

## MARKET UPDATE

Rent.com.au Limited (ASX: **RNT**) (“**RENT**” or “**the Company**”), Australia’s Number 1 website dedicated to rental property, is pleased to present a market update for the quarter ended 30 June 2017.

### Key Highlights:

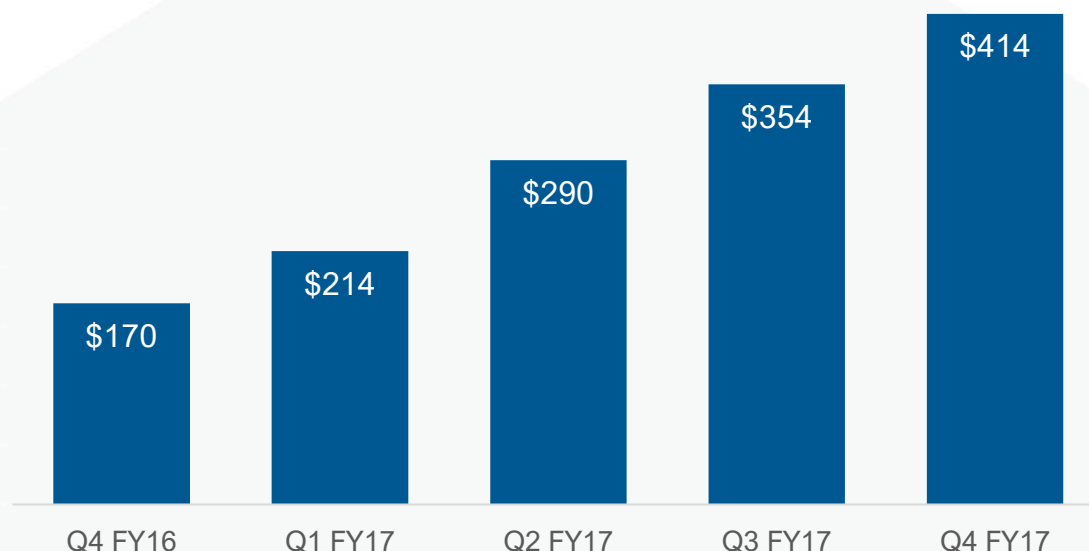
- › June 2017, record revenue month for the Company (\$188k)
- › Q4 FY2017, record revenue quarter for the Company (\$476k)
- › SmartPlan penetration growing
- › \$3.3m cash on hand
- › Audited quarterly update to be released 24 July 2017

### Strong Revenue Quarter

“We’ve continued to deliver quarter on quarter revenue growth over each of the past five quarters. Our continuing revenue streams (that is: revenue from SmartPlan fees, renter products, advertising and third parties but not including legacy subscription revenues) have grown 17% quarter on quarter and are up 143% on the same quarter in FY2016,” said RENT Chief Executive Officer, Greg Bader.

Overall revenue grew 6% quarter on quarter and 75% over the same quarter in FY2016 as the Company continues to transition real estate agents onto its best in market SmartPlans.

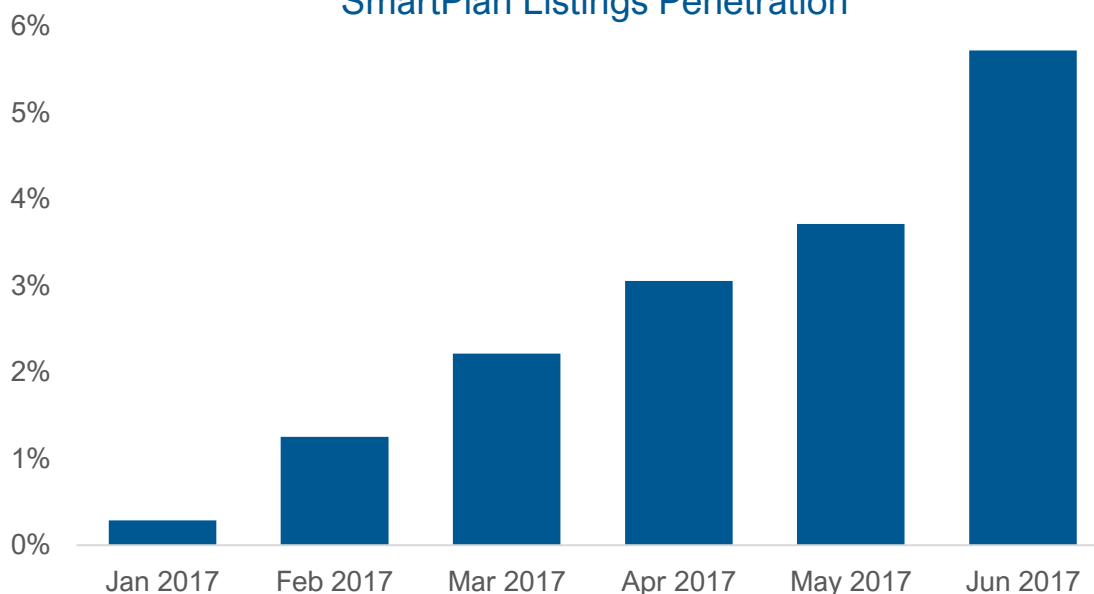
### Continuing Revenues (\$'000s)



### SmartPlan Performance

“We continue to increase the penetration of our SmartPlan product to real estate agents. It has been a greater challenge than anticipated, but now that we can demonstrate the performance of the product we’re starting to make good inroads and have increased our penetration of SmartPlan to 6% of all rental properties,” said Mr Bader.

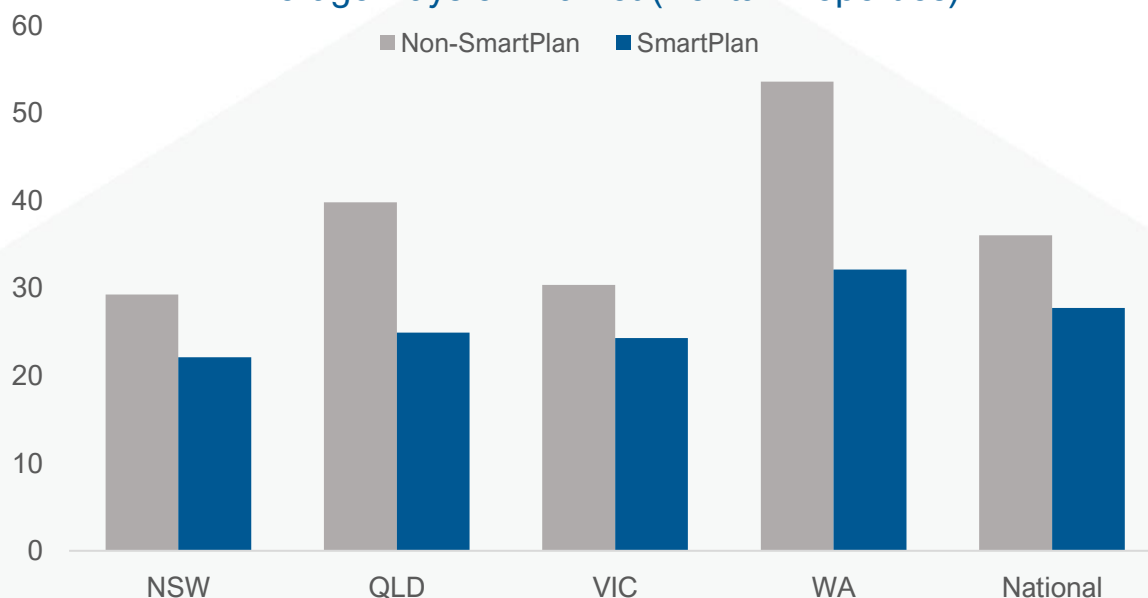
## SmartPlan Listings Penetration



With over 90% of all agent properties and its comprehensive private landlord listings, Rent.com.au is in a unique position to track the performance of the overall rental market.

“When looking at leased properties across the market during the last quarter, we see that on average a rental property took 36 days to rent. This compares with just 28 days for a Rent.com.au SmartPlan property. The benefit of a SmartPlan property is clear – at the median national weekly rent of \$390, the 8 days shorter time on market is worth almost \$500 to the landlord,” Mr Bader commented.

## Average Days on Market (Rental Properties)



### Outlook

“RENT is very well positioned to succeed and when we release our quarterly results on 24 July we expect to report a further quarterly improvement in our EBITDA result. Our revenue continues to grow and we have several additional product opportunities in development. We are also focussed on maintaining a low and scalable cost base with further opportunities to improve efficiency,” concluded Mr Bader.

**ENDS**




## 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

	<b>Renters in Suits</b>	Our renters will always be presented in such a fashion as to maximise their chances of getting the home they want
	<b>Properties on Pedestals</b>	We present our properties with additional and relevant information
	<b>Click the Forms</b>	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

	Check to see if you are shown as a good tenant and add it to your resume to stand out from the crowd.
	Great convenience product helping renters bridge the gap from one rental to another by financing their bond online.
	Hassle free moving – get someone else to ensure the lights are on and the water is hot when you move in – for free!

### Renter (and Pet) Resume

