

## ASX/MEDIA RELEASE

### **iProperty Group forges ahead**

**Thursday August 29<sup>th</sup>** iProperty Group Ltd (ASX: IPP) the owner of Asia's No. 1 network of property portal sites under the iProperty brand ([www.iproperty.com](http://www.iproperty.com)) in Malaysia, Hong Kong and Macau, Indonesia and Singapore today announced its results for the first half of 2013. As a result of changes to the Group's expo calendar which pushed revenue into the second half, Group revenue amounted to AUD7.7 million compared with revenue of AUD7.5 million for the prior comparable period.

Revenue increased in Hong Kong by 79% and Singapore by 5% despite continued Government imposed cooling measures, with Indonesia revenue growing by 31%. Malaysia revenue was also impacted by the decline in total advertising spend in the first half as a result of the uncertainty in the lead up to the General Election in May. However the significant increase in billings in advance primarily relate to the Malaysian operations and position the business well for an improved second half of 2013.

During the first half the Group made a number of structural changes which will generate cost savings in future periods. As a result the Group expects a significantly improved 2nd half 2013 result that is an improvement on both the prior comparable period and first half 2013.

Underlying the result was the continued strong growth in key metrics. At a Group level the business achieved record results in user engagement and customer growth:

| <b>Key operating metrics</b> | YOY growth | 2013 July  | 2012 July  |
|------------------------------|------------|------------|------------|
| Unique visitors*             | 33%        | 4,181,174  | 3,132,993  |
| Developer customers          | 86%        | 275        | 148        |
| Agent customers              | 17%        | 23,857     | 20,355     |
| Property listings            | 44%        | 1,099,293  | 761,141    |
| Page views*                  | 21%        | 60,457,877 | 50,147,708 |
| Leads to customers*          | 72%        | 946,272    | 549,192    |
| Consumer subscribers         | 39%        | 853,114    | 613,361    |

\*for the month of July 2013

iProperty Group Chief Executive, Shaun Di Gregorio, commented "The iProperty Group has achieved record results in key operating metrics and this continues to provide us with an exciting platform for future growth. Coupled with restructuring the business cost base, particularly in Malaysia, we are optimistic that the second half of 2013 will deliver a strong result for the Group"

With leading positions in key markets across Asia, the Group will continue to focus on providing innovative advertising solutions to property developers and property agents. In concert with this is the Group's commitment to provide consumers searching for property with the best possible user experience, driven by innovation with a 'mobile first' focus.

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For more information please contact:

Shaun Di Gregorio  
Chief Executive Officer

Mobile: +60 17207 6221  
Email: [shaundig@iproperty.com](mailto:shaundig@iproperty.com)

Nick Geddes  
Company Secretary

Tel: +61 2 9329 0277  
Fax: +61 2 9233 4497  
Email: [ngeddes@austcosec.com.au](mailto:ngeddes@austcosec.com.au)

**About iProperty Group Limited** ([www.iproperty-group.com](http://www.iproperty-group.com))

Listed on the Australian Securities Exchange, the iProperty Group (ASX:IPP) owns and operates Asia's No.1 network of property websites under the iProperty.com umbrella brand.

Headquartered in Kuala Lumpur, Malaysia, the Company is focused on developing and operating leading property portals with other complementary offerings in Asian markets. It currently operates market leading property portals in Malaysia, Hong Kong, Macau, Indonesia and Singapore, and has investments in India and Philippines. With further expansion planned, the iProperty Group is continuously working to capitalise on its market-leading positions and the rapidly growing online property advertising market throughout the region.

Along with 18 property websites across the region, the Group's portfolio also includes the first comprehensive regional commercial property website, CommercialAsia.com, as well as a regional property exhibition business and monthly property magazines in Malaysia and Indonesia.

iProperty Group Network of websites:

- Malaysia: [iProperty.com.my](http://iProperty.com.my)
- Indonesia: [rumah123.com](http://rumah123.com) and [rumahdanproperti.com](http://rumahdanproperti.com)
- Hong Kong: [GoHome.com.hk](http://GoHome.com.hk)
- Macau: [vProperty.com](http://vProperty.com)
- Singapore: [iProperty.com.sg](http://iProperty.com.sg)
- Commercial: [CommercialAsia.com](http://CommercialAsia.com)
- India: [in.iProperty.com](http://in.iProperty.com)
- Philippines: [iProperty.com.ph](http://iProperty.com.ph)
- Events: [expo.iproperty.com](http://expo.iproperty.com)
- Luxury: [iLuxuryasia.com](http://iLuxuryasia.com)