



THE AGENCY

FY24 Key Takeaways

\$-445K

Underlying EBITDA¹
(FY23: -\$1,297K)

\$36.32M

Property Management Portfolio Value²
(FY23: \$27.91M)

\$6.5B

Gross Value of Properties Sold
(FY23 : \$5.3B)

\$112.5M

GCI³
(FY23 : \$95.4M)

\$88.0M

Revenues from Ordinary Activities
(FY23 : \$76.9M)

\$36.80M

Estimated Net Assets
(FY23 : \$29.08M)

6,239

No. of Properties Sold
(FY23 : 5,734)

433

No of Agents
(30 June 2023: 399)

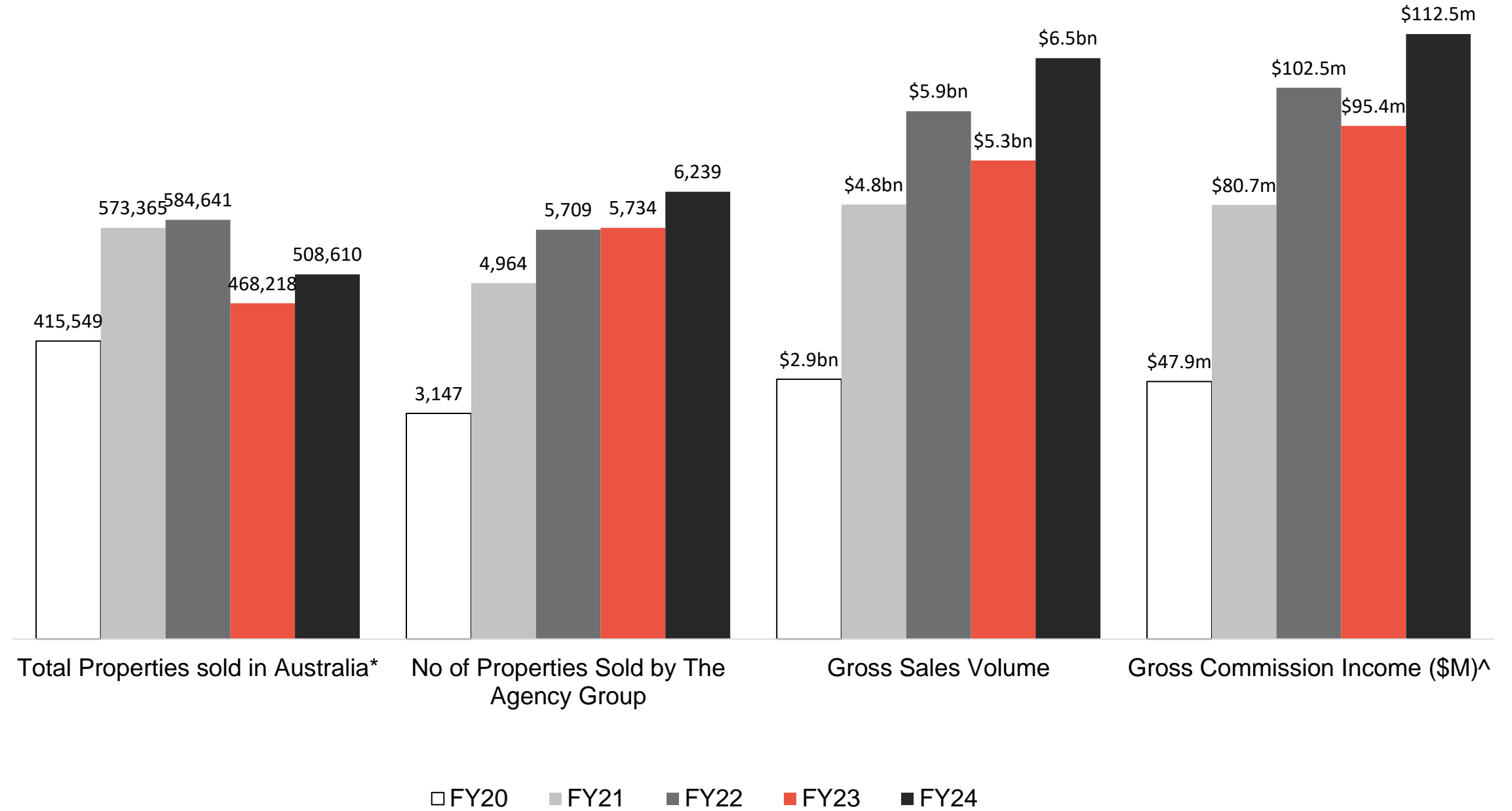
1. Underlying adjusted for the impact of AASB16 Leasing Standard, Gain on Sale and other one off items.
2. Independent Valuation conducted by Pendium Advisory as at 23 August 2024
3. Gross Commission Income ("GCI") is the fees the vendor pays for the sale of a property.



Record transaction volume underpinned growth in other metrics

Record result of 6,239 transactions under pinned record Gross Sale Volume and Gross Commission Income level.

Improved transaction contributions from East Coast states assisted the growth in Gross Sales Volume.



* Source: CoreLogic Economist Park (Jun 2024).

^ Gross Commission Income ("GCI") is the fees the vendor pays for the sale of a property.

A growing brand with 433 agents with presence across six states and territories.

The Agency group of brands achieved #2 market share in Western Australia in FY24¹ with 9% market share in the Perth and greater metropolitan region where we operate.

Our focus to continue to grow our East Coast presence has resulted in our New South Wales business increasing to representing 26.2% of The Agency FY24 exchanges (FY23: 21.9%).

The Agency has continued to expand its presence during FY24 with additional markets in Inner West Melbourne around the Port Melbourne and Altona market, while In late FY2024, The Agency leveraged our Launceston, Tasmania operations with an organic entry into the Hobart market



1. Based on # of Transactions



Over 10,000 investment properties managed by The Agency

As at 31 December 2024, The Group managed 10,168 (30 June 2023: 5,978) properties on behalf of landlords. The property management business is comprised of 5,256 (30 June 2023: 5,018) that are owned by the Agency and 4,912 (30 June 2023: 960) externally owned management rights. An external valuation of our 5,256 management rights was undertaken which valued the portfolio at \$36.32m as at 30 June 2024.

Since its announcement, MDC Trilogy Group have deployed nearly \$25m in purchasing rent roll assets across NSW and Queensland. These purchased rent roll assets comprise of over 4,000 properties under management which are now managed by The Agency under a services arrangement.

Combined, the 10,000 plus managed properties collected \$286m of rent in FY24 on behalf our landlords and represent an estimated \$9 billion of Australian's property investors wealth. Our national footprint enables Landlords with a geographically dispersed portfolio the opportunity to have all their properties managed by a single company. The increased portfolio scale enables greater cost synergies across The Agency owned portfolio.

Financial Highlights



Business Performance Update

Consistent cost of doing business ratio in FY24 to FY23 which allowed significant investment in recruitment, technology, new premises due to the MDC Trilogy Alliance and establishment of second brand Rightmove in FY24.

Fractalisation of Cost of Doing Business Ratio is expected in FY25 as we get the full year benefit from these FY24 investments.

(\$M)	UNDERLYING ¹		Change
	FY24	FY23	
GCI	112.53	95.39	18.0%
Revenue ²	87.97	76.93	14.4%
Gross Profit	29.00	24.25	19.6%
Other Income	0.57	0.48	n.m.
Operating Expenses	(30.02)	(26.25)	14.4%
Cost of Doing Business³	34.1%	34.1%	0 basis points
EBITDA	(0.45)	(1.30)	-65.4%

1. Underlying adjusted for the impact of AASB16 Leasing Standard, Gain on Sale and other one off items.

2. According to accounting standards, recognition of revenue is dependent on the engagement mechanism of the Agent. A sale by a payroll agent will result as revenue equal to GCI, with an agent commission expense in Cost of Sales. A sale by a non payroll independent contractor agent, revenue is equal to The Agency share GCI. There is no cost of sale expense for a non payroll agent.

As a general rule, Western Australia agents are predominantly Payroll agents, while East Coast agents are predominantly non payroll agents.

3. Operating Expenses Pre AASB16 Leasing Standard as a percentage of revenue

n.m – not material

Record GCI result

FY24 GCI of \$112.5m was a record GCI for the company, growing from \$95.4m FY23.

Agent Mix

During FY24, a higher percentage of sales by independent contractors resulted in Revenue growth below GCI growth².

Investment in Recruitment initiatives

A significant increase in recruitment initiatives with formation of a national recruitment department driven by the appointment of two state recruitment managers who will be focused on quality agent growth in FY25.

Significant shareholder value held off Balance Sheet

(\$M)	30 June 2024	STATUTORY 30 June 2023	Change
Cash at Bank	4.90	4.63	+5.8%
Net Assets	7.89	12.54	-37.1%
Assets not on balance sheet	28.91	16.56	+74.6%
Estimated Shareholder Net Assets	36.80	29.08	+26.5%

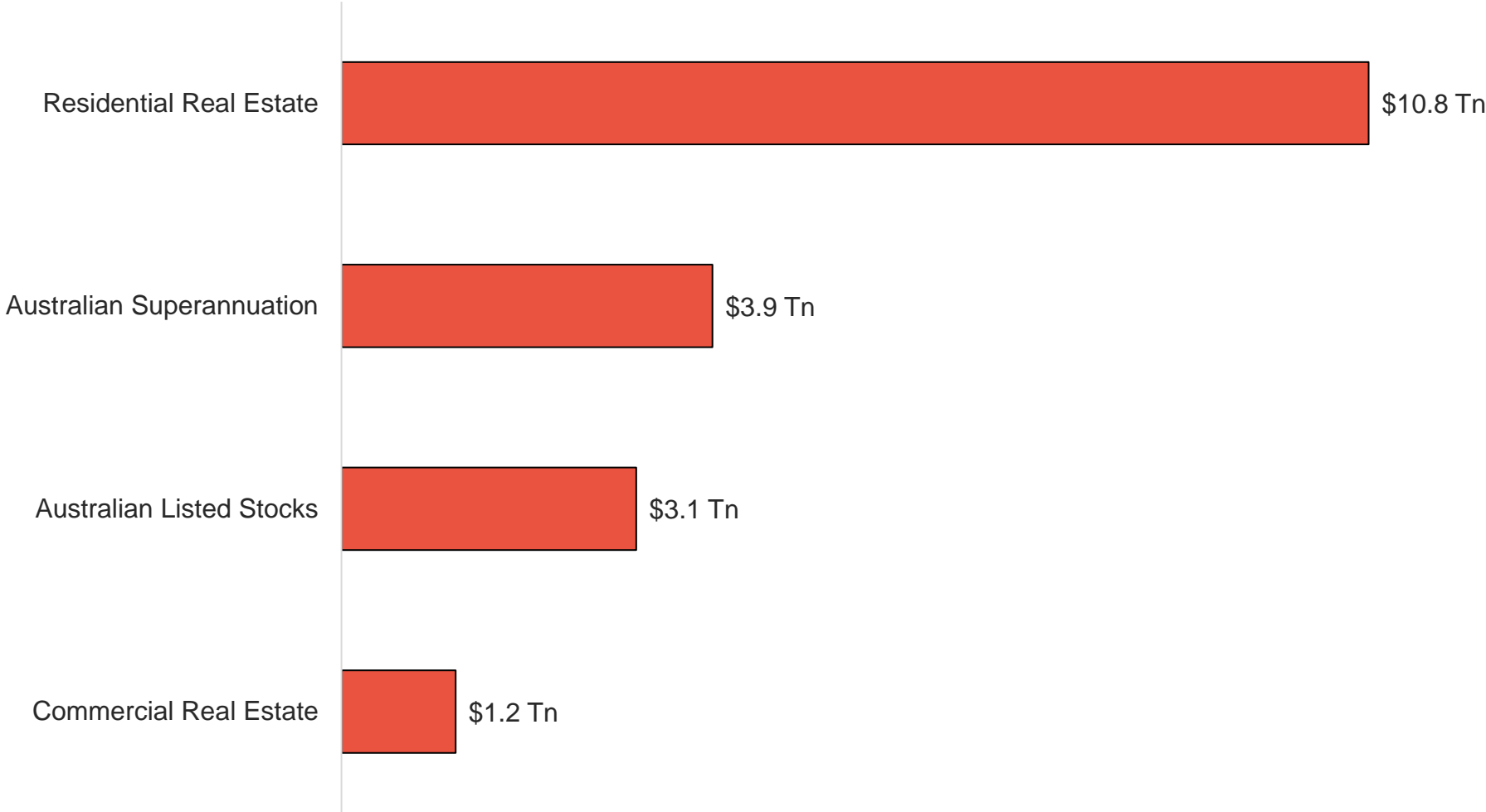
- + The value attached to internally generated Property Management and remaining Mortgage book is not recorded in the balance sheet. Despite the value of the property management portfolio increasing in the period, under the accounting standard rules, the Profit & Loss statement for the twelve month period includes an amortisation charge of the externally purchased property management assets held as an intangible asset. This amortisation charge has resulted in a reduction of Statutory Net assets and results in an increase in assets not recognised in the balance sheet.
- + An independent valuation was undertaken which has valued the Property Management portfolio at \$36.32m.
- + Only \$7.40m of the property management value is held on the Balance Sheet as an intangible asset as at 30 June 2024 (\$11.30m as at 30 June 2023), leaving \$22.93m of shareholder value off balance sheet at 30 June 2024 (\$16.56m at 30 June 2023).
- + Adjusting for these off balance sheet assets, Estimated Shareholder Net Assets has increased 26.4% to \$36.80m (\$29.11m at 30 June 2023).

Industry Highlights



Market Update.

56.2% of Australian Household Wealth is held in Residential Housing with a \$6.9 Billion annual addressable sales commission market.



508,610

Sales in FY24

\$459.2Bn

Gross Value of Sales in FY24

\$6.9 Bn

FY24 Total Annual Addressable Market* (GCI)

3.25M

Number of investment properties in Australia

\$3Tn

Estimated Value of investment properties in Australia

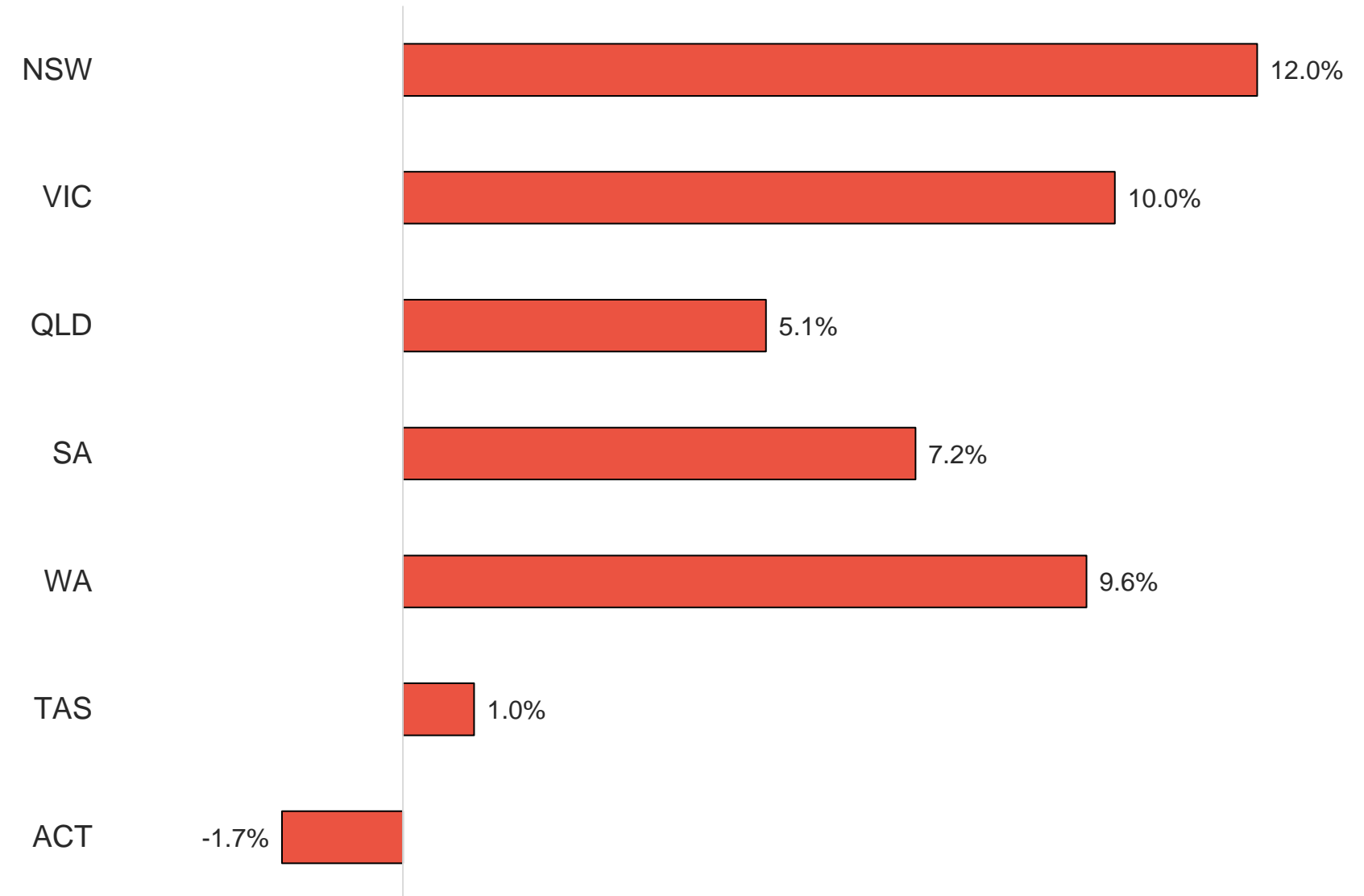
Source: CoreLogic, RBA, APRA, ASX
* Assessed at 1.50% Average Commission Rate of Gross Sales Volume of \$459.2Bn.

FY24 Market Sales Volume

In the twelve months to 30 June 2024, Australian market volumes have increased 8.6% from FY23 levels, with stronger growth in key NSW and WA states.

Source: CoreLogic

Change in sales volumes, twelve months to June 2024



+8.6%

Australia

+5.8%

Combined Regionals

+10.2%

Combined Capitals

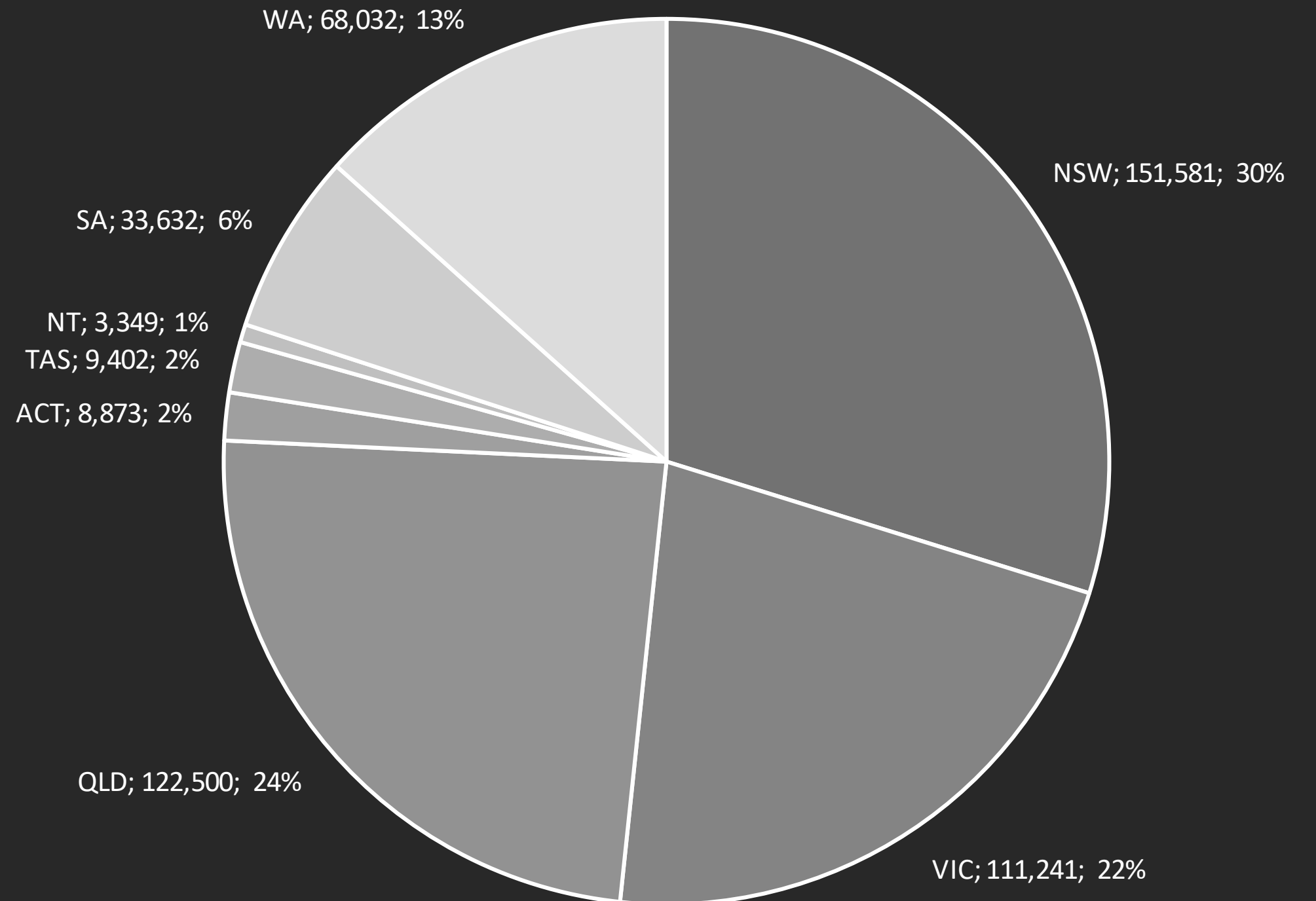
State Breakdown of Sales.

In the twelve months to 30 June 2024, NSW represented 30% of the national sales volume, followed closely by Queensland at 24% and Victoria at 22%.

Combined these 3 states represent three quarters of the national sales volume. Increased organic agent recruitment and MDC Trilogy Group capital deployment will improve The Agency's market share in these key growth markets.

Source: CoreLogic

State Breakdown of Transactions Volume (12 months to June 2024)

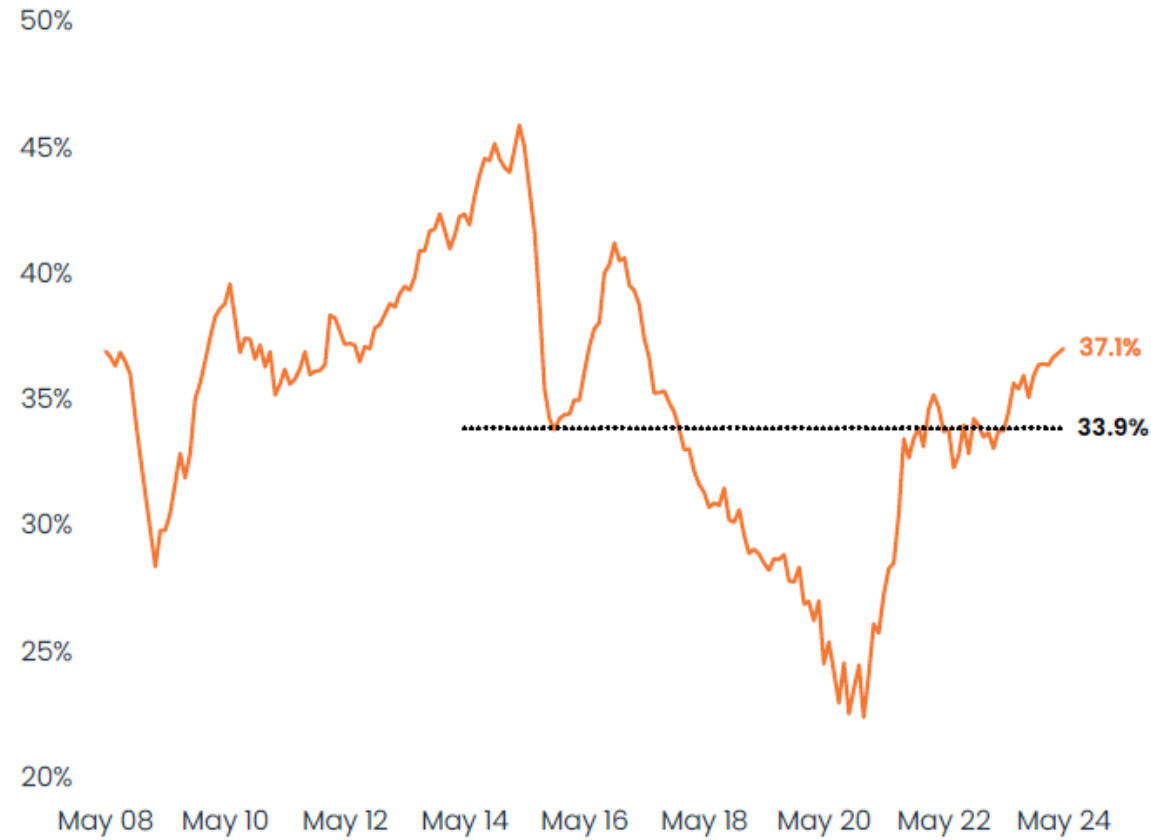


Investor Participation

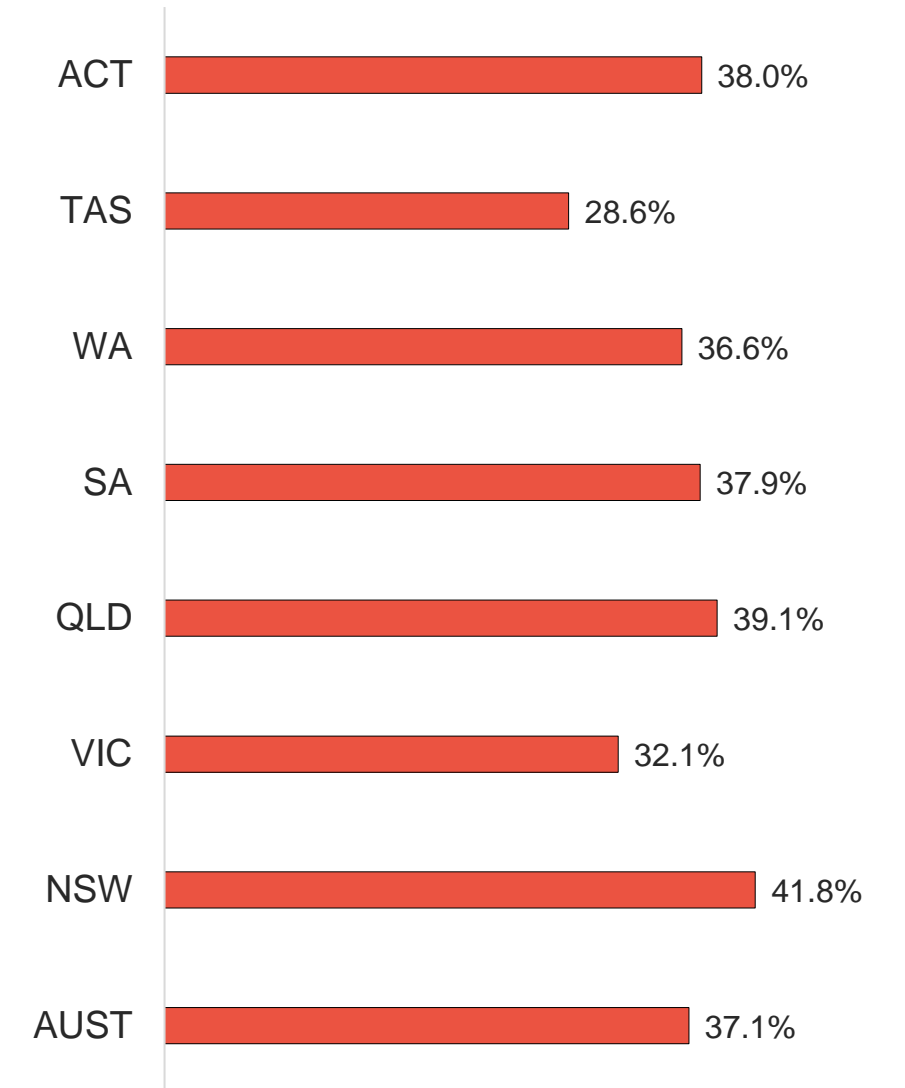
Investor Participation at 37.1% is above the decade average of 33.9%.

NSW is the state with the highest investor participation with 41.8% of lending to investors, while WA has grown to 36.6% in December 2023. The Agency has growing property management rights in both of these key investor markets.

Portion of new lending for investment housing (excluding refinance)



Investors as a % of housing finance commitments by state (Dec'23)



Outlook



FY2025 Outlook

Stable volumes expected

Australian FY24 volumes were 4.0% higher than decade average transaction volumes while NSW was 2.9% below its decade average. FY25 is expected to see similar volumes across the country of around 500,000 sales completed.

Greater price stability.

Strong price growth in Perth is expected to continue, NSW flat, while most other states will see limited pricing movements in FY25.

Shift towards larger agent teams.

Continued shift to Super Agent Teams as inexperienced agents consolidate to work with a leading agent.

National Recruitment function team focused on growth of quality agents in FY25.

Market consolidation to continue.

Market Consolidation continues as smaller independents and franchisees look to access operating efficiencies. The MDC Trilogy Group alliance and other external owned property management offerings means we are well placed to capitalise on this trend in a capital light way which is earnings accretive.

Mixed consumer sentiment.

FY25 consumer sentiment to remain broadly at currently levels until economic data supports interest rate reductions (expected in mid CY2025).

Appendix



Profit and loss statement.

(\$M)	UNDERLYING ¹			STATUTORY		
	FY24	FY23	Change	FY24	FY23	Change
Revenue	87.97	76.93	14.4%	87.97	76.93	14.4%
Cost of Sales	(58.97)	(52.46)	12.4%	(58.97)	(52.46)	12.4%
Gross Profit	29.00	24.25	19.6%	29.00	24.47	18.5%
Other Income	0.57	0.48	n.m	0.67	0.58	15.6%
Operating Expenses	(30.02)	(26.25)	14.4%	(29.53)	(24.05)	22.8%
EBITDA	(0.45)	(1.30)	-65.4%	1.60	0.93	72.0%
Share of profit/(loss) from equity accounted investments	0.01	-	n/a	0.01	-	n.a
Depreciation and Amortisation	(4.66)	(4.69)	-0.6%	(6.43)	(6.47)	-0.6%
Share-based payments expense	(0.24)	(0.46)	-47.8%	(0.24)	(0.46)	-47.8%
Fair Value Gain/(Loss) on Financial Asset	-	-	n.a.	0.17	(0.07)	n.a
One off legal fees ²	-	-	n.a.	(0.33)	(0.62)	n.a
Acquisition of business costs	-	-	n.a.	-	(0.08)	n.a
Profit/(Loss) on Sale of Asset	-	-	n.a.	1.19	1.51	n.m
EBIT	(5.34)	(6.45)	17.2%	(4.03)	(1.88)	n.m
Net Finance Income (Expense)	(1.39)	(0.95)	46.3%	(1.39)	(1.51)	-7.9%
Embedded derivative non-cash finance gain/(cost)	-	-	n.a.	0.12	1.35	n.M
Net Profit/(Loss) Before Tax	(2.67)	(7.40)	n.m	(5.28)	(5.41)	n.m
Income Tax Expense/(Benefit)	0.40	2.22	n.m	0.40	1.09	n.m
Net Profit After Tax	(2.28)	(5.18)	n.m	(4.89)	(4.32)	n.m

1. Underlying adjusted for the impact of AASB16 Leasing Standard, Gain on Sale and other one off items.

2. Legal costs associated with The Agency Group's intellectual property action against the company H.A.S. Real Estate, the registered owner of The North Agency.

n.a – Not Applicable / n.m – Not Meaningful

Balance Sheet.

(\$M)	UNDERLYING ¹		Change
	30 June 2024	30 June 2023	
Cash at Bank	4.90	4.63	+5.8%
Other Current Assets	15.00	13.24	+13.3%
Non Current Assets	27.05	31.85	-15.0%
Total Assets	46.96	49.72	-5.5%
Total current liabilities	(27.76)	(21.66)	+28.2%
Total Non current liabilities	(11.30)	(15.52)	-27.2%
Total Liabilities	(39.07)	(37.18)	+5.1%
Net Assets	7.89	12.54	-37.1%
Assets not on balance sheet ¹	28.91	16.56	+74.6%
Estimated Shaerholder Net Assets	36.80	29.08	+26.5%

1: Management valuation of the Property Management portfolio of \$30.33m is calculated on a blended valuation multiple of 3.35x on Q4 FY24 Annualised Property Management fees. Only \$7.40m of this value is held on the Balance Sheet as an intangible asset, leaving \$22.93m value off balance sheet.
30 June 2023 balance included a value attributed to Mortgage Book which was valued at 2.25x Net Trail Income. This book was sold as part of MFSA disposal resulting in the value now held on balance sheet..

Cashflow Statement.

(\$M)	1HFY24 (Underlying)* (Pre AASB16)^	FY24 (Statutory) (Post AASB16)	FY23 (Statutory) (Post AASB16)
EBITDA	(0.45)	1.60	0.90
Change in net working capital	0.80	1.20	(0.63)
Net interest Paid	(0.71)	(0.71)	(0.71)
Net Cashflow from Operating Activities	(0.36)	2.09	(0.44)
Purchase of property, plant and equipment	(0.28)	(0.28)	(0.45)
Purchase of intangibles	(0.20)	(0.20)	(0.59)
Refund/(Deposit) for bank guarantees	0.01	0.01	(0.15)
Net Loans to other entities	(0.06)	(0.06)	(0.16)
Net cash received on disposal of asset	-	-	1.64
Net cash received on disposal of subsidiary	1.09	1.09	-
Payment for acquisition of subsidiary, net of cash acquired	-	-	(4.37)
Proceeds from disposal of financial asset	0.08	0.08	-
Net cash (used in) / received from investing activities	0.63	0.63	(4.07)
Payment of principal portion of lease liabilities	-	(2.45)	(2.47)
Proceeds of borrowings	-	-	3.40
Net cash used in financing activities	-	(2.45)	0.93
Net (decrease)/increase in cash and cash equivalents held	0.27	0.27	(3.59)
Cash and cash equivalents at the beginning of the year	4.63	4.63	8.22
Cash and cash equivalents at the end of the year	4.90	4.90	4.63

* Underlying adjusted for the impact of AASB16 Leasing Standard, Gain on Sale and other one off items.

^ This is a non A-IFRS measure

Note – may not add through due to rounding differences





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