rent

ANNUAL GENERAL MEETING

Agenda

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

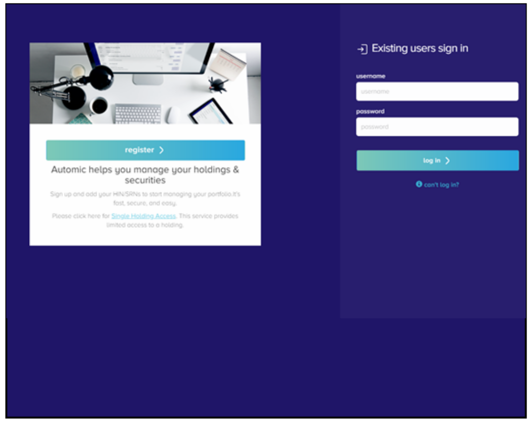
Chairman’s Welcome and Meeting Instructions

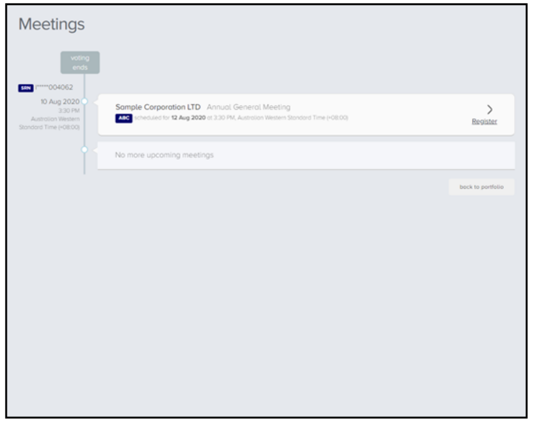
- For shareholders only – please log in to the Automic investor portal in order to vote. If you have already submitted proxies you may ignore this step.
- If you wish to ask a question, please click on the Q&A feature in the Zoom webinar and type your question.
- Voting is now open

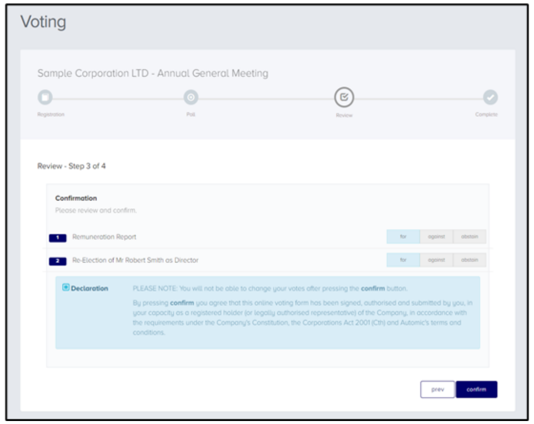
1. Log in or register at:
https://investor.automic.com.au/#/home

2. Click view and register your attendance for the meeting

3. Record your vote. Once you confirm it is lodged and final







Proxy Voting Results

Resolution	For	Against	Discretionary (Voted For)	Abstained	Excluded	Total For (% of Eligible Proxy Votes)	Total Against (% of Eligible Proxy Votes)
1. Adoption of Remuneration Report	34,518,975	175,155	60,009	909,139	14,684,358	**99.5%**	**0.5%**
2. Re-election of Dr. Garry Garside as a Director	50,134,491	67,666	136,556	8,923	0	**99.9%**	**0.1%**
3. Re-election of Mr. Sam McDonagh as a Director	50,134,491	67,666	136,556	8,923	0	**99.9%**	**0.1%**
4. Ratification of Prior Placement	20,832,726	384,666	136,556	12,005	28,981,683	**98.2%**	**1.8%**
5. Approval of 10% Placement Facility	49,394,414	789,666	136,556	27,000	0	**98.4%**	**1.6%**
6. Approval to grant Director Options to Garry Garside	36,154,282	562,154	51,086	13,100,575	479,539	**98.5%**	**1.5%**
7. Approval to grant Director Options to John Wood	35,845,359	562,154	51,086	13,409,498	479,539	**98.5%**	**1.5%**
8. Approval to grant Director Options to Sam McDonagh	36,145,359	562,154	51,086	13,109,498	479,539	**98.5%**	**1.5%**
9. Approval to grant Director Options to Phil Warren	36,145,359	562,154	51,086	13,589,037	0	**98.5%**	**1.5%**

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


rent
CEO PRESENTATION

Our Purpose

We exist to make renting rewarding

Our Vision

To reimagine the renting experience creating Australia's most empowered rental community

Rent.com.au at a glance

- #1 rated real estate app in Apple & Google stores
- Large, unique monthly audience of +700,000
- Increasingly seen as a trusted source for renters
- Approaching 1 million Renter Resume profiles
- Innovative and unique tools/features for renters
- Well-established relationships with leaders across energy, telecoms, and banking verticals

October 2020 Snapshot

788,551
Unique Visitors browsing ~9.3 million pageviews

23,347
Renter Resumes created (more than 750 per day)

9,114
Products opted into by renters to simplify moving

75%
of visitors to the site/app from non-paid sources

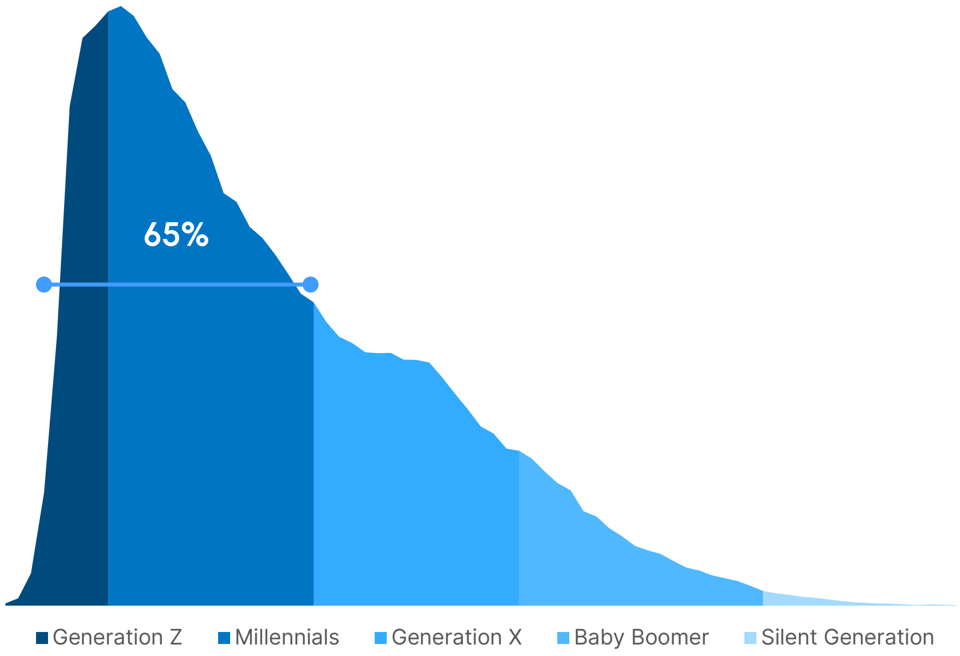
84,585
Applications and Enquiries on rental properties

144,758
pageviews of renter advice pages

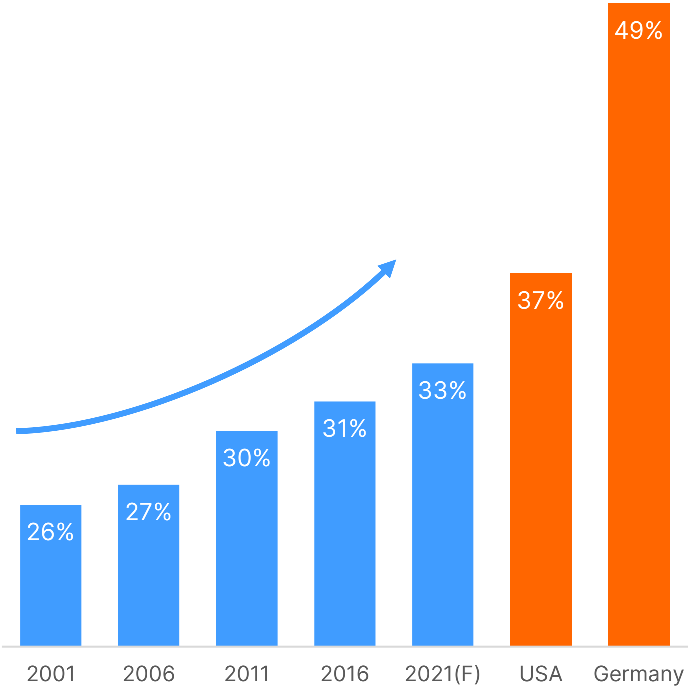
Why focus on renting?

Renting is the preferred and logical choice for more and more people

Millennials prize the flexibility and choice that renting offers – allowing the freedom to move easily whether for work or study, to seize opportunities and to experience new things



Age Distribution of RENT Customers£



% of renter households in Australia$

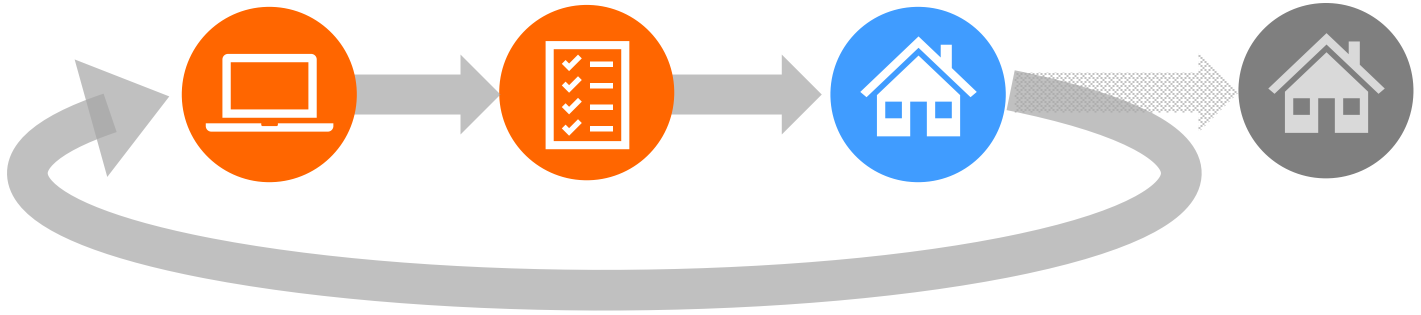
£ RENT data; $ ABS Statistics, RENT estimates, Pew Research Centre (2016), Statista (2018);

The renting lifecycle

6 weeks | 30 months

Search Phase | Tenancy Phase

Looking | Applying | Living | Ownership



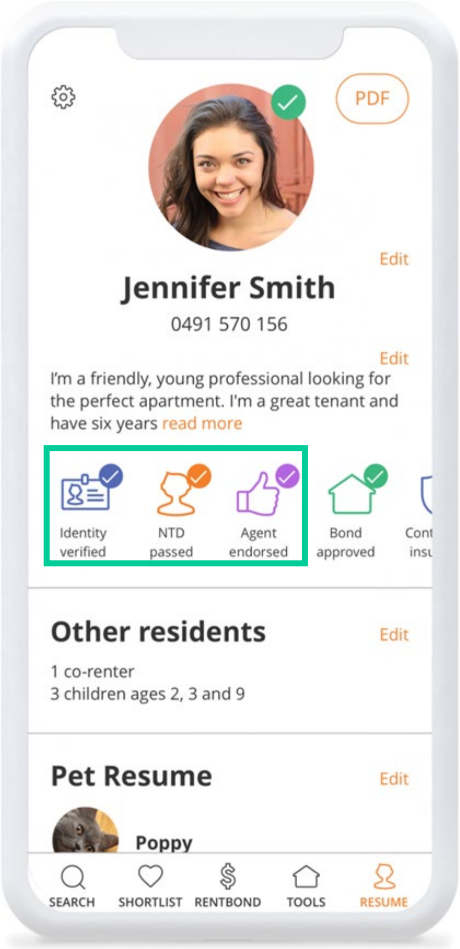
~80k
Properties rented per month

>2.5m
Renting households in Australia

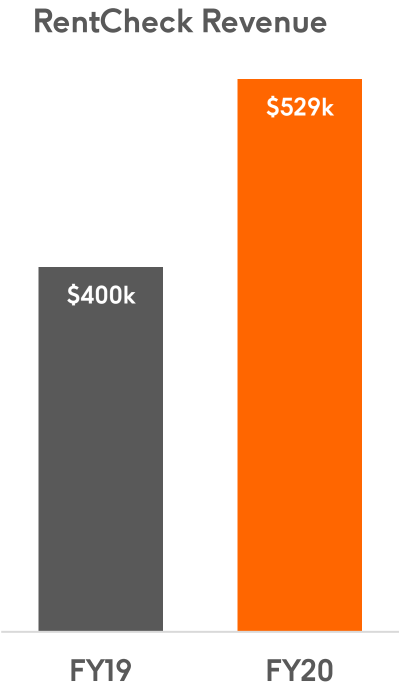
>$55bn
of rent paid by renters each year

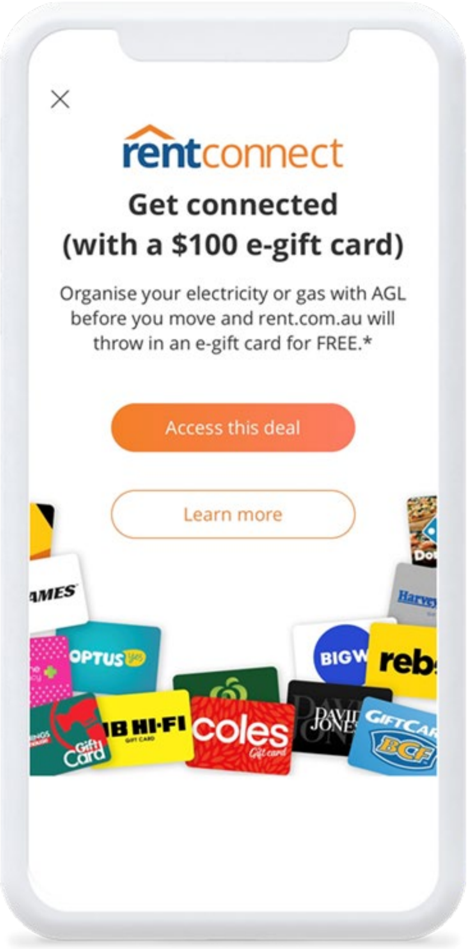

rent
We started out by helping renters find their next home

Our current products for the Search Phase



32% Better





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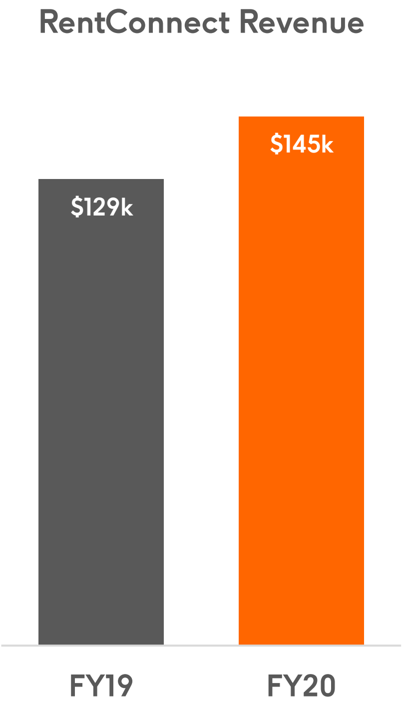


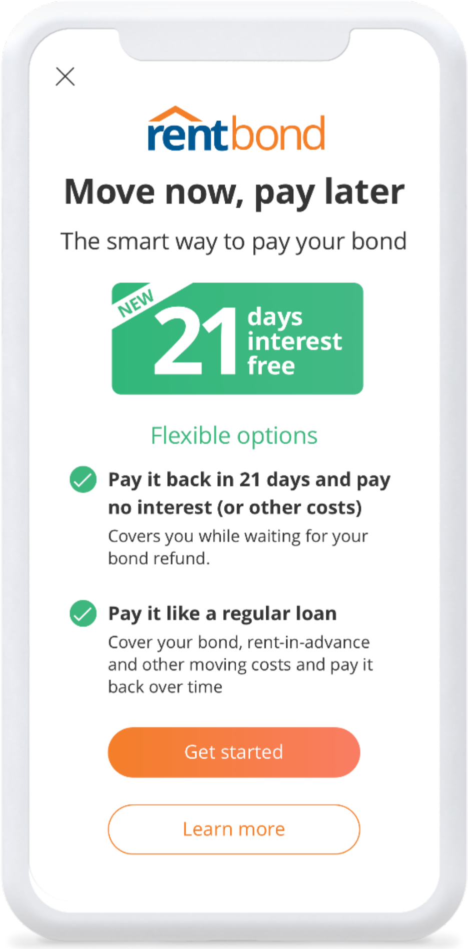
RentCheck: helping good renters stand out and get ahead of the competition

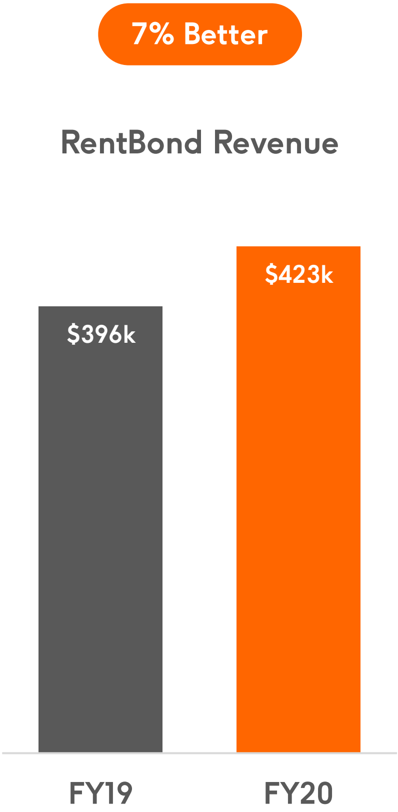
FY21 Update: Currently tracking +50% on H1 FY20

RentConnect: Exclusive partnership with AGL, RENT receives fee and shares it with renter ($100 gift card)

FY21 Update: AGL takes up further 12 month extension

Our current products for the Search Phase





RentBond: providing a BNPL solution for customers moving home (repay for free within 21 days)

FY21 Update: Low demand in Q1, but recovering in Q2

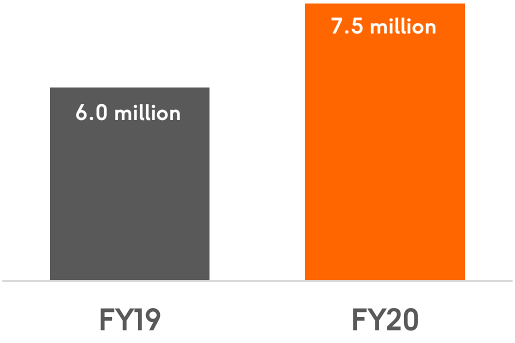
Pipeline for new product releases once RentPay is in market include:

- Extensions of existing products to better integrate customer needs in the Search and Tenancy phases (e.g. finance, insurance)
- Greater use of data assets to enhance customer experience and conversion (e.g. RentReports market/suburb insights)

We're winning over customers in record numbers

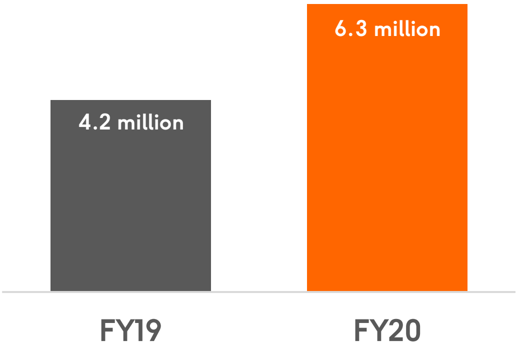
25% Better

UNIQUE VISITORS



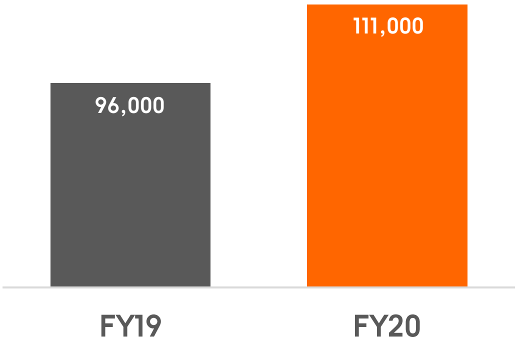
49% Better

NON-PAID VISITORS



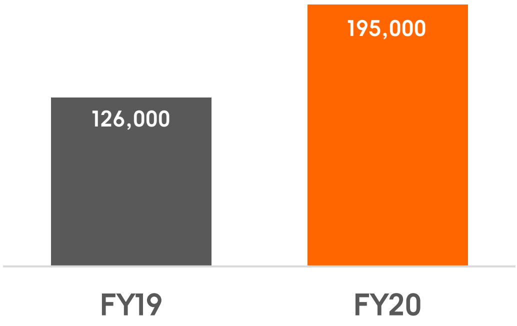
16% Better

PRODUCTS USED



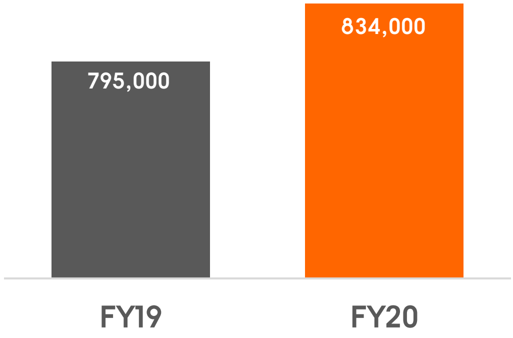
55% Better

NEW APP DOWNLOADS



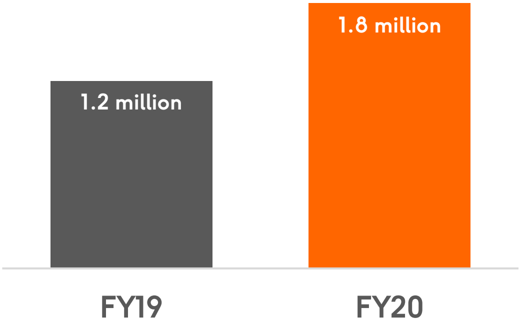
5% Better

ENQUIRIES & APPLICATIONS



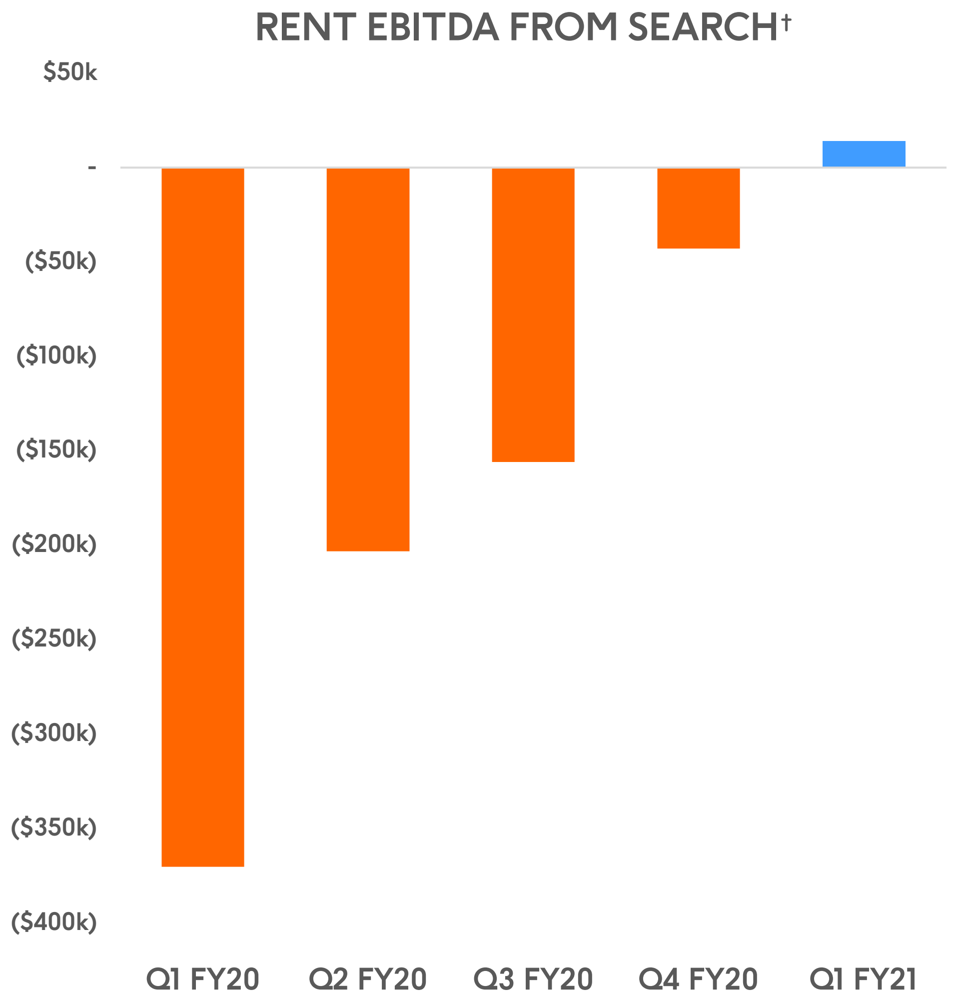
42% Better

ADVICE PAGEVIEWS



Results for FY2020, movement vs FY2019

and our search phase business is now profitable



Further profit growth expected from:

- Continued audience growth as more renters become familiar with RENT
- Targeting expanded product suite through additional partnerships (e.g. telco, finance)
- Consistency of advertising revenue as broader economic recovery continues
- Ongoing focus on efficiency to improve profit margins

† Group EBITDA excluding RentPay business unit

rent

Now we're also helping renters throughout their tenancy

Payments, the logical starting point

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

Sources: The Australian Millennial Report 2020, Canstar, RFi Group

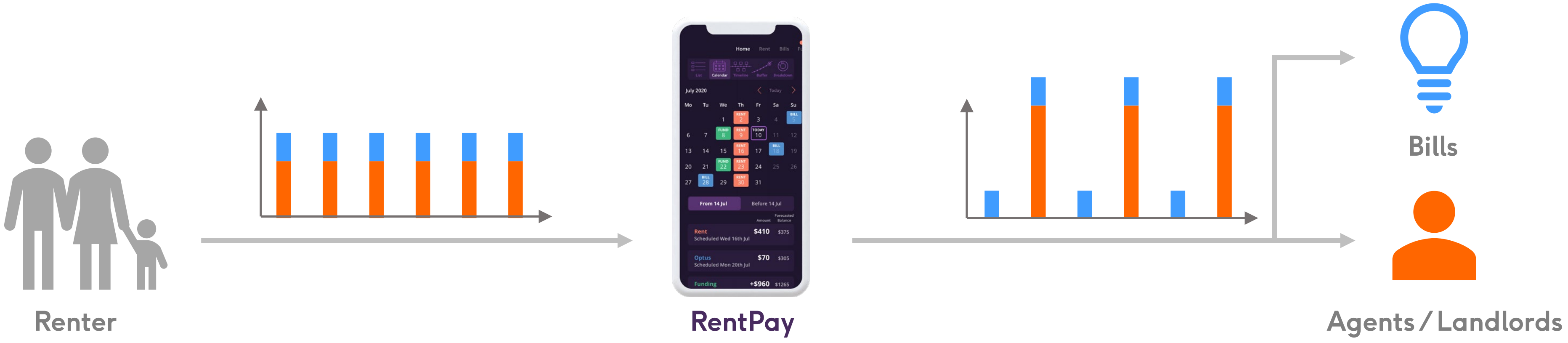
Some initial RentPay features

Rent is the largest expense for most people, followed by utility bills. Allowing these to be paid when it suits the renter (and paying the agent when it suits them) helps both parties better manage their finances and reduce complexity

Casualisation of the workforce has steadily increased over the past decade and in uncertain economic times is likely to continue. RentPay helps the renter build up a buffer to cover the rent during a period of no pay without needing to involve the agent

Some initial RentPay features

Integrating finance tools such as loan products to cover emergencies (e.g. car repairs, sickness) allows the renter to pay the rent while also covering the costs of the emergency without needing to negotiate rent extensions/deferrals with the agent



Utility bills can be lumpy and unpredictable. RentPay allows renters to easily pay utility bills in instalments via the platform (set and forget) without needing to contact each biller separately. Future product extensions already under development with partners

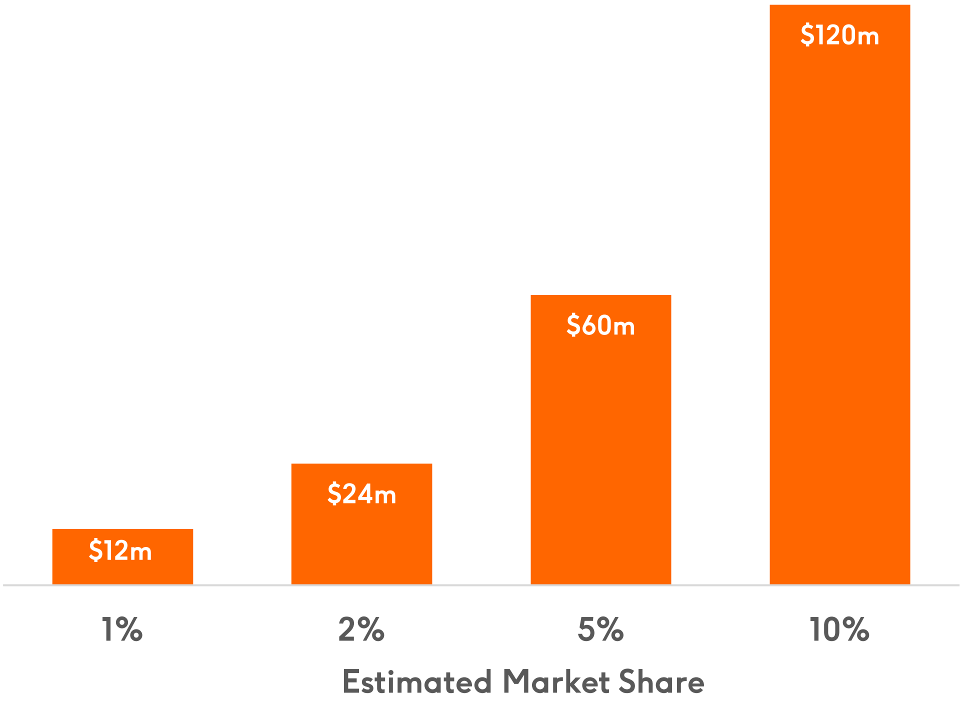
Revenue potential from RentPay

- rent.com.au provides the obvious marketing channel for RentPay (>700,000 renters per month, ~1 million Renter Resumes created to date)

- Renter-oriented approach (delivering on features renters want PLUS unique new features)

- Compounding effect on Revenue/EBITDA of RentPay annuity income streams

Potential RentPay Valuations at Various Market Shares†



Estimated Market Share	1%	2%	5%	10%
Customers	25,000	50,000	125,000	250,000
Bundled ARPU£ (Monthly)	$8.00	$8.00	$8.00	$8.00
Monthly Revenue	$200,000	$400,000	$1,000,000	$2,000,000

† **Not a forecast**. RNT indicative estimates only based on 5x revenue multiple of target revenue @ different market shares. RNT current market capitalisation 6.7x FY20 revenue. Market share estimated as target customer number divided by 2.5m rental households.
£ ARPU = Average Revenue Per User. The amount targeted by RENT across currently modelled product extensions.

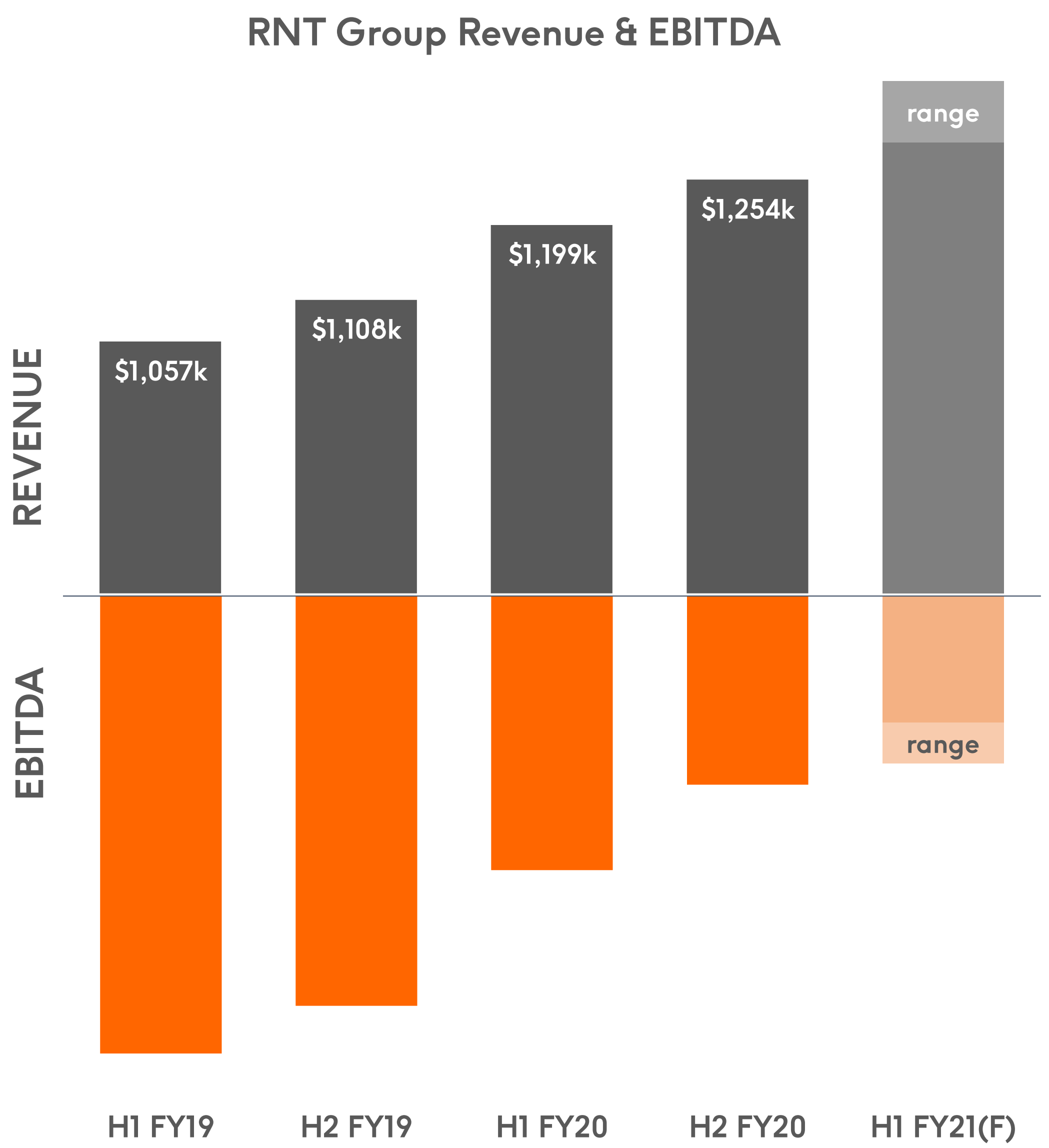
Our progress so far

- End user testing within closed renter group has started (internal testing already complete) – on track to launch Q3 FY21
- Key launch partnerships locked in:
  - Novatti (ASX.NOV) providing digital wallet and integration layer as well as compliance support. Equity position in RentPay = alignment
  - ANZ (ASX.ANZ) providing transactional banking services. Big bank scale allows RentPay to keep costs to renters low. All renter funds held in trust by ANZ
  - MOU signed with Fair Go Finance to provide innovative new credit products to renters
- Planning for launch marketing underway, external resources engaged to support internal team

FY20 FINANCIAL REVIEW

Financial Results FY2020

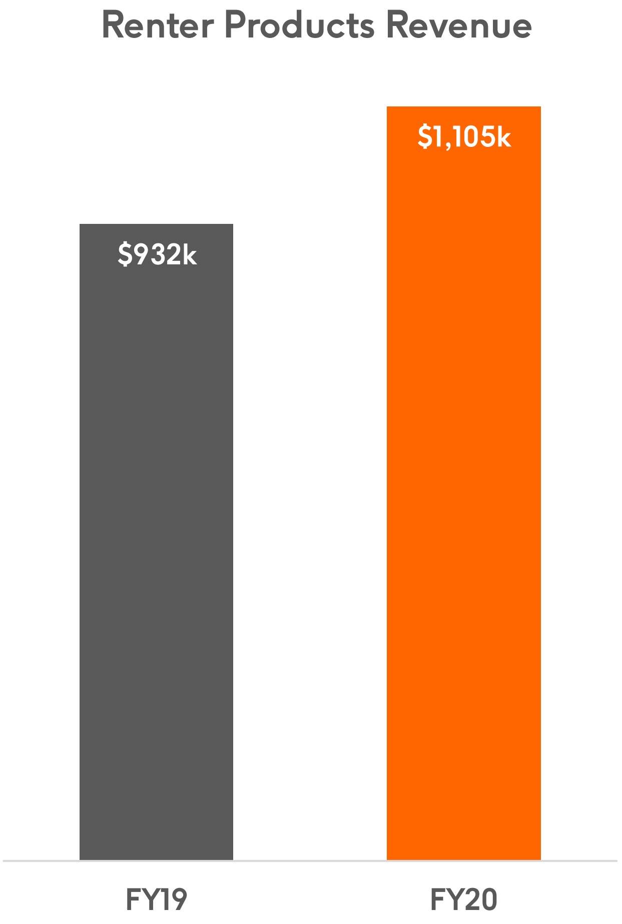
RNT Group	FY20 $'000	FY19 $'000	% Change
Renter Products†	1,105	932	+19%
Advertising Sales	986	781	+26%
Other Revenue	362	451	(20%)
Total Revenue	2,453	2,164	+13%
Cost of Sales	(933)	(1,317)	(29%)
Gross Margin	1,520	847	+79%
Gross Margin %	*62%*	*39%*	
Operating Costs	(2,653)	(2,969)	(11%)
EBITDA	**(1,134)**	**(2,122)**	**(47%)**

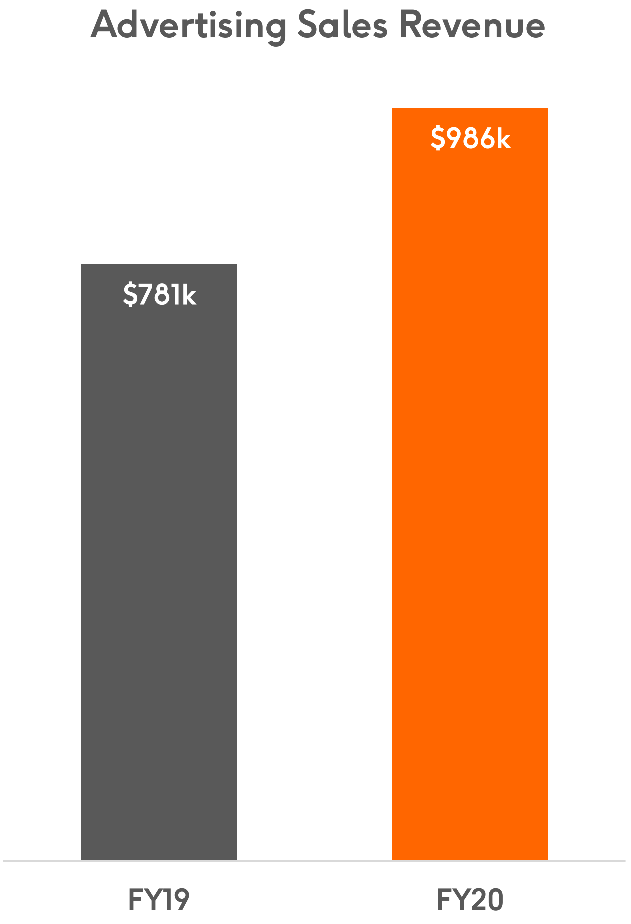


H1 FY21 Forecast based on unaudited actuals to October 2020 and management expectations for November and December 2020

† Source: rental payments revenue was previously included in Renter Products prior to FY20. Now included in Other. Comparatives restated to reflect LFL.

Revenue – both current income streams firing

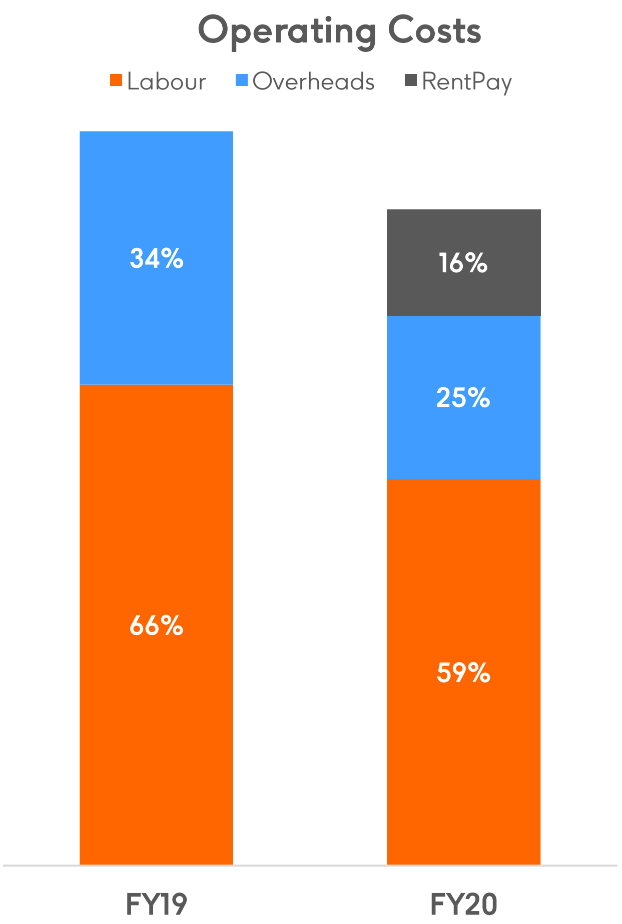


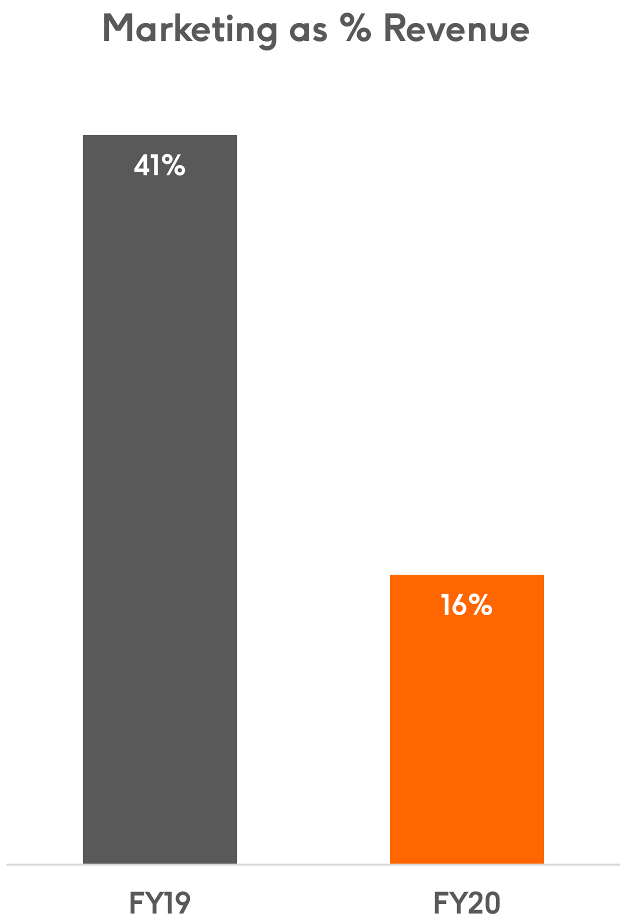


- Strong audience growth (>75% now from non-paid/organic)
- Product enhancements and new partnerships (AGL, Fair Go Finance) drove increase in product take up

- New team (hired late FY19) improved engagement with clients and ad ops capability to deliver better RoI to clients
- Strong sales pipeline now converting, bucking industry trends

Costs – RentPay investment offset





- Strong cost management delivered 11% YoY overhead savings despite starting to invest in RentPay growth
- RentPay investment increasing, funded by Search Phase

- Product/UX improvements have increased conversion rates, consistency of ad sales allow spend to increase profitably
- 75% of all visits to site/app now from unpaid sources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OUTLOOK

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- RentPay nearing launch – significant revenue opportunity
- Record start to the FY – Q1 Revenue of $753k, up 22%
- Strong start to Q2. Christmas low season will mean revenue lower than Q1 (but well up on prior year)
- October cash balance >$2 million following placement and receipt of annual R&D grant
- Strong advertising sales pipeline, long term partnerships in place to support renter products revenue

rent

made for renters

Corporate Information

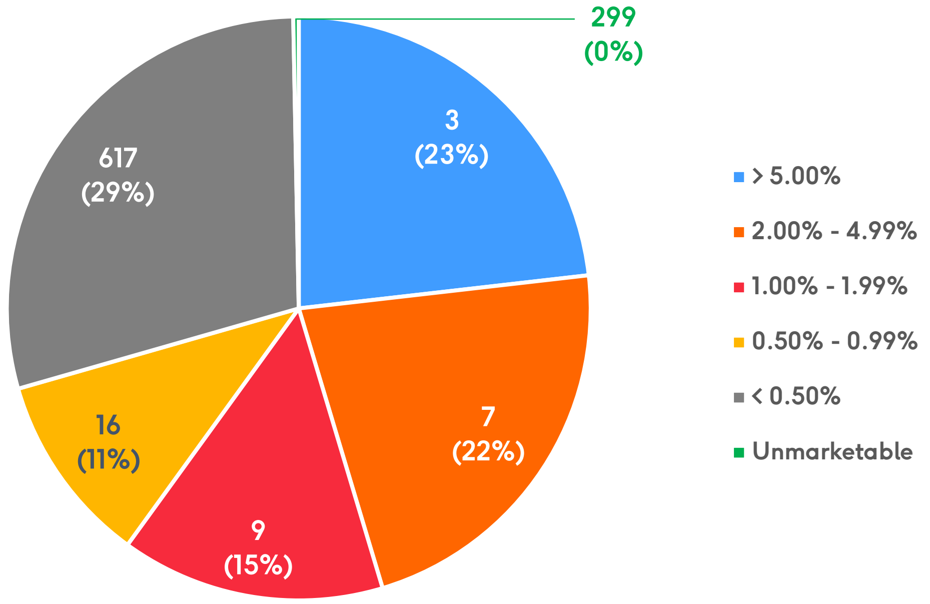
Shareholdings	Oct 2020	%
Board & Management	45,779,131	13.5%
Other Top 30 Shareholders	188,550,755	55.5%
Other Shareholders	105,407,673	31.0%
	339,737,559	**100.0%**

Financial information	
Share price (31 October 2020)	$0.049
Shares on issue	339.7m
Market capitalisation	**$16.6m**

Other	Exercise	Expiry	Number
Options	$0.30	Feb-2021	1,560,000
Options	$0.25 - $0.50	Sep-2021	3,750,000
Option (Novatti)	VWAP	Feb-2022	6,002,401

Significant shareholders	Oct 2020	%
Jason Carroll (HNW – holder since 2016)	29,138,023	8.6%
SG Hiscock & Co (Fund – holder since 2015)	28,981,683	8.5%
Greg Bader (CEO – holder since 2016)	18,400,712	5.4%
John Wood (Director – holder pre-IPO)	15,229,698	4.5%
Garry Garside (Director – holder pre-IPO)	7,000,499	2.1%

Shareholding Distribution



Board of Directors

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 ASX-listed companies Family Zone Cyber Safety Ltd and Cassini Resources 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