




rent.
com.au

Investor Presentation Half Year Results FY20

A record half-year for Rent.com.au

Significantly improved financial performance has the core business nearing EBITDA breakeven.



Focussed on developing RentPay into the payments engine that will unlock the potential of the tenancy period

Non-financial measures continue to surge

A material, top tier portal in our market. We listen and respond to our customers needs.

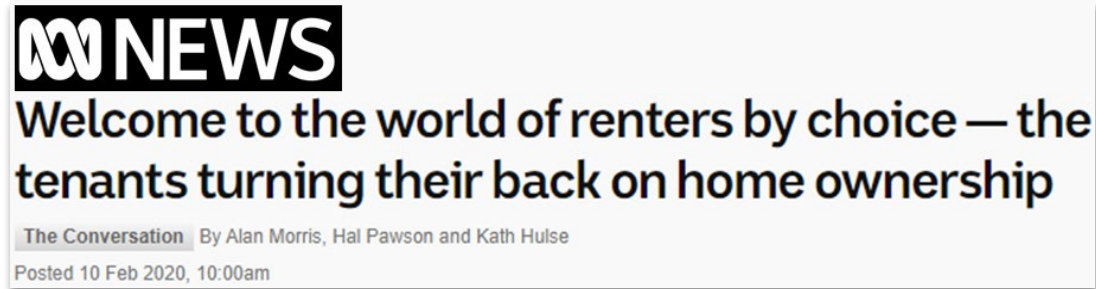


Site engagement metrics (bounce rate, pageviews, etc.) also continue to improve significantly as customers respond.

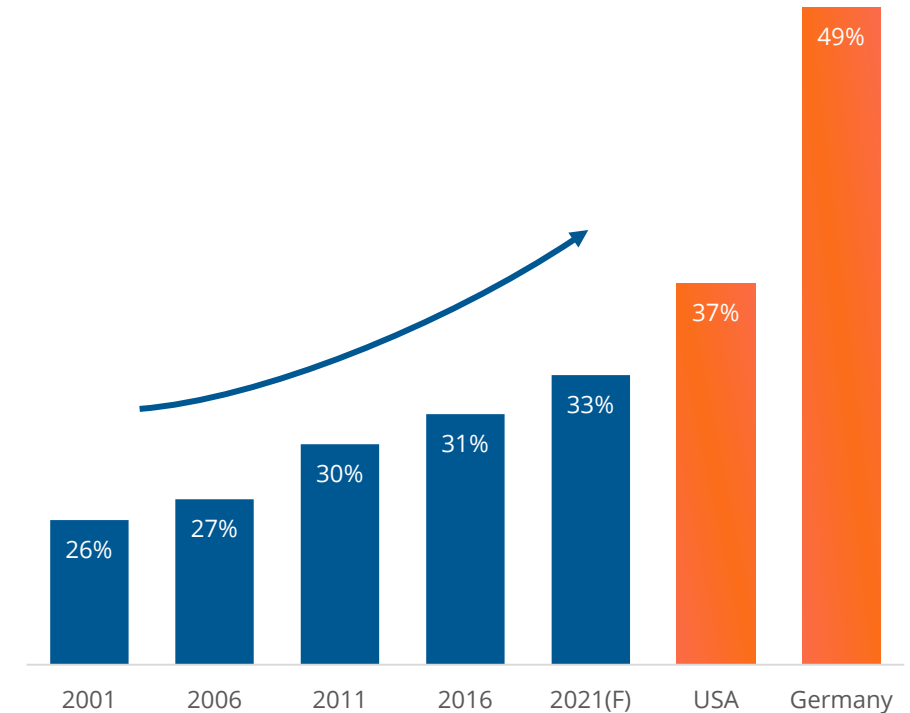
Renting is becoming a mainstream attitude

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*)
- Changing economy, casualisation, job mobility
- Flexibility a large driver
- Rentvestors (*24% own/plan to have an Investment Property*)[£]



% of renter households in Australia^{\$}

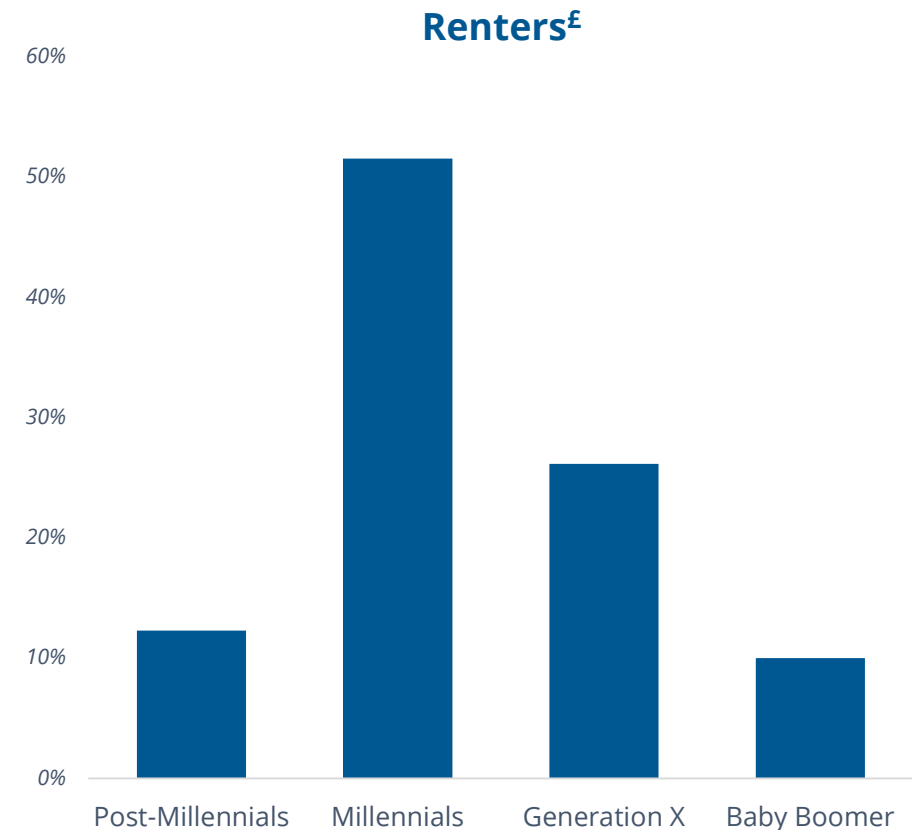


and millennials are the dominant force

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 have the greatest spending power of any generation[†]
- They expect to move for work, to travel, to enjoy life now
- They value simplicity and prepared to make it happen

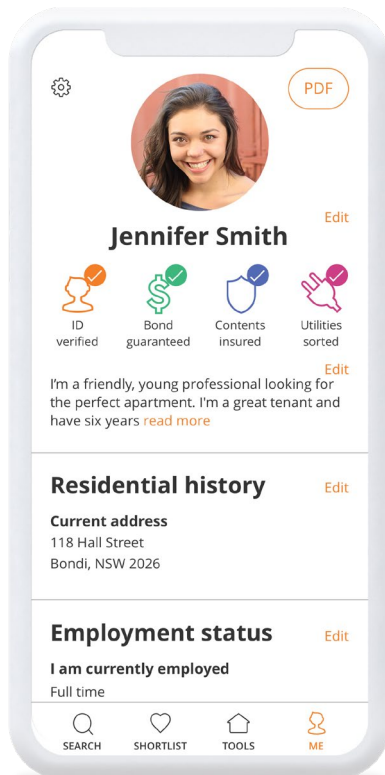
THE AUSTRALIAN 
Millennials shun home ownership



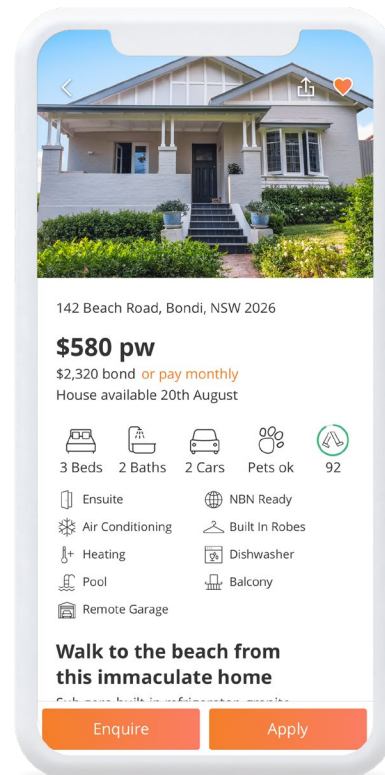
We listen to what our renters need

By providing unique and useful features aimed at renters, we're gaining renter support. We will continue to innovate and lead in renter services.

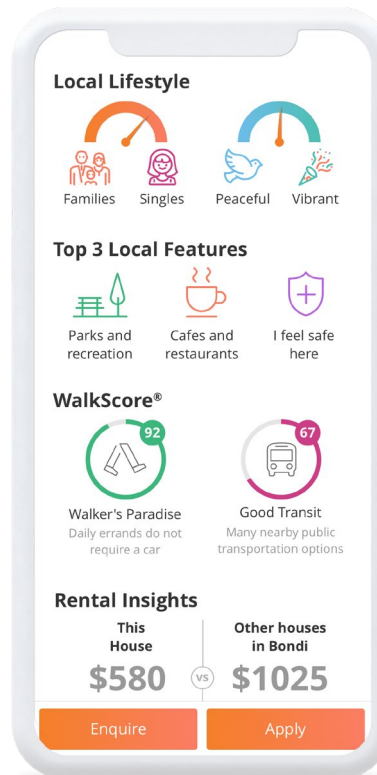
Renter Resume



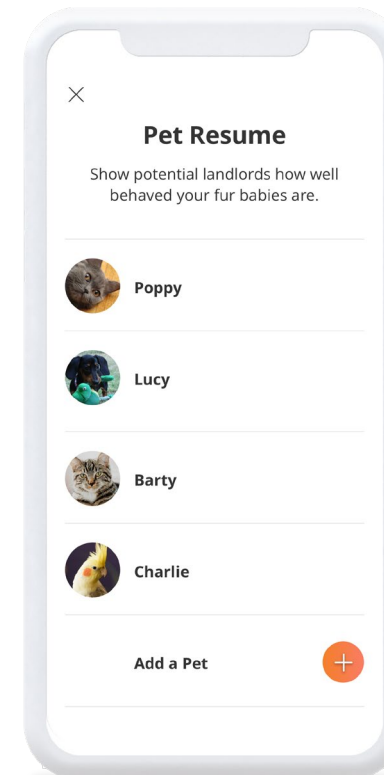
Property Listings



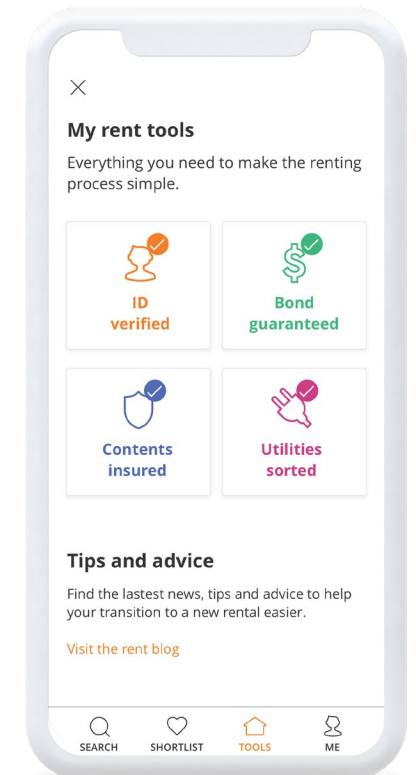
Unique Search Tools



Pet Resume



Renter Products

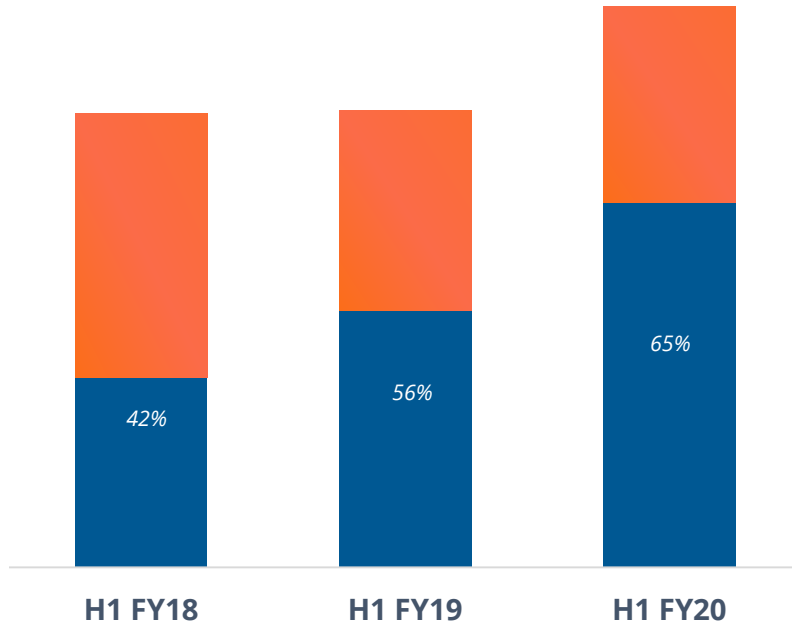


and greater numbers are responding

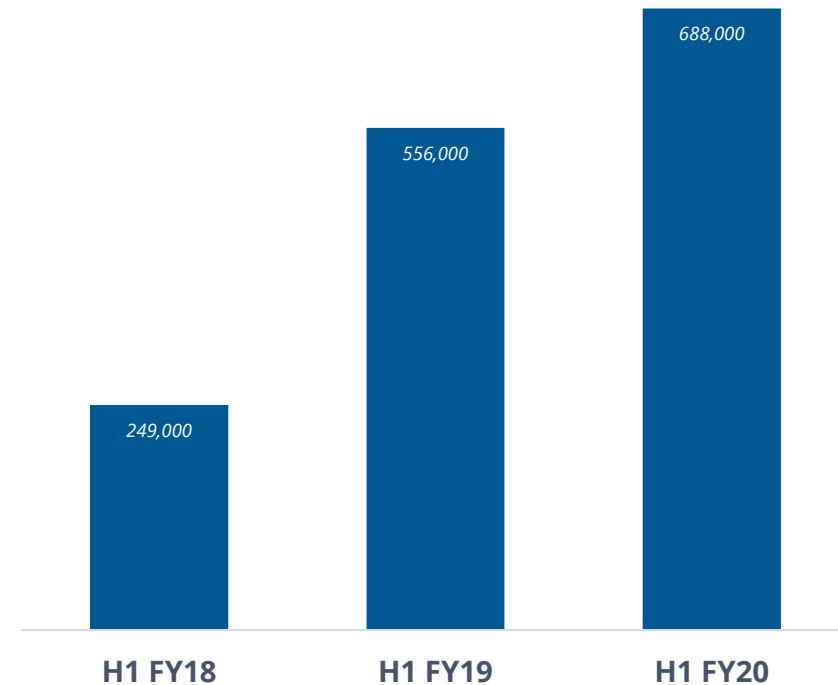
Our SEO and site optimisation allows us to reduce our costs and our content creation sees increasing numbers of renters visit us for advice and support

Rent.com.au Web/App Visits

■ Organic traffic ■ Paid Traffic





Views of Renter Advice Pages











with our influence being recognised







#1 Rated Property App in Australia (Apple and Google stores)

Consistently rank in the **Top 3** Real Estate Apps in Australia









 Rent.com.au Rental Properties Find your house or apart... 4.9 ★★★★★	 Rent.com.au Rental Properties Find your house or apart... 4.9 ★★★★★
 realestate.com.au - Property The #1 place for property 4.7 ★★★★★	 realestate.com.au - Property The #1 place for property 4.6 ★★★★★
 Domain Real Estate & Property Buy, rent or sell property 4.6 ★★★★★	 Domain Real Estate & Property Buy, rent or sell property 4.5 ★★★★★



 realestate.com.au Pty Ltd realestate.com.au - Property ★★★★★ (288) 5	 Domain Holdings Australia Domain - Buy, rent or sell property & real estate ★★★★★ (24,162) 1
 Domain Real Estate & Property ★★★★★ (347) 6	 realestate.com.au realestate.com.au - Buy, Rent & Sell Property ★★★★★ (24,597) 2
 Rent.com.au Rent.com.au Rental Properties ★★★★★ (1,336) 19	 Rent.com.au (Operations) PTY LTD Rent.com.au Rental Properties ★★★★★ (2,578) 3

Selected Others

 Allhomes Real Estate ★★★★★ (75) 156	 Allhomes Real Estate & Property ★★★★★ (949) 11
 Onthehouse.com.au Property Values ★★★★★ (760) 152	 Property Value Search ★★★★★ (709) n/a
 realestateview.com.au Ltd realestateview.com.au ★★★★★ (515) 122	 realestateview.com.au - Buy & Rent Property ★★★★★ (222) n/a

20 February 2020 (Apple/AU/Lifestyle)

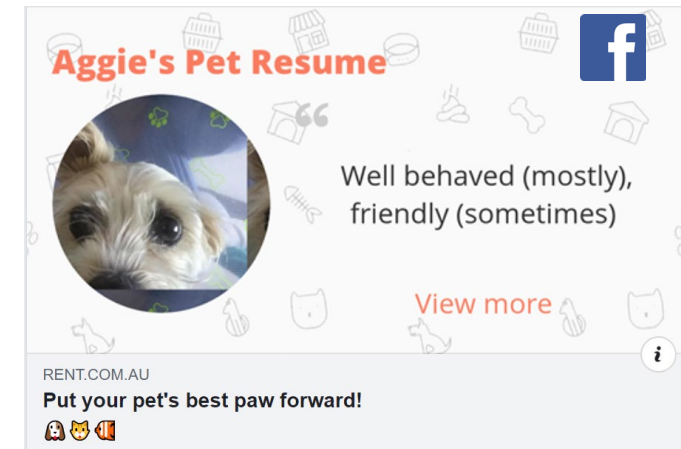
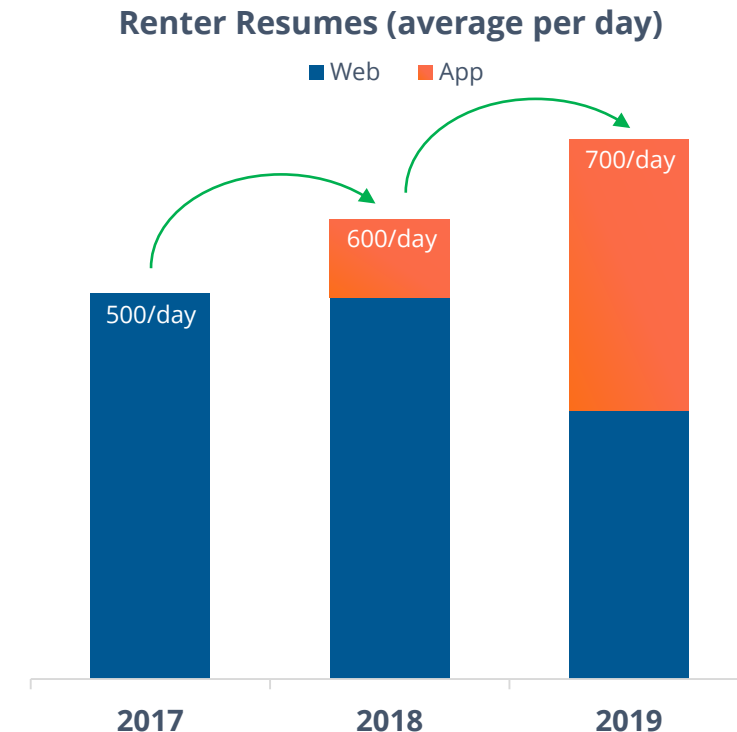
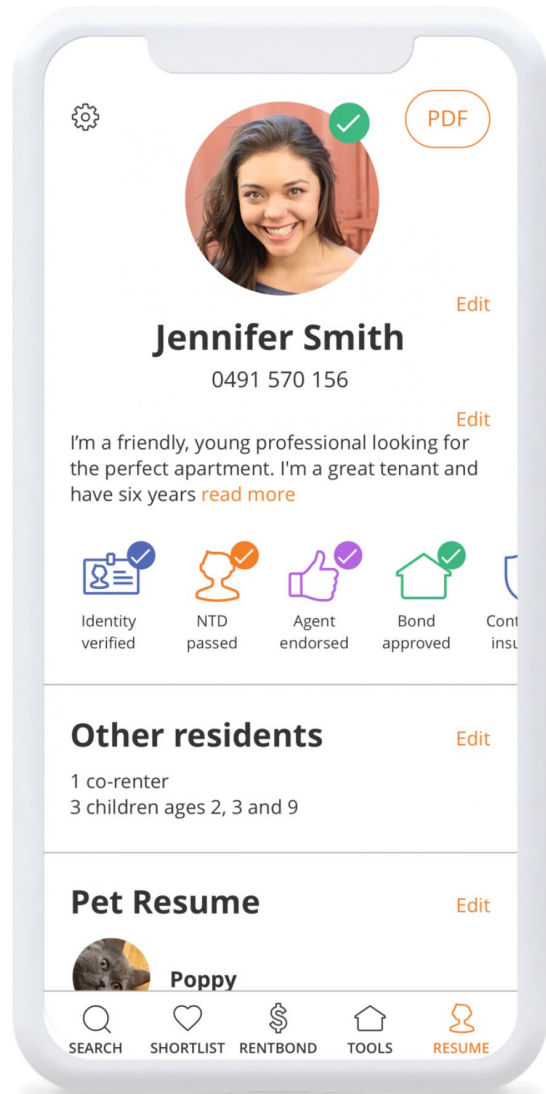
20 February 2020 (Google/AU/House & Home)



Renter Resume – growth accelerates

Strong growth continues, new social media features added

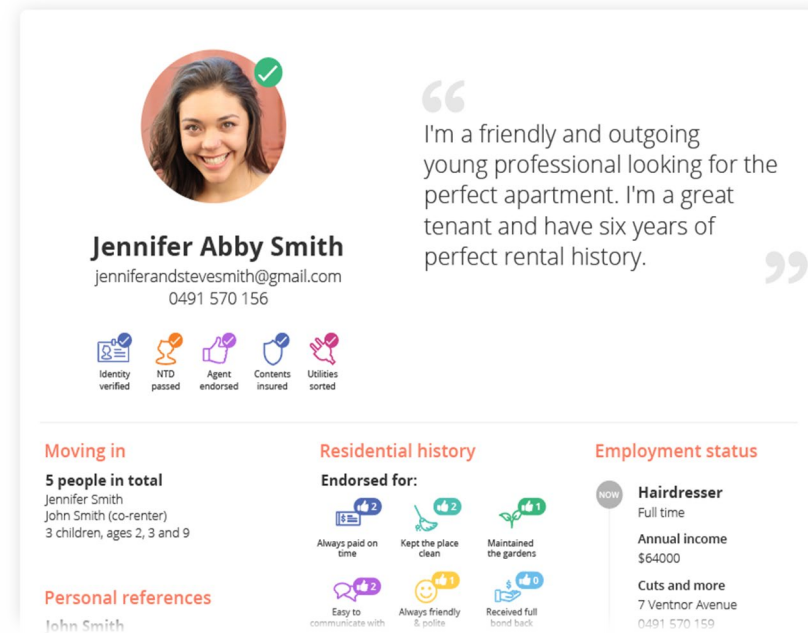
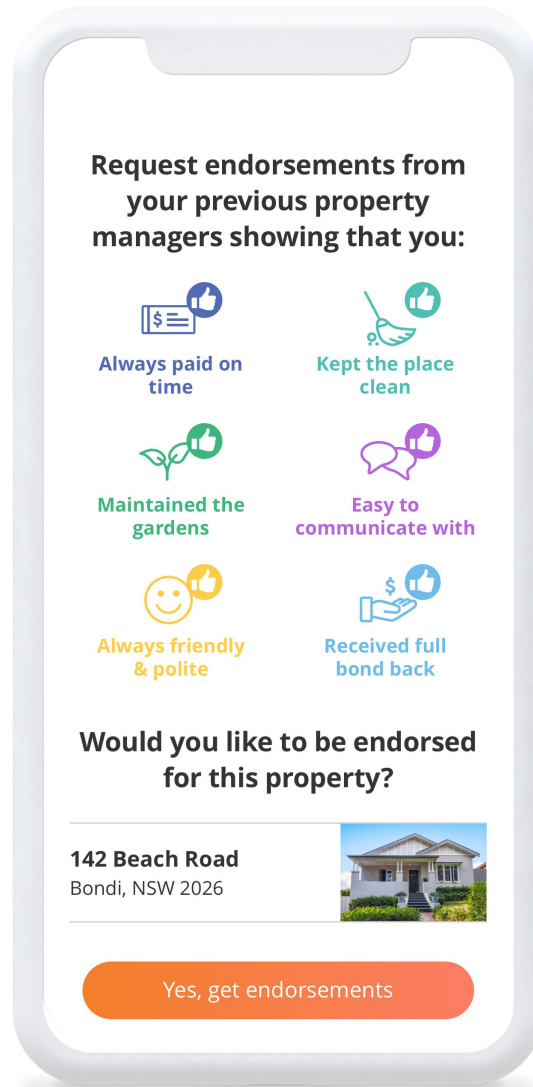
- App is a driver of resume creation, 50% of resumes created via App
- A key tool for introducing products to customers, driving half of all product sales
- Record numbers of new Renter Resume's being created January 2020 vs 2019



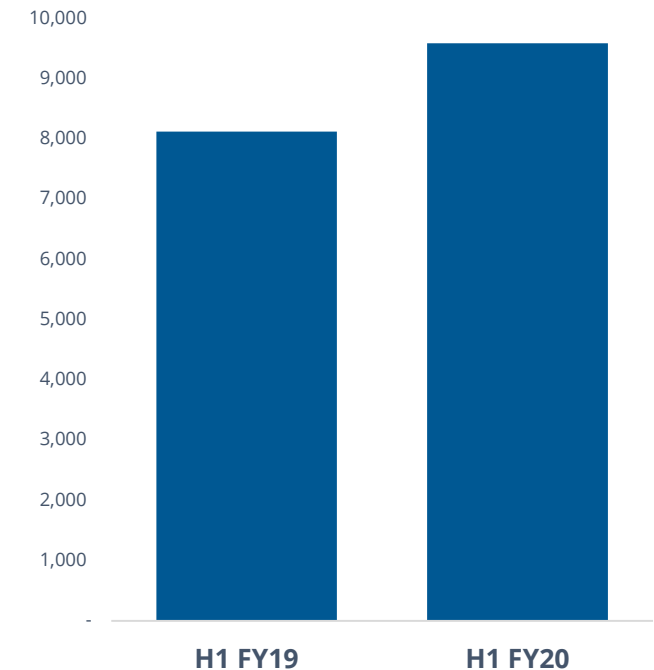
RentCheck – now with endorsements

Allows Renters to present themselves positively when applying

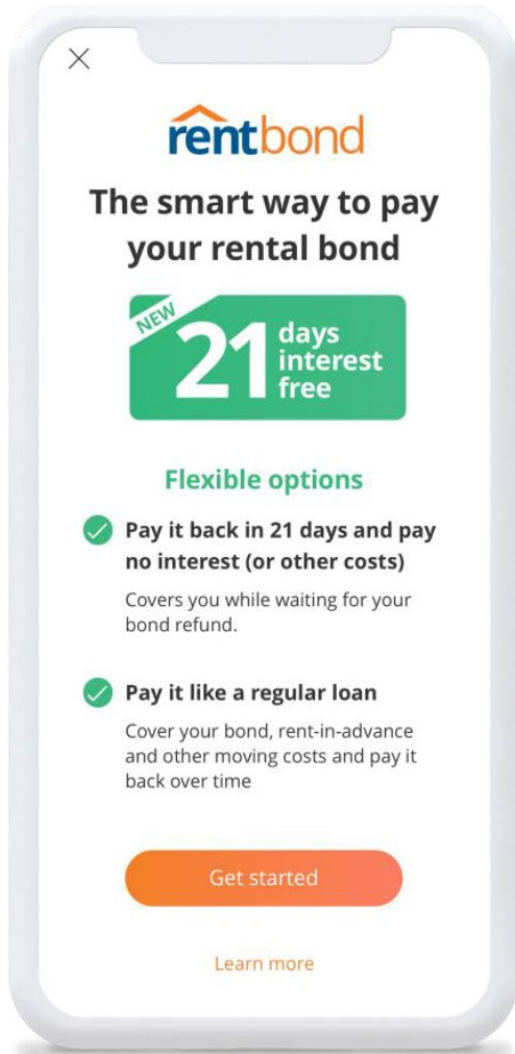
- New Endorsements feature adds additional value, unique to Rent.com.au
- Record monthly RentCheck sales in January 2020 (26% up on previous record)
- Additional product growth options under consideration



RentChecks Sold



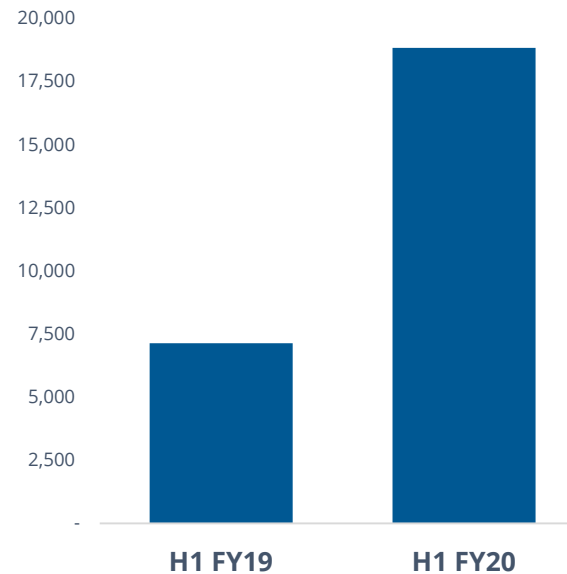
RentBond – ‘Move Now Pay Later’



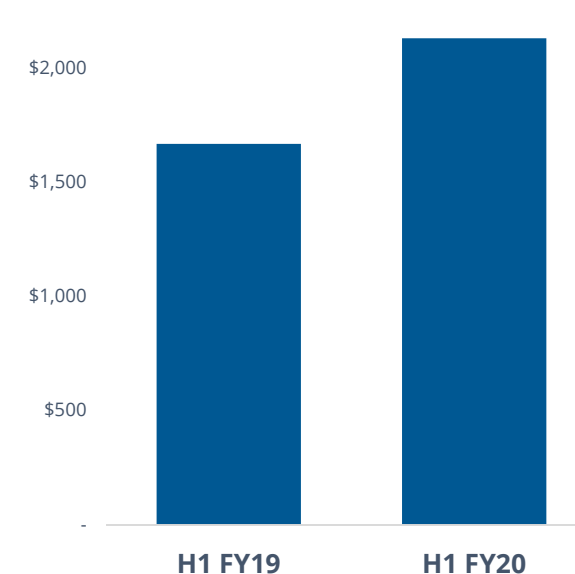
Strong revenue growth as application volumes lift

- UX and marketing improvements lift application volumes, driving revenue growth over pcip
- Move Now, Pay Later allows no cost repayment within 21 days, widening product appeal
- Working with funding partner to lift approvals and introduce new features to drive growth

RentBond Applications



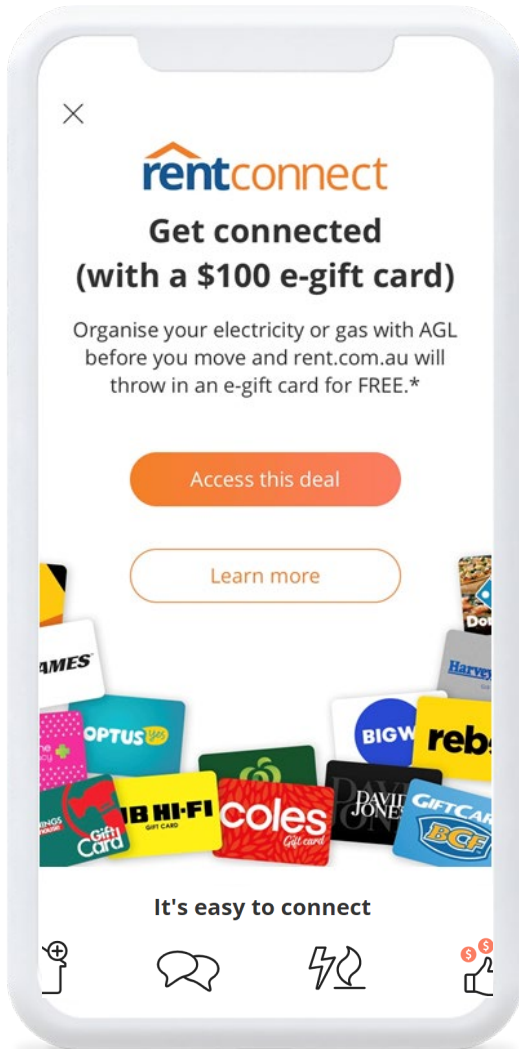
RentBond Average Loan Value



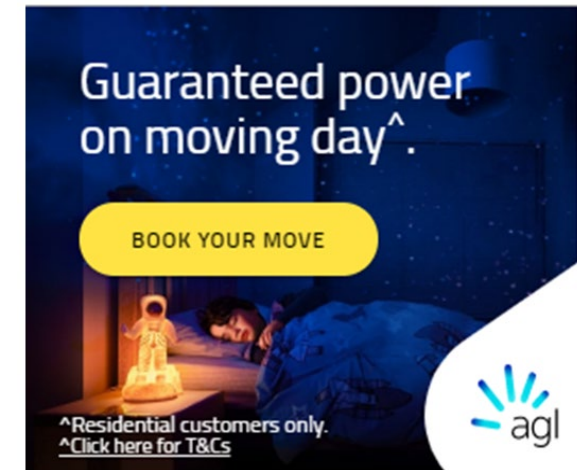
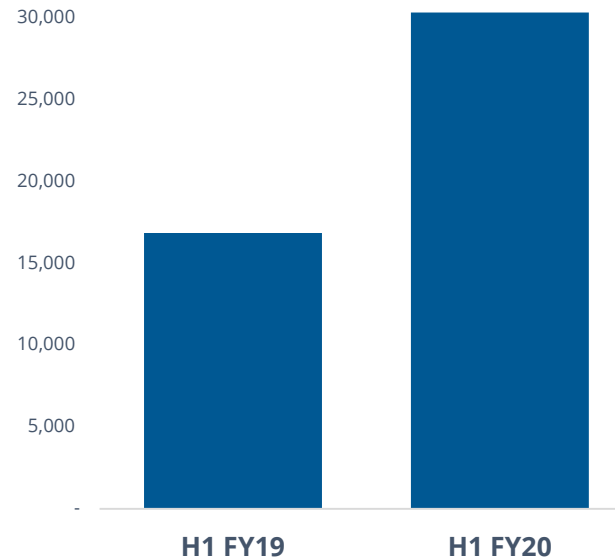
RentConnect – partnership with AGL

New partnership with a substantial, market leading provider

- Renters have confidence of dealing with a substantial, market leading provider
- Gives renters access to AGL's Power on Guarantee, and they receive \$100 gift card from RNT
- Future opportunities to change how utilities are presented and consumed by renters



RentConnect Customer Opt Ins

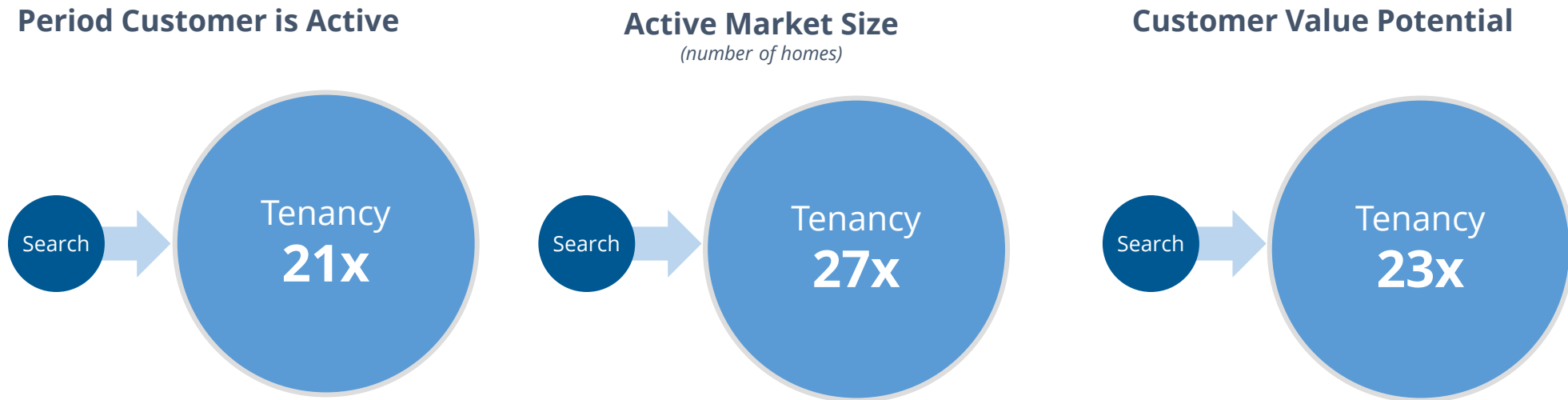




The Tenancy Period

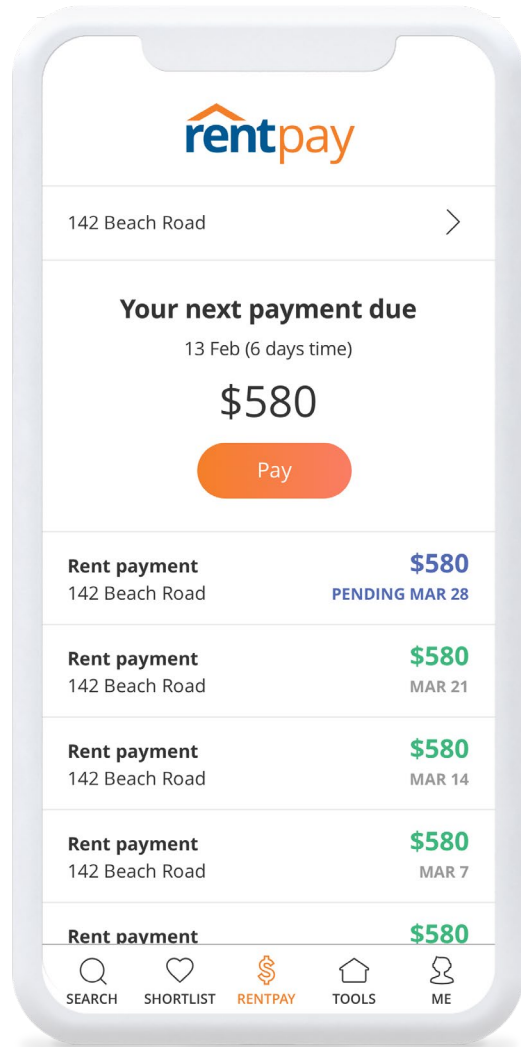
Tenancy – a significant opportunity

and a logical extension of our customer relationship



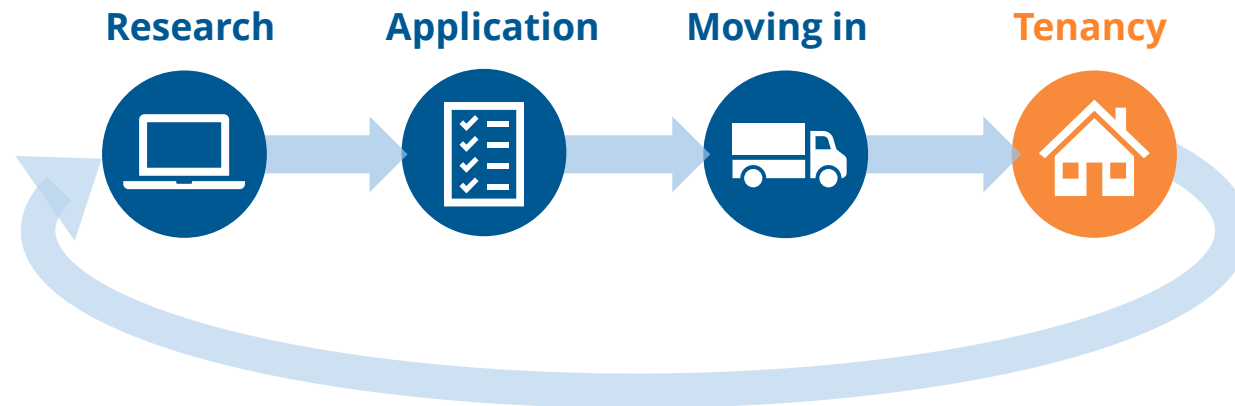
The scale of the Tenancy Period dwarfs that of the Search Phase in terms of the opportunity to engage with our customers and this is a key driver of RNT's future success

that deepens our relationship with renter

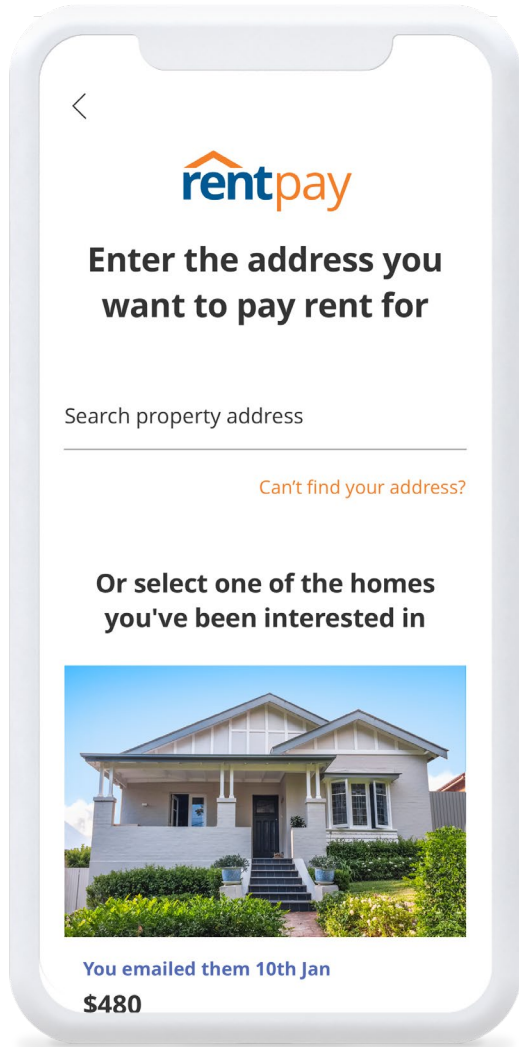


High relevance, high engagement, annuity revenue opportunity

- Current rental payments systems common but benefits only agents
- RentPay is a modern solution offering value to the renter (without losing agent benefits)
- Digital wallet, wide choice of payment methods, non-rent payments extensions
- Maintains and strengthens our relationship with the renter, creating a “virtuous circle”



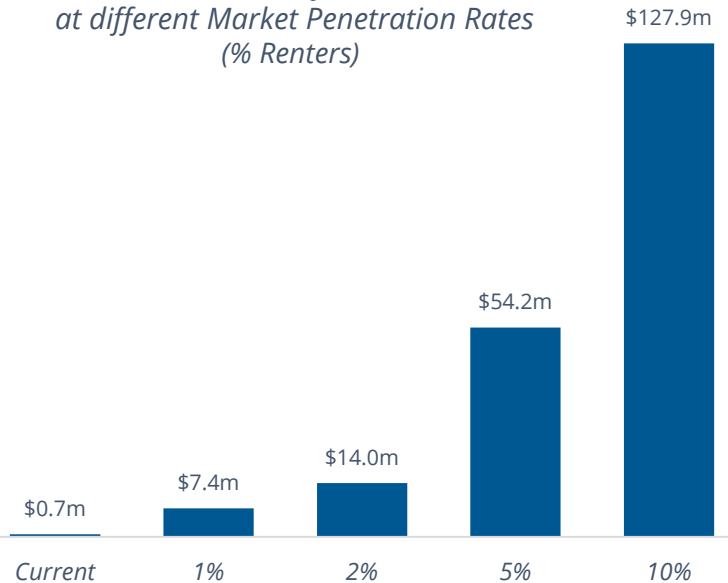
Strong progress being made



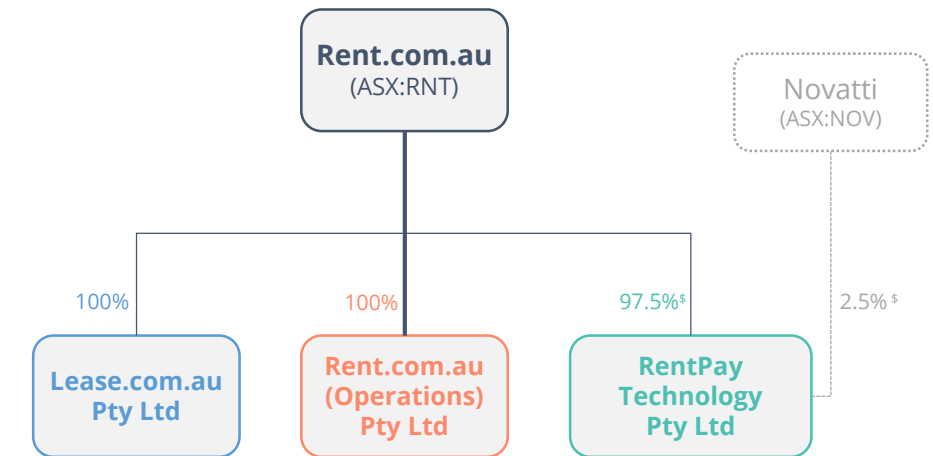
MOU signed with Novatti (ASX:NOV) to partner on RentPay

- Novatti to build wallet and payments capability, operate payments backend
- Rent.com.au to develop site/app user experience, operate customer frontend/interactions
- Novatti to take minority equity position in RentPay with option to increase holding to 10%
- Formal agreements on track to be finalised early March

Potential RentPay Valuations[†]
at different Market Penetration Rates
(% Renters)



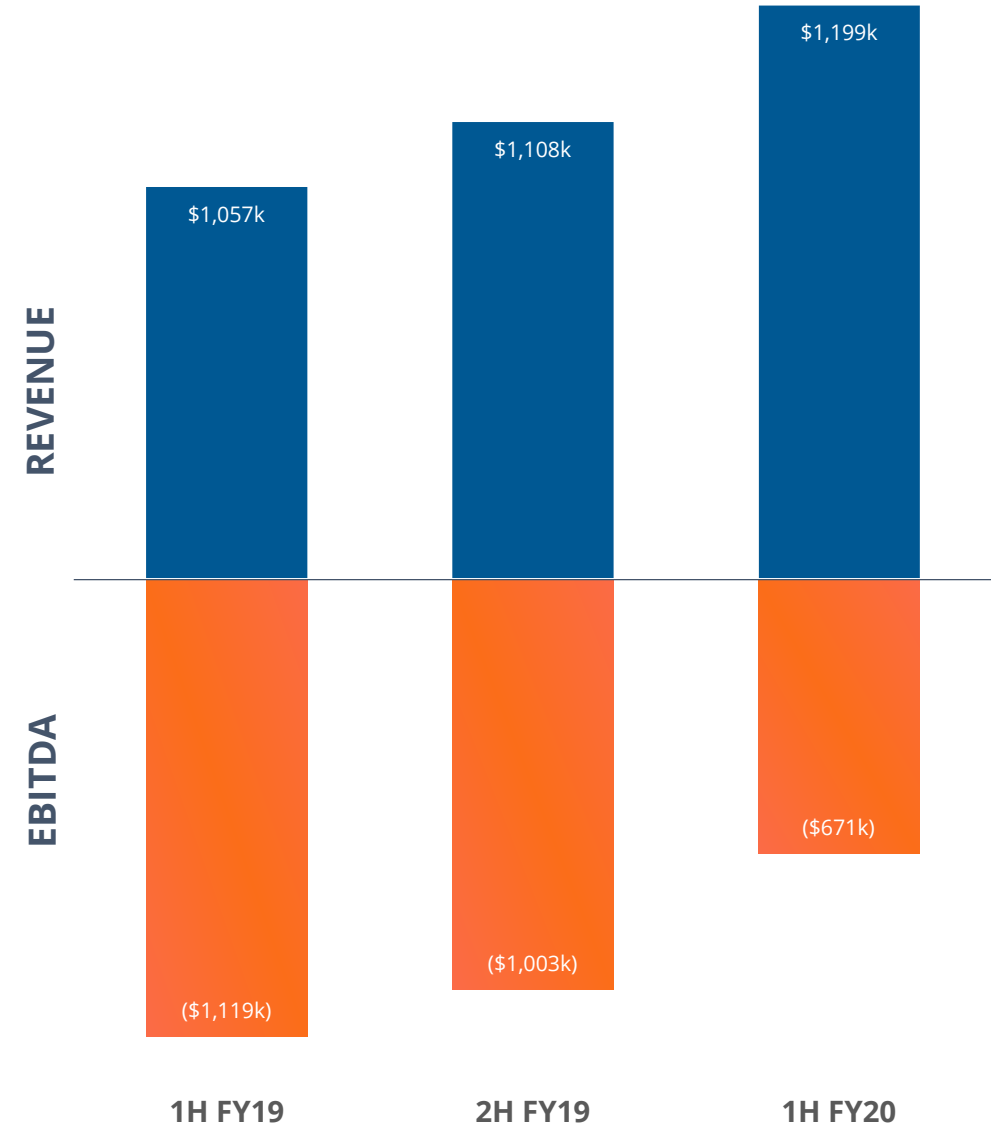
Rent.com.au Group Corporate Structure





Half Year Results FY2020

	1H FY20	1H FY19	%
	\$'000	\$'000	Change
Renter Products	609	586	+4%
Advertising Sales	513	388	+32%
Other Revenue	77	83	(7%)
Total Revenue	1,199	1,057	+13%
Cost of Sales	(477)	(693)	(31%)
Gross Margin	722	364	+98%
<i>Gross Margin %</i>	<i>60%</i>	<i>34%</i>	<i>+75%</i>
Operating Costs	(1,393)	(1,483)	(6%)
EBITDA	(671)	(1,199)	(40%)



- 1 new share for every 5 existing shares non-renounceable pro-rata issue @ \$0.05 per share
- Fully underwritten by Pinnacle Corporate Finance; existing shareholders have committed ~24% of total
- RentPay opportunity expected to transform not only Rent.com.au but also the entire rental industry
- With the core Rent.com.au business nearing breakeven, capital raised goes directly to building RentPay
- Broadly 60% of net new capital on developing/operating RentPay and 40% on marketing RentPay

Rights Issue Timetable	
Record Date	13 February 2020
Rights Issue Offer Documents sent to Eligible Shareholders	18 February 2020
Closing Date for the Offer	10 March 2020
Securities quoted on a deferred settlement basis	11 March 2020
Company to notify ASX of under subscriptions (if any)	13 March 2020
Anticipated date for the issue of the Shares	17 March 2020
Deferred settlement trading ends	18 March 2020

Pre-Offer Cash Available (31 Jan 2020)	\$597,150
Capital from Rights Issue	\$2,910,802
Total Funds Available	\$3,507,952
<u>Use of Funds:</u>	
RentPay Marketing	\$1,000,000
RentPay Product Development	\$1,550,000
General working capital	\$706,808
Capital Raising costs	\$251,144
Total Funds Applied	\$3,507,952

- Record customer numbers through first six weeks of the current quarter
- New partnerships building towards potential, existing products continue to grow
- Advertising Sales recovery continues, and new growth opportunities presenting
- RentPay development on track for H2 FY2020 launch, payments partner selected, and other product partnerships being explored
- Fully underwritten rights issue underway, funds will accelerate RentPay development and thereby provide platform for anticipated future growth

Financial information

Share price (31-Jan-20 close) \$0.05

Shares on issue 291.1m

Market capitalisation \$14.6m

Cash (31-Jan-20) \$0.6m

Debt (31-Jan-20) \$Nil

Enterprise value \$14.0m

Shareholdings	Shares	%	Change*
Board & Management	41,357,197	14.3%	(0.2)
Other Top 30 Shareholders (non-Board & Management)	155,559,575	53.4%	1.5
Other Shareholders	94,163,433	32.3%	(1.2)
	291,080,205	100.0%	

Greg Bader



Chief Executive Officer

- 20+ years experience as a senior executive with proven success in rapidly growing technology businesses
- Former senior executive at iiNet, where he grew business services revenue to over \$200m during his tenure

Garry Garside



Non-Executive Chairman

- Experienced property developer and investor
- Founded Prime Health Group before merging it with Westpoint Healthcare to form Endeavour Healthcare

Sam McDonagh



Non-Executive Director

- 20+ years experience in senior management roles including Country Manager of Airbnb Australia/NZ, GM South East Asia for eBay and Chief Sales & Marketing Officer for iiNet
- Non-Executive Director of TicToc Homeloans

Phil Warren



Non-Executive Director

- 20+ years in corporate/advisory roles with ASX listed companies
- Executive Director of corporate advisory firm Grange Consulting, Non-Executive Director of ASX-listed companies Family Zone Cyber Safety Ltd, Jupiter Energy Ltd and Cassini Resources Ltd

John Wood



Non-Executive Director

- Extensive experience in retail, property, sales and marketing, business management and tourism
- Founder and General Manager (Sales) of National Lifestyle Villages

Thanks

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

