

## ASX/MEDIA RELEASE

### iProperty Group Delivers Record Results

**24<sup>th</sup> February 2012:** iProperty Group Limited (ASX:IPP), the owner and operator of market leading property portals in Malaysia, Hong Kong, Indonesia and Singapore, today released its full year results with revenues of A\$12.2 million up from A\$7.3 million in 2010, a year on year growth of 67% over the year.

AUD millions	Y on Y Growth	2011	2010	2009
Revenues from Continuing Operations	67%	12.2	7.3	4.0
NPAT from Continuing Operations	21%	(2.0)	(2.5)	(1.32)
Operating Cash Flow	(19%)	(1.8)	(1.5)	(0.61)

Driving this strong performance was continued growth in the key operating metrics for the Group.

	Y on Y Growth	2011	2010	2009
Unique visitors (Dec)	103%	2,970,050	1,463,000	824,157
Paying agents (31/12)	62%	18,908	11,691	6,445
Listings (31/12)	69%	660,579	391,564	210,910

During the year Malaysia improved profitability, market positions in Hong Kong and Singapore strengthened, and the company entered the Indonesian market with the purchase of market leading rumah123.com.

There was strong growth across each country, especially the Malaysian business where revenues doubled.

Millions	Currency	Y on Y Growth	2011	2010	2009
Malaysia	MYR	98%	23.4	11.8	5.3
Singapore	SGD	46%	4.0	2.8	1.6
Indonesia	IDR	N/A	2,114*	N/A	N/A
Hong Kong	HKD	35%	9.7	7.2	4.0

\* Indonesian revenue for five (5) months only.

"These results reflect the successful execution of our country by country growth strategies. In each market we have increased the number of agents and visitors, and most importantly, developed strong relationships with property developers who are responsible for a majority of the property advertising spend in our region. Each of our businesses is in a strong position heading into 2012", commented iProperty Group Chief Executive Officer, Shaun Di Gregorio.

#### Malaysia

iProperty.com.my continues to be the clear leader in Malaysia. During the year it increased profitability driven by a near doubling of revenue to MYR23.4 million. The business delivered strong grow across all key metrics:

	Growth	2011	2010
Unique visitors	41%	972,827	692,305
Paying agents	49%	7,889	5,200
Listings	54%	196,703	127,084

The Malaysian business made great strides with the property developer market with the launch of new product initiatives and providing this market segment with more integrated digital solutions to drive their online campaigns.

### Singapore

iProperty.com.sg is the equal market leader in Singapore. During the year revenues grew by 43% to SGD4.0 million. The Singapore business has continued to build its consumer audience driven by a critical mass of agents and property listings:

	Growth	2011	2010
Unique visitors	47%	551,608	374,726
Paying agents	15%	5,800	5,063
Listings	49%	61,115	40,893

With the foundation of the business in place, iProperty.com.sg has made strong inroads into servicing the property developer market. We see developers as a clear driver of longer term growth and will be releasing new products and services through the course of 2012 aimed at more comprehensively servicing this segment.

### Hong Kong

In Hong Kong, the iProperty Group operates under the GoHome.com.hk brand. Through the course of 2011 gohome.com.hk established itself as the clear market leader in Hong Kong and achieved revenue growth of 35% to HKD9.7 million.

	Growth	2011	2010
Unique visitors	106%	558,505	271,148
Paying agents	21%	900	746
Listings	35%	194,445	144,177

Firmly established as the leading property portal, gohome.com.hk is now using that foundation to increasingly focus on the property developer market with several leading local and China developers now utilising gohome.com.hk to market their properties. This focus will continue in 2012.

### Indonesia

iProperty has established a clear leadership position in Indonesia with the acquisition of rumah123.com and rumahdanproperti.com. From the point of acquisition in August 2011, the business finished the year with revenues of IDR2.1 billion (AUD0.24 million). This was supported by strong in underlying metrics

	Growth	December 2011	August 2011
Unique visitors	85%	571,969	309,000
Paying agents	99%	3,245	1,628
Listings	35%	70,745	52,536

With a leadership position established the Indonesia, the business will focus on building brand recognition and engagement with consumers, developing long-term relationships with the real estate agency industry, and working closely with the property developer market in what is an exciting and rapidly growing economy.

## Outlook

With leading positions in key markets across Asia, the iProperty Group will continue to focus on providing property consumers with the best experience when searching on one of the iProperty Groups' portals. At the same time we are committed to being long term partners with the real estate industry is successfully growing their businesses while we increase our focus on providing integrated digital marketing solutions to the ever bourgeoning property developer market across the region.

We see innovation and the development of our people as two of the key drivers of our future growth and we will continue to invest in these areas through the course of 2012 and beyond.

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\*Source: Google analytics, iProperty Group Internal statistics

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## About iProperty Group Limited ([www.iproperty-group.com](http://www.iproperty-group.com))

Listed on the Australian Securities Exchange, iProperty Group formerly known as iProperty Group Limited (ASX: IPP) owns Asia's leading network of property websites under the iProperty.com umbrella brand. The Company is focused on developing and operating Internet-based real estate portals with other complementary offerings in Asian markets. It currently operates consumer and business online property portals in the markets of Malaysia, Hong Kong, Indonesia and Singapore and with investments in India and the Philippines. With further expansion planned, iProperty Group is continuously working to capitalise on its market-leading positions and the rapidly growing online property advertising market throughout the region.

### iProperty Group Limited Network of websites:

Malaysia: [iProperty.com Malaysia](http://iProperty.com/Malaysia)

Singapore: [iProperty.com Singapore](http://iProperty.com/Singapore)

Hong Kong: [GoHome.com.hk](http://GoHome.com.hk) and [House18.com](http://House18.com)

Indonesia: [rumah123.com](http://rumah123.com) and [rumahdanproperti.com](http://rumahdanproperti.com)

India: [iProperty.com India](http://iProperty.com/India)

Philippines: [iProperty.com Philippines](http://iProperty.com/Philippines)

Events: [iProperty.com EXPO](http://iProperty.com/EXPO)

Luxury: [iLuxuryasia.com](http://iLuxuryasia.com)