






# AGM Update 25 November 2016



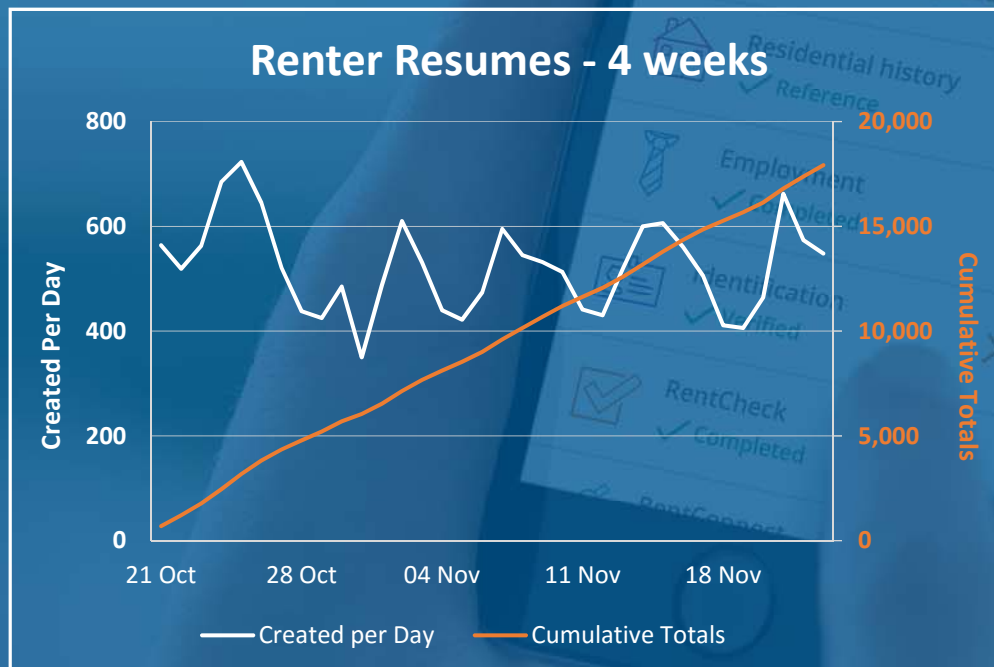
# Getting on with business

	Launched (last 4 weeks)	In Progress (next 8 weeks)
 Renters in Suits	<ul style="list-style-type: none"><li>✓ Renter Resume</li><li>✓ New Rent Check</li></ul>	<ul style="list-style-type: none"><li>• New Rent Bond</li><li>• New Application</li><li>• Other items</li></ul>
 Properties on Pedestals	<ul style="list-style-type: none"><li>✓ Walk Score</li><li>✓ Transit Score</li><li>✓ Commute Calculator</li></ul>	<ul style="list-style-type: none"><li>• New Search/Filters</li><li>• Other items</li></ul>
 Click the Forms	<ul style="list-style-type: none"><li>✓ Online Enquiry</li><li>✓ Landlord Product/Portal</li><li>✓ Claim my Property</li></ul>	<ul style="list-style-type: none"><li>• Online Application</li><li>• Agent Product/Portal</li></ul>

# Renter Resume

Fantastic take-up, exceeding expectations

- Consistent adoption since launch
- Over 17,000 Resumes created in one month
- Great feedback from Customers, is actively assisting them into properties
- Allows for better positioning of our products



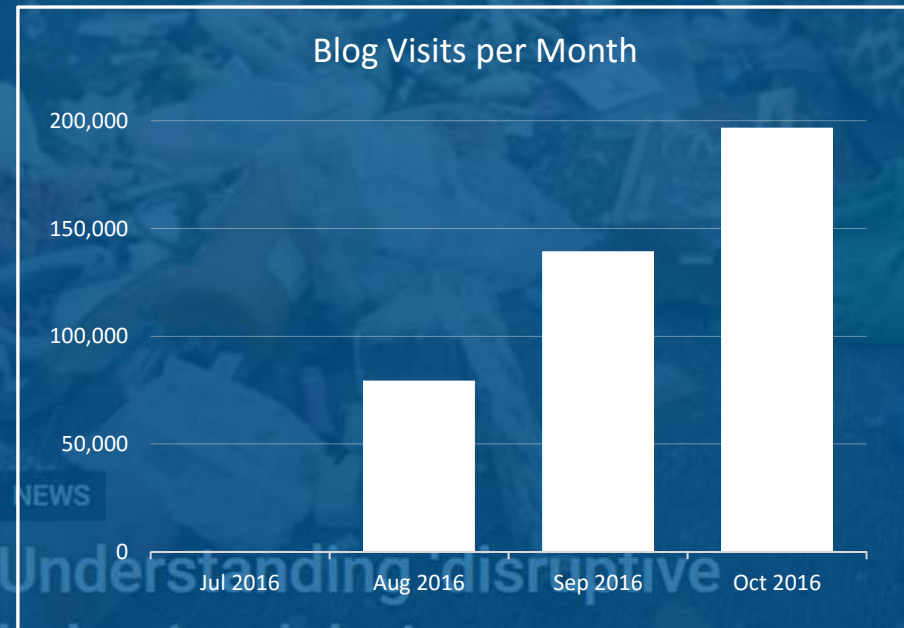
“Great idea, only have to enter my information once - James”

“I like the extra information about the tenant, gives me a better idea of what they are looking for and how to help them - Jane”

“It's hard for me because I have not rented before. The resume allows me to sell myself. - Dave”

# Blog improving advocacy

- Record organic traffic (over 25%) allows us to reduce costs
- Blog is a fantastic resource for customer engagement and information
- Allows for better positioning of our products
- Provides a vehicle for agents to engage renters



“I stumbled across the renting advice on your blog. It has helped me out loads – thank you! – Brett

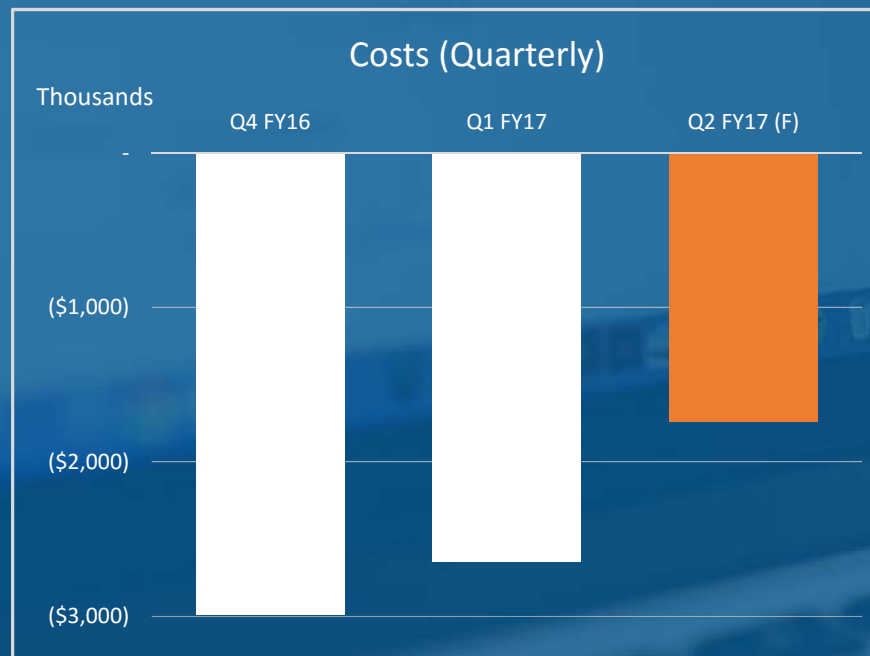
“Useful information – have shared, thank you! – Carol.

“It's great to come across a blog that isn't full of the same, re-hashed information you find on the internet. Great read. – Paul



# Costs under control

- Staff changes complete, now 31 FTE
  - 75% in development, customer and product roles
  - High Quality / Engaged with no churn
- Net burn rate below \$500k/month (includes 150k of marketing)
- No material increases in costs planned for H2 FY17



# Revenue focus

- Transitioning to new revenue models – ready for Jan 2017 launch
- Ad Revenue now managed by Google Certified Partner
- Agent Product on target for a Q3 FY17 release
- New product releases in this QTR improving product adoption
- Record sales month (Nov 2016) for RentCheck product

Everything you need to rent your property, fast.

**The Basic Package**  
FREE

The Basic package offers the following for **FREE**

- ✓ Basic property ad
- ✓ Renter enquiries by email & phone

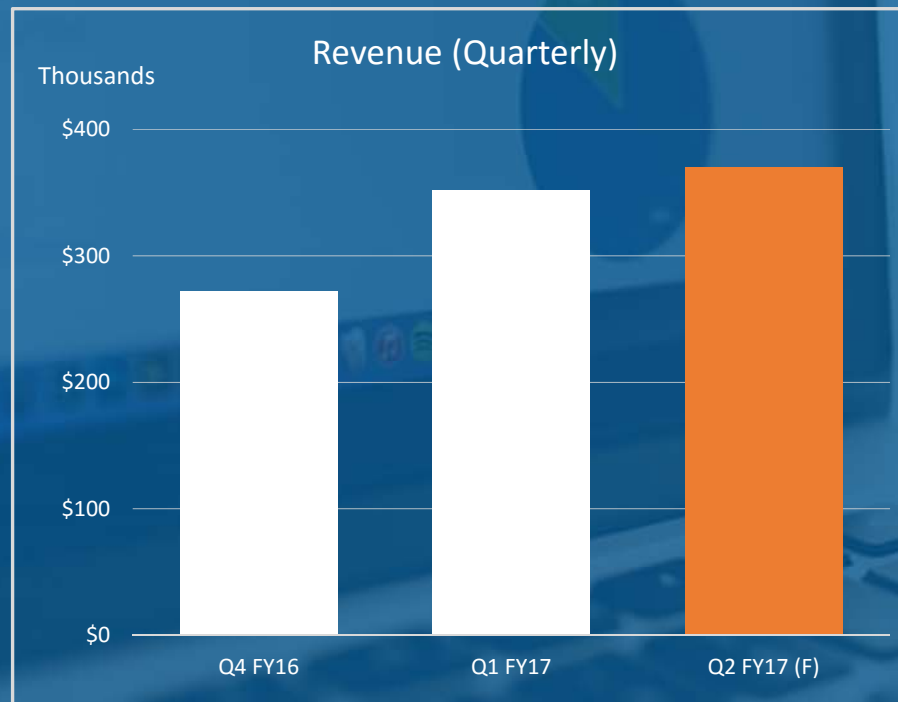
[Let's get started](#)

**The Smart Package**  
\$75

If we don't find you a tenant your listing is **FREE**

- ✓ Enhanced property ad
- ✓ Tenant Guarantee  
One-off payment, only when we find you a tenant
- ✓ Personalised online dashboard  
To manage enquiries & applications
- ✓ RentReport  
Real-time suburb data to ensure you're priced right
- ✓ Quality applications  
ID details, employment & rental history

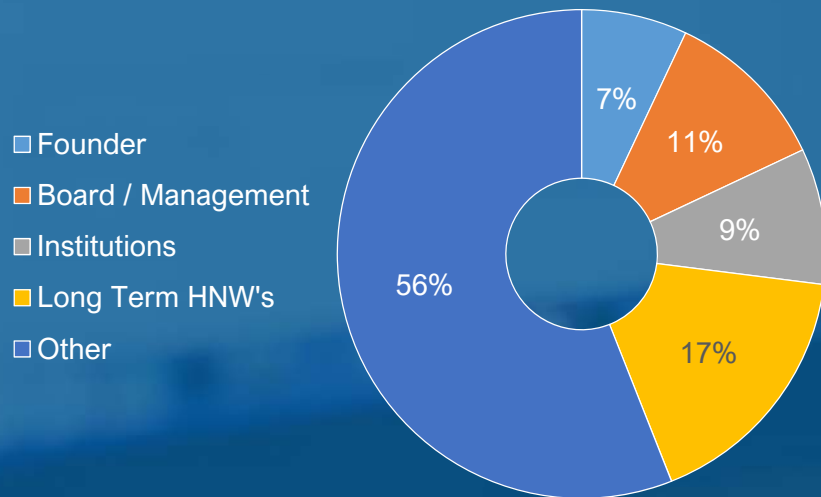
[Let's get started](#)



# Funded for the future

- Capital raising completed – \$5m raised before \$0.4m costs
- \$6.2m cash at bank (24 November 2016)
- Expected cashflow positive in H1 FY18
- Strong ongoing support from institutional and sophisticated investors

Composition of Share Register



## Solid Capital Structure

- New institutional investors on register
- Board / Mgmt. investment increased
- 57% of cap raise to existing shareholders

# Disclaimer

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