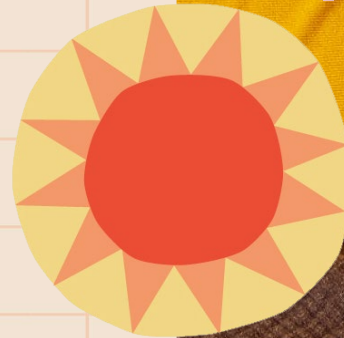


rent.com.au

FY22 FULL YEAR RESULTS

29 AUGUST 2022

ASX: RNT



- Record full-year revenue, up 9% on prior comparative period
- Second consecutive year of positive EBITDA for Search business
- RentPay experience and customer proposition significantly enhanced
- Ready to tackle 2.5m household addressable market
- New strategic partnership with Origin to deliver additional revenue stream

WE EXIST TO MAKE RENTING REWARDING

Renting is at the centre of a huge cultural shift in how Australians live their lives, yet it is a segment without a champion.

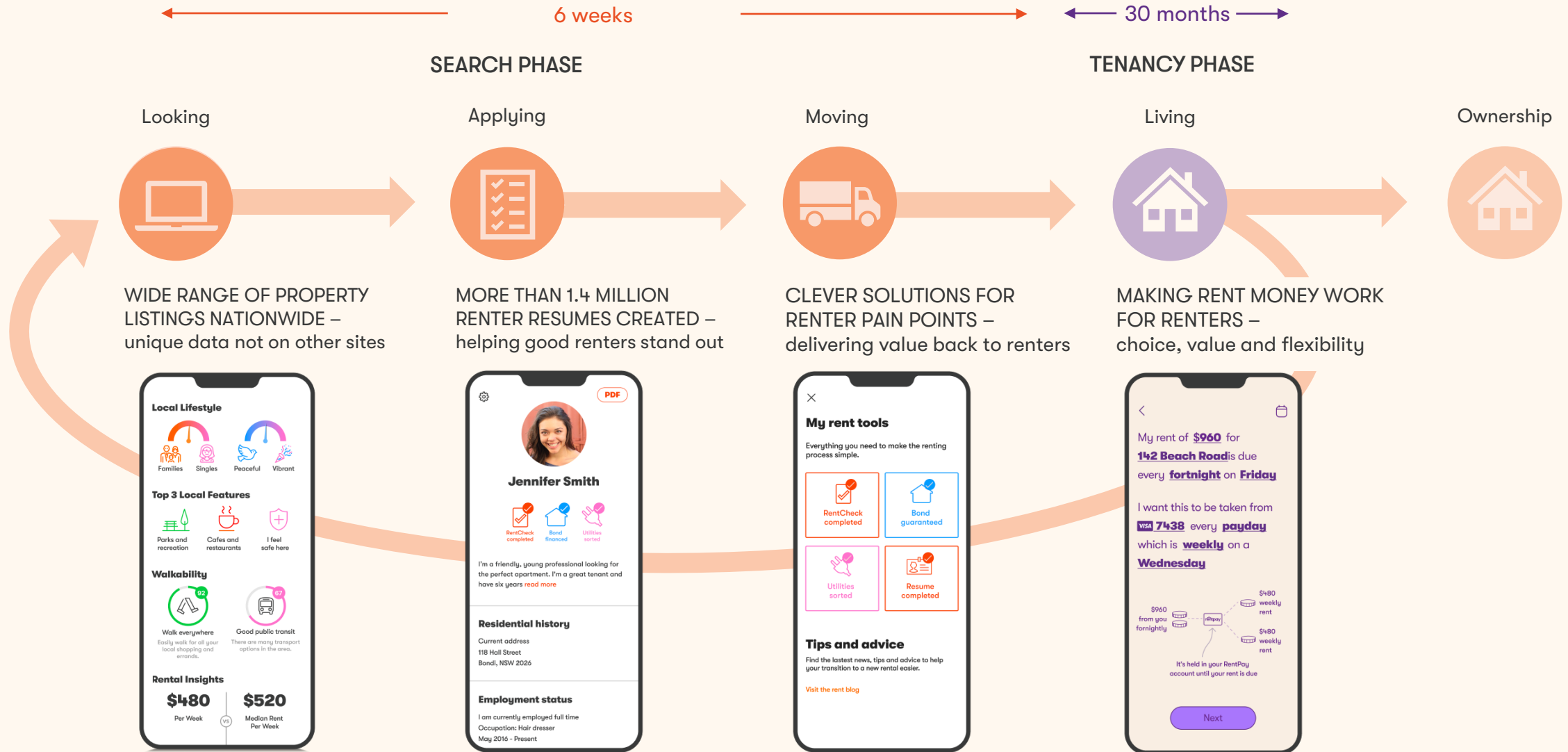
We believe Australia's renters deserve better, so we're determined to be the champion they need.



32% OF AUSSIES RENT

65% ARE UNDER 40 YEARS OLD

IMPROVING THE ENTIRE RENTING JOURNEY



1

app store

Top rated real estate app (Apple & Google)

~ 700

thousand

Average monthly unique visitors

1.4

million

Renter Resumes have been created

450

thousand

Active newsletter subscribers

150

thousand

Average enquiries and applications per month

We have built Australia's largest dedicated renting community, providing properties, process and advice to thousands of people every day

Great app!

★★★★★

2 May

-[kurt23]-

Easy to use, very user friendly! My fave real estate app!

RENTPAY - HOORAY!!!

★★★★★

1 Jul

nkoangel

Absolutely awesome app that works seamlessly and takes the stress of paying rent completely out of my hands. So easy to set up and navigate through the app but if you do need any assistance their customer service staff are always very friendly and helpful.

RentPay is intuitive and helpful - Excel... 9 Aug

★★★★★

Yippon

RentPay is an excellent way to ensure I never miss my rental payment. Score builder is a great way to improve my financial standing just by paying rent!

10/10

★★★★★

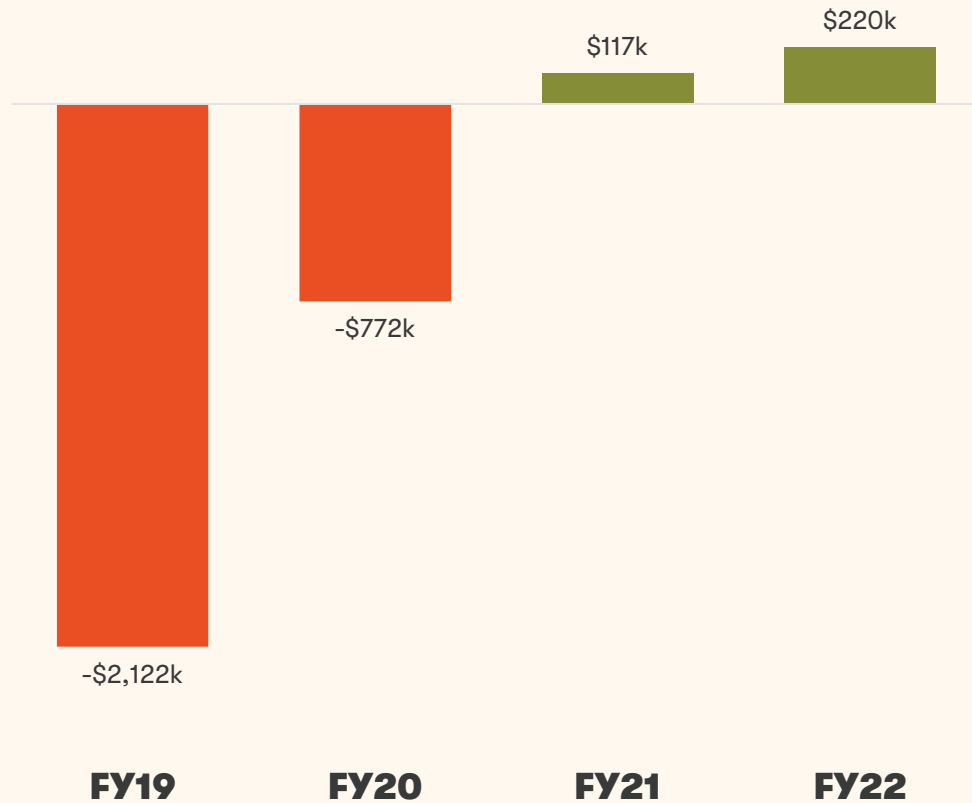
17 Jul

vilomena

Easy access, just search what area you want and all the available house will show up. Awesome app highly recommend it

CORE BUSINESS CONSISTENTLY PROFITABLE

EBITDA FROM SEARCH[†]



- Record 'Search' revenue, up 10% on prior year
- Adoption rates of 'Search' products have improved year over year, helping renters stand out in a tight market
- Advertising Revenue growth driven by home builder segment and emerging partnerships in key verticals
- Ongoing overhead cost management supporting further EBITDA improvement

NOW WE TACKLE TENANCY WITH RENTPAY



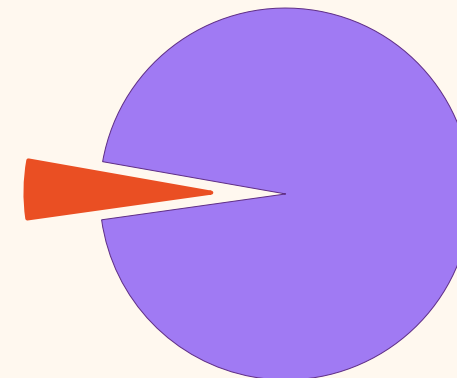
The tenancy period provides a x20 greater addressable market in terms of value, duration and people

- Provides a recurring (annuity) style income stream
- Longer period to engage with our customer
- Opens up a new range of product and service opportunities

RENTING POPULATION, PHASES OF OCCUPANCY

SEARCH PHASE

5%

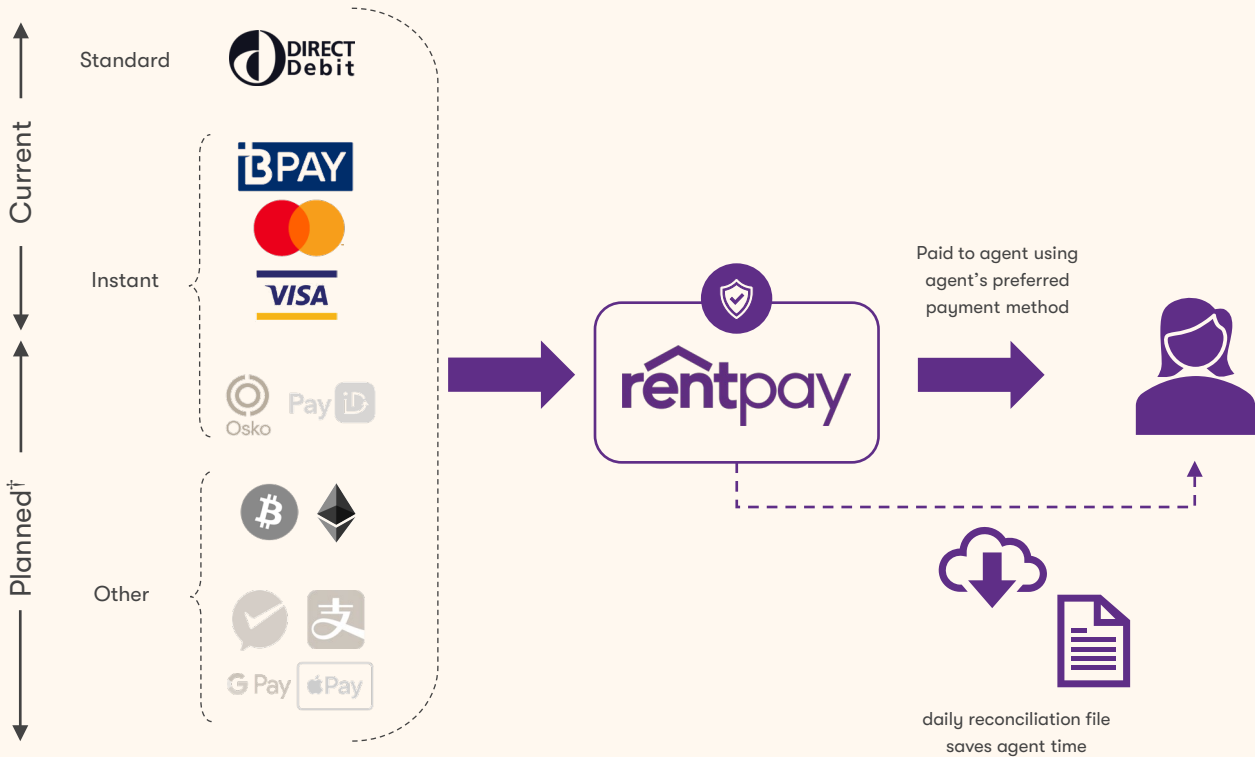


TENANCY PHASE

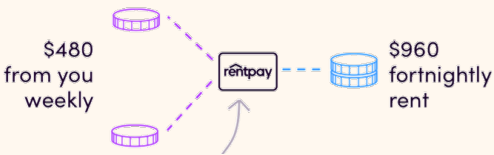
95%

PAYMENT METHODS

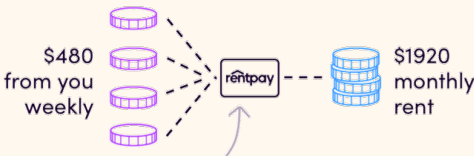
PAYMENT TIMING



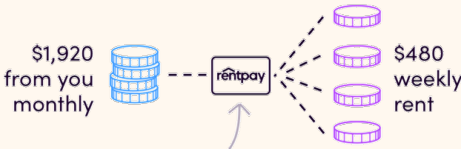
Example: I am paid weekly, but rent is due fortnightly



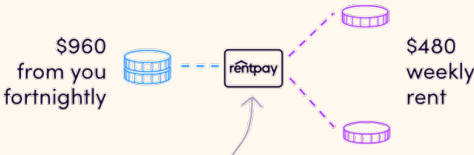
Example: I am paid weekly, but rent is due monthly



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



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



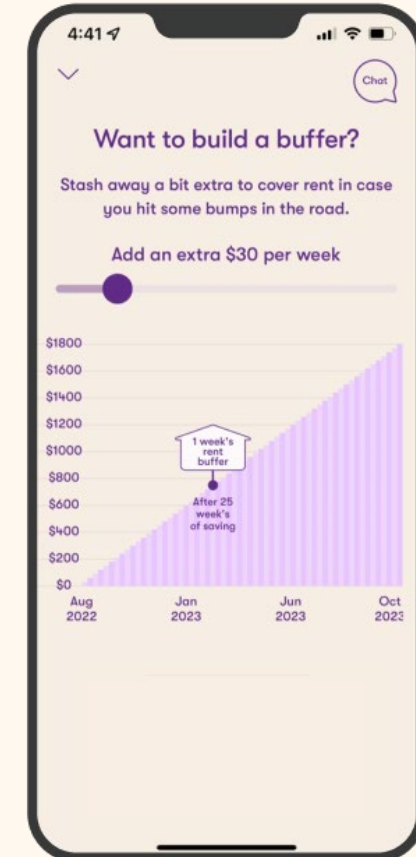
BUILDING STATUS AND RECOGNITION



Most popular feature
~70% adoption rate



2% of people have used,
average balance \$201



Average wallet buffer
of \$500

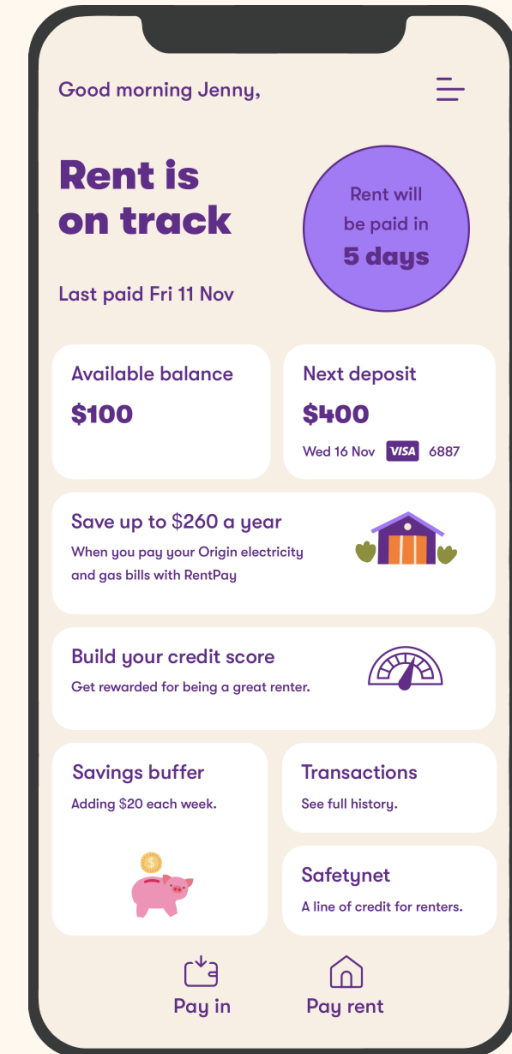
BILL SMOOTHING WITH ORIGIN

The first of our “harness the power of renting” products

1. Renters are already great at making regular payments (their rent)
2. Bundling in extra \$ towards your Origin account is as easy as a few clicks
3. Credits straight back to your wallet each payment cycle

Delivers real savings to Renters of up to \$260¹ per annum

Or to put that into our language – that’s the equivalent of \$5 off your weekly rent



MAKING RENT MONEY WORK HARDER



Electricity & Gas



Rewards



Mortgages

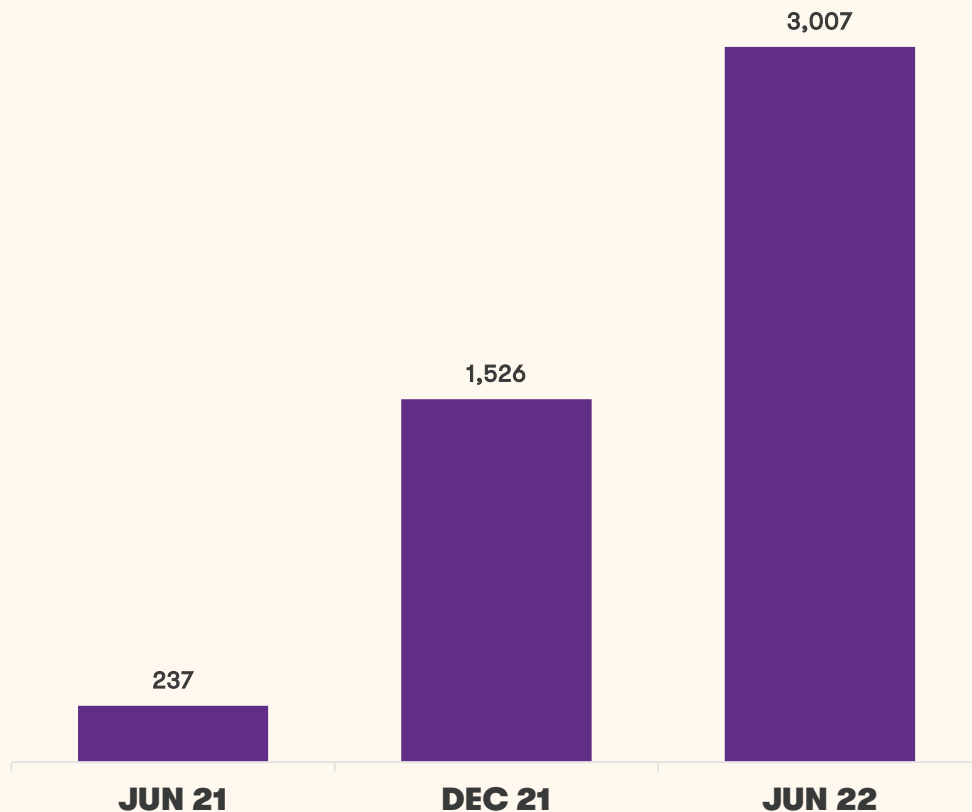


Savings

We will continue to harness the collective power that renters have and deliver incremental value to them for doing what they must do anyway – pay rent.

- ✓ Strategic partnership with Origin Energy, expected to be 'live' from Q2 FY23
- Promising early-stage discussions in the mortgage space
- Growing aggregate wallet balance – unlocks new financial product opportunities
- Partnership models around rewards, trading and insurances

ACTIVE RENTPAY CUSTOMERS



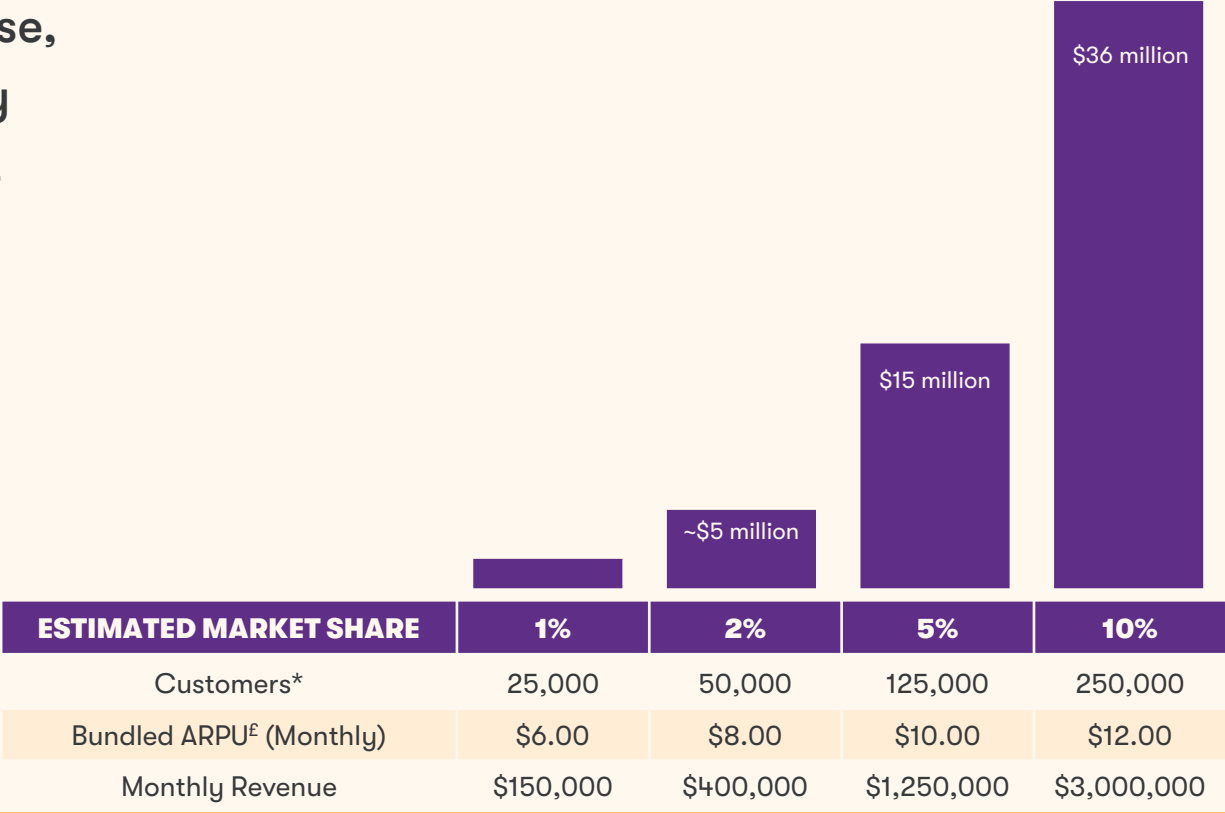
Significant efforts over the last 12 months to optimise RentPay, the new Bill Smoothing feature to be the catalyst to commence marketing

- Currently more than \$1.25 million of rent paid per week
- Intuitive new onboarding flow has delivered a 75% improvement in completion rate
- Several small 'test-and-learn' marketing campaigns conducted, 'creative' development completed
- Working with a number of large agencies to roll RentPay out to their tenants – more to come

The size of the opportunity with RentPay is immense, we have materially changed both the functionality and the customer value proposition of the product

- Recurring / annuity streams – compounding growth
- Platform to add additional products / services
- Longer duration of relevance to customer
- Natural marketing channel in rent.com.au

POTENTIAL ANNUAL RENTPAY REVENUES
(VARIOUS ARPU'S & MARKET SHARES†)



† Not a forecast. Rent.com.au indicative estimates based different Average Revenue Per User (ARPU) per month @ different market shares. Market share estimated as target customer number divided by 2.5m rental households.

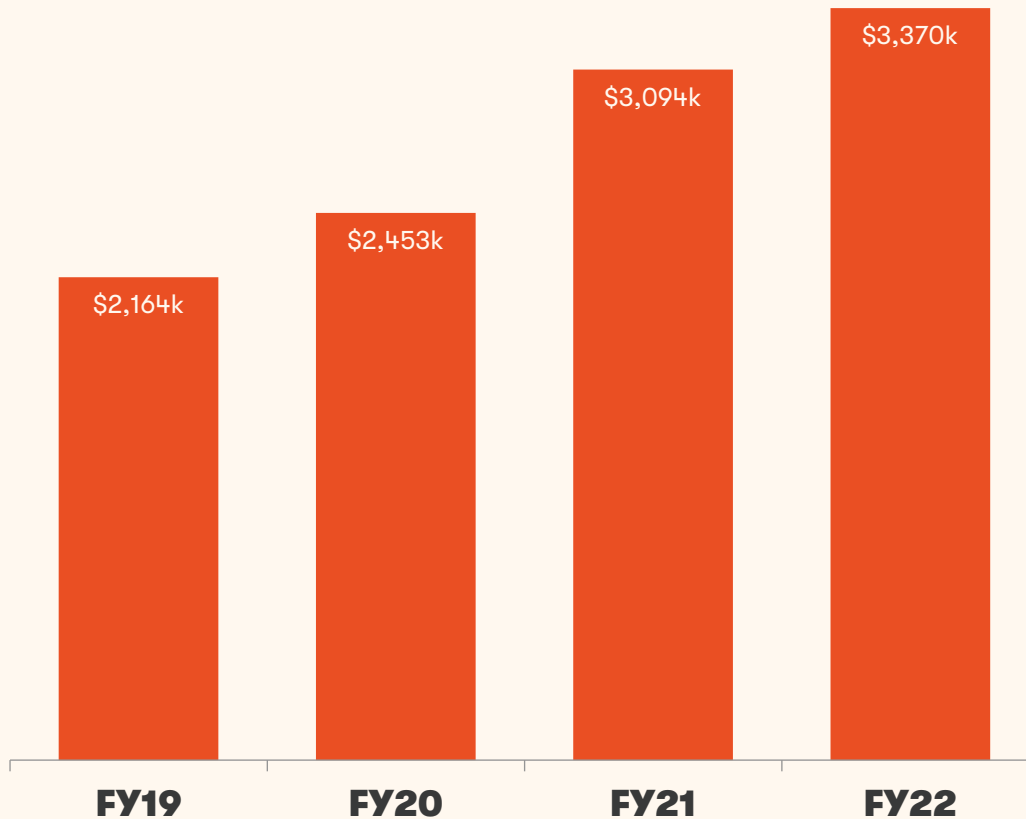
£ ARPU = Average Revenue per User per month.

* As at 31 July 2022 RentPay has 3,147 active customers

FINANCIAL RESULTS

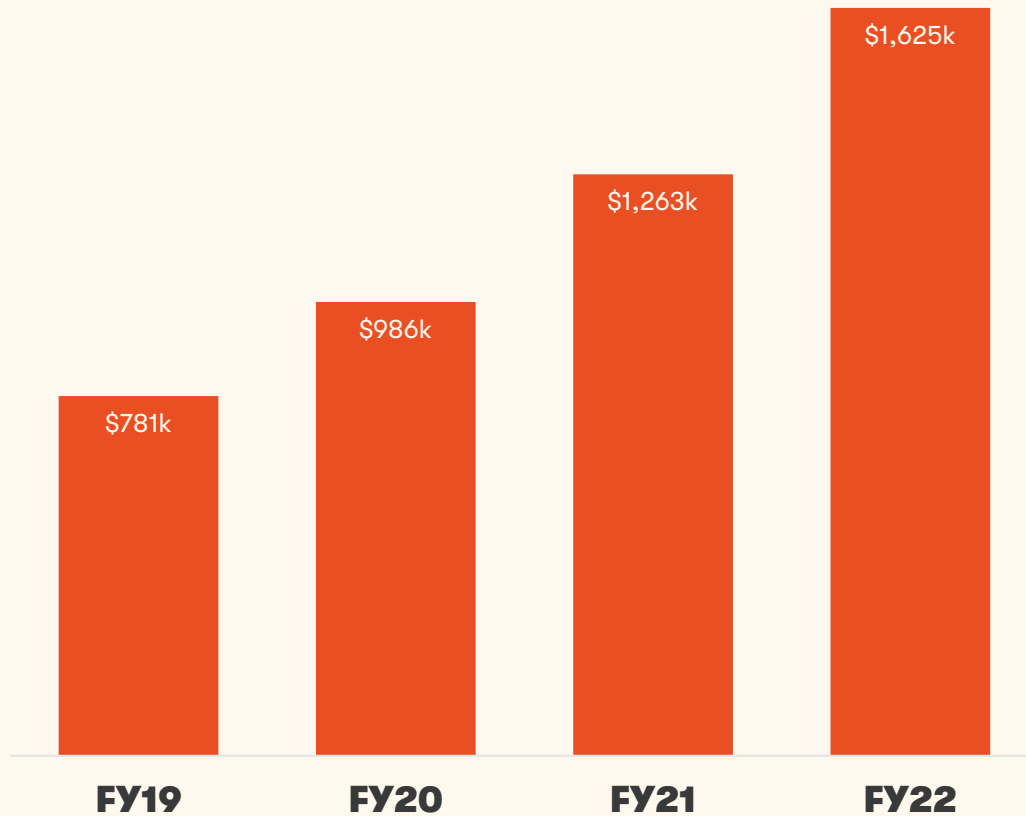


RNT GROUP REVENUE



- Strong record of continuous revenue growth
- Growth despite challenging economy in 2H FY22
- RentPay to contribute more meaningfully in FY23
- New Origin backed products expected to launch Q2 FY23

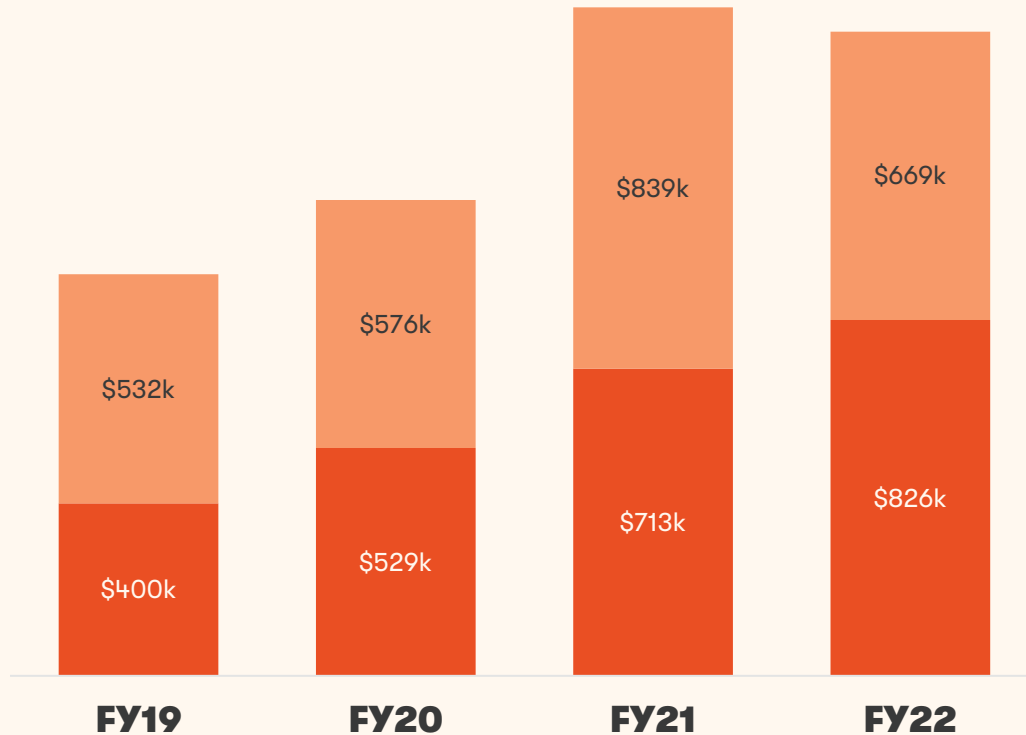
ADVERTISING SALES



- 3rd successive year of >25% year over year growth
- Largely driven by property developers, softening in 2H FY22
- Promising new partnerships in telco and ‘build to rent’
- Additional Sydney-based sales staff to drive further growth

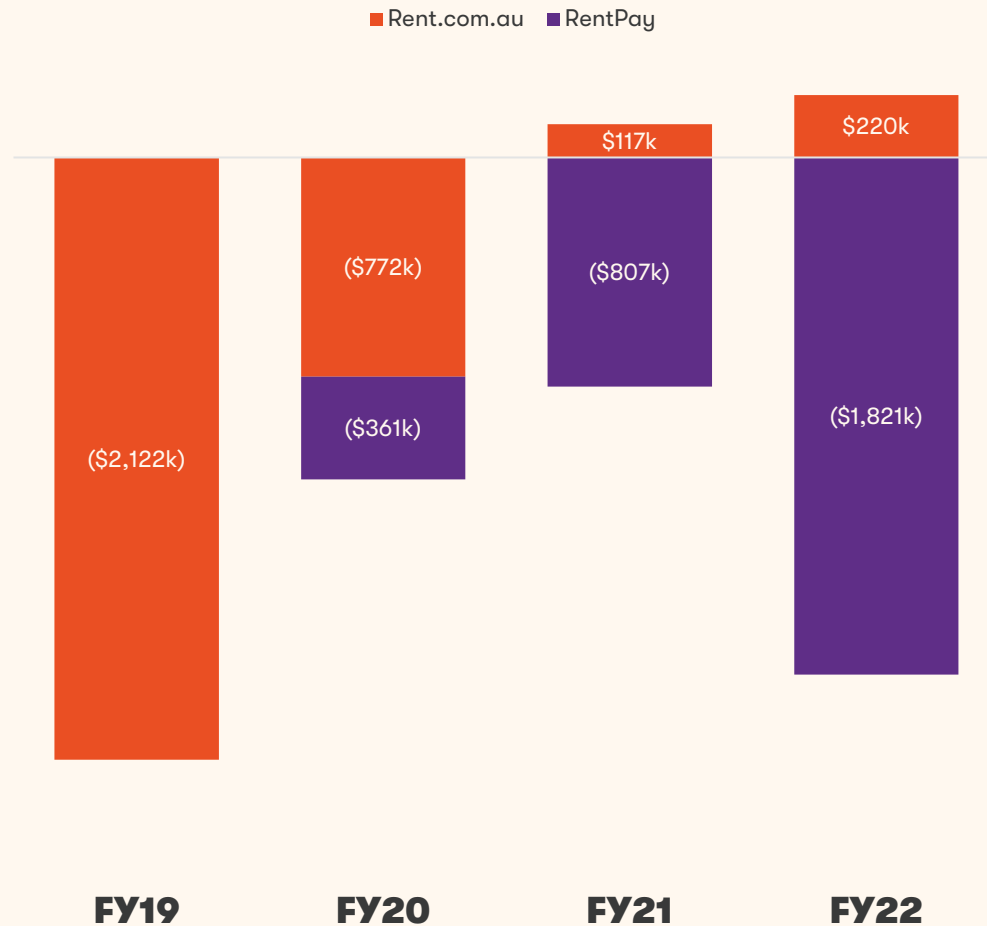
RENTER PRODUCTS

■ Applying ■ Moving



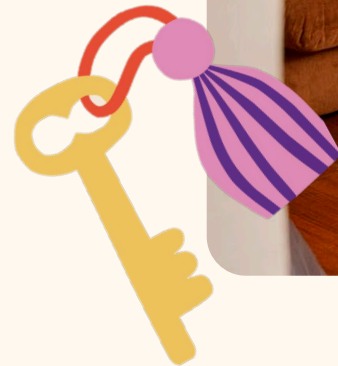
- Tight rental market, 29%[†] less property listings vs pre-COVID
- Higher demand for RentCheck to help application stand out as rental property average 'time on market' falls
- Less demand for moving products as less people move due to low vacancy rates
- Refreshed branding and product suite to drive FY23 growth

RNT GROUP EBITDA BY PLATFORM



- Continued improvement in “Search” EBITDA driven by revenue increases and disciplined cost management
- The significant opportunity that RentPay presents warrants the investment
- RentPay team at full strength, platform scalability ensures margin improvement as revenue grows
- New service and partnership opportunities being pursued

OUTLOOK



- Record revenue for FY22 provides momentum moving forward
- RentPay expected to provide a meaningful revenue contribution in FY23
- Market to remain challenging for renters over the next 12 months, we're working with industry to ease pressure where we can e.g. "build to rent"
- New branding, content and product refresh for rent.com.au to complete this half, improving performance
- RentPay optimisation and product value proposition the catalyst for increased marketing

CORPORATE INFORMATION



Ordinary Shares

Share price (23 August 2022 close) \$0.040

Ordinary Shares on issue 440,691,998

MARKET CAPITALISATION \$17.6m

Cash on hand (31 July 2022) \$2.0m

ENTERPRISE VALUE \$15.6m

Other	Exercise	Vest	Expiry	Number
Remuneration Rights (CEO, COO)		Jun-23	Jul-23	1,515,150
Performance Rights (LTI)		Jun-23	Jul-23	11,475,000
Performance Rights (LTI)		Jun-23	Jul-23	7,875,000
Options (Directors)	\$0.10 - \$0.15	Nov-23	Nov-25	7,200,000

Top shareholders

%

Bevan Slattery (HNW – holder since 2021) 9.8%

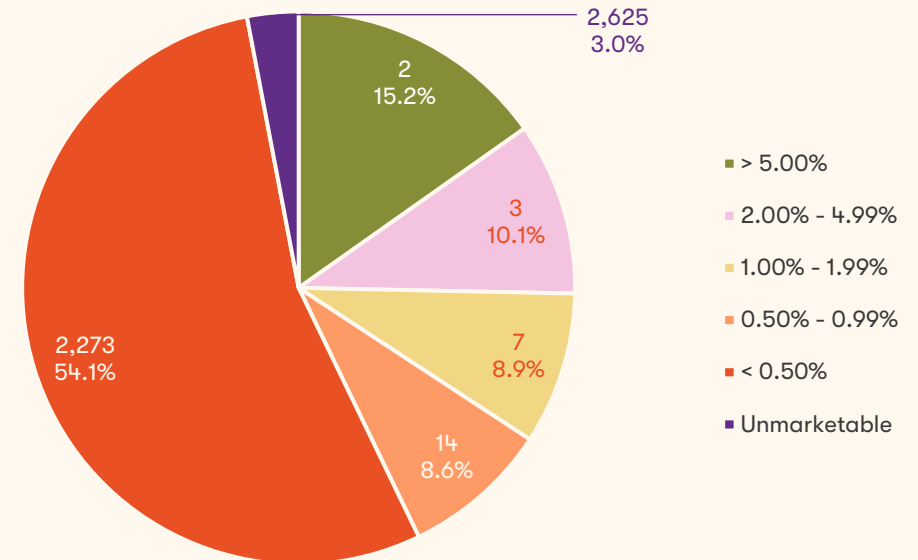
Jason Carroll (HNW – holder since 2016) 5.4%

Greg Bader (CEO – holder since 2016) 4.6%

John Wood (Director – holder pre-IPO) 3.5%

Garry Garside (Director – holder pre-IPO) 2.0%

SHAREHOLDING DISTRIBUTION



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, Narryer Metals Limited, 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, Chief Technology Officer and then Chief Business Officer
- 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



GENERAL MANAGER - TECHNOLOGY

- 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
- Previously 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
08 6145 2609