

RENT.COM.AU QUARTERLY ACTIVITIES REPORT FOR Q2 FY18

Rent.com.au Limited (ASX: **RNT**) ("**RENT**" or "**the Company**"), Australia's Number 1 website dedicated to rental property, presents its quarterly activities report for the three months ending 31st December 2017.

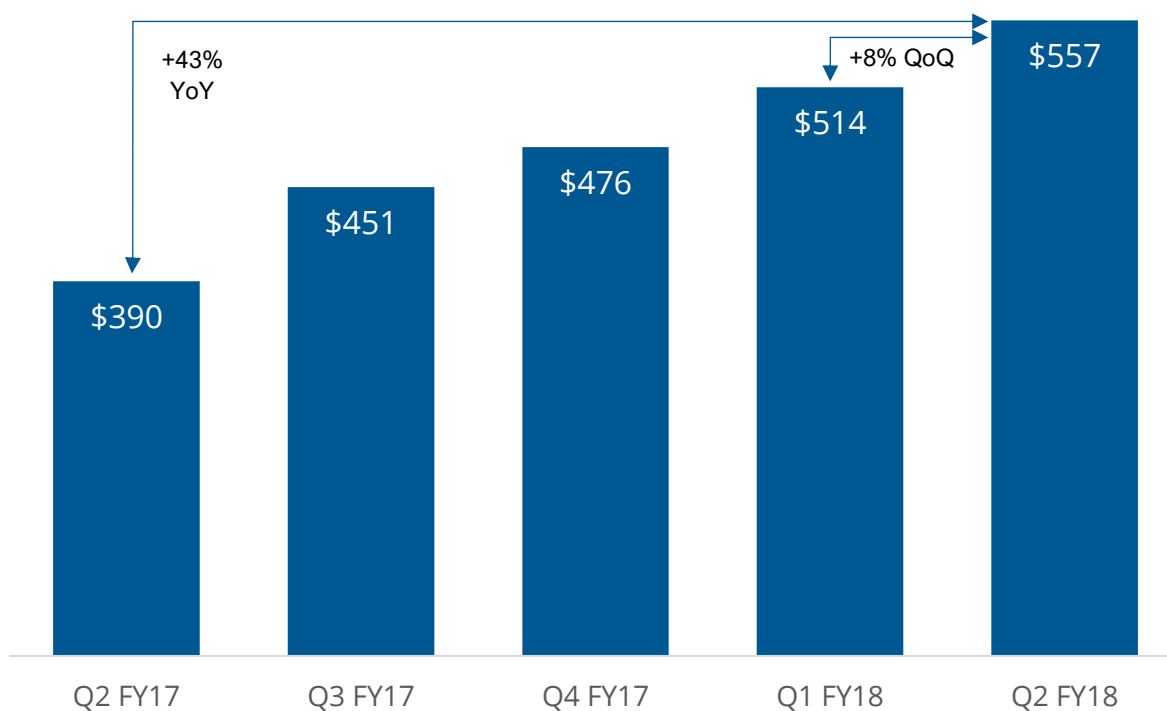
Key Highlights:

- › Total revenue of \$557k, grew a further 8% over previous quarter (+43% over Q2 FY17)
- › EBITDA loss reduced to just \$537k, 30% improvement on prior quarter (+58% over Q2 FY17)
- › Revenue growth driven by Renter Products revenue (+11% increase in ARPU)
- › Costs reduced by 14% as prior quarter initiatives take effect
- › Cash balance at 31 December of \$1.4m

Quarterly result continues improved trend

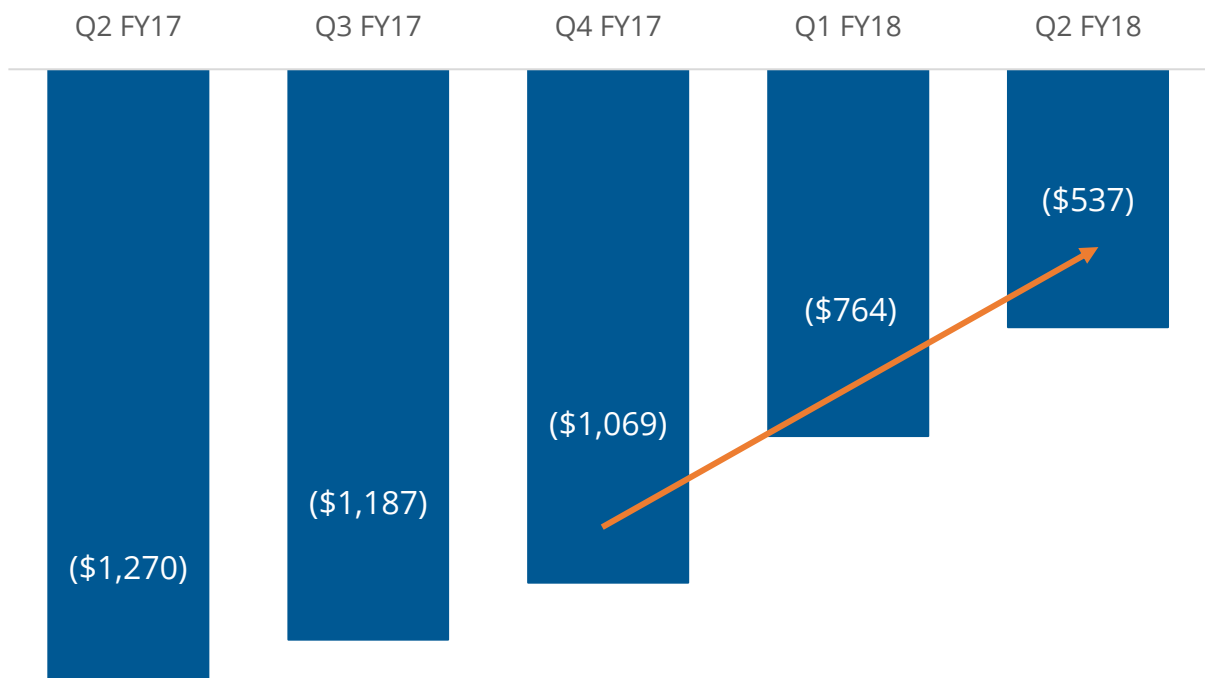
"I am delighted that we've maintained our track record of delivering revenue growth in what is usually a quiet quarter for the industry," said RENT Chief Executive Officer, Mr Greg Bader. "This makes ten straight quarters of revenue growth and the latest result has again been driven by an increase in Renter Products revenue which grew 16% compared to the previous quarter."

Quarterly Revenues (\$'000s)



"In addition to revenue growth, the cost measures we put in place at the end of the last quarter have borne fruit and continue to deliver value, helping RENT to record another exceptional improvement in our EBITDA with a one-third reduction in our operating loss. This comes off the back of a similar improvement last quarter and bodes well for our break-even goal."

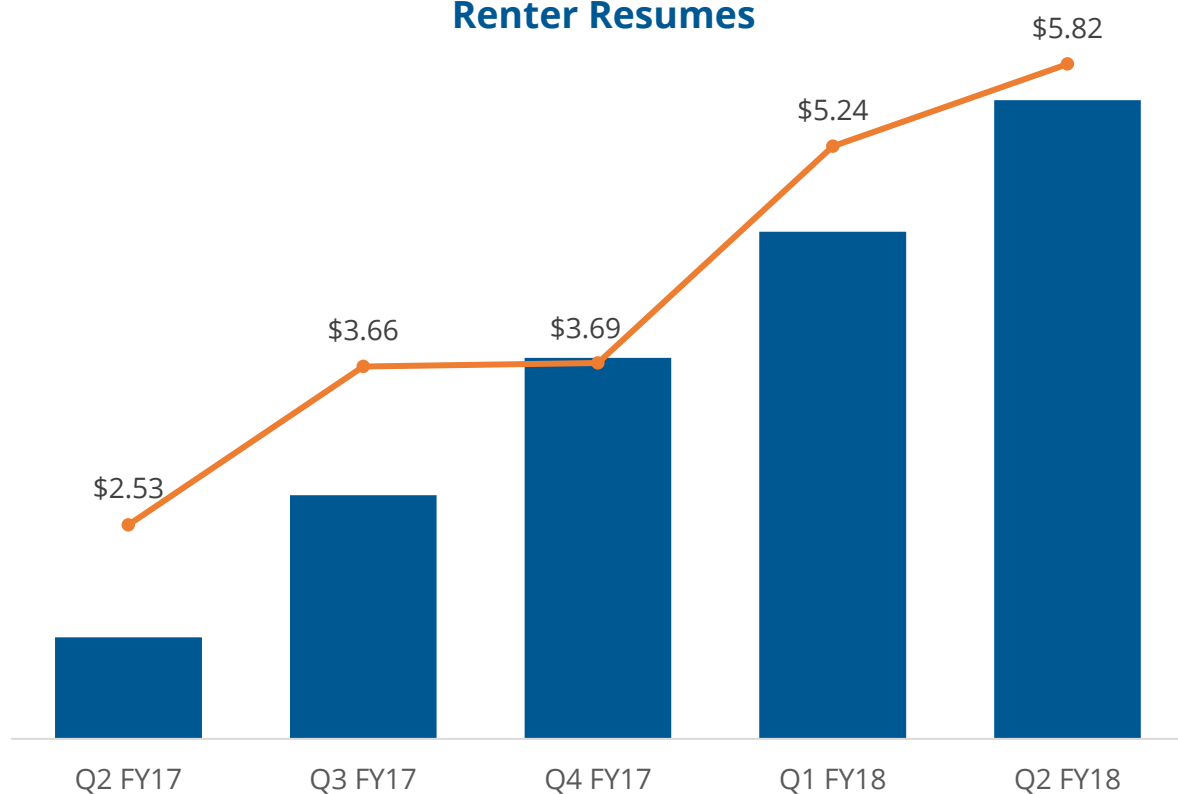
Underlying EBITDA (Quarterly - \$'000s)



Strong revenue growth driven by "Renter Army"

"We're here to make a difference in the real estate industry and central to achieving that is to help renters find and move into the home that they want," continued Mr Bader. "We've previously said that we'll measure ourselves on both the rate at which we grow our customer (renter) base and also the rate at which the customers use our products. A simple metric for us to check how we're doing is to look at the average revenue we earn per Renter Resume created (ARPU)."

Renter Resumes



"We did see some slow-down in daily Renter Resume creation and associated take up of products in the lead up to Christmas but during the early weeks of January we've seen our previous records broken again and again as renters start their search for a new home at the beginning of the new year."

"Pleasingly, as we've enhanced our existing products (RentCheck, RentBond and RentConnect), we've seen the adoption rate of products, and thus the revenue earned per Resume, increase steadily which is the main driver behind our overall revenue growth. We are currently working with partners to launch additional game changing renting products, but we also realise that we have hardly scratched the surface with regards to what products and services are needed by our customers and that is the truly exciting part," explained Mr Bader.

"We're well advanced with this ongoing strategy and the ongoing delivery of additional Renter Products is key to achieving break-even and essential towards us delivering on our overall goal of building a large and valuable online business."

Outlook

As at 31 December 2017, RENT had cash on hand of approximately \$1.4m which, at projected cash burn rates is sufficient funding through to beyond 30 June 2018.

"We continue to deliver significantly improved results each and every quarter and remain confident of being able to meet our target of breaking even by 30 June 2018. We are not saying it will be easy and we need to be mindful to balance short-term objectives with long term growth opportunities.

"We are fortunate in that our Board and significant shareholders are supportive of our strategy and we are confident of further funding to accelerate our growth if we need it," concluded Mr Bader.

	Jul-17	Jan-18	
Current Top 30 (excl. Board/Staff)	40.4%	45.7%	↑
Board & Staff	12.8%	15.0%	↑
Top 30 plus Board & Staff	53.2%	60.6%	↑

ENDS

About rent.com.au

rent.com.au (ASX: RNT) is Australia's #1 website dedicated to rental property. Our rental only positioning allows RNT to legitimately advocate for renting and renters.

Our Rules



Renters in Suits

Our renters will always be presented in such a fashion as to maximise their chances of getting the home they want



Properties on Pedestals

We present our properties with additional and relevant information



Flick the Forms

Let's automate where we can. We can't remove the need for you to eyeball the property before signing (yet!), but we can remove most of the paperwork

Our Products



An easy way for a renter to verify their ID and check for any reported breaches in their tenancy history, giving them an edge on their application.

[Learn More](#)



A convenience product that helps renters bridge the gap from one rental to another by financing their bond online.

[Learn More](#)



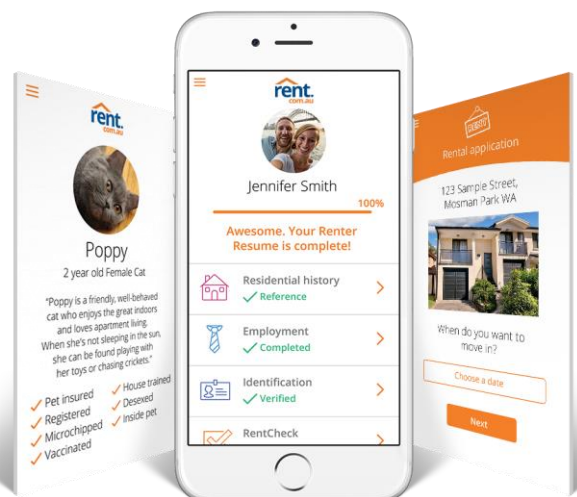
A simple and free utility connection service to make moving hassle free – ensuring the lights are on and the water is hot when a renter moves in to their new place.

[Learn More](#)

Renter (and Pet) Resume

Streamline your rental search with Renter Resume. Create it once and use it to apply for as many properties as you like.

[Learn More](#)



Appendix 4C

Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

Name of entity

RENT.COM.AU LIMITED

ABN

25 062 063 692

Quarter ended ("current quarter")

31 DECEMBER 2017

Consolidated statement of cash flows	Current quarter	Year to date
	\$A'000	(6 months)
		\$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	553	1,046
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(191)	(396)
(c) advertising and marketing	(354)	(825)
(d) leased assets	(45)	(100)
(e) staff costs	(624)	(1,361)
(f) administration and corporate costs	(113)	(250)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	4	9
1.5 Interest and other costs of finance paid	(1)	(2)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	362	362
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	(409)	(1,517)
2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(4)	(12)
(b) businesses (see item 10)	-	-
(c) investments	-	-

Consolidated statement of cash flows	Current quarter	Year to date
	\$A'000	(6 months)
		\$A'000
(d) intellectual property	-	-
(e) other non-current assets	(169)	(330)
2.2 Proceeds from disposal of:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.3 Cash flows from loans to other entities	-	-
2.4 Dividends received (see note 3)	-	-
2.5 Other (Disposal of Assets)	-	-
2.6 Net cash from / (used in) investing activities	(173)	(342)

3. Cash flows from financing activities		
3.1 Proceeds from issues of shares	-	-
3.2 Proceeds from issue of convertible notes	-	-
3.3 Proceeds from exercise of share options	-	-
3.4 Transaction costs related to issues of shares, convertible notes or options	-	-
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	(12)	(24)
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other (provide details if material)	1	-
3.10 Net cash from / (used in) financing activities	(11)	(24)

4. Net increase / (decrease) in cash and cash equivalents for the period		
4.1 Cash and cash equivalents at beginning of quarter/year to date	1,964	3,254
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(409)	(1,517)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(173)	(342)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	(11)	(24)

Consolidated statement of cash flows		Current quarter	Year to date (6 months)
		\$A'000	\$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of quarter	1,371	1,371

5. Reconciliation of cash and cash equivalents	Current quarter	Previous quarter	
at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	\$A'000	\$A'000	
5.1	Bank balances	1,116	1,710
5.2	Call deposits	255	254
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	1,371	1,964

6. Payments to directors of the entity and their associates

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3

Current quarter
\$A'000
44
-

- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

The amount includes director fees paid to each of the directors, and also office rental outgoings paid to an entity related to Dr. Garry Garside.

7. Payments to related entities of the entity and their associates

- 7.1 Aggregate amount of payments to these parties included in item 1.2
- 7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3

Current quarter
\$A'000
-
-

- 7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

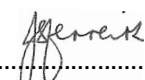
8. Financing facilities available <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

9. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	-
9.2 Product manufacturing and operating costs	(123)
9.3 Advertising and marketing	(270)
9.4 Leased assets	(32)
9.5 Staff costs	(550)
9.6 Administration and corporate costs	(91)
9.7 Other (provide details if material)	-
9.8 Total estimated cash outflows	(1,066)

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1 Name of entity	-	-
10.2 Place of incorporation or registration	-	-
10.3 Consideration for acquisition or disposal	-	-
10.4 Total net assets	-	-
10.5 Nature of business	-	-

Compliance statement

- This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- This statement gives a true and fair view of the matters disclosed.

Sign here: 

Company Secretary

Date: 25 January 2018

Print name: Jan Ferreira

Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.

Further Disclosure Required by ASX in respect of Performance Shares

The Company confirms the following in respect of Performance Shares on issue as of the date of this notice:

Class	Date Granted	Expiry Date	Number
B	17 June 2015	14 days after the release of the audited financial reports for period ended 31 December 2018	8,160,771
C	17 June 2015	14 days after the release of the audited financial reports for period ended 31 December 2019	8,160,771

The vesting conditions of the two classes of performance shares on issue are outlined below:

- Class B – each Performance Share will convert into 1 ordinary share on achievement of greater than \$10,000,000 in revenue by the Group in any 12 month period on or before 31 December 2018.
- Class C – each Performance Share will convert into 1 ordinary share on achievement of greater than \$3,000,000 EBITDA by the Group in any 12 month period on or before 31 December 2019.

No Performance Shares were converted or cancelled during the period and no milestones were met during the period.