

## MARKET UPDATE

Rent.com.au Limited (ASX: **RNT**) (“**RENT**” or “**the Company**”), Australia’s Number 1 website dedicated to rental property, is pleased to present a market update for the quarter ended 30 June 2017.

### Key Highlights:

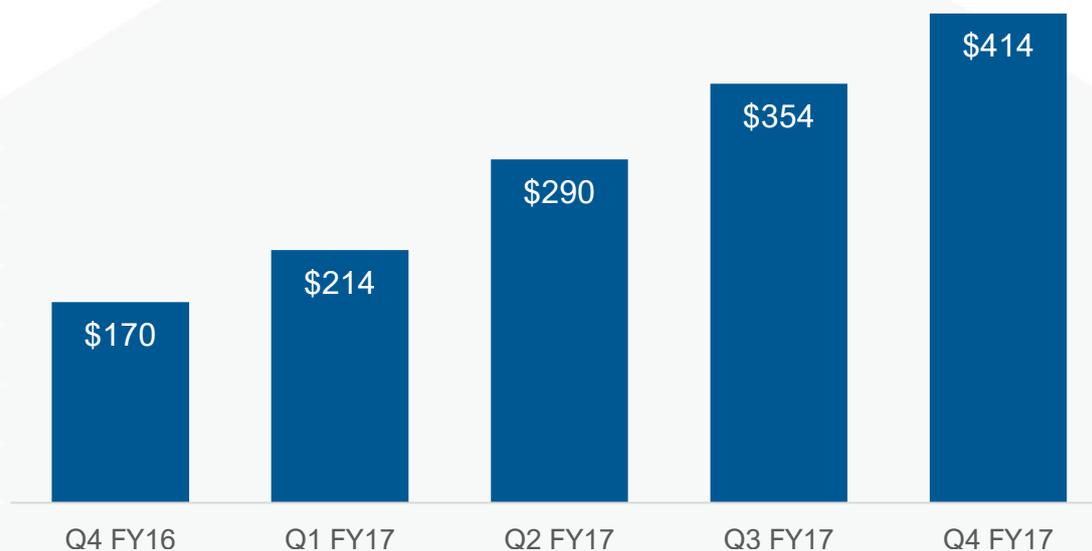
- > June 2017, record revenue month for the Company (\$188k)
- > Q4 FY2017, record revenue quarter for the Company (\$476k)
- > SmartPlan penetration growing
- > \$3.3m cash on hand
- > Audited quarterly update to be released 24 July 2017

### Strong Revenue Quarter

“We’ve continued to deliver quarter on quarter revenue growth over each of the past five quarters. Our continuing revenue streams (that is: revenue from SmartPlan fees, renter products, advertising and third parties but not including legacy subscription revenues) have grown 17% quarter on quarter and are up 143% on the same quarter in FY2016,” said RENT Chief Executive Officer, Greg Bader.

Overall revenue grew 6% quarter on quarter and 75% over the same quarter in FY2016 as the Company continues to transition real estate agents onto its best in market SmartPlans.

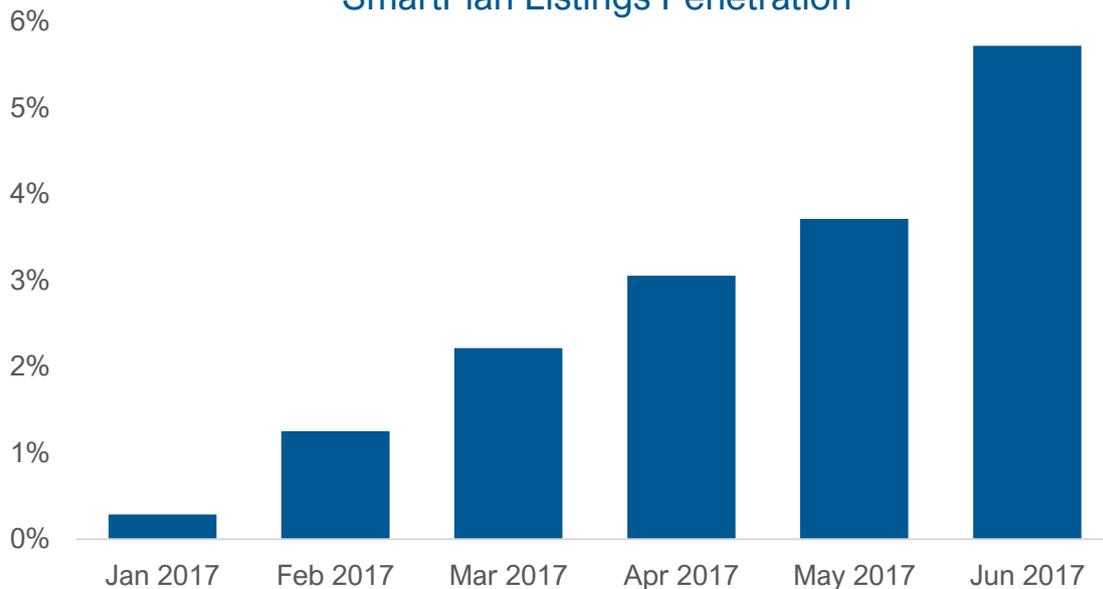
Continuing Revenues (\$'000s)



### SmartPlan Performance

“We continue to increase the penetration of our SmartPlan product to real estate agents. It has been a greater challenge than anticipated, but now that we can demonstrate the performance of the product we’re starting to make good inroads and have increased our penetration of SmartPlan to 6% of all rental properties,” said Mr Bader.

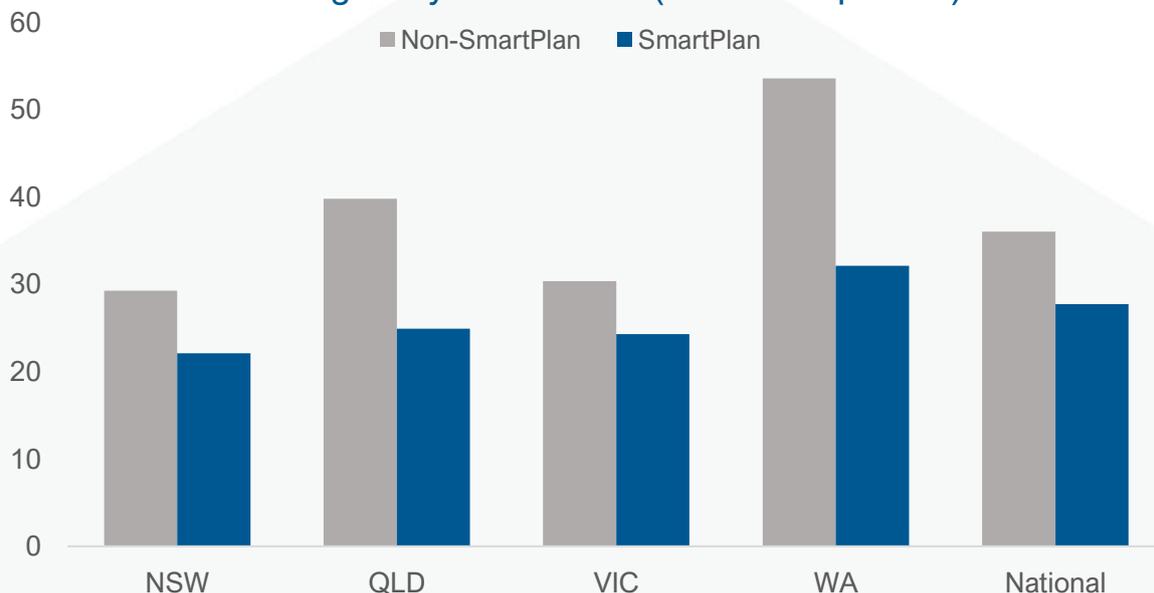
## SmartPlan Listings Penetration



With over 90% of all agent properties and its comprehensive private landlord listings, Rent.com.au is in a unique position to track the performance of the overall rental market.

“When looking at leased properties across the market during the last quarter, we see that on average a rental property took 36 days to rent. This compares with just 28 days for a Rent.com.au SmartPlan property. The benefit of a SmartPlan property is clear – at the median national weekly rent of \$390, the 8 days shorter time on market is worth almost \$500 to the landlord,” Mr Bader commented.

## Average Days on Market (Rental Properties)



### Outlook

“RENT is very well positioned to succeed and when we release our quarterly results on 24 July we expect to report a further quarterly improvement in our EBITDA result. Our revenue continues to grow and we have several additional product opportunities in development. We are also focussed on maintaining a low and scalable cost base with further opportunities to improve efficiency,” concluded Mr Bader.

**ENDS**

## About rent.com.au

rent.com.au (ASX: RNT) is Australia's #1 website dedicated to rental property. Our rental only positioning allows RNT to legitimately advocate for renters and renters.

## Our Rules

|  |                         |  |
|--|-------------------------|--|
|  | Renters in Suits        | Our renters will always be presented in such a fashion as to maximise their chances of getting the home they want                                    |
|  | Properties on Pedestals | We present our properties with additional and relevant information   |
|  | Flick the Forms         | Let's automate where we can. We can't remove the need for you to eyeball the property before signing (yet!), but we can remove most of the paperwork |

## Our Products

|  |   |
|--|---|
|  | Check to see if you are shown as a good tenant and add it to your resume to stand out from the crowd.               |
|  | Great convenience product helping renters bridge the gap from one rental to another by financing their bond online. |
|  | Hassle free moving – get someone else to ensure the lights are on and the water is hot when you move in – for free! |

## Renter (and Pet) Resume

