

RENT.COM.AU QUARTERLY ACTIVITIES REPORT FOR Q3 FY25

Rent.com.au Limited (ASX:RNT) ('Rent.com.au' or 'the Group'), Australia's home for renters, presents its quarterly activities report for the quarter that ended 31 March 2025.

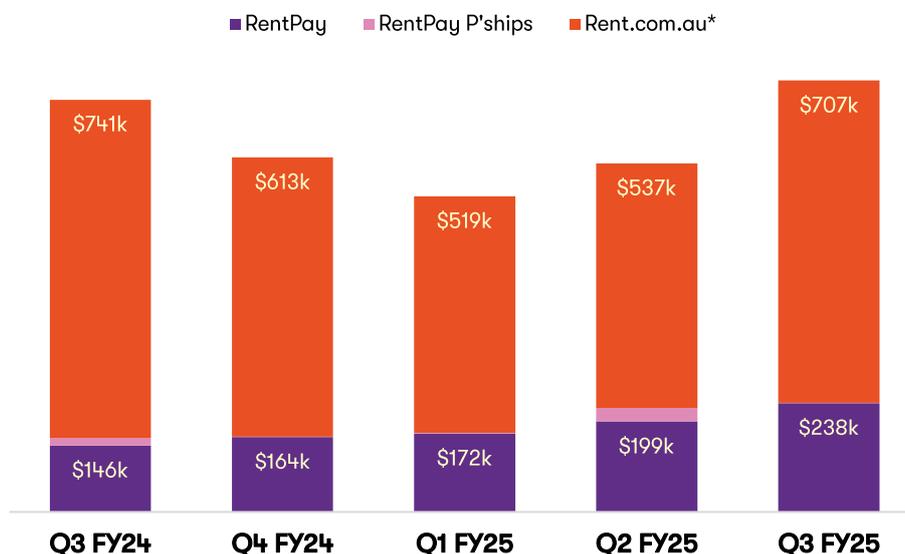
- › Record Quarterly Revenue of \$932k, up 24% vs December 2024 and up 5% vs March 2024.
- › 13,043 active RentPay customers as of 29 April 2025, up 45% vs April 2024.
- › RentPay Annualised Recurring Revenue ('ARR') reached a record \$1 million in March 2025.
- › Property data channel, creating a new revenue stream without needing extra investment.
- › Fully underwritten entitlement issue to raise \$1.7 million (before costs) completed.

OVERVIEW

"As we've previously said, the seasonal moving peak means that the March quarter is typically a busy quarter for our business, driving strong growth in our Renter Products, up 43% compared to the December 2024 quarter. Together with the strong growth in recurring revenue from RentPay, we achieved a new record quarterly revenue of \$932k, in line with our Trading Update of 9 April 2025," said Chief Executive Officer Jan Ferreira.

"A busy moving season helps drive positive revenue results, however, the seasonal volatility of many of our original, non-recurring revenue streams has meant that quieter periods, such as the June and December quarters, have meant less revenue. As we increase both the size and number of our recurring revenue streams, we will see less and less seasonal impact on our results, and the compounding effect of these revenue streams is accelerating our path to profitability. For the March 2025 quarter, the percentage of our Group revenue from recurring revenue streams was 26%, up from 16% in March 2024."

QUARTERLY REVENUE



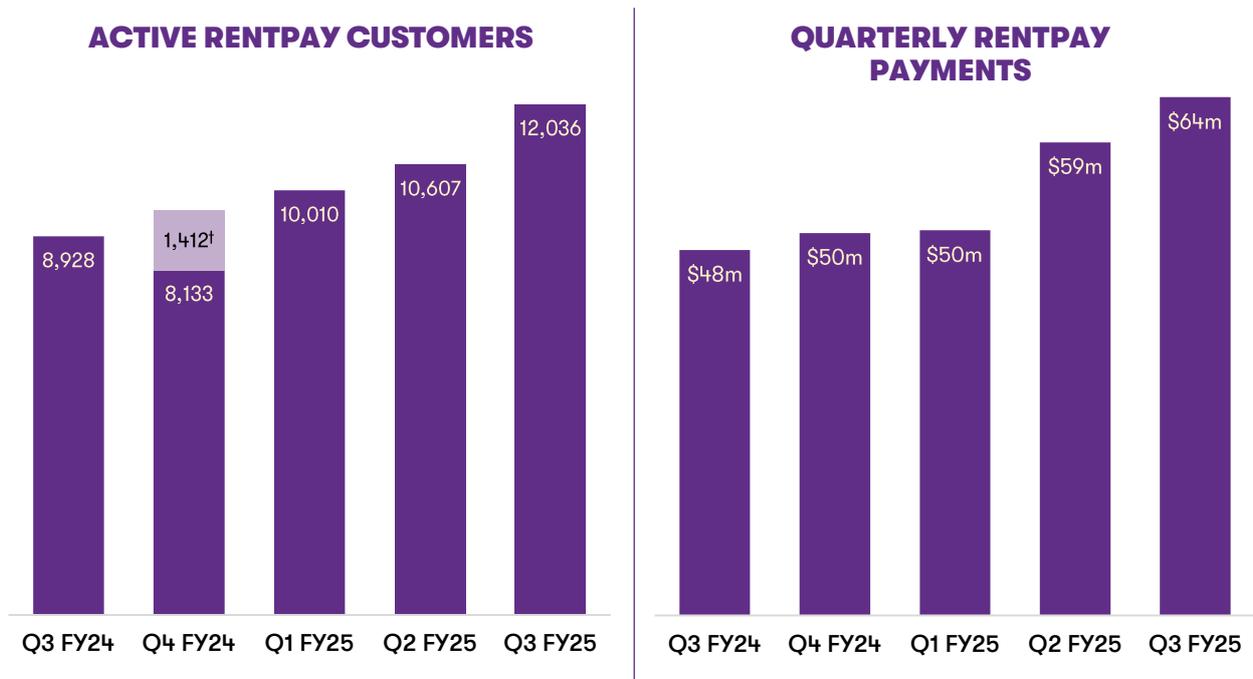
* includes intercompany Advertising Revenue

RENTPAY PAYMENTS PLATFORM

- › 12,036 active RentPay customers on 31 March 2025 (+35% growth over the prior year).
- › Focus on increasing adoption by existing agents driving active customer growth.
- › 64% growth in RentPay recurrent revenue vs the same quarter last year.
- › RentPay Annualised Recurring Revenue (‘ARR’) reached a record \$1 million in March 2025.
- › Strong ARPU* growth from continued adoption of additional payment methods (up 27% YoY).
- › More than \$480 million in payments have now been made via RentPay.

CUSTOMER NUMBERS

“While ordinarily the March quarter has been a period when agencies ask us to delay onboarding initiatives because their property management teams are busy with the volume of rental enquiries, this last quarter we have seen two new approaches start having success, resulting in us adding more than four times the number of customers than were added in the same quarter last year”.



“Firstly, we’ve consistently worked with agencies to improve how they promote RentPay through their new lease sign-up processes. This has meant that rather than dealing with a big one-off migration, agencies can migrate more slowly by signing all new tenants onto RentPay. Of course, this means that for these agencies, adoption is steady and consistent, meaning that it takes longer for them to fully realise the benefits from using RentPay, but it helps when they’re busy. We then circle back later to encourage the rest of the rent roll to migrate.

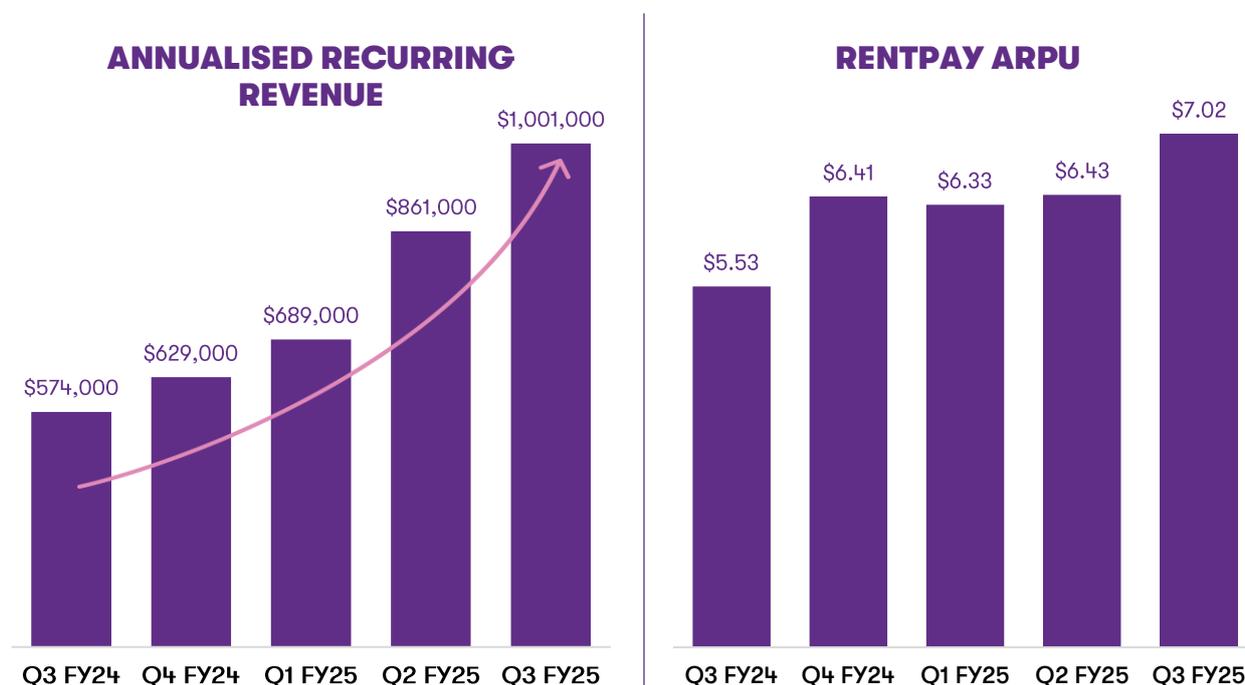
“That is where the second initiative comes in. We have focused some of our resources specifically on working with our existing agency customers to increase adoption, and that has been a catalyst for some of our growth this past quarter. Agencies that have signed agreements with us collectively have more than 15,000 tenancies under management where RentPay is not yet used. While for a variety of reasons we will not get all of these tenants using RentPay, delivering the value that’s been tied up in our pipeline is clearly an area of focus, alongside continuing to build that pipeline through sales and promotional activity.

* ARPU = Average Revenue Per User (per month)
 † Rent roll lost as agency migrated software systems

“We’ve already added close to 1,000 net new active customers this quarter as our pipeline activity is complemented by a rent roll that we lost last year starting to re-onboard. We expect to regain the full rent roll by the end of June”.

AVERAGE REVENUE PER USER (‘ARPU’)

“Our platform works well for delivering choice and flexibility to renters, and efficiency and productivity to agents. In Q2 FY25 we launched PayPal as another payment method, and it has proven popular amongst different renter groups. New migrants find it a useful way to pay their rent using their overseas bank account while they get settled in Australia, while American Express cardholders can use our integration with PayPal to facilitate their rent payments to maximise points earning. Already, we are seeing \$1 million per month in rent being paid via PayPal. Payment choices are a key driver of ARPU for us, and with 29% of all payments on our platform being via PayPal or credit cards, we’re reviewing these offerings to see how we can better serve users as well as improve our margins as we drive towards profitability for the platform”.



RentPay's EBITDA loss for the quarter was \$523k, a continued improvement on the previous quarter, and investment in software development was \$144k, broadly in line with the previous quarter and 43% lower than the same quarter last year.

RENT.COM.AU HOME MOVERS PORTAL

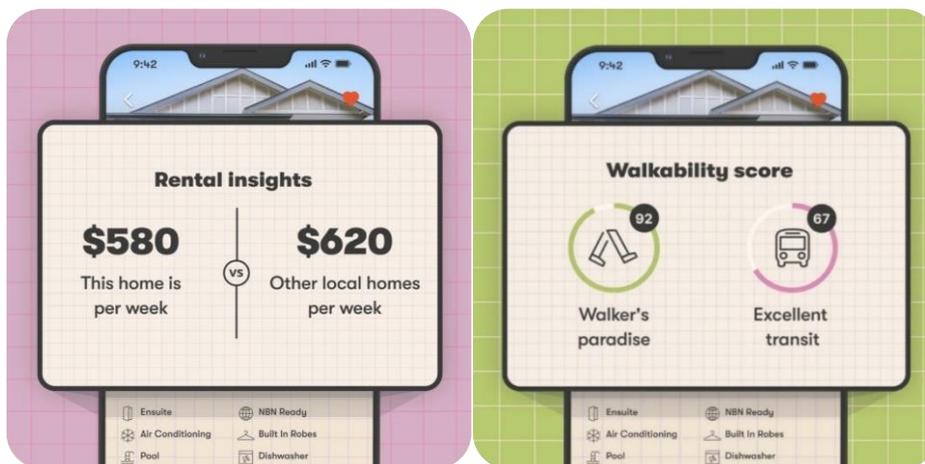
“The www.rent.com.au moving portal continues to be EBITDA positive, with the ‘moving peak’ quarter boosting revenue from our Renter Products which help renters apply for and then move into their new rental home. Renter Products revenue grew 43% compared to the December 2024 quarter and 8% compared to the March 2024 quarter.

“This growth was primarily driven by RentBond which continues to be popular, and process improvements we’ve started making are having an impact. A significant proportion of the funds we raised from our recently completed entitlement issue will go towards improvements for our RentBond product to not only capitalise on the demand we’re experiencing, but to also improve our capability to cross-sell our other products such as the RentConnect utility connections service, our RentPay payments platform, as well as future products. We are making good progress in exploring our funding options, with our primary goals being to have more control

over the customer’s loan experience and to secure a greater share of the financial benefit from our product as we drive towards profitability for the whole Group”.

“We have also been exploring opportunities to better monetise our extensive and unique property and demographic data. To date, we have had more than 2 million properties listed for rent via our site, many of them multiple times, allowing us to combine ‘standard’ metrics such as price history with our unique measures, such as walkability and transit ratings or our more than 1 million suburb reviews.

“We are making good progress with monetisation efforts and are in advanced discussions with several parties, including the leading provider of property data and analytics, to start incorporating our data into their products. We expect to grow this into a meaningful new revenue stream as we expand the use cases and add other data customers to our portfolio. Importantly, we already have this data, and therefore it doesn’t need significant investment to unlock its potential”.



OUTLOOK

“We are well positioned to now kick on to Group profitability. We’ve completed our entitlements issue to raise approximately \$1.7 million before costs, our original Rent.com.au moving portal continued to be profitable, we’re seeing good customer growth for RentPay, and we’re making excellent progress in developing new, profitable revenue streams.

“Our team continues to impress, with another record quarterly revenue result and strong customer growth delivered. The new management team is also taking shape, with Mr Sye Hughes commencing as Chief Operating Officer (‘COO’) in April 2025. Sye has extensive experience in the technology sector, having led cross-functional teams across product, sales, marketing and other customer functions, including experience within the sales functions at both Realestate.com.au and Domain.com.au”.

Approved for release to the ASX by the Board of Directors.

Disclosures required under ASX Listing Rules:

Payments to related parties of the entity during the quarter totalled \$80k, comprising directors' fees of \$67k and office rent and outgoings paid to entities associated with Dr Garside of \$13k.

Investors wishing to keep up to date with company news and events are invited to subscribe for updates at: <https://investors.rent.com.au/>

ABOUT RENT.COM.AU

Rent.com.au (ASX: RNT) exists to make renting rewarding. Made for renters, RNT is reimagining the renting experience to create Australia's most empowered rental community.

OUR MISSION

Inspired by our customers, and through the clever use of technology, we deliver innovative solutions to remove the complexities of renting and create positive, lasting change.

OUR PRODUCTS

RENTCHECK

An easy way for a renter to verify their ID and check for any reported breaches in their tenancy history, giving them an edge on their application.

[Learn More](#)

RENTBOND

A move now, pay later product that helps renters bridge the gap from one rental to another by financing their bond online.

[Learn More](#)

RENTCONNECT

A free connection service that makes moving hassle-free AND provides the renter with a \$100 gift card to help them turn a house into a home.

[Learn More](#)

RENTER RESUME

Renters can streamline their rental search with Renter Resume. Creating it once and using it to apply for as many properties as they like.

[Learn More](#)

RENTPAY

Making rent money work for renters. Flexibility to choose how and when to pay, access emergency funds, build credit score and save.

[Learn More](#)

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

RENT.COM.AU LIMITED

ABN

25 062 063 692

Quarter ended ("current quarter")

31 March 2025

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (6 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	897	2,696
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(575)	(1,509)
(c) advertising and marketing	(151)	(496)
(d) leased assets	(19)	(56)
(e) staff costs	(517)	(1,692)
(f) administration and corporate costs	(148)	(575)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	20	59
1.5 Interest and other costs of finance paid	(4)	(12)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	589
1.8 Other (provide details if material)		
1.9 Net cash from / (used in) operating activities	(497)	(996)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(1)	(1)
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets (software development)	(414)	(1,231)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities		
	(b) businesses		
	(c) property, plant and equipment		
	(d) investments		
	(e) intellectual property		
	(f) other non-current assets		
2.3	Cash flows from loans to other entities		
2.4	Dividends received (see note 3)		
2.5	Other (provide details if material)		
2.6	Net cash from / (used in) investing activities	(415)	(1,232)
3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	2,357
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(4)	(109)
3.5	Proceeds from borrowings	-	138
3.6	Repayment of borrowings	(55)	(166)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)		
3.10	Net cash from / (used in) financing activities	(59)	2,220
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	1,176	213
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(497)	(996)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(415)	(1,232)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(59)	2,220

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	205	205

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	185	1,156
5.2	Call deposits	20	20
5.3	Bank overdrafts		
5.4	Other (provide details)		
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	205	1,176

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	80
6.2	Aggregate amount of payments to related parties and their associates included in item 2	

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.

NB: The amount at item 6.1 includes director fees paid to each of the directors, as well as office rental and outgoings paid to an entity related to Dr. Garry Garside

7. Financing facilities	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
<i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>		
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
7.4 Total financing facilities	-	-
7.5 Unused financing facilities available at quarter end		0
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		
n/a		

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (item 1.9)	(497)
8.2 Cash and cash equivalents at quarter end (item 4.6)	206
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	206
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)	0.41
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
Answer: No. The Company's performance is improving as outlined in the accompanying Quarterly Activity Report.	
8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
Answer: Yes. On 29 April 2025 the Company completed a fully-underwritten Entitlement Issue to raise \$1.7m (before costs).	
8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
Answer: Yes, the Company expects to be able to continue its operations and to meet its business objectives on the basis of the improving operating cash outlook, with the capital raising that is to be announced expected to cover any shortfalls that occur.	
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>	

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 30 April 2025

By the Board

Authorised by:
 (Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.