



Rent.com.au Ltd

Strong performance against current rent market headwinds

Rent.com.au Limited (ASX:RNT) is a purpose-led company seeking to empower home renters through their rental profile, rental bond and payments, and through a growing number of aligned transactional services. The company has announced record Q3 FY22 revenues of \$0.853m, an increase of 7.0% on the previous corresponding period (pcp) and up 7.3% on Q2 FY22. The core Rent.com.au delivered positive EBITDA of \$0.048m, a 33% increase on the same quarter in FY21, despite the headwinds being generated by Australia's tight rental market. Including RentPay, the group EBITDA loss was \$0.359m, an improvement on the \$0.414m loss reported in Q2 FY22, due to the \$0.407m invested in the marketing and operation of RentPay. The platform now has 2,649 active customers transacting payments out of a core universe of 10,450 registered customers and 18,650 app downloads. To date, customers have paid ~\$22m in rent via RentPay, with the platform now handling around \$1m a week in rent payments. The company noted that despite challenges in the broader market where rental listings are down 30%, it had experienced a strong quarter and the increasing mobility interstate, overseas and back to cities was boding well for coming quarters. We have made no changes to our forecasts and our valuation is maintained at \$0.29/share, which is predicated on RentPay securing 20% of renters on its platform by FY24.

Business model

Rent.com.au generates revenues from advertising and from rental products, with revenues for the latter derived from RentCheck, which verifies a renter's identity and checks their record against the National Tenancy Database; from RentConnect, which delivers an integrated utility connection and \$100 gift card to renters in conjunction with AGL; and from RentBond, RNT's "move now pay later" product, which helps renters bridge the gap from one rental property to another by financing their bond online. The company's growing RentPay app platform allows renters total financial flexibility in terms of how they make their rent payments while giving agents and landlords surety of payments on time. It also aligns Rent.com.au to the tenancy period, giving it an opportunity to engage with its audience for longer and extend the relationship into other revenue lines including insurance, telecommunications, loan and finance products.

RentPay increases active customers by ~30%, traction grows

Rent.com.au delivered Q3 revenues of \$0.853m, a 7.3% improvement on Q2 FY22 and up 7.0% on the pcp. The company reported an EBITDA loss of \$0.359m for the quarter with the loss from RentPay narrowing slightly to \$0.407m in the quarter. EBITDA from the core Rent.com.au search business was \$0.048m, its seventh consecutive positive quarter. RNT noted that advertising revenues had continued its growth trajectory, up 19% on the pcp and driven by longer-term agreements and new opportunities in the home loan lead generation space. RentPay continued to demonstrate strong growth and traction with an almost 30% increase to 2,649 active customers transacting payments, a 39% increase in registered customers to 10,450 and 18,650 app downloads. In the quarter, Rent.com.au expanded its agreement with payments partner Novatti (ASX:NOV) to enable compliant secure payments from cryptocurrency exchanges and digital wallets such as Alipay, WeChat Pay and UnionPay.

Base-case DCF valuation of \$0.29/share

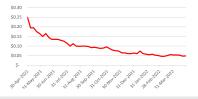
Our base-case DCF valuation for Rent.com.au is \$0.29/share and predicated on our expectation that RentPay will secure 5% of renters on its platform by FY24 and 20% by FY30. Evidence of faster-than-forecast take-up of RentPay together with the expansion of RentPay into other transactional products will likely result in our forecasts being revisited.

Earnings history and RaaS' estimates (in A\$ unless otherwise stated)									
Year end	Sales revenue	Gross profit	EBITDA	NPAT	EPS (c)	EV/Sales (x)			
06/20a	2.5	1.5	(1.1)	(1.7)	(0.6)	5.3			
06/21a	3.1	1.8	(0.7)	(1.0)	(0.4)	4.9			
06/22e	3.6	1.6	(1.4)	(2.0)	(0.5)	4.7			
06/23e	5.4	3.4	(0.3)	(0.8)	(0.2)	3.3			
Source: R	RaaS estimates for F	(22e and FY23e ⁻	Company data	for historical ear	nings				

Software & Services

2nd May 2022

Share Details							
ASX code	RNT						
Share price (29-Apr)	\$0.049						
Market capitalisation	\$19.5M						
Shares on issue	439.3M						
Options/performance rights	22.3M						
Net cash (31-Mar)	\$3.2M						
Share Performance (12 months)							



- Purpose-led culture underpinning improving business metrics
- Opportunity to expand RentPay into other payments products
- Opportunity to upsell existing 700,000 monthly unique visitors into RentPay

Downside Case

- Advertising revenues exposed to cyclical trends
- Investment in RentPay and other products may require further capital
- Small player relative to other online portals

- Further evidence of takeup of RentPay
- Expansion of RentPay into other products
- Ongoing evidence of operational momentum

Board of Directors

Garry Garside Non-Executive Chairman Sam McDonagh Non-Executive Director Phil Warren Non-Executive Director John Wood Non-Executive Director Greg Bader Chief Executive Officer

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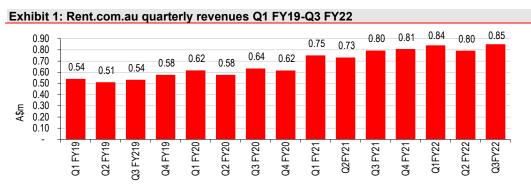
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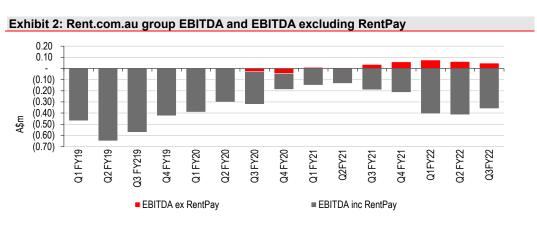
Q3 FY22 Results Analysis

Rent.com.au delivered 7.0% y-o-y growth in Q3 FY22 revenues to \$0.853m. The company has consistently grown revenues each quarter over the past three-plus years, despite some of the challenges presented by COVID in recent quarters. The core Rent.com.au business continued to build profitability, reporting EBITDA of \$0.048m, a 33% increase on Q3 FY21 although down 22% on Q2 FY22. The company noted that the quarter saw a lower take-up of its bond finance and utility connection products due to the extremely tight rental market across Australia. The mismatch between supply and demand, however, drove take-up of the Renter Resume product and its related RentCheck product in January and February. Advertising sales continued its growth trajectory, increasing 19% y-o-y and underpinned by longer-term agreements and new opportunities in the home loan lead generation space.



Source: Company reports

The group EBITDA loss was \$0.359m as a result of RentPay's \$0.407m EBITDA loss, which bettered the Q2 FY22 EBITDA loss of \$0.476m and Q1 FY22 loss of \$0.481m. The company noted in its Q3 release that at the end of March, RentPay had 2,649 active customers transacting payments, a 29% increase on the number of active customers at the end of December. Around \$22m in rent has been paid into RentPay to date, up from the \$10.5m reported at the end of Q2 FY22 and the \$3.8m reported at the end of Q1 FY22. The RentPay app or desktop web version has now been downloaded 18,650 times and 10,450 customers have registered. The company has a stated ambition of securing 200,000 customers on the RentPay platform by the end of FY23 and our forecasts are predicated on RentPay reaching that goal by the end of FY24.



Source: Company reports

Cash receipts for the quarter were \$0.856m, up 10% on the pcp. Cash receipts are tracking in-line with our expectations for H2 FY22. Rent.com.au posted an operating cash loss for the quarter of \$0.345m with tight



cost containment a key feature of the result. Operating costs were \$1.2m for the quarter, down 14.5% on that reported in Q2 FY22, although up 22.5% on Q3 FY21 largely due to increased investment in people and marketing costs largely associated with the RentPay platform. Rent.com.au ended the quarter with \$3.08m in net cash.

Exhibit 3: Q3 FY22 versus Q2 FY22 and Q3 FY21 (in A\$m unless otherwise stated)									
	Q3 FY21	Q2 FY22	Q3 FY22	% chg on Q3 FY21					
Cash receipts	0.78	0.97	0.86	9.9					
Product manufacturing and operating costs	(0.34)	(0.40)	(0.35)	5.1					
Employee costs	(0.41)	(0.46)	(0.50)	22.5					
Admin, corporate and other costs	(0.24)	(0.54)	(0.34)	46.4					
Net interest	(0.00)	(0.01)	(0.01)	n.m					
Taxes	-	-	-	n.m					
Other (government grant)	-	0.62	-	n.m					
Operating cashflow	(0.20)	0.19	(0.35)	71.6					
Net cash at the end of the period	0.89	1.56	3.08	245.9					

DCF Valuation

We are of the view that the discounted cashflow methodology is the most appropriate method for valuing Rent.com.au given the still early stage of its lifecycle. Our valuation uses a WACC of 12.0% (beta 1.5, terminal growth rate 2.2%) and derives a valuation of \$126.1m or \$0.29/share. Including performance rights, the valuation is \$0.27/share. Our forecasts in arriving at this valuation assume that RentPay will be used by 5% of the Australian rental market by FY24-end (previously FY23-end) and 20% of the Australian rental market by FY30.

Parameters	Outcom
WACC	12.0
Beta	1.
Terminal growth rate	2.29
Sum of PV (A\$M)	35
PV of terminal value (A\$m)	87
PV of enterprise	122
Net cash (31-Mar)	(3.2
Net value - shareholder	126
No. of shares on issue	439.
NPV in A\$	\$ 0.2



Exhibit 5: Financial Summary

Rent.com.au Ltd						Share price (29 April 2022)					A\$	0.05
Profit and Loss (A\$m)						Interim (A\$m)	H121A	H221A	H122A	H222F	H123F	H223F
Y/E 30 June	FY19A	FY20A	FY21A	FY22F	FY23F	Rev enue	1.5	1.6	1.7	1.9	2.3	3.1
						EBITDA underlying	(0.3)	(0.4)	(0.8)	(0.6)	(0.5)	0.2
Sales Revenue	2.2	2.5	3.1	3.6	5.4	EBIT	(0.7)	(0.8)	(1.2)	(1.0)	(0.9)	(0.3)
Gross Profit	0.8	1.5	1.8	1.6	3.4	NPAT (normalised)	(0.2)	(0.8)	(1.2)	(0.7)	(0.6)	(0.2)
EBITDA underlying	(2.1)	(1.1)	(0.7)	(1.4)	(0.3)	Minorities	0.0	-	-	-	- 0.0	- 0.0
EBITDA reported	(2.0)	(1.1)	(1.0)	(1.4)	(0.3)	NPAT (reported)	(0.4)	(0.9)	(1.3)	(0.7)	(0.6)	(0.2)
Depn	(0.0)	(0.1)	(0.1)	(0.0)	(0.0)	EPS (normalised)	(0.1)	(0.3)	(0.32)	(0.16)	(0.14)	(0.05)
Amort	(0.5)	(0.8)	(0.8)	(0.8)	(0.9)	EPS (reported)	(0.1)	(0.2)	(0.34)	(0.16)	(0.14)	(0.05)
EBIT	(2.7)	(2.0)	(1.6)	(2.2)	(1.2)	Dividend (cps)	0.0	-	-	-	-	-
Interest	0.0	(0.0)	(0.0)	(0.0)	0.0	Imputation	0.0	-	-	-	-	-
Tax	0.0	0.0	(0.0)	0.3	0.3	Operating cash flow	0.2	(0.3)	(1.0)	(0.2)	(0.6)	0.0
Minorities	0.0	(0.0)	(0.0)	(0.0)	0.0	Free Cash flow	0.6	1.0	(0.7)	0.4	(0.0)	0.6
Equity accounted assoc	0.0	0.0	0.0	0.0	0.0	Divisions	H121A	H221A	H122A	H222F	H123F	H223F
NPAT pre significant items	(2.6)	(1.7)	(1.0)	(2.0)	(0.8)	Fees from Agents/Landlords	0.1	0.1	0.1	0.1	0.1	0.1
Significant items	0.1	0.0	(0.3)	0.0	0.0	Rental Products	0.8	0.8	0.7	0.8	0.7	0.8
NPAT (reported)	(2.5)	(1.7)	(1.3)	(2.0)	(0.8)	Advertising	0.5	0.7	0.8	0.9	0.9	0.9
Cash flow (A\$m)	` '	, ,	, ,	` '	· í	RentPay	0.1	0.1	0.1	0.2	0.6	1.3
Y/E 30 June	FY19A	FY20A	FY21A	FY22F	FY23F	Total Revenue	1.5		1.6		2.3	3.1
EBITDA	(2.1)	(1.1)	(0.7)	(1.4)	(0.3)							3.1
Interest	0.0	(0.0)	(0.0)	(0.0)	. ,	COGS	(0.5)	(0.7)	(1.0)	(1.0)	(1.0)	(1.1)
Tax	0.0	0.0	(0.0)	0.0		Gross profit	(0.46)		(0.90)	(0.77)	(0.33)	0.23
Working capital changes	0.2	0.4	0.7	0.2		Employment	(0.8)	` '	(0.9)	(1.0)	(1.2)	(1.2)
Operating cash flow	(1.9)	(0.8)	(0.1)	(1.2)	٠,	SGA&A	(0.6)		(0.9)	(0.5)	(0.6)	(0.6)
	` '	. ,	· /	` '	. ,	SUARA	(0.4)	(0.5)	(0.5)	(0.5)	(0.0)	(0.0)
Mtce capex	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)	EBITDA	(0.2)	(0.4)	(0.0)	(0.6)	(0 E)	0.0
Free cash flow	(1.9)	(0.8)	(0.1)	(1.2)	. ,		(0.3)		(0.8)	. ,	(0.5)	0.2
Growth capex	(0.6)	(0.5)	(1.6)	(0.8)	. ,	Margins, Leverage, Returns		FY19A	FY20A	FY21A	FY22F	FY23F
Acquisitions/Disposals	0.0	0.0	0.0	0.0		EBITDA		(97.9%)	(46.0%)	(22.3%)	(38.3%)	(5.2%)
Other	0.0	0.0	0.0	0.0		EBIT		(124.1%)	(82.0%)	(50.4%)	(62.8%)	(21.2%)
Cash flow pre financing	(2.5)	(1.2)	(1.7)	(2.0)		NPAT pre significant items		(120.4%)	(67.9%)	(32.1%)	(55.4%)	(15.0%)
Equity	0.5	2.0	4.2	2.5		Net Debt (Cash)		0.1	0.6		3.2	
Debt	(0.0)	(0.1)	(0.1)	(0.1)		Net debt/EBITDA (x)	(x)		n/a	n/a	n/a	n/a
Dividends paid	0.0	0.0	0.0	0.0		ND/ND+Equity (%)	(%)	(10.0%)	(52.4%)	(143.6%)	(154.9%)	(56.2%)
Net cash flow for year	(2.0)	0.7	2.4	0.4	(1.6)	EBIT interest cover (x)	(x)	n/a	n/a	n/a	n/a	n/a
Balance sheet (A\$m)						ROA		(81.2%)	(82.8%)	(36.4%)	(35.1%)	(17.8%)
Y/E 30 June	FY19A	FY20A	FY21A	FY22F	FY23F	ROE		(176.4%)	(103.5%)	(37.9%)	(38.7%)	(16.7%)
Cash	0.2	0.6	2.9	3.2	1.6	ROIC		nm	nm	nm	nm	nm
Accounts receivable	0.3	0.4	0.5	0.6	0.9	NTA (per share)		n/a	0.00	0.01	0.01	0.00
Inventory	0.0	0.0	0.0	0.0	0.0	Working capital		(0.3)	(0.2)	(0.2)	(0.5)	(0.2)
Other current assets	0.0	0.0	0.0	0.0	0.0	WC/Sales (%)		(12.9%)	(7.1%)	(7.5%)	(12.8%)	(3.9%)
Total current assets	0.5	1.0	3.4	3.8	2.5	Revenue growth		(6.9%)	13.3%	26.2%	15.1%	52.7%
PPE	0.0	0.0	0.0	0.1	0.1	EBIT growth pa		n/a	n/a	n/a	n/a	nm
Intangibles and Goodwill	1.7	1.5	2.4	2.4		Pricing		FY19A	FY20A	FY21A	FY22F	FY23F
Investments	0.0	0.0	0.0	0.0		No of shares (y/e)	(m)	249	303	398	440	440
Deferred tax asset	0.0	0.0	0.0	0.3		Weighted Av Dil Shares	(m)	238	292	313	435	440
Other non current assets	0.0	0.1	0.0	0.3	0.3		, ,					
Total non current assets	1.7	1.6	2.5	3.1		EPS Reported	cps	(1.1)	(0.6)	(0.4)	(0.5)	(0.2)
Total Assets	2.2	2.7	5.9	6.9		EPS Normalised/Diluted	cps	(1.1)	(0.6)	(0.4)	(0.5)	(0.2)
Accounts payable	0.6	0.6	0.7	1.0		EPS growth (norm/dil)		n/a	n/a		n/a	nm
Short term debt	0.0	0.0	0.0	0.0		DPS	cps	-	-	-	-	
Tax payable	0.0	0.0	0.0	0.0		DPS Growth	- CPC	n/a	n/a	n/a	n/a	
Other current liabilities	0.0	0.0	0.0	0.0		Dividend yield		0.0%	0.0%	0.0%	0.0%	0.0%
Total current liabilities	0.2	0.8	1.0	1.3		Dividend imputation		0.0%	0.0%		0.0%	
Long term debt	0.0	0.0	0.0	0.0		PE (x)			- 0	-	-	
						PE (x) PE market						
Other non current liabs	0.0	0.0	0.0	0.2				18.5	18.5		18.5	
Total long term liabilities	0.0	0.0	0.0	0.2		Premium/(discount)			(100.0%)	(100.0%)	(100.0%)	(100.0%)
Total Liabilities	0.8	0.9	1.0	1.6		EV/EBITDA		- 5.2	- 11.5			
Net Assets	1.4	1.8	4.9	5.3		FCF/Share	cps	(0.8)	(0.2)	(0.0)	-0.3	-0.1
Share capital	35.3	37.1	41.5	43.9		Price/FCF share		- 6		- 11,333.8		
Accumulated profits/losses	(40.2)	(41.9)	(43.2)	(45.2)		Free Cash flow Yield		(16.9%)	(5.5%)	(0.0%)	(5.7%)	(2.2%)
		6.6	6.6	6.7	6.7	Ī						
Reserves	6.3											
Reserves Minorities	0.0	0.0	(0.0)	(0.0)	(0.0)							

Source: RaaS estimates



FINANCIAL SERVICES GUIDE

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Corporate Authorised Representative, number 1248415

of

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- our services
- how we transact with you
- how we are paid, and
- complaint processes

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