

ASX Announcement

15th August 2019



RENTER RESUMES NOW EXCEED 600,000

Rent.com.au Limited (ASX: **RNT**) ("**RENT**" or "**the Company**"), Australia's Number 1 website dedicated to rental property, is pleased to announce that more than 600,000 people have now created a Renter Resume, one of Australia's most comprehensive renter profile applications.

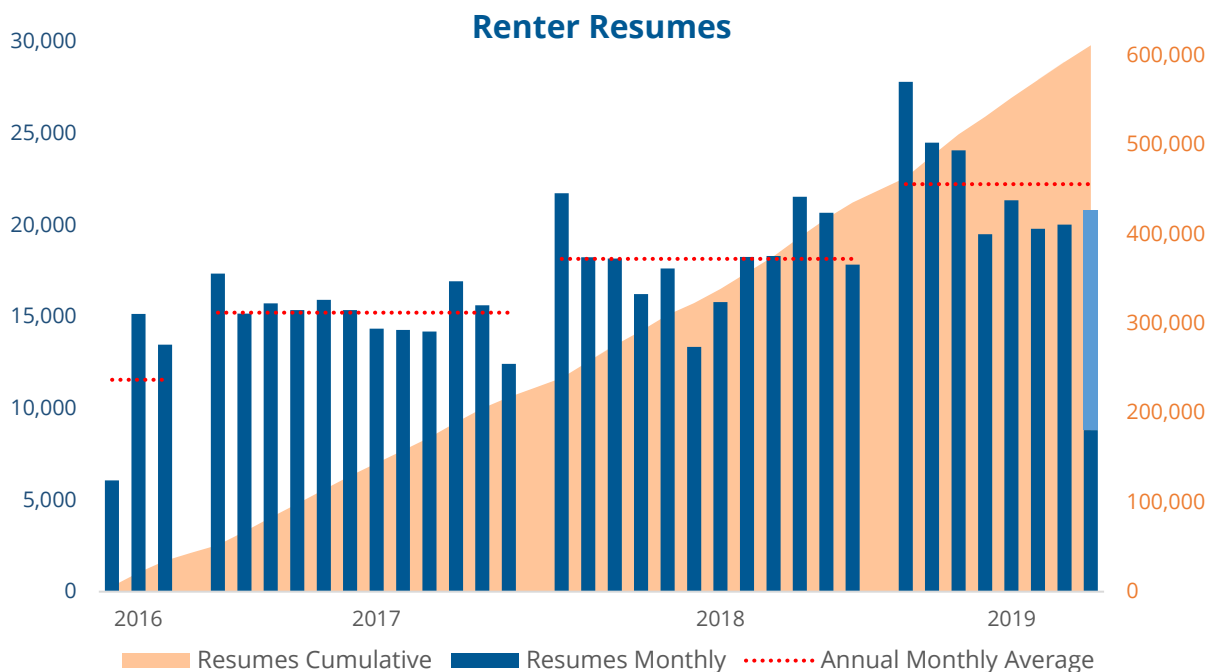
Key Points:

- › More than 600,000 Renter Resumes created since launch
- › More Renters using RENT to Enquire and Apply than ever
- › Launch of new Sharing features as we approach 150,000 Pet Resumes
- › Renter Resume key to adoption of other RENT revenue generating products
- › RENT App highest rated Australian real estate app

Renter Resume Growth Accelerates

RENT Chief Executive Officer, Mr Greg Bader said, "Renter Resume continues to be our key product for renters. Not only does it offer great utility in terms of entering data once and then being able to apply/enquire on multiple properties, but it allows our customers to explain who they are and what they are looking for. This adds a real human element to what can be a daunting process".

Renter Resume growth is strong, with continued year-on-year increases and, whilst the peaks are certainly at the beginning of the calendar year, the last quarter has been fantastic (+30% improvement on the same quarter last year). Likewise, revenue from Renter Products in Q4 FY19 grew 22% over the same quarter last year.



"The Renter Resume process is constantly being optimised to provide our customers with the best possible process. New features are in the pipeline and we expect these to have a positive impact on further Renter Resume growth", continued Mr Bader.

Applications and Enquiries

At its heart, the Renter Resume is an optional tool designed to allow customers to easily make enquiries and applications for properties.

Not every person who creates a Renter Resume will use it to digitally enquire on a property (they may print it out and take it along to a home open, for example). Similarly, not every property enquiry is done via a Renter Resume (e.g. people can call or email the agent directly), but as expected, there is a tight correlation to Renter Resume creation and property interest.

There are approximately 75,000 to 80,000 properties rented in Australia each month. When we consider the number of enquiries and applications made via RENT, our volumes are certainly impressive and represent a material percentage of the market and growing, with 2019 showing a 25% improvement over last year.

Monthly Property Enquiries/Applications



RENT App Continues to Impress

“Our Apple and Android apps continue to exceed our expectations. They account for about 50% of all new Renter Resumes and average around 500 downloads per day. In fact, total downloads are fast approaching 200,000.

“We love that people are using it and we are genuinely appreciative of the feedback our customers are giving us. That feedback guides us in developing improvements and new features”, said Mr Bader.

“As we recently reported, our App is now the highest rated real-estate app in the country in both the Apple and the Android stores and we are pretty happy with that”, he continued.

“It is essential we continue to be guided by renters in terms of developing new products and features. They are simply too large a market to ignore. Almost a third of Australians rent, and they are vastly under-served in terms of tools and products to make the whole renting process easier”.



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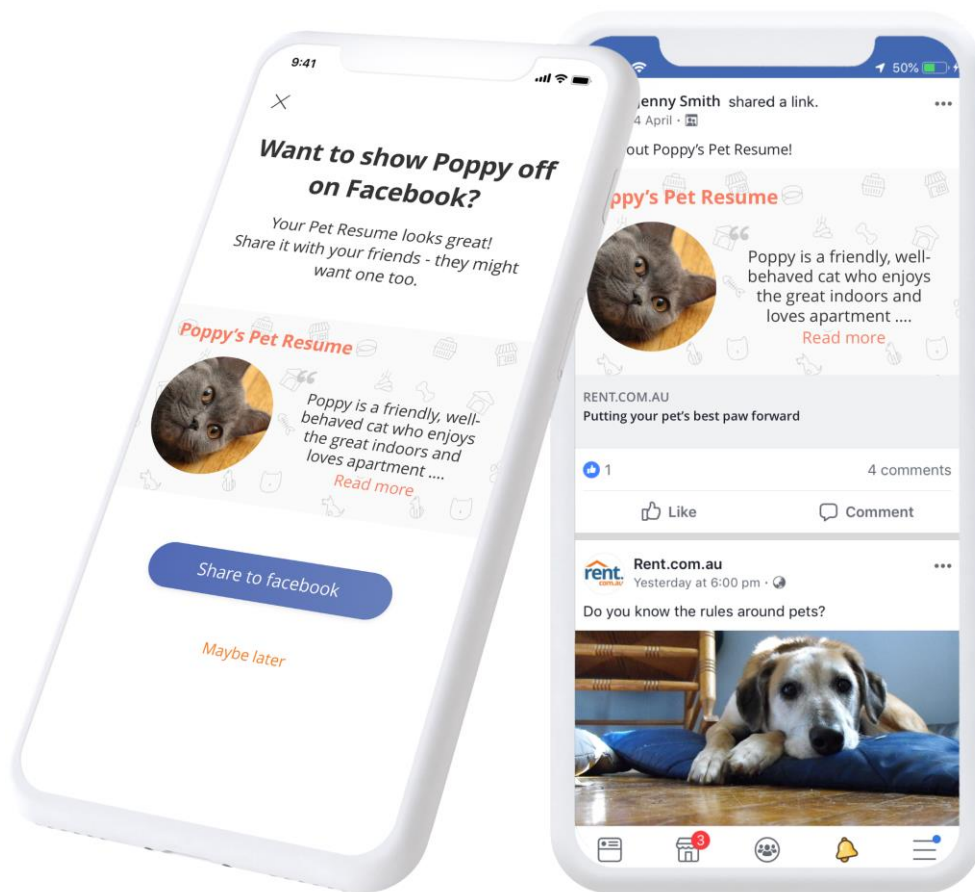
4.6 ★★★★★

New Pet Resume Features

“Pet Resume has always been our fun product with a serious side. We know that only about 10% of properties nationally are advertised as “pet friendly” and around 50% of all properties explicitly state no furry friends are allowed.

This results in a substantial skew of pet ownership towards homeowners having pets, and means renters are half as likely to own a pet.

“Pet Resume is designed to help with the remaining 40% of properties where pets are still an option. In this instance, the landlord/agent has not specified whether pets are accepted, and this offers a major opportunity for renters to put their pet’s best paw forward. It allows the customer to add supporting information that shows responsible pet ownership, giving the landlord/agent the necessary information to make an informed decision about allowing the pet.”






“As we close in on our 150,000th Pet Resume, it’s worth recognising that this level of support from our customers indicates that for around one-third, the right to pet ownership is vital. To mark the milestone, we’ve released a new feature that lets customers easily share their Pet Resume on social media. We all love sharing off our furry friends, so it makes sense to simplify that process. Who knows, it may even win over the landlord,” concluded Mr Bader.

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 free and easy to use utility connection service to make moving hassle free – ensuring the lights are on and the water is hot when a renter moves into 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](#)

RentPay

Your rental payments in the palm of your hand. Make payments, track payments, view your rental history, and set-up reminders.

[Learn More](#)

