

ASX Announcement

9 April 2025

RENT.COM.AU GROUP TRADING UPDATE

Rent.com.au Limited (ASX:RNT) ('Rent.com.au' or 'the Group'), Australia's home for renters, is pleased to present this interim trading update for the quarter that ended 31 March 2025. The full March 2025 Quarterly Activity Report and Appendix 4C are expected to be ready and released to the market on 30 April 2025.

- › Record Quarterly Revenue of \$932k, up 24% vs December 2024 and up 5% vs March 2024.
- › 12,036 active RentPay customers, +13% growth for the quarter and up 35% vs March 2024.
- › RentPay Annualised Recurring Revenue ('ARR') reached a record \$1 million in March 2025.
- › RentBond product improvements are underway to accelerate the path to profitability.
- › Fully underwritten entitlement issue to raise \$1.7 million (before costs) closing soon.

OVERVIEW

"The March quarter is typically a strong quarter for our business, driven by the seasonal moving peak experienced in February and March. This year we've again achieved strong growth in our Renter Products, particularly in RentBond where the value of loans increased 19% compared to the same quarter in 2024.

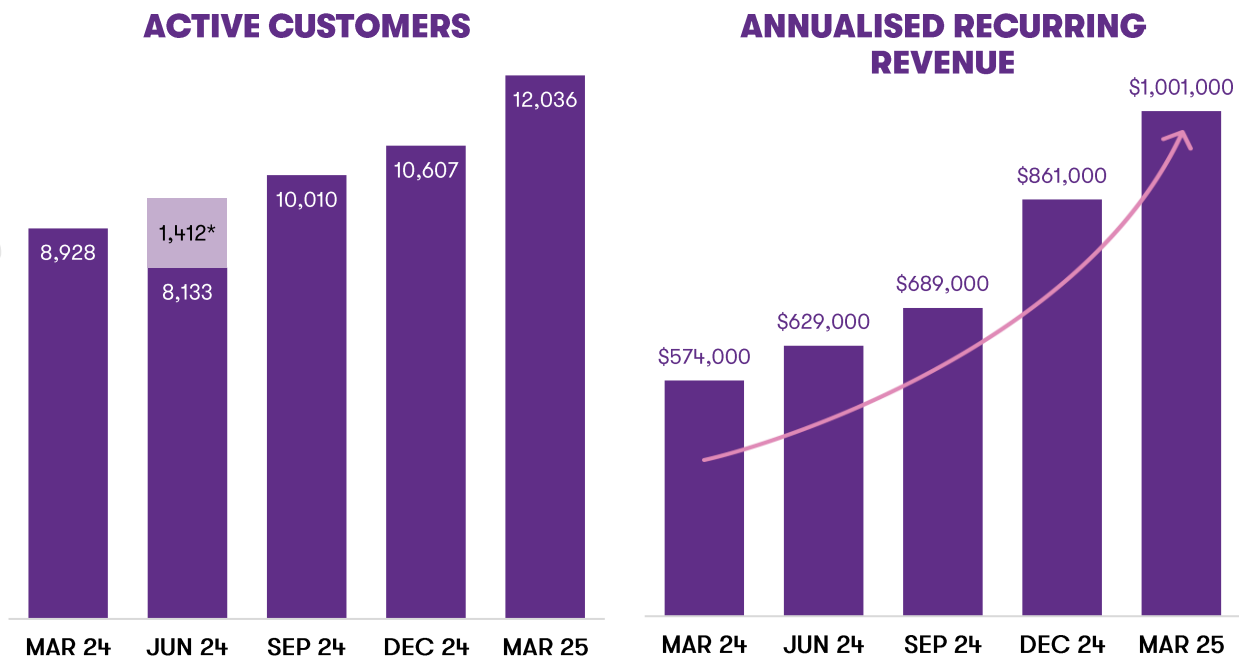
"The compounding impact of the recurring revenue stream from RentPay is playing a more significant role in building resilience within our business. This was demonstrated as RentPay's revenue grew 47% compared to the same quarter in 2024, reaching \$1 million on an annualised recurring basis, and expected to continue growing through adding more customers as well as from improving Average Revenue Per User," said Chief Executive Officer Jan Ferreira.

"Together these have driven revenue to a new record of \$932k, the first quarter we've achieved in excess of \$300k in each month of a quarter."

STRONG RENTPAY GROWTH

"We've consistently maintained a strong sales pipeline, with agencies that have signed agreements with RentPay representing many thousands of renters that have yet to onboard. During the quarter we worked with several of the larger agencies to increase the adoption of RentPay amongst their renter bases with some success. The higher the proportion of an agency's rent roll that uses RentPay, the better the productivity outcomes that are achieved, and that message is getting better understood by agencies.

"There's still work to be done in getting the pipeline moving and we've redirected some resources to specifically focus on that. Nevertheless, the current quarter's growth represents more than four times the number of customers added in the same quarter last year. In addition, towards the end of the quarter we were informed that a rent roll that we had lost in June 2024 was returning to RentPay, a strong validation of our value proposition for property managers. This rent roll was not included in March 2025 numbers, however we've started the onboarding and have added 400 additional active customers in the past week alone."



“Alongside growing our customer and revenue bases for RentPay, we’re also reviewing our cost structures with a view to improving our transaction margins, particularly from our non-standard payment choices. Where possible we will do this with minimal impact on the prices we charge customers.

“We’re also leveraging, as far as we can, the compliance framework and payments capability of RentPay in reviewing how we can improve our RentBond offering, thereby allowing both products to scale more profitably,” explained Mr Ferreira.

CONTINUED RENT.COM.AU PROFITABILITY

“The strong growth in the value of RentBond loans funded, far outstripping annual rental price increases, bodes well for the future. A significant proportion of the funds to be raised from our recently announced entitlement issue will go towards improvements for our RentBond product to not only capitalise on the demand we’re experiencing, but to also improve our capability to cross-sell our other products such as the RentConnect utility connections service, our RentPay payments platform, as well as future products aimed at renters both during the moving phase as well as when they’re already in their rental home,” said Mr Ferreira.

“Alongside this strong customer demand, we already have the skills and experience within the team, and we have the capability, licensing and infrastructure to support the product without significant additional development. Our focus is now on putting in place the funding capacity to meet this demand, and we’re making good progress in evaluating options both through our existing partner and through others.”

“The www.rent.com.au moving portal continues to be EBITDA positive, with major opportunities to drive further profitable growth both through RentBond, the property data assets that have not yet been monetised, as well as green shoots for Advertising Sales revenue. I’m excited about the opportunities that lie ahead in the near term,” concluded Mr Ferreira.

Approved for release to the ASX by the Board of Directors.

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

* Single rent roll moved off RentPay. Won back in Q4 FY25. 2

ABOUT RENT.COM.AU

Rent.com.au (ASX: RNT) exists to make renting rewarding. Made for renters, RNT is reimagining the renting experience to create Australia's most empowered rental community.

OUR MISSION

Inspired by our customers, and through the clever use of technology, we deliver innovative solutions to remove the complexities of renting and create positive, lasting change.

OUR PRODUCTS

RENTCHECK

An easy way for a renter to verify their ID and check for any reported breaches in their tenancy history, giving them an edge on their application.

[Learn More](#)

RENTBOND

A move now, pay later product that helps renters bridge the gap from one rental to another by financing their bond online.

[Learn More](#)

RENTCONNECT

A free connection service that makes moving hassle-free AND provides the renter with a \$100 gift card to help them turn a house into a home.

[Learn More](#)

RENTER RESUME

Renters can streamline their rental search with Renter Resume. Creating it once and using it to apply for as many properties as they like.

[Learn More](#)

RENTPAY

Making rent money work for renters. Flexibility to choose how and when to pay, access emergency funds, build credit score and save.

[Learn More](#)