

# FRONTIER

DIGITAL VENTURES

Leading online classifieds  
marketplaces in emerging regions

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2025 Half Year Results Presentation

ASX: FDV | 8 September 2025





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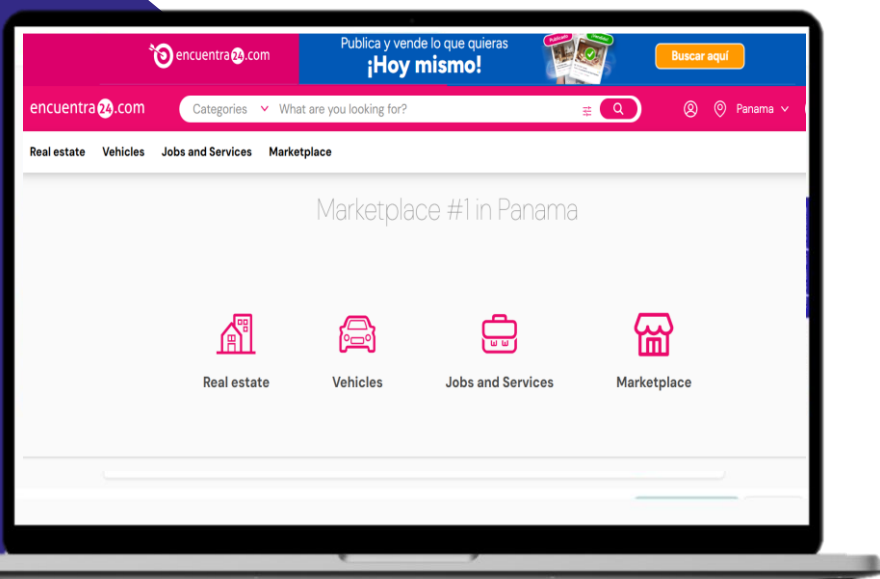


# FDV Overview



# ABOUT FDV

Leading online classifieds marketplaces in emerging regions



## Proven classifieds marketplace model

Classifieds marketplaces play a central role in formalising markets, with FDV focusing on high value consumer goods – property and automotive. Classifieds have been some of the most successful online business models:



## Market leaders

3 regional businesses, 360 LATAM, MENA Marketplaces Group (MMG) and FDV Asia, all consisting of market leading brands



## Opportunity in emerging markets

Significant population and economic tailwinds in emerging markets are driving the opportunity to leverage the classifieds marketplace model

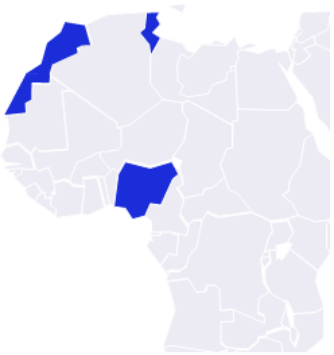
# MARKET LEADING BRANDS SPANNING THREE KEY REGIONS

Market leading classifieds marketplace businesses in the respective countries



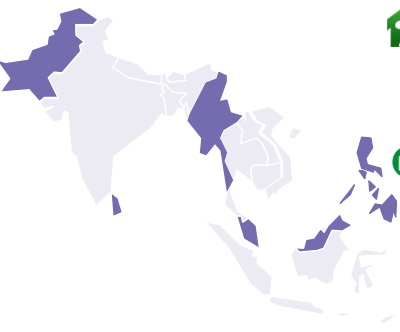
- InfoCasas #1
- Fincaraiz #1
- yapo.cl #1
- encuentra24.com #1

100% ownership



- Avito #1
- MOTEUR.ma #1
- tayara #1

100% ownership



- zameen.com #1
- PAKWHEELS.COM #1
- LankaPropertyWeb #1
- AUTO DEAL #1
- iMyanmarHouse.com #1
- CARSDB #1

Ownership levels vary from 30% to 56%

# FDV STRATEGIC PRIORITIES



## Core business focus

### Core business at the center of growth

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- Focusing on fundamentals
- Market leadership
- Continued value creation for key clients



## Margin expansion

### Streamlining businesses and cost control

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- Focusing on high-margin classifieds verticals
- Operational and organisational discipline
- ARPU growth



## Market leadership

### Extending market leadership, build trust

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- Consumer's first choice
- Customer dependency
- Brand leadership



# 1H 2025 Group Financial Results

# 1H 2025 GROUP FINANCIAL HIGHLIGHTS

Record first half EBITDA driven by margin expansion and operating regions free cash flow positive.

Revenue growth tempered by termination of low margin business line in InfoCasas.

Statutory revenue

**A\$33.3m**

**-5%** on 1H 2024



Operating revenue  
(incl. Associates)

**A\$40.7m**

**-1%** on 1H 2024

Statutory EBITDA

**A\$3.2m**

**+71%** on 1H 2024



Operating EBITDA  
(incl. Associates)

**A\$5.0m**

**+102%** on 1H 2024

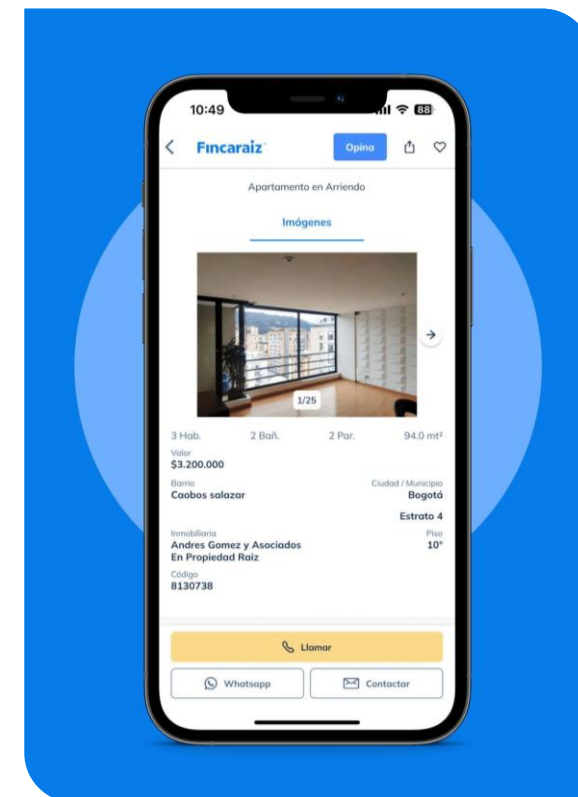
360 LATAM, MMG and  
FDV Asia **free cash flow  
positive** in 1H 2025

Cash balance

**A\$10.9m**

at 30 June 2025

vs **A\$10.7m** at 1 Jan 2025

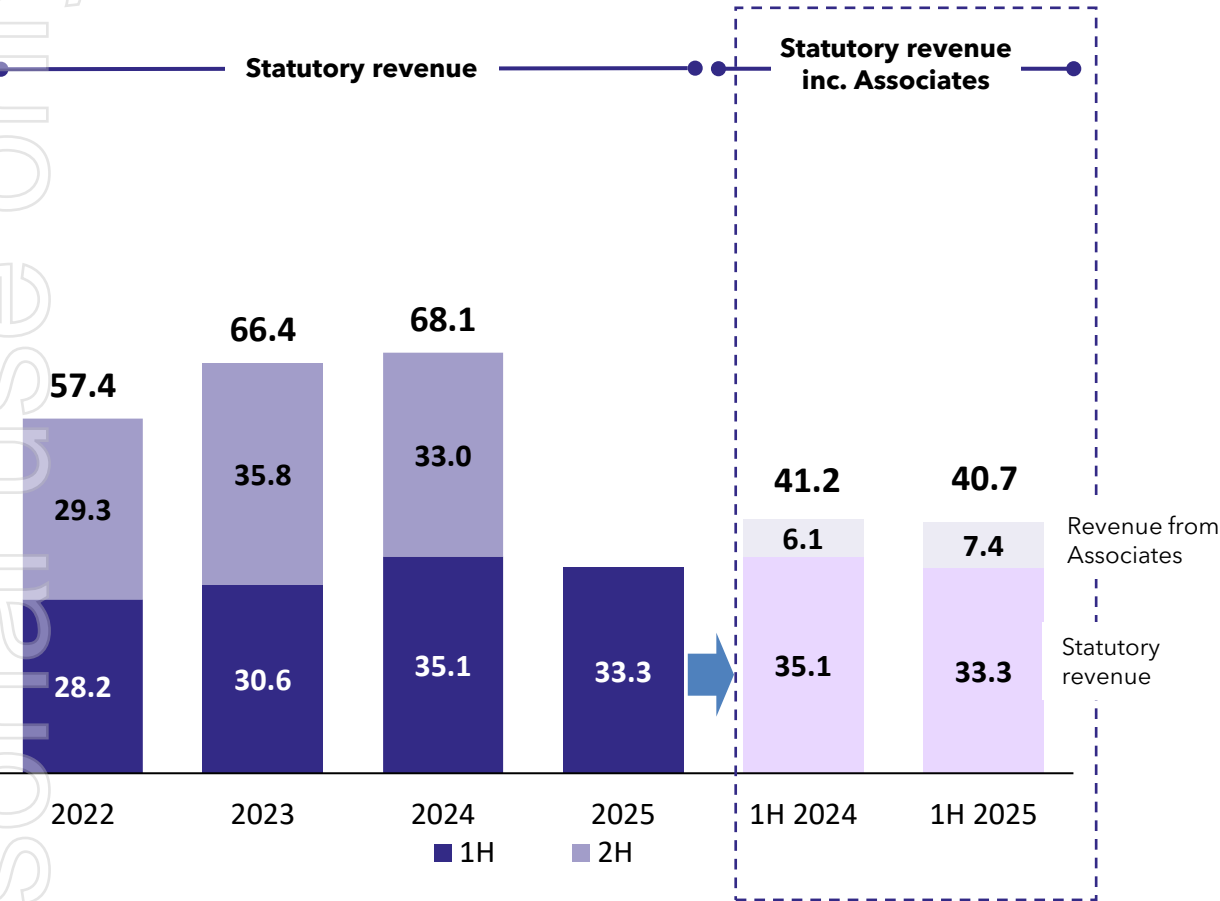




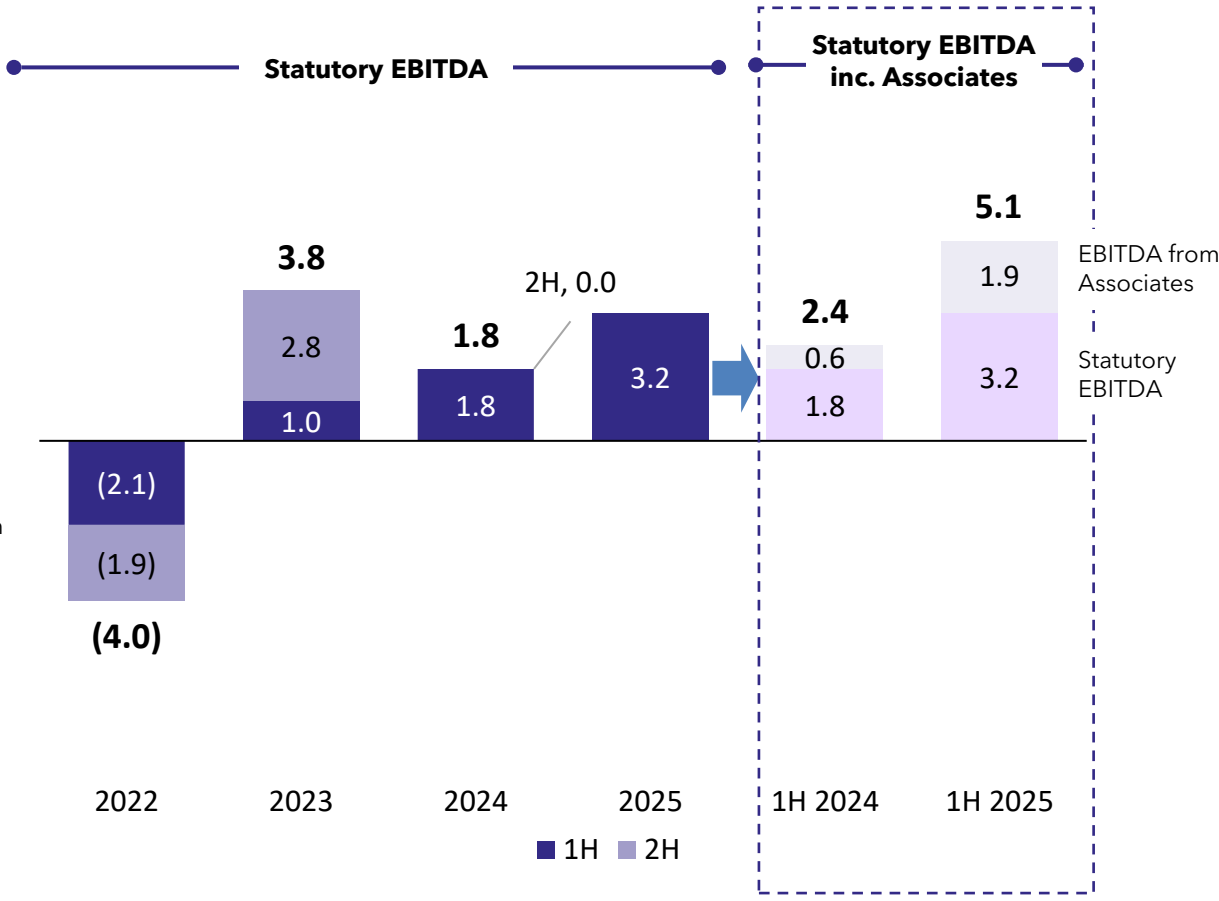
# FINANCIAL PROFILE

Consistent long-term growth in EBITDA. Reported revenue tempered by termination of low margin business in InfoCasas.

FDV Group statutory revenue



FDV Group statutory EBITDA



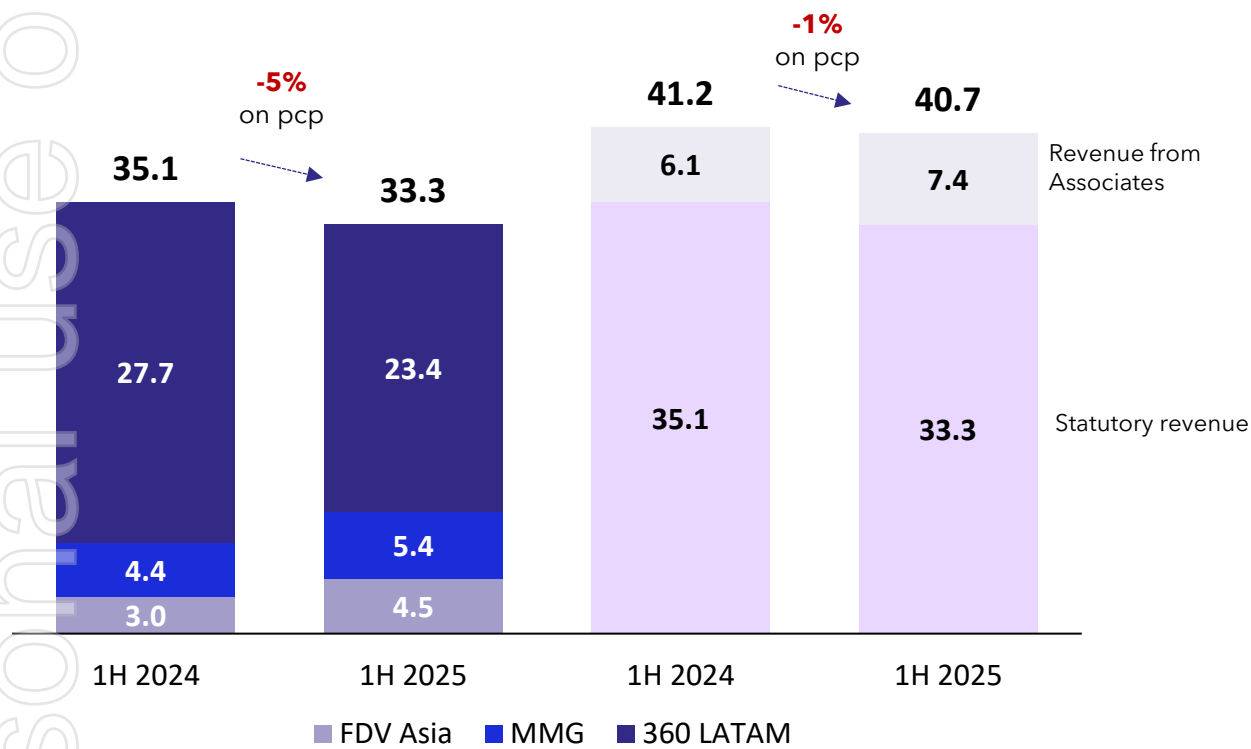
Note: Statutory revenue and EBITDA includes consolidated revenue and EBITDA from controlled entities and does not include Associates which are equity accounted entities (Zameen & PakWheels). Revenue from Associates was A\$7.4m and EBITDA was A\$1.9m in 1H 2025. Figures are for continuing operations as at 30 June 2025.

# REVENUE BREAKDOWN

Statutory revenue of A\$33.3m, decreasing 5% on 1H 2024 and operating revenue of A\$40.7m, decreasing 1% on pcp

In 360 LATAM the termination of low-margin business in InfoCasas led to a decline in revenue, while revenues in MMG and FDV Asia increased

Group revenue breakdown (A\$m)



## 360 LATAM

- A\$23.4m revenue in 1H 2025, a 15% decrease on 1H 2024. Strong revenue growth from Fincaraíz (+15%), and Yapo (+8%), and Encuentra24 (+18%) offset by revenue decline from InfoCasas (-56%).

## MENA Marketplaces Group ("MMG")

- A\$5.4m revenue in 1H 2025, +22% increase on 1H 2024.
- A clear focus on the core classifieds business and increased offline consumer events delivered strong revenue from Avito Group, the leading horizontal marketplace in Morocco and the major contributor to MMG.

## FDV Asia

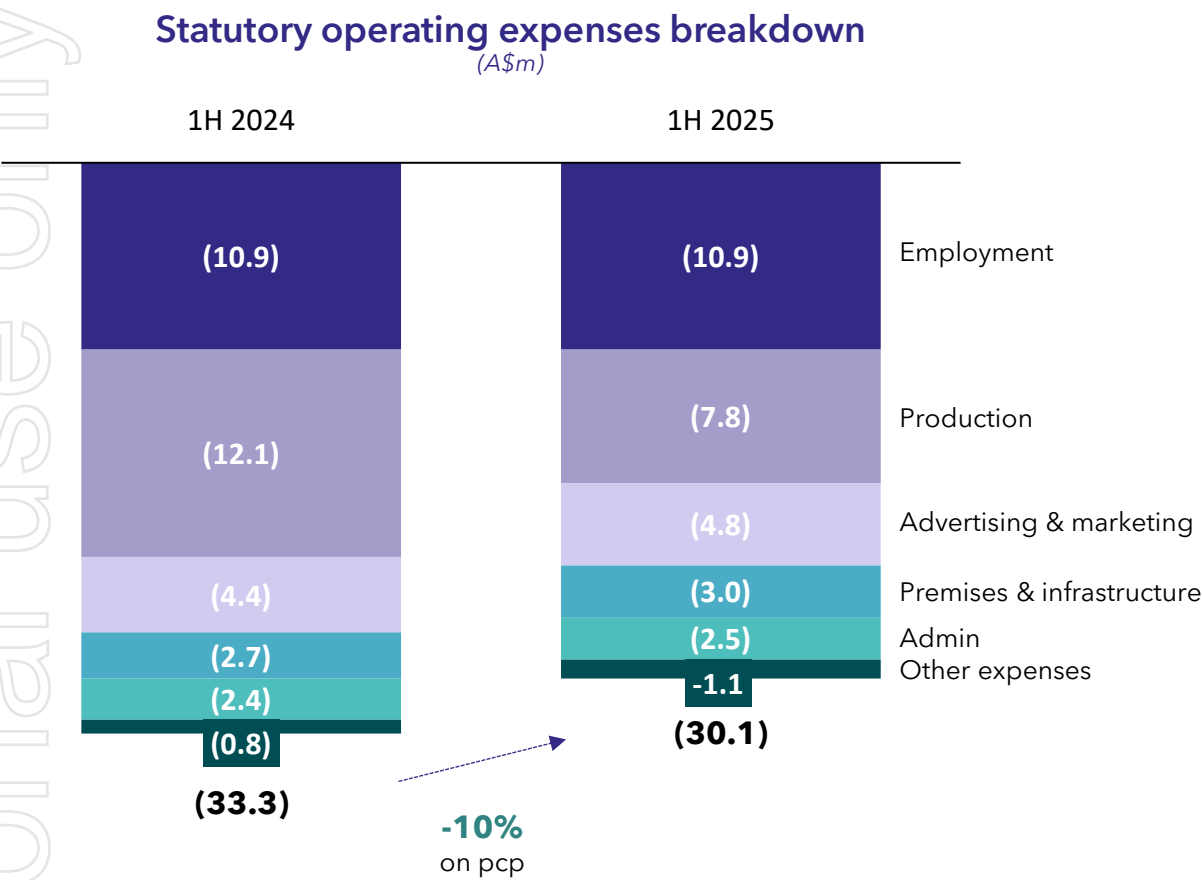
- A\$4.5m revenue in 1H 2025, a 48% increase on 1H 2024, mainly driven by car verticals in Myanmar and Philippines.

## FDV Associates

- Recorded revenue of A\$7.4m, a 22% increase on 1H 2024.
- PakWheels continues to benefit from a strong auto market, while Zameen has a substantial transaction revenue from exclusivity of a major property project.

# OPERATING EXPENSES BREAKDOWN

OPEX reduced by 10% to A\$30.1m (1H 2024: A\$33.3m)



## Group operating expenses

Total group operating expenses of A\$30.1m in 1H 2025, decreasing 10% on 1H 2024.

### Employment

Remained stable at A\$10.9m in 1H 2025, in line with 1H 2024.

### Production

Decrease primarily relates to reduction in low-margin events and decrease in transaction associated production costs in 360 LATAM.

### Advertising and marketing

Increase of 9% mainly driven by higher consumer marketing in MMG.

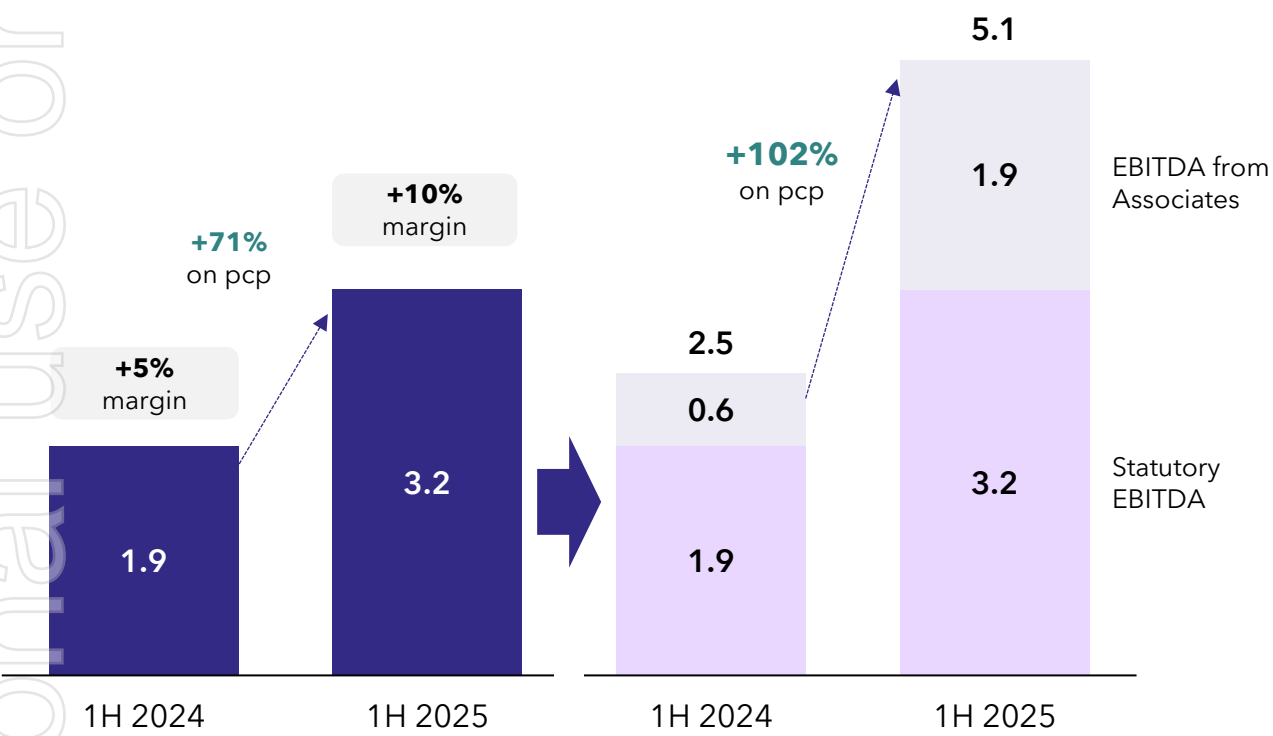
### Corporate Costs

FDV Group corporate costs were A\$1.2m in 1H 2025, consistent with 1H 2024, and are captured within employment, admin and other expenses.

# EBITDA BREAKDOWN

71% increase in statutory EBITDA and 5 percentage point margin expansion, driven by 360 LATAM performance

Group EBITDA<sup>1</sup> and Margin  
(A\$m)



## Group statutory EBITDA

Record first half statutory EBITDA of A\$3.2m in 1H 2025, increasing 71% from A\$1.9m in 1H 2024, including:

- 360 LATAM EBITDA of A\$3.6m, increasing 23% on pcp
- MMG EBITDA of A\$0.57m, increasing 101% on pcp
- FDV Asia EBITDA of A\$0.23m, increasing 8% on pcp
- FDV Group corporate costs totalled A\$(1.2m) in 1H 2025, decreasing 29% on pcp

5 percentage point EBITDA margin expansion from 5% in 1H 2024 to 10% in 1H 2025

## EBITDA from Associates

FDV Associates, Zameen and PakWheels in Pakistan, which are equity accounted entities and not included in statutory results, recorded **positive EBITDA of A\$1.9m, increasing 191% on pcp**



# 1H 2025 SUMMARY RESULTS

	1H 2025	1H 2024	Change	
	A\$000	A\$000	A\$000	%
Summary results from continuing operations				
1 <b>Group Statutory Revenue</b>	<b>33,254</b>	<b>35,137</b>	<b>(1,883)</b>	<b>(5%)</b>
Group Operating Expenses	(30,089)	(33,285)	3,196	10%
2 <b>Group Statutory EBITDA</b>	<b>3,165</b>	<b>1,852</b>	<b>1,313</b>	<b>71%</b>
Group EBITDA % margin	10%	5%	-	5pp
EBITDA from Associates	1,874	645	1,229	191%
2 <b>Group Operating EBITDA (inc. Associates) <sup>1</sup></b>	<b>5,039</b>	<b>2,497</b>	<b>2,542</b>	<b>102%</b>
3 Foreign exchange gain/(loss)	147	402	(255)	(63%)
4 Depreciation and amortisation	(3,850)	(3,330)	(520)	(16%)
EBIT	(538)	(1,076)	538	50%
5 Other significant items	502	110	392	356%
6 Provision for misappropriation of funds	(500)	-	(500)	(100%)
Profit/(Loss) from Associates	(406)	(390)	(16)	(4%)
EBITDA from Associates	1,874	645	1,229	191%
Associates' depreciation and amortisation	(527)	(604)	77	13%
Associates' foreign exchange gain/(loss)	(1,650)	(300)	1,350	(450%)
Associates' other significant items	(103)	(131)	28	21%
Profit before tax from continuing operations	(942)	(1,356)	414	31%
Income tax (expense)/benefit	(115)	79	(194)	(246%)
Net profit/(loss) after tax from continuing operations	(1,057)	(1,277)	220	17%
Net profit/(loss) after tax from discontinued operations	-	(769)	769	100%
7 <b>Net profit/(loss) after tax</b>	<b>(1,057)</b>	<b>(2,046)</b>	<b>989</b>	<b>48%</b>
Net profit/(loss) attributable to NCI	640	(581)	1,221	210%
Profit/(Loss) after tax attributable to members	(1,697)	(1,465)	(232)	16%

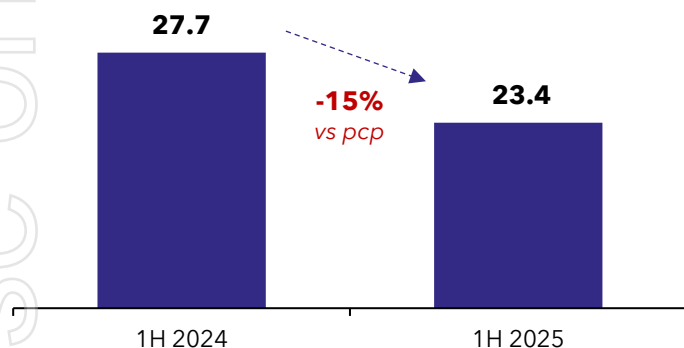
- Group statutory revenue:** A\$33.3m statutory revenue in 1H 2025, decreased 5% on 1H 2024, primarily due to decrease in revenue within 360 LATAM Group of 15%. Decrease was offset by organic growth of MMG of 22% and FDV Asia revenue growth of 48%. Statutory revenue does not include revenue from Associates, which in 1H 2025 was A\$7.4m.
- Group EBITDA:** A\$5.0m in 1H 2025 including A\$3.6m (360 LATAM), A\$0.5m (MMG), A\$0.2m (FDV Asia) and A\$1.9m from FDV Asia Associates, offset by corporate costs of A\$1.2m. Notably, Group Statutory EBITDA improved by A\$1.3m in 1H 2025, driven by efficient operating expense management across the operating regions.
- Foreign exchange loss:** A unrealised foreign currency translation gain arose from the US dollar's appreciation against the Australian dollar, impacting subsidiaries with USD functional currency.
- Depreciation & amortisation:** Increase primarily attributed to amortisation of domains, brands and trademarks, as well as intangibles in website development costs.
- Other significant items:** Other significant items primarily relate to the disposal of Hoppler and PropertyPro, consisting of gains on disposal (A\$1.7m) offset by losses from impairment of loans (A\$1.3m).
- Provision for misappropriation of funds:** A\$0.5m has been provided to reflect the potential impact of the misappropriation of funds in Fincaraiz.
- Net loss after tax:** Improvement in net loss after tax primarily driven by operating cost efficiencies and the disposal of Hoppler and PropertyPro during the period.

# Operational Highlights by Region

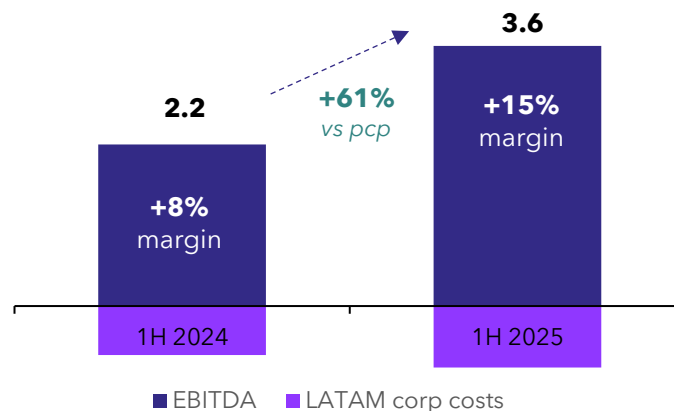
# 360 LATAM UPDATE

EBITDA<sup>2</sup> increase of 61% vs pcg driven by strong classifieds growth

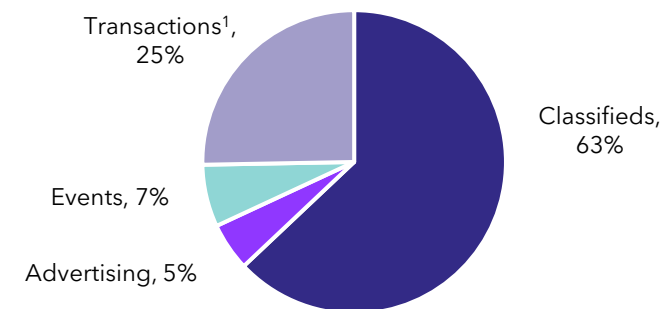
Revenue  
(A\$m)



EBITDA<sup>2</sup> and margin  
(A\$m)<sup>2</sup>



Revenue by category



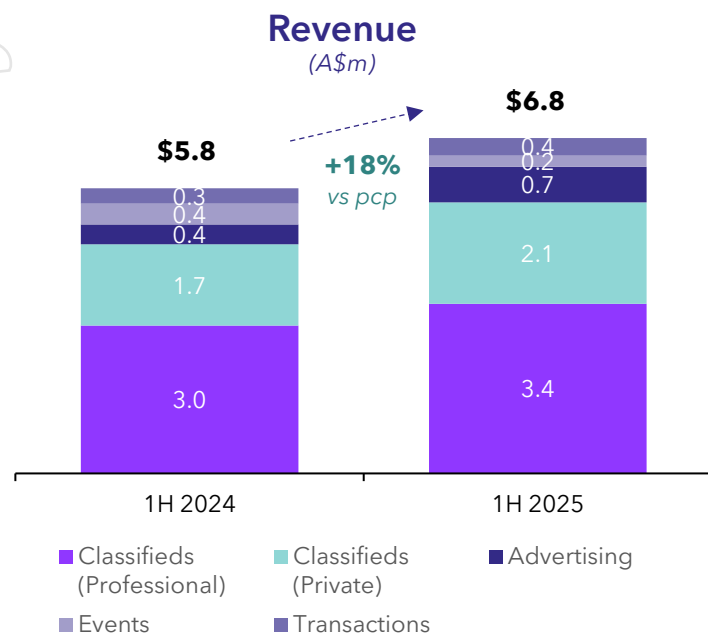
- **Revenue of A\$23.4m in 1H 2025, decreasing 15% on pcg**

- 1H 2025 revenue results (vs pcg): Encuentra24 A\$6.8m (+18%), Yapo A\$3.9m (+8%), Fincaraíz A\$7.6m (+15%), InfoCasas A\$5.1m (-56%),
- Revenue from InfoCasas decreased in line with the termination of low-margin business units.

- **61% increase of EBITDA in 1H 2025 to A\$3.6m**, driven by growing operating efficiency and an increasing contribution from higher-margin classifieds revenue.
- **Margin increased (15% vs 8% pcg):** Encuentra24 (28% vs 16% pcg), Yapo<sup>2</sup> (16% vs 10% pcg), Finca (19% vs 16% pcg), InfoCasas (9% vs 5% pcg)

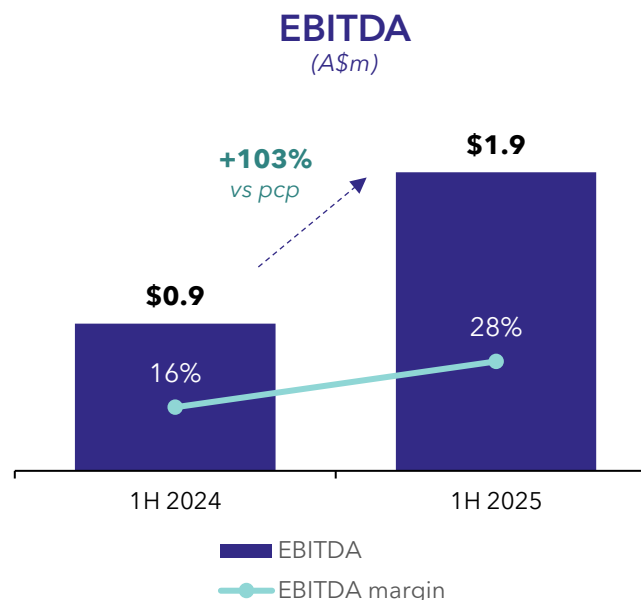
- **Classifieds revenue increased 11% to A\$14.7m**, representing 63% of total 360 LATAM 1H 2025 revenue, an increase relative to the 48% in 1H 2024
- **Transactions revenue decreased by 47% to A\$5.9m**, and now represents 25% of revenue.

Continued growth in classifieds business with EBITDA margin increasing to 28%



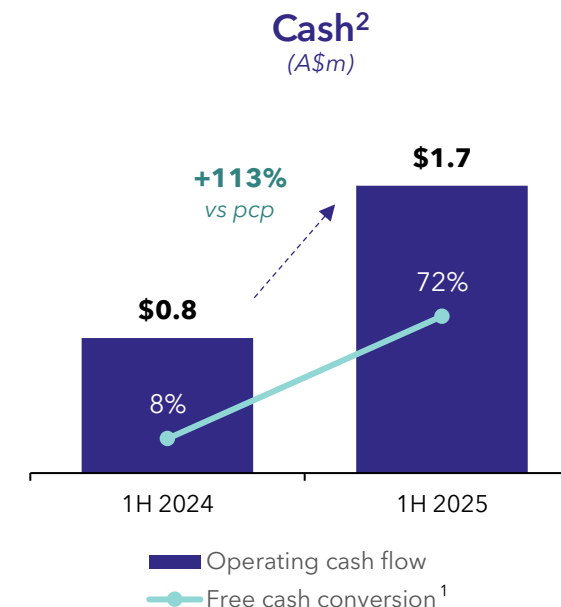
+18% pcp  
Revenue (A\$m)

+18% pcp  
Classifieds revenue  
(A\$m)



+103% pcp  
EBITDA (A\$m)

28%  
EBITDA  
margin



+113% pcp  
Operating  
cash flow (A\$m)




72%  
Free cash  
conversion<sup>1</sup>

- Revenue growth of 18% pcp driven by classifieds revenue in real estate and private listings.
- With operational cost optimisation, EBITDA grew to 28% vs 16% pcp.

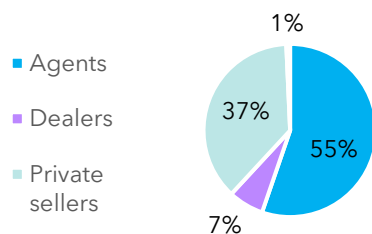


Classifieds revenue growth of 18% pcp driven by significant customer acquisition

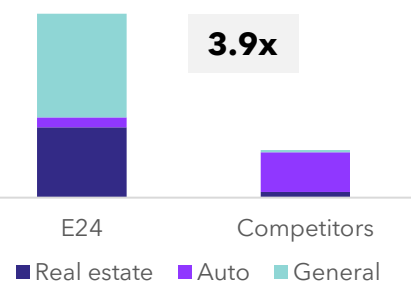
## Classifieds business PCP growth summary

	Revenue	Customer <sup>1</sup>	ARPU <sup>2</sup>
 Agents (Real Estate)	+20%	+38%	-13%
 Dealers (Auto)	-17%	-6%	-21%
 Private sellers	+25%	+64%	-23%

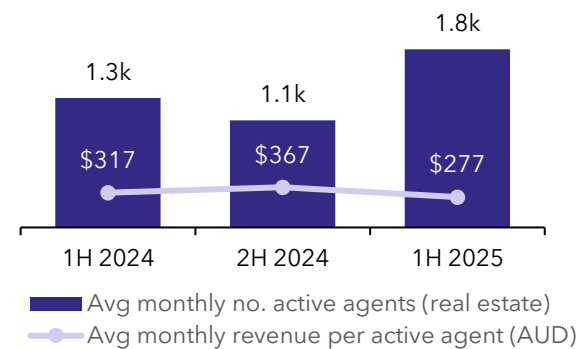
## 1H 2025 classifieds revenue by vertical



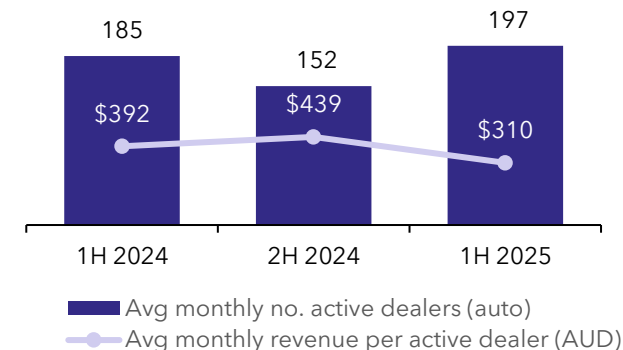
## Relative market share vs nearest competitors<sup>3</sup>



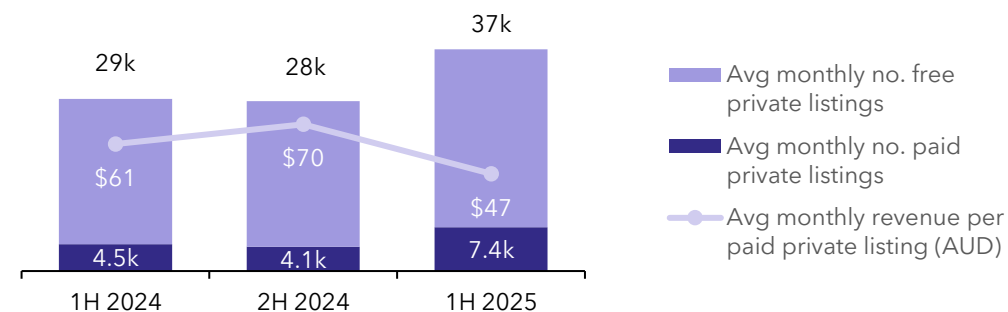
## Agents (real estate)



## Dealers (auto)



## Private Sellers



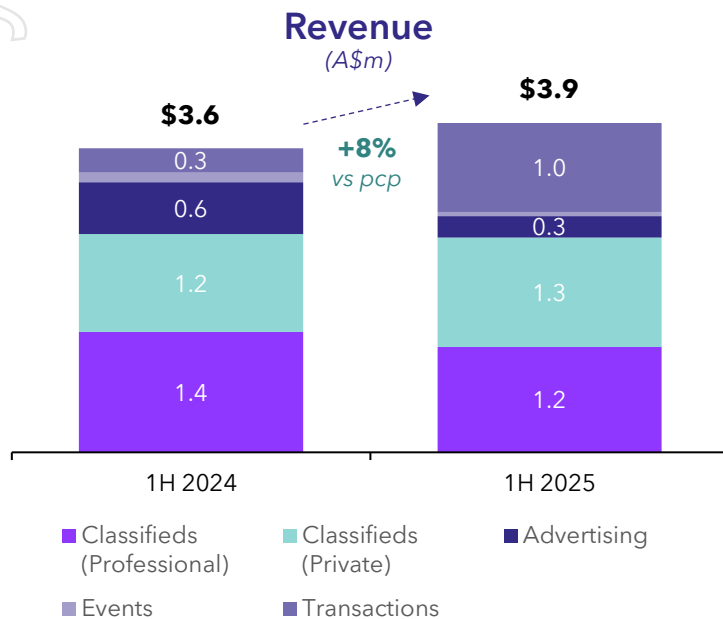
Note:

1. Customer refers to: avg monthly no. of active agents (real estate), avg monthly no. of active car dealers (auto), and total number of paid private listings.

2. ARPU refers to: avg monthly revenue per user, where 'user' denotes a real estate agent, a car dealer, or a paid private listing.

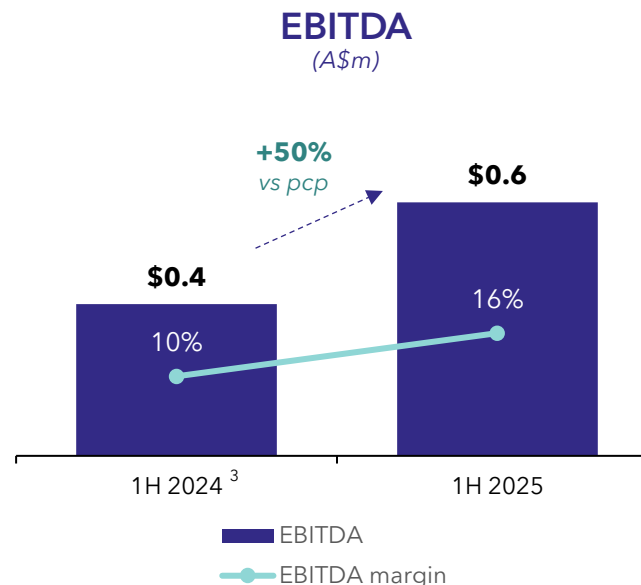
3. Relative market share refers to the avg monthly total time on site (visits x duration per visit from SimilarWeb) for the three-month period from May to July 2025 compared against the next independent competitors

EBITDA improved with increasing margin to 16% driven by operational efficiency



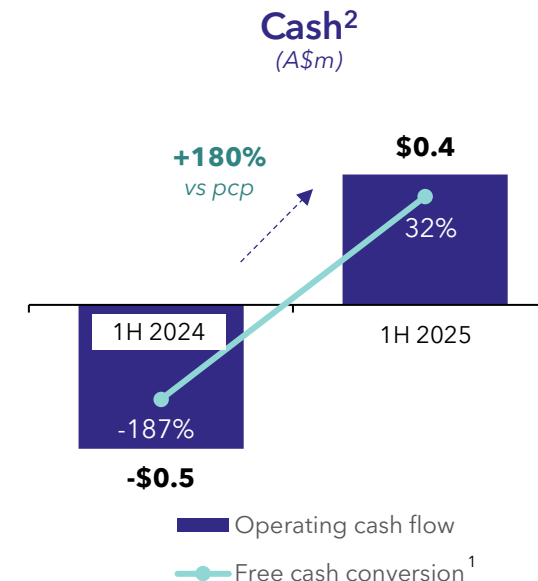
+8% pcp  
Revenue (A\$m)

-2% pcp  
Classifieds revenue  
(A\$m)



+50% pcp  
EBITDA (A\$m)

16%  
EBITDA  
margin



+180% pcp  
Operating  
cash flow (A\$m)

32%  
Free cash  
conversion<sup>1</sup>

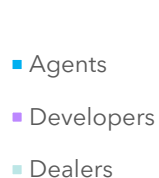
- Events held in December 2023 resulted in cash payments in 1H 2024. No similar outflow requirements in 1H 2025.

Agents and dealers have begun sharing higher tier accounts, decreasing unique customers but increasing ARPU

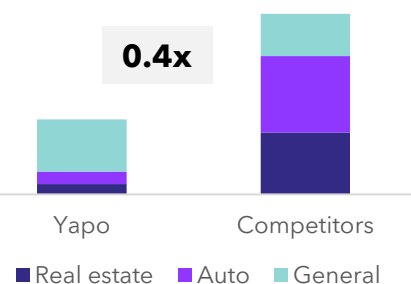
## Classifieds business PCP growth summary

	Revenue	Customer <sup>1</sup>	ARPU <sup>2</sup>
Agents (Real Estate)	-8%	-24%	+20%
Developers (Real Estate)	+15%	+81%	-36%
Dealers (Auto)	-38%	-61%	+58%
Private sellers	+12%	-4%	+16%

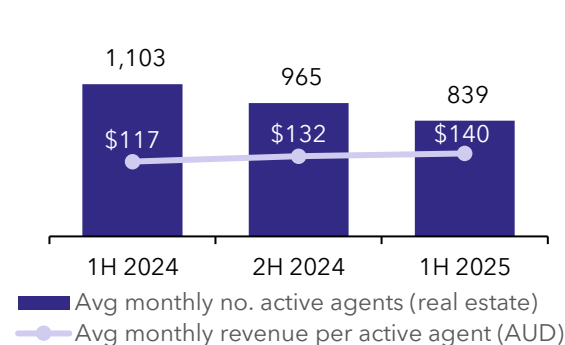
## 1H 2025 classifieds revenue by vertical



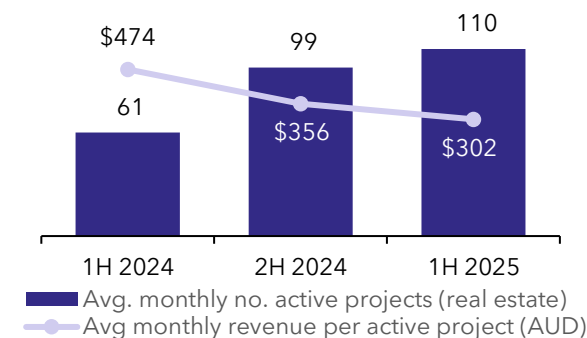
## Relative market share vs nearest competitors<sup>3</sup>



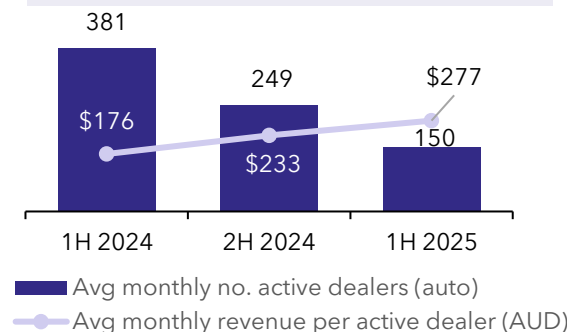
## Agents (real estate)



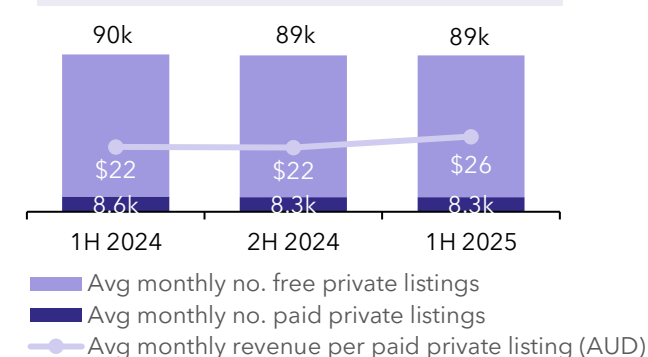
## Developers (real estate)



## Dealers (auto)



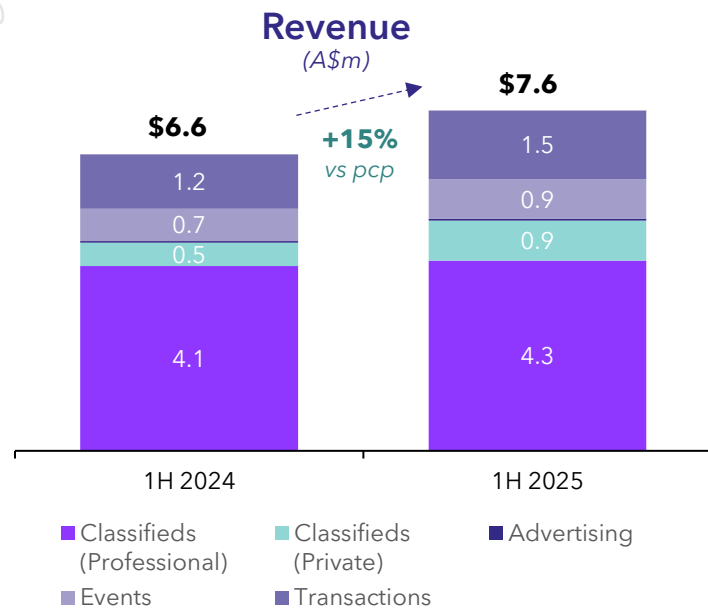
## Private Sellers



Note:

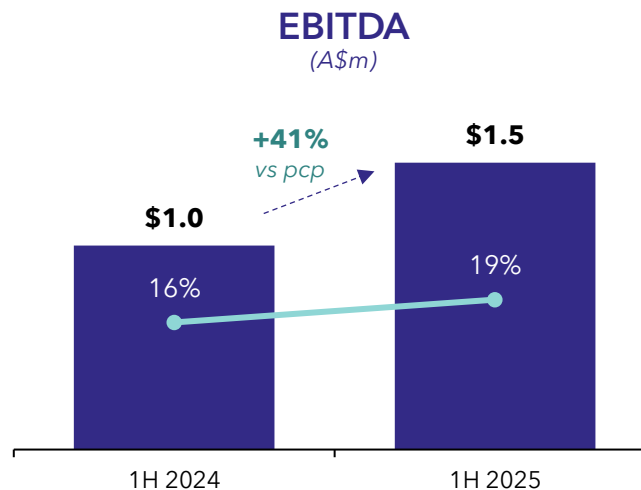
1. Customer refers to: avg monthly no. of active agents, avg monthly no. active property projects (developer), avg monthly no. of active car dealers (auto), and total number of paid private listings.
2. ARPU refers to the avg monthly revenue per user, where 'user' denotes a real estate agent, a property project (developer), a car dealer, or a paid private listing.
3. Relative market share refers to the avg monthly total time on site (visits x duration per visit from SimilarWeb) for the three-month period from May to July 2025 compared against the next independent competitors

Higher margins and stronger free cash conversion



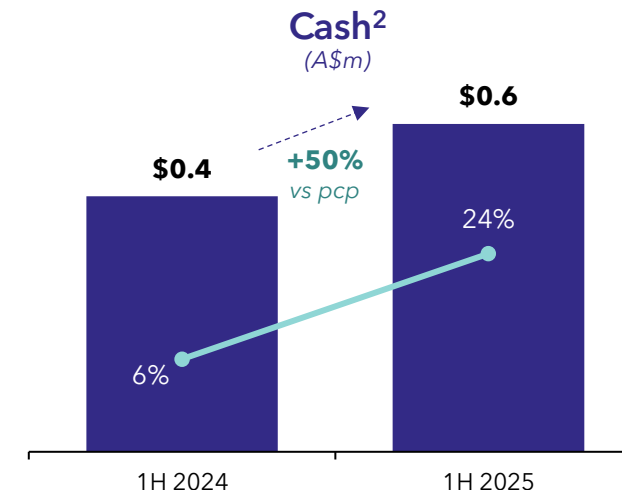
**+15% pcp**  
Revenue (A\$m)

**+11% pcp**  
Classifieds revenue (A\$m)



**+41% pcp**  
EBITDA (A\$m)

**19%**  
EBITDA margin



**+50% pcp**  
Operating cash flow (A\$m)




**24%**  
Free cash conversion<sup>1</sup>

- Revenue growth of 15% pcp driven by growth in agents and private listings from classifieds business.
- Free cash conversion improvement to 24% in 1H 2025 from 6% in 1H 2024 due to lower CAPEX following platform upgrades in 1H 2024.

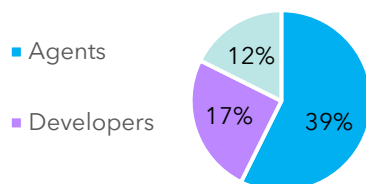
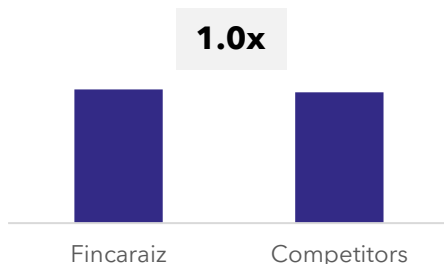


Classifieds grew 11% on pcg, driven by customer growth and stronger ARPU across agents and private sellers

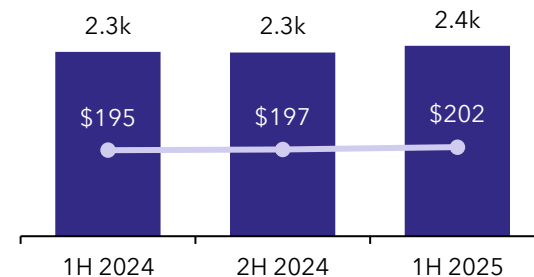
## Classifieds business PCP growth summary

	Revenue	Customer <sup>1</sup>	ARPU <sup>2</sup>
 Agents (Real Estate)	+7%	+3%	+4%
 Developers (Real Estate)	-5%	-23%	+25%
 Private sellers	+70%	-18%	+107%

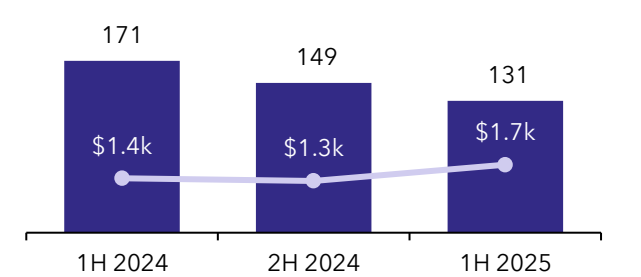
## 1H 2025 classifieds revenue by vertical

Relative market share vs nearest competitors<sup>3</sup>

## Agents (real estate)

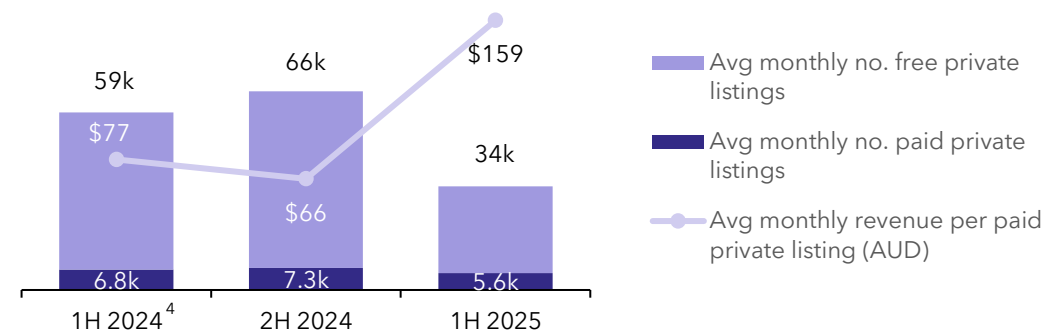


## Developers (real estate)



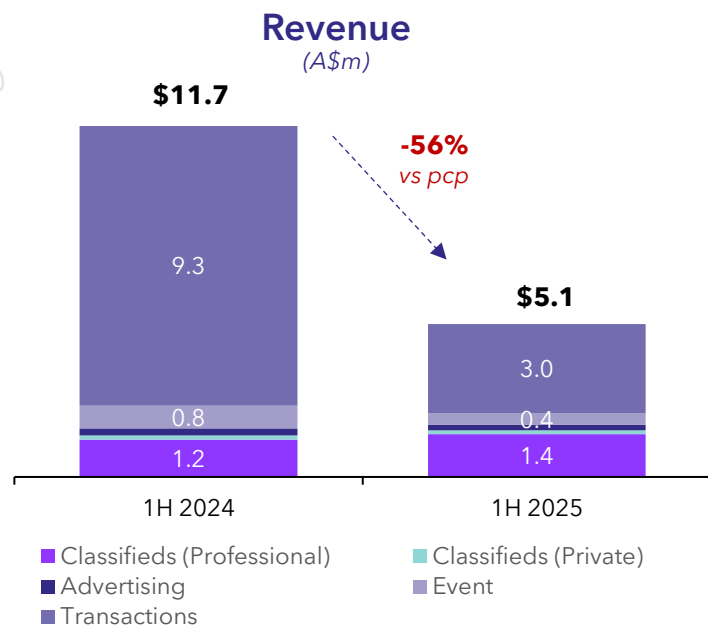
## Private sellers

- Free private listings declined following the discontinuation of the free listing option in Q2 2025. Paid private listings declined while ARPU increased following price increase.



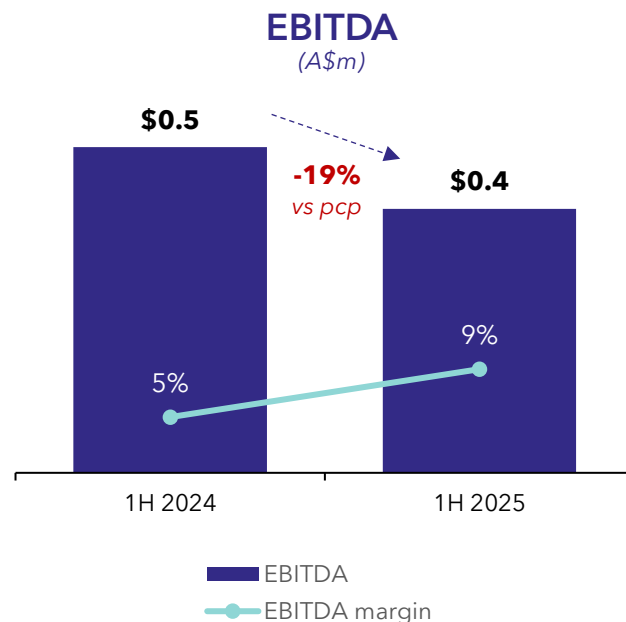
Note:

- Customer refers to: avg monthly no. of active agents (real estate), avg monthly no. active property developers, avg monthly no. of active car dealers (auto), and total number of paid private listings.
- ARPU refers to the avg monthly revenue per user, where 'user' denotes a real estate agent, a property developer, a car dealer, or a paid private listing.
- Relative market share refers to the avg monthly total time on site (visits × duration per visit from SimilarWeb) for the three-month period from May to July 2025 compared against the next independent competitors.
- 1H 2024 data is normalised to reflect the change in listing recording methodology.



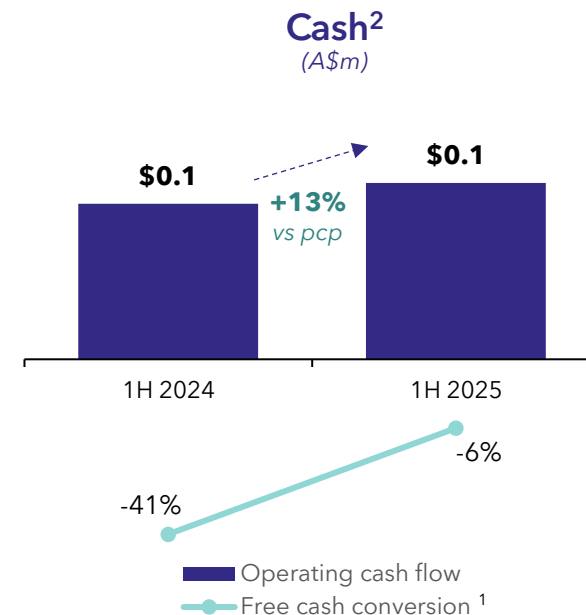
**-56%** pcp  
Revenue (A\$m)

**+12%** pcp  
Classifieds revenue  
(A\$m)



**-19%** pcp  
EBITDA (A\$m)

**9%**  
EBITDA  
margin






**+13%** pcp  
Operating  
cash flow (A\$m)

**-6%**  
Free cash  
conversion<sup>1</sup>

- Revenue decline due to termination of low-margin businesses resulting in a largely unchanged EBITDA.

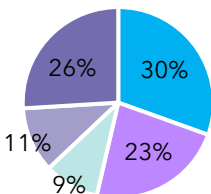
Classifieds growing steadily, rental transactions up, sales transactions impacted by business model shift

## Classifieds business PCP growth summary

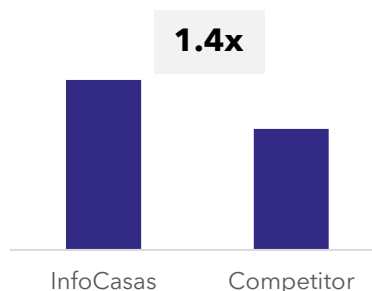
	Revenue	Customer <sup>1</sup>	ARPU <sup>2</sup>
 Agents	+14%	+23%	-14%
 Sales transactions	-79%	-26%	-43%
 Rental transactions	+14%	+14%	+6%

## 1H 2025 revenue by vertical

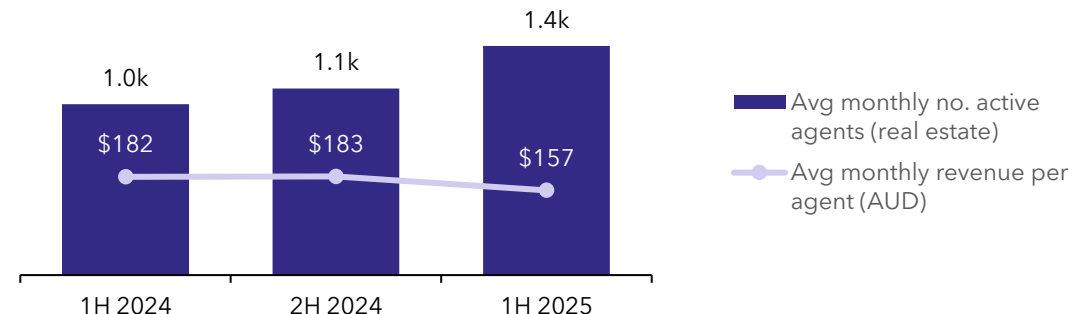
- Classifieds
- Sales transactions
- Rental transactions
- Events & advertising
- Others



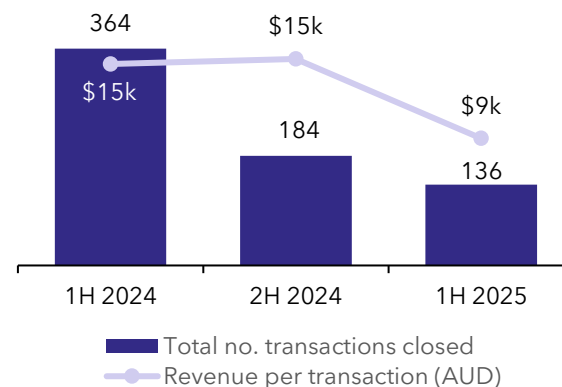
## Relative market share vs nearest competitors<sup>3</sup>



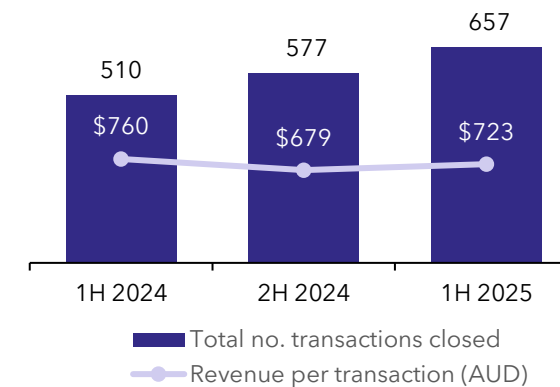
## Agents



## Sales transactions



## Rental transactions



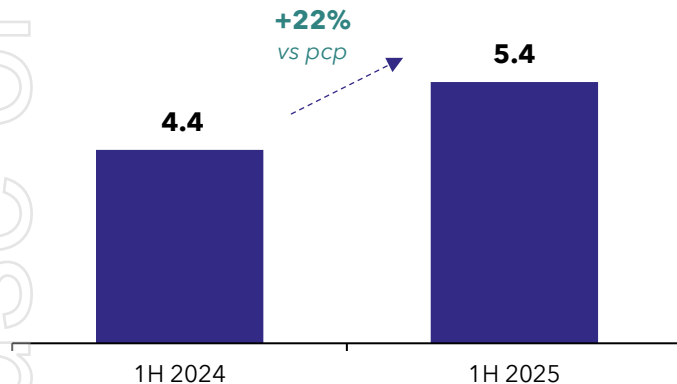
Note:

- Customer refers to: avg monthly no. of active agents (real estate), total no. sales transactions, total no. rental transactions
- ARPU refers to the avg monthly revenue per user, where 'user' denotes a real estate agent, a sales/rental transaction.
- Relative market share refers to the avg monthly total time on site (visits x duration per visit from SimilarWeb) for the three-month period from May to July 2025 compared against the next independent competitors

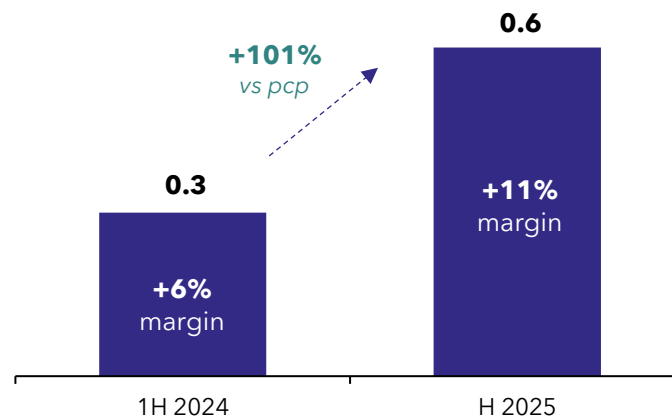
# MMG UPDATE

EBITDA increase of 101% pcp driven by strong revenue growth and operational efficiency

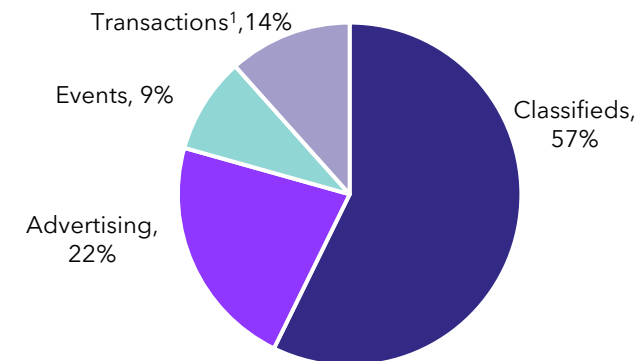
Revenue  
(A\$m)



EBITDA and margin  
(A\$m)



Revenue by category



- **Revenue of A\$5.4m, representing a +22% vs pcp**
- 1H 2025 revenue results (vs pcp): Avito Group (including Moteur) A\$5.0m (+18%), and Tayara A\$0.4m (+11%)

- **EBITDA up 101% pcp to A\$0.6m in 1H 2025, with 11% EBITDA margin** driven by operating efficiency
- Margin improvements were recorded across Avito Group (11% vs 9% pcp) and Tayara (10% vs -28% pcp)

- **Classifieds revenue up +8% pcp to A\$3m.**
- Advertising revenue increased 13% to A\$1.2m in 1H 2025

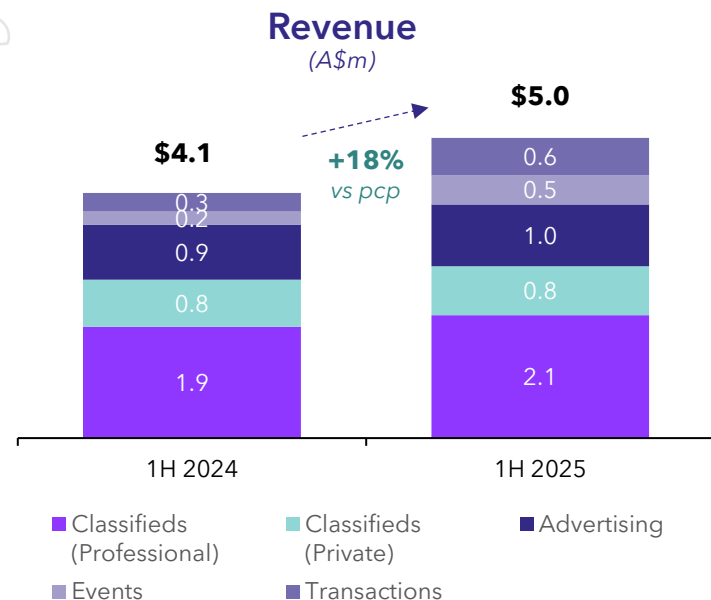
Note: Figures are for continuing operations as at 30 June 2025

1. Transactions revenue includes, commissions from facilitation of transactions and from adjacencies (e.g. loans, insurance)



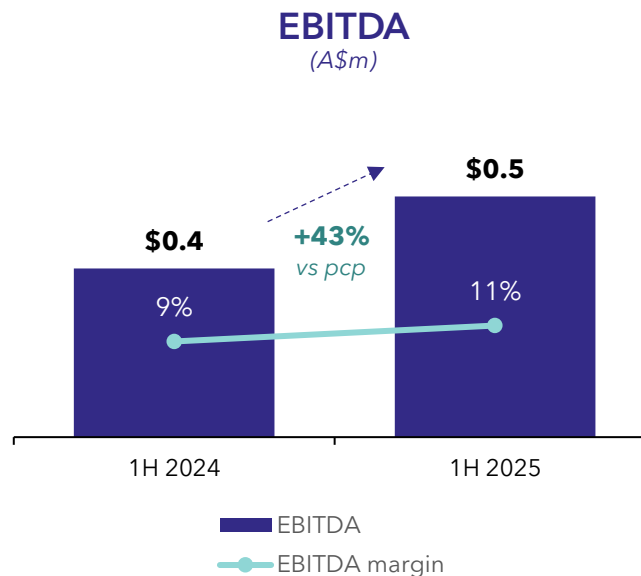
# AVITO GROUP<sup>2</sup> UPDATE

Modest classifieds growth with upside from adjacent revenue streams



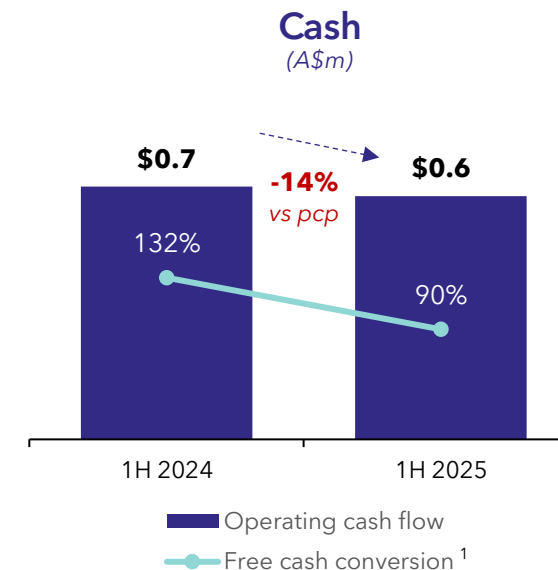
**+18% pcp**  
Revenue (A\$m)

**+8% pcp**  
Classifieds revenue  
(A\$m)



**+43% pcp**  
EBITDA (A\$m)

**11%**  
EBITDA  
margin



**-14% pcp**  
Operating cash  
flow (A\$m)

**90%**  
Free cash  
conversion<sup>1</sup>

- Classifieds up 8% pcp on higher subscriptions, private and dealers' ARPU from depth product; with growth from revenues in events and bank lead sales.
- Lower operating cash flow in 1H 2025 due to prepayments 2Q 2025 for an event held in July 2025.

Note:

- Cash conversion is defined as Free Cash Flow to the Firm (FCFF), i.e. cash flow from operating activities less cash flow from investing activities, expressed as a percentage of EBITDA
- Includes Moteur

# AVITO GROUP UPDATE

Steady growth across verticals



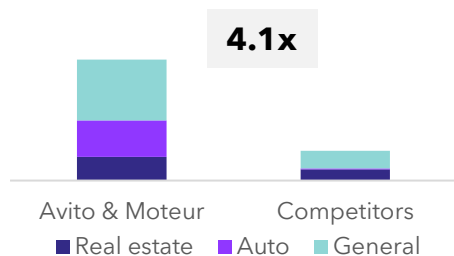
## Classifieds business PCP growth summary

	Revenue	Customer <sup>1</sup>	ARPU <sup>2</sup>
Agents (Real Estate)	+14%	+15%	-2%
Developers (Real Estate)	-5%	+21%	-22%
Dealers (Auto)	+20%	+1%	+19%
Private sellers	+4%	-10%	+16%

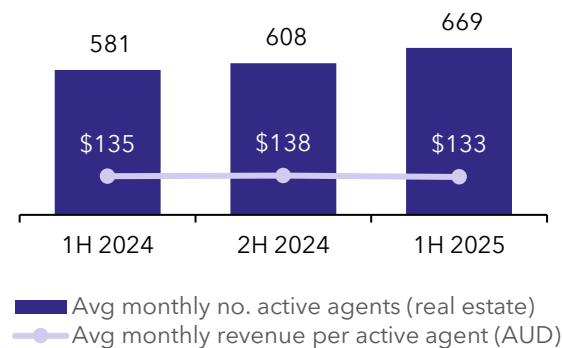
## 1H 2025 classifieds revenue by vertical



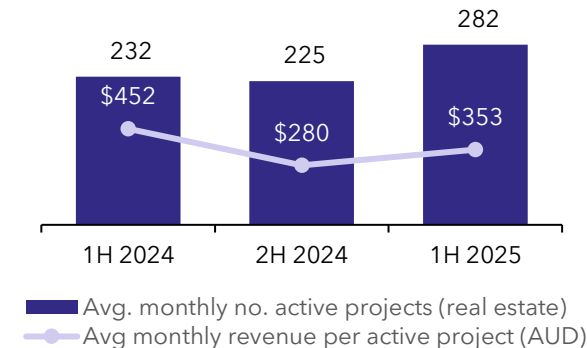
## Relative market share vs nearest competitors<sup>3</sup>



## Agents (real estate)



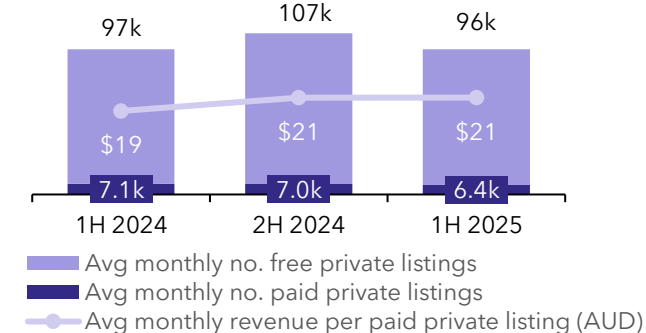
## Developers (real estate)



## Dealer (auto)



## Private sellers

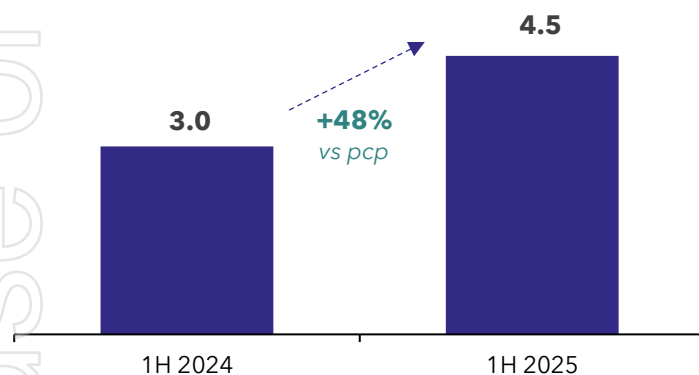


Note:

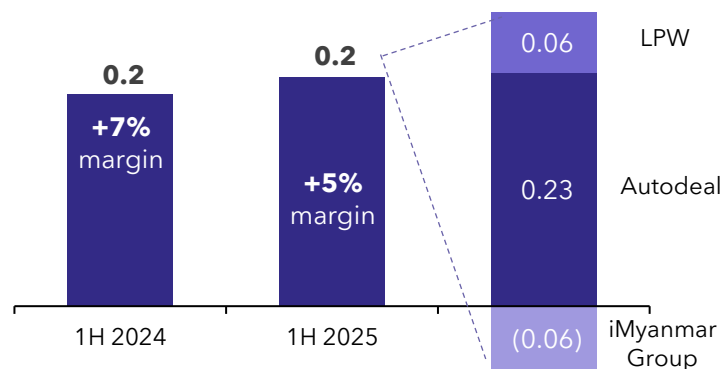
- Customer refers to: avg monthly no. of subscribers (agent), avg monthly no. active property projects (developer), avg monthly no. of active car dealers (auto), and total number of paid private listings.
- ARPU refers to the avg revenue per user, where 'user' denotes a real estate agent, a property project, a car dealer, or a paid private listing.
- Relative market share refers to the avg monthly total time on site (visits × duration per visit from SimilarWeb) for the three-month period from May to July 2025 compared against the next independent competitors

Consolidated entities delivered 48% revenue growth and flat EBITDA vs pcp

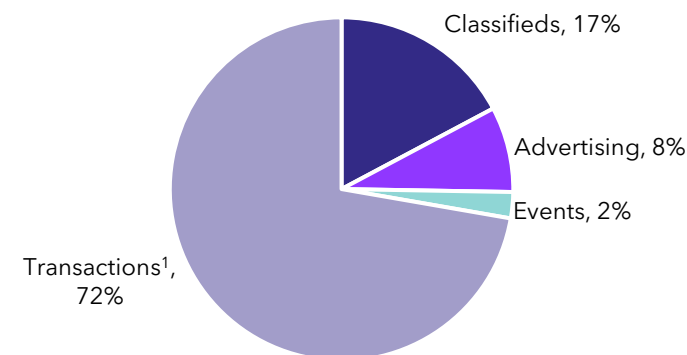
Revenue  
(A\$m)



EBITDA and margin  
(A\$m)



Revenue by category



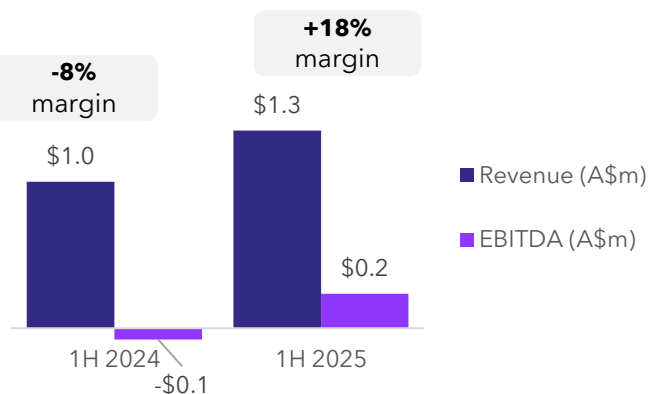
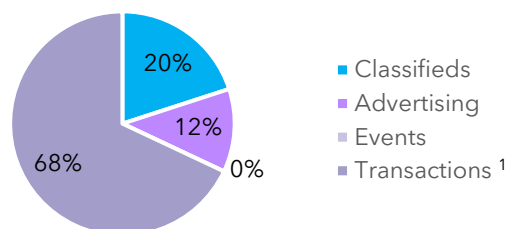
- **FDV Asia revenue increased 48% on pcp to reach A\$4.5m in 1H 2025.**
- 1H 2025 revenue results (vs pcp): iMyanmarHouse A\$2.6m (+65%), LankaPropertyWeb A\$0.5m (+19%), Autodeal A\$1.3m (+35%).

- **EBITDA of A\$0.2m, in line with 1H 2024**
- Margin across business : iMyanmarHouse (-2% vs 16% pcp), LankaPropertyWeb (11% vs 9% pcp), Autodeal (18% vs -8% pcp).

- **Classifieds revenue increased 33% to A\$0.8m**, representing 17% of total FDV ASIA 1H 2025 revenue.
- **Transaction revenue increased by 95% to A\$3.2m**, representing 72% of total FDV ASIA 1H 2025 revenue
- Advertising revenue declined 22% to A\$0.4m.

**AUTO DEAL**Philippines  
Auto vertical

1H 2025 revenue



Note:

1. Transactions revenue includes, commissions from facilitation of transactions and from adjacencies (e.g. loans, insurance).

**IMH Group**

Myanmar

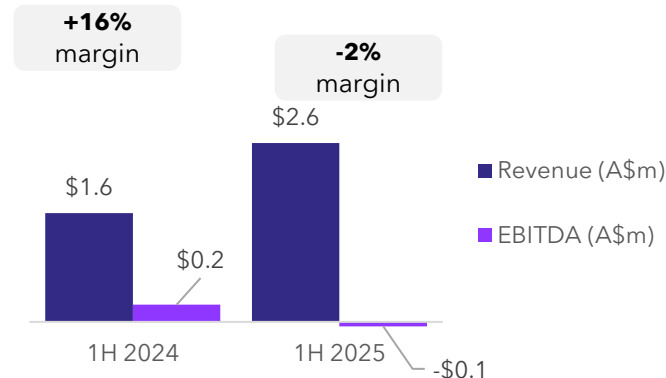
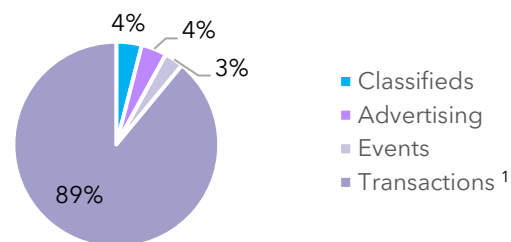


Real estate vertical

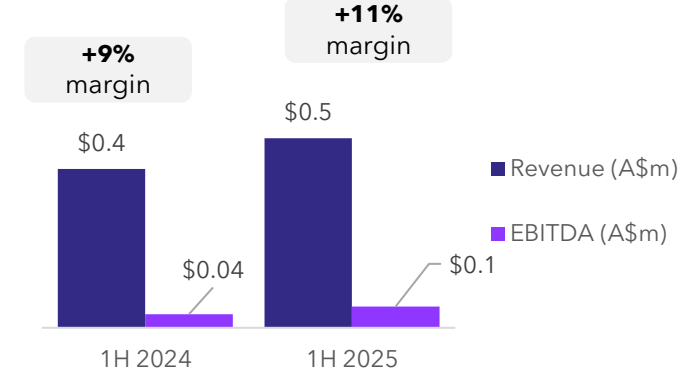
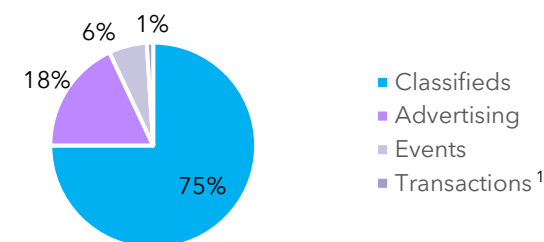


Auto vertical

1H 2025 revenue

 **LankaPropertyWeb**Sri Lanka  
Real estate vertical

1H 2025 revenue

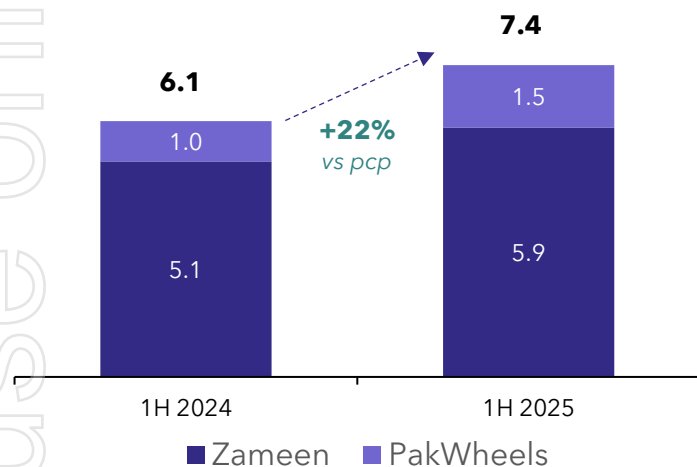




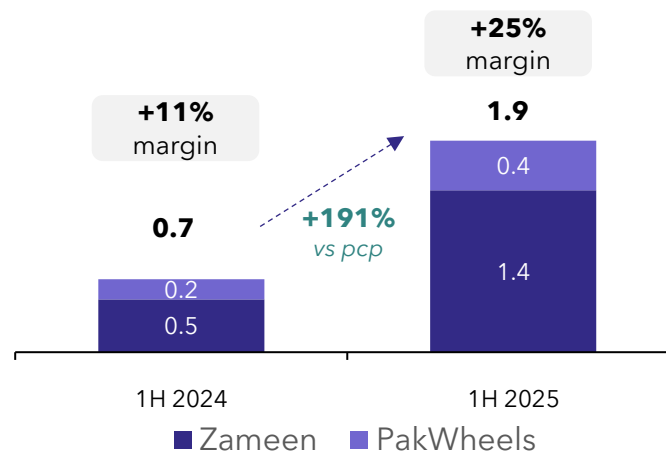
## UPDATE IN PAKISTAN

Revenue and EBITDA increased 22% and 191% on pcp respectively, with margin up to 25% in 1H 2025

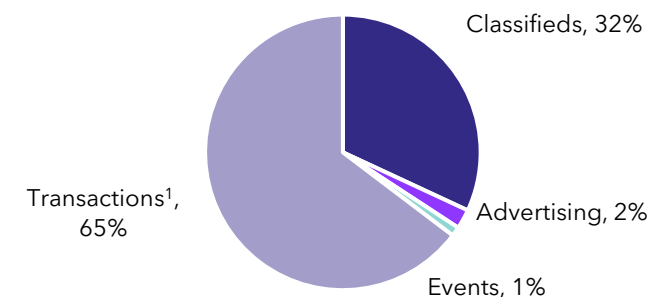
Revenue  
(A\$m)



EBITDA and margin  
(A\$m)



Revenue by category



- **Zameen delivered revenue growth of 16% on pcp** to reach A\$5.9m of revenue in 1H 2025 supported by economic recovery
- **PakWheels delivered revenue growth of 54% on pcp** to reach A\$1.5m of revenue in 1H 2025

- **Zameen and Pakwheel recorded an increase of EBITDA by 207% and 146%** relative to pcp, respectively
- **Improved EBITDA margin:** Zameen (24% vs 9% pcp), PakWheels (30% vs 19% pcp)

- **Increase of 26% and 65% in classifieds and advertising revenue on pcp**, respectively.
- **Transactions revenue increased 16% on pcp** in line with the increase in property transaction volume

Note: Zameen and PakWheels are equity-accounted associates. Their financial results are not consolidated into statutory revenue or EBITDA. The figures presented reflect FDV's proportionate share based on its equity interest in each entity

1. Transactions revenue includes events revenue, commissions from facilitation of transactions and from adjacencies (e.g. loans, insurance).



# Additional Information



# STATUTORY REVENUE BY BRAND

	Accounting treatment	1H 2025	1H 2024	Growth
<b>360 LATAM</b>		<b>23,399,354</b>	<b>27,689,609</b>	<b>(15%)</b>
InfoCasas	Consolidated	5,095,837	11,688,431	(56%)
Fincaraíz	Consolidated	7,609,731	6,632,793	15%
Encuentra24	Consolidated	6,819,834	5,794,398	18%
Yapo	Consolidated	3,873,952	3,573,987	8%
<b>MENA Marketplaces Group</b>		<b>5,391,937</b>	<b>4,436,032</b>	<b>22%</b>
Avito	Consolidated	4,355,027	3,771,800	15%
Moteur	Consolidated	678,746	341,262	99%
Tayara	Consolidated	358,164	322,970	11%
<b>FDV Asia</b>		<b>4,462,928</b>	<b>3,011,197</b>	<b>48%</b>
iMyanmarHouse <sup>1</sup>	Consolidated (53%)	2,601,843	1,580,861	65%
AutoDeal	Consolidated (56%)	1,329,618	984,806	35%
LankaPropertyWeb	Consolidated (53%)	531,467	445,530	19%
<b>Statutory Revenue</b>		<b>33,254,219</b>	<b>35,136,838</b>	<b>(5%)</b>
<b>FDV Asia - Associates</b>		<b>7,406,179</b>	<b>6,079,833</b>	<b>22%</b>
Zameen	Equity accounted (30%)	5,927,894	5,119,128	16%
PakWheels	Equity accounted (37%)	1,478,285	960,705	54%
<b>Operating Revenue</b>		<b>40,660,398</b>	<b>41,216,671</b>	<b>(1%)</b>

1. iMyanmarHouse's revenue and EBITDA includes CarsDB following consolidation completed in 2Q 2023

# STATUTORY EBITDA BY BRAND

	Accounting treatment	1H 2025 EBITDA & margin		1H 2024 EBITDA & margin		EBITDA Change (absolute terms)
		A\$	%	A\$	%	
<b>360 LATAM</b>		<b>3,552,500</b>	<b>15%</b>	<b>2,895,121</b>	<b>10%</b>	<b>657,379</b>
InfoCasas	Consolidated	442,828	9%	545,935	5%	(103,107)
Fincaraíz	Consolidated	1,454,832	19%	1,034,350	16%	420,482
Encuentra24	Consolidated	1,891,192	28%	933,459	16%	957,733
Yapo	Consolidated	602,493	16%	1,048,288	29%	(445,795)
LATAM corporate costs	Consolidated	(838,845)	NA	(666,911)	NA	(171,934)
<b>MENA Marketplaces Group</b>		<b>570,655</b>	<b>11%</b>	<b>283,875</b>	<b>6%</b>	<b>286,780</b>
Avito	Consolidated	316,902	7%	311,548	8%	5,354
Moteur	Consolidated	217,045	32%	62,473	18%	154,572
Tayara	Consolidated	36,708	10%	(90,146)	(28%)	126,854
<b>FDV Asia</b>		<b>231,780</b>	<b>5%</b>	<b>213,972</b>	<b>7%</b>	<b>17,808</b>
iMyanmarHouse <sup>1</sup>	Consolidated	(60,934)	(2%)	251,518	16%	(312,452)
LankaPropertyWeb	Consolidated	60,030	11%	38,416	9%	21,614
AutoDeal	Consolidated	232,684	18%	(75,962)	(8%)	308,646
FDV Group corporate costs	Consolidated	(1,090,206)	NA	(1,541,453)	NA	451,247
<b>Statutory EBITDA</b>		<b>3,264,729</b>	<b>10%</b>	<b>1,851,515</b>	<b>5%</b>	<b>1,413,214</b>
<b>FDV Asia - Associates</b>		<b>1,873,515</b>	<b>25%</b>	<b>645,448</b>	<b>11%</b>	<b>1,228,067</b>
Zameen	Equity accounted (37%)	1,434,966	24%	467,422	9%	967,544
PakWheels	Equity accounted (30%)	438,549	30%	178,026	9%	260,523
<b>Operating EBITDA</b>		<b>5,138,244</b>	<b>13%</b>	<b>2,496,963</b>	<b>6%</b>	<b>2,641,281</b>

1. iMyanmarHouse's revenue and EBITDA includes CarsDB following consolidation completed in 2Q 2023.

2. 1H 2024 statutory EBITDA includes equity-settled share-based payments of A\$10k for 360 LATAM, A\$97k for MMG and A\$75k for corporate costs.



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### ABOUT FDV

Frontier Digital Ventures (FDV) is a leading owner and operator of online classifieds marketplaces in fast growing emerging regions. Currently, FDV operates across three regions – 360 LATAM, MENA Marketplaces Group and FDV Asia. FDV works alongside local management teams across property, automotive and general classifieds, providing strategic oversight and operational guidance which leverages FDV's deep classifieds experience and proven track record. FDV seeks to unlock further monetisation opportunities beyond the typical classifieds revenue, to grow the equity value of its operating companies and realise their full potential. Find out more at [frontierdv.com](http://frontierdv.com).

**This announcement is authorised for release by the Board of Directors of Frontier Digital Ventures Ltd.**

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