



ASX Announcement

3 March 2021

HALF YEAR RESULTS WEBINAR

Rent.com.au Limited (ASX: **RNT**) ("**Rent.com.au**" or "**the Company**"), Australia's website made for renters, is pleased to announce that it will host a webinar for shareholders and other interested parties at 9.30am WST (12.30pm AEST) on Thursday 4th March 2021.

The Chief Executive Officer, Mr Greg Bader will present the accompanying Half Year Results Presentation following which he will take questions from shareholders.

In order to access the webinar, shareholders and other interested parties are required to **pre-register before the webinar** using the following link:

https://us02web.zoom.us/webinar/register/WN_-x7WLHJmQsapzQslKeikKA

Once you have pre-registered, you will receive a personalised email with login details to the webinar. If you do not receive this email (please check junk mail folders) then please contact the Company at investors@rent.com.au or on 08 6145 2609 prior to the meeting.

Lodgement with the ASX has been authorised by the Chief Executive Officer.

Investors wishing to keep up to date with company news and events are invited to subscribe for updates at: <https://investors.rent.com.au/>



Rent.com.au Limited

**Half Year Results
31 December 2020**

RNT is positioned for growth



Record Group Revenue and **EBITDA** results.
Core RENT business now profitable.



All key customer metrics **continue to grow**.
RENT App still #1 rated.



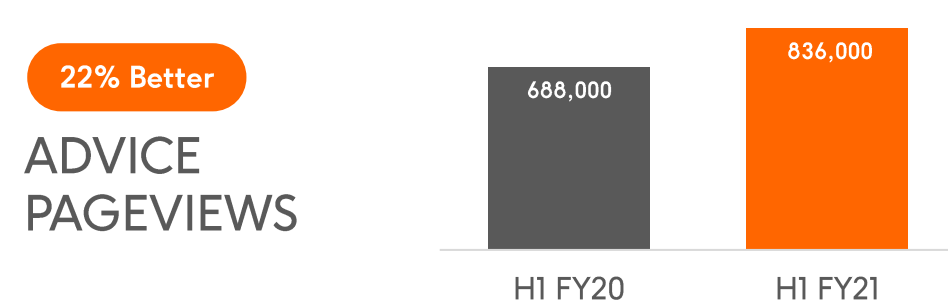
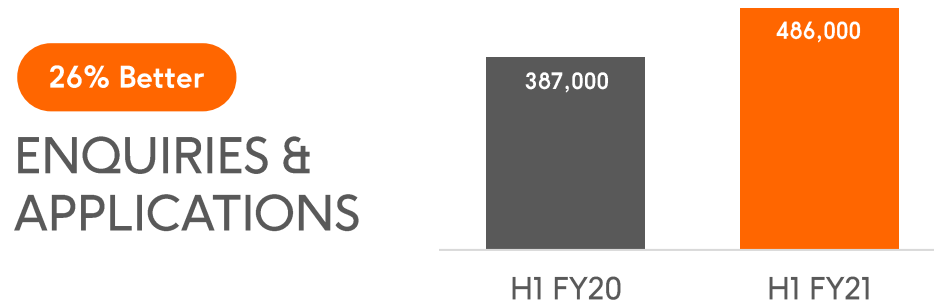
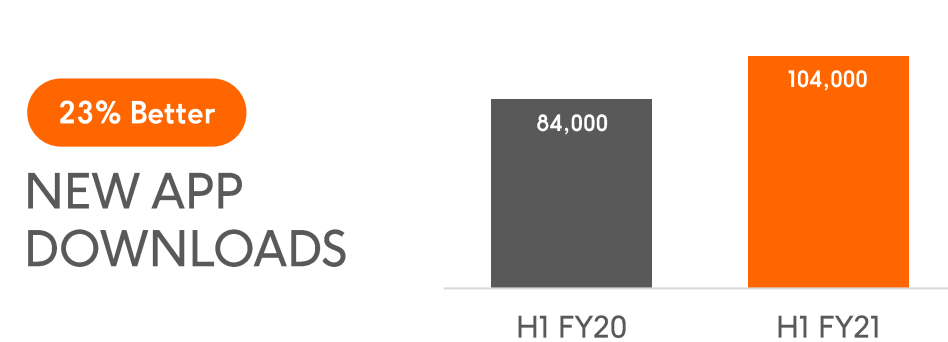
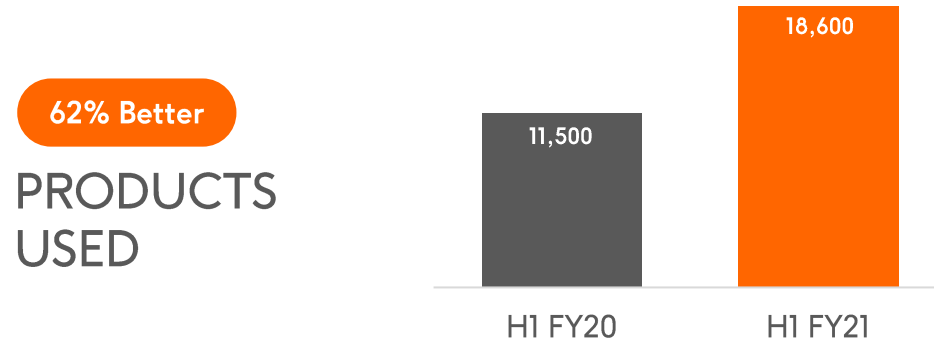
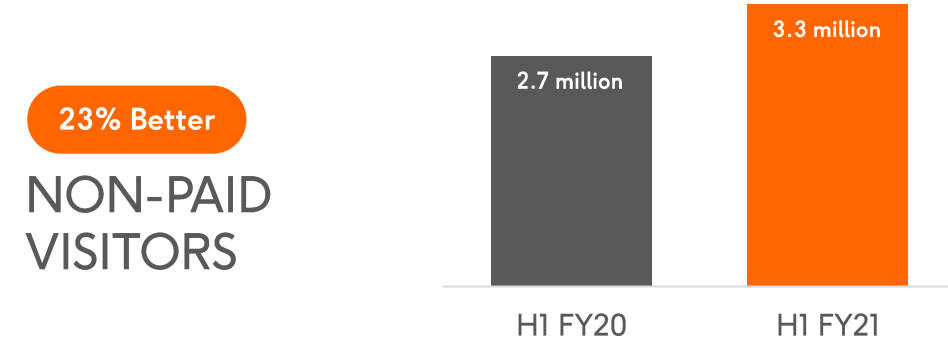
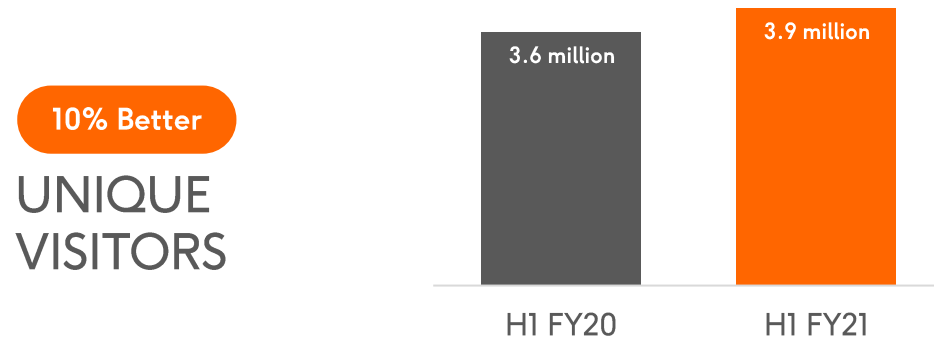
Innovation continues with next generation
product, **RentPay**, approaching launch.



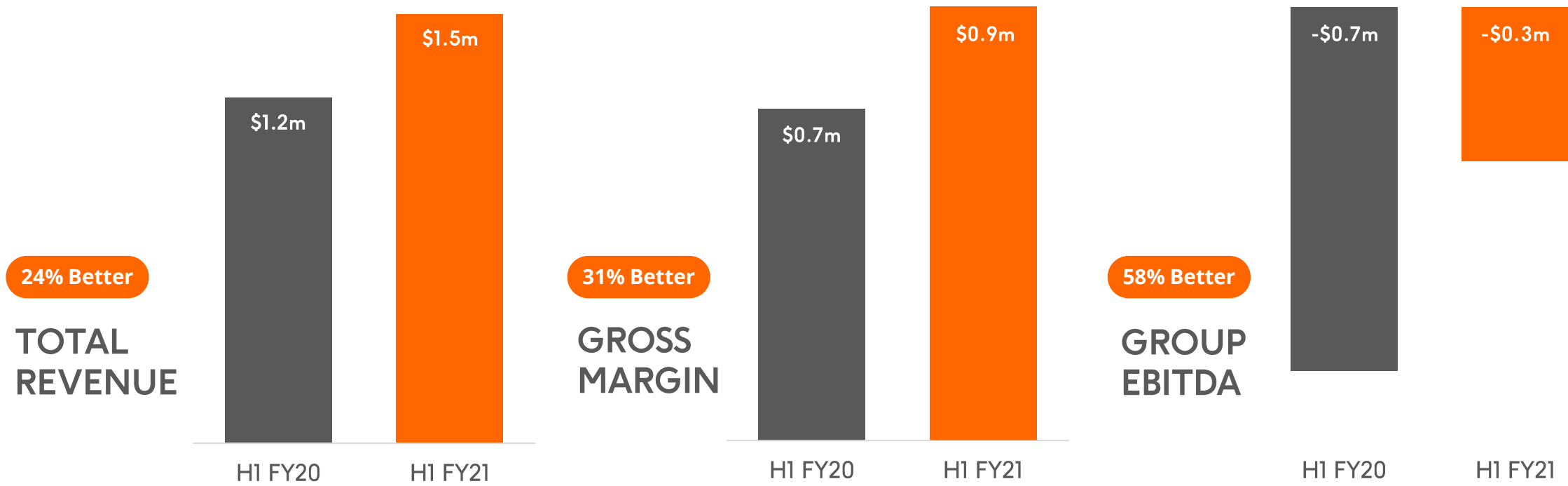
Strong partnerships underpin expansion
opportunities for RentPay (AGL, ANZ, NOV etc).



Engagement with our customers continues to grow



and delivers record financial results



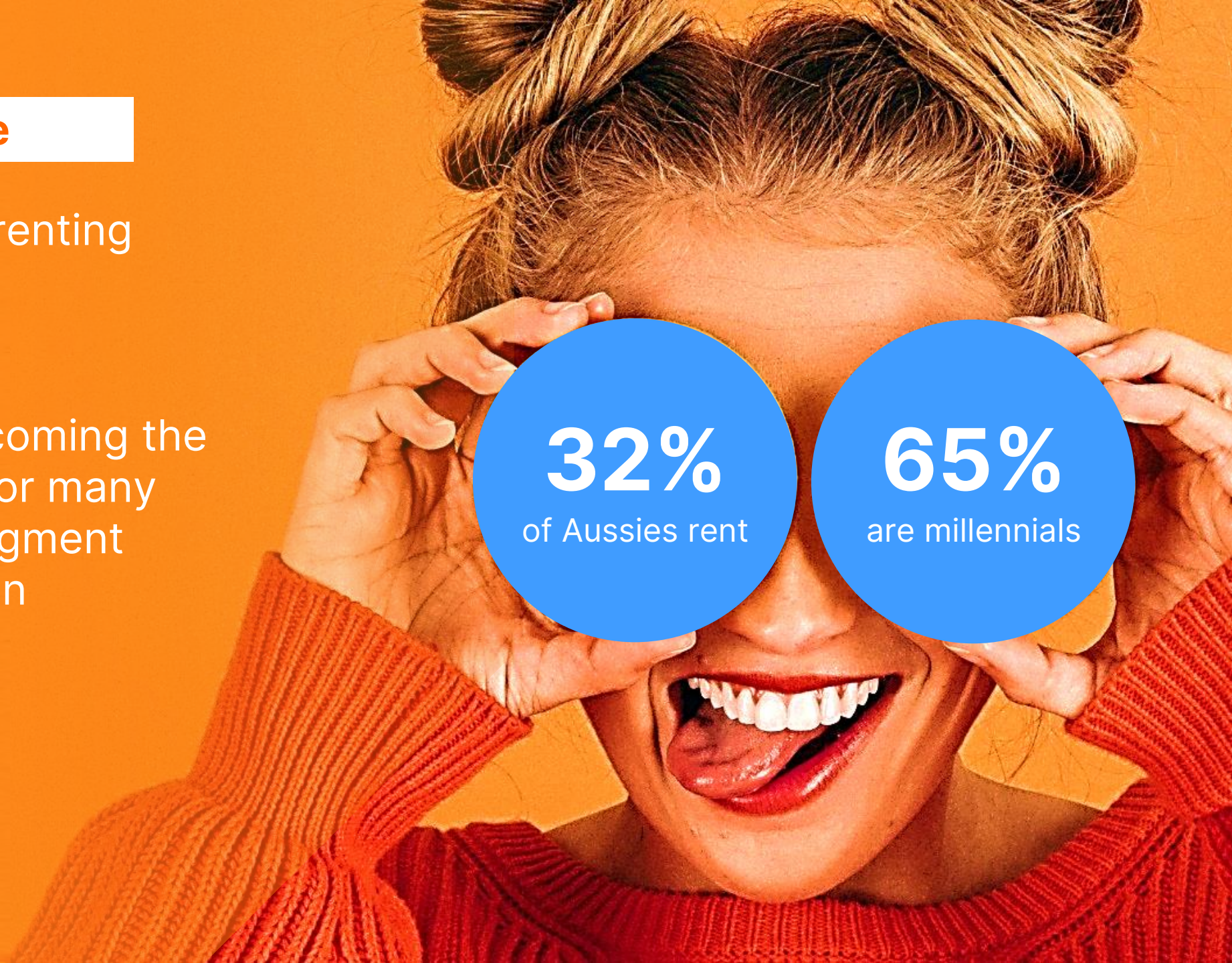
Our Purpose

We exist to make renting rewarding

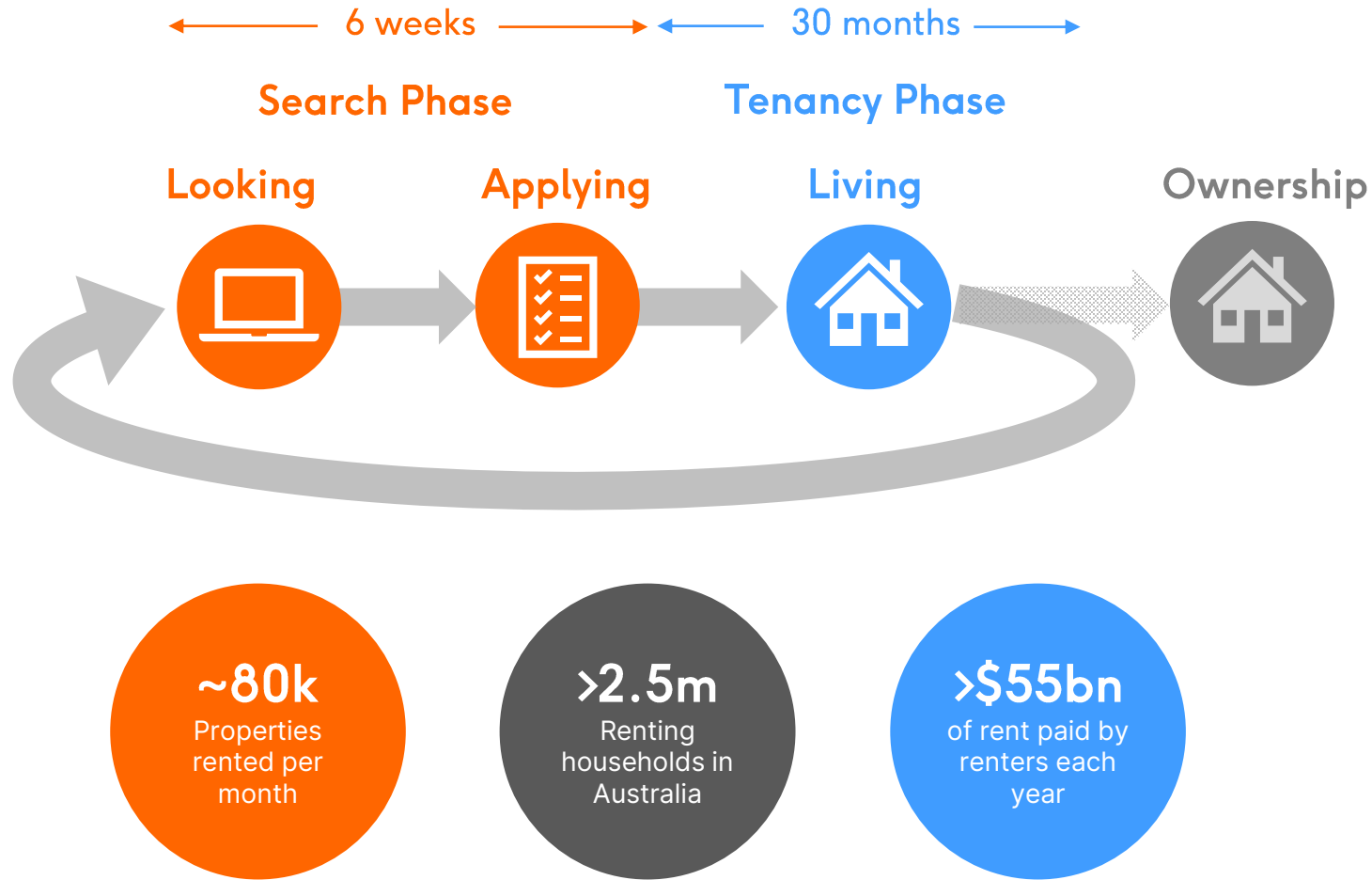
Renting is fast becoming the preferred choice for many people and is a segment without a champion

32%
of Aussies rent

65%
are millennials



Renting's a big market

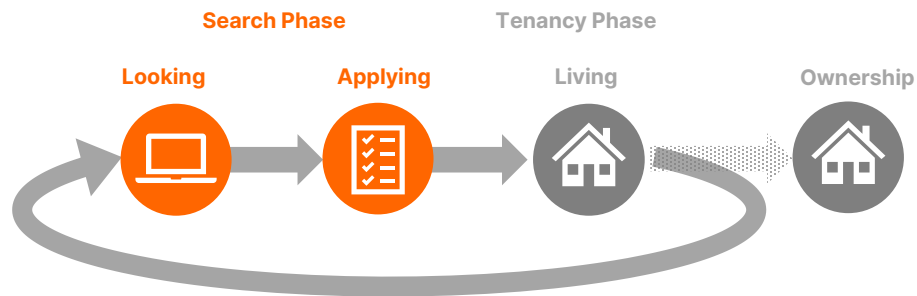


We are reimagining the Renting Experience



Our single focus is giving Australia's 7+ million renters more control and flexibility

For others, renters are a distraction, for us they are everything



The screenshot displays the rent.com.au website interface. At the top, the navigation bar includes the rent logo, links for Search Rentals, For Renters, For Agents, For Landlords, and Blog, along with buttons for List your Property, Renter Resume, Sign in, and Register. The main banner features a woman looking out a window with the text "Find a perfect place to call home" and a search bar. To the right, the "rent resume" section promotes a service for users with no rental history, featuring a testimonial from Jennifer Smith. Below this, the "Renting advice & tips" section offers links to community groups, market snapshots, and landlord advice. The "Your Questions answered" section provides help center links for common rental queries. The "rent connect" section promotes a \$100 e-gift card for users who organize utilities with AGF. At the bottom, three colored boxes promote "rent check" (tenant verification), "rent bond" (moving with confidence), and "rent pay" (managing rent payments).

and putting the renter first



Now the largest dedicated Renting community in AU

January 2021 Snapshot

720k Unique Visitors to our site and apps

9.6m Pageviews

100k Enquiries and Applications to agents

75k+ Active Rental listings on our site

Core RENT “Search” business is now profitable

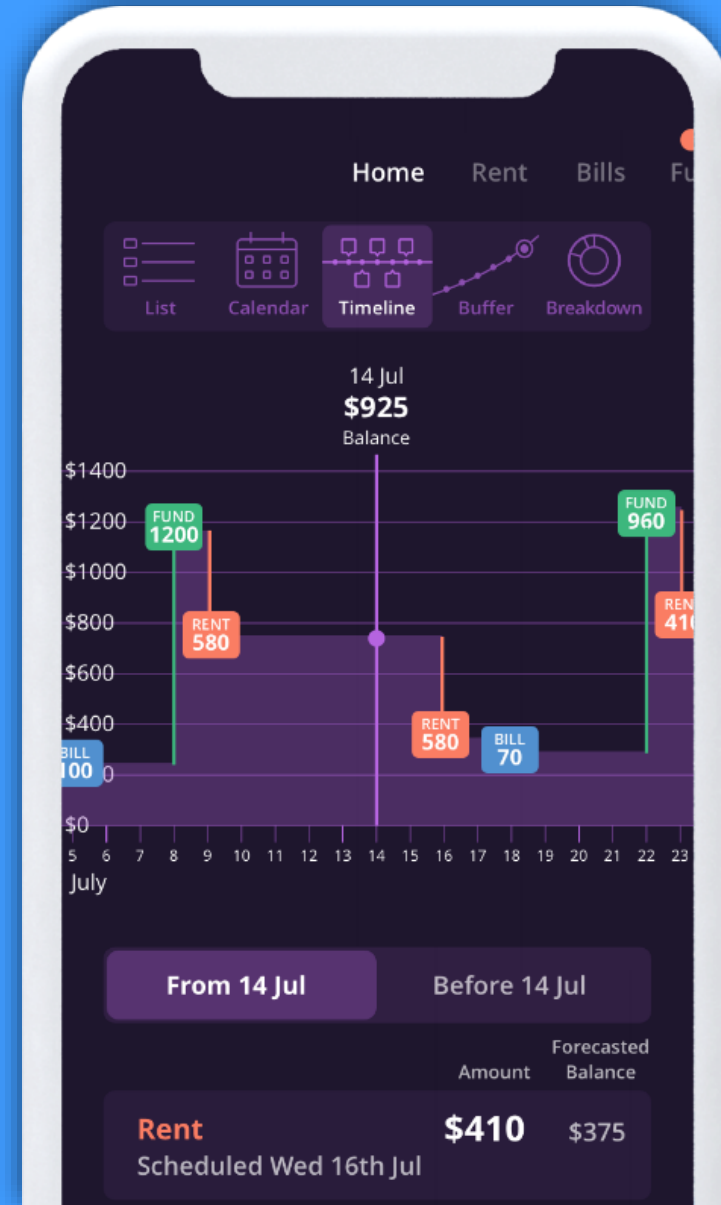
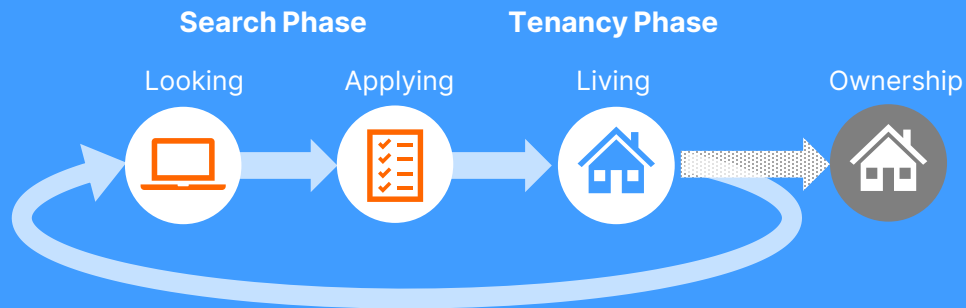


#1 Rated Real-Estate App

and we are about to disrupt the tenancy period

We know our customer. Their support gives us the right to extend our customer relationship beyond search

The tenancy period gives us a x20 multiplier in terms of market size and engagement period



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

Yet they aren't catered for by a market 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



Rental payments is where we will start

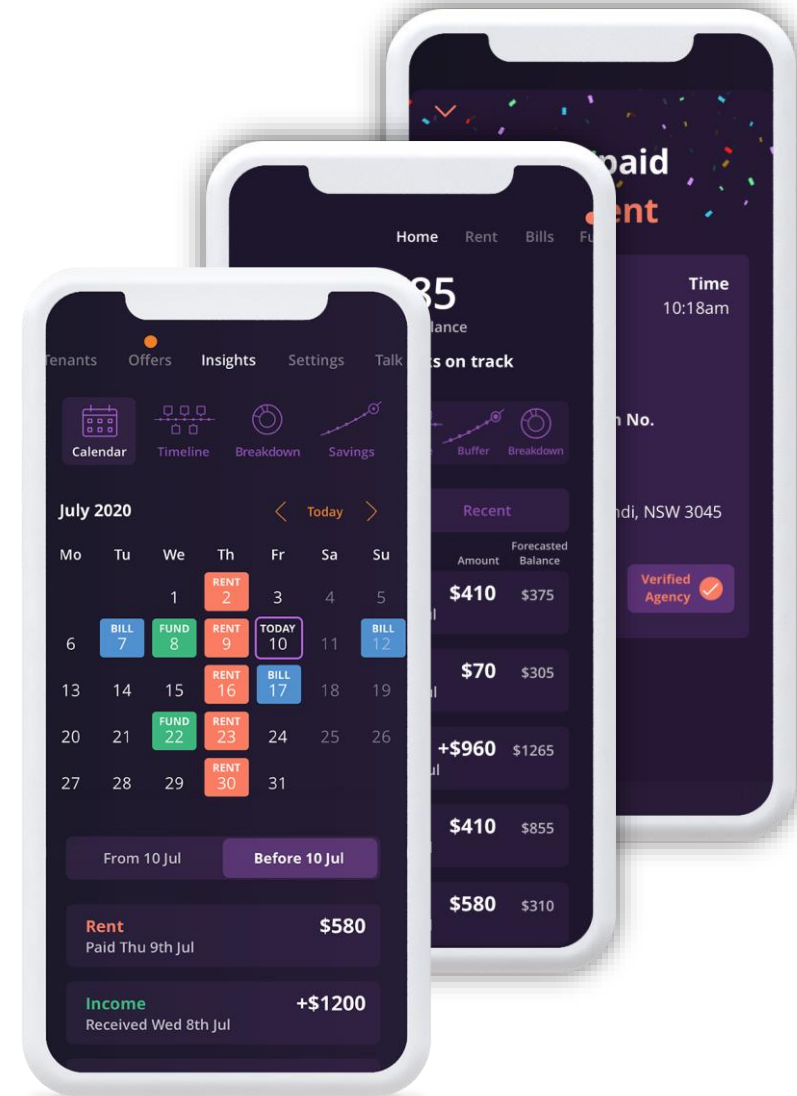


Renters will be able to

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

Agents/LLs will receive

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

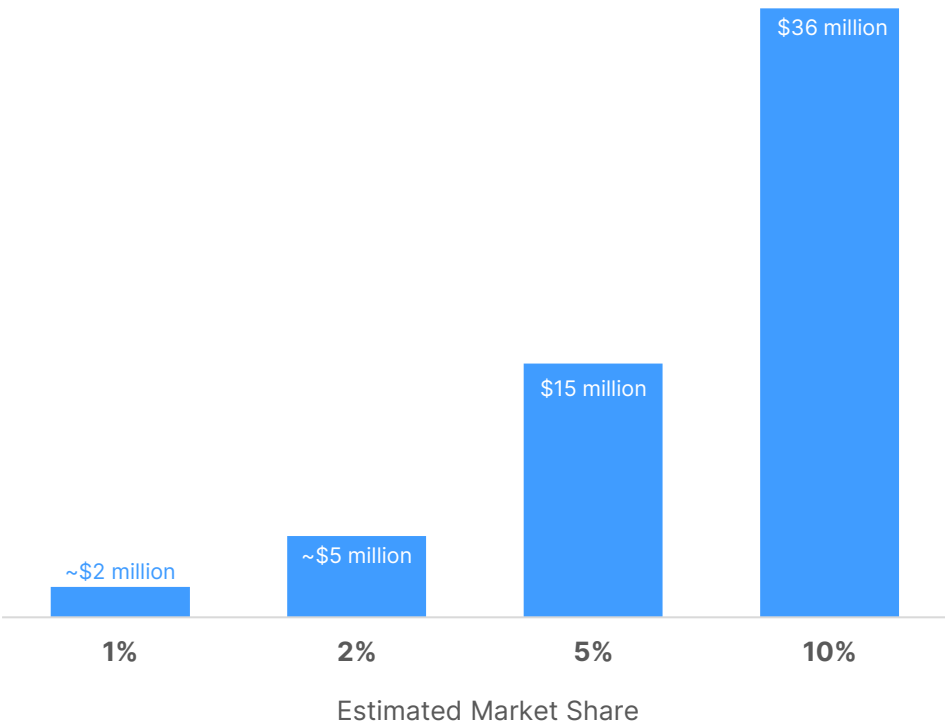


The opportunity is significant



- Market changing payment solution
- Natural marketing channel in rent.com.au
- Purpose-led, making renting more rewarding
- Compounding annuity income streams
- Significant expansion options (products, partners, geographies)

Potential Annual RentPay Revenues at Various ARPU's & Market Shares†



| Estimated Market Share | 1% | 2% | 5% | 10% |
|-------------------------------------|-----------|-----------|-------------|-------------|
| Customers | 25,000 | 50,000 | 125,000 | 250,000 |
| Bundled ARPU [£] (Monthly) | \$6.00 | \$8.00 | \$10.00 | \$12.00 |
| Monthly Revenue | \$150,000 | \$400,000 | \$1,250,000 | \$3,000,000 |

† Not a forecast - product has not yet launched. Rent.com.au indicative estimates based different Average Revenue Per User (ARPU) per month @ different market shares. Market share estimated as target customer number divided by 2.5m rental households.

Illustration of the effect of annuity income streams

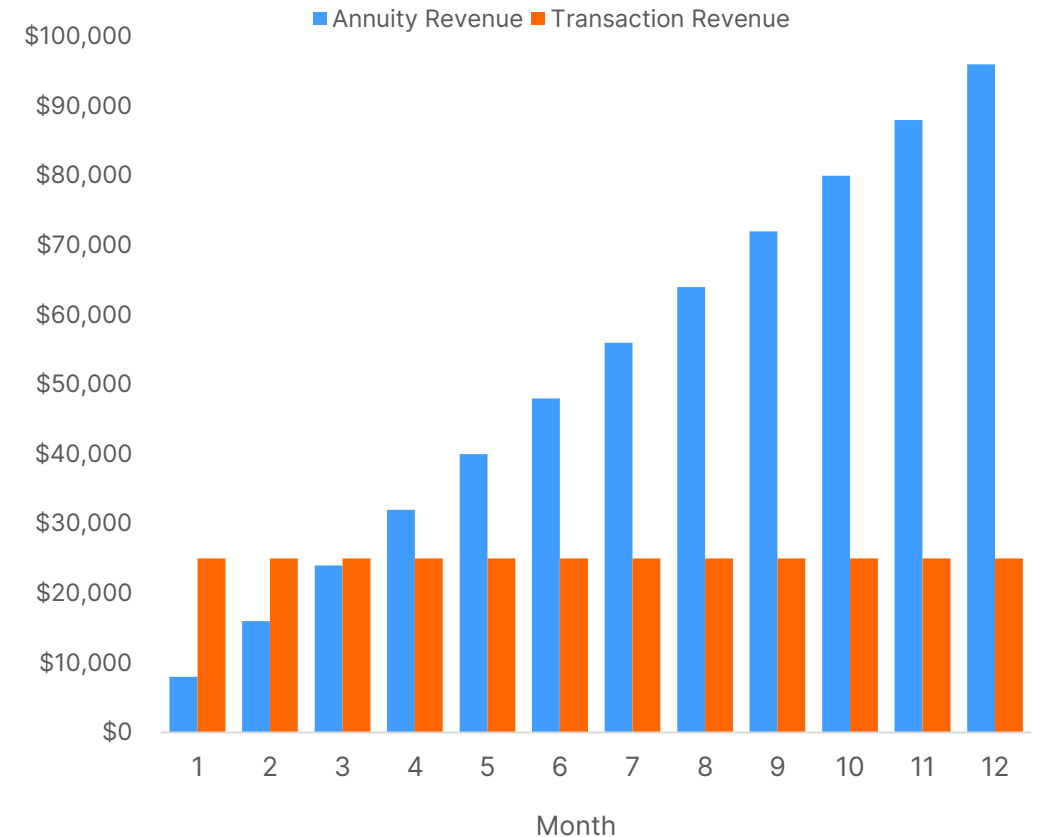
Annuity Revenue

- Right now, what we sell today we need to sell again tomorrow.
- An annuity revenue stream provides compounding growth and insulation from seasonality

Assumptions used:

- 1,000 new customers per month (the same applies to each type of revenue stream)
- For Transaction (one-off) income, the assumed average transaction value is \$25 (i.e. cost of a RentCheck)
- For Annuity (recurring) income, the assumed average revenue per user (ARPU) per month is \$8 (i.e. our initial RentPay target)

Illustrative Example: Revenue Model Comparison



Our progress so far



- Customers actively contributing to finalisation of features/messaging
- Launch planning - our existing customer base is the obvious place to start
- Beta App submitted to the App stores, user testing continues
- Phase 2 (extensions/expansions to features) already in planning

Targeting Launch - End of March 2021

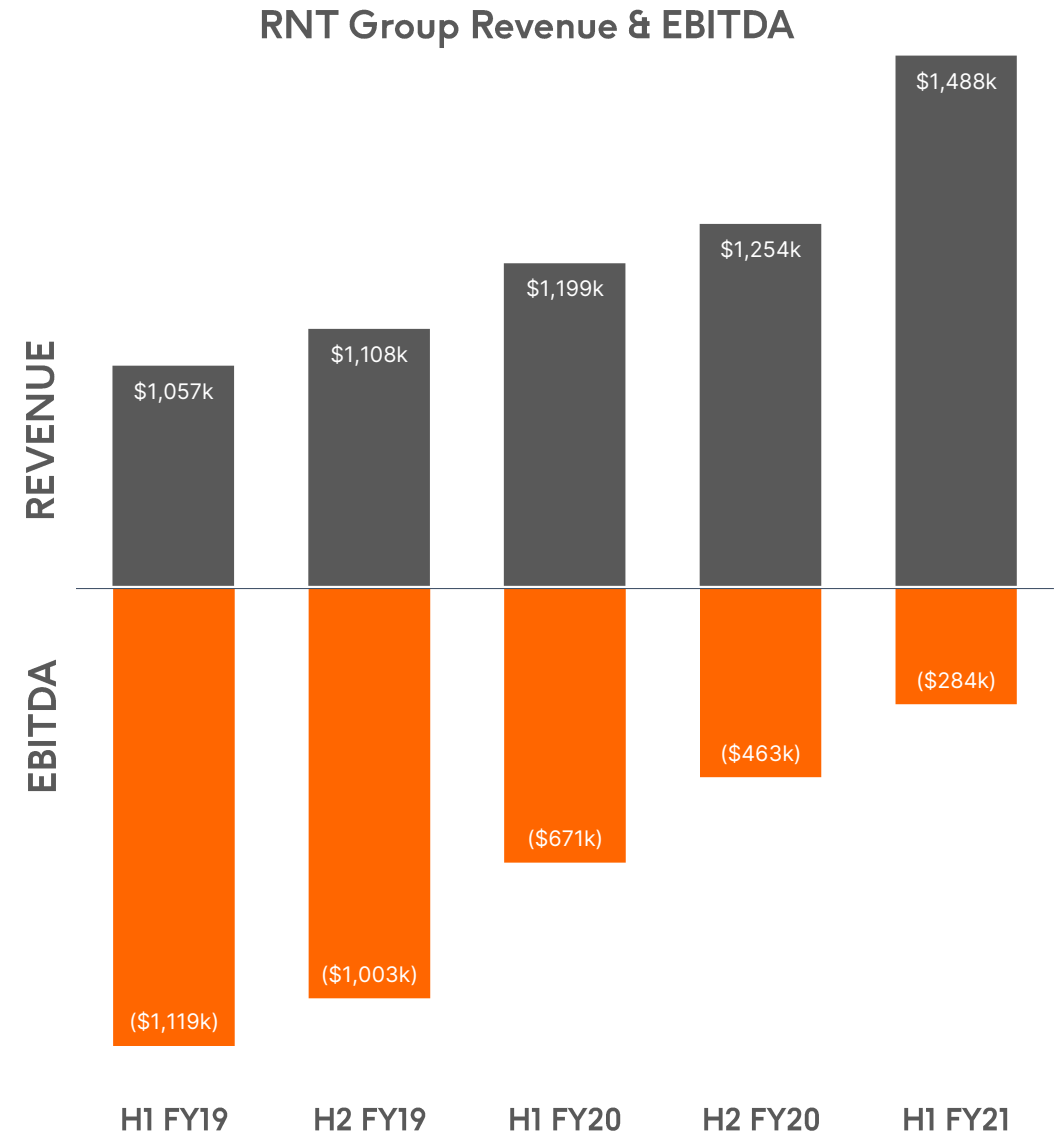
FINANCIAL RESULTS



Financial Results H1 FY21



| RNT Group | H1 FY21 \$'000 | H1 FY20 \$'000 | % Change |
|----------------------|-------------------|-------------------|-------------|
| Renter Products† | 792 | 555 | 43% |
| Advertising Sales | 548 | 513 | 7% |
| Other Revenue | 147 | 131 | 12% |
| Total Revenue | 1,488 | 1,199 | 24% |
| Cost of Sales | -543 | -477 | 14% |
| Gross Margin | 945 | 722 | 31% |
| Gross Margin % | 64% | 60% | 4% |
| Operating Costs | -1,229 | -1,393 | -12% |
| EBITDA | -284 | -671 | -58% |

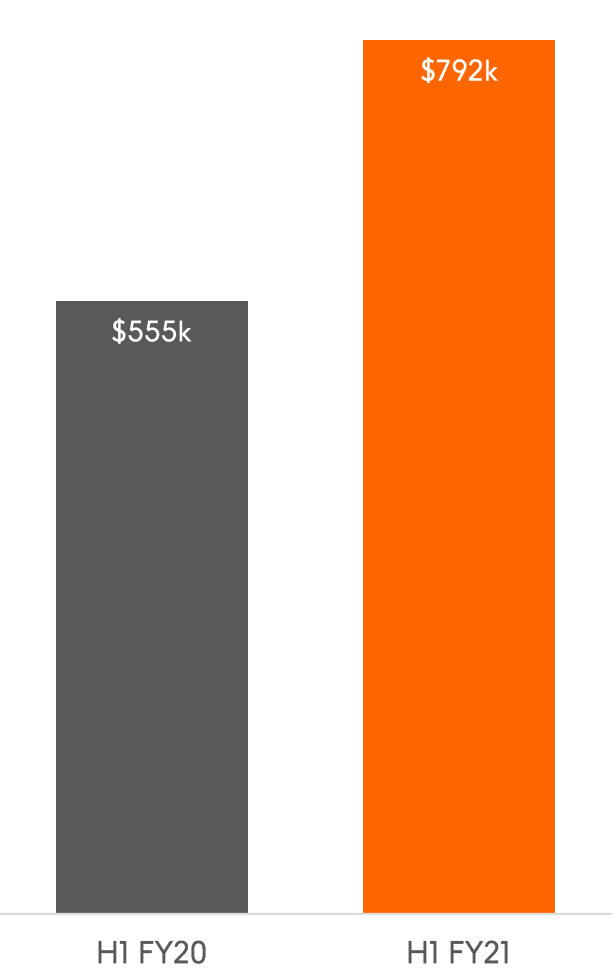


† Source: rental payments revenue was previously included in Renter Products prior to October 2019. Now included in Other. Comparatives restated to reflect LFL.

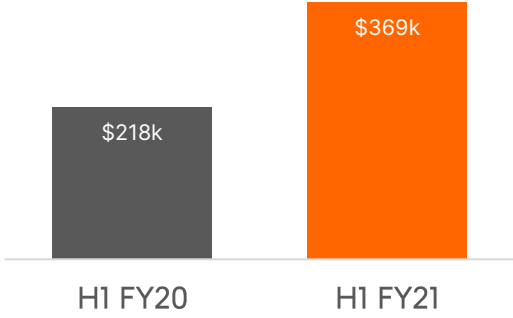
AGL partnership drives Renter Products Revenue



Renter Products Revenue

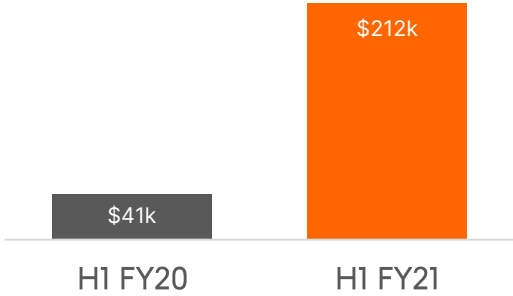


69% Better
rent check



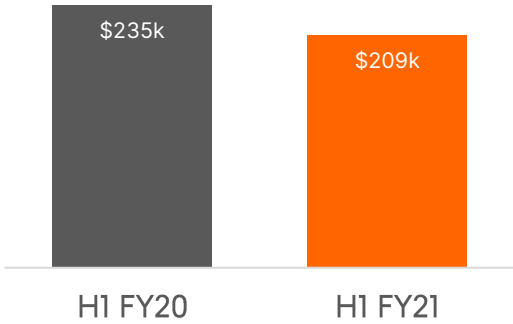
Greater customer awareness of product along with product innovations has driven increased take up of the product.

419% Better
rent connect



AGL partnership commenced (operationally) in January 2020. Compelling offer and well-worked integration have driven adoption. AGL have extended arrangement for further 12 months.

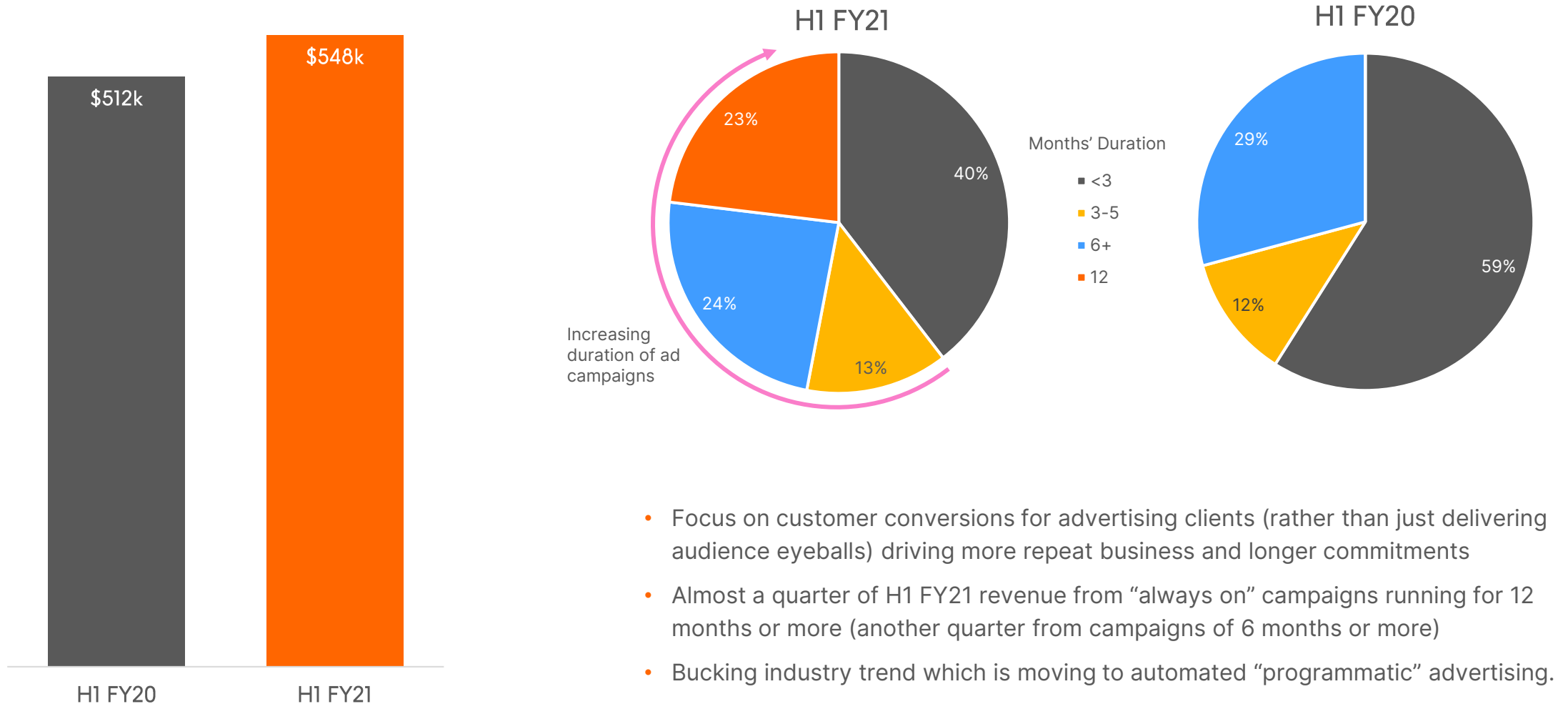
11% Down
rent bond



Lower demand since onset of COVID (early access to superannuation and access to stimulus) have reduced application volumes.

Improving consistency, deepening relationships

Advertising Sales Revenue



OUTLOOK



- › Well-funded with influential new investor, 6x shareholder base removes capital risks
- › RentPay nearing launch – on track for significant revenue opportunity
- › Core RENT search business profitable – on track to achieve this again in Q3 FY21
- › RentPay is just the beginning, further evolving revenue streams are available
- › Increased profile of RNT has led to other approaches to partner or seize opportunities



Corporate Information



| Shareholdings | Feb 2021 | % |
|---------------------------|--------------------|---------------|
| Board & Management | 48,766,798 | 12.3% |
| Other Top 30 Shareholders | 148,740,170 | 37.4% |
| Other Shareholders | 200,147,259 | 50.3% |
| | 397,654,227 | 100.0% |

Financial information

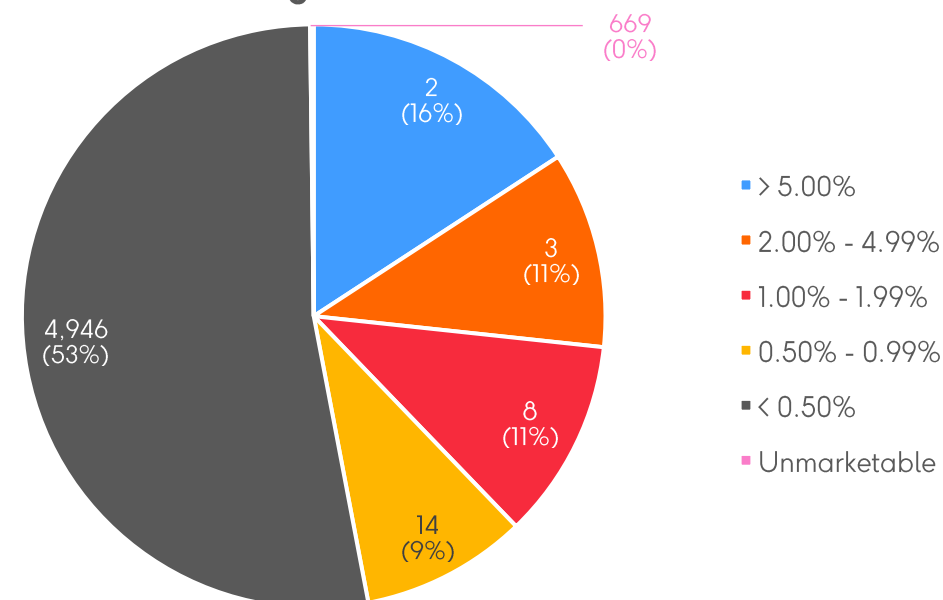
| | |
|--------------------------------|---------|
| Share price (19 February 2021) | \$0.245 |
| Ordinary shares on issue | 397.7m |

Market capitalisation **\$97.4m**

| Other | Exercise | Vest | Expiry | Number |
|--------------------------|-----------------|--------|--------|------------|
| Options (CEO) | \$0.25 - \$0.50 | vested | Sep-21 | 3,750,000 |
| Options (Directors) | \$0.10 - \$0.15 | Nov-23 | Nov-25 | 7,200,000 |
| Option (Novatti) | VWAP | vested | Feb-22 | ~1,200,480 |
| Performance Rights (LTI) | | Jun-23 | Jul-23 | 15,750,000 |

| Top 5 shareholders | % |
|---|-------|
| Bevan Slattery (new holder) | 10.1% |
| Jason Carroll (HNW – holder since 2016) | 5.7% |
| Greg Bader (CEO – holder since 2016) | 4.7% |
| John Wood (Director – holder pre-IPO) | 4.0% |
| Garry Garside (Director – holder pre-IPO) | 2.2% |

Shareholding Distribution



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
- Managing Director of corporate advisory firm Grange Consulting, Non-Executive Director of Family Zone Cyber Safety 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

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

Jan Ferreira



Chief Financial Officer

- 20+ years in senior finance roles in rapidly growing ASX businesses including financial services and technology
- Operational experience in leading consumer lending, sales and customer care teams