



2024 AGM

PEXA Group | November 2024





The PEXA Group acknowledges Aboriginal and Torres Strait Islander people as the traditional custodians of the lands on which we work, live and dream, we pay our respects to elders past and present.

We recognise that we have a role to play in creating space and place for Aboriginal and Torres Strait Islander voices in our business and our impact.

We continue to explore how we walk together, how we co-design with Aboriginal and Torres Strait Islander Peoples, to develop meaningful relationships, with mutual benefit.

We will continue to embrace the spirit of reconciliation, in its evolving nature, toward an equitable future.

Your Board of Directors



Mark Joiner
Independent Chairperson



Glenn King
Group Managing Director &
Chief Executive Officer



Georgina Lynch
Independent Non-Executive
Director



Melanie Willis
Independent Non-Executive
Director



Vivek Bhatia
Independent Non-Executive
Director



Paul Rickard
Non-Executive Director and
Commonwealth Bank of
Australia Nominee Director



Helen Silver AO
Independent Non-Executive
Director



Jeffrey Smith
Independent Non-Executive
Director



Chairperson's address

Mark Joiner








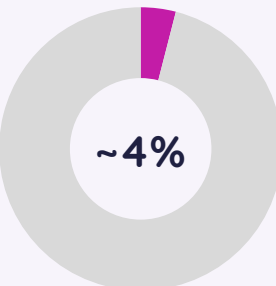
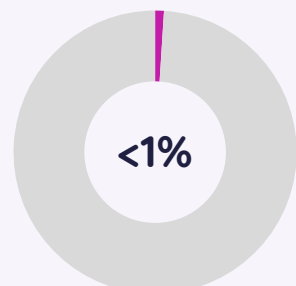
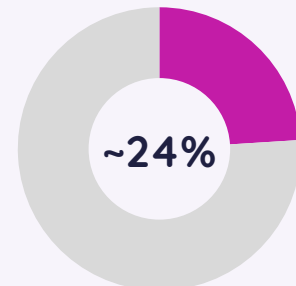
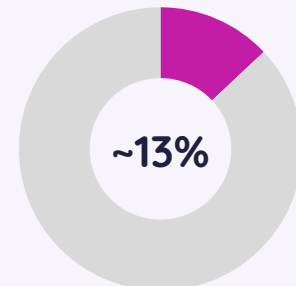
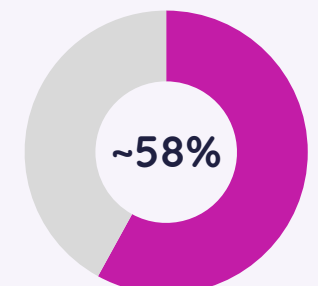
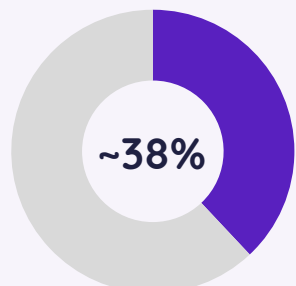
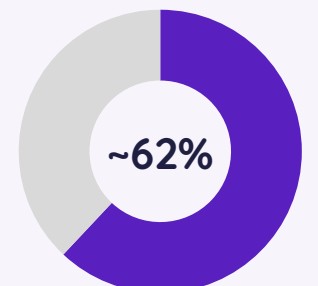
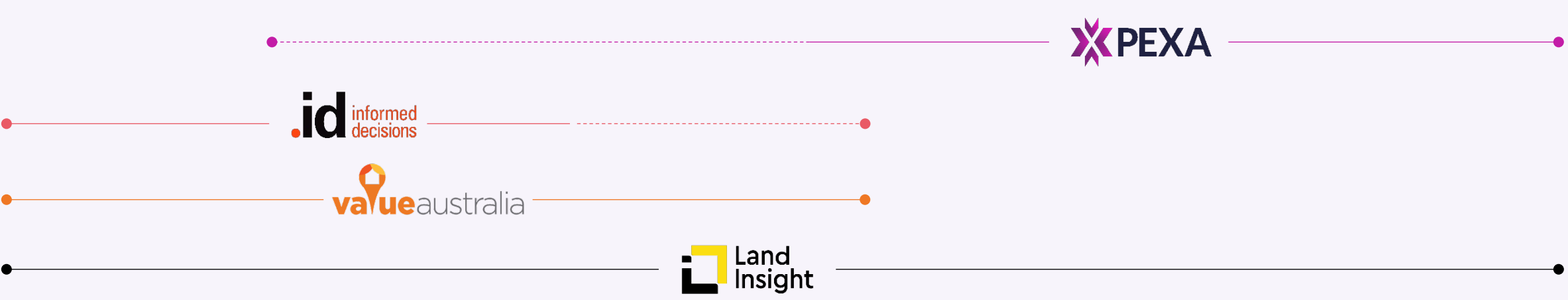

- Year in review
- Governance



Group Managing
Director & CEO's
address
Glenn King

Customer profile

Growing relationship depth and breadth

Segment	 Government	 Developers	 FIs	 Major law firms	 Practitioners	 FIs	 Practitioners
Number of Customers	345	70+	160+	85+	10,000+	c.18 ²	~2,000 ³
Share of Region FY24 revenues ¹	 ~4%	 <1%	 ~24%	 ~13%	 ~58%	 ~38%	 ~62%
Exchange / Non-Exchange Split ⁴	5% / 95%	100% / 0%	97% / 3%	100% / 0%	99% / 1%		
Business reach							
	Australian Region (Exchange and Digital Solutions)					International	

¹ Reflects reported Australian revenue for the year ended 30 June 2024 and Proforma UK revenue for the year ended 30 June 2024

² Two customers are utilising the PEXA platform capability

³ Smooove e-Conveyancer and Legal Panel Management customers

⁴ Based on revenue

Strategic agenda

Consistent approach to delivering value

Purpose	CONNECTING PEOPLE TO PLACE			
Position	Australia's #1 digital property Exchange platform	Leading digital solutions Unique distribution	Powerful platform Developing ecosystem	Trusted and influential in property markets
Business	Australian Exchange	Digital Solutions	International	Group
FY24 est. TAM ¹	\$330m	~\$500m ²	\$520m ³	~\$1,350m
Objective	Enhance Maintain leading position	Extend Adjacent solutions supporting existing and new customers	Expand Create Exchange-like economics offshore	Evolve Deliver purpose Drive sustainable returns
Brands		 	 	
	Australian Region			
Values	Innovate for good	Better together	Make it happen, make it count	
Foundations	People	Community / ESG	Resilience and Security	Data and privacy

¹ Total Addressable Market

² Digital TAM includes Traditional & Augmented Solutions

³ International TAM purely reflects UK (England and Wales)

Business outcomes

Australia – Enhance and Extend

Australian Exchange		
Transactions	3.81m	+1.7%
Penetration	89%	+1 ppt
Platform uptime	100%	○
Customer satisfaction	90%	○
APIs delivered	316	○
On day settlement	76¹ / 80² %+	○
Tasmania rollout	On track	○
Exchange margin	54.5%³	○

Digital Solutions		
New .id clients	43	+87%
VA ⁴ major bank clients	2	○
Land Insight integration	On-track	○
Send FX Practitioners	~550	○
Workflow sales	4⁵ / 4⁶	○
Business revenue	\$15.7m	○
OEBITDA break even	June '24	○

○ FY24 goal fully met ○ FY24 goal partially met ○ FY24 goal not met

¹ Overall Average On Day Settlement rate ² Major bank Average On Day Settlement Rate ³ Operating EBITDA margin
⁴ Value Australia. One customer is subscription based, the other is consulting based ⁵ Major bank users ⁶ Major conveyancing practitioners

Business outcomes

International - Expand

International		
UK remortgage platform coverage	~70%	~ +15%
UK S&P ¹ platform development	On track	○
Smooove integration	On track	○
PEXA / Optima Legal integration ²	Complete	○
Optima Legal flow converted to PEXA platform	Nil	○
Lender engagement	2 ³	○
BOE Testing slot ⁴	2 large 4 small	○

○ FY24 goal fully met ○ FY24 goal partially met ○ FY24 goal not met

¹ S&P = Sale and Purchase ² Integration of PEXA platform into Optima Legal

³ See ASX announcements dated 22nd November 2023 and 2nd May 2024

⁴ Requests to utilise available Bank of England testing slots



Business outcomes

Group - Evolve

Group		
PEP ¹ annualised cash savings	~\$16m	○
Operating EBITDA margin	36.5% ²	○
Growth cash outflows ³	\$75.3m	○
RepTrack score	72%	○
Women in leadership	47%	○
People engagement	63%	○
CO ₂ emissions commitment	On-track ⁴	○

○ FY24 goal fully met ○ FY24 goal partially met ○ FY24 goal not met

¹ Productivity Enhancement Program. Savings expressed as value of exit run rate for FY24 ² Excludes impact of Smoove
³ Group operating cashflows for Digital Solutions and International ⁴ Scope 1 & 2 emissions to reach net zero by 2025



Group financial performance¹

Revenue, margins, profitability and cashflow increased

+21%

\$340.1m

Statutory revenue ²

+16%

\$114.9m

Operating EBITDA ²

+22%

\$21.1m

NPATA ²

+\$3.8m

(\$18.0m)

NPAT ²

+2.1cps

11.9cps

EPS-A ²

+175%

\$38.5m

Free cash flow ²



+0.8pps

54.5%

Exchange Margin ³

+1.7pps

36.5%

Group Margin ³
(ex Smoove)

+3.1pps

30.9%

Group Margin ^{3,4}
(inc Smoove PF)

(0.3 x)

2.4x

Net Debt /
Operating EBITDA ²

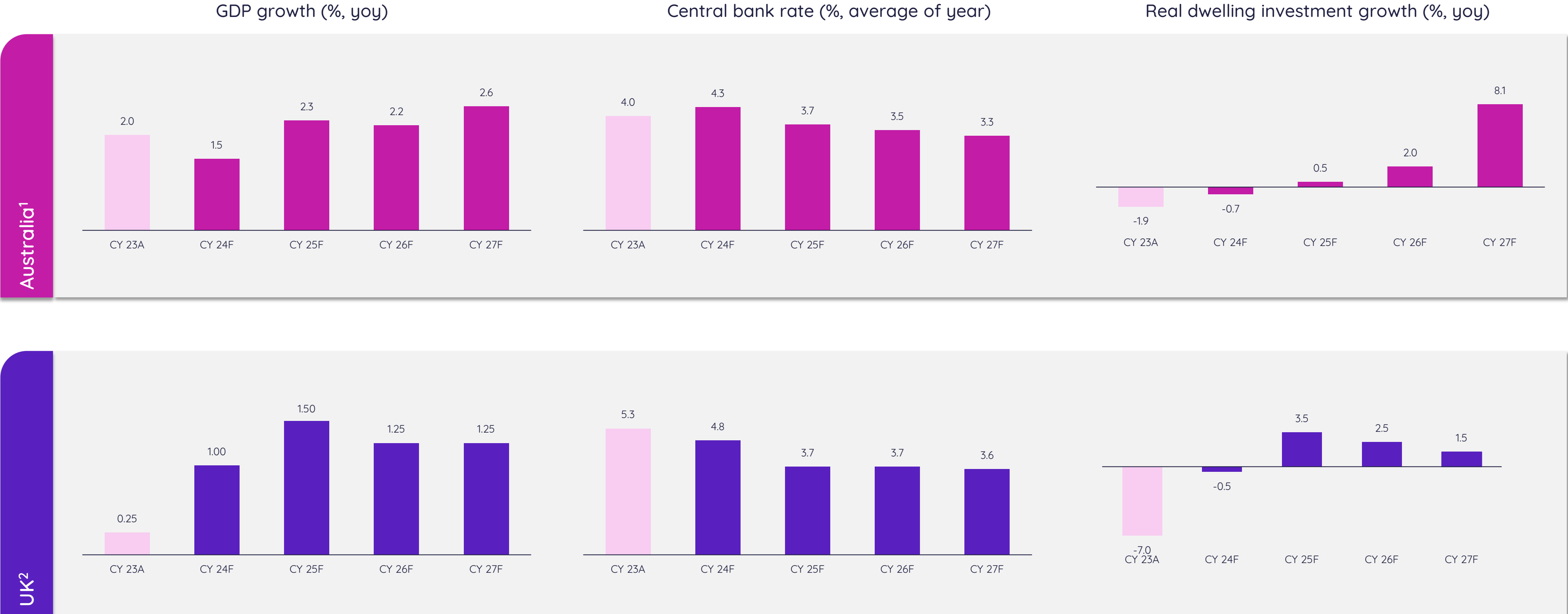


¹ All comparisons metrics are vs FY23 ² Including Smoove from 19 December 2023 ³ Operating EBITDA margin %

⁴ Pro forma basis in current and prior year. This assumes full period ownership of Optima Legal, .id, Value Australia, Land Insight and Smoove for FY23. FY24 assumes Land Insight and Smoove owned for the entire year.

Economic outlook

Modest recovery as inflation and rates subside. Significant risks remain



¹ A = actual. F = forecast. Reserve Bank of Australia, *Statement on Monetary Policy*, Nov 2024 (for CY23 to CY26); Deloitte Access Economics, *Business outlook*, Oct 2024 (for CY27).

² A = actual. F = forecast. Bank of England, *Monetary Policy Report*, Nov 2024 (for CY 23 to CY 27)

FY25 Guidance reconfirmed

Metric	FY25 guidance
Group Business Revenue	+ 13-19%
Group Operating EBITDA margin	≥ 34%
Specified items	\$15-20m
Depreciation and amortisation	\$98-102m
Net interest expense	\$5.5-7.5m
Tax	\$13-18m
Australian capex / Australian revenue	10-14%
International operating cash outflows	\$(55-58)m
Net debt / operating EBITDA	≤ 2.5x



FY25 focus areas

Building on solid foundations

Australia

Exchange

Coverage expansion and integration, whilst maintaining resilience and robustness

Regulatory

Continue to input into shaping a market structure that supports consumers and other stakeholders

Digital Solutions¹

Improve distribution effectiveness to drive growth

International

Platform and IP

Launch S&P product, leveraging Smoove distribution networks

UK

Pursue commitments from more lenders to use PEXA's platform

Other markets

Cautious exploration

Group

Performance

Refer FY25 guidance slide 17

Capabilities

Select investments in people, cyber, AI

Outlook

Mixed economic indicators, continued execution discipline

¹Previously Digital Growth



Progress over the past five years

Significant evolution

	2019	2024	
Exchange	Market share	49.3%	90%
	Annual transactions	1.75M	3.81M
	Jurisdictions	NSW, VIC, QLD, SA, WA	NSW, VIC, QLD, SA, WA, ACT & TAS
Digital Solutions	Share of Group revenue	Nil	~5%
	Brands	None	.id, Land Insight, Value Australia
International	Platform	None	PEXAGo
	Brands	None	Smooove, Optima Legal
	Share of Group revenue	Nil	~10%
Group	Recognised by industry	◆ 2021 Australia's 3 rd best place to work ◆ 2022 Employer of Choice winner ◆ 2024 Customer Service Team of the Year	
	Reputation	n/a ¹	72%
	Exchange Uptime	100%	100%

¹ Reputation not measured in 2019. 72 was as at 4Q24



Thank you

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