



**ASX Announcement**  
**9 October 2025**

**REA Group Ltd 2025 Annual General Meeting Addresses and Market Update**

Please see attached the addresses and presentation, including a market update, to be delivered by REA Group's Chairman and CEO at this morning's Annual General Meeting.

**-ends-**

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The release of this announcement was authorised by Tamara Kayser, Company Secretary.

**About REA Group Ltd** ([www.rea-group.com](http://www.rea-group.com)): REA Group Ltd ACN 068 349 066 (ASX:REA) ("REA Group") is a multinational digital advertising business specialising in property. REA Group operates Australia's leading residential and commercial property websites – [realestate.com.au](http://realestate.com.au) and [realcommercial.com.au](http://realcommercial.com.au) – as well as the leading website dedicated to share property, [Flatmates.com.au](http://Flatmates.com.au) and property research website, [property.com.au](http://property.com.au). REA Group owns Mortgage Choice Pty Ltd, an Australian mortgage broking franchise group, PropTrack Pty Ltd, a leading provider of property data services, Campaign Agent Pty Ltd, Australia's leading provider in vendor paid advertising finance solutions for the Australian real estate market and Realtair Pty Ltd, a digital platform providing end-to-end technology solutions for the real estate transaction process. In Australia, REA Group holds strategic investments in Simpology Pty Ltd, a leading provider of mortgage application and e-lodgement solutions for the broking and lending industries, Arealytics, a provider of commercial real estate information and technology in Australia and Athena Home Loans, a leading digital non-bank lender and one of Australia's fastest growing fintechs. Internationally, REA Group holds a controlling interest in REA India Pte. Ltd. operator of the established brand [Housing.com](http://Housing.com). REA Group also holds a 20% shareholding in Move, Inc., operator of [realtor.com](http://realtor.com) in the US and a minority interest Easilan, a technology platform for end-to-end digital processing of home loans in India.



## **Introduction – Hamish McLennan**

Good morning. I'm Hamish McLennan, Chairman of REA Group Ltd. On behalf of the REA Group Board, I'm delighted to welcome you to our 2025 Annual General Meeting.

Before we commence, I would like to acknowledge the Traditional Owners of Country throughout Australia and recognise the continuing connection to lands, waters and communities. We pay our respect to Aboriginal and Torres Strait Islander cultures; and to Elders past and present.

There is a quorum present, and I declare the meeting open, and the Notice of Meeting is taken as read.

I would now like to cover the meeting procedures that we will be using today.

### **How to vote online**

Voting will be conducted by poll. Shareholders had the option of casting their vote before the meeting or appointing a proxy to do so on their behalf. If you haven't done so, you can vote online as shown on the slide now being displayed and as explained in further detail in the Online Meeting Guide that accompanied the Notice of Meeting. You can do so at any time during the meeting as the poll is now open for voting. Voting will close shortly after the end of the meeting.

### **How to ask written questions**

To help with the smooth running of the meeting, we invite shareholders and proxy holders to submit your online questions and comments now. Further details on how to ask questions or make a comment online are contained in the Online Meeting Guide.

If you encounter any technical issues with the platform at any time during the meeting, please contact the share registry's online AGM support team on 1800 990 363.

In the unlikely event that technical issues prevent the meeting from proceeding as planned, REA will make announcements via the ASX and our website.

As set out in the Notice of Meeting, only shareholders and proxy holders are entitled to vote on the resolutions, ask questions or make comments. I will allow a reasonable opportunity to address questions and comments as each item of business is considered. Please ensure your question or comment is relevant to an item of business at this meeting or to the management of the company.

Shareholders will also be able to ask questions of the Company's auditor. Questions relating to customer, consumer or personal shareholder matters won't be put to the meeting. Please observe a two-question limit per item of business and keep questions short and focused to ensure as many shareholders as possible have an opportunity to ask questions.

Where questions are similar, we will aim to acknowledge those who have asked the question, but will provide a single response in order to streamline today's proceedings.

Questions or comments which do not relate to REA will not be acknowledged or addressed during the AGM.

## **REA Group Board of Directors**

Joining me today are my fellow directors Kelly Bayer Rosmarin, Tracey Fellows, Richard Freudenstein, Michael Miller, Jennifer Lambert and Nick Dowling, and our CEO, Owen Wilson. Also in attendance is our CFO, Janelle Hopkins and Company Secretary Tamara Kayser as well as Alison Parker, representing the Company's auditors, Ernst & Young.

## **Agenda**

Turning to our agenda for today's meeting:

- Firstly, I will provide a brief overview of REA's FY25 highlights;
- Owen will then talk to our FY25 operational performance and will share a brief update on current market conditions;
- In accordance with the Notice of Meeting, we will then move into the formalities.

## **Chairman's address**

Under the leadership of Owen and his executive team, REA Group delivered an excellent performance with strength in our core business and ongoing investment in future growth opportunities.

## **REA Group delivered an excellent FY25 performance**

The Group's financial highlights from core operations<sup>1</sup> for the full year included 15% revenue<sup>2</sup> growth to over \$1.6 billion, an 18% increase in EBITDA<sup>3</sup> excluding associates to \$969 million, and \$564 million net profit<sup>4</sup>, an increase of 23%.

The Board declared total dividends of \$2.48 per share for FY25. The 31% year-on-year increase in the dividend per share reflects the Group's consistent strong performance and the confidence our Board has in the business' growth trajectory.

## **Consistent growth delivering strong shareholder returns**

The chart on this slide demonstrates the significant growth in the Group's revenue and earnings since first listing on the ASX. With innovation at our core, REA has consistently delivered shareholder value, as demonstrated by our strong 10-year CAGR of 12% revenue and 13% EBITDA.

## **Strong growth mindset with 30-years of strategic investment**

Our flagship site, realestate.com.au, was launched in a suburban Melbourne garage 30 years ago. Over the last three decades, our business has grown from one brand to a portfolio of more than 18 brands and businesses. Driven by a strong growth mindset, REA has cemented itself as a digital leader in property.

In addition to our excellent financial performance in FY25, we continued to invest in future growth with key acquisitions that drive the continuous innovation of our products and experiences. Building on the strong foundation of our financial services business and the success of our partnership with Athena Home Loans, in October 2024 we acquired a 19.99% interest in the digital non-bank lender. This investment supports our financial services strategy of providing Australian homebuyers with more choice and a seamless experience when finding and financing property.

During the year the Group also acquired a minority stake in 3D visualisation platform, IMMERSIV and entered into an agreement for a minority investment in rural property data platform, Agtuary. IMMERSIV's products are specifically designed to support buying and selling off the plan properties. Agtuary supports property and finance professionals to make informed data-driven decisions in rural property management and investment.

The transaction to divest the Group's 17.2% stake in PropertyGuru Group was completed in December, ending our operations in south-east Asia.

We recently acquired a stake in AI-powered business, Jitty based in the UK, and last week we announced a majority investment in Planitar Inc., the maker of iGUIDE, based in Canada.

It's no coincidence that the accelerated growth of the business over the last 10 years aligns to the tenure of our outgoing CEO, Owen Wilson. Owen has been instrumental in REA cementing itself as one of Australia's best home-grown technology success stories. After six-years leading the Group, he leaves the business incredibly well positioned for future growth. The list of achievements under his leadership is immense, and on behalf of the Board I would like to sincerely thank Owen for his outstanding contribution.

We look forward to welcoming our incoming CEO, Cameron McIntyre, in early November. Cameron joins us from CAR Group, and he brings a deep understanding of, and success in, a business that has much in common with REA. He is the ideal person to build on REA's strong momentum and lead our next phase of growth.

In closing, I would like to thank REA's talented employees, Executive Leadership Team, and my fellow Board members for their dedication to REA's continued success. I would also like to extend my thanks to our valued shareholders for their support. REA has a strong balance sheet, a committed team and the Group is well-positioned to continue to grow in FY26.

I will now invite Owen to talk to our operational performance and to provide an update on current market conditions.

### **CEO's Address – Owen Wilson**

Thank you Hamish, and good morning everyone.

REA Group delivered an excellent FY25 result with double-digit yield growth, stronger consumer engagement and increasing value delivered to our customers.

Throughout the year REA continued to invest in talent and technology, and delivered exceptional customer and consumer products and experiences.

### **Clear strategic priorities supporting growth**

To deliver on our purpose of *changing the way the world experiences property*, our strategy centres on engaging the largest consumer audience, delivering superior value to our customers, and leveraging unparalleled data and insights as we expand our core business and build next-generation marketplaces.

On the right of this slide, you can see our strategic priorities. I will share FY25 highlights from each of these priorities throughout the remainder of the presentation.

### **Strategic AI opportunities unlocking customer and consumer value while driving efficiencies**

This slide is a simplified view of REA's approach to AI. AI is an enabler that is enhancing the execution of our strategy and accelerating delivery. As a digital leader, REA has been investing in AI and machine learning models for over a decade, and our investment has significantly increased in recent years.

There are clear opportunities to innovate the way we extract and use data, enhance our products and experiences and to improve operational efficiencies. There are many current use cases where AI is leveraged under these broad themes, including PropTrack's leading Automated Valuation Model, realestate.com.au's highly personalised homepage experience and AI-led tools that support developers with coding efficiencies.

### **realestate.com.au named Australia's 6<sup>th</sup> most valuable brand**

Turning to our key operational highlights for the year.

Australians are property obsessed and on realestate.com.au they can find more homes for sale than anywhere else.

Demonstrating the brand contribution and value of our flagship site, Australia's number one address in property was recognised as the sixth most valuable Australian brand in the 2025 Kantar Brandz ranking<sup>5</sup>.

### **3 of the 4 top property websites in Australia**

When it comes to property, Australians continually turn to REA's platforms throughout their journey. As you can see on this slide, our brands make up three of the top four property websites in the country, with realestate.com.au firmly in front<sup>6</sup>.

### **Australia's #1 address in property extends leadership<sup>7</sup>**

Looking at our audience highlights in more detail.

realestate.com.au delivered record FY25 audiences<sup>8</sup>, and we increased our lead over the nearest competitor<sup>7</sup> with 12.1 million people visiting the platform on average each month<sup>9</sup>. More than 6.4 million of these people use our site exclusively<sup>10</sup> which means these potential property seekers can only be reached on realestate.com.au.

The scale and deep engagement of our audience underpins the value we deliver to our customers. The chart on the right highlights realestate.com.au's unique audience growth over time, with the number of visitors to the platform more than doubling in the last eight years<sup>11</sup>.

### **Leading commercial and property research platforms**

In FY25, more Australians turned to REA for all their property needs than ever before, including our commercial and property research platforms.

Realcommercial.com.au is Australia's number one commercial property website<sup>12</sup>. Its reach increased 26% compared to the prior year<sup>13</sup>, with an average monthly unique audience of 1.9 million people<sup>13</sup>, which is three times larger than the nearest competitor<sup>14</sup>.

property.com.au is Australia's most comprehensive property research destination. The enhanced consumer experience in FY25 supported the platform's audience growth with an average of 2.1 million people visiting the site each month<sup>15</sup>.

### **Personalised NextGen experiences driving engagement and delivering quality seller leads to customers**

Turning to highlights for our consumers.

Our consumer strategy is centred on converting our unparalleled audience into members, and we delivered a 12% year-on-year increase in our active membership base<sup>16</sup>.

Our property owner experiences support the delivery of quality seller leads to our customers. We reached a new milestone with 4.5 million properties now tracked by their owner on realestate.com.au<sup>17</sup> and the volume of seller leads delivered to our customers increased a pleasing 55% year-on-year<sup>18</sup>.

Our customers value our leading audience over any other benefit, and to ensure we continue to foster the strength of our audience, in FY25 we introduced our next generation listing initiative.

NextGen is designed to reshape the property experience, fostering deep engagement with AI-led personalisation. The multi-year initiative has already delivered several new features, experiences and benefits, with many more to come.

Supporting the delivery of highly personalised, immersive and engaging property experiences, we recently acquired iGUIDE. iGUIDE is a proprietary camera and software platform that uses advanced AI capabilities to identify property features and produce immersive 3D virtual tours, precise floor plans and reliable property measurement data.

This type of spatial mapping technology helps instil confidence and supports property seekers to make more informed decisions, while also enabling agents and vendors to differentiate their property.

### **More choice and flexibility driving value and supporting customers to grow their businesses**

Our priority is to continually enhance the value delivered to customers, and we were pleased our efforts were recognised with record customer sentiment achieved in FY25.

Our customers continued to prioritise our products and services with record penetration of our top tier residential product, Premiere+ and our top tier Commercial product, Elite Plus.

Powered by NextGen, Premiere+ delivers 20% more enquiries than a Premiere listing<sup>19</sup>, and sells properties 12 days faster on average<sup>20</sup>.

Uptake of our high-performance listing solution, Luxe, continues to build traction. Highlighting the

value offered to customers and their vendors, a Luxe add-on generates twice the number of views compared to a Premiere+ listing<sup>21</sup>.

Our self-service platform, Ignite, supports customers with workflow management efficiencies and active users increased 25% year-on-year<sup>22</sup>.

### **Strong financial services momentum**

Turning to our financial services business.

Improved market conditions throughout the year, a focus on supporting broker productivity and strong brand activation supported the business' strong performance during the year. This included a 15% increase in submission volumes which flowed through to a pleasing 10% increase in settlements.

The finance experience on realestate.com.au was enhanced in FY25 with more prominent placement and new features. This uplift supported a 46% increase in realestate.com.au generated broker leads<sup>23</sup>.

Our higher margin white label products continued to resonate with buyers and perform well. Mortgage Choice Freedom, powered by Athena, surpassed \$2.7 billion in settlements during the year<sup>24</sup>.

Mortgage Choice was also recognised with various awards throughout the year.

### **REA India delivering the best app experience and leading downloads**

REA's global growth strategy is focused on the exciting opportunity in India. We hold a 78% interest in REA India which delivered strong revenue growth, despite competition intensifying.

We know apps are the future of the Indian property experience, and our investment has been focused on driving our app audience and enhancing the app experience. This delivered pleasing results with Housing.com achieving 19% year-on-year growth in app sessions<sup>25</sup>.

We also remain focused on listing quality and information accuracy. Verified listings are a key component of maintaining and nurturing consumer trust and driving audience. New verified listings on housing.com increased 58% year-on-year<sup>26</sup>.

Housing.com continues to be REA India's priority and we have sharpened this focus through a number of strategic decisions.

In July 2025, REA India entered into a binding agreement to divest its PropTiger business and the deal completed on 30 September.

In addition, following recent regulatory changes impacting the Housing Edge offering, we have made the decision to discontinue the business this month. This will impact the India results in FY26, as the Housing Edge business contributed EBITDA of approximately \$12 million in FY25.

These decisions enable us to have a singular focus on our core business in India, and under the leadership of our newly appointed CEO, Praveen Sharma, we are excited for the next wave of growth.

### **Committed to a sustainable future**

REA Group is committed to sustainable business practices, and we were pleased to make progress towards our sustainability goals in FY25. Our efforts were recognised with an increased MSCI ESG rating of AAA.

In a bid to tackle the growing homelessness issue faced by many Australians, last month we launched A Home for All Foundation in partnership with the property industry. The Foundation will drive awareness, raise funds and build long-term change for people experiencing homelessness and housing insecurity.

REA's people are the beating heart of our business, and we are committed to fostering a diverse and high-performance culture. We were delighted to recently be recognised as Australia's third best workplace by Great Place to Work, and we also achieved a record high employment engagement score of 89%. Our Indian business was also Great Place to Work certified and achieved a strong 93% engagement score.

### **Market update**

Before we move to the formalities of the meeting, I would like to touch briefly on current market conditions.

### **Listings environment remains healthy, despite YoY declines**

As we said at our FY25 full year results presentation, we are cycling very strong listing comparables in the first quarter of FY26. As anticipated, buy listings are down year-on-year for Q1, however they remain above long-term averages.

While listings are hard to predict, as we said in August, the softer comparables in the second half should see national FY26 listing volumes fall broadly in line with the prior year. Given the strength in the market last year, this would represent a continued healthy property market.

Strong underlying fundamentals and the potential for further interest rate cuts should continue to support buyer demand and national house price growth. Engagement on realestate.com.au is a good measure of demand, and in August we saw a new record of 151 million visits to the site<sup>27</sup>. National home prices have also reached record highs, up 6.2% over the last year, with September marking the ninth consecutive month of growth<sup>28</sup>.

These conditions offer a great time to sell, and vendors should continue to feel confident in bringing their properties to market.

REA Group will announce its first quarter financial results on 7 November.

### **REA Group Executive Leadership Team**

In closing, I would like to sincerely thank REA's exceptional Executive Leadership Team for their contribution throughout the year. We were delighted to welcome Jane Cohen to our executive team as our new Chief Strategy Officer in July. We also recently farewelled our former Chief Product and Audience Officer, Melina Cruickshank, and I would like to thank Melina for her contribution over her six years with the business.

I would also like to express my thanks to Hamish our Chair and our Board of Directors for your ongoing counsel and support over the past 11 years. It's been a great ride. If I had a dollar for every time Hamish and I have spoken on the phone in the past 7 years it would be very big pile of gold coins.

Finally, I would like to thank our employees for their outstanding efforts. Our people bring their best every day and their pride in our business is consistently evident in the way they live our values and in their commitment to delivering for our customers, consumers and shareholders.

REA's future is bright, and I know when I sign off at the end of this month that I am leaving the business well positioned for continued growth.

It's been an absolute privilege to lead this incredibly talented team and this amazing business. I will be applauding from the sidelines as they continue to innovate, to grow and to deliver increasing value to our customers and consumers.

I will now hand back to Hamish to continue with the formalities.

Thank you.

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<sup>1</sup> Financial results/highlights from core operations exclude significant non-recurring items such as impairment reversal/(expense), net gain/(loss) on acquisition/divestment related activities, M&A related transaction and integration costs, share of associate non-core costs, loss on revaluation of financial asset, restructuring costs and release of historic tax provisions.

<sup>2</sup> Revenue is defined as revenue and other income from property and online advertising, revenue from Financial Services less expenses from franchisee commissions.

<sup>3</sup> Earnings before Interest, Tax, Depreciation and Amortisation excluding contribution from associates.

<sup>4</sup> Net profit after tax attributable to owners of the parent. Non-controlling interests held 22.0% of shares in REA India Pte. Ltd. and 43.8% of NOVII Pty Ltd as at 30 June 2025 (all shareholdings are on an undiluted basis).

<sup>5</sup> Kantar Brandz 2025 Most Valuable Australian Brands

<sup>6</sup> Ipsos iris Online Audience Measurement Service, Jul 2024 – Jun 2025 (average), Age 14+, PC, laptop, smartphone, tablet, Text Only, Homes & Property category, Brand Group, Audience (000's).

<sup>7</sup> Ipsos iris Online Audience Measurement Service, Jul 2024 - Jun 2025 (average) vs Jul 2023 - Jun 2024 (average), P14+, PC/laptop/smartphone/tablets, text only, Homes and Property Category, Brand Group, Realestate.com.au vs Domain, Audience (000's).

<sup>8</sup> Ipsos iris Online Audience Measurement Service, Apr 2025, P14+, PC/laptop/smartphone/tablets, text only, Homes and Property Category, Brand Group, Realestate.com.au, Audience (000's).

<sup>9</sup> Ipsos iris Online Audience Measurement Service, Jul 2024 - Jun 2025 (average), P14+, PC/laptop/smartphone/tablets, text only, Homes and Property Category, Brand Group, Realestate.com.au, Audience (000's).

<sup>10</sup> Ipsos iris Online Audience Measurement Service, Jul 2024 - Jun 2025 (average), P14+, PC/laptop/smartphone/tablets, text only, Homes and Property Category, Brand Group, Realestate.com.au vs Domain, Exclusive Audience (000's).

<sup>11</sup> FY17 data: Nielsen Online Market Intelligence Home and Fashion Suite - average monthly unique audience for the audited sites of realestate.com.au for the twelve months ended 30 June 2017. FY25 data: Ipsos iris Online Audience Measurement Service, Jul 2024 - Jun 2025 (average), P14+, PC/laptop/smartphone/tablets, text only, Homes and Property Category, Brand Group, Realestate.com.au, Audience (000's).

<sup>12</sup> Ipsos iris Online Audience Measurement Service, Jul 2024 - Jun 2025 P14+, PC/laptop/smartphone/tablets, text only, Commercial Property Search Category, Brand Group, Audience (000's).

<sup>13</sup> Ipsos iris Online Audience Measurement Service, Jul 2024 - Jun 2025 (average) vs. Jul 2023 - Jun 2024 (average), P14+, PC/laptop/smartphone/tablets, text only, Homes and Property Category, Brand Group, realcommercial.com.au vs. commercialrealestate.com.au, Audience (000s).

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<sup>14</sup> Ipsos iris Online Audience Measurement Service, Jul 2024 - Jun 2025 (average) vs. Jul 2023 - Jun 2024 (average), P14+, PC/laptop/smartphone/tablets, text only, Homes and Property Category, Brand Group, realcommercial.com.au vs. commercialrealestate.com.au, Audience (000s).

<sup>15</sup> Ipsos iris Online Audience Measurement Service, Jul 2024 - June 2025 (average) vs. Jul 2023 - Jun 2024 (average), P14+, PC/laptop/smartphone/tablets, text only, Homes and Property Category, Brand Group, property.com.au, Audience (000s).

<sup>16</sup> REA internal data, monthly logged-in members, realestate.com.au, Jul 2024 - Jun 2025 (average) vs. Jul 2023 - Jun 2024 (average).

<sup>17</sup> REA internal data, Jun 2025.

<sup>18</sup> REA internal data, Jul 2024 - Jun 2025 vs. Jul 2023 - Jun 2024.

<sup>19</sup> REA internal data, 1 Jan 2024 – 31 Dec 2024. Comparison between a Premiere Unlimited listing when purchased as part of Premiere+, and a stand-alone Premiere listing. Premiere+ performance is based on a number of factors including (but not limited to) product features such as Listing Bump and eBrochure, in addition to the unlimited Premiere listing included as part of Premiere+.

<sup>20</sup> REA internal data, Jul 2024 - Jun 2025 (average) vs. Jul 2023 - Jun 2024 (average).

<sup>21</sup> REA internal data, July 2024 - June 2025. Comparing first 7 days of Luxe and similar Premiere+ listings. Excludes listings where Listing Bump has been applied in the comparison period.

<sup>22</sup> REA Group internal data, Jul 2024 – Jun 2025 (average) vs Jul 2023 – Jun 2024 (average).

<sup>23</sup> REA Internal data Jul 2024 – Jun 2025 vs Jul 2023 – Jun 2024.

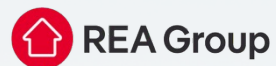
<sup>24</sup> REA internal data Jun 2023 – Jul 2025.

<sup>25</sup> SensorTower, average of monthly app sessions, Jul 2024 to Jun 2025 vs. Jul 2023 to Jun 2024.

<sup>26</sup> Housing.com internal data Jul 2024 – Jun 2025 vs. Jul 2023 – Jun 2024.

<sup>27</sup> Ipsos iris Online Audience Measurement Service, August 2025, P14+, PC/laptop/smartphone/tablets, text only, Homes and Property Category, Brand Group, Realestate.com.au, Monthly Visits (000's).

<sup>28</sup> PropTrack Home Price Index September 2025.



# Annual General Meeting

9 October 2025 9.00am (AEDT)



Changing the way the world experiences property

# Introduction



**Hamish McLennan**  
Chairman



# How to vote online

1

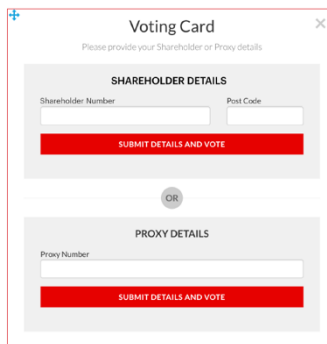
Click on **Get a Voting Card** on the top or bottom of your screen.

2

Enter your Shareholder Number and Post Code or Proxy Number and click **Submit Details And Vote.**

3

Fill out your voting card for each item of business and click **Submit Partial Vote** or **Submit Vote.**



The screenshot shows a web form titled "Voting Card" with a close button (X) in the top right corner. Below the title is the instruction "Please provide your Shareholder or Proxy details". The form is divided into two sections: "SHAREHOLDER DETAILS" and "PROXY DETAILS", separated by an "OR" button. The "SHAREHOLDER DETAILS" section contains two input fields: "Shareholder Number" and "Post Code", followed by a red "SUBMIT DETAILS AND VOTE" button. The "PROXY DETAILS" section contains one input field: "Proxy Number", followed by a red "SUBMIT DETAILS AND VOTE" button.

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If you experience any technical difficulties, please call the help line on **+61 1800 990 363**

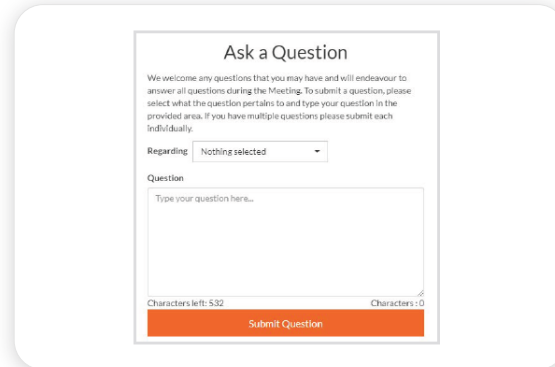
# How to ask questions

1

Click on **Ask a Question** on the top or bottom of your screen.

2

Select the relevant topic from the drop-down menu and type your question in the space provided. When ready, click on **Submit Question**.



The screenshot shows a web form titled "Ask a Question". It includes a welcome message, a "Regarding" dropdown menu with "Nothing selected", a text input field for the question, and a "Submit Question" button. Character counts are visible at the bottom of the form.

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If you experience any technical difficulties, please call the help line on **+61 1800 990 363**

# REA Group Board of Directors



**Hamish McLennan**  
Chairman  
Non-executive Director



**Owen Wilson**  
Chief Executive Officer  
Executive Director



**Nick Dowling**  
Independent  
Non-executive Director



**Tracey Fellows**  
Non-executive Director



**Richard Freudenstein**  
Non-executive Director



**Jennifer Lambert**  
Independent  
Non-executive Director



**Michael Miller**  
Non-executive Director



**Kelly Bayer Rosmarin**  
Independent  
Non-executive Director

Internal use only

# Agenda

- 01 Chairman's Address
- 02 CEO's Address
- 03 Items of business
- 04 Q&A



# Chairman's Address



Hamish McLennan  
Chairman



# REA Group delivered an excellent FY25 performance

Revenue<sup>2</sup>

**\$1,673m**

+15%

EBITDA<sup>1, 2, 3</sup>

**\$969m**

+18%

Net profit after tax<sup>1, 2</sup>

**\$564m**

+23%

Reported net profit  
after tax<sup>2, 4</sup>

**\$678m**

+124%

**58%**

Operating  
EBITDA<sup>1, 2, 3</sup> margin

**\$2.48**

Dividend per share,  
FY25 full year

+31%

**\$4.27**

Earnings  
per share<sup>1, 2</sup>

+23%

**\$429m**

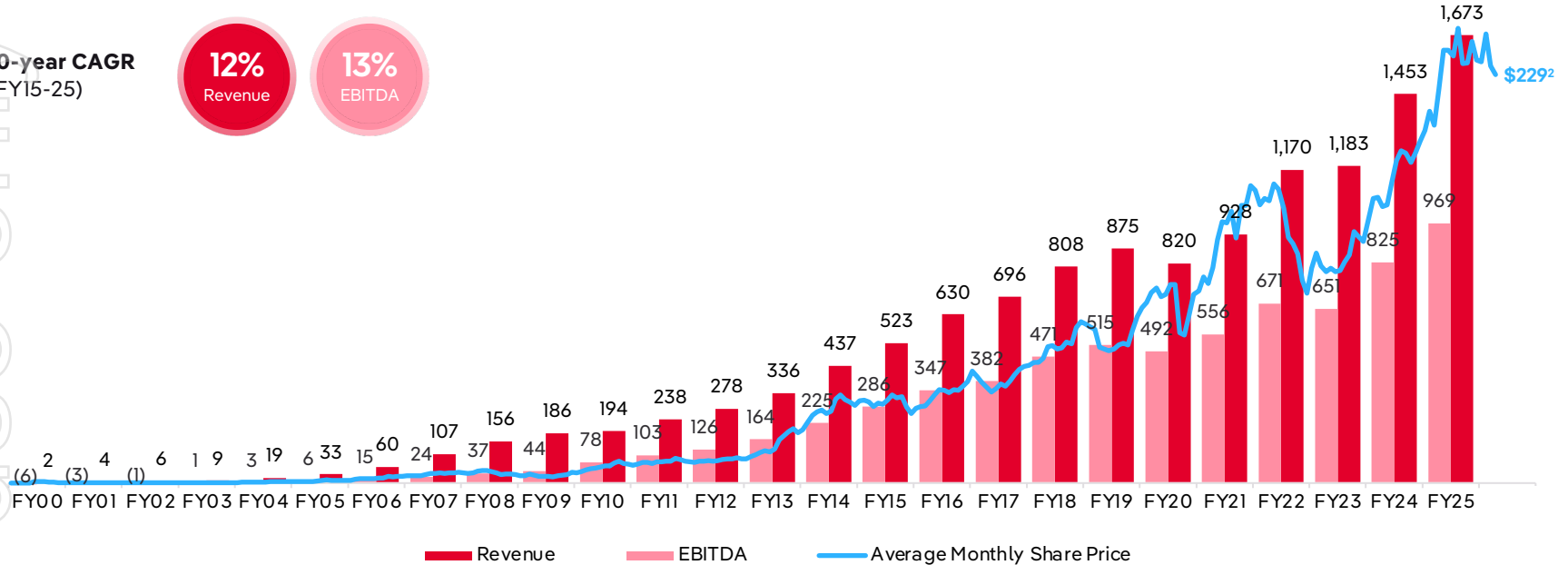
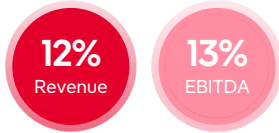
30 June 2025 closing  
cash<sup>2</sup> balance

(1) Financial results from core operations: reported results adjusted for significant non-recurring items. Refer to glossary for definition. (2) Revenue, EBITDA, Net profit after tax, Earnings per share, and Cash - refer to glossary for definitions. (3) EBITDA is excluding contributions from associates. (4) Statutory (reported 4E) results.

# Consistent growth delivering strong shareholder returns

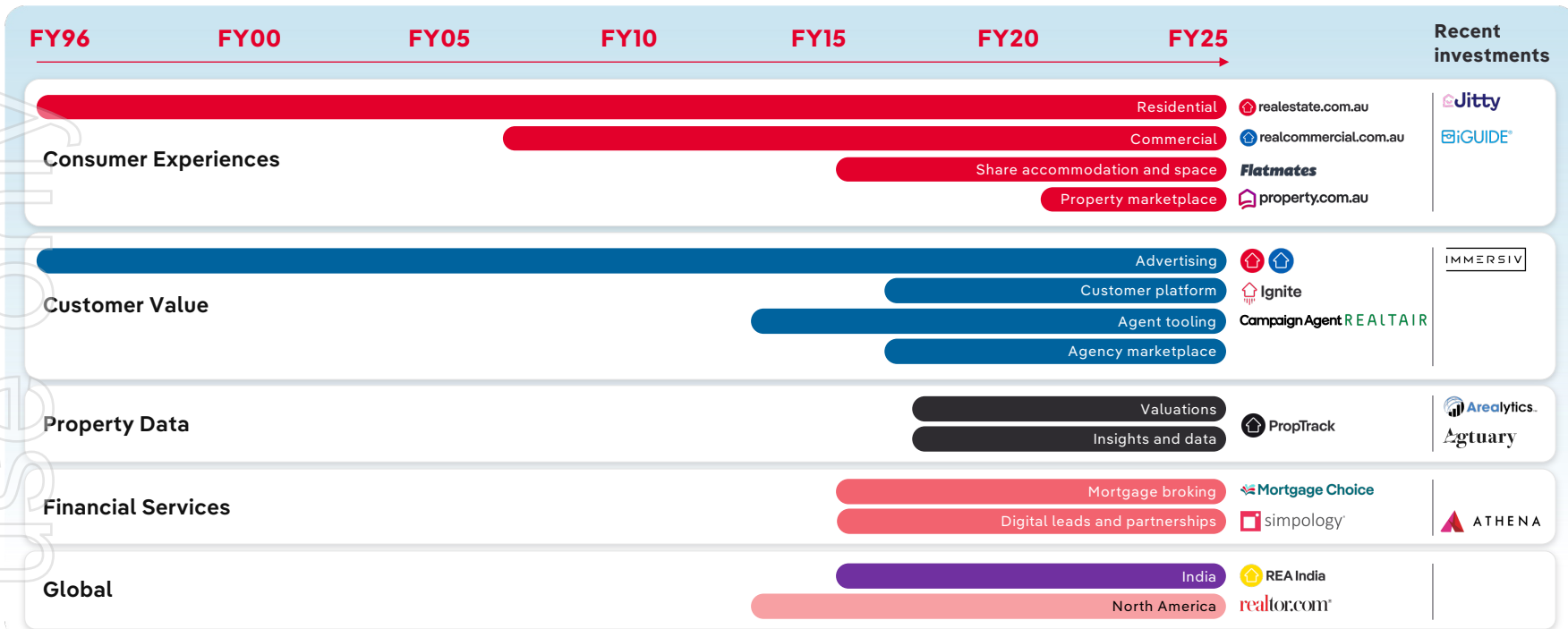
Revenue<sup>1</sup> and EBITDA<sup>1</sup> (\$m) vs average monthly share price

10-year CAGR  
(FY15-25)



(1) Results are from core operations, include discontinued operations and presentation has been adjusted in earlier years for consistency. (2) Share price at 6 October 2025.

# Strong growth mindset with 30-years of strategic investment



# CEO's Address



Owen Wilson  
Chief Executive Officer



# Clear strategic priorities supporting growth

Largest **audiences**,  
most engaged **consumers**



Superior  
**customer value**

Unparalleled  
**data insights**

## Audience & Consumer

Engage Australia's largest high-intent property audience, driving more leads to our customers

## Advertising & Value

Driving the best property outcomes for our customers, vendors and landlords

## Customer Platforms & Services

Enabling our customers to win more listings and sell property faster with ease

## Data & Insights

Build Australia's leading property data, valuations and insights provider and power REA with data

## Financial Services

Be Australia's #1 retail brokerage, providing choice and making it easy to find and finance property

## Global

Be India's undisputed #1 property portal, demonstrating strong audience & market share growth. Gain exposure to large and growing markets

# Strategic AI opportunities unlocking customer and consumer value while driving efficiencies



Data extraction  
and use



Enhanced products  
and experiences



Improved  
efficiencies




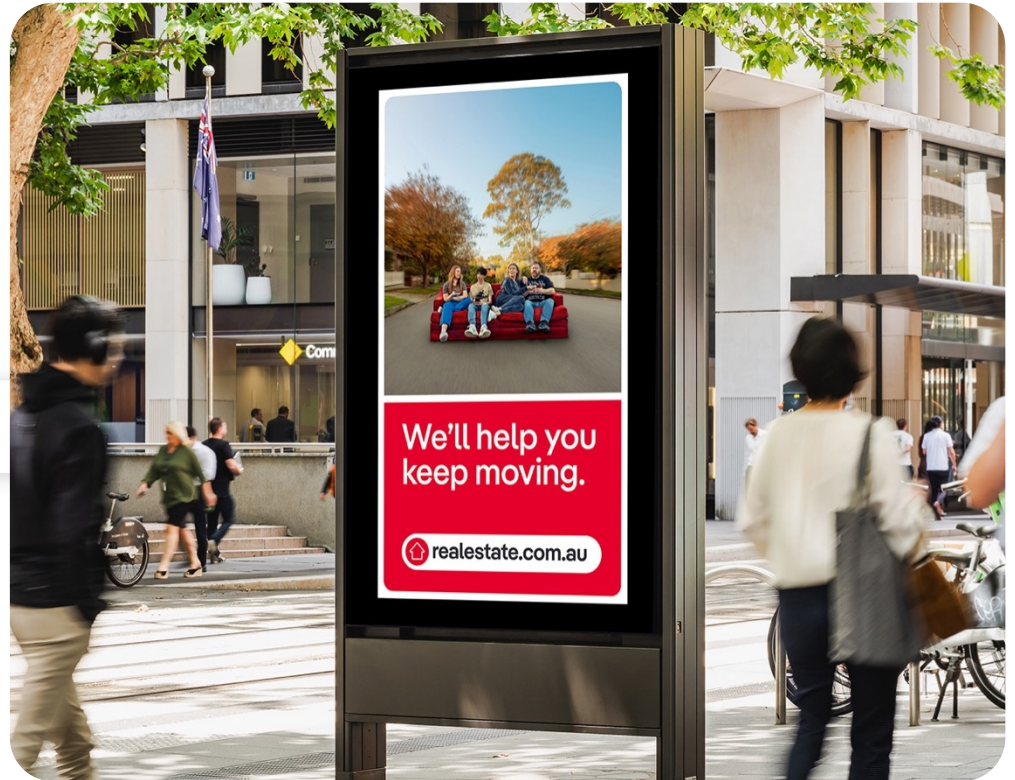
Extending AI capabilities



Building the  
next generation  
marketplaces

# realestate.com.au named Australia's 6<sup>th</sup> most valuable brand<sup>1</sup>

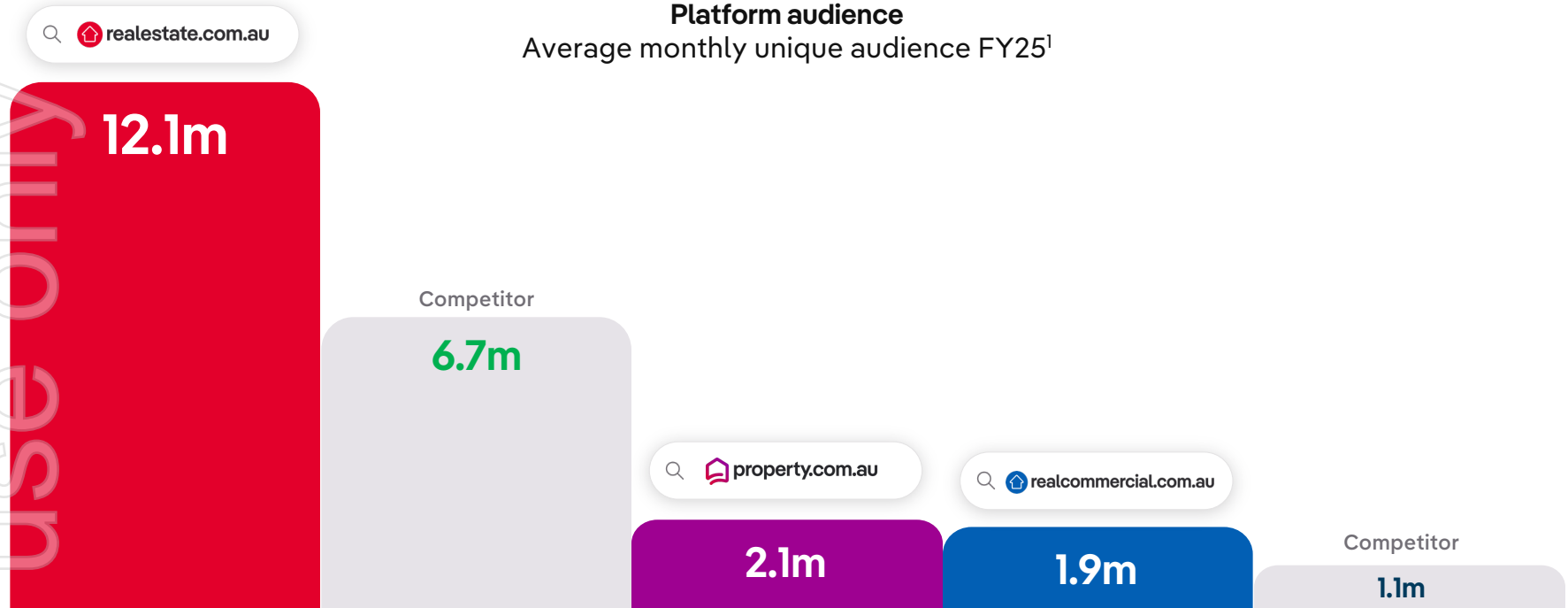
- 1 Commbank
- 2 Canva
- 3 ANZ
- 4 Woolworths
- 5 Telstra
- 6  **realestate.com.au**
- 7 Westpac
- 8 National Australia Bank
- 9 Coles
- 10 Bunnings



(1) Kantar Brandz 2025 Most Valuable Australian Brands

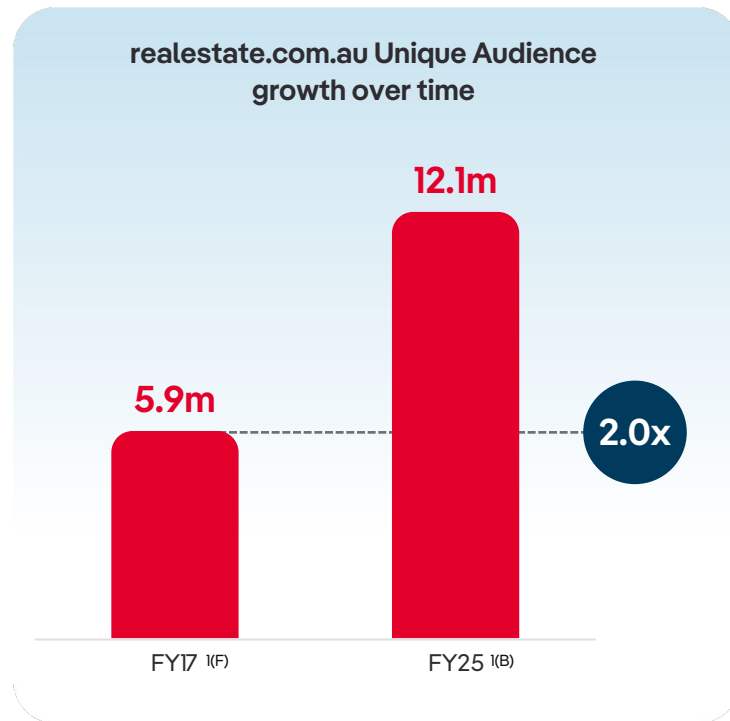
# 3 of the top 4 property websites in Australia

Platform audience  
Average monthly unique audience FY25<sup>1</sup>



<sup>(1)</sup> Ipsos iris Online Audience Measurement Service, Jul 2024 – Jun 2025 (average), Age 14+, PC, laptop, smartphone, tablet, Text Only, Homes & Property category, Brand Group, Audience (000's)

# realestate.com.au delivers another record audience in FY25<sup>(A)</sup>



(1) Refer to page 37 for audience metric sources.

# Leading commercial and property research platforms

 realcommercial.com.au

 Australia's **#1 commercial property website**<sup>(G)</sup>

**1.9m**

**Average monthly audience** on all platforms<sup>(H)</sup>

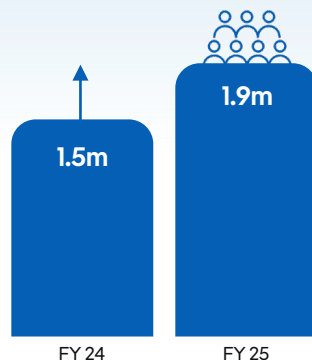
**26% YoY**

Growth in **unique audience**<sup>(I)</sup>



**3.0x**

**more monthly audience** compared to the nearest competitor<sup>(H)</sup>



 property.com.au

 Australia's **#3 property website**<sup>(J)</sup>

**2.1m**

**Average monthly property.com.au unique audience**<sup>(K)</sup>

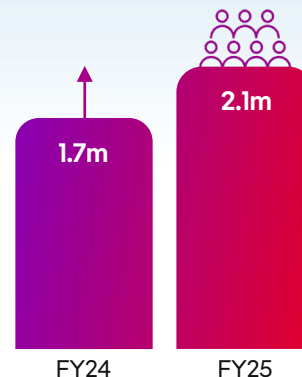
**22% YoY**

Growth in **unique audience**<sup>(K)</sup>



**+22% YoY**

Increase in average minutes per person<sup>(L)</sup>



(I) Refer to page 37 for audience metric sources.

# Personalised NextGen experiences driving engagement and delivering quality leads to customers

**+12% YoY** Growth in active members<sup>1</sup>

**4.5m**

Properties tracked by their owner, up 20% YoY<sup>2</sup>

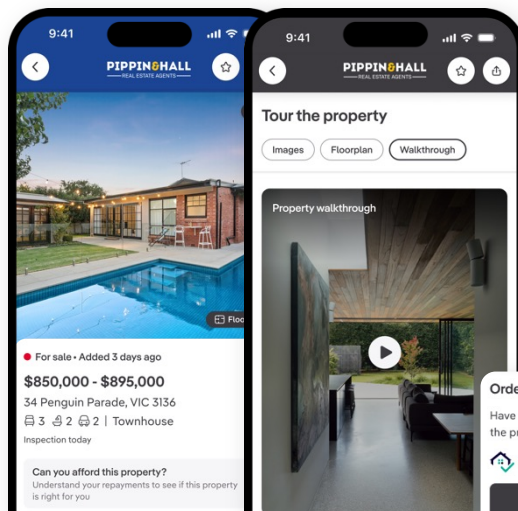


**+55%**

Increase in seller leads delivered to customers<sup>3</sup>

## NextGen Listings FY25

More to come ✨



## Setting a new global benchmark in property experiences

- Enhanced agency branding
- AI-enriched image experience and AI-generated property highlights
- Property walk-through videos
- New and enhanced integrations including building and pest, and optimised financial services integration

### Order a building & pest report

Have a qualified, independent inspector assess the property for you within 2-4 business days.



Order a report from \$49\*

\* With the potential to receive cash back through Before You Buy

(1) REA internal data, monthly logged-in members, realestate.com.au, Jul 2024 - Jun 2025 (average) vs. Jul 2023 - Jun 2024 (average). (2) REA internal data, Jun 2025 vs. Jun 2024.

(3) REA internal data, Jul 2024 - Jun 2025 vs. Jul 2023 - Jun 2024.

# More choice and flexibility driving value and supporting customers to grow their businesses

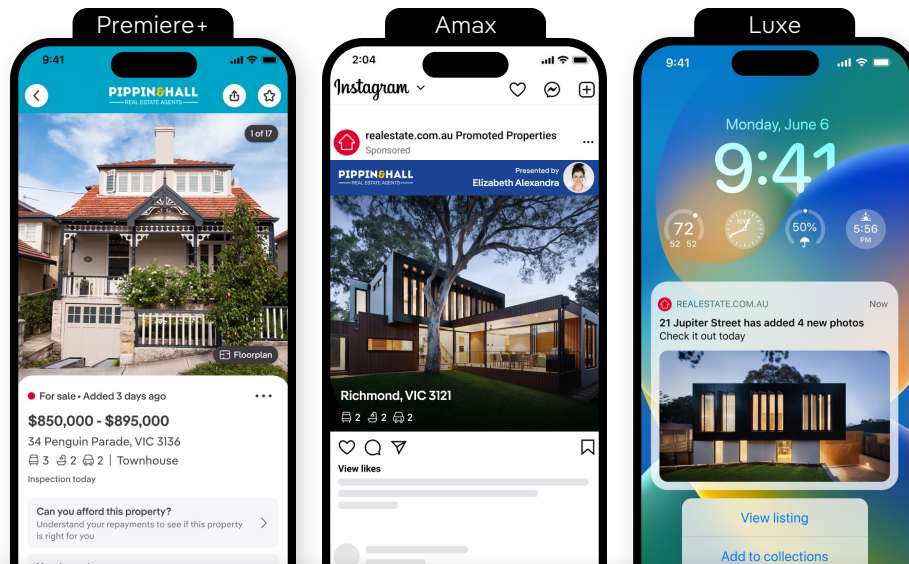
## Record Premiere+, Elite Plus and Audience Maximiser penetration

### Premiere+ delivers:

- 28% more views and 20% more enquiries<sup>1</sup>
- Sells 12 days faster<sup>2</sup>

### Luxe delivers:

- 2x number of views compared to a Premiere+ listing<sup>3</sup>
- 71% more high value consumer actions<sup>3</sup>



**Increasing value in unique integrated customer platform driving customer uptake and engagement**  
**+25% YoY increase in average monthly active users<sup>4</sup>**

(1) REA internal data, 1 Jan 2024 – 31 Dec 2024. Comparison between a Premiere Unlimited listing when purchased as part of Premiere+, and a stand-alone Premiere listing. Premiere+ performance is based on a number of factors including (but not limited to) product features such as Listing Bump and eBrochure, in addition to the unlimited Premiere listing included as part of Premiere+.(2) REA internal data, 1 Jan 2024 – 31 Dec 2024. Calculated by taking the difference in median days on market of Premiere+ and Premiere listings.(3) REA internal data, July 2024 - June 2025. Comparing first 7 days of Luxe and similar Premiere+ listings. Excludes listings where Listing Bump has been applied in the comparison period.(4) REA Group internal data, Jul 2024 – Jun 2025 vs Jul 2023 – Jun 2024 (average).

# Strong Financial Services momentum

 Mortgage Choice

part of  realestate.com.au

Product innovation and brand investment delivering revenue growth and value to broker network

**15% YoY**

increase in submission volumes

**10% YoY**

growth in settlements

**46% YoY**

in broker leads generated through realestate.com.au<sup>1</sup>

**\$2.7 billion+**

 Mortgage Choice Freedom<sup>2</sup>

in settlements since launching Mortgage Choice Freedom<sup>2</sup>

Named **#1 brokerage of the year** by The Adviser



**Innovator of the Year** - Aggregator at the Broker Innovation Awards 2025



**more**  
choice from  
over 35  
lenders.

 Mortgage Choice

part of  realestate.com.au

Mortgage Choice Pty Ltd ACN 009 161 979 (Australian Credit Licence 382869).

# REA India delivering the best app experience and leading downloads



**REA India**

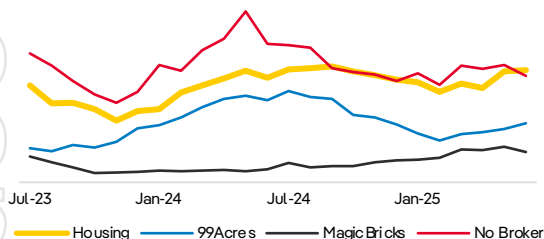
Divestment of PropTiger<sup>2</sup> to streamline REA India and enable an increased focus on Housing.com



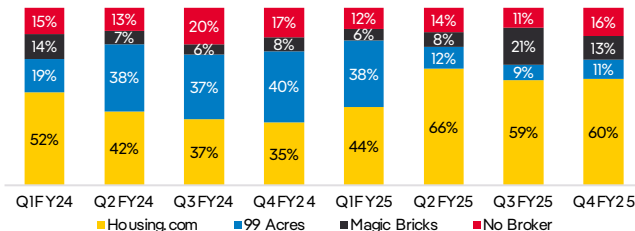
**19% YoY**  
growth in app traffic<sup>(M)</sup>

**58% YoY**  
growth in verified listings<sup>3</sup>

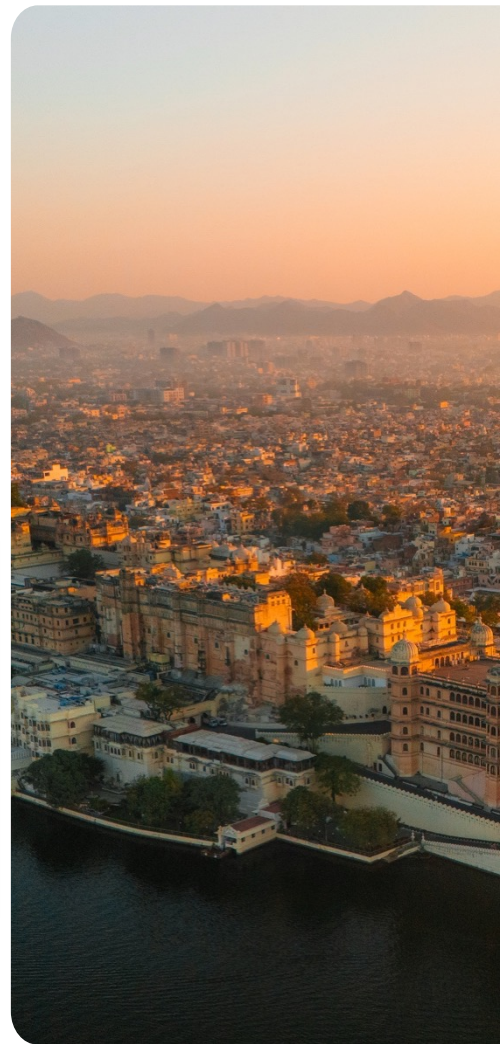
Monthly App Sessions<sup>(N), 4</sup>



Share of App Downloads<sup>(O)</sup>



(1) Refer to page 37 for audience metrics sources. (2) Divestment completed in Q1 FY26. (3) Housing.com internal data Jul 2024 – Jun 2025 vs. Jul 2023 – Jun 2024. (4) Sensor Tower data has been retrospectively updated following integration of data panels with data.ai.



# Committed to a sustainable future

## Sustainability ratings and recognitions received



FTSE4Good



## Progress towards sustainability goals

- Upgraded MSCI rating from AA to AAA, placing REA in top 13% in its category
- REA Group named the country's third best workplace by Great Place to Work Australia
- Achieved a record high employee engagement score of 89%
- Launched industry-led A Home for All Foundation to help tackle homelessness
- Refreshed emissions reduction near-term targets and long-term ambition



# Market update

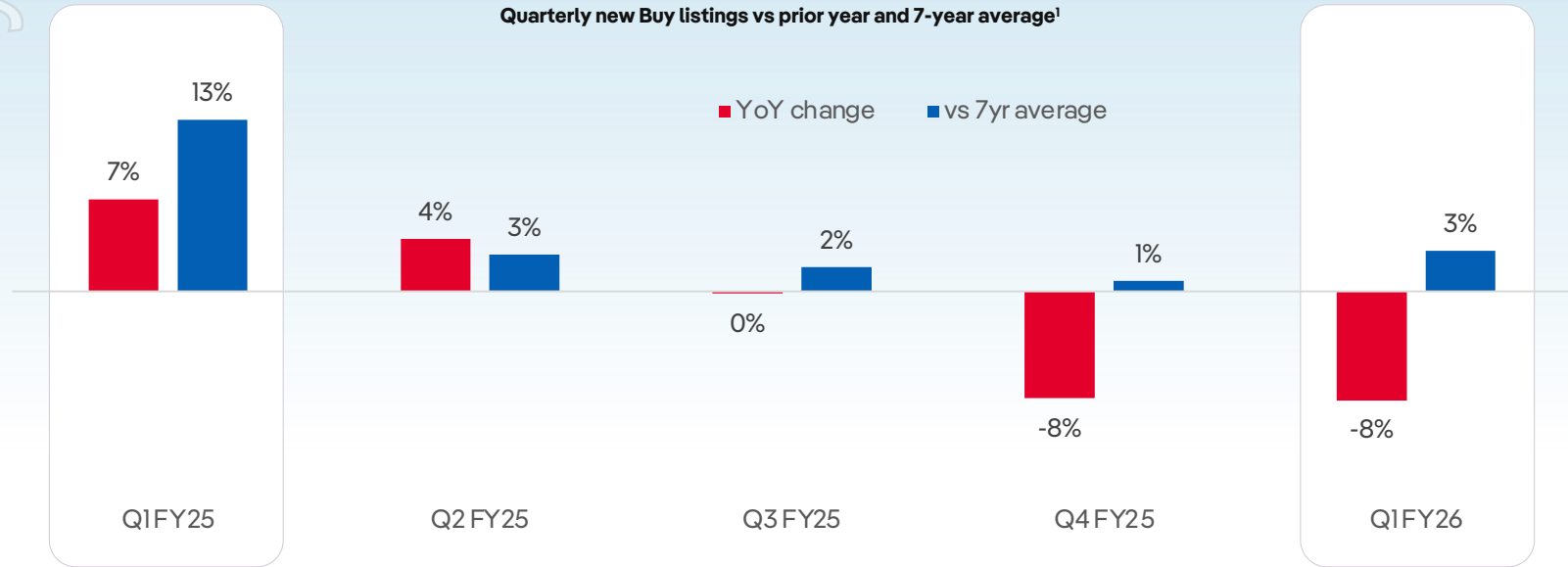


Changing the way the world experiences property

# Listings environment remains healthy, despite YoY declines

As anticipated, national new Buy listings declined in Q1-26, down 8% YoY reflecting particularly strong comparables in the prior year. Despite this, listings remained above long-term averages during the quarter

Quarterly new Buy listings vs prior year and 7-year average<sup>1</sup>



<sup>1</sup> PropTrack national new Buy listings.

# REA Group Executive Leadership Team



**Owen Wilson**  
Chief Executive Officer



**Janelle Hopkins**  
Chief Financial Officer



**Jonathan Swift**  
Acting Chief Product  
and Audience Officer



**Anthony Waldron**  
Chief Executive Officer  
Financial Services



**Tamara Kayser**  
Chief Legal Officer and  
Company Secretary



**Kul Singh**  
Chief Customer Officer



**Steve Maidment**  
Chief Technology Officer



**Elisa Nerone**  
Chief People and  
Sustainability Officer



**Jane Cohen**  
Chief Strategy Officer



**Praveen Sharma**  
Chief Executive Officer  
REA India

# Glossary

<b>Cash</b>	Cash includes cash and cash equivalents
<b>EBITDA</b>	Earnings before Interest, Tax, Depreciation and Amortisation excluding contribution from associates.
<b>Earnings per share</b>	Basic earnings per share attributable to the ordinary equity holders of the company.
<b>Financial results from core operations</b>	Financial results/highlights from core operations exclude significant non-recurring items such as impairment reversal/(expense), net gain/(loss) on acquisition/divestment related activities, M&A related transaction and integration costs, share of associate non-core costs, loss on revaluation of financial asset, restructuring costs and release of historic tax provisions.
<b>Revenue</b>	Revenue is defined as revenue and other income from property and online advertising and revenue from Financial Services less expenses from franchisee commissions
<b>Net profit after tax</b>	Net profit attributable to owners of parent

# Audience metric sources

<b>A</b>	Ipsos iris Online Audience Measurement Service, Apr 2025, P14+, PC/laptop/smartphone/tablets, text only, Homes and Property Category, Brand Group, realestate.com.au, Audience (000's).
<b>B</b>	Ipsos iris Online Audience Measurement Service, Jul 2024 - Jun 2025 (average), P14+, PC/laptop/smartphone/tablets, text only, Homes and Property Category, Brand Group, realestate.com.au, Audience (000's).
<b>C</b>	Ipsos iris Online Audience Measurement Service, Jul 2024 - Jun 2025 (average), P14+, PC/laptop/smartphone/tablets, text only, Homes and Property Category, Brand Group, realestate.com.au vs Domain, Exclusive Audience (000's).
<b>D</b>	Ipsos iris Online Audience Measurement Service, Jul 2024 - Jun 2025 (average), P14+, PC/laptop/smartphone/tablets, text only, Homes and Property Category, Brand Group, realestate.com.au vs Domain, Monthly Visits (000's).
<b>E</b>	Ipsos iris Online Audience Measurement Service, Jul 2024 - Jun 2025 (average), P14+, PC/laptop/smartphone/tablets, text only, Mobile Apps, realestate.com.au mobile app vs Domain mobile app, Monthly Visits (000's).
<b>F</b>	Nielsen Online Market Intelligence Home and Fashion Suite - average monthly unique audience for the audited sites of realestate.com.au for the twelve months ended 30 June 2017.
<b>G</b>	Ipsos iris Online Audience Measurement Service, Jul 2024 - Jun 2025 P14+, PC/laptop/smartphone/tablets, text only, Commercial Property Search Category, Brand Group, Audience (000's).
<b>H</b>	Ipsos iris Online Audience Measurement Service, Jul 2024 - Jun 2025 (average), P14+, PC/laptop/smartphone/tablets, text only, Homes and Property Category, Brand Group, realcommercial.com.au vs. commercialrealestate.com.au, Audience (000s).
<b>I</b>	Ipsos iris Online Audience Measurement Service, Jul 2024 - Jun 2025 (average) vs. Jul 2023 - Jun 2024 (average), P14+, PC/laptop/smartphone/tablets, text only, Homes and Property Category, Brand Group, realcommercial.com.au vs. commercialrealestate.com.au, Audience (000s).
<b>J</b>	Ipsos iris Online Audience Measurement Service, Jul 2024 - Jun 2025 (average), P14+, PC/laptop/smartphone/tablets, text only, Homes and Property Category, Brand Group, Audience (000's).
<b>K</b>	Ipsos iris Online Audience Measurement Service, Jul 2024 - June 2025 (average) vs. Jul 2023 - Jun 2024 (average), P14+, PC/laptop/smartphone/tablets, text only, Homes and Property Category, Brand Group, property.com.au, Audience (000s).
<b>L</b>	Ipsos iris Online Audience Measurement Service, Jul 2024 - June 2025 (average) vs. Jul 2023 - Jun 2024 (average), P14+, PC/laptop/smartphone/tablets, text only, Homes and Property Category, Brand Group, property.com.au, Average Minutes per Person.
<b>M</b>	SensorTower, average of monthly app sessions, Jul 2024 to Jun 2025 vs. Jul 2023 to Jun 2024.
<b>N</b>	SensorTower, app sessions, Jul 2023 to Jun 2025.
<b>O</b>	data.ai, app downloads as a % of top 4 online real estate classifieds in India in each period.

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