Annual General Meeting

2025

PEXA

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

Russell Cohen
Chief Executive Officer & Group Managing Director

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

Agenda

01
Chair Address

Mark Joiner
Chair

02
CEO Update

Russell Cohen
CEO & Group Managing Director

03
Resolutions

01
Chair Address

Mark Joiner
Chair

› Year in Review

› Governance

02
CEO Update

Russell Cohen
CEO & Group Managing Director

Why PEXA?

Unlocking the future of property transactions with a market-leading platform

- World-first essential digital platform
- Nation-wide reach with over 90% market coverage
- Unique IP backed by knowledgeable workforce
- Consistently improving cash flows
- Strong balance sheet
- Attractive growth opportunities

FY25 Group financial snapshot

Group Revenue	$393.6m	+16% ↑	FY24: $340.1m
Group EBITDA[1]	$134.4m	+21% ↑	FY24: $111.5m
NPATA[1]	$41.1m	(6%) ↓	FY24: $43.8m
Statutory NPAT	($76.1m)	(58.1m) ↓	FY24: $(18.0m)
Group EBITDA margin[1,2]	34.1%	+1.3ppt ↑	FY24: 32.8%
Free cashflow	$56.0m	+45% ↑	FY24: $38.5m
EPS[4]	(43.0cps)	(32.8cps) ↓	FY24: (10.2cps)
Net Debt/EBITDA[1,3]	1.8x	(0.7x) ↓	FY24: 2.5x

vs FY24

[1] Group EBITDA represents financial results from core operations before associates, which is adjusted for significant items. EBITDA is a non-IFRS measure.
[2] Group EBITDA before associates / Revenue
[3] Last twelve months (LTM) basis
[4] Earnings per share: NPAT / weighted average number of ordinary shares

Australian Exchange

Revenue growth exceeding cost growth, driven by national rollout, cost efficiencies and scale benefits

Exchange ($m)

Metric	Change	FY25	FY24
Revenue	↑ 7.5%	313.8	292.0
EBITDA[1]	↑ 8.4%	172.5	159.1
EBITDA Margin[2]	↑ 0.5ppt	55.0%	54.5%
Operating cash flow[3]	↑ 14.3%	138.7	121.4

FY25 Highlights

- **Operating leverage** driving EBITDA growth
- **Progression of national rollout** with enablement of Tasmania and setting the foundation for NT launch
- Expansion of **digital lodgement capability** through introduction of new dealing types in WA
- Improved customer efficiency through **additional API connections**
- Simplifying **digital signing** by providing the option for customers to sign on mobile devices
- Increased market coverage to **90%**
- Strong **cash generating** business
- **$34m capex** invested in core infrastructure improvements to resilience and new features
- Continued to work proactively with our **regulator** to design practical industry reforms

[1] Financial results from core operations; represent reported results adjusted for significant non-recurring items. Non-IFRS measure.
[2] Group EBITDA before associates / Revenue
[3] Operating cash flow: EBITDA excluding the effect of significant items less capital expenditure

International

Product build is complete and improved operating performance during FY25; Top tier lender commitment in July 2025

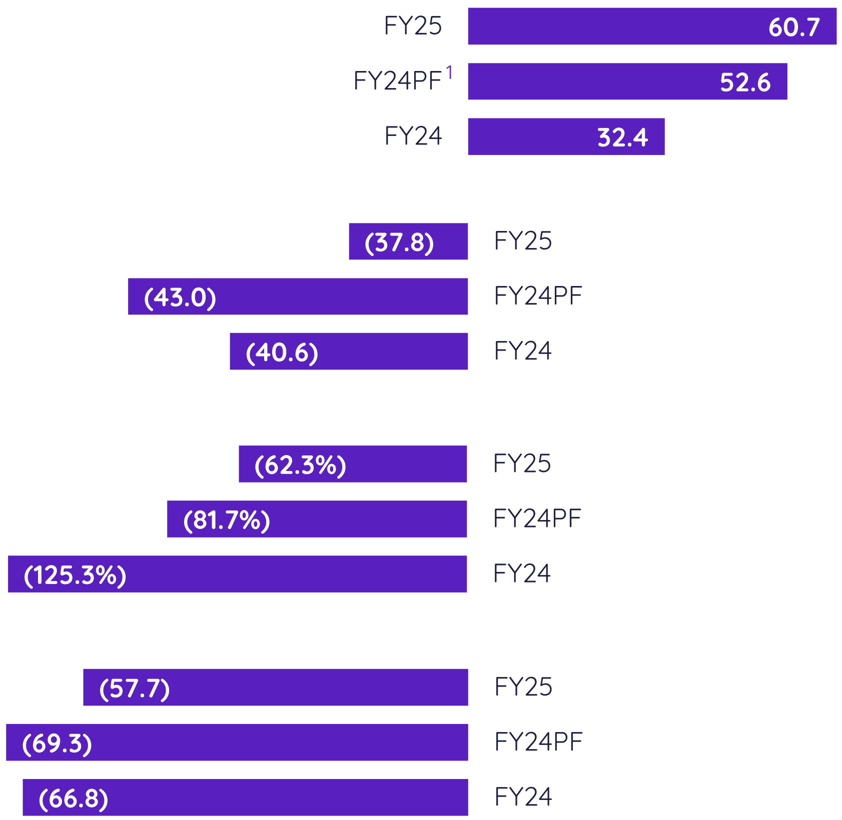
International ($m)

Revenue ↑ 15.4%

EBITDA ↑ 12.1%

EBITDA Margin ↑ 19.4ppt

Operating cash flow ↑ 16.7%



FY25 Highlights

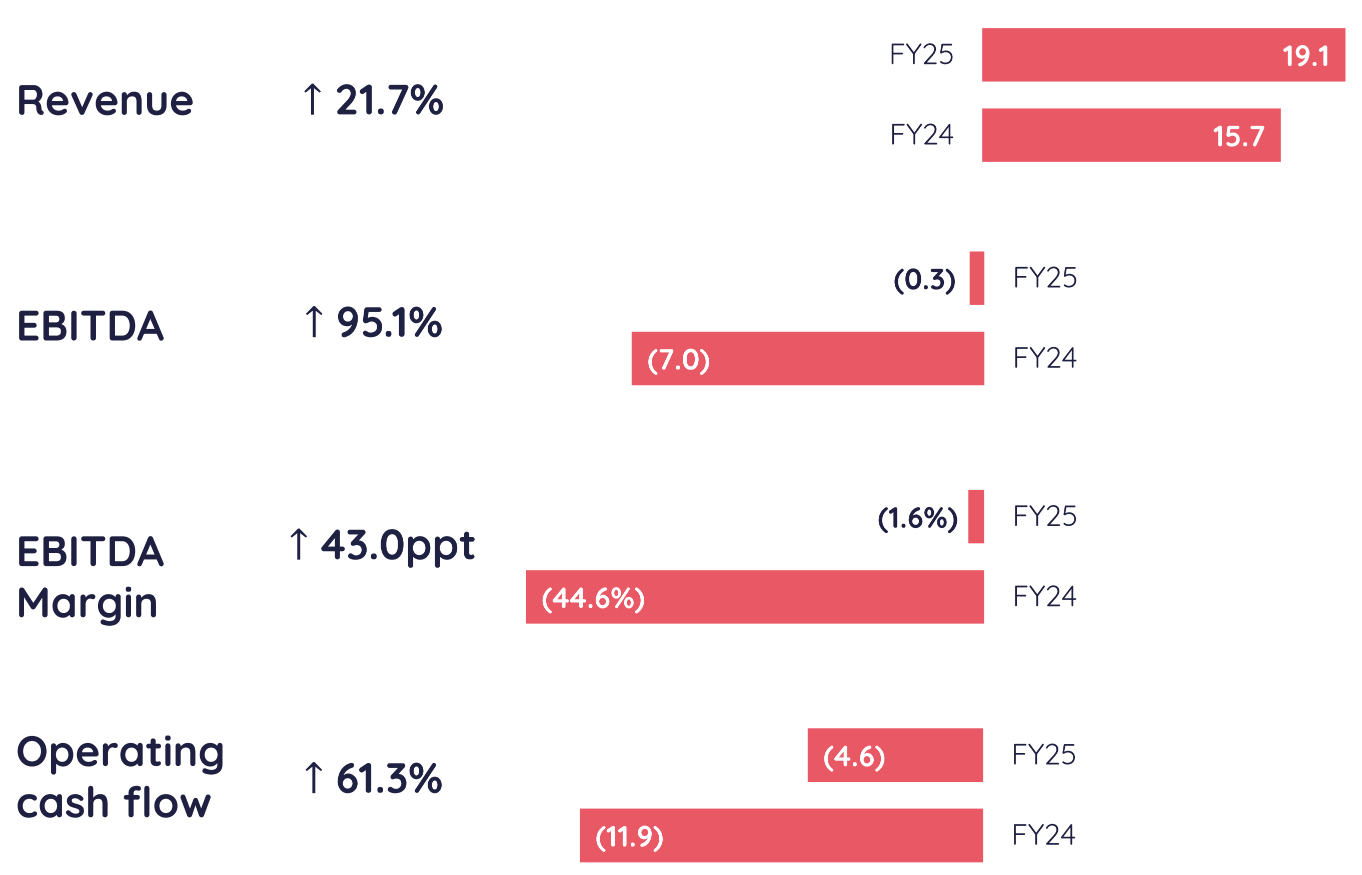
- **FCA Approval** granted to become Authorised Payment Institution in UK
- **S&P platform build delivered**, ready for the launch of our full product suite in 1H26
- Completed **UK's first digital property transaction** using S&P platform
- Lender engagement progressed towards written **commitment from NatWest** in July 2025
- **Smoove integration** completed, achieved EBITDA breakeven in 2H25
- **Optima Legal** performance uplift

[1] FY24PF: The pro forma view assumes Smoove was owned for all FY24.

Digital Solutions

Strategic Review announced to assess fit and profitable growth opportunities

Digital Solutions ($m)



FY25 Highlights

- Improving revenue, EBITDA and operating cashflow as **businesses scale**
- **Revenue growth** driven primarily by Insights businesses

.id and Value Australia:

- **>95% customer retention** and **>80% annuity style** revenue
- Established **strategic partnerships** and expansion of Automated Valuation Model offering
- Increased market share into **priority growth segments**, particularly Education and Utilities
- **Expanded adoption** of products within government sectors, particularly local government

Strategic Review

- Assessment of **contribution to future** growth
- Review of **divestment opportunities** and/or need to **contribute further investment**

FY26 Strategy

Drive outstanding shareholder value through consistently excellent customer and employee experiences

Purpose	CONNECTING PEOPLE TO PLACE				
Objectives	Outstanding shareholder value		Consistently excellent customer experiences		Fulfilling employee journeys
Pillars	Exchange enhancement	+ Growth opportunities	+ UK Adoption	+ Strategic Review of Digital Solutions	+ High performance, future fit
Outcomes	Our Exchange is **stronger, modern** and **seamless**	**Intentional** growth which drives **customer and shareholder** outcomes	**Established and growing** customer base	A focus on **core assets** to drive long-term, profitable growth	A **cohesive, empowered** team, focused on **execution**

Core Financial Operating Guidance

PEXA reaffirms FY26 Guidance

Metric	FY25 Outcome	FY26 Guidance
Group Revenue	$393.6m	**$405m to $430m**
Group EBITDA margin[1]	34.1%	**32% - 35%**
Group Core NPAT[1]	$2.1m	**$5m to $15m**
Group Capex	($58.0m)	**($60m) to ($65m)**
International operating cash flow	($57.7m)	**($59m) to ($63m)**

[1] Financial results from core operations; represent reported results adjusted for significant non-recurring items, detailed on page 11. Non-IFRS measure.

Q&A

03
Resolutions

Item 1: Consideration of reports

To receive and consider the Annual Financial Report, the Directors' Report and the Independent External Auditor's Report of the Company for the financial year ended 30 June 2025.

Item 2. Re-election of Director – Helen Silver

That Helen Silver, who retires in accordance with clause 4.7 of the Company's Constitution and being eligible for re-election, is re-elected as a Director of the Company.

Direct and proxy votes received

	For	Open	Against
Number of votes	133,127,887	1,448,942	1,370,370
Percentage %	97.93%	1.07%	1.01%

Item 3. Remuneration Report

That the PEXA Group Remuneration Report for the financial year ended 30 June 2025 is adopted.

Direct and proxy votes received

	For	Open	Against
Number of votes	131,272,126	1,420,492	3,218,010
Percentage %	96.59%	1.05%	2.37%

Item 4. Approval for grant of Performance Rights to Russell Cohen

(a) That, for the purposes of Listing Rule 10.14 and for all other purposes, approval is given for the grant of 18,726 Performance Rights to the Company's Managing Director and Chief Executive Officer, Russell Cohen, pursuant to the PEXA Group Limited Equity Incentive Plan and on the terms and conditions set out in the Explanatory Memorandum.

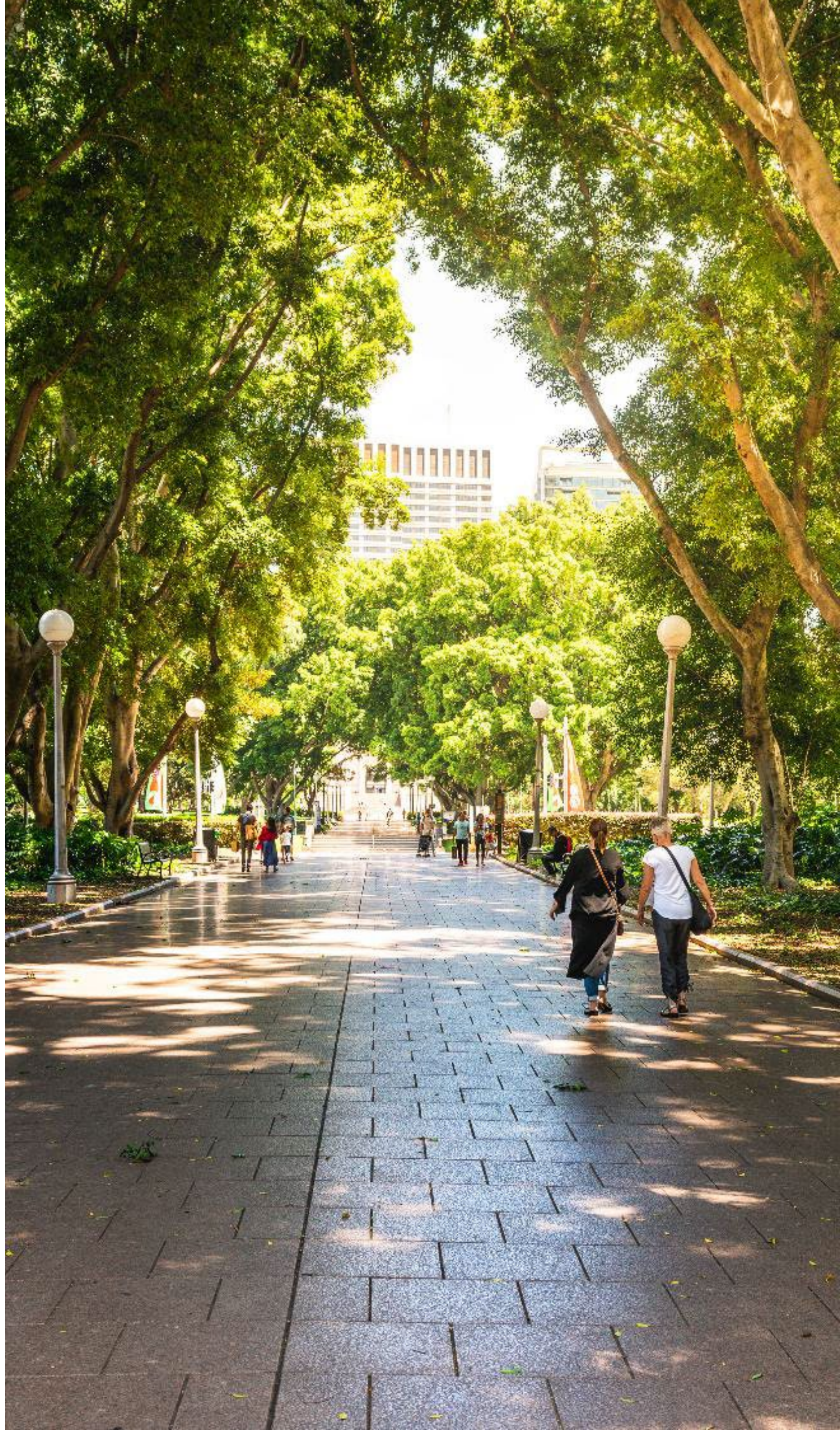
Direct and proxy votes received

	For	Open	Against
Number of votes	133,315,098	1,414,172	1,179,411
Percentage %	98.09%	1.04%	.87%

(b) That, for the purposes of Listing Rule 10.14 and for all other purposes, approval is given for the grant of 62,866 Performance Rights to the Company's Managing Director and Chief Executive Officer, Russell Cohen, pursuant to the PEXA Group Limited Equity Incentive Plan and on the terms and conditions set out in the Explanatory Memorandum.

Direct and proxy votes received

	For	Open	Against
Number of votes	133,263,873	1,417,551	1,225,279
Percentage %	98.06%	1.04%	.90%



Thank you

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