

# Positioned to deliver on our long-term strategy

## BUSINESS HIGHLIGHTS

- Revenue increase of 84% to £197.7 million and Adjusted EBITDA increase of 58% to £77.1 million
- Acquisition of Property Software Group creates UK's only end-to-end solution for property professionals
- Continued UK Agency partner growth up 5% (ex-Property Software Group) and listings inventory up 10%
- Total number of unique Property partners including Property Software Group at 23,101 at the end of the Period
- Outperformance in Comparison Services division with record levels of switching activity across every vertical
- Strong traffic with over 600 million visits to the Group's websites and mobile apps, of which 68% via mobile
- Over 23 million leads generated during the period for Property partners including 350,000 property appraisal leads
- Comparison leads up 22% over same period last year to 30.3 million, helping consumers save over £320 million
- Invested in and partnered with a number of leading and innovative sector relevant tech start-ups
- Developed market-leading new products for consumers and partners such as Running Costs and MoveIT
- Relocated into our new Group headquarters bringing all our London-based teams together under one roof
- Proposed final dividend of 3.7 pence per share, bringing total dividend for the Period to 5.2 pence per share

## FINANCIAL HIGHLIGHTS

Revenue £m

**£197.7m**

+84%

16 197.7

15 107.6

14 80.2

Adjusted EBITDA<sup>1,3</sup> £m

**£77.1m**

+58%

16 77.1

15 48.7

14 39.6

Profit for the year £m

**£36.7m**

+44%

16 36.7

15 25.4

14 21.1

Adjusted basic EPS<sup>2,3</sup> p

**12.7p**

+51%

16 12.7

15 8.4

14 6.5

1 Adjusted EBITDA is defined as operating profit after adding back depreciation and amortisation, share-based payments and exceptional items.

2 Adjusted basic EPS is defined as profit for the year after adding back amortisation of intangibles arising on acquisitions and exceptional items, as adjusted for tax, divided by the weighted average number of shares in issue for the period.

3 When reviewing performance the Directors use a number of adjusted measures, including Adjusted EBITDA and Adjusted basic EPS, as they believe these give a more relevant indicator of the Group's underlying performance. See page 89 and 91 for more information.