



Rent



Investor Presentation FY17 Results

Search

Australia's #1 website dedicated to rental property, RNT is focused on making the process of renting easier, more rewarding and more enjoyable for the millions of Australians who rent.

Our Philosophy



Renters in Suits

Our renters will always be presented to agents and landlords in a way that maximises their chances of getting the home they want



Properties on Pedestals

We present our properties with additional, relevant information that makes the process easier for renters



Flick the Forms

Let's automate where we can. We are removing the need for most of the paperwork to help save our renters time and effort



Home for Renters

We are fast becoming the default destination for renters, by adding value and not expecting reward for no effort

Renting is a very large market

Quick Stats



\$60bn

annual rent paid[‡]



85,000

homes rented monthly*



+32%

of Australians rent their home[£]



2 million

investment property owners[†]



Housing affordability and supply remain keys drivers for the rental market.

But we are also seeing the rise of the “Rentvestor” (~10% of our Renters) and the “Logical” renter (typically younger, professional that moves for work or lifestyle reasons).

Regardless of the drivers, renters are a growing and important part of our communities and need to be treated as such.



A market that we are on our way to owning

June 2017 Snapshot – a lot happens in a month!



15,385

Renter Resumes created
more than 500 per day



614,810

Unique Visitors browsing
8.9 million pageviews



75,544

Active rental listings
+90% of national rental ads



77,332

Applications and Enquiries on
rental properties



2,361

Products purchased by renters to
make the moving process easier



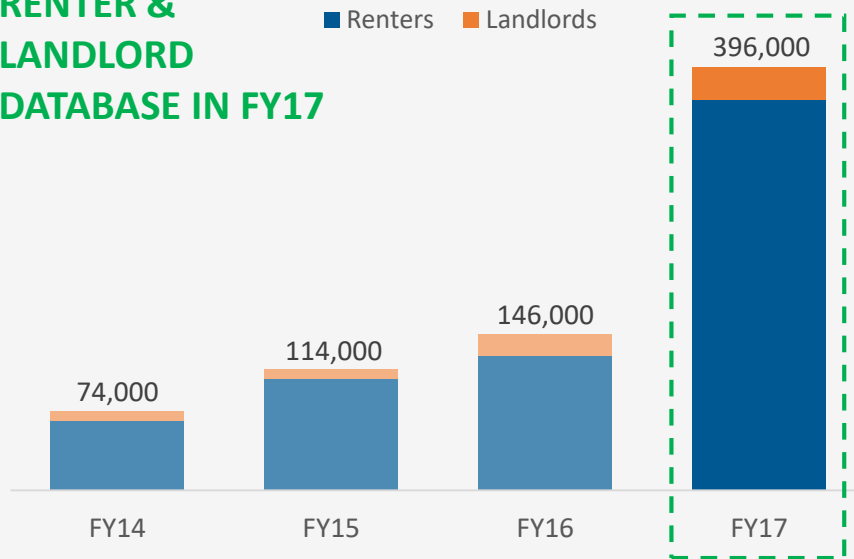
\$1million

Worth of rental bonds financed
through RentBond

With clear traction in customer growth

+172%

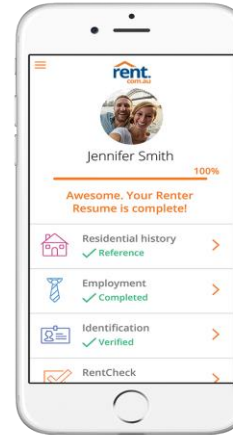
GROWTH IN
RENTER &
LANDLORD
DATABASE IN FY17



Strong adoption rates for our services demonstrate a gap in the market for a renter-focused platform, with our initiatives such as Renter Resume driving rapid growth in our user base

Growth driven by launch of **Renter Resumes** in October 2016 following strategic changes by new management team

Renter Resumes



User-managed online profile that allows renters to automatically generate property enquiries and applications



Fill out profile once for multiple applications



Stored securely online



Quick and easy to use

- ✓ More than **150,000** Renter Resumes created in under 10 months
- ✓ Unlike existing processes, it was developed to meet **the needs of the renter**
- ✓ Provides agents and landlords with a **simplified view** of the applicant's rental history, ID verification and a tenancy database screening (via RENT's RentCheck product)
- ✓ Through the support of our customers we are growing **our influence** in the real estate industry, increases our ability to **make change**

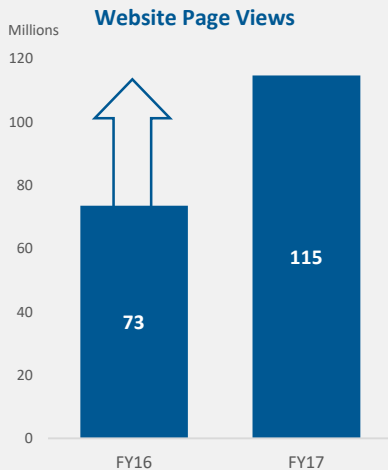
and increasing customer engagement

Greater engagement means more revenue from products and advertising, more enquiries and applications on properties;



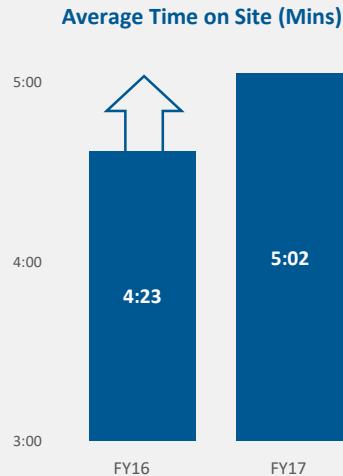
Page Views

Page views have increased by 56% over the last year despite us reducing our traffic spend (overall traffic remained constant)



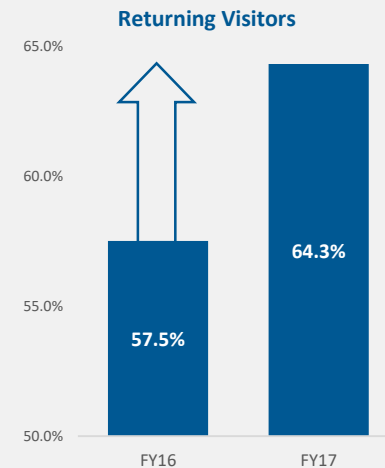
Time on Site

The average time that a visitor to rent.com.au spent on the website increased from 4:23 to 5:02 (REA and Domain both decreased)



Repeat Visitors

Repeat visitors have greater purchasing intent and are more likely to recommend. Repeat visitors tend to be non-paid.



Providing unique and exclusive content

Relevant and unique information on properties, along with useful services creates greater engagement, repeat visits and time on site;

Suburb Reviews

 Filters  1 filter applied 

Top 3 features for Collingwood

 Great for young people

 Cafes and restaurants

 Close to CBD

Less local info 

Collingwood

\$535

Median Rent

Melbourne Region

\$420

Median Rent

 Walker's Paradise

 Rider's Paradise

 Somewhat Walkable

 Good Transit

Want to rate Collingwood?

[Add my rating](#)

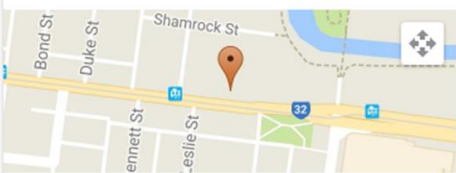
 Save Search

 Create Alert

NBN Status

 rent.
com.au 





NBN™ NEW

This property is NBN™ ready. Uses a fixed line which is a form of connection that utilises a physical line running to the property.

 **READY**

 **TYPE**
FIXED LINE 

Walk Score

Walk Score®

This property is a walker's paradise with daily errands not requiring a car. This is a rider's paradise with world-class public transportation available.

 **99** Walker's Paradise 

 **90** Rider's Paradise 

Commute times

140 William St
Melbourne

 44 mins

 7 mins

 13 mins

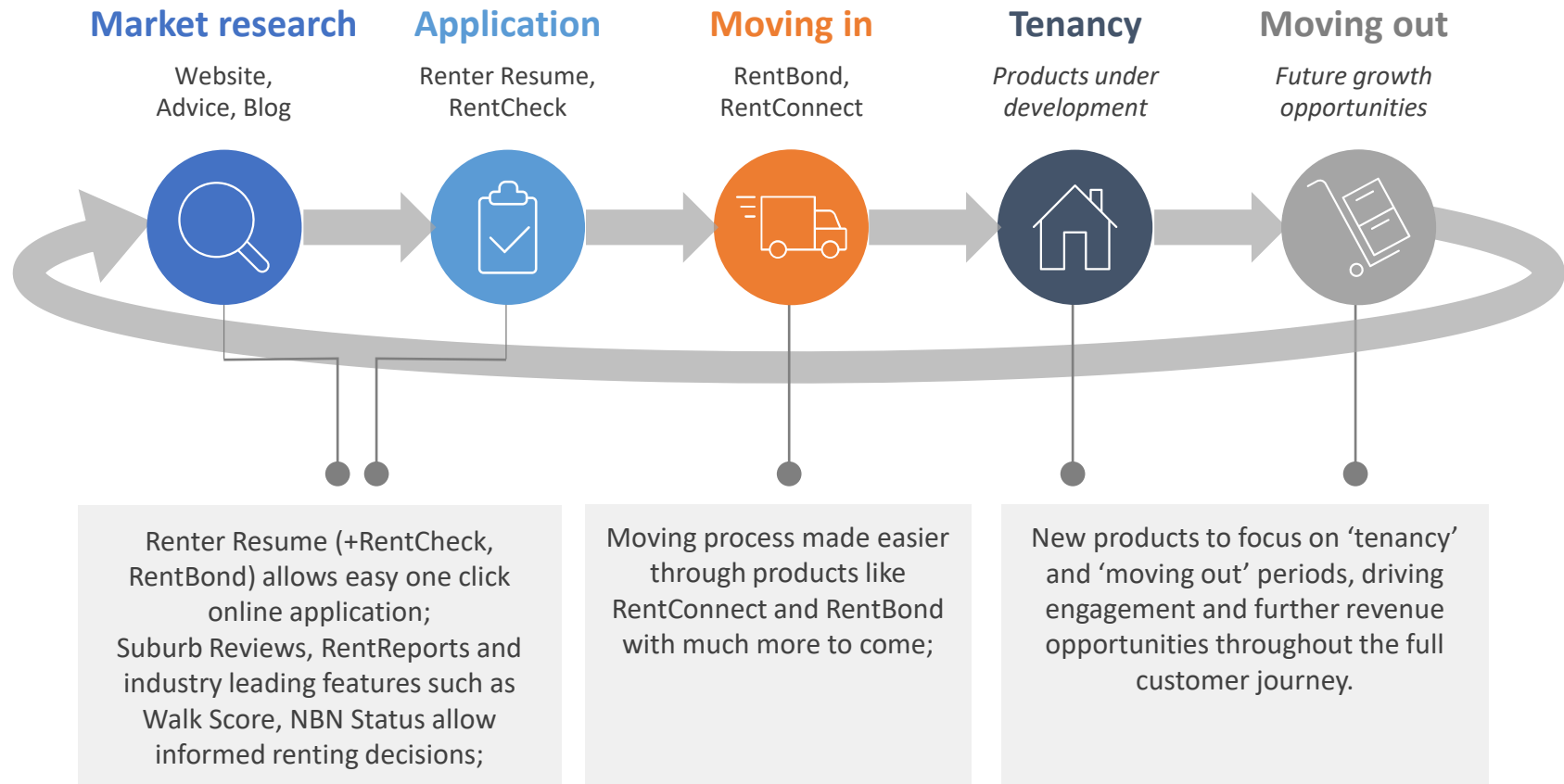
[work](#) [Remove](#)

[Apply online](#)

[Enquire](#)

and building long term renter relationships.

RNT is becoming an integral part of every step of the renter's journey, creating new revenue opportunities and a network of loyal renters



The strategy is delivering results

Results Summary

	FY17	FY16	
	\$'000	\$'000	Growth
Revenue	1,654	748	+121%
Gross Margin	(873)	(1,719)	+49%
Operating Costs	(4,949)	(5,498)	+10%
EBITDA	(5,822)	(7,217)	+19%
Subscriber database	396k	146k	+172%
Average Monthly Organic Users	213k	177k	+21%
Average Time on Site	5:02	4:23	+15%



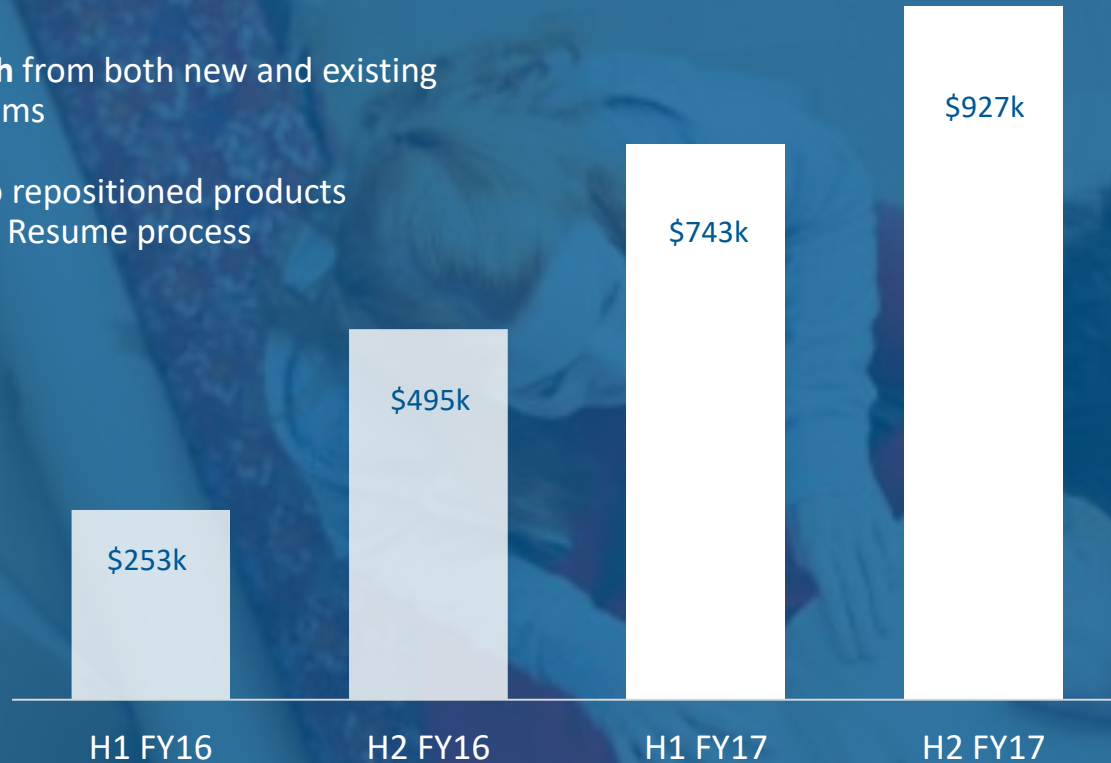
- Strong revenue growth forecast to continue into FY18
- Marketing spend reducing as organic site visitation increases
- Operating costs also reducing further into FY18

Revenue has doubled and is still growing

Half Yearly Revenue

Strong growth from both new and existing revenue streams

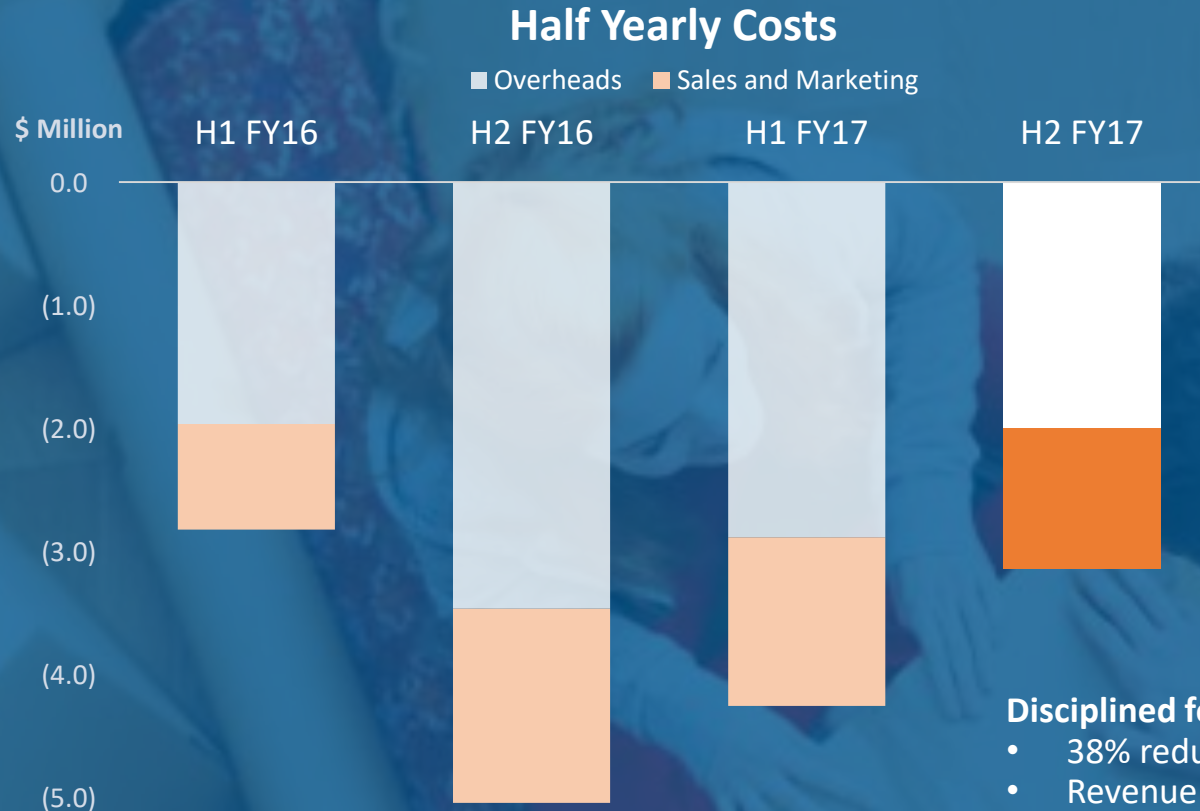
Mainly due to repositioned products within Renter Resume process



Next 6-12 months:

Revenue growth to continue with an increasing proportion of revenue expected to be derived from **renter products** and **third party arrangements** as new products launched

a more efficient cost base (+more to come)



Disciplined focus on managing down costs:

- 38% reduction 2H FY17 vs 2H FY16
- Revenue impact managed
- Further cost reductions underway



Next 6-12 months:

Further reductions in **operating costs** and **online marketing** as RNT continues commercialising and gains further traction amongst renters

So what's next? FY18 Outlook

RNT's vision is to be the destination of choice for people looking for their next rental property



POSITIVE EBITDA

FY18 will prove to be the pivotal year for RNT, we maintain our guidance of profitability during the FY



REVENUE FOCUS

Continued development and enhancement of existing and new products and services



COST DISCIPLINE

Continued focus on growing revenue in a scalable and cost effective manner



CORE PARTNERS

Launching the first of our 3rd party products – a game changer



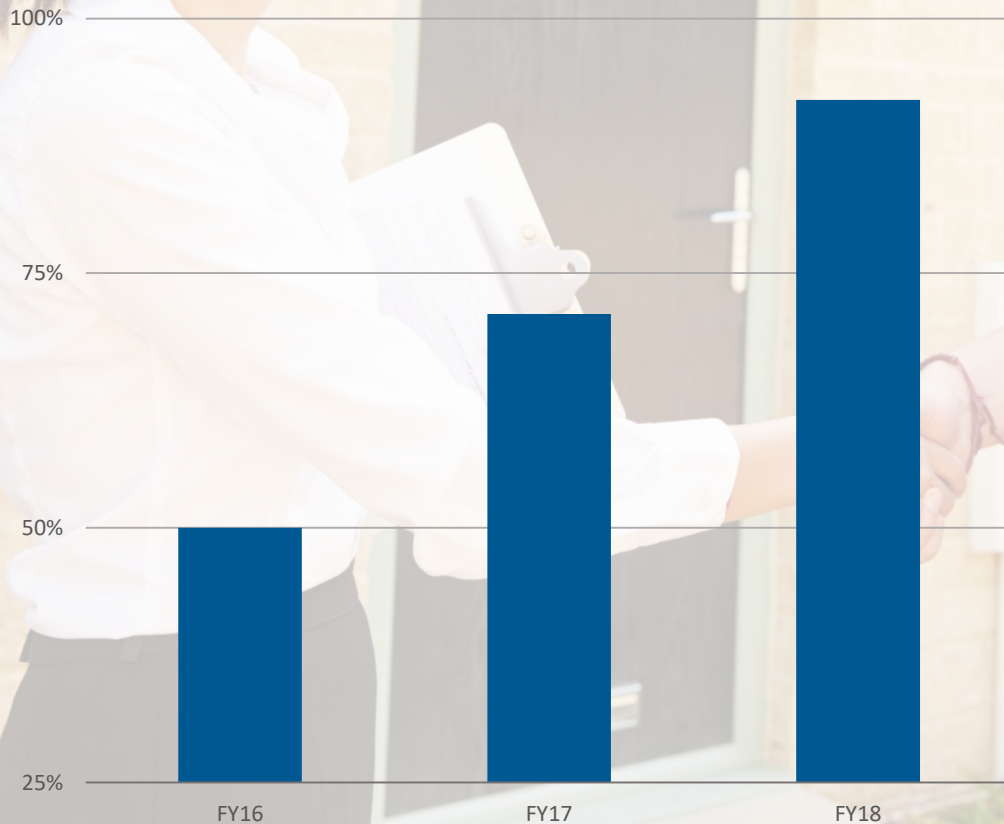
INNOVATE & GROW

Release of our renter App (iOS / Android)
New search and filtering tools

Ready for a changing market

RNT has a deliberate strategy to de-risk the business by moving to a revenue model that is less dependent on revenues from Real Estate agents

**Budget Modelling –
Revenue percentage from non-Agent sources**



Through our continuous engagement with industry professionals, we are starting to sense changes in the industry, specifically in the Property Management side.

It is our belief that the rate of disruption will increase over the coming years and whilst we have made good progress on reducing's RNT's reliance on revenues from Property Managers, we need to look to a future where we are sustainable without revenue derived directly from the real estate industry.

We will continue to develop our products for the industry (Smart Plan, derivatives) but given that the Property Manager is under increasing margin pressure and competition, it is prudent to not see this revenue as core to our future.

RNT is backed by a strong board, supportive shareholders and is well-funded

Financial information

Share price (30-Jun-17)	\$0.065
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Shares on issue	199.8m
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Market capitalisation	\$13.0m
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Cash (30-Jun-17)	\$3.3m
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Debt (30-Jun-17)	\$Nil
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Enterprise value	\$9.7m
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Total Shareholders as of Aug 2017 is 1,181

Unmarketable parcels buy back done in April 2017 – reduced RNT administration costs and allowed economic sale of shares for small shareholders. Majority of unmarketable parcel shares bought by existing shareholders.

Strong Support from Shareholders

Continued strong support from our larger shareholders with the Top 30 increasing their position in the business

Board, Management and staff have also demonstrated their belief in the business by increasing their holdings throughout FY17

Notable Shareholder groups increase their holdings

	Aug 2016	Aug 2017	
Current Top 30 Shareholders	50.2%	57.9%	↑
Board & Staff	9.7%	12.4%	↑