



Our Philosophy

Our rental only positioning means RENT is the only national advocate for renting and renters. We exist to make renting easier for all.

The fantastic support from our customers is allowing us to move beyond helping them to find a home, to being a partner throughout their Tenancy period



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

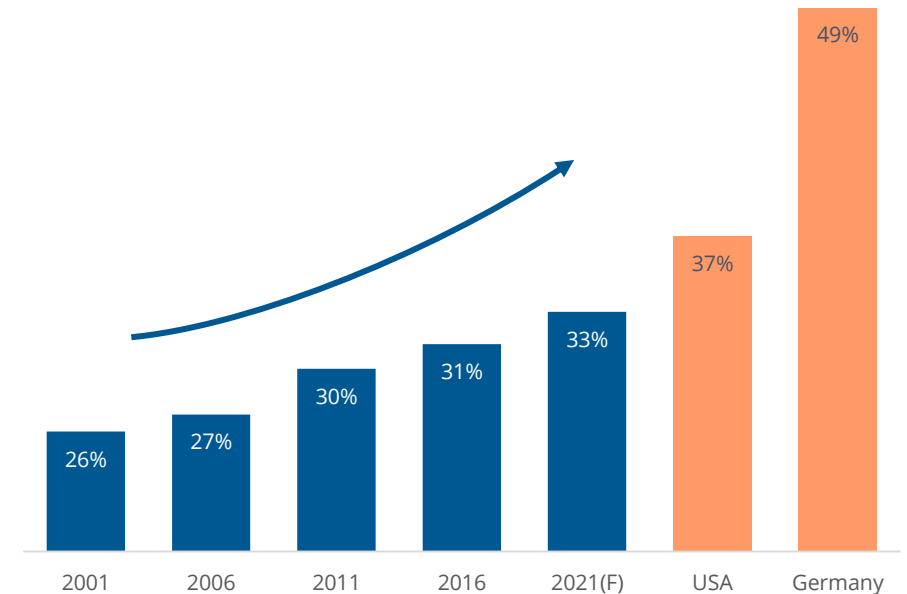
Fulfilling our purpose by providing useful services and advice throughout the period a renter spends in their home

Renters are here to stay

Every day there are more people renting in Australia, and every day the average Renter is younger and wealthier

- The rise of the “logical renter” - people choosing to rent because it makes sense
- Slowing economy, casualisation of the workforce are all contributors
- Flexibility a large driver, 24% of our Renters either have or are saving for a property they do not live in (the Rentvestors)

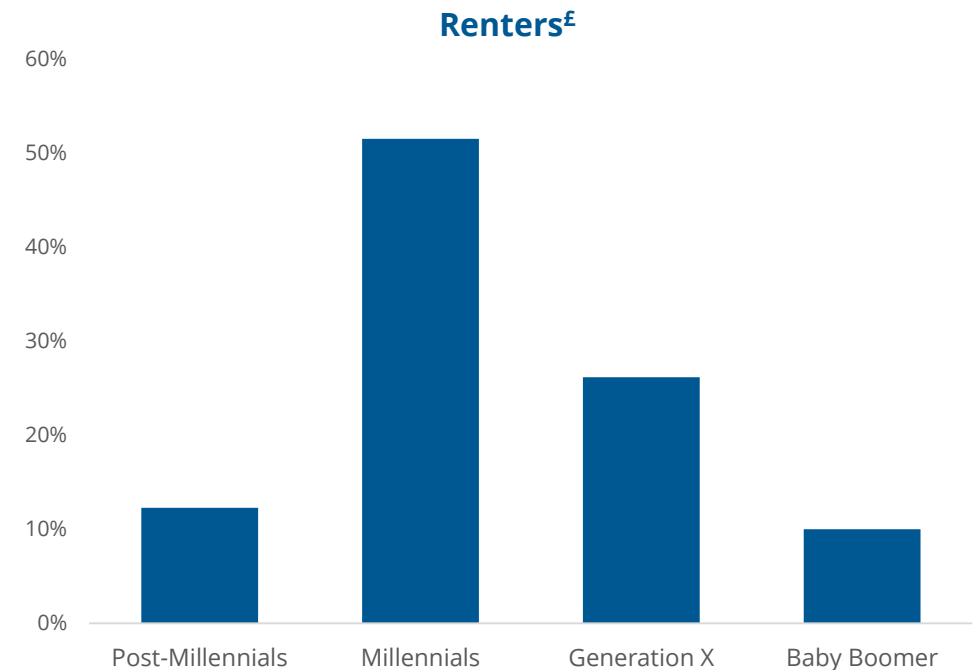
% of renter households in Australia^{\$}



and increasingly dominated by Millennials

Already at 52% and increasing, Millennials (aged 22-37) are by far the largest segment of renters

- Millennials are the most urbanised generation ever†
- They are also the most educated and well travelled
- They want (expect) to migrate for work, interstate and/or internationally
- They value simplicity and consistency



who are the dominant market force of today

This Generation has already driven change in many traditional industries, they choose not to be constrained by “how it is” and seek out “how it should be”

- They will have the greatest spending power of any generation by 2020[†]
- By 2020 they will make up 35% of the global workforce[†]
- They are using this market force to change the way we consume and pay



and are not being heard in the real-estate industry

The industry has not really changed in 50 years, still largely “off-line” and renting is still seen as inferior to having a mortgage

- Renters want convenience and simplicity
- They value flexibility but prefer a consistent experience throughout their lifecycle
- They want recognition and value for their good standing as a tenant

Top Renting Reasons[#]

Flexibility to move when I want



More choice about where to live



No mortgage/bills stress



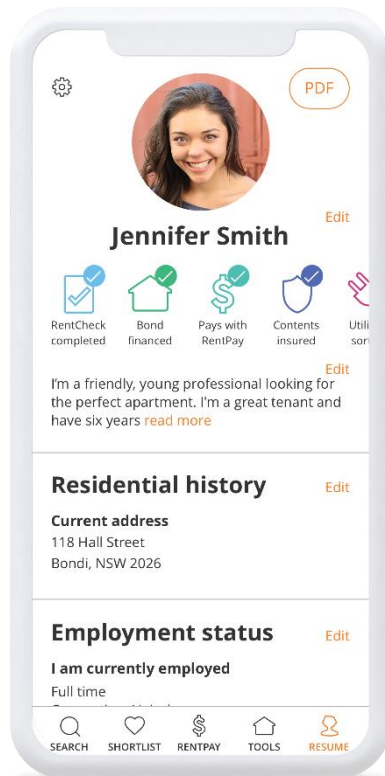
Don't need to worry about DIY



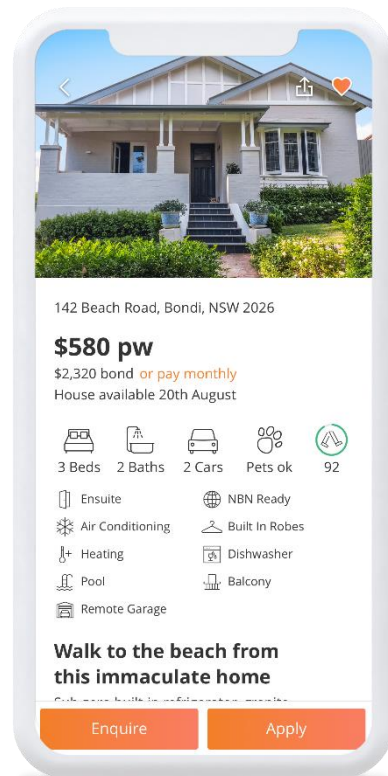
We're delivering features that renters want and need

By listening to our customers and providing the features they expect and features that aren't found anywhere else

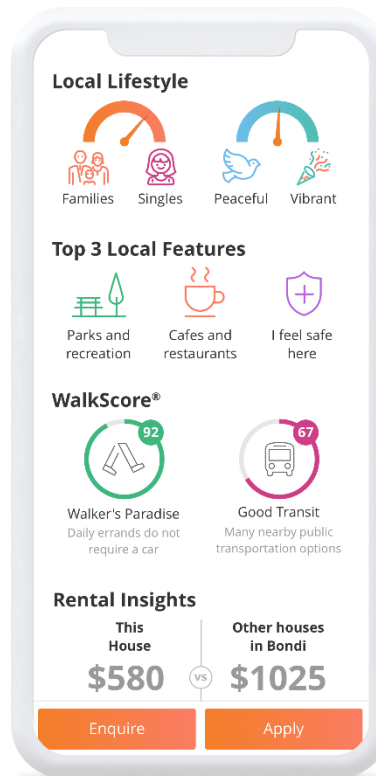
Renter Resume



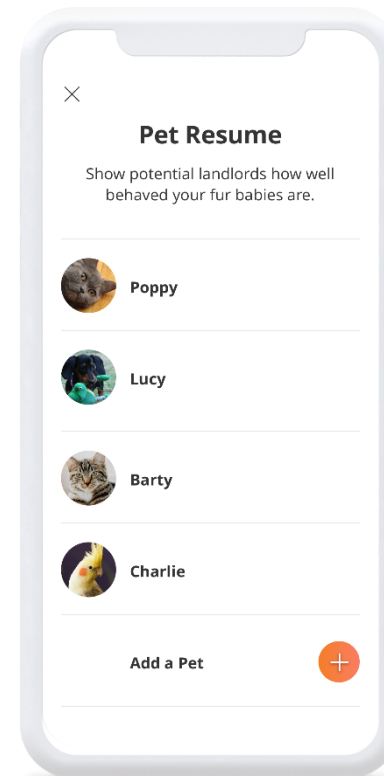
Property Listings



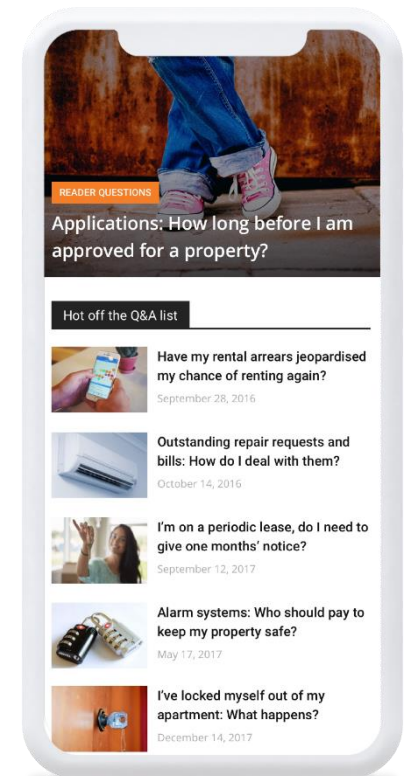
Unique search tools



Pet Resume



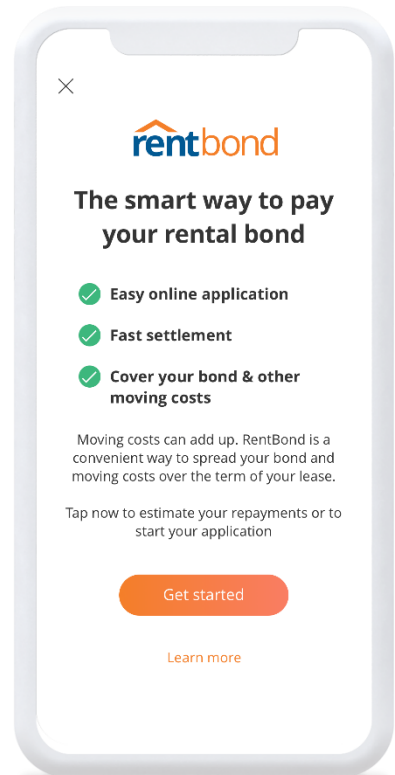
Renter Blog



and offering products/services that make a difference

From helping manage the bond and upfront payments, helping our customer stand out in the pack through to protecting their possessions

RentBond



The smart way to pay your rental bond

- ✓ Easy online application
- ✓ Fast settlement
- ✓ Cover your bond & other moving costs

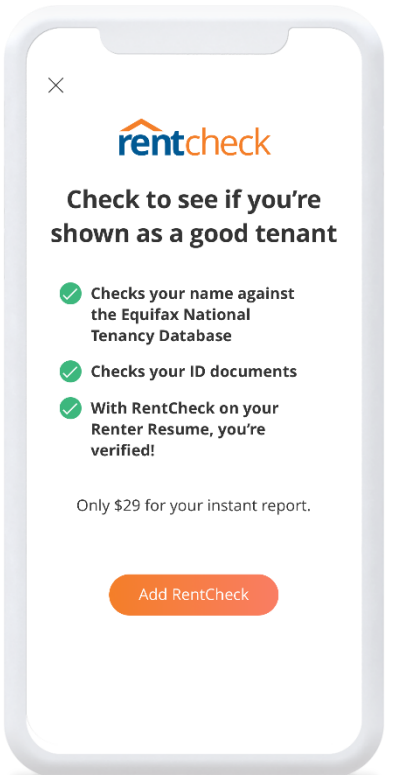
Moving costs can add up. RentBond is a convenient way to spread your bond and moving costs over the term of your lease.

Tap now to estimate your repayments or to start your application

[Get started](#)

[Learn more](#)

RentCheck



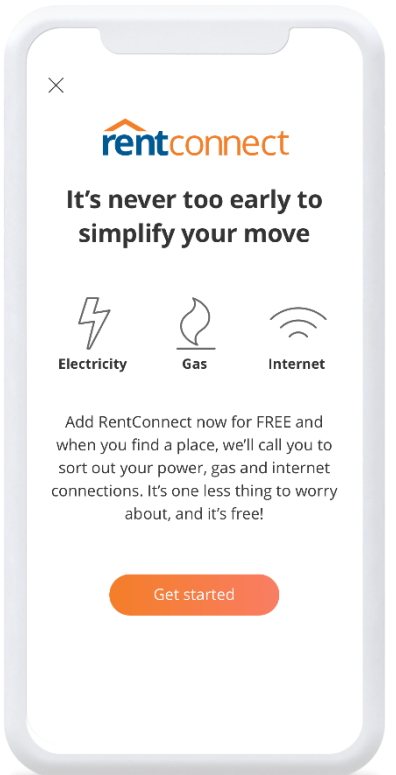
Check to see if you're shown as a good tenant

- ✓ Checks your name against the Equifax National Tenancy Database
- ✓ Checks your ID documents
- ✓ With RentCheck on your Renter Resume, you're verified!

Only \$29 for your instant report.

[Add RentCheck](#)

RentConnect



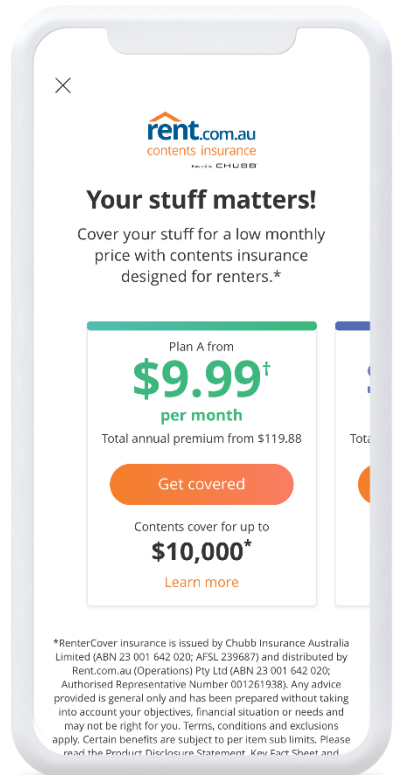
It's never too early to simplify your move

Electricity Gas Internet

Add RentConnect now for FREE and when you find a place, we'll call you to sort out your power, gas and internet connections. It's one less thing to worry about, and it's free!

[Get started](#)

Rent Insurance



Your stuff matters!

Cover your stuff for a low monthly price with contents insurance designed for renters.*

Plan A from
\$9.99[†]
per month

Total annual premium from \$119.88

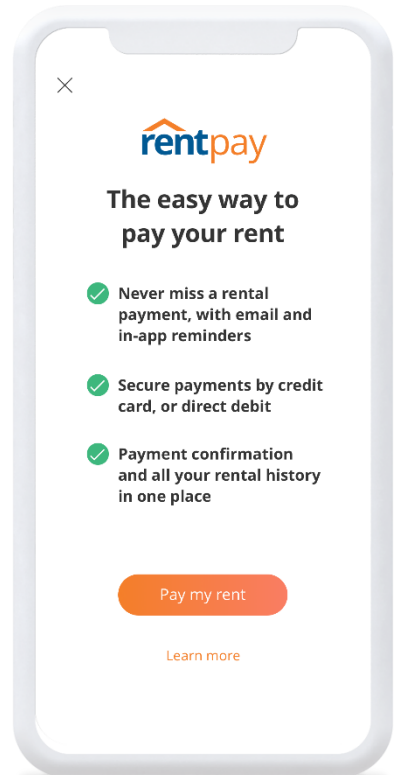
[Get covered](#)

Contents cover for up to
\$10,000*

[Learn more](#)

*RenterCover insurance is issued by Chubb Insurance Australia Limited (ABN 23 001 642 020; AFSL 239687) and distributed by Rent.com.au (Operations) Pty Ltd (ABN 23 001 642 020; Authorised Representative Number 001261938). Any advice provided is general only and has been prepared without taking into account your objectives, financial situation or needs and may not be right for you. Terms, conditions and exclusions apply. Certain benefits are subject to per item sub limits. Please read the Product Disclosure Statement, Key Fact Sheet and

RentPay



The easy way to pay your rent

- ✓ Never miss a rental payment, with email and in-app reminders
- ✓ Secure payments by credit card, or direct debit
- ✓ Payment confirmation and all your rental history in one place

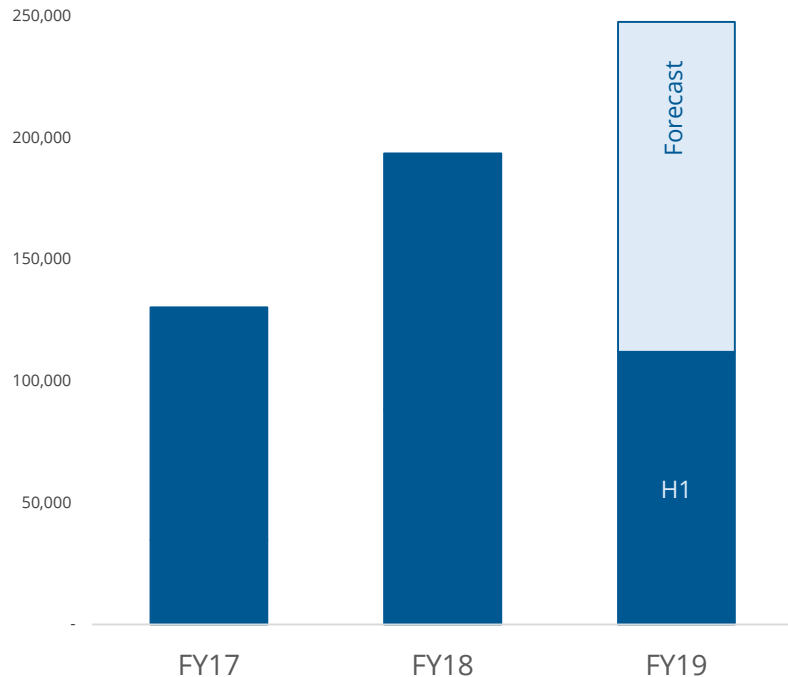
[Pay my rent](#)

[Learn more](#)

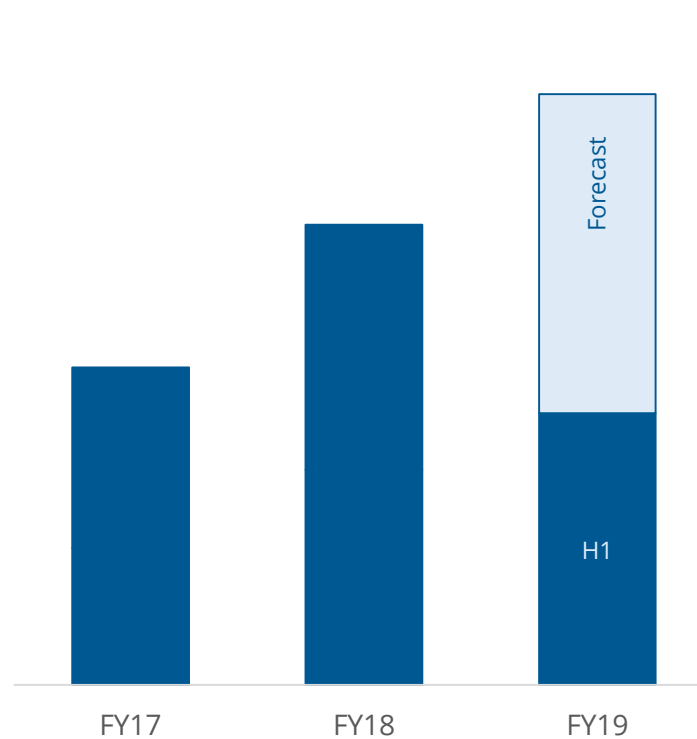
Renters are responding

Growing numbers of new renters are engaging with our website and app, not only to find their next home, but to get advice and useful tools and services.

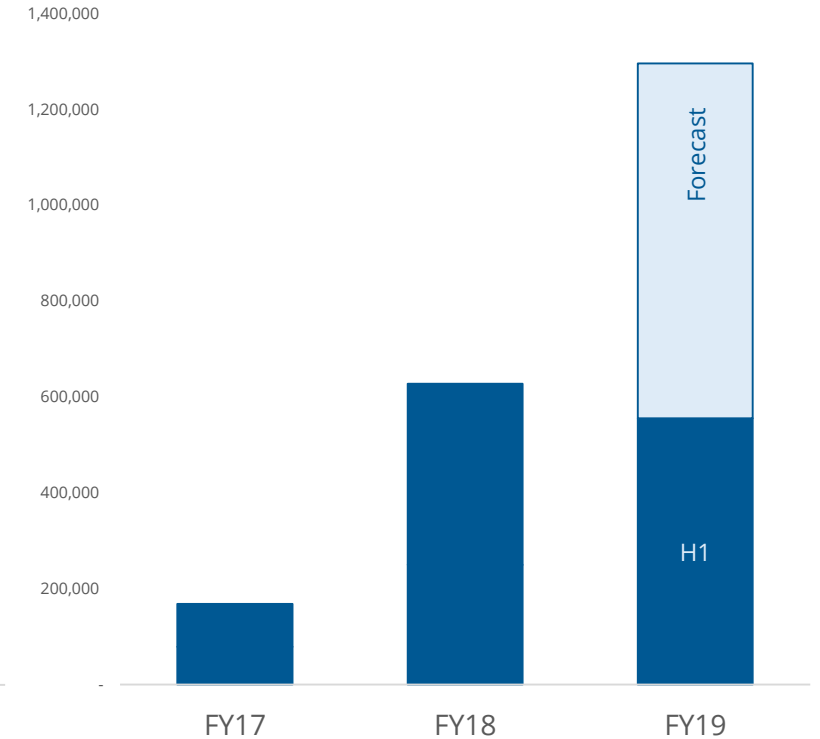
New Renter Resumes Created



Increased Organic Site Visits (UV)



Renter Advice Page Views



Building rent.com.au into an industry force

Monthly Snapshot

(Monthly Average – March Quarter 2019)



711,483

Unique Visitors browsing
~7.5 million pageviews



25,277

Renter Resumes created
(842 per day)



70,471

Average rental listings active
~90% of national rental ads



90,483

Applications and Enquiries on
rental properties

#1 Rated App in
AU Real Estate

Ratings & Reviews

[See All](#)

4.8



out of 5













726 Ratings



Download on the
App Store



GET IT ON
Google Play

 realestate.com.au Pty Ltd realestate.com.au - Property ★★★★★ (347)	4	 realestate.com.au realestate.com.au - Buy, Rent & Sell Property ★★★★★ (15,798)	1
 Fairfax Digital Australia & New Zealand Pty Limited Domain Real Estate & Property ★★★★★ (19)	9	 Domain Holdings Australia Domain Real Estate & Property ★★★★★ (20,173)	2
 Rent.com.au Rent.com.au Rental Properties ★★★★★ (128)	31	 Rent.com.au (Operations) PTY LTD Rent.com.au Rental Properties ★★★★★ (1,263)	4
 All Homes Pty Ltd Allhomes Real Estate ★★★★★ (65)	103	 Domain Holdings Australia Allhomes Real Estate & Property ★★★★★ (884)	16
 onthehouse.com.au Onthehouse.com.au Property Values ★★★★★ (177)	104	 onthehouse.com.au Property Value Search ★★★★★ (642)	n/a
 realestateview.com.au Ltd view.com.au - Real Estate ★★★★★ (23)	135	 realestateVIEW.com.au view.com.au - Buy, Rent or Research Real Estate ★★★★★ (216)	n/a

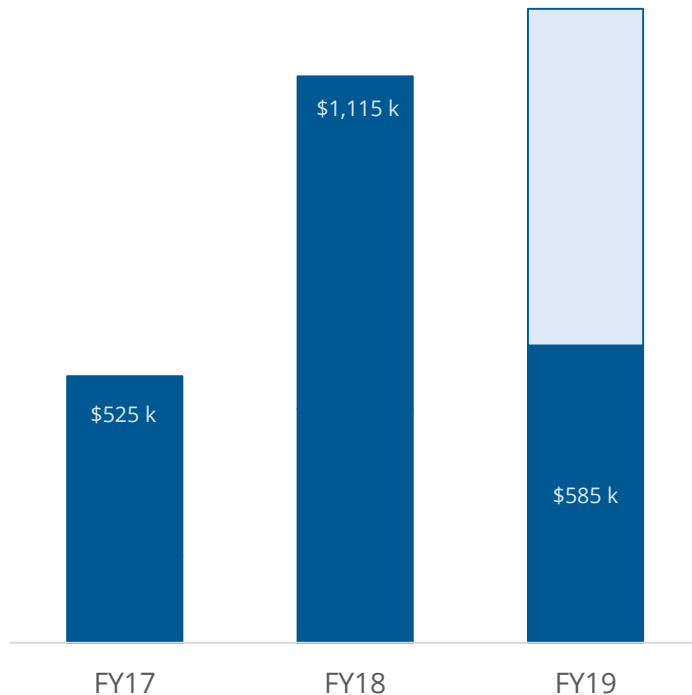
13th May 2019 (Apple/AU/Lifestyle)

13th May 2019 (Google/AU/House & Home)

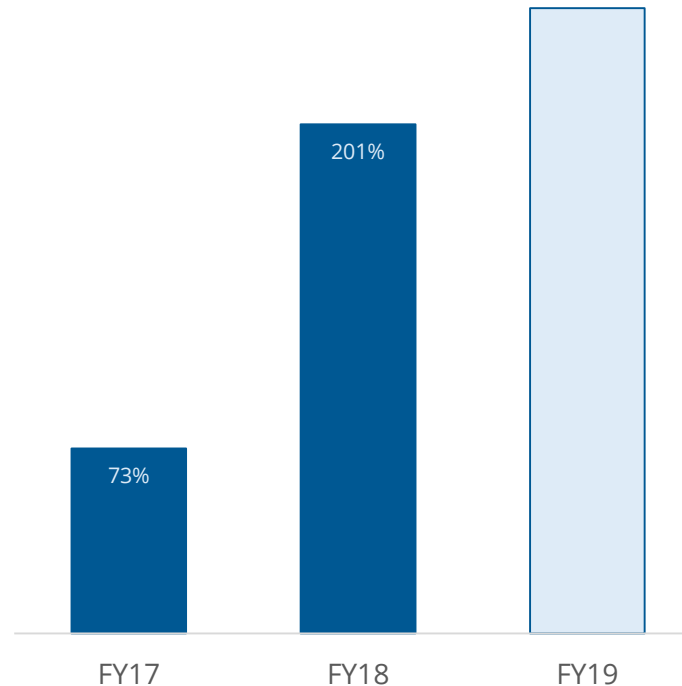
and allowing us to optimise further

We've delivered many of the tools that renters need to search for and move to their next home, but we will keep optimising and innovating

Renter Product Revenue Growth



Marketing Effectiveness
(Revenue as % of Marketing)



Further optimisation in planning:

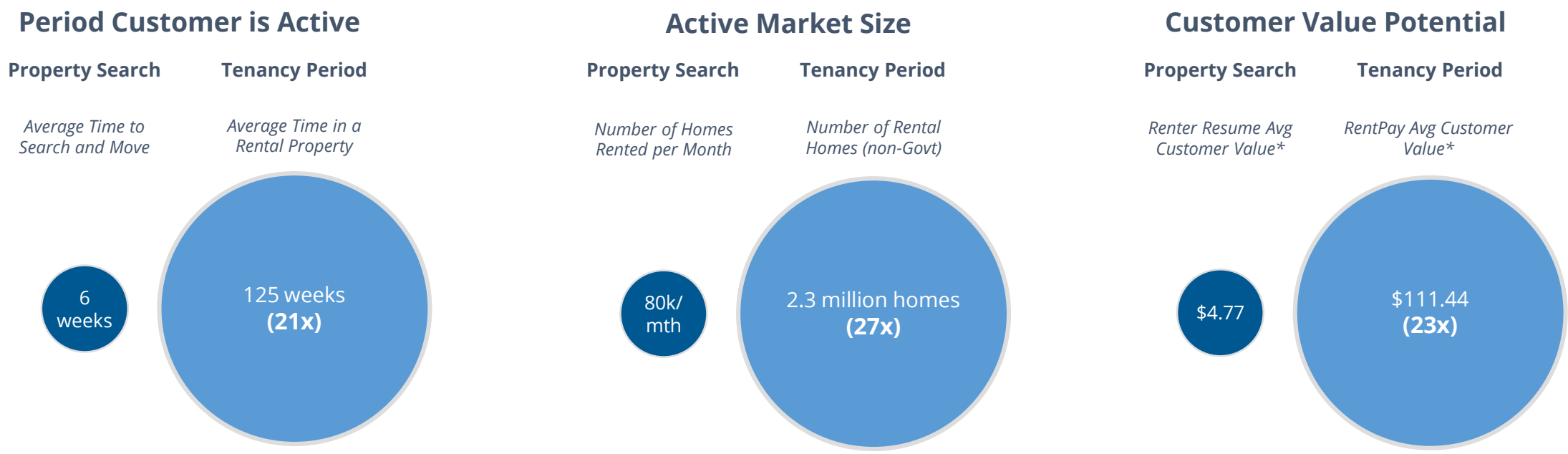
- RentBond – New agreement with Fair Go Finance (May 2019) increased loan size and uses (e.g. include additional moving costs)
- RentCheck – broaden scope to become the definitive industry background check
- RentConnect – alignment with key utility and telco providers to deliver compelling and unique customer proposition

Now We're Moving Beyond Property Search

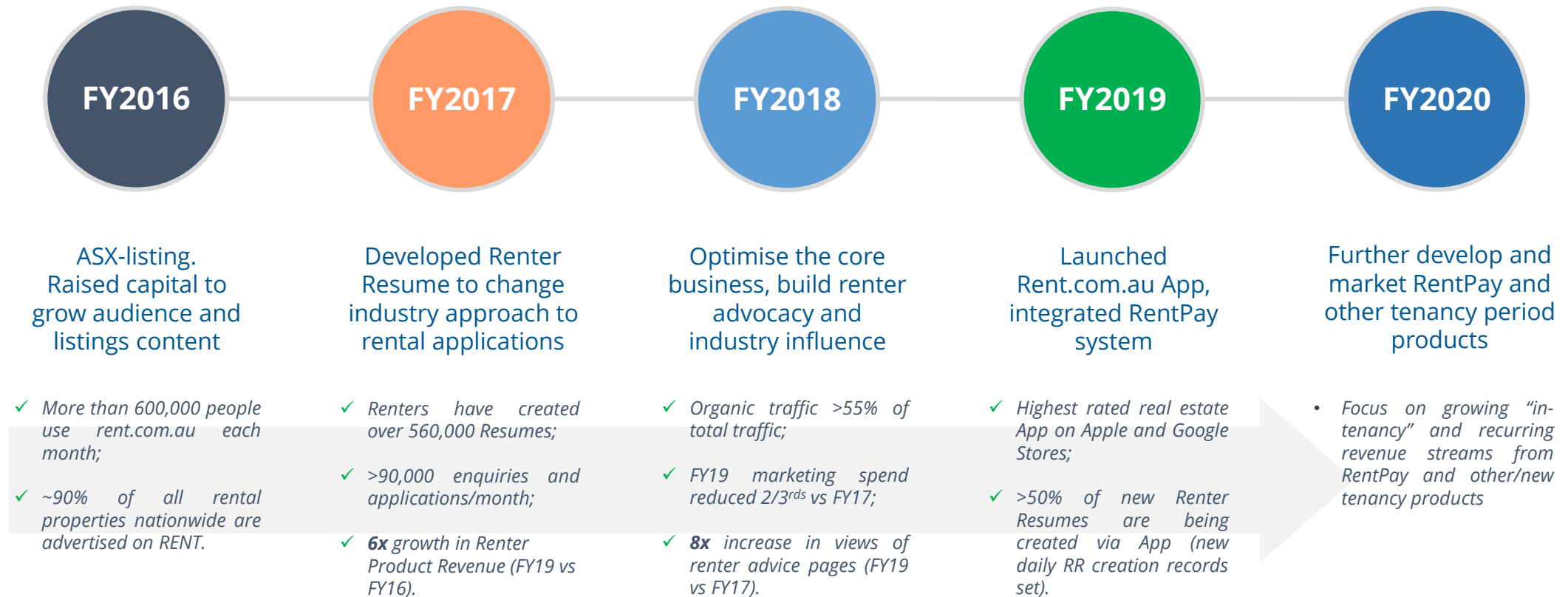


A significantly greater opportunity

Moving into the tenancy period gives us the ability to engage our renters over a much longer period and at a different stage of their cycle. Increasing opportunities for our products and services and generating several recurrent revenue streams



Everything we've done builds up to this point

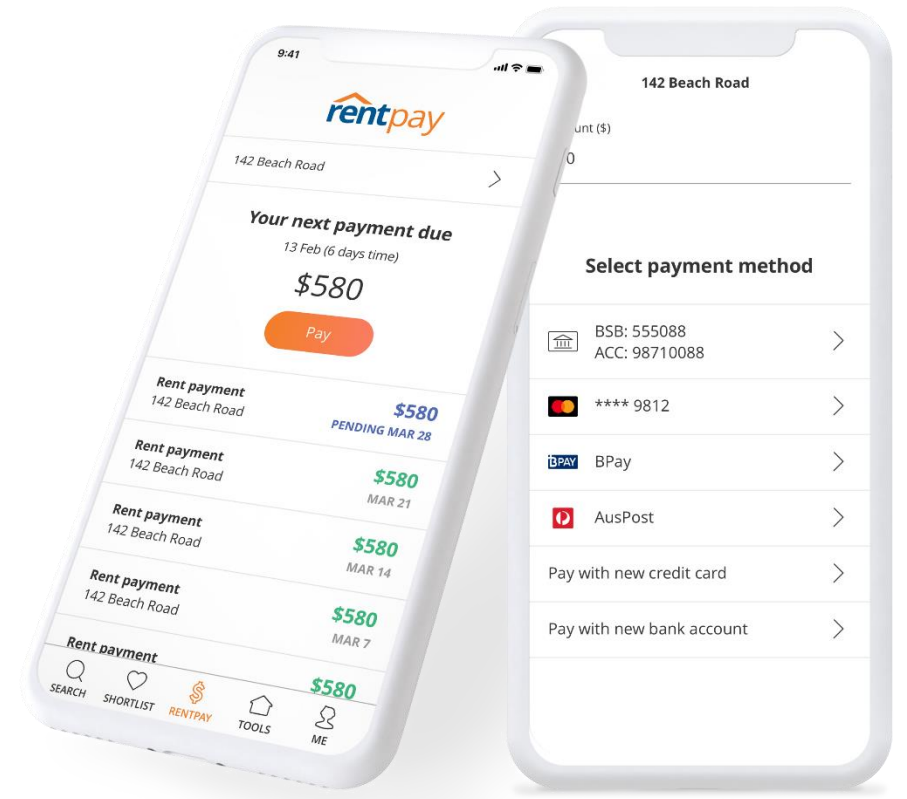


We've been laying the ground work

Focus to date has been to integrate and stabilise the platform

- ✓ On-shored and insourced customer support
- ✓ Improve System Performance and Reliability
- ✓ Arrest legacy customer churn
- ✓ Release App version*
- ✓ Agent Benefits (upgraded listings)

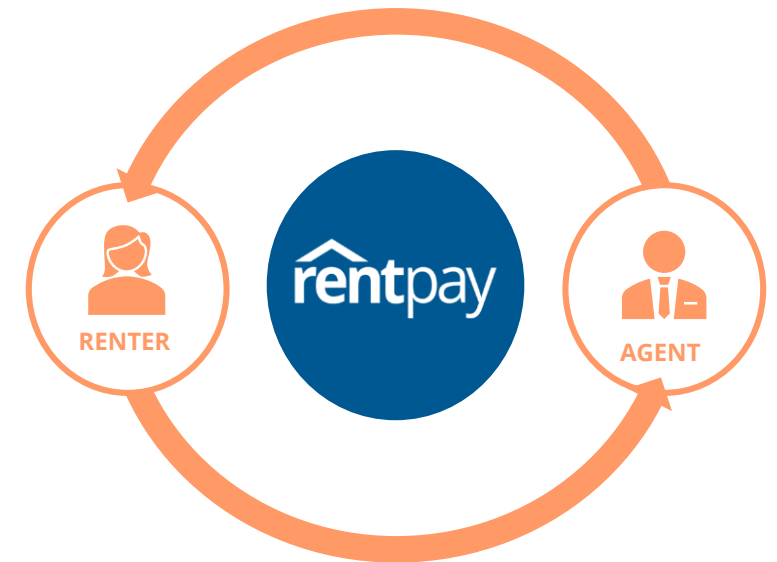
5,827 renters using RentPay to pay ~\$10m of rent per month\$



RentPay is the key, but it needs to evolve

Today RentPay is “Agent Led”, whereby an Agency agrees to use the product (because of its great features) and then encourages renters to also use the service.

- Largely legacy reasons for being agent led, we'll preserve the benefits to Agents but add in benefits for Renters and Landlords
- We are developing RentPay into a “Customer Led” solution, one that Renters will love to use*



* RNT achieved ~10x growth in RentBond in 2016 when converting it from agent led to renter led. RentPay needs/features survey in April 2019 attracted 1000 respondents nationwide.

Customers are telling us what they want

One of RNT's greatest strengths is that we communicate with our customers. Their needs lead our product development.

Our customers are asking for:

Payment Tools (accounting/reconciliation functions useful for managing rental payments)

- Real time confirmations that payments have been made
- Real time alerts and reminders, access to payment history and ledger
- Recognition of payment history - status as a great renter should mean something

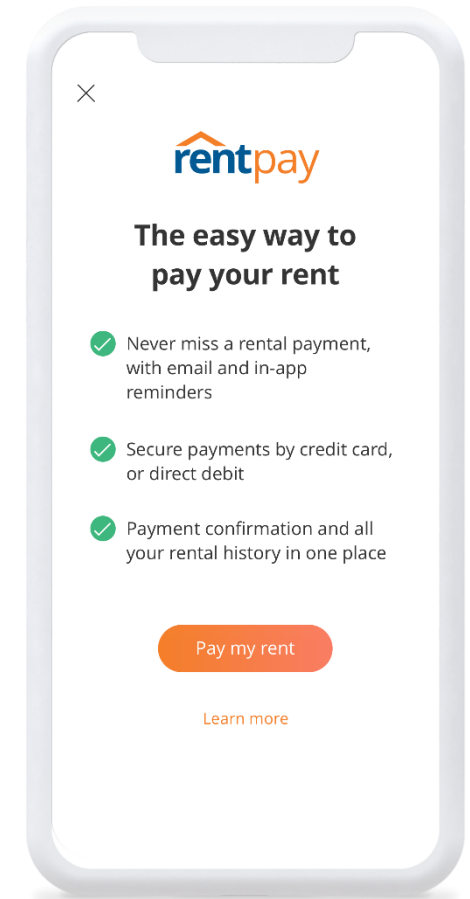
Financial Services (solutions to help with rent and other bill payments)

- Flexibility in timing of rental payments
- Ability to pay more and build a buffer, access to credit if short one week
- Ability to pay other bills, renting as a service

RentPay development is ongoing

RNT ideally placed to take a leadership role in the next generation of customer payment solutions

- We are the largest dedicated channel to Renters in the Market (a growing market)
- We have runs on the board in developing customer facing products (we sell more products to Renters than our competitors)
- Increasingly our customers want convenience and simplicity (change is happening globally, and it will happen here), RentPay delivers on these needs



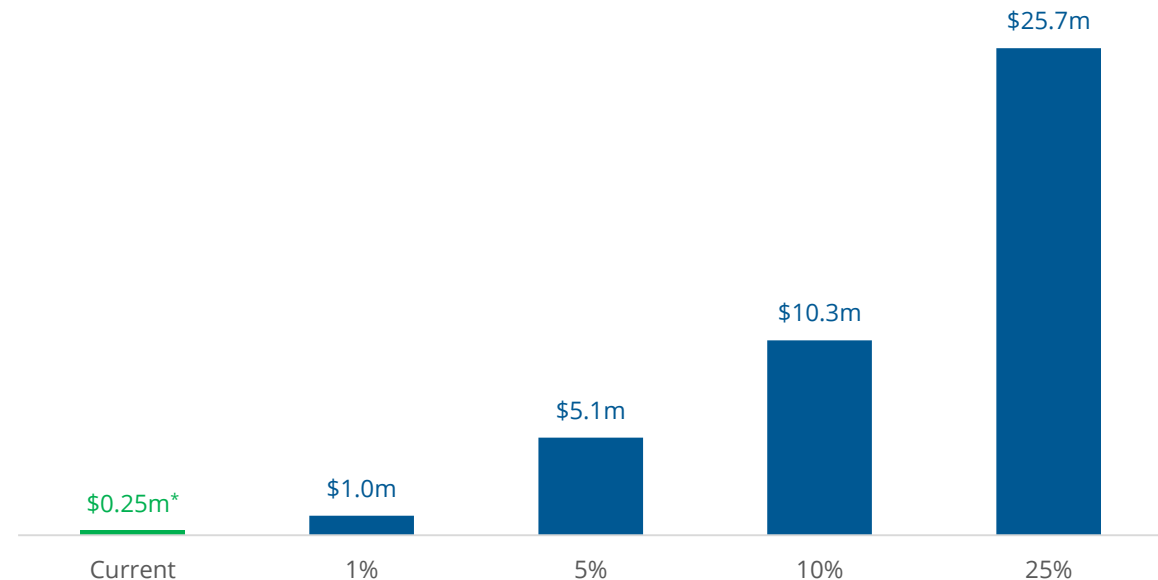
RentPay has multiple revenue opportunities

An integrated payment solution will offer several different revenue lines, the key though is offering significant value to the customer

Existing/Potential Revenue Lines

- ✓ Transaction fees
- ✓ Late/Penalty Fees
- ⌚ Subscription Fees
- ⌚ Finance Fees (lending)
- ⌚ Servicing Utilities
- ⌚ Cross Selling of Products
- ⌚ Savings/Bond Funding
- ⌚ Additional Services

Renter Revenue (Annual) – Existing Product Scaled to Market Share



As an example – simply scaling our existing product in the market offers significant growth. Additional revenue lines not yet active will compound this growth opportunity.

Maintain focus on key levers for growth

Our existing product lines are important, but the real growth will come from moving into the tenancy period

- We will continue to invest in our core offering (Search, Renter Resume, Products), it is crucial to our future success
- But we will continue to invest time/effort into developing the next generation of services that will capitalise on our efforts to date
- The opportunity of the Tenancy period (RentPay and other products) are an order of magnitude greater than where we sit today so it must be our focus



Summary

Summary

- Delivering the best search experience, features and information available for renters anywhere in the market – **#1 ranked AU real estate app**
- Strong growth in customer engagement metrics (new Renter Resumes, organic traffic, advice pageviews etc).
- Unlocking significant further growth potential by extending product range into the tenancy period (through RentPay, insurance and other new products)
- Approaching cashflow breakeven and well funded following \$2m capital raising

Corporate Information

Financial information

Share price (<i>Rights Issue Price</i>)	\$0.036
Shares on issue (<i>Pro-forma Post Rights Issue</i>)	291.1m

Market capitalisation (*Pro-forma Post Rights Issue*) **\$10.5m**

Cash (*Pro-forma Post Rights Issue*) \$2.2m

Debt (*Pro-forma Post Rights Issue*) \$Nil

Enterprise value (*Pro-forma Post Rights Issue*) **\$8.3m**

Rights Issue Timetable

Record Date	9 May 2019
Rights Issue Offer Documents sent to Eligible Shareholders	14 May 2019

Closing Date for the Offer **9 July 2019**

Securities quoted on a deferred settlement basis	10 July 2019
Company to notify ASX of under subscriptions (if any)	12 July 2019
Anticipated date for the issue of the Shares	16 July 2019
Deferred settlement trading ends	16 July 2019

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
- Founder and General Manager (Sales) of National Lifestyle Villages

Thanks

Contact:
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www.investors.rent.com.au

