

ASX Announcement

20 October 2015

QUARTERLY ACTIVITIES REPORT FOR THE PERIOD ENDING 30 SEPTEMBER 2015

Rent.com.au Limited (ASX: RNT) (“RENT” or “the Company”), Australia’s leading rental property web portal, presents its quarterly activities report for the quarter ending 30 September 2015.

HIGHLIGHTS

- Renter traffic to website at September up 66% on June 2015, reaching a new record;
- Tenfold increase in non-agent landlord listings per month;
- Strong adoption amongst property agents with 100 new agents registering per month;
- Key digital partnerships announced; and
- Recruitment of executive, sales and marketing teams completed.

OPERATIONAL UPDATE

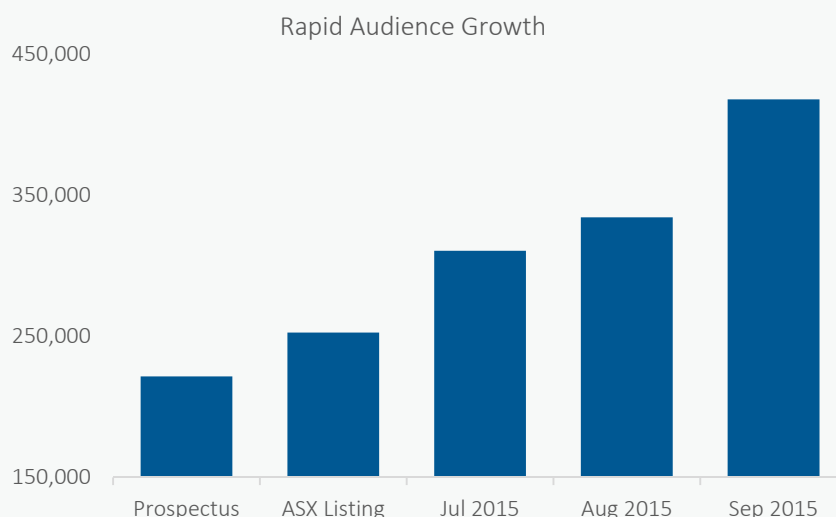
Following its ASX listing in the previous quarter, RENT has commenced its national marketing campaign and is ahead of schedule on several key measures. The campaign has three core objectives for its first 12 months:

- 1) Increasing the volume of renter traffic to 500,000 unique visitors per month;
- 2) Increasing levels of rental property listings from non-agent landlords; and
- 3) Increasing content from, and sales to, property agents.

Website Traffic

Unique visitor traffic to www.rent.com.au increased consistently from 252,000 in June to over 310,000 in July and to a new record of 418,000 in September 2015, with expectations of exceeding that number in October 2015. RENT Managing Director, Mr Mark Woschnak said, “This growth in traffic has generated increasing awareness of www.rent.com.au as an online destination. Our share of unique audience has grown, with AC Nielsen reporting that 54% of our audience did not also visit realestate.com.au and 68% did not visit domain.com.au. This represents a 10% shift in share of audience towards RENT over last the quarter alone.”

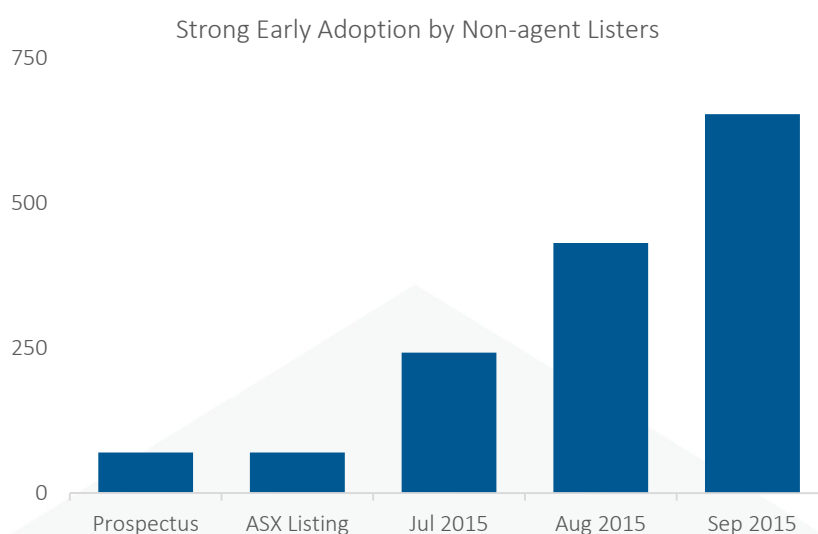
The Company also locked in key digital partnerships, signing a digital marketing agreement with Accordant in July and a referral agreement with the Mitula Group in early September.



Non-agent Landlord Listings

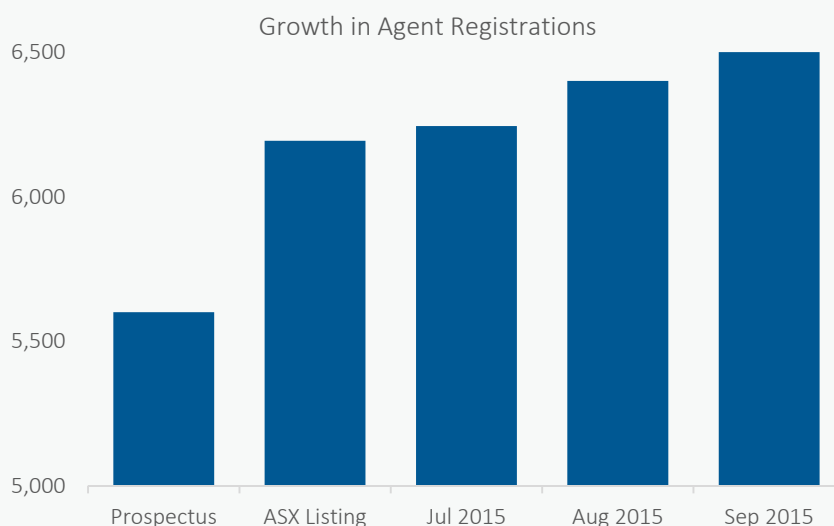
During the quarter RENT achieved a tenfold increase in listings off a low base. Almost half of all residential rental properties in Australia are currently not managed by property agents and these are still primarily advertised offline, creating a significant opportunity for RENT as the first online rental portal to openly target this market in order to provide Australia's 7 million renters with the widest choice of properties to rent.

Mr Woschnak said, "in order to accelerate the migration of non-agent landlords from offline to online at www.rent.com.au we have waived our usual \$99 standard listing fee. This, combined with the commencement of cost effective online marketing through our digital partnerships, has driven strong early volumes in our market share and awareness objectives. We recognise however, that there is a lot of growth left in this market segment and we are continuing to expand our efforts with the recent recruitment of a telesales team and increasing our business development activity to key property investor audiences around the country".



Property Agents

During the quarter, the number of agents registered with RENT has increased by 310, bringing the total number of agents on the RENT platform to 6,503. "With the strong growth in our traffic we've commenced deployment of a field sales team to complement the newly appointed telesales team in promoting RENT's premium plans to agents in order to upsell them from the unbranded basic listings package" said Mr Woschnak.



ENDS

Further information: John Gardner / Peter Kermode, Citadel-MAGNUS +61 8 6160 4900

ABOUT RENT.COM.AU

Rent.com.au is the only national web portal in Australia that focuses entirely on the property rental market and includes listings from both property agents and non-agent private landlords. Rent.com.au was established in 2007 by experienced real estate and new media entrepreneur Mr Mark Woschnak, who has more than 25 years' experience in real estate, digital publishing and classified services.

Since inception, Rent.com.au has focused on the development of the necessary technology, product alliances and critical mass of content to be ready to fully commercialise the platform. It is now a top 10 national property website and has recently listed on the ASX following a successful capital raising. The capital raised will be used to commence commercialising the site by deploying a national marketing campaign to increase traffic to the site and agent listings content, as well as commence shifting the large volume of offline non-agent landlord listings to online at www.rent.com.au.

Appendix 4C

Quarterly report for entities admitted on the basis of commitments

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

Name of entity

RENT.COM.AU LIMITED

ABN

25 062 063 692

Quarter ended ("current quarter")

30 SEPTEMBER 2015

Consolidated statement of cash flows

Cash flows related to operating activities	Current quarter \$A'000	Year to date (Three months) \$A'000
1.1 Receipts from customers	69	69
1.2 Payments for		
(a) staff costs	(504)	(504)
(b) advertising and marketing	(333)	(333)
(c) research and development		
(d) leased assets	(24)	(24)
(e) other working capital	(131)	(131)
1.3 Dividends received		
1.4 Interest and other items of a similar nature received	12	12
1.5 Interest and other costs of finance paid	(7)	(7)
1.6 Income taxes paid		
1.7 Other (provide details if material)		
Net operating cash flows	(918)	(918)

+ See chapter 19 for defined terms.

Appendix 4C
Quarterly report for entities
admitted on the basis of commitments

	Current quarter \$A'000	Year to date (Three months) \$A'000
1.8 Net operating cash flows (carried forward)	(918)	(918)
1.9 Cash flows related to investing activities		
Payment for acquisition of:		
(a) businesses (item 5)		
(b) equity investments		
(c) intellectual property		
(d) physical non-current assets	(67)	(67)
(e) other non-current assets	(30)	(30)
1.10 Proceeds from disposal of:		
(a) businesses (item 5)		
(b) equity investments		
(c) intellectual property		
(d) physical non-current assets		
(e) other non-current assets		
1.11 Loans to other entities		
1.12 Loans repaid by other entities		
1.13 Other (provide details if material)		
	(97)	(97)
Net investing cash flows		
1.14 Total operating and investing cash flows	(1,015)	(1,015)
Cash flows related to financing activities		
1.15 Proceeds from issues of shares, options, etc.		
1.16 Proceeds from sale of forfeited shares		
1.17 Proceeds from borrowings	4	4
1.18 Repayment of borrowings		
1.19 Dividends paid		
1.20 Other (provide details if material)		
	4	4
Net financing cash flows		
Net increase (decrease) in cash held	(1,011)	(1,011)
1.21 Cash at beginning of quarter/year to date	4,453	4,453
1.22 Exchange rate adjustments to item 1.20		
	3,442	3,442
1.23 Cash at end of quarter		

+ See chapter 19 for defined terms.

Payments to directors of the entity and associates of the directors

Payments to related entities of the entity and associates of the related entities

		Current quarter \$A'000
1.24	Aggregate amount of payments to the parties included in item 1.2	174
1.25	Aggregate amount of loans to the parties included in item 1.11	

1.26 Explanation necessary for an understanding of the transactions

This amount includes office rent to an entity related to Mr Garry Garside, and company secretarial, financial management and corporate advisory fees to an entity related to Mr Phil Warren. It also includes directors fees to all directors.

Non-cash financing and investing activities

2.1 Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows

--

2.2 Details of outlays made by other entities to establish or increase their share in businesses in which the reporting entity has an interest

--

Financing facilities available

Add notes as necessary for an understanding of the position.

		Amount available \$A'000	Amount used \$A'000
3.1	Loan facilities		
3.2	Credit standby arrangements		

+ See chapter 19 for defined terms.

Appendix 4C
Quarterly report for entities
admitted on the basis of commitments

Reconciliation of cash

Reconciliation of cash at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.	Current quarter \$A'000	Previous quarter \$A'000
4.1 Cash on hand and at bank	3,138	4,453
4.2 Deposits at call	304	-
4.3 Bank overdraft		
4.4 Other (provide details)		
Total: cash at end of quarter (item 1.23)	3,442	4,453

Acquisitions and disposals of business entities

	Acquisitions (Item 1.9(a))	Disposals (Item 1.10(a))
5.1 Name of entity		
5.2 Place of incorporation or registration		
5.3 Consideration for acquisition or disposal		
5.4 Total net assets		
5.5 Nature of business		

Compliance statement

- 1 This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Act (except to the extent that information is not required because of note 2) or other standards acceptable to ASX.
- 2 This statement does give a true and fair view of the matters disclosed.

Sign here: Date: 20 October 2015
 (Company secretary)

Print name: Jan Ferreira

+ See chapter 19 for defined terms.

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 wanting to disclose additional information is encouraged to do so, in a note or notes attached to this report.
2. The definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report except for any additional disclosure requirements requested by AASB 107 that are not already itemised in this report.
3. **Accounting Standards.** ASX will accept, for example, the use of International Financial Reporting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if any) must be complied with.

+ See chapter 19 for defined terms.