

**ASX Announcement
11 November 2021**

REA Group 2021 Annual General Meeting

This meeting will be webcast at <https://agmlive.link/REA21>

Please see attached the addresses and presentation to be delivered by REA Group's Chairman and CEO at this morning's Annual General Meeting.

For further information, please contact:

REA Group Ltd Investors:

Graham Curtin
General Manager Group Finance
P: +61 3 8456 4288
E: ir@rea-group.com

REA Group Ltd Media:

Prue Deniz
General Manager Corporate Affairs
M: + 61 438 588 460
E: prue.deniz@rea-group.com

The release of this announcement was authorised by Tamara Kayser, Company Secretary.

About REA Group Ltd: (www.rea-group.com): REA Group Ltd ACN 068 349 066 (ASX:REA) ("REA Group") is a multinational digital advertising business specialising in property. REA Group operates Australia's leading residential and commercial property websites – realestate.com.au and realcommercial.com.au – as well as the leading website dedicated to share property, Flatmates.com.au. REA Group owns Smartline Home Loans Pty Ltd and Mortgage Choice Pty Ltd, Australian mortgage broking franchise groups, and PropTrack Pty Ltd, a leading provider of property data services. In Australia, REA Group holds strategic investments in Simpology Pty Ltd, a leading provider of mortgage application and e-lodgement solutions for the broking and lending industries; Realtair Pty Ltd, a digital platform providing end-to-end technology solutions for the real estate transaction process, CampaignAgent Pty Ltd, Australia's leading provider of Buy Now Pay Later solutions for the Australian real estate market and Managed Platforms Pty Ltd, an emerging Property Management software platform. Internationally, REA Group holds a controlling interest in REA India (formerly Elara Technologies Pte. Ltd.), operator of established brands Housing.com, Makaan.com and PropTiger.com and owns leading portals in Hong Kong (squarefoot.com.hk) and China (myfun.com). REA Group also holds a significant minority shareholding in Move, Inc., operator of realtor.com in the US, and the PropertyGuru Group, operator of leading property sites in Malaysia, Singapore, Thailand, Vietnam and Indonesia.

Chairman's Address

Hamish McLennan, Chairman, Introduction

Good morning. I'm Hamish McLennan, Chairman of REA Group Ltd, and on behalf of the Board I'm delighted to welcome you to our 2021 Annual General Meeting.

Our Company Secretary, Tamara Kayser informs me that a quorum is now present. I would now like to declare the meeting open, and the Notice of Meeting is taken as read.

REA Group's Board decided to conduct this year's AGM in a virtual format. This decision is in line with our ongoing priority to keep our people, customers and the broader community safe throughout the pandemic. This means all attendees are joining virtually from various locations.

I would like to acknowledge the traditional custodians of the land on which REA's headquarters is located, the Wurundjeri People of the Kulin nation, and pay my respects to the Elders, past, present and emerging. Directors and shareholders are joining from other ancestral lands, and I also pay my respects to the traditional owners of those lands and their Elders past, present and emerging.

If there are technical issues that result in a number of shareholders being unable to reasonably participate in the meeting, the meeting will be adjourned, and we will reconvene. If the technical issues are isolated to my location, then I nominate Michael Miller to assume the Chair. In the unlikely event that we take steps to adjourn the meeting, we will make an announcement to the ASX with all necessary details.

How to vote

Voting on all items of business today will be carried out by way of poll. Shareholders had the option of casting their vote before the meeting or appointing a proxy to do so on their behalf. If you haven't done so, you can vote at today's meeting online as shown on the slide now being displayed and as explained in further detail in the virtual meeting online guide that accompanied the Notice of Meeting. You can do so at any time during the meeting as the polls are now open for voting. Voting will close shortly after the end of the meeting.

Except where noted, items of business are ordinary resolutions and can therefore be decided by a majority of votes cast by shareholders.

If you experience any technical difficulties during today's meeting, please call the help line number shown on the screen.

How to ask questions

If you would like to ask a question at today's meeting you can do so by submitting your question online or via the telephone facility as shown on the slide now being displayed. You do not need to wait until the formal items of business to submit your questions. There may be a slight delay in transmission so can I please encourage you to start submitting your questions now.

Due to time constraints, it is possible that we may run out of time to answer all questions. To ensure that all our shareholders have the opportunity to ask questions, we ask each of you to ask no more than two questions on each resolution.

Where we have received multiple questions on the same topic, these may be combined. All questions will be addressed to me as Chairman. I will direct questions to other directors, management or to the auditors as appropriate.

Questions relating to customer, consumer or personal shareholder matters won't be put to the meeting, and you will be contacted separately after the meeting. Similarly, this is a meeting of shareholders of REA Group and questions will be put to the meeting only if they relate to REA Group.

REA Group Board of Directors

Joining me today are Jennifer Lambert, independent non-executive director and Chair of the Audit, Risk & Compliance Committee, Nick Dowling, independent non-executive director and Chair of the Human Resources Committee, Kathleen Conlon, independent non-executive director, Richard Freudenstein, non-executive director, Michael Miller, non-executive director, Tracey Fellows, non-executive director and Owen Wilson, our Chief Executive Officer.

Janelle Hopkins, our Chief Financial Officer, and Tamara Kayser, our Company Secretary are also joining us today.

And finally, representing the Company's auditors, Ernst & Young, is David McGregor. While David has now rotated off as partner, he was the lead audit partner for the FY21 audit and will be available to answer questions on the auditor's report and the conduct of the audit later in the meeting.

Agenda

Moving to our agenda for today's meeting:

- Firstly, I will provide a brief overview of REA's FY21 highlights;
- Owen will then deliver an update on our FY21 operational performance and Q1 results for FY22;
- In accordance with the Notice of Meeting, we will then move into the formalities of the meeting.

Business highlights

Through a year that saw ongoing disruption and volatility, REA accelerated its growth ambitions and delivered excellent financial results. Operational excellence, including record audience levels and the launch of new products and features, was complemented by the completion of a number of strategically significant transactions which provide the foundations to deliver long term sustainable growth.

Strong financial track record

Turning to REA Group's FY21 financial performance, highlights from our core operations¹ included revenue² of \$928m, up 13%, EBITDA³ of \$565m, up 19% and net profit of \$318m, up 18%. These results included a strong focus on cost management which resulted in core operating cost growth (excluding acquisitions⁴) being contained to 3% YoY.

Excellent FY21 results delivered

The Group's overall financial position remains in excellent shape, as you can see on this next slide. Shareholders continue to benefit from strong earnings and dividends. REA's strong cash

position and balance sheet underpinned the Board's decision to declare total dividends per share of 131 cents for the year, up 19% YoY, while earnings per share were 247 cents, up 21% YoY. Importantly, REA maintained its strong operating EBITDA margin of an impressive 60%.

Pivotal transactions accelerate REA's strategy

As you can see on this next slide, alongside REA's strong financial result, a number of significant transactions were completed.

In Australia, REA announced new strategic partnerships with Realtair, an industry leading proptech platform providing solutions to connect the real estate sale process from appraisal to settlement; and CampaignAgent, owner of the market leading buy-now-pay later solution for vendor paid advertising.

The successful acquisition of Mortgage Choice, and investment in software company Simpology, builds on the strength of our Smartline broker business and accelerates our financial services strategy.

REA acquired a controlling interest in India's Elara Technologies Pte. Ltd., (Elara) which was rebranded to REA India in September this year. REA India operates the property portals Housing.com and Makaan.com and property brokerage PropTiger.com. Despite India being heavily impacted by COVID, REA India delivered an impressive 23% YoY local currency revenue growth.

In Southeast Asia, REA completed the transaction to transfer the entities conducting its Malaysia and Thailand operations to Property Guru Pte. Ltd. (PropertyGuru), a leading digital proptech company. This was in exchange for REA receiving an initial 18% interest in PropertyGuru and our CEO, Owen Wilson has assumed a seat on the PropertyGuru board.

Owen will talk to these transactions in more detail shortly.

Share price growth

Reflecting REA's strong performance throughout FY21, our share price has traded at record highs. These results are testament to the dedication of REA's talented workforce.

On behalf of the Board, I would like to thank Owen and the team, for their unwavering commitment, particularly given the ongoing turbulent market conditions endured throughout 2021.

I would also like to acknowledge and thank my fellow Board directors for their collective efforts to support our continued success. At the end of this meeting Kathleen Conlon will retire as a Director of the Company. I would like to take a moment to acknowledge Kathleen's contributions.

Kathleen joined the REA Group Board in 2007. She has also served in a number of roles, including Chair of the Human Resources Committee and member of the Audit, Risk & Compliance Committee. On behalf of the Board and management team, I would like to thank Kathleen for her tremendous support, help and advice during this period. Over the past 14 years, Kathleen's support and counsel have been particularly valued and we wish her well for the future.

You may have seen in our recent announcement that Kelly Bayer Rosmarin will be joining the REA Group Board. This will be effective from the first of January 2022, filling the vacancy created

by Kathleen's departure. Kelly brings a wealth of experience to our board including an excellent track record of driving innovation at scale, while growing and operating large global businesses.

REA has strong foundations, a clear purpose and an exciting growth strategy, all of which point to a rewarding and prosperous future. We thank our valued stakeholders for your ongoing support and look forward to a successful 2022 fiscal year.

I will now invite Owen to talk to our operational performance and provide an update on our first quarter results for FY22.

For personal use only

CEO's Address

Owen Wilson, Chief Executive Officer, Operational overview

Thank-you Hamish and good morning everyone.

The 2021 financial year has been a defining period for REA, successfully navigating the pandemic to deliver an excellent financial result and emerge an even stronger business. I'm proud of our team's ability to respond to the changing needs of our customers and consumers, while accelerating our growth opportunities through a number of pivotal investments which I will expand on shortly.

Strategy supporting ongoing growth

REA's strategy remains consistent, as outlined on this slide, and we continued to make great progress in the delivery of our key objectives during the year.

Realestate.com.au extends audience leadership

At the heart of our success is our audience leadership and REA once again extended our position as the clear number one in online real estate.

We saw a record number of average monthly visits to the site, rising to 121 million, up 35% YoY⁵. That's 3.3 times more visits than the nearest competitor⁶. And of the 12.6 million people who visited realestate.com.au on average each month⁷, 6.4 million used our site exclusively⁸.

Australia's 7th largest online brand

realestate.com.au continues to be recognised as one of Australia's leading online brands⁹. In September we were delighted to be ranked number 7, reaching over 60% of Australia's adult population¹⁰.

Empowering consumers and driving customer leads

Core to our strategy is providing our customers with the largest and most engaged audience of property seekers. We do this by delivering highly personalised experiences, to help cultivate life-long relationships with people, right throughout their property journey.

As a result we have a highly engaged membership base which continues to grow.

The launch of our Property Owner dashboard has been a great success, empowering consumers to monitor the market and help them make better choices. Importantly, the dashboard is acting as a powerful intermediary to connect buyers and sellers with Agents and Agencies. Almost 25% of owners visiting the dashboard have become a seller, refinance or landlord prospect since launch¹¹, while the volume of leads delivered to our customers has increased over 70%¹¹.

We continued to see more owners embrace our functionality to track properties. Using our PropTrack data, this feature allows people to monitor the latest valuations of their homes, investment properties, or properties they're interested in keeping an eye on.

Turning to our customers. We remain focussed on providing Agents and Agencies with more leads from buyers, sellers and renters to contribute to their ongoing success. Pleasingly we saw over 1.8 million average monthly visits to the Find Agents section of realestate.com.au, up 17%

YoY¹². We also saw a 67% YoY increase in the number of seller leads¹³, connecting our customers with more prospective vendors.

We continued to launch new products and features to ensure we're meeting the ever-changing needs of our customers and consumers. This year we unveiled Connect, a suite of digital products to empower our customers at every stage of the prospecting journey. This includes access to:

- customisable presentation and branding tools;
- powerful property and demand data; and
- the digital capability to sign and secure listings on the spot.

Customer feedback has been overwhelmingly positive since our launch.

Our existing suite of advertising solutions continued to deliver superior value to our customers and their vendors. We saw record sign up to our depth contracts in Q4, while average monthly buyer enquiries increased 55% YoY¹².

Unparalleled data and insights

When it comes to providing the richest content, data and insights to empower our customers and consumers, our team continues to make great progress. Our Hometrack business was rebranded to PropTrack in February this year and delivered a record financial performance.

Our team of in-house property experts, market analysts and data scientists continue to inform the market via our growing suite of Reports and Insights.

Next generation marketplaces

Turning to our focus on building next generation marketplaces.

Our financial services strategy is core to this. As Hamish mentioned earlier, REA completed the acquisition of Mortgage Choice in July this year. This acquisition not only increases our access to the \$400bn home loan market¹⁴, it positions REA's combined Mortgage Choice and Smartline business as the #2 retail mortgage broking business in Australia¹⁵.

Since completing the acquisition, we have made excellent progress to integrate our businesses, including the announcement that the combined businesses will operate under the Mortgage Choice brand.

In June, REA acquired a 34% stake in Simpology, an Australian software company providing mortgage application and e-lodgement solutions for the broking and lending industries. Simpology's technology enables direct transmission of digital mortgage applications to a broad range of banking and lending partners. This technology will also deliver significant productivity improvements to our broker network.

Expanding our rent offering is also key to our marketplaces strategy. realestate.com.au is Australia's number one destination for rent¹⁶. During FY21 an average of 21.8 million visits were received each month to our rent section, up 15% YoY¹⁷.

Building on our rent leadership position, our vision is to seamlessly connect property managers, tenants and property owners through innovative products that deliver a great consumer experience.

Expanding global footprint

When looking at REA's global footprint, a number of significant developments occurred through 2021, as Hamish alluded to earlier.

In December we completed the transaction to acquire a controlling interest Elara¹⁸ which was subsequently rebranded to REA India. This business presents exciting opportunities as India's real estate market continues to experience rapid digitisation.

This year, despite the impacts of COVID, REA India delivered local currency revenue growth of 23% and grew audience levels significantly up 92% YoY¹⁹. While it's still early days in our journey in India, the progress this year points to an exciting future.

In August, REA completed the transaction to combine our Malaysia and Thailand businesses with PropertyGuru Group²⁰. PropertyGuru holds the number one position in four of the five key Southeast Asia markets²¹ and the business is perfectly positioned to propel the next wave of proptech innovation across the region.

And finally, REA's investment in North America's Move, Inc. performed strongly throughout the year, delivering an excellent financial result and continued growth in realtor.com's audience²².

Q1 FY22 financial results

Turning now to the first quarter results of FY22.

REA Group has started the year strongly, despite Sydney and Melbourne being significantly impacted by COVID restrictions.

Reported revenue² for the 3 months ended 30 September 2021 was \$264 million, an increase of 35%, and EBITDA from core operations including associates²³ was \$158 million, an increase of 25%.

Excluding acquisitions²⁴ revenue growth was 22% and EBITDA^{3,23} growth was 24%.

Core operating costs²³, excluding acquisitions, increased by 13%, primarily driven by higher headcount and salaries to support the delivery of REA's growth strategy.

realestate.com.au – Australia's #1 address in property

Looking at our audience position, realestate.com.au continues to extend its leadership as Australia's number 1 property site²⁵. During Q1, average monthly visits increased 13% YoY²⁶ to over 129 million.

On average, 12.6 million people visited realestate.com.au each month during the quarter²⁷, and in July²⁸ a record 7.3 million people chose to use our site exclusively. Buyer enquiries also reached record levels during the quarter, up 61% YoY²⁹, providing our customers with an increasing volume of qualified leads.

Current trading

Turning briefly to current trading.

With COVID restrictions now being lifted in Sydney and Melbourne, and clear roadmaps out of lockdown announced, our market is returning to a more COVID-normal state.

Current residential market conditions remain strong. Conditions are perfect for sellers to list with buyers out in force. In October, we saw our highest ever visits to realestate.com.au, reaching 145.5 million³⁰, and record buyer enquiries, increasing 49% YoY. National listings also grew strongly in October increasing 16%.

These excellent market conditions are underpinned by continued low interest rates and healthy bank liquidity, all of which points to a continuation of this positive momentum.

Supporting a sustainable future

The world has changed considerably in the last year. The global pandemic has created unpredictable economic and social conditions, which have impacted all of the markets in which REA Group operates. Now, more than ever, REA recognises the importance of demonstrating our commitment to sustainable business practices, which underpin everything we do.

During the year we were delighted to make strong progress towards our ESG targets which included improving our MSCI rating to an A and receiving carbon neutral certification from the Australian Government's Climate Active Program.

REA Group Executive Leadership Team

Finally, I would like to take a moment to thank my talented Executive Leadership Team for their invaluable support and expertise. This year we were pleased to welcome Chris Venter to REA as our Chief Technology Officer. Chris brings a wealth of experience gained from working within the IT industry across professional services, start-ups and large software companies.

This team has absolutely galvanised throughout 2021 to provide true leadership and deliver stellar results. I thank you all for your tenacity and willingness to always go that extra mile.

My thanks also to our Board of Directors for your invaluable counsel. I too echo Hamish's sentiment and thank Kathleen Conlon for her contribution to our business over the past 14 years.

REA's current momentum, coupled with our strategic investments and exciting product roadmap, provides an excellent platform for ongoing growth.

We have emerged from 2021 a stronger business and the outlook for our future is extremely bright.

I will now hand back to Hamish to continue with the formalities.

Thank you.

-ends-

References

- ¹ Financial results from core operations exclude significant non-recurring items such as restructure costs, gain/loss on acquisitions and disposals, related transaction costs, integration costs, and historic tax provision (historic indirect tax provision reflects potential retrospective changes to interpretation of tax law). In the prior year, this included items such as restructure costs, revaluation of contingent consideration, gain/loss on acquisitions, disposals and divestments, and impairment charges.
- ² Revenue is defined as revenue from property and online advertising and revenue from financial services less expenses from franchisee commissions.
- ³ EBITDA includes share of losses of associates and joint ventures.
- ⁴ YoY growth (ex acquisitions) excludes Elara's consolidated results from 1 January 2021 and Elara associate equity accounted losses prior to 1 January 2021. In the twelve months to 30 June 2021, Elara recorded a \$18.0m EBITDA loss and a \$2.4m associate loss. In the twelve months to 30 June 2020, Elara generated a \$7.5m associate loss.
- ⁵ Nielsen Digital Media Ratings (Monthly Tagged), Jul 20 - Jun 21 vs. Jul 19 - Jun 20 (average), P2+, Digital (C/M), text, realestate.com.au, Total Sessions.
- ⁶ Nielsen Digital Media Ratings (Monthly Tagged), Jul 20-Jun 21 (average), P2+, Digital (C/M), text, realestate.com.au vs Domain, Total Sessions.
- ⁷ Nielsen Digital Media Ratings (Monthly Tagged), Jan 21 - Jun 21 (average), P2+, Digital (C/M), text, realestate.com.au, Unique Audience.
- ⁸ Nielsen Digital Content Planning, Jan-May 21 (average), P2+, Digital C/M, text, Exclusive Reach, realestate.com.au and Domain.
- ⁹ Nielsen Digital Media Ratings (Monthly Total), Sept 21, P2+, Digital (C/M) Text, All Categories, Unique Audience.
- ¹⁰ Nielsen Digital Media Ratings (Monthly Tagged), Sept 21, P18+, Digital (C/M), text, realestate.com.au, Active Reach %.
- ¹¹ REA internal data at 30 Jun 21.
- ¹² Adobe Analytics, internal data, Jul 20 - Jun 21 vs. Jul 19 - Jun 20.
- ¹³ REA internal data at Jun 21 compared to Jun 20.
- ¹⁴ ABS, loan commitments (excluding internal refinancing) 12 months to Apr 21.
- ¹⁵ Number of brokers and settlements volumes, The Adviser's Top 25 Brokerages, 2021.
- ¹⁶ Adobe Analytics, average monthly visits to realestate.com.au/rent (Jul 20 - Jun 21).
- ¹⁷ Adobe Analytics, average monthly visits to realestate.com.au/rent (Jul 20 - Jun 21 vs. Jul 19 - Jun 20).
- ¹⁸ The Group held a 59.65% shareholding on acquisition and subsequently increased its holding to 60.65% as at 30 Jun 21. Shareholding increased to 65.49% in Jul 21.
- ¹⁹ Similarweb, average site visits Jul 20 - Jun 21 vs. Jul 19 - Jun 20.
- ²⁰ PropertyGuru transaction completed on 3 Aug 21.
- ²¹ ASEAN Key Figures, 2020. Relative engagement market share based on Similarweb data.
- ²² NewsCorp's Earnings Release stated in US Dollars (5 August 2021) for the twelve-month period ended 30 June 2021: Average monthly unique users for Q4 FY 2021 and compared to the same period Q4 FY 2020.
- ²³ Financial results/highlights from core operations exclude significant non-recurring items such as net gain on disposals, transaction costs, and subsidiary integration costs.
- ²⁴ YoY growth (ex-acquisitions) excludes REA India (formerly known as Elara Technologies Pte. Ltd.) results from 1 January 2021 and associate equity accounted contributions prior to 1 January 2021, and Mortgage Choice results from 1 July 2021.
- ²⁵ Nielsen Digital Media Ratings (Monthly Tagged), Jul - Sep 21, P2+, Digital (C/M), text, Real estate/Apartments Subcategory, Unique Audience.
- ²⁶ Nielsen Digital Media Ratings (Monthly Tagged), Jul - Sep 21 vs Jul - Sep 20 (monthly averages), P2+, Digital (C/M), text, realestate.com.au, Total Sessions.
- ²⁷ Nielsen Digital Media Ratings (Monthly Tagged), Jul - Sep 21 (monthly averages), P2+, Digital (C/M), text, realestate.com.au, Unique Audience.
- ²⁸ Nielsen Digital Content Planning, Jul 21, P2+, Digital C/M, text, Exclusive Reach, [realestate.com.au](https://www.realestate.com.au) and Domain.
- ²⁹ Adobe Analytics, internal data, Jul 21 - Sep 21 vs. Jul 20 - Sep 20.
- ³⁰ Nielsen Digital Media Ratings (Monthly Tagged), October 21, P2+, Digital (C/M), text, realestate.com.au, Total Sessions.

REA Group Ltd

Annual General Meeting

11 November 2021

9.00am (AEDT)



REA Group



Introduction



Hamish McLennan
Chairman



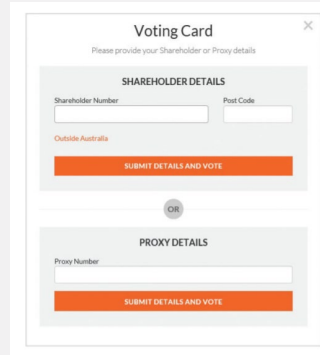
How to vote

1

Click on **Get a Voting Card** on the top and bottom of your screen.

2

Enter your Securityholder number or employee number & postcode or Proxy number and click **Submit Details & Vote**



The screenshot shows a 'Voting Card' form with a close button (X) in the top right corner. Below the title, it says 'Please provide your Shareholder or Proxy details'. The form is divided into two sections: 'SHAREHOLDER DETAILS' and 'PROXY DETAILS', separated by an 'OR' button. The 'SHAREHOLDER DETAILS' section has input fields for 'Shareholder Number' and 'Post Code', with a 'Submit Details and Vote' button below. A small note 'Outside Australia' is visible. The 'PROXY DETAILS' section has a 'Proxy Number' input field and a 'Submit Details and Vote' button below.

3

Fill out your voting card for each item of business and click **Submit Partial Vote** or **Submit Vote**

?

If you experience any technical difficulties, please call the help line on **1800 990 363**

How to ask questions

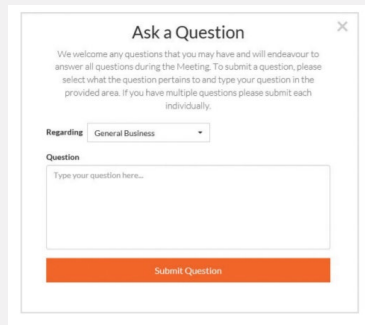
1

Online: Click on **Ask a Question** on the top and bottom of your screen.

Telephone: Press ***1** on your keypad should you wish to raise your hand to ask a question.

2

Online: Select an item of business from the drop-down menu and type your question in the space provided. When ready, click on **Submit Question**.



The screenshot shows a web form titled "Ask a Question" with a close button (X) in the top right corner. Below the title is a welcome message: "We welcome any questions that you may have and will endeavour to answer all questions during the Meeting. To submit a question, please select what the question pertains to and type your question in the provided area. If you have multiple questions please submit each individually." Below this is a "Regarding" dropdown menu currently set to "General Business". Underneath is a "Question" section with a text input field containing the placeholder "Type your question here...". At the bottom of the form is an orange button labeled "Submit Question".

2

Telephone*: Please advise the moderator if your question relates to an item of business or General Business.

?

If you experience any technical difficulties, please call the help line on **1800 990 363**

REA Group Board of Directors



Hamish McLennan
Chairman
Non-executive Director



Owen Wilson
Chief Executive Officer
Executive Director



Kathleen Conlon
Independent
Non-executive Director



Nick Dowling
Independent
Non-executive Director



Tracey Fellows
Non-executive Director



Richard Freudenstein
Non-executive Director



Michael Miller
Non-executive Director



Jennifer Lambert
Independent
Non-executive Director

Agenda

1.

Business
highlights

2.

Operational
overview

3.

Q1 FY22
update

4.

Items of
business

5.

Q&A

Internal use only





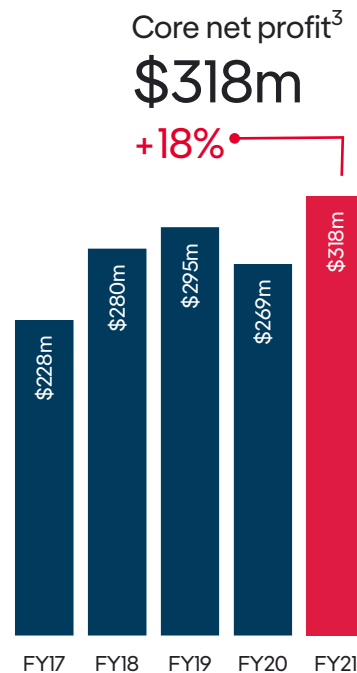
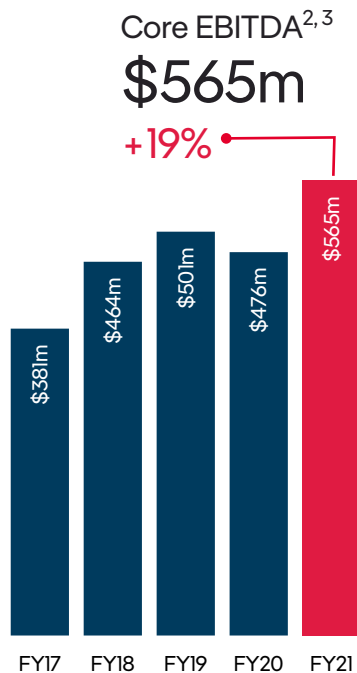
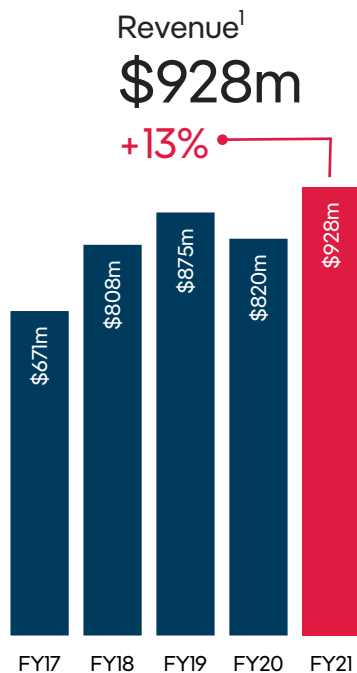
Business highlights



Hamish McLennan
Chairman



Strong financial track record



(1) Revenue – refer to glossary for definition. (2) EBITDA – refer to glossary for definition. (3) Financial results from core operations – refer to glossary for definition.

Excellent FY21 results delivered

FY21 return on average
shareholders equity¹

32%

FY21 core operating
EBITDA Margin^{1, 2, 3}

60%

FY21 cash closing
position⁴

\$169m

FY21 earnings per
share¹

247 cents

+21% YoY

FY21 dividend per
share

131 cents

+19% YoY

Share price⁵

\$168.97

+22% YoY

(1) Financial results from core operations – refer to glossary for definition, (2) Earnings before Interest, Tax, Depreciation and Amortisation, (3) EBITDA before contributions from associates and joint ventures, (4) 30 Jun 21 cash balance of \$169m excludes \$5m of cash held for sale, (5) Share price as at 9 November 2021 and compared to adjusted share price as at 9 November 2020.

Pivotal transactions accelerate REA's strategy



(1) The Group held a 59.65% shareholding on acquisition and subsequently increased its holding to 60.65% as at 30 Jun 21. Shareholding increased to 65.49% in Jul 21. (2) In Dec 20, the Group acquired a 17.9% share and subsequently increased its holding to 22.33%. (3) PropertyGuru transaction completed on 3 Aug 21. (4) 18% undiluted, 16.6% on a fully diluted basis if all warrants and ESOPs are exercised. If planned merger with Bridgetown 2 and listing on the NYSE completes (currently expected to occur in Q2 or Q3 FY22), the capital raising conducted as part of the business combination is expected to see REA hold an undiluted 15.8% stake in the listed entity (14.9% fully diluted). Assumes no SPAC shareholders elect to have their SPAC shares redeemed for cash as permitted. (5) Acquisition closed on 1 Jul 21.

Share price growth¹

REA Group current market cap \$22.3bn²



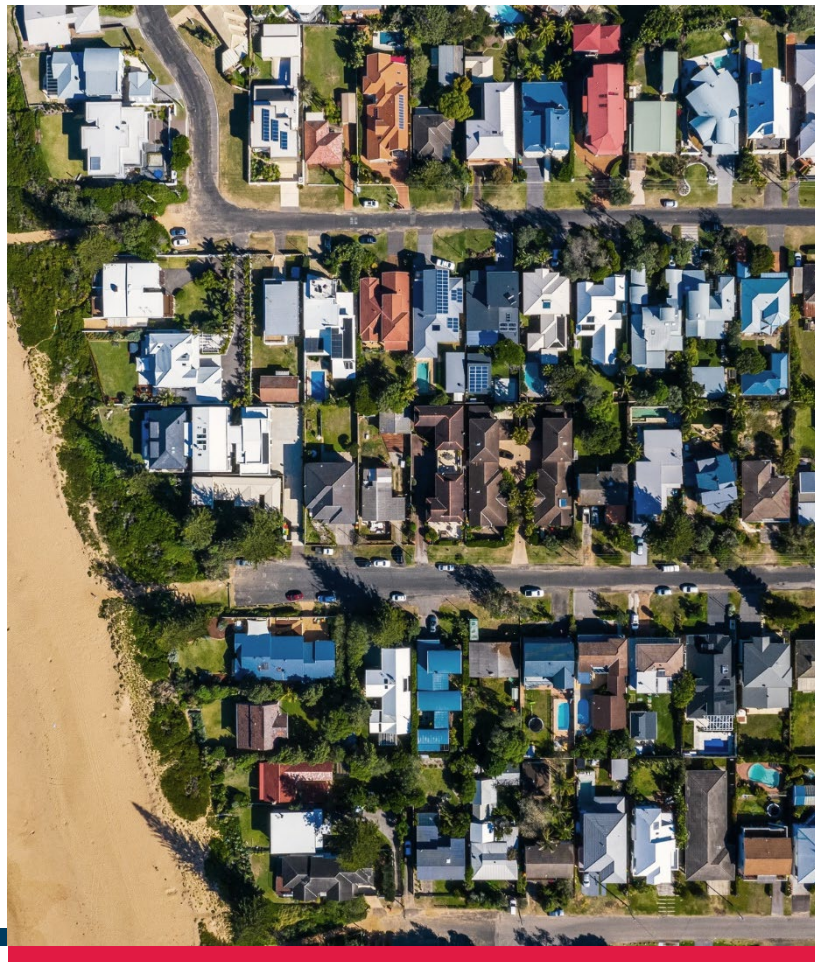
(1) REA Group share price for the period 1 Nov 2017 – 9 Nov 2021. (2) Market cap as at 9 Nov 2021.



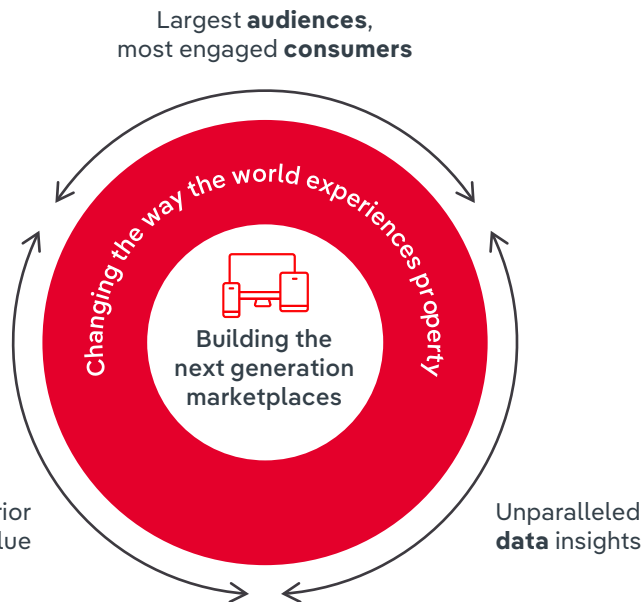
Operational overview



Owen Wilson
Chief Executive Officer



Strategy supporting ongoing growth



Our global network:

Australia

-  realestate.com.au
-  realcommercial.com.au

Flatmates
com.au

 smartline
Property Management

 Mortgage Choice

 simpology

 PropTrack

 Realtair

Campaign
Agent

India / Asia

 REA India

 IHOUSING.COM

 PROPTIGER.COM

 makaan

 myfun.com

 squarefoot.com.hk

 SMARTExpo

 PropertyGuru
Group

North America

realtor.com®

realestate.com.au extends audience leadership

3.3x more visits than the
nearest competitor¹

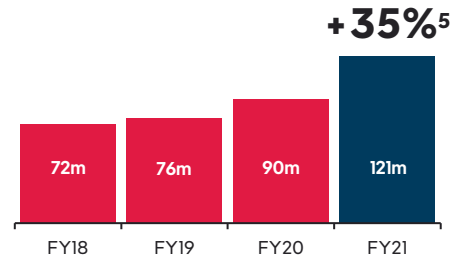
Reaching over **12.6m** people on
average each month²

6.4m people using
realestate.com.au exclusively on
average each month³

Monthly visits

121m⁴

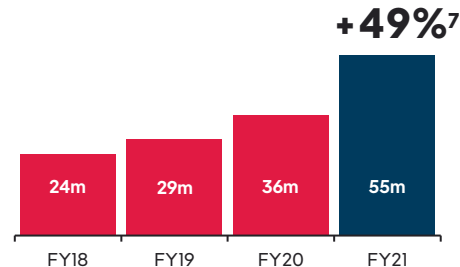
FY21 average monthly
traffic to realestate.com.au
on all platforms



App launches

55m⁶

FY21 average monthly
launches of the
realestate.com.au app



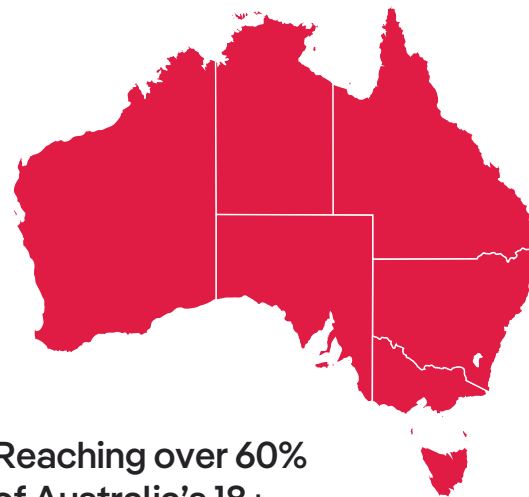
(1) Nielsen Digital Media Ratings (Monthly Tagged), Jul 20 - Jun 21 (average), P2+, Digital (C/M), text, realestate.com.au vs. Domain, Total Sessions. (2) Nielsen Digital Media Ratings (Monthly Tagged), Jan 21 - Jun 21 (average), P2+, Digital (C/M), text, realestate.com.au, Unique Audience. (3) Nielsen Digital Content Planning, Jan-May 21 (average), P2+, Digital C/M, text, Exclusive Reach, realestate.com.au and Domain. (4) Nielsen Digital Media Ratings (Monthly Tagged), Jul 20 - Jun 21 (average), P2+, Digital (C/M), text, realestate.com.au, Total Sessions. (5) Nielsen Digital Media Ratings (Monthly Tagged), Jul 20 - Jun 21 vs. Jul 19 - Jun 20 (average), P2+, Digital (C/M), text, realestate.com.au, Total Sessions. (6) Nielsen Digital Media Ratings (Monthly Tagged), Jul 20 - Jun 21 (average), P2+, Digital (C/M), text, realestate.com.au, App Launches. (7) Nielsen Digital Media Ratings (Monthly Tagged), Jul 20 - Jun 21 vs. Jul 19 - Jun 20 (average), P2+, Digital (C/M), text, realestate.com.au, App Launches.

Australia's 7th largest online brand



Top 10 Online Brands September 2021¹

| Rank | Brand | Unique Audience |
|------|--------------------------|-----------------|
| 1 | Google | 20.5m |
| 2 | Facebook | 17.8m |
| 3 | MSN/Outlook/Bing/Skype | 15.2m |
| 4 | Microsoft | 14.3m |
| 5 | Instagram | 14.0m |
| 6 | ABC Online Network | 13.1m |
| 7 | Realestate.com.au | 12.5m |
| 8 | eBay | 12.4m |
| 9 | news.com.au | 12.3m |
| 10 | PayPal | 12.1m |



Reaching over 60% of Australia's 18+ population²

Empowering consumers and driving customer leads



Delivering personalised experiences to empower consumers throughout the property journey



Growing, highly engaged membership base



Property Owner Dashboard connecting buyers and sellers with agents and agencies



More Australians tracking properties and monitoring the market



Supporting Agents and Agencies throughout the property lifecycle with superior customer value



Providing agents and agencies with more leads from buyers, sellers and renters



Connect offering helping to attract, nurture and convert seller leads



Advertising solutions delivering record buyer enquiries

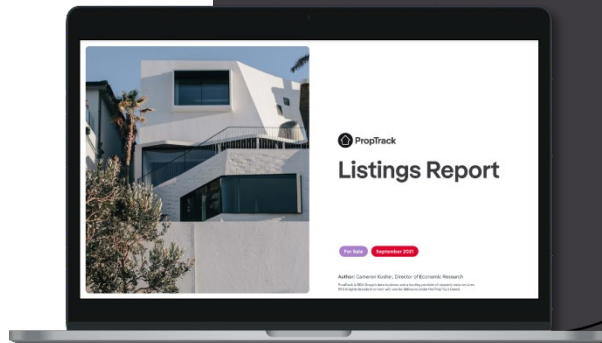
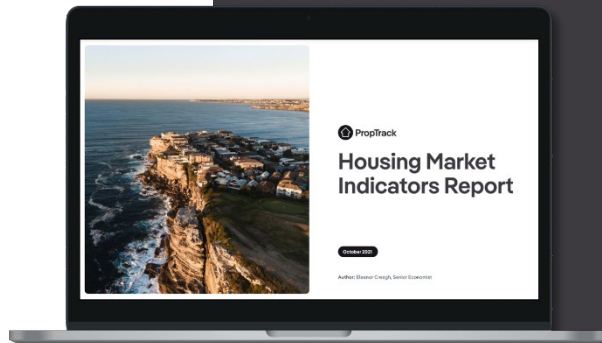
Unparalleled data and insights

Powering competitive advantage through rich property data and insights

- Providing customers and consumers with unique combination of property insights and valuation technologies
- PropTrack Economics team comprises market experts, data scientists and analysts
- Marque reports leveraging unparalleled access to housing supply and demand metrics
- Personalised data-driven stories delivered to millions of REA members



PropTrack



Next generation marketplaces



Accelerating financial services strategy

- Mortgage Choice acquisition enhances REA's exposure to \$400+bn home loan market¹
- #2 retail mortgage broking leadership position²
- 945 brokers and 40+ lenders³



Helping Australians finance property

- Partnership will enable seamless transmission of digital loan applications
- Will provide step-change in consumer loan experience
- Will help deliver broker productivity improvements



Australia's #1 place for Rent⁴

- 21.8m avg monthly visits to Rent section⁴
- New self-managed landlord and rental application features launched



(1) ABS, loan commitments (excluding internal refinancing) 12 months to Apr 21. (2) Number of brokers and settlements volumes, The Adviser's Top 25 Brokerages, 2021.
(3) As at 30 Jun 21. (4) Adobe Analytics, average monthly visits to realestate.com.au/rent (Jul 20 - Jun 21).

Expanding global footprint



Increasing exposure in India

- Delivered local currency revenue growth of 23%
- Elara rebranded to REA India in September 2021
- Housing.com audience growth up 92% YoY¹



PropertyGuru transaction completed

- PropertyGuru #1 in 4 of 5 key Southeast Asian markets²
- One of the fastest growing regions globally³
- Uniquely placed to create most compelling proptech group in Southeast Asia



Move, Inc. delivers strong performance

- Strong financial performance and audience growth in realtor.com
- Avg monthly unique users for web and mobile sites in Q4 up 32% YoY to 106m⁴



(1) Similarweb, average site visits Jul 20 – Jun 21 vs. Jul 19 – Jun 20. (2) ASEAN Key Figures, 2020. Relative engagement market share based on Similarweb data. (3) Singapore Business Review, ASEAN to become world's fourth largest economy for 2030: Singapore PM Lee, August 2018. (4) NewsCorp's Earnings Release stated in US Dollars (5 August 2021) for the twelve-month period ended 30 June 2021: Average monthly unique users for Q4 FY 2021 and compared to the same period Q4 FY 2020.

Q1 FY22 financial results

Revenue¹

\$264m

+35%

+22% excl. acquisitions²

Core operating expenses³

\$107m

+49%

+13% excl. acquisitions²

Core EBITDA^{3, 4}

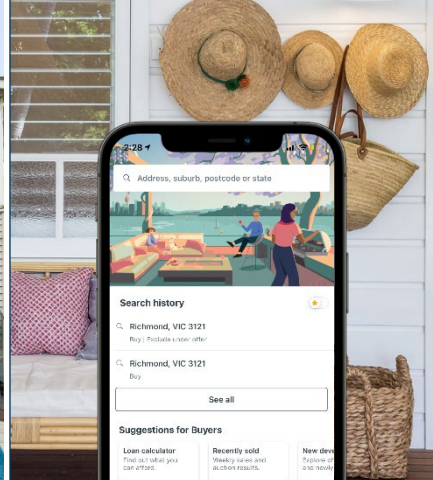
\$158m

+25%

+24% excl. acquisitions²

(1) Revenue – refer to glossary for definition. (2) YoY growth excludes REA India (formerly known as Elara Technologies Pte. Ltd.) results from 1 January 2021 and associate equity accounted contributions prior to 1 January 2021, and Mortgage Choice results from 1 July 2021. (3) Financial results from core operations exclude significant non-recurring items such as net gain on disposals, transaction costs, and subsidiary integration costs. (4) EBITDA – refer to glossary for definition.

Australia's #1 address in property¹



Record visits in October²

145.5m

Total visits³

129m

Average monthly traffic
to realestate.com.au
on all platforms

more than

3.3x

Unique audience⁴

12.6m

Average monthly unique
audience to realestate.com.au
on all platforms

Exclusive audience⁵

7.3m

App launches⁶

58.5m

Average monthly launches of
realestate.com.au app

YoY

+17%

(1) Nielsen Digital Media Ratings (Monthly Total), July-September 21, P2+, Digital (C/M), text, Realstate/Apartments Subcategory, Unique Audience. (2) Nielsen Digital Media Ratings (Monthly Tagged), October 21, P2+, Digital (C/M), text, realestate.com.au, Total Sessions. (3) Nielsen Digital Media Ratings (Monthly Tagged), July-September 21, P2+, Digital (C/M), text, realestate.com.au vs Domain, Total Sessions. (4) Nielsen Digital Media Ratings (Monthly Tagged), July-September 21 (monthly averages), P2+, Digital (C/M), text, realestate.com.au, Unique Audience. (5) Nielsen Digital Content Planning, July 21, P2+, Digital C/M, text, Exclusive Reach, realestate.com.au and Domain. (6) Nielsen Digital Media Ratings (Monthly Tagged), July-September 21 vs July-September 20 (monthly averages), P2+, Digital (C/M), text, realestate.com.au, App Launches.

Current trading

- Current residential property market conditions remain strong
- Highest ever visits to realestate.com.au, reaching 145.5 million¹ in October and record buyer enquiries, up 49% YoY
- Australian Residential Buy listings were up 11% in Q1 and 16% in October
- YoY listings growth rates expected to slow given very strong market conditions in the prior year
- Regulatory measures to slow house price inflation could impact listing volumes
- Targeting core operating costs to increase by high-single digits in FY22, excluding the impact of acquisitions²
- REA Group has a strong balance sheet, low debt levels and strong cash balance



(1) Nielsen Digital Media Ratings (Monthly Tagged), October 21, P2+, Digital (C/M), text, realestate.com.au, Total Sessions.

(2) Excludes REA India, which was consolidated from 1 Jan-21 and Mortgage Choice, consolidated from 1 Jul-21.

Supporting a sustainable future

Creating positive change through responsible business practices



Environment

Strong progress made on ESG initiatives

Achieved Climate Active Carbon Neutrality and an improved MSCI rating

Carbon footprint reduction for global business by 3% YoY¹



Social

Australia's 4th Best Workplace by Great Place to Work

Renewed community partnerships focused on homelessness – Orange Sky, The Big Issue and Launch Housing

Gender parity represented across REA Group



Governance

Focus on data protection, privacy and security

Significant lift in cyber security with a 40% increase in resourcing

Achieved internationally recognised ISO 27001 certification for financial services business

⁽¹⁾ REA internal data 29 October 2021.

REA Group Executive Leadership Team



Owen Wilson
Chief Executive Officer
Executive Director



Janelle Hopkins
Chief Financial Officer
CEO Financial Services



Henry Ruiz
Chief Strategy &
Customer Product Officer



Val Brown
Chief Consumer
Product Officer



Melina Cruickshank
Chief Audience &
Marketing Officer
CEO PropTrack



Tamara Kayser
General Counsel &
Company Secretary



Mary Lemonis
Chief People Officer



Kul Singh
Chief Customer Officer



Chris Venter
Chief Technology Officer



Items of business



Hamish McLennan
Chairman



Items of business

1.

Consideration
of Reports

2.

Adoption of
Remuneration
Report

3.

Re-election
and Election
of Directors

4.

Grant of
Performance
Rights to CEO

5.

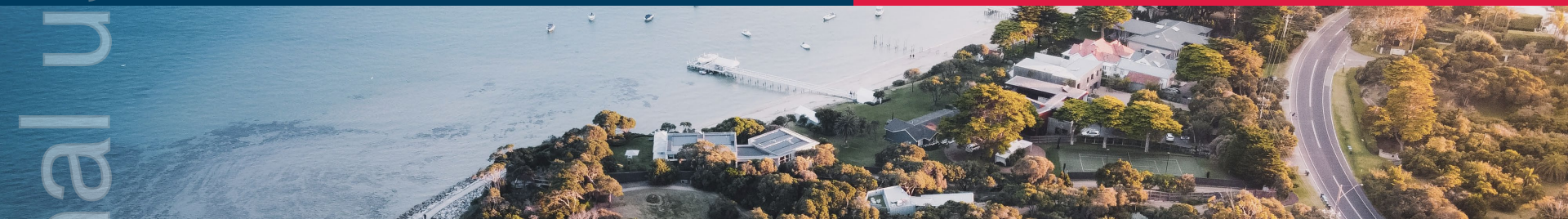
Amendments
to the
Constitution

6.

Giving of
Financial
Assistance

7.

Increase in
Directors'
Fee Pool





Item 1

Consideration of Reports

To receive and consider the Company's Financial Report, including the Financial Statements, and the reports of the Directors and Auditor for the year ended 30 June 2021.

There is no vote for this item

An explanatory note to this item appears on page 4 of the Notice of Meeting



Item 2

Remuneration Report

To consider and, if thought fit, pass the following resolution as an ordinary resolution:
That the Remuneration Report for the year ended 30 June 2021 be adopted.

| | For | Open Usable | Against | Abstain |
|------------------------|-------------|-------------|-----------|---------|
| Direct and Proxy Votes | 115,642,734 | 63,374 | 2,631,475 | 70,177 |
| % of Vote | 97.72% | 0.05% | 2.22% | |

An explanatory note to this item appears on page 4 of the Notice of Meeting



Item 3a

Election of Jennifer Lambert

To consider and, if thought fit, pass the following resolution as an ordinary resolution:
That Jennifer Lambert, having been appointed as a Director of the Company since the last Annual General Meeting, and being eligible, be elected as a Director of the Company.

| | For | Open Usable | Against | Abstain |
|------------------------|-------------|-------------|---------|---------|
| Direct and Proxy Votes | 117,394,503 | 64,580 | 905,247 | 43,430 |
| % of Vote | 99.18% | 0.05% | 0.76% | |

An explanatory note to this item appears on pages 4-5 of the Notice of Meeting



Item 3b

Re-election of Hamish McLennan

To consider and, if thought fit, pass the following resolution as an ordinary resolution:
That Hamish McLennan, who retires in accordance with the Company's Constitution, and being eligible, be re-elected as a Director of the Company.

| | For | Open Usable | Against | Abstain |
|------------------------|------------|-------------|------------|---------|
| Direct and Proxy Votes | 90,255,976 | 82,076 | 27,953,694 | 116,014 |
| % of Vote | 76.30% | 0.07% | 23.63% | |

An explanatory note to this item appears on pages 4-5 of the Notice of Meeting

Items 4a and 4b

Grant of Performance Rights to Owen Wilson

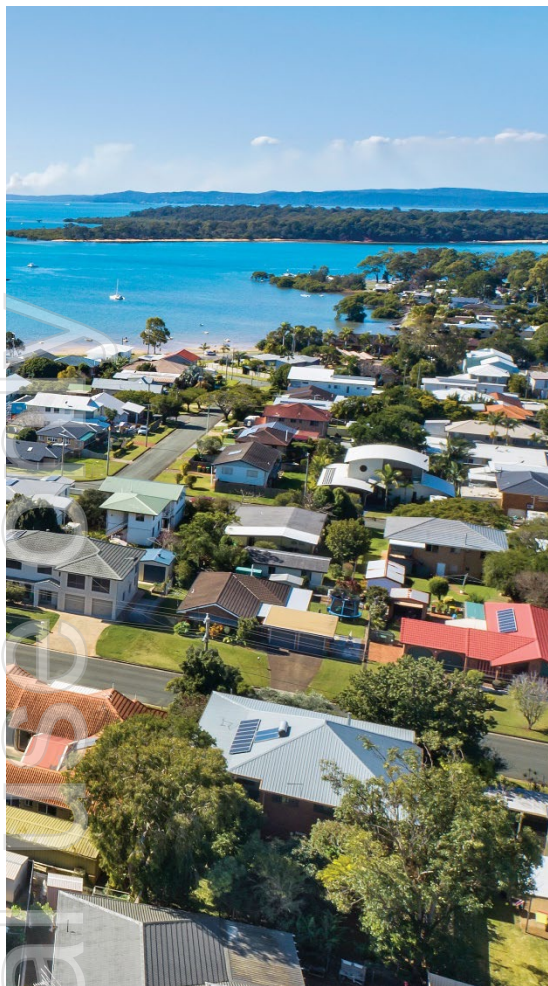
To consider and, if thought fit, pass the following as separate ordinary resolutions:

Item 4a) That approval be given for all purposes for the grant of 2,660 additional performance rights under the 2023 REA Group long-term incentive plan (LTI Plan 2023), to the Chief Executive Officer, Owen Wilson, on the terms set out in the Explanatory Notes.

Item 4b) That approval be given for all purposes for the grant of 7,959 performance rights under the 2024 REA Group long-term incentive plan (LTI Plan 2024), to the Chief Executive Officer, Owen Wilson, on the terms set out in the Explanatory Notes.

| | For | Open Usable | Against | Abstain |
|------------------------------------|------------|-------------|------------|---------|
| Item 4a) Direct and Proxy Votes | 99,079,711 | 65,222 | 19,244,465 | 18,362 |
| % of Vote | 83.69% | 0.06% | 16.26% | |
| Item 4b) Direct and Proxy Votes | 99,431,390 | 65,196 | 18,891,214 | 19,960 |
| % of Vote | 83.99% | 0.06% | 15.96% | |

An explanatory note to these items appears on pages 5-9 of the Notice of Meeting



Items 5a and 5b

Amendments to the Constitution

To consider and, if thought fit, pass the following as separate special resolutions:

Item 5a): That the Constitution of the Company be amended as set out in the document tabled at the 2021 Annual General Meeting signed by the Chairman for identification purposes, excluding those amendments highlighted with a grey background, and as described in the Explanatory Notes, with effect from the close of the 2021 Annual General Meeting.

Item 5b) That the Constitution of the Company be amended as set out in the provisions highlighted with a grey background in the document tabled at the 2021 Annual General Meeting signed by the Chairman for identification purposes, and as described in the Explanatory Notes, with effect from the close of the 2021 Annual General Meeting.

| | For | Open Usable | Against | Abstain |
|------------------------------------|-------------|-------------|------------|---------|
| Item 5a) Direct and Proxy Votes | 117,987,670 | 67,412 | 292,482 | 60,196 |
| % of Vote | 99.70% | 0.06% | 0.25% | |
| Item 5b) Direct and Proxy Votes | 99,710,223 | 67,646 | 18,523,552 | 106,339 |
| % of Vote | 84.28% | 0.06% | 15.66% | |

An explanatory note to these items appears on pages 10-11 of the Notice of Meeting



Item 6

Financial Assistance

To consider and, if thought fit, pass the following resolution as a special resolution:
That:

- (i) the Company approves for all purposes, including section 260B(2) of the Corporations Act 2001 (Cth) (Corporations Act), the giving of financial assistance by each company described as an “MCL Entity” in the Explanatory Notes, in connection with the acquisition by REA Financial Services Holding Co. Pty Ltd, a wholly-owned subsidiary of the Company, of the entire issued share capital of Mortgage Choice Pty Ltd; and
- (ii) each such MCL Entity may from time to time enter into and give effect to any documentation and transactions comprising or otherwise connected with any financial assistance described above or in the Explanatory Notes.

| | For | Open Usable | Against | Abstain |
|------------------------|-------------|-------------|---------|---------|
| Direct and Proxy Votes | 118,252,929 | 66,471 | 22,086 | 66,274 |
| % of Vote | 99.93% | 0.06% | 0.02% | |

An explanatory note to this item appears on pages 12-13 of the Notice of Meeting



Item 7

Increase in Non-executive Directors' Fee Pool

To consider and, if thought fit, pass the following resolution as an ordinary resolution:
That, in accordance with rule 7.3(a) of the Company Constitution and Listing Rule 10.17, the maximum aggregate Directors' fees payable to Non-executive Directors per annum be increased by \$400,000 from \$1,500,000 to a maximum of \$1,900,000.

| | For | Open Usable | Against | Abstain |
|------------------------|-------------|-------------|---------|-----------|
| Direct and Proxy Votes | 116,650,080 | 67,592 | 383,730 | 1,306,358 |
| % of Vote | 99.61% | 0.06% | 0.33% | |

An explanatory note to this item appears on pages 13-14 of the Notice of Meeting

Q&A



Glossary

EBITDA

Earnings before Interest, Tax, Depreciation and Amortisation including share of associates and joint ventures.

Financial results from core operations

Reported results adjusted for significant non-recurring items such as restructure costs, gain/loss on acquisitions and disposals, related transaction costs, integration costs, and historic tax provision (historic indirect tax provision reflects potential retrospective changes to interpretation of tax law).

In the prior year, this included items such as restructure costs, revaluation of contingent consideration, gain/loss on acquisitions, disposals and divestments, and impairment charges.

Revenue

Revenue is defined as revenue from property and online advertising and revenue from Financial Services less expenses from franchisee commissions.

Visit our
investor site at
rea-group.com

Disclaimer: This presentation contains non-specific background information about REA Group's current activities. This information is a summary only. Investors and potential investors should obtain independent advice. This information is not intended to provide advice to investors or potential investors and does not take into account the individual investment objectives, financial situation or needs of any particular investor(s). These factors should be considered when making investment decisions.

Investors:

Graham Curtin
General Manager Group Finance
P: +61 3 8456 4288
E: ir@rea-group.com

Media:

Prue Deniz
General Manager Corporate Affairs
M: +61 438 588 460
E: prue.deniz@rea-group.com