

20 December 2019

## RENT PARTNERS WITH AGL TO BUILD RENTAL ENERGY OFFERING

Australian rental property website rent.com.au (ASX: RNT), is pleased to announce that it has partnered with AGL, a leading integrated energy business that has been operating for more than 180 years, to help make renting easier and more rewarding.

### Key highlights of the partnership between RNT and AGL:

- › AGL selected as the Australian utility to build our rental energy offering
- › Simplifies the moving process, taking the legwork out of choosing a utility provider
- › Gives renters access to AGL's Power on Guarantee
- › Confidence of dealing with a substantial, market leading provider

**Greg Bader, CEO, rent.com.au**, said: "Moving is a stressful time for most people because there are lots of moving pieces that need to come together in a short period of time.

"We recognise that choosing and connecting renter's utilities is one of those challenges and as part of our mission to 'make renting easier' we have been looking at ways to simplify the process. To that end, choosing to work with a single provider that recognises the unique challenges that renters face and has a range of competitive offers was the logical choice.

"This partnership with AGL helps remove many of the pain points that renters face when choosing their energy provider – our customers simply tell us their move date and we can take care of the rest. They get to choose from AGL's competitive energy offers; to take advantage of the AGL Power on Guarantee; and as a bonus, RNT is offering it's eligible customers a \$100 gift card.

"This gift card offer is exclusive to RNT and will be integrated into the Renter Resume process (with more than 20,000 resumes completed each month) so customers will be able to access the product with a simple click. It will also be supported by a combination of "on site" and App messaging to make sure the almost 700,000 customers that visit rent.com.au each month don't miss out.

"Within Australia we see approximately 80,000 properties actually rented each month and our data shows that Rent.com.au is now a material marketplace in the industry, well supported by our customers and living up to its vision of 'Making Renting Easier,'" said Mr Bader.

## October 2019 Monthly Snapshot



686,193

Unique Visitors browsing  
~8.5 million page/screen views



20,430

Renter Resumes created  
(659 per day)



68.0%

Of site visitors are new each  
month



5,367

people "opted in" for RNT to  
arrange utility connections

Mr Bader said: "For us it was important that we partner with an energy provider that shared our vision and values. AGL is the perfect choice because it:

- has been operating in Australia since 1837, so knows a thing or two
- is a leader in sustainability and innovation. which is important to our customers, and
- is customer focused - you don't have 3.7 million customer accounts without being so.

"From AGL's perspective, they see the relationship with RNT as acknowledging a shared commitment to renters and the continued innovation in product and services to support this important market segment," Mr Bader continued.

"Looking into the future, we see more opportunities to change how utilities and other services are presented and consumed by renters. It is typically our customers' largest housing cost (after their rent) and over 40% of our customers have indicated that they would like their utilities bundled into their weekly rental payments. This opens up a number of models to provide cost/service consistency to all parties.

"The changing energy market is also of importance to our customers and at a practical level, models that allow the sharing of benefits between a property owner and a tenant are areas that interest us, whether that be solar, micro grid sharing, battery storage or a combination of these."

Lodged by order of the Board  
Jan Ferreira  
Company Secretary