



JP Morgan Emerging Companies Conference

John Hughes
Managing Director

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Background

- Radio Rentals established in Australia in 1937
- Rentlo purchased in 1998
- Thorn EMI PLC ownership till 1998
- Nomura/Terra Firma Private Equity ownership 1998-2006
- IPO December 2006 at 50 cents per share

Our Brands

radio  rentals  rentlo

- Leading operator in household goods rental market

 **THORN** Business Services

- Well positioned for development in the SME market

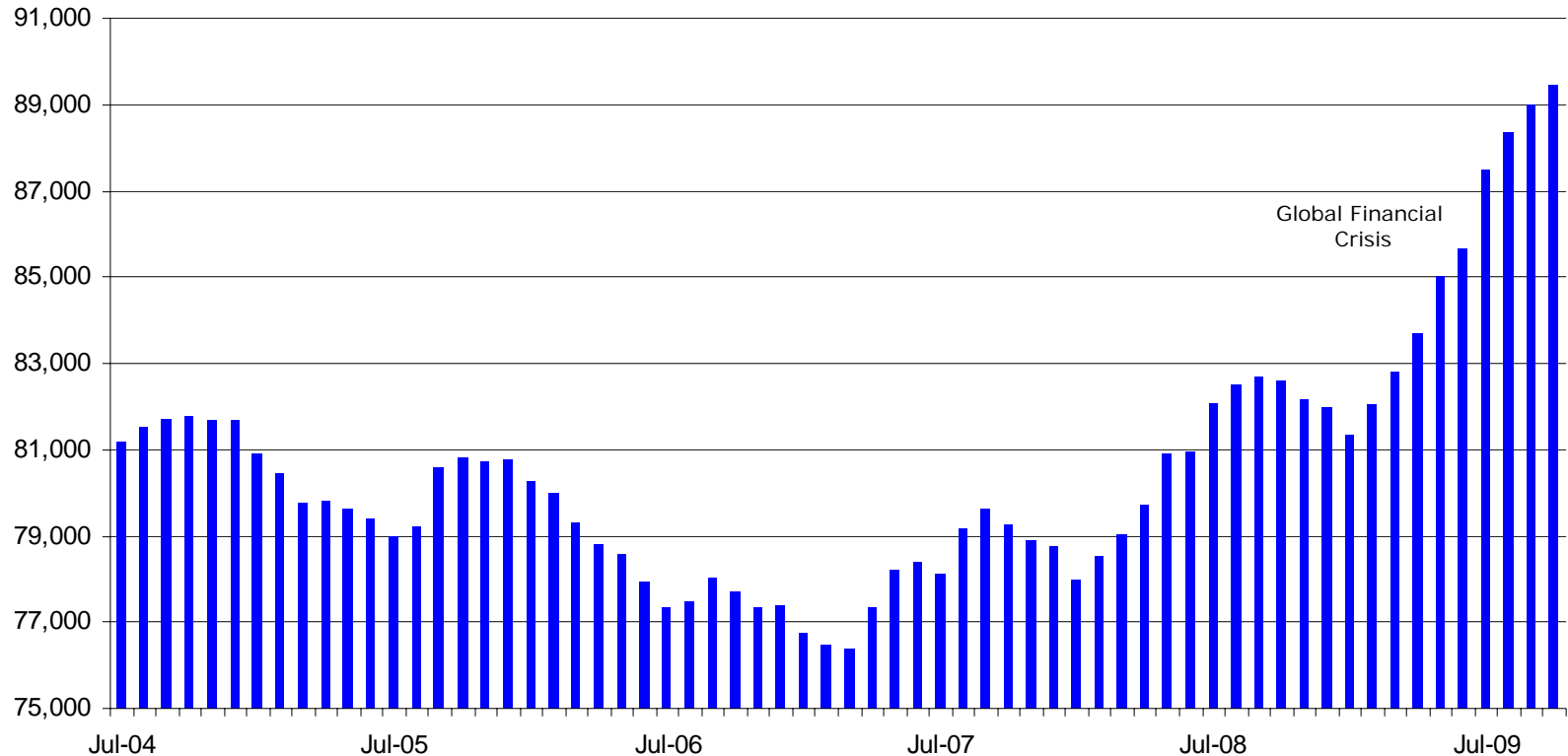
 cashfirst™

- Growing steadily with unsecured loans from \$1,000 to \$3,000

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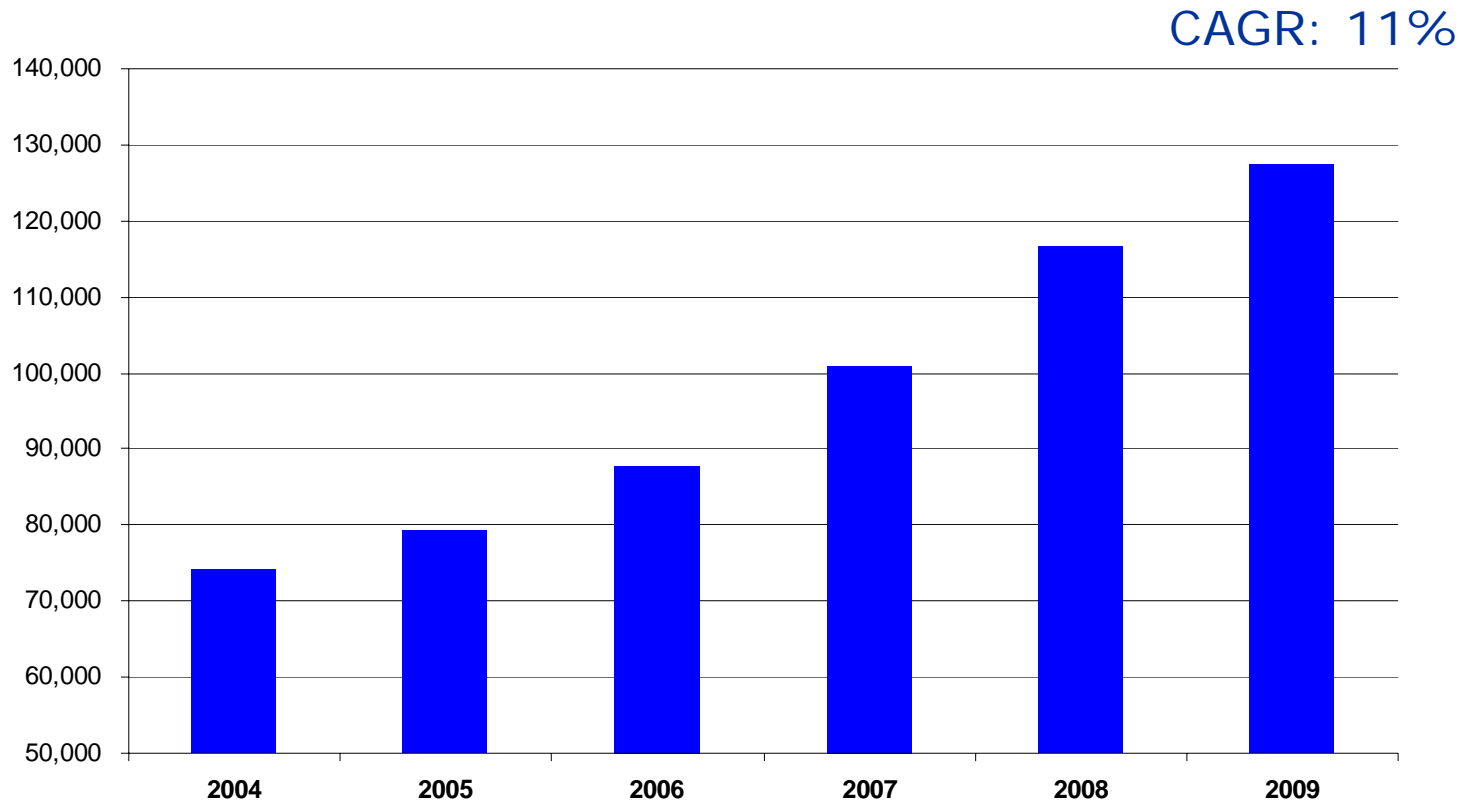
- Taking the lead in on-line retailing for consumer electronics

Financial Highlights - Customers



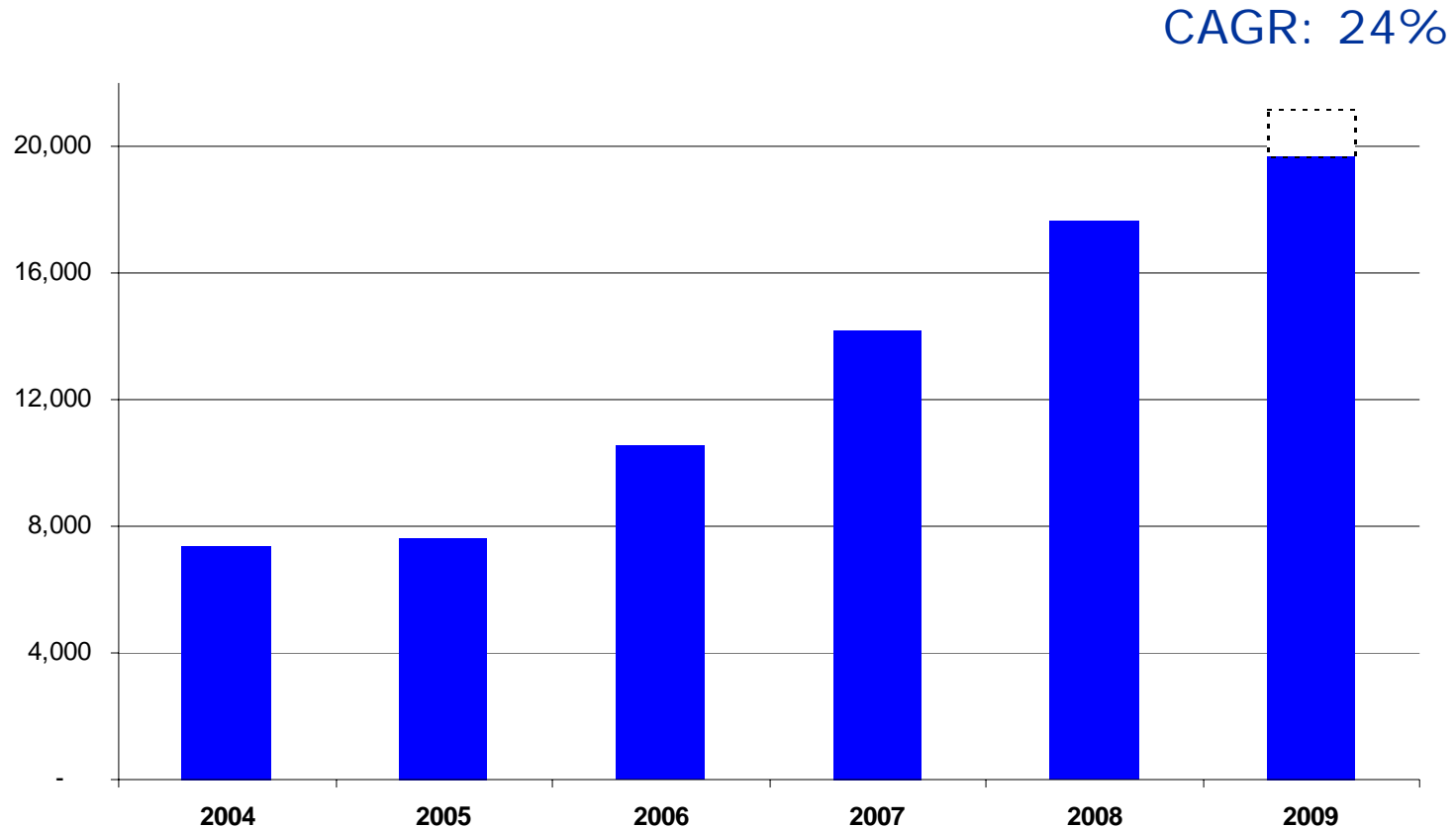
- Late 06/07 launched furniture, gym equipment and \$19.95/wk flat panel TVs
- April 07 commenced major thrust of TV advertising
- Relunched Rentlo in SA in April 08 - 2 stores
- 2 additional SA stores in Sept 09

Financial Highlights – Revenue



- Rent Try Buy offering is a major strength and business driver
- Flat Panels TVs and PC demand continues unabated
- Whitegoods and furniture remain strong
- Strength of recurring revenue streams

Financial Highlights - EBITDA



- 2009 impacted by \$1.5m investment in new strategies
- Strong growth whilst developing new strategic initiatives
- Record low 'arrears' indicates quality of written business

Impact of GFC

Reduced core business activity	NO
Increased arrears/bad debt	NO
Financing issues	NO
Reduced strategic development	NO

WHY?

- Conservative approach - low debt/tight financial controls
- Strength of underlying recurring revenue streams
- Continued strong marketing
- Quality of written business 2006-09
- Improved arrears management and processes - automated payments
- Solid growth in furniture and whitegoods

Opportunities for Growth

radio  rentals  rentlo

- Continued strong demand for FPD TVs & PCs
- Geographic expansion
 - Increased market penetration in SA
 - Potential in regional markets for 'One Person Branches' (OPBs)
- Expansion of product range
- Trial of internet broadband offering

Opportunities for Growth



- Expansion into SME market
 - Broader offering of financial products and services
 - Wider product range
 - Additional sales resources



- Increased market penetration to current customer type
- Modified product offering with appeal to broader customer profile

Opportunities for Growth



- Underserviced market
- Building the brand and awareness
- Internet search enhancements
- Leveraging relationships
- Introduce financing options
- Continual refinement/refreshing of site

Company Strengths

- Solid 'base' business
- Strong cashflows
- Sound strategic initiatives for growth
- Very low gearing
- May benefit from economic downturn
- Capacity to leverage 'core competencies'

Company Outlook

- Projected PAT of \$16.8m to \$17.8m for FY ending 30 March 2010
- Normalised PAT of \$14.3m to \$14.8m
 - Circa 18% increase on prior year
- 'One-off' Investment Allowance of circa \$2.5m to \$3.0m
 - Majority in 1st Half