

2022 AGM

18 NOVEMBER 2022



Your Board of Directors



Mark Joiner
Independent Chairman



Glenn King
Group Managing Director &
Chief Executive Officer



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



Helen Silver
Independent Non-Executive
Director



Chairperson's address

Group Managing Director & CEO's address



PEXA delivered strong FY22 revenue and earnings growth



| KEY FINANCIAL METRICS | VS PRIOR YEAR | VS PROSPECTUS FORECAST |
|--|---------------|------------------------|
| REVENUE \$280m | +27% | +13% |
| PEXA EXCHANGE EBITDA ¹ \$153m | +38% | +21% |
| PEXA EXCHANGE EBITDA MARGIN ¹ 55% | +5 pts | +4 pts |
| FREE CASH FLOW (BEFORE CAPEX, FINANCING AND TAX) ¹ \$121m | +7% | +11% |

| KEY FINANCIAL METRICS | VS PRIOR YEAR | VS PROSPECTUS FORECAST |
|---|---------------|------------------------|
| NPAT ¹ \$38m | +\$43m | +94% |
| NPAT (STATUTORY) \$22m | +\$34m | +\$24m |
| NPATA ¹ \$77m | +123% | +31% |
| NET DEBT TO PEXA EXCHANGE EBITDA ¹ 1.47x | -35% | N/A |

Notes:

1. Pro forma PEXA Exchange EBITDA, PEXA Exchange EBITDA Margin, NPAT, NPATA and Free Cash Flow Conversion – see slide 33 of PEXA’s FY22 Results Presentation for reconciliation between Pro forma and Statutory financial results

PURPOSE

CONNECTING PEOPLE TO PLACE

PRIORITIES



ENHANCE

Enhancing the core Exchange in Australia to build deeper customer relationships



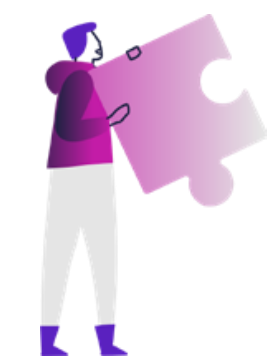
EXPAND

Bringing digital property settlement solutions to Torrens title jurisdictions internationally



EXTEND

Providing innovative data insights and digital services, transforming the experience of transacting, owning and servicing properties



EVOLVE

Investing in our people, platform and brand to sustain an innovative culture and reputation trusted by stakeholders



VALUES

Innovate for good



Better together



Make it happen
Make it count



ENHANCE: PEXA Exchange is facilitating the majority of land transactions in Australia



PEXA EXCHANGE

Australia's leading Electronic Lodgement Network Operator (ELNO)



TRANSACTIONS

Since launch PEXA has now facilitated 12 million property transactions through the PEXA Exchange, settling >\$2.4 trillion of funds



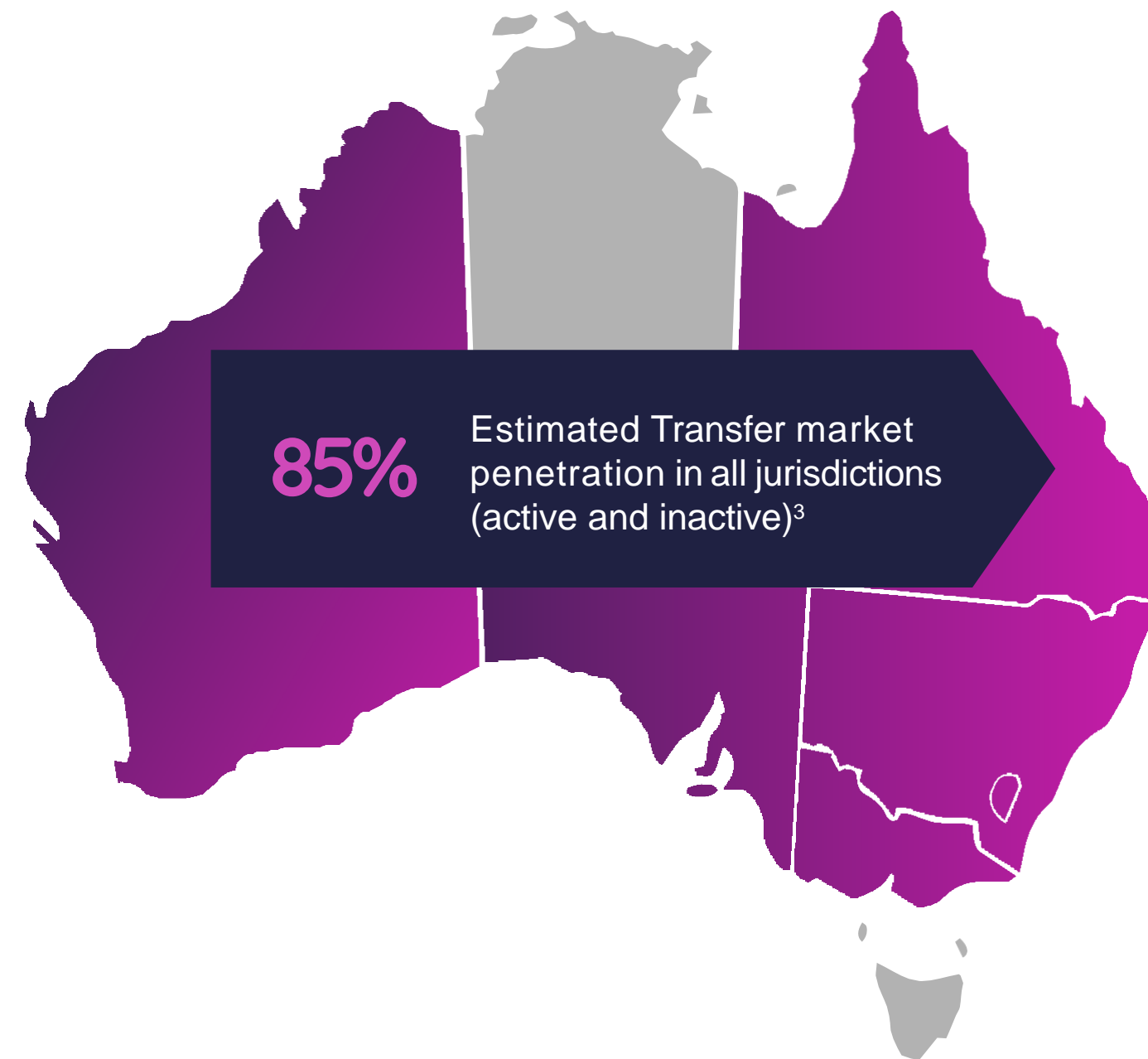
USERS

9,700+ practitioner firms
160+ financial institutions
1.1 million+ consumers¹



SYSTEMS INTEGRATED WITH

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



- > Favourable industry conditions in FY22, with 12% growth in total market volumes from FY21
- > Refinancing volumes particularly strong, total market up 31% year on year
- > Successful launch in ACT, reaching 59% transfer market penetration by June 2022
- > 4.05 million PEXA Exchange transactions, up 22% from FY21
- > Net Promotor Score of +74, up 6pts from FY21

Notes:

1. Based on a rolling 12-month view
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, for the 12 months to Jun-22

EXPAND: PEXA International is delivering in the UK; went live in September, within 2 years of project start



PEXA established the seventh net settlement payment scheme to clear through the Bank of England



Seven lenders successfully completed testing of PEXA settlement payment scheme



Partnered with ClearBank to disburse funds to lenders not yet integrated with PEXA



New UK Board in place, chaired by John Hooper



PEXA's re-mortgage offering is live:

- > Hinckley & Rugby Building Society September 2022
- > Shawbrook Bank October 2022



Acquired leading UK-based remortgage processing firm Optima Legal

EXTEND: PEXA Insights & Ventures building growth organically, as well as through partnerships and M&A



Delivered a range of new PEXA Insight services such as Australian property research



Established key PEXA Insight partnerships with a range of organisations



Invested and acquired specialist data insight businesses to support PEXA Insight growth



PX Ventures investing in service offerings such as Honey Insurance and Sorted



Building SME relationships through PX Ventures and Business Advantage service

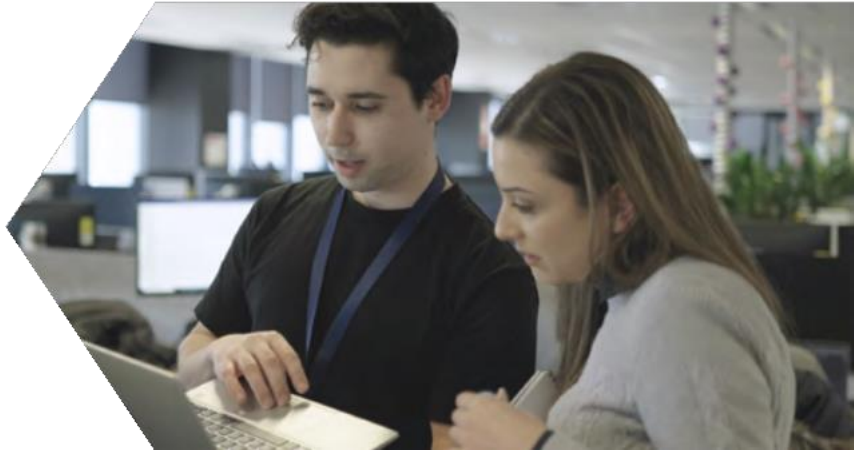


Connecting with property tech entrepreneurs through PX Ventures Launchpad

EVOLVE: Engaged team, highly satisfied customers, focus on ESG

OUR PEOPLE

- > Introduction of Flex First – keeping connections in a hybrid world
- > 80% team engagement score
- > 95% of employees believe wellbeing is a top priority at PEXA



TRUST

- > Brand trust 8.9/10
- > Member Satisfaction Score averaging 97% for FY22



BUILDING A CREDIBLE ESG FRAMEWORK

- > 5-star GRESB rating
- > Proud partner of not-for-profit Homes for Homes
- > Working with Indigenous consultants to establish an Indigenous Engagement Strategy



Innovate for good.



Better together.

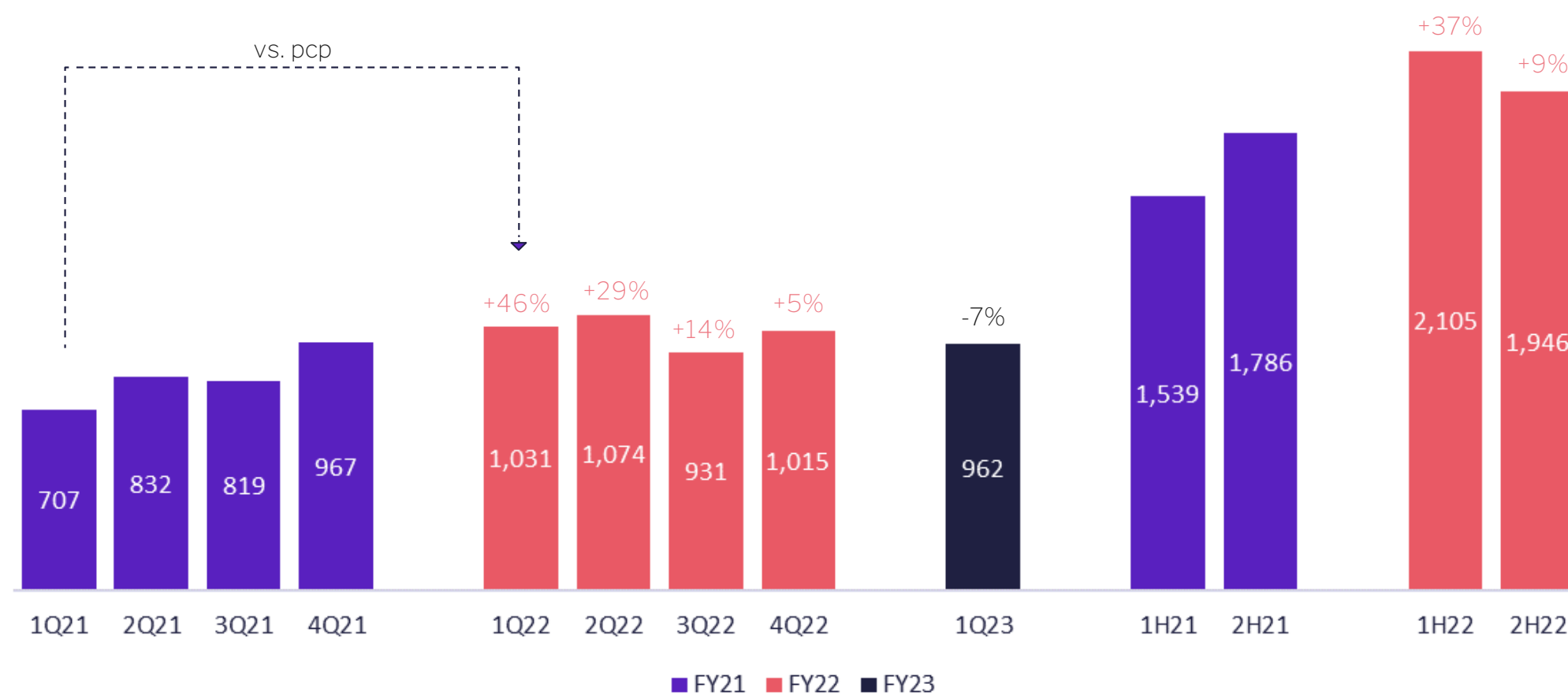


Make it happen.
Make it count.

Well placed for FY23 following positive start



Comparison of PEXA Exchange volumes (000s)



- > As interest rates increase, the Australian property market is tempering, but remains robust YTD FY23 supported by strong economic fundamentals
 - High household savings rates
 - Low levels of unemployment
 - Increasing inward migration
- > Refinancing volumes remain elevated with longer-term fixed interest rates now falling
- > 1Q23 PEXA Exchange volumes were 962k, down just 7% from 1Q22, and 5% from 4Q22
- > We expect 1H23 volumes to be c1.9m, close to 2H22

FY23 outlook reaffirmed

- > Exchange EBITDA margin between 50% - 55%
- > Continued investment in core, with Exchange tech investment expected to be c.20% of revenue
- > Investing c.\$45m in international expansion and c.\$15m in PEXA Insights (excl. M&A)
- > PEXA UK expect to have four lenders transacting on platform, and aspire to sign up lenders representing c.20% of England and Wales remortgage market volumes by end of FY23



Thank you

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