



Rent.com.au Ltd

Core portal proving resilient, RentPay building scale

Rent.com.au Limited (ASX:RNT) is a purpose-led company seeking to empower home renters through its technology platform and a growing number of aligned transactional services. The company has reported an 11% increase in H1 FY24 revenue to \$1.6m with its transactional platform, RentPay delivering a 137% increase in revenue to \$0.22m, driven by a 122% increase in customers and ARPU growth of 18%. The search portal reported a positive EBITDA of \$0.092m for the half, its best result in two years and up 42% on the previous corresponding period (pcp), while RentPay posted a loss of \$1.029m, flat on the pcp, and a 26% improvement on H2 FY23. The search portal benefitted from an improvement in advertising sales, helped by the pursuit of new verticals, and site efficiencies. The company added a new revenue line in the half, with RentPay's first partnership revenue from the Mastercard Click to Pay functionality. Costs containment for the half was better-than-forecast to deliver an underlying EBITDA loss of \$0.9m and an underlying NPAT loss of \$1.5m. We have adjusted our forecasts for lower costs but also trimmed our top-line forecasts for RentPay which is building scale but not at the pace we had previously forecast. Our valuation is now \$0.12/share (previously \$0.14/share) fully diluted for options and performance shares on issue.

Business model

Rent.com.au generates revenue from advertising and from rental products, with revenue for the latter derived from RentCheck, which verifies a renter's identity and checks their record against the National Tenancy Database; from RentConnect, which delivers an integrated utility connection and \$100 gift card to renters in conjunction with Origin; and from RentBond, RNT's "move now pay later" product, which helps renters bridge the gap from one rental property to another by financing their bond online. The company's growing RentPay app platform allows renters total financial flexibility in terms of how they make their rent payments while giving agents and landlords surety of payments on time. It also aligns Rent.com.au to the tenancy period, giving it an opportunity to engage with its audience for longer and extend the relationship into other revenue lines including insurance, telecommunications, loan, and finance products.

Better-than-forecast H1 cost containment

Rent.com.au reported an underlying EBITDA loss of \$0.9m, a 6% improvement on the pcp, with employee costs and operating costs lower than the same period a year ago and offsetting an increase in cost of sales. The costs result was better-than-forecast and resulted in a lower operating loss than we expected. Underlying NPAT for H1 FY24 was a loss of \$1.54m, just 1.6% more than the same period a year ago. We have adjusted our estimates after including the H1 FY24 actuals, resulting in lowered forecasts for FY24 and FY25. We now anticipate a slower ramp up of RentPay in its share of the renting market with its share of total market forecast to be 0.7% by FY24 end and 2.1% by the end of FY25 (previously 2.0% in FY24 and 5.0% in FY25).

Base-case DCF valuation of \$0.12/share, fully diluted

Our base-case DCF valuation for Rent.com.au has been reduced to \$0.12/share (previously \$0.14/share) fully diluted for all performance shares and options and including estimated additional shares from capital raises. We estimate another \$2.5m will be raised before the company hits break-even. On the current share count, our valuation is \$0.17/share. Our longterm forecasts envisage RentPay securing 20% of the renting market on the platform. In our view, evidence of faster-than-forecast take-up of RentPay together with the expansion of RentPay into other transactional products should help underpin the company's share price.

Earning	Earnings history and RaaS's estimates (in A\$ unless otherwise stated)									
Year end	Sales revenue	Gross profit	EBITDA	NPAT	EPS (c)	EV/Sales (x)				
06/22a	3.4	1.5	(1.6)	(2.7)	(0.6)	3.3				
06/23a	2.8	0.9	(2.5)	(3.8)	(0.7)	5.0				
06/24f	3.6	1.4	(1.8)	(2.8)	(0.6)	5.3				
06/25f	6.2	2.7	(0.6)	(1.1)	(0.2)	3.6				
Source: I	RaaS estimates fo	r FY24f and FY	25f Company	v data for histo	rical earni	nas				

Software & Services

27 February 2024



- Purpose-led culture underpinning improving business metrics
- Opportunity to expand RentPay into other payments products
- Opportunity to upsell existing 700,000 monthly unique visitors into RentPay

Downside Case

- Advertising revenue exposed to cyclical trends
- Investment in RentPay and other products may require further capital
- Small player relative to other online portals

Catalysts

- Further evidence of take-up of RentPay
- Expansion of RentPay into other products
- Ongoing evidence of operational momentum

Board of Directors

Garry Garside Non-Executive Chairman Sam McDonagh Non-Executive Director Phil Warren Non-Executive Director John Wood Non-Executive Director Greg Bader Chief Executive Officer

Company Interview

Rent.com.au (ASX:RNT) RaaS Interview 5 Feb 24

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H1 FY24 Results Analysis

Rent.com.au reported H1 FY24 revenue of \$1.6m, up 11% on the pcp, with the transactional platform RentPay delivering its best ever result, \$0.22m in transactional revenue and \$0.05m from partnerships. Partnerships is a new revenue stream for the platform. The search portal saw a recovery in advertising revenue while renter products declined 9% on the pcp, hit by the low turnover in rentals across Australia's tight rental market.

Exhibit 1: Rent.com.au revenue by source H1 FY20 to H1 FY24 (In A\$m) 1.00 0.86 0.87 0.82 0.80 0.78 0.74 0.73 0.80 .69 0.60 0.55 0.53 0.60 0.40 0.20 0.09 0.08 0.07 0.07 0.07 H1 FY20 H2 FY20 H1 FY21 H2 FY21 H1 FY22 H2 FY22 H1 FY23 H2 FY23 H1 FY24

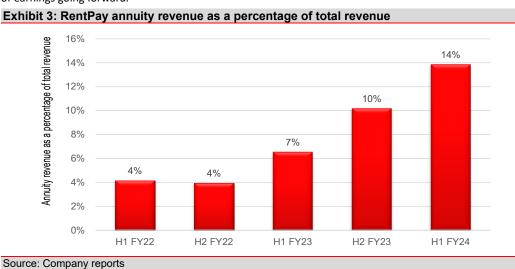
Source: Company reports

We set out the divisional revenue in more detail in Exhibit 2.

Exhibit 2: Revenue breakdown: H1 FY24 versus H1 FY23 and RaaS forecast (in A\$m unless otherwise stated)									
	H1 FY23	H1 FY24	% chg	RaaS fct for H1 FY24f					
Fees from Agents and Landlords	0.05	0.04	(22.0)	0.05					
Renters Products revenue	0.75	0.68	(8.8)	0.79					
Advertising Sales	0.53	0.60	11.5	0.80					
RentPay	0.09	0.22	136.5	0.55					
Other (inc partnership)		0.05	na	-					
Total Sales revenue	1.43	1.59	11.4	2.19					
Source: Company reports, RaaS estim	ates for H1 FY24f								

■ Renter Products ■ Advertising ■ Rentpay ■ Partnership

RentPay delivered a 137% increase in revenue on the pcp, and contributed 14% of total revenue. As Exhibit 3 highlights, RentPay has doubled its share of total revenue over the past 12 months, rising from 7% a year ago to 10% in H2 FY23 and 14% in H1 FY24. This revenue is recurring and, in our view, will contribute to stability of earnings going forward.



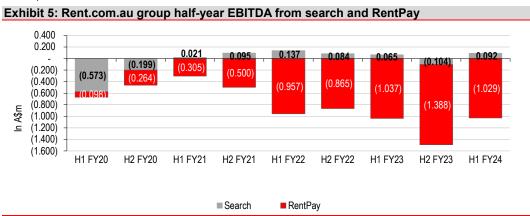


The growth in Average Revenue Per User (ARPU) has been a contributing factor, with the platform delivering an 18% increase in ARPU over H1 FY23 and a 54% increase over H1 FY22.

Exhibit 4: RentPay ARPU by half H1 FY22 to H1 FY24 \$6.00 ARPU per customer per month \$5.00 \$5.10 \$4.79 \$4.00 \$4.32 \$4.11 \$3.00 \$3.31 \$2.00 \$1.00 \$-H1 FY22 H2 FY22 H1 FY23 H2 FY23 H1 FY24

Source: Company reports

The group EBITDA loss was \$0.9m, a 6% improvement on the pcp, with labour costs and operating overheads lower than the prior period. The search portal returned to operating profit with \$0.092 EBITDA while the investment in RentPay resulted in a net operating loss of \$1.03m, a flat result on the pcp, but a reduced loss on the previous half.



Source: Company reports

The underlying EBITDA result was better than we forecast, reflecting lower-than-expected staff and operating costs. Underlying NPAT was flat on the pcp, but a little higher than our forecast. EPS reduced as a result a higher share count in H1 FY24 following the December 2024 \$1.95m rights issue. ¹ The company ended the period with gross cash of \$2.05m, with \$0.117m in borrowings related to office lease costs and insurance premiums.

	H1 FY23	H1 FY24	% chg	RaaS fct for H1 FY24
Sales revenue	1.43	1.59	11.4	2.19
Total Revenue	1.48	1.61	8.8	2.19
Gross Profit	0.71	0.67	(6.3)	0.79
EBITDA underlying	(0.92)	(0.86)	(6.3)	(1.45)
NPAT underlying	(1.52)	(1.54)	`1.6́	(1.37)
NPAT reported	(1.56)	(1.63)	4.0	(1.37)
EPS (cents per share)	(0.34)	(0.30)	(11.8)	(0.26)

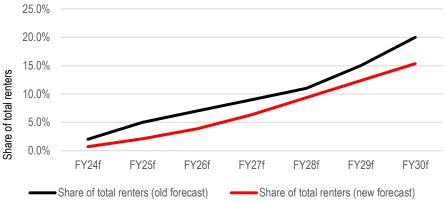
¹ ASX announcement, 7 December 2023, Rent.com.au Entitlement Issue Closes.



Earnings Adjustments

We have adjusted our forecasts to reflect the H1 result and the rollout of RentPay. The platform has positive and strong momentum, but our forecasts were too optimistic in the near term, in particular on customer growth. RentPay ended H1 FY24 with 8,608 users on the platform, which equates to approximately 0.34% of the total rental market in Australia. This share has more than doubled from 0.15% in H1 FY23 and is up almost four-fold since H1 FY22. We are forecasting for RentPay's customer base to increase to 0.7% of the total rental market by the end of FY24 and 2.1% by the end of FY25. Long term, our forecasts envisage the platform getting to 15% by FY30f (previously 20%) and 20% by FY32 (unchanged). This long-range forecast has been unchanged since May 2021.

Exhibit 7: RaaS old and new forecast of RentPay's share of total rental market



Source: Company reports

Our market share changes have resulted in the earnings revisions set out in Exhibit 8.

Exhibit 8: Earnings adjustments FY24f and FY25f (in A\$m unless otherwise stated)										
	FY24 old	FY24 new	FY25 old	FY25 new						
Sales revenue	5.5	3.6	12.4	6.2						
Total Revenue	5.5	3.6	12.4	6.2						
Gross Profit	2.3	1.4	6.4	2.7						
EBITDA	(2.2)	(1.8)	1.7	(0.6)						
NPAT	(2.3)	(2.8)	0.3	(1.1)						
EPS (cents per share)	(0.57)	(0.61)	0.05	(0.15)						
Source: Company data										

DCF Valuation

We are of the view that the discounted cashflow methodology is the most appropriate method for valuing Rent.com.au given the still early stage of its lifecycle. Our revised valuation of \$0.12/share, fully diluted, (previously \$0.14/share) incorporates all shares, options and performance shares on issue and assumes the current \$0.04/options fully convert in December 2025 and that an estimated \$2.5m in additional capital is raised over the next 18 months guntil the company is cashflow break-even. On the current share count, our valuation is \$0.17/share.



Exhibit 9: DCF valuation	
Parameters	Outcome
WACC	13.5%
Beta	1.5
Terminal growth rate	2.2%
Sum of PV (A\$M)	40.3
PV of terminal value (A\$m)	61.5
PV of enterprise	101.8
Net cash (A\$m)	-4.4
Net value – shareholder (A\$m)	106.2
No. of shares on issue (M) – fully diluted for options/performance shares/est. raises	917.4
NPV in A\$	\$0.12
NPV in A\$ on current share count (629.7m)	\$0.17
Source: RaaS estimates	



Exhibit 10: Financial Summary

Rent.com.au Ltd						Share price (26 February 202					A\$	0.03
Profit and Loss (A\$m)						Interim (A\$m)	H122A	H222A	H123A	H223A	H124A	H224
Y/E 30 June	FY21A	FY22A	FY23A	FY24F	FY25F	Revenue	1.7	1.7	1.5	1.3	1.6	2.
						EBITDA underlying	(0.8)	(0.8)	(0.9)	(1.5)	(0.9)	(0.9
Sales Revenue	3.1	3.4	2.8	3.6	6.2	EBIT	(1.2)	(1.4)	(1.4)	(2.2)	(1.5)	(1.3
Gross Profit	1.8	1.5	0.9	1.4	2.7	NPAT (normalised)	(1.2)	(1.4)	(1.4)	(2.2)	(1.5)	(1.3
EBITDA underlying	(0.7)	(1.6)	(2.5)	(1.8)	(0.6)	Minorities	-	-	(0.0)	(0.0)	(0.0)	(0.
EBITDA reported	(1.0)	(1.8)	(2.5)	(1.8)	(0.6)	NPAT (reported)	(1.3)	(1.5)	(1.6)	(2.3)	(1.6)	(1.3
Depn	(0.1)	(0.1)	(0.1)	(0.1)	. ,	EPS (normalised)	(0.32)	(0.29)	(0.31)	(0.44)	(0.28)	(0.2
Amort	(0.8)	(0.9)	(1.1)	(1.0)	. ,	EPS (reported)	(0.34)	(0.32)	(0.34)	(0.42)	(0.30)	(0.1
EBIT	(1.6)	(2.6)	(3.7)	(2.8)	٠,	Dividend (cps)	-	-	-	-	-	-
Interest	(0.0)	(0.0)	0.0	0.0	. ,	Imputation	_	-	-	-	-	_
Tax	(0.0)	0.0	0.0	0.0	. ,	Operating cash flow	(1.0)	(0.7)	(0.7)	(1.4)	(1.1)	(0.
Minorities	(0.0)	(0.1)	(0.1)	(0.0)		Free Cash flow	(0.7)	, ,	(0.4)	(0.5)	(0.9)	0
Equity accounted assoc	0.0	0.0	0.0	0.0		Divisions	H122A	H222A	H123A	H223A	H124A	H224
NPAT pre significant items	(1.0)	(2.5)	(3.5)	(2.8)		Fees from Agents/Landlords	0.1	0.1	0.1	0.0	0.0	0
		(0.2)		0.0		Rental Products	0.1	0.1	0.1	0.0	0.0	0
Significant items	(0.3)		(0.2)				0.7			0.7	0.7	0
NPAT (reported)	(1.3)	(2.7)	(3.8)	(2.8)	(1.1)	Advertising			0.5			
Cash flow (A\$m)	EV04A	EV004	EV004	EV04E	EV055	RentPay	0.1	0.1	0.1	0.1	0.2	0
Y/E 30 June	FY21A	FY22A	FY23A	FY24F	FY25F	Total Revenue	1.6	1.7	1.4	1.3	1.5	2
EBITDA	(0.7)	(1.6)	(2.5)	(1.8)	(0.6)	2222			/		/= =:	
Interest	(0.0)	(0.0)	0.0	0.0		COGS	(1.0)	(0.9)	(0.7)	(1.1)	(0.9)	(1.
Tax	(0.0)	0.0	0.0	0.0		Gross profit	(0.90)	` '	(0.60)	(1.00)	(0.71)	8.0)
Working capital changes	0.7	(0.0)	0.4	0.1	0.3	Employ ment	(0.9)		(1.1)	(1.2)	(1.0)	(1.
Operating cash flow	(0.1)	(1.7)	(2.1)	(1.6)	. ,	SGA&A	(0.5)	(0.5)	(0.6)	(0.6)	(0.5)	(0.
Mtce capex	(0.0)	(0.1)	(0.0)	(0.0)	(0.1)							
Free cash flow	(0.1)	(1.7)	(2.1)	(1.7)	(0.5)	EBITDA	(0.8)	(0.8)	(0.9)	(1.5)	(0.9)	(0.
Growth capex	(1.6)	(1.2)	(1.2)	(0.8)	(1.2)	Margins, Leverage, Returns		FY21A	FY22A	FY23A	FY24F	FY2
Acquisitions/Disposals	0.0	0.0	0.0	0.0	0.0	EBITDA		(22.3%)	(47.5%)	(89.9%)	(49.5%)	(9.6%
Other	0.0	0.0	0.0	0.0	0.0	EBIT		(50.4%)	(77.7%)	(132.2%)	(79.5%)	(25.0%
Cash flow pre financing	(1.7)	(3.0)	(3.3)	(2.5)	(1.7)	NPAT pre significant items		(32.1%)	(75.4%)	(126.7%)	(79.5%)	(17.9%
Equity	4.2	2.5	2.9	4.2	. ,	Net Debt (Cash)		2.9	2.2	1.5	3.0	1
Debt	(0.1)	(0.1)	(0.1)	1.1	0.0	Net debt/EBITDA (x)	(x)	n/a	n/a	n/a	n/a	n/a
Dividends paid	0.0	0.0	0.0	0.0		ND/ND+Equity (%)	(%)	(143.6%)	(89.0%)	(66.6%)	(159.7%)	(54.3%
Net cash flow for year	2.4	(0.5)	(0.5)	2.8		EBIT interest cover (x)	(x)	n/a	n/a	n/a	n/a	· n/
Balance sheet (A\$m)		(515)	()		()	ROA	(-7	(36.4%)	(44.5%)	(67.4%)	(44.8%)	(21.0%
Y/E 30 June	FY21A	FY22A	FY23A	FY24F	FY25F			(37.9%)	(57.5%)	(90.3%)	(65.7%)	(25.6%
Cash	2.9	2.2	1.5	4.2	2.5			nm	nm	nm	nm	(20.07
Accounts receivable	0.5	0.5	0.4	0.6		NTA (per share)		0.01	0.00	0.00	0.00	0.0
	0.0	0.0	0.4	0.0		Working capital		(0.2)		(0.4)		(0.
Inventory Other current assets	0.0	0.0	0.0			WC/Sales (%)		. ,	(0.1)	. ,	(0.6)	
Other current assets				0.0		. ,		(7.5%)	(3.3%)	(13.2%)	(16.6%)	(14.0%
Total current assets	3.4	2.8	1.9	4.8		Revenue growth		26.2%	8.9%	(17.9%)	28.7%	75.39
PPE	0.0	0.1	0.0	0.1	0.1							
Intangibles and Goodwill	2.4	2.8	2.9	2.6		Pricing		FY21A	FY22A	FY23A	FY24F	FY2
Investments	0.0	0.0	0.0	0.0		No of shares (y/e)	(m)	398	440	514	726	79
Deferred tax asset	0.0	0.0	0.0	0.0		Weighted Av Dil Shares	(m)	355	417	480	646	72
Other non current assets	0.0	0.3	0.2	0.1	0.1							
Total non current assets	2.5	3.1	3.1	2.8		EPS Reported	cps	(0.4)	(0.7)	(0.8)	(0.6)	(0.
Total Assets	5.9	5.9	5.0	7.6		EPS Normalised/Diluted	cps	(0.4)	(0.6)	(0.7)	(0.6)	(0.
Accounts payable	0.7	0.7	0.8	1.2	1.9	EPS growth (norm/dil)		n/a	n/a	23%	-14%	(75.2%
Short term debt	0.0	0.0	0.0	0.1	0.1	DPS	cps	-	-	-	-	-
Tax payable	0.0	0.0	0.0	0.0	0.0							
Other current liabilities	0.2	0.3	0.4	0.4	0.4							
Total current liabilities	1.0	1.0	1.2	1.6		EV/EBITDA		(13.1)	(6.9)	(5.6)	(10.6)	(37.
Long term debt	0.0	0.0	0.0	1.1		FCF/Share	cps	(0.0)	(0.4)	(0.4)	(0.2)	(0.
Other non current liabs	0.0	0.2	0.1	0.0		Price/FCF share	1,72	nm	nm	nm	nm	(76.
Total long term liabilities	0.0	0.2	0.1	1.1		Free Cash flow Yield		(0.0%)	(12.2%)	(13.5%)	(7.3%)	(1.3%
Total Liabilities	1.0	1.2	1.3	2.7	3.4	1100 Oddillow Hold		(0.070)	(12.270)	(10.070)	(1.070)	(1.37
						DE Market	V	10.0	40.0	10.0	40.0	40
Net Assets	4.9	4.6	3.7	4.9		PE Market	X	18.0	18.0	18.0	18.0	18
Share capital	41.5	43.8	46.5	50.7	50.7	PER		nm	nm	nm	nm	r
Accumulated profits/losses	(43.2)	(45.9)	(49.7)	(52.6)	(53.7)							
Reserves	6.6	6.8	7.0	7.1	7.1							
	(0.0)	(0.1)	(0.2)	(0.2)	(0.2)							
Minorities Total Shareholder funds	4.9	4.6	3.7	4.9	3.8		_					

Source: RaaS estimates, Company data for actuals



FINANCIAL SERVICES GUIDE

RaaS Advisory Pty Ltd ABN 99 614 783 363 Corporate Authorised Representative, number 1248415

of

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Effective Date: 6th May 2021



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- how we are paid, and
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