

**rent.com.au**

# **ANNUAL GENERAL MEETING 2022**

**30 NOVEMBER 2022**

**ASX: RNT**



- **CHAIRMAN'S WELCOME**
- **VOTING INSTRUCTIONS**
- **VOTING OPENS**
- **RESOLUTIONS & RESULTS OF PROXY VOTING**
- **VOTING CLOSES**
- **CEO PRESENTATION**
- **Q & A**

# VOTING INSTRUCTIONS – IN PERSON

For those present in person at the AGM, please note the colour of the cards that you hold for the following actions:

- **YELLOW CARDS:** Eligible RNT Shareholders who are voting in person today. Please complete the cards and hand them to the Automatic representative who will process your vote.
- **BLUE CARDS:** Eligible RNT Shareholders who would have already lodged their proxy online and voted. No action required today.
- **RED CARDS:** Guests or RNT Shareholders who are not entitled to vote. No action required today.

For those **ATTENDING ONLINE**, please follow the instructions on the next page to record your votes.

# VOTING INSTRUCTIONS – ONLINE

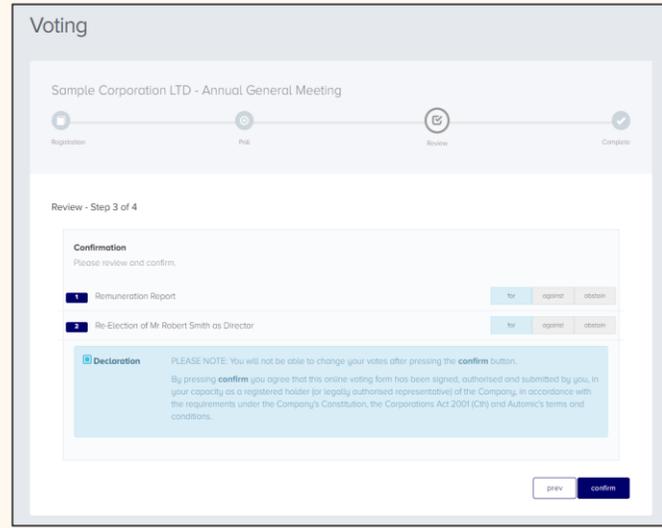
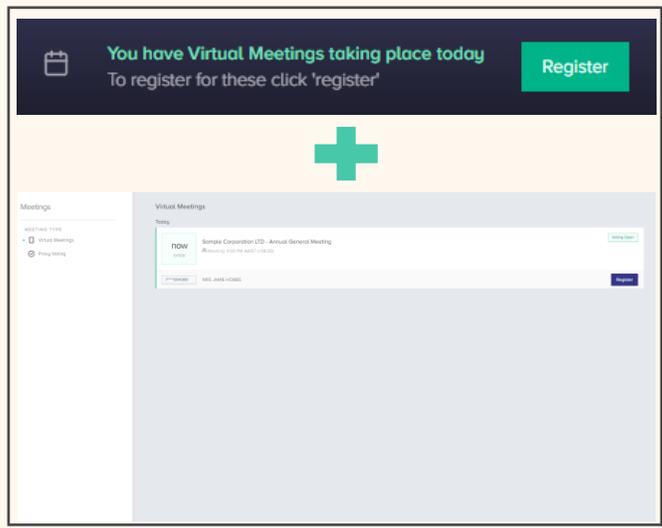
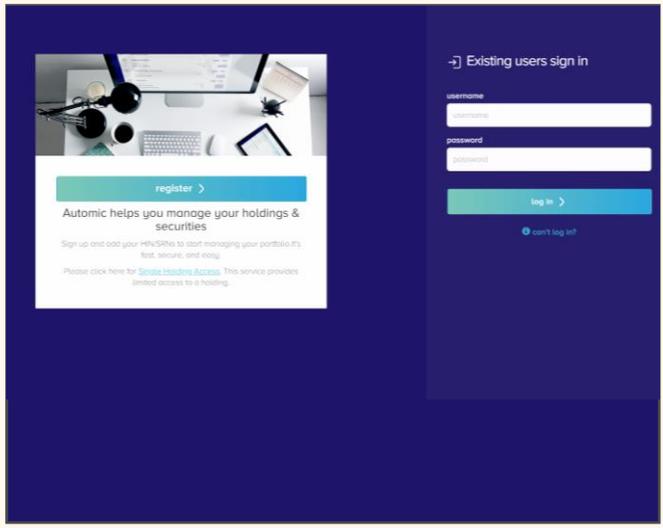


For support call: 1300 816 159

1. Log in or register at:  
<https://investor.automic.com.au/#/home>  
 If you haven't registered previously you'll need your shareholding details (HIN # etc)

2. Click "register" in the banner at the bottom of your screen, then select "register" for this meeting

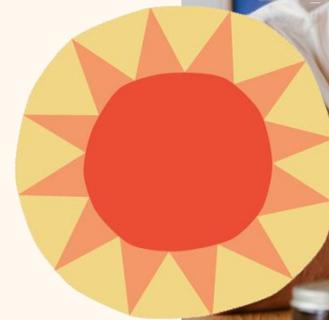
3. Record your vote. Once you confirm it is lodged and final



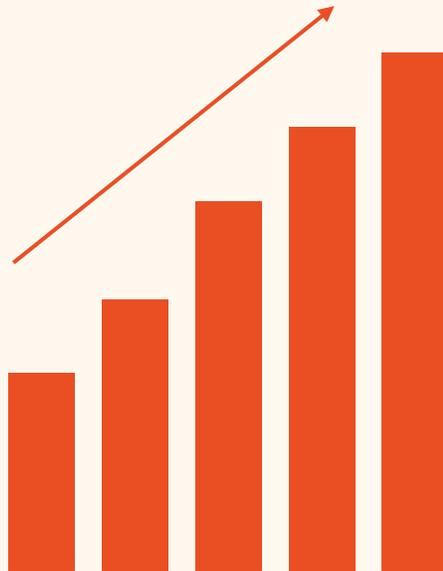
# RESULTS OF PROXY VOTING

RESOLUTION	FOR	AGAINST	DISCRETIO NARY (VOTED FOR)	ABSTAINED	EXCLUDED	TOTAL FOR  (% OF ELIGIBLE PROXY VOTES)	TOTAL AGAINST
1. Adoption of Remuneration Report	28,224,801	21,041,902	307,522	273,520	46,872,861	57.6%	42.4%
2. Re-election of Phil Warren as a Director	73,735,325	20,852,926	327,522	1,325,294	479,539	78.0%	22.0%
3. Ratification of Prior Placement Shares under Listing Rule 7.1 capacity	50,858,935	20,857,781	327,522	1,778,252	22,898,116	71.0%	29.0%
4. Approval of 10% Placement Facility	95,007,960	1,287,426	327,522	97,698	0	98.7%	1.3%
5. Renewal of Employee Incentive Securities Plan	53,856,166	21,122,313	327,522	12,000	21,402,605	72.0%	28.0%
6. Renewal of Proportional Takeover Provisions	75,264,416	21,049,780	327,522	78,888	0	78.2%	21.8%
7. Approval of Amendment to Constitution to Permit Virtual Meetings	76,088,040	20,250,044	317,522	65,000	0	79.0%	21.0%

# CEO PRESENTATION

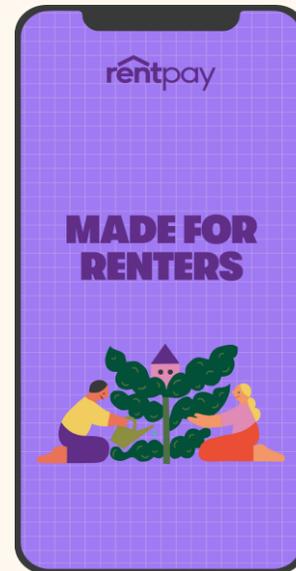


## STRONG FY22 FINANCIAL RESULTS



- Record revenue of \$3.4m – up 9% on FY21
- 2<sup>nd</sup> year of EBITDA profitability for Search
- Disciplined approach to managing costs

## OPTIMISED THE RENTPAY APP

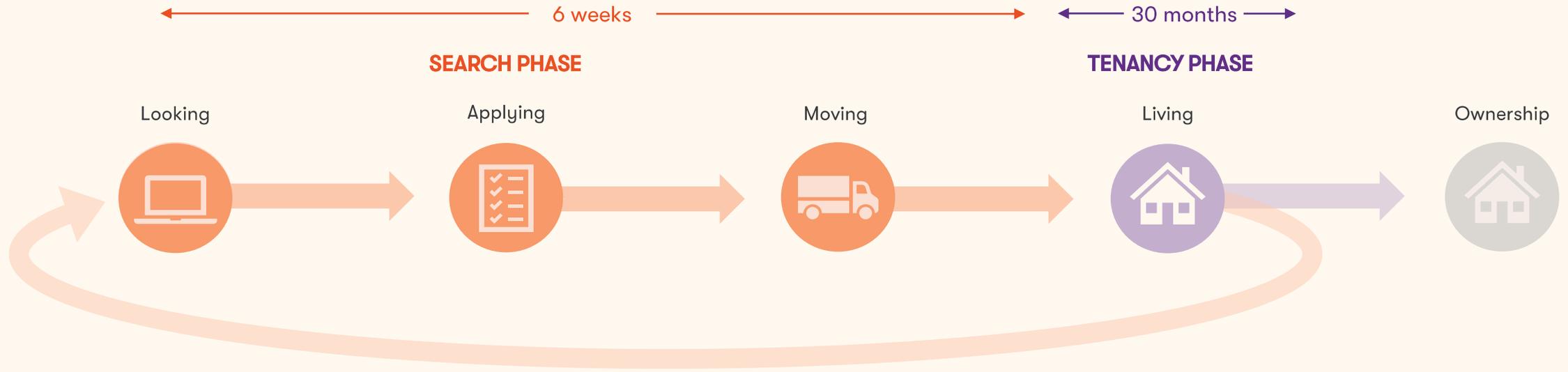


- Customer-informed new onboarding flow
- Compliant, secure, easier to use
- New ACL opens up new product models

## MAJOR NEW PARTNERSHIP



- RentConnect product remains in place
- Customers can earn up to \$260<sup>1</sup> cash back
- Transitioned to Origin, now optimising sales

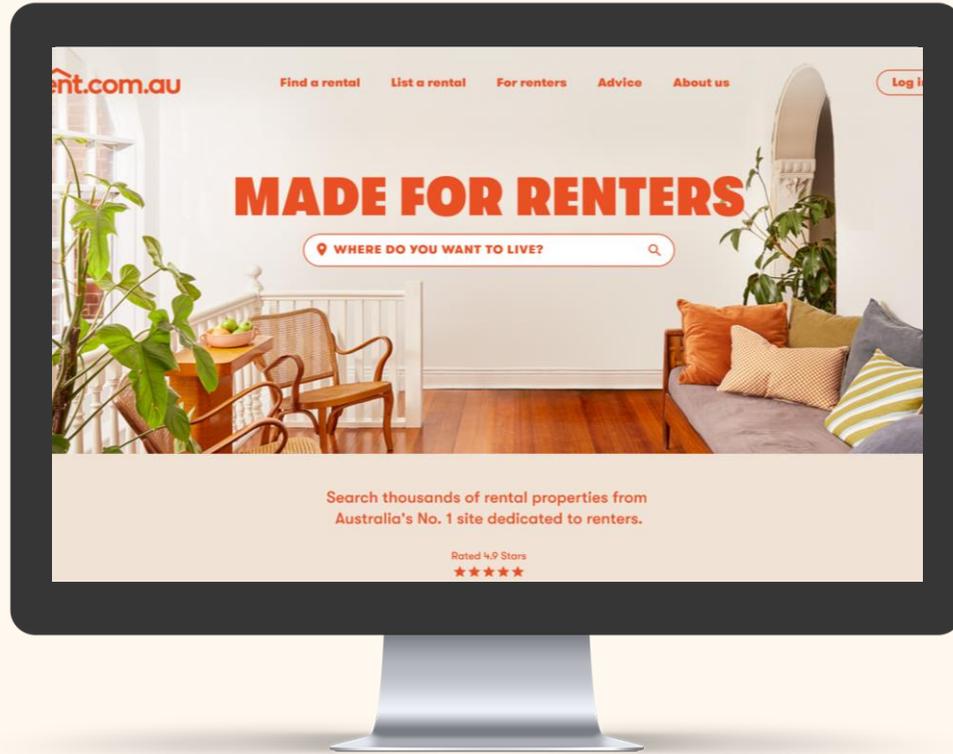


## rent.com.au

- Addresses important, short Search phase (5% of renters)
- Largest dedicated renter channel in Australia
- ~700k unique visitors to site/app per month
- Large active communities (social, blog)
- >150k enquiries and applications per month
- #1 rated real-estate app (for, both stores)

## rentpay

- Addresses longer Tenancy phase (95% of renters)
- Renter facing, agent friendly (dual-market)
- 1st in market features (ScoreBuilder, Bill Smoothing)
- Processing over \$1.3m in rent per week, growing
- Expands to utilities, telco, banking and insurance
- Annuity income stream for RNT



- Refreshing the site to modernise the look / feel and deliver performance and SEO improvements – launch Q3 FY23
- Audience metrics strong despite tight market conditions
- >1.5 million customers have now created Renter Resumes
- Consistently positive EBITDA but challenges around Advertising Sales (exposure to home building downturn)
- Expecting a strong March 23 quarter – moving peak, RentPay marketing etc
- App remains highest rated in both Apple and Android Stores



**AUSTRALIA'S #1 RATED  
REAL-ESTATE APP**

**Great Rental App** 29 Sep  
★★★★★ Kingy\_78

If you are looking for a great app to find all you need when looking to rent a property and it's a real time waster going through each real estate website...well this Rent app is had everything you need!

**10/10** 17 Jul  
★★★★★ vilomena

Easy access, just search what area you want and all the available house will show up. Awesome app highly recommend it

**Awesome site** 2 Oct  
★★★★★ Bonnie My Whippet

I'm finding many rentals and I have just found one perfect for me. Love the long lists that keep me hoping and loving the site. They help people with loans for rental bonds and that as well which is very helpful for people. Utility connection is easily sorted here too with gifts

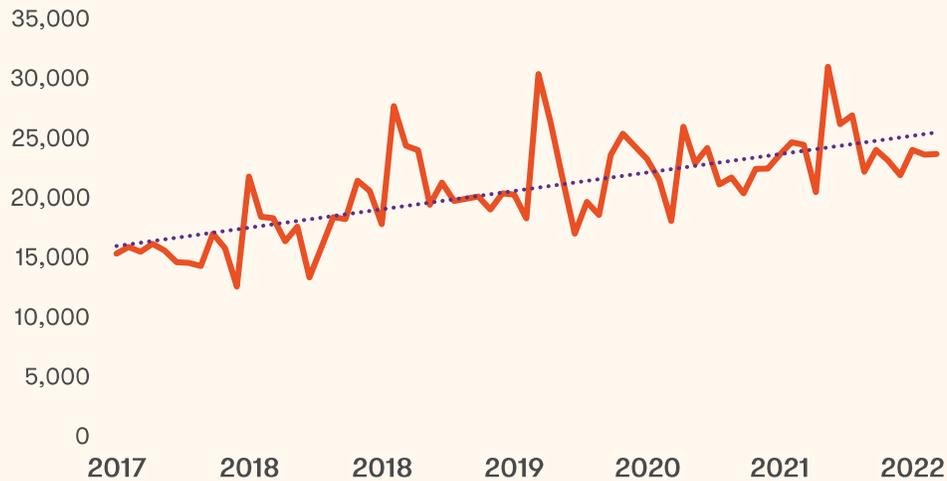
## MILESTONE: 1,500,000 RENTER RESUMES

Renter Resume is a simple tool that allows customers to build a profile and then use that information to enquire and apply for different properties

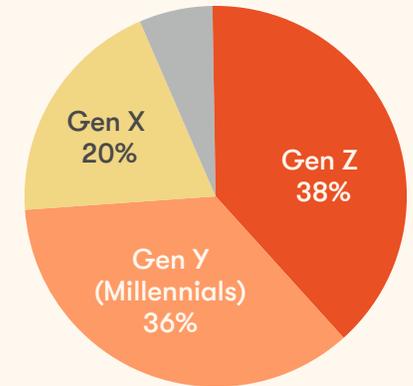


Material in market with over 150k enquires and applications each month

### MONTHLY RENTER RESUMES



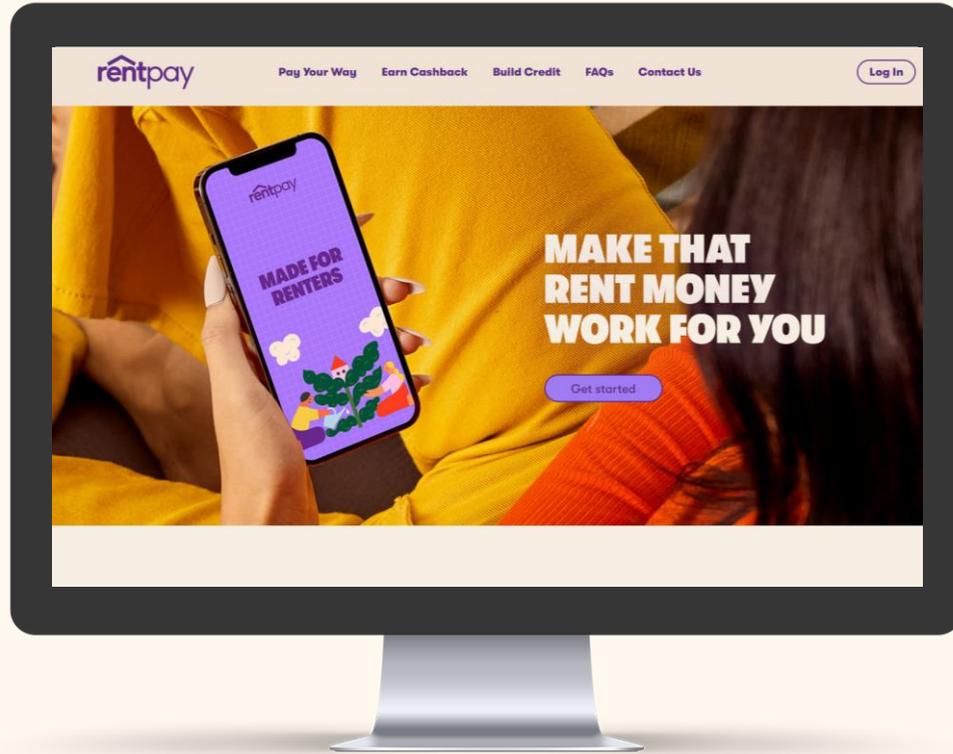
70% of our renters are under 40 yrs. old, Gen Z now the dominant group



### Lifestyle in Collingwood



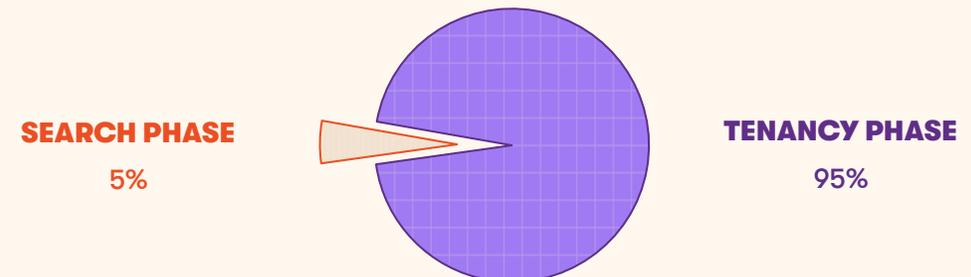
Our customers have created Australia's largest lifestyle database – covers all suburbs and nearly 2m data points. >20% of all app searches are based on lifestyle



## THE TENANCY PERIOD IS IMPORTANT TO US BECAUSE IT PROVIDES A 20X ADDRESSABLE MARKET IN TERMS OF VALUE, DURATION AND PEOPLE

- Makes us relevant to **ALL** renters **ALL** the time
- Provides a recurring (annuity) style income stream
- Unlocks a new range of product opportunities
- Compliments and reinforces back to rent.com.au

### RENTING POPULATION, PHASES OF OCCUPANCY



# WHAT WE'RE SOLVING FOR TENANTS

## CHOICE OF PAYMENT METHODS



## PAYMENT FLEXIBILITY



## SCOREBUILDER

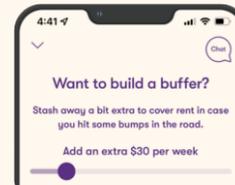


Build your credit score and access emergency safety net funds of one week's rent with **Scorebuilder**

## SAFETYNET



## BUFFER



Pay a little extra and get ahead of your rent, perfect for casual workers

## BILL SMOOTHING



Get rewarded with cash back for paying your Origin electricity and gas bills using **bill smoothing**

# WHAT WE'RE SOLVING FOR AGENTS

pay  
E FOR  
TERS

## PAYMENT CERTAINTY.



- + tenants having flexibility in their payments
- + tenants having choice of payment method
- + dashboard, alerts and reminders
- + unique tools that encourage saving/budgeting
- = an arrears rate lower than market average

## FEATURES, TIME SAVING, CONVENIENCE

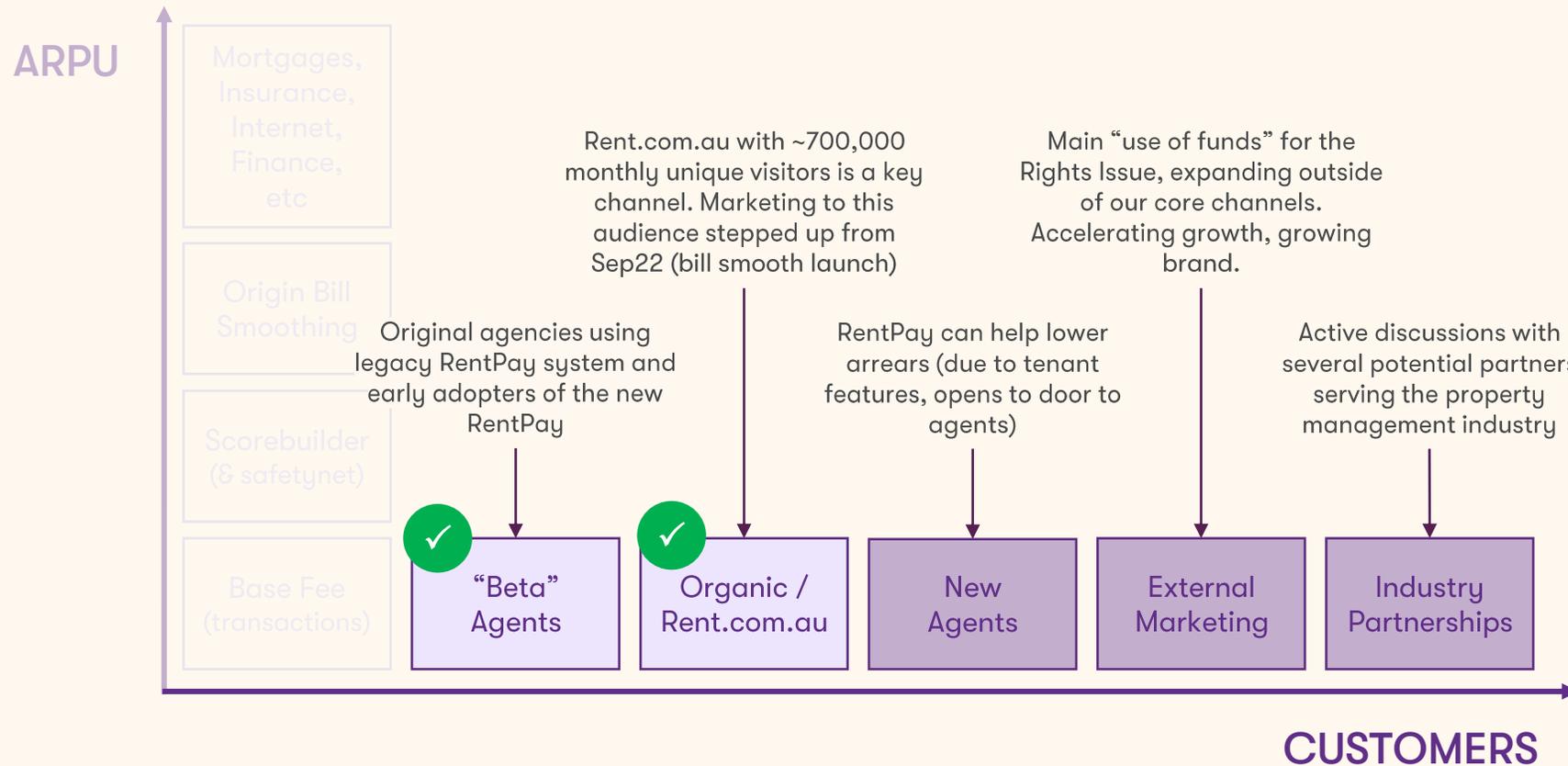
- Instant payments – no clearance delays
- Simplifies reconciliation/receipting (daily pay files)
- Trust accounting software integration
- Agent portal for customer management
- AU customer service team

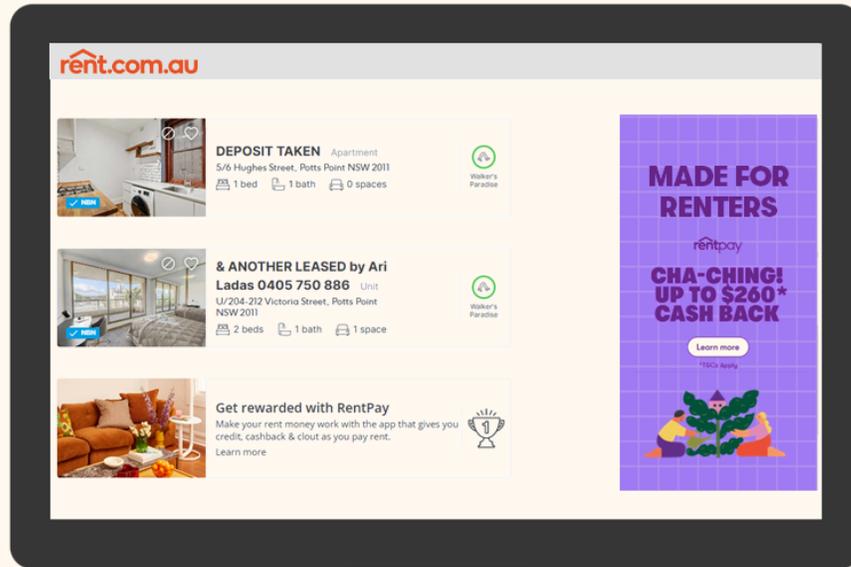


Save thousands in reconciliation hours with a modern, streamlined payments platform that your tenants will actually want to use

# GROWTH LEVER 1: CUSTOMERS

Customers using RentPay is a key growth driver, both direct (Renters) and via Agents that choose to use RentPay as their preferred payments platform





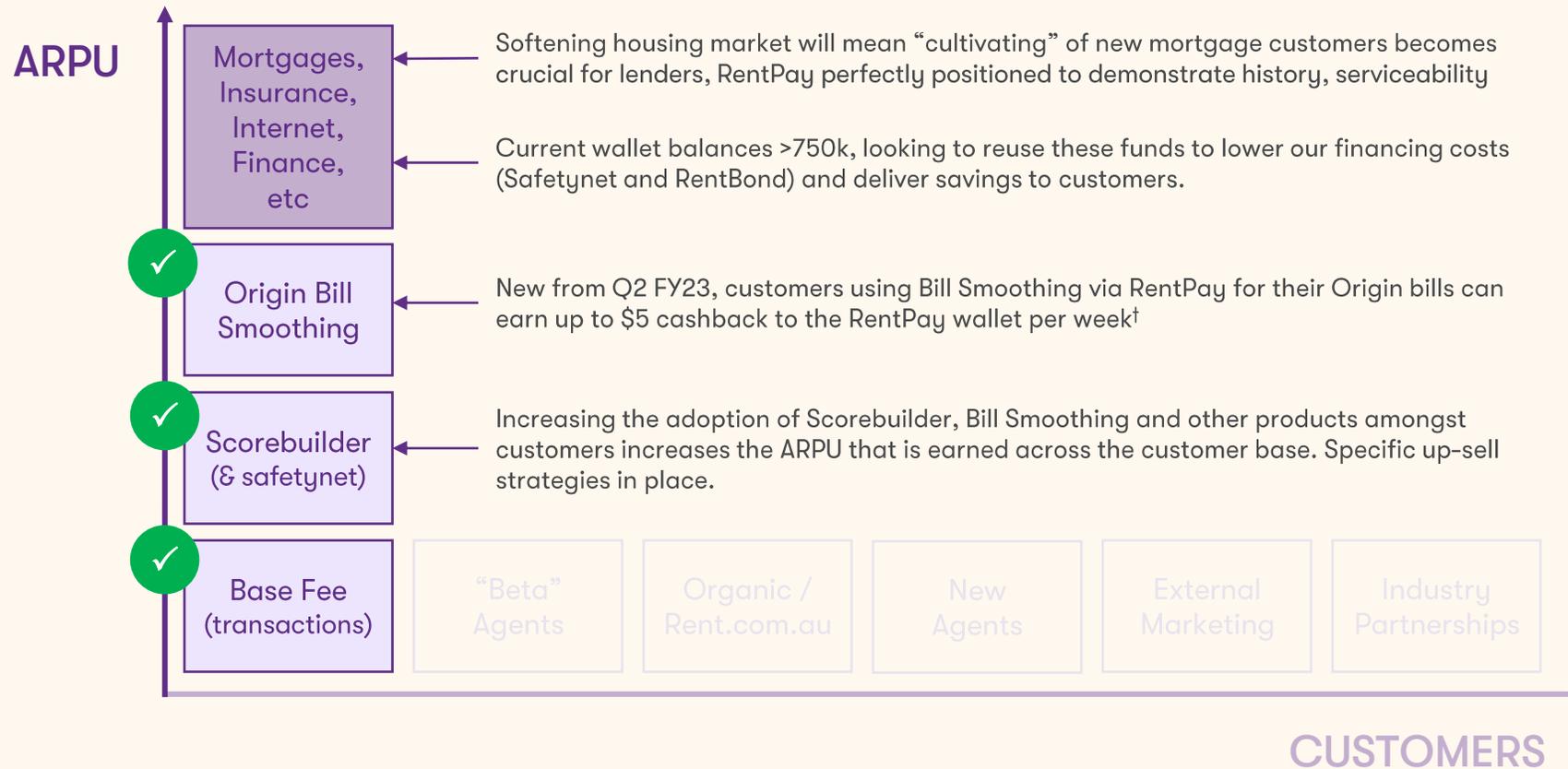
- Fully Underwritten Rights Issue to raise \$2.9 million at \$0.04 per Share (before costs)
- Closing date is **2 December 2022**, funds expected to be available to RNT ~14 December 2022
- Funds predominantly (~\$1.9m) earmarked for RentPay sales and marketing
- Some limited marketing started September 2022, planning for larger campaign in Q3 FY23 is underway

MONTHLY UNIQUE VISITORS TO WWW.RENTPAY.COM.AU



# GROWTH LEVER 2: ARPU

RentPay is designed as a platform for layering multiple services. Each of these services contribute to the overall attractiveness of RentPay AND to the ARPU we earn





Electricity & Gas



Internet



Mortgages



Savings



Rewards

We will continue to harness the collective power that renters have and deliver incremental value to them for doing what they must do anyway – pay rent.

- ✓ Strategic partnership with Origin Energy, 'live' from Q2 FY23
- Customer demand for internet solutions – renter friendly, fast, reliable
- Promising early-stage discussions in the mortgage space
- Growing aggregate wallet balance + ACL = unlocks new financial product opportunities
- Partnership models around rewards, trading and insurances

Q2 FY23 challenging from a revenue perspective (seasonality, advertising sales) BUT:

- Launch of Origin partnership (RentConnect and Bill Smoothing)
- Refresh of [www.rent.com.au](http://www.rent.com.au) site look & feel, technology (improving performance)
- Planning for Q3 FY23 RentPay marketing campaign (biggest ever for RNT)

Q3 FY23, expecting a strong quarter:

- Seasonal moving peak + full effect of new [www.rent.com.au](http://www.rent.com.au) site refresh
- Energy products fully operational, additional advertising sales staff up to speed
- RentPay sales and marketing campaign commences

# QUESTIONS?

Click on the Q&A icon  
to ask a question



# THANK YOU

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