

Macquarie Australia Conference

4 MAY 2022



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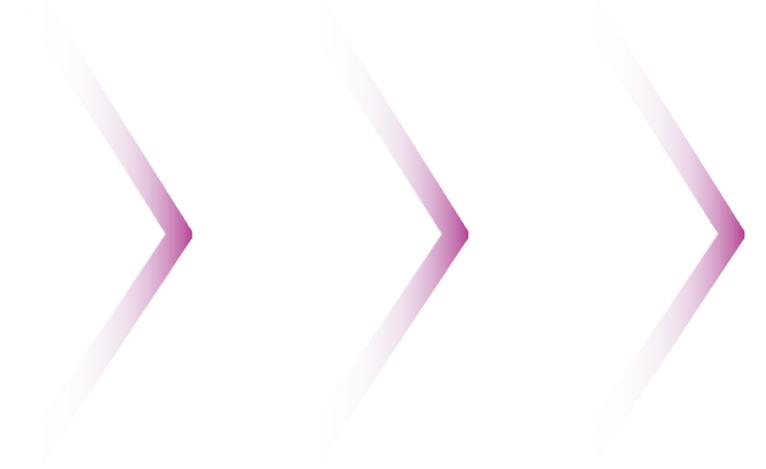
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About PEXA

PURPOSE

TO TRANSFORM THE PROPERTY EXPERIENCE FOR EVERYONE

PRIORITIES

 <p>ENHANCE</p> <p>Enhancing the core Exchange in Australia building deeper customer relationships</p>	 <p>REPLICATE</p> <p>Bringing digital property settlement solutions to Torrens title jurisdictions internationally</p>	 <p>EXTEND</p> <p>Developing and partnering to provide innovative data insights and digital services, transforming the experience of developing, buying and selling, settling, owning and servicing properties</p>	 <p>BUILD</p> <p>Investing in our people, platform and brand to sustain an innovative culture and reputation trusted by stakeholders</p>
			

VALUES

Innovate for good



Better together



Make it happen
Make it count



Positive momentum across all areas of the Group

PEXA GROUP

PEXA Exchange

Improving the property settlement experience for everyone



Core Exchange exhibiting scalability and strong outcomes:

- Volume uplifts driven by strong transfer and refi volumes
- Successful launch and growth in ACT
- EBITDA margin increasing with prudent expense management
- Great customer satisfaction with NPS above +60

PEXA International

Bringing digital property settlement solutions to certain international jurisdictions, leveraging PEXA's experience in Australia



International delivery proceeding as planned:

- Technical build well progressed
- Payments testing completed with 7 lenders
- PEXA Pay the 7th active retail payment scheme that settles at BoE
- Partnership with ClearBank announced
- On track to go live with re-mortgage product in Q3 CY22

PEXA Insights

Providing innovative data insights and services for industry, government, consumers and other stakeholders, using unique, near real-time data insights



Initial commercial traction starting:

- Two organically developed products launched to help improve Financial Institution efficiency
- Investment made in prop-tech Landchecker, with strong pipeline of organic and inorganic opportunities
- Melbourne Business School partnership launched

PX Ventures

Through partnerships, delivering new digital property products and services to consumers, businesses, industry and government



Services in market:

- Three services in market being tested
- Investment opportunities in additional prop tech services being evaluated
- Expectation to announce and launch additional value services in second half

Solid progress on people and ESG, underpinned by PEXA's commitment to transform property experiences for everyone

Executing a clear strategy: ENHANCE the core Exchange in Australia; REPLICATE in new Torrens title jurisdictions; EXTEND to build deeper customer relationships; and BUILD our people, platform and brand

The majority of property transactions in Australia now occur on the PEXA Exchange

PEXA EXCHANGE



Transactions

Since launch, PEXA has facilitated >10 million property transactions through the PEXA Exchange, with a total value of >\$2 trillion



Users

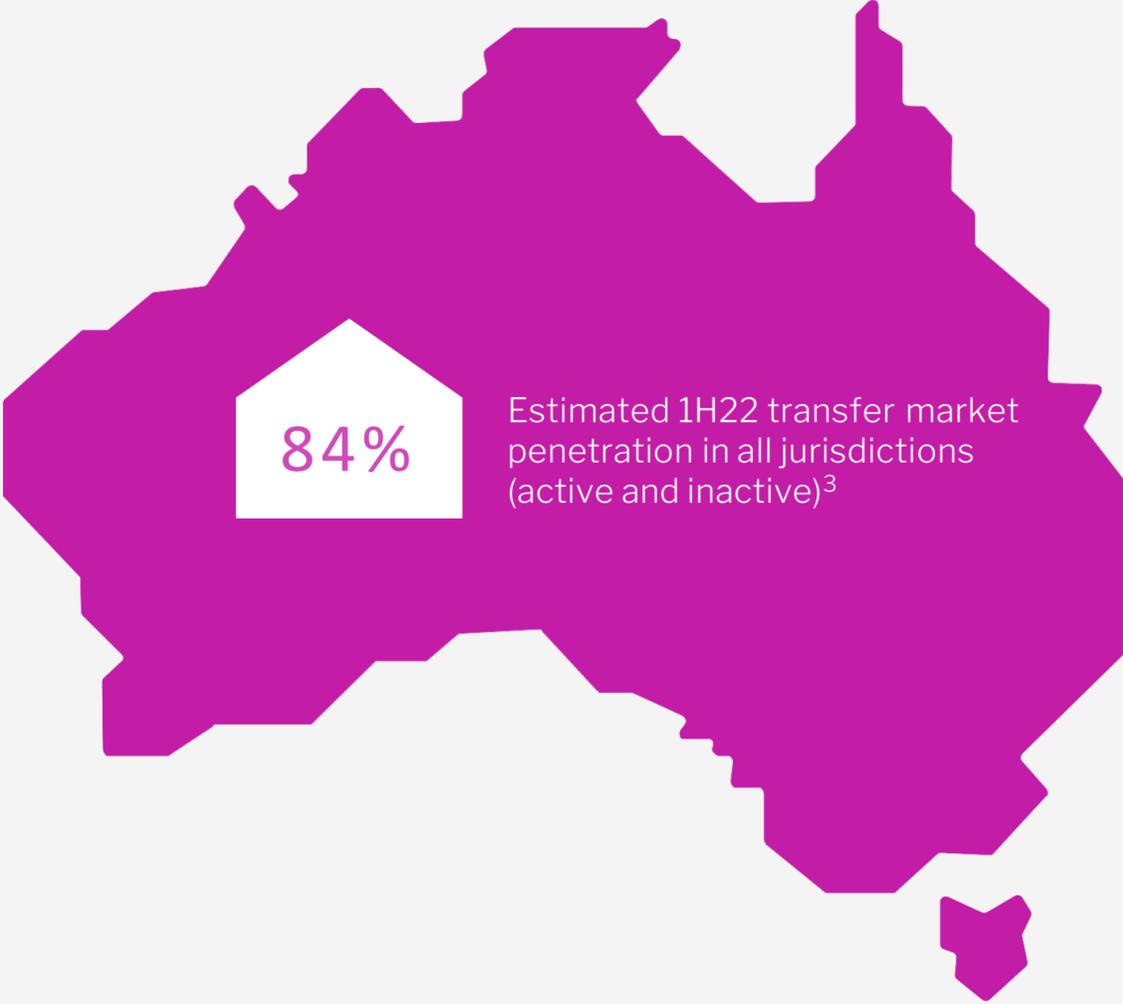
9,600+ practitioner firms
160+ financial institutions
1.1 million+ consumers¹



Systems integrated with:

6 Land Titles Offices (LTOs)
5 State Revenue Offices (SROs)²
Reserve Bank of Australia

Australia's leading Electronic Lodgement Network Operator (ELNO)



Estimated 1H22 transfer market penetration in all jurisdictions (active and inactive)³

- > Favourable industry conditions, with 24% growth in total market volumes between 1H21 and 1H22
- > PEXA 1H22 volume growth in Queensland of 84% YoY helped drive national market penetration
- > Rapid uptake since launch in ACT, with >50% transfer penetration achieved in Mar'22

Notes:
1. Based on a rolling 12-month view
2. Based on jurisdictionally specific industry process requirements there is no need to develop an integration with the State Revenue Office to enable stamp duty processing in the ACT
3. Transfer market uptake based on BIS Oxford estimate of market size and PEXA Exchange transaction volumes, for the 6 months to Dec-21

PEXA International explores new markets, beginning with the UK

PEXA UK PROGRESS TO DATE

TECHNOLOGY BUILD WELL ADVANCED

- > Working software with key features has been developed by our build partner, ThoughtWorks:
 - Payments features completed earlier to enable Bank of England (BoE) testing
 - Development now underway with Transaction Bank partner, Clearbank
- > PEXA Pay is the 7th net settlement payment system approved to clear through the BoE
- > \$12m invested in 1H22, expecting to invest more than \$30m in FY22

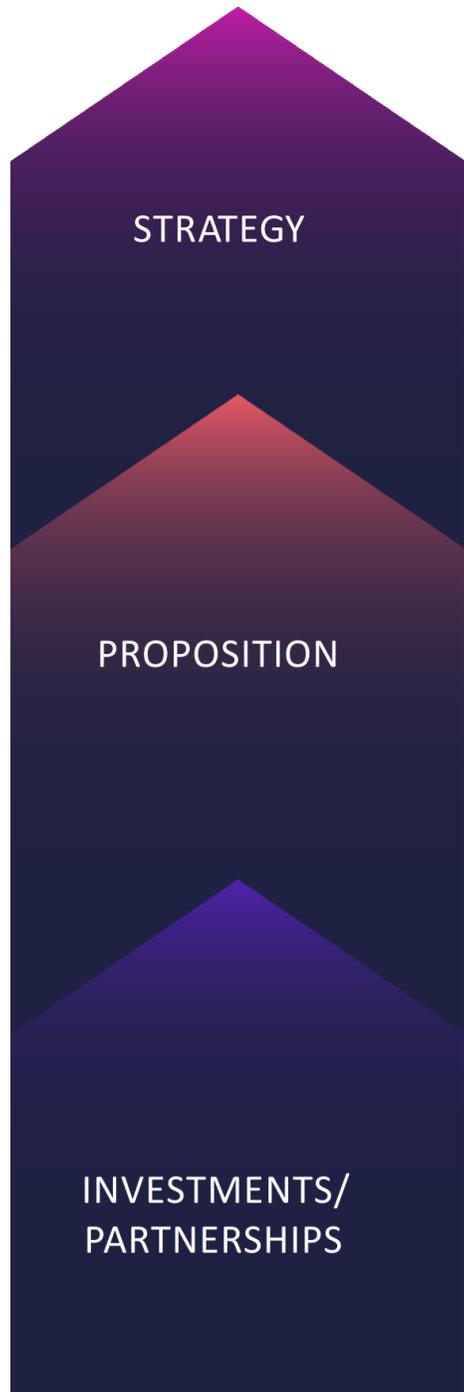
POSITIVE LENDER ENGAGEMENT CONTINUES

- > First lenders signed up, with others transitioning through the commercial and due-diligence process
- > 7 lenders successfully completed testing of PEXA settlement payment solution with BoE in January 2022.
- > Additional slots for testing in October 2022 have been granted by BoE for 4 other lenders

STRONG ENGAGEMENT WITH KEY PARTNERS

- > Payment scheme rules under development by PEXA, BoE & the Clearing Banks
- > Partnership with ClearBank to enable lenders not yet integrated with PEXA Pay to utilise the new re-mortgage platform
- > Agreement signed with Her Majesty's Land Registry (HMLR)
- > Significant interest from conveyancing industry to be part of the PEXA solution

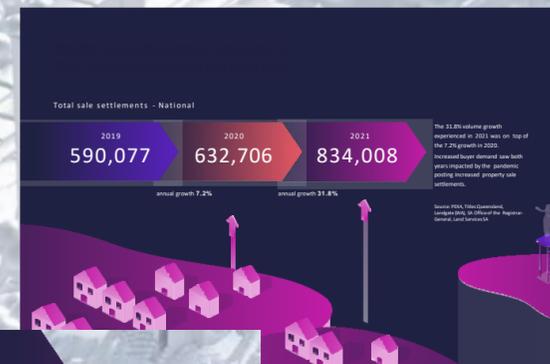
100 FTEs are now working on the project across the UK, Australia and India.
On track to launch PEXA's re-mortgage platform in the UK during Q3 CY22



- > Provide richer service offering to existing customers of PEXA
- > Attract customers from new segments
- > In line with regulations, appropriately re-monetise data generated by the Group

- > Two products launched in market:
 - Aimed at financial institutions
 - Improve risk and capital management and process optimisation
- > Promising response to initial product sets, with expanded research offering gaining traction
- > Small paid proof-of-concept / trials with major and regional financial institutions
- > Chief Data and Analytics Officer on board, with additional capability added

- > Executed MOU with Melbourne Business School to help build capability and talent
- > Implemented joint product development partnerships
 - speed of execution and enriched data
- > Investment made in prop-tech Landchecker, with strong pipeline of organic and inorganic opportunities under consideration



PEXA Property and Mortgage Insights Report

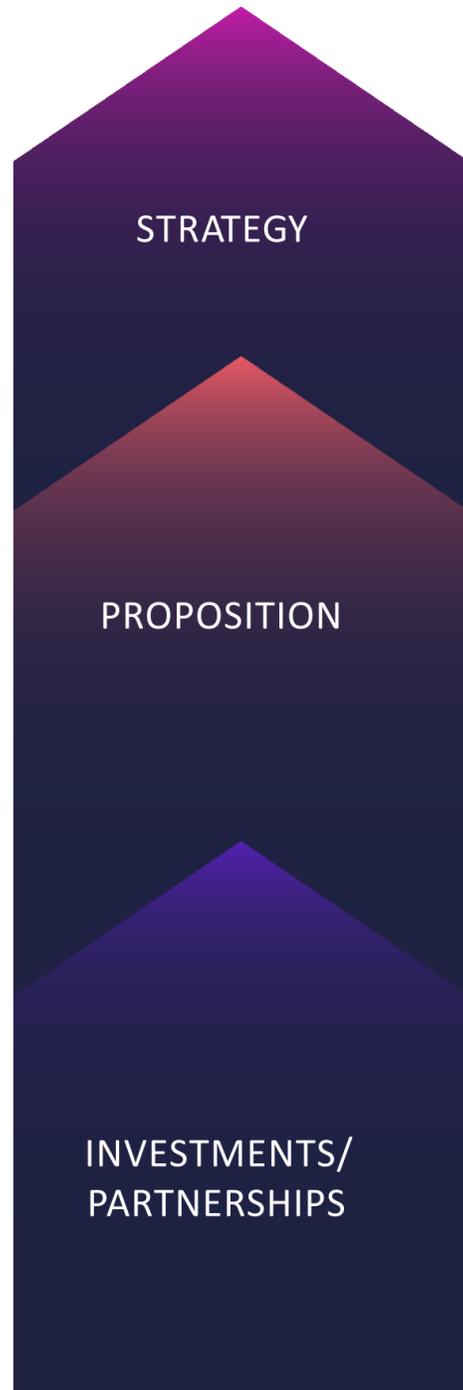
CALENDAR YEAR 2021

PEXA Insights

Strategic investment in Landchecker

- > PEXA Insights made its first significant strategic investment during 1H22 in prop-tech data company, Landchecker
 - 38% stake (RACV 51%, Founders 11%)
- > Landchecker allows homebuyers, developers and renovators to make informed property decisions, faster:
 - Informing consumers about planning restrictions
 - Planning permit applications such as pending development next door
 - Planning restrictions such as heritage overlay
 - Approximate land size, boundaries and dimensions
- > Investment enriches the unique and timely property data PEXA is unlocking for industry
- > Creates new value for consumers, government and industry through additional products and services



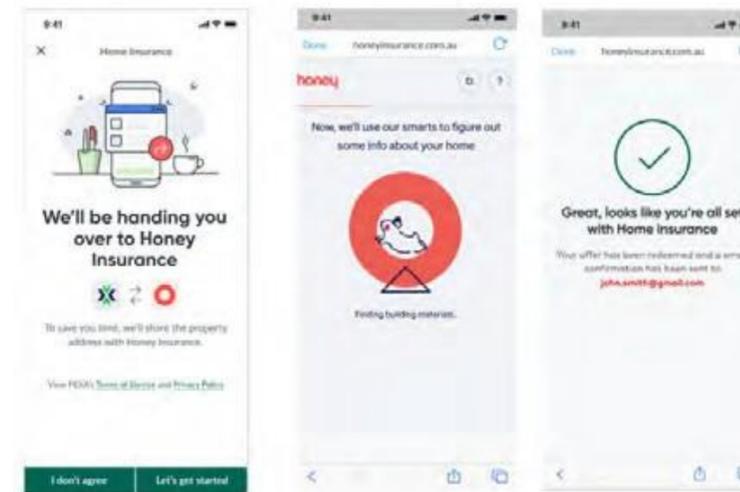


- > Establish partnerships in the broader digitisation of the property ecosystem
- > Act as learning portfolio to enhance PEXA Exchange and create future opportunities
- > Utilise PEXA’s know-how and relationships

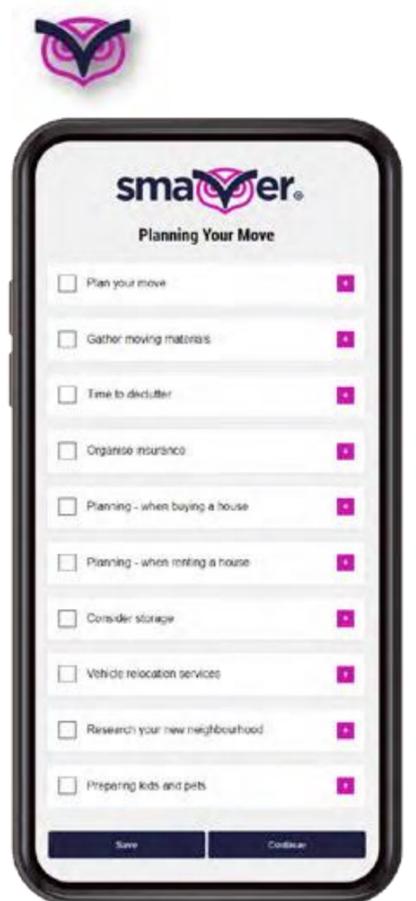
- > PX Ventures now operating in broader property ecosystem focusing on opportunities that support industry
- > Launchpad active with considerable opportunity flow
 - Partnerships in digitising the property experience of developing, buying / selling, settling, owning, serving properties
- > Highly skilled advisory board

- > 3 new partnerships and services being tested
 - Smaver pilot launched – improving the moving and transition experience for consumers
 - Business Advantage gaining traction – deepening support for our members
 - Honey Insurance – offering live on PEXA Key
- > Other investment opportunities under investigation

honey



Small Business Australia



A culture built on trust and community

OUR PURPOSE: TRANSFORMING PROPERTY EXPERIENCES FOR EVERYONE

TRUST

- > Setting a new watermark for brand trust achieving an 8.9/10 rating from members (up from 8.1 in June 2021)
- > 92% of financial institutions and 84% of practitioners agree PEXA delivers a “high quality of service”
- > 91% of financial institutions and 80% of practitioners agree PEXA is “constantly innovating”¹

Notes:
1. PEXA Brand Research December 2021, Nature

OUR PEOPLE

- > Award-winning policies and culture
- > Maintained >80% team engagement score
- > 18 Participants in the PEXA x SisterWorks mentoring program

ESG FRAMEWORK

- > CY20 GRESB outcome 92/100 (up from 84/100) resulting in a 5-star GRESB rating
- > \$125k granted to Homes for Homes as funding to help establish additional safe and secure accommodation for the vulnerable
- > Established commitment to achieve net zero by 2025 with an immediate 25% offset made to PEXA’s FY21 carbon footprint

AWARDS

- > 2021 Best Place to Work – 3rd placing
- > 2021 Ashton Media CX Awards, Excellence in Customer Service, Elevating Customer Care: Finalist
- > 2021 ANZ Transform Awards, Best use of copy style or tone of voice: Finalist
- > 2021 ARN Innovation Awards, Collaboration: Finalist

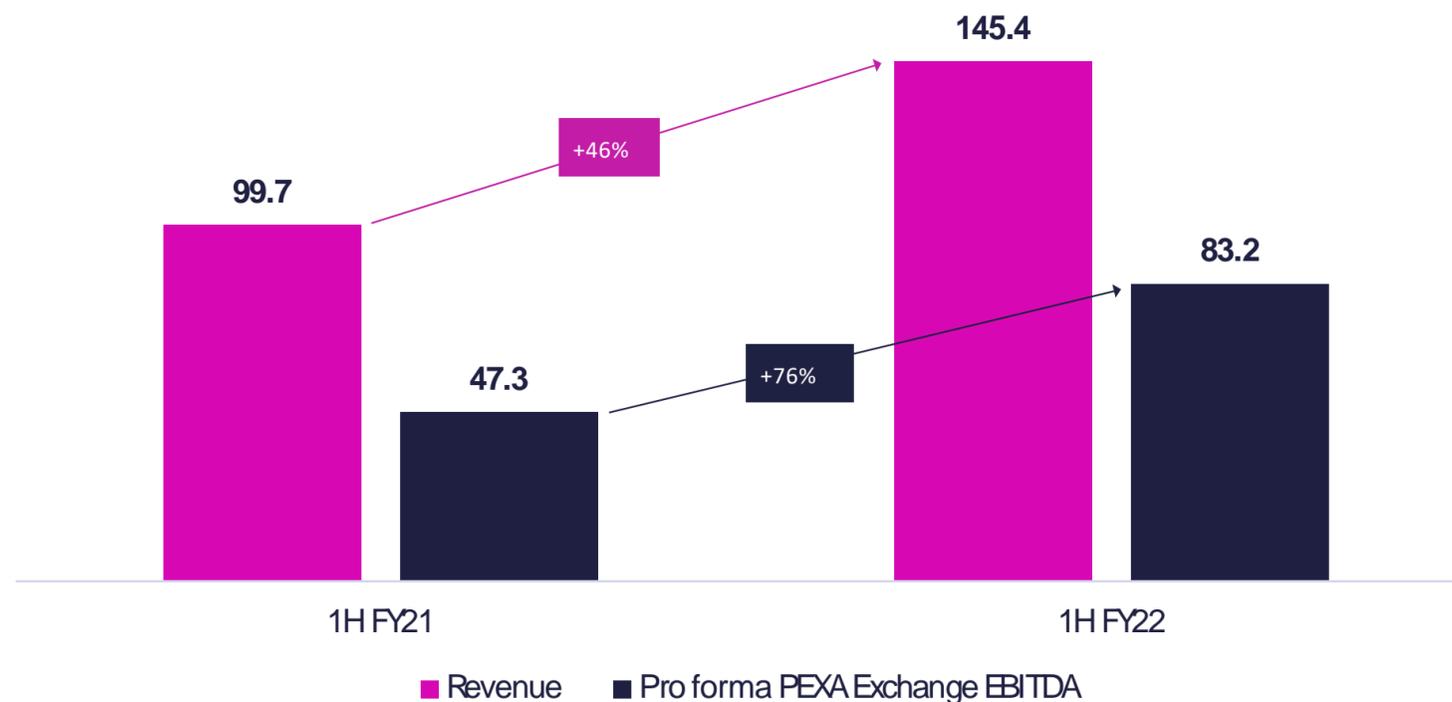


1H22 Revenue, EBITDA and NPAT all well ahead of prior year

PRO FORMA¹ FINANCIAL PERFORMANCE

A\$m	1H21	1H22	YoY Variance	
			#	%
Revenue	99.7	145.4	+45.7	46%
Operating costs incl. cost of sales	(52.4)	(62.2)	(9.8)	19%
PEXA Exchange EBITDA	47.3	83.2	+36.0	76%
EBITDA	44.2	75.5	+31.3	71%
NPAT	(3.8)	25.9	+29.7	n.m.
NPATA ²	16.1	45.7	+29.6	184%
Gross margin %	86.0%	87.6%	1.6%	
PEXA Exchange EBITDA Margin %	47.4%	57.2%	9.8%	

REVENUE AND PRO FORMA¹ PEXA EXCHANGE EBITDA (A\$m)

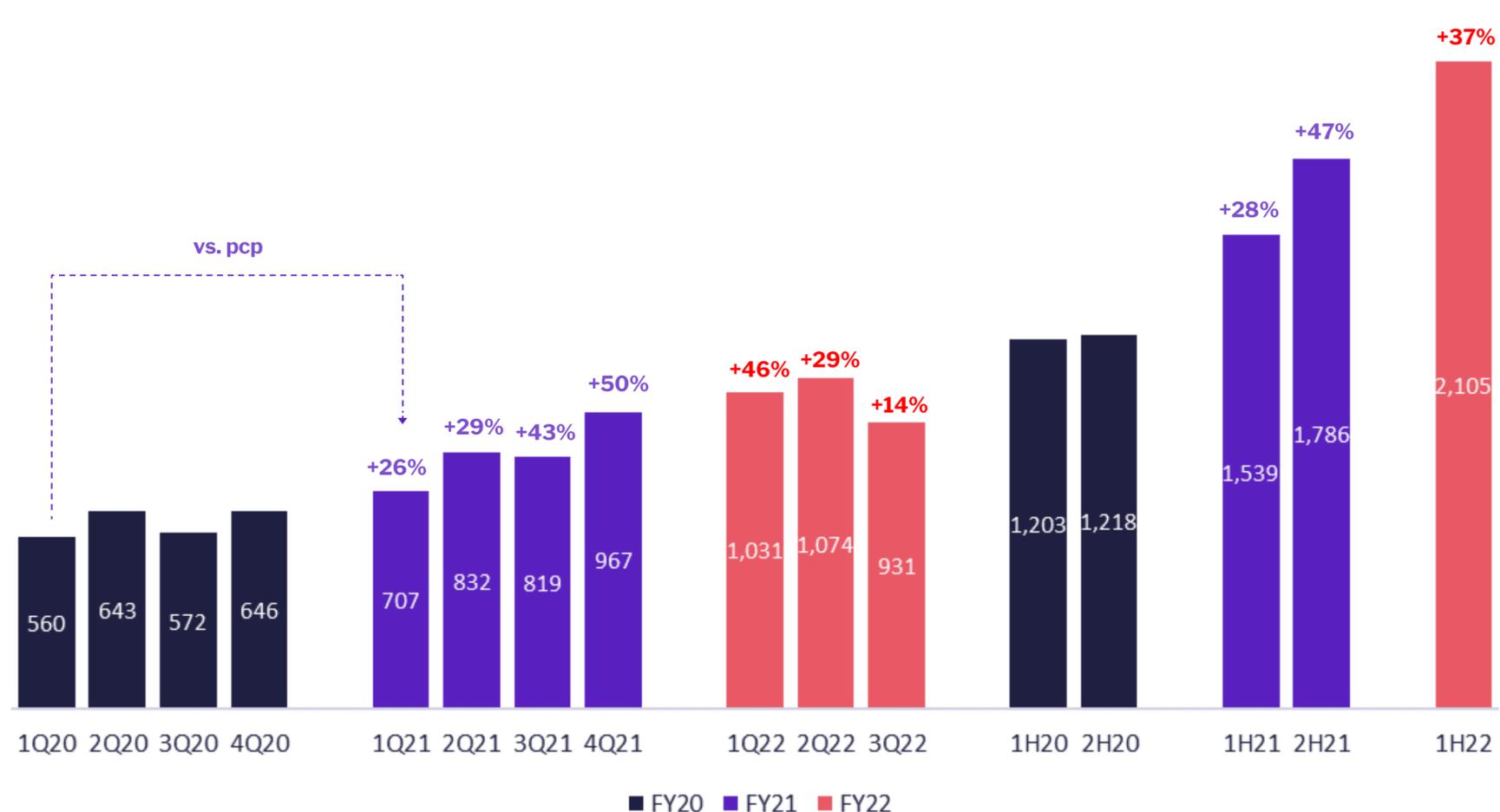


Notes:

1. Pro Forma results differ from the Statutory results in the Financial Statements due to adjustments to reflect the operating and capital structure of the business following completion of the IPO as if it was in place as at 1 July 2019. Adjustments are (i) the addition of estimated incremental public company costs associated with PEXA being a listed company, (ii) the removal of IPO costs which are recognised in the Statutory financial information, and (iii) the removal of the impact of the accelerated vesting and close-out of the Management Equity Plan which occurred as a result of the IPO.
2. NPATA = Net Profit After Tax and after adding back the tax-effected Amortisation of acquired intangible assets

Strong operating performance has continued, reaffirming previous upgrade to FY22 Prospectus forecasts

Comparison of PEXA Exchange volumes (000s)



- > 1H22 volumes of 2.1m were up 37% from 1H21; up 18% from 2H21
- > 3Q22 volumes of 0.9m were up 14% from 3Q21 but down -13% from 2Q22
- > Transfer penetration of >75% in QLD and >50% in ACT in Mar'22
- > Current FY22 trends suggests results will be at upper end of guidance provided in February 2022

FY22 guidance (provided Feb'22):

Forecast	FY22 Updated	FY22 Prospectus
A\$m; Year ended 30 June		
Revenue ¹	265.0 - 275.0	246.9
PEXA Exchange EBITDA ¹	140.0 - 150.0	126.3
Pro Forma EBITDA	120.0 - 130.0	107.6
Pro Forma NPATA	70.0 - 80.0	59.2
Statutory EBITDA	95.0 - 105.0	75.6
Statutory NPATA	55.0 - 65.0	37.0

Notes:

1. Pro forma = Statutory for FY22 Revenue and PEXA Exchange EBITDA

In closing



Volume and revenue growth driven by deeper penetration in key states, a robust property market and good momentum across other initiatives



Property market buoyant, with significant year-on-year growth across both transfers and refinances nationally



PEXA UK launch tracking to schedule with payments system testing successfully completed and positive engagement across government, banks and industry



PEXA Insights and PX Ventures making tangible progress and delivering as planned



Brand trust at record levels



A firm commitment to achieving Net Zero by 2025



Current FY22 trends suggests results will be at upper end of upgraded FY22 guidance revenue of \$265—\$275 million and PEXA Exchange EBITDA of \$140—\$150 million





Q&A

pexa.com.au

