PEXA

Annual General Meeting

2026



"Ancient Connections"
www.chadbriggs.net

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.

Your Board of Directors



Mark Joiner
Independent Chairperson



Russell Cohen
Chief Executive Officer & Group Managing Director



Georgina Lynch
Independent Non-Executive Director



Janelle Hopkins
Independent Non-Executive Director



Jeffrey Smith
Independent Non-Executive Director



John Hooper
Independent Non-Executive Director



Melanie Willis
Independent Non-Executive Director



Paul Rickard
Non-Executive Director and Commonwealth Bank of Australia Nominee Director



Vivek Bhatia
Independent Non-Executive Director

Agenda

01
Chair Address

Vivek Bhatia for Mark Joiner
Chair

02
CEO Update

Russell Cohen
CEO & Group Managing Director

03
Resolutions



01
Chair Address

Vivek Bhatia for Mark Joiner
Chair





- Year in Review
- Governance

02
CEO Update

Russell Cohen
CEO & Group Managing Director



FY26 Highlights

Solid execution on strategic objectives while navigating regulatory complexity

FY26 performance delivers operating leverage	• Robust revenue growth driven by record 2Q26 volumes • Operating leverage from cost efficiency measures • Strong EBITDA margin expansion of 1.7ppt in FY26
Positioning for growth in the UK	• NatWest remortgage implementation delivered ahead of schedule • Regulatory momentum driving lender appetite to improve property transaction processes • Strong conveyancer satisfaction with cash transactions
Highly uncertain Australian regulatory environment	• ARNECC concludes Interoperability Program • Ongoing engagement with IPART regarding pricing review • IPART's use of an inappropriate methodology and contestable inputs could lead to unintended consequences
Prioritising core growth opportunities	• Exit of Digital Solutions portfolio broadly complete • Launch of PEXA Clear in 4Q26 • NZ pilot launch in Oct 2026

FY26 Group financial snapshot[1]

vs FY25[5]

Group Revenue

$406.9m +7% ↑

FY25: $379.5m

Group EBITDA

$151.7m +12% ↑

FY25: $135.1m

NPATA[2]

$65.3m +35% ↑

FY25: $48.2m

Statutory NPAT

$19.2m >100% ↑

FY25: ($65.6m)

Group EBITDA margin[3]

37.3% +1.7ppt ↑

FY25: 35.6%

Free cashflow

$93.5m +39% ↑

FY25: $67.2m

EPS[4]

10.91cps 47.98cps ↑

FY25: (37.07cps)

Net Debt/EBITDA

1.0x (0.8x) ↓

FY25: 1.8x

[1] Page 14 details the reconciliation to statutory results. All financial information is presented in AUD unless otherwise stated. All comparatives are vs prior comparative period "pcp", unless otherwise stated. Financial results from continuing operations; represent reported results from continuing operations after share of losses in associates adjusted for significant non-recurring items. Non-IFRS measure.
[2] Net profit after tax from continuing operations, adjusted for historical acquired amortisation
[3] Group EBITDA / Revenue
[4] Earnings per share: NPAT continuing operations / weighted average number of ordinary shares
[5] FY25 comparatives have been restated to exclude the results of Digital Solutions, now included in 'discontinued operations'.

Australia

Strong FY26 performance supported by scale, efficiency and continued platform investment

Australia ($m)

Revenue	↑ 8.4%	FY26 345.6 FY25 318.8
EBITDA[1]	↑ 11.5%	FY26 192.8 FY25 172.9
EBITDA Margin[2]	↑ 1.6ppt	FY26 55.8% FY25 54.2%
Operating cash flow[3]	↑ 13.6%	FY26 157.7 FY25 138.8

FY26 Highlights

- **Strong revenue growth** following record transaction volumes in Dec '25
- Cost efficiency programs in Australia drove **EBITDA margin expansion**
- **Full national coverage**, including NT launch for refinances in August '25 with go-live for transfers in NT in mid FY27. Removal of paper title requirement in TAS from 1 Sep '26
- **Consistently high customer satisfaction** for Aus Exchange at 89%, market coverage steady at 90%
- **$35.1m** invested in Australia to strengthen platform security, reliability and resilience, enhance customer experience and support growing transaction volumes
- **Regulatory changes** including conclusion of Interoperability Program by ARNECC and launch of expanded AML/CTF requirements for property transactions
- Ongoing engagement with IPART regarding **pricing review**

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

International

Disciplined execution in the UK positions for broader industry adoption

International ($m)

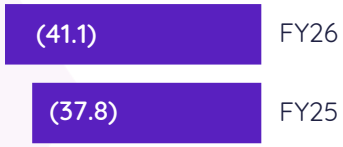
Revenue

↑ 1.0%
(↑ 1.6% excl FX)
(↑ 12.2% excl FX & Search[1])



EBITDA

↓ (8.7%)
(↓ (10.3%) excl FX)



EBITDA Margin

↓ (4.7ppt)
(↓ (3.3ppt) excl FX)



Operating cash flow

↑ 0.2%
(↓ (0.5%) excl FX)



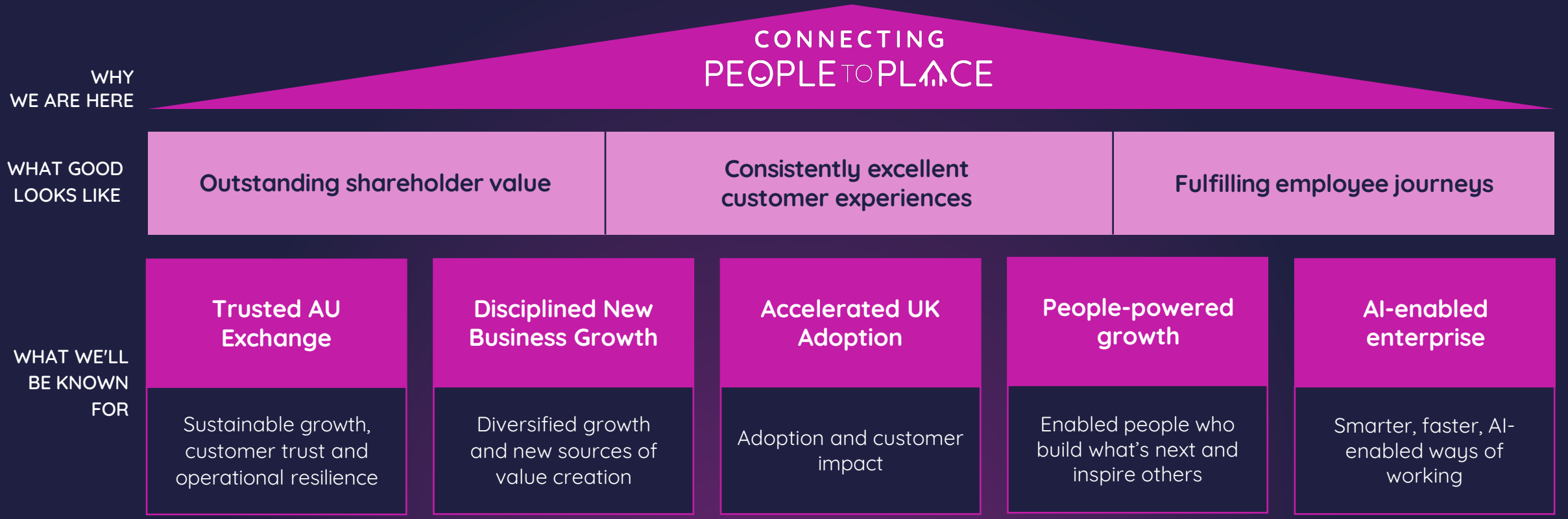
FY26 Highlights

- **Gross margin grew 15%** over the year. Revenue growth was impacted by the loss of a low margin search contract; excluding this and FX, revenues grew 12.2%.
- Opex growth precedes revenue growth as we **invest in operational resources** to meet industry adoption.
- **NatWest remortgage** implementation delivered 3 months ahead of schedule
- **NatWest Sale & Purchase** implementation timeline agreed, with completion expected by end 3Q27
- **Optima Legal** delivers smooth facilitation of initial NatWest remo volumes
- **Smoove** delivered a solid performance despite market uncertainty, supported by a renewed focus on growing active users.
- **UK government** launch roadmap to drive home buying and selling reform

[1] Excludes the impact of FX and the impact from the cessation of a low margin contract related to search order revenue, which was terminated on 1 April 2025

FY27 Strategy

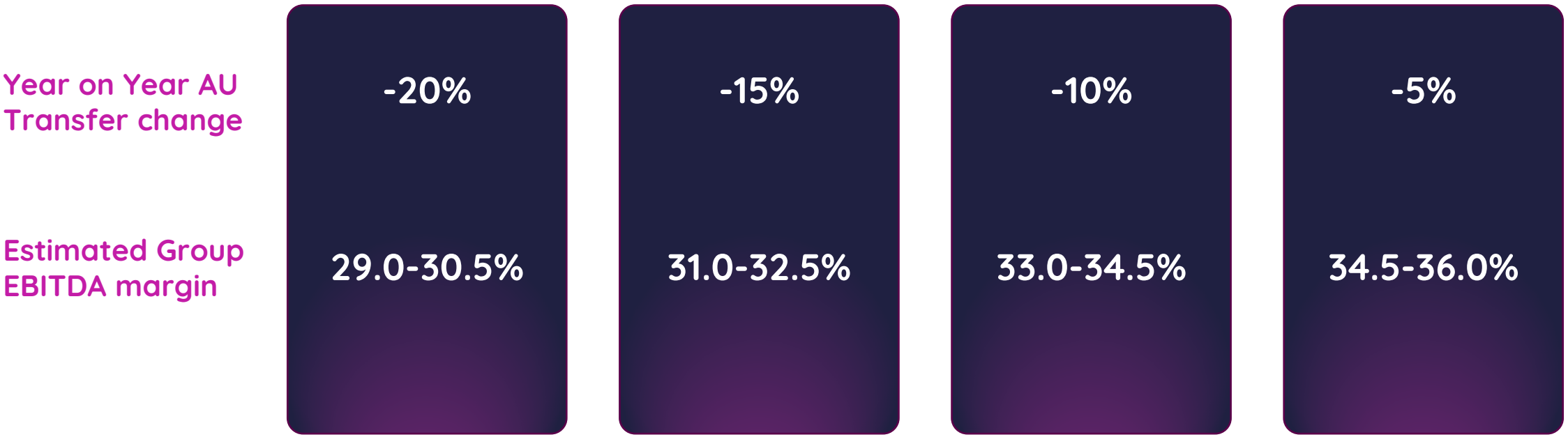
Our key priorities will deliver our purpose and create lasting value



FY27 EBITDA margin volume sensitivity

Absent cost efficiencies, EBITDA margins in FY27 are driven by Australian transfer volumes

There is currently a significant amount of uncertainty around the Australian housing market due to macroeconomic factors including recent tax changes, property prices, affordability concerns and migration. We have modelled our estimated annual EBITDA margins across several Australian transaction volume scenarios.



The above estimates do not constitute guidance for FY27 and assume low single digit growth in Australian refinance and other transactions. The above estimates do not take into account management decisions around cost efficiency measures during the year or the final outcome of the ongoing pricing review of ELNO fees.

Core Financial Operating Guidance

Key guidance metrics updated to reflect macroeconomic changes

Metric	FY27 Guidance
Group Revenue	**$355m to $380m**
Group EBITDA margin[1]	**29.0% - 31.5%**
Group Core NPAT[1] continuing operations	**($6m) to $6m**
Group Capex	**($45m) to ($50m)**
International operating cash flow	**($55m) to ($65m)**

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

The guidance above reflects current expectations and information available as at the date of this release, however it is not a guarantee or prediction of future performance. It is subject to risks and uncertainties, many of which are beyond the Group's control, including from prevailing macroeconomic conditions, recent changes to the taxation of property, and evolving regulatory settings affecting the Group's markets. Actual results may differ materially from the guidance provided. The Group will update the market of any material changes in accordance with its continuous disclosure obligations.

Q&A



03
Resolutions





Item 1: Consideration of reports

To receive and consider the Annual Financial Report, the Sustainability Report, the Directors' Report and the Independent External Auditor's Reports to the Company for the financial year ended 30 June 2026.



Item 2. Re-election of Director – Paul Rickard

That Paul Rickard, 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.





Item 2. Re-election of Director – Paul Rickard

That Paul Rickard, 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	128,818,262	890,096	2,728,731
Percentage %	97.27%	0.67%	2.06%







Item 3. Re-election of Director – Melanie Willis AM

That Melanie Willis, 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.





Item 3. Re-election of Director – Melanie Willis AM

That Melanie Willis, 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	127,475,605	890,096	5,016,434
Percentage %	95.57%	0.67%	3.76%



Item 4. Re-election of Director – Jeffrey Smith

That Jeffrey Smith, 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.





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That Jeffrey Smith, 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	129,472,922	889,971	3,024,176
Percentage %	97.07%	0.67%	2.27%







Item 5. Election of Director – John Hooper

That John Hooper, who was appointed to the Board in accordance with clause 4.3 of the Company's Constitution retires in accordance with clause 4.7 of the Company's Constitution and being eligible for election, is elected as a Director of the Company."





Item 5. Election of Director – John Hooper

That John Hooper, who was appointed to the Board in accordance with clause 4.3 of the Company's Constitution retires in accordance with clause 4.7 of the Company's Constitution and being eligible for election, is elected as a Director of the Company."

Direct and proxy votes received

	For	Open	Against
Number of votes	132,385,169	889,825	87,008
Percentage %	99.27%	0.67%	0.07%



Item 6. Election of Director – Janelle Hopkins

That Janelle Hopkins, who was appointed to the Board in accordance with clause 4.3 of the Company's Constitution retires in accordance with clause 4.7 of the Company's Constitution and being eligible for election, is elected as a Director of the Company.





Item 6. Election of Director – Janelle Hopkins

That Janelle Hopkins, who was appointed to the Board in accordance with clause 4.3 of the Company's Constitution retires in accordance with clause 4.7 of the Company's Constitution and being eligible for election, is elected as a Director of the Company.

Direct and proxy votes received

	For	Open	Against
Number of votes	132,406,344	885,385	62,392
Percentage %	99.29%	0.66%	0.05%





Item 7. Remuneration Report

That the PEXA Group Remuneration Report for the financial year ended 30 June 2026 is adopted.

Direct and proxy votes received

	For	Open	Against
Number of votes	107,287,701	145,744	25,923,126
Percentage %	80.45%	0.11%	19.44%



Item 8(a). 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 167,168 Performance Rights to the Company's Chief Executive Officer and Group Managing Director, 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	122,663,703	888,563	9,808,328
Percentage %	91.98%	0.67%	7.35%

Note: Item 8(b) was withdrawn prior to the AGM



Thank you

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