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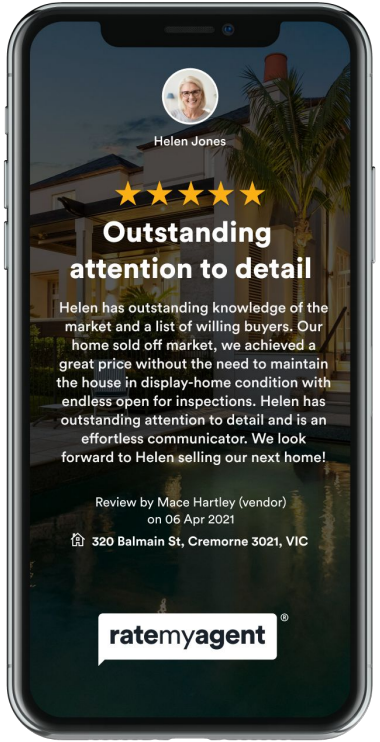
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# Investor Presentation

29th October 2021

# ASX:RMY Overview

- Comprehensive data on sale results for real estate agents and reviews of agent performance
- Agents market themselves on the platform and through it on social media
- Sellers of property use our data to compare agents and to find an agent to sell their property
- Dominate in Australia (75% of active agents on the platform). Growing rapidly in the US and New Zealand




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# The path to monetisation in the US

| Transaction and Agent connections | On the platform | Agent engagement | Subscriptions / monetisation |
|---|---|---|---|
| > 900,000 connected agents | 155,600 | 208,000 reviews | US: A$1.1m ARRR<br>ANZ: A12.5m ARRR<br>and growing |

RE/MAX

BERKSHIRE HATHAWAY HomeServices

ONE | REALTYONEGROUP

EXIT®

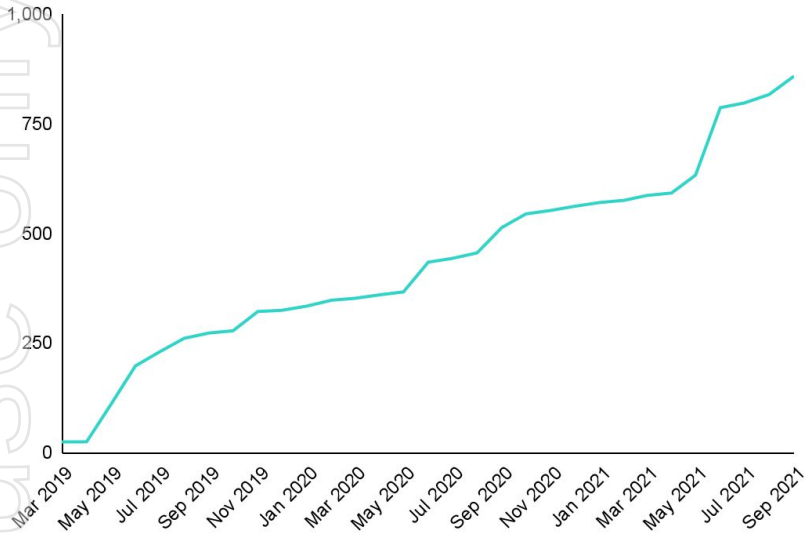
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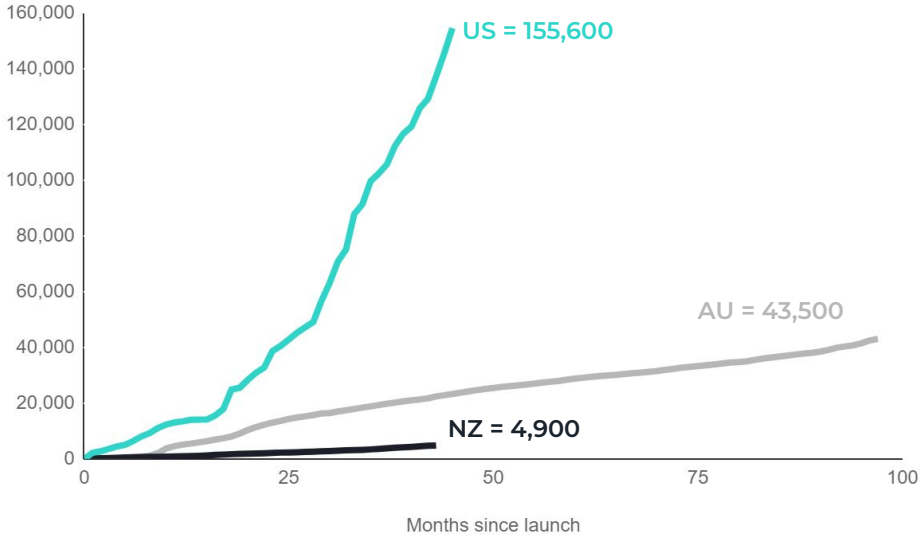
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# US market penetration

## Agent data via MLS and brokerage partnerships




## Agents on the platform



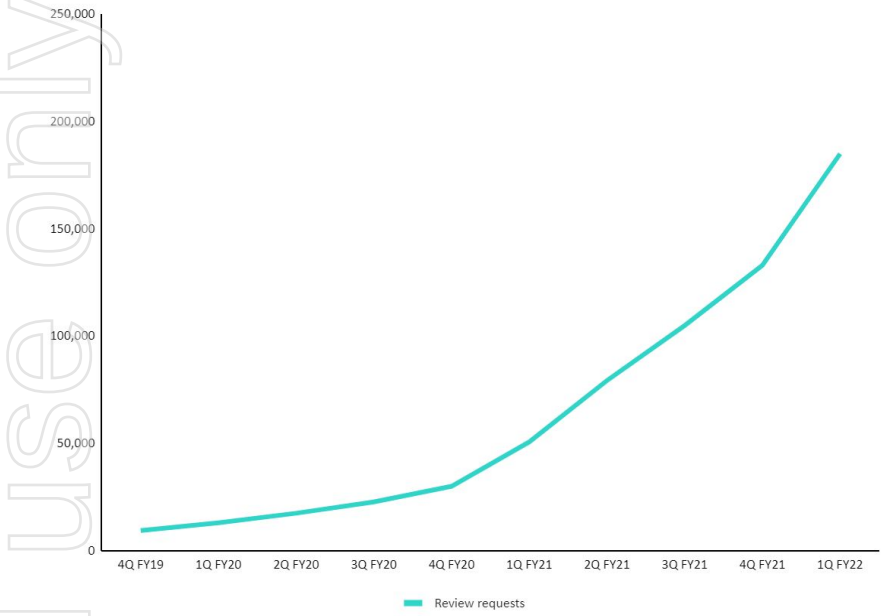

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# Acceleration in US engagement. Reviews up 85% QoQ

## Cumulative reviews




## Review growth strategy

- > 208,000 reviews on the platform
- Automation of review requests to drive review collection and engagement
- Review automation by integrating with major Transaction Management Systems
- Focus on getting agents to 3+ reviews
- Launch of US 2022 Awards in February drives competition and review collection

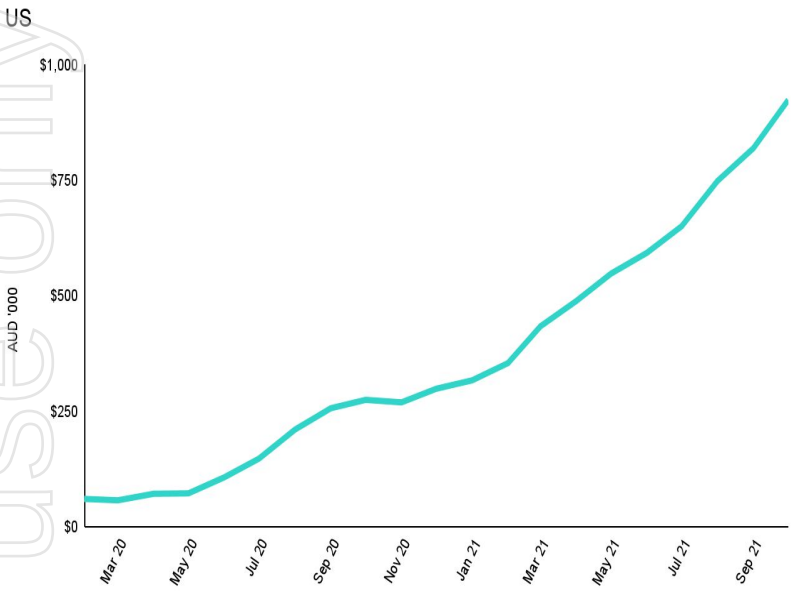
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# US engagement driving monetisation

## Annualised Revenue Run Rate




## Revenue growth

- Agent reviews drive subscriptions
- Agent subscription growth increasing
- Product pipeline focussed on adding value to the paid subscriptions
- Promoter testing underway

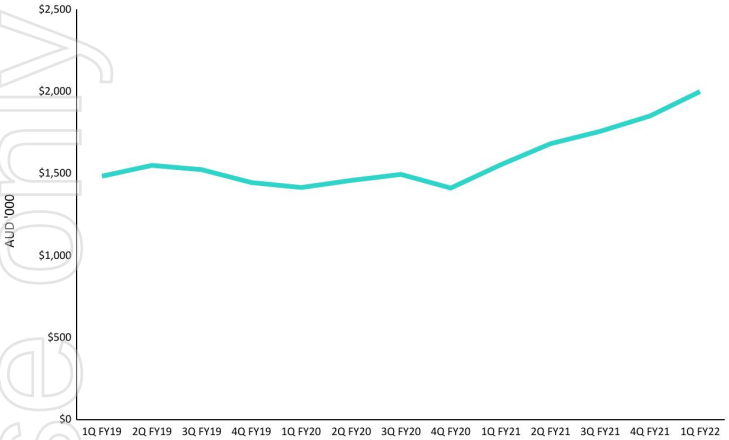
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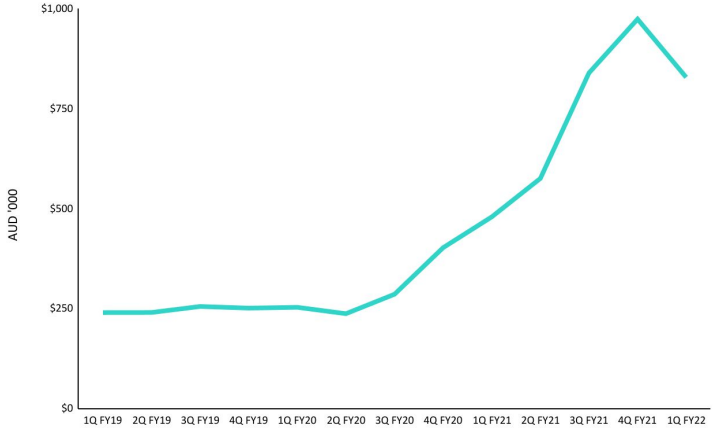
# Australian subscriptions all-time high. Promoter up 79% YoY

## Subscription revenue




- Subscription revenue in 1QFY22 up 29% in 1Q FY21.
- Promoter:  1Q FY22 up 79% on 1Q FY21.

## Promoter revenue




**Further growth:**

- Subscription product enhancements
- Promoter for Listings - Positive reception in all geographies

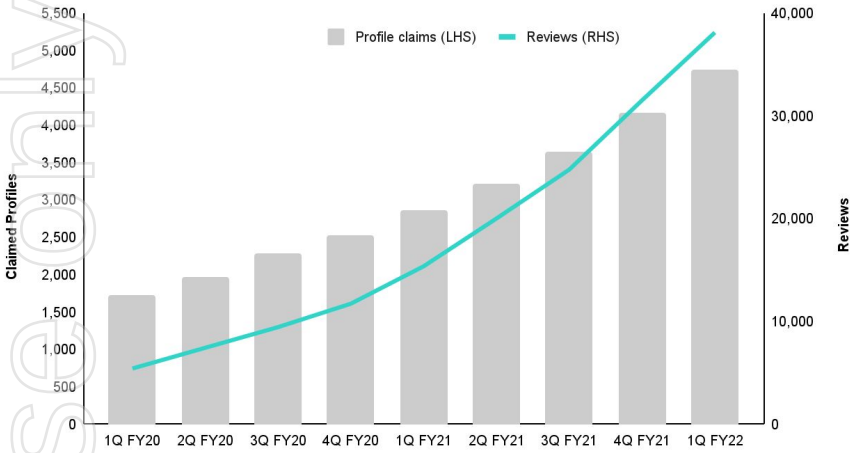
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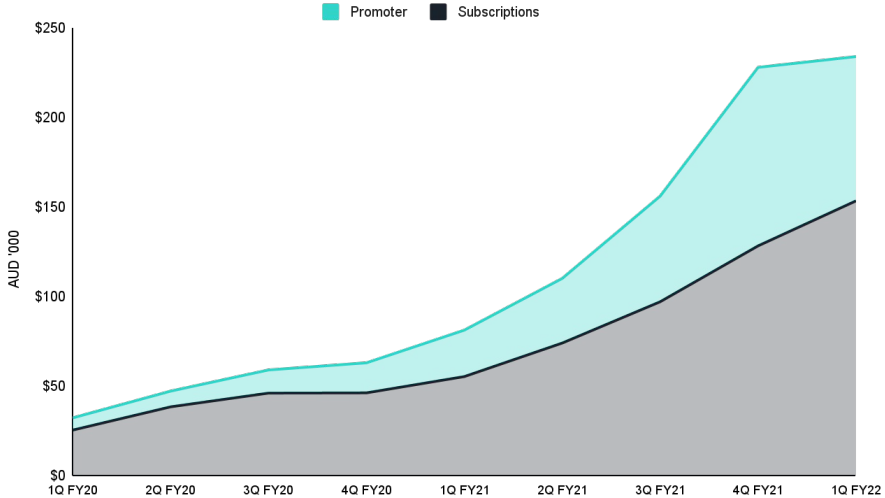
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# Growth in NZ. ARRR up 188% YoY

## Claims and reviews




## Revenues by product



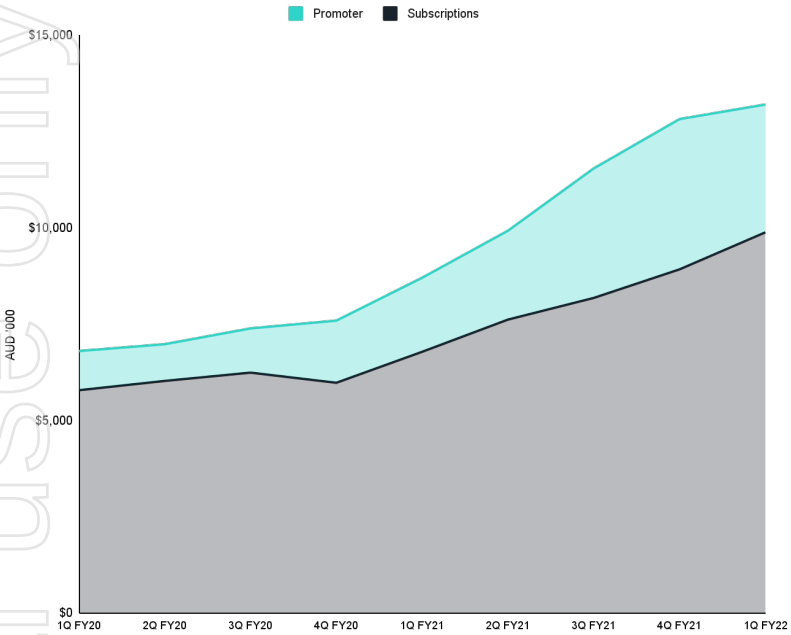

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# Summary: Continuing delivery in all key metrics

## Group ARRR




**Highest levels of platform usage in all markets**

- Every market seeing strong review growth

**Strong balance sheet**

**Focus is to be cash flow positive on a monthly basis in FY22 through:**

- Further monetising agents in AU & NZ
- Further growth in
    - US agents and reviews, key MLS and brokerage networks
    - Monetisation of US agents

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# END