

RENT.COM.AU QUARTERLY ACTIVITIES REPORT FOR Q4 FY18

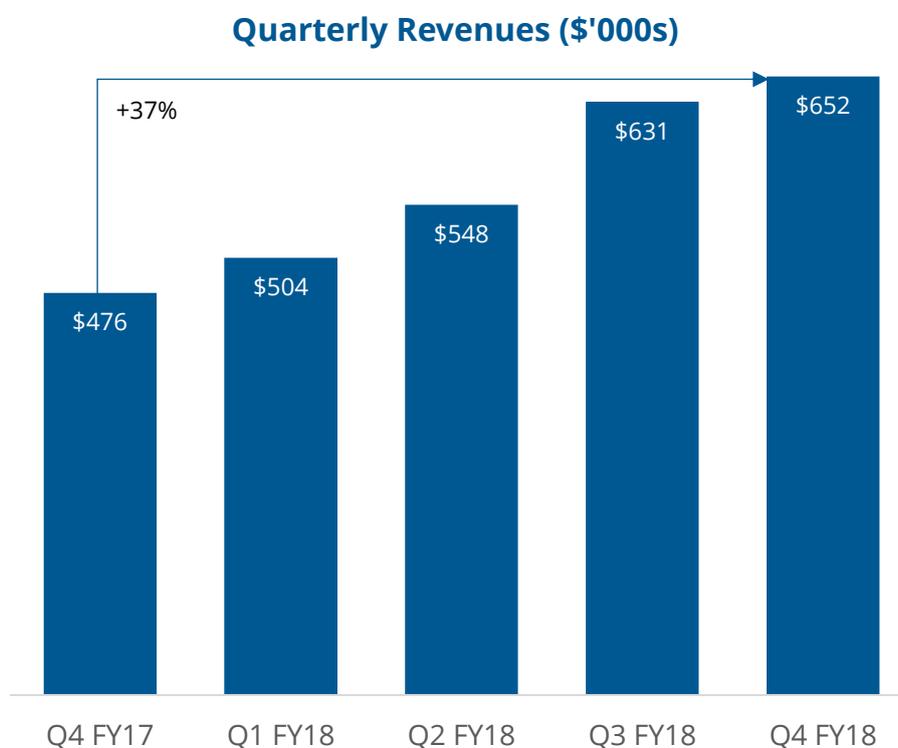
Rent.com.au Limited (ASX: **RNT**) ("**RENT**" or "**the Company**"), Australia's Number 1 website dedicated to rental property, presents its quarterly activities report for the three months ending 30th June 2018.

Key Highlights:

- › 12th successive quarter of revenue growth – revenue of \$652k (+37% YoY)
- › Operating losses continue to narrow
- › RentPay integration on track and starting to contribute EBITDA
- › App developed for Apple and Android platforms – launching this week
- › Cash balance at 30 June of \$2.3m following oversubscribed capital raising

Revenue growth continues, operating position keeps improving

"After a record result for the March quarter, traditionally the strongest for property segment, it is pleasing to have maintained our record of revenue growth with a further 3% quarterly growth to \$652k, our 12th quarter of growth in a row. We have also continued to grow the average revenue per user ("**ARPU**") for our Renter Resume product as well as develop new income streams which leverage our unique position in the market," said RENT Chief Executive Officer, Mr Greg Bader.

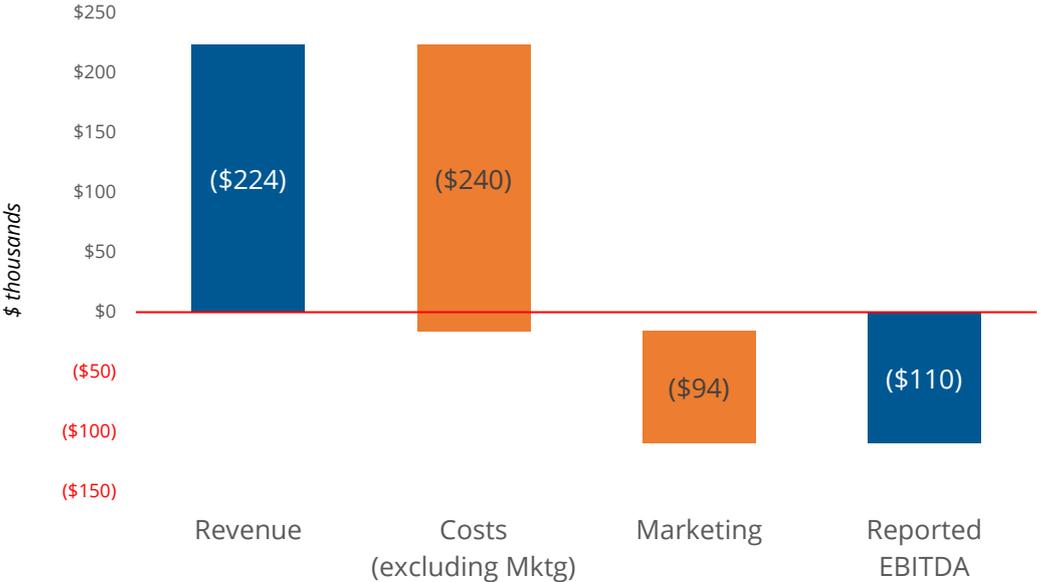


"With new products in the pipeline we continue to balance our short-term goal of EBITDA breakeven with our overall goal of building a large and valuable online business that transforms the way we rent property in this country."

"We've continued to invest in developing new products and services, we have also continued to invest in marketing even though we had budgeted a much lower spend this quarter. Whilst this impacts our short-term goal of break even, we felt it was more important to maintain momentum given the recent releases of our Insurance and RentPay products," continued Mr Bader.

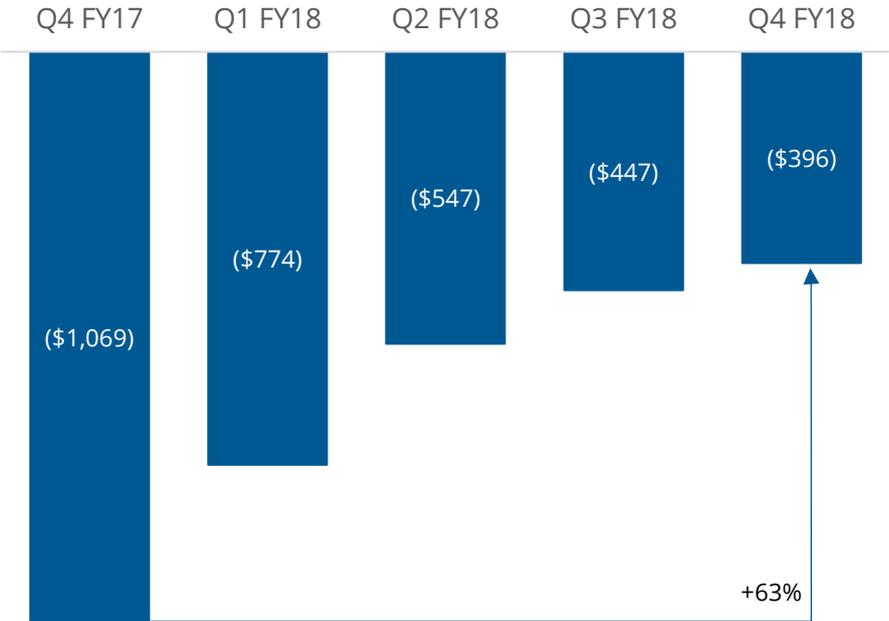
"A strong finish for the quarter saw us record an EBITDA loss for the month of June at \$110k, our best ever. When you consider that we spent \$94k on marketing in the month of June, you can appreciate our growing sense of confidence in achieving break even in the short-term."

Month of June 2018

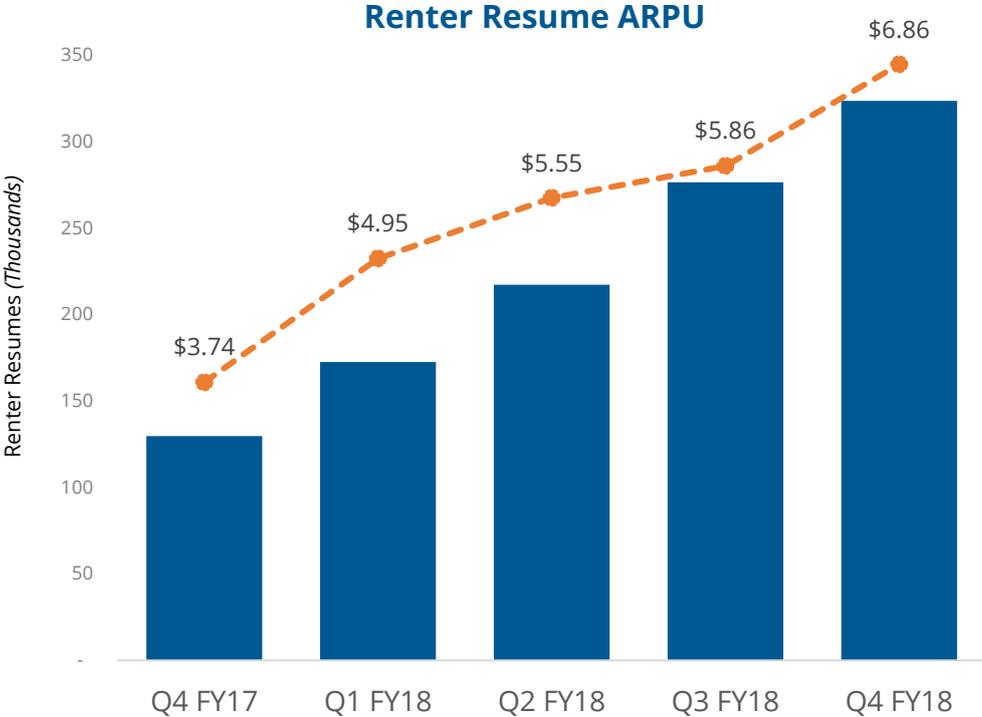


"Two years ago, we were losing \$1 million per month and now we're just about break even, that's great but the challenge now is for us to push on, using the excellent platform that we've laid to grow into the business we and our shareholders believe we can be."

Underlying EBITDA (Quarterly - \$'000s)



"January has always been our busiest month and the March quarter the best quarter, so we expected a little slow down in the rate of Renter Resume creation. Nevertheless, we maintained a daily average of 517 new Resumes per day this quarter, in line with our long-term average but down on the 658 per day we achieved during the March quarter. Importantly, with RentPay starting to contribute, we grew our ARPU by 17% over the previous quarter." commented Mr Bader.



Renter Resumes now exceed 335,000 and Pet Resumes are over 90,000. These give RENT unparalleled insight into its customers' needs and behaviours and form the foundations of its product and service direction.

"Equally impressive is the rapid growth of our Suburb Reviews. We now manage one of the country's largest lifestyle rating databases covering the majority of Australia. This adds a new dimension to our customer data, we now know why people choose certain areas and conversely, what are the attractive features of different suburbs," explained Mr Bader.

Suburb Review Stats	
Suburbs Reviewed	6,560
Customer Reviews	98,000
Category Reviews	480,000

Contents Insurance

"Sales of our Contents Insurance product through the soft launch phase are slowly improving as we adjust the process and test marketing channels. This is a product we've developed with feedback from our customers and it ticks all the boxes in terms of cost, simplicity and relevance. We're confident that it will make a significant contribution to RENT," Mr Bader continued.

Mobile App Update

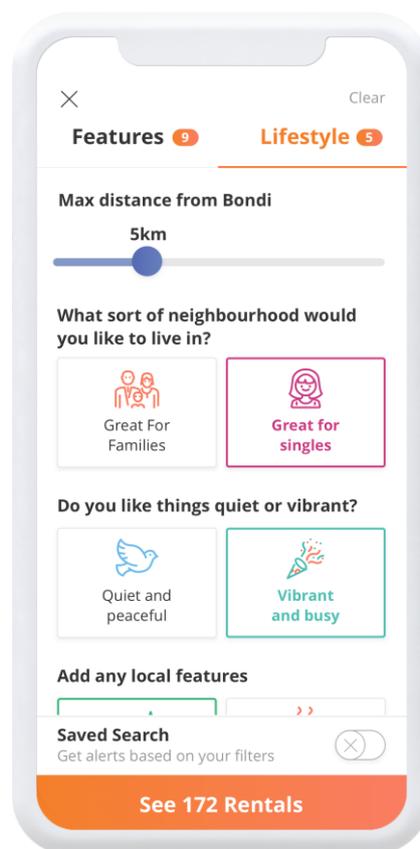
"We've developed our Mobile App for both the Apple and Android stores with all the unique and useful features that our website already has, plus additional unique new features. With over 60% of our current customers accessing rent.com.au from a mobile device, we anticipate a strong adoption rate when it launches later this week.

"Our comprehensive lifestyle database has allowed us to incorporate a new way of looking for a property, unique in the market it is called 'Lifestyle Search'."

This is a new way of looking for a property - an extension of the traditional suburb-based search. Customers simply select lifestyle criteria that are important to them and RENT will display the suburbs and properties that match.

"Given we are seeing record levels of renting, and record levels of people moving to new areas to chase that dream job or lifestyle, we expect this feature to be very popular.

"Like all our products, our App will continue to evolve with future releases to include the integration of RentPay and other new products, ensuring that the App has relevance for our customers beyond the initial search period".



RentPay Update

"We've completed the formal sale process and are well advanced with integrating RentPay into the RENT platform. This is a major step for us in our strategy of pushing deeper into the tenancy period to unlock value for renters and their property managers.

"The first stage of the integration was for RENT to assume customer service functionality which is now in place. The next stage is for IT separation to occur, a complex piece of work, but we are well supported in this regard," explained Mr Bader.

"Once that is complete we're able to expand RentPay out to our wider customer base, building on the 6,000+ renters who already use the system to pay over \$10 million of rent per month. We will of course continue to improve on the system to deliver the usability our customers expect".

Outlook

"We've got a great mix of existing products that are performing well (RentCheck, RentBond etc.), recently launched products that are developing market share (Contents Insurance), products being integrated into our environment (RentPay) and new products that we anticipate launching over the course of the next 2 quarters.

"With sufficient funding and a valuable technology platform we've never been in a stronger position to influence our market and continue growing our business in a scalable way, deepening our product range and broadening our offering beyond just residential renting," 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

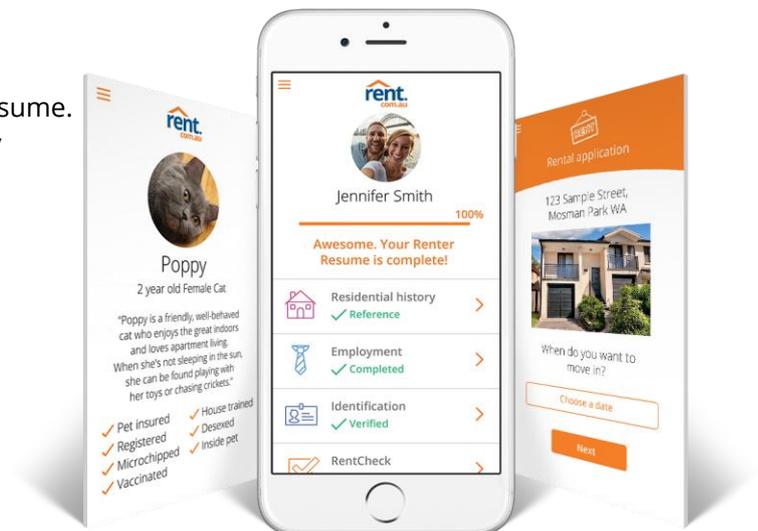
Our Products

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

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")

30 JUNE 2018

Consolidated statement of cash flows	Current quarter	Year to date
	\$A'000	(12 months)
		\$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	662	2,390
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(247)	(815)
(c) advertising and marketing	(264)	(1,332)
(d) leased assets	(22)	(145)
(e) staff costs	(525)	(2,365)
(f) administration and corporate costs	(67)	(386)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	3	13
1.5 Interest and other costs of finance paid	-	(3)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	362
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	(460)	(2,281)
2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	-	(12)
(b) businesses (see item 10)	-	-
(c) investments	-	-

Consolidated statement of cash flows	Current quarter	Year to date
	\$A'000	(12 months)
		\$A'000
(d) intellectual property	-	-
(e) other non-current assets	(758)	(1,281)
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	(758)	(1,293)
3. Cash flows from financing activities		
3.1 Proceeds from issues of shares	2,808	2,808
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	(150)	(150)
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	(12)	(48)
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other (provide details if material)	-	-
3.10 Net cash from / (used in) financing activities	2,646	2,610
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	862	3,254
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(460)	(2,281)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(758)	(1,293)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	2,646	2,610

Consolidated statement of cash flows		Current quarter	Year to date (12 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	2,290	2,290

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	1,239	607
5.2	Call deposits	1,051	255
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)	2,290	862

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
42
-

- 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

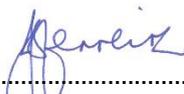
8. Financing facilities available <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description 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	(205)
9.3 Advertising and marketing	(230)
9.4 Leased assets	(28)
9.5 Staff costs	(544)
9.6 Administration and corporate costs	(90)
9.7 Other (provide details if material)	-
9.8 Total estimated cash outflows	(1,097)

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

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

Sign here: 

Company Secretary

Date: 31 July 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.