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# FRONTIER

DIGITAL VENTURES

Leading online classifieds  
marketplaces in emerging regions

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2023 Full Year Results Presentation

ASX: FDV | 28 February 2024





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# ABOUT FDV

Leading online classifieds marketplaces in emerging regions



## Proven classifieds marketplace model

Classifieds marketplaces play a central role in formalising markets, with FDV focusing on high value consumer goods - property and automotive. Classifieds have been some of the most successful online business models:

 REA Group	 Adevinta	 carsales	 seek	 Domain
A\$25bn Market capitalisation	A\$20bn Market capitalisation	A\$14bn Market capitalisation	A\$9bn Market capitalisation	A\$2bn Market capitalisation



## Market leaders

3 regional businesses, 360 LATAM, MENA Marketplaces Group (MMG) and FDV Asia, all consisting of market leading brands



## Opportunity in emerging markets

Significant population and economic tailwinds in emerging markets are driving the opportunity to leverage the classifieds marketplace model



## Transaction revenue opportunity

Early stages of generating revenue from facilitating transactions, with near-term opportunity to leverage market leadership to unlock full earnings potential

# MARKET LEADING BRANDS

FDV Group structured across three geographic regions to support FDV at full potential

## 360 LATAM



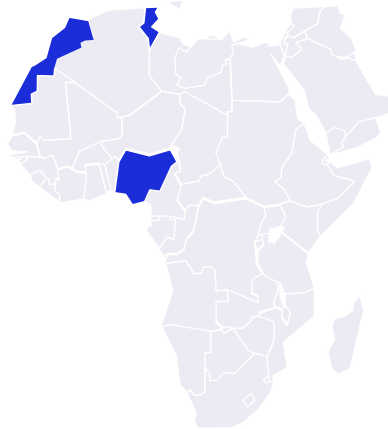
InfoCasas #1

Fincaraiz #1

yapo.cl #1

encuentra24.com #1

## MENA Marketplaces Group



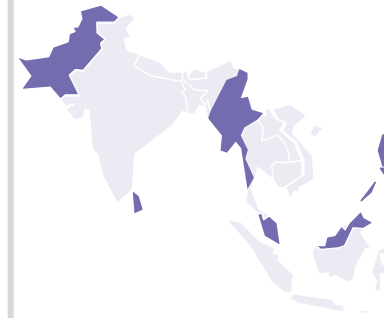
Avito #1

MOTEUR.ma #1

tayara #1

PropertyPro.ng #1  
A member of ToLet Property Group

## FDV ASIA



zameen.com #1  
Pakistan's No.1 Property Website

PAKWHEELS.COM #1  
Pakistani's No.1 Automobile Website

LankaPropertyWeb #1

AUTO DEAL #1

iMyanmarHouse.com #1  
မြန်မာနိုင်ငံရဲ့ အိမ်ရာ အဖွဲ့အစည်း

HOPPLER

# PROVEN BUSINESS MODEL

Highly successful online business model with unique opportunity to facilitate transactions in emerging markets

**Emerging markets**

**Developed markets**

Business model			
Market characteristics	Classifieds	Ancillary	Transactions
<p><b>FRONTIER</b> DIGITAL VENTURES</p> <ul style="list-style-type: none"> <li>• Lower levels of trust between buyers and sellers</li> <li>• Online marketplaces formalise local property and automotive industries</li> <li>• Act as trusted brands and intermediaries between buyers and sellers</li> </ul>	<p><b>FRONTIER</b> DIGITAL VENTURES</p> <ul style="list-style-type: none"> <li>• Agents and developers advertise properties and match buyers and sellers</li> <li>• Auto dealers, auto manufacturers and private sellers advertise vehicles</li> <li>• Developers market new property projects</li> <li>• Recurring annual subscriptions and depth products</li> <li>• Tiered listing packages</li> <li>• Campaign-based media advertising</li> </ul> <p><i>Non-exhaustive</i></p>	<p><b>FRONTIER</b> DIGITAL VENTURES</p> <ul style="list-style-type: none"> <li>• Project marketing on behalf of property developers</li> <li>• Multiple Listing Service (MLS) for property inventory</li> <li>• Mortgage referral fees</li> <li>• Insurance referral commissions</li> <li>• Auto inspection services</li> <li>• Auto financing referrals</li> </ul> <p><i>Non-exhaustive</i></p>	<p><b>FRONTIER</b> DIGITAL VENTURES</p> <ul style="list-style-type: none"> <li>• Opportunity to generate significant revenue from facilitating transactions</li> <li>• Commissions from sales of automotive and property</li> <li>• Consumer events revenue for auto and property trade shows</li> </ul>
<ul style="list-style-type: none"> <li>• Established ecosystem of market participants eliminating the option to facilitate transactions</li> <li>• Lower long-term economic growth relative to developing markets</li> </ul>			<ul style="list-style-type: none"> <li>× Transactions are completed off platform, limiting the ability for marketplaces to generate commissions</li> </ul>





# OPPORTUNITY IN EMERGING MARKETS

Online classifieds marketplaces have significant leverage to population and economic factors, with emerging markets amplifying the opportunity

## Population

**882m**

Population of FDV's markets was **34x Australia's population in 2023**, with a growing middle class and urban population

## GDP

**A\$4.4tn**

Aggregate GDP across FDV's markets

## Internet penetration

**68%**

Average internet penetration in FDV's regions for 2023, an **increase from 62% in 2022**

## Mobile connections

**125%**

Average mobile connections in FDV's regions for 2023, an **increase from 122% in 2022**

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# 2023 financial results

# 2023 GROUP FINANCIAL HIGHLIGHTS

Statutory revenue growth, step change in EBITDA and maiden net profit of A\$1.3m in 2H 2023

2023 statutory revenue

**A\$67.9m**

+15% on 2022



2023 operating revenue of

**A\$80.6m**

including Associates revenue of A\$12.7m

2023 statutory EBITDA

**A\$3.7m**

+A\$8.3m on 2022



2023 operating EBITDA of

**A\$4.8m**

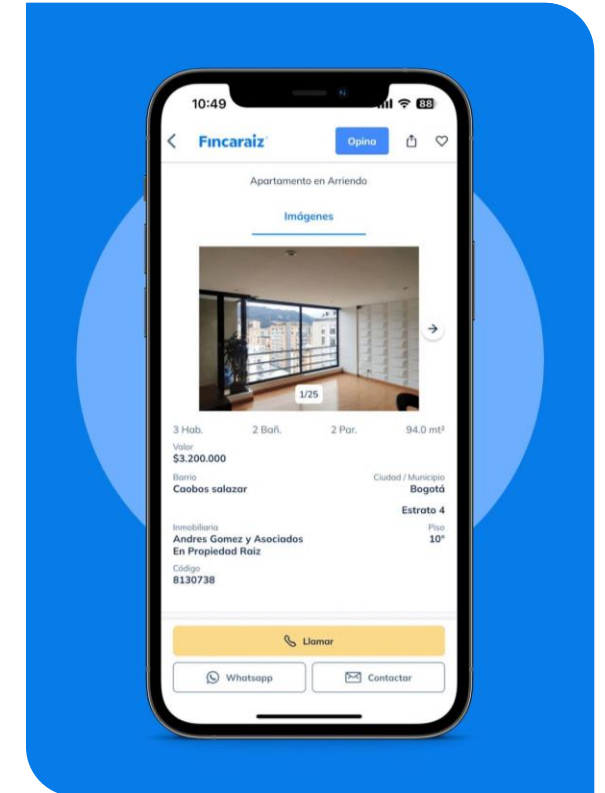
including Associates EBITDA of \$1.2m

2H 2023 NPAT

**A\$1.3m**

A\$(9.9)m in 1H 2023

360 LATAM, MMG and FDV Asia **operating cash flow positive** on a quarterly basis in 2023

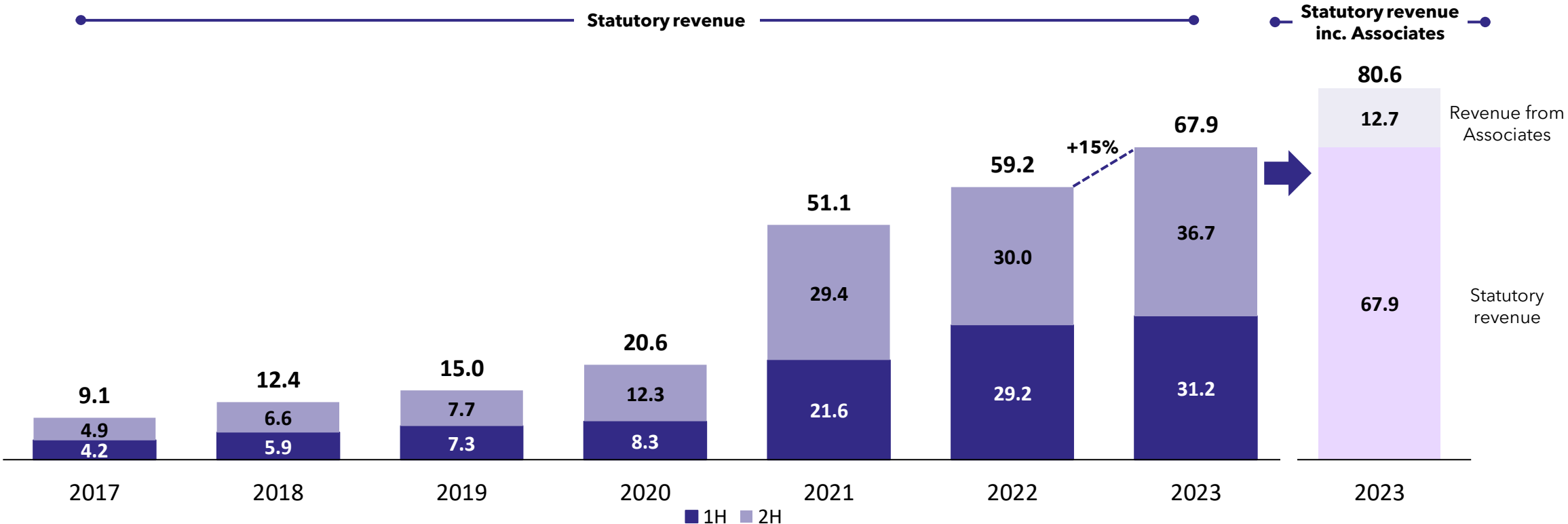




# STATUTORY REVENUE SINCE IPO

15% year-on-year revenue increase in 2023, with momentum building in 2H 2023 following challenging 1H 2023

FDV Group revenue since IPO (A\$m)

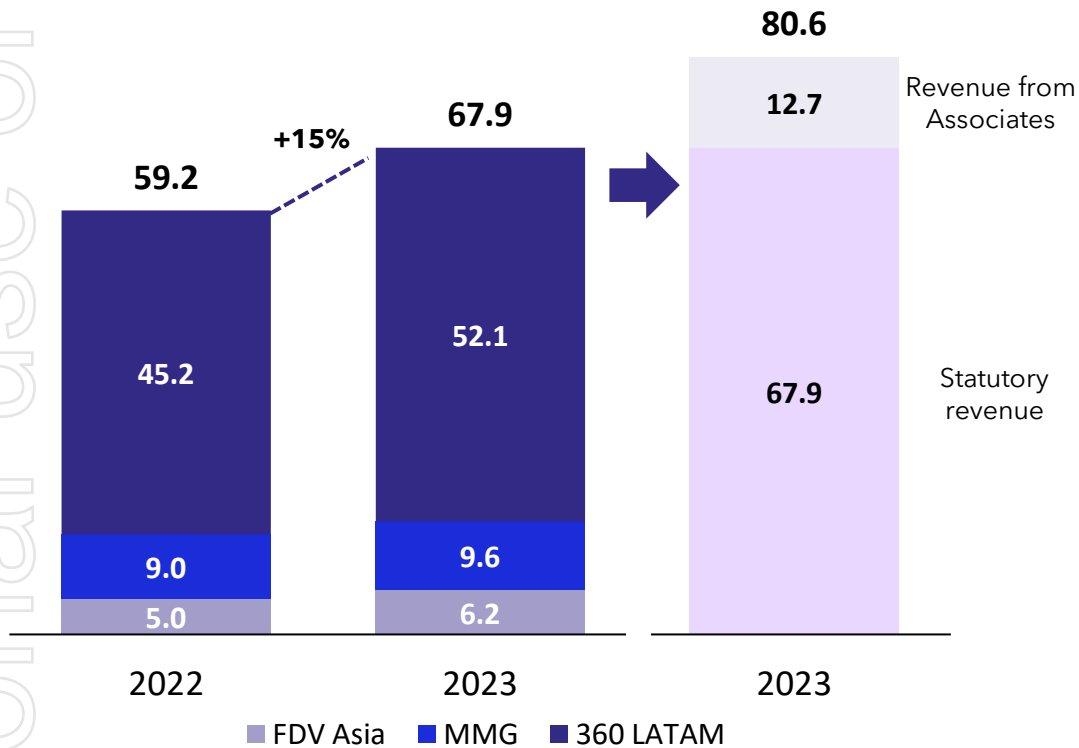


Note: Statutory revenue includes consolidated revenue from controlled entities and does not include Associates which are equity accounted entities (Zameen & PakWheels).

# FULL YEAR STATUTORY REVENUE BREAKDOWN

Record FDV Group statutory revenue of A\$67.9m, increasing 15% on 2022

FDV Group statutory revenue breakdown (A\$m)



## 360 LATAM

- A\$52.1m revenue in 2023, a 15% increase on 2022.
- Strong performance in the property vertical, improved sales team productivity, and new product initiatives such as bundling and new feature launches.

## MENA Marketplaces Group (“MMG”)

- A\$9.6m revenue in 2023, an 7% increase on 2022.
- Growth driven by price increases, improved sales capabilities and listings, as well as additional revenue generated from increasing volume of paid ads per user.

## FDV Asia

- A\$6.2m revenue in 2023, a 25% increase on 2022, driven by increasing transactions revenue across consolidated entities.

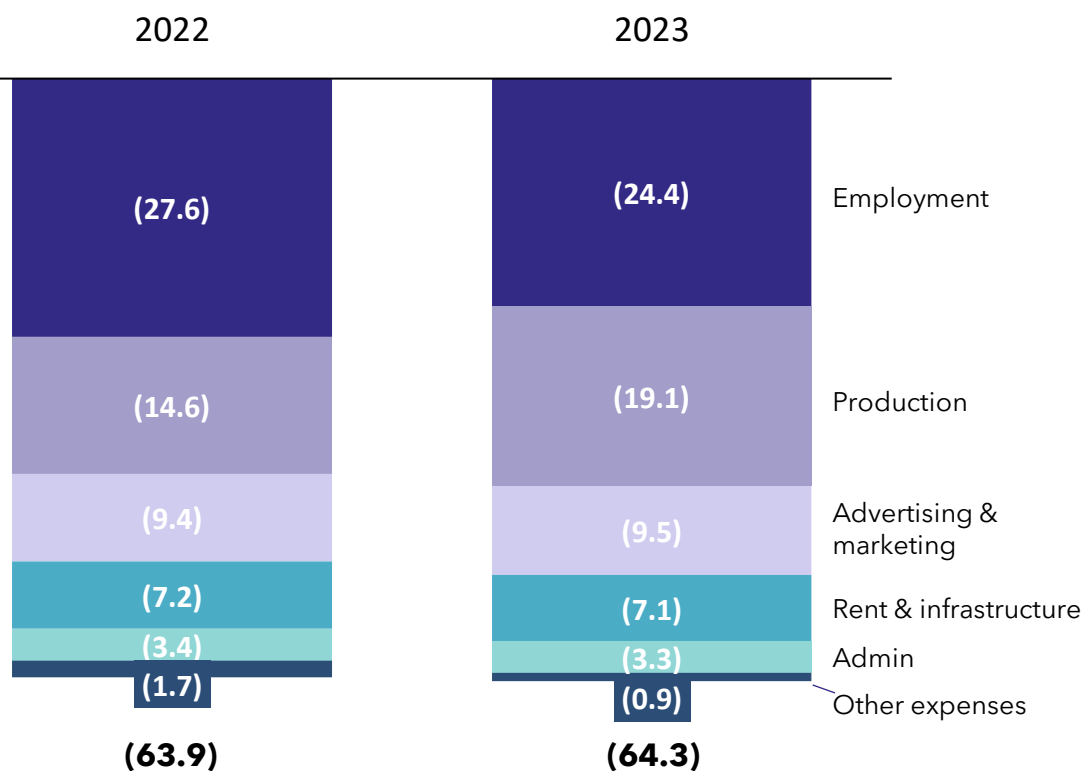
## FDV Asia Associates

- Recorded revenue of A\$12.7m, a 51% decline on 2022 as a result of challenging macroeconomics conditions in Pakistan impacting Zameen’s performance.

# STATUTORY OPERATING EXPENSES BREAKDOWN

Flat cost base in 2023 while maintaining topline growth demonstrates emerging operating leverage

## Group operating expenses breakdown (A\$m)



### Group operating expenses

- Total group operating expenses in 2023 remained flat relative to 2022, in line with FDV's focus on prudent cost management.
- As a percentage of statutory revenue, group operating expenses were 95% in 2023, down from 108% in 2022.

### Employment

- 12% reduction generated by various cost management initiatives, including personnel restructuring in 360 LATAM and MENA Marketplaces Group (MMG) undertaken in 2022 and 2023.

### Production

- 31% increase in costs in line with increase in offline consumer events in 2023 and growth in transactions revenue.

### Advertising and marketing

- Remained flat relative to 2022 as a result of cost optimisation focused on greater return on investment from existing marketing expenditure.

### Corporate Costs

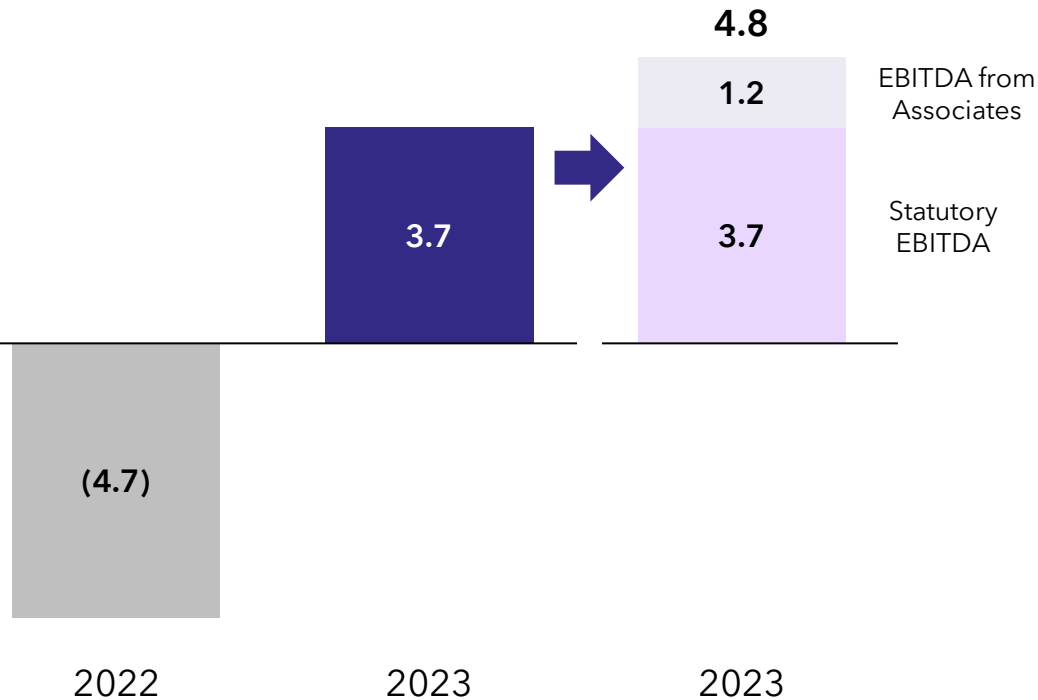
FDV Group corporate costs, captured within employment, admin and other expenses, were A\$2.9m in 2023, decreasing 11% relative to 2022.

Note: Group operating expenses includes consolidated expenses from controlled entities and FDV Group corporate expenses and does not include Associates which are equity accounted entities (Zameen & PakWheels).

# FULL YEAR EBITDA BREAKDOWN

A\$8.4m improvement in statutory EBITDA driven by strong earnings growth of 360 LATAM and MMG

Group statutory EBITDA (A\$m)<sup>1</sup>



## Statutory EBITDA

- Group statutory EBITDA of A\$3.7m in 2023, improving A\$8.3m from A\$(4.7)m in 2022, including:
  - 360 LATAM EBITDA of A\$4.4m (2022: A\$0.5m)
  - MMG EBITDA of A\$1.5m (2022: A\$(1.8)m)
  - FDV Asia EBITDA of A\$0.7m (2022: A\$(0.2)m)
  - FDV Group corporate costs of A\$(2.9)m (2022: A\$(3.3)m)
- All regions significantly improved EBITDA in 2023, highlighting building operating leverage as a result of effective cost management

## EBITDA from Associates

- FDV Asia Associates, Zameen and PakWheels in Pakistan, maintained a positive EBITDA of A\$1.2m. While this was down on the 2022, the marketplaces have maintained positive earnings despite challenging macro-economic conditions in 2023



# 2023 SUMMARY STATUTORY RESULTS

	2023 A\$000	1H 2023 A\$000	2H 2023 A\$000	2022 A\$000	Change A\$000	%
<b>Summary of operating results</b>						
① <b>Group Statutory Revenue</b>	<b>67,923</b>	<b>31,181</b>	<b>36,742</b>	<b>59,161</b>	<b>8,762</b>	<b>15%</b>
Group Operating Expenses	(64,273)	(30,274)	(33,999)	(63,858)	(416)	(1%)
<b>Group Statutory EBITDA</b>	<b>3,650</b>	<b>907</b>	<b>2,743</b>	<b>(4,697)</b>	<b>8,347</b>	<b>178%</b>
Group EBITDA % margin	5%	3%	7%	(8%)	-	13pp
EBITDA from Associates	1,187	617	570	4,734	(3,547)	(75%)
② <b>Group Operating EBITDA (inc. Associates)</b>	<b>4,837</b>	<b>1,524</b>	<b>3,313</b>	<b>37</b>	<b>4,800</b>	<b>n.m.</b>
③ Foreign exchange gain/(loss)	(1,545)	453	(1,998)	(327)	(1,218)	(372%)
④ Depreciation and amortisation	(7,800)	(3,981)	(3,819)	(10,839)	3,039	28%
<b>EBIT</b>	<b>(5,695)</b>	<b>(2,621)</b>	<b>(3,074)</b>	<b>(15,863)</b>	<b>10,168</b>	<b>64%</b>
⑤ Other significant items	(2,793)	(2,095)	(698)	4,361	(7,154)	(164%)
Profit/(Loss) from Associates	(2,807)	(6,265)	3,458	(986)	(1,821)	(185%)
EBITDA from Associates	1,187	617	570	4,734	(3,547)	(75%)
Associates' depreciation and amortisation	(1,450)	(769)	(681)	(2,006)	556	28%
Associates' foreign exchange gain/(loss)	(1,725)	(5,798)	4,073	(2,166)	441	20%
Associates' other significant items	(819)	(315)	(504)	(1,548)	729	47%
<b>Profit before tax</b>	<b>(11,295)</b>	<b>(10,981)</b>	<b>(314)</b>	<b>(12,488)</b>	<b>1,193</b>	<b>10%</b>
Income tax benefit	616	563	53	799	(183)	(23%)
<b>Net profit/(loss) after tax</b>	<b>(10,679)</b>	<b>(10,418)</b>	<b>(261)</b>	<b>(11,689)</b>	<b>1,010</b>	<b>9%</b>
Net profit/(loss) attributable to NCI	(2,081)	(511)	(1,570)	(1,454)	(627)	(43%)
⑥ <b>Profit/(Loss) after tax attributable to members</b>	<b>(8,598)</b>	<b>(9,907)</b>	<b>1,309</b>	<b>(10,235)</b>	<b>1,637</b>	<b>16%</b>

## Commentary on results

- Group statutory revenue:** A\$67.9m statutory revenue in FY23, increasing 15% on FY22, driven by organic growth of 360 LATAM (15%), MENA Marketplaces Group ('MMG') (7%) and FDV Asia (25%). Statutory revenue does not include revenue from Associates, which in 2023 was A\$12.7m.
- Group operating EBITDA:** A\$4.8m in FY23 including A\$4.4m (360 LATAM), A\$1.7m (MMG), A\$0.7m (FDV Asia) and A\$1.2m from FDV Asia Associates, offset by corporate costs of A\$2.9m. Group Statutory EBITDA improved A\$8.3m in FY23 due to restructuring initiatives, prudent cost management and revenue growth across the regions.
- Foreign exchange loss:** Unrealised non-cash foreign currency translation losses primarily due to the appreciation of the Australian dollar (AUD) against the US dollar (USD) on loans to investees and internal entities.
- D&A:** Decrease primarily attributed to amortisation of domains, brands and trademarks from the acquisition of Avito (A\$1.5m expiring Nov-23), Fincaraíz (A\$1.8m expiring Nov-25) and Yapo (A\$2m expiring in Feb-26), as well as intangibles in website development costs.
- Other significant items:** Primarily relates to impairment of goodwill of CarsDB and PropertyPro of A\$2.6m, offset by a A\$0.3m gain on the disposal of CarsDB. CarsDB was combined with iMyanmarHouse creating the largest classifieds group in Myanmar and enabling FDV to capture revenue and cost synergies.
- Profit after tax attributable to member:** Maiden profit in 2H 2023 of A\$1.3m, a significant improvement on 1H 2023 loss of A\$(9.9)m

Note: Statutory revenue and EBITDA includes consolidated revenue and EBITDA from controlled entities and does not include Associates which are equity accounted entities (Zameen & PakWheels). Operating revenue and EBITDA is defined as revenue and EBITDA from Controlled Entities plus revenue and EBITDA from Associates.

# Operating regions



**FDV ASIA**

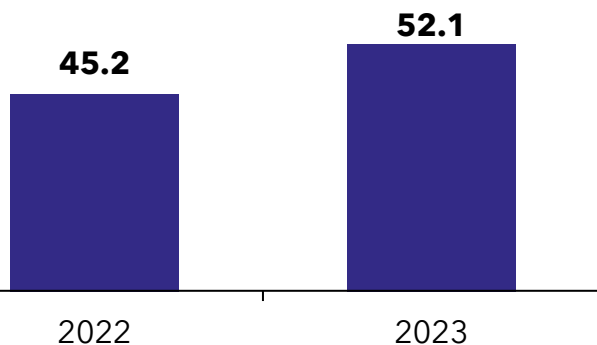




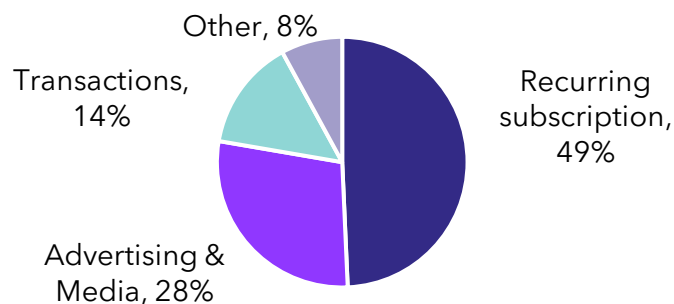
# FINANCIAL UPDATE

Record revenue of A\$52.1m and EBITDA of A\$4.4m, driven by efficiencies generated from the 2022 restructure

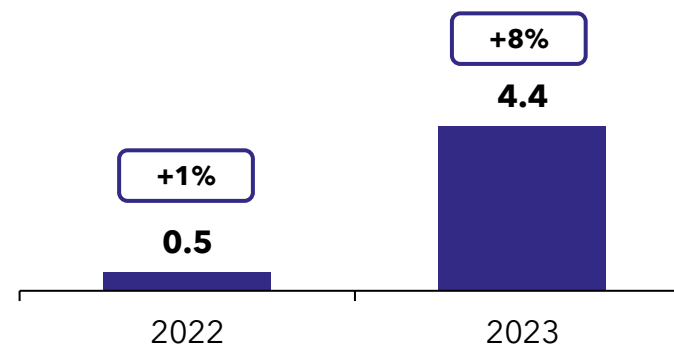
Revenue (A\$m)



Revenue by category (%)<sup>1</sup>



EBITDA (A\$m) and margin (%)



- **Record revenue of A\$52.1m in 2023**, increasing 15% on pcp
- **All four of 360 LATAM's marketplaces delivered revenue growth** in 2023
- **Growth driven by strong performance** in the property vertical, launch of *Iris*, improved sales team productivity, and new product initiatives such as bundling and new feature launches

- **Transactions revenue increased 123% to A\$7.5m**, representing 14% of 360 LATAM total revenue, supported by transaction technology sharing across 360 LATAM
- **Recurring subscription and advertising & media revenue was stable on pcp**, with focus placed on driving transactions revenue growth
- **Other revenue increased A\$3.1m in 2023**, driven by new revenue from *Iris*, eCommerce and other consumer goods

- **Significant improvement in EBITDA of A\$3.8m in 2023 relative to 2022**, despite investments made in product and technology to drive growth
- **Yapo achieved EBITDA of A\$1.4m**, a standout result representing a A\$2.6m increase on 2022
- **Sustainable cost base driving improvement in operating leverage**, with cost base reset in 2022 generating marketing, employee, and IT efficiencies in 2023

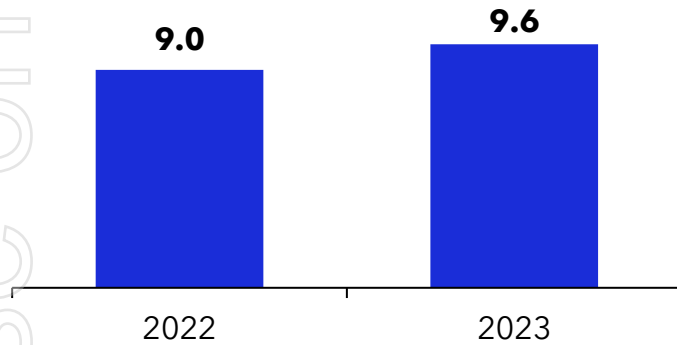
1. *Recurring subscription revenue* includes classifieds subscription and depth products (e.g. bumps, features). *Advertising & media revenue* includes campaign-based media advertising and programmatic social media advertising campaigns. *Transactions revenue* includes events revenue, commissions from facilitation of transactions and from ancillaries (e.g. loans and insurance).



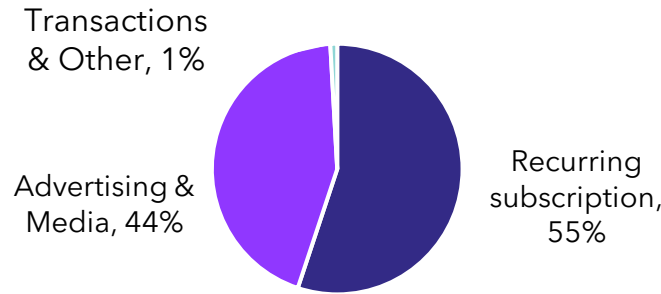
# FINANCIAL UPDATE

Record revenue of A\$9.6m and EBITDA of A\$1.5m, driven by cost base efficiencies

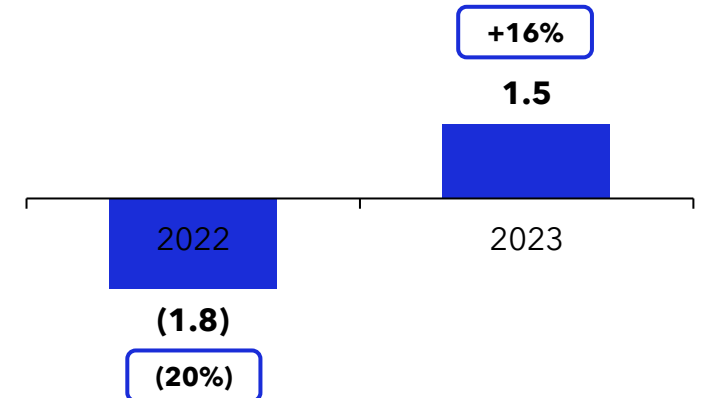
### Revenue (A\$m)<sup>1</sup>



### Revenue by category (%)<sup>2</sup>



### EBITDA (A\$m) and margin (%)<sup>1</sup>



- **Record revenue of A\$9.6m in 2023**, increasing 7% on pcp. Excluding Meqasa, which was sold in 2022, MMG revenue increased 11% in 2023
- **Avito achieved revenue growth of 14% on pcp**, driven by strong performance in the property vertical
- **Strong traction in focus verticals of property and auto**, with revenue growth benefitting from price increases, improving listings, and additional revenue generated from increasing volume of paid ads per user

- **Increase in advertising and media revenue of 22%** to A\$4.2m in 2023, driven by strong growth in the property vertical and new agency campaigns and display deals
- **Recurring subscription revenue increased 5% on pcp**, making up 55% of MENA Marketplaces Group's total revenue
- **Offline events for auto hosted with >250 cars transacted**, with opportunities to drive transactions revenue leveraging successful offline property and automotive events held in 2023

- **Positive EBITDA of A\$1.5m**, improving significantly by A\$3.3m on pcp
- **Avito achieved maiden positive full year EBITDA of A\$1.5m**, increasing A\$2.9m on pcp
- **Strong EBITDA performance driven by disciplined cost approach**, managing marketing and employee expenses in line with revenue, and IT and marketing efficiencies generated from the strategic review completed in 2022

1. 2022 revenue and EBITDA includes results from MeQasa which was sold in Nov-22.  
 2. *Recurring subscription* revenue includes classifieds subscription and depth products (e.g. bumps, features). *Advertising & media revenue* includes campaign-based media advertising and programmatic social media advertising campaigns. *Transactions revenue* includes events revenue and revenue from ancillaries (e.g. loans and insurance).



# FINANCIAL UPDATE

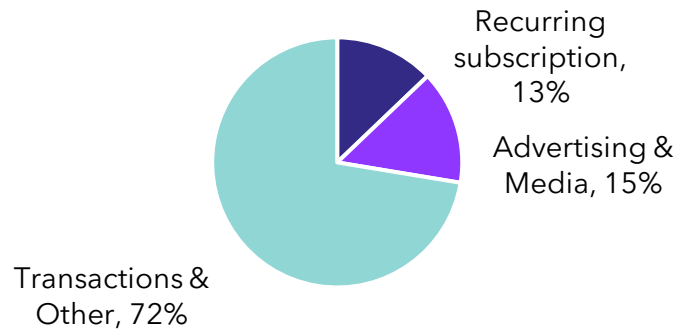
Record revenue of A\$6.2m and EBITDA of A\$0.7m, representing a significant A\$0.8m EBITDA improvement

Revenue (A\$m)



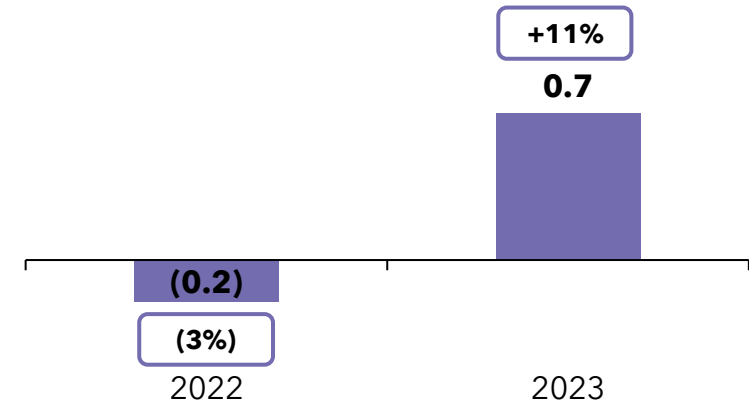
- **Record revenue of A\$6.2m**, increasing 25% on pcp
- Strong performance driven by revenue growth of **Hoppler (+81%)** and **iMyanmarHouse (+28%)**
- **iMyanmarHouse and AutoDeal now generating over A\$2.0m in annual revenue**

Revenue by category (%)<sup>1</sup>



- **Transactions revenues increased 35% on pcp**, demonstrating FDV Asia's successful strategy of augmenting traditional classifieds revenue with high margin transactions revenue
- **Recurring subscription revenue increased 11% on pcp**, with the consolidation of CarsDB into iMyanmarHouse expected to unlock further revenue synergies
- **Advertising and media revenue stable on pcp**

EBITDA (A\$m) and margin (%)



- **Record EBITDA of A\$0.7m**, improving A\$0.8m on pcp
- **14 percentage point margin increase** from (3%) to +11%
- Three out of four consolidated entities improved EBITDA in 2023 and generating EBITDA margin above 10%

Note: FDV Asia revenue and EBITDA includes consolidated revenue from controlled entities and does not include Associates which are equity accounted entities (Zameen & PakWheels).

1. *Recurring subscription* revenue includes classifieds subscription and depth products (e.g. bumps, features). *Advertising & media revenue* includes campaign-based media advertising and programmatic social media advertising campaigns. *Transactions revenue* includes events revenue, commissions from facilitation of transactions and from ancillaries (e.g. loans and insurance).

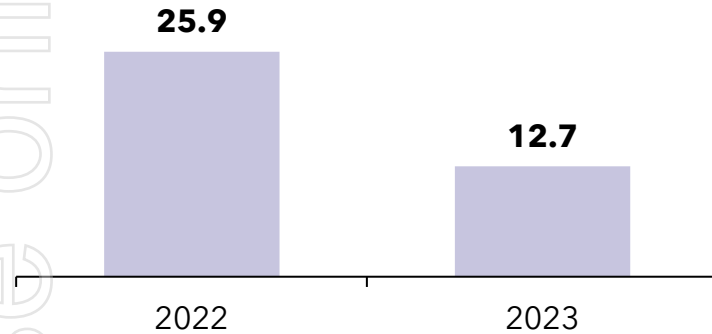
## FDV Asia - equity accounted entities (Associates)

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# FINANCIAL UPDATE

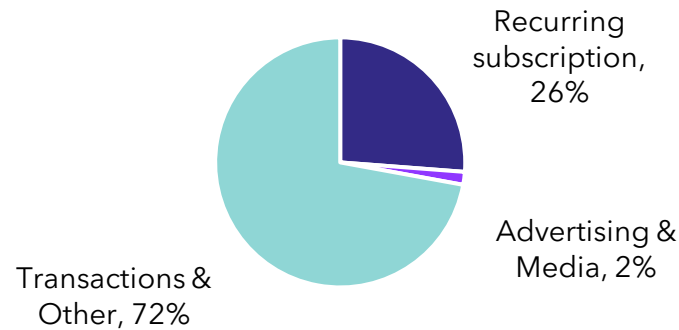
Associates maintained positive EBITDA of A\$1.2m despite challenging operating environment in Pakistan

Revenue (A\$m)



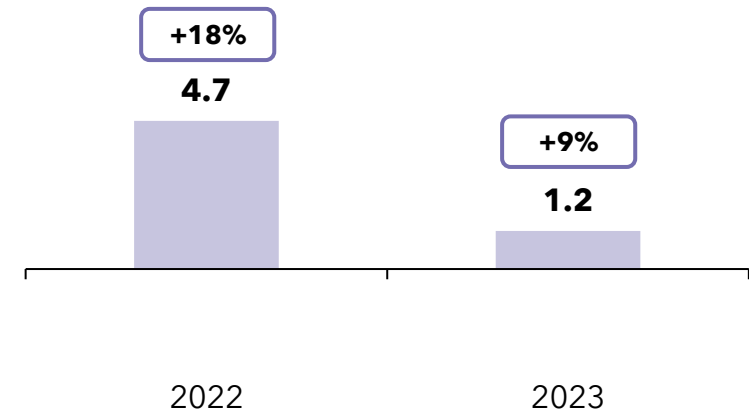
- **Associates revenue of A\$12.7m in 2023**, declining 51% on pcp, driven by Zameen as a result of challenging operating conditions in Pakistan, however Zameen’s revenue has stabilised since 2Q 2023
- **PakWheels achieved revenue growth of 18%** as a result of robust automotive market activity

Revenue by category (%)<sup>1</sup>



- **High margin transactions revenue continues to make up >70% of Associates total revenue**
- **Decline in transactions revenue for Associates** due to challenging market conditions, although recurring subscription and advertising & media revenue in these markets has been less impacted

EBITDA (A\$m) and margin (%)



- **Maintained positive EBITDA of A\$1.2m for Associates in 2023** demonstrating the resilience of the marketplaces and importance of market leadership during economic disruption
- **PakWheels improved EBITDA and margin in 2023**, increasing margins from 3% to 12%
- FDV and Zameen have actively managed costs throughout 2023, with ability to scale up operations in line with market conditions in 2024

Note: FDV Asia marketplaces Zameen and PakWheels are Associates which are equity accounted entities and not included in statutory revenue or EBITDA.

1. *Recurring subscription* revenue includes classifieds subscription and depth products (e.g. bumps, features). *Advertising & media revenue* includes campaign-based media advertising and programmatic social media advertising campaigns. *Transactions revenue* includes events revenue, commissions from facilitation of transactions and from ancillaries (e.g. loans and insurance).

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# Product update



# LATAM REAL ESTATE MARKET OPPORTUNITY

Large primary real estate commission pools provide significant opportunity for real estate marketplaces

**~1.3m**

Annual primary real estate market transactions in 360 LATAM markets



**X**

**~A\$155k**

Average sale price<sup>1</sup>



**X**

**0.6%**

Current commission on sales received by Iris<sup>2</sup>



**=**

**~A\$1.2bn**

Annual primary real estate commission pool



# IRIS: OVERVIEW

Iris is 360 LATAM's proprietary multiple listing service (MLS) platform, streamlining new development sales

## Problem

- **Developers have substantial stock of new real estate for sale** however their existing sales channels alone are insufficient to fully capitalise on their inventory
- **Public information of developers projects is commonly erroneous or outdated**
- **Brokers cannot access developers' inventory**
- **Lack of information and transparency** of commissions demotivates brokers from selling new developments, further reducing the developers ability to sell their inventory

## Solution

- Multiple listing service (MLS) database of developments and real-time project information, **providing access to new developments for all sizes of brokers, expanding their portfolios** while **increasing the marketing reach and sales channels**
- **Centralised communication channel** between brokers and developers streamlining administration for both parties, such as visit scheduling and communications
- **Leverages market leadership positions** of 360 LATAM's marketplaces



## IRIS: KEY HIGHLIGHTS

Iris continues to gain momentum following its successful roll out during 2023

1

**Attractive model** connecting real estate agents and brokers to inventory of developers, expanding the sales forces of developers and providing real estate agents and brokers access to a wider pool of inventory for their property buyers

2

**A\$1.2m revenue** in 2023 with only minor contribution from launch into new markets in 2H 2023, which is expected to further accelerate growth in 2024

3

**High-margin revenue opportunity**, with agents and brokers responsible for generating leads and selling property while splitting commissions with Iris

4

**Ancillary revenue opportunities** providing ability to capture further revenue from property transaction events, with Iris already generating ancillary revenues from insurances product referrals in Q4 2023

5

**Significant pipeline** of property inventory on the platform, with over 12,000 units available for sale across 500 developments

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# OUTLOOK



# 2024 PRIORITIES



## Revenue Growth

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Build on revenue growth momentum of 2H 2023 to accelerate top line revenue growth across 360 LATAM, MMG and FDV Asia



## Margin expansion

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Leverage successful cost management program to drive operating leverage and unlock the earnings potential of the classifieds marketplaces model



## Product development

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Continue development and launch of classifieds and transaction products and services to strengthen market leadership, drive classifieds revenue growth and unlock transactions revenues



## Value creation for investors

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Clear focus on value creation for investors including pursuing value creation transactions and monetisation opportunities where it is in the best interest of shareholders



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# Additional information



# CORPORATE OVERVIEW

## Share price performance (last 6 months)



## Board of Directors

Anthony Klok	<i>Non-Executive Chairman</i>
Shaun Di Gregorio	<i>Founder and CEO</i>
Frances Po	<i>Non-Executive Director</i>
Mark Licciardo	<i>Non-Executive Director and Company Secretary</i>

## Substantial shareholders

Catcha Group (Patrick Grove and Luke Elliott)	11.9%
Shaun Di Gregorio (Founder and CEO)	9.8%
Barca Global Master Fund	7.4%
SmallCo Investment Manager	7.3%

## Financial information

Share price (27-Feb-24)	A\$0.445
52-week trading range (low / high)	A\$0.31 / A\$0.77
Shares on issue	433.2m <sup>1</sup>

## Market capitalisation (27-Feb-24) **A\$192.8m**

Cash (31-Dec-23)	A\$14.8m
Debt (31-Dec-23)	N/A

## Enterprise value (27-Feb-24) **A\$178.0m**

## Indices

All Ordinaries Index (ASX:XAO)

## Research Coverage

Bell Potter; Morgans

# STATUTORY REVENUE BY BRAND

	Accounting treatment	2023	2022	Growth
<b>360 LATAM</b>		<b>52,118,449</b>	<b>45,180,239</b>	<b>15%</b>
InfoCasas	Consolidated	21,157,192	18,023,791	17%
Fincaraíz	Consolidated	11,200,013	8,924,499	25%
Encuentra24	Consolidated	10,963,324	9,762,049	12%
Yapo	Consolidated	8,797,920	8,469,900	4%
<b>MENA Marketplaces Group</b>		<b>9,590,988</b>	<b>8,992,063</b>	<b>7%</b>
Avito	Consolidated	7,758,596	6,831,585	14%
Tayara	Consolidated	855,346	718,472	19%
Moteur	Consolidated	645,928	603,796	7%
PropertyPro	Consolidated	331,118	510,572	(35%)
Meqasa <sup>1</sup>	Consolidated	-	327,638	-
<b>FDV Asia</b>		<b>6,214,051</b>	<b>4,988,225</b>	<b>25%</b>
AutoDeal	Consolidated	2,241,084	1,985,293	13%
iMyanmarHouse <sup>2</sup>	Consolidated	2,011,513	1,572,511	28%
Hoppler	Consolidated	1,142,565	631,991	81%
LankaPropertyWeb	Consolidated	818,889	798,430	3%
<b>Statutory Revenue</b>		<b>67,923,488</b>	<b>59,160,527</b>	<b>15%</b>
<b>FDV Asia - Associates</b>		<b>12,669,696</b>	<b>25,868,928</b>	<b>(51%)</b>
Zameen	Equity accounted (30%)	11,148,192	24,582,355	(55%)
PakWheels	Equity accounted (37%)	1,521,504	1,286,573	18%
<b>Operating Revenue</b>		<b>80,593,184</b>	<b>85,029,355</b>	<b>(5%)</b>

- 2022 revenue and EBITDA includes results from Meqasa which was sold in Nov-22.
- iMyanmarHouse's revenue and EBITDA includes CarsDB following consolidation completed in 2Q 2023

# STATUTORY EBITDA BY BRAND

	Accounting treatment	2023 EBITDA & margin		2022 EBITDA & margin		EBITDA Change (absolute terms)
		A\$	%	A\$	%	
<b>360 LATAM</b>		<b>4,364,989</b>	<b>8%</b>	<b>540,318</b>	<b>1%</b>	<b>3,824,671</b>
Encuentra24	Consolidated	1,686,454	15%	710,191	7%	976,263
Fincaraíz	Consolidated	1,667,622	15%	881,102	10%	786,520
Yapo	Consolidated	1,364,263	16%	(1,271,771)	(15%)	2,636,033
InfoCasas	Consolidated	663,606	3%	220,796	1%	442,810
LATAM corporate costs	Consolidated	(1,016,956)	-	-	-	(1,016,956)
<b>MENA Marketplaces Group</b>		<b>1,532,291</b>	<b>16%</b>	<b>(1,773,595)</b>	<b>(20%)</b>	<b>3,305,886</b>
Avito	Consolidated	1,467,121	19%	(1,456,488)	(21%)	2,923,609
Moteur	Consolidated	326,821	51%	190,472	32%	136,349
PropertyPro	Consolidated	(74,470)	(22%)	(30,601)	(6%)	(43,869)
Tayara	Consolidated	(187,181)	(22%)	(537,971)	(75%)	350,790
Meqasa <sup>1</sup>	Consolidated	-	-	60,993	19%	n.a.
<b>FDV Asia</b>		<b>664,632</b>	<b>11%</b>	<b>(173,581)</b>	<b>(3%)</b>	<b>838,213</b>
iMyanmarHouse <sup>2</sup>	Consolidated	326,964	16%	100,089	6%	226,667
AutoDeal	Consolidated	267,514	12%	158,797	8%	108,717
LankaPropertyWeb	Consolidated	90,583	11%	96,049	12%	(5,466)
Hoppler	Consolidated	(20,429)	(2%)	(528,516)	(84%)	508,087
FDV Group corporate costs	Consolidated	(2,911,994)	-	(3,290,328)	-	378,334
<b>Statutory EBITDA</b>		<b>3,649,918</b>	<b>5%</b>	<b>(4,697,186)</b>	<b>(8%)</b>	<b>8,347,103</b>
<b>FDV Asia - Associates</b>		<b>1,187,123</b>	<b>9%</b>	<b>4,733,691</b>	<b>18%</b>	<b>(3,546,569)</b>
Zameen	Equity accounted (37%)	1,003,410	9%	4,689,447	19%	(3,686,037)
PakWheels	Equity accounted (30%)	183,713	12%	44,244	3%	139,468
<b>Operating EBITDA</b>		<b>4,837,041</b>	<b>6%</b>	<b>36,506</b>	<b>0%</b>	<b>4,800,535</b>

- 2022 revenue and EBITDA includes results from MeQasa which was sold in Nov-22.
- iMyanmarHouse's revenue and EBITDA includes CarsDB following consolidation completed in 2Q 2023





# CONTACT US

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## ABOUT FDV

Frontier Digital Ventures (FDV) is a leading owner and operator of online classifieds marketplaces in fast growing emerging regions. Currently, FDV operates across three regions - 360 LATAM, MENA Marketplaces Group and FDV Asia. FDV works alongside local management teams across property, automotive and general classifieds, providing strategic oversight and operational guidance which leverages FDV's deep classifieds experience and proven track record. FDV seeks to unlock further monetisation opportunities beyond the typical classifieds revenue, to grow the equity value of its operating companies and realise their full potential. Find out more at [frontierdv.com](http://frontierdv.com).

**This announcement is authorised for release by the Board of Directors of Frontier Digital Ventures Ltd.**

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