

2021 AGM

19 NOVEMBER 2021



Your Board of Directors



Mark Joiner
Independent Chairperson



Glenn King
Group Managing Director &
CEO



Dr Kirstin Ferguson
Independent Non-Executive Director



John Hawkins
Non-Executive Director and Link
Group Nominee Director



Melanie Willis
Independent Non-Executive Director



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



Vivek Bhatia
Non-Executive Director and Link
Group Nominee Director



Andrew Metcalfe
Company Secretary



Chairperson's
address





Group Managing Director and CEO's address



THE MAJORITY OF PROPERTY TRANSACTIONS IN AUSTRALIA NOW OCCUR ON THE PEXA EXCHANGE



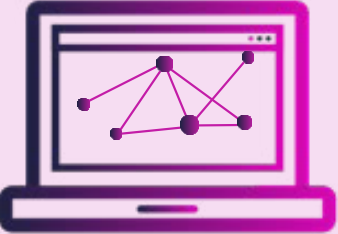
FY21 transactions completed¹

More than 650,000 property settlements and more than 320,000 mortgage refinances



Users

9,400+ practitioner firms
160+ financial institutions
1 million+ consumers



Systems integrated with:

6 Land Titles Offices (LTOs)
5 State Revenue Offices (SROs)²
Reserve Bank of Australia

Australia's leading Electronic Lodgement Network Operator (ELNO)



- > Favourable industry conditions continue, 19% growth in total market volumes between FY20 and FY21
- > Strong growth across the market including Queensland and South Australia

Notes:
1. As at Jun-21 estimate based on number of workspaces (differs from billable transactions, as there may be multiple transactions per completed settlement or mortgage refinancing)
2. Based on jurisdictionally specific industry process requirements there is no need to develop an integration with the State Revenue Office to enable stamp duty processing in the ACT
3. Transfer market uptake based on BIS Oxford estimate of market size and PEXA Exchange transaction volumes, month of Jun-21

Key FY21 highlights



Successful A\$3B IPO and listing on the ASX



FY21 revenue and PEXA Exchange EBITDA ahead of Prospectus forecast



PEXA Exchange volumes up 37% year on year, with continued growth potential



Property market volumes remain robust in FY22 YTD



Multiple growth opportunities progressing across PEXA Exchange, PEXA UK, PEXA Insights and PX Ventures



Strong engagement with our people (>80/100 Culture Amp engagement survey) and customers (>50 Net Promoter Score)



FY22 Prospectus forecasts reaffirmed again



Delivered strong FY21 revenue and earnings growth



KEY FINANCIAL METRICS

REVENUE

\$221m up **42%** YoY and **1%** on Prospectus forecast

PEXA EXCHANGE EBITDA¹

\$110m up **114%** YoY and **2%** on Prospectus forecast

NPAT¹

(\$5m) **in line with** prior year and Prospectus forecast

NPAT (STATUTORY)

(\$12m) **(\$12m)** below prior year and **(\$2m)** below Prospectus forecast

KEY OPERATING METRICS

PEXA EXCHANGE TRANSACTIONS

3.3m up **37%** YoY and **1%** on Prospectus forecast

PEXA EXCHANGE TRANSFER MARKET PENETRATION

80% up **14ppts** YoY and **in line with** Prospectus forecast

PEXA EXCHANGE EBITDA MARGIN¹

50% up **17ppts** YoY and **in line with** Prospectus forecast

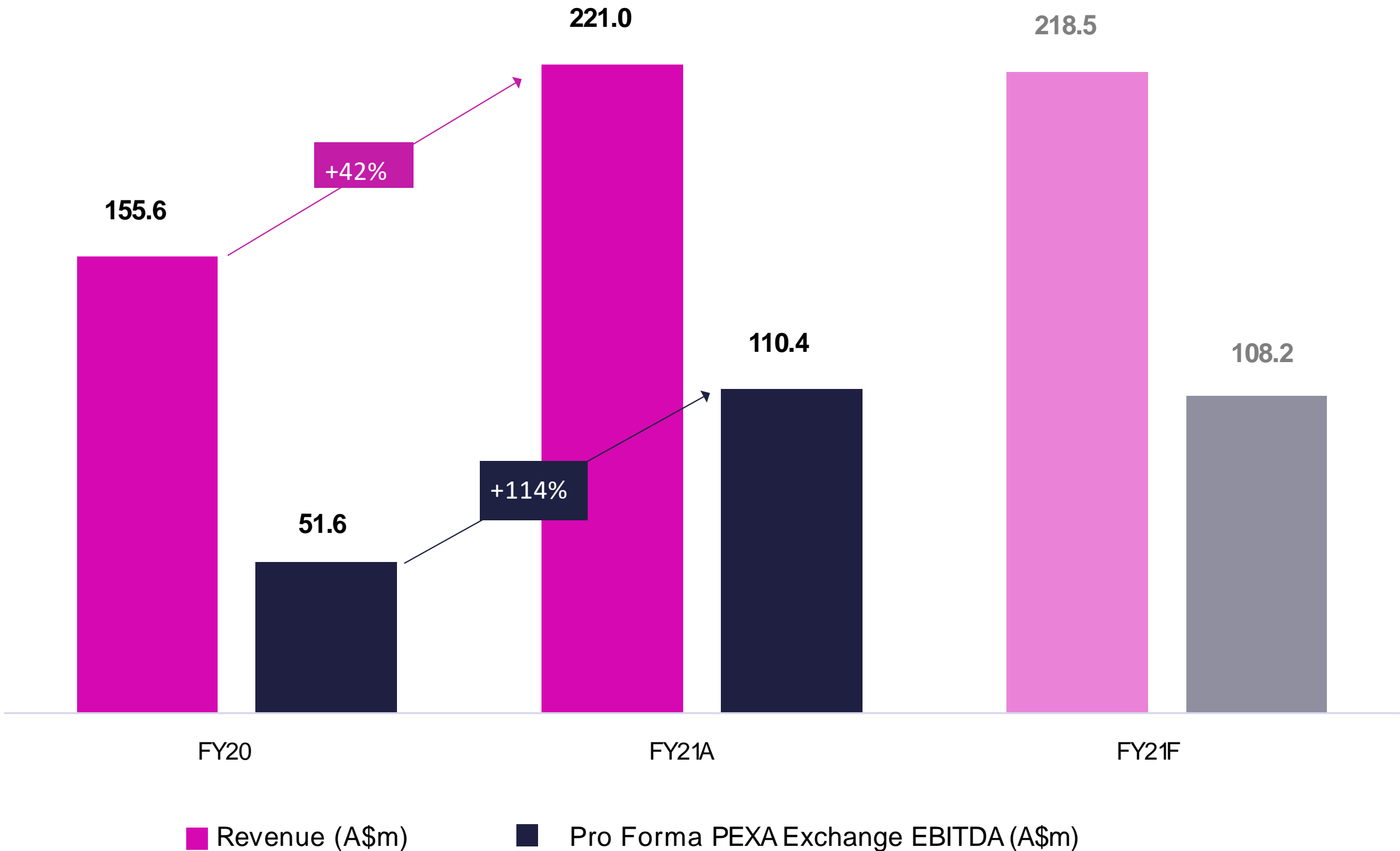
FREE CASH FLOW CONVERSION (BEFORE FINANCING AND TAX)¹

89% up **41ppts** YoY and **10ppts** on Prospectus forecast

Notes:

1. Pro Forma EBITDA, NPAT, PEXA Exchange EBITDA Margin and Free Cash Flow Conversion

Revenue and EBITDA¹ ahead of Prospectus FY21 forecasts²



Notes:

- Pro Forma results differ from the Statutory results in the Financial Statements due to adjustments to reflect the operating and capital structure of the business following completion of the IPO as if it was in place as at 1 July 2019. Adjustments are (i) the addition of estimated incremental public company costs associated with PEXA being a listed company, (ii) the removal of IPO costs which are recognised in the Statutory financial information, and (iii) the removal of the impact of the accelerated vesting and close-out of the Management Equity Plan which occurred as a result of the IPO.
- All references to FY21F in this document refers to the FY21 Forecast in the IPO Prospectus

Our purpose, strategy and values



OUR PURPOSE: TO TRANSFORM THE PROPERTY EXPERIENCE FOR EVERYONE

OUR VALUES:

Innovate for good



Better together



Make it happen
Make it count



STRATEGIC IMPERATIVES:

Grow and enhance the PEXA Exchange

Extend our services through PEXA Insights and PX Ventures

Replicate our services internationally, starting with the UK market

The PEXA Exchange experienced strong growth and momentum in FY21



SUPPORTING THE AUSTRALIAN PROPERTY SECTOR THROUGH CONTINUED DIGITISATION

Momentum for digital transactions continues

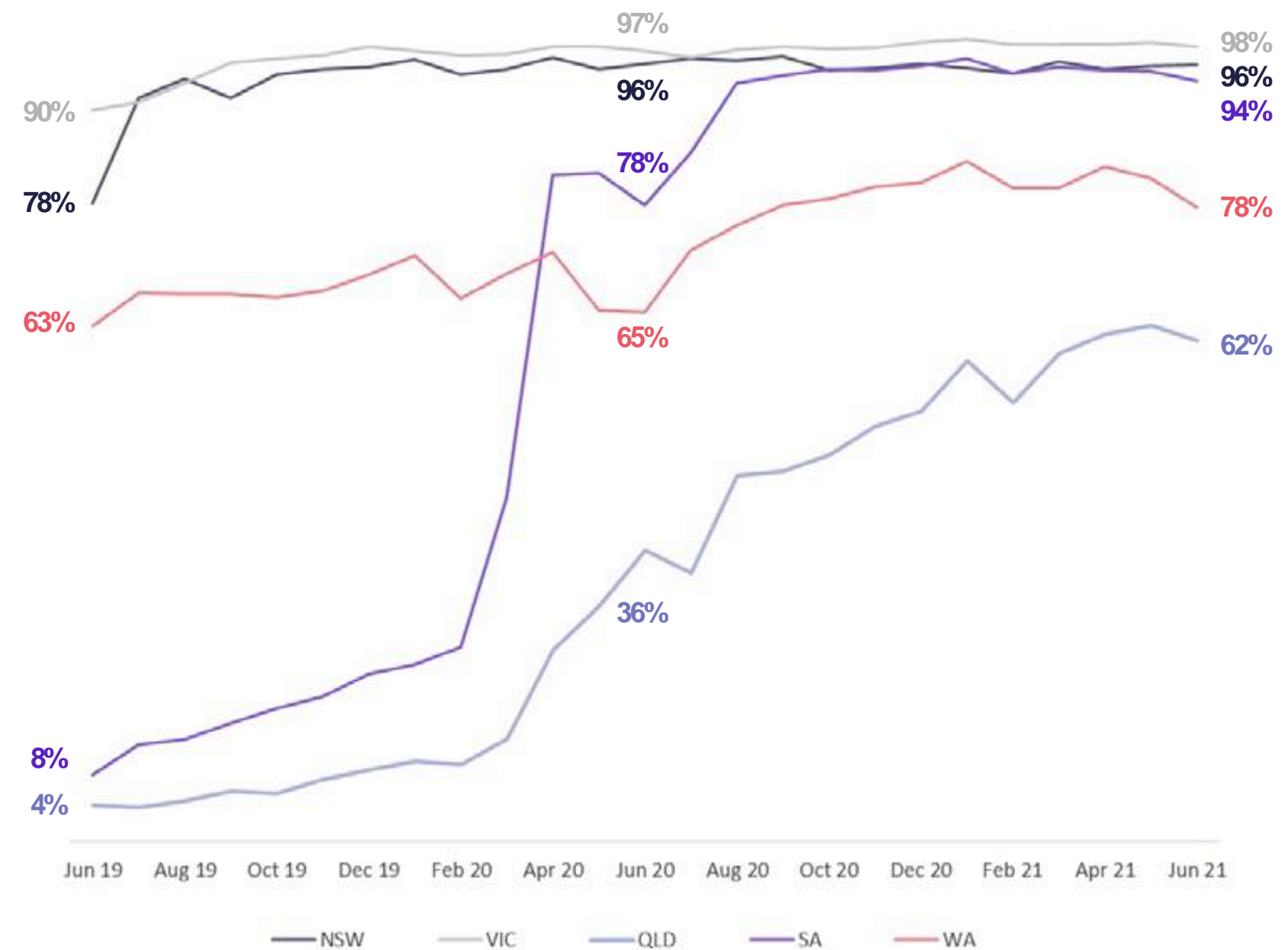
- > 3.3m billable property transactions occurred on the PEXA Exchange in FY21, up 37% on FY20
- > 2.3m Transfers and 650k Refinances processed through the PEXA Exchange in FY21, up 51% and 11% respectively from prior year

Strong growth across Australia

- > Transfer market share grew from 66% in FY20 to 80% in FY21
- > Entry into new jurisdictions – ACT

At the end of October 2021, >10m property transactions equating to >\$1.8 trillion in property settlement value had settled safely and efficiently via the PEXA Exchange

Penetration by jurisdiction (% of transfers lodged via PEXA Exchange)¹



Note:

1. Based on market volume estimates from BIS Oxford Economics and PEXA Transfer volumes

ENHANCING THE CUSTOMER EXPERIENCE

- > Ensured the digital enablement in jurisdictions, meaning more transactions can be completed via the PEXA Exchange, for example:
 - >99% of all property transactions are now completed electronically in New South Wales
 - 97% of all property transactions are now completed electronically in Victoria
- > Delivered multiple enhancements to the PEXA Exchange
- > Thousands of PEXA customers engaged through various channels, learning opportunities and events:
 - >70 industry events held across Australia (virtual and face to face)
 - >50 educational webinar events conducted virtually
- > Recognised as a trusted organisation with the leading brand trust rating score of 8.7/10 (up from 7.9 from prior year)¹



Notes:
1. PEXA Brand Research Wave 2, December 2020, Nature

Proactive leader and participant in ongoing government and industry reforms throughout FY21



SUPPORTING MARKET REFORMS

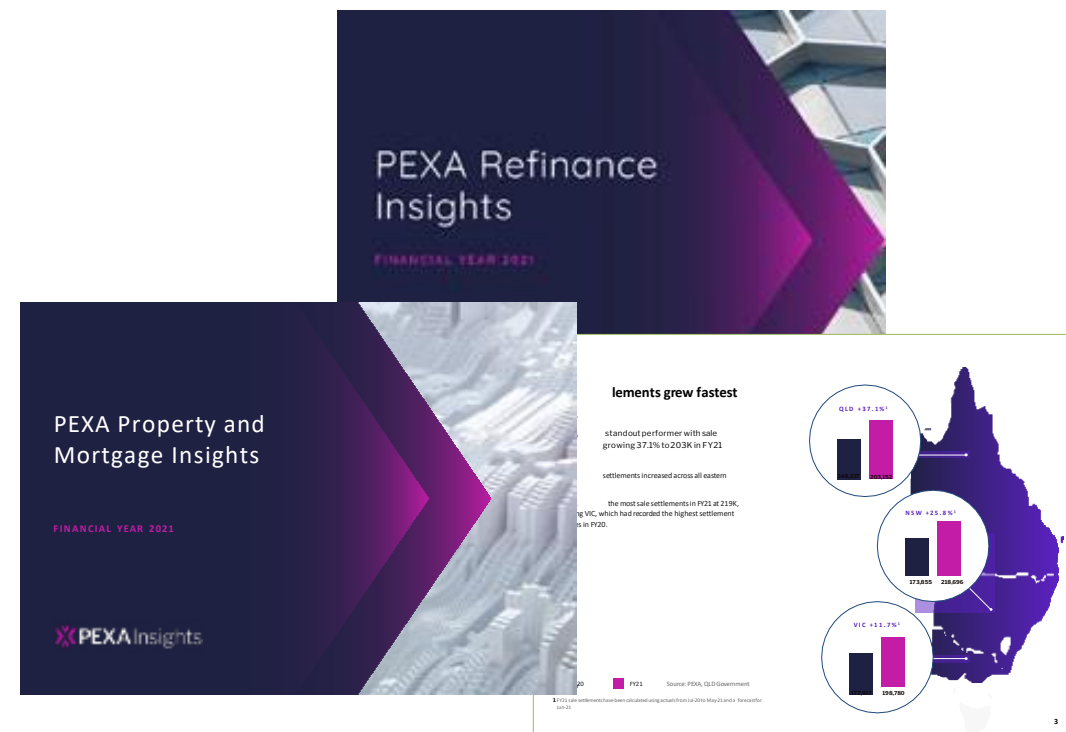
- > Supported South Australia in its expedited transition to digital settlements during COVID-19
- > Commenced e-conveyancing in the ACT
- > Expanded roll out of full catalogue of property transactions across States
- > Proactively shaped a revised interoperability model
- > Active participant in interoperability working groups, bringing leadership and expertise
- > PEXA supports the first test transaction moving from December 2021 to September 2022



Extending services and partnerships across Australia's property sector

PEXA INSIGHTS

- > Created a new data and insights service
- > Specialist data and insights team in place
- > New services developed:
 - > MyView and Mortgage Collateral Monitor built and being tested with customers
 - > New PEXA Property and Mortgage Insights reports receiving significant media coverage
- > Developing strategic and commercial data partnerships



PX VENTURES

- > Partnerships being pursued to expedite expansion and leverage PEXA's expertise
- > Released Launchpad with 3 prop tech opportunities being tested to enhance our platform service and revenue
- > Business Advantage service in market to deepen support for our members
- > Exploration of possible vertical opportunities – B2B, B2C and B2G
- > Active engagement with skilled Advisory Board



International expansion on-track, beginning with PEXA UK



PEXA UK PROGRESS TO DATE

TECHNOLOGY BUILD PROGRESSING WELL

Partnered with global software consultancy, **ThoughtWorks**, to design and build a new platform for international markets



Technology build teams now on the ground in Australia, India and the UK— **development of PEXA's platform commenced**



POSITIVE LENDER ENGAGEMENT

Product testing with lender pilot-groups in **FY22** as part of critical Bank of England integration



Commercial and technical discussions progressing



GOVERNMENT AND REGULATORY ENGAGEMENT UNDERWAY

Positive senior official engagement is ongoing, focus on building transparent, long-term relationships with:

- > Bank of England
- > Her Majesty's Land Registry
- > Critical government departments
- > Regulators



BLENDING UK, AUSTRALIAN AND INDIAN TEAM OF 75 FTE SUPPORTED BY AN EXPERT ADVISORY BOARD

A culture built on trust and community



OUR PURPOSE: TRANSFORMING PROPERTY EXPERIENCES FOR EVERYONE

INNOVATE FOR GOOD

- > PEXA Key wins 2020 AFR most innovative companies – Best Service Innovation Award
- > Awarded HRD Innovative HR Teams 2020 for Best Workplace Flexibility Program
- > PX Ventures launches to foster innovation
- > 100 innovations tested
- > Partnering with Buy Local

BETTER TOGETHER

- > 400+ employees across Australia and the UK
- > Top #3 in the 2021 Best Place to Work Awards
- > Diverse and inclusive workplace, including certified as a Family Friendly Workplace + wellness program
- > 59 Employee PX flagship events CYTD
- > Employee engagement score of >80/100 per 2020 and 2021 Culture Amp surveys



MAKE IT HAPPEN. MAKE IT COUNT

- > Strong financial and customer performance (>50 NPS)
- > Growth in market share to 80%
- > Expansion into new services and markets
- > Strong Brand Trust with score of 8.7/10 (number 1 against Peers)
- > CSIA Australian Service Excellence Awards “2020 service champion” and “2020 Customer Service Executive and Manager of the year winners”



Delivering meaningful ESG results



- > **92/100** GRESB rating – The global ESG benchmark for Real Assets with PEXA ranking second within its global peer group
 - > Up from 84 in FY20
- > Our approach to ESG is underpinned by UN Sustainability development goals
- > Progress across a number of areas including:
 - > Partnered with Homes for Homes to create sustainable and affordable housing for our most vulnerable
 - > Net zero by 2025 commitment formalised and embedded into our strategy
 - > An immediate 10% reduction targeted for FY22
 - > Environmental baselining finalised
 - > SisterWorks mentoring program launched
 - > The introduction of and enhancements to policies including:
 - > The publishing of our Modern Slavery Statement
 - > Responsible Sourcing Policy
 - > Workplace Gender Equality Agency Report 2020
 - > Foundations of our Reconciliation Action Plan

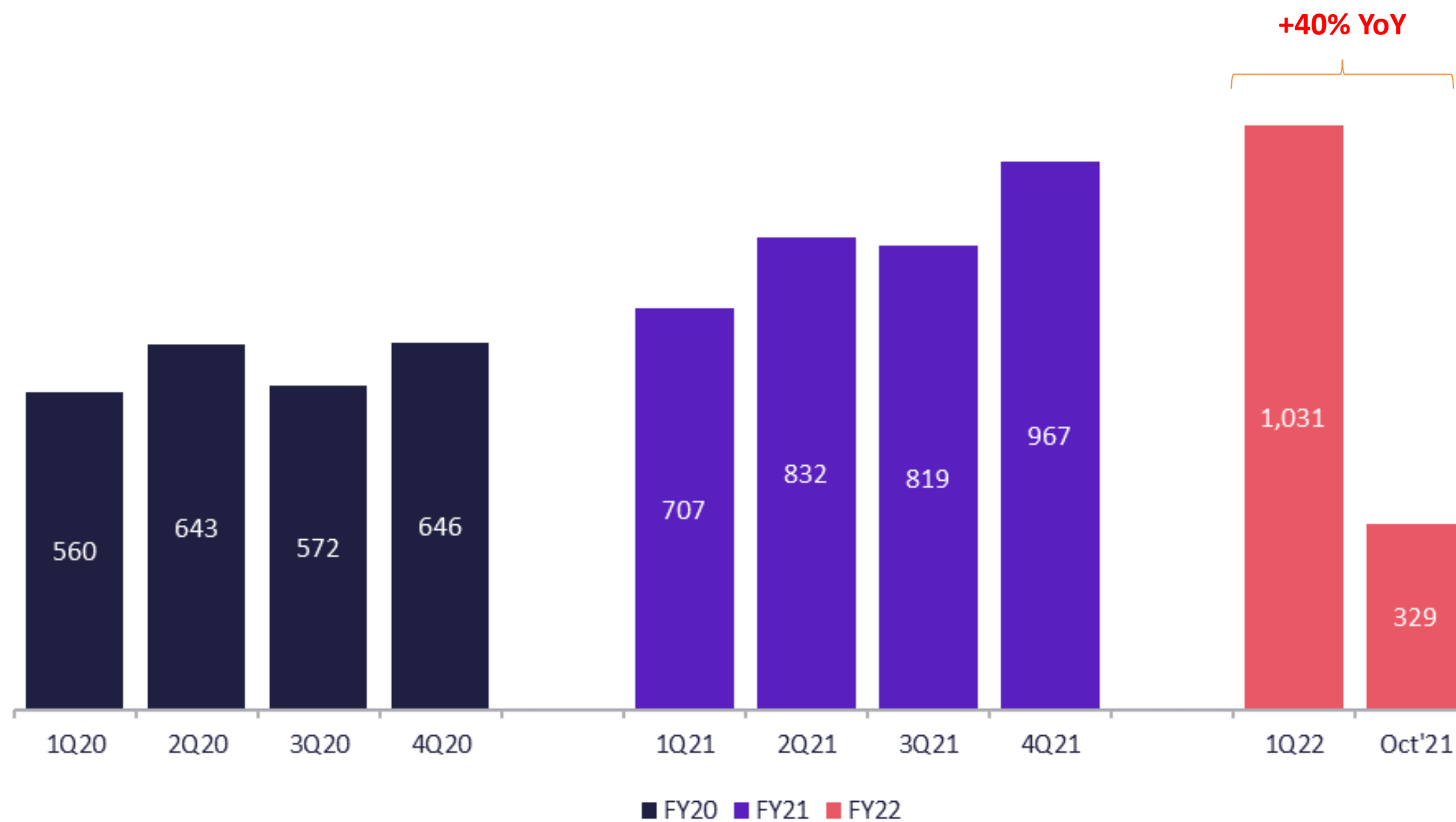


Positive trading start to FY22 continues; FY22 Prospectus forecasts reaffirmed



Underpinned by attractive industry fundamentals

Comparison of PEXA Exchange volumes (000s)



- > Market strength has continued, notwithstanding extended COVID-19 lockdowns in Sydney and Melbourne
- > 1.36m billable transactions processed through the PEXA Exchange for the first 4 months of FY22, up 40% on the prior year
- > The strong start to FY22 increases our confidence in achieving FY22 Prospectus forecasts (below)

Prospectus Forecast	FY22F	FY22F
A\$M; Year ended 30 June	Pro Forma	Statutory
Revenue	246.9	246.9
PEXA Exchange EBITDA	126.3	126.3
EBITDA	107.6	75.6
NPAT	19.6	(2.5)



Thank you.



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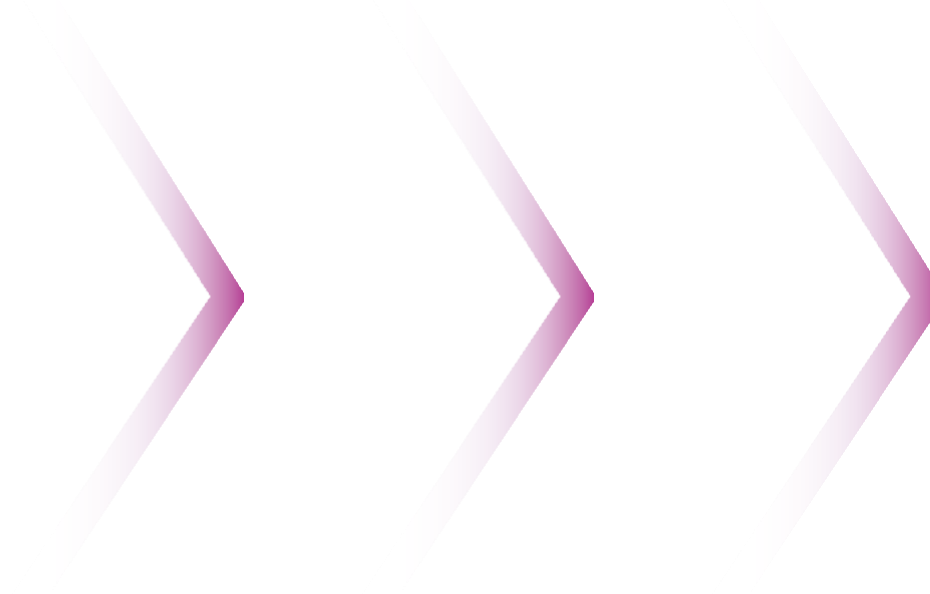
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