



- Welcome by the Chairman
- Voting on Resolutions
- Presentations
 - 2019 Review by the Chief Executive Officer
 - Financial Results by the Chief Financial Officer
 - What's Next by the Chief Executive Officer
- Questions

Resolution	<i>For</i>	<i>Against</i>	<i>Discretionary (Voted For)</i>	<i>Abstained</i>	<i>Excluded</i>	Total For	Total Against
1 Adoption of Remuneration Report	31,946,606	4,177,812	496,556	13,939,438	41,716,686	88.6%	11.4%
2 Re-election of Mr Phil Warren as a Director	72,864,647	4,926,456	596,556	13,889,439	-	93.7%	6.3%
3 Ratification of May Placement	91,168,542	12,000	596,556	500,000	-	100.0%	0.0%
4 Approval of 10% Placement Facility	91,118,543	61,999	596,556	500,000	-	99.9%	0.1%
5 Approval of Employee Incentive Securities Plan	34,789,628	4,668,530	496,556	10,605,698	41,716,686	88.3%	11.7%
6 Approval of Proportional Takeover Provisions	74,250,951	16,929,591	596,556	500,000	-	81.6%	18.4%
7 Amendment to Constitution	74,253,313	16,927,229	596,556	500,000	-	81.6%	18.4%



Our Vision – *Renting made Easy*

Recognise that renters are here to stay - demystify the process and make the experience equitable, easy and consistent

Our Philosophy



Renters in Suits

Our renters will always be presented to agents and landlords in a way that maximises their chances of getting the home they want



Properties on Pedestals

We present our properties with additional, relevant information that makes the process easier for renters



Flick the Forms

Let's automate where we can. We are removing the need for most of the paperwork to help save our renters time and effort



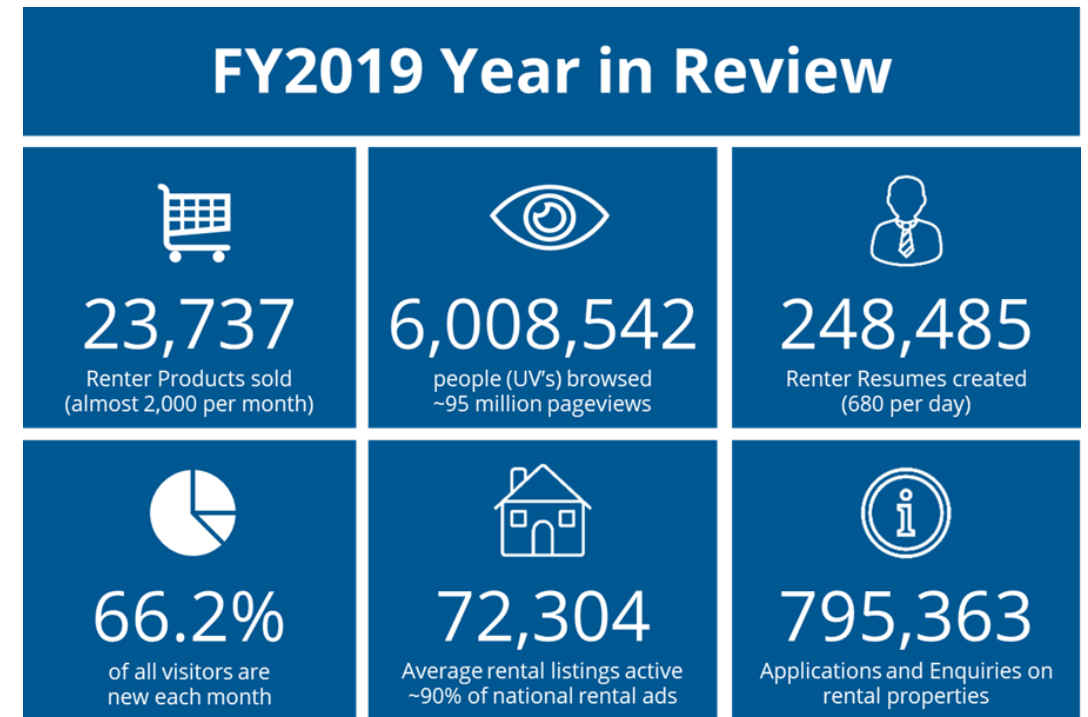
Home for Renters

We are fast becoming the default destination for renters, by adding value and not expecting reward for no effort

It's been a big year

And a credit to our customers, our staff and of course our Investors, we continue to deliver on our “renting made easy” promise to customers

- Record product sales to Renters
- Our new Apps are the highest rated real-estate Apps
- Record Renter Resume growth
- Last QTR our best ever (Revenue and EBITDA)
- Clear path forward, Tenancy period is our goal

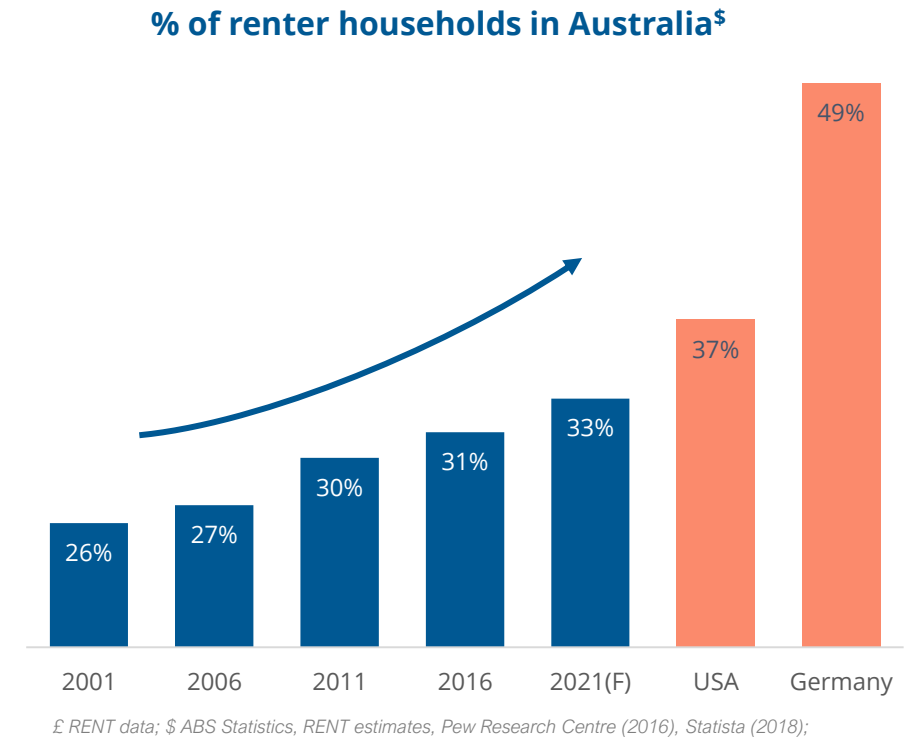


Small company with a large voice, we are material in the market

Renters are here to stay

Every day there are more people renting in Australia, and every day the average Renter is younger and wealthier

- The rise of the “logical renter” (*people choosing to rent*)
- Slowing economy, casualisation of the workforce
- Flexibility a large driver
- Rentvestors (*24% own/plan to have an Investment Property*)



Renting starting to become a mainstream attitude, for many it just makes sense

and increasingly dominated by Millennials

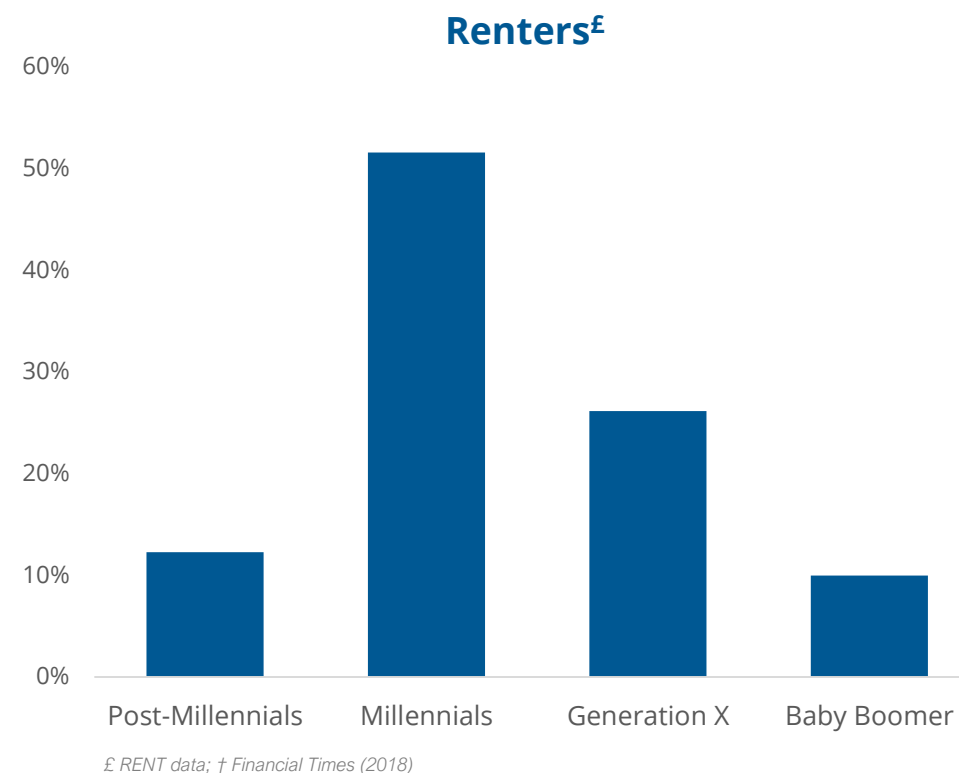
Already at 52% and increasing, Millennials (aged 22-37) are by far the largest segment of renters

- Millennials are the most urbanised generation ever†
- They are also the most educated and well travelled
- They want (expect) to move for work
- They value simplicity and consistency

NETFLIX



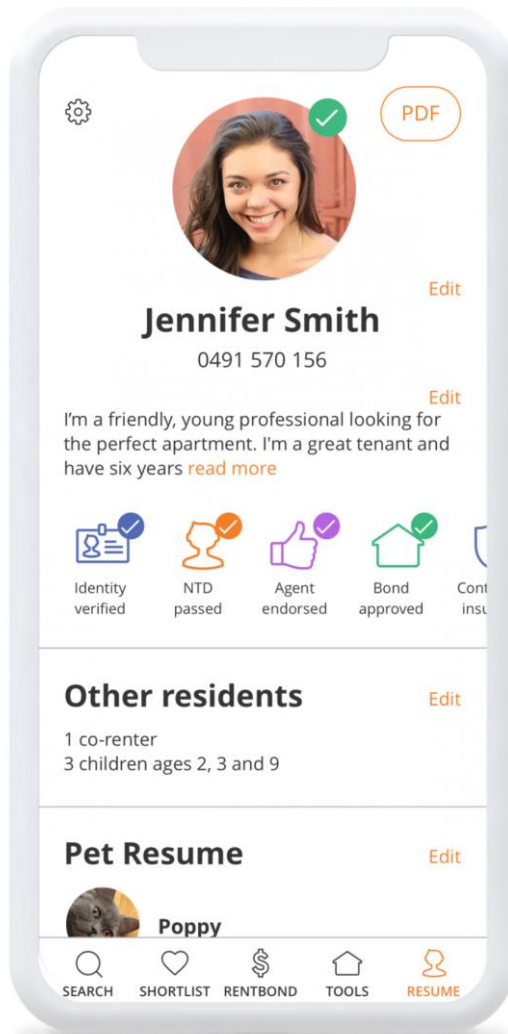
airbnb



The Change generation – not constrained by traditional products and services

So our products continue to evolve

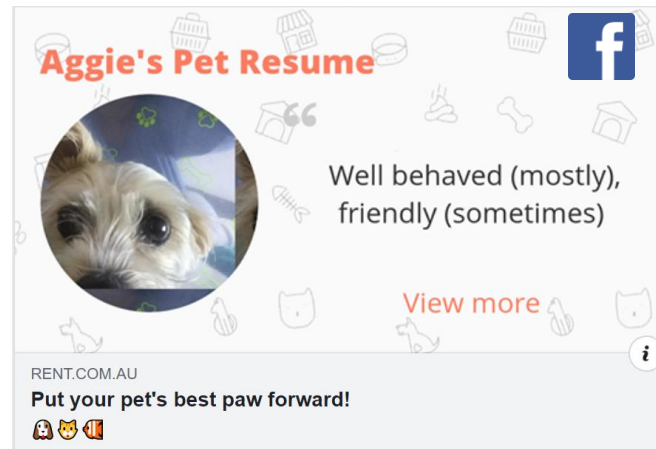
Renter Resume



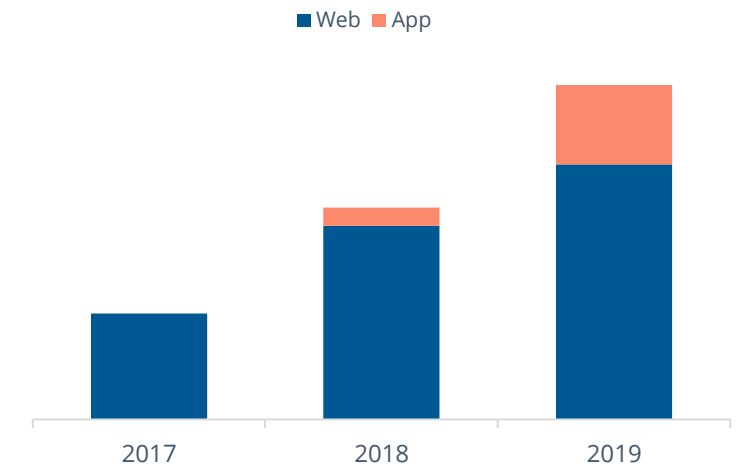
GROW

Strong growth continues, new features added for sharing on social media

- Migration to App (for resume creation) continues, after only one year we are seeing nearly 50% of resumes created on our App
- Renter Resume remains our key tool for introducing products to customers, half of all product sales are via the resume process

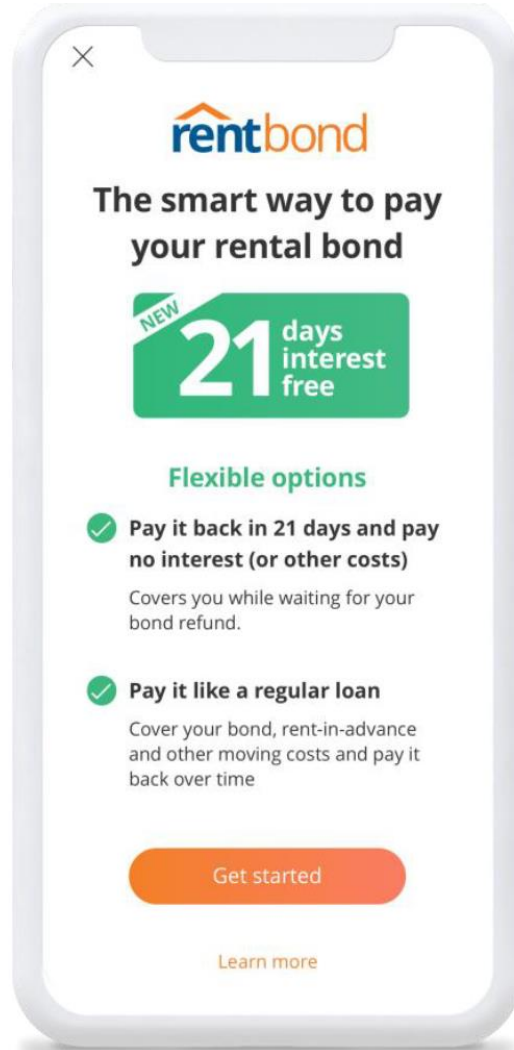


Cumulative Renter Resumes



So our products continue to evolve

RentBond

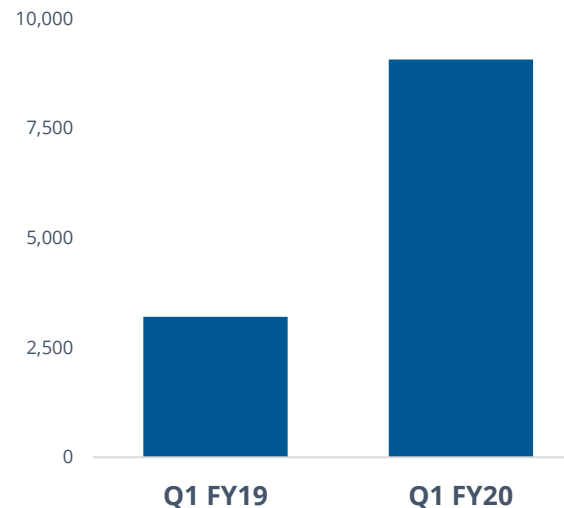


NEW

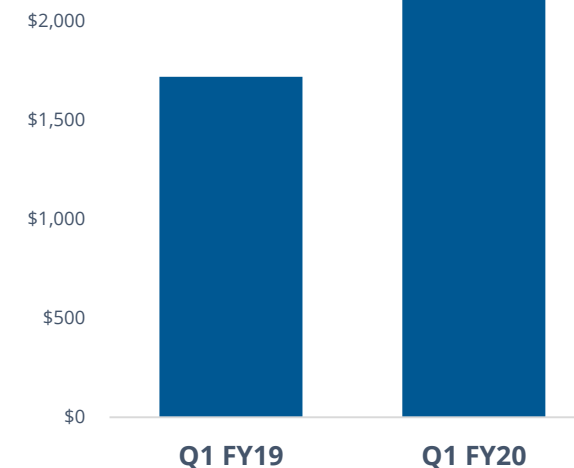
Major product upgrade, allows customers to "Move Now, Pay Later"

- Changing funders during FY19 allowing a broader range of moving costs and larger loan sizes to be financed
- New Move Now, Pay Later feature which allows repayment within 21 days at no cost, widens the appeal (now a true convenience product)

RentBond Applications




RentBond Average Loan Value





So our products continue to evolve


Endorsement


Request endorsements from your previous property managers showing that you:


 **Always paid on time**

 **Kept the place clean**

 **Maintained the gardens**


 **Easy to communicate with**

 **Always friendly & polite**

 **Received full bond back**

Would you like to be endorsed for this property?

142 Beach Road
Bondi, NSW 2026









Yes, get endorsements

NEW







Improves utility of the RentCheck product, increases value for Renters

- Allows a customer to request an endorsement from their previous / current real estate agent, positive reporting via their Renter Resume
- Included as an additional feature when you purchase a RentCheck

 **Jennifer Abby Smith**
jenniferandstevesmith@gmail.com
0491 570 156

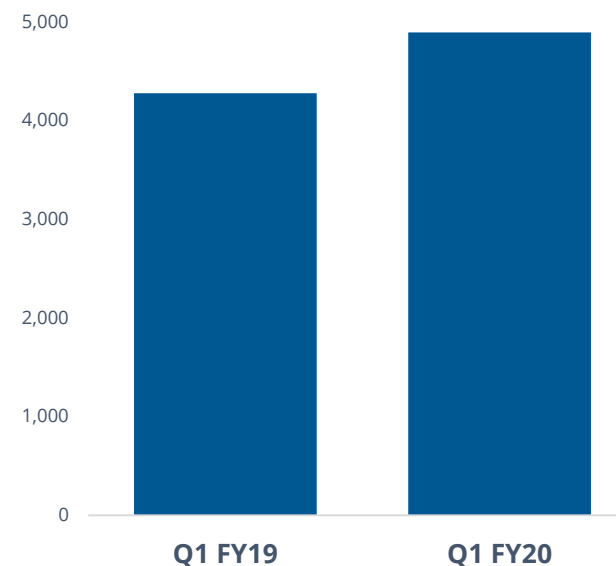
    

Moving in
5 people in total
Jennifer Smith
John Smith (co-renter)
3 children, ages 2, 3 and 9

Residential history
Endorsed for:
  
  

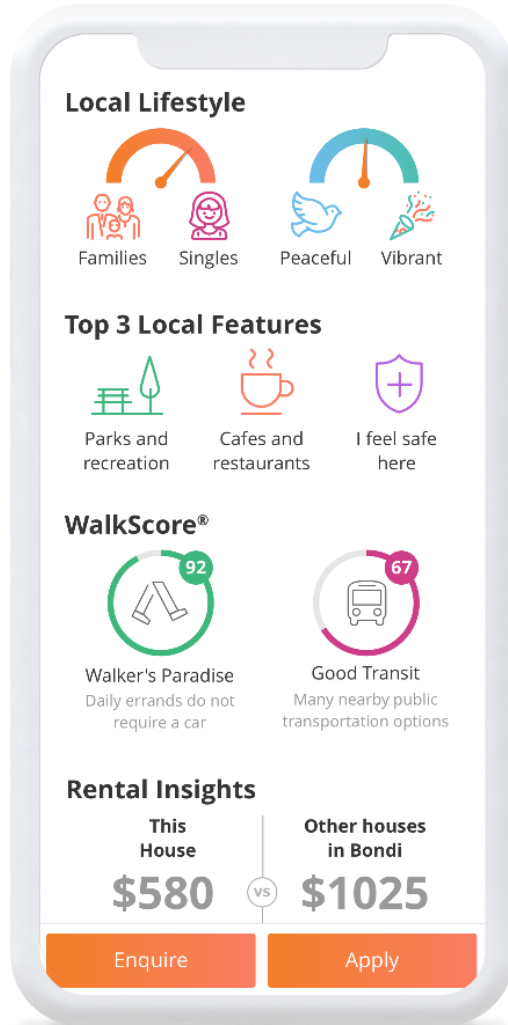
Employment status
Hairdresser
Full time
Annual income \$64000
Cuts and more
7 Ventnor Avenue
0491 570 159

RentCheck



So our products continue to evolve

Suburb Reviews

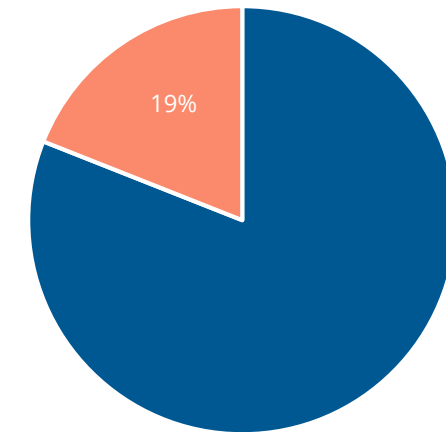


GROW

Continues to grow, in discussion with 3rd parties, looking at "off site" monetisation opportunities

- Australia's largest lifestyle database, covers over 95% of the country and the data is constantly being refreshed (real data by real customers)
- It is starting to have an impact on how people look for properties – growth in people searching for a lifestyle area rather than the traditional postcode

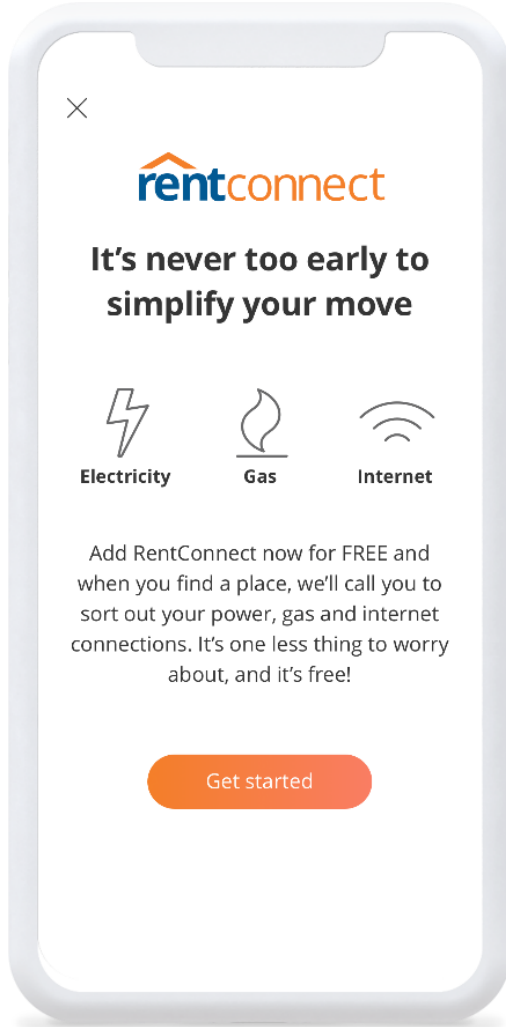
Suburbs: **8,000+**
Customer Reviews: **200,000+**
Category Reviews: **1,000,000+**



■ Postcode Search ■ Lifestyle Search

So our products continue to evolve

RentConnect

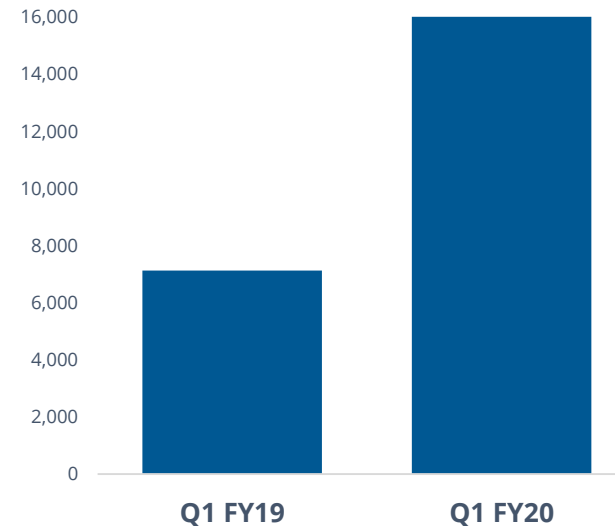


SOON

To launch ready for the new year rush, a new partner and a new way of doing things

- Significant change to our Utility connection products, allows us to capitalise on our strengths (engaging our customer at the start of their journey)
- Has the potential to disrupt the existing connection market, we will be returning value back to the consumer

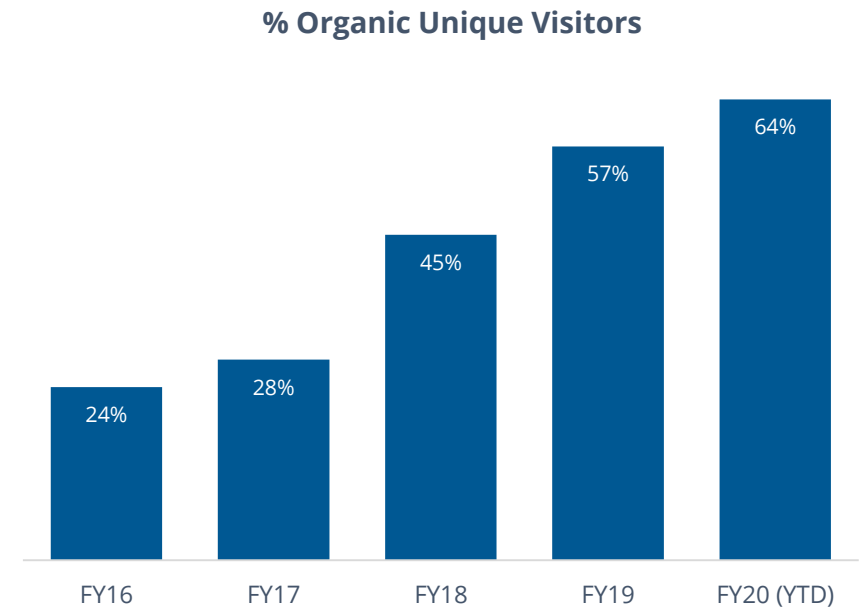
RentConnect Opt Ins



Renters are responding overwhelmingly

Growing numbers of new renters are engaging with our website and app, strong growth in all key customer metrics

- Strong Organic traffic growth, reduced marketing spend
- Our “Blog” rapidly becoming the #1 source for Renter Advice
- Strong “on site” metrics (bounce, dwell, pages per visit)
- Social Media and PR, room for improvement
- 65% new users per month reflects transactional audience



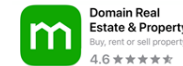
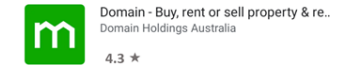
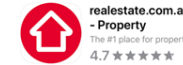
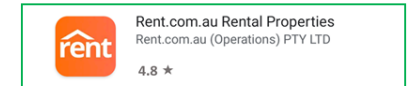
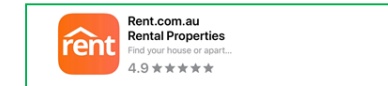
Strong traffic, our visitor numbers are x10 the number of properties rented each month













Renters are responding overwhelmingly



And our Apps, after only 12 months are a core part of our solution

- Broadens our customer appeal, modern interface
- Ranks strongly in both stores
- More Renter Resumes per User (than Web)
- Integrated platform allows inclusion of new services (RentPay)



 realestate.com.au Pty Ltd realestate.com.au - Property ★★★★★ (1,192)	4	 realestate.com.au realestate.com.au - Buy, Rent & Sell Property ★★★★★ (23,268)	1
 Fairfax Digital Australia & New Zealand Pty Limited Domain Real Estate & Property ★★★★★ (1,683)	8	 Domain Holdings Australia Domain - Buy, rent or sell property & real estate ★★★★★ (23,424)	2
 Rent.com.au Rent.com.au Rental Properties ★★★★★ (592)	27	 Rent.com.au (Operations) PTY LTD Rent.com.au Rental Properties ★★★★★ (2,175)	4
 Allhomes Pty Ltd Allhomes Real Estate ★★★★★ (30)	146	 Domain Holdings Australia Allhomes Real Estate & Property ★★★★★ (942)	18
 onthehouse.com.au Onthehouse.com.au Property Values ★★★★★ (665)	109	 onthehouse.com.au Property Value Search ★★★★★ (698)	n/a
 realestateview.com.au Ltd realestateview.com.au ★★★★★ (423)	164	 realestateVIEW.com.au realestateview.com.au - Buy & Rent Property ★★★★★ (220)	n/a

22nd November 2019 (Apple/AU/Lifestyle)

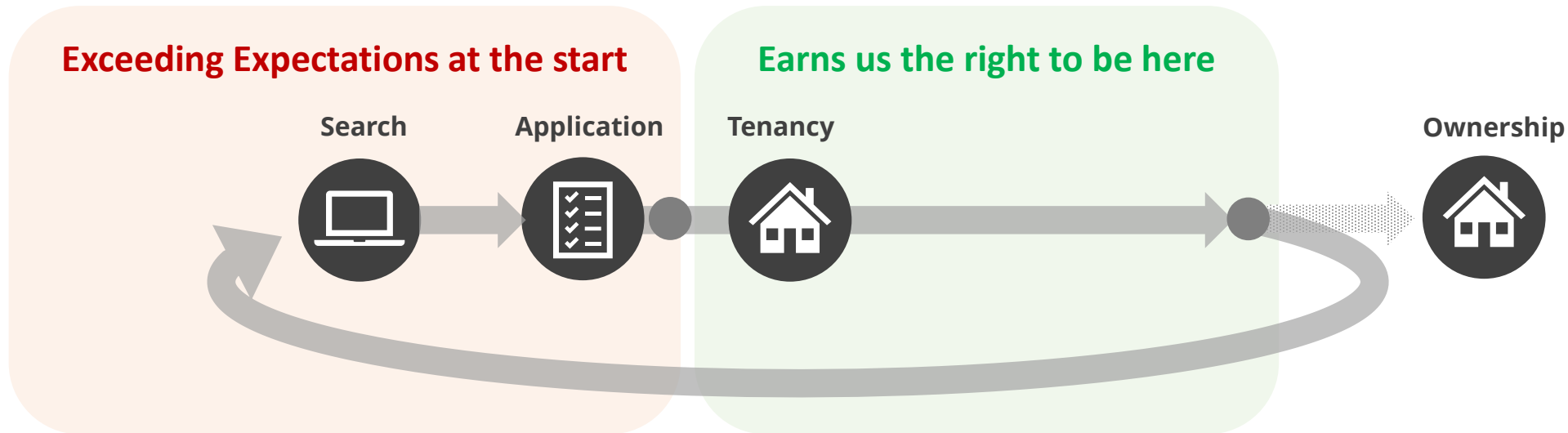
22nd November 2019 (Google/AU/House & Home)

We are the #1 rated real-estate App in both the Apple and Google stores

Giving rent.com.au a stronger voice for change

We are “proudly” different, by focusing on value to our customer we:

- Build our awareness/support = builds our influence, facilitates greater change
- Build a relationship = we support our customer into Tenancy



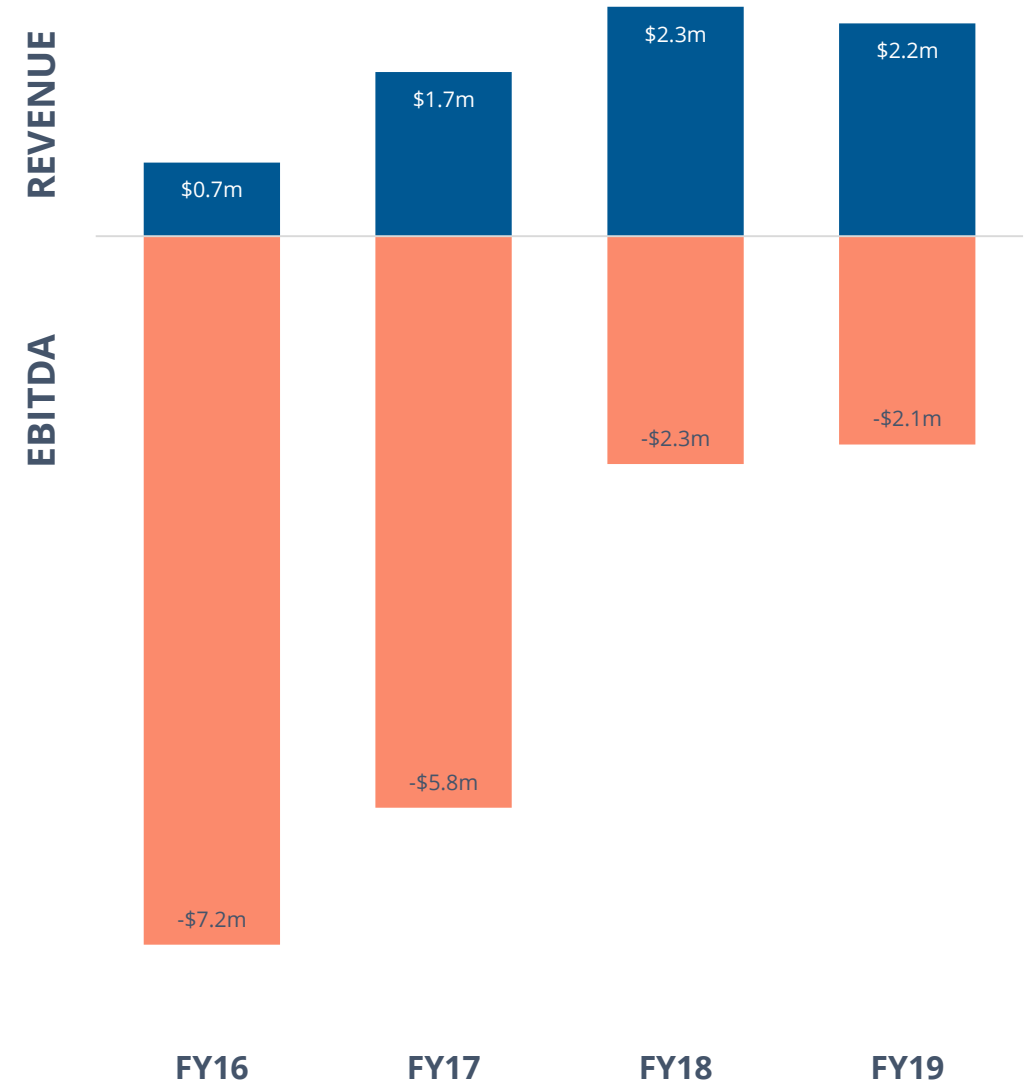
Its about creating a self-reinforcing ecosystem, staying with our customers on their journey



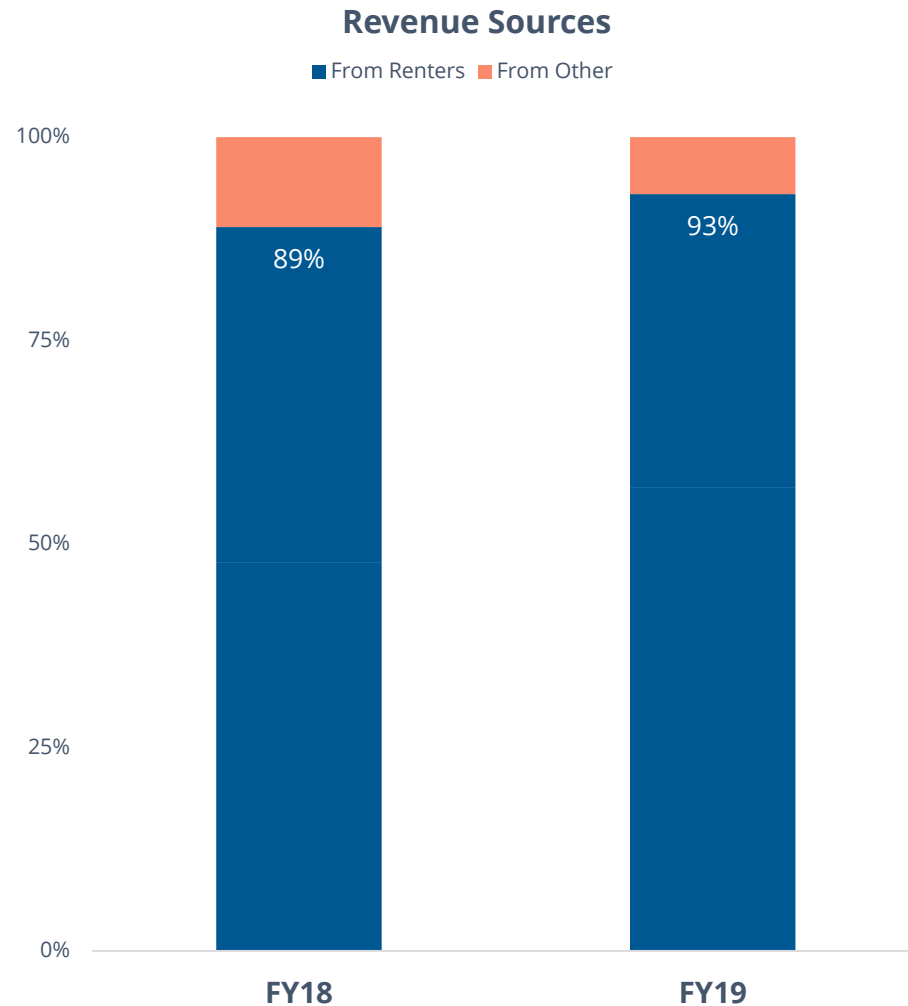
FY19 Financial Performance

	FY19	FY18	
	\$'000	\$'000	Change
Revenue	2,164	2,335	-7%
Gross Margin	847	777	+9%
<i>Gross Margin %</i>	39%	33%	
Operating Costs	(2,969)	(3,100)	-4%
EBITDA	(2,122)	(2,323)	+10%

- Laser focus on profitability drove improvement at both a Gross Margin and at an EBITDA level, despite FY19 drop in Advertising Sales revenue.



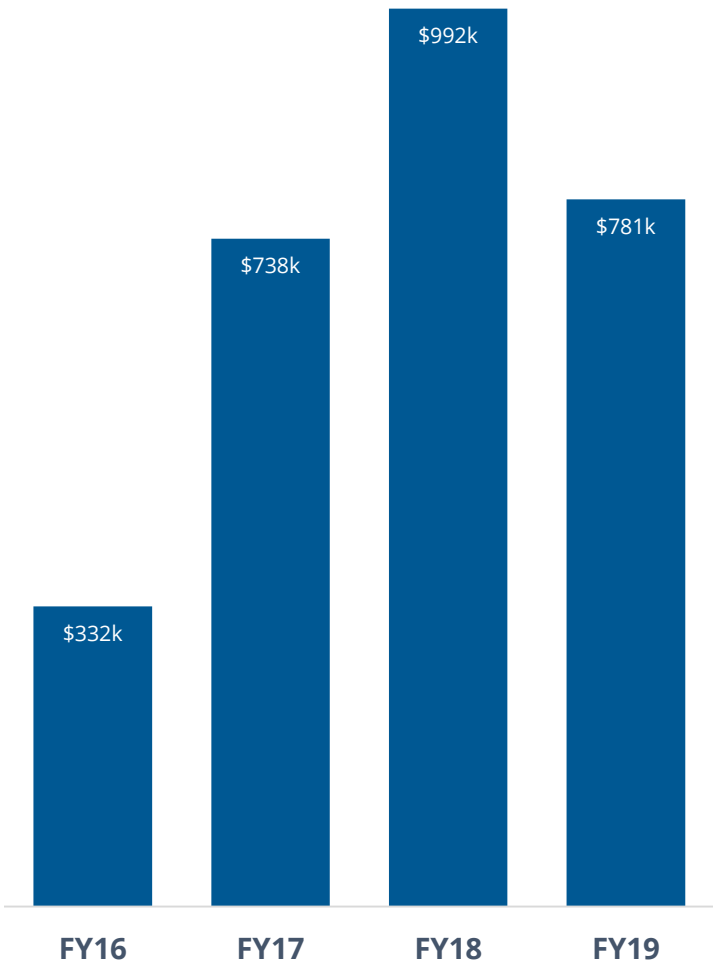
Diversifying Revenue



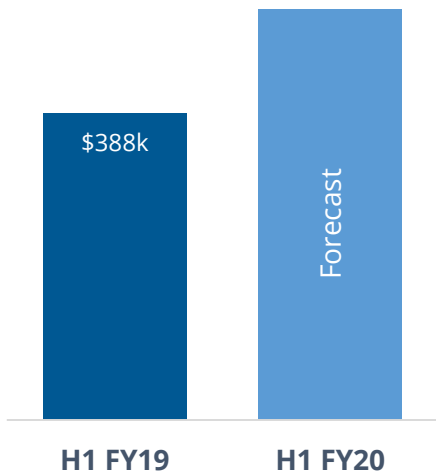
- Following refocus in FY17, RENT has been steadily diversifying revenue away from relying on Agents
- Sales of Products to Renters and sales from Advertising to Renters has now grown to 93% of revenue
- Leveraging our “renter army” to build financial performance

Advertising Sales Revenue

Advertising Sales Revenue

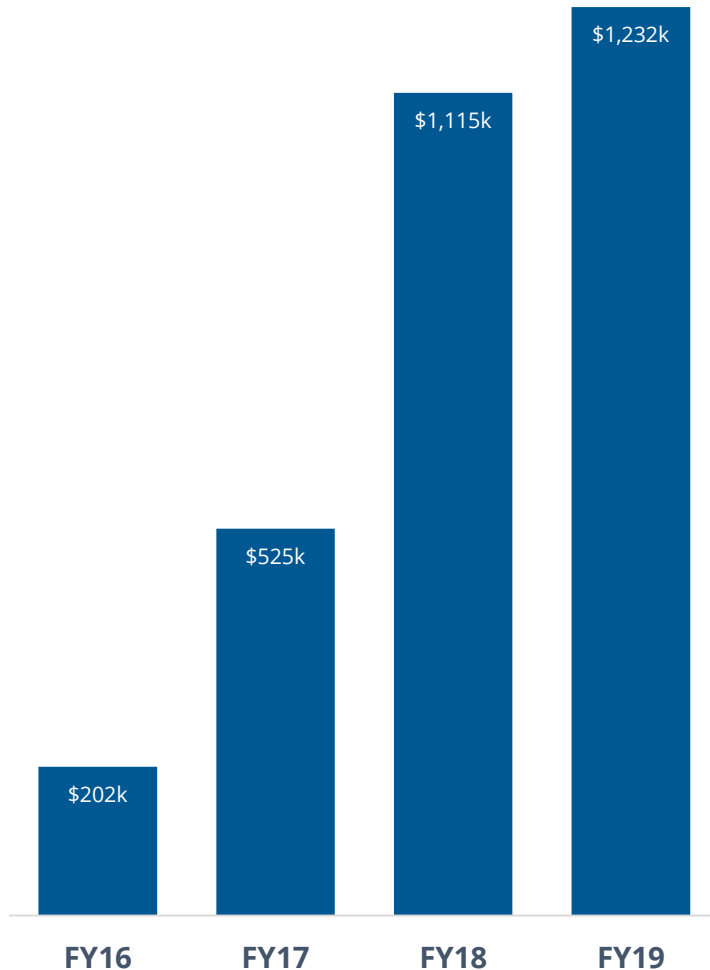


- FY19 advertising drop not restricted to RNT:
 - “Australia is in an advertising recession”
Morgan Stanley August 2019
 - “National ad spend records lowest figures in a decade”
AdNews April 2019
- Turn around taking shape, Oct19 best result in 18 months

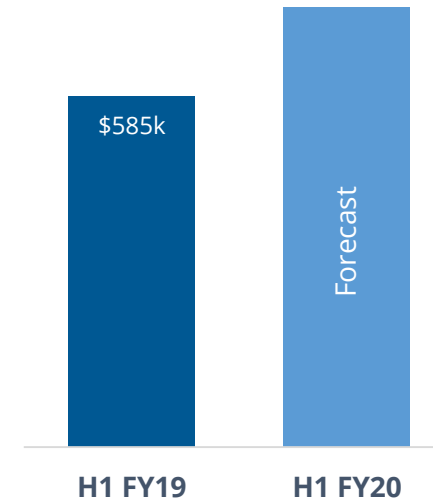


Renter Products Revenue

Renter Product Revenue



- Good start to FY20, projecting ~10% growth over 1H FY19

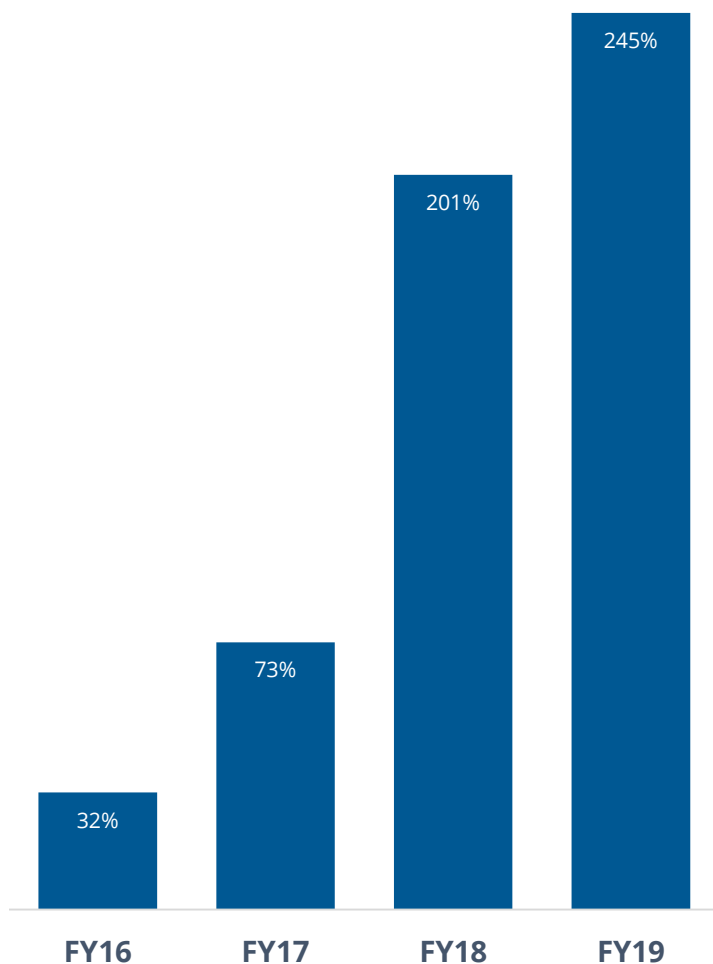


- Revenue increased and profit margins also improved:
 - New Equifax agreement for RentCheck components
 - Fair Go Finance agreement improves commissions without RNT taking additional credit or interest risks
 - RentConnect being overhauled – focus on exclusive utility/internet partnerships and best product/deal for renters

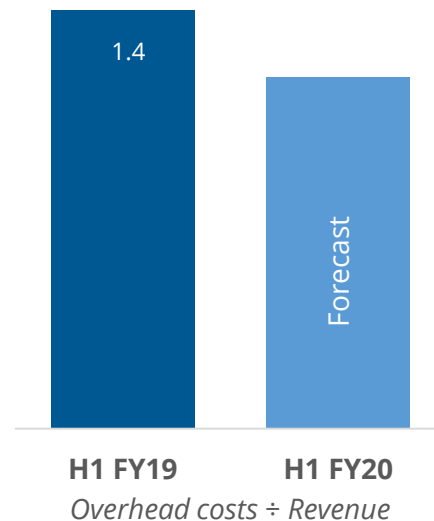
Operating Efficiency

Marketing Effectiveness

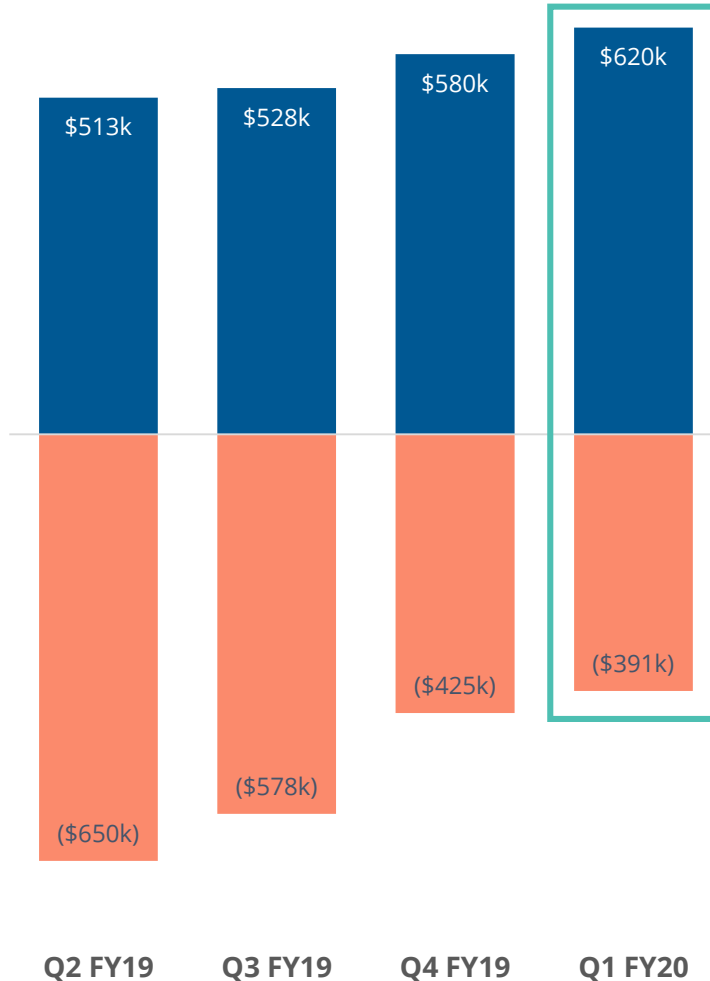
(Revenue/Marketing Cost)



- Insourced search engine marketing after four successful years with Accordant will deliver further savings.
- Continued investment in search engine optimisation and non-listings content, social media etc.
- Overhead cost base remains lean and scalable, although still allows for investment in new products such as RentPay.



Quarterly Results

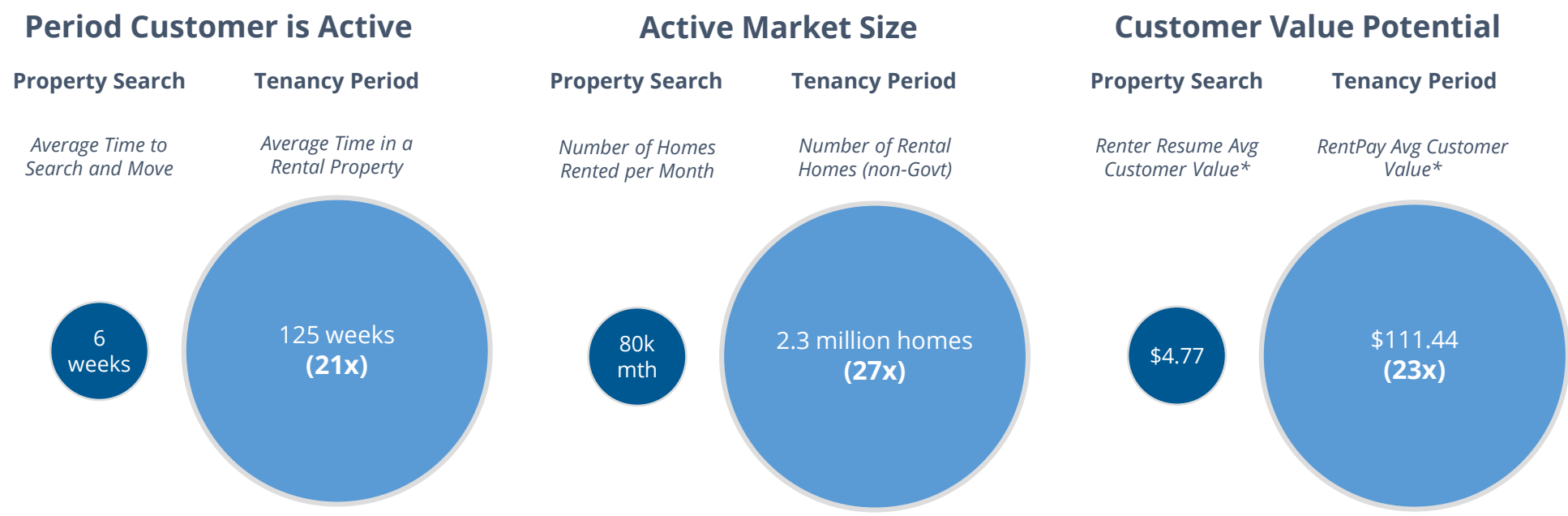


- Q1 FY20 was the best quarterly EBITDA
- Sept 2019 was the best monthly result ever
- Dec quarter usually slower but on track for:
 - H1 YoY revenue growth of 10% - 20%
 - H1 YoY EBITDA improvement of 20% - 30%



The tenancy period, a significantly greater opportunity

And is a logical extension of our customer relationship



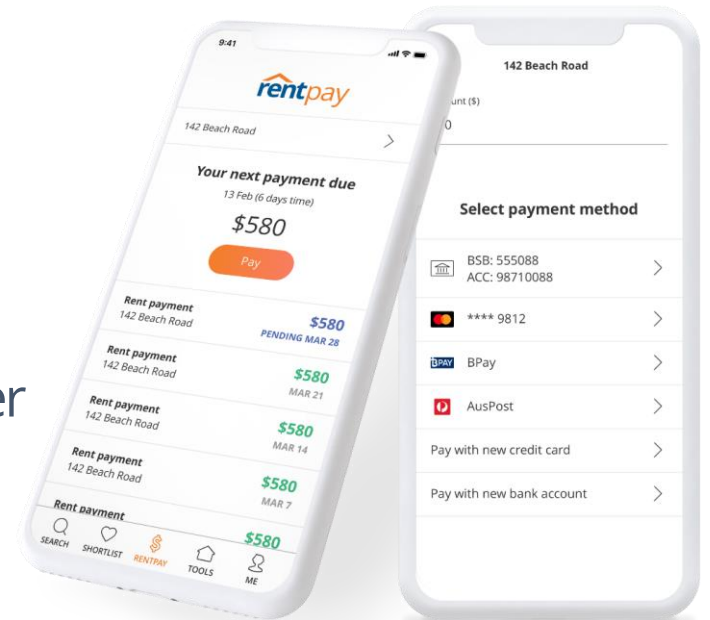
All statistics quoted are from RENT research, calculated using both internal and external/third party data. * Customer value calculated as: RR = monthly Renter Products Revenue / Renter Resume created, RentPay = RentPay revenue / RentPay customers x average tenancy duration

The opportunity is massive – x20 on size, x20 on value and a x20 on engagement window

RentPay is the foundation

Payments are a logical platform for RNT to transition with our customer into the Tenancy period

- Our prior acquisition has given us experience/capability
- Rental payments are something that every renter needs/uses
- Finding a new rental presents a key opportunity to onboard a customer
- Must be unique/different and offer true value back to the renter

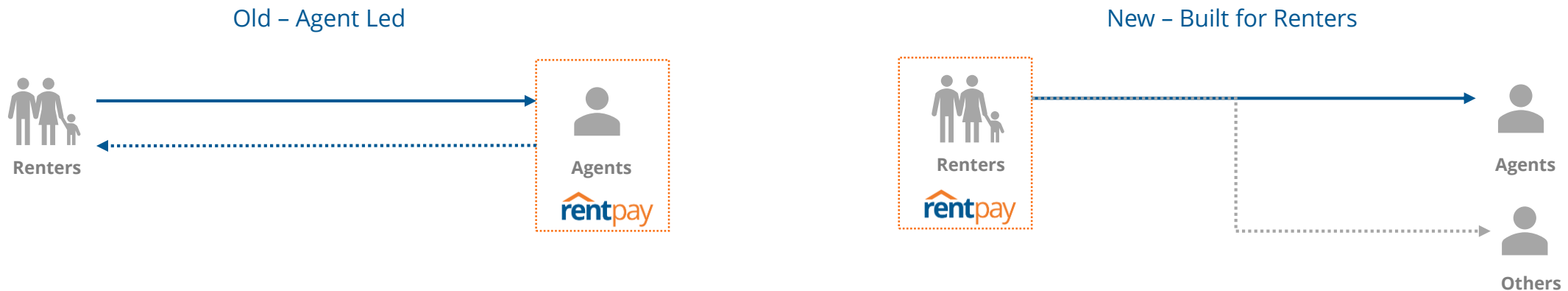


A modern payments solution is the key - high relevance, high engagement, annuity revenue

but will morph in key areas

Consumer Led – traditional products require an Agent to be subscribed to the solution, then renters are coerced into using the product

- RentPay will become Consumer led, Renters will want to use the service
- RentPay will operate “invisibly”, any Renter can use the product to pay any Agent (market portability)
- First in market for a true consumer facing solution, built for the Renter



but will morph in key areas

Financial Flexibility – We will break the link (in time and \$) between what a Renter pays, and an Agent receives

- RentPay will move from being only transactional, we will collect, hold and pay, supports new services
- Complete financial flexibility for the Renter but on-time guarantees to the Agent
- Puts Renters in control of their finances

Old – Transaction pass through



New – Collect/Hold/Pay



To deliver significant disruption and growth

This has the potential to change how Renting works, increased financial flexibility and control for the renter

- Multiple Revenue Opportunities (Saving, Finance, Banking)
- Renting as a Service (RaaS), bundling of utilities
- Enables Property Management portal (+ new Revenue opportunities for Agents and Landlords)
- Potential for Partner Integration/Extension
- Allows repositioning of core products (right time, right place)

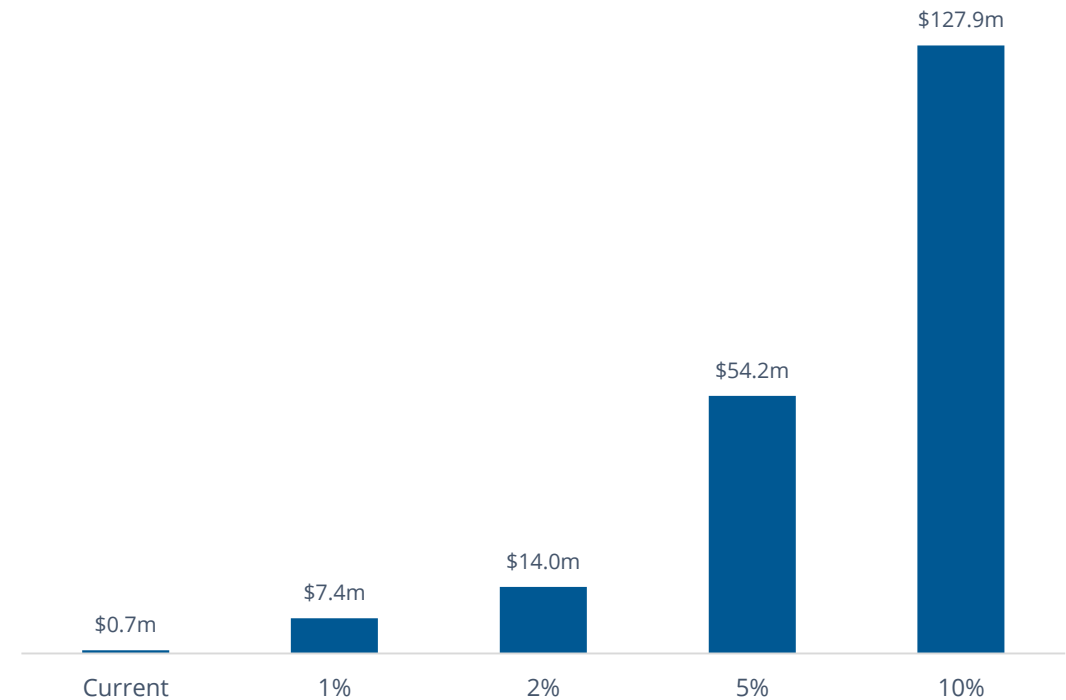
Our customers are telling us the features and functions they need

Tenancy is the logical extension of our effort to date

Development work is under way and we have a shortlist of potential payment partners

- Launch H2 FY20
- App-based for Renters
- Significant Growth Opportunity
- Some interest from external investors

Potential RentPay Market Cap at different
Market Penetration Rates (% Renters)



This has the potential to drastically change - the market and our business



- Delivering the best search experience, features and information available for renters anywhere in the market – **#1 ranked AU real estate app**
- Strong growth in customer engagement metrics (new Renter Resumes, organic traffic, advice pageviews etc), growing our Renter army.
- Our performance to date will give us the ability to extend our customer relationship into the tenancy period, unlocking additional growth potential
- Remain focused on revenue growth and profitability BUT maintain investment in the development of new opportunities (remain open to accretive partnerships)

Thanks

Contact:
investors@rent.com.au
www.investors.rent.com.au

