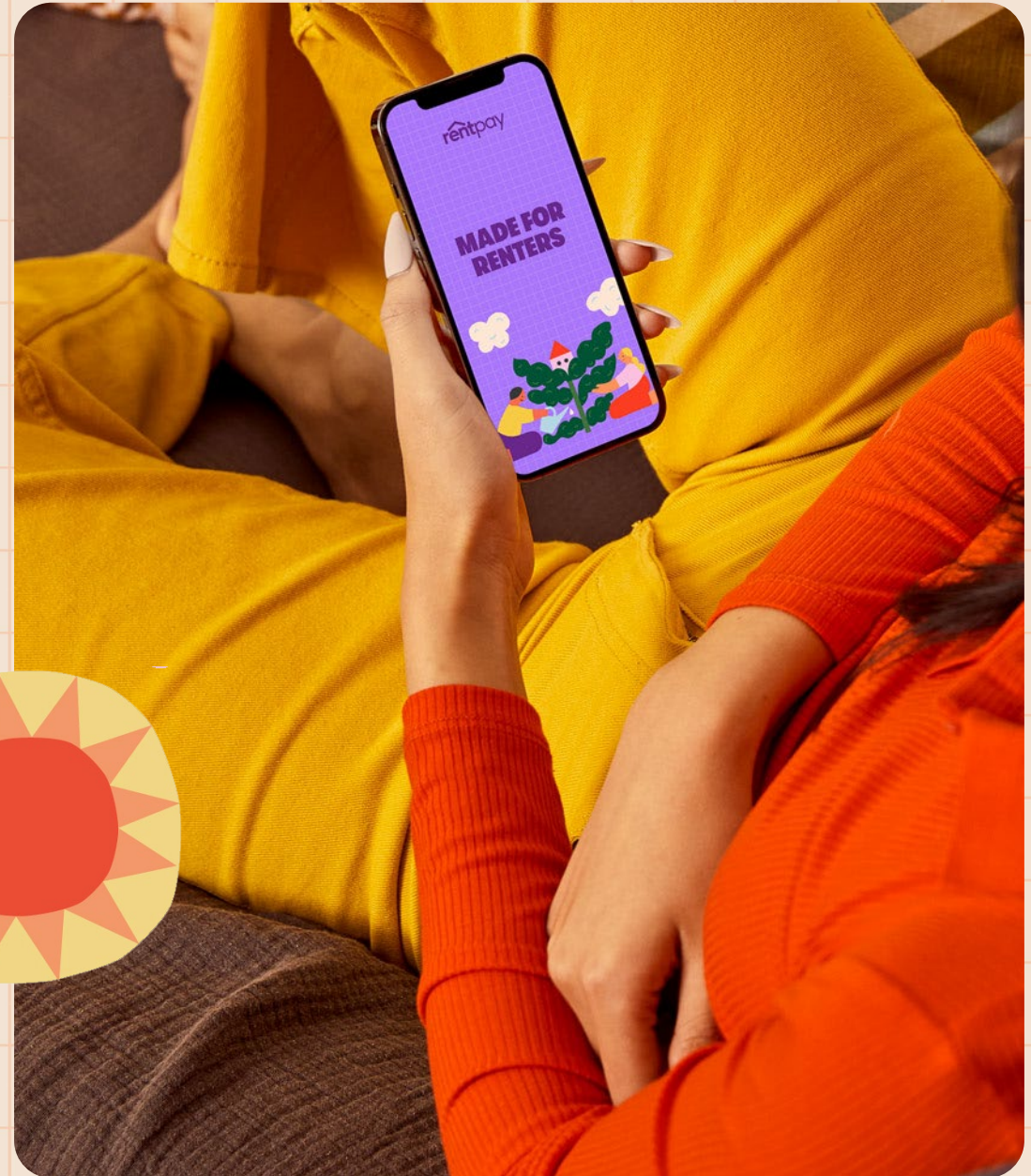
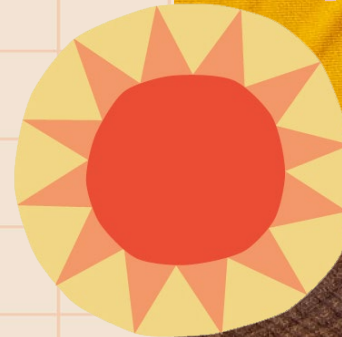


rent.com.au

HALF YEAR RESULTS H1 FY23

22 FEBRUARY 2023

ASX: RNT



REVENUE

\$1.4m

Search revenue down 15% due to lower Advertising Sales as developers reduce spend in difficult market conditions.

RentPay revenue grows 37% from low base driven by increasing customer numbers

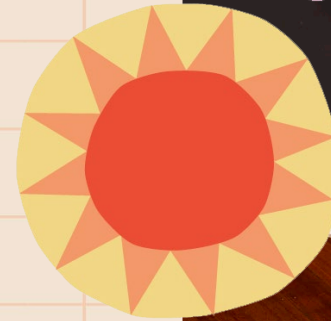
EBITDA

-\$1.0m

Search portal remains EBITDA positive as lower Ad Sales revenue offset by cost of sales and operating cost reductions

RentPay in EBITDA loss position ahead of marketing campaign aimed at driving customer growth

ABOUT US

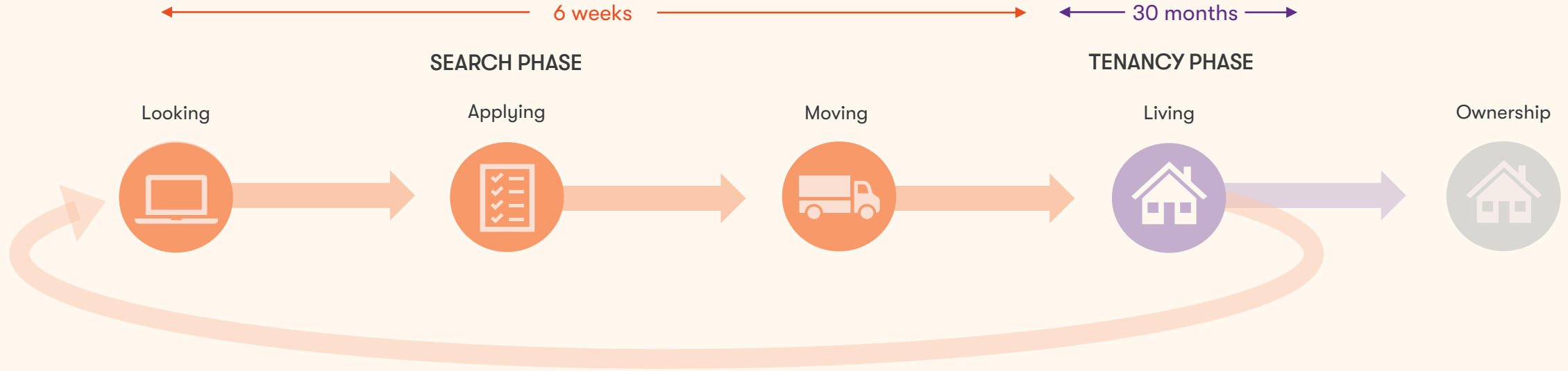


**WE BELIEVE AUSTRALIA'S
RENTERS DESERVE BETTER,
SO WE'RE DETERMINED TO
BE THE CHAMPION THEY
NEED...**

**...BY BUILDING
TECHNOLOGY TO ENABLE
AND EMPOWER
AUSTRALIA'S RENTERS.**



IMPROVING THE ENTIRE RENTING JOURNEY



rent.com.au

- Addresses important, short Search phase (5% of renters)
- Largest dedicated renter channel in Australia
- ~700k unique visitors to site/app per month
- Large active communities (social, blog)
- >150k enquiries and applications per month
- #1 rated real-estate app (for, both stores)

rentpay

- Addresses longer Tenancy phase (95% of renters)
- Renter facing, agent friendly (dual-market)
- 1st in market features (ScoreBuilder, Bill Smoothing)
- Processing ~\$1.7m in rent per week, growing
- Expands to utilities, telco, banking and insurance
- Annuity income stream for RNT

1
app store

Top rated real estate app (Apple & Google)

~ **700**
thousand

Average monthly unique visitors

~ **1.5**
million

Renter Resumes have been created

500
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

credit rating improvement
★★★★★

10 Jul
Duncsie72

I have been using RentPay for about 12 months and use the option where RentPay send my positive (hopefully not negative so pay on time) rental payment history to Equifax which slowly improves my overall credit score. Anything I can do to rebuild my fairly ordinary score from past history is great and as I pay rent every fortnight without fail it is doing just that. Definitely recommend RENTPAY. This is building my credit score. i'm now rising and are in the number bracket of a good credit score. Best thing i have done to improve my situation.

RentPay is intuitive and helpful - Excel...
★★★★★

9 Aug
Yipoon

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!

Awesome site
★★★★★

2 Oct
Bonnie My Whippet

I'm finding many rentals and I have just found one perfect for me. Love the long lists that keep me hoping and loving the site. They help people with loans for rental bonds and that as well which is very helpful for people. Utility connection is easily sorted here too with gifts offered. It's a great site and I'm enjoying it. I've filled in my resume and look forward to finding my rental.

Great Rental App
★★★★★

29 Sep
Kinky_78

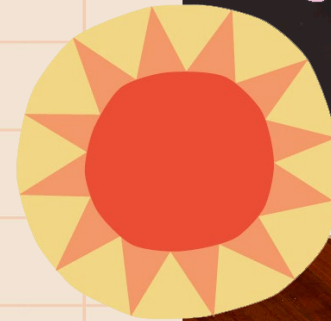
If you are looking for a great app to find all you need when looking to rent a property and it's a real time waster going through each real estate website...well this Rent app is had everything you need!

Thank you
★★★★★

24 Jan
love <333333

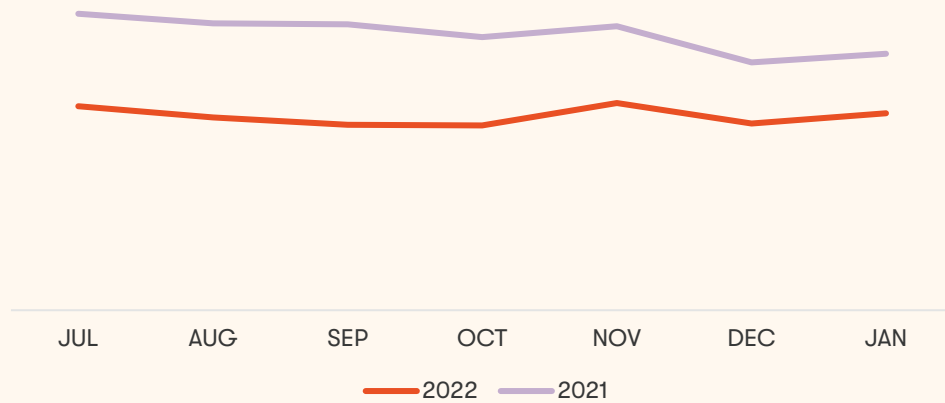
It's so amazing if you need help to find a house it's the best

SEARCH PORTAL

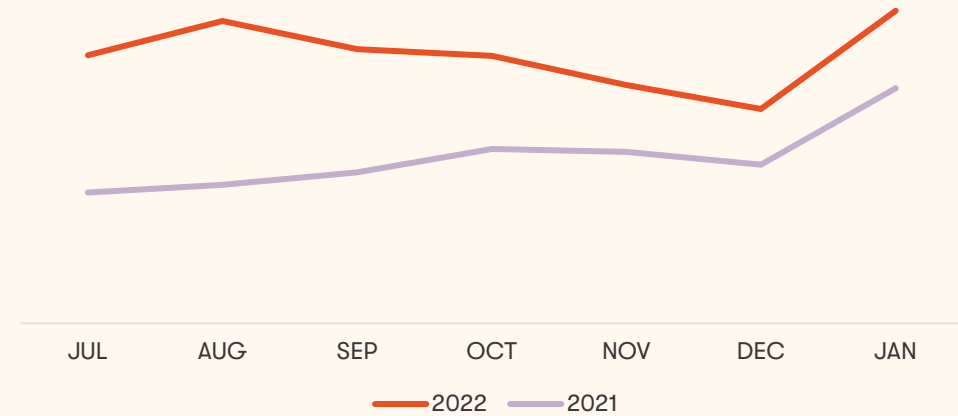


INCREDIBLY TIGHT RENTAL MARKET

AVERAGE PROPERTY LISTINGS



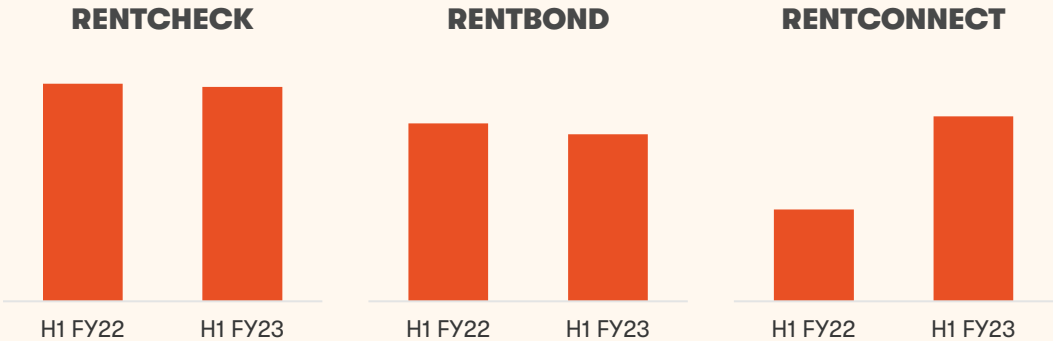
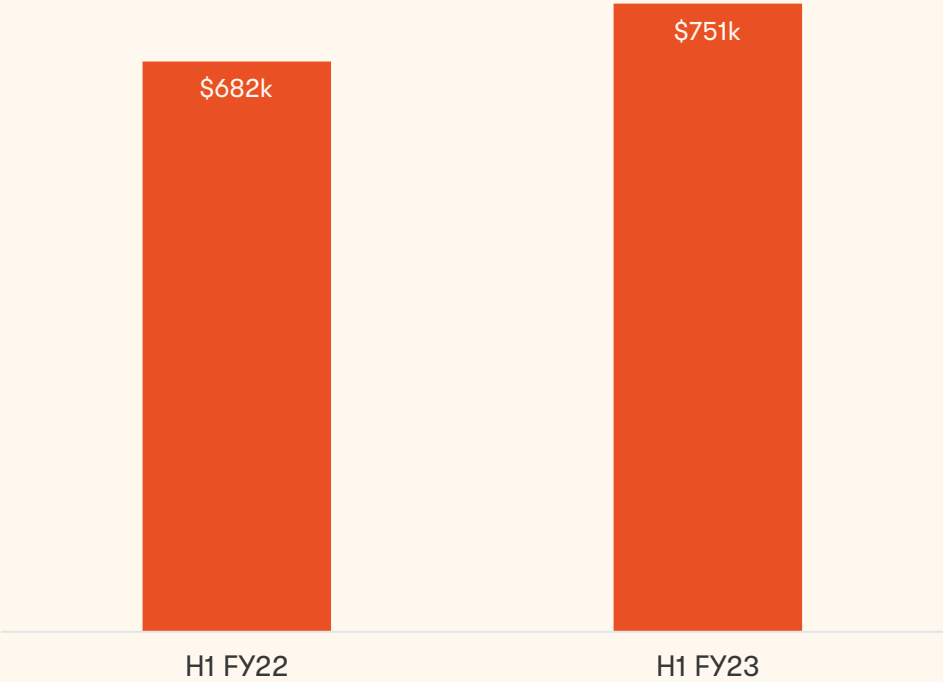
ENQUIRIES PER PROPERTY



Fewer properties available for rent than previous year (less than 1% vacancy rates nationally) but demand continues = pushing up rents.

Some signs of easing but overall, housing supply still very tight.

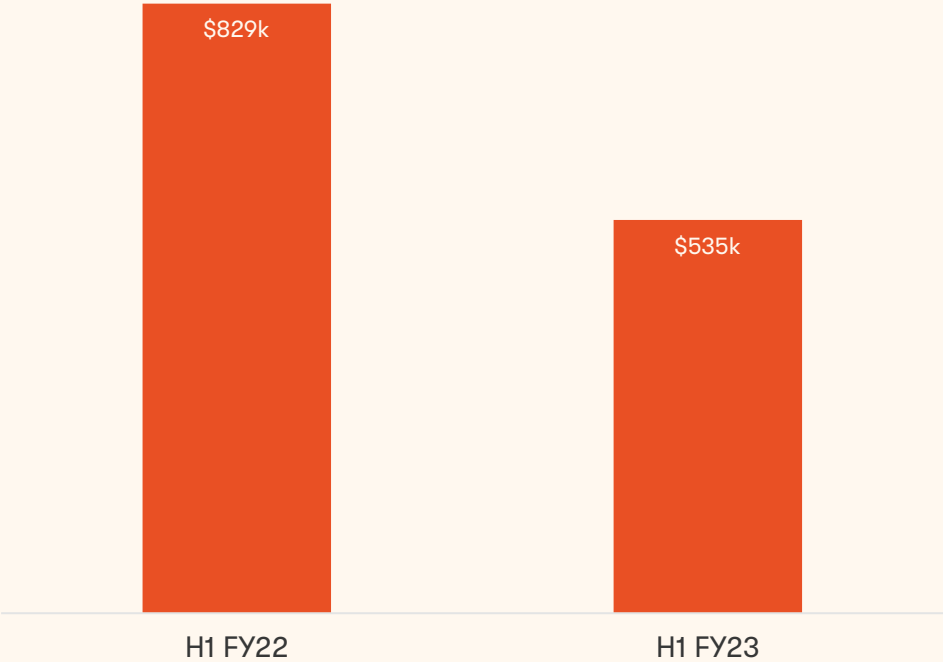
RENTER PRODUCTS



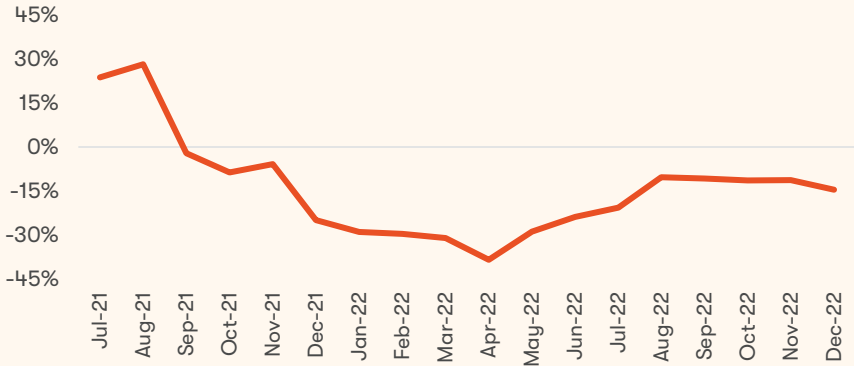
Renter products continued to grow vs previous year, mainly driven by our utility connections product (RentConnect) with RentCheck and RentBond net revenue being in line with the prior year.

Good growth opportunities exist for all products including new biometric verification opportunities to make RentCheck easier and more secure, and referral partner opportunities for RentBond to leverage ‘market leader’ positioning

ADVERTISING



ANNUAL CHANGE IN HOUSING APPROVALS†



With input cost increases (labour and materials shortages) and weakened demand (interest rate hikes) the home builder (developer) sector has pulled back on marketing spend in general.

Gains in internet/utility and other sectors have only partly offset these losses.

The industry is starting to recover and the growth of Build-To-Rent projects represents a positive for RNT.

RENTPAY

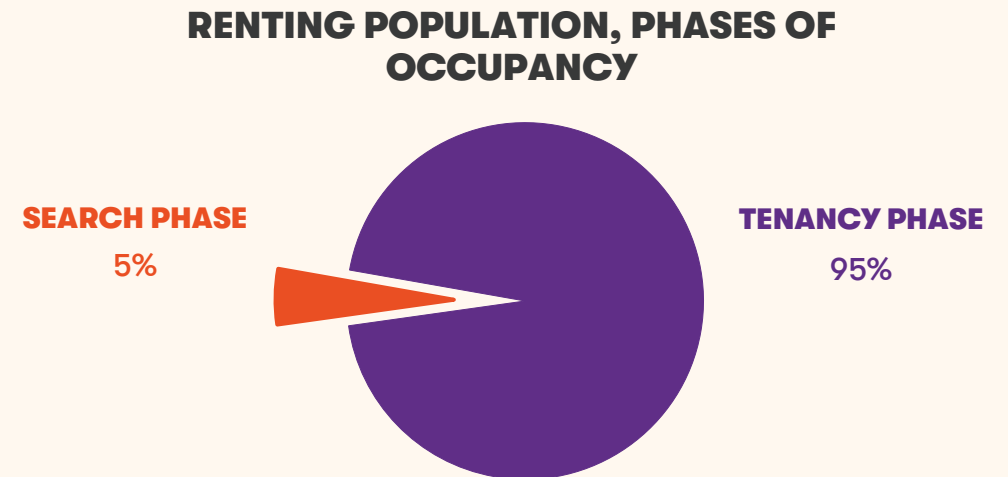
rentpay

**MADE FOR
RENTERS**



THE TENANCY PERIOD PROVIDES A 20X ADDRESSABLE MARKET IN TERMS OF VALUE, DURATION AND PEOPLE

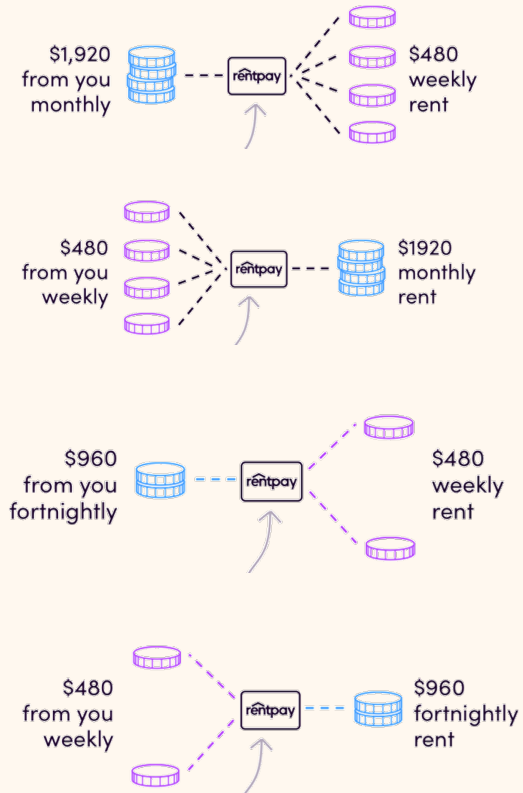
- Makes us relevant to ALL renters (everyone pays rent)
- Provides a recurring (annuity) style income stream
- Longer period to engage with our customer
- Unlocks a new range of product opportunities



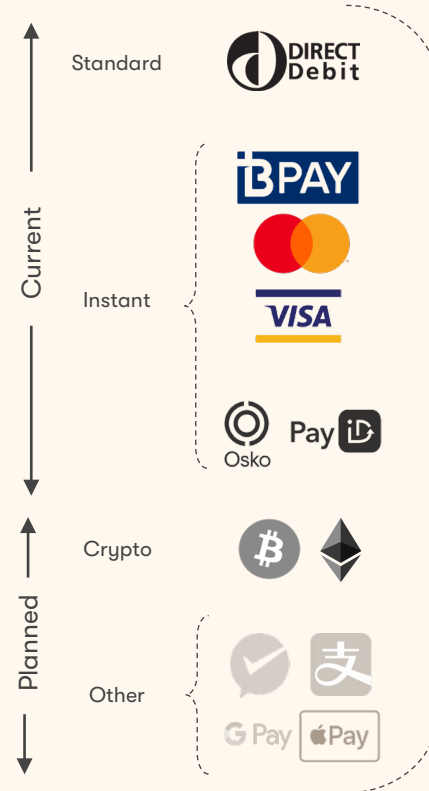
WHAT WE ARE SOLVING – FOR TENANTS

PAY YOUR WAY

WHEN YOU WANT



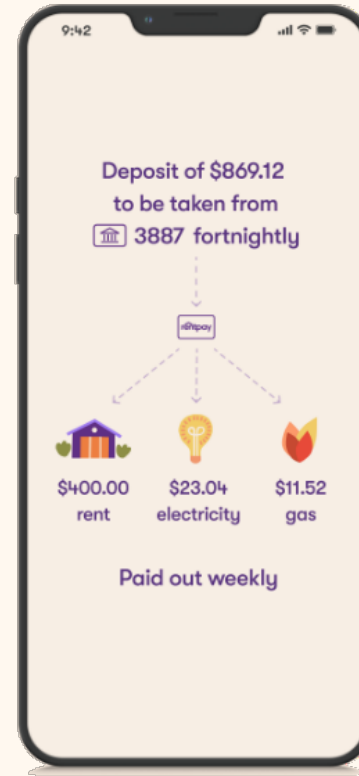
HOW YOU WANT



**PLUS OTHER HANDY TOOLS TO HELP
BUILD GOOD FINANCIAL HABITS**

EARN CASHBACK

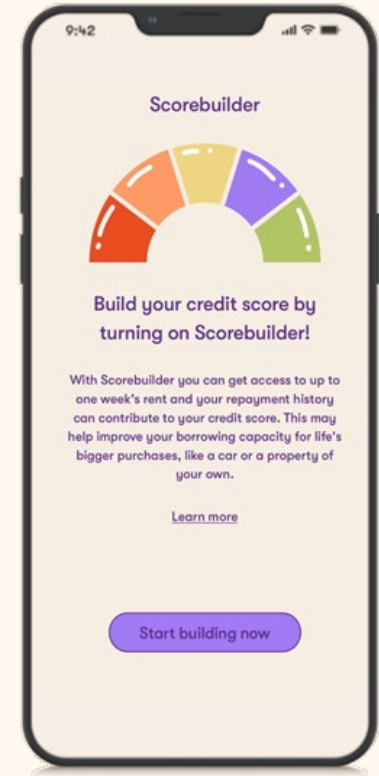
UP TO **\$260** PER YEAR



Customers using RentPay to pay their Origin electricity and/or gas bills can earn up to \$5 per week (\$260 per year) cashback to their RentPay wallet

BUILD CREDIT

AND ACCESS A SAFETYNET

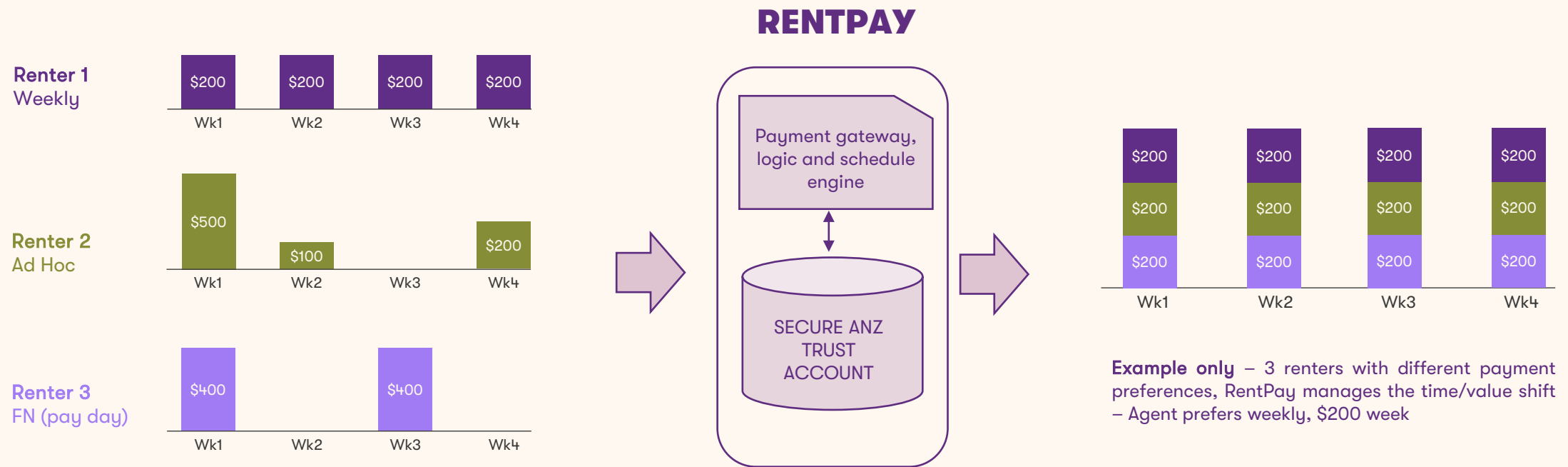


Customers opting in to Scorebuilder have their account status reported to Equifax plus because it's a Line of Credit, they have access to emergencies to handle life's little dramas

WHAT WE ARE SOLVING – FOR AGENTS

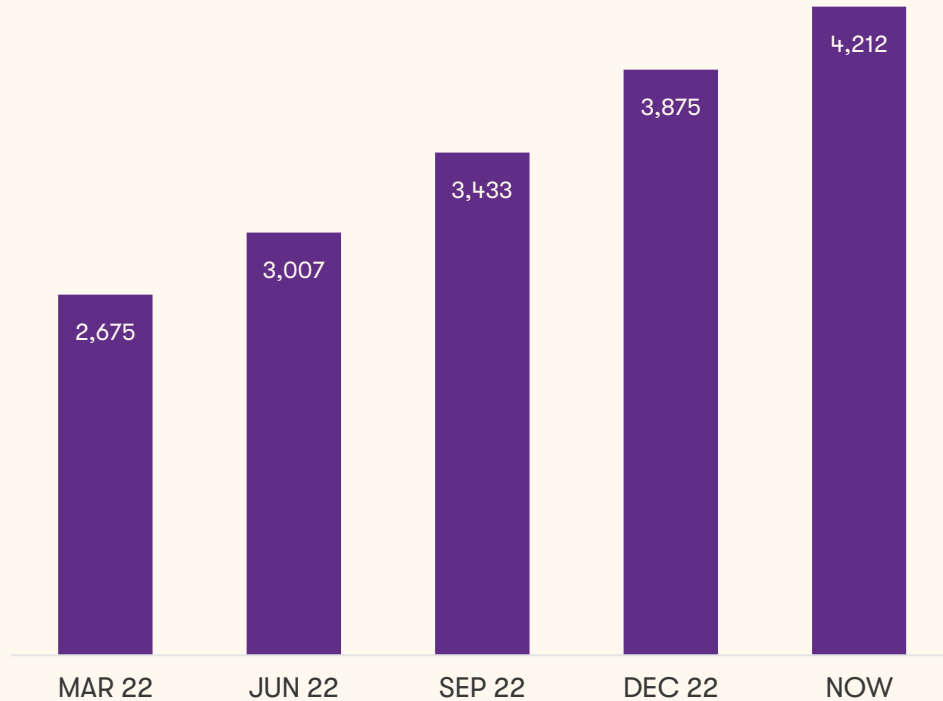
CERTAINTY, SPEED, EASY RECONCILIATIONS, BETTER TENANTS

Tenant funds into RentPay and we take care of all the complexity of time and value shifting, agent receives their expected rental payments instantly on the day they want it (compatible with most PM systems). Helping tenants helps agents e.g. lower than average arrears rates.



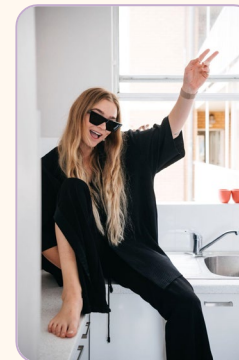
RentPay not only manages all scheduled payments (rent) but also provides the tenant with the ability to make “one-off” payments (water bills, bond) as required

ACTIVE (PAYING) CUSTOMERS



- >\$75 million in rent processed by RentPay since launch (now more than \$1.7 million in rent per week)
- More than \$1.6 million in average daily trust account balance
- Also appeals to estate agents seeking efficiency. Currently recruiting sales staff to accelerate adoption in this segment
- Following completion of rights issue, marketing activity is stepping up – addressing key ‘Lauren’ and ‘Warren’ persona groups via social media, digital, influencers etc

LIFESTYLE LAUREN



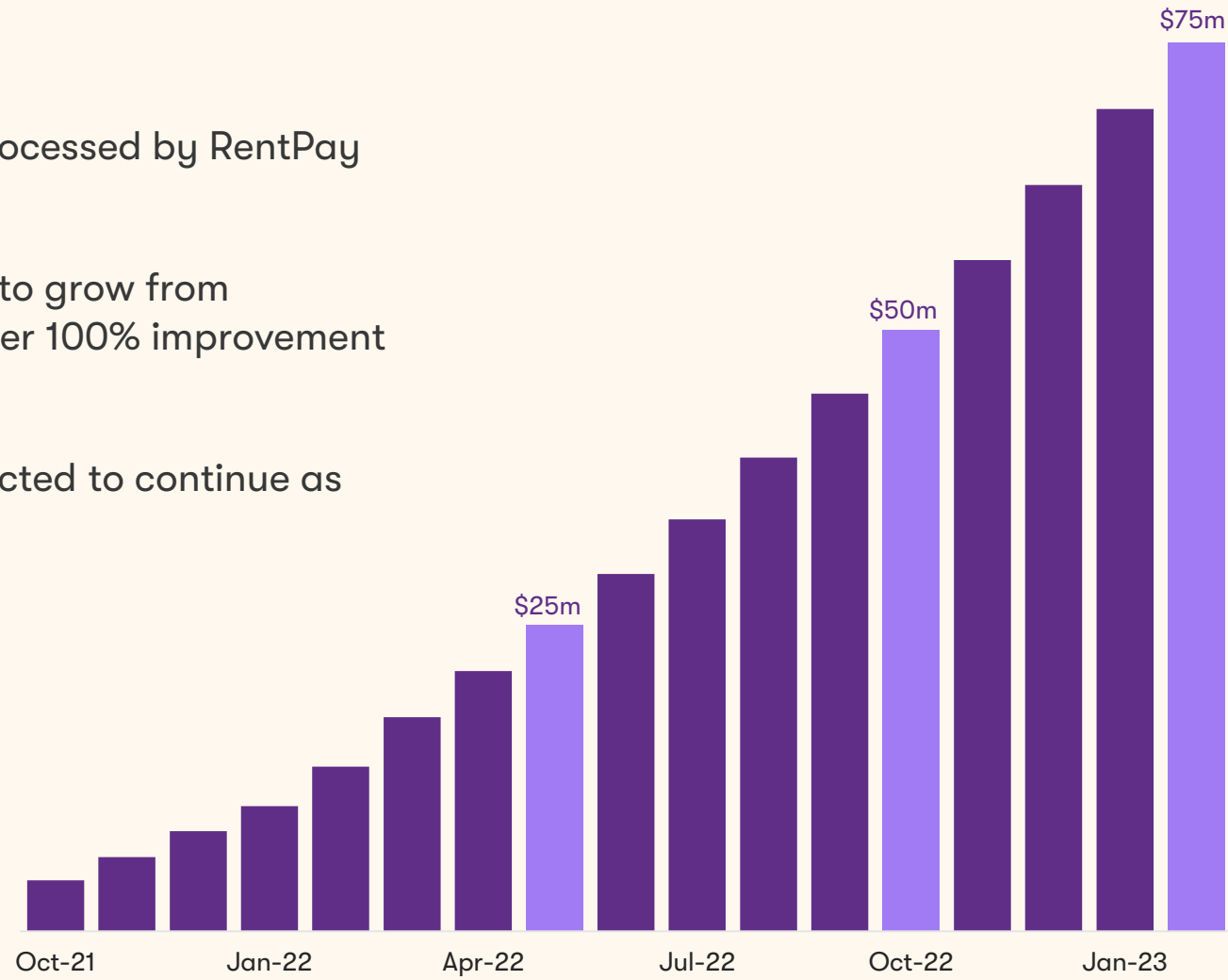
“I have no desire to put myself in a position where I have a massive mortgage and have to work for the rest of my short life to pay for it”

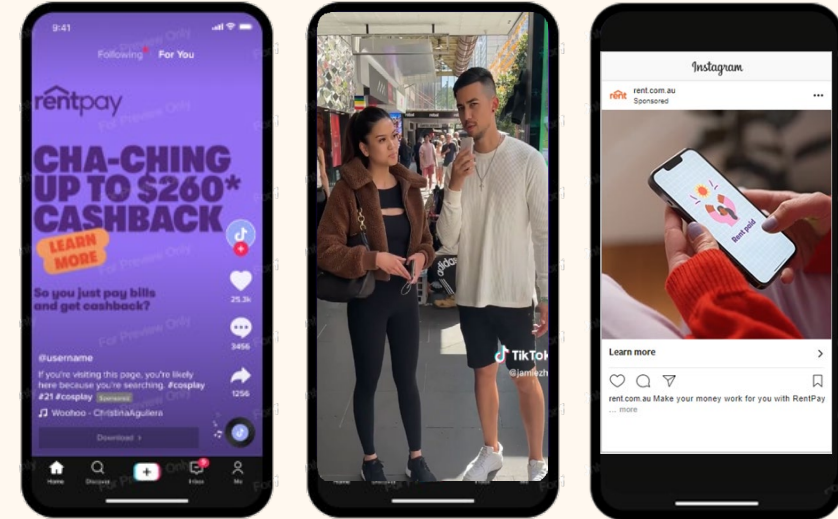
WHISTLESTOP WARREN



“I’m saving, saving, saving, for that deposit. Property gives you financial security”.

- \$75 million in rental payments processed by RentPay since re-launch
- 25% improvement on time taken to grow from previous \$50m milestone (and over 100% improvement on first milestone)
- Accelerating rate of growth expected to continue as customer base expands



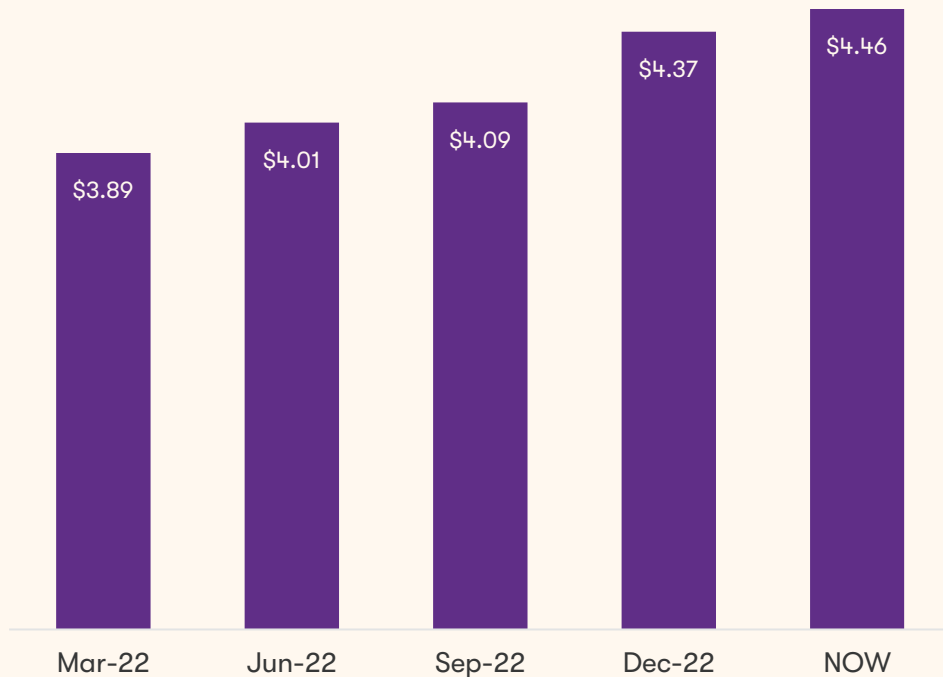


As the first port of call for Gen Z and Millennials to look up a product, organic social media channels establish credibility and engage users in our brand.

Third party (influencer) endorsement of RentPay further enhances credibility and extends reach.

AVERAGE REVENUE PER USER (ARPU)

ARPU PER MONTH



- Base fee of \$2/month covers cost of bank transactions – in many cases this is covered by the agent rather than tenant
- Add on products:
 - Scorebuilder – line of credit, helps build credit score and provides funds for life's emergencies (\$1/month fee)
 - Bill Smoothing – free to use, renters paying their Origin gas and electricity bills via RentPay can earn up to \$5/week cashback (+ RentPay earns a fee)
 - Further products under development including:
 - mortgage builder (helping renters transition into ownership)
 - Australian Credit Licence awarded – allows these opportunities to be pursued

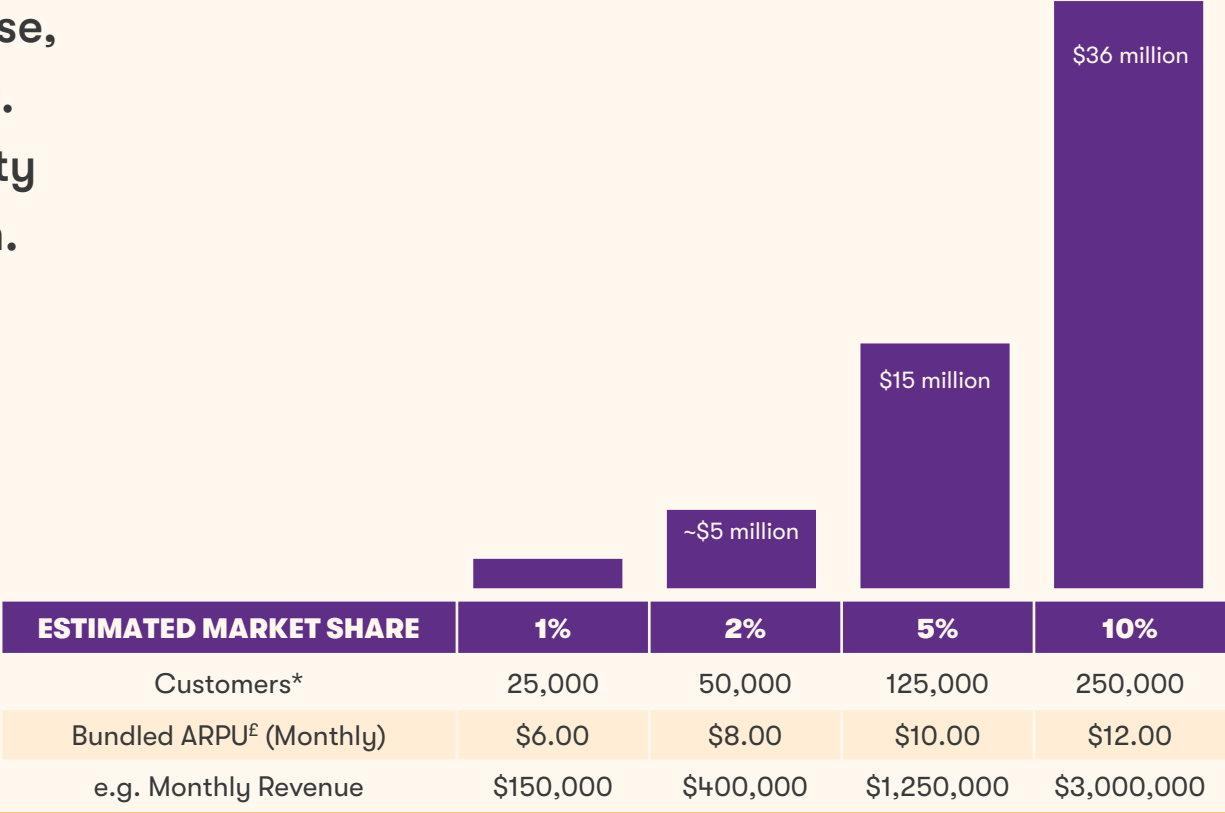
❖ COMING SOON:

INTEREST PAID ON WALLET BALANCES – incentivising renters to save, using their RentPay wallet.

The size of the opportunity with RentPay is immense, all renters pay rent – over \$60 billion worth a year. With RentPay they can now get value and flexibility for that by making their rent money work for them.

- Recurring / annuity streams – compounding growth
- Platform to add additional products / services
- Addresses the 95% of renters not moving house
- Natural marketing channel in rent.com.au

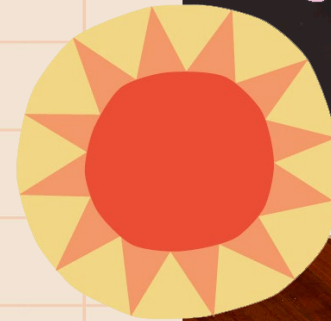
POTENTIAL ANNUAL RENTPAY REVENUES
(VARIOUS ARPU'S & MARKET SHARES†)



† 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.

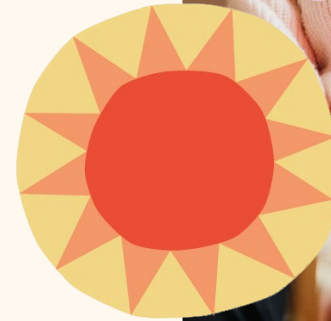
£ ARPU = Average Revenue per User per month.
* As at 31 January 2023 RentPay has 4,115 active customers

OUTLOOK



- Refreshed core Rent.com.au search portal to improve site performance (to grow organic user base further)
- Product extensions / growth options being pursued for key renter products
- RentPay customer acquisition focus – stepped up external marketing to consumers and currently recruiting sales staff to pursue B2C opportunities with real estate agents
- Well funded and resourced following completion of rights issue in December 2022

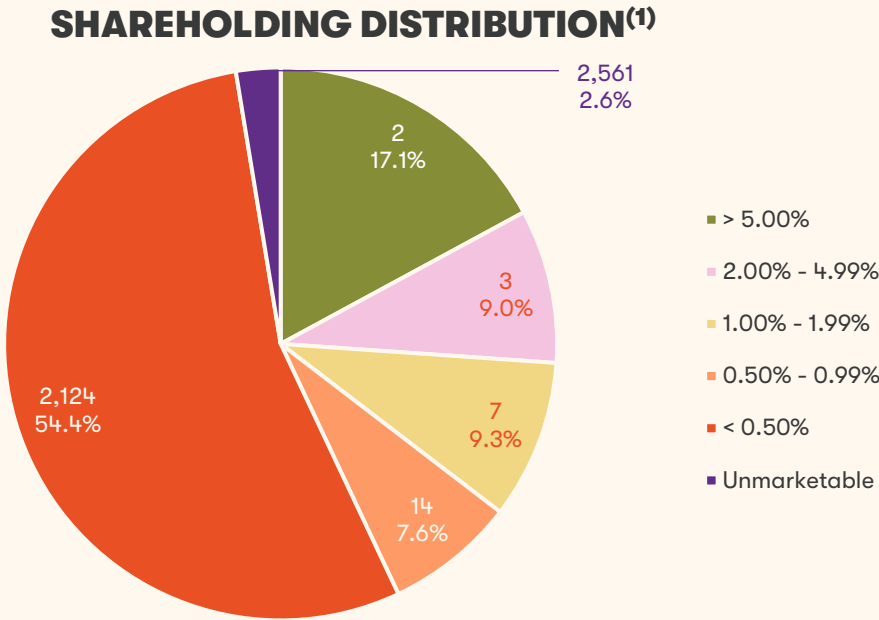
CORPORATE INFORMATION



Ordinary Shares	
Share price (20 February 2023 close)	\$0.033
Ordinary Shares on issue	513,654,211
MARKET CAPITALISATION	
	\$17.0m
Cash on hand (31 January 2023)	\$3.3m
ENTERPRISE VALUE	
	\$13.7m

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-24	Jul-24	6,693,750
Performance Rights (LTI)		Jun-25	Jul-25	23,863,636
Options (Directors)	\$0.10 - \$0.15	Nov-23	Nov-25	7,200,000

Top shareholders ⁽¹⁾	%
Bevan Slattery (HNW – holder since 2021)	12.9%
Greg Bader (CEO – holder since 2016)	4.1%
Jason Carroll (HNW – holder since 2016)	3.9%
John Wood (Director – holder pre-IPO)	3.0%
Garry Garside (Director – holder pre-IPO)	2.0%



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

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
- GAICD, 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 a 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