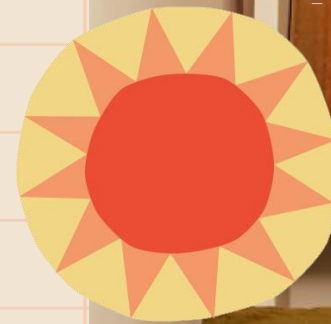


rent.com.au

ANNUAL GENERAL MEETING 2024

26 NOVEMBER 2024

ASX: RNT



- **WELCOME**
- **VOTING INSTRUCTIONS**
 - **VOTING OPENS**
- **RESULTS OF PROXY VOTING**
 - **VOTING CLOSES**
- **CEO PRESENTATION**
- **SHAREHOLDER Q & A**

GARRY GARSIDE



NON-EXECUTIVE CHAIRMAN (stepping down as Chair following the AGM)

- Experienced property developer and investor.
- Founded Prime Health Group before merging it with Westpoint Healthcare to form Endeavour Healthcare.
- MBA (University of WA).

SAM MCDONAGH



NON-EXECUTIVE DIRECTOR (becomes Executive Chair following the AGM)

- 20+ years of experience in senior management roles including Airbnb, eBay, Swimply and iiNet.
- Non-Executive Director of Tiimely Homeloans.
- MAICD, Chartered Accountant and experienced marketer with extensive experience in scaling online and tech businesses.

PHIL WARREN



NON-EXECUTIVE DIRECTOR

- 20+ years in corporate/advisory roles with ASX listed companies.
- Managing Director of corporate advisory firm Grange Consulting, Chartered Accountant.
- Non-Executive Director of Qoria Ltd, Narryer Metals Ltd, Anax Metals Ltd and Killi Resources Ltd.

JOHN WOOD



NON-EXECUTIVE DIRECTOR (standing for re-election at this meeting)

- Extensive experience in retail, property, sales and marketing, business management and tourism.
- Founder & National Acquisitions Manager of National Lifestyle Villages.
- Former Rothwell's Young Entrepreneur Award winner.

VOTING INSTRUCTIONS



For support call: 1300 288 664

To vote at the virtual meeting:

1. Open your internet browser and go to investor.automic.com.au
2. Login with your username and password or click “register” if you haven’t already created an account. **Shareholders are encouraged to create an account prior to the start of the meeting to ensure there is no delay in attending the virtual meeting.**
3. After logging in, a banner will be displayed at the bottom of your screen notifying you of the meeting.
4. Click on “Register” and follow the subsequent prompts to register.
5. Once the Chair of the Meeting has declared the poll open for voting click on “Refresh” to be taken to the voting screen.
6. For each resolution select your voting direction and click “Save” to submit your vote. Note that you cannot amend your vote after it has been submitted.

NB: The webinar is being held via Zoom and registration instructions were provided in the notice of meeting or [click here](#) to register.

Manage Your Holdings & Securities.

Investor sign in

USERNAME
username

PASSWORD
password [show](#)

[Log in](#)

[Can't log in?](#)

[Register](#)

Sign up and add your HIN/SRNs to start managing your portfolio. It's fast, secure, and easy.

You have Virtual Meetings taking place today
To register for these click 'register'

[Register](#)

Virtual Meetings

TODAY

SYDNEY CORPORATION - Annual General Meeting [Voting Open](#)

[NOW OPEN](#) [WEBINAR](#) [KEY DATES & TIME](#)

Register to access webinar Meeting 3 Oct 2024 08:00 AM AWST (+08:00)

SRN *****000515 MR SHIRLEY LOPEZ <THE LOPEZ FAMILY A/C> [Register](#)

Registration

WILL YOU BE REGISTERING TO VOTE?
If you have already lodged a Proxy Form and wish for your proxy vote to stand, please select "NO, I will not be voting".
If you have lodged a Proxy Form and wish to amend your vote, please select "YES, I would like to vote".

☒ YES, I would like to vote ☐ NO, I will not be voting

Meeting Resolutions

RESOLUTIONS
You must vote on all resolutions, except for those marked as withdrawn.

1 Ordinary Resolution

[For](#) [Against](#) [Abstain](#)

Required!

☒ Declaration

PLEASE NOTE: You will not be able to change your votes after pressing the **confirm** button.

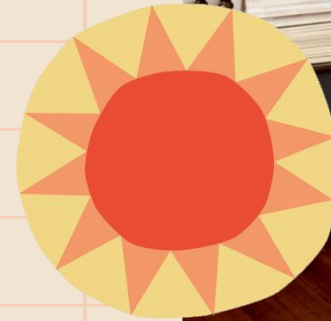
By pressing **confirm** you agree that this online voting form has been signed, authorised and submitted by you, in your capacity as a registered holder (or legally authorised representative) of the Company, in accordance with the requirements under the Company's Constitution, the Corporations Act 2001 (Cth) and Automic's terms and conditions.

[Previous](#) [Save](#)

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	166,515,455	3,932,758	4,152,113	0	111,177,898	97.7%	2.3%
2. Spill Resolution (Conditional Item)	28,589,293	139,623,763	4,297,113	2,090,157	111,177,898	16.6%	83.4%
3. Re-election of Mr John Wood as Director	237,762,539	1,922,612	4,150,152	1,750,000	40,192,921	99.2%	0.8%
4. Ratification of Office Lease Agreement	258,324,824	1,795,036	4,249,210	2,045,157	19,363,997	99.3%	0.7%
3. Ratification of Underwriter Options Placement	263,926,297	1,823,554	4,261,210	283,157	15,484,006	99.3%	0.7%
3. Approval of 10% Placement Facility	279,334,597	2,234,514	4,197,113	12,000	0	99.2%	0.8%

CEO PRESENTATION



FY2024 PERFORMANCE SNAPSHOT

**GROUP
REVENUE**
\$3.2m

(+17% better vs FY2023)

**GROUP
EBITDA**
-\$2.0m

(+20% better vs FY2023)

ACTIVE USERS
+34%

(Another +27% vs Jun24)

ARPU[£]
+23%

(Further +6% vs Jun24)

- RentBond revenue increases +49% vs FY2023 as more loans made
- New utility connections partnership announced – broadens offering
- Rental market conditions easing, more activity occurring

- Pipeline of new agencies remains strong – promotions and new pricing model to target faster onboarding
- Additional payment methods added (PayPal, Asian wallets, Mastercard Click to Pay) and contributing to ARPU

BUILDING A FULL LIFECYCLE MARKETPLACE

MADE FOR RENTERS

Providing the best information and search tools available

LOVED BY AGENTS

Brand exposure to and enquiries from renters and landlords



MADE FOR RENTERS

Renter Resume and RentCheck to easily apply and secure their new home

LOVED BY AGENTS

Well prepared tenants, endorsements, online applications and agent portal

RenterResume
RentCheck



MADE FOR RENTERS

- ✓ Payment choice & flexibility
- ✓ Rewards & cashbacks
- ✓ Get ahead financially
- & More to come

LOVED BY AGENTS

- ✓ Fast easy reconciliations
- ✓ Lower arrears
- ✓ More automation
- ✓ Reduced costs
- & More to come

Paylab
RentConnect
RentBond



MADE FOR RENTERS

RentBond to smooth cashflow and RentConnect for great deals on utilities + rewards

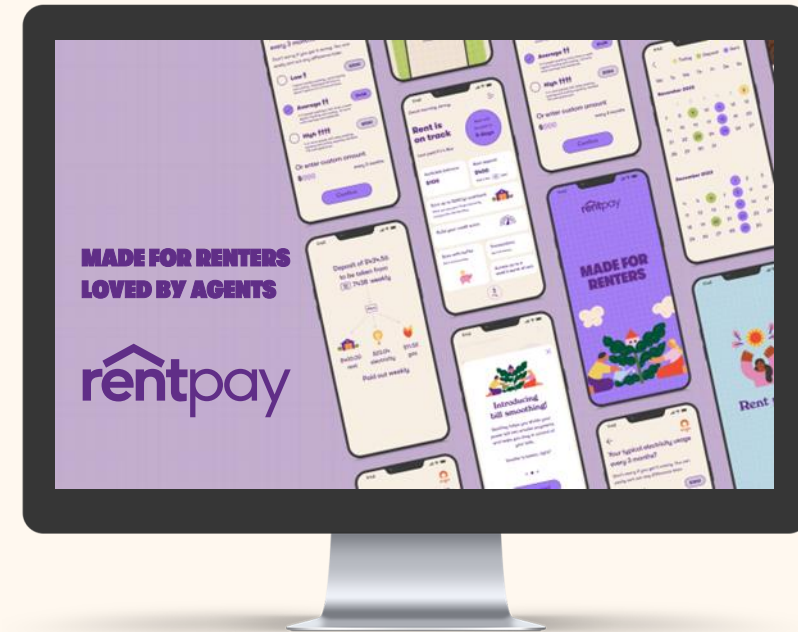
LOVED BY AGENTS

New revenue sources from referral commissions



RECENT HIGHLIGHTS

- FY24 Revenue up 3% and **profitable at EBITDA level**.
- Strong growth in RentBond – revenue **up 49% year over year**.
- Changed connections service to drive growth – **now live**.
- Nearing **2 million renters** who've created a Renter Resume.
- Refreshed Renter Advice pages (Blog) and built out product enhancements e.g. RentBond pre-qual / eligibility check.

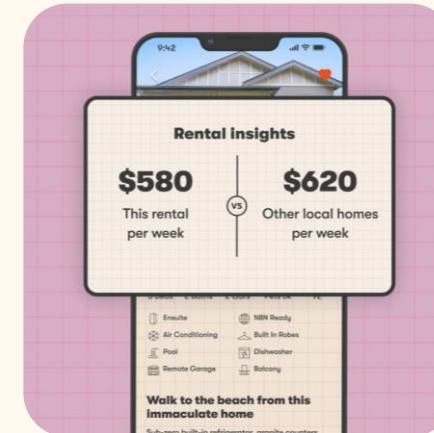
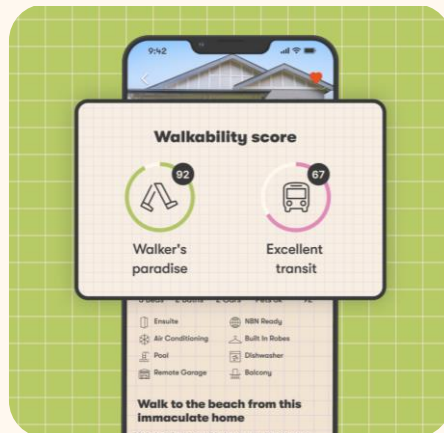


RECENT HIGHLIGHTS

- FY24 Revenue up **132%** vs pcg and a smaller EBITDA loss.
- More than **10,400 active customers** (up 41% on Q1 FY24).
- Average Revenue per User (**ARPU**) **up 28%** on Q1 FY24.
- **Annuity/recurring revenue** now **25%** of Group revenue.
- Rewards, additional payment choices, MRI Software integration all launched during FY24.

MAXIMISING USE OF OUR UNIQUE DATA FOR A BETTER RENTER EXPERIENCE AND BETTER FINANCIAL OUTCOMES FOR RNT

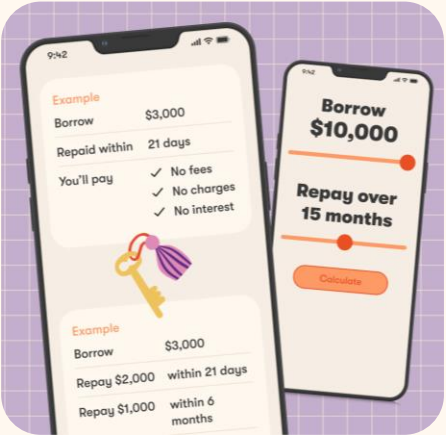
- Rent.com.au has had more than 2 million properties listed for rent on its site, allowing Walkability and Transit Scores to be developed, along with millions of renter's Suburb Review data points determining renters' mindsets, suburbs' top features etc.
- Along with rich traditional property data that Rent.com.au has access to, we have these additional and unique data points that allow renters to search for properties in different, non-standard ways e.g. areas in good walkability and with 5G coverage.
- We aim to build out better ways for renters to search for and monitor properties, and to access historical property data and snapshots of how suburbs have evolved in time.
- This information is not currently accessible to users and presents content opportunities to further engage our customers and drive improved advertising opportunities and revenue.



WHAT'S NEXT FOR THE SEARCH PORTAL?

WE HAVE A LARGE CUSTOMER BASE AND GENUINELY USEFUL PRODUCTS THAT WE NEED TO IMPROVE AND GET MORE OUT OF FOR OUR CUSTOMERS AND US

- **RENTBOND** is the perfect product for a renter wanting to move house but not being able to unlock their current bond or fund the rent-in-advance as well as moving costs. With a unique 21-day free period, a renter can repay all or part of the loan at no cost. They only get charged if they choose to continue with the loan.
- With a strong increase in demand, both organically and through new referral partnerships, we need to improve the process and product criteria to convert more customers economically.
- **RENTCONNECT** operates in a lucrative segment where there are competing providers. Our advocacy positioning and willingness to share the benefits with our renters differentiates us. We have recently gone live with a new provider (Connectnow) whereby we can offer a broader range of connections (multiple energy retailers, internet, phone, pay TV) to customers and expect to generate growing revenues from that.



WHATS NEXT FOR RENTPAY?

OUR KEY GOAL IS TO GROW ACTIVE RENTPAY USERS AS RAPIDLY AS WE CAN VIA BOTH AGENCY AND DIRECT TO CONSUMER CHANNELS

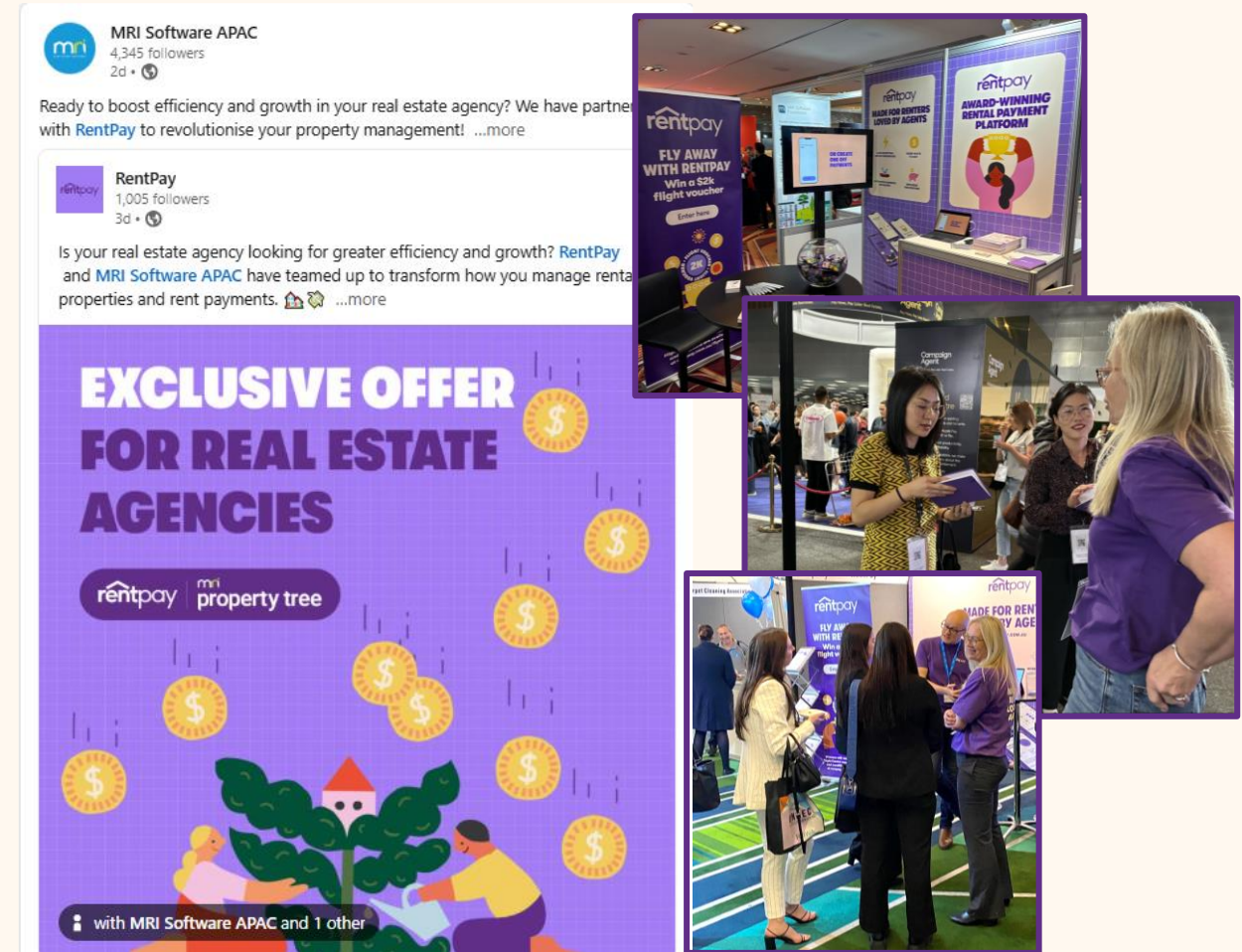
OUR LEVERS ARE:

INDUSTRY PARTNERSHIPS

- Utilising our board and shareholder networks to form partnerships that have the potential to help us scale rapidly.
- Building on existing partnerships such as that with MRI Software which to date has been slower than we hoped, but with increasing software integration between our systems and more joint promotional activity, this bodes well for future growth.

CORE SALES & MARKETING ACTIVITY

- Our sales efforts continue to improve awareness and consideration of RentPay amongst real estate agencies.
- Much of the activity is 'traditional' sales activity involving booking demo's, negotiating the sale and then onboarding. We've redeployed several team members to add to the selling activity and this is reaping rewards in terms of growing new sales into the pipeline.



WHATS NEXT FOR RENTPAY?

IN ADDITION TO GROWING ACTIVE CUSTOMERS, WE'RE TARGETING IMPROVED PROFITABILITY (MARGIN) FROM THOSE CUSTOMERS

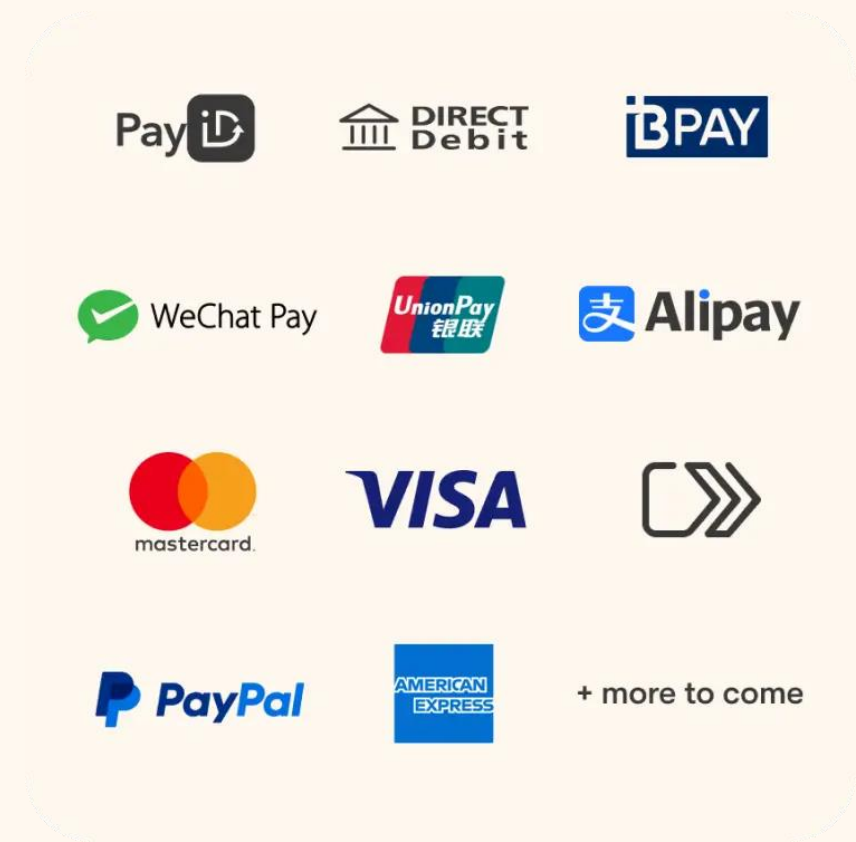
OUR LEVERS ARE:

BETTER MARGINS FROM EXISTING PRODUCTS

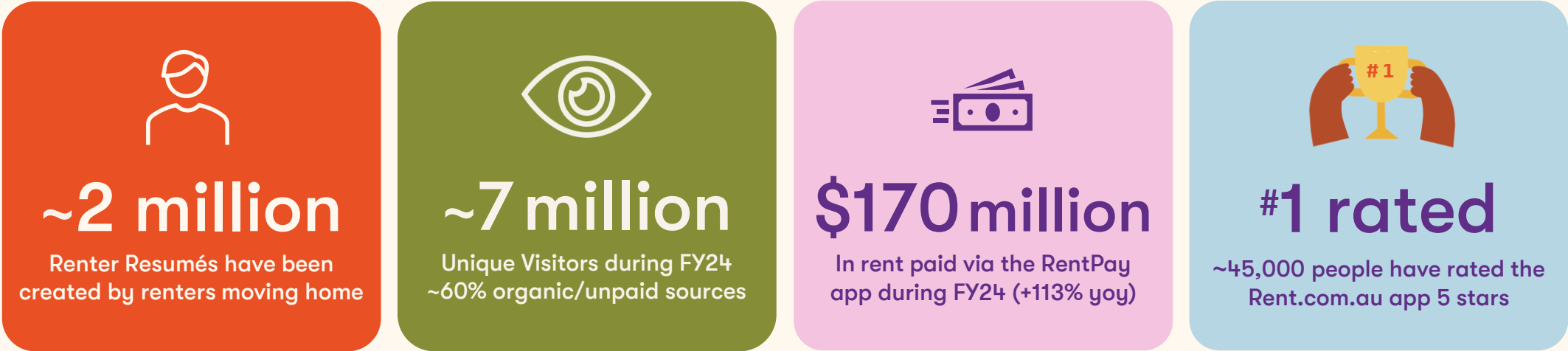
- We are improving our margin from strong adoption of 'non-traditional' rental payment methods such as credit cards, Asian wallets (Alipay, WeChat Pay etc) and PayPal which opens up payment from foreign bank accounts and American Express.
- New agency pricing model (free to agents, pay per use by tenants – allowing free payment methods to comply).
- Bringing elements of our Scorebuilder LoC/BNPL product in-house.

NEW PRODUCTS

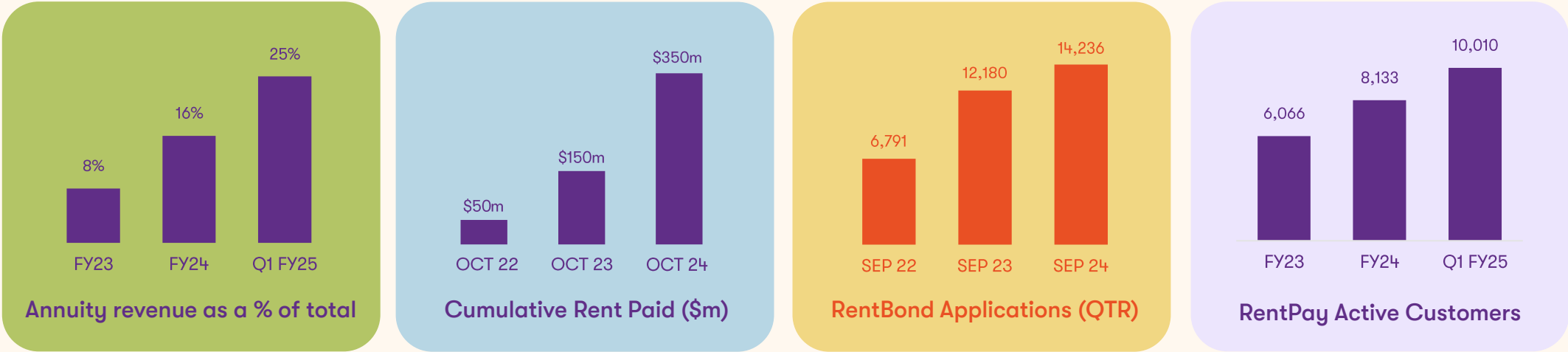
- We are working on expanding our LoC / Personal Loan product offered via RentPay to better serve customers, with higher volumes expected to drive ARPU growth.
- Savings products (deposit builder), mortgage readiness, insurances are all being explored.



OUR PRODUCTS HAVE ELEVATED RENT.COM.AU TO A POINT WHERE WE'RE INFLUENTIAL IN THE INDUSTRY

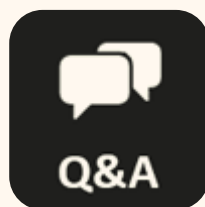


... AND THIS SCALE IS UNLOCKING OPPORTUNITIES FOR FURTHER CUSTOMER AND FINANCIAL GROWTH

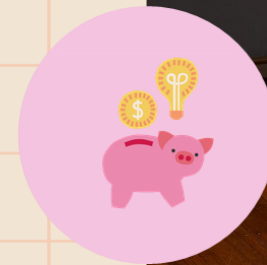


QUESTIONS?

Click on the Q&A icon
within the Zoom webinar
to ask a question



CORPORATE INFORMATION

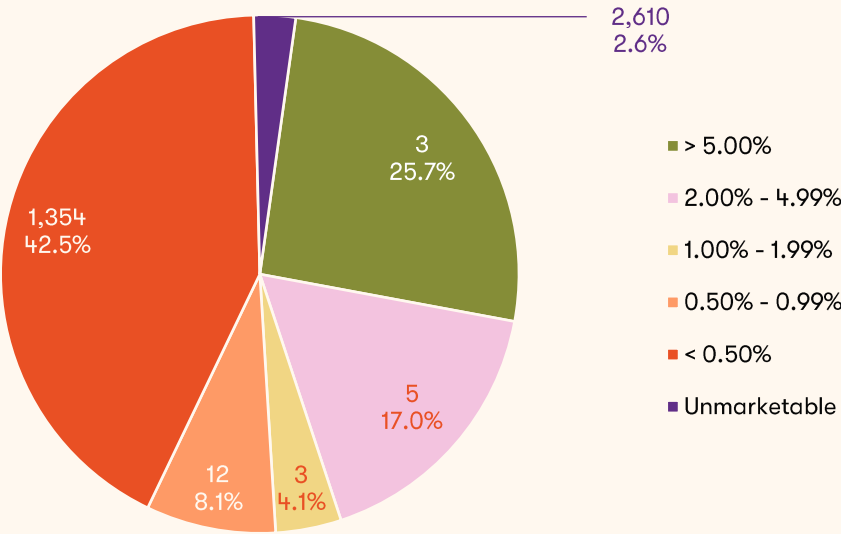


Ordinary Shares				
Share price at 20 November 2024		\$0.023		
Ordinary Shares on issue		758,163,680		
MARKET CAPITALISATION				\$17.4m
Cash on hand ⁽¹⁾		\$1.6m		
ENTERPRISE VALUE				\$15.8m
Other ⁽²⁾	Exercise	Vest	Expiry	Number
Remuneration Rights (CEO, COO)		Jun-25	Aug-25	2,750,000
Performance Rights (LTI)		Jun-25	Aug-25	17,386,364
Performance Rights (LTI)		Jun-26	Aug-26	20,081,250
Options (Directors)	\$0.10 - \$0.15	Nov-23	Nov-25	7,200,000
Options (RNT0 listed)	\$0.04	n/a	Dec-25	142,704,604

(1) As at 30 September 2024
(2) As at 20 November 2024
(3) As at 20 November 2024

Top shareholders ⁽³⁾	%
Bevan Slattery (HNW – holder since 2021)	14.7%
SG Hiscock & Co (Fund – holder since 2015)	5.8%
John Wood (Director – holder pre-IPO)	5.2%
Greg Bader (CEO – holder since 2016)	4.2%
Jason Carroll (HNW – holder since 2016)	3.8%
Garry Garside (Director – holder pre-IPO)	2.6%

SHAREHOLDING DISTRIBUTION⁽³⁾



THANK YOU

Contact:
investors@rent.com.au
08 6145 2609