



**ASX Announcement  
10 February 2023**

**REA Group Investor & Analyst Presentation H1 FY23**

On behalf of REA Group Ltd (ASX:REA) please find attached a results presentation for the half-year ended 31 December 2022.

**-ends-**

**For further information, please contact:**

**REA Group Ltd Investors:**

Alice Bennett  
Executive Manager Investor Relations  
P: +61 409 037 726  
E: [ir@rea-group.com](mailto:ir@rea-group.com)

**REA Group Ltd Media:**

Angus Urquhart  
General Manager Corporate Affairs  
M: + 61 437 518 713  
E: [angus.urquhart@rea-group.com](mailto:angus.urquhart@rea-group.com)

The release of this announcement was authorised by the Board.

**About REA Group Ltd:** ([www.rea-group.com](http://www.rea-group.com)): ([www.rea-group.com](http://www.rea-group.com)): REA Group Ltd ACN 068 349 066 (ASX:REA) ("REA Group") is a multinational digital advertising business specialising in property. REA Group operates Australia's leading residential and commercial property websites – [realestate.com.au](http://realestate.com.au) and [realcommercial.com.au](http://realcommercial.com.au) – as well as the leading website dedicated to share property, [Flatmates.com.au](http://Flatmates.com.au) and property research website, [property.com.au](http://property.com.au). REA Group owns Smartline Home Loans Pty Ltd and Mortgage Choice Pty Ltd, Australian mortgage broking franchise groups, and PropTrack Pty Ltd, a leading provider of property data services. In Australia, REA Group holds strategic investments in Simpology Pty Ltd, a leading provider of mortgage application and e-lodgement solutions for the broking and lending industries; Realtair Pty Ltd, a digital platform providing end-to-end technology solutions for the real estate transaction process, Campaign Agent Pty Ltd, Australia's leading provider of Buy Now Pay Later solutions for the Australian real estate market and Managed Platforms Pty Ltd, an emerging Property Management software platform. Internationally, REA Group holds a controlling interest in REA India Pte. Ltd. operator of established brands [Housing.com](http://Housing.com), [Makaan.com](http://Makaan.com) and [PropTiger.com](http://PropTiger.com). REA Group also holds a significant minority shareholding in Move, Inc., operator of [realtor.com](http://realtor.com) in the US, and the PropertyGuru Group, operator of leading property sites in Malaysia, Singapore, Thailand and Vietnam.



An aerial photograph of a coastal town, likely in Australia, showing a dense residential area with many houses and a beach. The ocean is visible in the background, with some industrial structures and a ship in the distance. A large red rounded rectangle is overlaid on the left side of the image, containing the company name and financial results text.

REA Group Ltd

# Half year results

31 December 2022



REA Group

Changing the way the world experiences property



# Agenda

**1**

Business Highlights

**2**

Financial Results update

**3**

Q&A session



# Business Highlights



Owen Wilson  
Chief Executive Officer



# Half year core financial results FY23

Revenue<sup>1, 2</sup>

**\$617<sub>m</sub>**

+5%

EBITDA<sup>1, 2, 3</sup>

**\$359<sub>m</sub>**

-2%

Net profit after tax<sup>1, 2</sup>

**\$205<sub>m</sub>**

-9%

Reported net profit after tax<sup>2, 4</sup>

**\$202<sub>m</sub>**

-9%

**58%**

Operating  
EBITDA<sup>1, 2, 3</sup> margin

**75¢** flat YoY

FY23 interim dividend  
per share

**155¢** -9%

Earnings  
per share<sup>1</sup>

**\$142<sub>m</sub>**

31 December 2022  
closing cash<sup>2</sup>  
balance

**\$172<sub>m</sub>**

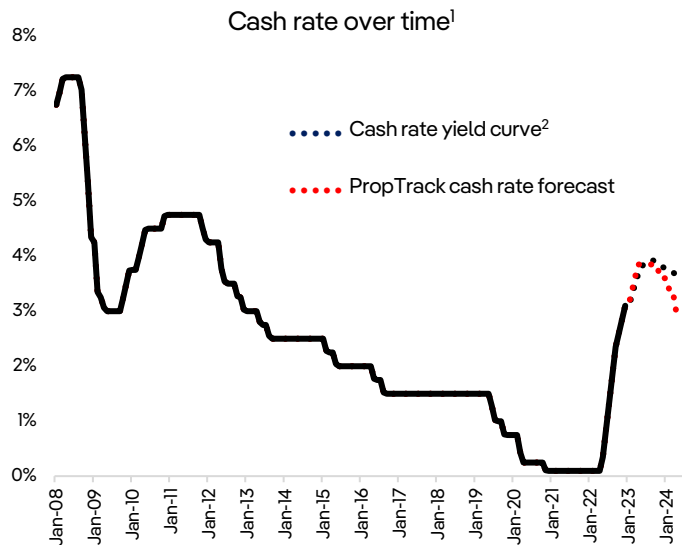
Net debt<sup>2</sup>

(1) Core financial results: reported results adjusted for significant non-recurring items. Refer to glossary for definition. (2) Revenue, EBITDA, Net profit after tax, Cash and Net debt - refer to glossary for definitions. (3) EBITDA is before contributions from associates. (4) Statutory (reported 4D) results.

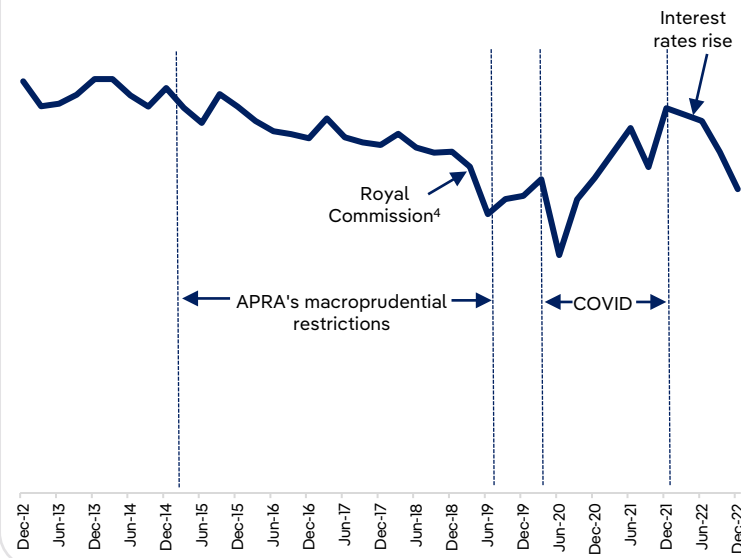
# Property market update

Interest rates have risen rapidly off emergency settings, uncertainty is driving lower new Buy listings

## Interest rates rising for the first time in 11 years



## Quarterly new national Buy listings<sup>3</sup> are down YoY and tracking below 2018 levels



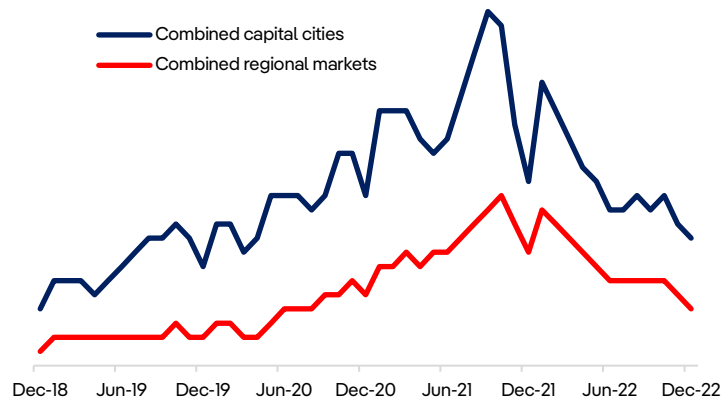
(1) RBA cash rate, Statistical Table F1. (2) ASX 30 Day Interbank Cash Rate Futures Implied Yield Curve. (3) PropTrack national Buy listings. (4) APRA's Royal Commission into Misconduct in the Banking, Superannuation and Financial Services Industry.

# Demand is slowing, although remains at healthy levels

Enquiry levels have normalised following unprecedented demand

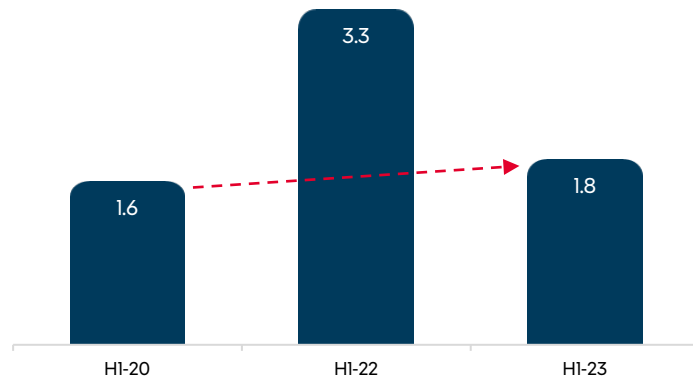
Key enquiries per listing have reduced from the peak, but remain in line with or above pre-COVID levels

Key enquiries<sup>1</sup> per listing, monthly average<sup>2</sup>



An average of 1.8m monthly buyer enquiries in H1 FY23<sup>4</sup>, up 14% on pre-COVID levels<sup>5</sup>

National Buyer Enquiries (m)<sup>3, 4</sup>



(1) Key enquiries – refer to glossary for definition. (2) REA internal data, Dec 18 - Dec 22. (3) Buyer enquiries – refer to glossary for definition. (4) Adobe Analytics, internal data, Jul 22 - Dec 22 (average), Jul 21 - Dec 21 (average), Jul 19 - Dec 19 (average). (5) Adobe Analytics, internal data, Jul 22 - Dec 22 (average) vs. Jun 19 - Dec 19 (average).

# Delivery of key milestones

## Consumer highlights

**12.1m** unique audience<sup>1</sup>

### Australia's #1 property portal<sup>2</sup>

2.5 million Australians visit realestate.com.au every day<sup>3</sup>, demonstrating a highly loyal audience

**+20%** YoY active members<sup>4</sup>

### Personalised member experiences

A record number of Australians signing up to realestate.com.au for personalised experiences

**Property** 

### New products and features launched

Property.com.au Marketplace launched with a product offering designed to drive potential vendor confidence

## Customer highlights



### Record Premiere depth penetration

Superior value realised with significant growth in engagement and uptake of premium products, including Premiere+

**1.6m** seller audience<sup>5</sup>

### High quality sellers delivering leads

Driving customer value with 1 in 3 seller leads converting to a realestate.com.au listing<sup>6</sup>

**+97%** YoY monthly Ignite users<sup>4</sup>

### More agencies joining the platform

Efficiencies and functionality driving engagement with the customer self-service platform

## Strategic investments

 **Mortgage Choice**

### Integration on track and in final stages

All Smartline brokers migrated to the Mortgage Choice brand and systems, and a new customer relationship management tool launched in December

**#1** Indian property site<sup>7</sup>

### Market leadership in India<sup>7</sup>

Growth in spontaneous brand awareness<sup>8</sup> and continued audience leadership<sup>7</sup> with record number of visitors to housing.com<sup>9</sup>

 **PropertyGuru Group**

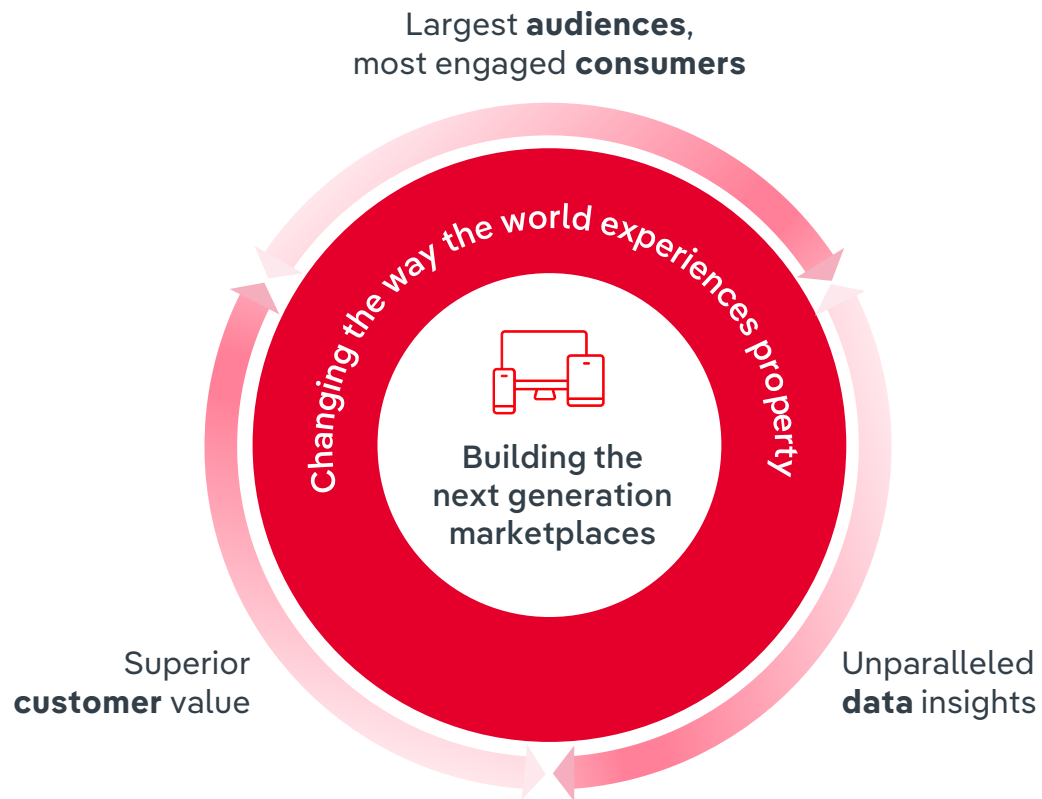
### PropertyGuru Group SE Asia leadership

Strong revenue growth in all markets and focus on expansion into adjacencies with acquisition of Sendhelper in Singapore

(1) Nielsen Digital Content Ratings (Monthly Tagged), Jul 22 - Dec 22 (average), P2+, Digital (C/M), text, realestate.com.au, Unique Audience. (2) Nielsen Digital Content Ratings (Monthly Total), Jul 22 - Dec 22, P2+, Digital (C/M), text, Real Estate/Apartments subcategory, Unique Audience. (3) Nielsen Digital Content Ratings (Daily), 1 Sep 22 - 31 Dec 22 (daily average), P2+, Digital (C/M) Text, realestate.com.au, Unique Audience. (4) REA internal data, Jul 22 - Dec 22 vs. Jul 21 - Dec 21. (5) Nielsen Consumer and Media View, 2022 Survey 09 National Online database, time period Nov 2021 - Oct 2022, Fused Nielsen Digital Content Planning (Text): September 2022. Base: Australian population 14+. (6) REA internal data Jul 21 - Sep 22. (7) Similarweb, average site visits Jul 22 - Dec 22 vs. nearest competitor - excludes app. (8) IPSOS Brand track study Sept 22. (9) Similarweb, average site visits Nov 22 - excludes app.



# Clear purpose & strategic focus



## Consumer Experiences

 realestate.com.au  Property  
 realcommercial.com.au  Flatmates  
.com.au

## Customer Value

 Ignite  REALT AIR  Campaign  
Agent

## Property Data

 PropTrack

## Financial Services

 Mortgage Choice  simpology

## Global

 REA India  PropertyGuru  
Group  
 realtor.com

# Strong momentum behind strategic priorities

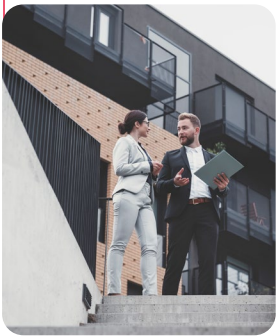
## Audience & Consumer

Engage Australia's largest audience of property seekers<sup>1</sup>, driving more leads to our customers.



## Customer Value

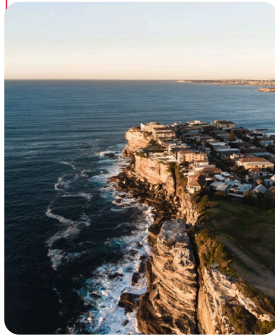
Deliver superior value “under one roof” across property advertising, agent marketplace and agency services.



## Data & Insights

Build Australia's leading property data, valuations and insights provider.

Power REA with data.



## Financial Services

Be Australia's #1 retail broker business and develop an online home loan marketplace.

Provide choice and make it easy for consumers to find and finance property.



## Global

Be India's undisputed #1 property portal, demonstrating strong audience and market share growth.

Gain exposure to large and growing markets through global investments.



(1) “Largest” - Nielsen Digital Content Ratings (Monthly Tagged), Jul 22 - Dec 22 (average), P2+, Digital (C/M), text, realestate.com.au vs Domain, Unique Audience.

# Australia's #1 address in property in every market<sup>1</sup>



Average **monthly** realestate.com.au **unique audience** on all platforms

**12.1m<sup>2</sup>**

**6.8m**

Exclusive monthly audience<sup>3</sup>



Total average **monthly visits** to realestate.com.au on all platforms

**117.6m<sup>4</sup>**

**3.3x**

More monthly visits than the nearest competitor<sup>5</sup>



Average **daily** realestate.com.au **unique audience** on all platforms

**2.5m<sup>6</sup>**

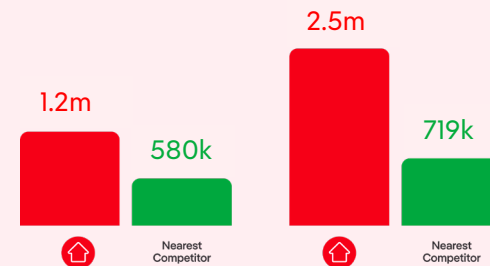
**3.5x**

More daily visitors than the nearest competitor<sup>7</sup>

## Daily audience to realestate.com.au has doubled over the last 3 years<sup>8</sup>

Then  
(Oct - Dec 2019)

Now  
(Oct - Dec 2022)



(1) Nielsen Digital Content Planning, Dec 2021 - Nov 2022 (average), P2+, Digital C/M, text, NSW, Vic, Qld, SA, WA, Tas, ACT, NT, Real Estate/Apartments, subcategory, Unique Audience. (2) Nielsen Digital Content Ratings (Monthly Tagged), Jul 22 - Dec 22 (average), P2+, Digital (C/M), text, realestate.com.au, Unique Audience. (3) Nielsen Digital Content Planning, Jul 22 - Nov 22 (average), P2+, Digital C/M, text, Exclusive Reach, realestate.com.au and Domain. (4) Nielsen Digital Content Ratings (Monthly Tagged), Jul 22 - Dec 22 (average), P2+, Digital (C/M), text, realestate.com.au, Total Sessions. (5) Nielsen Digital Content Ratings (Monthly Tagged), Jul 22 - Dec 22 (average), P2+, Digital (C/M), text, realestate.com.au vs. Domain, Total Sessions. (6) Nielsen Digital Content Ratings (Daily), 1 Sep 22 - 31 Dec 22 (daily average), P2+, Digital (C/M) Text, realestate.com.au, Unique Audience. (7) Nielsen Digital Content Ratings (Daily), 1 Sep 22 - 31 Dec 22 (daily average), P2+, Digital (C/M) Text, realestate.com.au vs. Domain, Unique Audience. (8) Nielsen Digital Content Ratings (Daily), 1 Oct 22 - 31 Dec 22 (daily average) and 1 Oct 19 - 31 Dec 19 (daily average), P2+, Digital (C/M) Text, realestate.com.au vs. Domain, Unique Audience.

# Personalised consumer experiences driving demand and engaging sellers



## Supply

Property owner experiences stimulating high value seller leads



1 in 4 properties tracked<sup>2</sup>



Personalised experiences helping consumers **monitor the market** and understand their **property value**



Nurturing consumers and driving **high-intent, high-value seller leads** to customers

**50% YoY**

Active property owner tracks<sup>1</sup>

**-3% YoY**

Seller leads<sup>1</sup>

## Demand

Membership tools and experiences driving consumer demand



Smart, personalised **property suggestions** driving **increased enquiry**



Secure **renter profiles** helping renters put their best foot forward in a challenging market

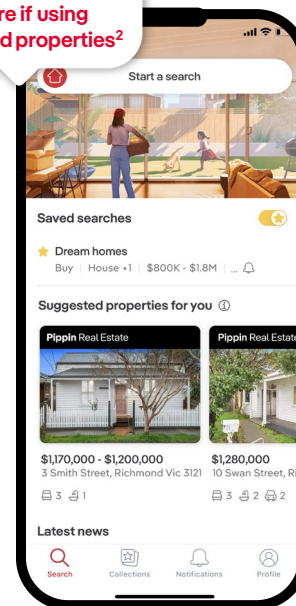
**73%**

of email enquiries were submitted by members<sup>2</sup>

**300% YoY**

renter profiles growth<sup>1</sup>

High intent members **3.8x more likely to enquire if using suggested properties<sup>2</sup>**



# Superior customer value delivering results in all market conditions



#1 place to advertise property<sup>1</sup>



## Property Advertising

Offering the most comprehensive marketing solutions including Unlimited Premiere, Coming Soon and Listings Bump - supporting customers in all property market conditions

**Record Premiere penetration and significant adoption of premium products, including Premiere+**



## Agency Marketplace

Branding and lead generation to reach high intent consumers looking to sell or rent out their property

**"Build your brand" customer campaign launched and 71% of all eligible agents used ratings and reviews in the half<sup>2</sup>**



## Agency Services

Streamlining customer workflows, self-service tool Ignite offers smart insights and digital tools to help customers win new business

**97% YoY increase in Ignite Monthly Active Users<sup>3</sup>**



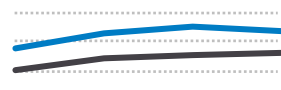
### Your buyer enquiries

**10,546** Above market average



### Prospecting performance

**New Seller Leads 34** Above market average



### Your ratings and reviews

★★★★★ (145 reviews)



**Alex Smith**  
Pippin & Hall  
Real Estate

### New rental applications

**78**



# Unique data powering products & experiences while delivering double digit revenue growth



## Strong brand growth in market

Unique PropTrack data engaging consumers and driving audience, while powering core products and experiences

Visits to PropTrack insights up 129% YoY<sup>1</sup>



## Innovative mortgage valuation solutions

Solid progress achieved on next generation mortgage solutions platforms, with new Desktop Valuer experience released, helping drive the PropTrack brand with customers

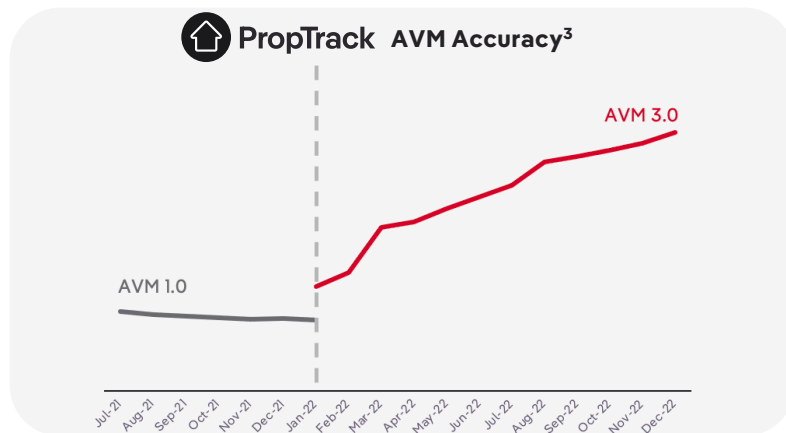
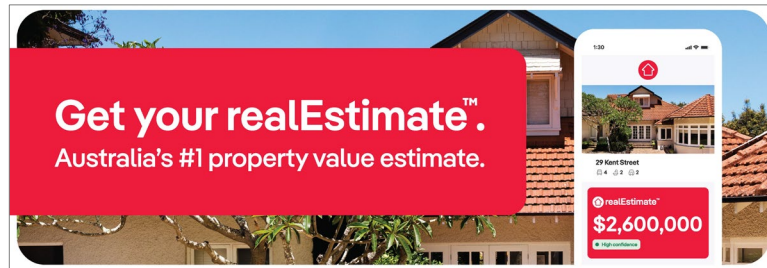
Increased usability including NPS by 45%, to be above the tech industry average<sup>2</sup>



## Strong relationships with major banks

Continued success with the banking sector with the strong brand, enhanced product offering and capability

Solid YoY revenue growth, despite facing market headwinds



(1) Adobe Analytics & Apple News, Visits and Pageviews to PropTrack Insights content, Jul 22 - Dec 22 vs. Jul 21 - Dec 21. (2) PropTrack Desktop Valuer Usability Testing Report December 2022. (3) PropTrack AVM accuracy 31 January 2023. AVM accuracy refers to the percentage of AVM estimates that were within 10% of the subsequent sale price during the period August 2022 – January 2023.

# Brand and product investment driving financial services network growth, despite market challenges



## Broker recruitment growing the network

Strong value proposition realised as part of REA Group with trust in the Mortgage Choice brand and new products and services

94 new brokers joined network<sup>1</sup> and Mortgage Choice named Australia's #1 brokerage by The Adviser magazine<sup>2</sup>



## Softening settlements, reflecting change in market

Market has shifted from purchase to re-finance with rising rates impacting serviceability and slowing the market

Overall loan commitments down 8% in H1 FY23, with new lending down 18% and refi up 13%<sup>3</sup>



## Key integration milestone achieved

All brokers are now on the same platform and systems and empowered with the right tools to support new and existing customers

New Customer Relationship Management system rolled out to all brokers in December

Compare rates from over 30 lenders.

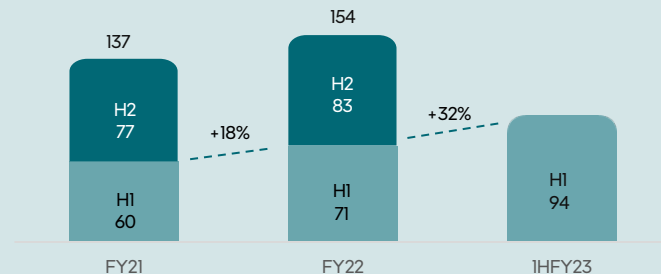
Mortgage Choice

You're never a loan.

Talk to an expert

Mortgage Choice Pty Ltd, Australian Credit Licence 382869, and Smartline Operations Pty Ltd, Australian Credit Licence 385325, are owned by REA Group Ltd.

## New broker recruitment<sup>4</sup>



(1) REA internal data, Jul 22 – Dec 22. (2) The Adviser Top 25 Brokerage 2023 report. (3) ABS Lending Indicators, Tables 1, 3 and 13. (4) New broker recruitment only, does not include exits. Mortgage Choice consolidated from 1 July 2021. Proforma HY FY21 metrics assume Mortgage Choice was owned from 1 July 2020.

# Property.com.au's data-rich research experience engaging consumers



## Audience growth

Property.com.au has continued to grow unique audience since launching in March 2022

908k property.com.au visitors on average per month<sup>1</sup>

## Market traction in under 12 months

Property.com.au is the strongest consumer facing property research proposition relative to competitors

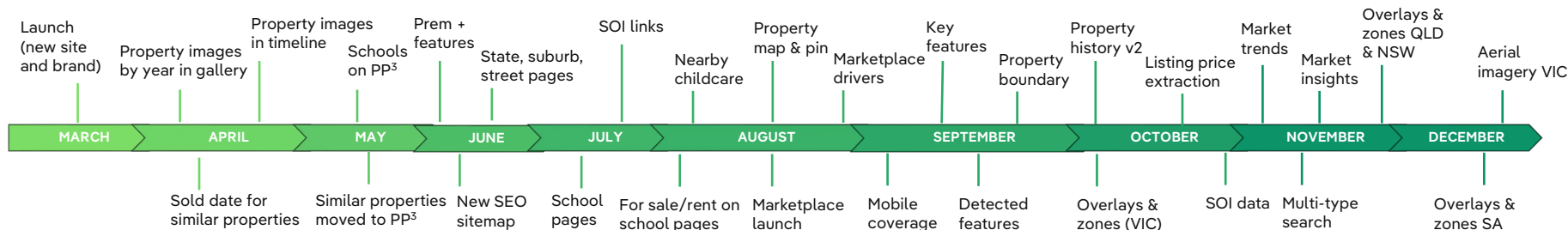
Leading property research site<sup>2</sup>

## Marketplace launch

Successfully launched transformative product offerings to address key challenges prospective sellers face

4 key new partnerships to drive vendor confidence

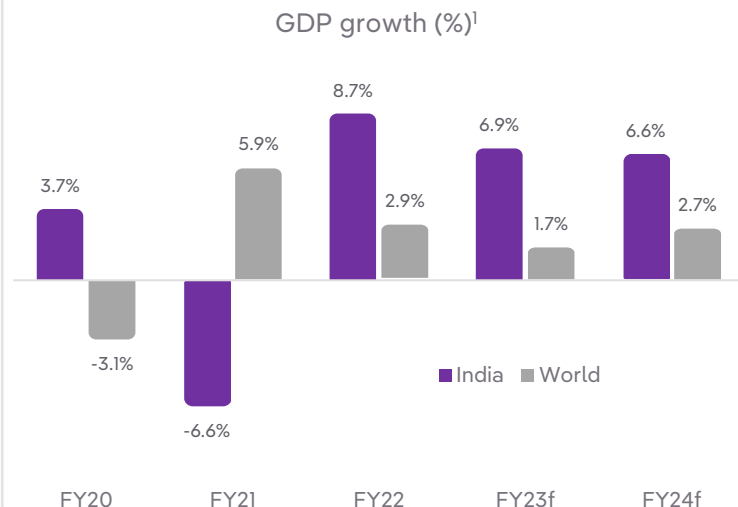
## Delivery of 30+ new features



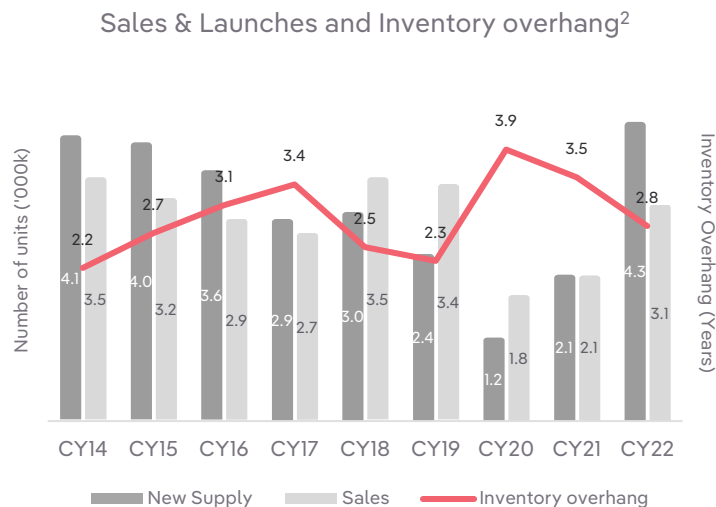
(1) Nielsen Digital Content Ratings (Monthly Tagged), Jul 22 - Dec 22 (average), P2+, Digital (C/M), text, property.com.au, Unique Audience. (2) Nielsen Digital Content Ratings (Monthly Total), Jul 22 - Dec 22, P2+, Digital (C/M), text, property.com.au vs onthefhouse.com.au, Unique Audience. (3) PP is a Property Page.

# India's economy continues to grow at a rapid pace, despite global uncertainty

India's GDP growth is expected to be highest among all major global economies



Residential real estate supply has surpassed pre pandemic levels and sales have rebounded



(1) World Bank reports "India Better Positioned to Navigate Global Headwinds Than Other Major Emerging Economies", 5th December 2022" and "Sharp, Long-lasting Slowdown to Hit Developing Countries Hard", 10th January 2023. (2) DataLabs, PropTiger Research. Note: Inventory Overhang reflects the number of years to clear existing housing stock in the market.

# REA India – the #1 property portal in India<sup>1</sup>



## Strong hold on audience leadership

Housing.com held its position as India's #1 property site<sup>1</sup> driven by strong SEO focus, improved mobile experience and targeted marketing

19.3m average monthly visits to Housing.com<sup>2</sup>, up 36% YoY<sup>3</sup>



## Spontaneous brand awareness leadership

Housing.com continued to grow its spontaneous brand awareness surpassing key competitors, reflecting effective marketing campaigns

Housing.com spontaneous brand awareness has grown from 53 in April 2020 to 81 in December 2022<sup>4</sup>

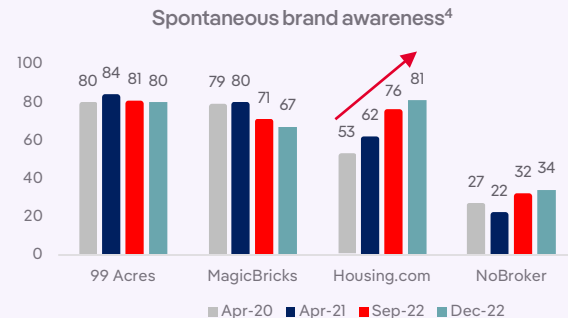
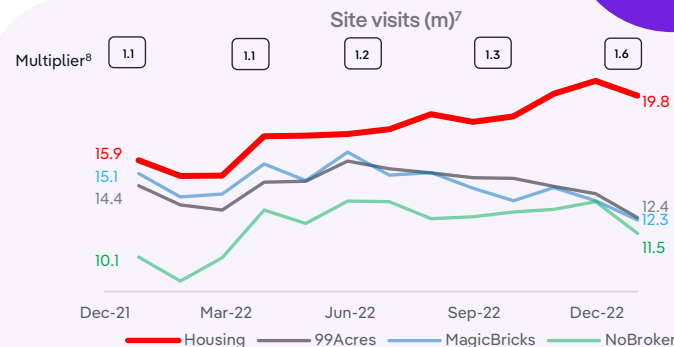


## Innovative new products expanding offering

Unique product, Rent Protect, launched in November 2022, offering renters insurance on their rental payments for a 12-month period

30,000+ policies purchased each month since launch<sup>5</sup>

Housing.com visits now  
**1.6x**  
the closest competitor<sup>6</sup>



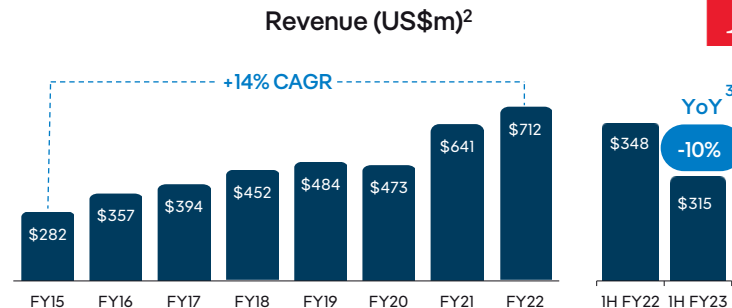
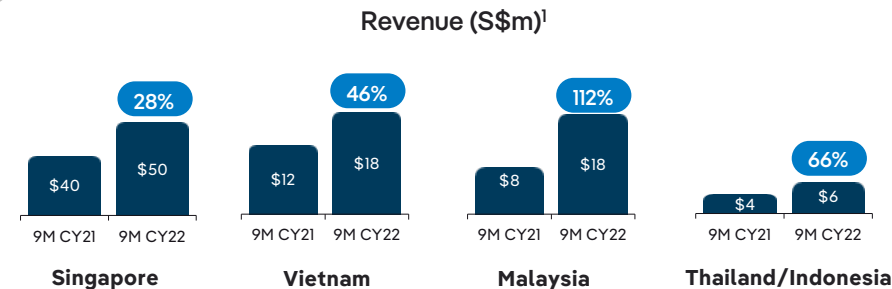
(1) Similarweb, average site visits Jul 22 – Dec 22 vs. nearest competitor – excludes app. (2) Similarweb, average site visits Jul 22 – Dec 22 – excludes app. (3) Similarweb, average site visits Jul 22 – Dec 22 vs. Jul 21 – Dec 21 – excludes app. (4) IPSOS Brand track study Dec 2022. (5) REA India internal data (monthly average). (6) Similarweb, site visits Dec 22 vs. nearest competitor – excludes app. (7) Similarweb, site visits Dec 21 – Dec 22 – excludes app. (8) Similarweb, site visits Jun 20 – Dec 22 vs. nearest competitor – excludes app.



# Global investment

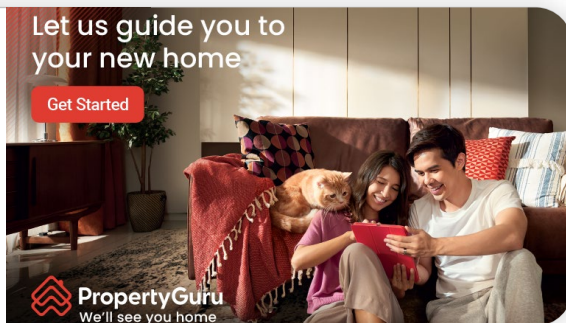
PropertyGuru Group delivered 44% revenue growth in 9 months to September with CY22 revenue growth guidance of 34-37%<sup>1</sup>

Move revenues have come under pressure in H1 reflecting the more challenging macroeconomic environment



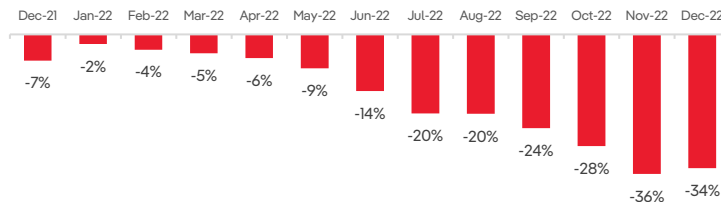
Let us guide you to your new home

Get Started



PropertyGuru  
We'll see you home

## US Existing Home Sales, YoY change<sup>4</sup>



(1) PropertyGuru's Form 6-K in Singapore Dollars for the nine-months ended 30 September 2022. (2) Revenues presented in accordance with US GAAP, in US Dollars for the six-month period ended 31 Dec 2022. FY15 results are pro forma based on a full year of operating results covering the pre and post-investment period. (3) NewsCorp's Form 10-Q in US Dollars for the six-month period ended 31 December 2022. (4) National Association of Realtors, Summary of December 2022 Existing Home Sales Statistics, Total Existing Home Sales, Percent Change Year-Over-Year.

# Committed to a sustainable future

## Responsible business practices driving change



### Environment

#### Strengthened commitment to environmental initiatives

Commenced climate risk assessment to define REA's material risk and opportunities aligned with the Task Force on Climate Related Financial disclosures.

Introduced employee training workshops to develop personal sustainability plans.



### Social

#### An inclusive and great place to work

Achieved 87% employee engagement in Australia for 2022<sup>1</sup>.

REA India named in top 3 workplaces in E-commerce in India by Great Place to Work.

Launched a new partnership with The Field.

Continued development of REA's first Reconciliation Action Plan. Employees were able to swap the January 26 public holiday for another day of their choice.

Joined Supply Nation, Australia's largest database of Aboriginal and Torres Strait Islander suppliers – expanding supply chain diversity.



### Governance

#### Identifying opportunities to improve ESG initiatives

Inclusion in the Dow Jones Sustainability Index. Based on the Corporate Sustainability Assessment, the Index includes the top 10% of organisations in each industry.

REA recognised in the top 10 Australian companies for sustainability reporting, according to MarketMeter.

(1) REA Group annual engagement survey, Oct 22.



# Property Market Outlook





# Financial Results update

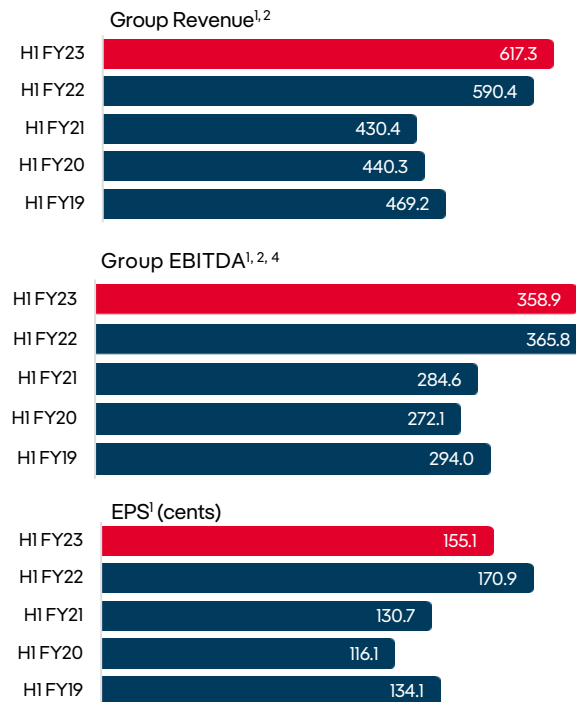


**Janelle Hopkins**  
Chief Financial Officer



# Core financial operating results

Core results (\$m) <sup>1, 2, 3</sup>	HI FY23	HI FY22	Growth \$	Growth %
<b>Revenue<sup>2</sup></b>				
Australia	581.0	565.9	15.1	3%
India	36.3	24.5	11.8	48%
<b>Group revenue</b>	<b>617.3</b>	<b>590.4</b>	<b>26.9</b>	<b>5%</b>
<b>Operating expenses</b>				
Australia	(187.0)	(174.3)	(12.7)	7%
India	(59.1)	(39.3)	(19.8)	50%
Corporate	(12.3)	(11.0)	(1.3)	12%
<b>Group operating expenses</b>	<b>(258.4)</b>	<b>(224.6)</b>	<b>(33.8)</b>	<b>15%</b>
<b>EBITDA before associates</b>				
Australia	394.0	391.6	2.4	1%
India	(22.8)	(14.8)	(8.0)	(54%)
Corporate	(12.3)	(11.0)	(1.3)	(12%)
<b>Group EBITDA before associates</b>	<b>358.9</b>	<b>365.8</b>	<b>(6.9)</b>	<b>(2%)</b>
<i>EBITDA margin before associates</i>	<i>58%</i>	<i>62%</i>		
Share of (losses) / gains of associates	(11.6)	2.2	(13.8)	<(100%)
<b>Group EBITDA<sup>2</sup></b>	<b>347.3</b>	<b>368.0</b>	<b>(20.7)</b>	<b>(6%)</b>
<b>Net profit/(loss) after tax</b>	<b>198.2</b>	<b>220.5</b>	<b>(22.3)</b>	<b>(10%)</b>
Net profit/(loss) after tax attributable to NCI	(6.7)	(5.3)	(1.4)	(26%)
<b>Net profit/(loss) after tax attributable to owners of parent</b>	<b>204.9</b>	<b>225.8</b>	<b>(20.9)</b>	<b>(9%)</b>
Earnings Per Share (cents)	155.1	170.9	(15.8)	(9%)
Dividend Per Share (cents)	75.0	75.0	-	-



(1) Core financial results: reported results adjusted for significant non-recurring items. Refer to glossary for definition. (2) Refer to glossary for definitions of Core Adjustments, Revenue, EBITDA and Net profit after tax. (3) A detailed reconciliation of core vs. statutory (reported) earnings is included on Page 36. (4) EBITDA is before contributions from associates.



# Statutory (reported 4D) vs core results

H1 FY23 (\$m)	Statutory (reported 4D)	Significant items <sup>1</sup>	Core results
<b>Group revenue<sup>1, 2</sup></b>	<b>617.3</b>	-	<b>617.3</b>
Group operating expenses	(265.2)	6.8	(258.4)
<b>Group EBITDA before associates</b>	<b>352.1</b>	<b>6.8</b>	<b>358.9</b>
<i>EBITDA margin before associates</i>	<i>57%</i>		<i>58%</i>
Share of (losses) / gains of associates	(9.4)	(2.2)	(11.6)
<b>Group EBITDA<sup>1, 2</sup></b>	<b>342.7</b>	<b>4.6</b>	<b>347.3</b>
<b>Net profit attributable to owners of parent</b>	<b>201.6</b>	<b>3.3</b>	<b>204.9</b>
Earnings Per Share (cents)	152.6	2.5	155.1

## Significant items<sup>1</sup>

- **Operating expenses**
  - Integration costs for Mortgage Choice
  - Australian organisational restructure costs
  - Recognition of financial asset
- **Associates**
  - Revaluation of financial liabilities held by PropertyGuru

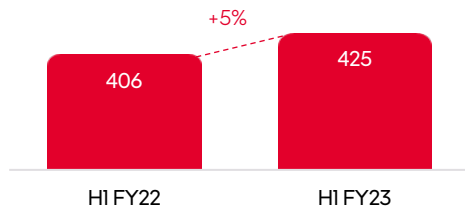
A detailed reconciliation of core vs. statutory (reported) earnings is included on Page 36.

(1) Core financial results: reported results adjusted for significant non-recurring items. Refer to glossary for definition. (2) Refer to glossary for definitions of Revenue and EBITDA.

# Continued growth in Residential revenue

Double-digit Buy yield growth more than offsetting the softer listings environment

Residential revenue (\$m)<sup>1</sup>



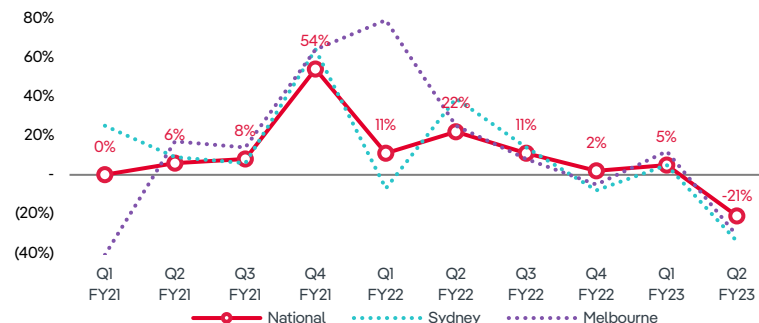
## HI FY23 Residential Buy revenue drivers:

- 11% Buy yield growth, despite negative impact from geographical mix due to larger declines in Melbourne and Sydney listings
- Positive contribution from deferral
- Partially offset by 9% decline in new Buy listings driven by a slowing market in Q2 and strong comparatives in prior year

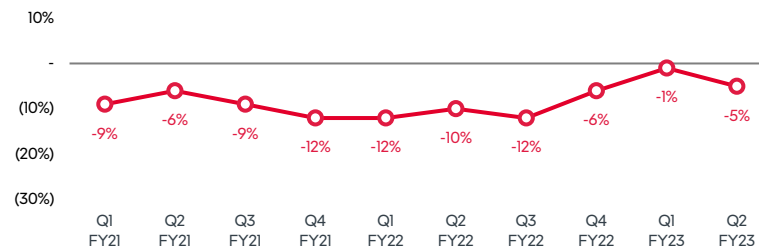
## HI FY23 Residential Rent revenue drivers:

- 5% price rise, improved depth penetration and product mix
- Partially offset by a 3% decline in new rent listings

Residential new national buy listings YoY change<sup>2</sup>



Residential new national rent listings YoY change<sup>2</sup>

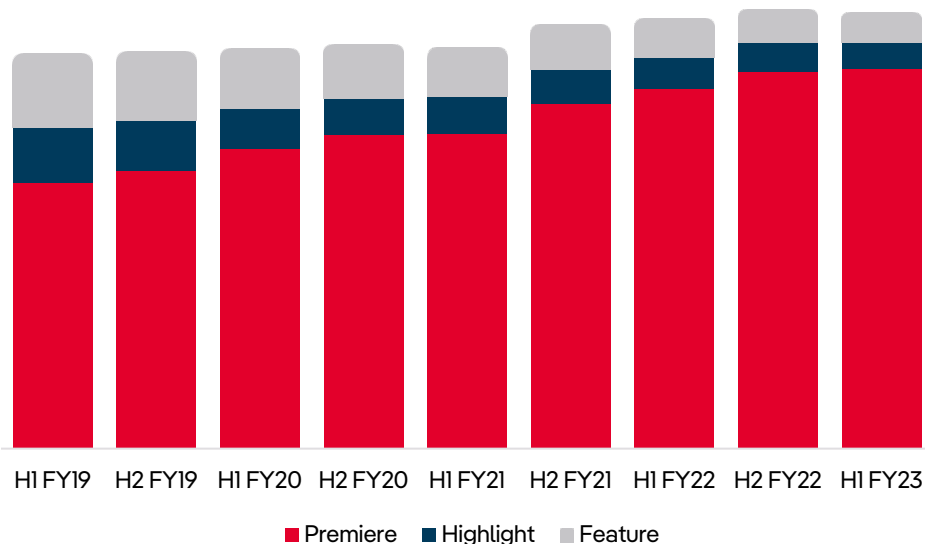


(1) Residential revenue restated in current and prior periods to include a portion of MyFun revenue. Refer to Page 37 for reconciliation. (2) In April 2021, REA revised listing definitions to be non-workday adjusted, which saw modest adjustments to historical listings growth rates.

# Record Premiere penetration

Yield growth driven by price, depth and Premiere+

Residential buy listings penetration (depth)<sup>1</sup>



## Record Premiere Residential Buy listing depth penetration

- H1 FY23 has seen record Premiere penetration across all states
- Growth assisted by the success of customers upgrading to Premiere+ in Q4 FY22, which has been monetised from 1 July 2022

## 11% Buy yield growth<sup>2</sup> in H1 FY23 reflecting:

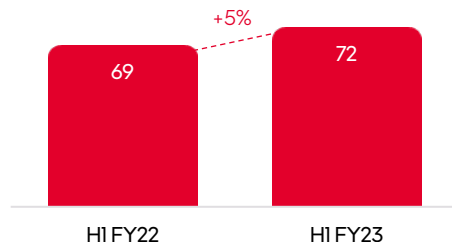
- Contribution of Premiere+
- 6% average national price rise
- YoY growth in depth and Premiere penetration
- Partially offset by negative geographical mix

(1) Penetration is based on listings being on site for minimum 3 days. Calculated as depth listings divided by total listings. (2) Yield defined as price and depth (including add-ons and geographical mix but excluding deferred revenue).

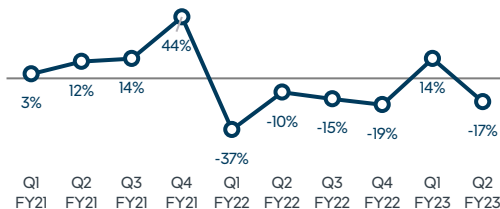
# Commercial & Developer

Revenue up 5% with growth in Commercial offset by lower project launches in Developer

Commercial & Developer revenue (\$m)<sup>1</sup>



Developer project launches YoY change



## Commercial:

- H1 FY23 revenue benefited from higher yield, driven by depth penetration growth, a price rise, and higher listings growth due to soft comparatives driven by lockdowns in the prior year

## Developer:

- Revenue was down YoY, with a 4% decline in H1 FY23 project launches as rising interest rates and cost pressures create uncertainty in the Developer market

# Media, Data & Other

Growth in Data revenues offset by declines in Media revenues

Media, Data & Other revenue (\$m)



## Media:

- Revenue declined 4% YoY due to lower Developer and Media display

## Data:

- Revenue up 13% with PropTrack continuing to strengthen key relationships with major banks and grow data & insights revenue

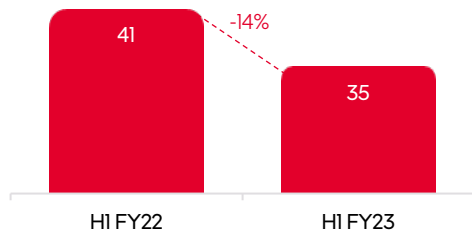
## Other:

- Other revenue, largely flatmates.com.au, was up YoY

# Financial Services impacted by slowing market

Slowing market conditions driving lower settlements

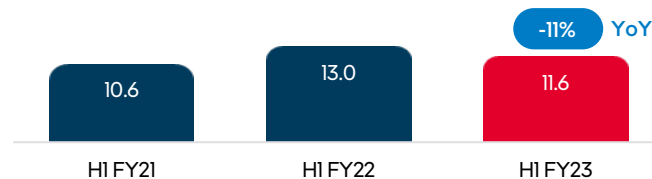
Financial Services revenue (\$m)<sup>1, 2</sup>



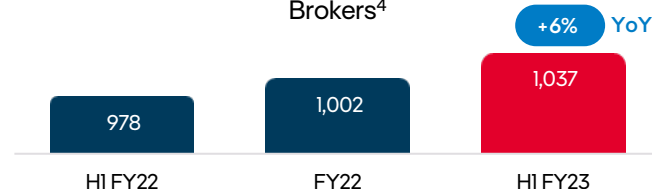
## Financial Services revenue declined 14%:

- Revenues have been impacted by slowing market activity, which has resulted in a 17% decline in submissions and an 11% decline in settlements
- Strong recruitment with network up 6% YoY to 1,037 brokers
- Loan book increased 3% to \$87.7b

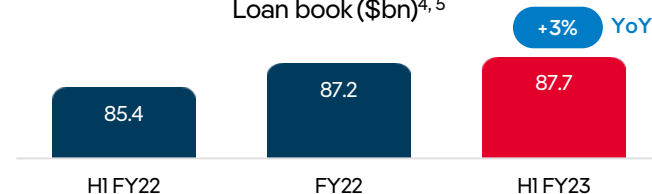
Settlements (\$bn)<sup>3</sup>



Brokers<sup>4</sup>



Loan book (\$bn)<sup>4, 5</sup>

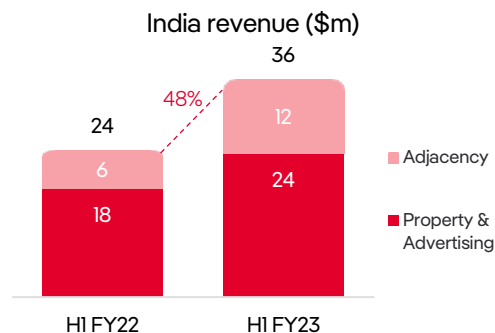


(1) Core financial results: reported results adjusted for significant non-recurring items. Refer to glossary for definition. (2) Growth rate excludes discontinued business (FinChoice). (3) Mortgage Choice consolidated from 1 July 2021. Proforma HY FY21 metrics assume Mortgage Choice was owned from 1 July 2020. (4) Brokers and loan book reported as at the end of the period. (5) The loan book values have been restated for FY22 following a change in measurement methodology as part of the integration of Mortgage Choice.



# Exceptional India revenue growth

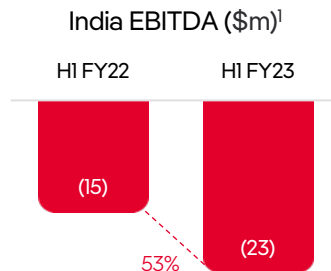
Driven by continued customer and audience growth for Housing.com, and Housing Edge adjacency products



## Revenue increased 48% to \$36m:

- 32% growth in Property & Advertising revenues (Housing.com and PropTiger)
- Housing.com driven by continued customer growth with audience up 36% YoY<sup>2, 3</sup>
- Strong growth in adjacency Housing Edge, particularly the Rent Pay offering

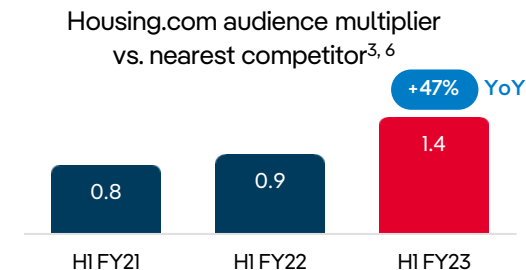
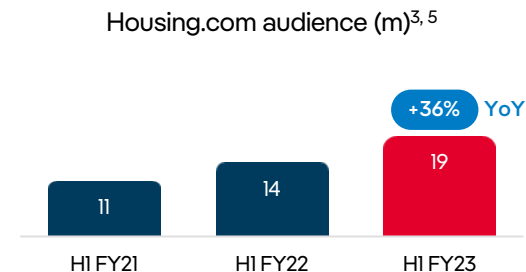
REA's shareholding in REA India increased from 73.3% at Jun-22 to 75.0% in Dec-22



## Continued investment in the business with operating costs up 50% driven by:

- Investment in strategic initiatives increasing headcount, and remuneration increases
- Higher spend on branding to build on our #1 audience position<sup>4</sup>
- Increased COGS in line with strong growth in adjacency revenues

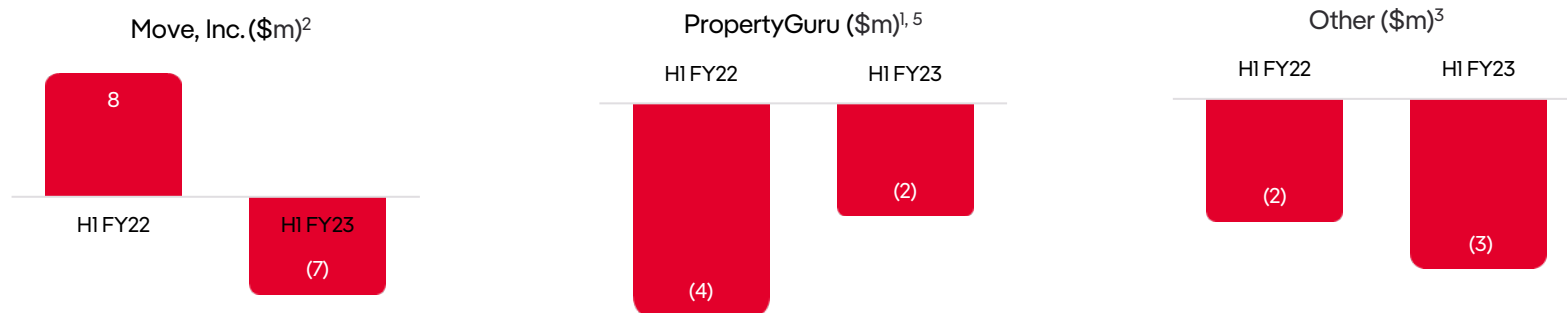
**EBITDA loss increased to \$23m**



(1) Financial results from core operations – refer to glossary for definition. (2) Similarweb, average site visits Jul 22 – Dec 22 vs. Jul 21 – Dec 21 – excludes app. (3) Similarweb's algorithm updated in Aug 22, historical data restated up to Aug 20. (4) Similarweb, average site visits Jul 22 – Dec 22 vs. nearest competitor – excludes app. (5) Similarweb, average site visits in each period – excludes app. (6) Similarweb, visits for Housing.com vs nearest competitor in each period – excludes app.

# Equity accounted associates continued to invest

Total share of associate profits reduced from \$2m gain in H1 FY22 to a \$12m loss in H1 FY23



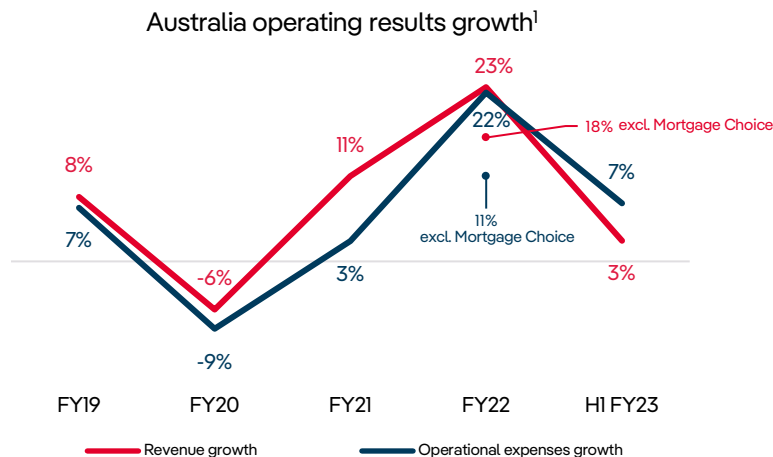
- Revenue down 10% to US\$315m arising from the current challenging macroeconomic environment in the US<sup>4</sup>
- Lead volumes declined by 34% YoY in H1 FY23<sup>4</sup>
- Continued investment with cost growth driven by increased employee costs and marketing<sup>4</sup>

- PropertyGuru reported 44% revenue growth in 9 months to September 2022<sup>5</sup>
- Reduction in operating costs in response to market uncertainty
- Lowered CY22 guidance to 34-37% due to uncertainty stemming from rising global inflationary pressures<sup>5</sup>
- Acquired home services technology company Sendhelper in October 2022

- Realtair losses have increased reflecting REA's additional investment in December 2021 despite higher revenue YoY as they continue to invest in future growth
- Share of loss in Campaign Agent has reduced due to higher PayLater listings

(1) Financial results from core operations – refer to glossary for definition. (2) The Group held a 20% shareholding as at 31 Dec 22. (3) As at 31 Dec 22, included 35.2% stake in Simpology, 35.8% in Realtair, 29.8% in CampaignAgent and 27.3% in Managed Platforms. (4) NewsCorp's Form 10-Q stated in US Dollars for the six-month period ended 31 December 2022. (5) PropertyGuru's Form 6-K stated in Singapore Dollars for the nine-months ended 30 September 2022 and the Group held a 17.5% shareholding as at 31 Dec 22.

# Australian operating costs increase 7%

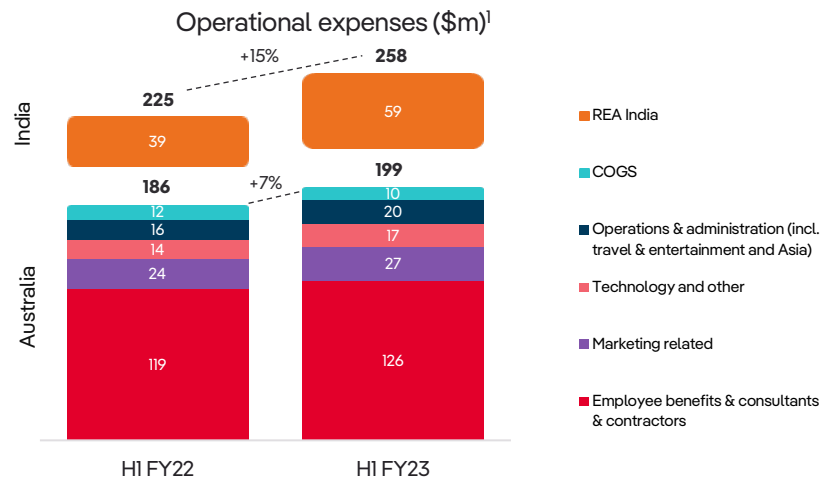


## Negative Australia operating jaws in H1 FY23

- Revenue growth of 3% driven by a softening real estate market
- Operating cost growth of 7% due to investment in strategic initiatives and lower spend in the prior period due to COVID lockdowns and uncertainty

## Group operating jaws

- Group revenue increased 5% and operating costs by 15% as India continues to invest to capitalise on recent momentum



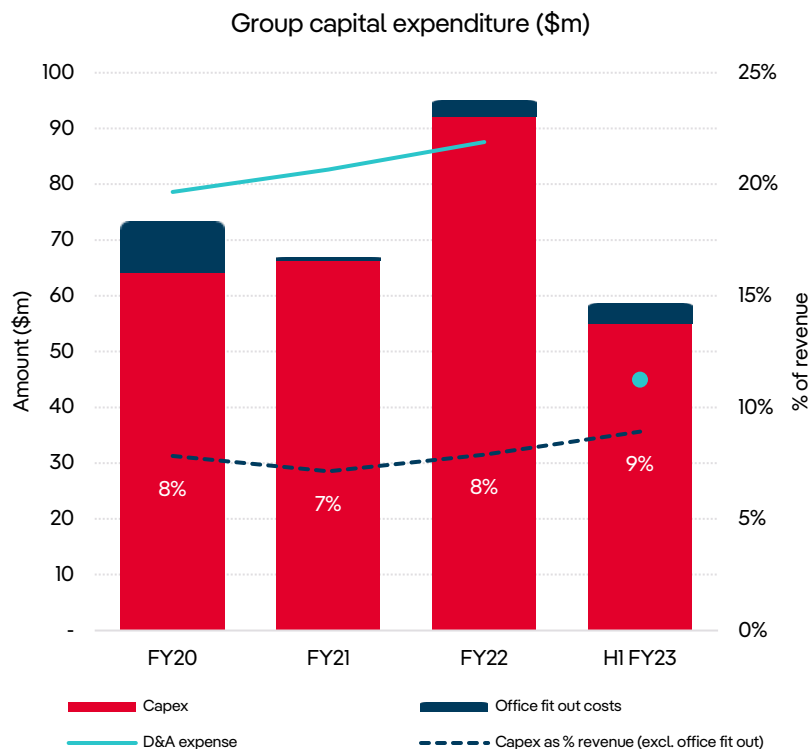
## Australian operating costs up 7% to \$199m, driven largely by:

- Wage inflation and continued investment to deliver strategic initiatives, driving higher employee costs
- Higher marketing and travel & entertainment costs due to reduced activity in the prior period

## Group operating costs up 15% to \$258m, further impacted by:

- 50% growth in REA India operating costs from increased spend on people and marketing, and higher COGS from growth in adjacencies

# Continued investment in strategic initiatives



Depreciation and amortisation (\$m)<sup>1</sup>

REA Group (\$m)	FY22 Actual	H1 FY23 Actual	FY23 Forecast
<b>Australia</b>			
Core depreciation & amortisation <sup>1</sup>	67	34	68-69
Depreciation of leases	9	5	8-9
Mortgage Choice amortisation of acquired intangibles	5	2	4
<b>REA India</b>			
Core depreciation & amortisation <sup>1</sup>	3	2	6-7
REA India amortisation of acquired intangibles	4	2	4
<b>Total</b>	<b>88</b>	<b>45</b>	<b>90-93</b>

## Investment strategy

- The Group continues to invest to support growth over medium to long-term focused on consumer experience, new product delivery and supporting technology

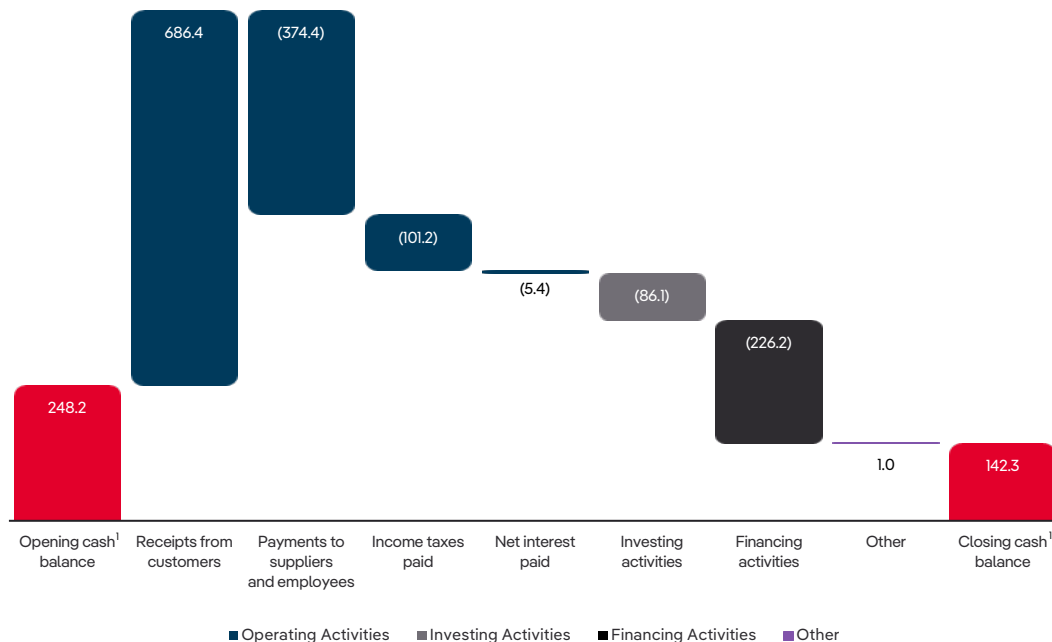
## Depreciation & amortisation

- FY23 capex/revenue is expected at the top end of our long term 7-9% target range, reflecting investment in India and adjacent businesses such as Financial Services and PropTrack

(1) Core financial results: reported results adjusted for significant non-recurring items. Refer to glossary for definition.

# Strong cash<sup>1</sup> position and debt repayments

Group cash flow (\$m)



## Strong operating cash flows

- Operating cash flow of \$205m, with free cash flow of \$148m

## Continued strategic investment

- Capex for PPE and intangible assets of \$59m
- Investment in short term funds of \$19m

## Strong liquidity position enabling repayment of borrowings

- \$95m partial repayment under the syndicated loan facility in December 2022
- As at 31 December 2022, the Group's total drawn debt was \$319m, with \$281m of the facility undrawn
- FY22 final dividend payment of \$118m

(1) Cash - refer to glossary for definition.

# Current trading

- January National residential new listings were down 9% YoY, with Sydney decreasing 16% and Melbourne down 15%. YoY growth rates for the remainder of the financial year will reflect strong prior period listings volumes, particularly in Q4.
- Residential Buy yield growth is anticipated to grow double-digit in FY23, driven by an average national 6% price rise, contribution from Premiere+ and continued growth in depth and Premiere penetration.
- Financial Services revenues are likely to remain subdued in the second half, with the slowing new lending market driving lower submissions and settlements.
- In the second half, it is expected that Australian operating costs will decline YoY, with group costs marginally up on the prior corresponding period. Planned investment in REA India is expected to see EBITDA losses widen in FY23, resulting in total Group operating costs in FY23 increasing high single-digits.
- The volume of listings for the second half is difficult to predict. Depending on the level of decline against the strong prior period comparables, the target of FY23 Australian positive operating jaws may not be achieved.
- The Group expects combined contributions from associates to decline to a mid-teens loss in FY23, reflecting tougher market conditions for these businesses.



# Q&A session



**Owen Wilson**  
Chief Executive Officer



**Janelle Hopkins**  
Chief Financial Officer







Supplementary Information

**Where 12 million  
Australians buy,  
rent & sell**



**realestate.com.au**

Australia's #1 address in property

# Core vs. reported reconciliation

Core vs. reported reconciliation	H1 FY23	H1 FY22	Growth %
<b>Core operating income</b>	617.3	590.4	5%
Trail commission integration adjustment	-	(3.5)	n/a
<b>Reported operating income</b>	<b>617.3</b>	<b>586.9</b>	<b>5%</b>
EBITDA from core operations (excluding share of gains and losses of associates)	358.9	365.8	(2%)
Share of (losses)/gains of associates	(9.4)	1.4	<(100%)
Revaluation of financial liabilities held by an associate	(2.2)	-	n/a
Associate restructuring costs	-	0.8	n/a
<b>EBITDA from core operations</b>	<b>347.3</b>	<b>368.0</b>	<b>(6%)</b>
Net gain on acquisition and divestment related activities	-	4.0	n/a
Revaluation of financial liabilities held by an associate	2.2	-	n/a
Recognition of financial asset	1.5	-	n/a
Associate restructuring costs	-	(0.8)	n/a
Restructuring costs	(2.6)	-	n/a
Integration costs (including trail commission integration adjustment)	(5.7)	(8.2)	(30%)
<b>Reported EBITDA</b>	<b>342.7</b>	<b>363.0</b>	<b>(6%)</b>
<b>Net profit from core operations attributable to owners of the parent</b>	<b>204.9</b>	<b>225.8</b>	<b>(9%)</b>
Net gain on acquisition and divestment related activities <sup>1</sup>	-	4.0	n/a
Associate restructuring costs	-	(0.8)	n/a
Revaluation of financial liabilities held by an associate	2.2	-	n/a
Recognition of financial asset	1.5	-	n/a
Restructuring costs <sup>1</sup>	(1.9)	-	n/a
Integration costs (including trail commission integration adjustment) <sup>1</sup>	(5.1)	(7.7)	(34%)
<b>Reported net profit attributable to owners of parent</b>	<b>201.6</b>	<b>221.3</b>	<b>(9%)</b>

(1) Net of tax.

## Trail commission integration adjustment

- Adjustment in prior year for broker remuneration alignment

## Revaluation of financial liabilities held by an associate

- Change in fair value of financial liability held by PropertyGuru

## Associate restructuring costs

- PropertyGuru restructure costs incurred in prior period

## Net gain on acquisition and divestment related activities

- Net gain in the prior period relates to Malaysia, Thailand and Hong Kong businesses, 99 Group investment, rationalisation of Asia subsidiaries and deemed partial disposal as a result of dilution from PropertyGuru's IPO (all net of transaction costs)

## Restructuring costs

- Restructuring costs following realignment of the Australian organisational structure, aimed at accelerating the delivery of REA's strategy and simplification across the business

## Integration costs

- Integration costs relate to Mortgage Choice and REA India in both periods

# MyFun revenue reconciliation

H1 FY23	Australia	MyFun reclass	Australia (restated)
Residential	408.7	16.2	424.9
Commercial & Developer	71.5	0.7	72.2
Media, Data & Other	49.2	-	49.2
MyFun/legacy Asia <sup>1</sup>	16.9	(16.9)	-
<b>Property &amp; Online Advertising</b>	<b>546.3</b>	<b>-</b>	<b>546.3</b>

H1 FY22	Australia	MyFun reclass	Australia (restated)
Residential	387.2	18.3	405.5
Commercial & Developer	67.7	0.8	68.5
Media, Data & Other	48.8	-	48.8
MyFun/legacy Asia <sup>1</sup>	20.9	(19.1)	1.8
<b>Property &amp; Online Advertising</b>	<b>524.6</b>	<b>-</b>	<b>524.6</b>

FY22	Australia	MyFun reclass	Australia (restated)
Residential	776.5	37.4	813.9
Commercial & Developer	134.1	1.6	135.7
Media, Data & Other	96.9	-	96.9
MyFun/legacy Asia <sup>1</sup>	40.9	(39.1)	1.8
<b>Property &amp; Online Advertising</b>	<b>1,048.4</b>	<b>-</b>	<b>1,048.4</b>

## Change in revenue category presentation

- Following the divestment of Malaysia, Thailand and Hong Kong operations in H1 FY22, management performed an assessment of the remaining controlled operations in Asia, specifically MyFun.
- As a result of the review, the decision was made to shut down the MyFun website in November 2022, with listings still syndicated internationally through REA's globally property network.
- MyFun revenue had previously been included in MyFun/legacy Asia within the Australia – Property & Online Advertising segment.
- MyFun revenue has been reallocated based on the sales attributed to the Residential, Commercial and Developer lines of business.
- Comparative information from H1 FY22 has been restated for the effects of the change in reporting related to MyFun with the impact provided in the table on the left.

(1) MyFun/legacy Asia results include MyFun until 23 Nov 22, Hong Kong until 17 Dec 21, and Malaysia and Thailand until 3 Aug 21.

# Cash flow reconciliation

Cash flow reconciliation (\$m)	H1 FY23	H1 FY22	Growth %
EBITDA <sup>1</sup>	347.3	368.0	(6%)
Working capital movement	(42.0)	(44.3)	5%
Net interest paid	(5.4)	(2.8)	(90%)
Income taxes paid	(101.2)	(102.0)	1%
Capital expenditure	(58.7)	(44.5)	(32%)
Acquisition and divestment related movements	-	(3.6)	100%
Other	7.7	(1.5)	>100%
<b>Free cash flow</b>	<b>147.7</b>	<b>169.3</b>	<b>(13%)</b>
Payment for investment in associates	(1.0)	(15.0)	93%
Payment for financial assets	(7.0)	(5.6)	(25%)
Related party loan to associate	(0.7)	-	n/a
Investments in short term funds	(19.4)	(16.0)	(21%)
Repayment of borrowings and leases	(99.3)	(4.3)	<(100%)
Dividends paid	(117.8)	(95.2)	(24%)
Payment for acquisition of treasury shares	(8.4)	(12.5)	33%
Other <sup>2</sup>	-	5.2	(100%)
<b>Net cash inflow/(outflow)<sup>3</sup></b>	<b>(105.9)</b>	<b>25.9</b>	<b>&lt;(100%)</b>

## Free cash flow

- Higher net interest paid due to rising interest rates on the syndicated debt facility
- Capex spend increased due continued investment to enhance the consumer experience and new product delivery and supporting technology.

## Investments

- Realtair deferred consideration payment of \$1m in H1 FY23 and acquisition of an additional 11.1% interest for \$15m in Realtair in H1 FY22

## Borrowings & leases

- The Group holds a \$600m syndicated debt facility. \$281m of this facility was undrawn at 31 December 2022 after a debt repayment of \$95m in December 2022

(1) Core financial results: reported results adjusted for significant non-recurring items. Refer to glossary for definition. (2) Includes disposal of \$4.9m of cash and cash equivalents held for sale at the beginning of the prior year. (3) Includes effects of exchange rate changes on cash and cash equivalents.

# Revenue breakdown

Revenue category (\$m) <sup>1, 2</sup>	H1 FY23	H1 FY22	Growth %
<b>Australia</b>			
Depth revenue <sup>3, 4</sup>	466.2	446.3	4%
Subscription revenue <sup>4</sup>	30.9	27.7	11%
Media, Data & Other	49.2	48.8	1%
Financial Services <sup>5</sup>	34.7	41.3	(14%)
Legacy Asia <sup>3, 6</sup>	-	1.8	(100%)
<b>Australian revenue</b>	<b>581.0</b>	<b>565.9</b>	<b>3%</b>
India	36.3	24.5	48%
<b>Total revenue</b>	<b>617.3</b>	<b>590.4</b>	<b>5%</b>

Revenue category (\$m) <sup>1, 2</sup>	H1 FY23	H1 FY22	Growth %
<b>Australia</b>			
Residential <sup>3</sup>	424.9	405.5	5%
Commercial & Developer <sup>3</sup>	72.2	68.5	5%
Media, Data & Other	49.2	48.8	1%
Legacy Asia <sup>3, 6</sup>	-	1.8	(100%)
<b>Property &amp; Online Advertising</b>	<b>546.3</b>	<b>524.6</b>	<b>4%</b>
Financial Services <sup>5</sup>	34.7	41.3	(14%)
<b>Australian revenue</b>	<b>581.0</b>	<b>565.9</b>	<b>3%</b>
India	36.3	24.5	48%
<b>Total revenue</b>	<b>617.3</b>	<b>590.4</b>	<b>5%</b>

(1) Core financial results: reported results adjusted for significant non-recurring items. Refer to glossary for definition. (2) Revenue – refer to glossary for definition. (3) Legacy Asia has been restated in current and prior period to reallocate revenue to Depth revenue (Residential, Commercial & Developer). Refer to Page 37 for reconciliation. (4) Relates to Residential, Commercial and Developer businesses. (5) Growth rate excludes discontinued business (FinChoice). (6) Legacy Asia results include Hong Kong until 17 Dec 21, and Malaysia and Thailand until 3 Aug 21.

# Financial comparatives: half year

Group results	Core Financial Results <sup>1</sup>										Reported
	H1 FY19		H1 FY20		H1 FY21		H1 FY22		H1 FY23		H1 FY23
	\$m	Growth %	\$m	Growth %	\$m	Growth %	\$m	Growth %	\$m	Growth %	\$m
Total revenue <sup>2</sup>	469.2	15%	440.3	(6%)	430.4	(2%)	590.4	37%	617.3	5%	617.3
<b>Total operating income</b>	<b>469.2</b>	<b>15%</b>	<b>440.3</b>	<b>(6%)</b>	<b>430.4</b>	<b>(2%)</b>	<b>590.4</b>	<b>37%</b>	<b>617.3</b>	<b>5%</b>	<b>617.3</b>
Operating expenses	(175.2)	10%	(168.2)	(4%)	(145.8)	(13%)	(224.6)	54%	(258.4)	15%	(265.2)
<b>Operating EBITDA</b>	<b>294.0</b>	<b>19%</b>	<b>272.1</b>	<b>(7%)</b>	<b>284.6</b>	<b>5%</b>	<b>365.8</b>	<b>29%</b>	<b>358.9</b>	<b>(2%)</b>	<b>352.1</b>
<i>EBITDA margin</i>	<i>63%</i>		<i>62%</i>		<i>66%</i>		<i>62%</i>		<i>58%</i>		<i>57%</i>
Share of gains/(losses) of associates	(4.9)	22%	(4.9)	-	5.6	>100%	2.2	(59%)	(11.6)	<(100%)	(9.4)
<b>EBITDA</b>	<b>289.1</b>	<b>19%</b>	<b>267.2</b>	<b>(8%)</b>	<b>290.2</b>	<b>9%</b>	<b>368.0</b>	<b>27%</b>	<b>347.3</b>	<b>(6%)</b>	<b>342.7</b>
Depreciation & amortisation	(29.0)	25%	(36.7)	27%	(39.3)	7%	(43.1)	10%	(44.9)	4%	(46.0)
<b>Earnings before interest and tax</b>	<b>260.1</b>	<b>18%</b>	<b>230.5</b>	<b>(11%)</b>	<b>250.9</b>	<b>9%</b>	<b>324.9</b>	<b>30%</b>	<b>302.4</b>	<b>(7%)</b>	<b>296.7</b>
Net finance expense	(3.4)	(13%)	(3.6)	4%	(2.1)	(41%)	(3.4)	62%	(5.5)	60%	(5.5)
<b>Earnings before tax</b>	<b>256.6</b>	<b>19%</b>	<b>226.9</b>	<b>(12%)</b>	<b>248.8</b>	<b>10%</b>	<b>321.5</b>	<b>29%</b>	<b>296.9</b>	<b>(8%)</b>	<b>291.2</b>
Income tax expense	(80.1)	17%	(74.0)	(8%)	(76.7)	4%	(101.0)	32%	(98.7)	(2%)	(96.3)
<b>Net profit</b>	<b>176.6</b>	<b>20%</b>	<b>152.9</b>	<b>(13%)</b>	<b>172.1</b>	<b>13%</b>	<b>220.5</b>	<b>28%</b>	<b>198.2</b>	<b>(10%)</b>	<b>194.9</b>
NCI share of (profit)/loss	(0.2)	(8%)	-	(91%)	-	-	5.3	>100%	6.7	27%	6.7
<b>Net profit attributable to owners of parent</b>	<b>176.4</b>	<b>20%</b>	<b>152.9</b>	<b>(13%)</b>	<b>172.1</b>	<b>13%</b>	<b>225.8</b>	<b>31%</b>	<b>204.9</b>	<b>(9%)</b>	<b>201.6</b>
Dividends per share (DPS) (cents)	55.0	17%	55.0	-	59.0	7%	75.0	27%	75.0	-	75.0
Earnings per share (EPS) (cents)	134.1	20%	116.1	(13%)	130.7	13%	170.9	31%	155.1	(9%)	153.5

(1) Core financial results: reported results adjusted for significant non-recurring items. Refer to glossary for definition. (2) Revenue – refer to glossary for definition.

# Financial comparatives: full year

Group results	Core Financial Results <sup>1</sup>										Reported
	FY18		FY19		FY20		FY21		FY22		FY22
	\$m	Growth %	\$m	Growth %	\$m	Growth %	\$m	Growth %	\$m	Growth %	\$m
Total revenue <sup>2</sup>	807.7	20%	874.9	8%	820.3	(6%)	927.8	13%	1,169.5	26%	1,160.2
<b>Total operating income</b>	<b>807.7</b>	<b>20%</b>	<b>874.9</b>	<b>8%</b>	<b>820.3</b>	<b>(6%)</b>	<b>927.8</b>	<b>13%</b>	<b>1,169.5</b>	<b>26%</b>	<b>1,160.2</b>
Operating expenses	(336.2)	18%	(359.6)	7%	(328.2)	(9%)	(372.1)	13%	(499.0)	34%	(490.4)
<b>Operating EBITDA</b>	<b>471.5</b>	<b>22%</b>	<b>515.3</b>	<b>9%</b>	<b>492.1</b>	<b>(5%)</b>	<b>555.7</b>	<b>13%</b>	<b>670.5</b>	<b>21%</b>	<b>669.8</b>
<i>EBITDA margin</i>	<i>58%</i>		<i>59%</i>		<i>60%</i>		<i>60%</i>		<i>57%</i>		<i>58%</i>
Share of gains/(losses) of associates	(7.8)	76%	(14.1)	82%	(16.5)	17%	9.1	>100%	3.0	(67%)	(21.9)
<b>EBITDA</b>	<b>463.7</b>	<b>22%</b>	<b>501.2</b>	<b>8%</b>	<b>475.6</b>	<b>(5%)</b>	<b>564.8</b>	<b>19%</b>	<b>673.5</b>	<b>19%</b>	<b>647.9</b>
Depreciation & amortisation	(48.7)	29%	(59.6)	22%	(78.6)	32%	(82.6)	5%	(87.6)	6%	(93.1)
<b>Earnings before interest and tax</b>	<b>415.0</b>	<b>21%</b>	<b>441.6</b>	<b>6%</b>	<b>397.0</b>	<b>(10%)</b>	<b>482.2</b>	<b>21%</b>	<b>585.9</b>	<b>22%</b>	<b>554.8</b>
Net finance expense	(8.1)	(25%)	(6.5)	(19%)	(5.6)	(14%)	(4.7)	(16%)	(6.8)	45%	(6.9)
<b>Earnings before tax</b>	<b>406.9</b>	<b>22%</b>	<b>435.1</b>	<b>7%</b>	<b>391.4</b>	<b>(10%)</b>	<b>477.5</b>	<b>22%</b>	<b>579.1</b>	<b>21%</b>	<b>547.9</b>
Income tax expense	(127.0)	22%	(139.7)	10%	(122.5)	(12%)	(159.5)	30%	(184.1)	15%	(176.2)
<b>Net profit</b>	<b>279.9</b>	<b>23%</b>	<b>295.5</b>	<b>6%</b>	<b>268.9</b>	<b>(9%)</b>	<b>318.0</b>	<b>18%</b>	<b>395.0</b>	<b>24%</b>	<b>371.7</b>
NCI share of (profit)/loss	(0.3)	20%	(0.3)	(12%)	(0.2)	(24%)	8.4	>100%	12.5	49%	13.1
<b>Net profit attributable to owners of parent</b>	<b>279.6</b>	<b>23%</b>	<b>295.2</b>	<b>6%</b>	<b>268.7</b>	<b>(9%)</b>	<b>326.4</b>	<b>21%</b>	<b>407.5</b>	<b>25%</b>	<b>384.8</b>
Dividends per share (DPS) (cents)	109.0	20%	118.0	8%	110.0	(7%)	131.0	19%	164.0	25%	164.0
Earnings per share (EPS) (cents)	212.5	23%	224.3	6%	204.1	(9%)	247.4	21%	308.5	25%	291.3

(1) Core financial results: reported results adjusted for significant non-recurring items. Refer to glossary for definition. (2) Revenue – refer to glossary for definition.



# Glossary

Buyer enquiries	Buyer enquiries include email enquiry, phone number reveals, applied for inspection, SMS agent, and Developer brochure downloads.
Cash	Cash includes cash and cash equivalents
EBITDA	Earnings before Interest, Tax, Depreciation and Amortisation excluding contribution from associates.
Financial results from core operations	Reported results adjusted for significant non-recurring items such as integration and restructuring costs, recognition of financial assets and revaluation of financial liabilities held by an associate. The prior year comparative also excludes gain/loss on acquisitions, disposals and discontinued operations and related transaction costs
Key enquiries	Key enquiries include email enquiries, phone number reveal, print page download PDF, reveal inspection times and SMS enquiries
Net debt	Calculated as the carrying value of interest bearing loans and borrowings (excluding lease liabilities and debt issuance costs) less cash and cash equivalents
Revenue	Revenue is defined as revenue from property and online advertising and revenue from Financial Services less expenses from franchisee commissions
Net profit after tax	Net profit attributable to owners of parent

# Visit our investor site at rea-group.com

## Investors:

Alice Bennett  
Executive Manager Investor Relations  
M: +61 409 037 726  
E: [ir@rea-group.com](mailto:ir@rea-group.com)

## Media:

Angus Urquhart  
General Manager Corporate Affairs  
M: +61 437 518 713  
E: [angus.urquhart@rea-group.com](mailto:angus.urquhart@rea-group.com)

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