

# Domain

## ASX ANNOUNCEMENT

# Domain Holdings Australia Limited 2024 Annual General Meeting and Trading Update

**Sydney, 6 November 2024:** Domain Holdings Australia Limited [ASX:DHG] (“**Domain**” or “**Company**”) is today holding its Annual General Meeting (AGM) in a hybrid format, with in-person and virtual meetings. The virtual meeting can be accessed [here](#).

### Speeches & Presentations

Accompanying commentary and the presentations from Chairman, Nick Falloon and Managing Director and Chief Executive Officer, Jason Pellegrino are attached.

### Trading Update

A trading update contained in the CEO presentation is set out below:

- Trading in FY25 Q1 (1 July to 30 September 2024) saw:
  - Solid depth revenue growth of 15% year-on-year, underpinning total residential revenue growth of 12%
  - Digital revenue up around 9% year-on-year
  - Total revenue up around 8% year-on-year
- October new listings growth has continued to accelerate, underpinning year-on-year depth revenue growth of 19% like-for-like.
- FY25 cost and EBITDA margin guidance is maintained, with costs increasing in the high single to low double-digit percentage range, and EBITDA margins expected to be stable, with margin expansion expected in FY26 and beyond.

**Authorised for lodgement:** Catriona McGregor, Chief Legal & Transformation Officer, Company Secretary

### Contacts

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## Chairman and CEO's Addresses and Presentations

### Nick Falloon - Chairman:

*[The Chairman began the meeting with an Acknowledgement of Country and introduced the members of the Domain Board].*

#### Slide 2

Ladies and Gentlemen, welcome to Domain's 2024 Annual General Meeting. We value the ongoing support and engagement of our shareholders, and thank you for joining us today.

The strategic progress of recent years positioned Domain to capture the benefits of an improving property market backdrop in FY24. National new listings year-on-year growth improved each quarter, underpinned by a strong recovery in Sydney and Melbourne which largely reversed the substantial declines of the prior year.

Through the changing market circumstances of recent years, we have maintained a consistent and disciplined approach which is serving us well. Our cost structure has been responsive to short term market conditions, however we have never lost sight of the importance of investment in innovation to best position Domain for the long term. Our multi-year investment in machine learning, AI and commitment to building proprietary datasets underpin our efforts to revolutionise how Australians experience property.

#### Slide 3

For the 2024 financial year, Domain reported the following trading results (excluding significant items and discontinued operations):

- Revenue of \$391.1 million, a 13.1% increase from the prior year, reflecting an improved market environment and the contribution of our Marketplace strategy;
- Earnings before interest, tax, depreciation and amortisation (EBITDA) of \$137.1 million, a year-on-year increase of 26.2%, supporting a significant improvement in EBITDA margins;
- Earnings per share of 7.8 cents, an increase of 27.8%, and a total dividend of 6 cents per share, in line with the prior year;
- Net debt of \$150.8 million which represents a leverage ratio of 1.1 times EBITDA.

Domain reported a statutory NPAT attributable to members of \$42.4 million after taking into account significant items and discontinued operations. Significant items of \$(6.1) million related to restructuring charges and other items.

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## Slide 4

At Domain we are building a property Marketplace with the platform to scale to a much larger business.

Our Core Listings business is our largest growth engine, connecting Domain's quality, engaged audiences with agents and corporates across digital, print and social platforms. We see the opportunity to supercharge Core Listings growth by diversifying our revenue base through our ancillary businesses, and expanding our unique data and assets. These ancillary businesses comprise Agent Solutions which supports real-estate agents to build profitable and sustainable enterprises through a range of digital workflow solutions; Consumer Solutions which provides direct-to-consumer services related to the property journey; and Domain Insight which delivers a broad array of high quality and actionable property data to a wide range of users encompassing agents, consumers, government, financial institutions and corporates.

## Slide 5

The combination of Domain's powerful Core Listings business with our valuable ancillary solutions creates the platform for unique and differentiated 'Only on Domain' experiences. These experiences, in turn, attract more customers and generate additional data points, further supporting and strengthening the Core Listings business. This virtuous circle underpins our ability to accelerate the growth of our Marketplace model, and achieve the scale of our long-term aspirations.

## Slide 6

Domain recognises that robust Environment, Social and Governance management practices are important in delivering to our purpose to inspire confidence in life's property decisions. Our commitment to sound ESG practices strengthens our ability to manage risk, and positively impacts our communities, customers, employees and shareholders. We continue to explore ways in which Domain can use our platform for good, and share our data and insights with consumers to assist them in assessing the impact of property decisions on the environment. Recent examples include an inaugural Future Housing Forum that connected Government and industry to discuss the risk to Australian homes from perils, such as flood, bushfire and coastal erosion. With regard to the important topic of cybersecurity, I am pleased to say that Domain recently achieved ISO 27001 accreditation, a major milestone in our ongoing efforts to reduce cyber risk.

## Slide 7

I would like to take this opportunity to thank my fellow Board members for the contribution they make to our Company. Shareholders are great beneficiaries of their experience, expertise and wise counsel.

I welcome Matt and Mickie to the Board, our recently appointed directors nominated by our major shareholder, Nine. Rebecca Haagsma will be stepping down from the Domain Board as she has announced her intention to depart from Nine to a new opportunity at the end of the

# Domain

year. I would like to thank her for her valuable contribution to the Board since joining in September 2022.

On behalf of the Board, I would like to thank our talented people for their commitment, their diligence and their determination to revolutionise how Australians experience property.

I acknowledge Jason Pellegrino and his leadership team for their agility in guiding the Company through ever changing circumstances, while remaining focused on delivering the long-term opportunities that lie ahead. As we announced recently, Jason will be stepping down after six years as CEO of Domain. The Board is deeply grateful for Jason's contribution during his tenure. He leaves Domain in a strong financial, operational and cultural position, underpinned by robust digital infrastructure that enables us to be highly competitive across the entire property ecosystem. Jason successfully steered the Company through disruptive periods, not least of which the COVID-19 crisis that profoundly impacted property listings, while substantially improving our organisational culture and creating powerful shared values for Domain's employees. Jason will remain with the Company for a period of three to six months to support the succession process before departing the business. This staged and orderly exit will allow the Board to assess its requirements and evaluate candidates to lead the Company going forward. This process is already underway with the appointment of a major search firm. We wish Jason all the best in his future endeavours

I now invite Jason to provide a Business Review.

## **Jason Pellegrino – Managing Director and Chief Executive Officer:**

### Slide 8

Good morning everyone, and thank you to all our shareholders who are joining us at today's Annual General Meeting.

Domain's strong FY24 results are a reflection of our Marketplace strategy, the talent and innovation of our team, and the benefits of an improving property market backdrop. We remain optimistic about the opportunities for our Marketplace, and the potential available to us to become a much bigger business. As Nick outlined, we are building on the strength of our Core Listings business with additional solutions, and rich data, that can deliver unique and differentiated 'Only on Domain' experiences. This approach supports a powerful 'flywheel' that can further strengthen Core Listings, deliver future scale and futureproof the business.

### Slide 9

Domain's Core Listings business is benefiting vendors, agents and buyers by delivering competitive products that really work. Based on Domain's data, on average nationally, a \$1 million property sold for \$36,600 more when Domain was added to the marketing schedule alongside our nearest competitor.

During FY24 we saw increasing engagement of vendors, buyers and agents with the Domain platform. Our relative national sales listing coverage returned to historic levels, with further gains achieved in the first quarter of FY25. Domain Group's Unique Audience increased 10%

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year-on-year, with ongoing momentum into FY25. This reflects our focus on product innovation and delivering increased value to buyers.

During the year agents adopted our most valuable premium products in record numbers, underpinning an 18% uplift in Average Revenue Per Listing.

## Slide 10

Diversifying our revenue and expanding our unique data and assets are key strategies to supercharge the strength and value of our Core Listings business. During FY24 we delivered significant enhancements to Domain's datasets, and strong revenue growth from our Real Time Agent and Media businesses.

We continued to invest in 'Only on Domain' experiences by creating differentiated user journeys that will support Core Listings and speed up Marketplace growth. At the end of FY24 we launched a social media amplification product, Audience Boost, to automatically and efficiently extend depth listings across a variety of digital channels. The success of this initiative is reflected in a 23% uplift in views per listing during the first quarter of FY25. And the value of our depth listings is illustrated by the significant uplift in views per listing compared with basic, non-depth listings. For example, Platinum Edge delivers more than 5 times the number of views as a basic listing.

Additionally, our partnership with Nine provides another source of 'Only on Domain' experiences. Our ambition to scale and differentiate is supported by our collaboration on audience growth, data enrichment and product development and we see significant opportunities to do even more in the future.

## Slide 11

Finally, AI is providing new ways to power 'Only on Domain' experiences, leveraging our substantial investment in machine learning and AI which commenced in FY17. AI is embedded as central to our Marketplace strategy, and we are seeing benefits from increased internal efficiencies, improved data quality, stronger and differentiated products and more engaged users.

## Slide 12

In recent years I have spoken to you of Domain's evolution from an online classifieds business to a property Marketplace. This approach has delivered a higher quality, higher margin business. Since FY18 we have been building a powerful digital business that has allowed us to replace \$123m of structurally challenged revenue with new digital revenue. As a result, the contribution of our Core Listings and ancillary solutions has increased by 60% over the past six years.

## Slide 13

I spoke earlier about Domain's strong audience performance as we have invested in product innovation, data and personalisation. As you can see on the slide, we delivered audience growth in every quarter of FY24, and I'm happy to say that momentum has continued into

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FY25. At the same time Domain meaningfully grew brand value, having been recognised as the Biggest Brand Mover in February, based on YouGov's monthly survey.

## Slide 14

Turning now to a brief overview of the operational performance of Domain's Marketplace.

During FY24 the business made tremendous progress, with the penetration of our depth or premium products reaching a new record, and an 18% uplift in Average Revenue per Listing (ARPL). The introduction of our new premium Platinum Edge product saw enthusiastic support from agents.

In the first quarter of FY25 our depth contracts with agents have increased a further 7% YoY, with Platinum Edge now making up more than 70% of all Platinum contracts. Depth revenue has increased 15% YoY, and we've seen a further improvement in momentum in October. We've also seen our relative listings coverage reach the highest level since December 2022 following a temporary dip in the first half of FY24.

## Slide 15

This slide illustrates the volatility of the property listings environment in recent years. FY24 saw national new listings growth improve each quarter, underpinned by a strong recovery in Sydney and Melbourne which largely reversed the substantial declines of the prior year. In the first quarter of FY25 we have seen continued listings growth despite a more difficult base of comparison, and an improving environment outside of Sydney and Melbourne.

## Slide 16

Domain's listings performance in the first quarter saw strong underlying growth, with the additional benefit of relative listings coverage winback activities. Based on Domain's billing cycle, listing volumes increased 8% year-on-year, and 6% excluding the winback activity. On a comparable calendar year basis, listings volume growth has outperformed the market, increasing 11% year-on-year, and 8% excluding winback activity.

This winback of free or low-yielding listings has had a dilutionary impact on Average Revenue Per Listing growth in the first quarter, after an exceptional growth year in FY24. Adjusting for this impact, Average Revenue Per Listing increased 5% year-on-year. This was supported by a 7.5% price increase, offset by a 1% decline in depth due to increased use of downgrades. This reflects greater vendor price sensitivity at the lower apartment end of the market as a result of current cost of living pressures, and a strategic decision to accept a small increase in downgrades to more sustainably balance long term listings coverage. Total controllable growth of 6% was offset by lower subscription revenue as agents continued to upgrade to record levels of depth contract adoption.

Through the first four months of trading in FY25, Average Revenue Per Listings has tracked in line with the pattern we flagged earlier this year, remaining below our annualised expectations as the dilution from listings coverage improvement is felt across the first half. We expect to see ARPL improve over the balance of FY25 as we lap improved listings coverage,

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and the dilutionary impact reduces. Residential revenue in the first four months of trading in FY25 is in line with our expectations.

## Slide 17

We remain very optimistic about the opportunity for Domain to increase depth penetration as we have throughout the market cycles of the past six years. During Q1, the surge in free listings following our winback activity has had a temporary dilutionary effect on Domain's depth penetration percentages, despite continued growth in depth contracts and depth listings. Given the particular impact you can see in New South Wales, I'll run through these drivers in more detail.

## Slide 18

During the first quarter, we have seen continued progress in depth contract adoption in New South Wales, with a 6% year-on-year increase.

Growth in free subscription listings has significantly outperformed growth in depth listings as a result of two major drivers. We have seen relative listings coverage improve with a winback of free listings. In addition, the market has experienced a mix shift, with listings growth from lower depth penetrated zones significantly exceeding listings growth from higher penetrated zones, a reversal of the trends we saw last year. As a result, Domain's absolute depth penetration rate has seen some dilution. Despite this, New South Wales continues to perform strongly in depth revenue growth which has increased 16% year-on-year in the first quarter.

## Slide 19

During FY24 Agent Solutions revenue reduced 6% year-on-year, with strong growth from Real Time Agent and solid subscription trends across the business, offset by lower revenue from Realbase's AIM product.

In the first quarter we are seeing revenue up year-on-year, supported by the ongoing strong performance from Real Time Agent, and stabilising contribution from Realbase.

## Slide 20

During FY24 Domain Insight's revenue increased 8% year-on-year benefiting from the implementation phase of the WA Land Information Authority contract with IDS, momentum in Automated Valuation Model and data solutions client growth, with some offset from the strategic decision to terminate a data supply agreement with a competitor.

In the first quarter, Domain Insight's revenue was down year-on-year as expected, reflecting the ongoing impact of the data supply agreement termination, and phasing of contract implementation at IDS.

## Slide 21

In Consumer Solutions, we finalised our exit from our home loan joint venture, and are focused on strategies to unlock the large potential of the home loan market. We are seeing significant

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interest from financial institutions seeking to access Domain's unique audience, with early monetisation underway.

## Slide 22

Turning now to the current trading environment and outlook.

## Slide 23

- Trading in FY25 Q1 (1 July to 30 September 2024) saw:
  - Solid depth revenue growth of 15% year-on-year, underpinning total residential revenue growth of 12%
  - Digital revenue up around 9% year-on-year
  - Total revenue up around 8% year-on-year
- October new listings growth has continued to accelerate, underpinning year-on-year depth revenue growth of 19% like-for-like.
- FY25 cost and EBITDA margin guidance is maintained, with costs increasing in the high single to low double-digit percentage range, and EBITDA margins expected to be stable, with margin expansion expected in FY26 and beyond.

## Slide 24

In closing, as this will be my last Annual General Meeting at Domain, I would like to express my appreciation to our shareholders, to the Domain Board, in particular Nick Falloon, and to the terrific team at Domain for all their support over the past six years. It has been an honour and privilege to contribute to the transformation journey that Domain has been on over this time. Together we leaned into the necessary decisions to support positive transformations of purpose, culture, capabilities and strategy, establishing a powerful, technology led Property Marketplace. I am proud of all that we have accomplished together.

Thank you for your attention, and I will now hand back to Nick to conduct the formal part of the meeting.

**Ends**

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2024 Annual General Meeting

6 November 2024

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## Chairman's Address

Nick Falloon

# Domain's FY24 Performance

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**\$391.1m**

Revenue\*  
13.1% YoY

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**\$137.1m**

EBITDA\*  
26.2% YoY

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**7.8c**

Earnings Per Share\*  
27.8% YoY



**6c**

Total dividend  
Per Share

---

**\$150.8m**

Net Debt

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**1.10x**

Net Debt/EBITDA\*

\* Reflects trading performance for continuing operations excluding significant items and discontinued operations

# Creating a Property Marketplace to inspire confidence in life's property decisions

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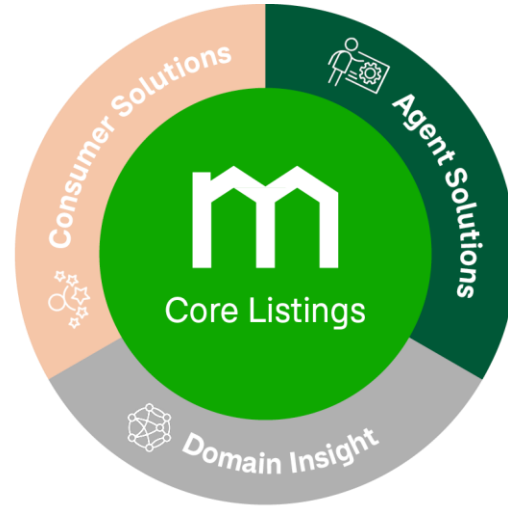
Home Price Guide



Audiences

**DomainMedia**  
Online Media Advertising

**Domain**  
Print Media & Advertising



**RealTime**  
AGENT

Digital agent solutions

**REALBASE**

Campaign management platform, proposals and social solutions

**homepass**

Open for Inspection Tool



Properties

**Domain**  
Leading National Residential Listings Search Platform

**Commercial Real Estate**  
Leading National Commercial Listings Platform

**allhomes**  
Leading Canberra/ACT Listings Search Platform

**Domain**  
Developers

**pricefinder** **ids** VM Online  
**AUSTRALIAN PROPERTY MONITORS** **Domain RESEARCH HOUSE**  
 Property Data and Research

# Domain's flywheel is creating a powerful driver of Marketplace growth

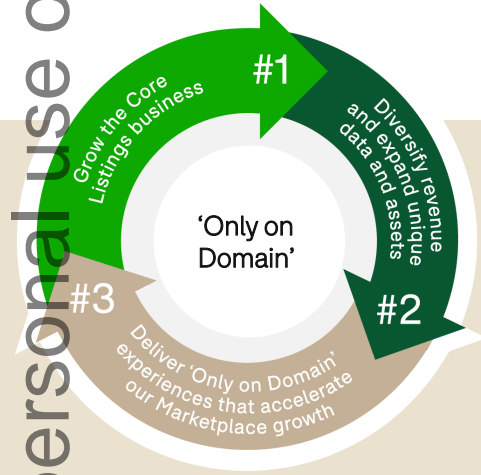
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# FY24 ESG Priorities and Initiatives

Delivering to our purpose by adopting robust ESG practices

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**Operational focus**

### Carbon emissions management

- Holistic review and rescope of Domain's emissions boundaries across Scope 1, 2 and 3
- Commenced an emissions reporting assurance readiness assessment project in preparation for new reporting standards



### Bringing diversity and inclusion to life

- Delivered 12 month program of events and communications across topics of Pride, Reconciliation, Women in Tech and Environment
- Achieved 88% in 'employees feel Domain values diversity and belonging' in FY24 engagement survey



### Systems and processes

- Achieved formal ISO/IEC 27001:2022 certification
- Enhanced reporting via newly established cybersecurity governance working group

**Community focus**

### Supporting sustainable property decisions

- Signatory to 'Ad Net Zero', the advertising industry body driving decarbonization for the industry
- 'Only on Domain': Held an inaugural Future Housing Forum bringing Government and industry together to discuss the risk to Australian homes from perils (flood, bushfire and coastal erosion)

### Connecting to our communities

- Launched partnership with Conservation Volunteers Australia, creating volunteering opportunities for employees in land and habitat regeneration
- Shared more than 27 research reports to help Australians understand property fundamentals across affordability, accessibility and rental

### Trust and transparency

- Company-wide training programs across data governance, privacy awareness and cyber
- Participation in surveys including CDP and Sustainability to provide investors transparency across ESG topics



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## Chairman's Address

Nick Falloon



Focus Only

Focus Only

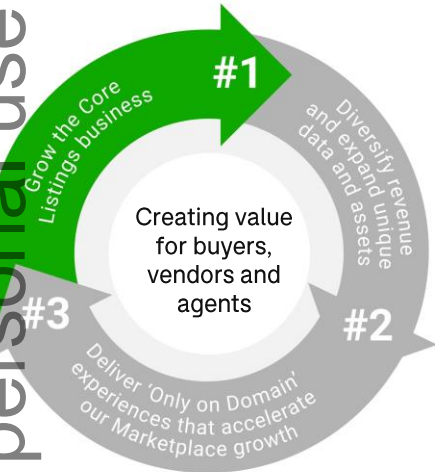
# CEO's Business Review

Jason Pellegrino



# FY24 Marketplace Progress

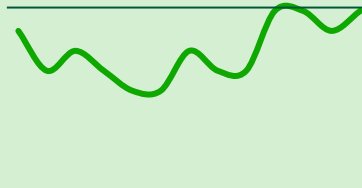
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## #1 Growing the Core Listings business

Relative listings coverage exceeds pre-price increase levels

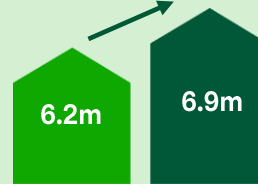
Relative new national sale listings coverage (%)



- Relative listings coverage in June 2024 exceeds the pre-price increase levels of June 2023
- Strong listings growth in FY24 Q4
- June and July 2024 year-on-year listings growth has outperformed our major competitor

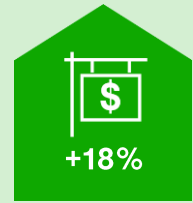
Strong Unique Audience growth <sup>1</sup>

+10% YoY



Domain Group's Unique Audience

Continued momentum in Average Revenue Per Listing (ARPL)<sup>2</sup>



FY24 ARPL % change YoY



Sold for **+\$36,600** more when listed on Domain as well<sup>3</sup>

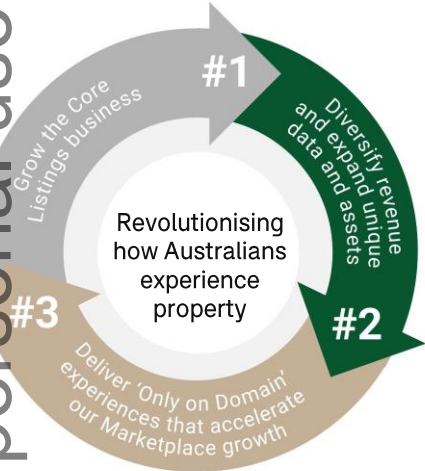
Domain is an essential part of every marketing schedule

On average nationally, a \$1 million property sold for \$36,600 more when Domain was added to the schedule alongside our nearest competitor

1. Ipsos iris Online Audience Measurement Service FY23 Q4 (April - June 2023) average compared to FY24 Q4 (April - June 2024) average, Age 14+, PC/laptop/smartphone/tablet, Text only, Domain Group (Domain Group includes Brand Groups Domain, All Homes, Commercial Real Estate), Audience (000's). 2. Average Revenue Per Listing includes residential depth and subscription revenue excluding rent and deferred revenue, for Sale listings. 3. Domain Internal Data and third-party data, Jan 23 - Dec 23 - calculation based on national average percentage increase of sold price over advertised price.

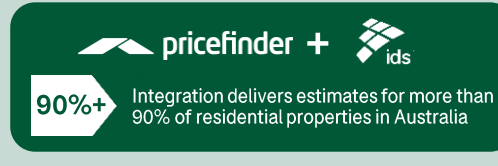
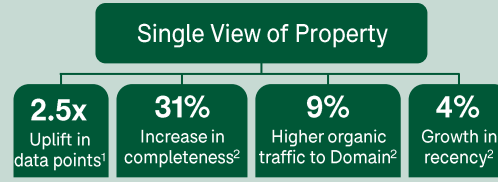
# FY24 Marketplace Progress

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## #2 Diversifying revenue and expanding unique data and assets

Significant enhancements to Domain's datasets



Diversifying revenue



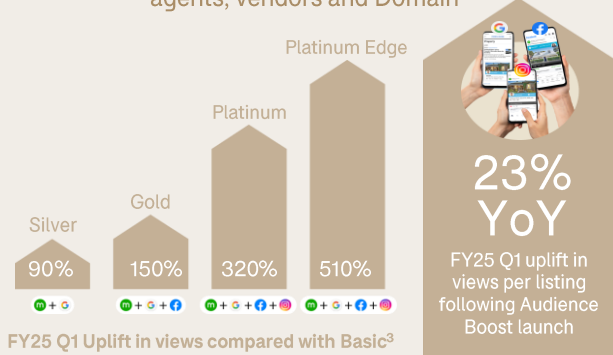
Real Time Agent revenue growth



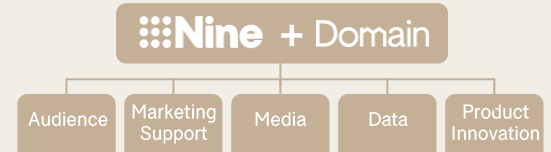
Media revenue growth

## #3 Delivering 'Only on Domain' experiences that accelerate our Marketplace growth

FY24 launch of Audience Boost is delivering value for agents, vendors and Domain



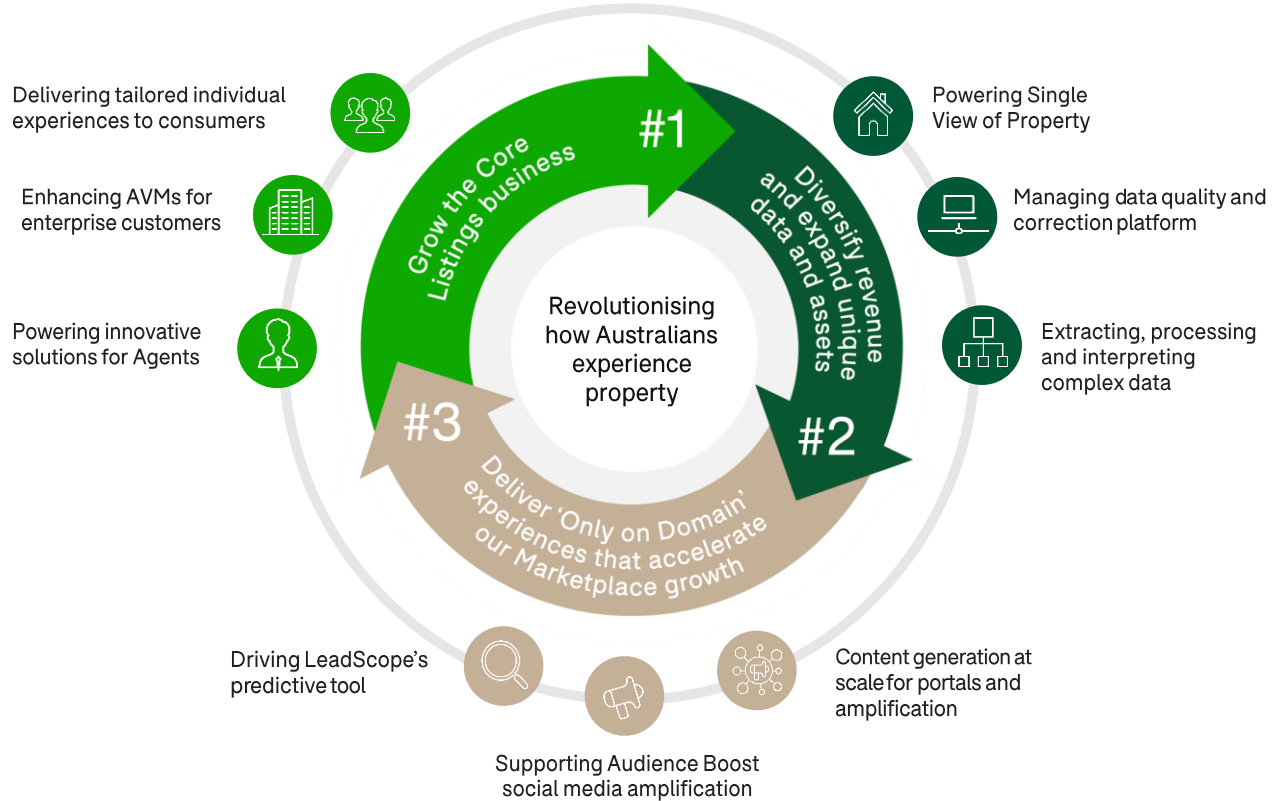
Nine partnership supporting 'Only on Domain' experiences



1. FY24 uplift from FY23. 2. Year-on-Year % change 3. Residential Sale listings only, sourced via internal Domain Group data, average uplift compares Total Views per Silver, Gold, Platinum, Platinum Edge Sale Listings vs Total Views per Sale Basic Listing, Jul 24 - Sept 24..

# AI is powering 'Only on Domain' experiences

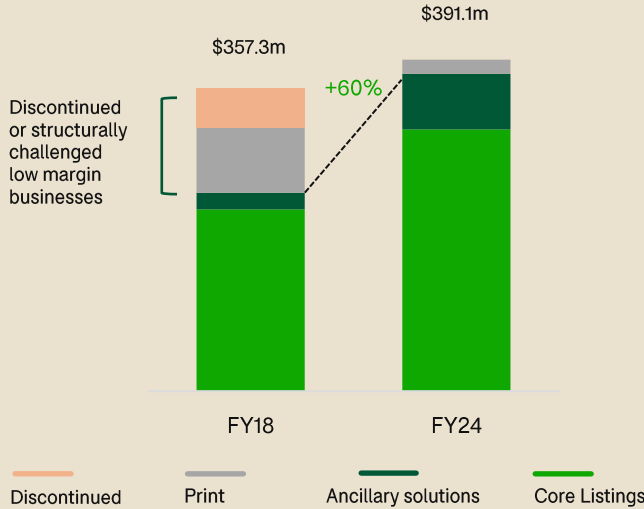
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# Over the past six years the Marketplace strategy has built a higher quality, higher margin business

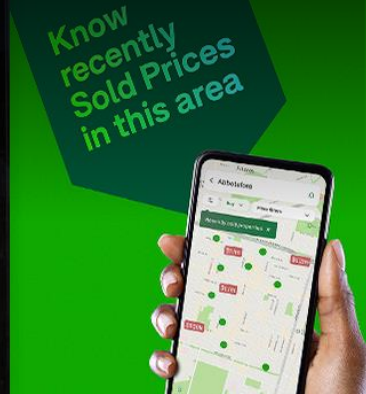
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Higher quality and higher margin revenues have increased 60% since FY18



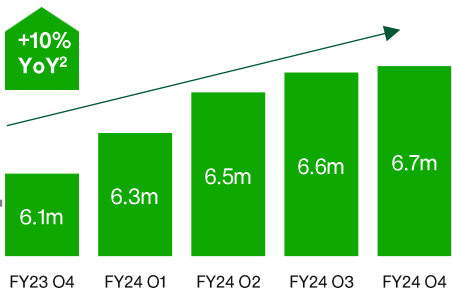
# In FY24 Domain continued to deliver quality audiences efficiently at scale

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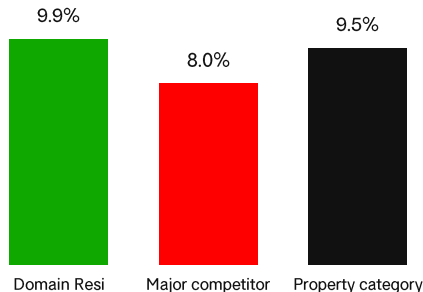
## Delivered consistent Unique Audience growth

Domain's Unique Audience - Residential (Average quarterly UA in millions FY23 Q4 to FY24 Q4)<sup>1</sup>



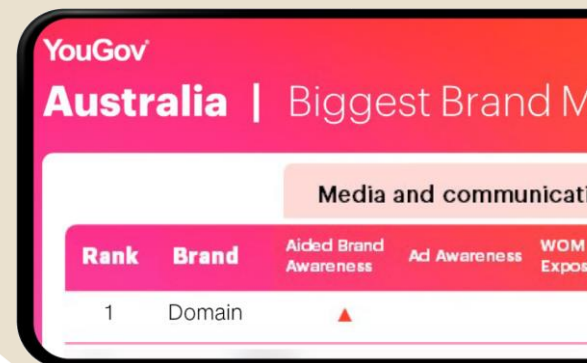
## Outperformed category and major competitor

Unique Audience Growth - Residential (% change FY24 Q4 vs FY23 Q4)<sup>3</sup>



## Grew brand value

Domain was Australia's biggest brand mover in February<sup>4</sup>



<sup>1</sup> Ipsos iris Online Audience Measurement Service each quarter average from FY23 Q4 (April - June 2023) to FY24 Q4 (April - June 2024), Age 14+, PC/laptop/smartphone/tablet, Text only, Domain Group Resi (includes Domain.com.au + Allhomes) (000's). <sup>2</sup> Ipsos iris Online Audience Measurement Service FY23 Q4 (April - June 2023) average compared to FY24 Q4 (April - June 2024) average, Age 14+, PC/laptop/smartphone/tablet, Text only, Domain Group Resi (includes Domain.com.au + Allhomes), Audience (000's). <sup>3</sup> Ipsos iris Online Audience Measurement Service FY23 Q4 (April - June 2023) average compared to FY24 Q4 (April - June 2024) average, Age 14+, PC/laptop/smartphone/tablet, Text only, Domain Group Resi (includes Domain.com.au + Allhomes) & REA Group Resi (realestate.com.au + property.com.au) & Homes and Property / Property Search Category, Audience (000's). <sup>4</sup> YouGov BrandIndex Australia February 2024, APAC Biggest Brand Mover. Available [here](#).

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# Core Listings

## FY24 Achievements

- Record depth penetration, and strong take-up of new Platinum Edge product
- Average Revenue Per Listing increased by 18% YoY, supported by controllable elements of price and depth of 14%

## FY25 Q1 Progress

- 15% YoY growth in depth revenue
- September 2024 relative listings coverage at highest level since December 2022
- Total September 2024 depth contracts have increased 7% year-on-year, with Platinum Edge contracts now making up more than 70% of all Platinum contracts



**Domain**  
Leading National Residential  
Listings Search Platform

**allhomes**  
Leading Canberra/ACT Listings  
Search Platform

**Commercial  
Real Estate**  
Leading National Commercial  
Listings Platform

**Domain media**  
Online Media Advertising

**Domain**  
Developers

**Domain**  
Print Media & Advertising

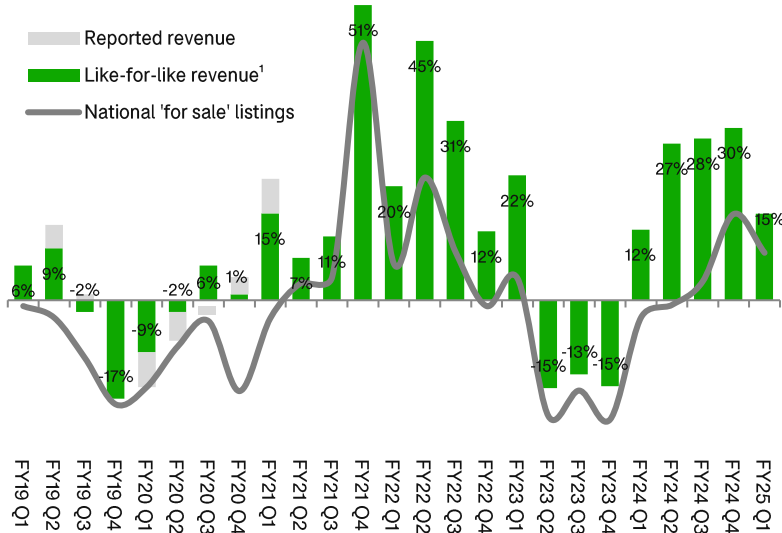


**Domain**

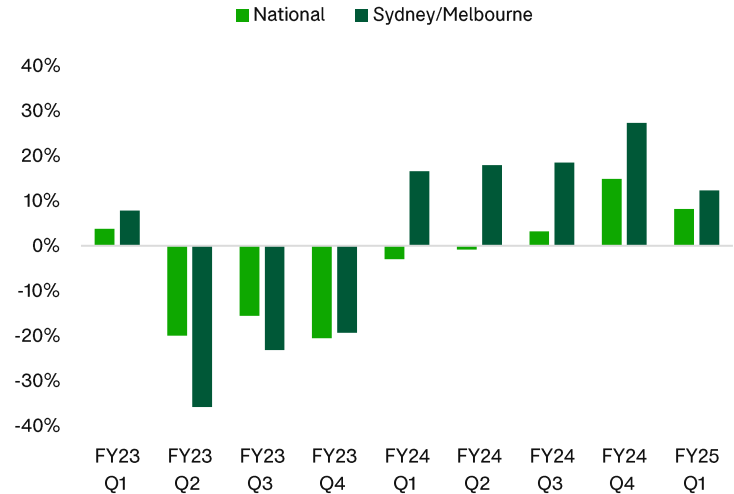
# Positive listings environment supported by relative listings coverage winback activity

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Domain quarterly residential depth revenue versus new national 'for sale' market listings (% change YoY)



New 'for sale' residential listings Sydney/Melbourne vs National (% change YoY)

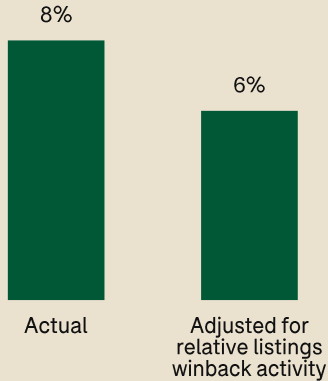


1. Like-for-like depth revenue is adjusted for extra week in FY19 and impact of revenue deferral arising from new depth contract duration in FY20

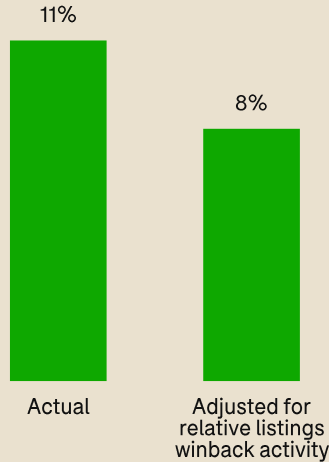
# FY25 Q1 listings have delivered strong underlying growth with additional relative listings coverage winback

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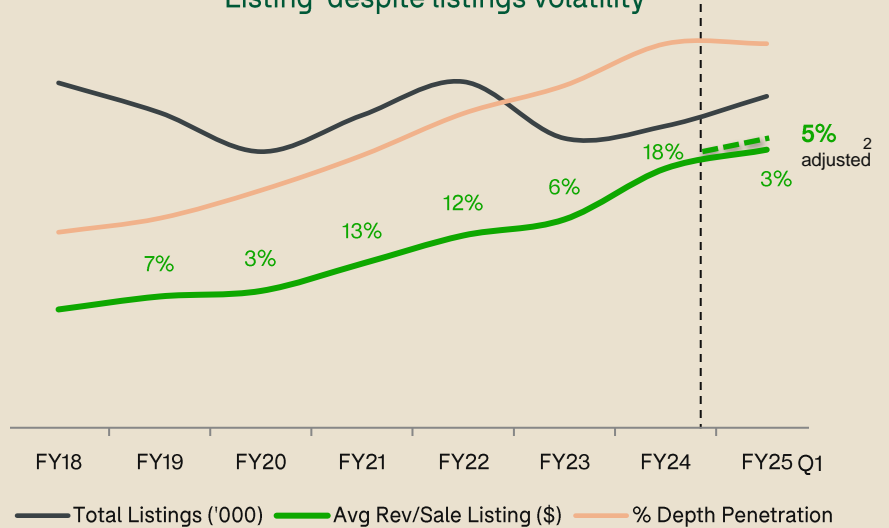
FY25 Q1 residential 'for sale' listings YoY growth – Domain billing cycle



FY25 Q1 residential 'for sale' listings YoY growth – calendar basis



Since FY18 Domain has delivered growth in depth penetration and residential Average Revenue Per Listing<sup>1</sup> despite listings volatility



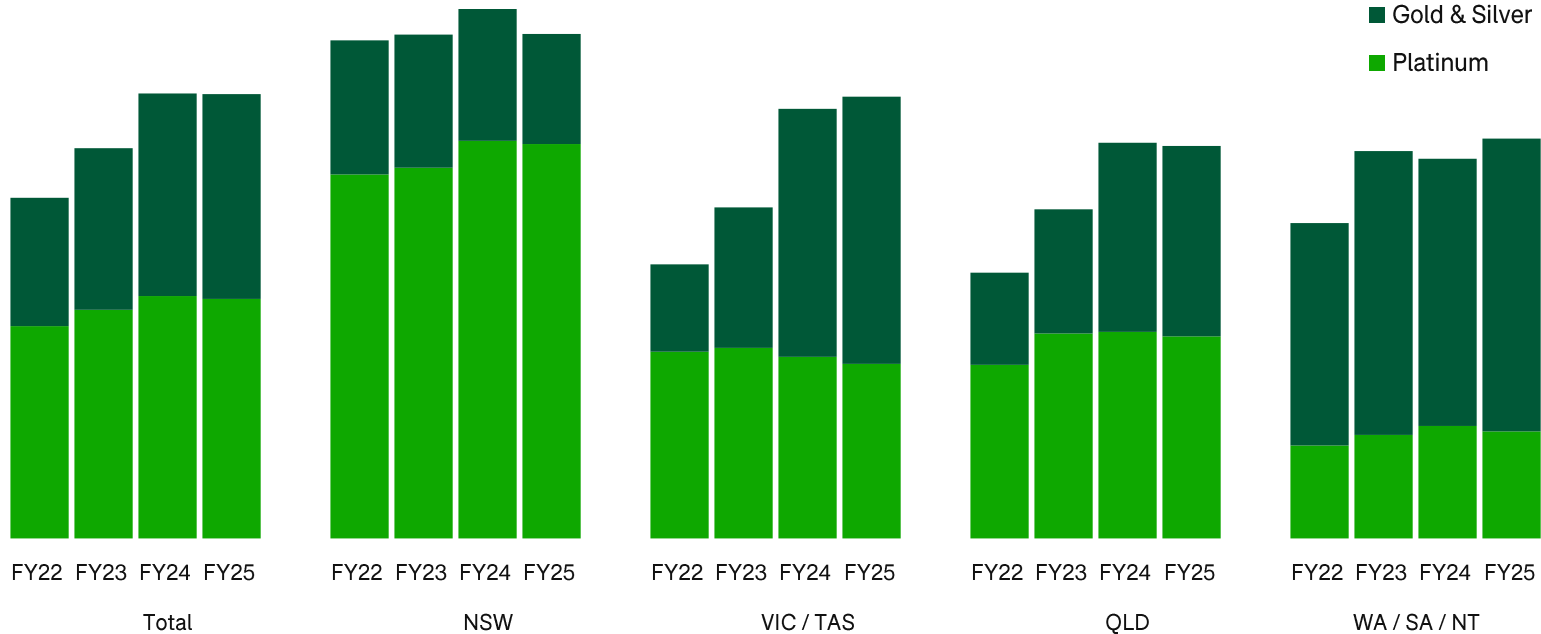
1. Average Revenue Per Listing includes residential depth and subscription revenue excluding rent and deferred revenue, for Sale listings 2. Adjusted for dilutionary impact of relative listings coverage winback activities



# Depth penetration stabilisation reflects uplift in depth contracts offset by bounceback in free listings on RLC<sup>1</sup> activity

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Domain Residential Depth Product Penetration – Q1 (July-September)  
(% of New 'For Sale' Listings)

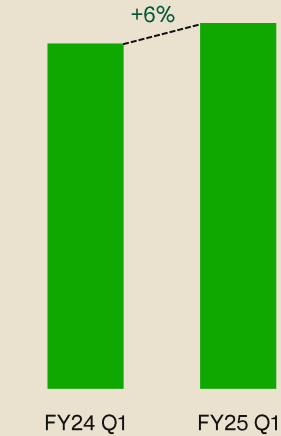


1. Relative Listings Coverage

# NSW has seen ongoing growth in depth contracts and strong growth in depth revenue

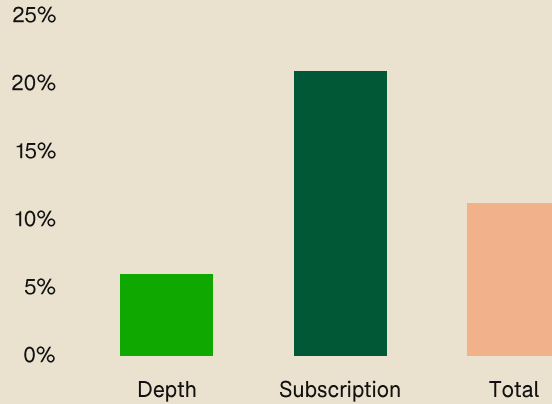
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NSW has continued to deliver progress in depth contracts



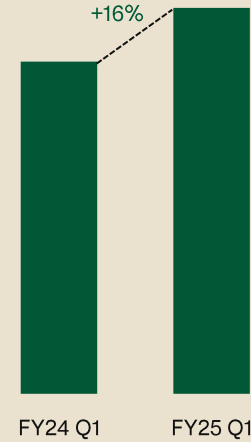
NSW depth contracts % ch YoY

Growth in subscription listings has outperformed depth listings



FY25 Q1 NSW listings % ch YoY

Continued strong momentum in depth revenue growth



FY25 Q1 NSW depth revenue % ch YoY

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# Agent Solutions

## FY24 Performance

- 37% growth in Real Time Agent revenue supported by ongoing subscriber momentum and accelerating contract volume growth
- Realbase strong campaign management performance offset by AIM's lower gross revenues

## FY25 Q1 Progress

- Year-on-year revenue growth, supported by ongoing strong performance from Real Time Agent, and stabilising contribution from Realbase



Agent Solutions



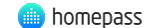
Property data and research



Digital agent solutions



Campaign management platform, proposals and social solutions



Open for inspection tool

Domain

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# Domain Insight

## FY24 Performance

- Revenue growth benefited from implementation phase of Western Australian Land Information Authority contract with IDS
- Momentum in Automated Valuation Model (AVM) client wins and data solutions client growth
- Pricerfinder (non-agent) revenue impacted by strategic decision to terminate data supply agreement with a competitor

## FY25 Q1 Progress

- Year-on-year revenue decline as expected, reflecting data supply agreement termination and phasing of contract implementation at IDS

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Consumer  
Solutions

# Consumer Solutions

## FY24 Performance

- Finalised exit from Domain Home Loans (DHL) Joint Venture
- Focus on strategies to unlock the large potential in the home loan market, and scale the business in line with our long-term ambitions
- Significant interest from financial institutions seeking to access Domain's unique audience, with early monetisation underway

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# Current Trading Environment and Outlook

Jason Pellegrino

## FY25 Outlook

- Trading in FY25 Q1 (1 July to 30 September 2024) saw:
  - Solid depth revenue growth of 15% year-on-year, underpinning total residential revenue growth of 12%
  - Digital revenue up around 9% year-on-year
  - Total revenue up around 8% year-on-year
- October new listings growth has continued to accelerate, underpinning year-on-year depth revenue growth of 19% like-for-like.
- FY25 cost and EBITDA margin guidance is maintained, with costs increasing in the high single to low double-digit percentage range and EBITDA margins expected to be stable, with margin expansion anticipated in FY26 and beyond.



# CEO's Business Review

Jason Pellegrino



# Disclaimer

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