



REAGroup

REAGroup Limited
Annual General
Meeting 2016

Melbourne, Australia
Tuesday 8 November 2016



Hamish Mclennan

Chairman

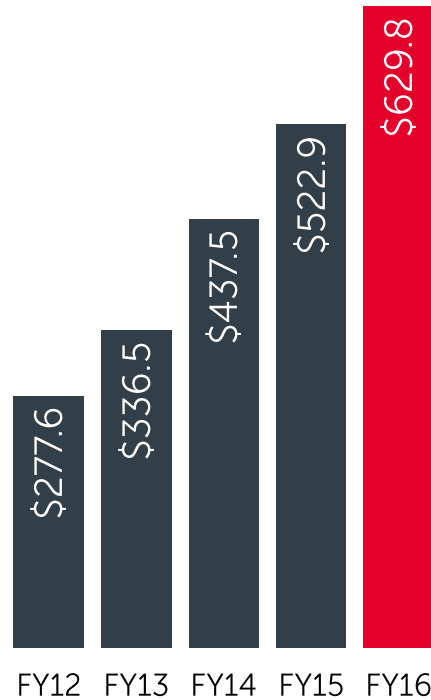


REAGroup

Strong growth in all financial metrics

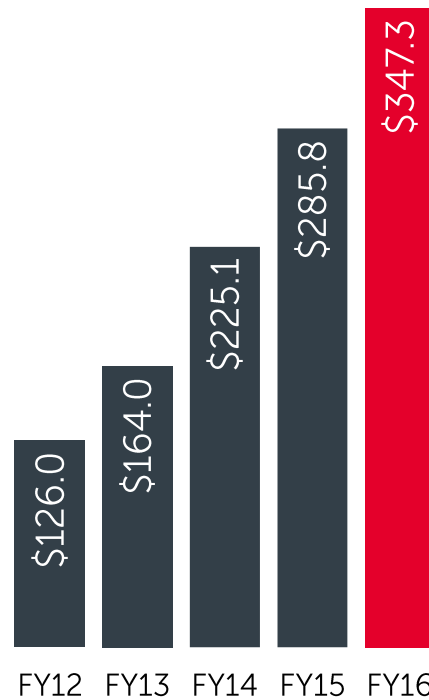
Revenue*
\$630m

+20%



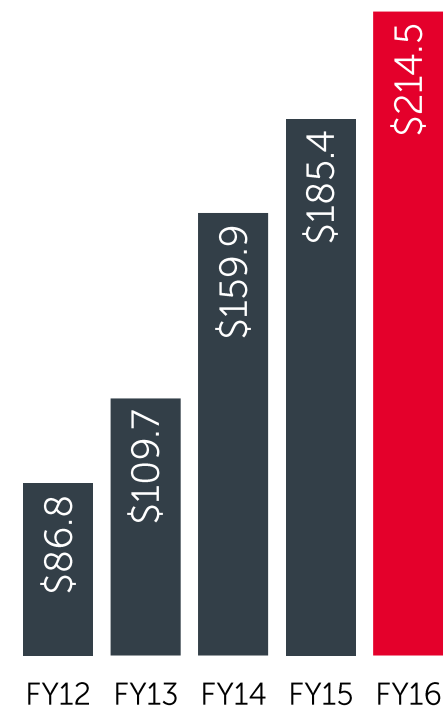
EBITDA*
\$347m

+22%



Net profit*
\$215m

+16%



*All figures quoted are from core operations excludes share of losses from associates, the step-up gain on acquisition, proceeds from settlement of legal case of associate and transaction costs relating to iProperty.



Strong return to Shareholders

Earnings
per share*

163¢

+16%

Total dividend
per share*

81.5¢

+16%

*All figures quoted are from core operations excludes share of losses from associates, the step-up gain on acquisition, proceeds from settlement of legal case of associate and transaction costs relating to iProperty.

Delivering on our Strategy



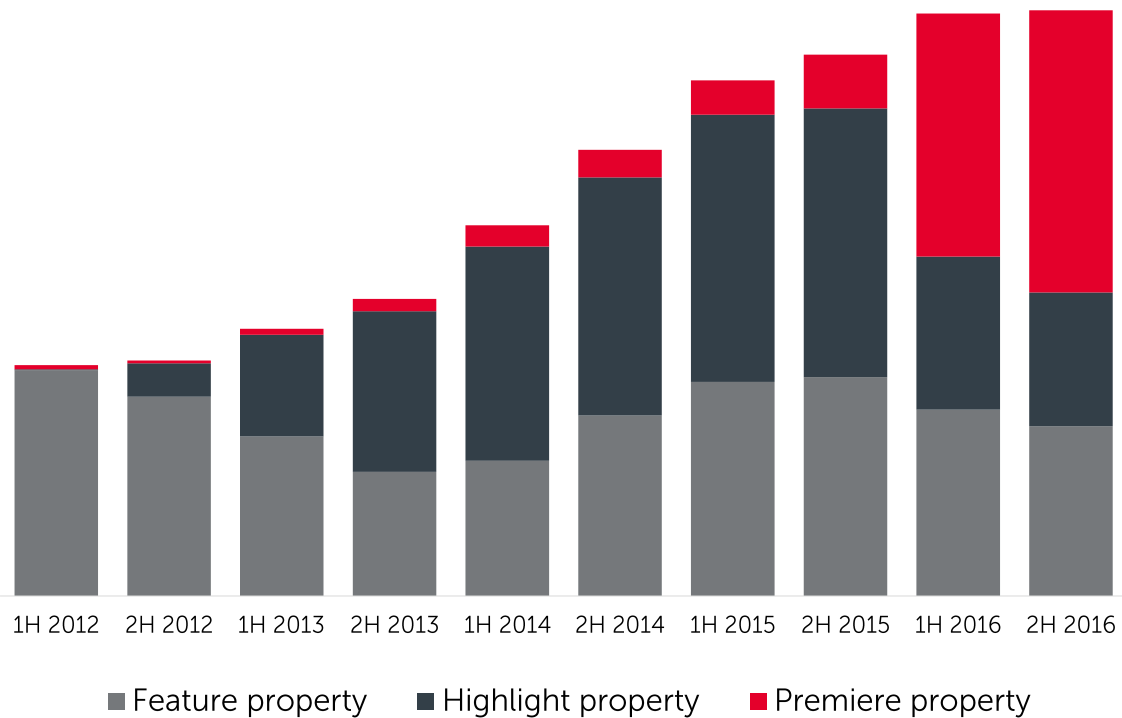
- realestate.com.au is #1¹
- iProperty Group acquisition
- Flatmates.com.au acquisition
- Global Property Network launched
- Australian depth revenue +26%
- 81% app visits growth YoY²

1. Source: Nielsen Online Market Intelligence Home and Fashion Suite average monthly visits (excluding apps) and Nielsen Digital Ratings (Monthly) average unique audience for the audited sites of realestate.com.au compared to domain.com.au, for the year ended 30 June 2016.

2. Source: Adobe Analytics average monthly visits for the realestate.com.au app for the year ended 30 June 2016 compared to the year ended 30 June 2015.

Growing our Australian business

Premium Listing Penetration (depth)



- Strong take up of premium listing products despite relatively flat listing volumes in the Australian market¹
- Success of highest yielding premiere listing product providing increased return on investment to agents and vendors
- Robust developer market drove significant increase in Project Profiles and Advertising

Global Network



 realestate.com.au[®]
Australia lives here

 realcommercial.com.au[®]

Flatmates
.com.au

 iProperty Group



 casa.it[®]

 immoRegion.fr

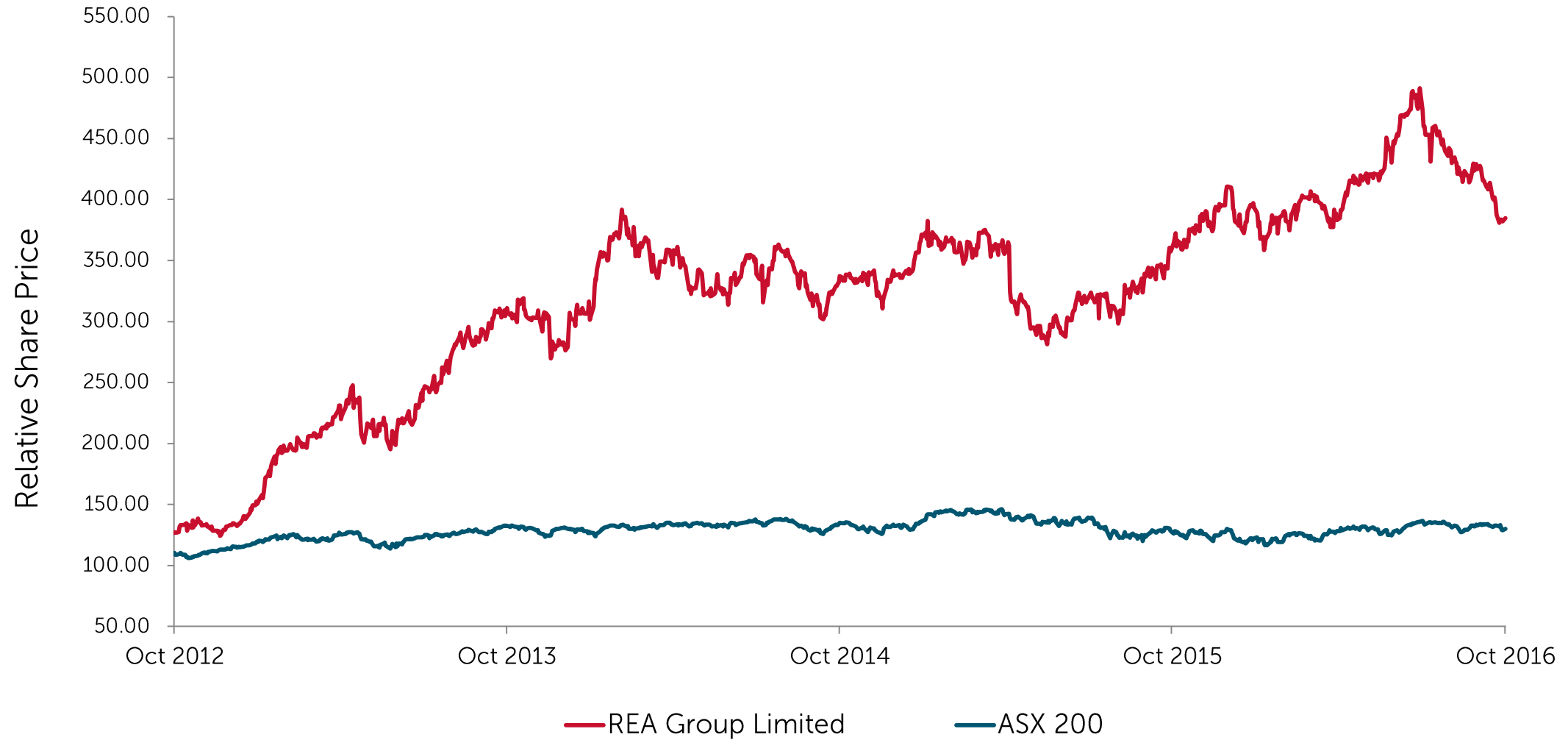
 atHome.lu



realtor.com[®]



Share price performance



Tracey Fellows

CEO



REA Group

Q1 results

Revenue*

\$170m

2016

\$146m

% change

16%

EBITDA*

\$90m

2016

\$82m

% change

9%

Free cash flow

\$37m

2016

\$49m

% change (24%)

Q1 results are based on unaudited financial information. *All figures quoted are from core operations which excludes associates and gain from sale of business and investments.

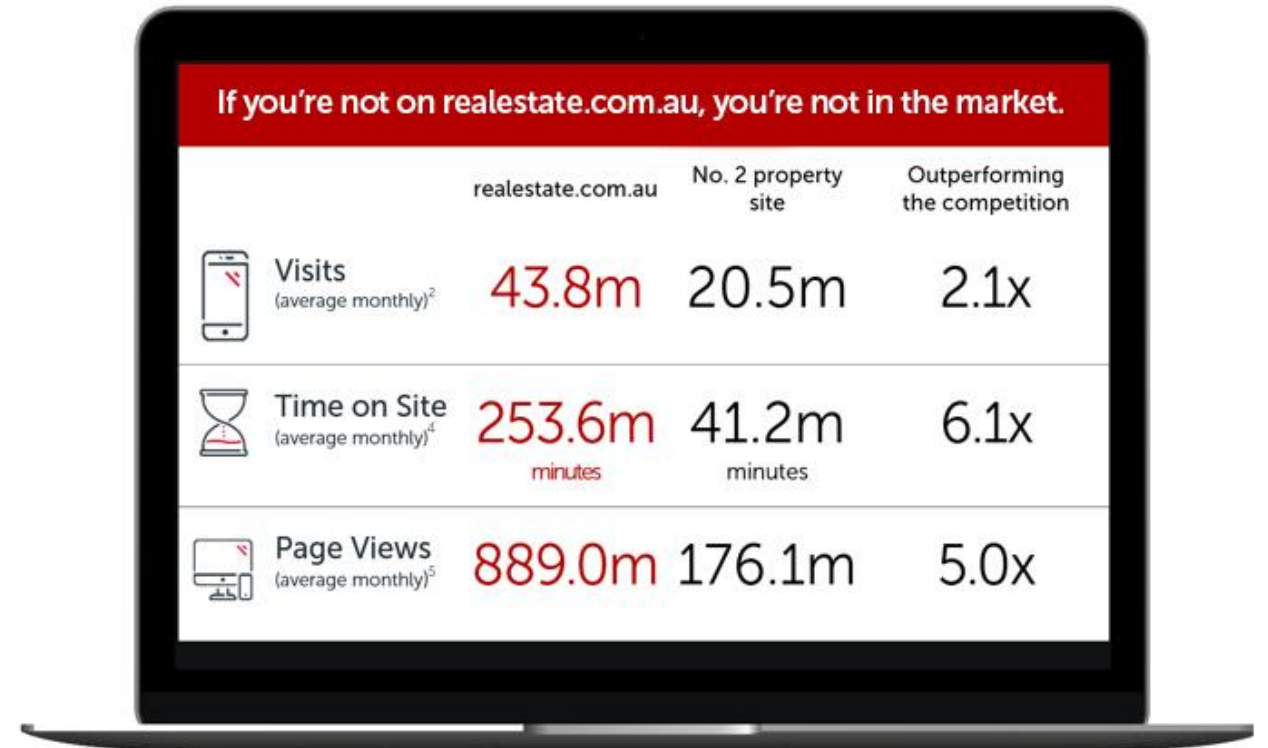
Our purpose

Change the way the world
experiences property



realestate.com.au - Clear market leader

- realestate.com.au is **#1**¹
- **More than twice the visits** of #2 site²
- **Most** popular property app³
- **More than six times longer time on site** than #2 site⁴



1. Source: Nielsen Online Market Intelligence Home and Fashion Suite average monthly visits (excluding apps) and Nielsen Digital Ratings (Monthly) average unique audience for the audited sites of realestate.com.au compared to domain.com.au, for the year ended 30 June 2016. 2. Source: Nielsen Online Market Intelligence Home and Fashion Suite average monthly visits for the audited sites of realestate.com.au compared to domain.com.au for the year ended 30 June 2016, excludes apps. 3. Source: As at 8 August 2016, realestate.com.au is the most used property app in Australia (Nature Brand Tracking. Sample of 1,763 people April 2016 - June 2016) and the only property app in Australia reporting 5.6 million downloads. 4. Source: Nielsen Online Market Intelligence Home and Fashion Suite share of combined average monthly minutes for the audited sites of realestate.com.au compared to domain.com.au for the year ended 30 June 2016, excludes apps. 5. Source: Nielsen Online Market Intelligence Home and Fashion Suite average monthly page views for the audited sites of realestate.com.au compared to domain.com.au, for the year ended 30 June 2016, excludes apps.



Positioned for growth



PROPERTY ADVERTISING

The foundation of our business remains the online advertising of property listings



PROPERTY RELATED SERVICES

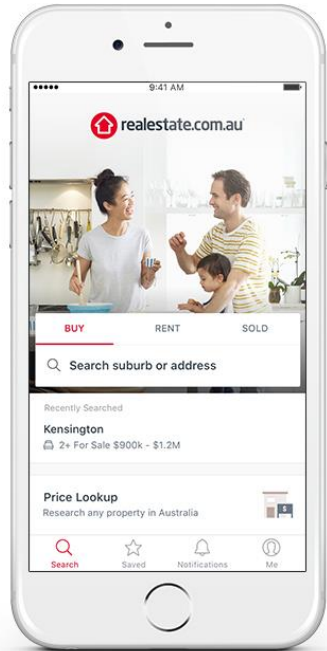
Engaging with people through the entire property journey



GLOBAL

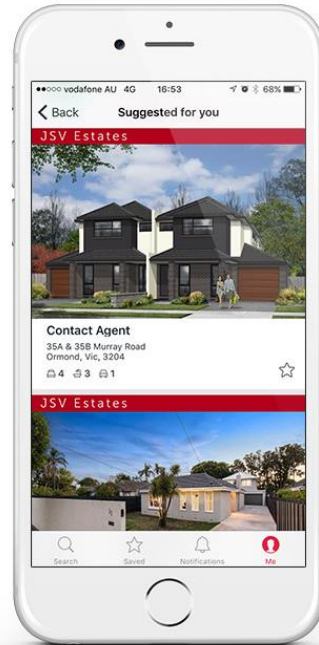
Leveraging global scale, knowledge and capability

Product innovations



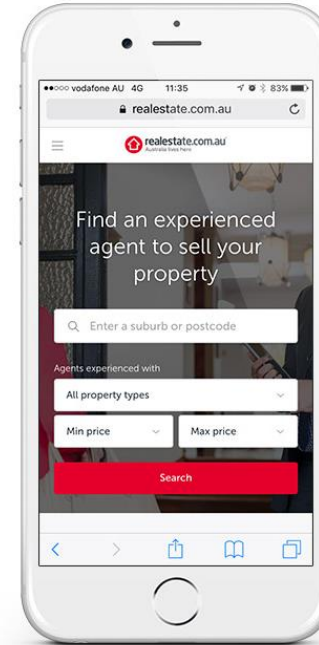
New App Release

Making it simpler, smarter and more personal for consumers to search for property



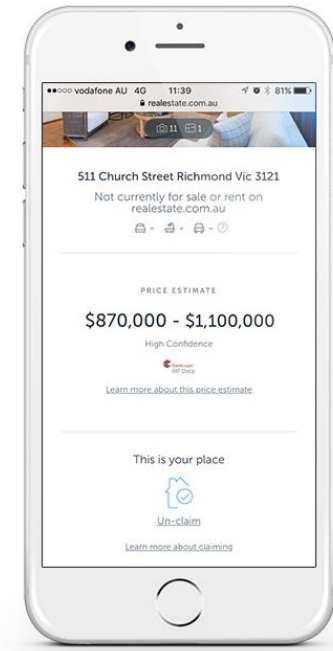
Suggested Properties

Suggesting properties to consumers based on their interests and search criteria



Agent Search

Showcasing agent and agency sales performance to prospective vendors

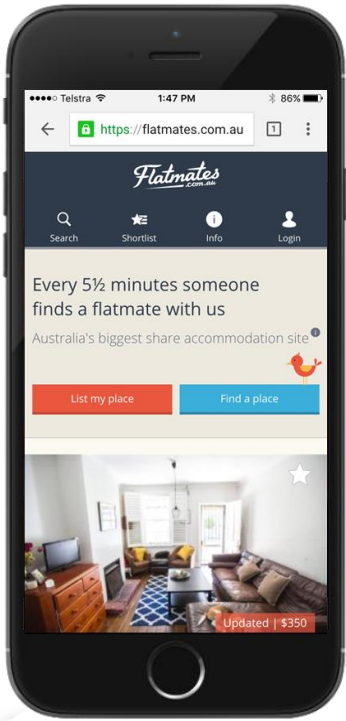


Claim My Property

Providing industry-leading data and insights to help property owners stay informed



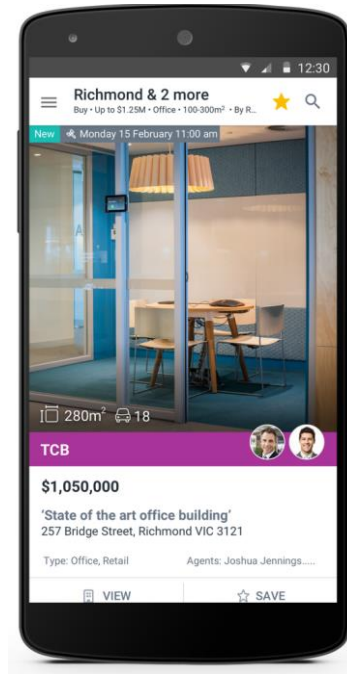
Helping at every stage



flatmates.com.au

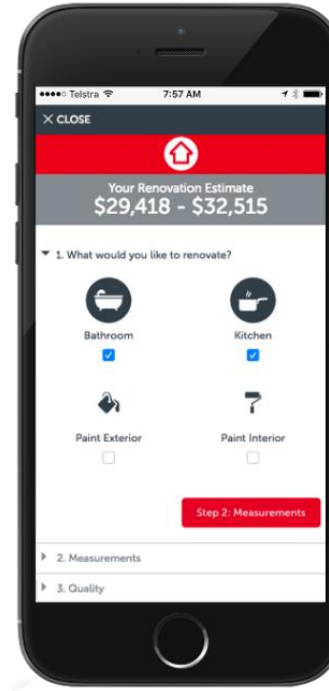
#1 player in Australian Share Accommodation

Over 2.0m monthly visits¹



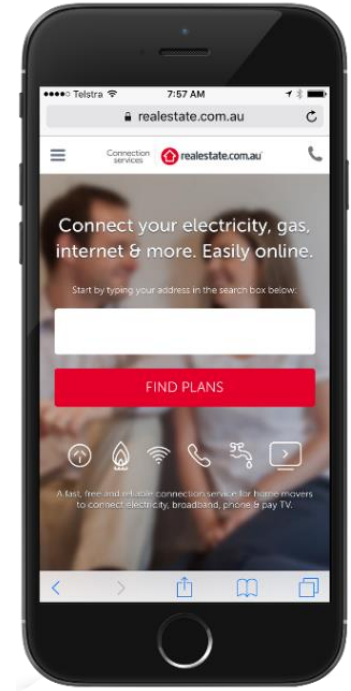
Commercial

1st Australian commercial property app for Android
78% growth app visits²



Renovation Calculator

Our renovation calculator allows home owners to get past the first hurdle by providing a cost estimate on their dream renovation



Connections

5 consecutive record breaking months³

12x increase in connections³

💡 Bringing new technology to life





Global highlights – Europe

- Revenue growth of 11% to \$50.7m
- Average monthly visits +15%¹
- Italian mobile unique visitors +76%²
- Luxembourg & France listings +25%³

1. Source: Adobe Analytics average monthly visits for the year ended 30 June 2016 for casa.it, atHome.lu, atHome.de, atOffice.lu and ImmoRegion.fr combined (main and mobile site visits, includes international traffic to site) compared to the year ended 30 June 2015. 2. Source: Adobe Analytics average monthly mobile visits for the year ended 30 June 2016 for casa.it (includes international traffic to site) compared to the year ended 30 June 2015. 3. Source: REA internal data.



Global highlights – North America

- Revenue growth of 27% to USD\$357m
- 53 million web & mobile site users¹
- Over 100 million properties listed¹
- Over 1.8 billion page views¹

1. Source: Internal Move data includes web, mobile and native apps for 3 month period ended 30 June 2016 and 30 June 2015



Global highlights – Asia

- Acquisition of iProperty Group
- #1 in Malaysia and Hong Kong¹
- Average monthly mobile visits +26%²
- 7.5 million visits across all sites³

1. Source: Similarweb for iProperty sites in Malaysia and Hong Kong at 30 June 2016 compared to the nearest market competitor. 2. Source: Google Analytics average monthly mobile visits for iProperty sites in Malaysia, Hong Kong, Thailand, Singapore and Indonesia for the year ended 30 June 2016 compared to the year ended 30 June 2015. 3. Source: Google Analytics average monthly visits for iProperty sites in Malaysia, Hong Kong, Thailand, Singapore and Indonesia for the year ended 30 June 2016 and Adobe Analytics average monthly visits for myfun.com (includes international traffic to site) for the year ended 30 June 2016.

Dream and discover international property

Start your property search now

Europe

Americas

Asia

Africa

Oceania

Top Countries

United States



Washington, ...	New York
Los Angeles	San Francisco
Seattle	Orlando
Boston	San Diego

Malaysia



Kuala Lumpur	Klang
Johor Bahru	Subang Jaya
Ipoh	Puchong
Petaling Jaya	Shah Alam

Spain



Madrid	Barcelona
Marbella	Sevilla
Zaragoza	Málaga
Murcia	Calas de Ma...

Portugal



Lisbon	Porto
Amadora	Braga
Setúbal	Coimbra
Loulé	Funchal



Our people



Hamish Mclennan

Chairman



REAGroup



REA Group Limited AGM 2016 – Proxy votes

Securities On Issue	131,714,699
Valid Securities Voted (For, Against, Open Usable, Open Conditional)	121,597,824
Valid Securities Voted (%)	92.32%



REA Group Limited AGM 2016 – Proxy votes

Item 2 – To adopt the Remuneration Report

	For	Against	Open usable
Number of Proxy Votes	115,401,410	219,430	122,495
% of Proxy Vote	99.70%	0.19%	0.11%



REA Group Limited AGM 2016 – Proxy votes

Item 3a – election of Mr Michael Miller

	For	Against	Open usable
Number of Proxy Votes	113,190,235	2,417,050	125,865
% of Proxy Vote	97.80%	2.09%	0.11%



REA Group Limited AGM 2016 – Proxy votes

Item 3b– election of Ms Susan Panuccio

	For	Against	Open usable
Number of Proxy Votes	113,247,994	2,359,490	125,860
% of Proxy Vote	97.85%	2.04%	0.11%



REA Group Limited AGM 2016 – Proxy votes

Item 3c– re-election of Mr Richard J Freudenstein

	For	Against	Open usable
Number of Proxy Votes	113,180,271	2,447,390	127,677
% of Proxy Vote	97.78%	2.11%	0.11%



REA Group Limited AGM 2016 – Proxy votes

Item 4 – Increase the maximum aggregate fees payable to Non-Executive Directors

	For	Against	Open usable
Number of Proxy Votes	105,438,912	10,188,401	116,204
% of Proxy Vote	91.10%	8.80%	0.10%

Disclaimer: The material herein is a presentation of non-specific background information about the Company's current activities. It is information given in summary form and does not purport to be complete. Investors or potential investors should seek their own independent advice. This material is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of a particular investor. These should be considered when deciding if a particular investment is appropriate.



REA Group

Visit our
investor site at
rea-group.com