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# RP Data 2008 AGM Presentation

29<sup>th</sup> October 2008



Presented by Graham Mirabito

CEO RP Data

# Full Year Highlights FY08

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## Strong Revenue Growth

- Total revenue up 47% to \$46.80M on Jun-07



## Highly Profitable

- EBITDA up 27% to \$20.8M on Jun-07
- NPAT up 25% to \$10.1M on Jun-07 proforma



## Strong Subscription Customer Growth

- Average monthly subscribers up 13% to 8,705
- Average monthly spend up 14% to \$325



## Expansion of Valuation Services

- PPT acquisition grows valuation services to 10.2% of group revenues
- Strong growth in electronic valuation services
- Strong IP support from First American



## Other Highlights

- Acquired CPM #2 Commercial Information
- Launch consumer site [www.myrpdata.com](http://www.myrpdata.com)
- RP Data Research division launched



# Summary Statement of Financial Performance

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- Strong Revenue and EBITDA growth
- Core info services continues to provide leverage
- Valuation services gain traction changing product mix
- EBITDA margin impacted in FY09 by:
  - Increased data acquisition costs to set up Research division
  - Additional investment in marketing and business development
- EBITDA margins to remain in 40% to 45% range as valuation services increase in volume

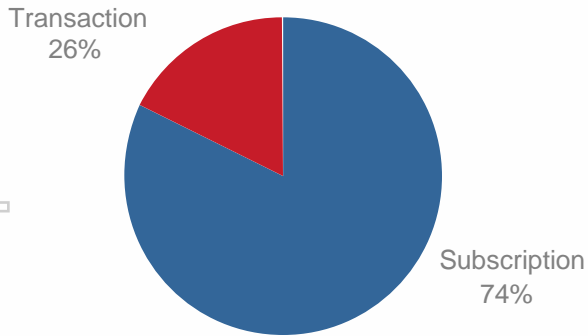
	FY06	FY07	FY08
<b>(\$'000)</b>			
<b>Revenue</b>	\$26,731	\$31,773	\$46,814
<b>EBITDA</b>	\$12,627	\$16,412	\$20,809
<b>EBIT</b>	\$9,221	\$12,478	\$15,610
<b>NPAT</b>	\$3,563	\$8,103	\$10,129
<b>EBITDA Margin</b>	47%	52%	44%
<b>EBIT Margin</b>	34%	39%	33%

# Product mix continues to diversify

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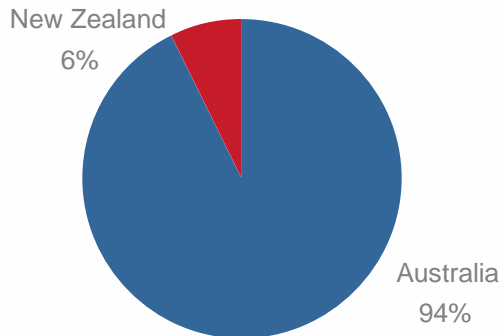
	Property Information Services	Business Services	Valuation Services
<b>Subscription Services</b>	<ul style="list-style-type: none"> <li>Property Data</li> <li>On The Market</li> </ul>	<ul style="list-style-type: none"> <li>Real estate software</li> </ul>	<ul style="list-style-type: none"> <li>Property Indices</li> <li>Portfolio valuations</li> </ul>
<b>Transaction-Based Services</b>	<ul style="list-style-type: none"> <li>Consumer Reports</li> <li>Information brokerage</li> </ul>	<ul style="list-style-type: none"> <li>Software training</li> <li>CPD training</li> </ul>	<ul style="list-style-type: none"> <li>AVMs</li> <li>Desktop Valuations (EVRs)</li> <li>Custom Data solutions</li> </ul>

**Revenue 2008 by Revenue Model**



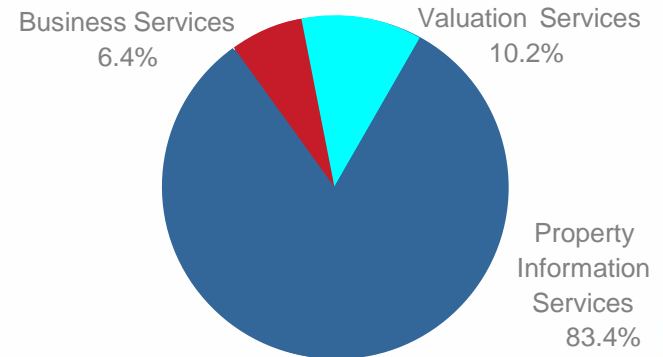
Transaction s UP from 8% FY07

**Revenue 2008 by Geography**



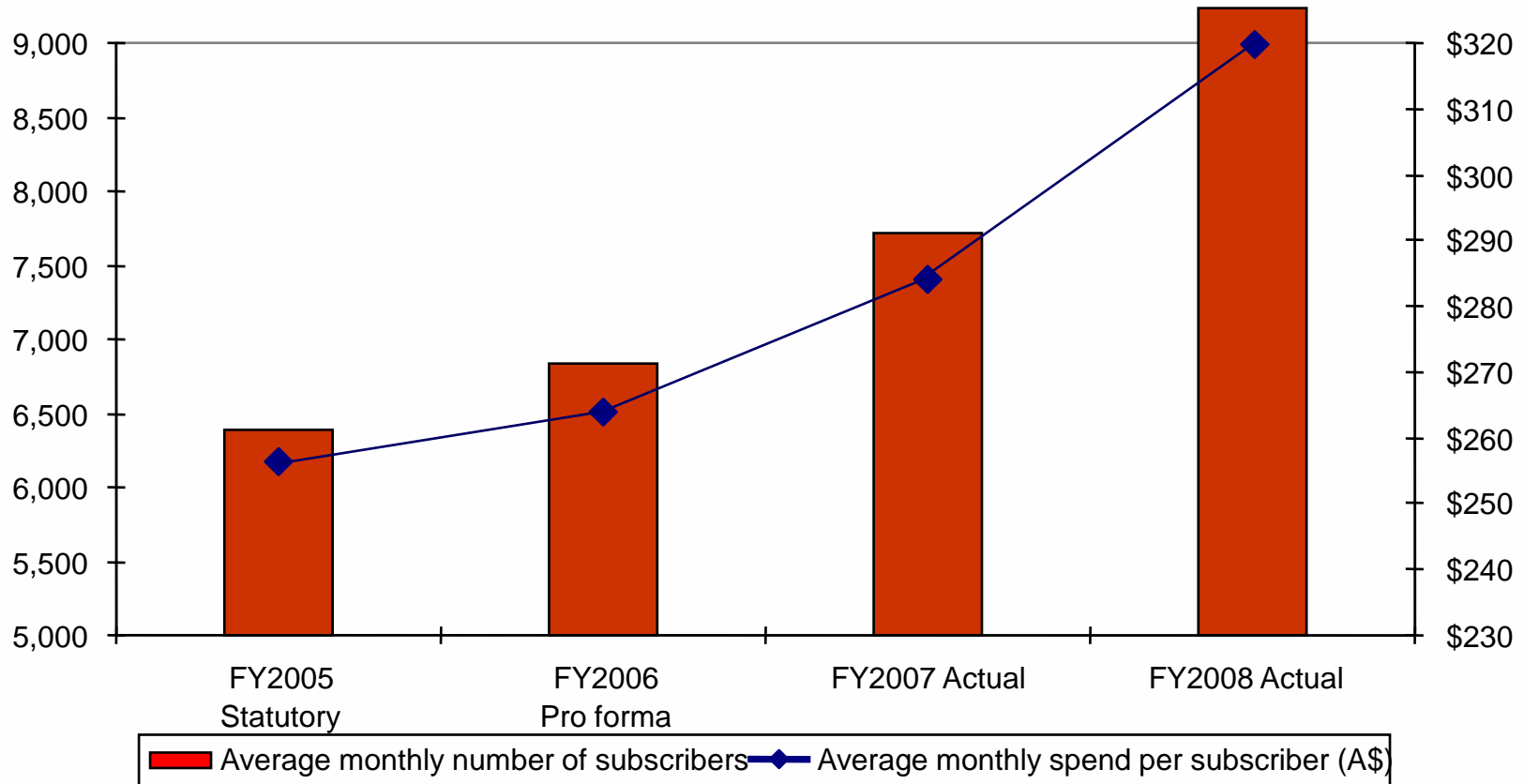
Australia UP from 90% in FY07

**Revenue 2008 by Product Type**



Valuation Services UP from 1% FY07

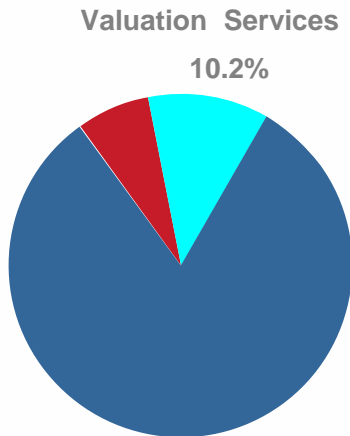
# Core business up with Average Subscribers & Spend in FY08



- Jun07 v Jun08 Average Nos: 7,718 v 8,705 Average \$: \$284 v \$325
- Subscribers still growing but very slowly as property market softens
- More services to existing customers required to maintain growth

# Valuation and Risk Solutions growth through customer acquisition

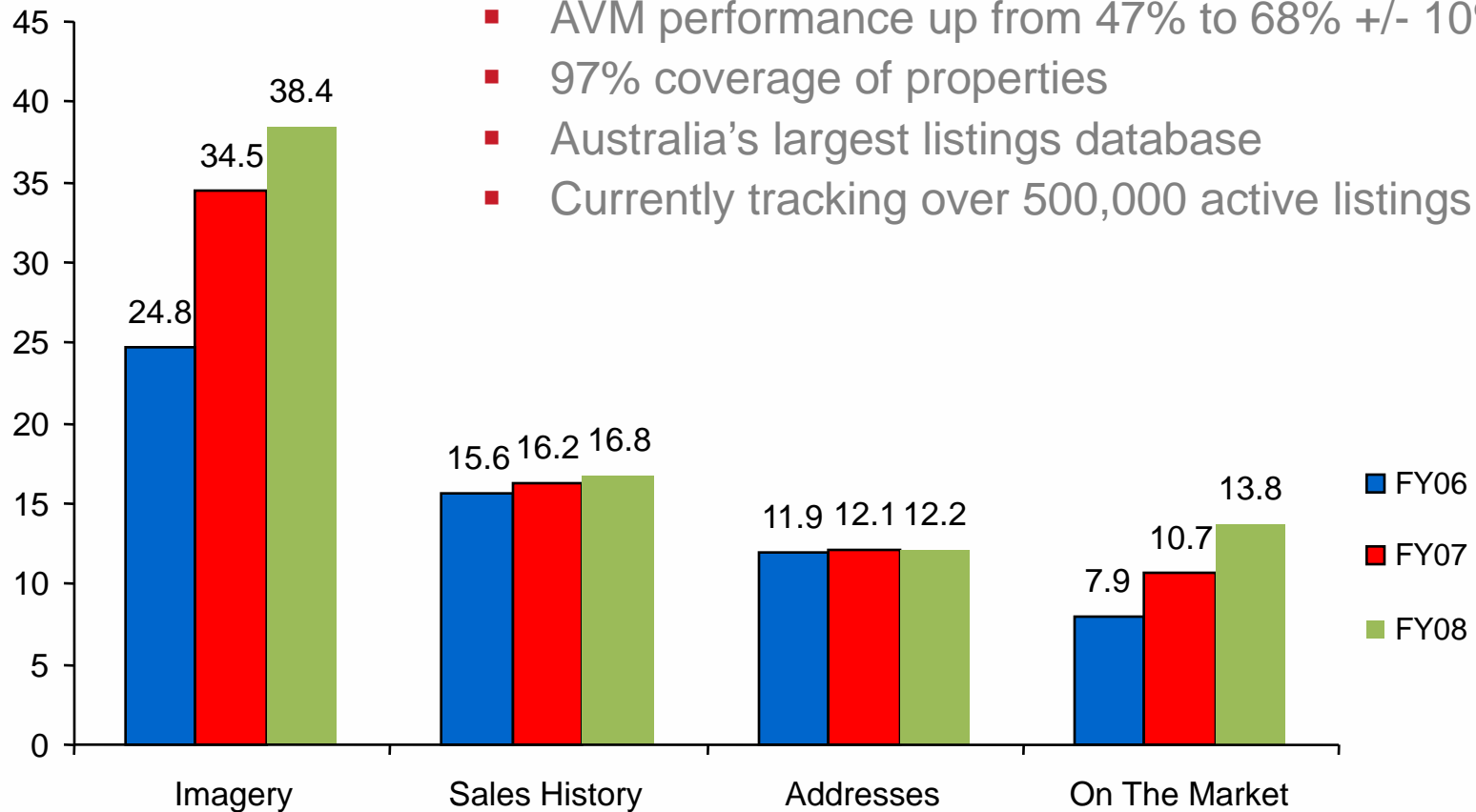
Revenue 1H2008  
by Product Type



- Growth from <1% to 10.2% of company revenue in FY08
- Finance Industry consolidating globally
- Australia market mainly 4 banks and 2 mortgage insurers
- Market conditions significantly driving down property transactions and valuations
- RP Data focus is on
  - Valuation services to major banks and insurers
  - Existing customers offer growth potential
  - Launch of Vector platform (First American sourced valuation decisioning technology) Q2
  - Vector provides valuation and risk services management, which are in high demand in current market

# New and deeper data maintains leadership in data and creates new services

- 109M records up 25%
- AVM performance up from 47% to 68% +/- 10%
- 97% coverage of properties
- Australia's largest listings database
- Currently tracking over 500,000 active listings



# New go to market divisions gaining focus

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Residential Property Information



Commercial Property Division



Consumer Division

Buying, Selling, Investing with Confidence.

New Zealand JV

Information Services



Valuation & Risk Solutions



Research Division

Analytical Services



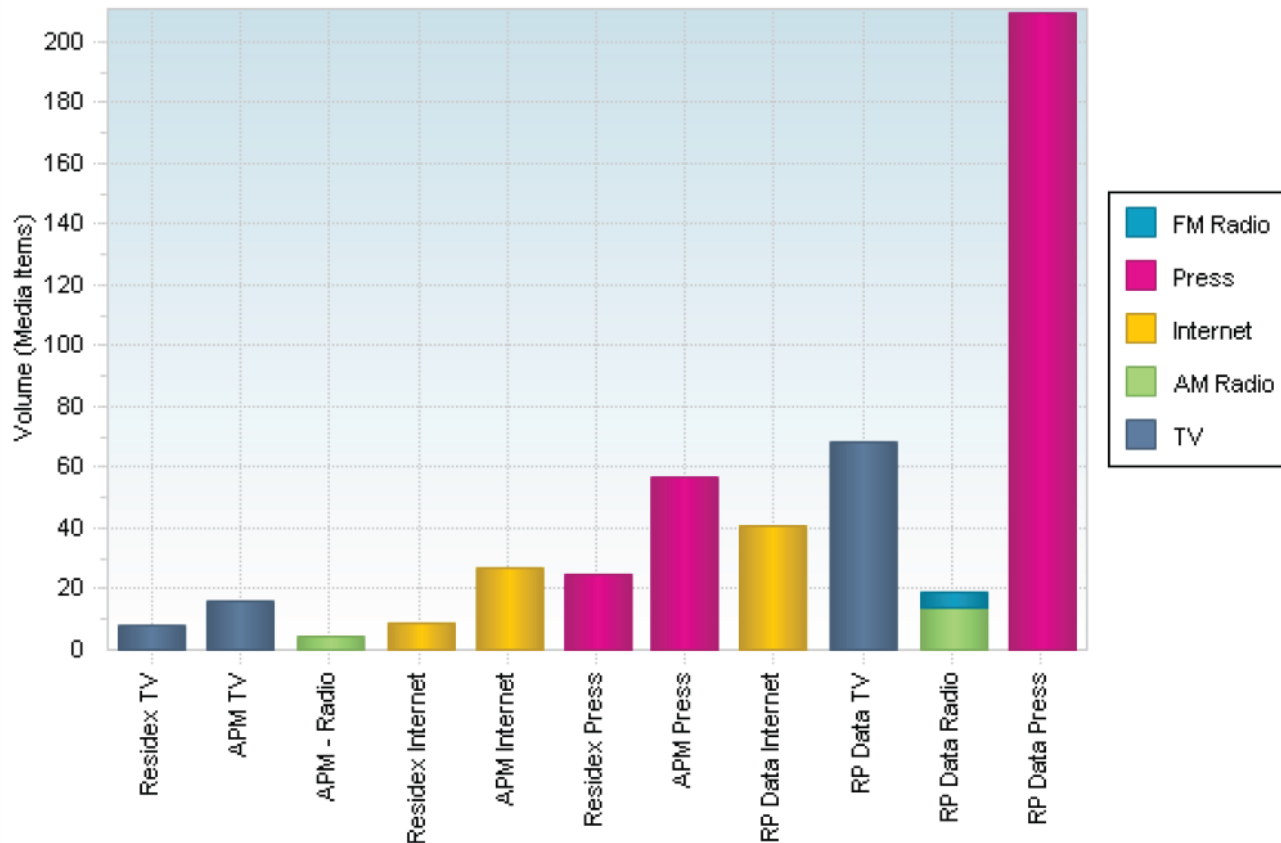
Business Services

Software Services



# Media monitors shows RP data research team #1 in media editorial since January

Volume by Newsfeed and Media Type



Source: Media monitors May report



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# Summary

- FY08 results very solid with strong market position in all sectors
- Business model is resilient in tough times but we need to be cautious and respond to market changes
- Market volumes and activity will decline some 40% in FY09 to 10 year lows. More robust than UK or USA
- FY09 focus is operational efficiencies, rationalisation and capital management to be well placed when the market returns
- Pursuing shorter term wins on new services especially in Valuation and Risk Solutions. Overall we expect revenue growth in tough market.
- Continued support from First American Core Logic with recent share placement
- Significant win retaining names on QLD database with new industry self regulation proposal

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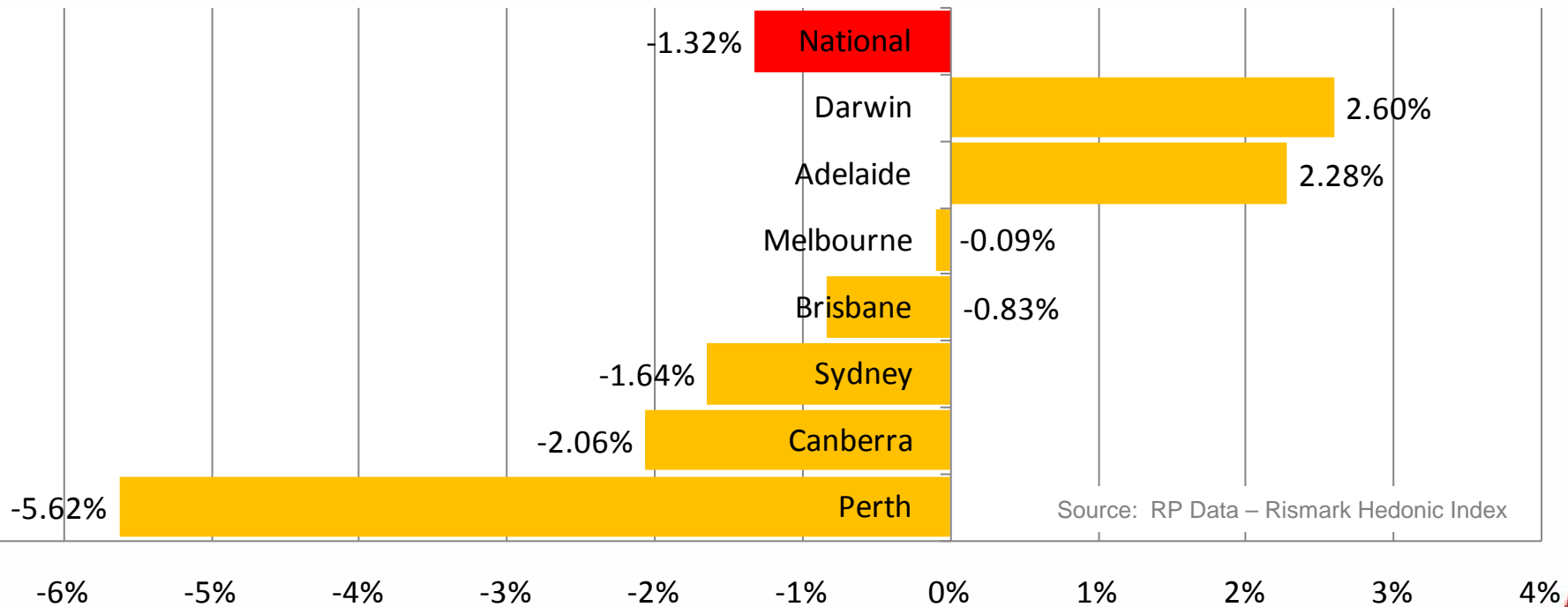
# Property Market trends



# Softest market conditions for over 10 years

*Value declines recorded across most markets*

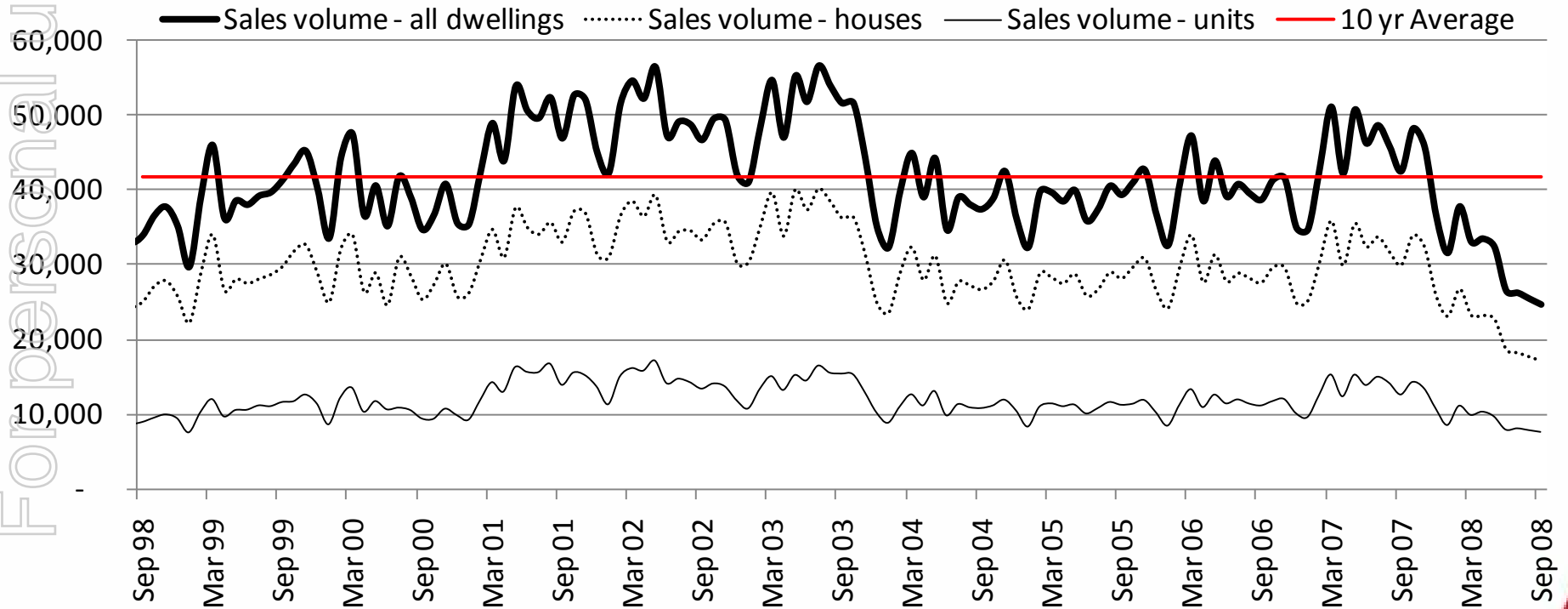
## Change in dwelling values – Eight months ending August 2008



# Sales volumes lowest for over 10 years

Sales volumes are approximately 40% below the long term average

## National sales volumes – last ten years

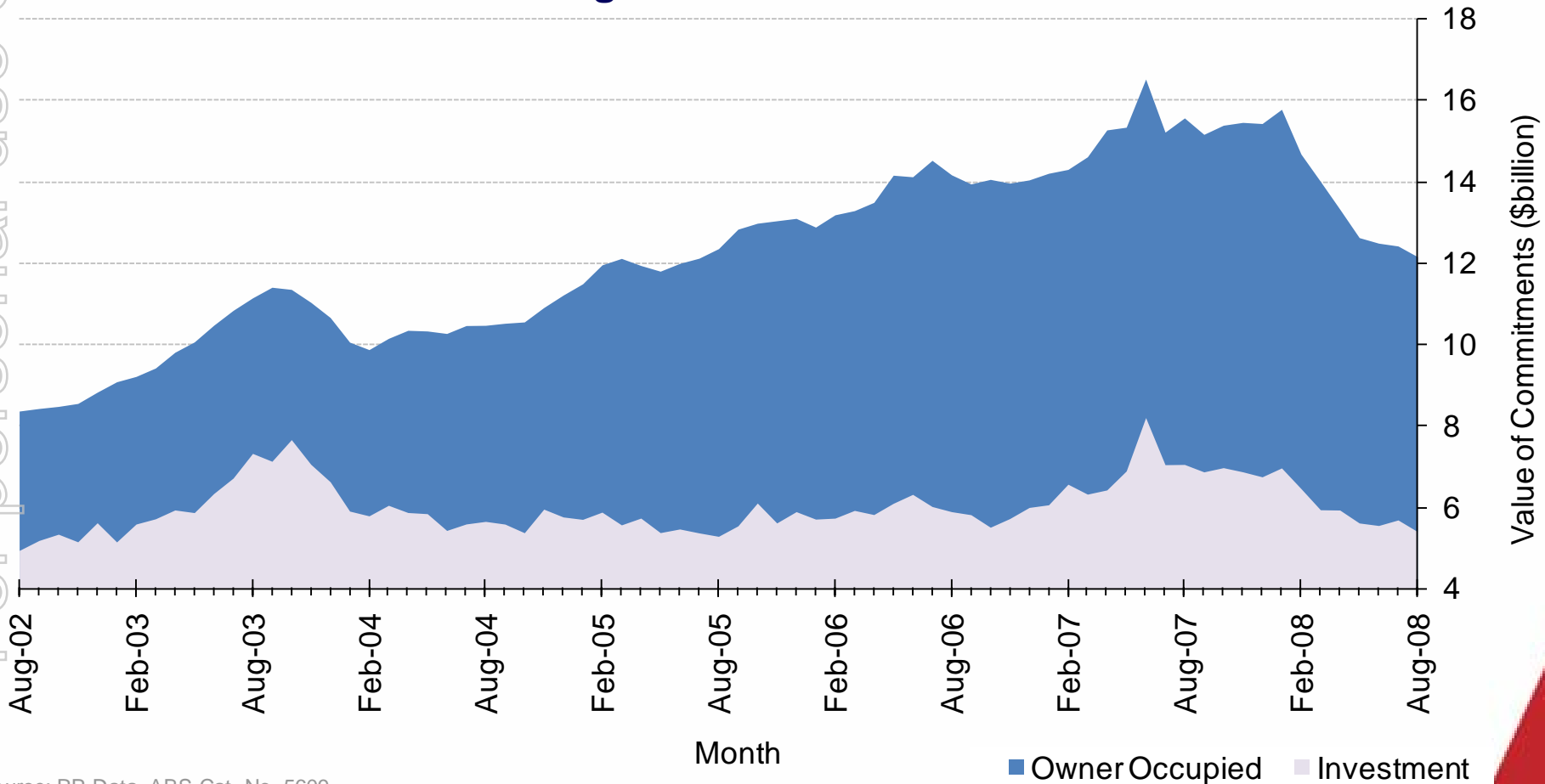


\* Sep 08 figures are indicative estimates based on early data received

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**Total Housing finance drop 30%**  
*The value of housing finance commitments have fallen by 30% since June last year*

### Housing finance commitments

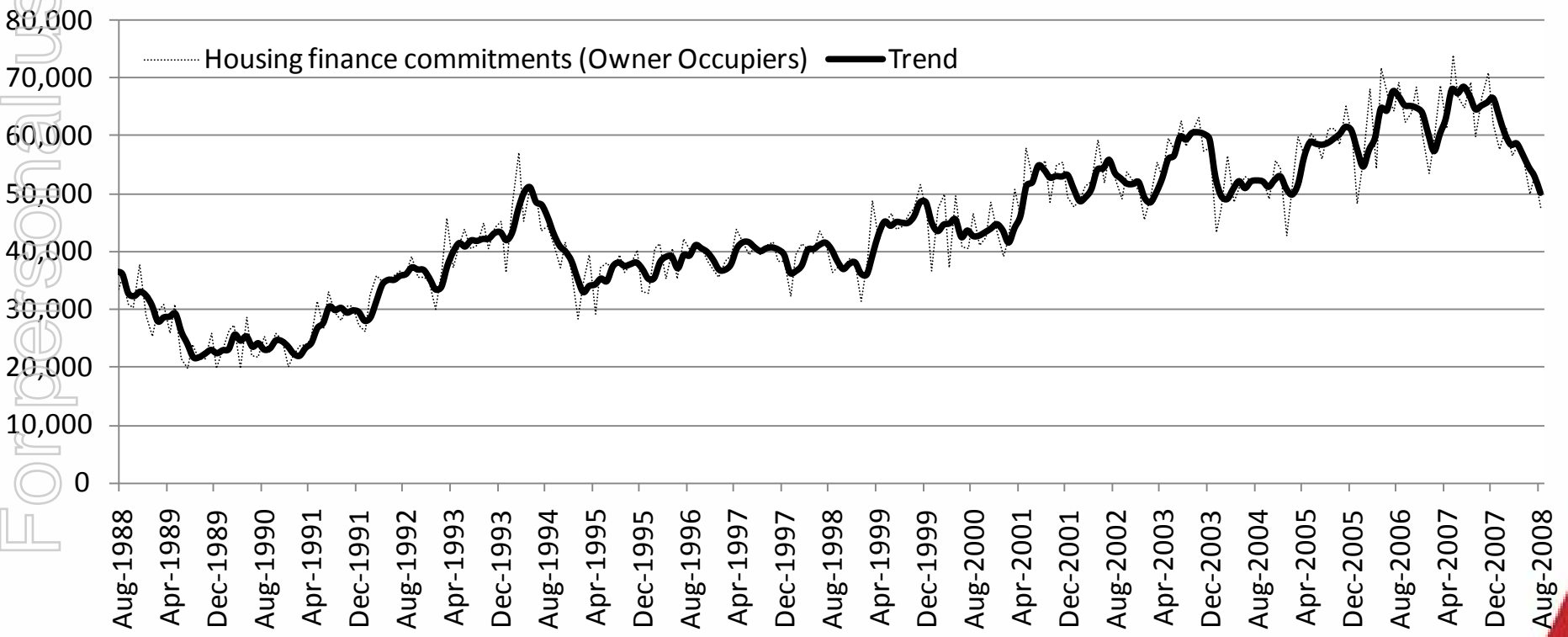


Source: RP Data, ABS Cat. No. 5609

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**Owner occupier Housing finance down 33%**  
*The number of housing loans for owner occupation have fallen by one third between November 07 and August 08.*

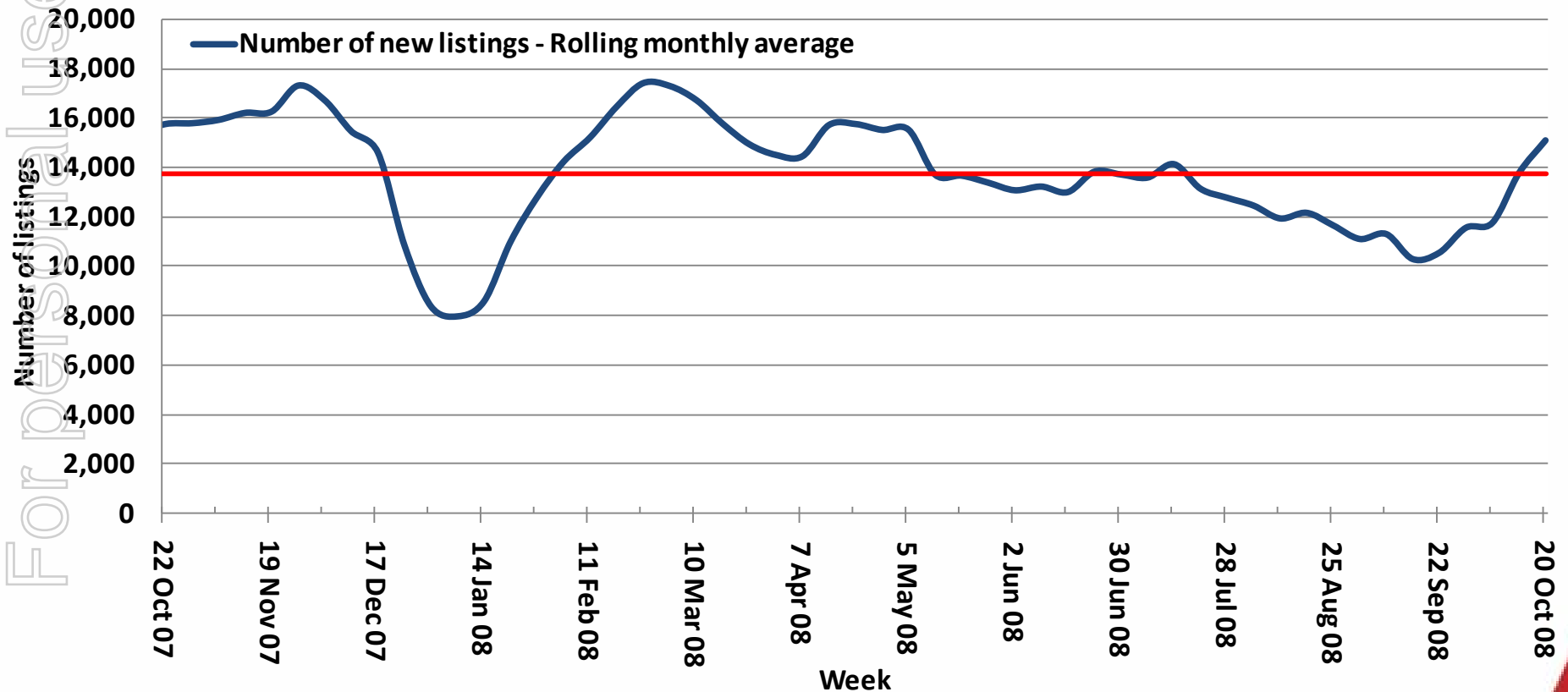
### Number of housing finance commitments – owner occupiers



**The number of new residential listings is ramping up**  
*Increasing stock on market potential for market recovery but need buyers*

### New listings - National

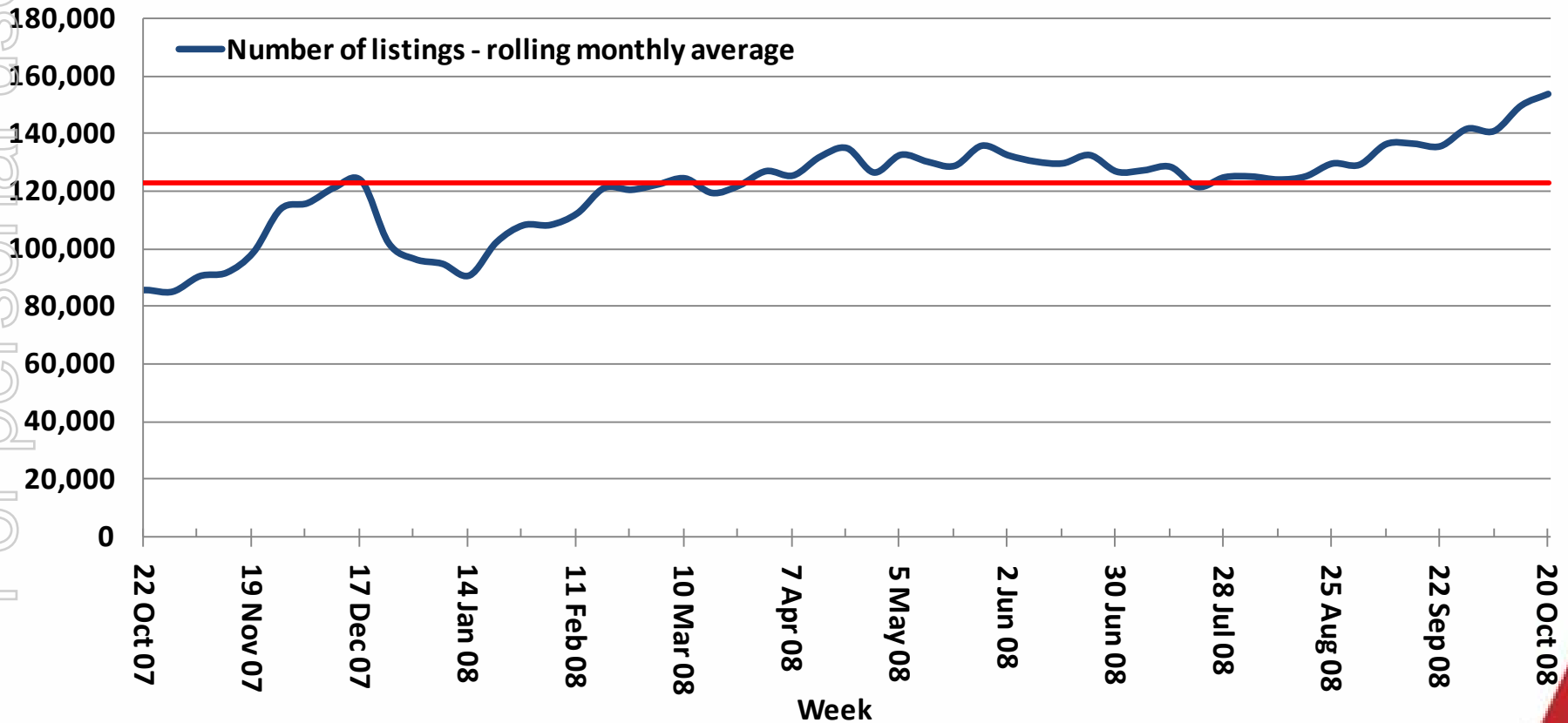
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# Total residential listings continue to rise

*Buying activity remains subdued, leading to mounting stock levels*

## Total listings - National



# FY09 focus on cost constraint and profitability

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Maintain core business

- Customer retention and value add programs
- Increase RPU through new services and repackaging
- Leverage Australian capability into Property IQ

Growth in related segments

- Maintain commercial services and market share Australia/NZ
- Increased penetration in brokers and planners

Leverage Consumer for professionals

- Expand lead generation program
- New services to link buyers and sellers to professionals

Leadership in Valuation Services

- Focus on major lenders
- Launch Vector platform to automate services take-up

Increase Productivity and efficiency

- Reduce operational cost structure and ration capital
- Rationalise infrastructure and services platforms
- Increase service automation and reduce revenue leakage