



made for renters

Suburb or postcode



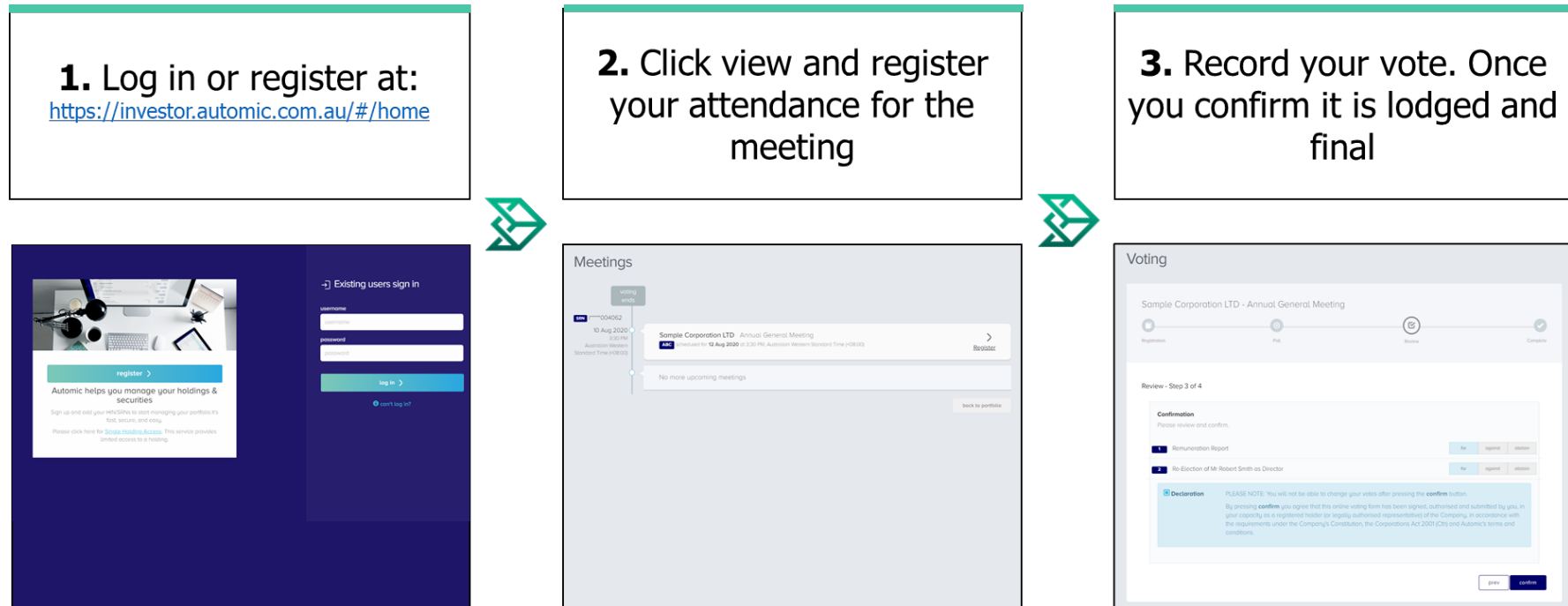
Rent.com.au Limited

AGM Presentation | 25 November 2021

- Chairman's Welcome and Meeting Instructions
- Voting Opens
- Resolutions
- Voting Closes
- CEO Presentation
- Q & A

Chairman's Welcome and Meeting Instructions

- For shareholders only – please log in to the Automic investor portal in order to vote. If you have already submitted proxies you may ignore this step.
- If you wish to ask a question, please click on the Q&A feature in the Zoom webinar and type your question.
- Voting is now open



Proxy Voting Results



Resolution	For	Against	Discretionary (Voted For)	Abstained	Excluded	Total For (% of Eligible Proxy Votes)	Total Against
1. Adoption of Remuneration Report	23,908,137	451,438	189,829	465,596	39,619,197	98%	2%
2. Re-election of John Wood as a Director	51,728,375	217,345	200,717	5,596	12,482,164	100%	0%
3. Ratification of Prior Placement Shares under Listing Rule 7.1 capacity	63,965,518	460,366	202,540	5,773	0	99%	1%
4. Ratification of Prior Placement Shares under Listing Rule 7.1A capacity	63,965,518	460,366	202,717	5,596	0	99%	1%
5. Approval of 10% Placement Facility	63,922,635	472,551	200,717	38,294	0	99%	1%

Voting will now close and final results will be posted to the ASX announcements platform shortly

At Rent, we believe Australia's renters deserve better.



Renting is fast becoming the preferred choice for many people and is a segment without a champion.

That's why we're using technology to reimagine every part of the renting journey from finding a house to paying the rent.



We serve renters throughout their renting journey.



Search Phase

Tenancy Phase

6 weeks

30 months

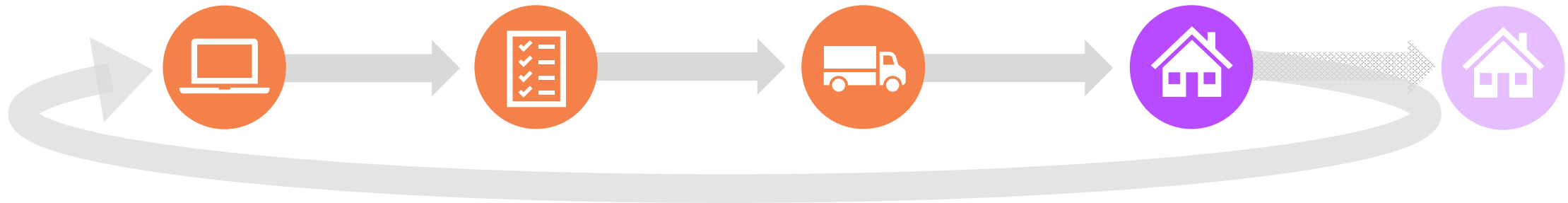
Looking

Applying

Moving

Living

Ownership



- Established large industry portal (profitable, growing)
- Designed for renters looking for a new home
- Renter focus (tools, products, services)

- New Payments Platform (just released)
- Designed for all renters
- Renter focus (tools, products, services)

Delivering on the promise to our customers...



Largest "lifestyle" database

8,000 suburbs,
325,000 reviews,
1.6m categories



+1.2 million
Renter Resumés

#1 Rated Real-Estate App
+18,000 reviews (4.9*)

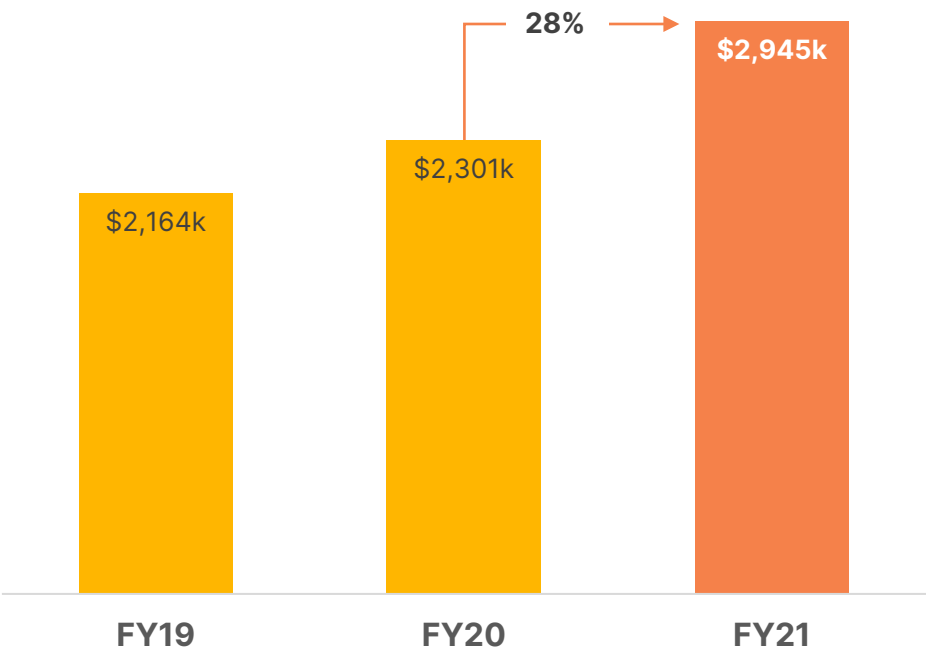
Trusted by Renters
+100,000 monthly readers of
advice pages

Financing \$'millions
of rental bonds

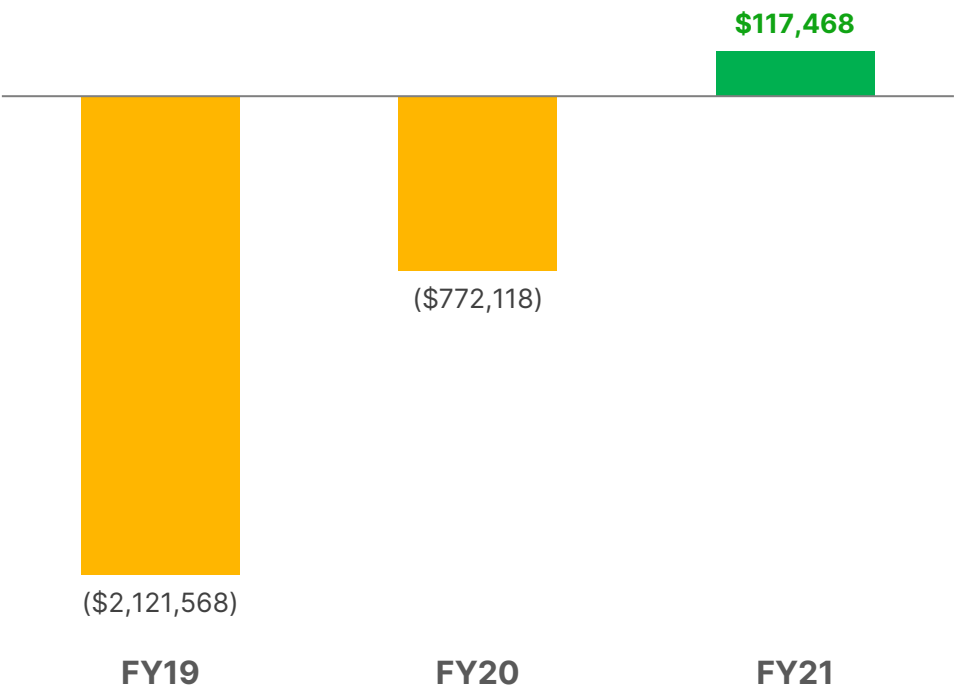
...and driving strong business growth.



Strong FY21 revenue growth†



and profitable for the first time†



† Group EBITDA excluding RentPay business unit

Now we've started disrupting the tenancy period.



All renters need to pay their rent, making RentPay relevant to over 2.5 million (mainly millennial) households in Australia who collectively pay more than \$1 billion in rent each week – week in, week out.

Yet the market is oriented towards agent & landlord needs.

#1

money is the
leading source of
millennial stress

70%

of people are
anxious about their
energy bill

68%

regularly use their
smartphone for
banking

Starting with rental payments.

Renters are able to

- Pay what they want
- Pay when they want
- Be recognised & rewarded
- Be in control



Take control of your rent

Fund your secure digital wallet and build up your money until rent day.



Plan and manage payments

Choose when and how much, and even match rent day to payday.

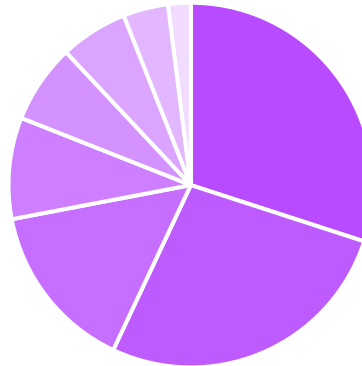


Get recognised for being a good renter

Build your credit score with Scorebuilder and access emergency funds if you need them.

Agents/LLs receive

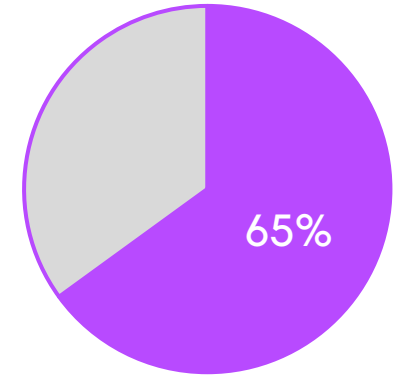
- The right amount
- At the right time
- New revenue lines
- Reconciliation tools



Renters choosing flexibility[†]



Average Buffer Amount \$100



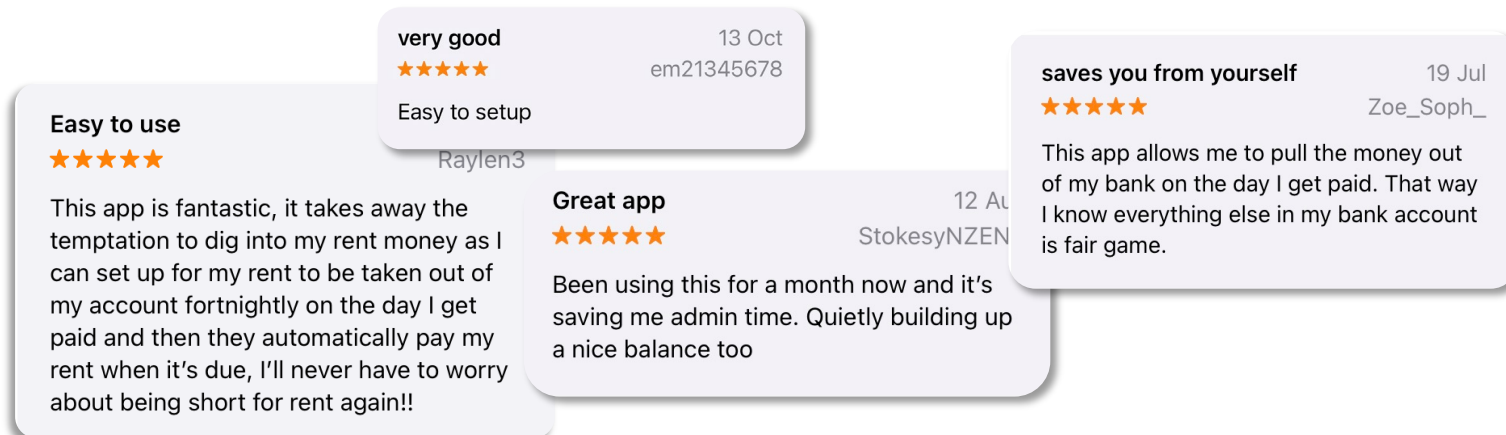
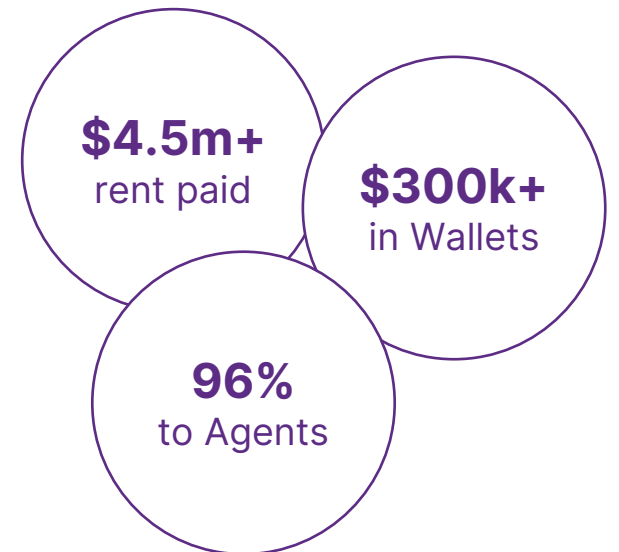
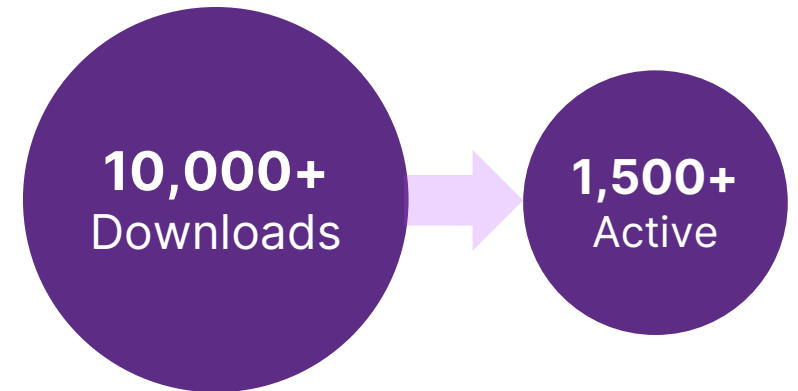
65% opted in for Scorebuilder

[†] Payments into the wallet and payments to agent/landlord are on different frequency

Early days, steady growth.

Optimisation Phase nearing completion

- New security functionality released
- Web version of the app launched
- Awareness (education) efforts are working
- Major App update underway, simplifying customer flows



Customer Growth Plans



- Further expansion of marketing activity to existing RENT customer base:
 - RENT customers converting at 2x the rate of external marketing
 - Balancing with need to drive advertising/product revenue for RENT
- Enhancement of Agent capability to capitalise on significant interest.

RentPay for AgentsPayfilesTenantsagent@acme.com.auLog out

Payfiles

Date	Payfile name	Download
14/06/2020	RentPay-14-06-2020	PayFile
13/06/2020	RentPay-13-06-2020	PayFile
12/06/2020	RentPay-12-06-2020	PayFile
11/06/2020	RentPay-11-06-2020	PayFile
10/06/2020	RentPay-10-06-2020	PayFile
09/06/2020	RentPay-09-06-2020	PayFile
08/06/2020	RentPay-08-06-2020	PayFile
07/06/2020	RentPay-07-06-2020	PayFile
06/06/2020	RentPay-06-06-2020	PayFile
05/06/2020	RentPay-05-06-2020	PayFile

RentPay for AgentsPayfilesTenantsagent@acme.com.auLog out

Tenants

Reference	Name	Address	Mobile	Status
ACME5478	Jennifer Smith	UNIT 5 3 CROCKETT AVENUE, CRAIGIEBURN	0416755788	Active
ACME3577	Wendy Riggs	UNIT 8 29 CAMBRIDGE STREET, WEST LEEDERVILLE	0411324857	Active
ACME1771	Amelie Casey	99 PROPELLER CIRCUIT, OFFICER SOUTH	0413265781	Active
ACME4427	Kailey Manning	4 ISLINGTON STREET, COLLINGWOOD	0413269854	Inactive

Filters

Reference

Tenant name

Address

Mobile

Status

Any

Search

Platform for services, continuous expansion.



Partner discussions are well underway to expand services and benefits to renters.

We see this as an integral ongoing part of the customer proposition.



+40% of our customers want to align their utilities payment to their rent, for a partner it reduces bad debt exposure and improves cashflow



Linking a customer's regular rental payments to a discretionary payment platform (BNPL) to drive user preference at retail PoS



Building on from our "first in market" Scorebuilder product, have rent contribute to and provide an advantage for a future mortgage (align the customer to a provider before they start looking)



Opportunities for RentPay Agents via landlord services, lead generation and new revenue lines

- Core RENT search business now consistently profitable, strong start to FY22
- We continue to invest in the development and growth of RentPay. It aligns with our vision and is a significant growth opportunity
- Forecasting growth across both Rent.com.au and RentPay businesses
- Partner discussions (utilities, mortgages, insurance) progressing well – AGL have extended energy connection partnership for a further year
- RentPay marketing progressing well, new channels opening up and messaging refined
- Well funded: \$662k R&D tax refund received, +\$1.8m cash on hand

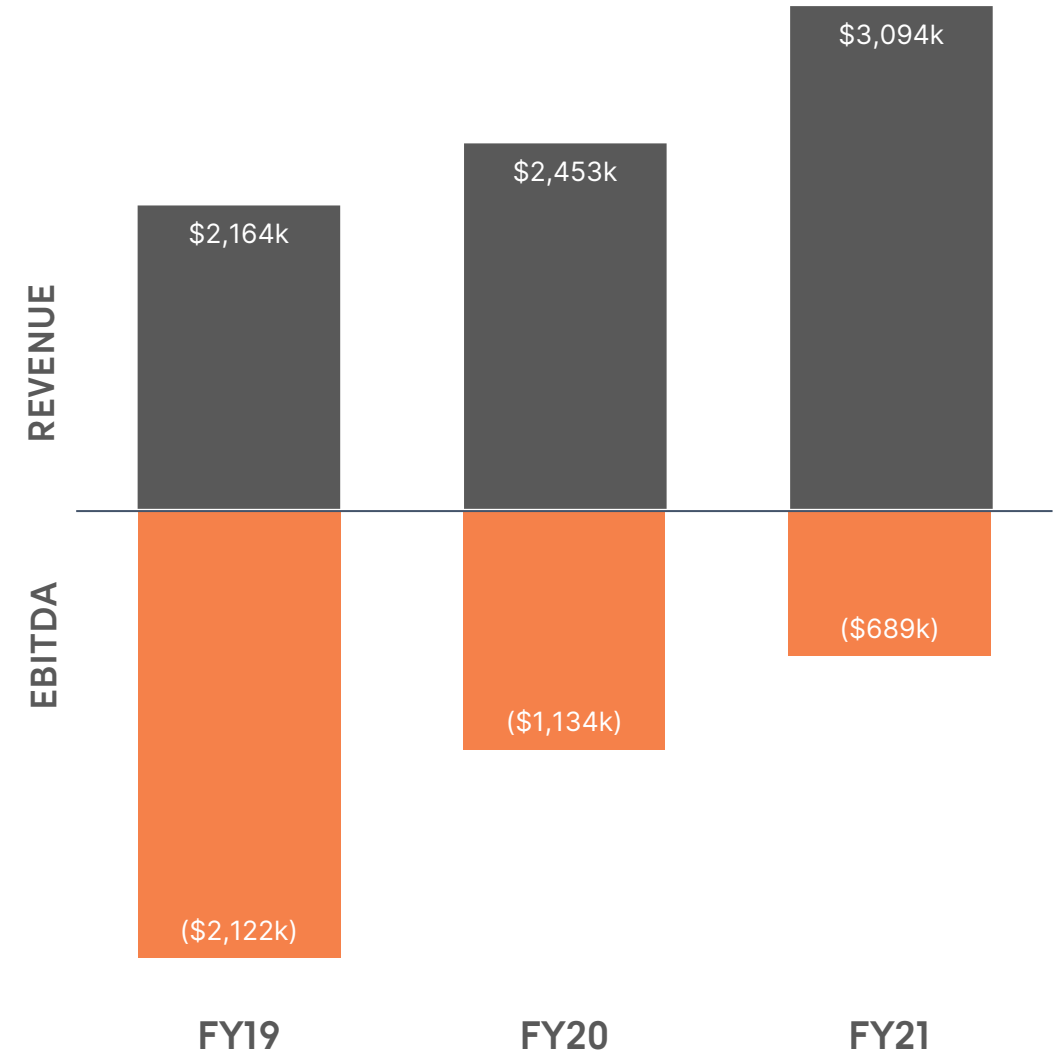
Appendices

Financial results FY21



RNT Group	FY21 \$'000	FY20 \$'000	% Change
Renter Products†	1,552	1,105	+40%
Advertising Sales	1,263	986	+28%
Other Revenue	279	362	(23%)
Total Revenue	3,094	2,453	+26%
Cost of Sales	(1,268)	(933)	+36%
Gross Margin	1,826	1,520	+20%
Gross Margin %	59%	62%	
Operating Costs	(2,515)	(2,653)	(5%)
EBITDA	(689)	(1,134)	(39%)

RNT Group Revenue & EBITDA



† Source: rental payments revenue was previously included in Renter Products prior to October 2019. Now included in Other. Comparatives restated to reflect LFL.

Corporate information



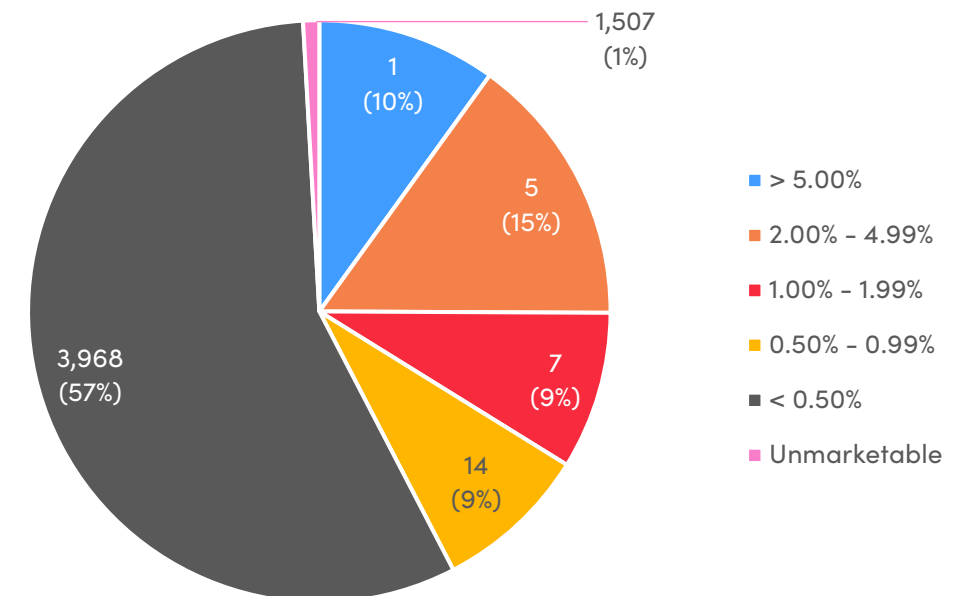
Financial information	
Share price (23 November 2021)	\$0.07
Ordinary shares on issue	398.2m
Market capitalisation	\$27.9m
Cash on hand (23 November 2021)	\$1.8m
Enterprise Value	\$26.1m

Other	Exercise	Vest	Expiry	Number
Remuneration Rights (CEO, COO)		Jun-22	Jul-22	333,333
Options (Directors)	\$0.10 – \$0.15	Nov-23	Nov-25	7,200,000
Option (Novatti)	VWAP	vested	Feb-22	5,982,028*
Performance Rights (LTI)		Jun-23	Jul-23	11,475,000
Performance Rights (LTI)		Jun-24	Jul-24	7,875,000

* option has VWAP exercise price and therefore number of securities cannot be determined until exercise

Top shareholders	%
Bevan Slattery (new holder 2021)	10.1%
Greg Bader (CEO – holder since 2016)	4.8%
John Wood (Director – holder pre-IPO)	3.9%
Garry Garside (Director – holder pre-IPO)	2.2%
Mark Needham (HNW – holder since 2016)	2.0%

Shareholding Distribution



Experienced board



Garry Garside



Non-Executive Chairman

- Experienced property developer and investor
- Founded Prime Health Group before merging it with Westpoint Healthcare to form Endeavour Healthcare
- MBA (University of WA)

Sam McDonagh



Non-Executive Director

- 20+ years experience in senior management roles including Airbnb, eBay and iiNet
- Non-Executive Director of TicToc Homeloans
- Chartered Accountant and experienced marketer

Phil Warren



Non-Executive Director

- 20+ years in corporate/advisory roles with ASX listed companies
- Managing Director of corporate advisory firm Grange Consulting, Chartered Accountant
- Non-Executive Director of Family Zone Cyber Safety Ltd and Anax Metals Ltd

John Wood



Non-Executive Director

- Extensive experience in retail, property, sales and marketing, business management and tourism
- Founder & National Acquisitions Manager of National Lifestyle Villages
- Former Rothwell's Young Entrepreneur Award winner

Dedicated leadership



A passionate team ready to change the world



The logo for 'rent' features the word 'rent' in a white, lowercase, sans-serif font. Above the letter 'e' is a white icon of a house with a triangular roof.

rent

made for renters



<https://investors.rent.com.au>



investors@rent.com.au



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