



Half Year Results Presentation
H1 FY22

Summary



- Record half-year revenue, up 10% on prior comparative period
- Third consecutive half-year of positive EBITDA for Search business
- Increased adoption rate of key renter focussed products
- New RentPay platform gaining traction, strong agent interest
- Good progress towards partnering on additional RentPay features

**Renting is at the centre
of a huge cultural shift
in how Australians live
their lives.**

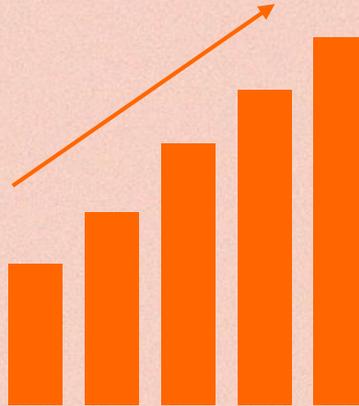
The last decade has seen renters become a very influential group

1. Huge consumer segment



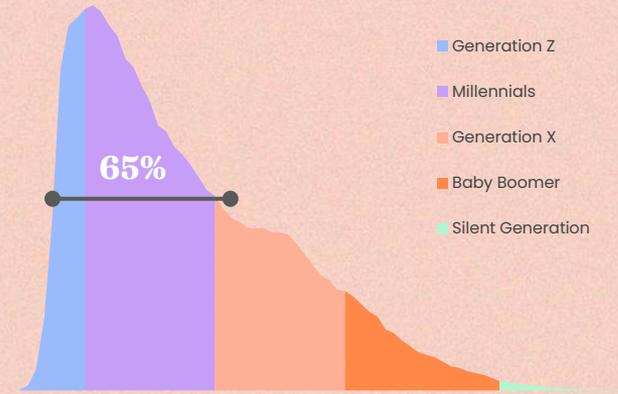
across 2.6 million renter households^{\$}

2. Fastest growing housing segment



% of renter households in Australia^{\$}

3. Most people under 40 are renters



Age Distribution of Rent.com.au Customers[†]

At Rent, we believe Australia's renters deserve better.

Renting is fast becoming the preferred choice for many people and is a segment without a champion...

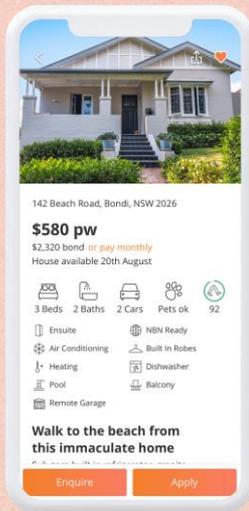
so we exist to make renting rewarding.

We're using technology to improve every part of the renting journey...



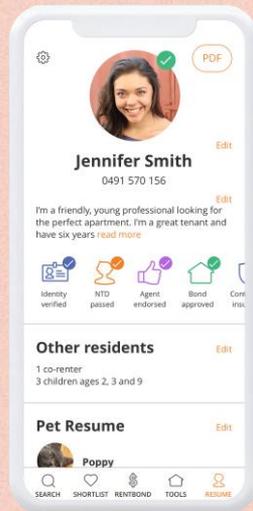
Property Listings

With pro-renter search filters like walkability



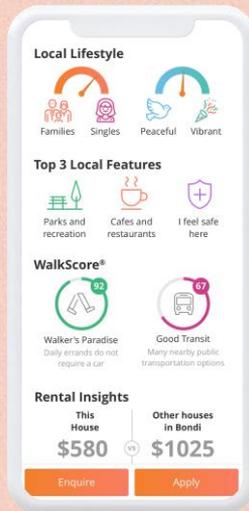
Renter Resume

Helping renters stand out from the rest



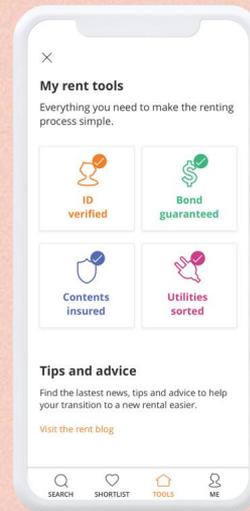
Suburb Ratings

Over 500k renter reviews



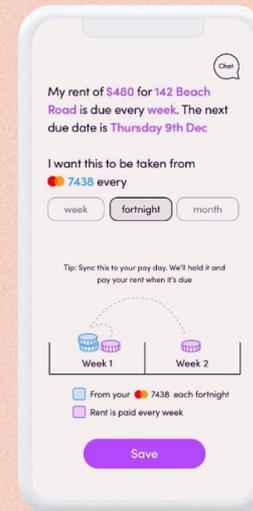
Renter Products

Clever solutions for renter pain points



RentPay

Makes rent money work for renters



... and in the process, building the largest dedicated renting community in Australia



#1
app store

Top rated real estate app

700
thousand

Unique visitors each month

1.28
million

Renter Resumes have been created

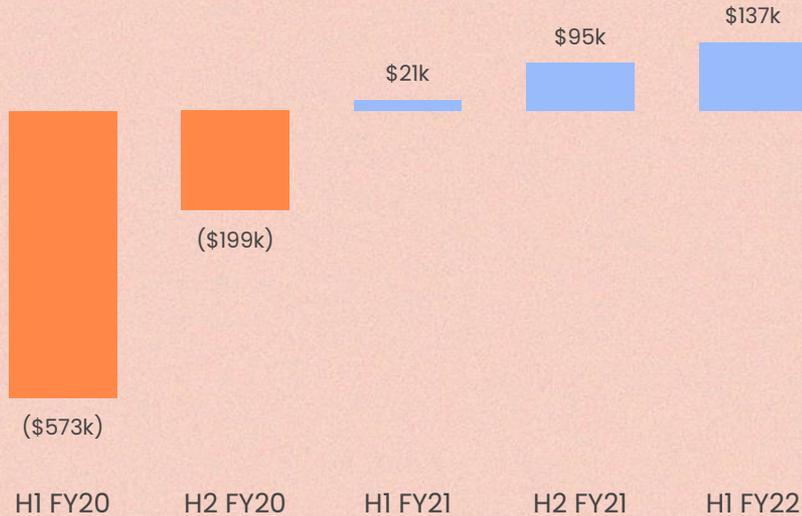
450
thousand

Active newsletter subscribers

Our core “Search” business is now consistently profitable ...



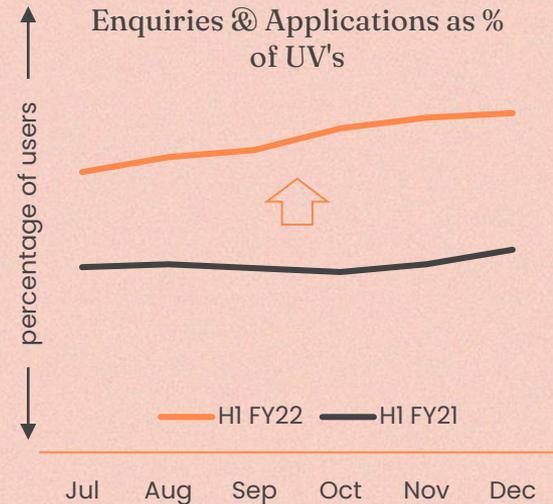
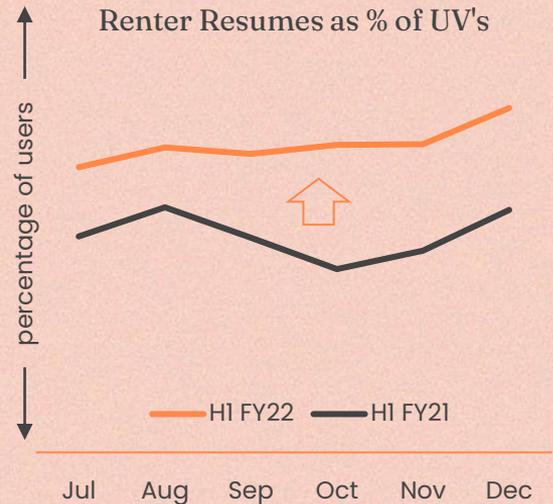
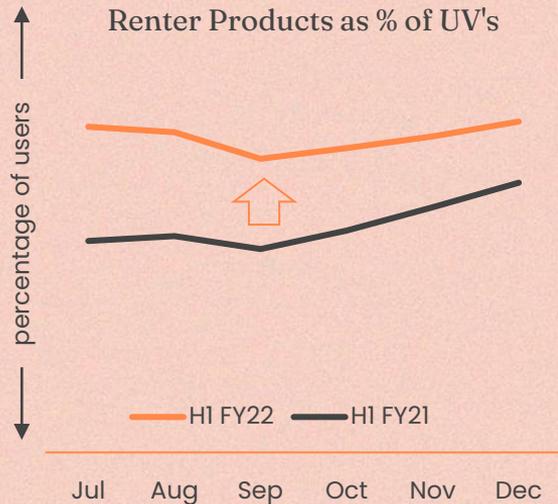
EBITDA from Search[†]



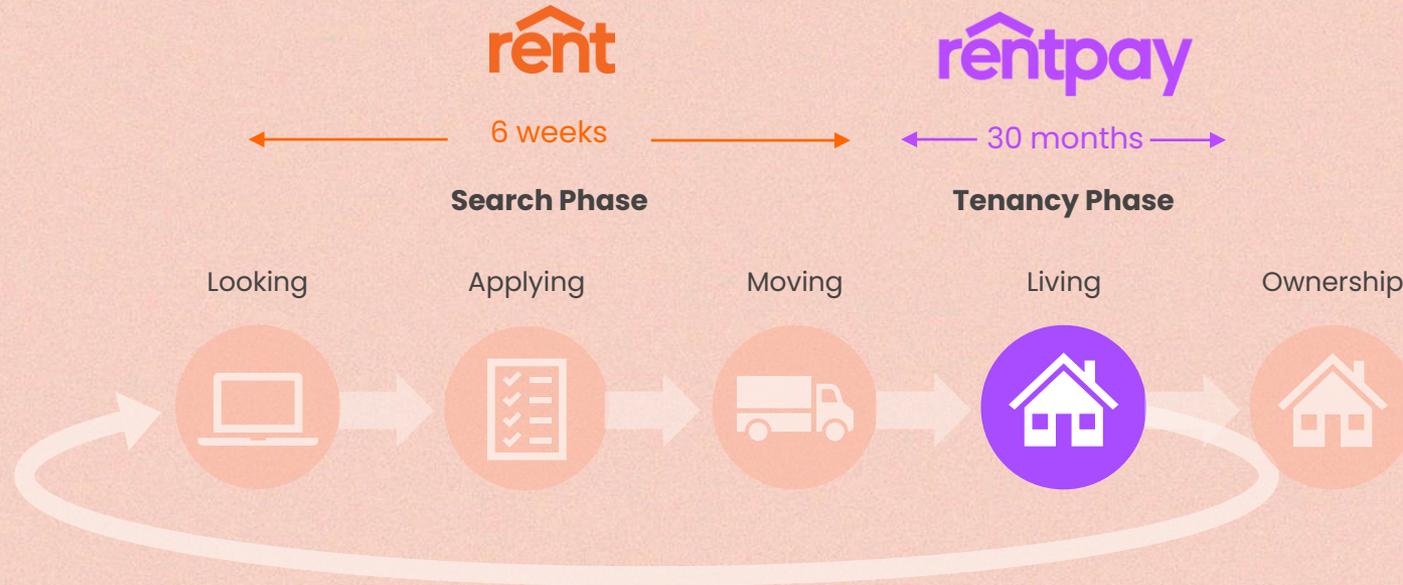
- Record half-year revenue, up 10% on prior year
- Renter Product adoption rates have improved, helping renters stand out in a tight market
- Strong Advertising Revenue growth benefitting from buoyant home ownership market
- Ongoing management of overheads to deliver further EBITDA improvement
- Aiming to extend product offering across telco, moving services, and finance (mortgage)

[†] Group EBITDA excluding RentPay business unit

...with increasing numbers of renters using our products and services to make their renting process easier.



Now we're tackling the significant opportunity that is the "Tenancy" period



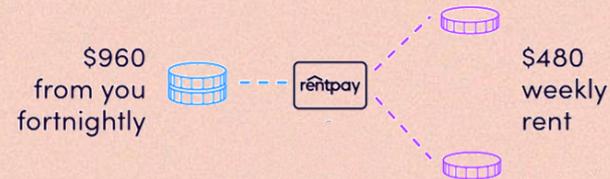
a **20x** greater addressable market in terms of value, duration and number of people

Starting with innovating rental payments: by allowing renters to pay when they want,

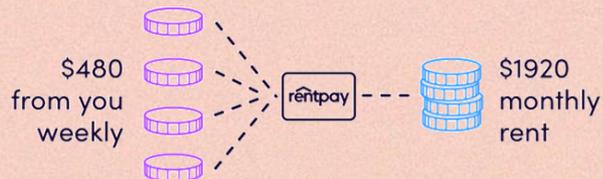
Example: I am paid monthly, but rent is due weekly



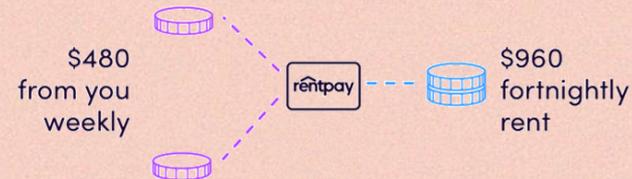
Example: I am paid fortnightly, but rent is due weekly



Example: I am paid weekly, but rent is due monthly

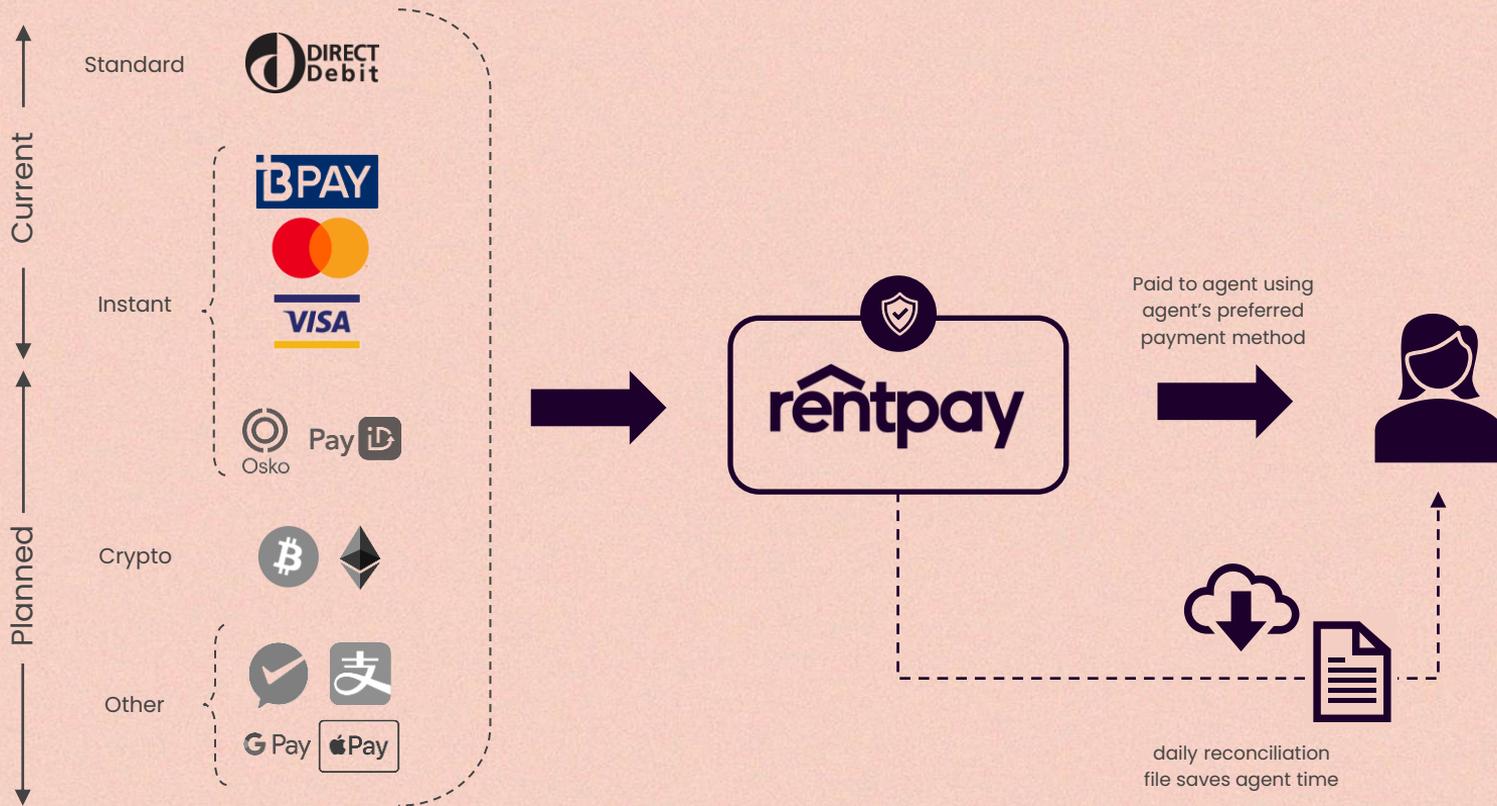


Example: I am paid weekly, but rent is due fortnightly



There are nine possible timing combinations of being paid vs rent due,
and all are currently being used by renters on the platform

by providing choice and new ways to pay,



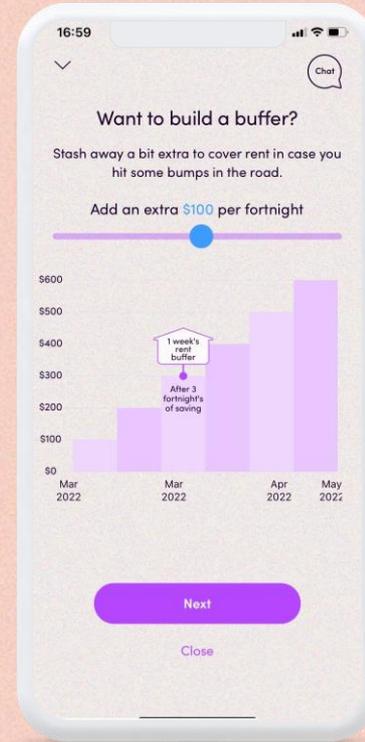
by introducing unique features for renters,



Most popular feature
~60% adoption rate



2% of people have used,
average drawdown \$241



Average wallet buffer
of \$100

and by extending into other areas where we can make rent money work for renters.



Electricity & Gas



Internet



Mortgages



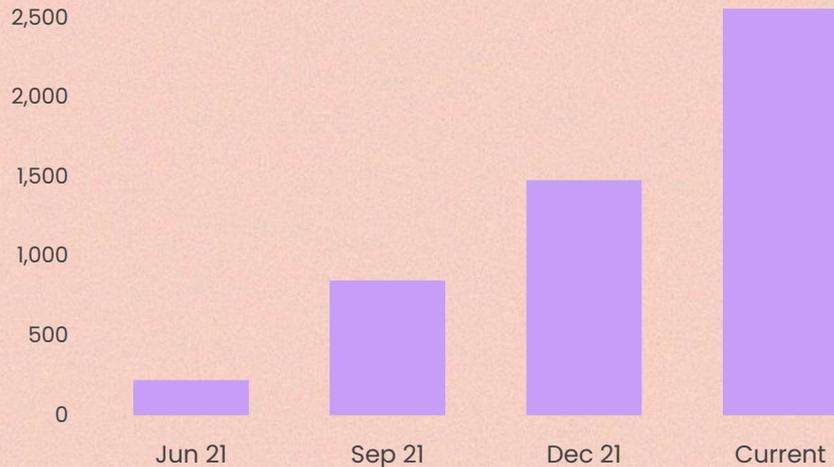
Savings

- Negotiating group discounts on the biggest household costs to benefit renters
- Rewarding good renters by incrementing credit scores, mortgage discounts/deals
- Breaking down large bi-monthly and quarterly bills into smaller, manageable chunks
- Aligning bill payments with rent (take it out on payday so I don't need to worry about it)
- Providing investment/savings opportunities – growing the average wallet balance

Still early days, good progress being made



Active RentPay Customers



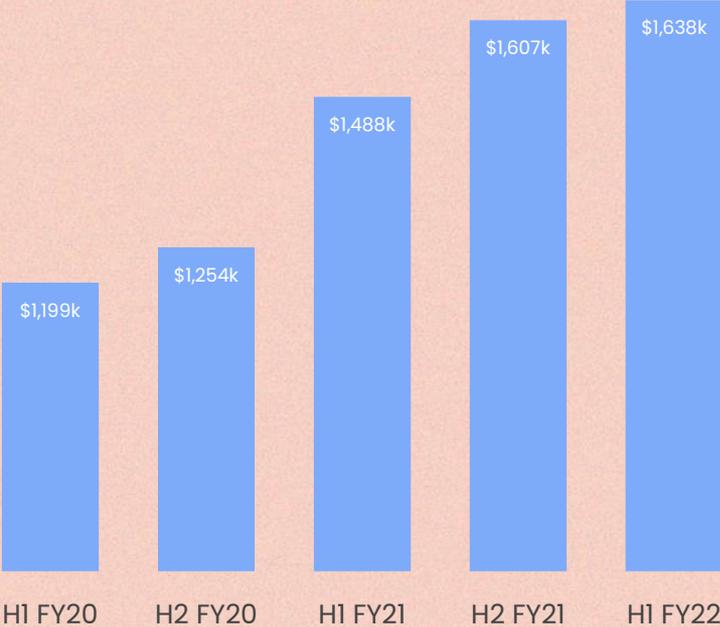
- Processing >\$1 million in rental payments a week
- Aggregate daily wallet balances of >\$300,000
- Customer feedback driving product improvement
- New UX flows + enhanced features in development
- Onboarding real estate agents' rent rolls has commenced – Rental Management Australia (~7,000 tenants) commencing late-Feb 2022

Financial Results

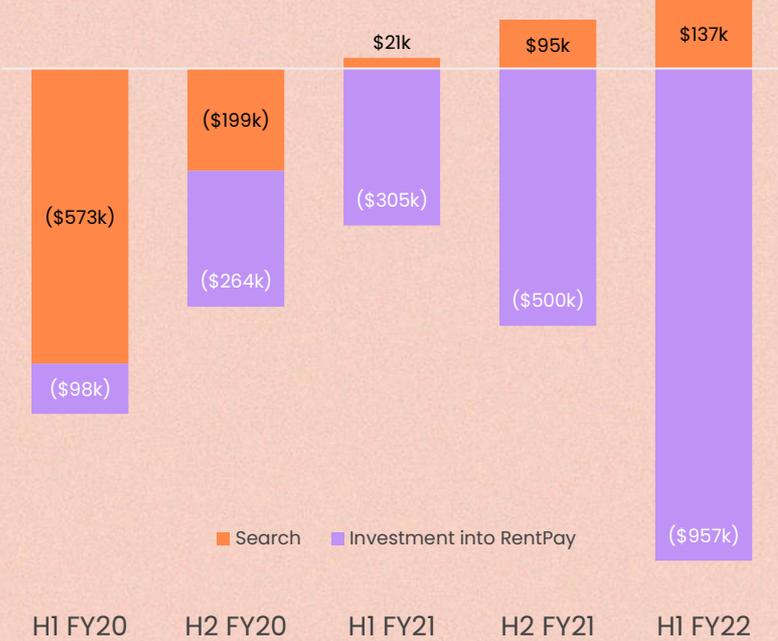
Financial Results



RNT Group Revenue



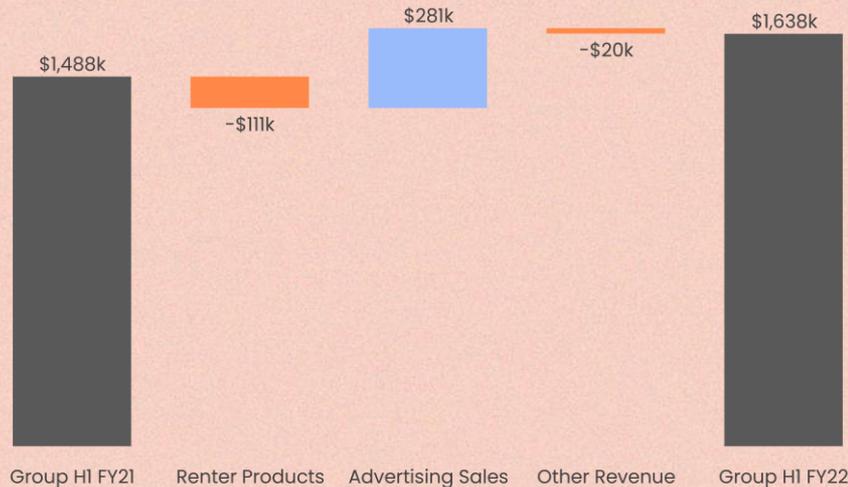
RNT Group EBITDA



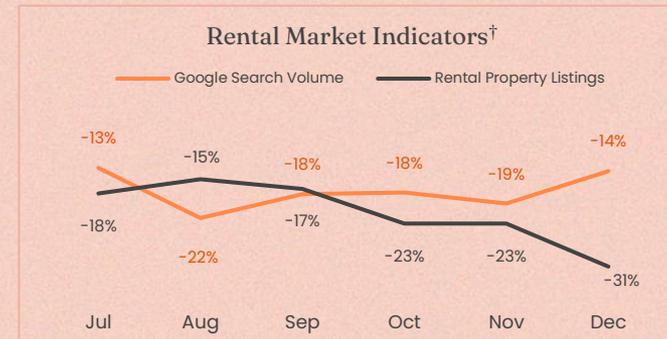
Financial Results – Record Revenue



Revenue Analysis



- Improved adoption rate of Renter Products, helping renters in a tight market with both fewer properties available and people looking to move



- Advertising Sales growth underpinned by longer duration agreements in the property sector

† Sources: Google search volume = Google and Rental property listings = analysis of rent.com.au and realestate.com.au total rental property listings

Financial Results - EBITDA



EBITDA Reconciliation



- Continued improvement in "Search" EBITDA driven by revenue increases and disciplined overhead cost management
- New RentPay platform released into the market late in H2 FY21 = increased marketing (\$247k) and operating costs (\$405k)
- RentPay platform not yet at scale, operating costs expected to increase at slower rate than revenue

Outlook for 2022

Outlook



- RentPay positioned for accelerated growth:
 - New customer-informed UX being rolled out – simple, secure and new features
 - Positive engagement with real estate agents to onboard rent rolls
 - Increasing marketing across both RentPay and Rent.com.au
- Increased product adoption by Rent.com.au users, with an expected increase in activity from post-COVID opening up (internal/overseas migration, etc.) in 2022
- Discussions with potential new/existing partners progressing well across utilities, finance, and related areas
- Industry consolidation provides opportunities to accelerate growth through collaboration or acquisition – maintaining a watching brief

Appendices

Corporate Information[†]

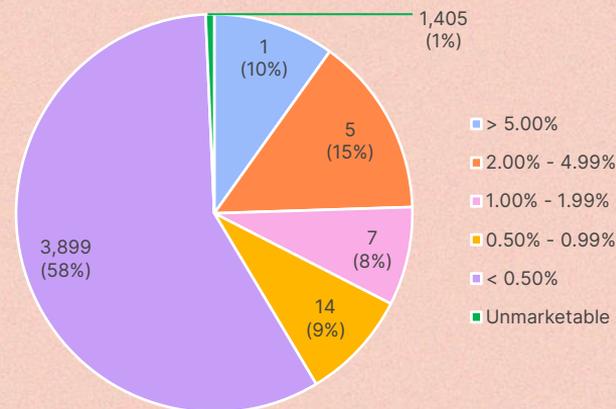


Financial information	
Share price (31 January 2022)	\$0.060
Ordinary shares on issue	439.9m
Market capitalisation	\$26.4m
Cash on hand (31 January 2022)	\$3.6m
Enterprise Value	\$22.8m

Top shareholders	%
Bevan Slattery (HNW – holder since 2021)	9.9%
Greg Bader (CEO – holder since 2016)	4.5%
John Wood (Director – holder pre-IPO)	3.5%
Jason Carroll (HNW – holder since 2016)	2.9%
Garry Garside (Director – holder pre-IPO)	2.2%

Other	Exercise	Vest	Expiry	Number
Remuneration Rights (CEO, COO)		Jun-22	Jul-22	333,333
Options (Directors)	\$0.10 - \$0.15	Nov-23	Nov-25	7,200,000
Performance Rights (LTI)		Jun-23	Jul-23	11,475,000
Performance Rights (LTI)		Jun-23	Jul-23	7,875,000

Shareholding Distribution



[†] As at 31 January 2022

Seasoned Board

Garry Garside



Non-Executive Chairman

- Experienced property developer and investor
- Founded Prime Health Group before merging it with Westpoint Healthcare to form Endeavour Healthcare
- MBA (University of WA)

Sam McDonagh



Non-Executive Director

- 20+ years experience in senior management roles including Airbnb, eBay, and iiNet
- Non-Executive Director of Tic Toc Homeloans
- Chartered Accountant and experienced marketer

Phil Warren



Non-Executive Director

- 20+ years in corporate/advisory roles with ASX listed companies
- Managing Director of corporate advisory firm Grange Consulting, Chartered Accountant
- Non-Executive Director of Family Zone Cyber Safety Ltd, Anax Metals Ltd and Killi Resources Ltd

John Wood



Non-Executive Director

- Extensive experience in retail, property, sales and marketing, business management and tourism
- Founder & National Acquisitions Manager of National Lifestyle Villages
- Former Rothwell's Young Entrepreneur Award winner

Experienced Management Team

Greg Bader



Chief Executive Officer

- 20+ years proven success as a senior executive in rapidly growing technology businesses
- Former senior executive at iiNet, where he grew business services revenue to over \$200m
- MSc/MBA (Murdoch University)

Jan Ferreira



Chief Operating Officer / Chief Financial Officer

- 20+ years in senior roles across rapidly growing ASX-listed finance and technology businesses
- Operational experience in leading consumer lending, sales and customer care teams
- CPA (Australia), Chartered Management Accountant (UK)

Hayley Parker



General Manager - Marketing

- Seasoned strategic marketing leader building strong brands including Chase Bank, J.P. Morgan, eToro, NAB and Kmart
- Award winning strategy director at Droga5 in New York
- BCom / BA – Marketing, Management, Psychology (UWA)

Lee Swanson



Head of Development

- 20+ years experience in software development, across number of industries including marketing and finance.
- While with Commonwealth Bank, led design and development of financial systems including loan application processing, internet banking and mobile banking applications.

Sandra Antipas



Head of Customer Service

- 20+ years experience leading customer facing teams in technology and finance businesses
- Previous an Operations Manager with ASX-listed businesses ThinkSmart and Flexigroup (now Humm ASX.HUM)
- Sandra is committed to providing amazing Customer Service experiences to the renting community

Thank you

Contact:

investors@rent.com.au

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