



Investor Presentation – March 2018

Search

*Greg Bader CEO
Jan Ferreira CFO*

RNT is well positioned to deliver significant value for its shareholders

- The leading player in the Australian rental marketplace providing renters with the best experience, features and information available.
- Unique in its focus on the Renter (the customer), less reliant on Agent revenue and part of the disruption rather than a victim of it.
- Rapidly approaching positive EBITDA following **10 successive quarters** of revenue growth driven by +30% quarterly growth in renter products revenue.
- Overwhelming customer support allows us to greatly expand our product across the rental life cycle.

Our Market



“30% of our community rent so we need to lose the stigma and realise that for many – renting is a logical and practical choice.”



Renters are a significant and growing market force

Quick Stats



\$60bn

annual rent paid[‡]



85,000

homes rented monthly*



+30%

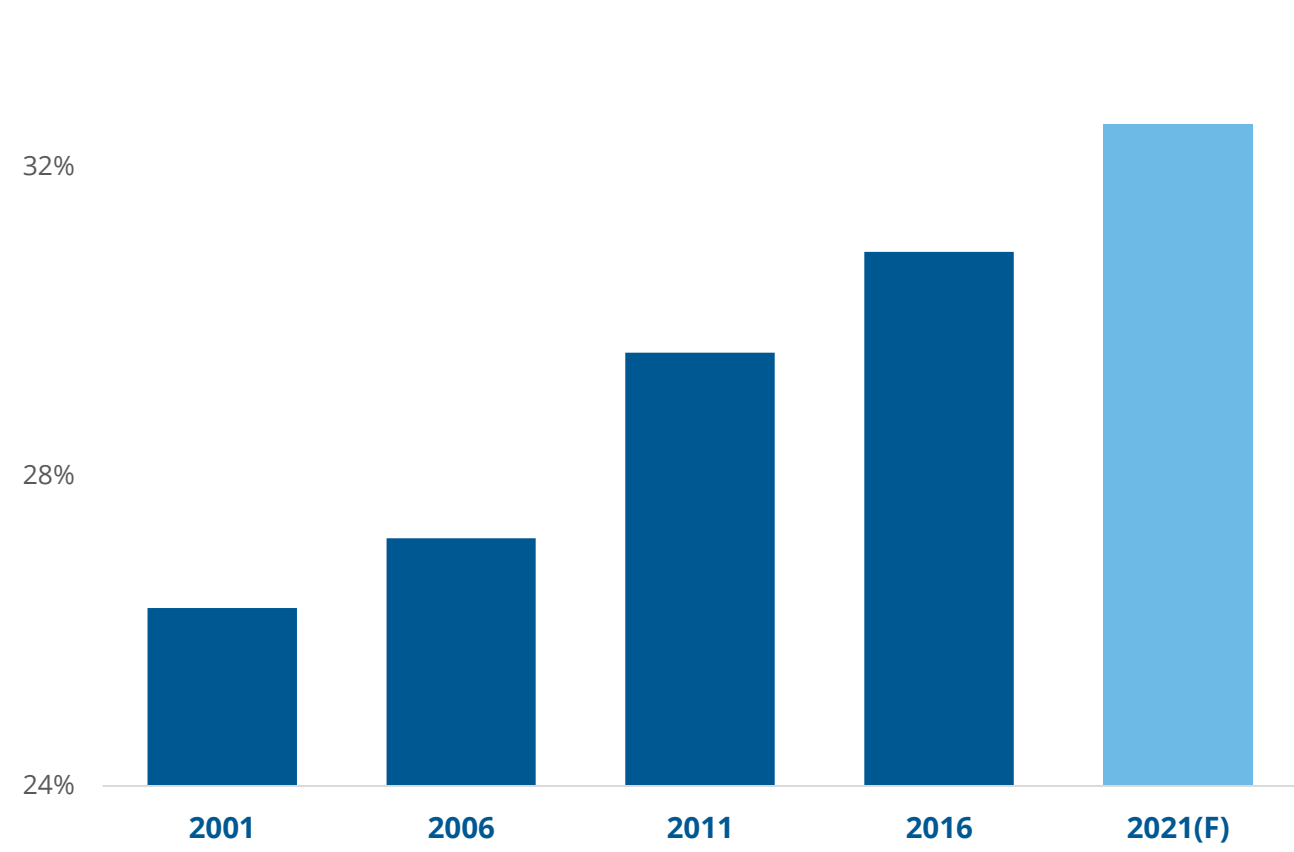
of Australians rent their home[£]



2 million

investment property owners[†]

Growing % of Renters in Australia[£]

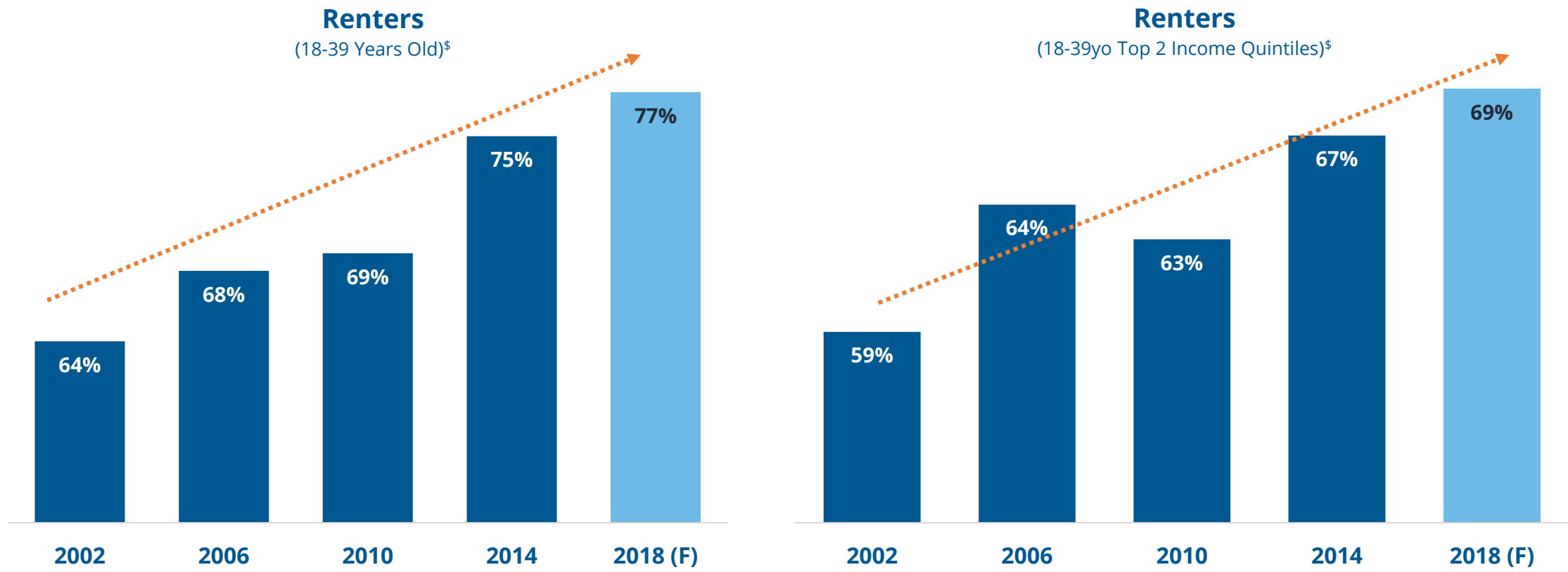


[‡] RNT estimate based on ABS and RNT data;
[£] ABS Statistics and RNT estimate (2021);
^{*} RNT estimate based on number of bonds lodged in QLD, VIC, NSW and SA
[†] ATO Data

Increasingly influenced by young professionals



Growing % of Young Professional Renters in Australia



Growing segment renting for “logical/practical” reasons

[§] The 12th Annual Statistical Report of the HILDA Survey (2017);

This is especially true of our own audience

34 years old
Australia's average renter is a 34-year-old female

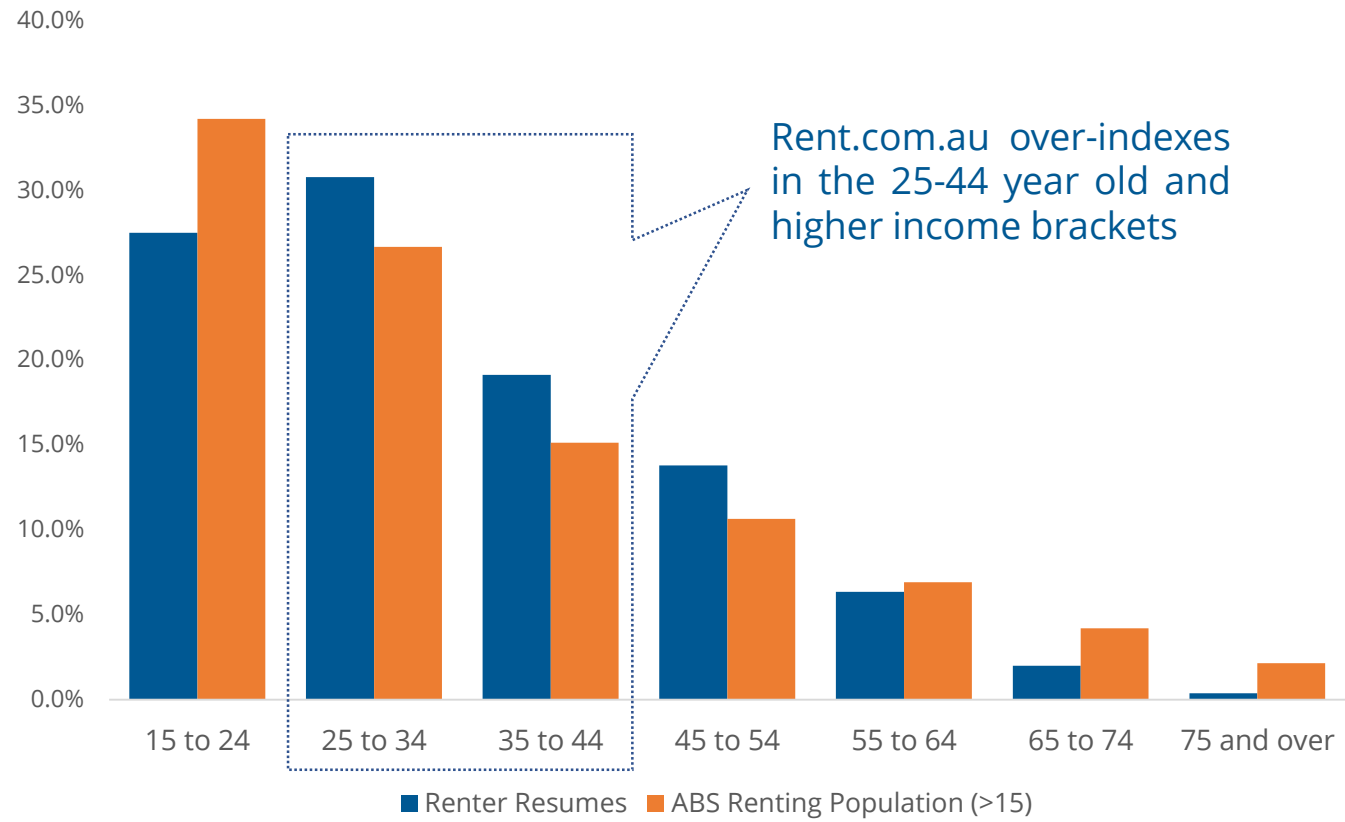
\$66,653
Earning around \$66,653 a year

Australia's Average Renter 2018

2.4 People
She's likely to live with 2.4 people

Age Distribution

Renter Resume compared to Overall Renting Population (> 15yrs old)



Couples and young families comprise 2/3rds of rent.com.au customers

54% of our renters have household income above \$100k (only 30% for all Australia)



Our Business

"We're working with our customers to increase the recognition of renters and to make the entire renting process better."



We're focused on the renter

Australia's #1 website dedicated to rental property.

Our rental only positioning allows rent.com.au to legitimately advocate for renting and renters - making the process of renting easier, more rewarding and more enjoyable for millions of renters.

Our Philosophy



Renters in Suits

Our renters will always be presented to agents and landlords in a way that maximises their chances of getting the home they want



Properties on Pedestals

We present our properties with additional, relevant information that makes the process easier for renters



Flick the Forms

Let's automate where we can. We are removing the need for most of the paperwork to help save our renters time and effort



Home for Renters

We are fast becoming the default destination for renters, by adding value and not expecting reward for no effort

and enhanced our site to be more relevant for renters



Over 90% of all rental listings and useful tools and features that are not found on any other site

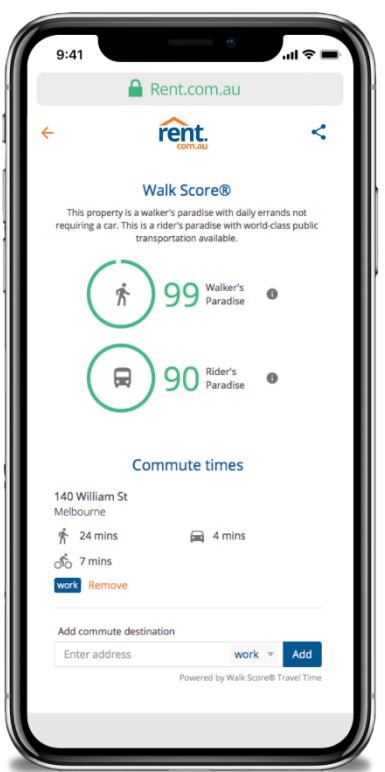


Simplicity, Automation and Recognition

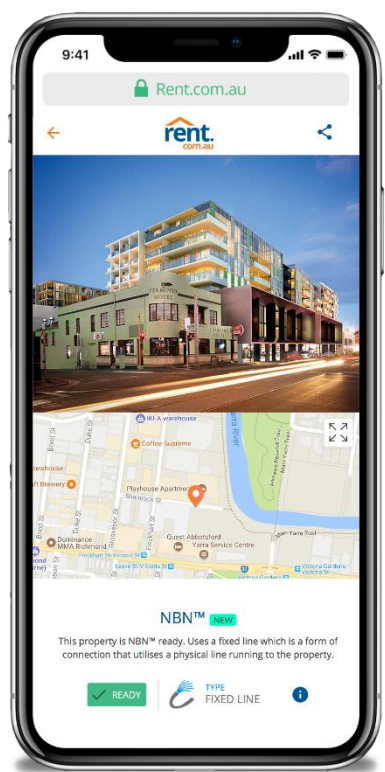


The best experience available for renters in the market

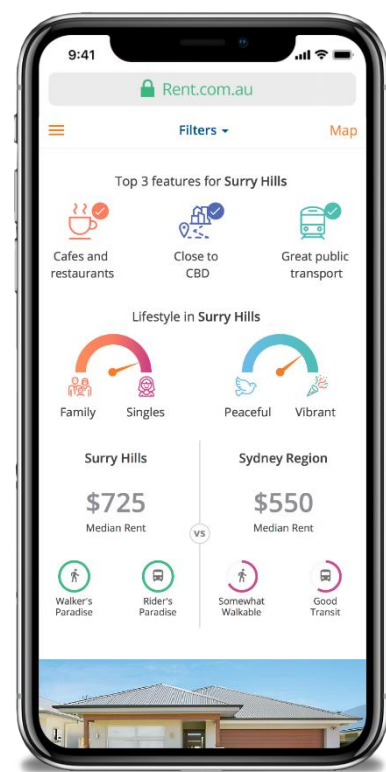
Walk Score



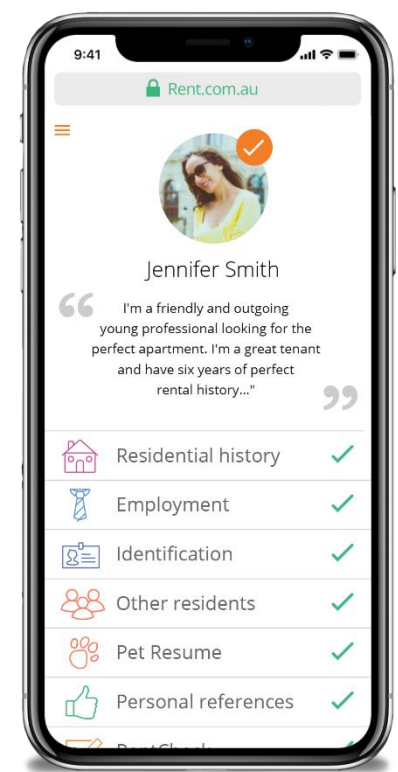
NBN Status



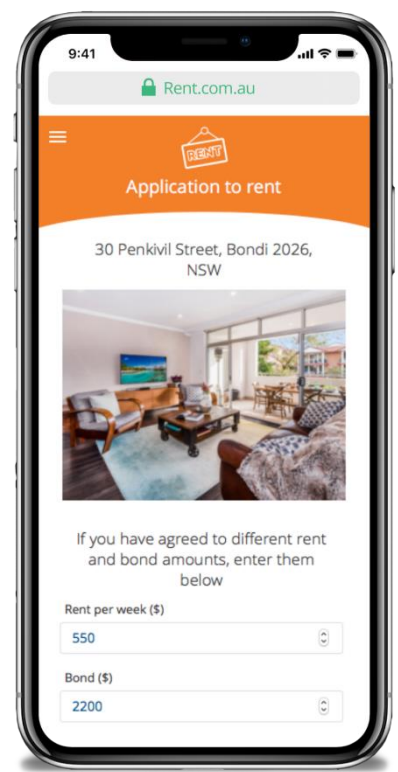
Suburb Reviews



Renter Resume



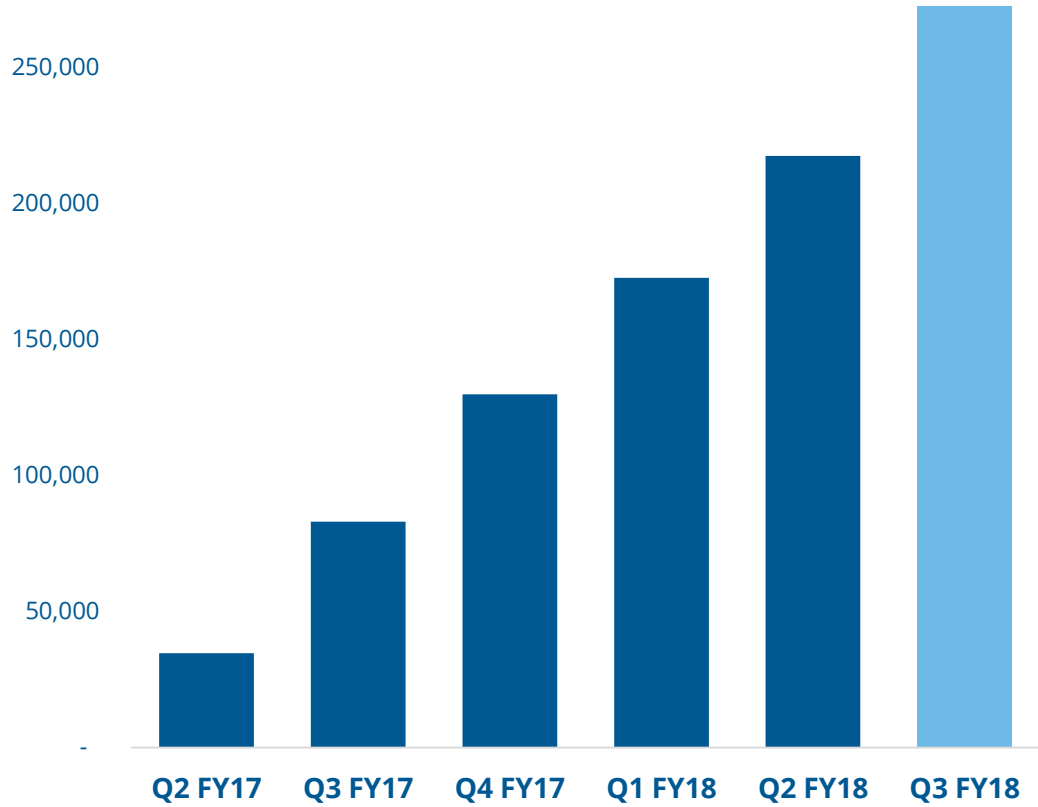
Online Applications



Customers have responded overwhelmingly

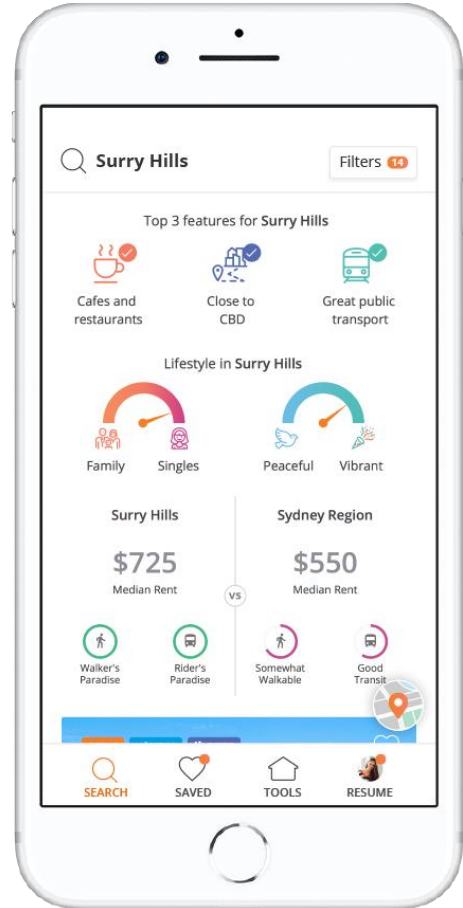
Helping us create one of Australia's most comprehensive renter databases and Australia's largest database of "real time" user generated lifestyle ratings for our suburbs

Renter Resumes



Suburb Reviews

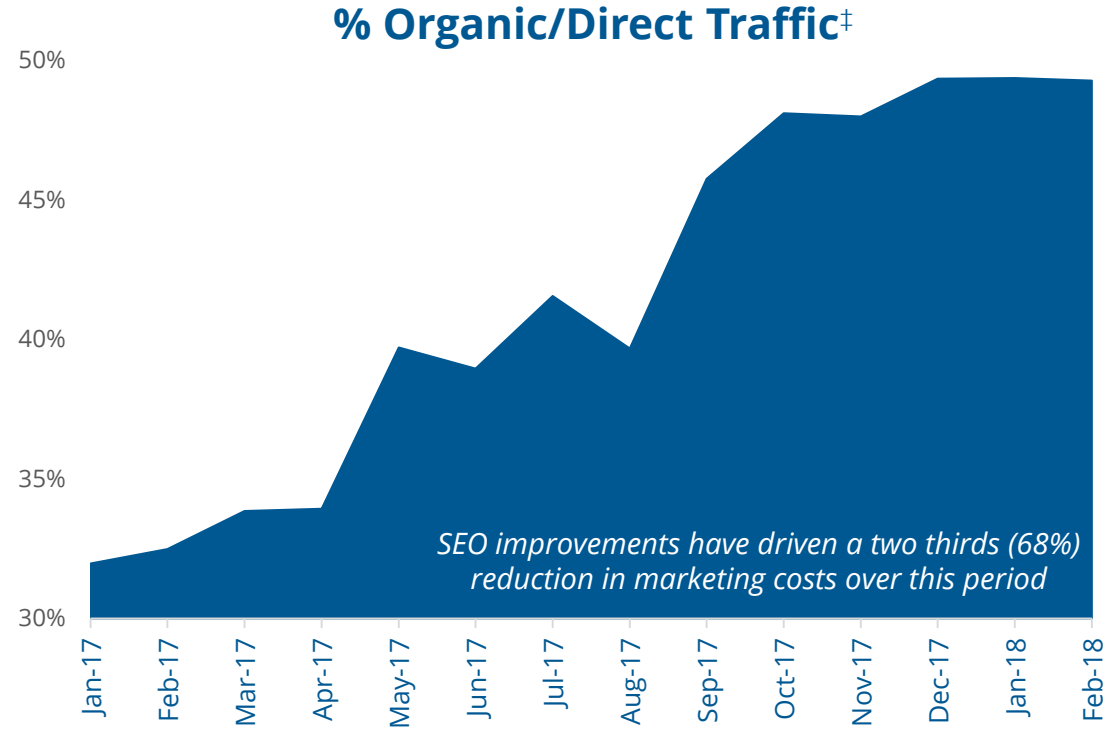
In just 6 months we've had:
5,830 Suburbs reviewed by
62,000 Renters across
310,000 Categories



They're more engaged and rent.com.au is more prominent



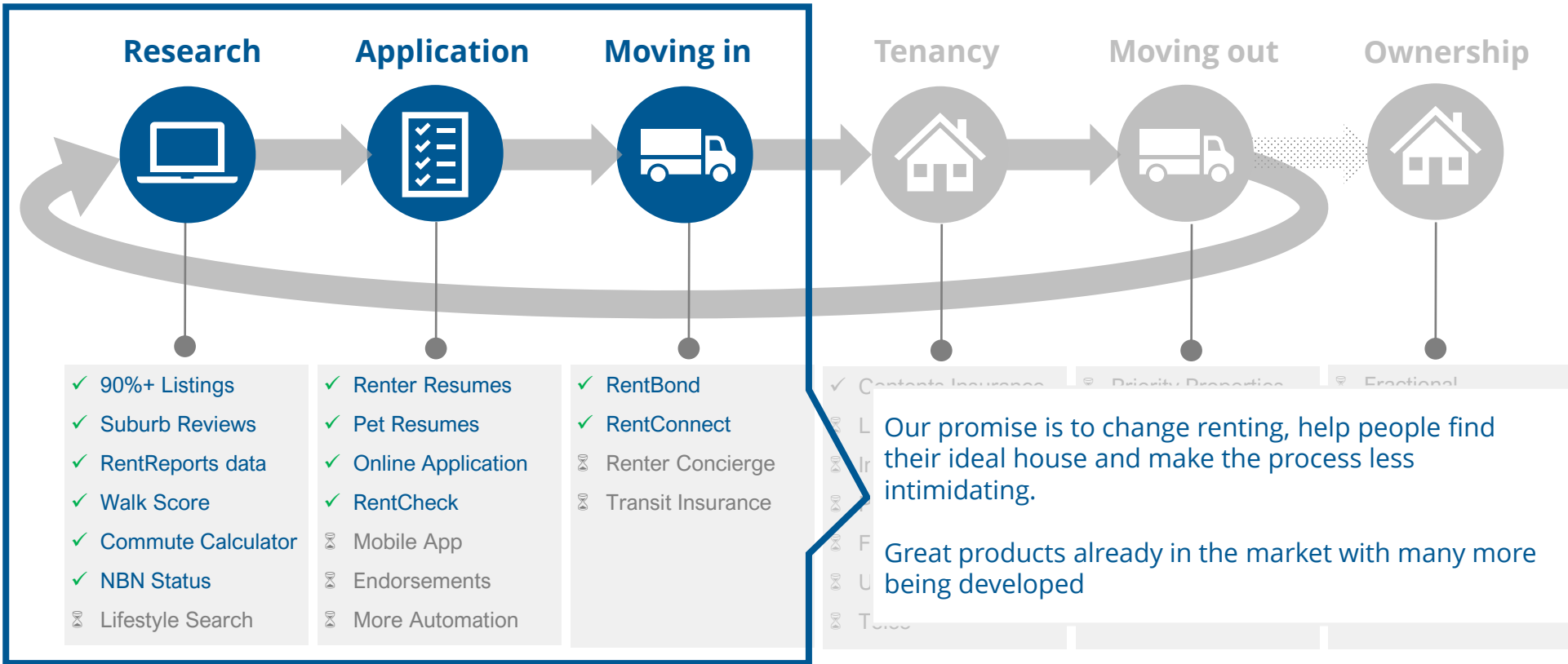
Rank*	Company	Services
1	realestate.com.au <small>Australia lives here</small>	Rentals, Sales, Commercial
2	Domain	Rentals, Sales, Commercial
3	rent.com.au	Rentals Only
4	allhomes <small>Part of the Domain group</small>	Rentals, Sales, Commercial
5	realestateview.com.au	Rentals, Sales, Businesses



An increasing market awareness of rent.com.au generates more visits organically and our useful tools and information mean that visitors are spending longer on site and viewing more pages (properties) than before.

*SimilarWeb Website Ranking (AU RE Industry, Nov 2017) ‡ Google Analytics Audience Overview

We're delivering on our promise of "adding value"



A photograph of three young women sitting outdoors, looking at a tablet together. They are wearing summer hats and sunglasses. The woman on the right is smiling broadly. The background shows trees and a railing, suggesting a park or outdoor setting.

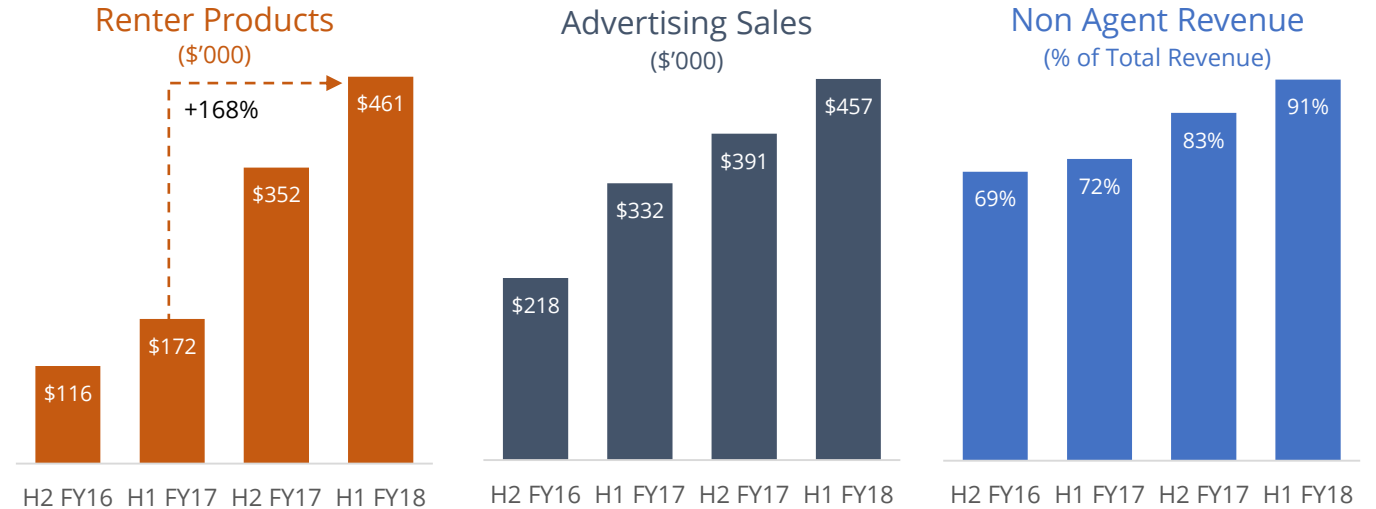
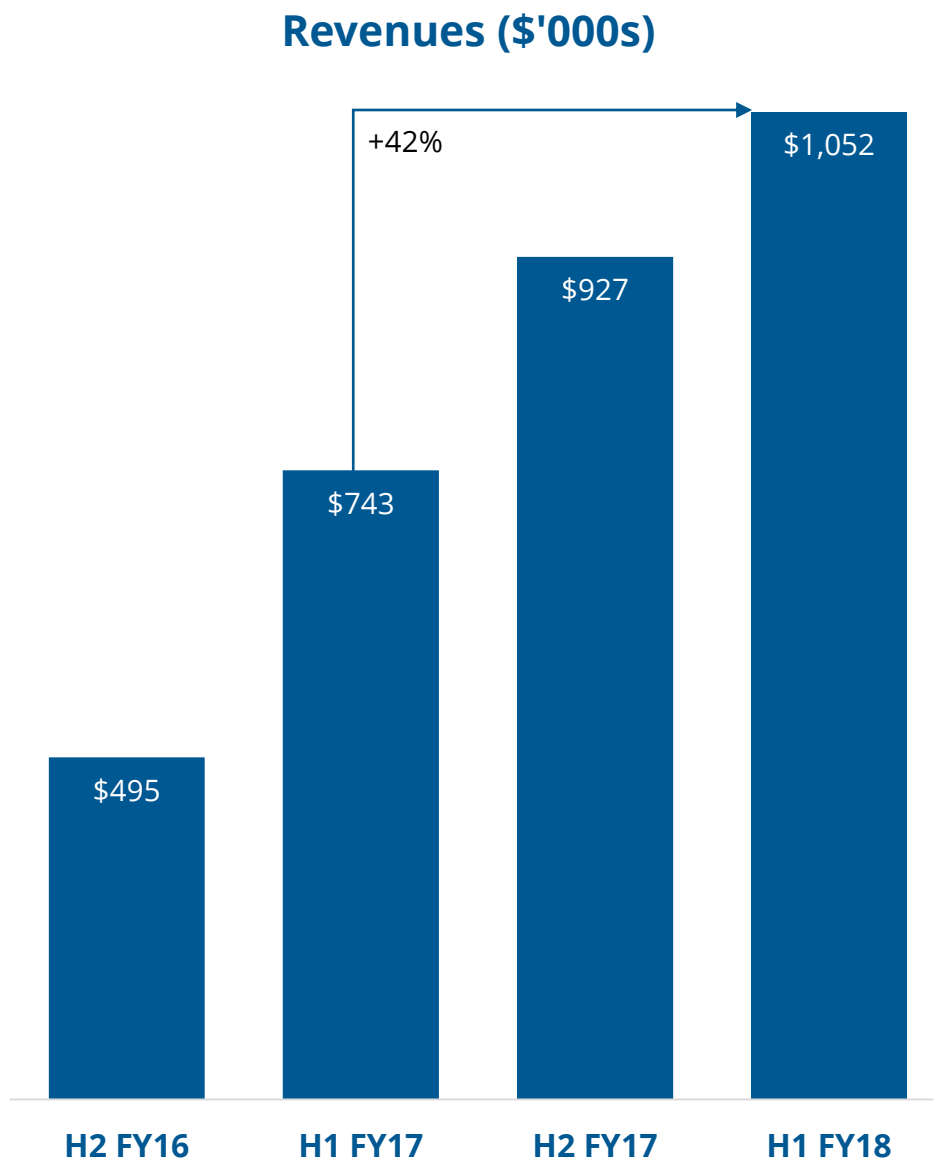
Our Results

"In 18 months we have transformed our core business (finding someone a home) from one losing \$1m per month to one that's approaching break even."

What is really exciting however is that our next phase (tenancy) is where the real growth opportunities lie."

1H FY18 Financial Results - Revenue

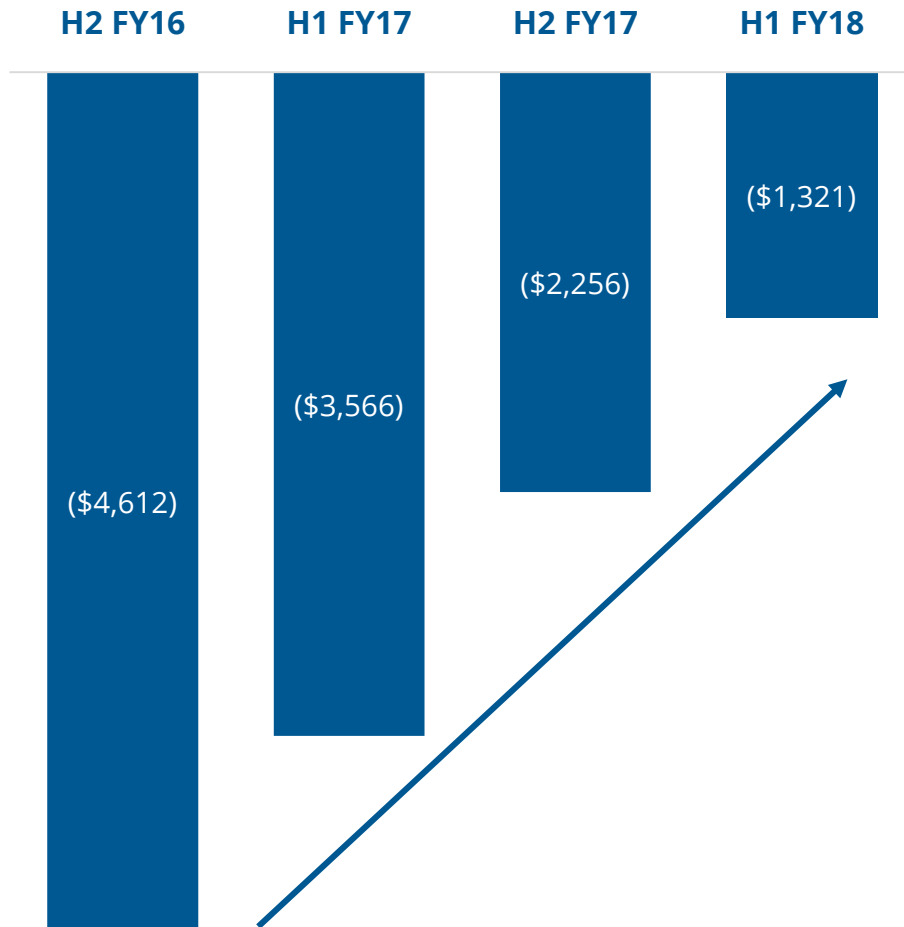
Revenues (\$'000s)



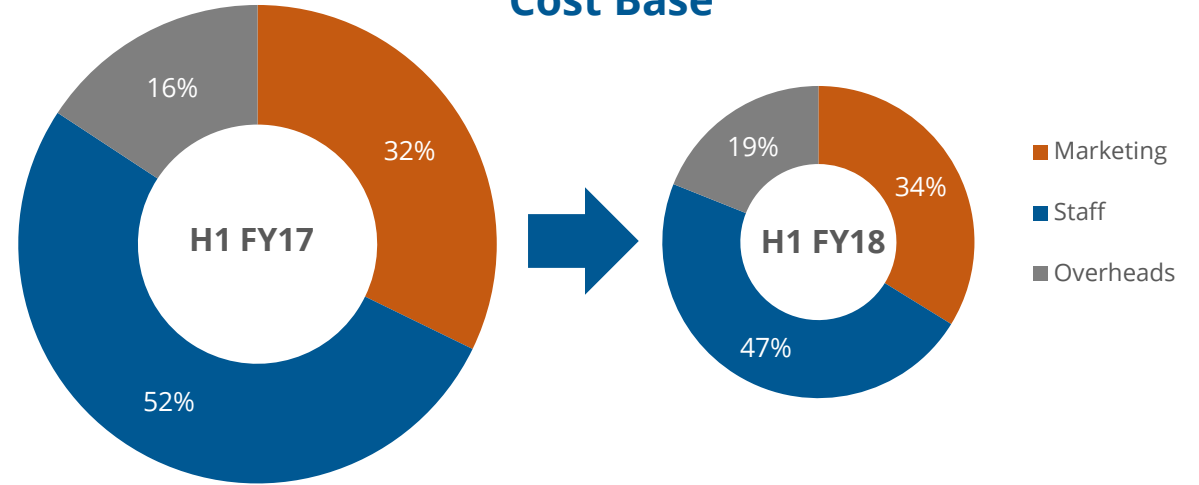
- Renter Products revenue driving overall revenue growth as Renter Resume product attachment (and thus ARPU) grows.
- Advertising Sales also benefiting from increased renter engagement.
- Reducing dependence of agent sourced revenue, allows free listing models to develop

1H FY18 Financial Results - EBITDA

Underlying EBITDA (\$'000s)



Cost Base



- Rapidly approaching EBITDA break even.
- Cost base reset, sustainable scale and business profitable at a gross margin level
- SEO improvements and organic traffic growth reduce the need for paid traffic

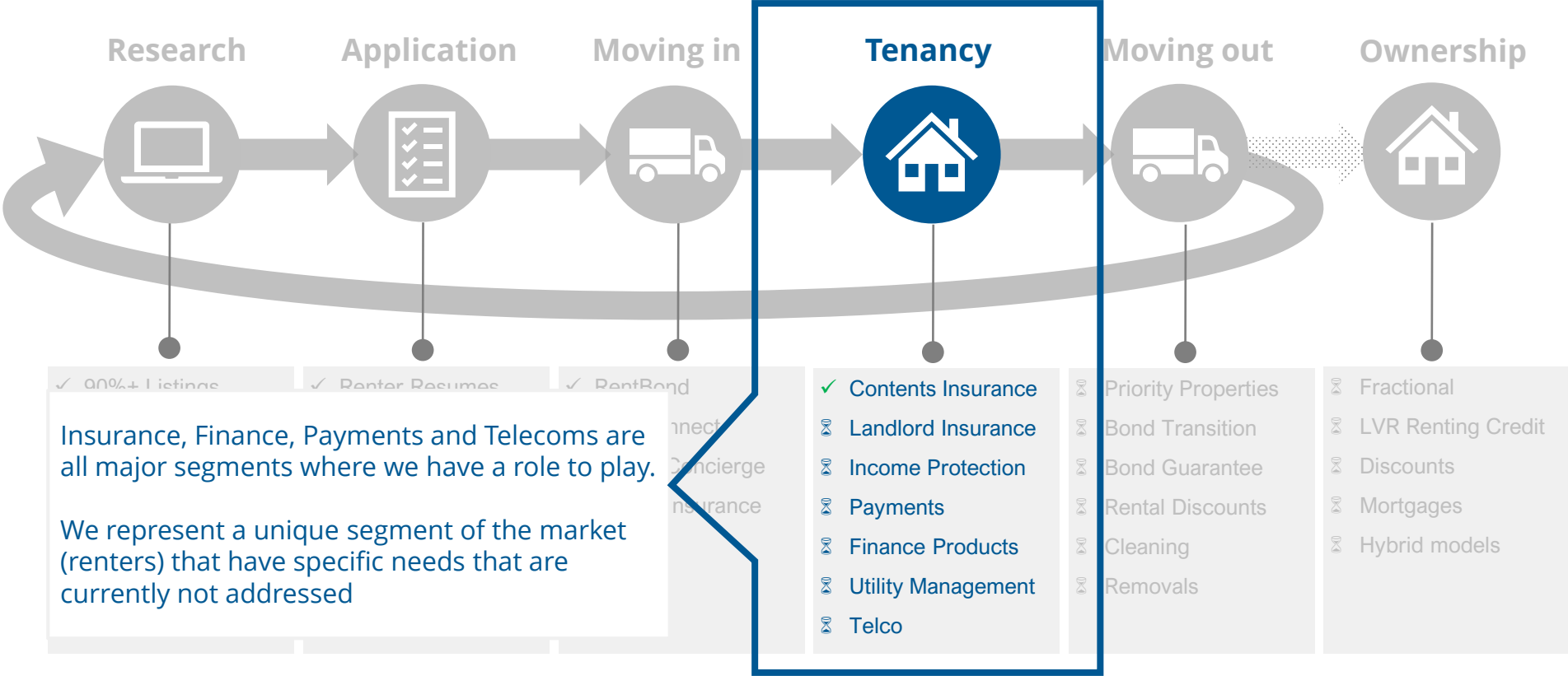
A woman with voluminous, curly, light-brown hair is smiling warmly while looking down at a white smartphone she is holding with both hands. She is wearing a dark purple top under a grey blazer. The background is a blurred indoor setting with warm, golden light coming from the left, suggesting a modern office or public space.

What's Next?

"The overwhelming response from our customers and the growth of Resumes/ Suburb Reviews continues to exceed our expectations.

This gives us the confidence to extend our offerings. Our team sees it as an obligation to continue the disruption."

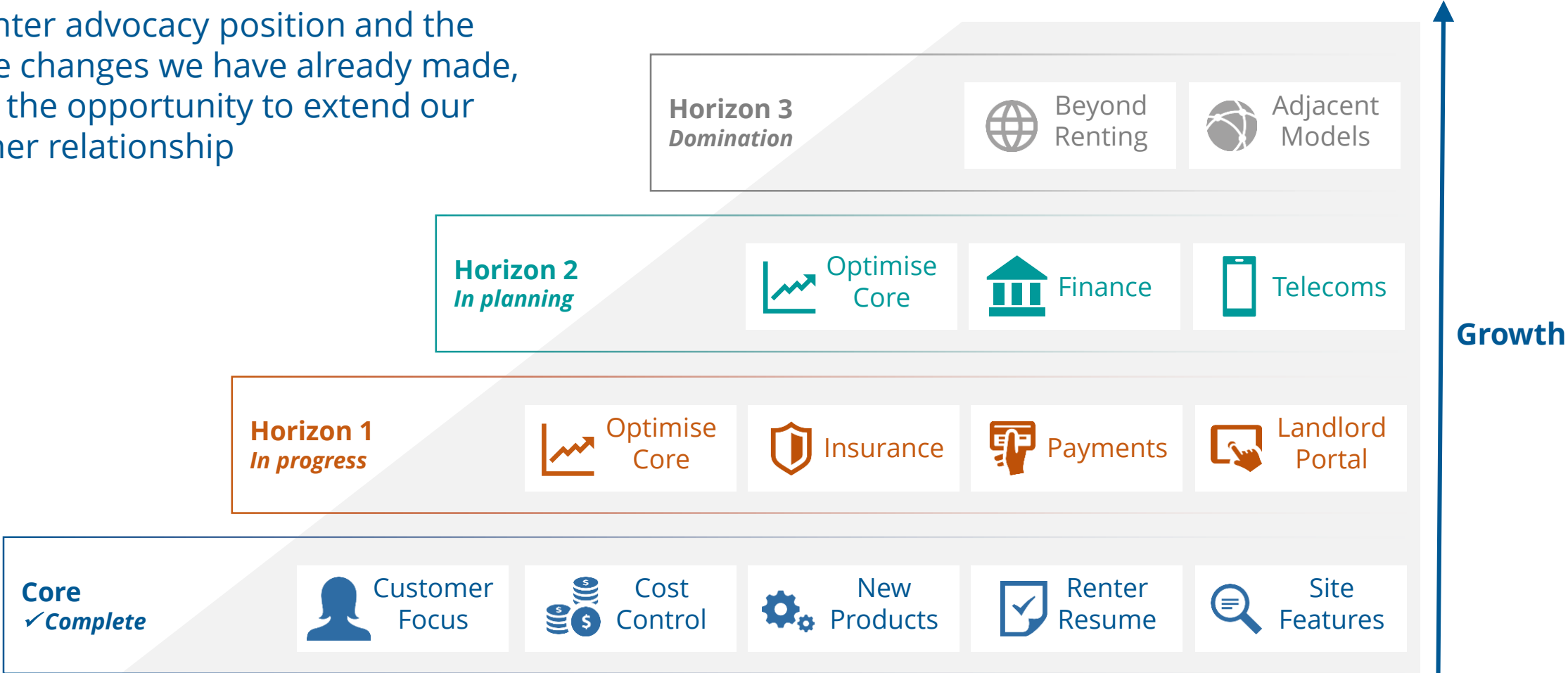
Extending our disruption into the tenancy period



Growing our relationship with our customer throughout their tenancy

presents significant product expansion opportunities

Our renter advocacy position and the positive changes we have already made, give us the opportunity to extend our customer relationship



Maintaining growth/focus on the core business whilst developing new segments

Delivering an influential, scalable business

What is truly exciting is that we know there are many more opportunities to be uncovered. Maintaining our focus on the customer and remaining agile will ensure we are able to capture these.

Comparative Market Size

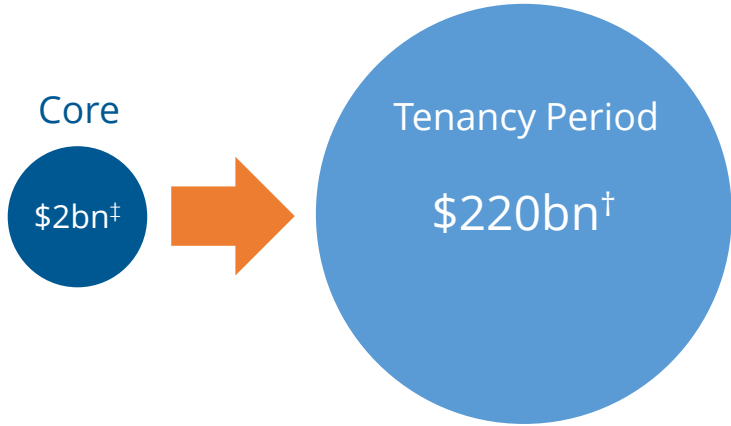
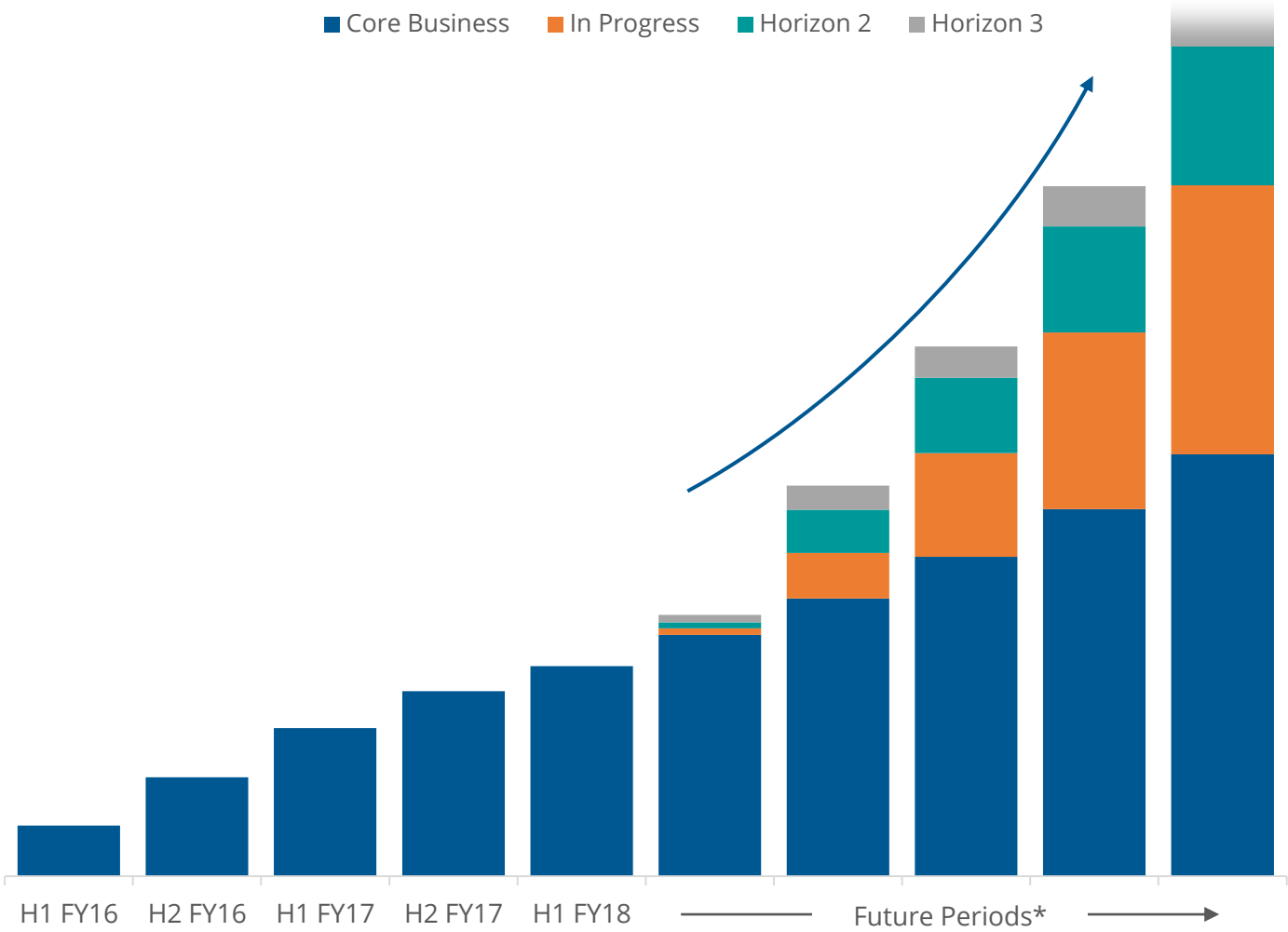


Illustration of Compounding Effect of New Opportunities*



These additional opportunities compound the growth available to RNT

*Future periods included for illustrative purposes only – not a forecast of RNT’s future revenues †RNT estimate of combined size of rental (\$60bn), utilities (electricity, gas, water = \$75bn), telco (\$43bn) and general insurance (\$45bn) markets. ‡ RNT estimates

A group of five young adults are celebrating on a rooftop at night. They are sitting on a purple blanket, holding sparklers, and laughing. The background shows a city skyline with lit-up buildings under a twilight sky. Confetti is scattered on the ground.

Appendices

Financial information	
Share price (31-Jan-18)	\$0.068
Shares on issue	199.8m
Market capitalisation	
	\$13.6m
Cash (31-Jan-18)	\$1.2m
Debt (31-Jan-18)	\$Nil
Enterprise value	
	\$12.4m

Shareholdings at 31-Jan-18	Shares	%	Change*
Board & Management	29,928,897	15.3%	↑ 2.5
Other Top 30 Shareholders (non-Board & Management)	91,520,987	45.8%	↑ 5.4
Other Shareholders	78,400,213	38.9%	↓ (7.9)
	199,850,097	100.0%	

* Percentage points increase / (decrease) since July 2017

Greg Bader



Chief Executive Officer

- 20+ years experience as a senior executive with proven success in rapidly growing technology businesses
- Former senior executive at iiNet, where he grew business services revenue to over \$200m during his tenure

Garry Garside



Non-Executive Chairman

- Experienced property developer and investor
- Founded Prime Health Group before merging it with Westpoint Healthcare to form Endeavour Healthcare

Sam McDonagh



Non-Executive Director

- 20+ years experience in senior management roles
- Country Manager of Airbnb Australia/NZ, former GM South East Asia for eBay and Chief Sales & Marketing Officer for iiNet

Phil Warren



Non-Executive Director

- 20+ years in corporate/advisory roles with ASX listed companies
- Executive Director of corporate advisory firm Grange Consulting
Non-Executive Director of Family Zone Cyber Safety Ltd (ASX: FZO)

John Wood



Non-Executive Director

- Extensive experience in retail, property, sales and marketing, business management and tourism
- Managing Director and founder of National Lifestyle Villages

Jan 2018

(Snapshot)



678,340

Unique Visitors browsing
9.7 million pageviews



21,726

Renter Resumes created
(more than 700 per day)



74,385

Active rental listings
+90% of national rental ads



91,464

Applications and Enquiries
on rental properties



2,900

Products purchased by
Renters to simplify moving



\$1.2m

Worth of rental bonds
financed through RentBond

A woman and a child are at a playground. The woman is sitting on a bench, looking towards the child who is standing and looking away. The scene is overlaid with a semi-transparent blue filter. The text 'Contact Us:' is centered in the middle of the image in a large, white, sans-serif font.

Contact Us:

investors@rent.com.au

www.investors.rent.com.au