

## ASX RELEASE

### Onthehouse growth continues

**30 April 2012**

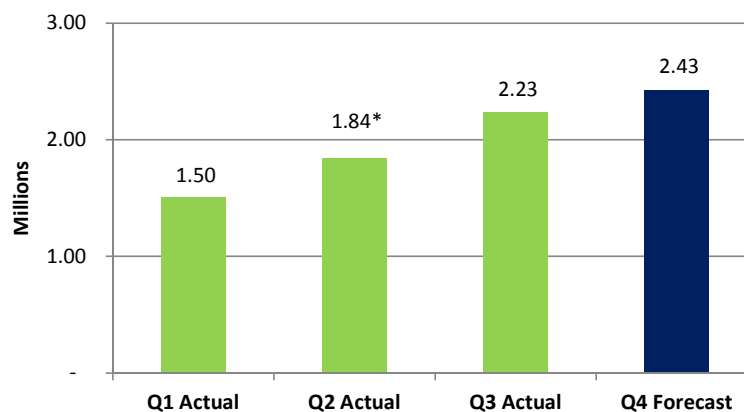
Onthehouse Holdings Limited (ASX: OTH) today confirmed that it continues to be on track to deliver on its Prospectus EBITDA forecast for the 2012 financial year. The Real Estate Agency Solutions Division has continued to achieve stable growth. The Consumer Online Division has enjoyed scaling growth in traffic and user engagement and has begun successfully monetising that traffic. The Company released its quarterly cash flow report today.

#### Financial Results and Outlook

As at the end of March 2012 the Company's underlying YTD EBITDA\* is \$5.57 million. Based on this YTD performance and the scaling nature of the business over the remainder of the 2012 financial year, the Company expects it:

- will deliver revenues within 3% of the Prospectus forecast of \$20.85m; and
- is on track to deliver on its Prospectus EBITDA forecast of \$8.00 million. This represents a 74.5% increase on the FY11 Pro-forma EBITDA of \$4.58 million.

#### Underlying EBITDA\*



\*after removing one-off transaction costs of \$140k

#### Operational achievements over March 2012 quarter

The Group delivered several significant operational achievements in the March 2012 quarter, as it continued to execute on its strategy of building a unique position in the digital real estate content and services markets. These included:

- Continuing growth in the Real Estate Agency Solutions Division

Members of Onthehouse Holdings Ltd.



- Progressing the monetisation of onthefhouse.com.au online users, with the execution of a 12 month sponsorship agreement commencing in March with Suncorp covering the onthefhouse.com.au website and Onthefhouse Property Values App
- Consumer Online Division traffic and engagement continued to scale:
  - Traffic levels continued to grow, surpassing one million unique visitors per month
  - Audience engagement also continued to grow with the number of reports generated on the onthefhouse.com.au portal exceeding 1.79 million in March 2012

#### **Cash flow over March 2012 quarter**

Net operating cash flow continued to grow over the March 2012 quarter to \$1,564k, up from \$1,399k in the December 2011 quarter. This reflected the strength of the Company's stable growth in the Real Estate Agency Solutions Division whilst investment continued in the growth of the Consumer Online Division.

"The continued growth over the March 2012 quarter builds on the Company's strong performance in the first half of this financial year."

"I am pleased to report that the Company continues to deliver on our unique business strategy and growth trajectory."

Onthefhouse Holdings Appendix 4C for the quarter ended 31 March 2012 is attached.

For further information please contact:

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#### **About Onthefhouse Holdings Limited**

Onthefhouse Holdings Limited (ASX: OTH) is an ASX listed Australian online real estate content and services platform headquartered in Brisbane. The Company has three operating divisions.

The Consumer Online Division is a platform of publicly available real estate websites underpinned by [www.onthefhouse.com.au](http://www.onthefhouse.com.au), providing free access to an extensive database of real estate content and property values on most properties in Australia, including traditional real estate online classified listings. The website is comparable to successful offerings in the US (Zillow) and UK (Zoopla) and has very quickly become the third largest online real estate platform in Australia, currently attracting more than 1.3 million unique browsers per month.

The Real Estate Agency Solutions Division is a platform providing trust accounting solutions (sales and rental), office administration, property sales and management applications and other business performance tools for real estate agents adding to and utilising Onthefhouse's extensive database.

The Information and Analytics Services Division leverages the Onthefhouse and Residex extensive proprietary database of real-time and historical property information to provide customised data and reports to the Australian real estate industry and related industries.

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+ See chapter 19 for defined terms.

Rule 4.7B

# Appendix 4C

## Quarterly report for entities admitted on the basis of commitments

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10

Name of entity

Onthehouse Holdings Limited

ABN

97 150 139 781

Quarter ended ("current quarter")

31 March 2012

### Consolidated statement of cash flows

Cash flows related to operating activities		Current quarter	Year to date (9 months)
		\$A'000	\$A'000
1.1	Receipts from customers	5,772	15,914
1.2	Payments for (a) staff costs	(1,806)	(6,765)
	(b) advertising and	15	(158)
	marketing		
	(c) research and	-	-
	development		
	(d) leased assets	(24)	(48)
	(e) other working capital	(2,253)	(4,769)
1.3	Dividends received	-	-
1.4	Interest and other items of a similar nature received	7	27
1.5	Interest and other costs of finance paid	(69)	(218)
1.6	Income taxes paid	(78)	(182)
1.7	Other	-	-
<b>Net operating cash flows</b>		<b>1,564</b>	<b>3,801</b>

+ See chapter 19 for defined terms.

**Appendix 4C**  
**Quarterly report for entities**  
**admitted on the basis of commitments**

	Current quarter \$A'000	Year to date (9 months) \$A'000
1.8 Net operating cash flows (carried forward)	1,564	3,801
<b>1.9 Cash flows related to investing activities</b>		
Payment for acquisition of:		
(a) businesses (item 5)	-	(422)
(b) equity investments	-	(3,240)
(c) intellectual property	-	-
(d) physical non-current assets	(82)	(136)
(e) software and data intangibles	(388)	(1,189)
<b>1.10 Proceeds from disposal of:</b>		
(a) businesses (item 5)	-	-
(b) equity investments	-	-
(c) intellectual property	-	-
(d) physical non-current assets	-	20
(e) other non-current assets	-	-
1.11 Loans to other entities		
1.12 Loans repaid by other entities		
1.13 Other (provide details if material)		
<b>Net investing cash flows</b>	(470)	(4,967)
<b>1.14 Total operating and investing cash flows</b>	1,094	(1,166)
<b>Cash flows related to financing activities</b>		
1.15 Proceeds from issues of shares, options, etc.	-	-
1.16 Transaction costs on issue of shares	-	(1,380)
1.17 Proceeds from borrowings	-	3,000
1.18 Repayment of borrowings	(393)	(749)
1.19 Dividends paid		
1.20 Other (provide details if material)		
<b>Net financing cash flows</b>	(393)	871
<b>Net increase (decrease) in cash held</b>	701	(295)
1.21 Cash at beginning of quarter/year to date	751	1,747
1.22 Exchange rate adjustments to item 1.20	-	-
<b>1.23 Cash at end of quarter</b>	1,452	1,452

+ See chapter 19 for defined terms.

### Payments to directors of the entity and associates of the directors

### Payments to related entities of the entity and associates of the related entities

		Current quarter \$A'000
1.24	Aggregate amount of payments to the parties included in item 1.2	-
1.25	Aggregate amount of loans to the parties included in item 1.11	-
1.26	Explanation necessary for an understanding of the transactions	

### Non-cash financing and investing activities

- 2.1 Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows

N/A

- 2.2 Details of outlays made by other entities to establish or increase their share in businesses in which the reporting entity has an interest

N/A

### Financing facilities available

*Add notes as necessary for an understanding of the position.*

	Amount available \$A'000	Amount used \$A'000
3.1 Loan facilities	2,500	2,500
3.2 Credit standby arrangements	2,000	601

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## Reconciliation of cash

Reconciliation of cash at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.		Current quarter \$A'000	Previous quarter \$A'000
4.1	Cash on hand and at bank	1,452	751
4.2	Deposits at call	-	-
4.3	Bank overdraft	-	-
4.4	Other (provide details)	-	-
<b>Total: cash at end of quarter (item 1.23)</b>		1,452	751

## Acquisitions and disposals of business entities

	Acquisitions (Item 1.9(a))	Disposals (Item 1.10(a))
5.1	Name of entity	N/A
5.2	Place of incorporation or registration	
5.3	Consideration for acquisition or disposal	
5.4	Total net assets	
5.5	Nature of business	

## Compliance statement

- 1 This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Act (except to the extent that information is not required because of note 2) or other standards acceptable to ASX.
- 2 This statement does give a true and fair view of the matters disclosed.

Sign here:



Company secretary

Date: 30 April 2012

Print name: Sue Whidborne

+ See chapter 19 for defined terms.

## Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity wanting to disclose additional information is encouraged to do so, in a note or notes attached to this report.
2. The definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report except for any additional disclosure requirements requested by AASB 107 that are not already itemised in this report.
3. **Accounting Standards.** ASX will accept, for example, the use of International Financial Reporting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if any) must be complied with.

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