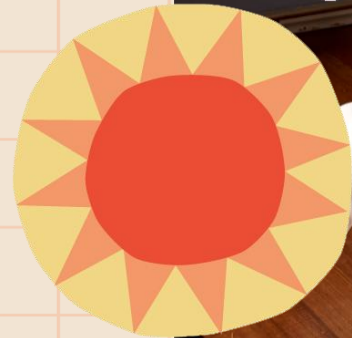


rent.com.au

HALF YEAR RESULTS H1 FY2024

22 FEBRUARY 2024

ASX: RNT



- Strong RentPay customer growth achieved during the half, optimisation of our approach to property management groups has resulted in a rise in the number of active opportunities to bring large rent rolls onto RentPay.
- The Rent.com.au search portal returned to profitability with positive EBITDA in both quarters, driven by improved Advertising Sales and site efficiencies.
- Several key partnerships established, and collaboration underway to generate incremental revenues for all parties as well as deliver new product features.

REVENUE

\$1.6m

(+11% vs pcp)

Growth compared to same period last year was driven by RentPay customer (+122%) and ARPU[£] (+18%) growth. Search portal revenue streams were broadly in line with prior year.

Advertising Sales revenue benefitted from key partnerships and RentPay earned first partnership revenue from the Mastercard Click to Pay functionality.

EBITDA

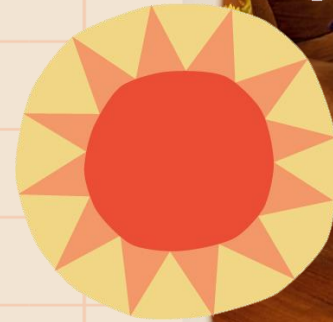
-\$0.9m

(+6% vs pcp)

Revenue growth also caused increased Cost of Sales (but positive Gross Margin) and marketing spend included both consumer marketing via social media as well as B2B marketing via real estate conferences which are contributing to increased adoption of RentPay.

Labour costs and overheads were managed to be slightly lower than the previous year.

ABOUT US



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

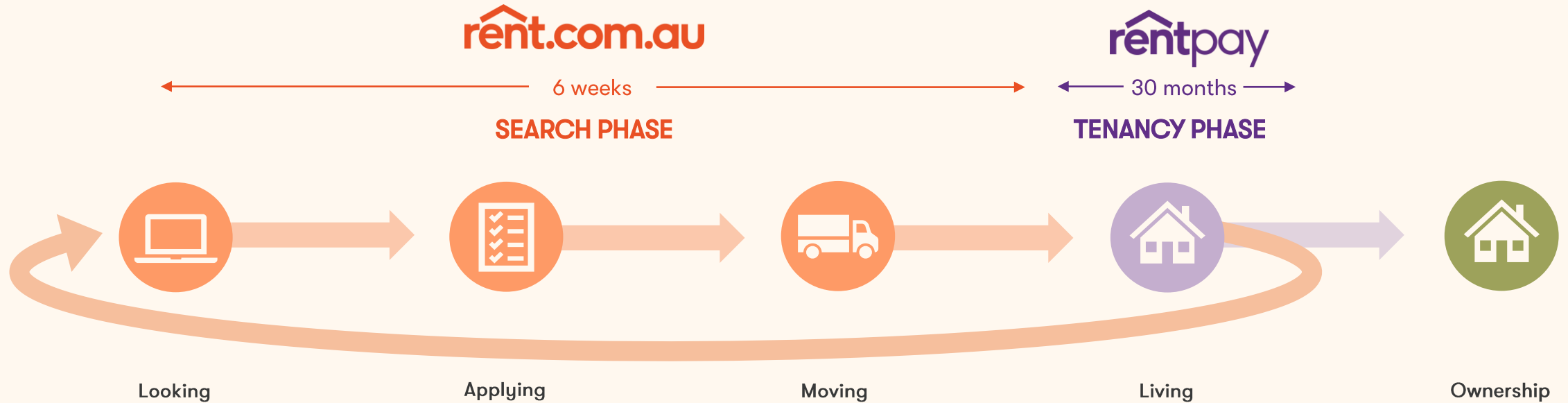
**...BY BUILDING
TECHNOLOGY TO ENABLE
AND EMPOWER
AUSTRALIA'S RENTERS.**



**32% OF
AUSSIES
RENT**

**65% ARE
UNDER 40
YEARS
OLD**

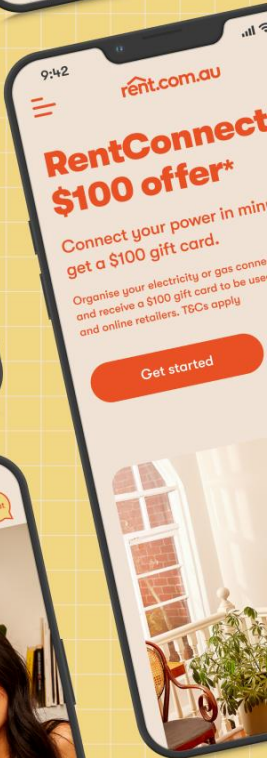
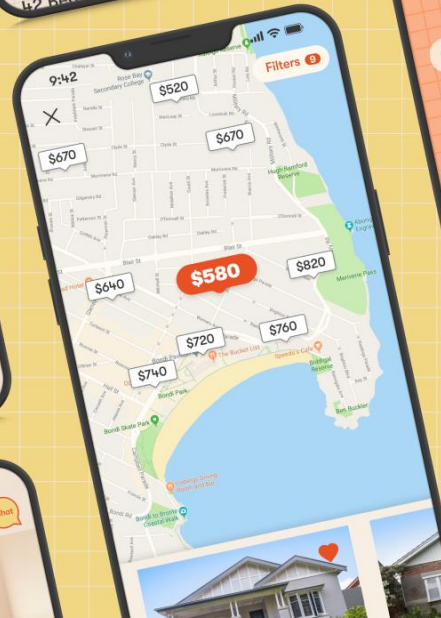
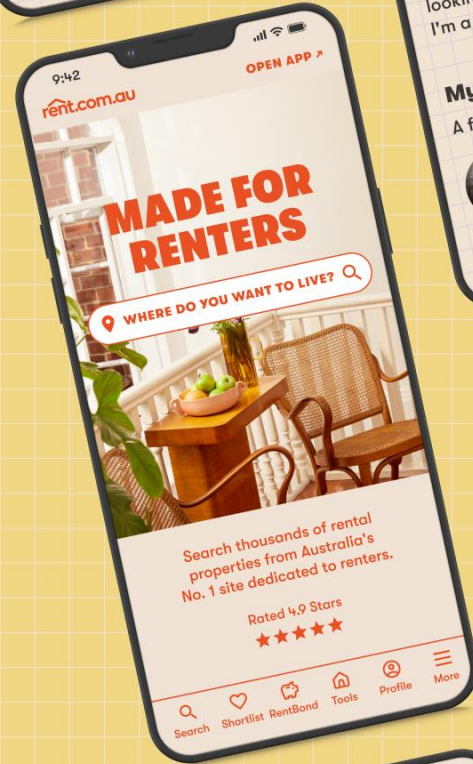
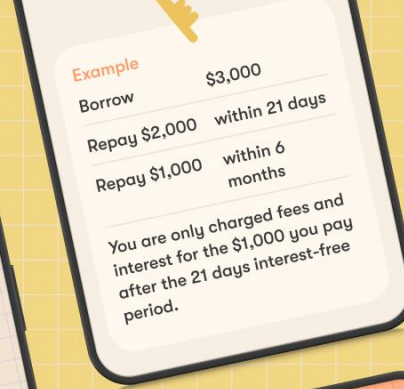
IMPROVING THE ENTIRE RENTING JOURNEY



	Looking	Applying	Moving	Living	Ownership
FOR RENTERS	<ul style="list-style-type: none"> • Walkability & Transit scores • Suburb Reviews • Lifestyle search • 5G/NBN Coverage 	<ul style="list-style-type: none"> • Renter Resume • RentCheck • Pet Resume • Endorsements 	<ul style="list-style-type: none"> • RentBond • RentConnect • Home internet • Tenant history 	<ul style="list-style-type: none"> • Payment method choices • Payment timing flexibility • Bill Smoothing, Buffer • Credit score builder 	Under development: <ul style="list-style-type: none"> • Deposit builder • Mortgage simulator • Rewards

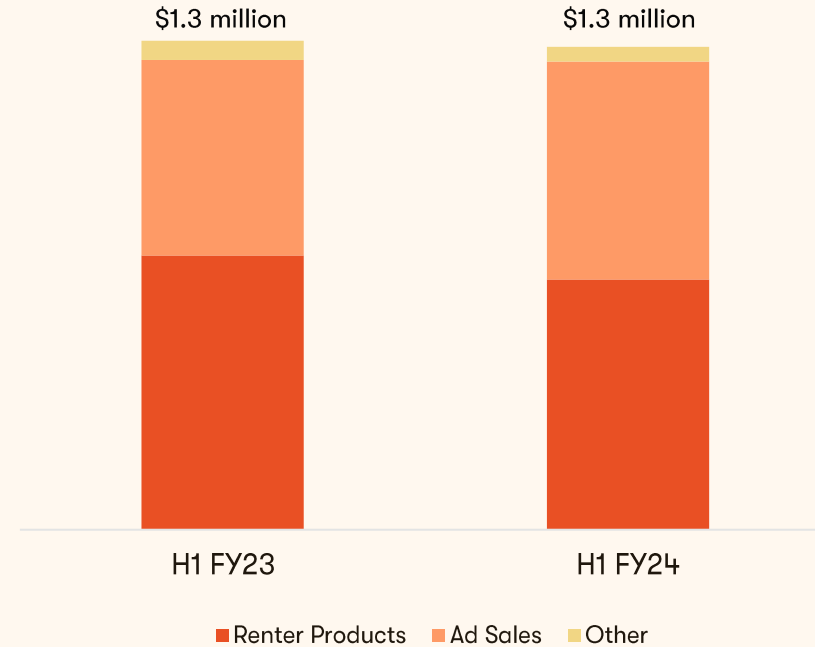
	Looking	Applying	Moving	Living	Ownership
FOR AGENTS	<ul style="list-style-type: none"> • 700k renters per month • Free Listings • Landlord leads • Suburb Market Data 	<ul style="list-style-type: none"> • Well prepared tenants • Renter Resume applications • RentCheck • Renter endorsements 	<ul style="list-style-type: none"> • RentBond referral fees • Additional services in development 	<ul style="list-style-type: none"> • Fast easy reconciliations • Lower arrears • Less chasing tenants • Reduced costs 	Under development: <ul style="list-style-type: none"> • Sales leads • Renters transitioning • Data Insights

SEARCH PORTAL





SEARCH PORTAL REVENUE

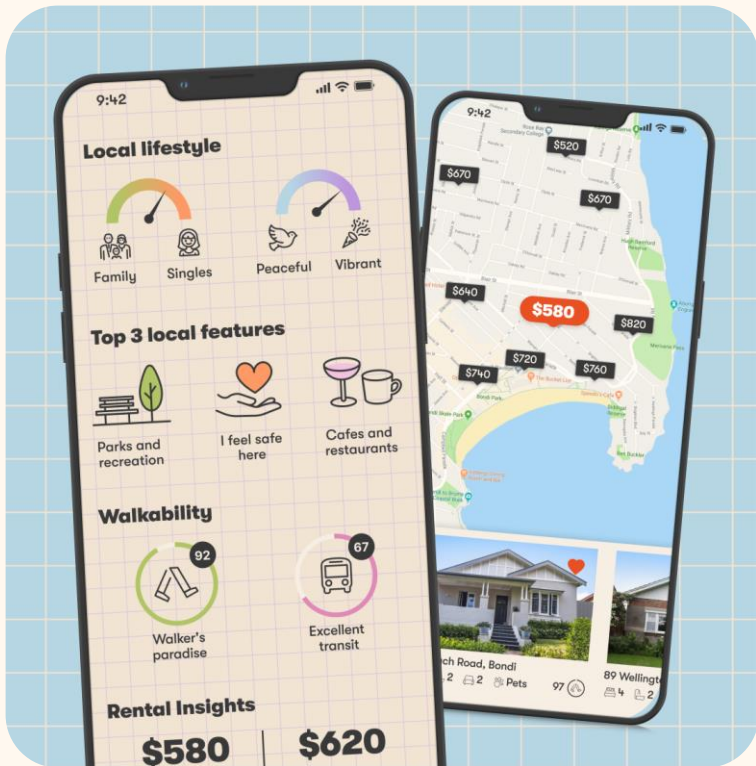


AUSTRALIA'S #1 RATED REAL-ESTATE APP

- Advertising Sales recovering despite ongoing pressure in the home building industry, diversification strategy delivering partnership revenues (TPG, Mastercard and others).
- Renter Products benefitting from RentBond's expansion to add referral partners to the base and a continued tight rental market has kept RentCheck sales high.

SUBSTANTIAL WELL-REGARDED MARKETPLACE

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



TOP RATED
#1 rated app in Apple
and Google stores

~ 700,000
Average monthly
Unique Visitors

+1.8 million
People have created a
Renter Resume

~ \$6.0 million
in loans to renters
during H1 FY24

625,000
Rental Applications &
Enquiries during H1 FY24

+19,100
Renter Products sold
to help renters move

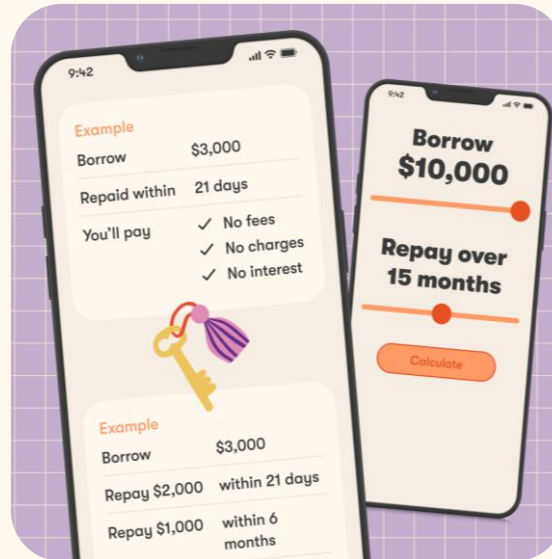
SHOW THEM YOU'RE A GREAT TENANT

- Great optional tool for tenants in a tight rental market – helps highlight good standing.
- ID and background checks, also adds in endorsements/references – allows multiple applications for rentals.



MOVE NOW, PAY LATER WITH RENTBOND

- Unique 21-day free period – allows renter to repay the loan without any cost when previous bond returned.
- Recently extended to allow third party referrers (agents etc.) to offer the product to their customers.



GET CASHBACK ON YOUR ENERGY

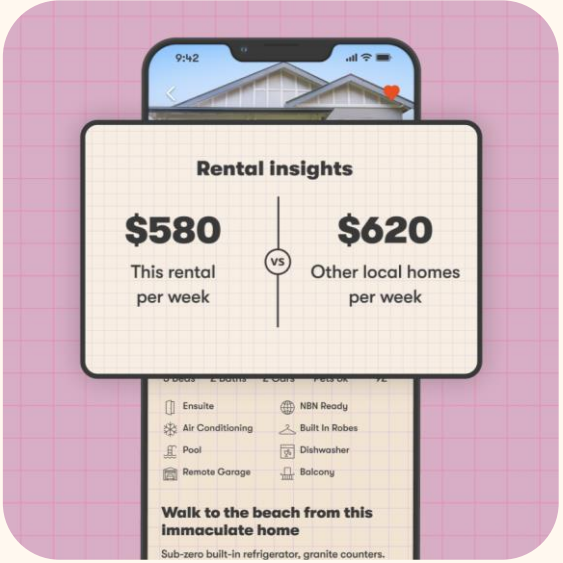
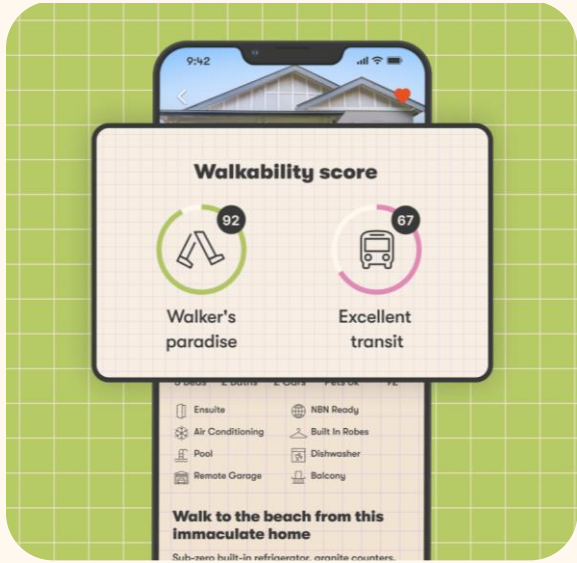
- Partnership with Origin Energy – customer gets energy guaranteed for move in date
- **PLUS** they get a \$100 gift card from Rent.com.au to spend at over 80 national retailers.



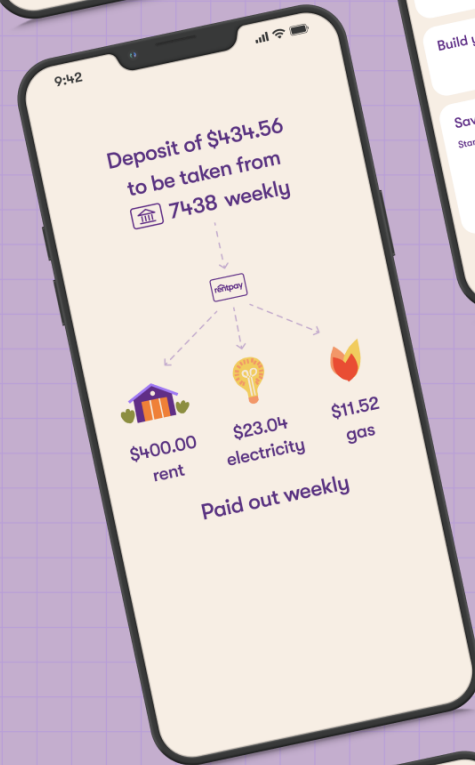
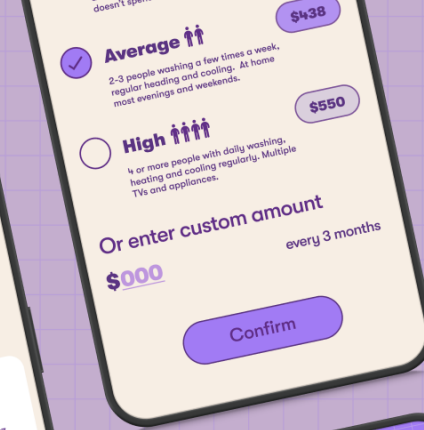
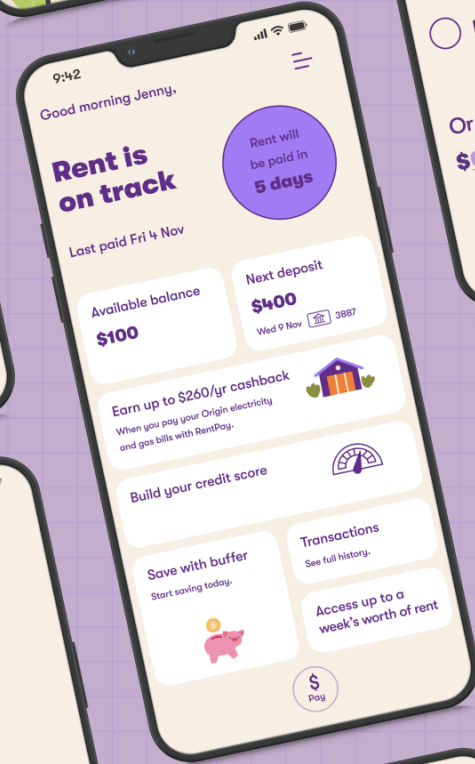
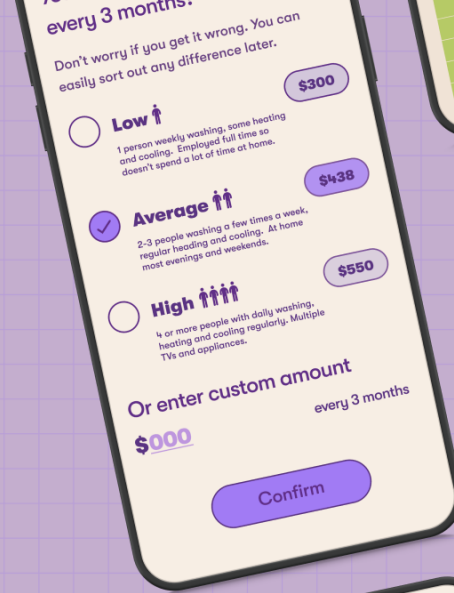
OTHER PRODUCTS/SERVICES

UNIQUE PROPERTY DATA ALLOWS ADVERTISERS TO COMBINE TRADITIONAL AND CUSTOM TARGETING TO ZOOM IN ON KEY AUDIENCES, MAXIMISING ROI

- Rent.com.au has had more than 2 million properties listed for rent on its site, allowing Walkability and Transit Scores to be developed, along with millions of renter's Suburb Review data points determining renters' mindsets, suburbs top features etc.
- Along with the traditional property data that Rent.com.au has access to, advertisers can target segments of consumers via display advertising on site, off site on trusted third-party sites, via email or social media.
- Rent.com.au is also exploring monetisation of its rich level of non-personally identifiable data.



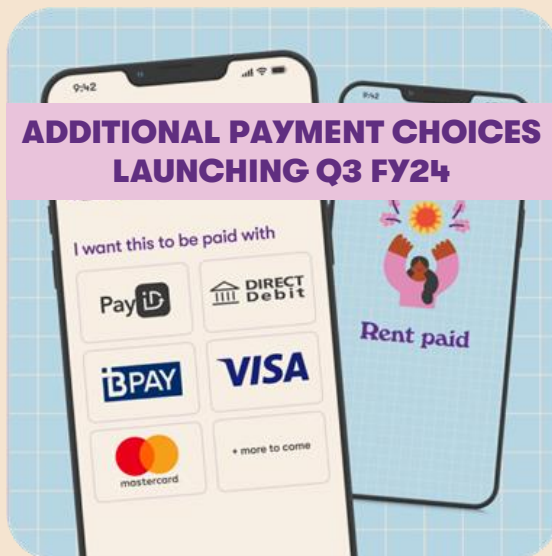
RENTPAY



WHAT WE ARE SOLVING – FOR TENANTS

PAY MORE WAYS AND WHEN THEY WANT

- Renter chooses when and how to pay rent (but agent gets paid on time in right format).
- Allows tenants manage budgets, build a buffer and even earn credit card points for a holiday!



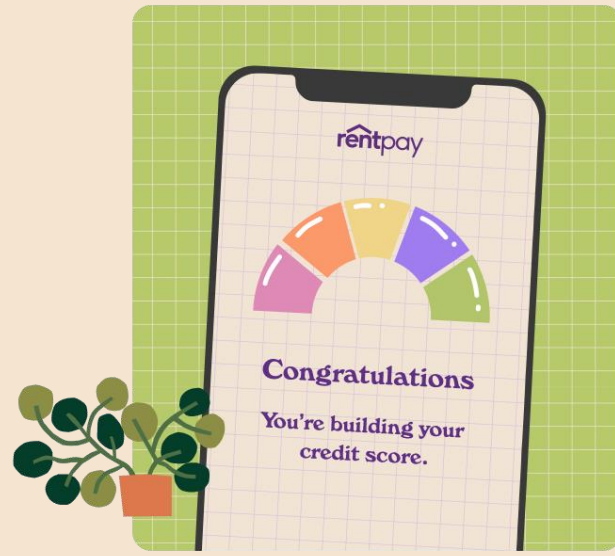
EARN CASHBACK AND REWARDS

- Paying regular smaller payments towards electricity and gas bills makes it easier to manage budgets and reduce bill stress.
- Renters doing this get up to \$5 cashback per week into their wallet.



BUILD CREDIT WITH SCOREBUILDER

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



WHAT WE ARE SOLVING – FOR AGENTS

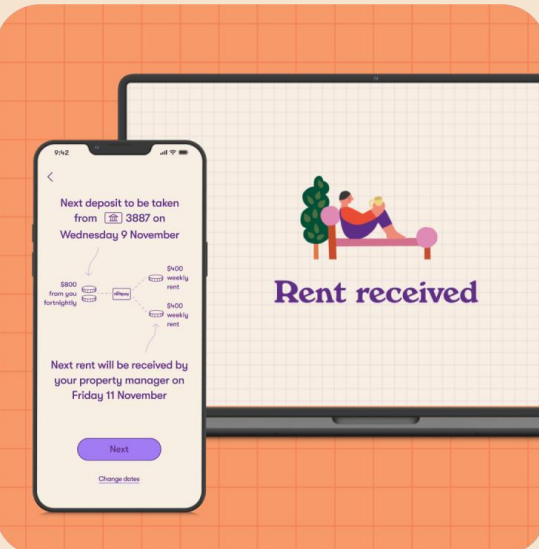
FAST RECEIPTING AND NO DISHONOURS

- 100% cleared funds are deposited straight into agent’s trust account in single batch payment.
- Accurate receipting and compatibility with all trust accounting systems saves property managers time and stress.



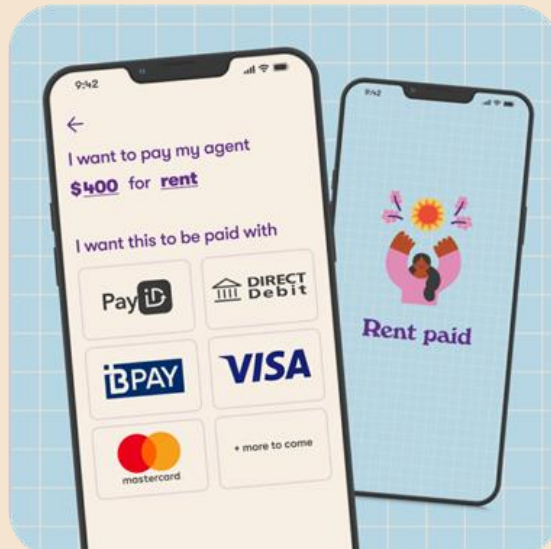
NO CHASING PAYMENTS, LOWER ARREARS

- Auto-scheduling, built in alerts and notifications make sure renters never miss a payment = a lower arrears rate than average .
- Live view of payments means less time chasing and more time growing their business.

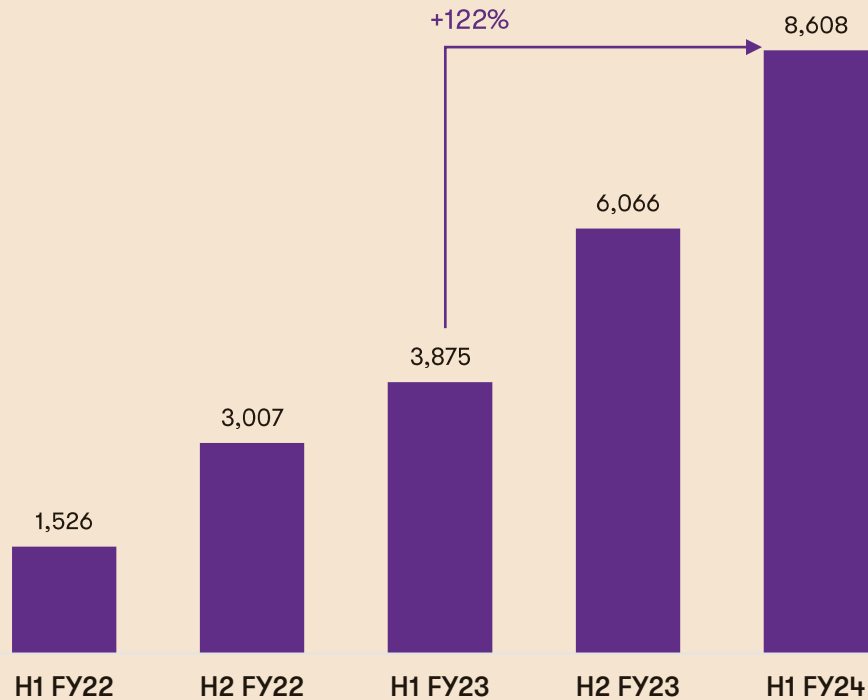


THE PAYMENT APP RENTERS WANT TO USE

- 20% of RentPay users are paying to use the app of their own accord (i.e. agent doesn’t use it).
- By rewarding good renters, we are helping build their financial health which means more reliable payments and happier tenants.



ACTIVE RENTPAY CUSTOMERS

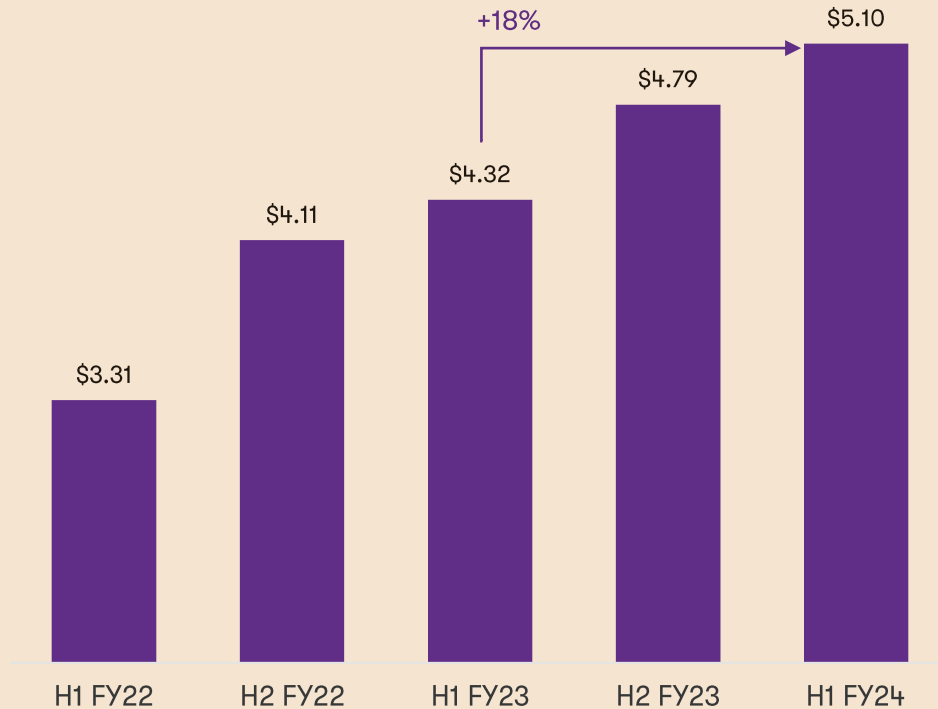


GROWTH DRIVERS

- >\$200 million in rent processed by RentPay since launch (now more than \$3 million in rent per week).
- 20% of customers via consumer marketing which has been scaled down and is now focussed on acquisition rather than brand.
- Most customers coming in via direct (B2B) sales channel – steady stream of existing and new real estate agencies onboarding to deliver incremental customer growth.
- Agencies can be slow/lumpy to transition but it allows RentPay to scale quicker.
- Next opportunity is strategic partnerships such as the one with MRI Software which operates MRI Property Tree, Australia’s leading cloud-based residential property management solution which is used by more than 4,200 real estate agencies.

AVERAGE REVENUE PER USER (ARPU)

RENTPAY ARPU



SIMPLE FEE STRUCTURE

Base fee of \$2/month covers cost of bank transactions – in many cases this is covered by the agent rather than tenant.

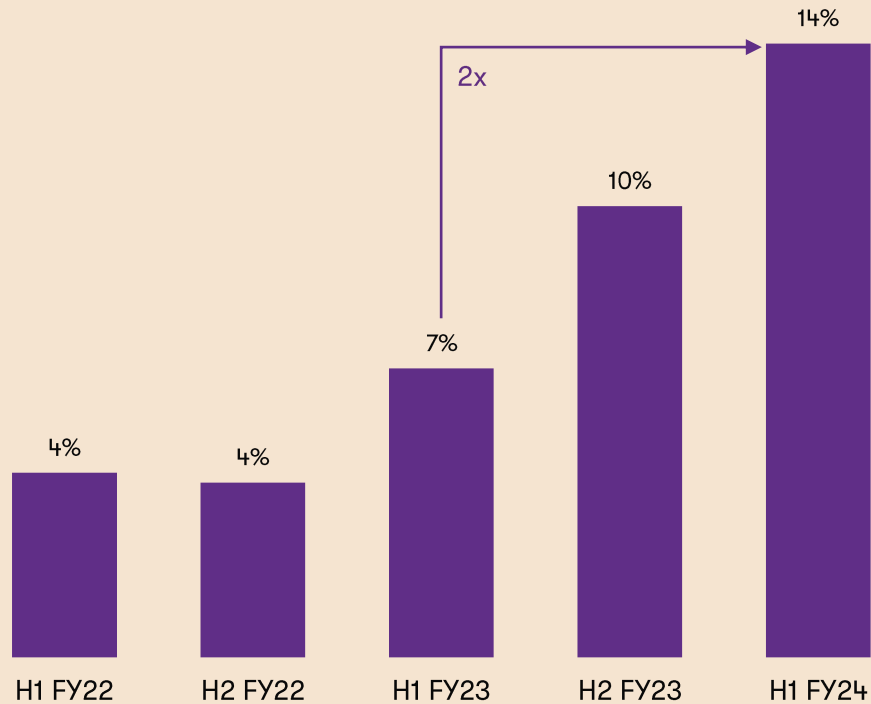
Add on products:

- 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 (and RentPay earns a fee).
- **Credit card fees at just 0.99% now the lowest in the industry.**

International payments (Alipay, WeChat Pay, Union Pay) launching this quarter will drive further ARPU gains.

Further new products to accelerate ARPU under development e.g. mortgage builder (helping renters save for a deposit while also demonstrating serviceability for a home loan).

ANNUITY REVENUE AS % OF TOTAL



BUILDING SCALE AND SUSTAINABILITY

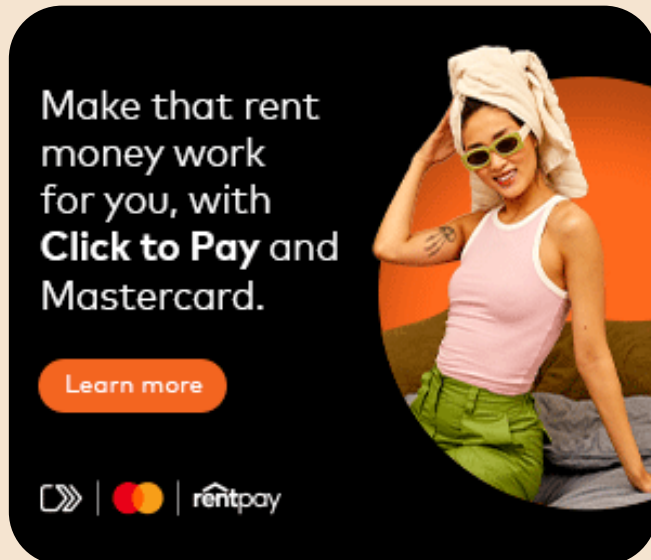
A key driver of RentPay has been the transition of our revenue from a simple transactional model (seasonal, limits on scalability) to one that is recurring and compounding.

We're still early into the transition, but with 14% of the Group's revenue now coming from annuity income streams, the Group is transforming into a more sustainable and consistent business:

- compounding growth effect of adding annuity customers and building ARPU.
- less susceptible to seasonal fluctuations.
- greater exposure / relevance throughout customer lifecycle.
- opportunity for greater value and range of complementary services to further accelerate revenue.

CLICK TO PAY (MASTERCARD)

- Partnership with Mastercard
- First in market implementation for rental payments
- Joint marketing campaign
- Allows amplification of our new low rates (0.99%)
- Brand association resonates with agents



MRI PARTNERSHIP

- RentPay and Property tree integration
- Enhances useability for MRIs agent customers (~4,200)
- RentPay have presented to/trained MRI sales teams
- Cross promotion, joint sales efforts
- Further product development planned

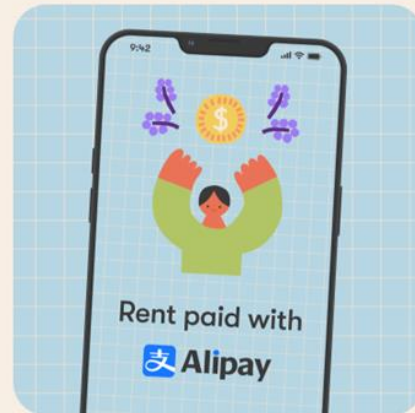


INTERNATIONAL PAYMENTS

- Alipay, WeChat Pay and Union Pay
- Leading international payment solutions
- Opens up student, expat and migrant markets
- First in market for AU rental payments
- Delivers on our promises to renters/agents

PAY WITH ALIPAY, WECHAT PAY AND UNIONPAY

An Australian first, being able to pay your rent using WeChatPay, Alipay and UnionPay. We've built this payment option to offer a unique service to international students and residents living and studying in Australia with a safe, secure, and affordable rental payments solution.

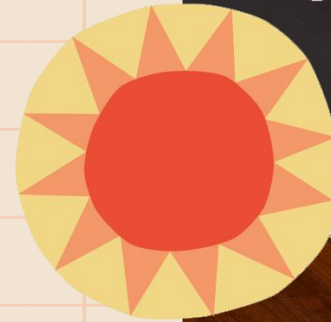


REWARDS - PAYLAB

- Instant cash of up to 15% for customers
- Major brands, no need to change how you spend
- Transfer your rewards into your RentPay wallet
- Your everyday spend reduces your rent
- Cross promotion opportunities

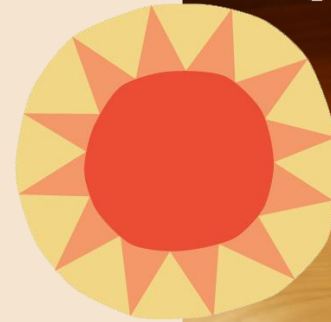
The image shows two screenshots from the Paylab app. The left screenshot displays a collection of retail partner logos (including Amazon, Coles, and others) and a central graphic of a hand holding a dollar sign. Below this, it states 'Save up to 15% every time you shop' and explains that users can use rewards earned from in-store and online purchases towards their next rent payment. A 'LEARN MORE' link is provided. The right screenshot shows a slider interface titled 'Use rewards or savings buffer towards your rent'. It features a piggy bank icon and a house icon, with a slider bar below. The text indicates that users can reduce their next debit by up to \$0.00 by setting the slider to the maximum amount.

OUTLOOK



- We have a strong RentPay pipeline which includes dozens of real estate businesses transitioning their rent rolls onto RentPay – variable lead times but will be lucrative.
- Key partnership with MRI Software who service >4,200 property management businesses – RentPay is complimentary to MRI Property Tree and provides MRI sales team with another opportunity to close.
- Launching RentPay rewards and new payment methods in Q3 FY24 to grow ARPU and attract additional consumers.
- Continue the refresh of Rent.com.au search portal to further improve site performance, grow organic user base and open new revenue streams.
- Capital raising completed in December, R&D Grant received, and revenue growth has returned, setting up the rest of FY24 and beyond.

CORPORATE INFORMATION



Ordinary Shares

Share price at 20 February 2024	\$0.026
Ordinary Shares on issue	629,649,562

MARKET CAPITALISATION **\$16.4m**

Cash on hand ⁽¹⁾	\$2.0m
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ENTERPRISE VALUE **\$14.4m**

Other ⁽²⁾

Exercise	Vest	Expiry	Number
----------	------	--------	--------

Remuneration Rights (CEO, COO)	Jun-24	Jul-24	2,500,000	
Performance Rights (LTI)	Jun-24	Jul-24	5,737,500	
Performance Rights (LTI)	Jun-25	Aug-25	17,386,364	
Performance Rights (LTI)	Jun-26	Aug-26	23,625,000	
Options (Directors)	\$0.10 - \$0.15	Nov-23	Nov-25	7,200,000
Options (listed)	\$0.04	n/a	Dec-25	67,240,069

(1) As at 31 December 2023

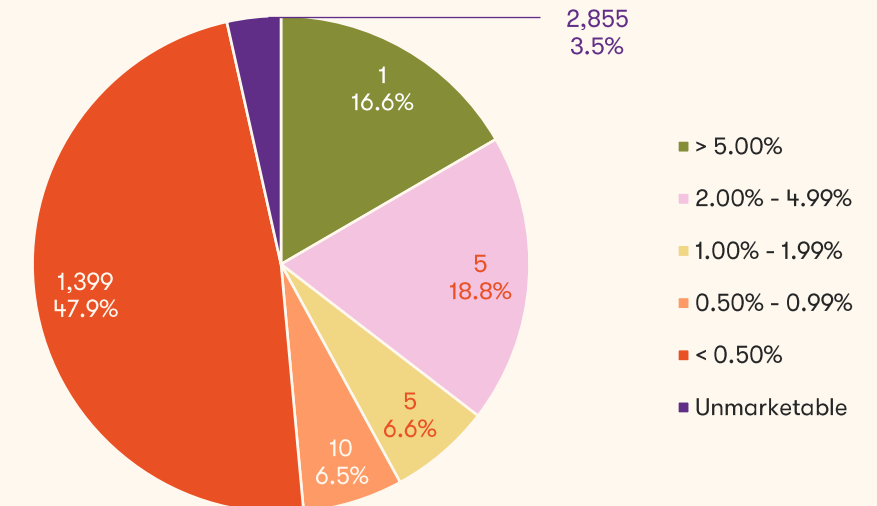
(2) As at 31 December 2023

(3) As at 31 January 2024

Top shareholders ⁽³⁾

	%
Bevan Slattery (HNW – holder since 2021)	16.6%
John Wood (Director – holder pre-IPO)	4.8%
Greg Bader (CEO – holder since 2016)	4.7%
Jason Carroll (HNW – holder since 2016)	3.5%
Garry Garside (Director – holder pre-IPO)	2.6%

SHAREHOLDING DISTRIBUTION⁽³⁾



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 of experience in senior management roles including Swimply, Airbnb, eBay, and iiNet
- Non-Executive Director of Tiimely 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 QoriaLtd, Narryer Metals 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, 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)

LEE SWANSON



GENERAL MANAGER - TECHNOLOGY

- 20+ years of experience in software development, across several 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.

SHANE LAVAGNA-SLATER



GENERAL MANAGER - RENTPAY

- 20+ years financial services experience across ASX-listed companies, a multinational bank and PE-owned financial institution.
- Shane has launched financial products both in Australia and overseas and has lectured in finance for UWA's MBA Program.
- PhD in Business Management, MCom, GAICD and has an executive education certificate from Harvard Business School.

SANDRA ANTIPAS



HEAD OF CUSTOMER SERVICE

- 20+ years of 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