery of new services to customers
- Diversification of revenue and customer base
- Acquisitions and investments delivering value
- Integration of .id and Value Australia tracking well
- Investing in new business growth opportunities

PEXA DIGITAL
GROWTH REVENUE

\$4.0m

DEC'22 REVENUE CONTRIBUTION FROM INTERNATIONAL & PDG²

11% up from 0.5% in Dec'21

EXPAND: PEXA International

Two lenders now transacting on the PEXA Go International platform, with transformative Optima Legal acquisition completed

UK strategy is proceeding as planned:

- Technology build progressing well
- Two lenders on PEXA Go, more in testing
- Strategically compelling acquisition of UK-based remortgage processing firm Optima Legal
- Optima Legal integration underway, smooth transition, building scale for future growth
- Synergy planning to leverage Optima Legal to accelerate PEXA UK platform

OPTIMA LEGAL
ACQUISITION

6 of top 8 UK lenders

are Optima clients

Notes:

1. PEXA Digital Growth (PDG) is the merger of PEXA Insights and PX Ventures

2. Organic PDG + .id + Optima Legal as % of total group revenue in the month of December

KEY FINANCIAL METRICS	VS 1H22	VS 2H22
GROUP REVENUE \$141m	-\$5m -3%	+\$7m +5%
GROUP OPERATING EBITDA ¹ \$52m	-\$24m -31%	-\$5m -8%
GROUP NPAT \$4m	-\$6m -59%	-\$8m -68%
GROUP NPATA ² \$24m	-\$6m -20%	-\$8m -26%

KEY FINANCIAL METRICS	VS 1H22	VS 2H22
PEXA EXCHANGE REVENUE \$135m	-\$10m -7%	+\$1m +1%
PEXA EXCHANGE OPERATING EBITDA ¹ \$71m	-\$12m -15%	+\$1m +2%
PEXA EXCHANGE OPERATING EBITDA ¹ MARGIN 52.4%	-4.9ppts	+0.3ppts
NON AUS EXCHANGE REVENUE \$5.8m	+\$5.2m	+\$5.1m

Notes:

1. Operating EBITDA = EBITDA before one-off, non-operating items

2. NPATA = Net Profit After Tax and after adding back the tax-effected Amortisation of acquired intangible assets; Includes \$6.5m (pre-tax) of non-operating expenses, see p.35 for further detail

1H23 Business Overview & Performance



PEXA EXCHANGE AUSTRALIA

Australia's leading Electronic Lodgement Network Operator (ELNO)

Continued growth in the PEXA Exchange platform

- > 9,800+ practitioner firms
- > 160+ financial institutions
- > 6 Australian jurisdictions – integrated with 6 Land Titles Offices (LTOs), 5 State Revenue Offices (SROs)³ and the Reserve Bank of Australia
- > Full range of property exchange transaction services
- > 14 million transactions completed



Delivering positive outcomes for customers

- > Number 1 trusted provider in the industry²
- > Practitioner Net Promoter Score and Customer Effort Score both >70
- > Reliable and resilient platform, with system uptime of 100% in core hours
- > Roadmap to expand property transaction in WA
- > Work underway to provide e-conveyancing in TAS
- > QLD e-conveyancing mandate effective Feb'23
- > Ongoing constructive engagement with regulators on regulatory reform

Key Stats

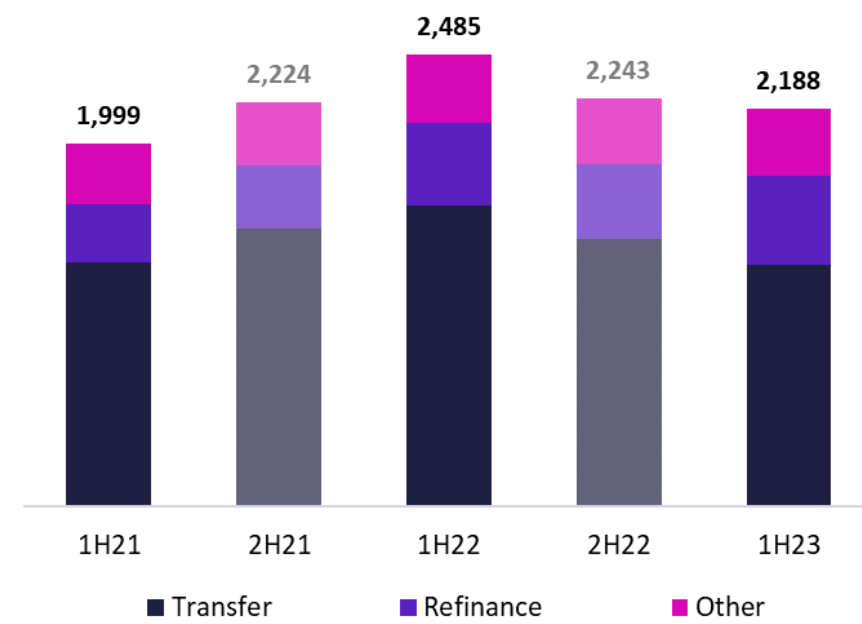
- > Revenue of \$135m, up from 2H22
- > Operating EBITDA of \$71m, up from 2H22
- > Operating EBITDA margin of 52.4%, in middle of guidance range; ongoing focus on cost control
- > Technology investment 19.6% of revenue

Notes:

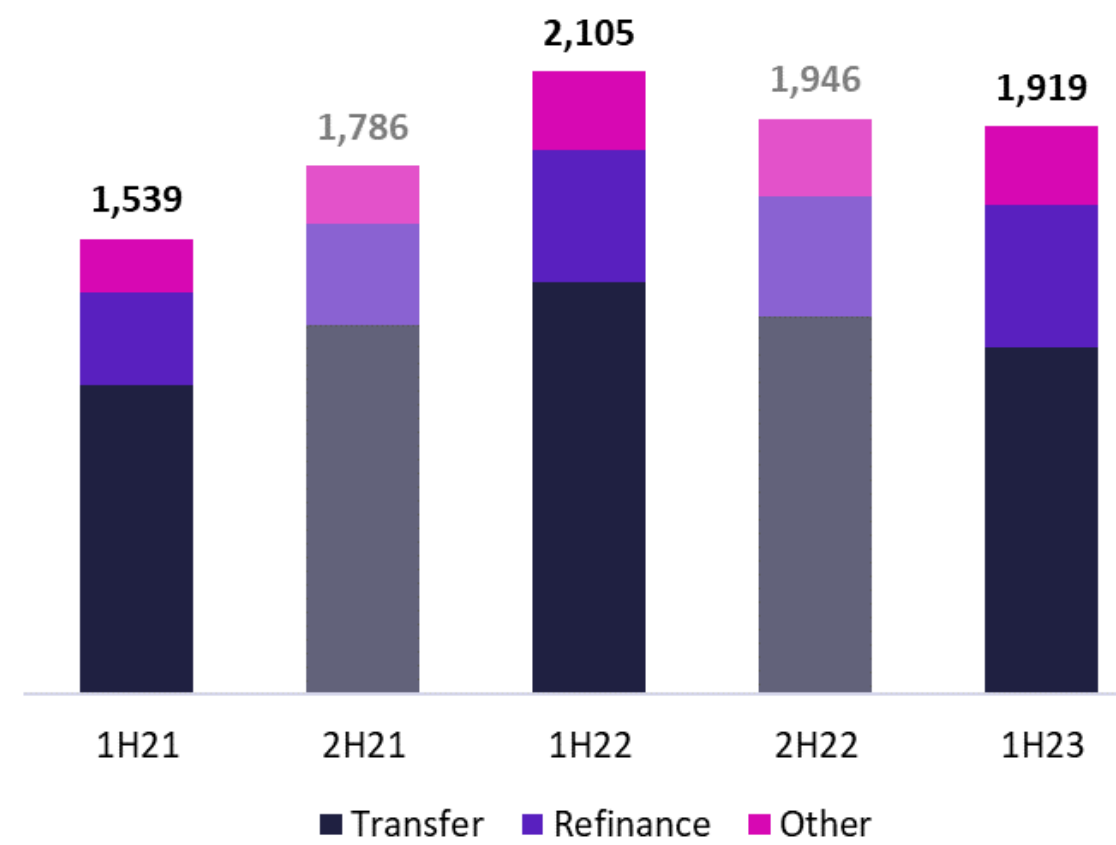
1. Electronic Lodgement Network Operator (ELNO)
2. PEXA Brand Research September 2022, Nature
3. Based on jurisdictionally specific industry process requirements there is no need to develop an integration with the State Revenue Office to enable stamp duty processing in the ACT

PEXA EXCHANGE AUSTRALIA

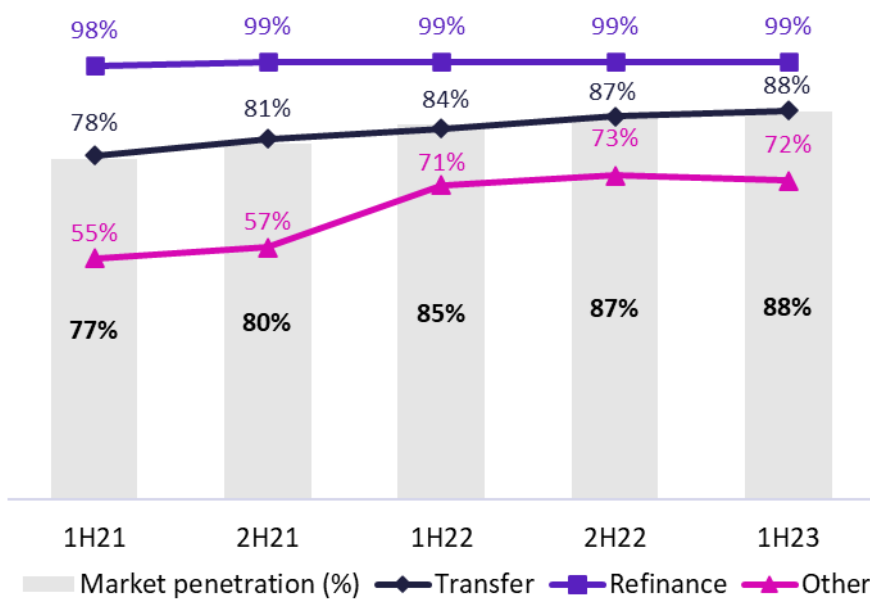
Total market transaction volumes (000s)¹



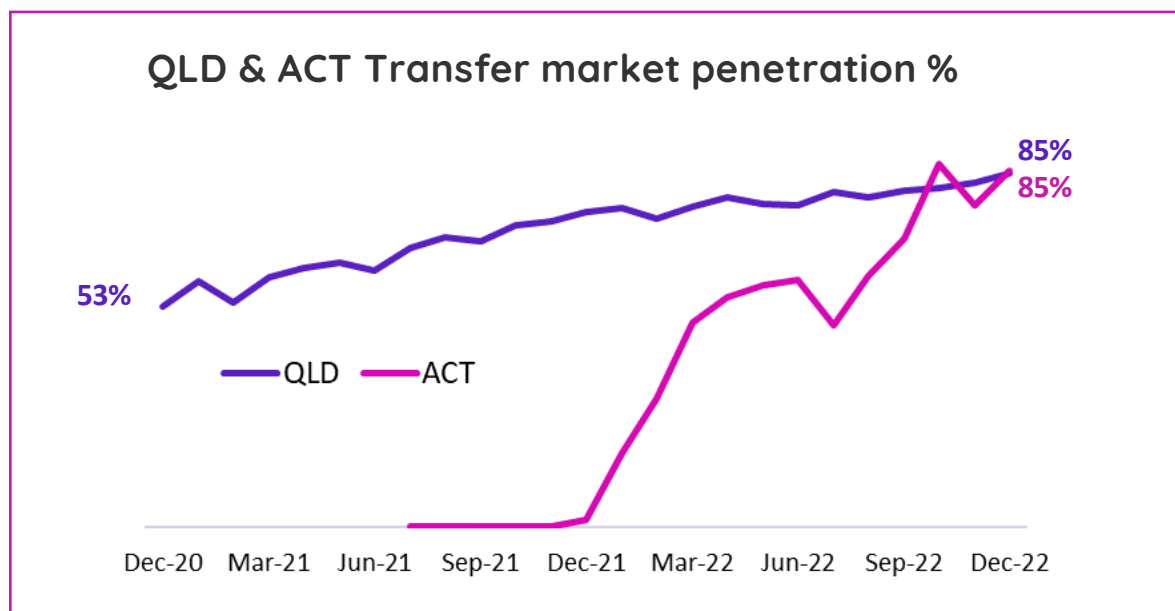
PEXA Exchange transaction volumes (000s)¹



PEXA Exchange penetration (%)²



QLD & ACT Transfer market penetration %



- > Total market volumes of 2.2m transactions were down 12% on 1H22 and down 3% 2H22
- > Transfer market volumes down, but refinance market volumes up on both prior periods
- > Exchange penetration grew to 88% in 1H23, aided by QLD & ACT transfer growth
- > This resulted in total Exchange volumes being 9% down from 1H22 and just down 1% from 2H22



Notes:
 1. Based on market estimates from BIS Oxford and PEXA volumes, includes both paper-based and e-conveyancing transactions
 2. Market penetration is calculated using BIS Oxford Economics estimated market volumes and PEXA volumes

PEXA DIGITAL GROWTH

Deepening services and growing customer base

Practitioners / Agents

Financial Institutions

Property Developers

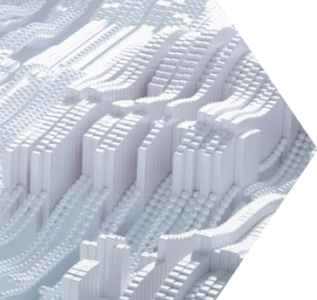
Government

Strategic Focus Areas

- > Demand for Place
- > Use and Value of Place
- > Efficient Journeys



Property Data Bureau



Key Stats

- > Organic revenue of \$1.2m, >100% YoY
- > Inorganic revenue of \$2.8m from 3 months, annual run rate of >\$10m
- > \$11m investment in growth (excl. M&A)
- > Integrations progressing well



PEXA DIGITAL GROWTH



Informing 300+ local governments covering over 80% of Australia's population

- > .id brings almost the entire local government market to PEXA
- > Established for 25 years, .id is the overwhelming market leader
- > Expert team of geographers, demographers, housing analysts, forecasters, economists and software developers
- > Significant growth opportunities, including new customer segments – Private sector and State and Commonwealth governments



PEXA INTERNATIONAL

Bringing digital property settlement solutions to international jurisdictions



Building the PEXA Go Platform

- > PEXA Go platform live with first version of re-mortgage service
- > 2 financial institutions completed re-mortgage solutions on PEXA platform
- > Exploratory work with 2 more financial institutions underway
- > In total, 9 financial institutions have successfully completed testing of PEXA payment scheme
- > Additional Bank of England testing slots made available in CY23
- > Sale and Purchase proposition being worked through

Key Stats

- > Revenue of \$1.8m from 1 month of Optima, annual run rate of >\$20m
- > \$23m investment in growth (excl. M&A)
- > Integration progressing well
- > c.450 FTE in UK & Australia



Delivering scale with Optima Legal

- > Acquisition of UK-based remortgage processing firm Optima Legal complete
- > Integration of Optima Legal to PEXA Group progressing well
- > Good transaction performance in December with \$1.8m revenue generated, annual run rate of >\$20m
- > Quick wins identified to enhance business performance
- > Planning underway to integrate Optima Legal and PEXA Platform technology

BUSINESS SNAPSHOT¹

+17 Customer NPS	333 FTE	13.4 yrs. Average tenor of top 10 clients
£6.2m Revenue for the 6 months	39.4k Remortgages	1.3k Equity Releases
	6 out of top 8 UK Lenders are clients	

BENEFITS FOR PEXA GROUP

Business Model	<ul style="list-style-type: none"> > Leverage Optima Legal to accelerate platform take-up > Prove PEXA’s integration model for other conveyancers
Customer	<ul style="list-style-type: none"> > Provide a range of pathways for lenders to access PEXA > Drive appetite among panel conveyancers to deploy PEXA’s proven remortgage solution
People	<ul style="list-style-type: none"> > Refreshed EVP for Optima Legal to drive talent retention > Bring greater scale to the PEXA Group’s UK operations, with Optima team benefiting from support of larger group
Risk	<ul style="list-style-type: none"> > Reduce investment risk through accelerated uptake > Enhance Optima Legal’s risk and control framework through PEXA Group expertise



Notes:
1. Data for the 6 months to December 2022 – acquisition by PEXA occurred on 30 November 2022, so only 1 month is included in 1H23 financial results

OUR PEOPLE

- > 76% people engagement score; top quartile¹
- > 94% of PEXA employees feel genuinely supported with flexible working
- > 92% of PEXA employees believe employee wellbeing is a priority
- > 51% of employees are female; 42% of leaders are female
- > Implemented PEXA Academy
- > Australian HR Awards Winner: Employer of Choice (100-999) and Excellence Award: Best Health and Wellbeing Program

OUR COMMUNITY

- > Contribution to Housing Affordability, including whitepaper series with LongView
- > Ongoing partnership with Homes for Homes
- > Inaugural Indigenous Engagement Strategy (IES) in development
- > Support of Uluru Statement of the Heart
- > FY22 Greenhouse Gas Emissions report, independently certified by Pangolin Associates, completed with comprehensive Scope 3 calculations
- > Continued investment in data privacy, cyber security and governance

OUR PARTNERSHIPS

- > Melbourne University – analytics lab focused on current business challenges
- > Deakin University - exploring privacy preservation and data analytics techniques
- > University of New South Wales - emerging property analytics supporting Value Australia
- > Exploration of new partnerships in progress
- > Advisory councils in place across PDG offerings
- > Women in Tech - supporting and nurturing diversity across the tech industry

Innovate for good



Better together



Make it happen
Make it count



Notes:
1. vs Australia tech benchmark

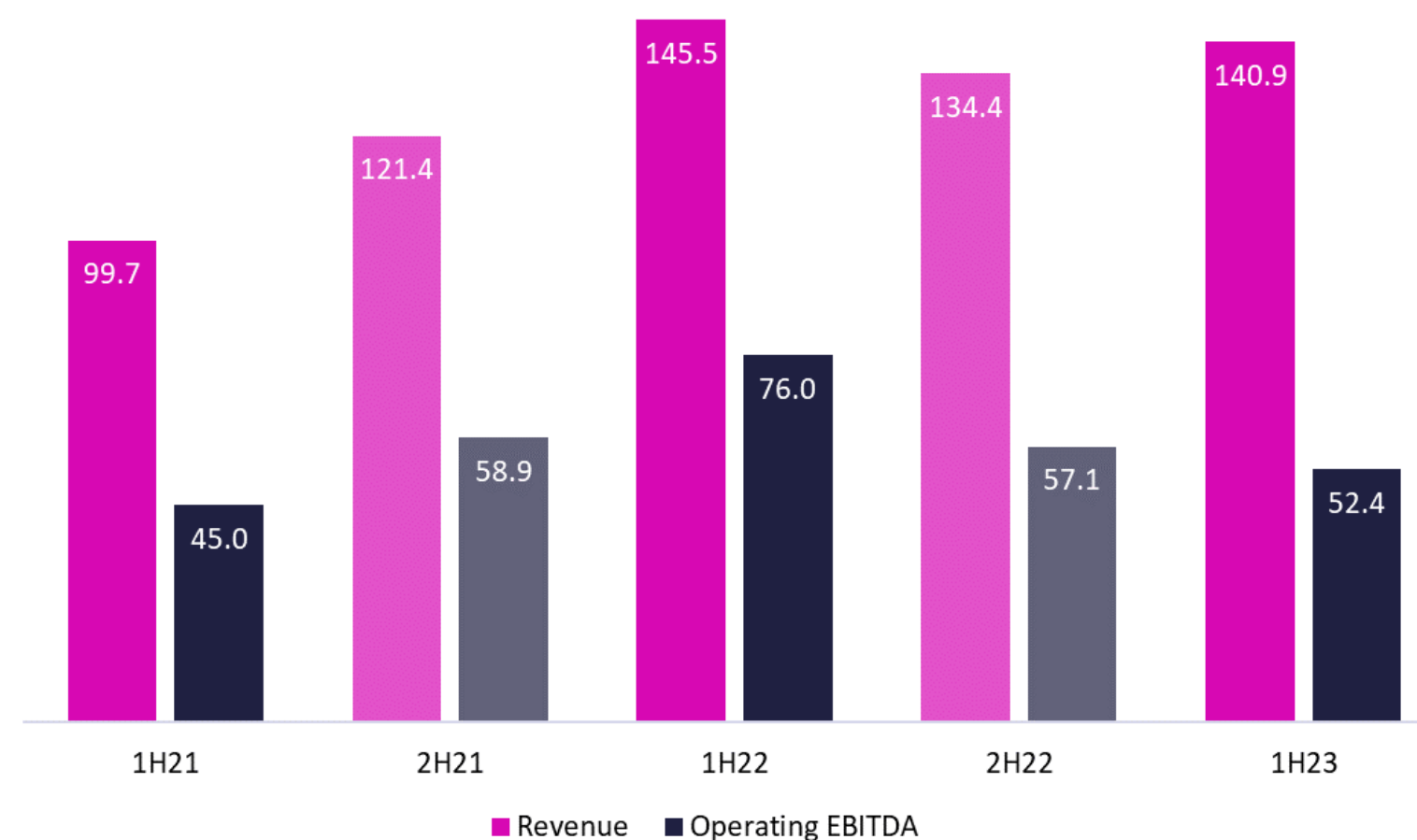
1H23 Financial Summary



PEXA GROUP FINANCIAL PERFORMANCE

6 months ended 31 December (\$m)	1H21 ¹	1H22	1H23	V 1H22	
				\$m	%
Revenue	99.7	145.5	140.9	(4.6)	(3%)
Operating costs incl. cost of sales	(54.7)	(69.5)	(88.5)	(19.0)	(27%)
Operating EBITDA²	45.0	76.0	52.4	(23.6)	(31%)
EBITDA	44.2	52.2	45.0	(7.3)	(14%)
NPAT	(3.8)	9.7	4.0	(5.7)	(59%)
NPATA³	16.1	29.4	23.5	(5.9)	(20%)
Gross margin %	86.0%	87.6%	87.6%	(0.1%)	
Group Operating EBITDA Margin %	45.1%	52.2%	37.2%	(15.1%)	

PEXA GROUP REVENUE AND OPERATING EBITDA (A\$m)



- Group Operating EBITDA down \$24m (31%) YoY driven by lower Australian market volumes and investment in growth initiatives
 - Exchange Operating EBITDA down \$12m YoY, predominantly driven by lower market volumes. Exchange Operating EBITDA is ahead of 2H22
 - International and PEXA Digital Growth Operating EBITDA both down \$6m YoY as rollout continues
- Group EBITDA down \$7m (14%) YoY driven by factors noted above, partially offset by lower non-operating expenses in 1H23 (mainly related to M&A consulting costs) vs. the prior year (mainly related to IPO costs)
- NPAT / NPATA both down \$6m YoY, driven by factors noted above (after tax)

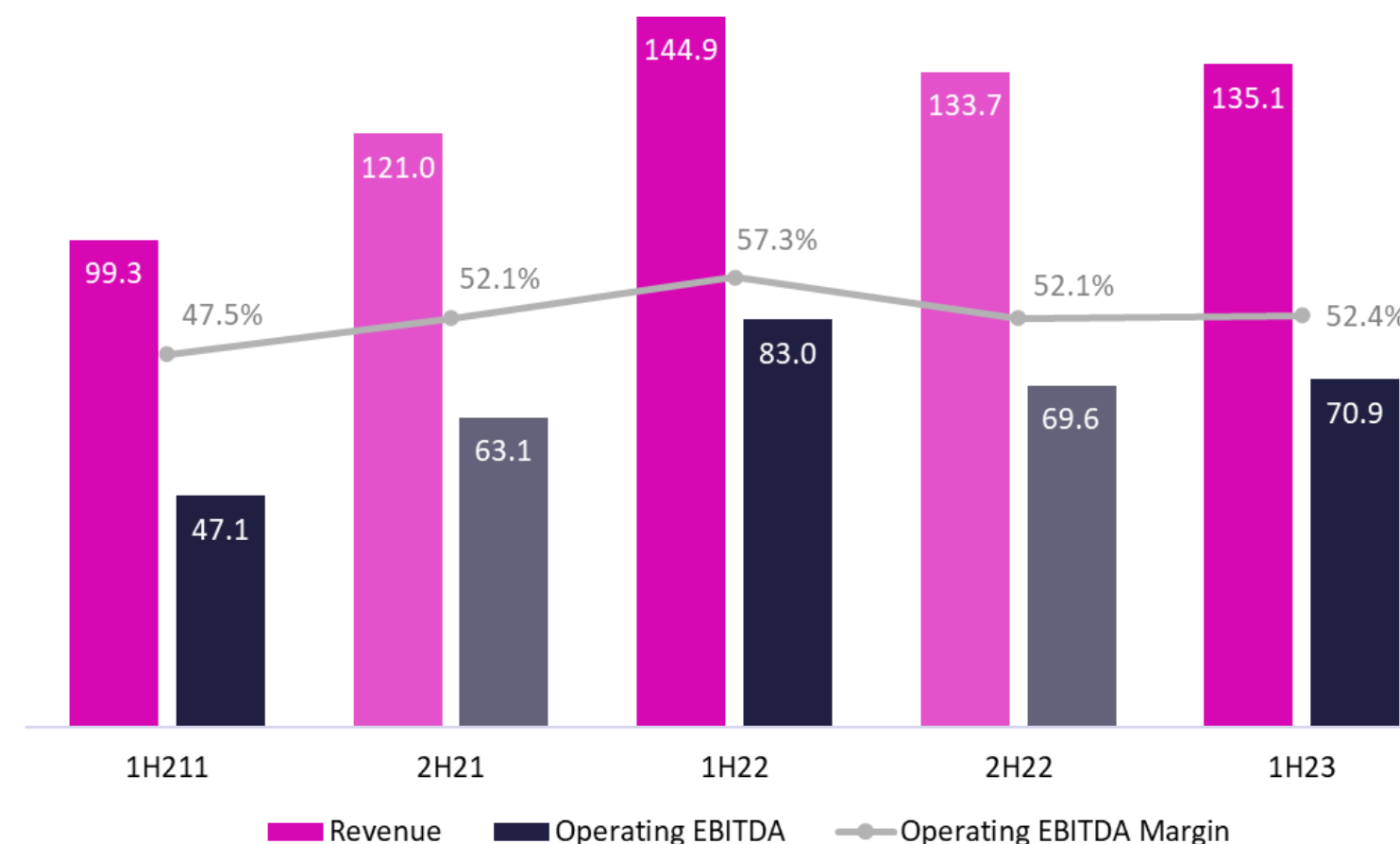
Notes:

1. 1H21 results include an additional \$3.2m “public company costs” added back into pre-IPO opex to be comparable to 1H22 and 1H23
2. Operating EBITDA = EBITDA before one-off, non-operating items
3. NPATA = Net Profit After Tax and after adding back the tax-effected Amortisation of acquired intangible assets

PEXA EXCHANGE FINANCIAL PERFORMANCE

6 months ended 31 December (\$m)	1H21 ¹	1H22	1H23	V 1H22	
				\$m	%
Revenue	99.3	144.9	135.1	(9.7)	(7%)
Cost of sales	(13.7)	(17.6)	(16.3)	1.3	8%
Gross margin	85.6	127.2	118.8	(8.4)	(7%)
Operating costs	(38.5)	(44.2)	(48.0)	(3.7)	(8%)
Operating EBITDA²	47.1	83.0	70.9	(12.1)	(15%)
EBITDA	46.4	59.3	69.4	10.1	17%
Gross margin %	86.2%	87.8%	87.9%	0.1%	
PEXA Exchange EBITDA Margin²	47.5%	57.3%	52.4%	(4.9%)	
Capex	(10.1)	(12.1)	(16.8)	(4.7)	(39%)
Operating cashflow ³	37.0	70.9	54.0	(16.9)	(24%)

PEXA EXCHANGE REVENUE AND OPERATING EBITDA (A\$m)



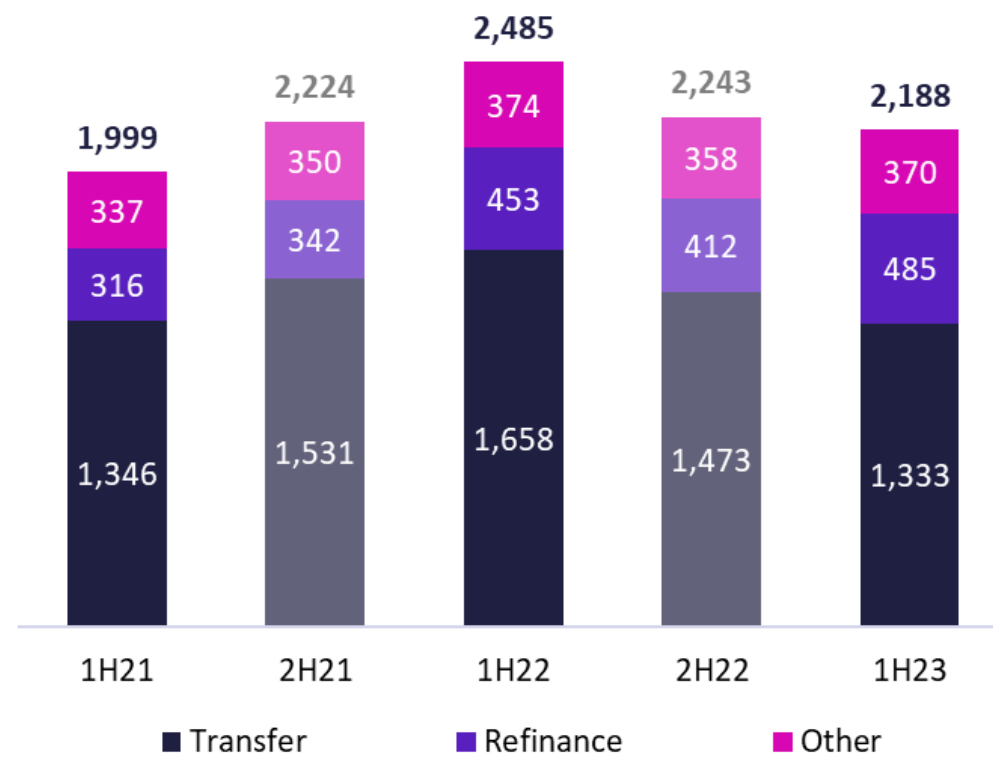
- Operating EBITDA down \$12m (15%) YoY driven by lower market volumes, but is \$1m (2%) ahead of 2H22
 - Revenue down 7% YoY, with market volumes down 12%, Exchange penetration up 3% and net price/mix up 2%
 - Opex up 8% driven by 2H22 headcount increases and inflationary impacts (noting opex is 1% lower than 2H22)
- EBITDA (after one-off items) up \$10m (17%) YoY due to sizeable IPO-related costs in the prior year
- PEXA Exchange (Operating) margin of 52.4% is 4.9% below prior year due to factors noted above, but is 0.3% ahead of 2H22

Notes:
 1. 1H21 results include an additional \$3.2m “public company costs” added back into pre-IPO opex to be comparable to 1H22 and 1H23
 2. Operating EBITDA = EBITDA before one-off, non-operating items
 3. Operating cashflow = Operating EBITDA less capex

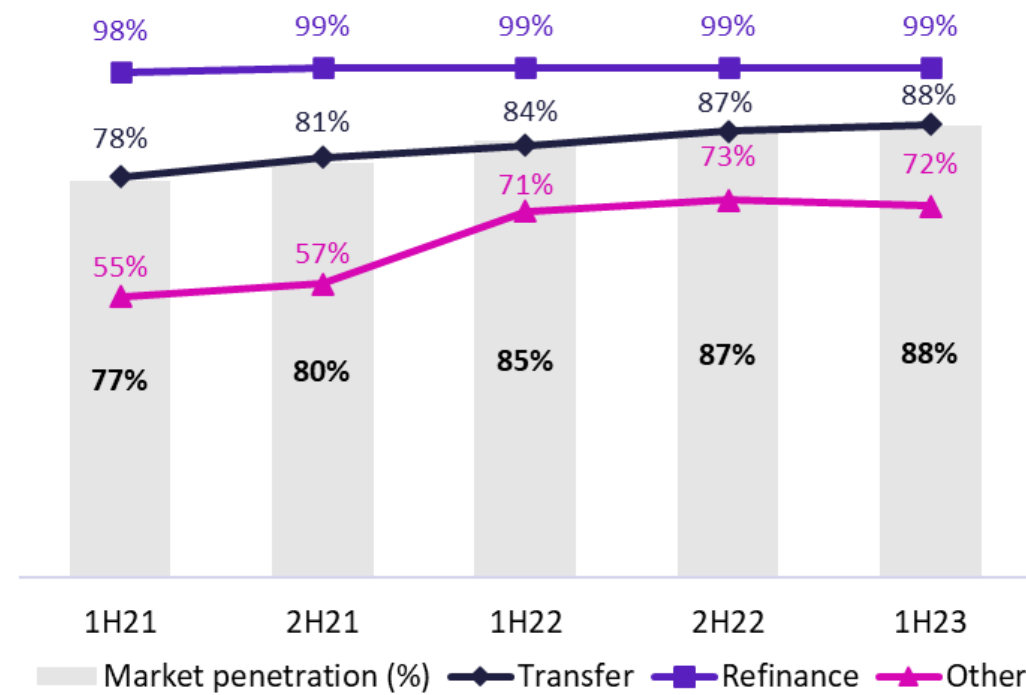
PEXA Exchange: volume down on 1H22 but relatively stable on 2H22



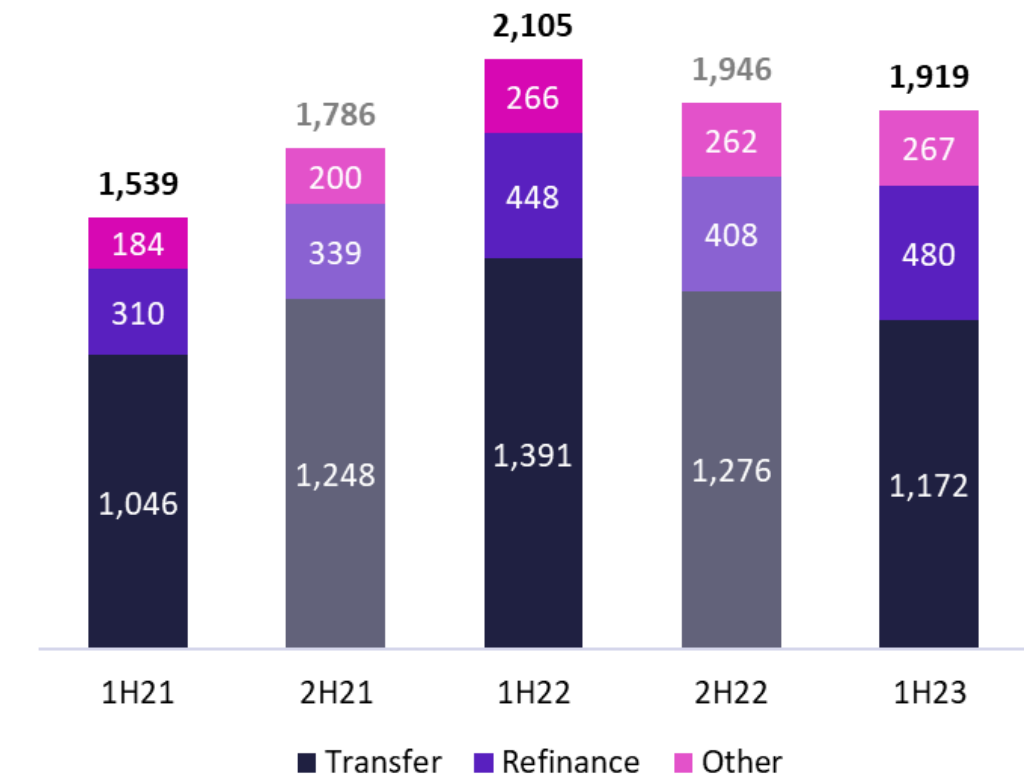
Total market transaction volumes (000s)¹



PEXA Exchange penetration (%)²



PEXA Exchange transaction volumes (000s)¹



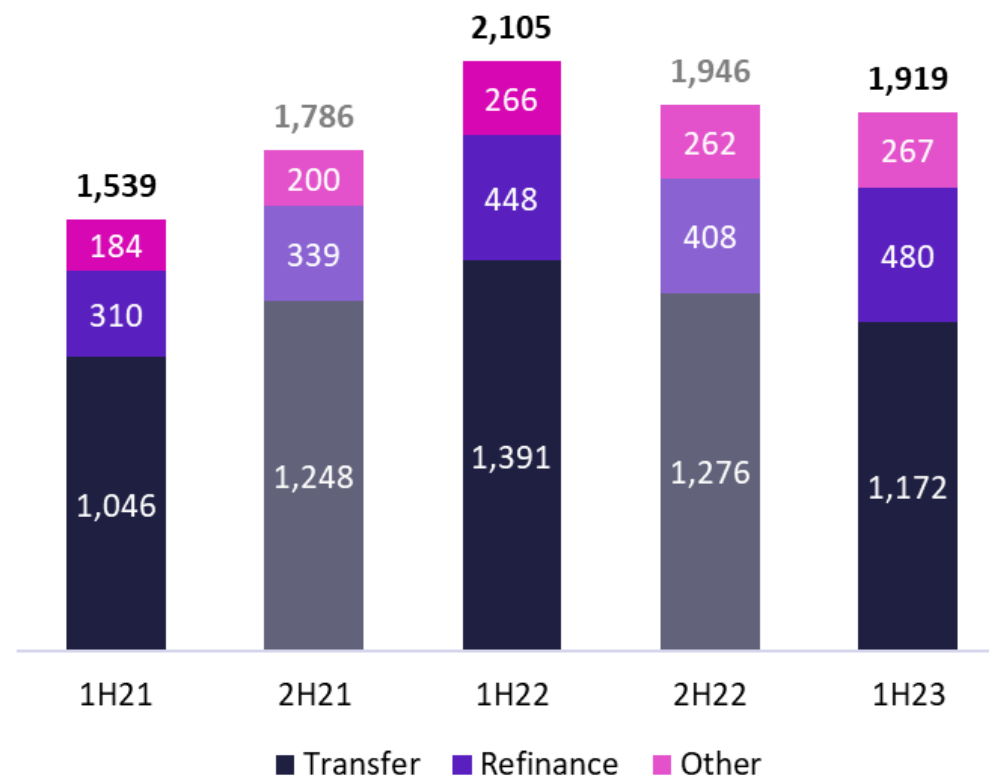
- Total market volumes of 2.2m transactions (billable events) were down 12% on prior year (1H22) and down 3% from 2H22
 - Transfer market volumes were down 20% on PY and down 10% on 2H22
 - Refinance market volumes were up 6% on PY and up 17% on 2H22
- Exchange penetration of 88% was up 3ppts on prior year and up 1ppt on 2H22
- Combined, this resulted in total Exchange volumes of 1.92m, down 9% from prior year and down 1% from 2H22

Notes:
 1. Based on market estimates from BIS Oxford and PEXA volumes, includes both paper-based and e-conveyancing transactions
 2. Market penetration is calculated using BIS Oxford Economics estimated market volumes and PEXA volumes

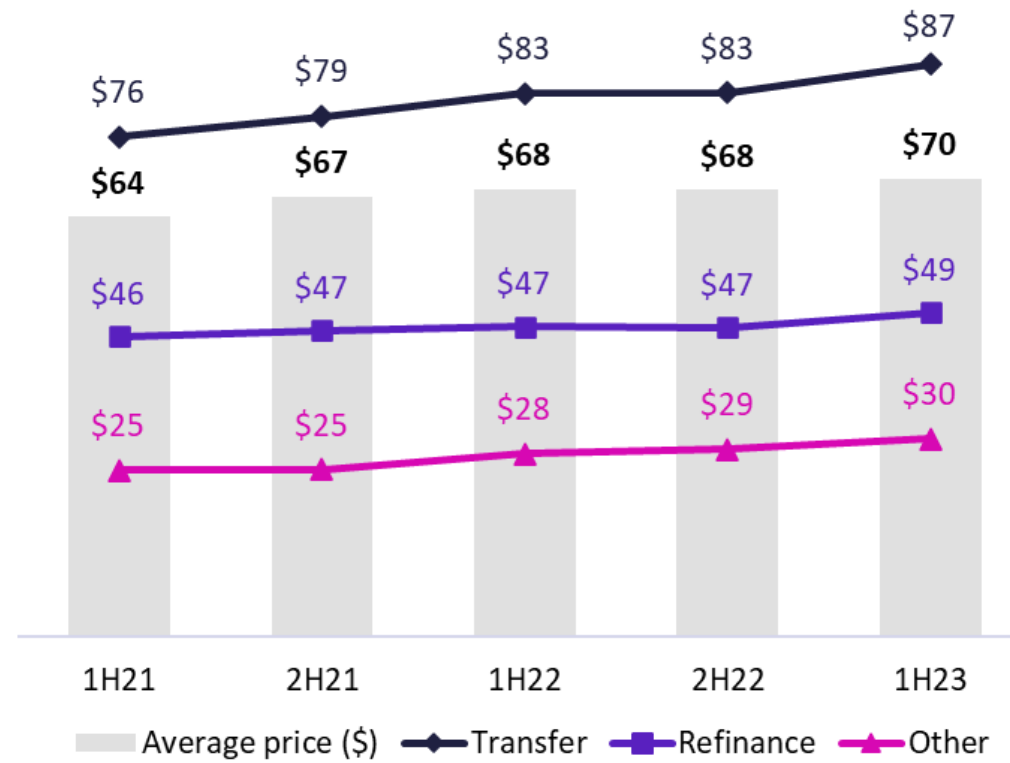
PEXA Exchange: platform revenues demonstrating resilience



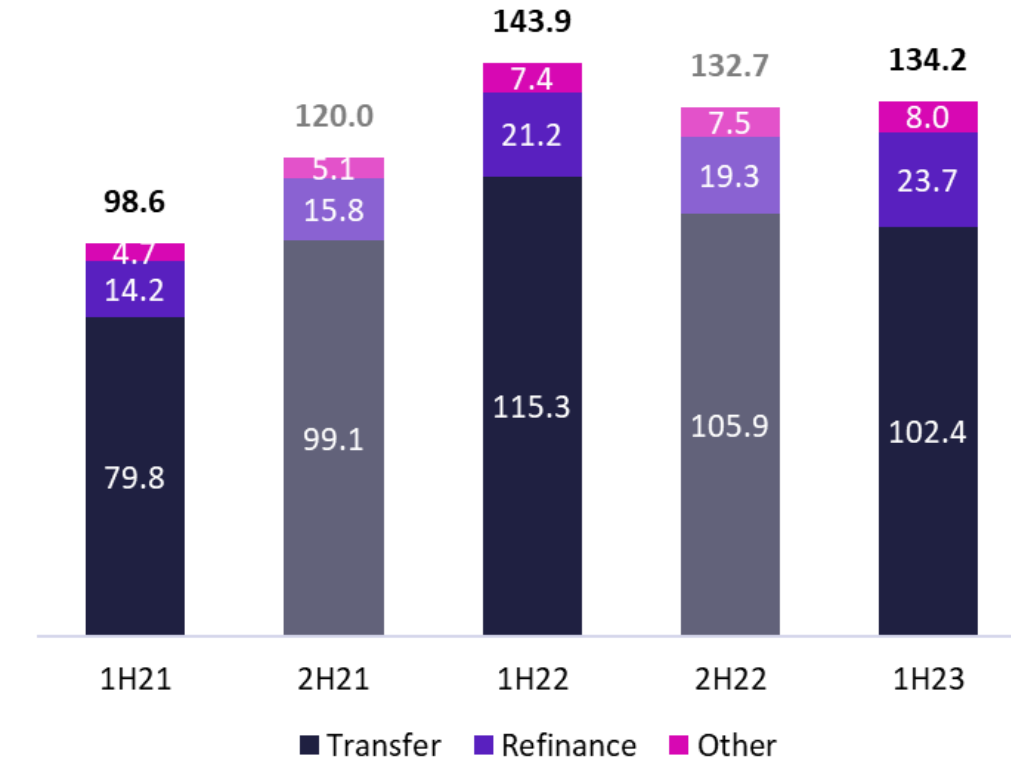
PEXA Exchange transaction volumes (000s)¹



PEXA Exchange average pricing (A\$)



PEXA Exchange revenue² (A\$M)

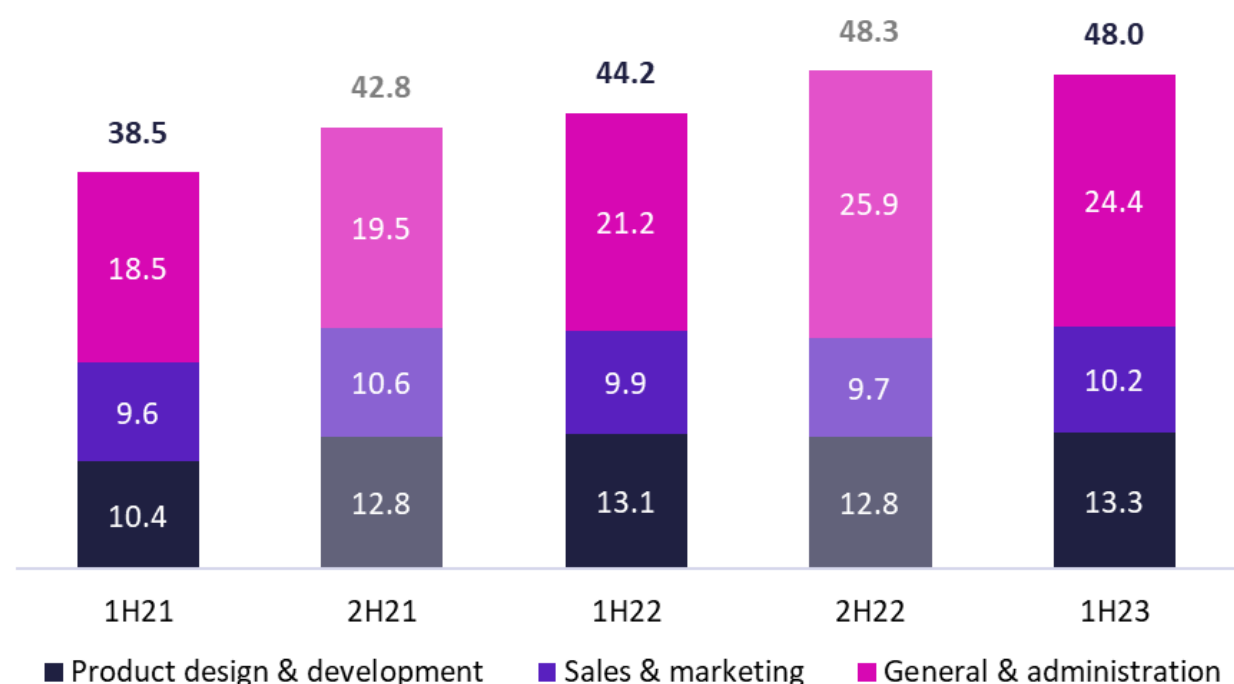


- Total Exchange volumes of 1.92m were down 9% from prior year (1H22) and down 1% from 2H22
- Average price was up \$1.60 (2%) on prior year, driven by
 - CPI price increase (+5%); and
 - Mix changes (-3%; higher proportion of lower-priced refinance transactions)
- Combined, this resulted in total Exchange revenue being down 7% on prior year but up 1% on 2H22

Notes:

1. Market penetration is calculated using BIS Oxford Economics estimated market volumes and PEXA volumes
 2. ELNO Fee revenue only. Total Exchange revenue on slide 19 includes other Exchange revenue.

PEXA Exchange operating expenses (A\$M)¹



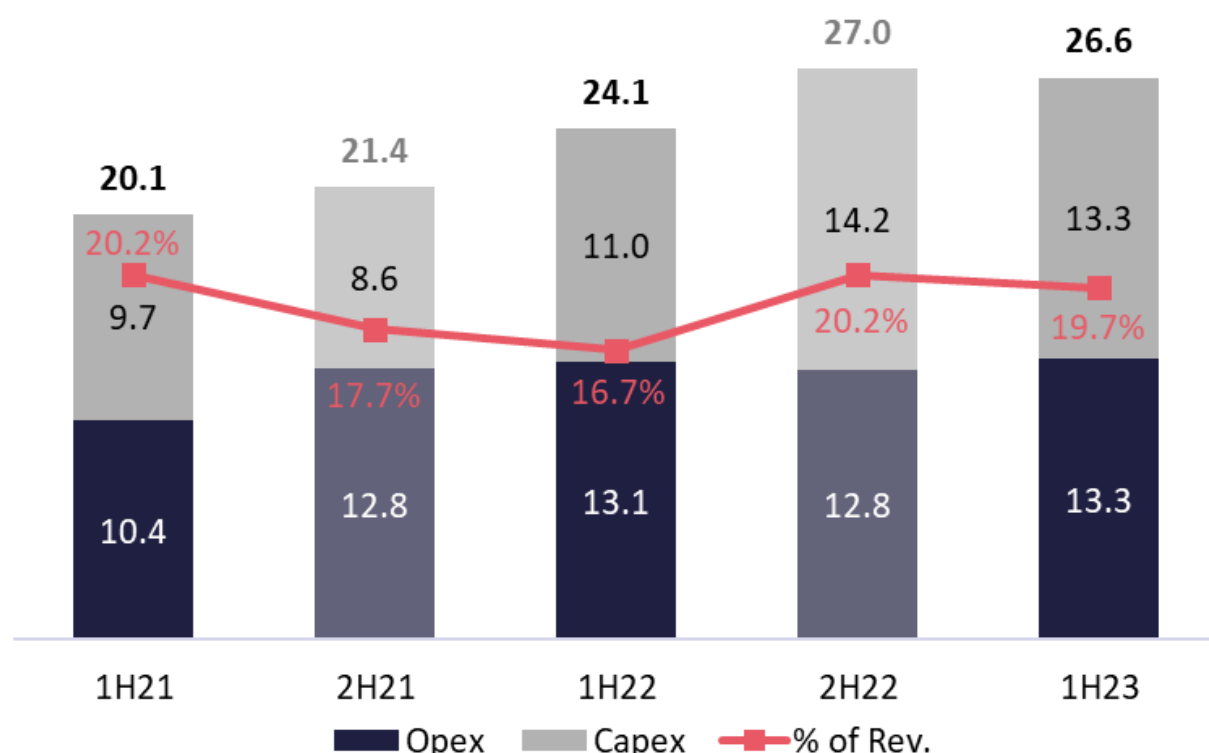
GENERAL AND ADMINISTRATION

- Costs of corporate team, Board and executive remuneration, professional fees, insurance, occupancy and administration
- 1H23 opex was up 15% from 1H22 due to increased employee costs (incl. wage inflation), LTIP-related costs, higher insurance premiums and advisory fees relating to regulatory environment changes
- 1H23 was down 6% from 2H22 due to focused cost control, with ongoing efficiency measures in place for 2H23

SALES AND MARKETING

- Costs associated with marketing, onboarding, training and supporting PEXA customers
- Main driver is headcount and includes the PEXA sales, marketing, customer & commercial teams and call centre support
- Opex held relatively flat with both 1H22 and 2H22, with increased external events post COVID-19 offset by lower discretionary marketing spend

PEXA Exchange development expenses (A\$M)



PRODUCT DESIGN AND DEVELOPMENT

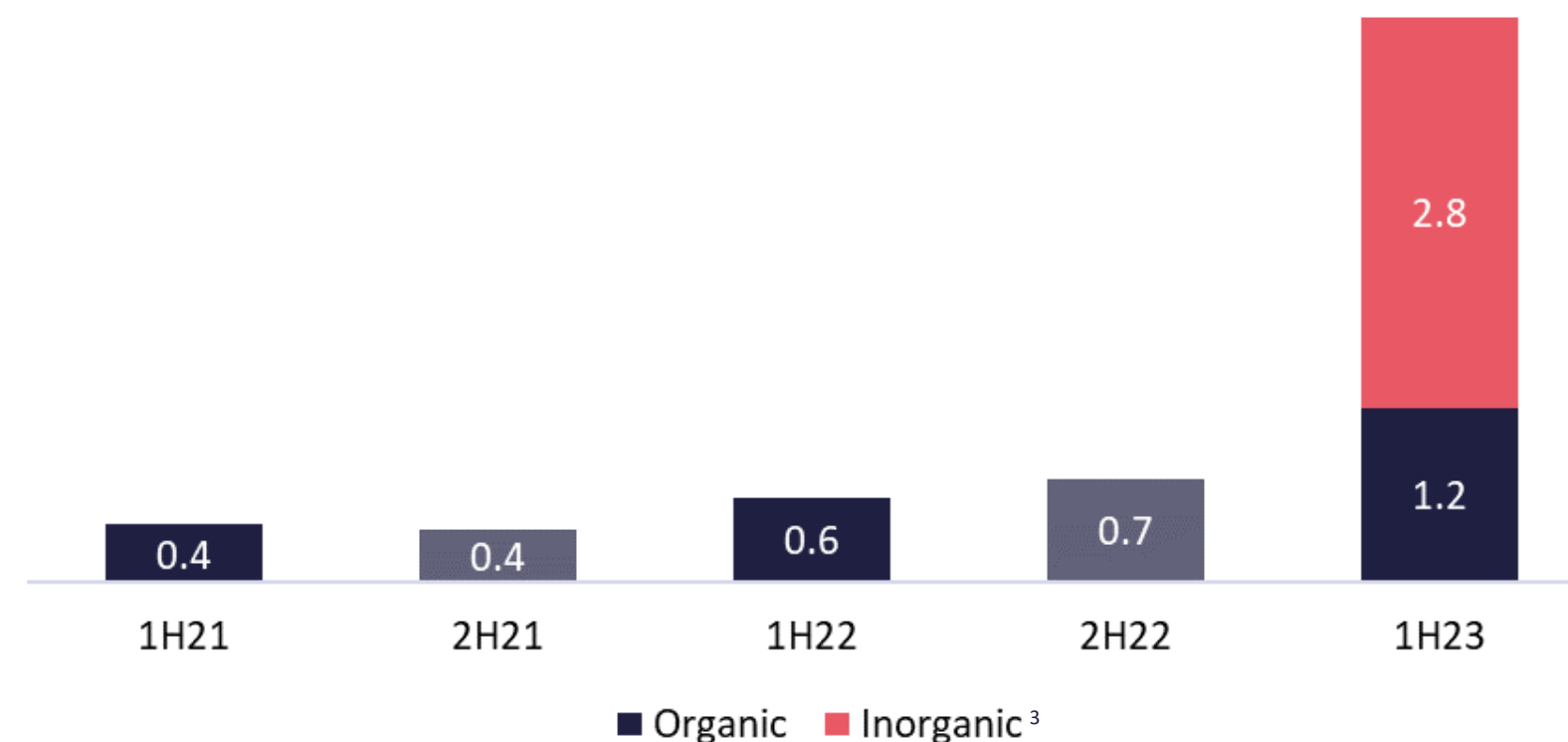
- Costs to develop and operate the PEXA platform
- Main driver is product development headcount, third parties supporting platform operations and AWS hosting services
- Opex relatively stable in 1H23 (vs both 1H22 and 2H22) with continued investment in cloud, cyber, API and management capabilities to enhance the technology underpinning the PEXA Exchange
- Total 1H23 Exchange development expenses (excl. growth initiatives) of \$26.6m equates to 19.7% of Exchange revenues (in line with FY23 guidance)

Notes:
1. 1H21 G&A costs include an additional \$3.2m “public company costs” added back into pre-IPO opex to be comparable to 1H22 and 1H23

PEXA DIGITAL GROWTH FINANCIAL PERFORMANCE

6 months ended 31 December (\$m)	1H21	1H22	1H23	V 1H22	
				\$m	%
Revenue	0.4	0.6	4.0	3.4	571%
Operating costs incl. cost of sales	(0.8)	(2.8)	(12.2)	(9.4)	(329%)
Operating EBITDA¹	(0.4)	(2.3)	(8.2)	(6.0)	(265%)
EBITDA	(0.4)	(2.3)	(10.5)	(8.2)	(365%)
Capex	-	(2.7)	(2.9)	(0.2)	(7%)
Operating cashflow ²	(0.4)	(5.0)	(11.1)	(6.1)	(124%)

PEXA DIGITAL GROWTH REVENUE (A\$M)



- Operating EBITDA down \$6.0m YoY driven by increased investment for future returns
 - Revenue increase of \$3.4m represents a \$0.6m YoY (>100%) increase in organic revenue and \$2.8m of revenue from .id (Oct-Dec; annual run rate >\$10m)
 - Opex up \$9.4m YoY driven by headcount increases, 3 months of .id opex and investment in growth initiatives
- EBITDA (after one-off items) down \$8.2m YoY due to Operating EBITDA result plus M&A-related consulting costs
- Operating cashflow of \$11m on track for FY23 guidance of c.\$20m-\$25m (excl. M&A and related costs)

Notes:

1. Operating EBITDA = EBITDA before one-off, non-operating items

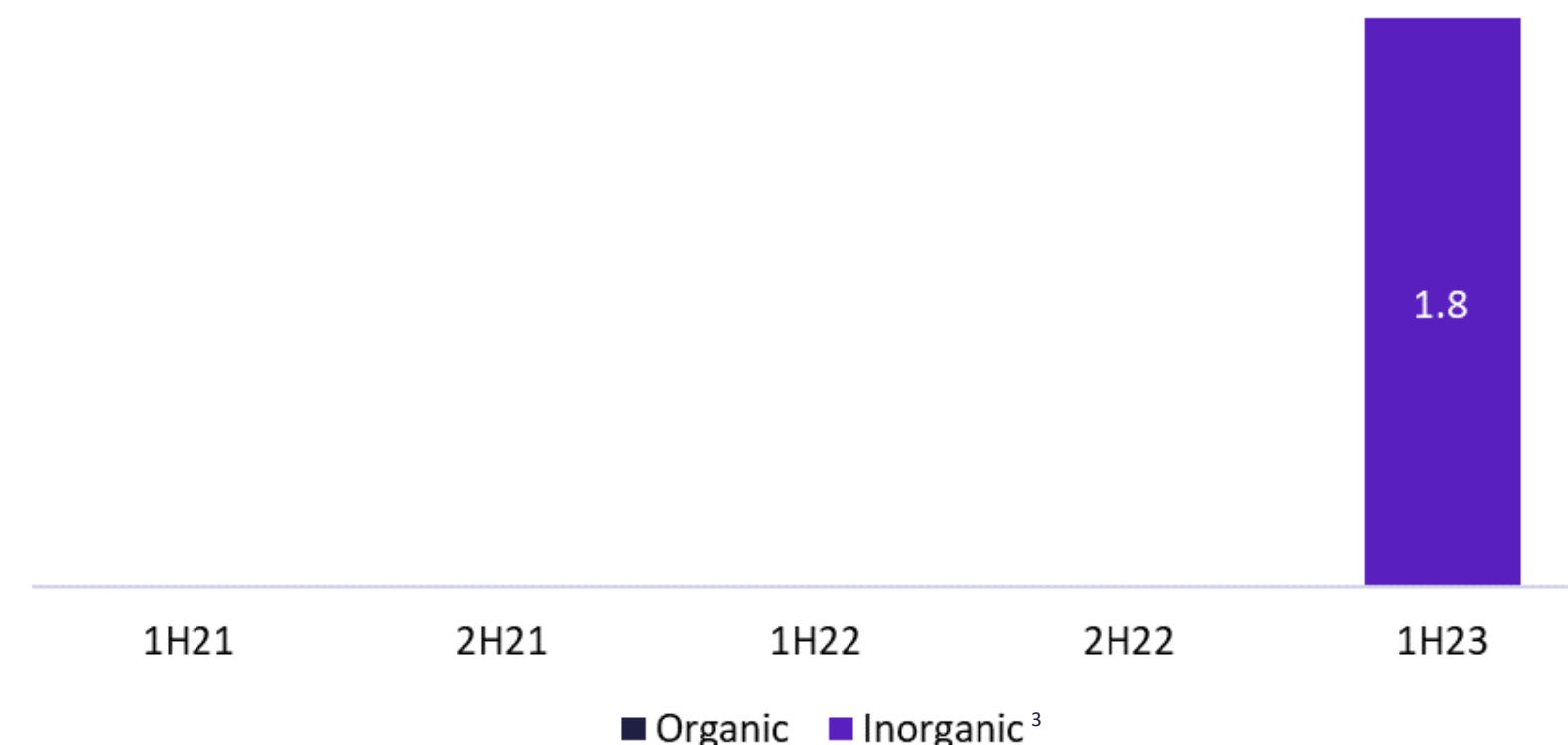
2. Operating cashflow = Operating EBITDA less capex

3. Inorganic revenue relates to 3 months' revenue from .id, acquired 30 September 2022

PEXA INTERNATIONAL FINANCIAL PERFORMANCE

6 months ended 31 December (\$m)	1H21	1H22	1H23	V 1H22	
				\$m	%
Revenue	-	-	1.8	1.8	N/A
Operating costs incl. cost of sales	(1.8)	(4.8)	(12.1)	(7.3)	(152%)
Operating EBITDA¹	(1.8)	(4.8)	(10.3)	(5.5)	(115%)
EBITDA	(1.8)	(4.8)	(13.9)	(9.1)	(188%)
Capex	(0.0)	(7.4)	(13.1)	(5.7)	(77%)
Operating cashflow ²	(1.8)	(12.2)	(23.3)	(11.2)	(92%)

PEXA INTERNATIONAL REVENUE (A\$m)



- Operating EBITDA down \$5.5m YoY driven by accelerated investment for future returns
 - Revenue increase of \$1.8m YoY represents one month of Optima Legal revenue (annual run-rate >\$20m)
 - Opex up \$7.3m YoY driven by headcount increases, one month of Optima Legal opex and investment for growth
- EBITDA (after one-off items) down \$9.1m YoY due to Operating EBITDA result plus M&A-related consulting costs (due diligence)
- Operating cashflow of \$23m on track for FY23 guidance of c.\$45m - \$50m (excl. M&A and related costs)

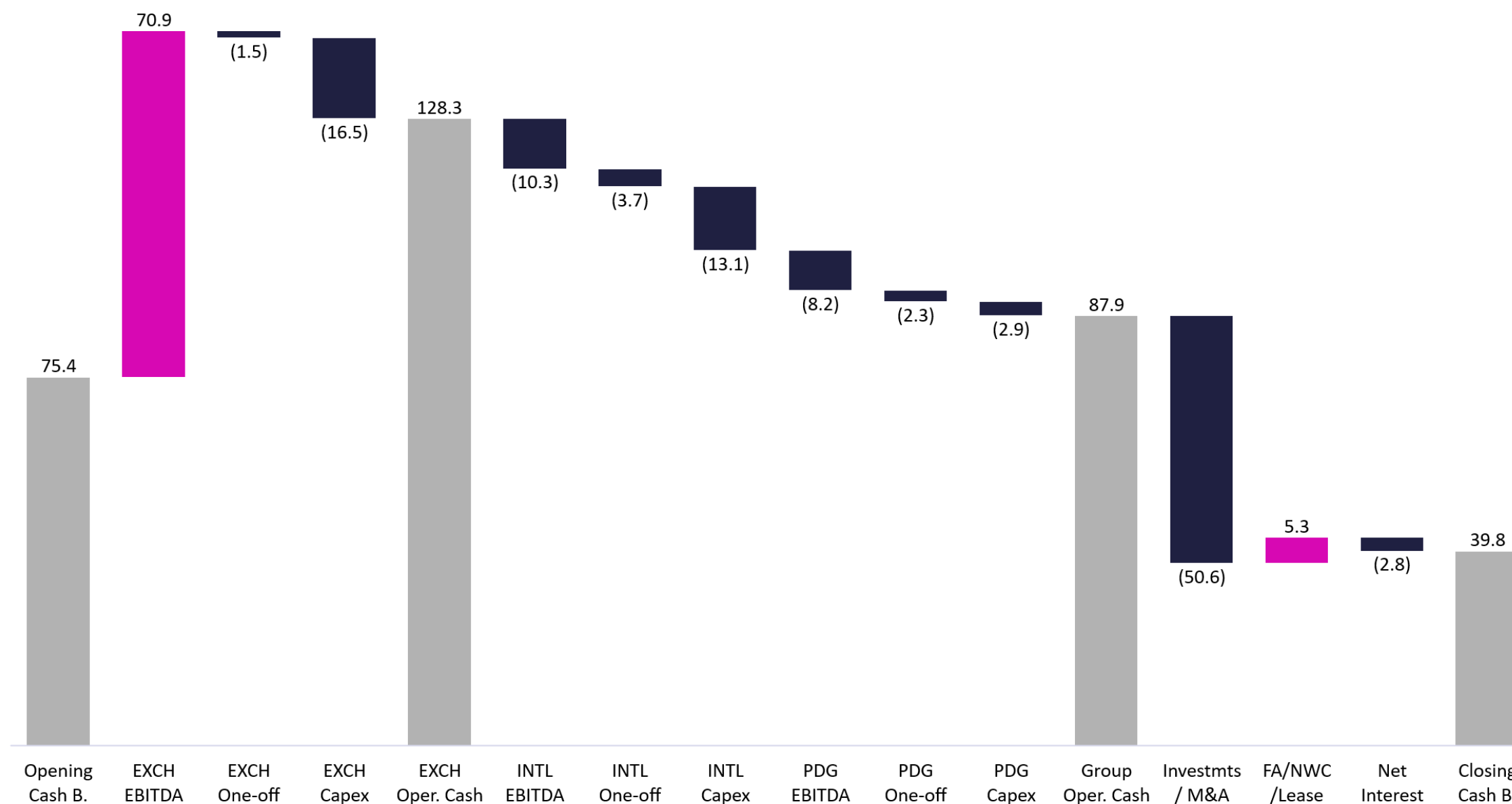
Notes:

1. Operating EBITDA = EBITDA before one-off, non-operating items
2. Operating cashflow = Operating EBITDA less capex
3. Inorganic revenue relates to 1 month's revenue from Optima Legal, acquired 30 November 2022

Group Cash Flow: Exchange operating cash flow supporting investment in growth initiatives



1H23 PEXA Group Cash Movements (A\$M)



Statutory Cash Flows (A\$M)

\$ millions	6 months ended 30 June			V 1H22	
	1H21 ¹	1H22	1H23	\$m	%
EBITDA	44.2	52.2	45.0	(7.3)	(14%)
Changes in working capital	(1.9)	(14.6)	6.6	21.2	(145%)
Operating cash flow before capex	42.2	37.6	51.6	14.0	37%
Acquisition of intangible assets	(10.0)	(21.6)	(32.4)	(10.8)	50%
Acquisition of PP&E	(0.1)	(0.9)	(0.4)	0.6	(59%)
Free cash flow before financing and tax	32.2	15.1	18.8	3.7	24%
Interest received	0.4	0.2	3.4	3.2	n.m.
Interest paid	(1.3)	(2.9)	(6.2)	(3.3)	113%
Payment of finance lease liabilities	(1.0)	(0.9)	(0.9)	(0.0)	5%
Free cash flow	30.3	11.5	15.1	3.6	31%
<i>FCF conversion (before financing and tax)</i>	<i>73%</i>	<i>29%</i>	42%	12.8%	

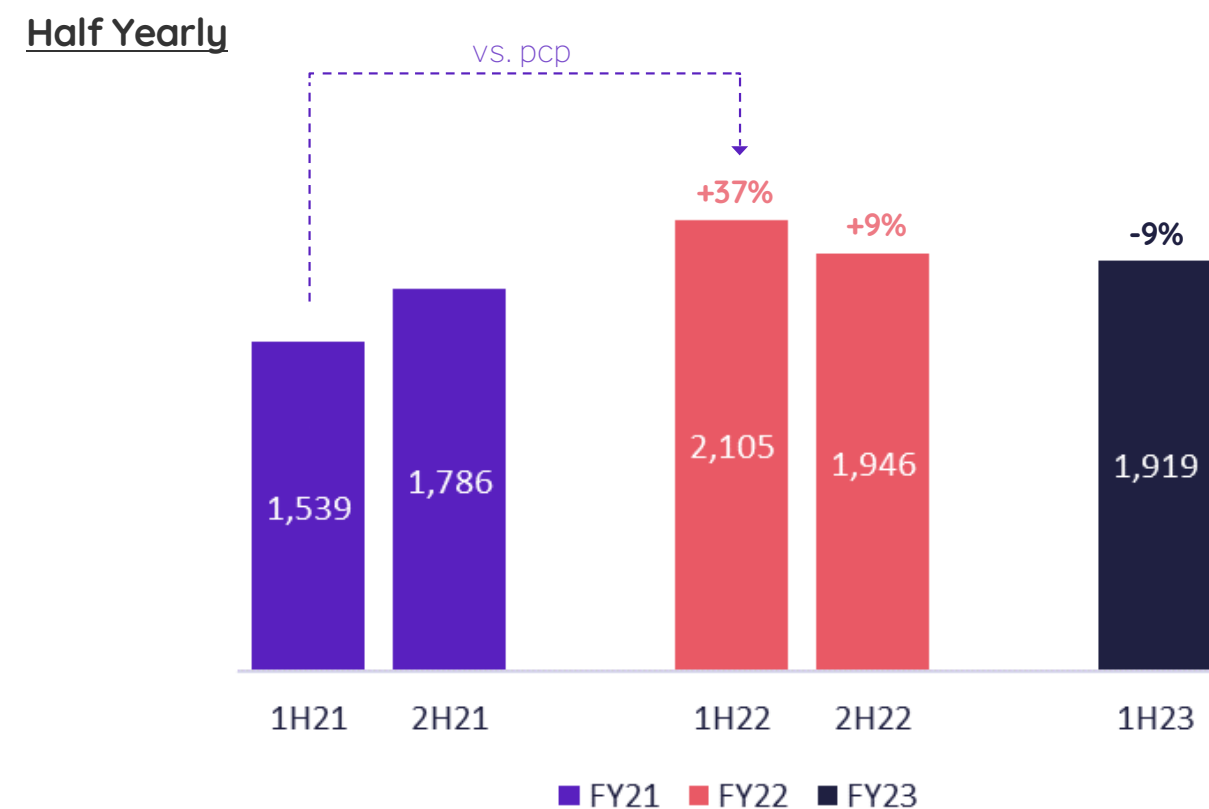
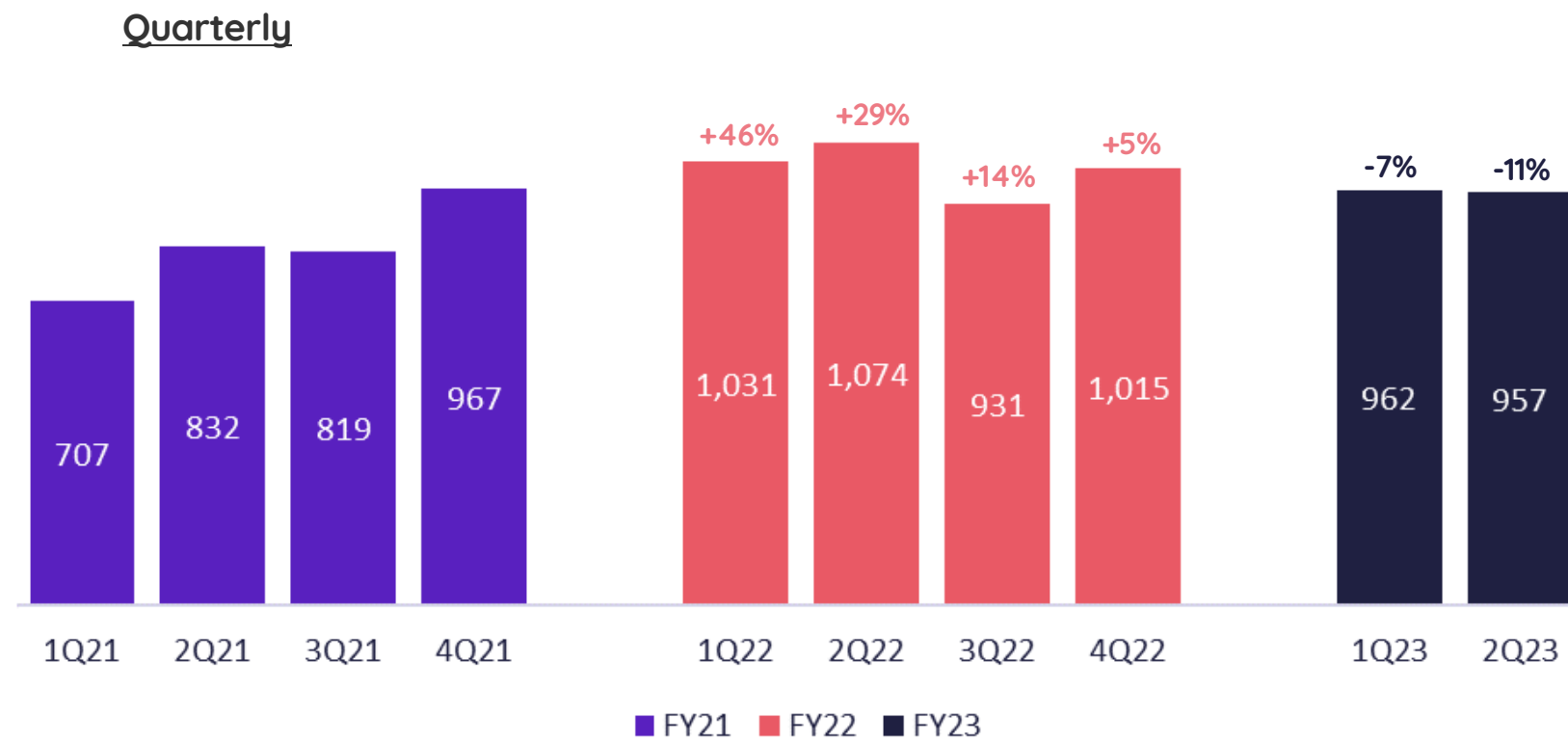
- Consistent EBITDA alongside working capital inflow provided incremental operating cash flow +\$14m vs 1H22
- NWC movement in 1H22 was artificially negative due to timing of payments of IPO-related costs
- Incremental 1H23 operating cash flow facilitated c.\$90m investment on growth initiatives and M&A
- FCF conversion of 42%, +13% vs 1H22

Notes:
1. 1H21 EBITDA results include an additional \$3.2m “public company costs” added back into pre-IPO opex to be comparable to 1H22 and 1H23

Trading Update & Outlook



Comparison of PEXA Exchange volumes (000s)



Volumes

- > Exchange volumes performed in line with guidance given at the AGM
- > Volumes have been relatively stable on 2H22 but downside risk remains as interest rates rise and Australian economy slows

FY23 outlook

- > Exchange EBITDA margin to be maintained in 50% - 55% range
- > Continued investment in the core business, with Australian Exchange technology investment expected to be c.20% of revenue
- > Revenue diversification to grow, with 2H23 revenue from Optima Legal and .id expected to be >\$15m
- > Investing c.\$45m-\$50m in international expansion and c.\$20m-\$25m in PEXA Digital Growth (excl. M&A and related costs)
- > We are engaging positively with several UK lenders and remain focused on bringing these additional lenders on to the platform. The transformative Optima acquisition gives us the opportunity to explore how we can use an integrated offering to serve these lenders and the broader lender base that Optima supports
- > We expect that timing for onboarding further lenders may extend beyond this financial year as we work through the best way to serve this broader lender base through our expanded offering

In closing

Continuing to execute on clearly articulated strategy, delivering strong outcomes for customers in Australia and UK

ENHANCE

- > Exchange revenue broadly in line with second half of FY22 with growth in refinance volumes offsetting lower transfers
- > Disciplined cost management resulted in lower Exchange opex vs 2H22, with further work underway to drive efficiencies
- > Resilient and reliable PEXA Exchange delivered 100% uptime in core hours

EXTEND

- > New revenue sources in place with additional offers coming to market
- > Good progress to tap into new value pools and customer segments
- > Integration of acquired business progressing well

EXPAND

- > Platform build and release continues to progress well
- > Optima Legal integration progressing well
- > Building relationships with industry stakeholders including regulators

EVOLVE

- > Continued engagement with our people, with PEXA an employer of choice
- > Valued community partnerships, particularly in housing affordability
- > Commercial partnerships with influential thought leaders





Q&A

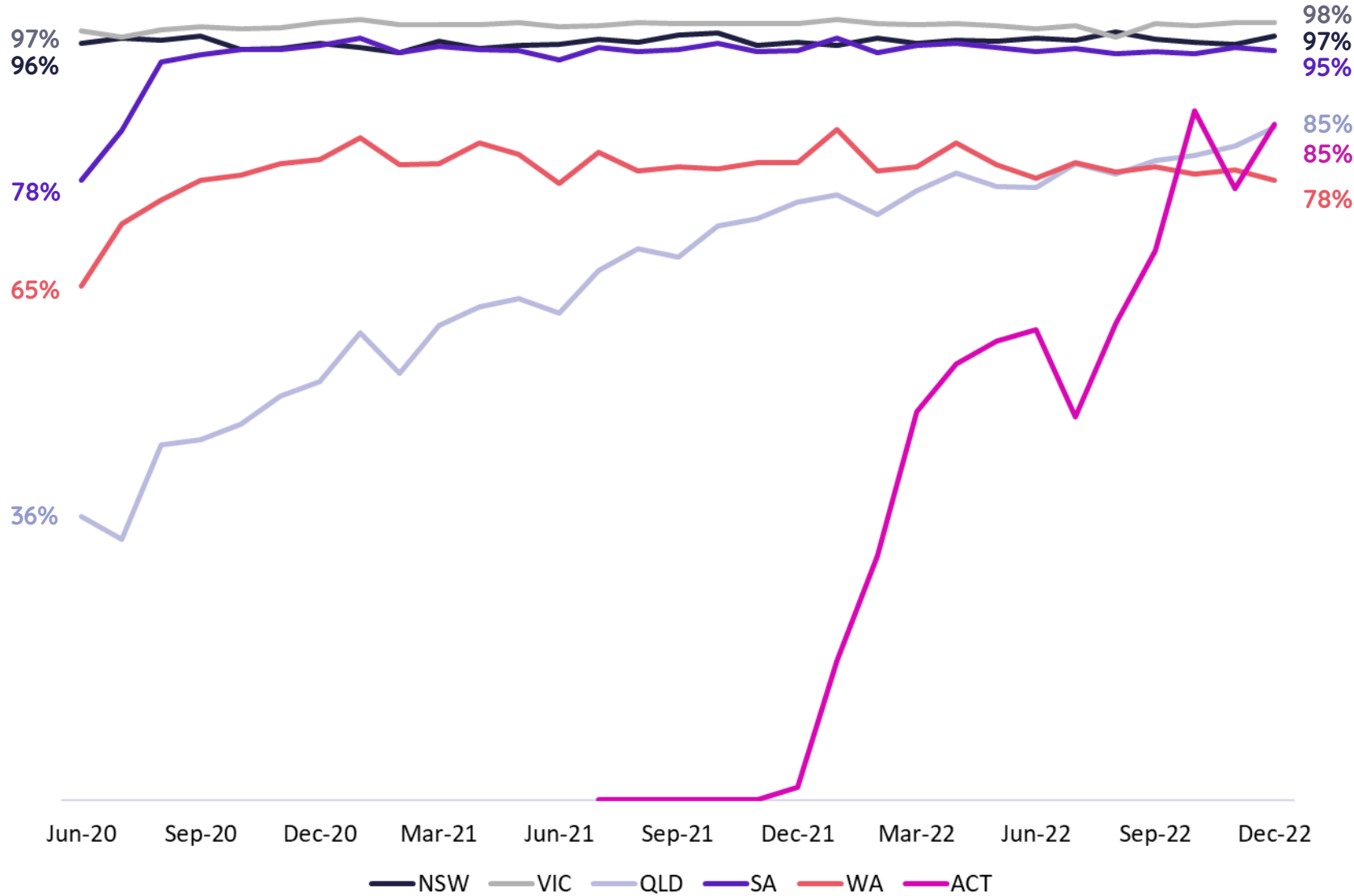


Appendix

ENHANCE: PEXA Exchange – both QLD & ACT achieving 85% Transfer market penetration in December 2022



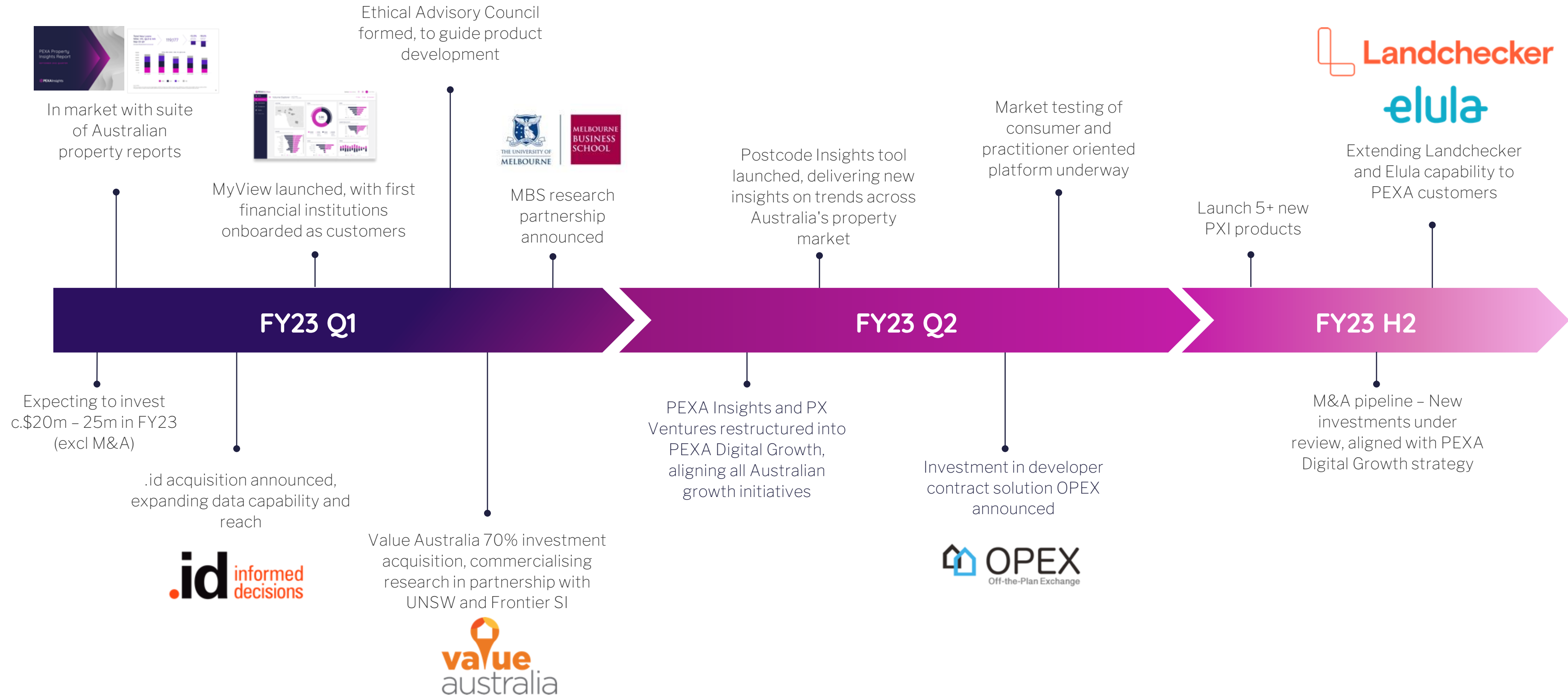
Transfer penetration by jurisdiction (% of transfers lodged via PEXA Exchange)¹



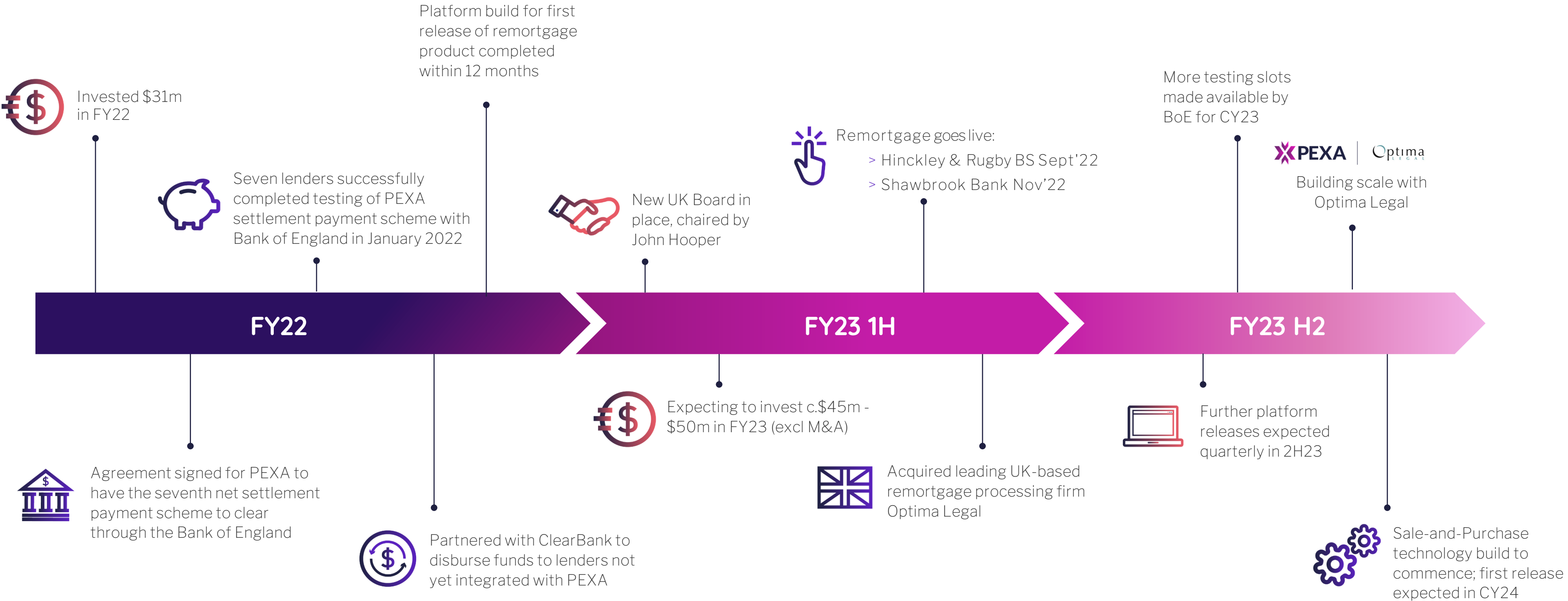
Notes:
 1. Based on market volume estimates from BIS Oxford Economics and PEXA Transfer volumes

<i>Primary Segments</i>	Government Developers	Developers Government	FIs	Practitioners Developers Agents
<i>Segment TAM (est. FY27)</i>	\$140m	\$250m	\$85m	
<i>Strategic Focus Area</i>	Demand for Place	Use and Value of Place	Efficient Journeys	
<i>Driving Question</i>	Where and how much do we invest given likely demand for place?	How do we optimise investment to maximise private and community value?	How as a business in a property value chain do we improve operational efficiency?	
<i>Team / Brand</i>	.id informed decisions	value australia	FI Solutions	Partner Solutions
<i>Enabling Data</i>	← PEXA Exchange with appropriate approvals, VAR and other data sources →			
<i>Distribution Channels</i>	← Relationship managers and sales teams, PEXA website, partners →			
<i>Partners</i>				

EXTEND: PEXA Digital Growth timeline



EXPAND: PEXA International timeline



Group Income statement by Segment



AUD (\$ millions)	1H22				1H23				V 1H22				
	EXCH ¹	PDG	INTL	PGL	EXCH	PDG	INTL	PGL	EXCH	PDG	INTL	PGL (\$)	PGL (%)
Revenue	144.9	0.6	-	145.5	135.1	4.0	1.8	140.9	(9.7)	3.4	1.8	(4.6)	(3%)
Cost of Sales	(17.6)	(0.3)	-	(18.0)	(16.3)	(1.0)	(0.2)	(17.5)	1.3	(0.7)	(0.2)	0.5	3%
Gross Margin	127.2	0.3	-	127.5	118.8	3.0	1.6	123.4	(8.4)	2.7	1.6	(4.1)	(3%)
Net Resource Costs	(27.4)	(2.2)	(3.2)	(32.9)	(28.8)	(7.7)	(7.9)	(44.4)	(1.4)	(5.5)	(4.7)	(11.5)	(35%)
Computer Costs	(7.9)	(0.1)	(0.3)	(8.3)	(8.2)	(0.8)	(1.7)	(10.7)	(0.3)	(0.7)	(1.4)	(2.4)	(29%)
Professional Fees	(2.6)	(0.2)	(1.1)	(3.9)	(4.0)	(2.3)	(1.6)	(7.8)	(1.3)	(2.1)	(0.5)	(4.0)	(103%)
T&E/S&M & G&A	(6.3)	(0.0)	(0.2)	(6.5)	(7.0)	(0.4)	(0.7)	(8.1)	(0.7)	(0.3)	(0.5)	(1.5)	(24%)
Operating Expenses	(44.2)	(2.5)	(4.8)	(51.5)	(48.0)	(11.2)	(11.9)	(71.0)	(3.7)	(8.7)	(7.1)	(19.5)	(38%)
Operating EBITDA	83.0	(2.3)	(4.8)	76.0	70.9	(8.2)	(10.3)	52.4	(12.1)	(6.0)	(5.5)	(23.6)	(31%)
<i>Operating EBITDA Margin (%)</i>	<i>57.3%</i>	<i>n.a</i>	<i>n.a</i>	<i>52.2%</i>	<i>52.4%</i>	<i>n.a</i>	<i>n.a</i>	<i>37.2%</i>					
Non-operating Expenses	(23.7)	-	-	(23.7)	(1.5)	(1.6)	(3.4)	(6.5)	22.2	(1.6)	(3.4)	17.2	73%
Unrealised FX	-	-	(0.1)	(0.1)	-	-	(0.3)	(0.3)	-	-	(0.2)	(0.2)	n.m.
Share of profit/(loss) from associates	-	-	-	-	-	(0.6)	-	(0.6)	-	(0.6)	-	(0.6)	n.m.
EBITDA	59.3	(2.3)	(4.8)	52.2	69.4	(10.5)	(13.9)	45.0	10.1	(8.2)	(9.1)	(7.3)	(14%)
Depreciation & Amortisation				(5.9)				(8.1)				(2.2)	(37%)
Acquired Amortisation				(28.2)				(28.0)				0.2	1%
EBIT				18.1				8.9				(9.2)	(51%)
Net Interest Income/(Expense)				(2.7)				(3.1)				(0.4)	(13%)
PBT				15.4				5.8				(9.6)	62%
Tax				(5.8)				(1.9)				3.9	67%
NPAT				9.7				4.0				(5.7)	(59%)
Acquired amortisation add-back (tax affected)				19.7				19.6				(0.1)	1%
NPATA				29.4				23.5				(5.9)	(20%)

Notes:

1. EXCH = PEXA AU Exchange, PDG = PEXA Digital Growth, INTL = PEXA International, PGL = PEXA Group Ltd

\$ millions

As at	30-Jun-22	31-Dec-22
Current assets		
Cash and cash equivalents	75.4	39.8
Other current assets	42.9	23.4
Total current assets	118.3	63.2
Non-current assets		
Intangible assets & goodwill	1,500.0	1,550.9
Investments	30.5	31.3
Other non-current assets	13.5	12.3
Total non-current assets	1,544.0	1,594.5
Total assets	1,662.3	1,657.8
Current liabilities		
Trade and other payables	(49.5)	(30.7)
Unearned revenues	-	(4.5)
Other current liabilities	(8.6)	(10.2)
Total current liabilities	(58.1)	(45.4)
Non-current liabilities		
Borrowings	(298.0)	(298.4)
Other non-current liabilities	(41.5)	(45.0)
Total non-current liabilities	(339.4)	(343.4)
Total liabilities	(397.6)	(388.9)
Net assets	1,264.7	1,268.9
Equity		
Contributed equity	1,268.4	1,267.3
Reserves	8.5	9.8
Accumulated losses	(12.1)	(8.2)
Total equity	1,264.7	1,268.9

vs Financial Year End

- > Cash and cash equivalents in Dec-22 below Jun-22 position following investment in Value Australia and the acquisitions of .id and Optima Legal.
- > Other current assets increase reflects a decrease in funds held as agent (normal seasonal trend).
- > Increase in intangible assets and goodwill reflect acquisitions noted above
- > Investments reflect those in Landchecker and Elula



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