

2023 AGM

PEXA Group | November 2023



Your Board of Directors



Mark Joiner
Independent Chairman



Glenn King
Group Managing Director &
Chief Executive Officer



Dr Kirstin Ferguson
Independent Non-Executive
Director



Melanie Willis
Independent Non-Executive
Director



Vivek Bhatia
Independent Non-Executive
Director



Paul Rickard
Non-Executive Director and
Commonwealth Bank of
Australia Nominee Director



Helen Silver
Independent Non-Executive
Director



Jeff Smith
Non-Executive Director and Link
Group Nominee Director



Chairperson's
address



Group Managing Director & CEO's address

Clear purpose and strategy

CONNECTING PEOPLE TO PLACE

PURPOSE

PRIORITIES



ENHANCE

We will enhance the core Exchange in Australia to build deeper customer relationships



EXTEND

We will provide innovative insights and digital services for customers, using near real-time data



EXPAND

We will bring digital property solutions to international jurisdictions, leveraging PEXA's experience in Australia



EVOLVE

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

VALUES



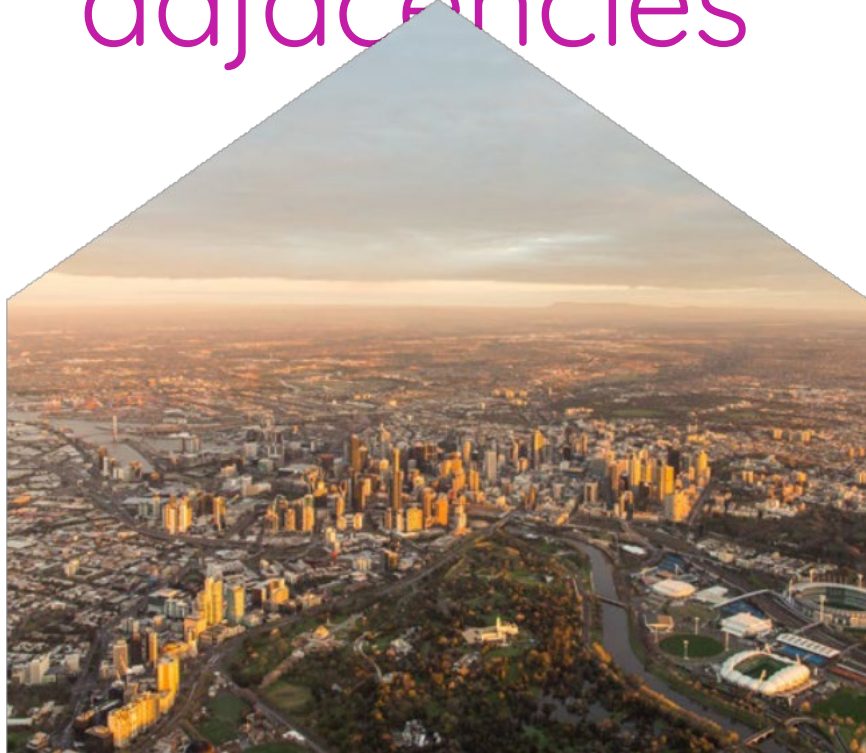
ORGANISATION



BRANDS



Solid result in slowing market - growing revenue in key adjacencies



PEXA Group

Business Revenue⁴

\$283m

▲ 1%

Operating EBITDA

\$99m

▼ 26%



PEXA Exchange

Business Revenue

\$263m

▼ 6%
✓ vs 10% market decline³

Margin¹

54%

▼ 1.0 ppt
✓ vs 50-55% target



PEXA Digital Growth

Business Revenue

\$12m

▲ 9x

Cashflow²

(\$22m)

✓ vs (\$20) - (\$25m) target



PEXA International

Business Revenue⁴

\$9m

✓ Initial revenue

Cashflow²

(\$51m)

✓ vs (\$50m) target

Note: Movements vs FY22





¹ Operating EBITDA / Revenue ² Operating EBITDA - Capex

³ Total market transaction volumes

⁴ Business Revenue includes \$1.7 million of interest income earned in connection with Optima Legal's revenues, which is not included in IFRS statutory revenue, but instead is included in interest income in the Statement of Comprehensive Income






ENHANCE: Australian Exchange delivering comprehensive coverage and integration

Critical infrastructure




-  **12,000+**
Families safely settling their homes (weekly)
-  **3.7m+**
Billing events (annually)
-  **\$814.5bn**
Value of properties settled on PEXA
-  **100%**
Uptime during business hours



Extensive integration & connection

-  **2** ATO
Reserve Bank of Australia
-  **6** Land Titles Offices
5 State Revenue Offices
-  **160+** Financial institutions
-  **10,000+** Practitioner firms
70+ Property developers
-  Equal access approach to API integration

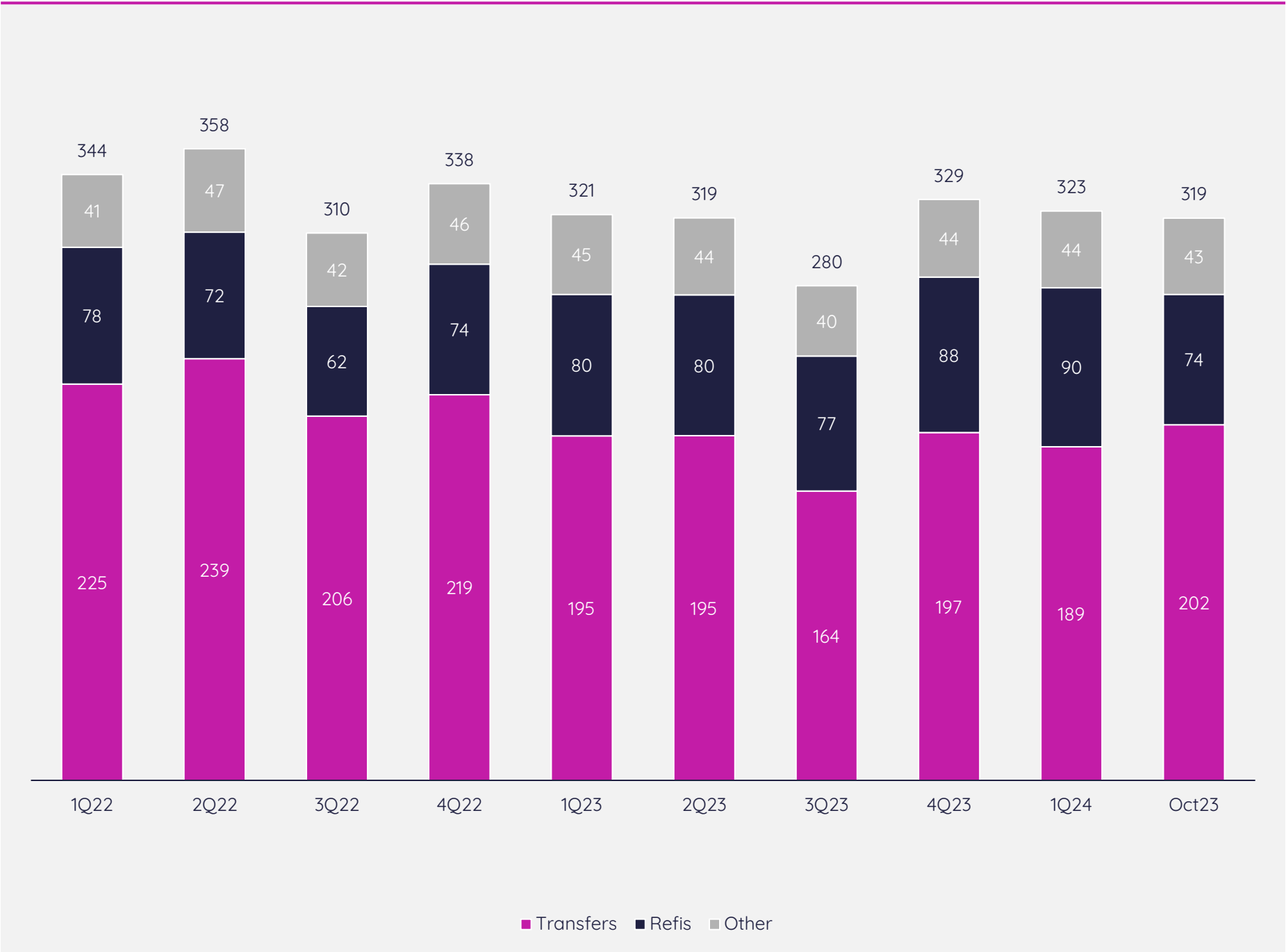
Leading market position

-  **88%** Exchange market share
-  **88%** Transfer market share
-  **99%** Refi market share

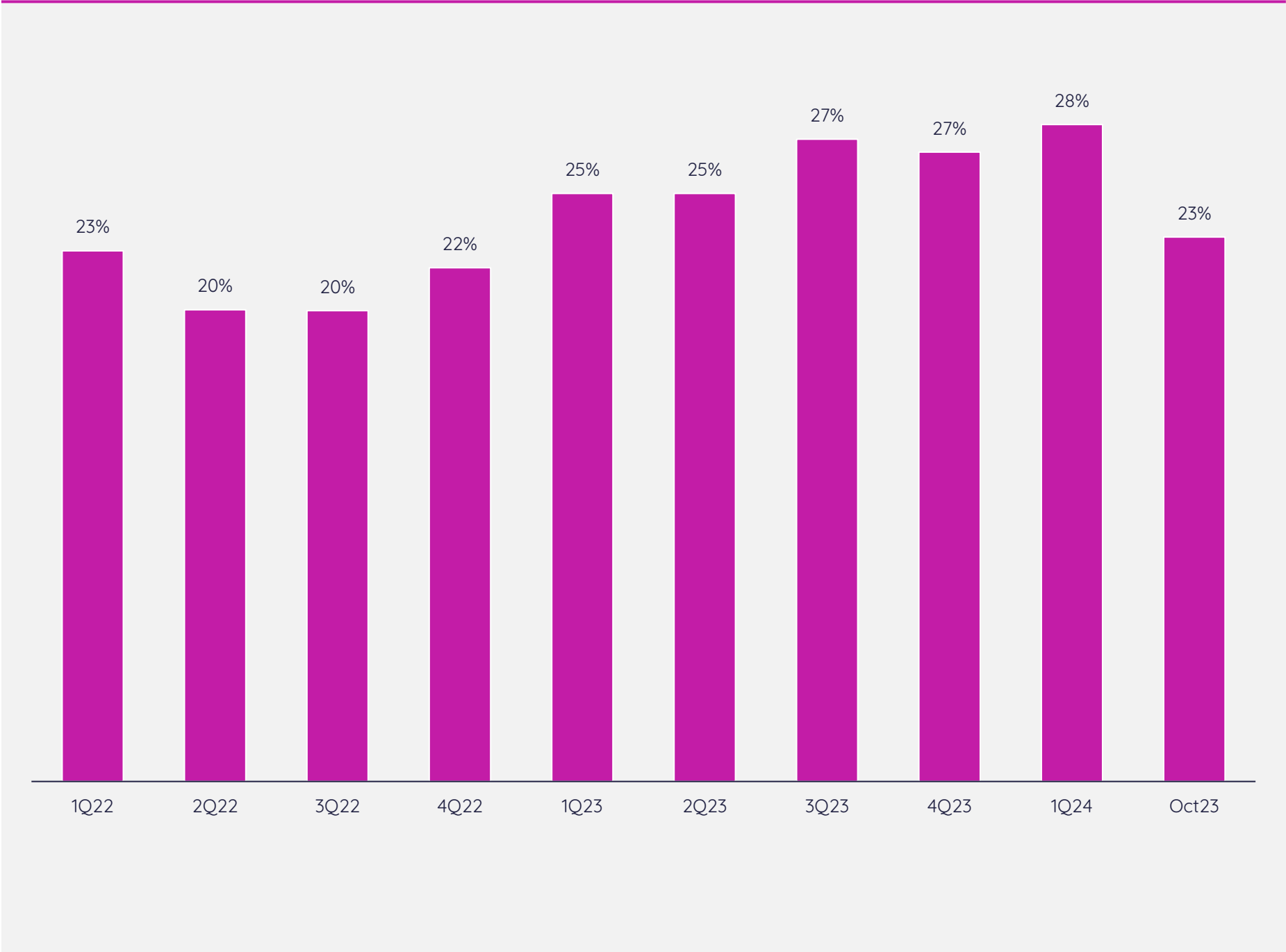
Note: Exchange metrics on this slide reflect the 12 months to 30 June 2023 / the position at the end of FY23

Exchange volumes and mix improved from lows in 3Q23





Exchange volumes: Monthly average per fiscal quarter (#'000)



Exchange refi mix: Monthly average per fiscal quarter (% of total)



EXTEND: Business provides leading solutions to key market issues

Use case	Demand for land	Use and value of land	Environmental and climate	Transaction effectiveness
TAM (\$m, 2027)	140	250	65	85
Customer problem	Where to invest	Optimising investment value	Reduce threats to value	Improve cost, churn, speed, service
Our solution				
Position	Leading provider of local area demographics and forecasts	Multi-award winning, AI-based generation 2.0 AVM	Leading provider of site level climate and hazards reporting	Unique PEXA data ¹ , service add-ons, and tools

¹ Subject to approval where required

UK proposition underway and developing

PEXA Pay



- Seventh BOE net settlement payment scheme
- The only payment scheme dedicated to property transactions in the UK
- 12 banks tested on this payment system

Product roadmap



- Remo proposition launched in Sep '22
- Further Remo functionality on track for Dec '23
- Sale and Purchase Release 1.0 delivery Dec '24

Partners



- Integrations with BOE and HMLR
- BOE Synchronisation Operator workshops



Lenders

- HRBS and Shawbrook on-boarded (over £13m of Remo's transacted)
- Good progress being made with Virgin Money, Metro Bank and Nottingham BS to explore implementation of PEXA



Optima Legal

- Remortgage market remains subdued
- All existing banks back and transacting with Optima
- Lloyds contract – increased volumes from Dec '23
- PEXA integration on track

Smoove



- Scheme approved by shareholders
- Expectation remains that transaction will close in 2Q23



Practitioners

- Muve and Pure Law on-boarded and transacting
- Dutton Gregory, PLS and The partnership signed

EVOLVE: Supporting our people and communities



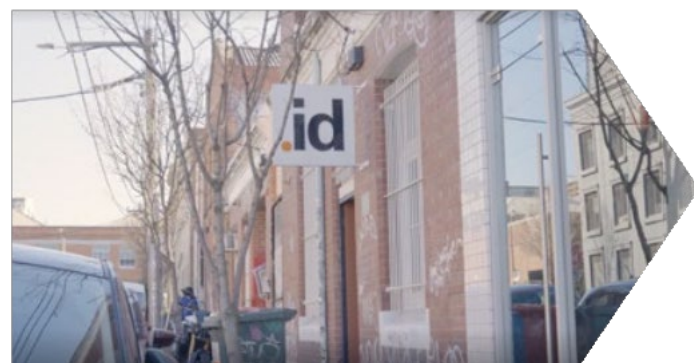
People

- > People engagement of **77%**
- > Staff **52%** female, with **38%** female leadership
- > Winner of HR Awards for **Employer of Choice** and finalist in 4 other categories
- > Launched **PEXA Academy** – innovative learning and development capability



Community

- > Uluru statement from the heart **commitment**
- > Partnerships and research to tackle housing affordability **supported**
- > Greenhouse gas reductions **on target** – independently audited



Partnerships

- > Women in Tech – **supporting and nurturing** diversity in the tech industry
- > University and NFP **collaboration** – UNSW, Frontier/SI, Victoria Uni, Melb Uni



FY24 guidance (ex-Smoove) maintained

		FY23 outcome	FY24 guidance
PEXA Exchange	Exchange margin ¹	54%	50-55%
Growth businesses	Operating cashflow ²	-\$73m	-\$70-\$80m
	Digital Growth break-even ³	n/a	June 2024
Group	Group margin ¹	35%	Above 35%

Guidance excludes impact of Smoove acquisition – update to be provided at 1H24 results

¹ Operating EBITDA / Business revenue

² Operating EBITDA – Capex for International and Digital Growth. Excludes material acquisitions and associated transaction and integration costs

³ Based on month in which Operating EBITDA becomes break-even



Thank you

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