

## RENT.COM.AU QUARTERLY ACTIVITIES REPORT FOR Q3 FY18

Rent.com.au Limited (ASX: **RNT**) ("**RENT**" or "**the Company**"), Australia's Number 1 website dedicated to rental property, presents its quarterly activities report for the three months ending 31<sup>st</sup> March 2018.

### Key Highlights:

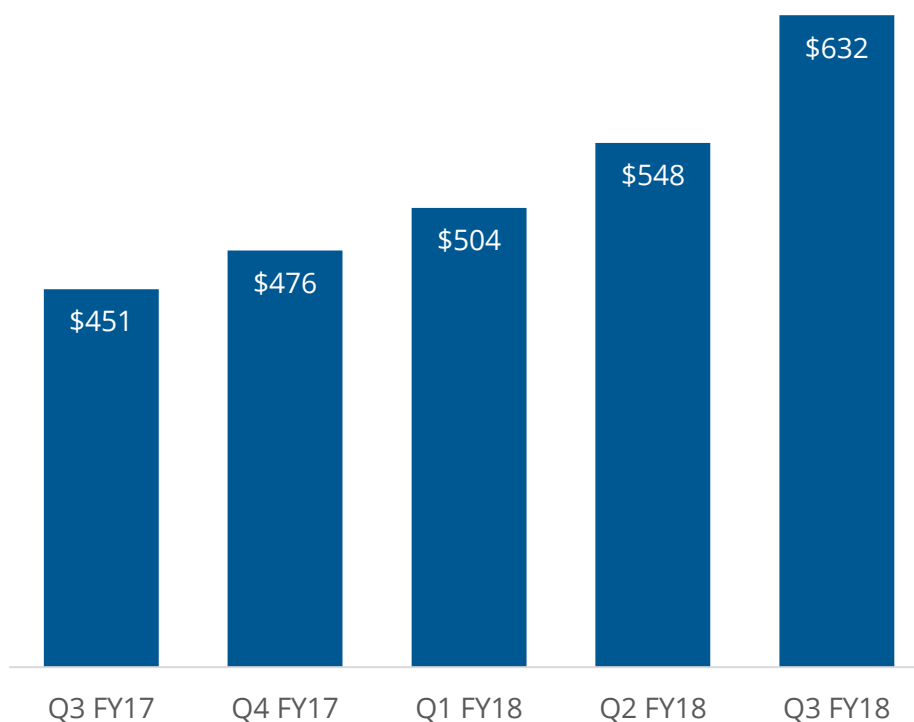
- › Revenue up 15% to \$632k (11<sup>th</sup> successive quarter of revenue growth)
- › Record levels of new Renter Resumes for the quarter (59k)
- › Renter Products revenue up 24% (to \$307k)
- › RenterCover launched (the first of our "Tenancy Period" annuity products)
- › Cash balance at 31 March of \$862k (cash burn of \$509k for quarter)

### Revenue growth continues

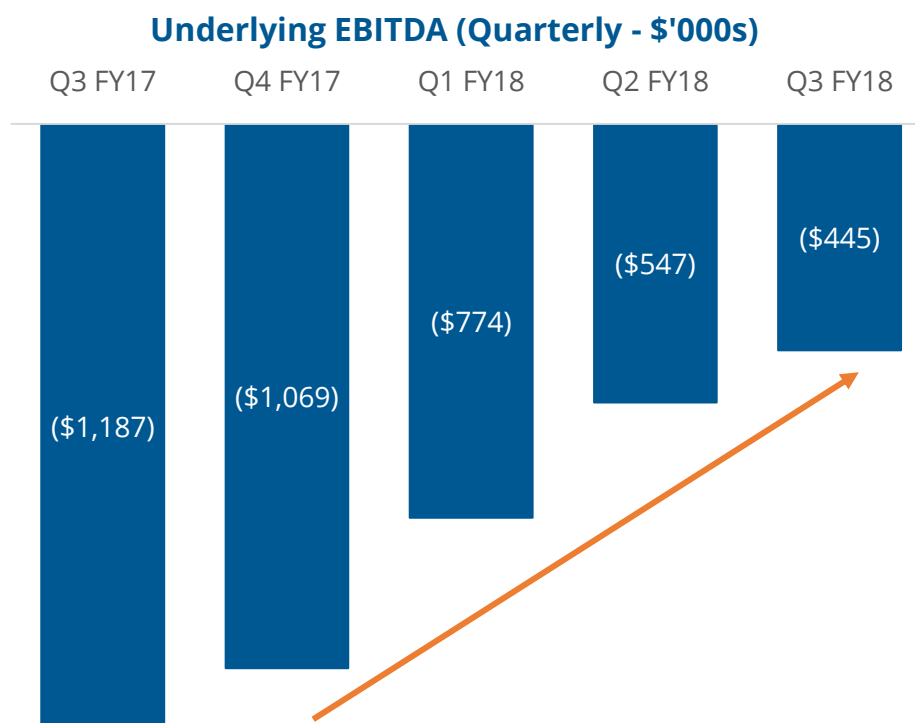
"A strong result for RENT in which revenue grew by 15% over the prior quarter, driven by a further 24% growth in Renter Products revenue which has now almost doubled over the past year," said RENT Chief Executive Officer, Mr Greg Bader.

"Importantly, we launched the first of our tenancy products in RenterCover and acquired a rental payments business in RentPay, all whilst still growing our core business."

### Quarterly Revenues (\$'000s)

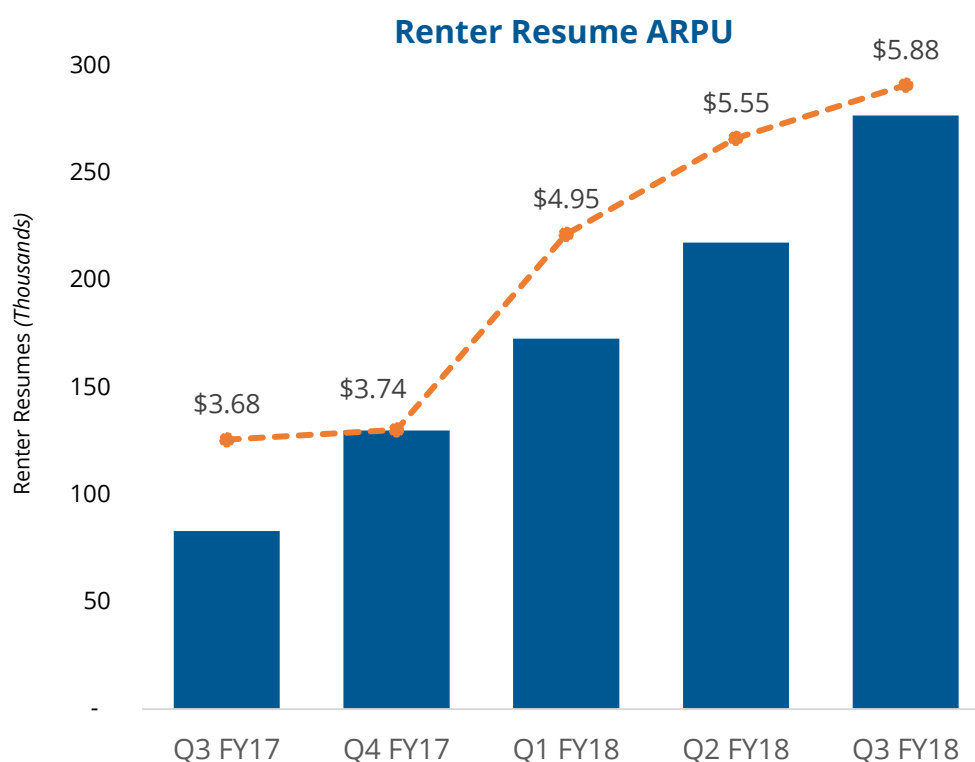


"This result marks 11 consecutive quarters of growth for the business and pleasingly this revenue growth has contributed directly to the EBITDA improvement, reflecting the scalability of our various revenue lines."



### Renter Resume achieves new highs

"We know that the real estate industry tends to be quieter in the December quarter before picking up again in January and this played out again in the numbers of Renter Resumes created this quarter. Looking beyond seasonality however, we were especially pleased that the daily rate of Renter Resumes remained above the long-term average throughout the quarter." commented Mr Bader.



## RenterCover Released

"It was incredibly exciting to release RenterCover, the first insurance product offered by RENT. Launched in late March, it is a great example of the type of product we want to offer in that it is tailored specifically for renters".



The image displays three RenterCover insurance plans and a digital mockup of the company's website. The website features a woman standing in the center, surrounded by various household items, with the text 'STUFF MATTERS' and 'Cover your stuff for a low monthly price'.

Up to \$10K* contents cover	Up to \$25K* contents cover	Up to \$50K* contents cover
from \$9.99 <sup>†</sup> per month Total annual premium from \$119.88	from \$19.99 <sup>†</sup> per month Total annual premium from \$239.88	from \$29.99 <sup>†</sup> per month Total annual premium from \$359.88
<b>Get Started</b>	<b>Get Started</b>	<b>Get Started</b>
<b>Excess per event</b> \$500	<b>Excess per event</b> \$500	<b>Excess per event</b> \$500
<b>Personal possessions limit</b> \$10,000	<b>Personal possessions limit</b> \$25,000	<b>Personal possessions limit</b> \$50,000
<b>Guests possessions</b> \$1,000	<b>Guests possessions</b> \$2,500	<b>Guests possessions</b> \$5,000
<b>Moving transit</b> \$10,000	<b>Moving transit</b> \$25,000	<b>Moving transit</b> \$50,000
<b>Legal liability</b> \$1 million	<b>Legal liability</b> \$1 million	<b>Legal liability</b> \$1 million
<b>Temporary accommodation</b> \$100 per night up to \$2,000 total (72hr waiting period)	<b>Temporary accommodation</b> \$200 per night up to \$5,000 total (72hr waiting period)	<b>Temporary accommodation</b> \$350 per night up to \$10,000 total (72hr waiting period)
<b>Optional temporarily removed items cover</b> \$1,000	<b>Optional temporarily removed items cover</b> \$2,000	<b>Optional temporarily removed items cover</b> \$2,500
<b>Additional cost for optional cover from \$1.70 per month</b>	<b>Additional cost for optional cover from \$3.40 per month</b>	<b>Additional cost for optional cover from \$4.20 per month</b>

"We listened to our customers and this product ticks all the boxes in terms of cost, simplicity and relevance. During the June 2018 quarter we plan to commence a targeted marketing campaign to support the launch," Mr Bader continued.

## RentPay Acquisition

"We have been quite clear that we see payments as a core part of our future and this transaction allows us to 'hit the ground running' with an existing customer base and income stream. We already provide a platform that allows our Landlords and Agents to manage the listing and letting of their properties and this capability will allow us to build on that and offer a payment solution to clients facilitating transactions including rent collection, reconciliations, accounting and more," explained Mr Bader.

The payment gateway is supported by MYOB, a leading provider of business solutions to 1.2m businesses across Australia and New Zealand.

## Outlook

"Over the past 18 months we've demonstrated that we've turned around our business from one that was losing over \$1 million per month to one that is rapidly approaching profitability. We are well advanced with our strategy of delivering more and better Renter Products, including extending our influence into the tenancy period and have consistently balanced our short-term goal of EBITDA breakeven with our overall goal of building a large and valuable online business.

"With the launch of RenterCover, the RentPay acquisition and other growth opportunities in front of us, we feel the business has never been in a stronger position to influence our market," concluded Mr Bader.

## ENDS




\* 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 [Financial Services Guide](#) to consider whether this insurance is suitable for you. If you have any questions about RenterCover you can contact Chubb on 1800 958 123.

† NSW policies attract a higher premium (from \$11.83 per month/\$142.00 per year to \$34.67 per month/\$416.00 per year) due to taxes in that State.





## About rent.com.au

rent.com.au (ASX: RNT) is Australia's #1 website dedicated to rental property. Our rental only positioning allows RNT to legitimately advocate for renting and renters.

### Our Rules

	Renters in Suits	Our renters will always be presented in such a fashion as to maximise their chances of getting the home they want
	Properties on Pedestals	We present our properties with additional and relevant information
	Click the Forms	Let's automate where we can. We can't remove the need for you to eyeball the property before signing (yet!), but we can remove most of the paperwork

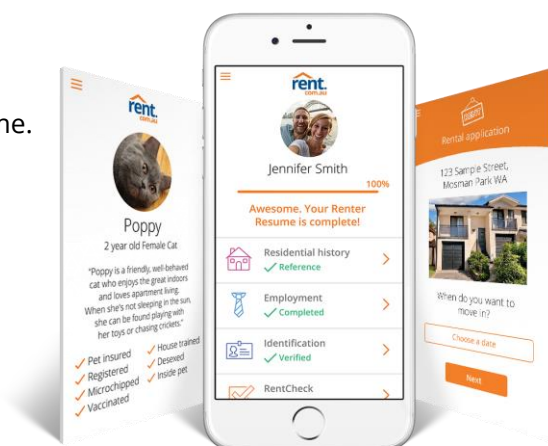
### Our Products

	An easy way for a renter to verify their ID and check for any reported breaches in their tenancy history, giving them an edge on their application.	<a href="#">Learn More</a>
	A convenience product that helps renters bridge the gap from one rental to another by financing their bond online.	<a href="#">Learn More</a>
	A free and easy to use utility connection service to make moving hassle free – ensuring the lights are on and the water is hot when a renter moves in to their new place.	<a href="#">Learn More</a>
	A low-cost contents insurance plan created especially for renters! It's insurance cover that moves with you, covers your stuff when you're moving at a fixed, low price per month.	<a href="#">Learn More</a>

### Renter (and Pet) Resume

Streamline your rental search with Renter Resume. Create it once and use it to apply for as many properties as you like.

[Learn More](#)



## Appendix 4C

### Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

**Name of entity**

RENT.COM.AU LIMITED

**ABN**

25 062 063 692

**Quarter ended ("current quarter")**

31 MARCH 2018

<b>Consolidated statement of cash flows</b>		<b>Current quarter</b>	<b>Year to date</b>
		<b>\$A'000</b>	<b>(9 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>			
1.1 Receipts from customers		682	1,728
1.2 Payments for			
(a) research and development		-	-
(b) product manufacturing and operating costs		(172)	(568)
(c) advertising and marketing		(243)	(1,068)
(d) leased assets		(23)	(123)
(e) staff costs		(479)	(1,840)
(f) administration and corporate costs		(69)	(319)
1.3 Dividends received (see note 3)		-	-
1.4 Interest received		1	10
1.5 Interest and other costs of finance paid		(1)	(3)
1.6 Income taxes paid		-	-
1.7 Government grants and tax incentives		-	362
1.8 Other (provide details if material)		-	-
<b>1.9 Net cash from / (used in) operating activities</b>		<b>(304)</b>	<b>(1,821)</b>
<b>2. Cash flows from investing activities</b>			
2.1 Payments to acquire:			
(a) property, plant and equipment		-	(12)
(b) businesses (see item 10)		-	-
(c) investments		-	-

Consolidated statement of cash flows		Current quarter	Year to date (9 months)
		\$A'000	\$A'000
	(d) intellectual property	-	-
	(e) other non-current assets	(193)	(523)
2.2	Proceeds from disposal of:		
	(a) property, plant and equipment	-	-
	(b) businesses (see item 10)	-	-
	(c) investments	-	-
	(d) intellectual property	-	-
	(e) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (Disposal of Assets)	-	-
2.6	<b>Net cash from / (used in) investing activities</b>	<b>(193)</b>	<b>(535)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of shares	-	-
3.2	Proceeds from issue of convertible notes	-	-
3.3	Proceeds from exercise of share options	-	-
3.4	Transaction costs related to issues of shares, convertible notes or options	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(12)	(36)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	<b>Net cash from / (used in) financing activities</b>	<b>(12)</b>	<b>(36)</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of quarter/year to date	1,371	3,254
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(304)	(1,821)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(193)	(535)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(12)	(36)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	<b>Cash and cash equivalents at end of quarter</b>	<b>862</b>	<b>862</b>

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	607	1,116
5.2	Call deposits	255	255
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>862</b>	<b>1,371</b>

**6. Payments to directors of the entity and their associates**

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

Current quarter  
\$A'000

41

-

The amount includes director fees paid to each of the directors, and also office rental outgoings paid to an entity related to Dr. Garry Garside.

**7. Payments to related entities of the entity and their associates**

- 7.1 Aggregate amount of payments to these parties included in item 1.2
- 7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

Current quarter  
\$A'000

-

-

8. <b>Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

9. <b>Estimated cash outflows for next quarter</b>	<b>\$A'000</b>
9.1 Research and development	-
9.2 Product manufacturing and operating costs	(180)
9.3 Advertising and marketing	(230)
9.4 Leased assets	(28)
9.5 Staff costs	(555)
9.6 Administration and corporate costs	(103)
9.7 Other (provide details if material)	-
<b>9.8 Total estimated cash outflows</b>	<b>(1,096)</b>

10. <b>Acquisitions and disposals of business entities</b> <b>(items 2.1(b) and 2.2(b) above)</b>	<b>Acquisitions</b>	<b>Disposals</b>
10.1 Name of entity	-	-
10.2 Place of incorporation or registration	-	-
10.3 Consideration for acquisition or disposal	-	-
10.4 Total net assets	-	-
10.5 Nature of business	-	-

### Compliance statement

- This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- This statement gives a true and fair view of the matters disclosed.

Sign here:  .....

Company Secretary

Date: 27 April 2018 .....

Print name: Jan Ferreira .....



## Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.

## Further Disclosure Required by ASX in respect of Performance Shares

The Company confirms the following in respect of Performance Shares on issue as of the date of this notice:

Class	Date Granted	Expiry Date	Number
B	17 June 2015	14 days after the release of the audited financial reports for period ended 31 December 2018	8,160,771
C	17 June 2015	14 days after the release of the audited financial reports for period ended 31 December 2019	8,160,771

The vesting conditions of the two classes of performance shares on issue are outlined below:

- Class B – each Performance Share will convert into 1 ordinary share on achievement of greater than \$10,000,000 in revenue by the Group in any 12 month period on or before 31 December 2018.
- Class C – each Performance Share will convert into 1 ordinary share on achievement of greater than \$3,000,000 EBITDA by the Group in any 12 month period on or before 31 December 2019.

No Performance Shares were converted or cancelled during the period and no milestones were met during the period.