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# FY22 Results Presentation

26 AUGUST 2022



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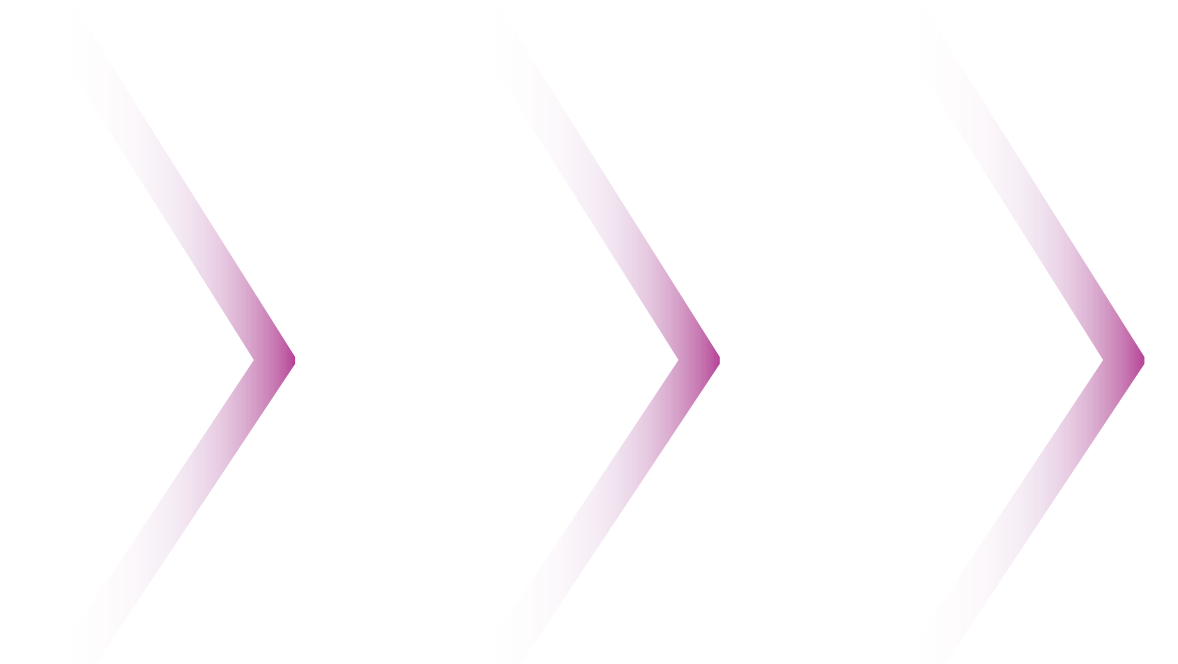
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# Overview

## Today's presenters



**Glenn King**  
Group Managing Director  
and Chief Executive Officer



**Richard Moore**  
Group Chief Financial Officer

## Today's agenda

<b>FY22 Business Highlights</b>	<b>4</b>
<b>FY22 Business Overview &amp; Performance</b>	<b>7</b>
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# FY22 Business Highlights

# PEXA's focused growth strategy and commitment to our values, our people and our community underpinned FY22 performance

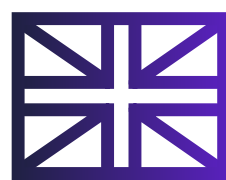
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Highly engaged team continuing to execute on clearly articulated strategy, delivering strong outcomes for customers



PEXA Exchange supported record Australian property transaction volumes



PEXA International delivery progressing as planned, UK launch imminent



PEXA Insights and PX Ventures progressing well with investments and programmatic M&A contributing to long-term growth



Strong financial performance versus prior year, ahead of Prospectus forecast and upgraded FY22 guidance



Structured and resourced across talent, capital and capability to deliver growth

## TEAM ENGAGEMENT

**80%**

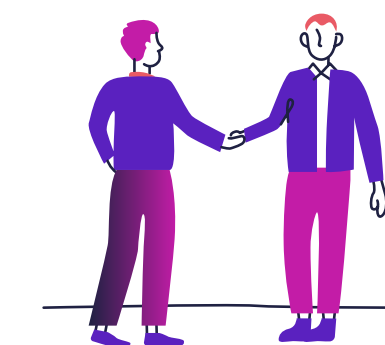
Top quartile<sup>1</sup>



## NET PROMOTER SCORE

**+74**

up **6pts** YoY



## BRAND TRUST RATING

**8.9/10**

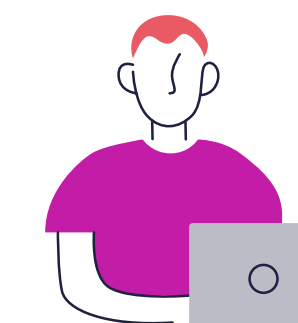
up **0.8pts** YoY



## PEXA EXCHANGE TRANSFER PENETRATION

**85%**

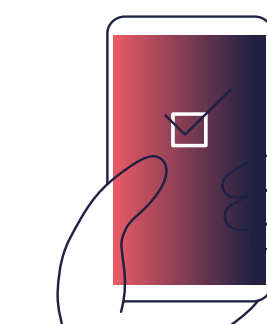
up **5ppts** YoY



## PEXA EXCHANGE TRANSACTIONS

**4.05m**

up **22%** YoY



Notes:  
1. vs CultureAmp "New Tech" benchmark

# PEXA delivers strong FY22 revenue and earnings growth

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

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

Notes:

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

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# FY22 Business Overview & Performance

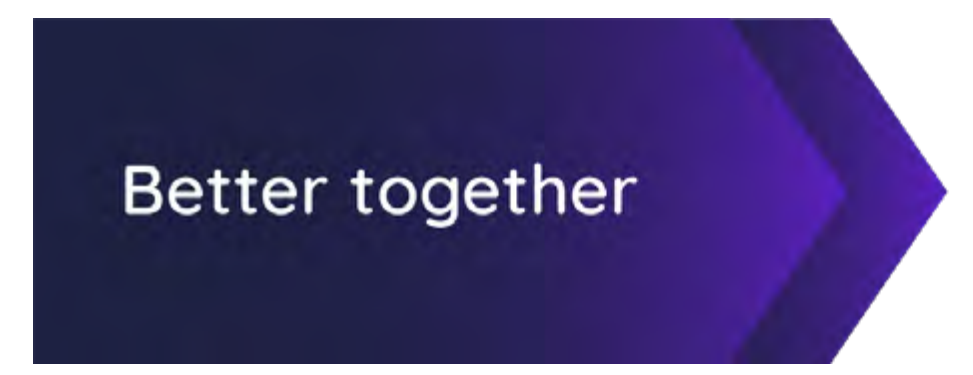
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PURPOSE	<h2>CONNECTING PEOPLE TO PLACE</h2>			
	 <p><b>ENHANCE</b></p> <p>Enhancing the core Exchange in Australia to build deeper customer relationships</p>	 <p><b>EXPAND</b></p> <p>Bringing digital property settlement solutions to Torrens title jurisdictions internationally</p>	 <p><b>EXTEND</b></p> <p>Providing innovative data insights and digital services, transforming the experience of transacting, owning and servicing properties</p>	 <p><b>EVOLVE</b></p> <p>Investing in our people, platform and brand to sustain an innovative culture and reputation trusted by stakeholders</p>
				


VALUES



Innovate for good



Better together

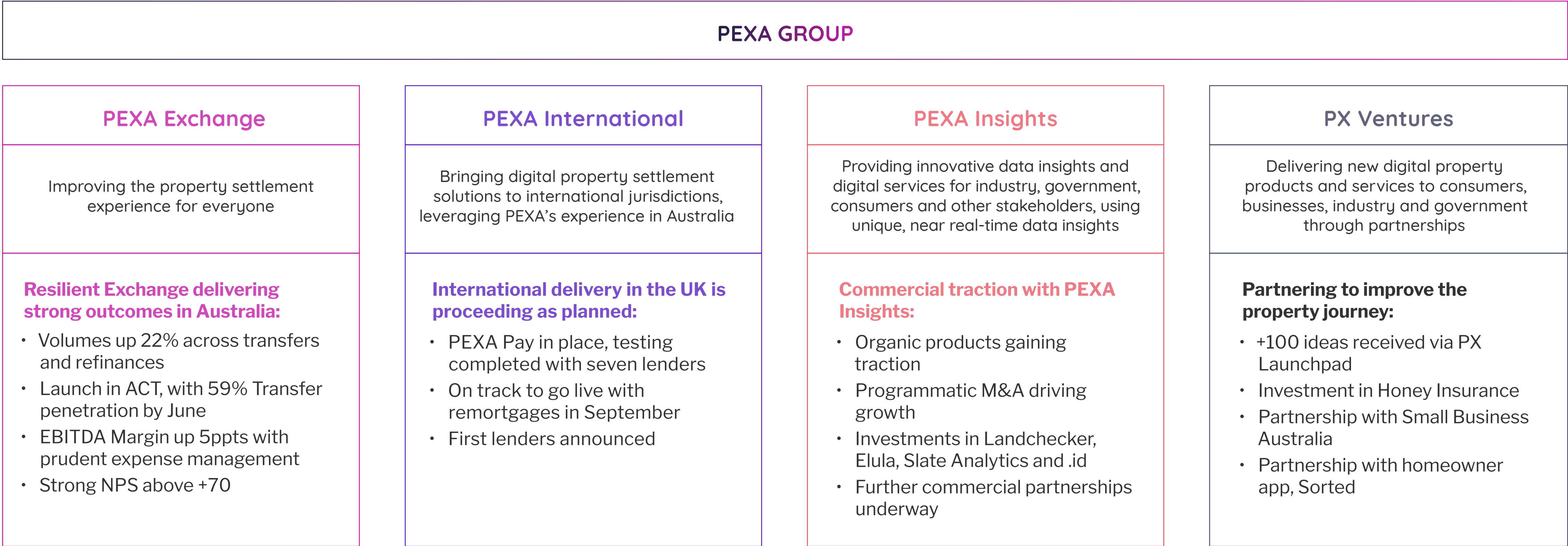


Make it happen  
Make it count



# Clear strategy driving positive momentum across all areas of the Group

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Good progress on people and ESG initiatives, aligned to PEXA's purpose of **"Connecting People to Place"**

Executing a clear strategy: **ENHANCE** the Exchange in Australia, **EXPAND** into new Torrens title jurisdictions, **EXTEND** to provide new services to current and new customers and **EVOLVE** our business to support our people, platform and brand




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

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## 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



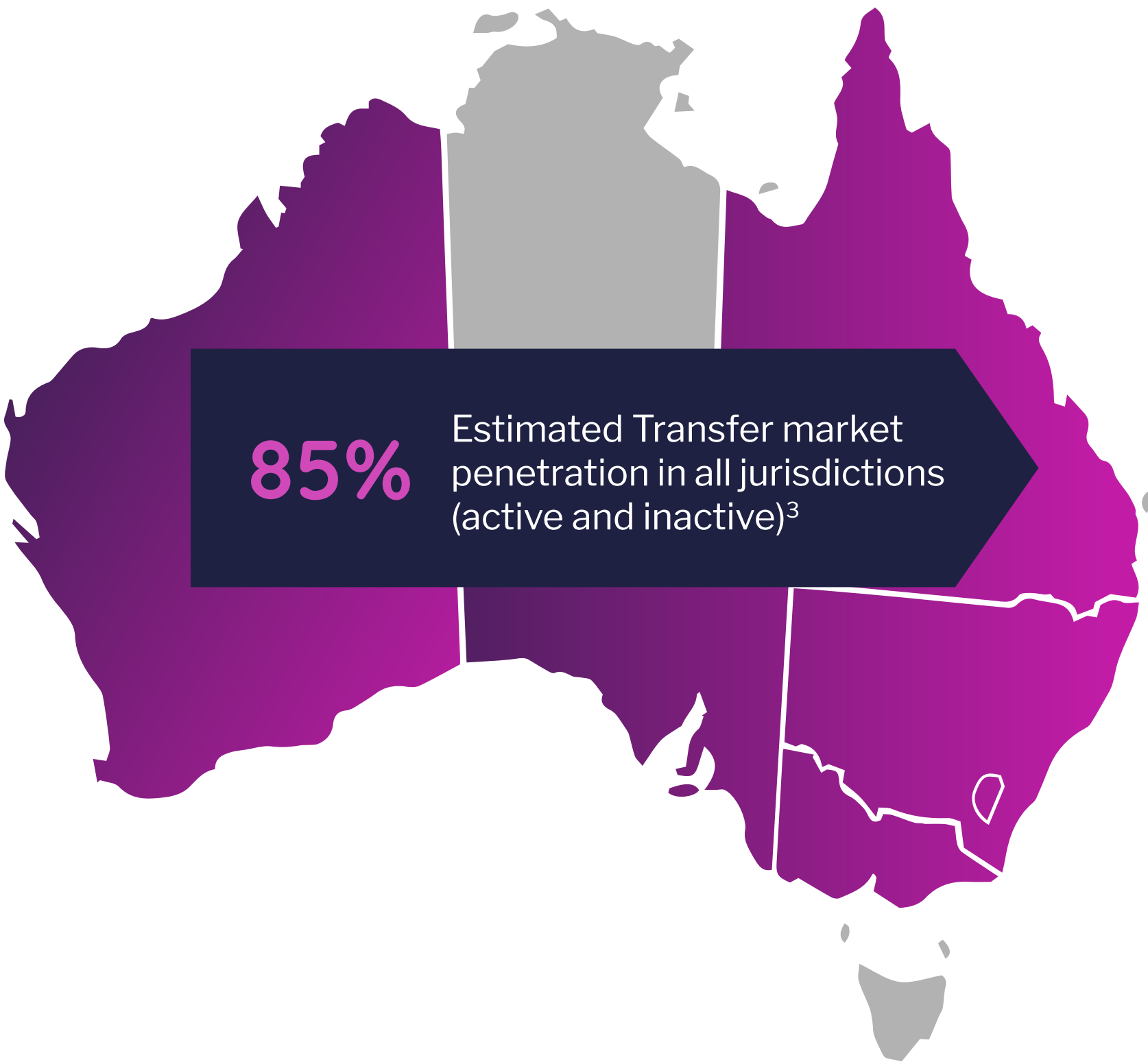
### USERS

9,700+ practitioner firms  
160+ financial institutions  
1.1 million+ consumers<sup>1</sup>



### SYSTEMS INTEGRATED WITH

6 Land Titles Offices (LTOs)  
5 State Revenue Offices (SROs)<sup>2</sup>  
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
- > More than \$900 billion was settled through the Exchange in FY22

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

# ENHANCE: PEXA Exchange highlights – customer focus delivering value to stakeholders

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## EXCHANGE HIGHLIGHTS IN FY22

- > Number 1 trusted provider
- > NPS +74
- > 99.9% platform availability
- > 85% Transfer penetration
- > Successful launch in ACT
- > Constructive contribution to regulatory reform

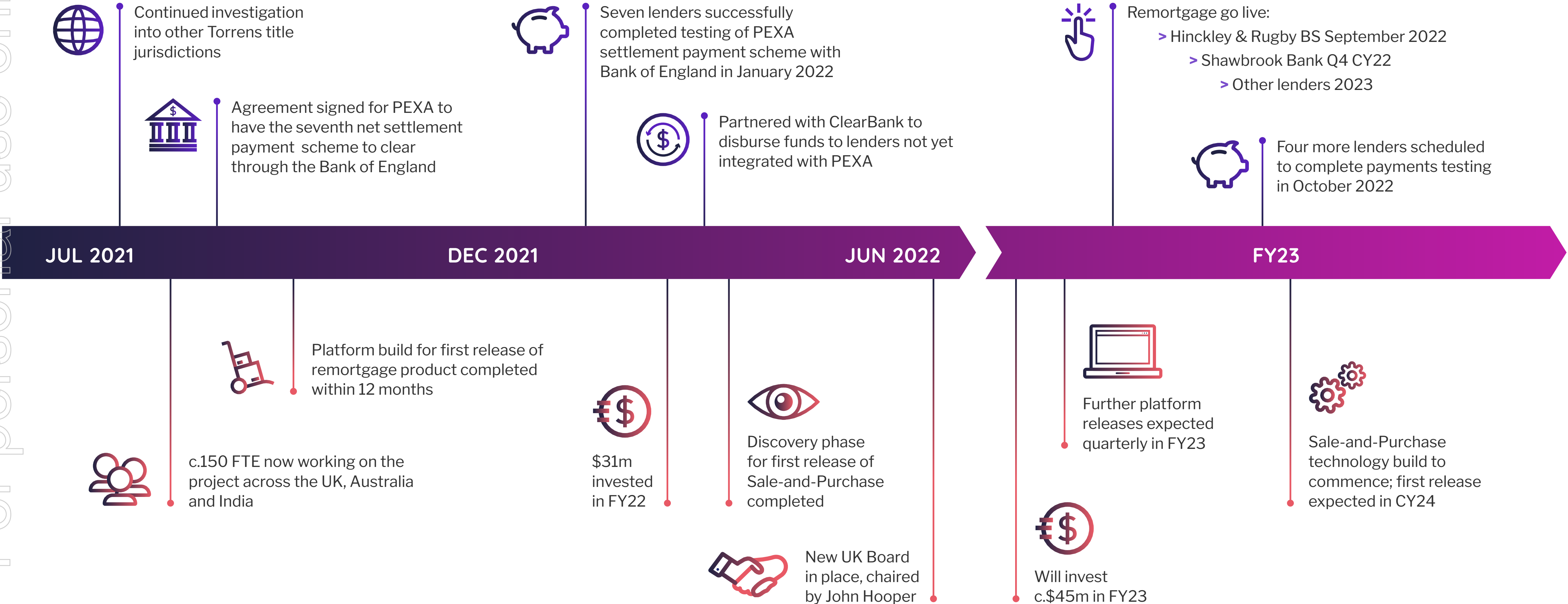
## FOCUS FOR FY23

- > Continued investment in infrastructure resilience and cyber security
- > Creation of additional APIs for integrated banks and panel firms
- > Customer facing enhancements including mobile signing and self-service support
- > Enhanced settlement certainty
- > Creation of new digital services for our customers
- > Continued involvement in regulatory reform




# EXPAND: PEXA International delivering in the UK; go live in September, within two years of project start

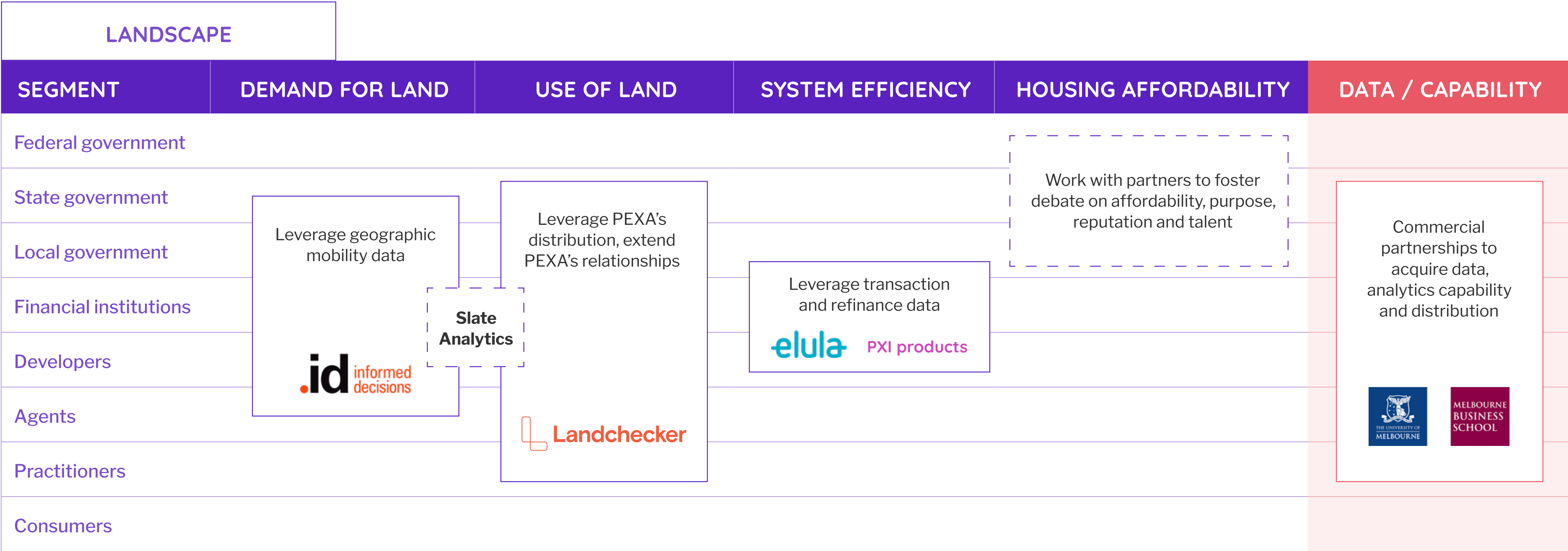
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# EXTEND: PEXA Insights building foundations for growth

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<b>STRATEGY</b>	<p>Deliver a new generation of innovative data solutions that empower businesses, governments, and consumers to make better property decisions by appropriately leveraging data and our growing ecosystem of partners</p>	
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# EXTEND: PEXA Insights delivering growth organically, as well as through partnerships and M&A

## ORGANIC PRODUCTS & PARTNERSHIPS



In market with comprehensive Australian property research content

Commercial partnerships progressing, with joint product development and research opportunities



First products launched with focus on financial institutions



\$11m invested in FY22



Partnership relationships with universities extended to Deakin



Investing c.\$15m in FY23



Launch 5+ new PXI products<sup>1</sup>  
Launch 5+ new research products<sup>1</sup>

Extending Landchecker and Elula capability to PEXA customers

JUL 2021

DEC 2021

JUN 2022

FY23

Clear roadmap to build out capability supported by strong pipeline of organic and inorganic opportunities



**Landchecker**

Allows homebuyers, developers and renovators to make informed property decisions, faster

**elula**

AI tech company providing tools to financial institutions

**.id** informed decisions

Provides demographic and economic data at a micro-geographic level

**Slate Analytics**

Progressive property analytics and technology solution



M&A pipeline – augment capability, data and distribution

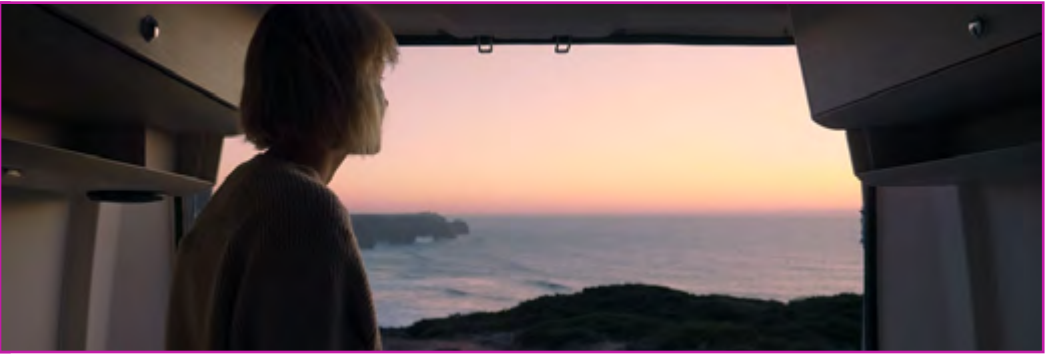
## PROGRAMMATIC M&A

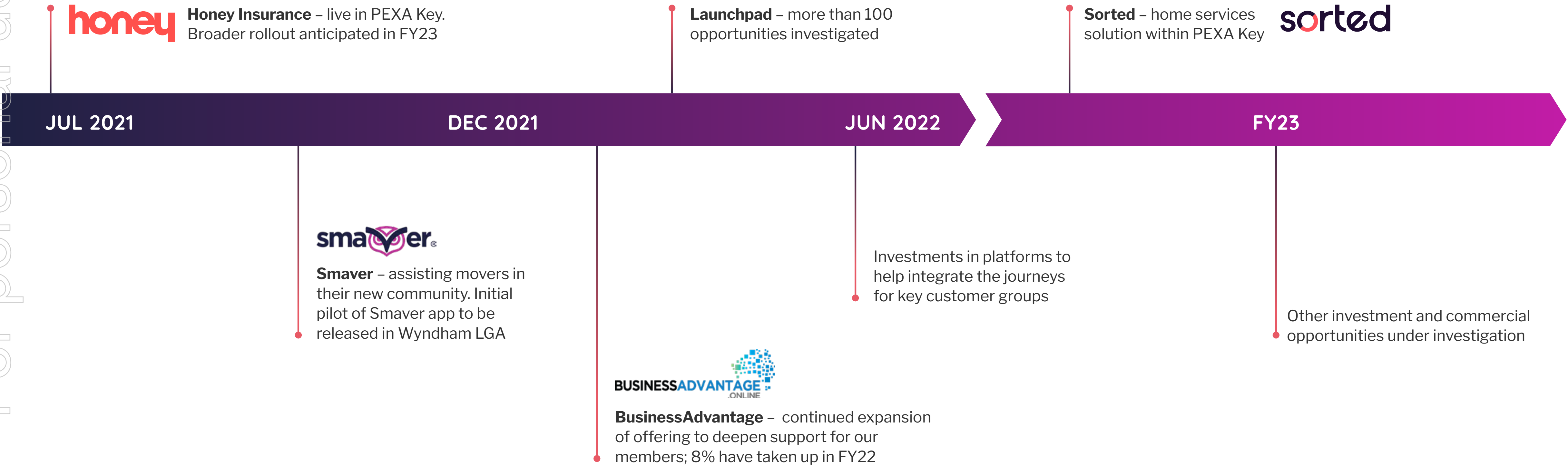
Notes:

1. Subject to regulatory approval

# EXPAND: PX Ventures partners to deliver new digital property products and services

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<b>STRATEGY</b>	Partner to create new experiences, products and services for PEXA customers across the broad property ecosystem	
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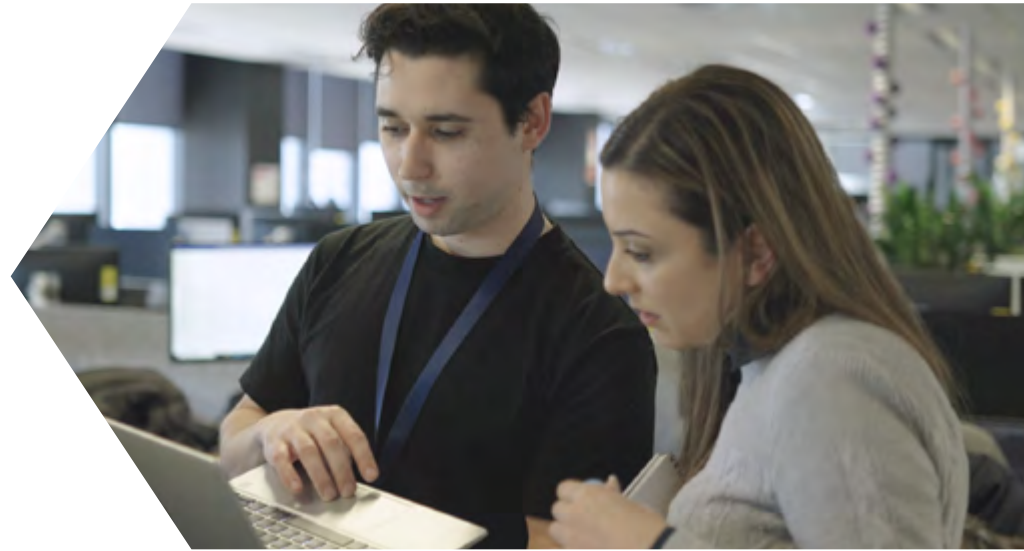


# EVOLVE: Engaged team, highly satisfied customers, focus on ESG

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## 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
- > 91% feel productive working under the new Flex First hybrid model
- > 86% of employees believe that PEXA builds teams that are diverse and inclusive



## TRUST

- > Setting a new watermark for brand trust achieving an 8.9/10 rating from members (up from 8.1 in June 2021)
- > Member Satisfaction Score averaging 97% for FY22
- > First Call Resolution with PEXA is an average of 93% for FY22



## BUILDING A CREDIBLE ESG FRAMEWORK

- > 5-star GRESB rating
- > Published Environmental Statement with commitment to achieve net zero by 2025
- > Proud partner of not-for-profit Homes for Homes
- > Working with Indigenous consultants to establish an Indigenous Engagement Strategy
- > Proud supporter of the Uluru Statement from the Heart



## AWARDS

2021 **Best Place to Work** – Top 3



2022 Shortlisted for **Employee Experience Awards** (Best Employee Wellness Strategy)

2022 Shortlisted for **CSIA's Australian Service Excellence Awards** for Customer Service Leader of the Year and Service Excellence in a Medium Contact Centre



**Innovate for good.**



**Better together.**



**Make it happen.  
Make it count.**



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# FY22 Financial Summary

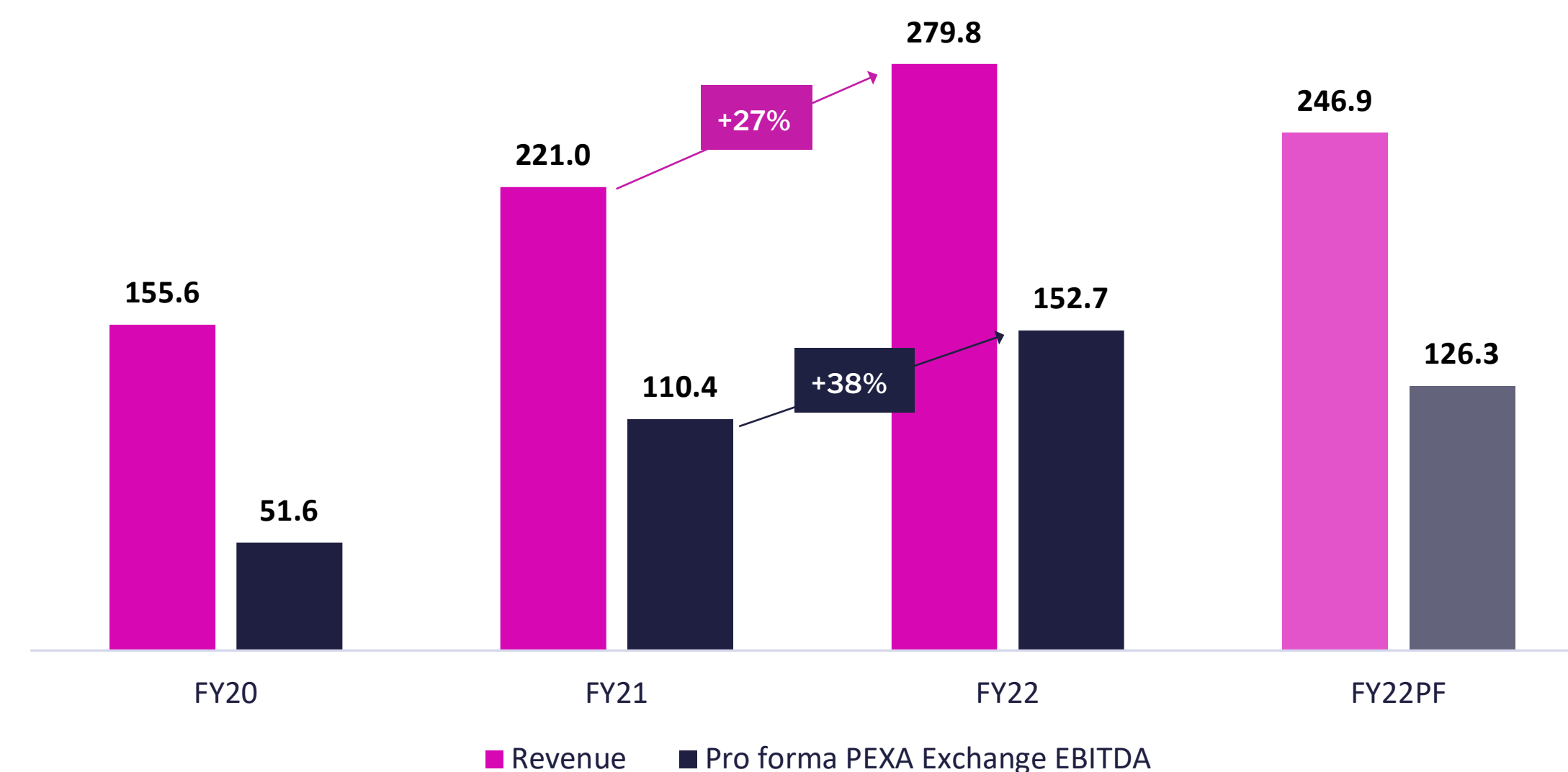
# Revenue, EBITDA and NPAT all well ahead of prior year; Prospectus forecasts achieved

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## PRO FORMA<sup>1</sup> FINANCIAL PERFORMANCE

Year ended 30 June	FY20	FY21	FY22	FY22PF	Variance %	
					FY21	FY22PF <sup>2</sup>
Revenue	155.6	221.0	<b>279.8</b>	246.9	27%	13%
Operating costs incl. cost of sales	(104.0)	(110.6)	<b>(127.1)</b>	(120.6)	(15%)	(5%)
PEXA Exchange EBITDA	51.6	110.4	<b>152.7</b>	126.3	38%	21%
EBITDA	45.3	101.8	<b>130.5</b>	107.6	28%	21%
NPAT	(4.5)	(4.9)	<b>38.0</b>	19.6	n.m	94%
NPATA <sup>3</sup>	35.2	34.7	<b>77.3</b>	59.2	123%	31%
Gross margin %	85.2%	86.7%	<b>87.7%</b>	87.0%	0.9%	0.6%
PEXA Exchange EBITDA Margin %	33.2%	50.0%	<b>54.6%</b>	51.2%	4.6%	3.4%

## REVENUE AND PRO FORMA<sup>1</sup> PEXA EXCHANGE EBITDA (A\$M)



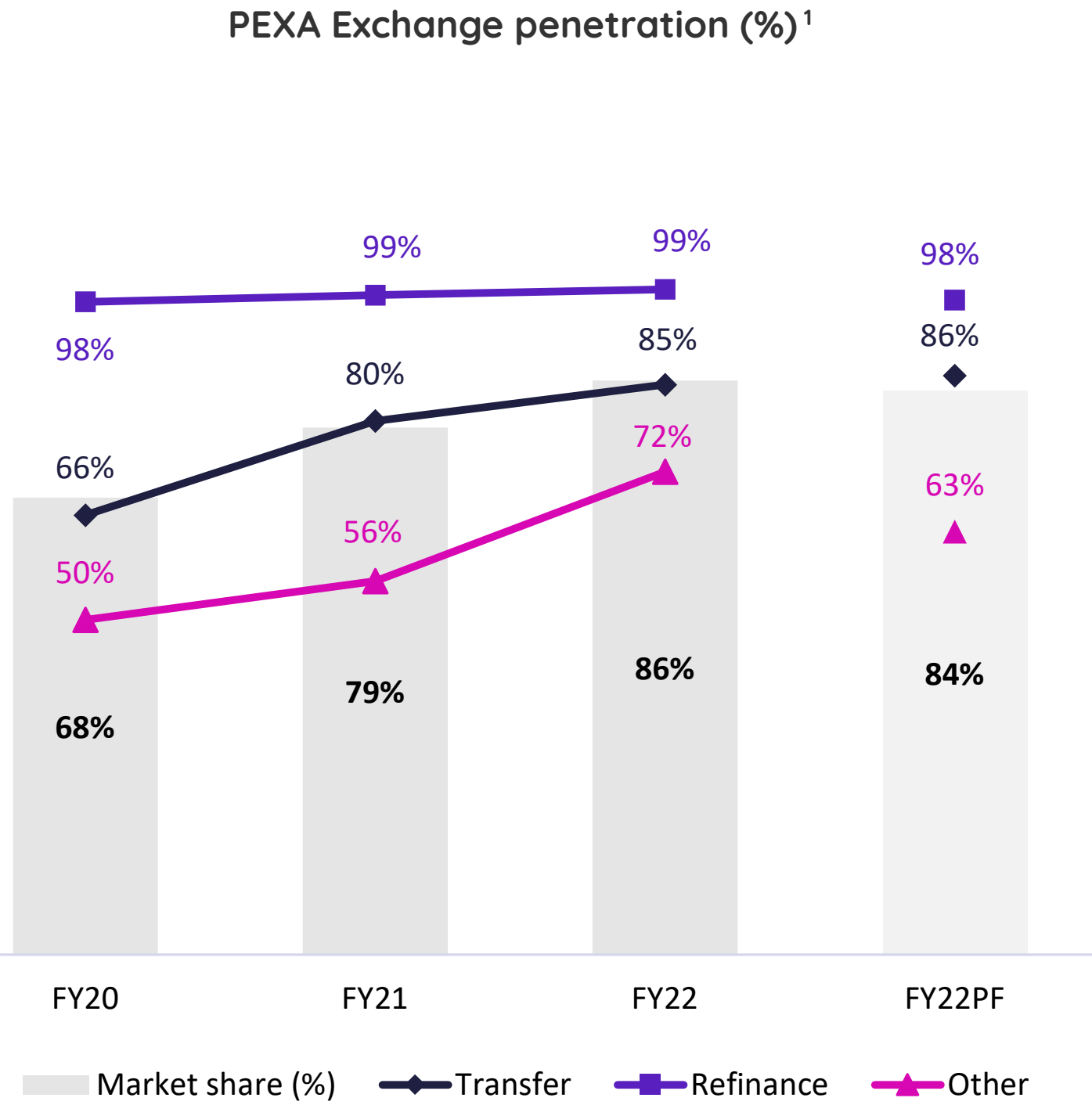
### Notes:

1. 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. See slide 33 for a reconciliation between pro forma and Statutory EBITDA and NPAT
2. All references to FY22F or FY22 PF in this documents refer to the FY22 forecast in the IPO Prospectus
3. NPATA = Net Profit After Tax and after adding back the tax-effected Amortisation of acquired intangible assets

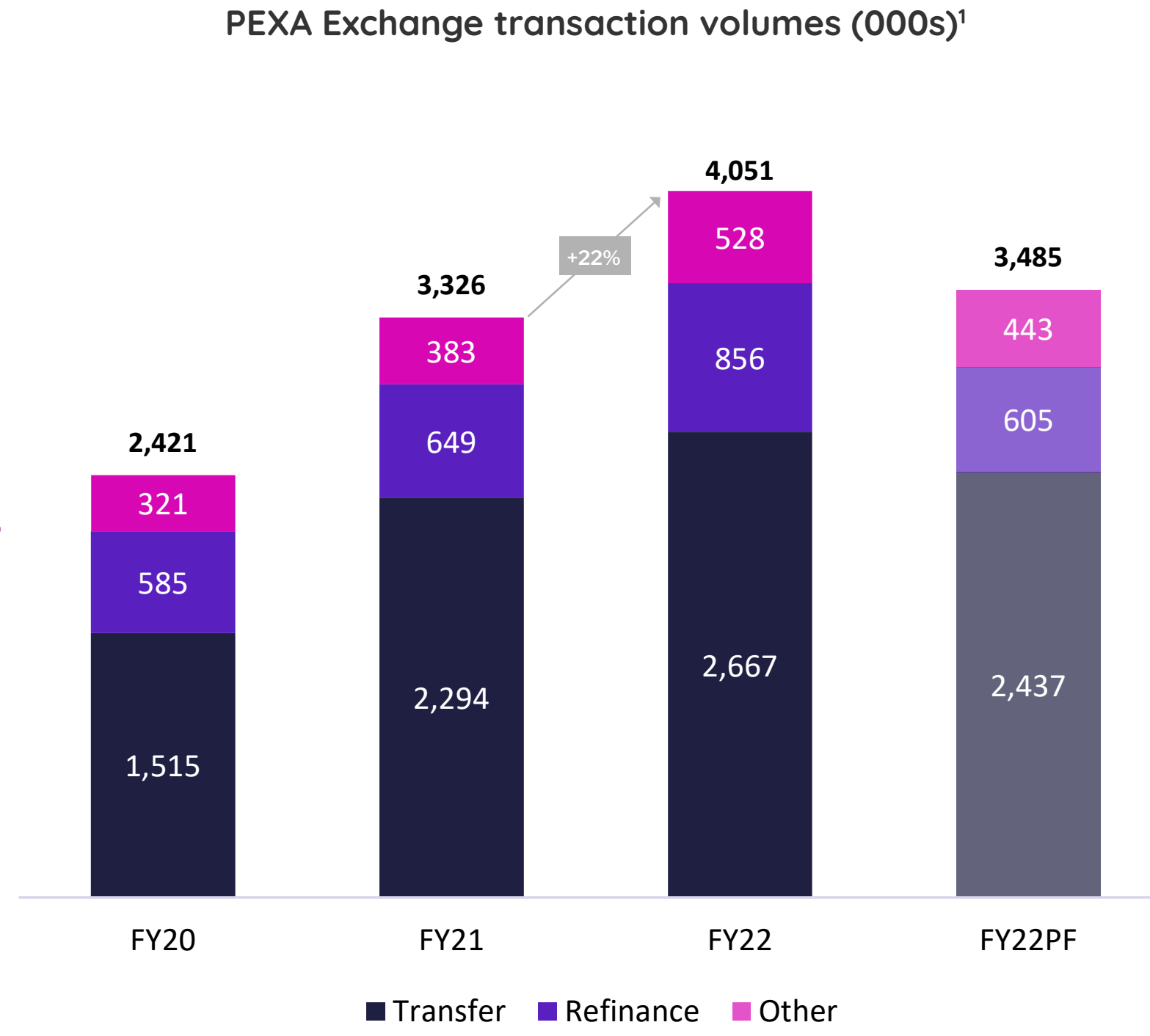
# PEXA Exchange volume up 22% year on year

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PEXA Exchange penetration (%)<sup>1</sup>



PEXA Exchange transaction volumes (000s)<sup>1</sup>



- > Total market volumes of 4.7m transactions (billable events) were up 12% on prior year and 14% on Prospectus forecast
- > Exchange penetration of 86% was up 7ppts on prior year and 2ppts on Prospectus forecast
- > Combined, this resulted in total exchange volumes of 4.05m, up 22% from prior year and 16% on Prospectus forecast

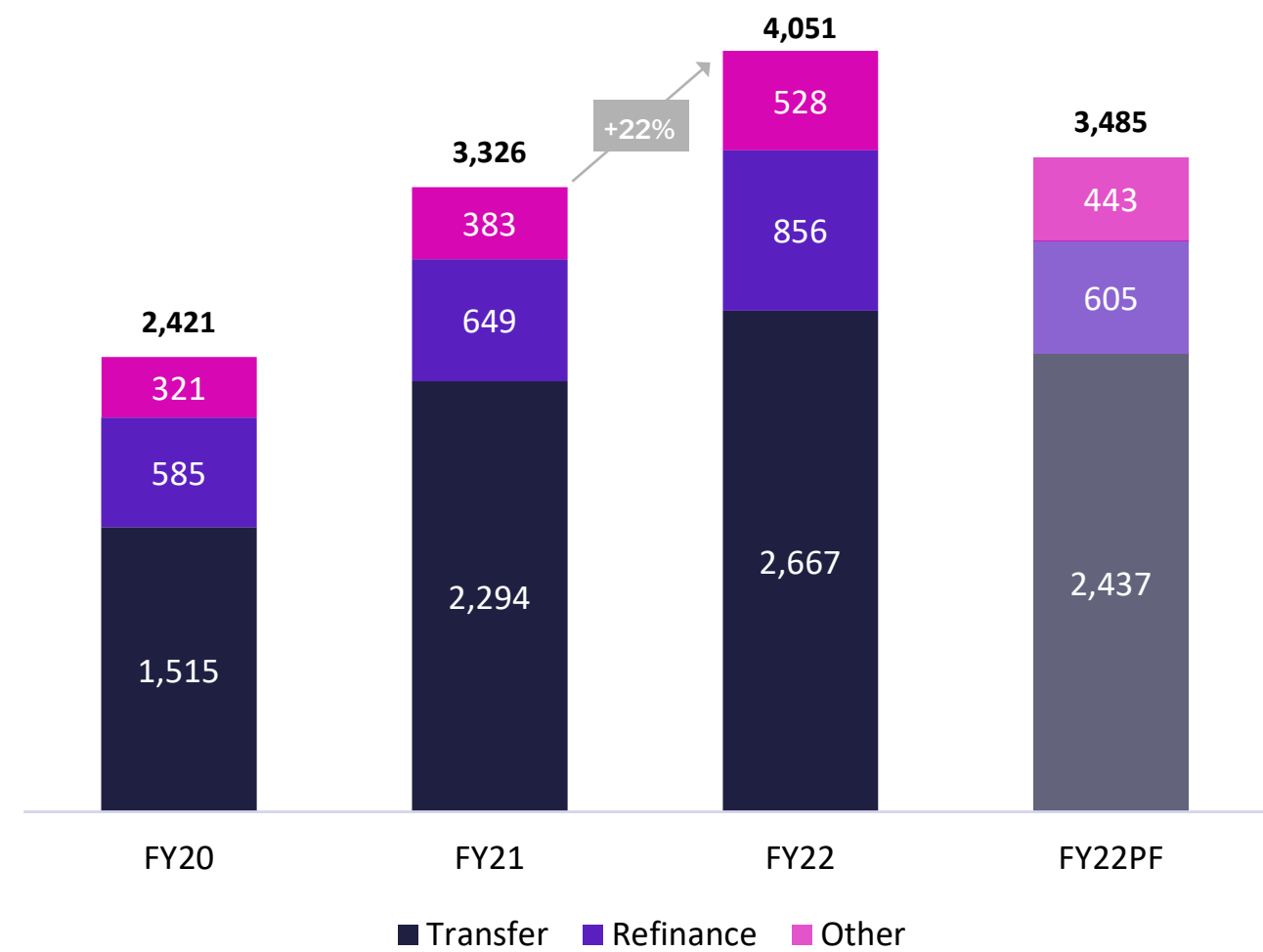
Notes:  
1. Market penetration is calculated using BIS Oxford Economics estimated market volumes and PEXA volumes

# PEXA Exchange revenue up 26% from FY21

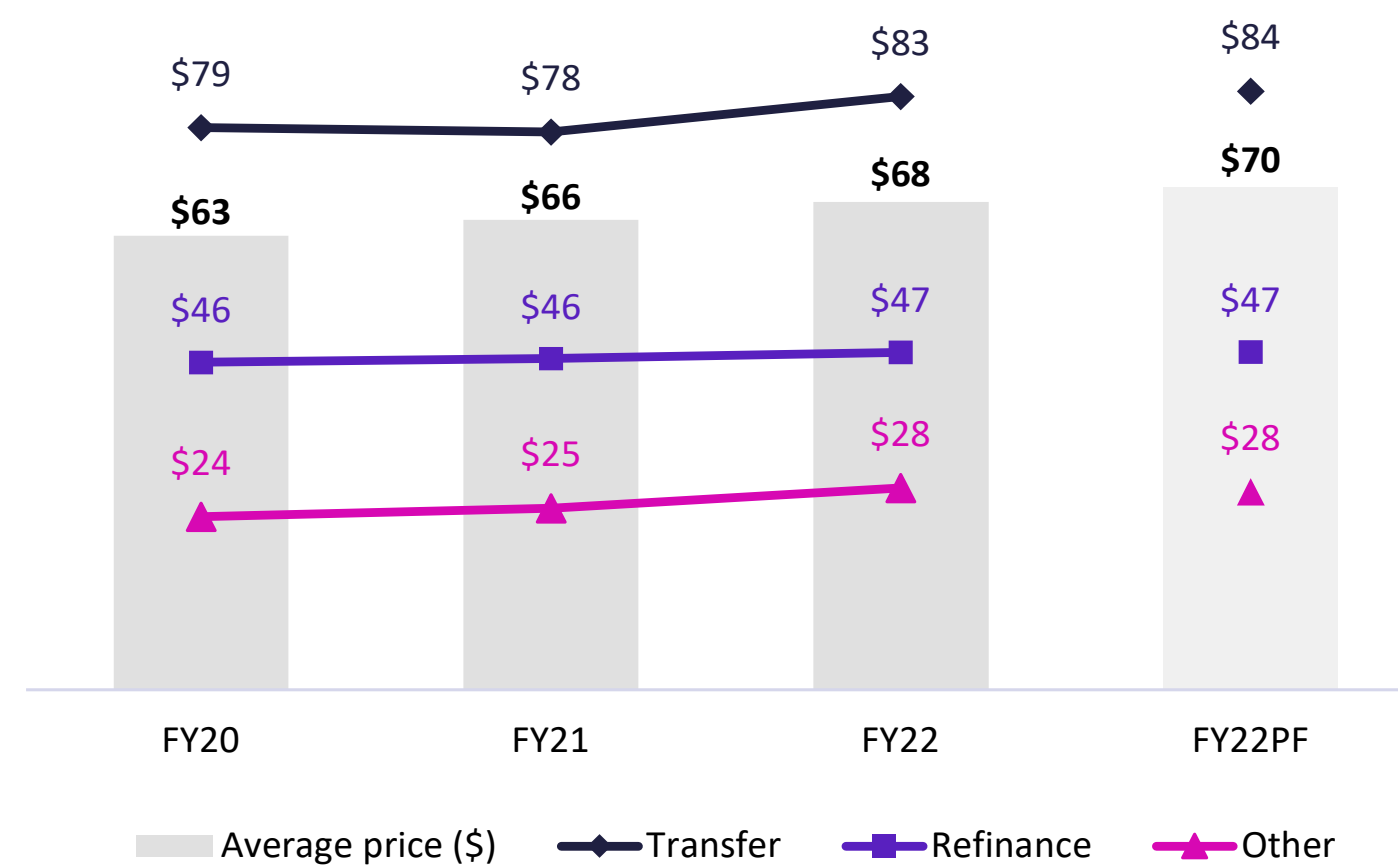
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- > Total Exchange volumes of 4.05m, up 22% from prior year and 16% on Prospectus forecast
- > Average price up \$2.50 (4%) on prior year, driven by mix changes and CPI price increase. \$1.90 (2%) below Prospectus forecast due to higher proportion of refinance transactions
- > Average Transfer price increase +\$5.00 (6%) on prior year driven by the ending of the 'Better Together' discounting in Queensland in FY22
- > Combined, this resulted in total Exchange revenue being up 26% on prior year and 13% on Prospectus forecast
- > Ancillary services revenues up 34% to \$3.2m; \$1.0m ahead of Prospectus forecasts

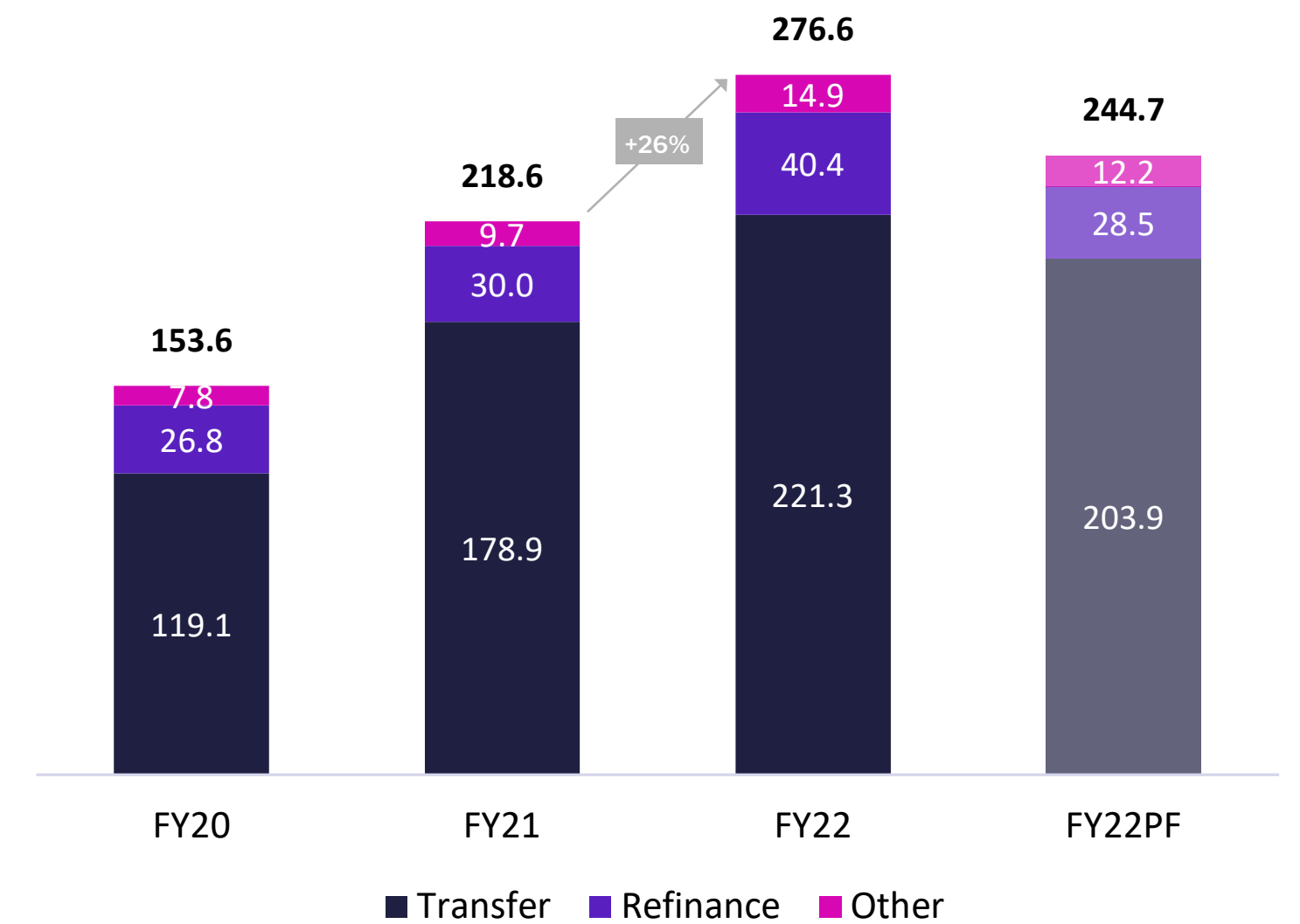
PEXA Exchange transaction volumes (000s)<sup>1</sup>



PEXA Exchange average pricing (A\$)



PEXA Exchange revenue (A\$M)<sup>2</sup>



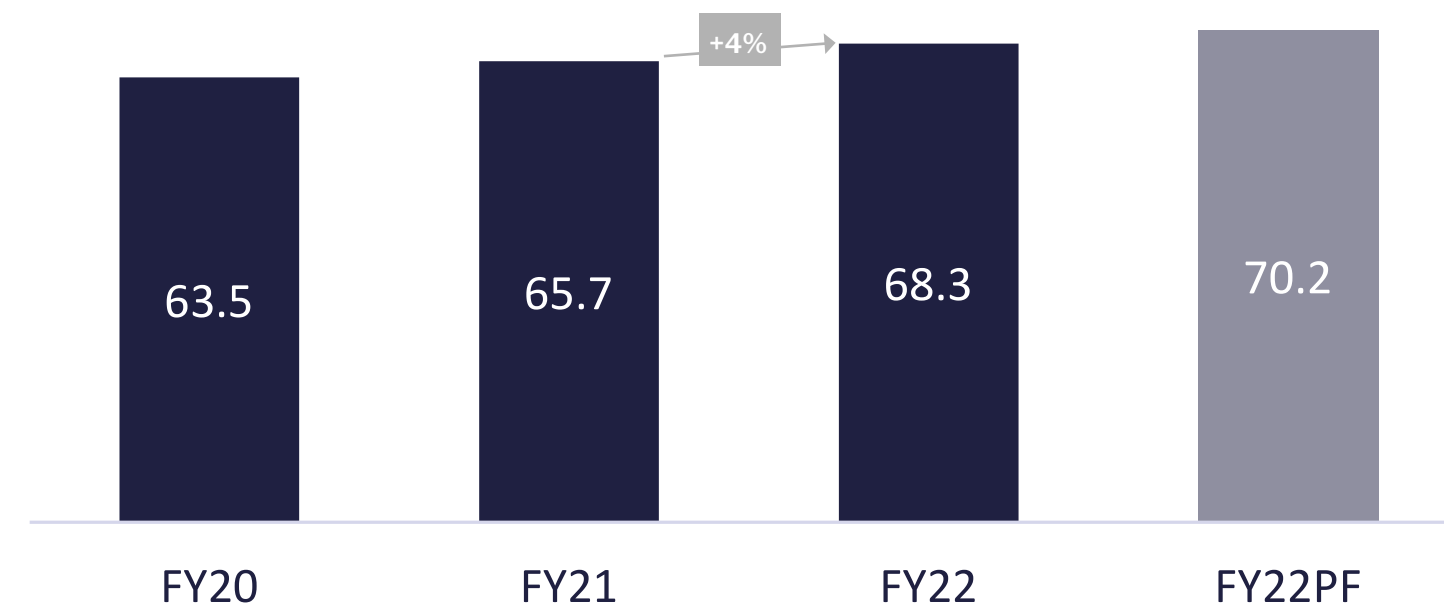
Notes:  
 1. Market penetration is calculated using BIS Oxford Economics estimated market volumes and PEXA volumes  
 2. Pro forma revenue excluding ancillary services revenue

# PEXA Exchange gross margin improving slightly

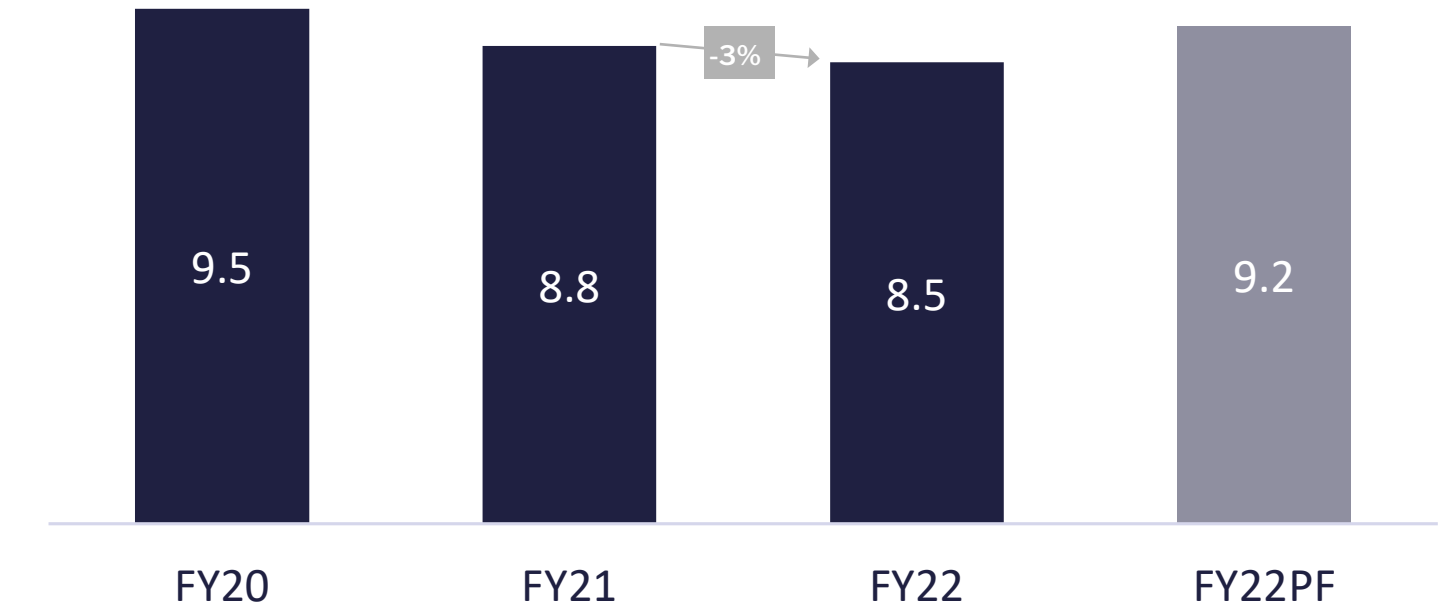
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- > Cost of sales predominantly made up of LSS Fees<sup>1</sup> paid to state land registries for the pre-population of bundled property information from the land registry into a workspace
- > Charged on a per workspace basis (i.e. per lodgement, not per transaction)
- > With product mix stabilising over time, average revenue per transaction increased in line with price between FY21 and FY22
- > FY22 gross margin of 87.7% up 0.9ppts from FY21 and 0.6ppts above Prospectus forecast

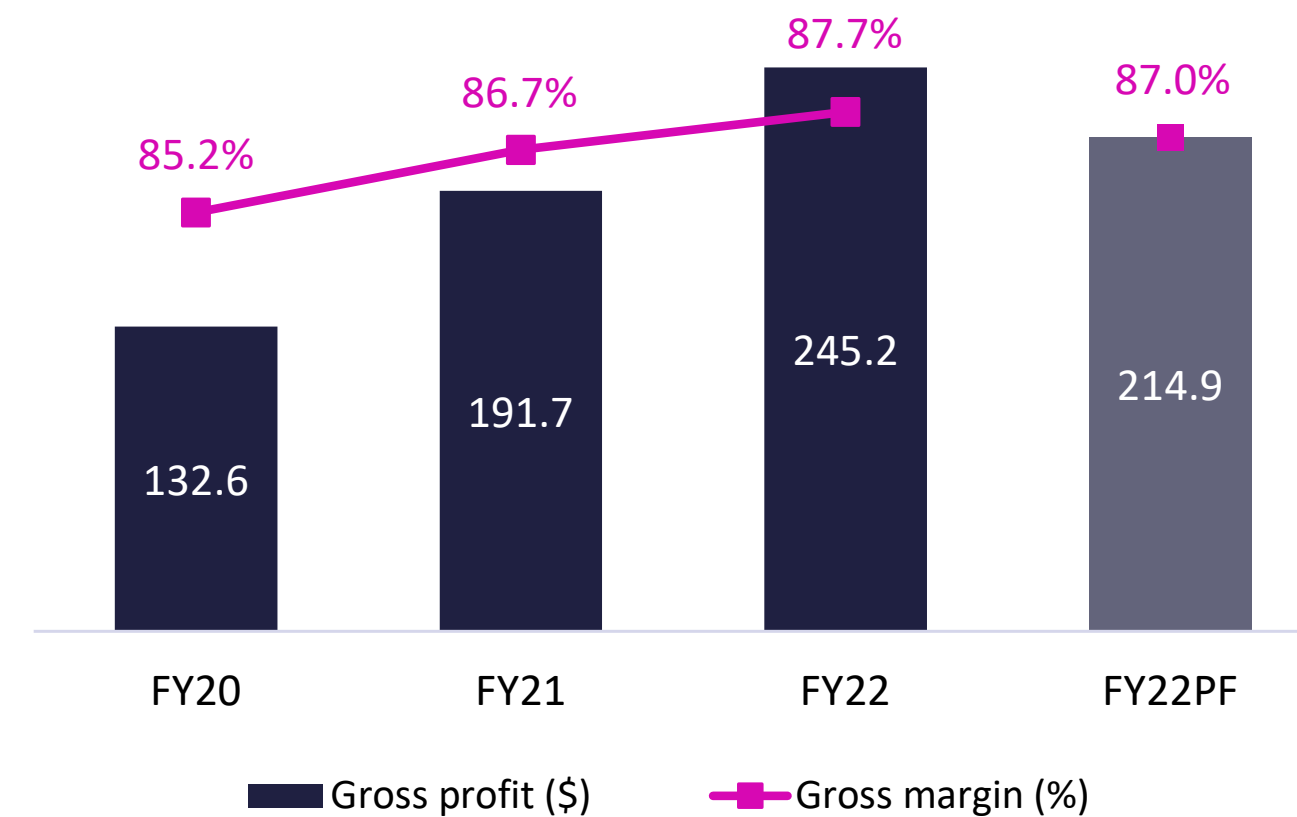
Average revenue per PEXA Exchange transaction (A\$ / transaction)<sup>2</sup>



Average cost of sales per PEXA Exchange transaction (A\$ / transaction)<sup>3</sup>



PEXA Exchange gross margin (A\$M / %)

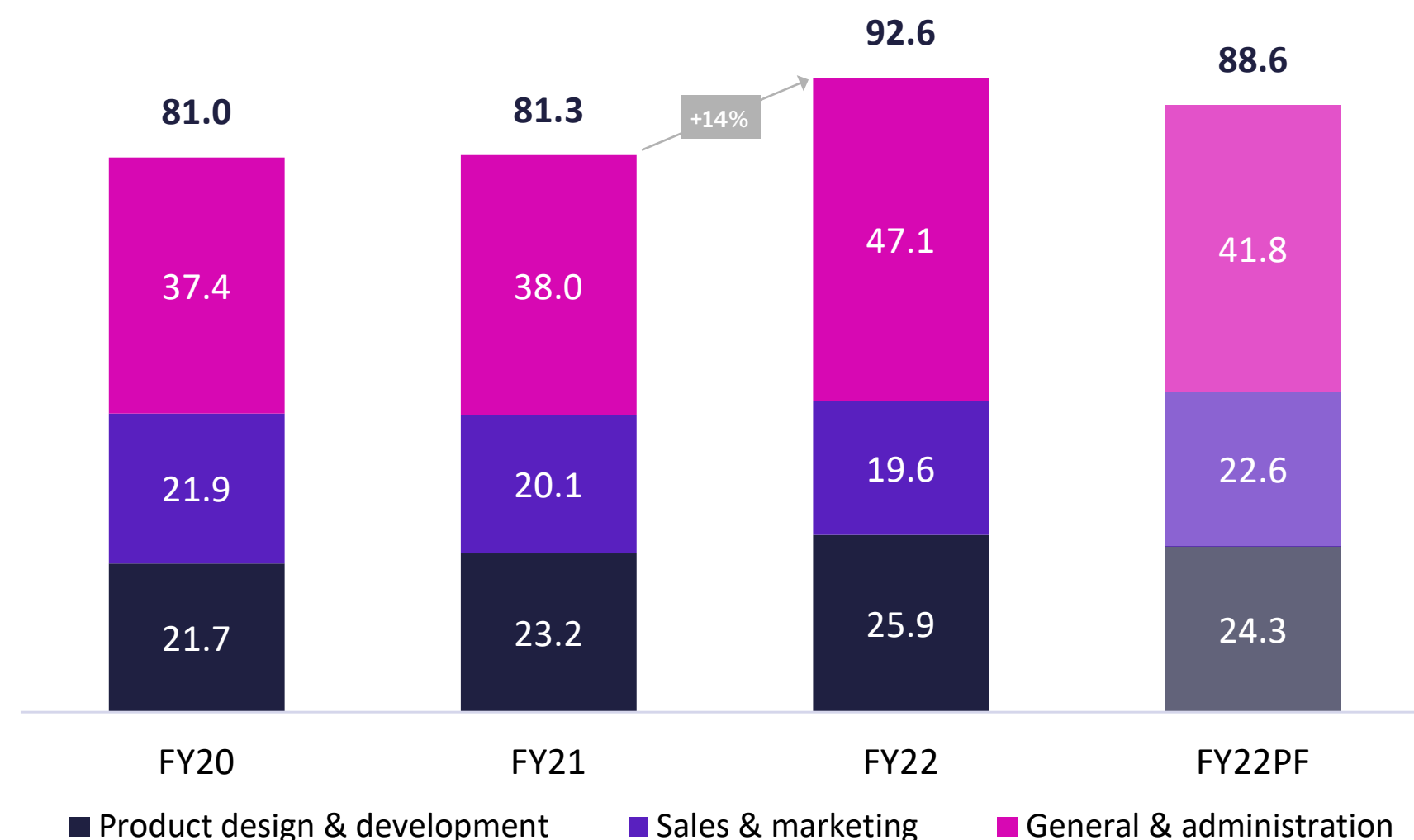


Notes:  
 1. Lodgement Support Services Fees  
 2. Calculated based on PEXA Exchange transaction volumes and pro forma PEXA Exchange revenue (ex ancillary services)  
 3. Calculated based on PEXA Exchange transaction volumes and pro forma PEXA Exchange cost of sales (ex ancillary services)

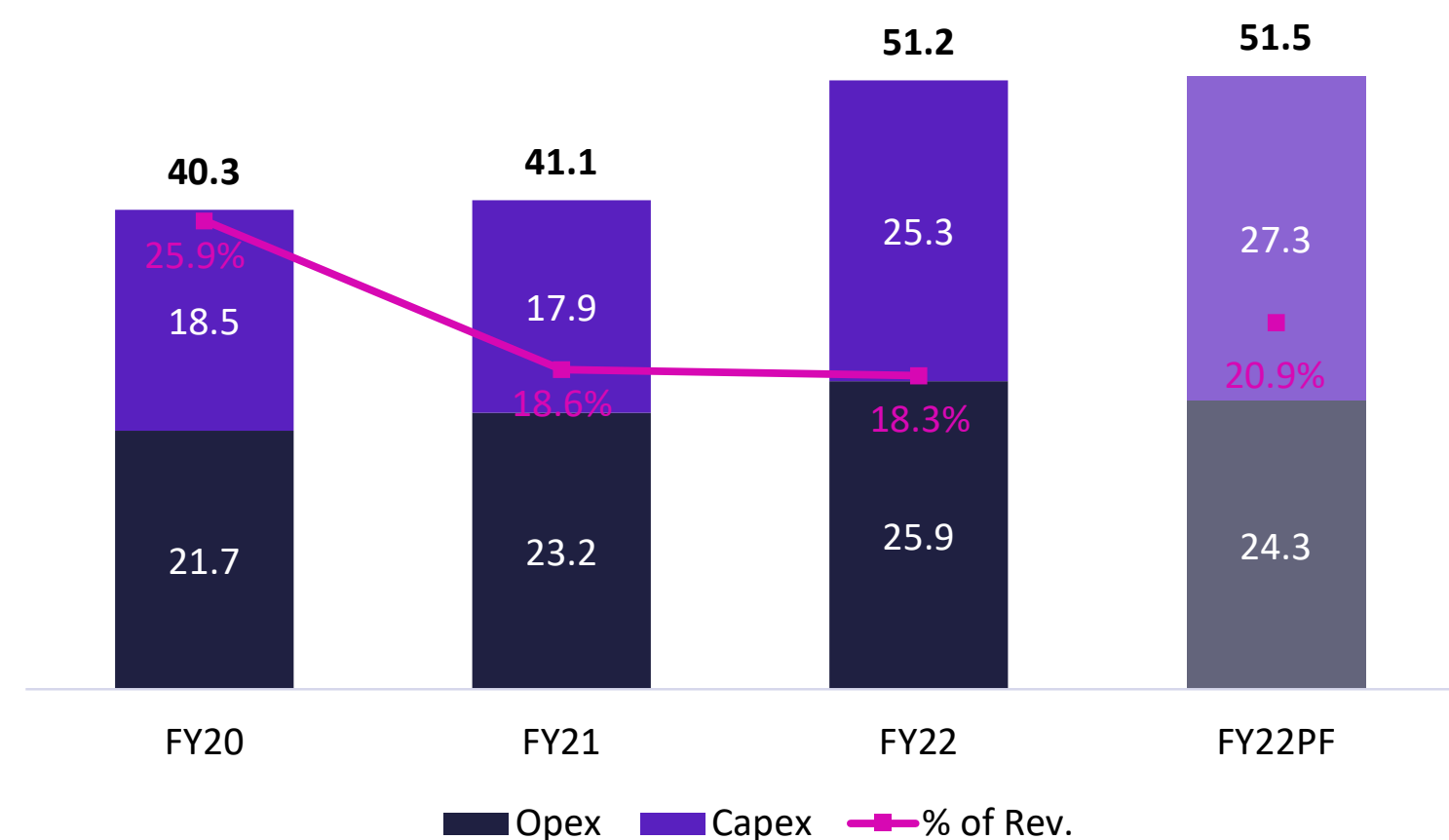
# Continued investment in the PEXA Exchange, exhibiting high operating leverage

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Pro forma PEXA Exchange operating expenses (A\$M)<sup>1</sup>



Pro forma PEXA Exchange development expenses (A\$M)



Notes:  
1. Pro forma operating expenses, including A\$6.5m of public company costs added back into FY21 and \$6.3m in FY20 to ensure like-for-like comparison to FY22

## GENERAL AND ADMINISTRATION

- > Costs of corporate team, Board and executive remuneration, professional fees, occupancy and administration
- > FY22 up 24% from FY21 due to increased employee costs and advisory fees to support expansion, LTIP-related costs, higher insurance premiums and advisory fees relating to regulatory environment changes
- > Prior year (FY21) understated due to COVID-19 impacts. FY22 spend up 26% from FY20 (12% CAGR)

## SALES AND MARKETING

- > Costs associated with marketing, onboarding, training and supporting PEXA members
- > Main driver is headcount and includes the PEXA Direct Specialists, PEXA Partners and call centre support team
- > Costs held relatively flat with external events being impacted by COVID-19 restrictions in both FY21 and FY22; accordingly lower than Prospectus forecasts

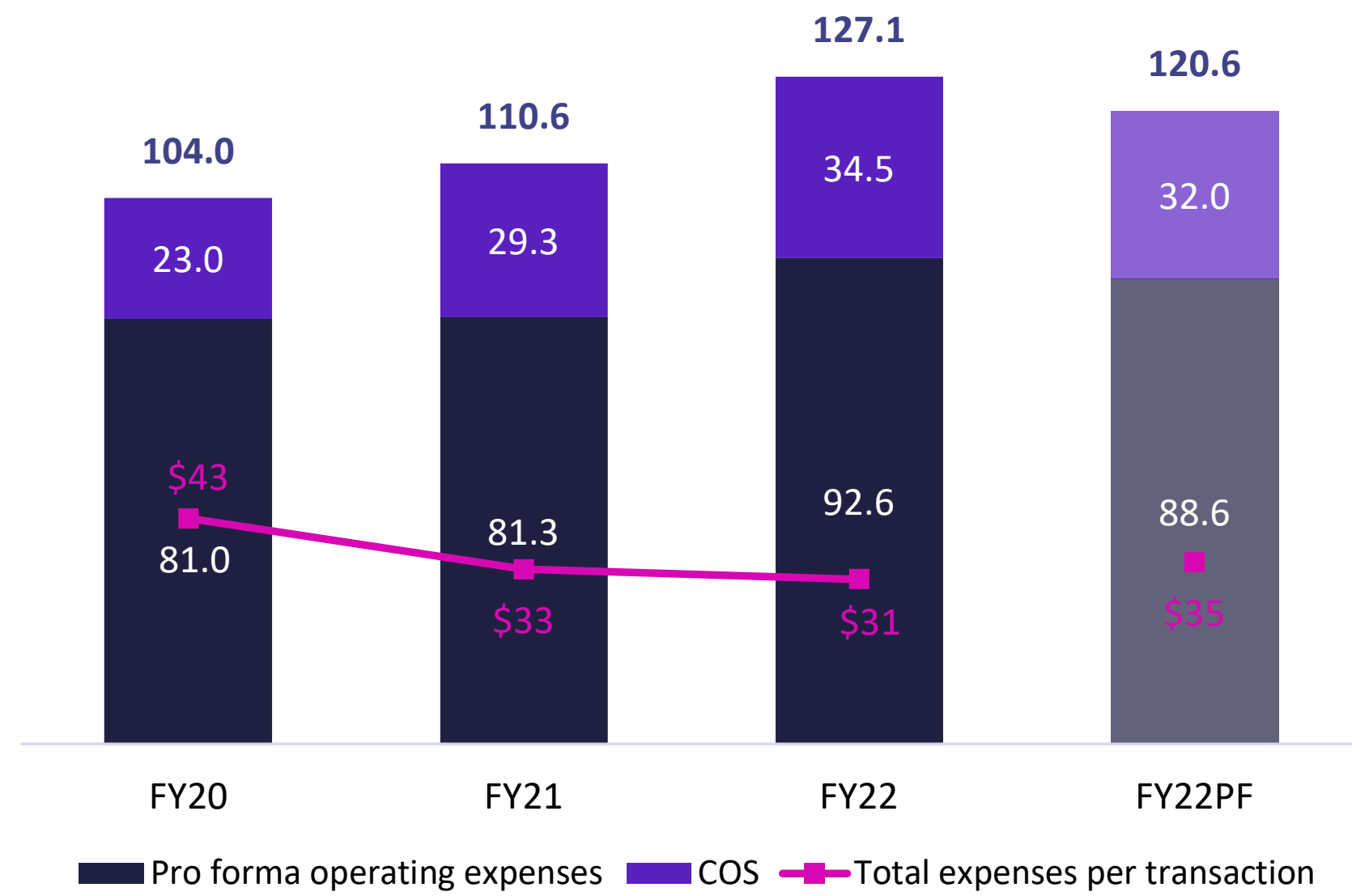
## PRODUCT DESIGN AND DEVELOPMENT

- > Costs to develop and operate the PEXA platform
- > Main driver is product development headcount, third parties supporting platform operations and AWS hosting services
- > Higher costs in FY22 (vs FY21) with PEXA bolstering architecture, cloud, cyber, API and management capabilities to enhance the technology underpinning the PEXA Exchange
- > Total FY22 Exchange development expenses (excl. growth initiatives) of \$51.2m equates to 18.3% of revenue

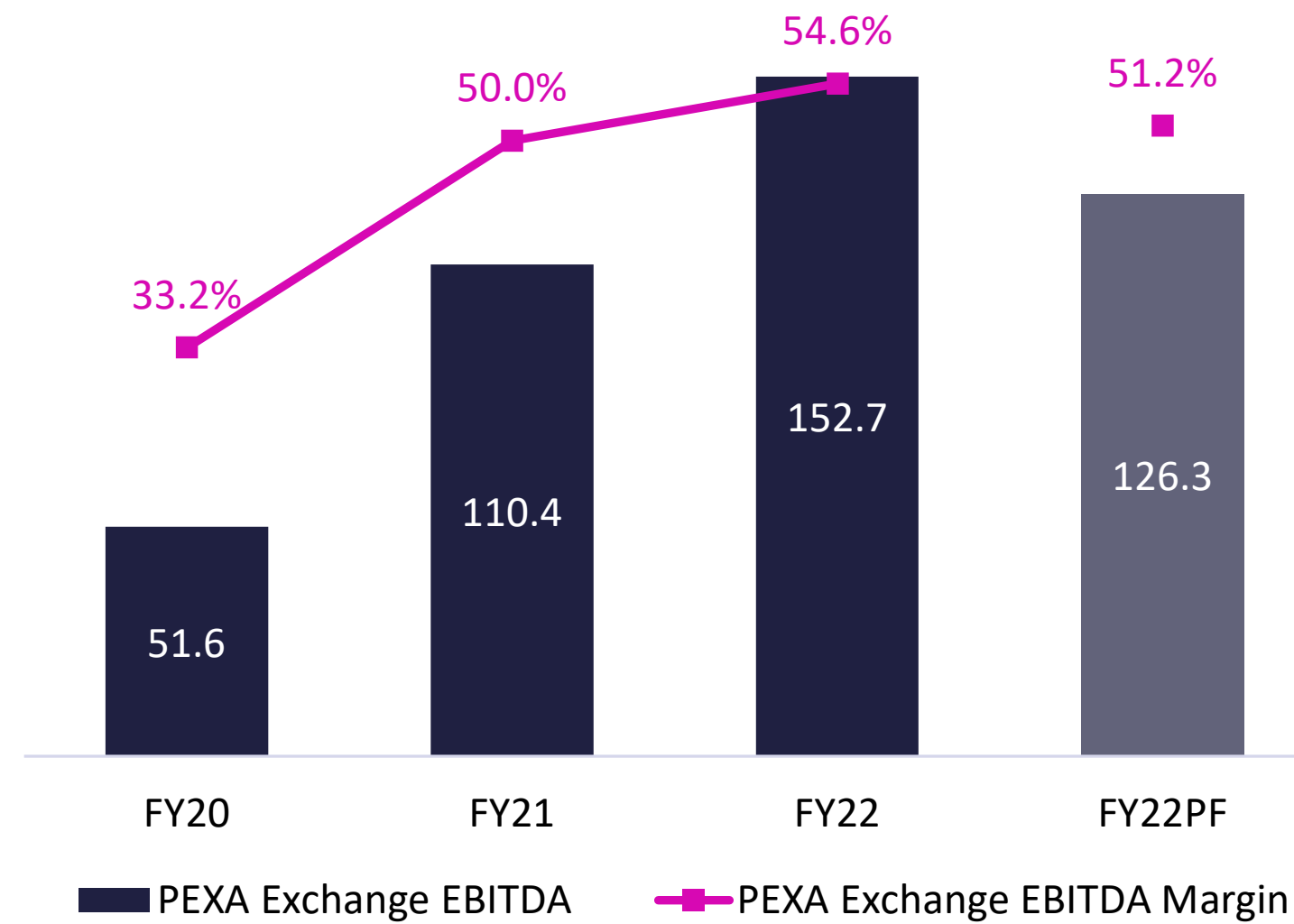
# PEXA Exchange scale benefits flowing through

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Total PEXA Exchange expenses (A\$M) and expense per transaction (A\$)<sup>1</sup>



PEXA Exchange EBITDA (A\$M) and EBITDA margin (%)



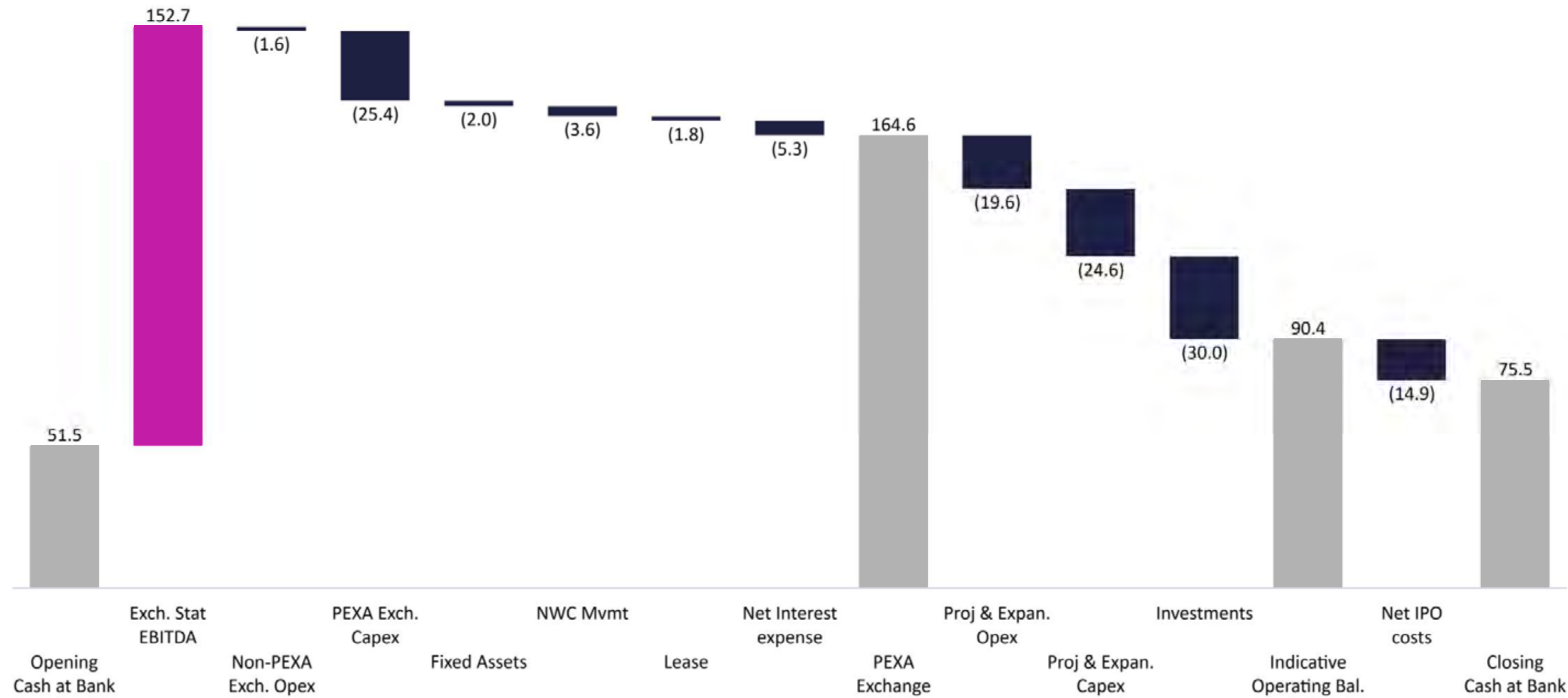
- > Growth in cost base slower than growth in transaction volumes, resulting in total expenses per transaction falling \$2 to \$31, or \$4 below Prospectus forecast
- > Combined with the growth in revenue this resulted in pro forma Exchange EBITDA being up \$42m (38%) on FY21 and \$27m (21%) ahead of Prospectus forecast
- > Pro forma PEXA Exchange EBITDA Margin grew from 50.0% in FY21 to 54.6% in FY22 driven by strong market volumes and prudent expense management. This was 3.4 ppts ahead of Prospectus forecast

Notes:

1. Calculated based on operating expenses + CoS, and PEXA Exchange transaction volumes

# Exchange operating cash flow supporting investment in growth initiatives

FY22 PEXA Group Statutory Cash Movements (A\$M)



Pro Forma Cash Flows (A\$M)

\$ millions	Pro Forma Historical				Variance %	
	FY20	FY21	FY22	FY22PF	FY21	FY22PF
<b>Year ended 30 June</b>						
<b>EBITDA</b>	<b>45.3</b>	<b>101.8</b>	<b>130.5</b>	107.6	28.2%	21.3%
Non-cash items in EBITDA	-	0.6	0.6	0.6	4.7%	-
Changes in working capital	(4.5)	10.8	(10.0)	0.8	n.m.	n.m.
<b>Operating cash flow before capex</b>	<b>40.9</b>	<b>113.2</b>	<b>121.1</b>	109.0	<b>7.0%</b>	11.1%
Acquisition of intangible assets	(18.9)	(22.6)	(50.0)	(52.1)	(121.0%)	4.1%
Acquisition of PP&E	(0.2)	(0.5)	(2.0)	(1.5)	(312.2%)	(30.9%)
<b>Free cash flow before financing and tax</b>	<b>21.8</b>	<b>90.1</b>	<b>69.1</b>	55.3	<b>(23.3%)</b>	25.0%
Interest received	2.5	0.7	0.5	0.5	(22.8%)	5.5%
Interest paid	-	(3.7)	(5.8)	(6.9)	(58.6%)	15.7%
Payment of finance lease liabilities	(2)	(2.1)	(1.8)	(1.9)	18.4%	7.6%
<b>Free cash flow</b>	<b>22.3</b>	<b>84.9</b>	<b>62.1</b>	47.0	<b>(26.9%)</b>	32.0%
<i>FCF conversion (before financing and tax)</i>	<i>48%</i>	<i>89%</i>	<i>53%</i>	51%	<i>(35.5%)</i>	1.5%

- > Strong EBITDA offset by working capital outflow delivered \$121m operating cash flow, up 7% on prior year and 11% on Prospectus forecast
- > PEXA's operating position facilitated growth in investment spend across the Exchange, PEXA International and PEXA Insights

Notes:  
1. IPO costs (LHS) reflects payment of IPO offer costs net of funds raised through the primary issuance



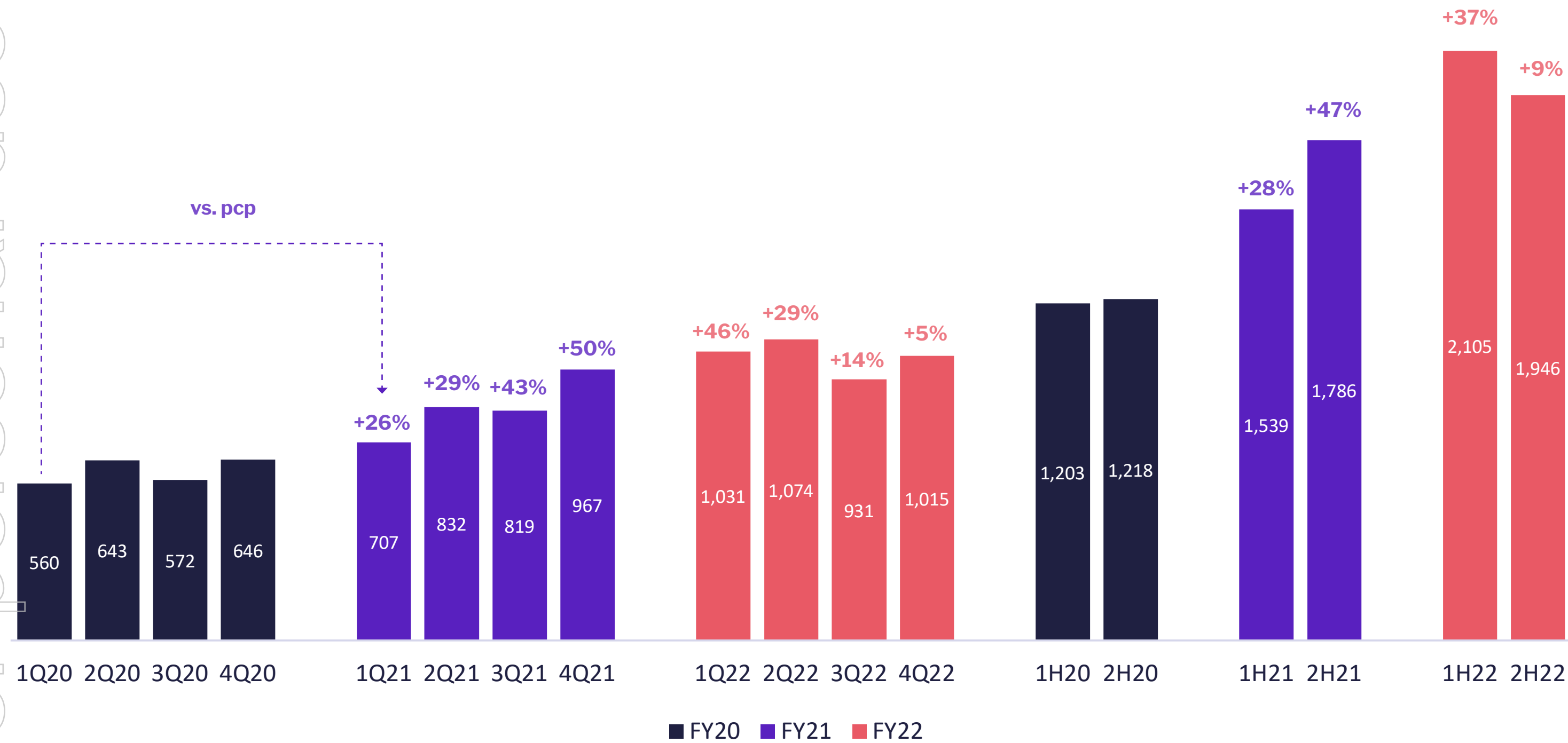
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# Trading Update & Outlook

# Robust operating performance delivered through FY22; well placed for FY23

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Comparison of PEXA Exchange volumes (000s)



## FY22 volumes

- > 2H22 PEXA Exchange volumes of 1.9m were up 9% from 2H21; performed ahead of guidance given at half year results
- > FY22 volumes were up 22% YoY

## Current trading

- > As interest rates increase, the Australian property market is tempering, but remains robust in early 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
- > July PEXA Exchange volumes >300k with Q1 tracking to be >900k

## FY23 outlook

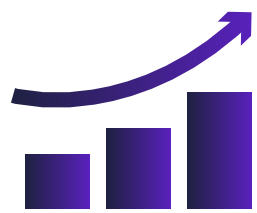
- > Exchange EBITDA margin to be maintained in 50% - 55% range
- > Continued investment in core, with Exchange tech investment expected to be c. 20% of revenue. Focus on API development, customer-facing enhancements, cyber and platform resilience
- > Investing c.\$45m in international expansion and c.\$15m in PEXA Insights (excl. M&A)
- > PEXA UK 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

## In closing



### Powered by our people, capital and capabilities

- Highly engaged team working in a PEXA Flex First environment
- Brand trust and customer NPS at record levels
- Delivering on a clear strategy — Enhance, Extend, Expand and Evolve



### Delivered strong outcomes across the group in FY22

- Robust Exchange platform delivered strong year on year volume and revenue growth
- Exceeded all key FY22 financial metrics in Prospectus forecast
- Ongoing focus on efficiency in the Exchange, with 55% EBITDA Margin in FY22



### With continued investment in new sources of future growth and value

- Strong economic fundamentals supporting volume through the PEXA Exchange
- PEXA UK launch tracking to schedule
- Building a meaningful PEXA Insights business via organic growth and programmatic M&A
- Extending PEXA's reach into the property ecosystem via PX Ventures



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Q&A

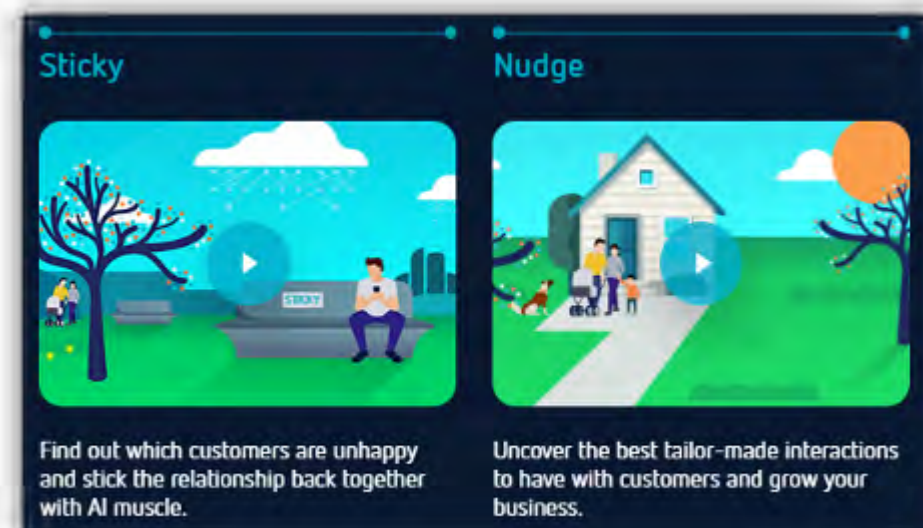
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# Appendix

## EXTEND: PEXA Insights growing via programmatic M&A



- > PEXA Insights made its second significant strategic investment during 2H22, taking a 26% stake in artificial intelligence technology company, Elula
- > Elula's signature products provide financial institutions with tools to drive positive customer engagement and satisfaction through:
  - Sticky: AI prediction tool to identify home loan customers who will refinance or sell their property within the next three months
  - Nudge: predicts which financial institutions' customers are most likely to acquire additional products and services
- > Investment further enriches the unique and timely property data PEXA is unlocking for industry
- > Creates additional value for financial institutions



## Slate Analytics

- > PEXA Insights has acquired a 70% stake in Slate Analytics, a progressive property analytics and technology solution co-developed by the University of NSW and FrontierSI
- > Slate Analytics will build on the award winning Rapid Analytics Interactive Scenario Explorer (RAISE) that developed an interactive platform for valuation modelling and scenario planning for infrastructure projects
- > PEXA will leverage its deep technical capability to bring the tool to life, allowing financiers, insurers, developers, government and consumers to benefit from more accurate property valuation data
- > The tool has application for PEXA's financial institution customers, potentially expediting the mortgage approvals process on behalf of homebuyers nationally
- > The deal complements the investment the Group made in Elula in May this year
- > The investment completed in July 2022

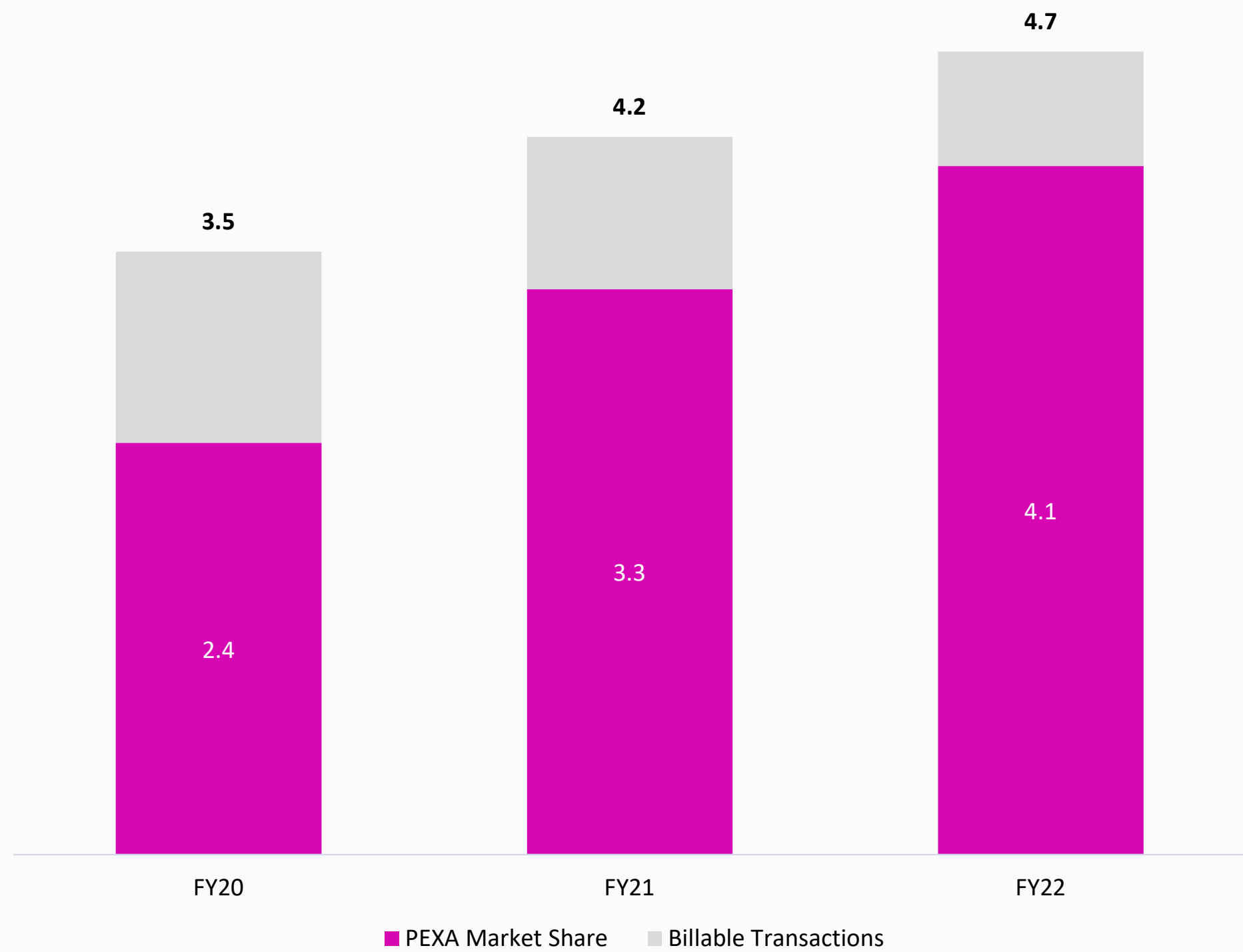


- > PEXA Insights has acquired 100% of .id which is a leading Australian demographic based company
- > .id is a land-based business that provides demographic and economic data at a micro-geographic level. .id supports over 300 local councils across Australia and New Zealand
- > This acquisition continues to build out PEXA's strategic capabilities across the demand for land pillar. leveraging .id's capability to provide insights into
  - community profiles,
  - changing demographics, and
  - housing requirements
- > .id assists local governments, businesses and key service providers planning for emerging requirements
- > .id is a well-established profitable business with deep relationships across a number of customers. The business consists of a team of more than 30 experienced members who have delivered valued products and services for over 20 years

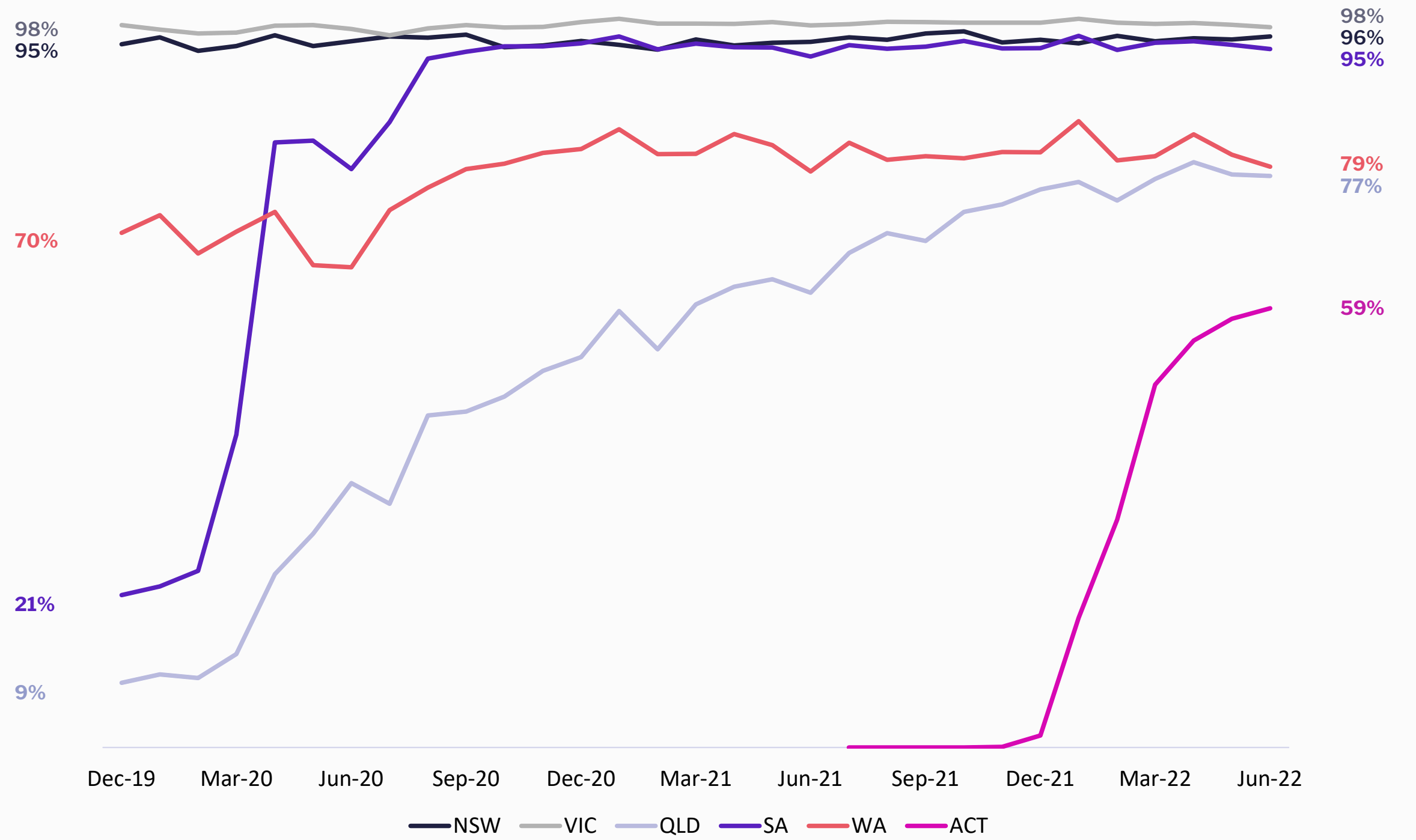
# The PEXA Exchange continues to perform

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Total digital property settlement billable transactions in Australia (M)<sup>1</sup>



Transfer penetration by jurisdiction (% of transfers lodged via PEXA Exchange)<sup>2</sup>



Notes:  
 1. Based on market estimates from BIS Oxford and PEXA volumes, includes both paper-based and e-conveyancing transactions  
 2. Based on market volume estimates from BIS Oxford Economics and PEXA Transfer volumes

# Key Operating Metrics and Performance vs Upgraded Guidance

## Key Operating Metrics

Year ended 30 June	FY21	FY22	FY22PF	Variance %	
				FY21	FY22PF
<b>Key operating metrics</b>					
Transfer	2,878	3,131	2,818	9%	11%
Refinance	658	862	619	31%	39%
Other	687	732	701	6%	4%
<b>Market volumes (000's)</b>	<b>4,223</b>	<b>4,724</b>	<b>4,137</b>	<b>12%</b>	<b>14%</b>
Transfer	80%	85%	86%	5%	-1%
Refinance	99%	99%	98%	1%	2%
Other	56%	72%	63%	16%	9%
<b>Market share (%)</b>	<b>79%</b>	<b>86%</b>	<b>84%</b>	<b>7%</b>	<b>2%</b>
Transfer	2,294	2,667	2,437	16%	9%
Refinance	649	856	605	32%	42%
Other	383	528	443	38%	19%
<b>PEXA transactions (000's)</b>	<b>3,326</b>	<b>4,051</b>	<b>3,485</b>	<b>22%</b>	<b>16%</b>
Transfer	78	83	84	6%	-1%
Refinance	46	47	47	2%	0%
Other	25	28	28	11%	2%
<b>Average price (\$)</b>	<b>66</b>	<b>68</b>	<b>70</b>	<b>4%</b>	<b>-3%</b>
Transfer	178.9	221.3	203.9	24%	9%
Refinance	30.0	40.4	28.5	35%	42%
Other	9.7	14.9	12.2	53%	22%
<b>Revenue excluding ancillary services (\$ millions)</b>	<b>218.6</b>	<b>276.6</b>	<b>244.7</b>	<b>26%</b>	<b>13%</b>
Ancillary services revenue (\$ millions)	2.4	3.2	2.2	34%	44%
<b>Revenue (\$ millions)</b>	<b>221.0</b>	<b>279.8</b>	<b>246.9</b>	<b>27%</b>	<b>13%</b>

Year ended 30 June	FY21	FY22	FY22PF	Variance %	
				FY21	FY22PF
<b>Exchange revenue by state</b>					
VIC	73.2	83.8	78.2	15%	7%
NSW	75.5	85.3	76.2	13%	12%
WA	23.4	27.9	24.0	19%	16%
QLD	28.1	56.8	47.7	102%	19%
SA	18.4	21.3	17.4	16%	22%
ACT	-	1.4	1.2	n.m	22%
<b>Revenue excluding ancillary services (\$ millions)</b>	<b>218.6</b>	<b>276.6</b>	<b>244.7</b>	<b>26%</b>	<b>13%</b>
Ancillary services revenue (\$ millions)	2.4	3.2	2.2	34%	44%
<b>Revenue (\$ millions)</b>	<b>221.0</b>	<b>279.8</b>	<b>246.9</b>	<b>27%</b>	<b>13%</b>
<b>Key pro forma financial metrics</b>					
Revenue growth	42%	27%	13%	-15ppt	14ppt
Cost of sales per transaction (\$)	8.82	8.52	9.19	3%	7%
Gross margin	87%	88%	87%	1ppt	1ppt
PEXA Exchange EBITDA growth	114%	38%	17%	-76ppt	21ppt
PEXA Exchange EBITDA margin	50%	55%	51%	5ppt	3ppt
NPATA (\$ million)	34.7	77.3	59.2	123%	31%
NPATA growth	(1%)	123%	68%	124ppt	55ppt
NPATA margin	16%	28%	24%	12ppt	4ppt
Net debt / PEXA Exchange EBITDA	2.25x	1.47x	NA	(0.78x)	n.m

## Comparison to Upgraded Guidance

Year ended 30 June	FY22	FY22
A\$M	Actual	Upgraded Guidance <sup>1</sup>
Revenue	279.8	265.0 - 275.0
PEXA Exchange EBITDA	152.7	140.0 - 150.0
Pro forma EBITDA	130.5	120.0 - 130.0
Pro forma NPATA	77.3	70.0 - 80.0
Statutory EBITDA	107.1	95.0 - 105.0
Statutory NPATA	61.2	55.0 - 65.0

- > Most recent guidance (May'22) was that FY22 results will be at the upper end of guidance provided at the 1H22 results in Feb'22
- > This has been achieved or exceeded for all metrics

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# Income statement and reconciliation from Pro Forma to Statutory P&L

## Pro Forma Profit & Loss

\$ in millions				Variance %	
	Year ended 30 June	FY21	FY22	FY22PF	FY21
<b>Revenue</b>	<b>221.0</b>	<b>279.8</b>	<b>246.9</b>	<b>27%</b>	<b>13%</b>
Cost of sales	(29.3)	(34.5)	(32.0)	(18%)	(8%)
<b>Gross profit</b>	<b>191.7</b>	<b>245.2</b>	<b>214.9</b>	<b>28%</b>	<b>14%</b>
Product design and development	(23.2)	(25.9)	(24.3)	(12%)	(7%)
Sales and marketing	(20.1)	(19.6)	(22.6)	3%	13%
General & administration	(38.0)	(47.1)	(41.8)	(24%)	(13%)
<b>Operating Expenses</b>	<b>(81.3)</b>	<b>(92.6)</b>	<b>(88.6)</b>	<b>(14%)</b>	<b>(4%)</b>
<b>PEXA Exchange EBITDA</b>	<b>110.4</b>	<b>152.7</b>	<b>126.3</b>	<b>38%</b>	<b>21%</b>
Project and Expansionary	(6.5)	(19.7)	(18.2)	(201%)	(8%)
Other non-PEXA Exchange costs	(2.1)	(2.6)	(0.6)	23%	(322%)
<b>EBITDA</b>	<b>101.8</b>	<b>130.5</b>	<b>107.6</b>	<b>28%</b>	<b>21%</b>
Depreciation	(2.4)	(2.5)	(2.1)	(3%)	(19%)
Amortisation	(7.1)	(9.7)	(9.3)	(38%)	(5%)
<b>EBITA</b>	<b>92.3</b>	<b>118.3</b>	<b>96.2</b>	<b>28%</b>	<b>23%</b>
Acquired amortisation	(56.6)	(56.2)	(56.4)	(1%)	0%
<b>EBIT</b>	<b>35.8</b>	<b>62.1</b>	<b>39.8</b>	<b>74%</b>	<b>56%</b>
Net finance income / (expense)	(36.5)	(5.8)	(7.4)	84%	21%
<b>Profit/(loss) before tax</b>	<b>(0.7)</b>	<b>56.3</b>	<b>32.4</b>	<b>n.m</b>	<b>74%</b>
Income tax benefit / (expense)	(4.2)	(18.3)	(12.7)	(334%)	(43%)
<b>Profit/(loss) after tax (NPAT)</b>	<b>(4.9)</b>	<b>38.0</b>	<b>19.6</b>	<b>n.m</b>	<b>94%</b>
Acquired amortisation add-back (tax affected)	39.6	39.3	39.5	(1%)	(0%)
<b>NPATA</b>	<b>34.7</b>	<b>77.3</b>	<b>59.2</b>	<b>123%</b>	<b>31%</b>

## Statutory Profit & Loss

\$ in millions				Variance %	
	Year ended 30 June	FY21	FY22	FY22PF	FY21
<b>Revenue</b>	<b>221.0</b>	<b>279.8</b>	<b>246.9</b>	<b>27%</b>	<b>13%</b>
Cost of sales	(29.3)	(34.5)	(32.0)	(18%)	(8%)
<b>Gross profit</b>	<b>191.7</b>	<b>245.2</b>	<b>214.9</b>	<b>28%</b>	<b>14%</b>
Product design & development	(23.2)	(25.9)	(24.3)	(12%)	(7%)
Sales & marketing	(20.1)	(19.6)	(22.6)	3%	13%
General & administration	(31.4)	(47.1)	(41.8)	(50%)	(13%)
<b>Operating expenses</b>	<b>(74.8)</b>	<b>(92.6)</b>	<b>(88.6)</b>	<b>(24%)</b>	<b>(4%)</b>
<b>PEXA Exchange EBITDA</b>	<b>116.9</b>	<b>152.7</b>	<b>126.3</b>	<b>31%</b>	<b>21%</b>
Project and expansion related costs	(6.5)	(19.7)	(18.2)	(201%)	(8%)
Other non-PEXA Exchange related costs	(7.8)	(2.0)	-	75%	n.m
Offer costs	(8.2)	(24.0)	(32.5)	(192%)	26%
<b>EBITDA</b>	<b>94.4</b>	<b>107.1</b>	<b>75.6</b>	<b>13%</b>	<b>42%</b>
Depreciation	(2.4)	(2.5)	(2.1)	(3%)	(19%)
Amortisation	(7.1)	(9.7)	(9.3)	(38%)	(5%)
<b>EBITA</b>	<b>85.0</b>	<b>94.9</b>	<b>64.3</b>	<b>12%</b>	<b>48%</b>
Acquired amortisation	(56.6)	(56.2)	(56.4)	1%	0%
<b>EBIT</b>	<b>28.4</b>	<b>38.7</b>	<b>7.8</b>	<b>36%</b>	<b>394%</b>
Net finance income / (expense)	(36.5)	(5.8)	(7.4)	84%	21%
<b>Profit/(loss) before tax</b>	<b>(8.1)</b>	<b>32.9</b>	<b>0.5</b>	<b>n.m</b>	<b>n.m</b>
Income tax benefit / (expense)	(3.7)	(11.1)	(3.0)	(200%)	(271%)
<b>Profit/(loss) after tax (NPAT)</b>	<b>(11.8)</b>	<b>21.9</b>	<b>(2.5)</b>	<b>n.m</b>	<b>n.m</b>
Acquired amortisation add-back (tax affected)	39.6	39.3	39.5	(1%)	(0%)
<b>NPATA</b>	<b>27.8</b>	<b>61.2</b>	<b>37.0</b>	<b>120%</b>	<b>65%</b>

## Bridging Statutory P&L to Pro forma P&L

\$ millions			
	Year ended 30 June	FY21	FY22
<b>Statutory PEXA Exchange EBITDA</b>	<b>116.9</b>	<b>152.7</b>	<b>126.3</b>
Incremental public company costs	(6.5)	-	-
<b>Pro forma PEXA Exchange EBITDA</b>	<b>110.4</b>	<b>152.7</b>	<b>126.3</b>
<b>Statutory EBITDA</b>	<b>94.4</b>	<b>107.1</b>	<b>75.6</b>
Offer costs	8.2	24.0	32.5
Incremental public company costs	(6.5)	-	-
MEP close out costs	5.7	(0.6)	(0.6)
<b>Pro forma EBITDA</b>	<b>101.8</b>	<b>130.5</b>	<b>107.6</b>
<b>Statutory NPAT</b>	<b>(11.8)</b>	<b>21.9</b>	<b>(2.5)</b>
Offer costs	8.2	24.0	32.5
Incremental public company costs	(6.5)	-	-
MEP close out costs	5.7	(0.6)	(0.6)
Tax effect of adjustments	(0.5)	(7.2)	(9.8)
<b>Pro forma NPAT</b>	<b>(4.9)</b>	<b>38.0</b>	<b>19.6</b>

- > Offer costs are total transaction costs relating to the IPO
- > Incremental public company costs represent an estimate of the additional costs PEXA will incur as a public company. They include additional audit, tax and legal costs, insurance, Board, investor relations, listing fees, share registry fees, AGM and annual report costs. These pro forma adjustments have been applied retrospectively in FY21
- > The MEP (Management Equity Plan) was established in Jan-20 with the first grant issued in Jul-20. As a result of the Offer, the MEP vesting was accelerated, resulting in A\$5.7 million of incremental cost recorded in the Statutory Income Statement in FY21. Taking this pro forma adjustment into account, the pro forma forecast Income Statements reflect the ongoing cost of the MEP in FY21 and FY22 as though the Offer had not occurred (\$0.6m in FY22).

## Balance sheet

\$ millions	Actual Statutory			
	As at	30-Jun-20	30-Jun-21	30-Jun-22
<b>Current assets</b>				
Cash and cash equivalents		70.4	51.5	75.4
Other current assets		23.0	33.1	42.9
<b>Total current assets</b>		<b>93.4</b>	<b>84.6</b>	<b>118.3</b>
<b>Non-current assets</b>				
Intangible assets & goodwill		1,558.3	1,517.3	1,500.0
Investments		-	0.3	29.6
Other non-current assets		10.9	11.0	14.4
<b>Total non-current assets</b>		<b>1,569.2</b>	<b>1,528.5</b>	<b>1,544.0</b>
<b>Total assets</b>		<b>1,662.6</b>	<b>1,613.1</b>	<b>1,662.3</b>
<b>Current liabilities</b>				
Trade and other payables		30.2	49.9	49.5
Borrowings - related parties		-	193.0	-
Other current liabilities		5.0	6.7	8.6
<b>Total current liabilities</b>		<b>35.2</b>	<b>249.6</b>	<b>58.1</b>
<b>Non-current liabilities</b>				
Borrowings		-	297.4	298.0
Other non-current liabilities		31.0	34.3	41.5
<b>Total non-current liabilities</b>		<b>31.0</b>	<b>331.7</b>	<b>339.4</b>
<b>Total liabilities</b>		<b>66.2</b>	<b>581.3</b>	<b>397.6</b>
<b>Net assets</b>		<b>1,596.4</b>	<b>1,031.8</b>	<b>1,264.7</b>
<b>Equity</b>				
Contributed equity		1,618.6	1,058.2	1,268.4
Reserves		-	7.6	8.5
Accumulated losses		(22.2)	(34.0)	(12.1)
<b>Total equity</b>		<b>1,596.4</b>	<b>1,031.8</b>	<b>1,264.7</b>

### Statutory vs Prior Year

- > Cash and cash equivalents in Jun-22 greater than Jun-21 position following strong operating performance
- > Other current assets increase reflects the inclusion of insurance pre-payments, coupled with an increase in funds held as agent at year end
- > Investments reflect those in Landchecker and Elula
- > Related-party borrowings of \$193.0m at 30 Jun-21 reflect pre-IPO capital structure with shareholder loans. Fully repaid at IPO with primary raise issuance
- > Equity increase following the impact of the primary raise in the IPO

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