

The image features a person's hands holding a smartphone in the foreground, with a blurred background of warm, bokeh lights. To the right, a glowing digital globe is overlaid with a network of white lines and nodes, and a single red node is highlighted. The logo for Frontier Digital Ventures is positioned at the top center.

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DIGITAL VENTURES

LEADING ONLINE MARKETPLACES IN EMERGING MARKETS

BELL POTTER EMERGING LEADERS CONFERENCE | 15 SEPTEMBER 2021

FDV at a glance

- Operator of 16 market leading online marketplaces across 21 high growth emerging markets
- Record revenue in July of A\$5.5m on an FDV % share basis, now annualising at A\$66m, highlights FDV's strong revenue trajectory
- Significant experience at some of the best ASX online marketplace companies, with successful track record of long-term value creation
- FDV's proven business model is focused on unlocking significant new revenue opportunities closer to the transaction of property, auto and general classifieds



#1 property portal
Pakistan



#1 property portal
Uruguay, Paraguay and
Bolivia



#1 property portal
Colombia



Leading general marketplace
across Central America



#1 general classifieds
Chile



#1 general marketplace
Morocco



#1 auto portal
Philippines



#1 auto portal
Pakistan



#1 property portal
Myanmar



#1 general marketplace
Tunisia



#1 auto portal
Myanmar



#1 property portal
Ghana



#1 property portal
Nigeria



Leading property
transaction portal
Philippines



#1 property portal
Sri Lanka



#1 new car portal
Morocco

A GLOBAL LEADER

Our mission is to become the leading global operator of online marketplaces in emerging markets



A\$235B

Market capitalisation
(AMS:PRX)

Global portfolio of leading
consumer internet companies

"We believe in the power of local backed by global scale and we look for opportunities to address big societal needs in markets where we see the greatest growth potential"

Adevinta

A\$18B

Market capitalisation
(OL:ADE)

Global portfolio of online
marketplaces in developed markets

"We provide technology-based services to connect buyers and sellers and facilitate transactions, from job offers to real estate, cars, consumer goods and more"

FRONT:ER
DIGITAL VENTURES

A\$0.5B

Market capitalisation
(ASX:FDV)

Global portfolio of online
marketplaces in emerging markets

"With the large global players reshaping their portfolios to focus on more mature markets, our portfolio of the best emerging markets businesses provides us with a clear pathway to be a global player"

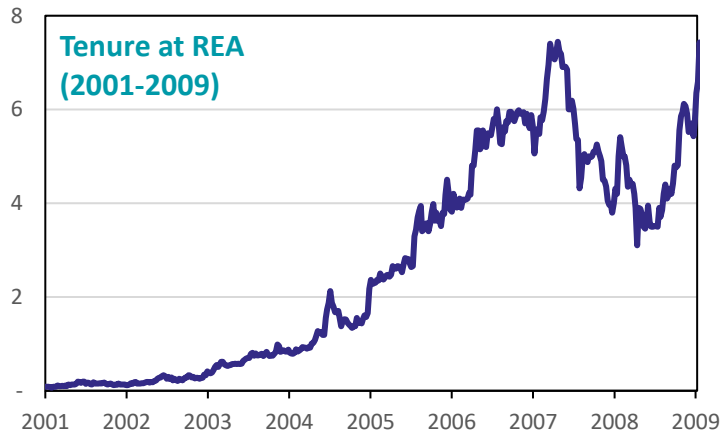
STRONG TRACK RECORD OF LONG-TERM VALUE CREATION



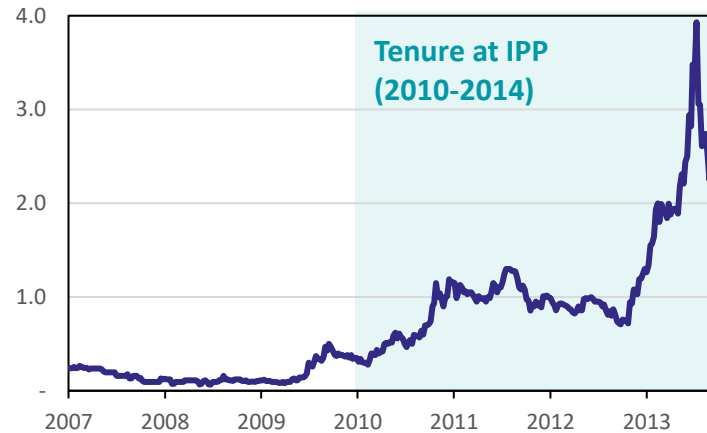
Founder and CEO
Shaun Di Gregorio

- One of the top global online marketplace executives with a strong track record of long-term value creation
- Former CEO of iPropertyGroup (ASX: IPP) and General Manager at REA Group
- Spearheaded the transformation of iProperty Group from a US\$15m small online business into the largest listed internet company in ASEAN with a market capitalisation of US\$600m
- As General Manager of the core Australian REA Group business and one of its global leaders, grew the business alongside a team of 8 people with revenue of A\$5m into a company with more than 300 staff and revenue exceeding A\$150m

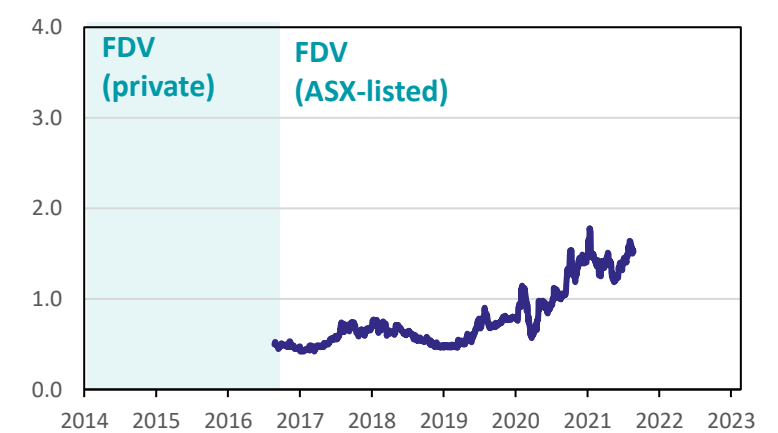
REA Group (ASX: REA)



iPropertyGroup (ASX: IPP)



FDV (ASX: FDV)



PROVEN BUSINESS MODEL

Focused on acquiring or partnering with companies to unlock significant transactional revenue opportunities

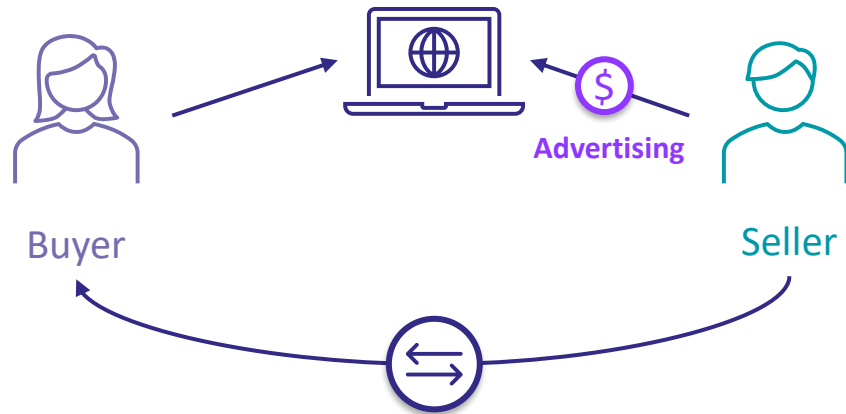
FDV PROVIDES VALUABLE STRATEGIC OVERSIGHT AND SUPPORT



SIGNIFICANT UPSIDE POTENTIAL

Development of transactional marketplace platforms unlocks significant long term value

Traditional online classifieds



Listings on portals attract buyers who transact with sellers offline while the portal collects advertising revenue

Transaction-based marketplaces



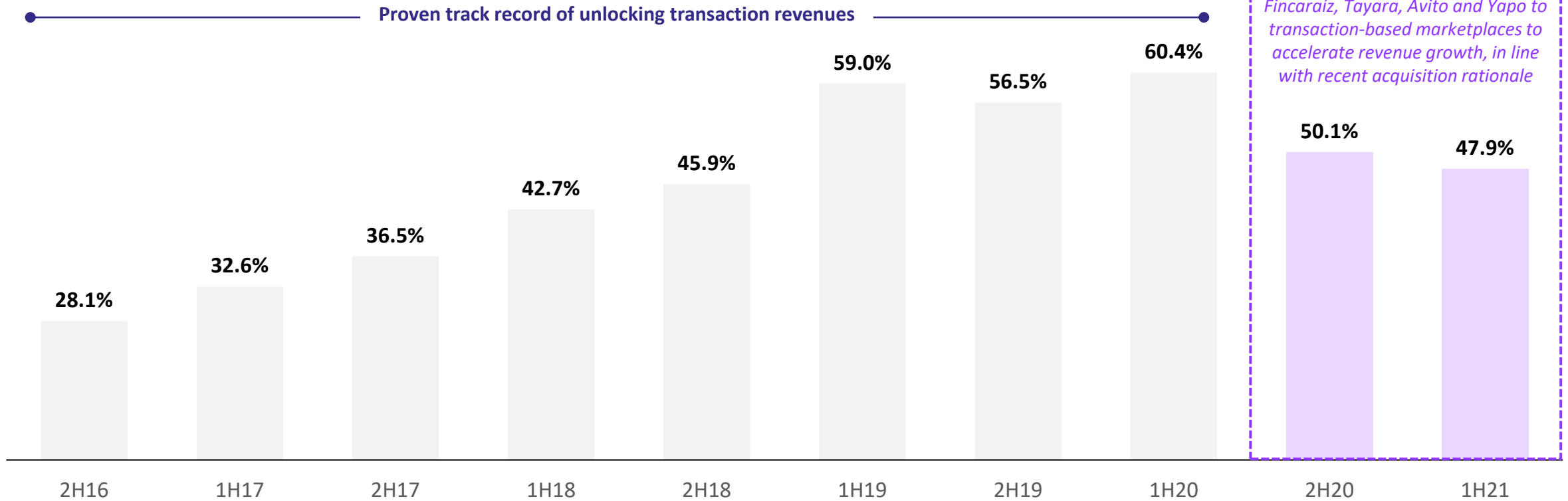
Trusted portals become marketplaces where consumers complete more of the transaction within the portal providing significant opportunities to collect more of the economic event

GROWING TRANSACTIONAL REVENUES

Unlocking value of classifieds leadership as the portals transition to transaction-based marketplaces

Portfolio transaction revenue as a % of total revenue

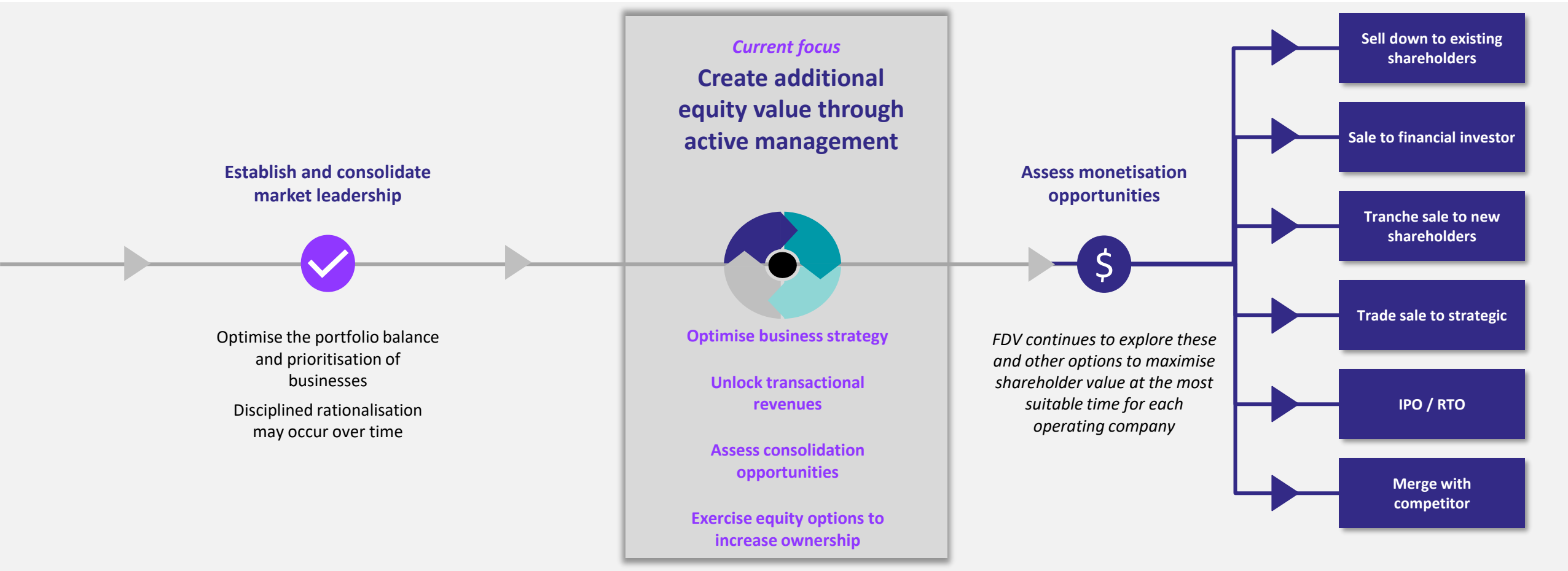
(100% basis)



Note: Figures quoted for entities with continuing operations as at 30 June 2021

REALISING THE PORTFOLIO'S FULL POTENTIAL

Unparalleled online classified expertise focused on sustainable growth





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OPERATIONAL UPDATE

EXPANDING GLOBAL FOOTPRINT

Leading online marketplace portals across high growth emerging markets

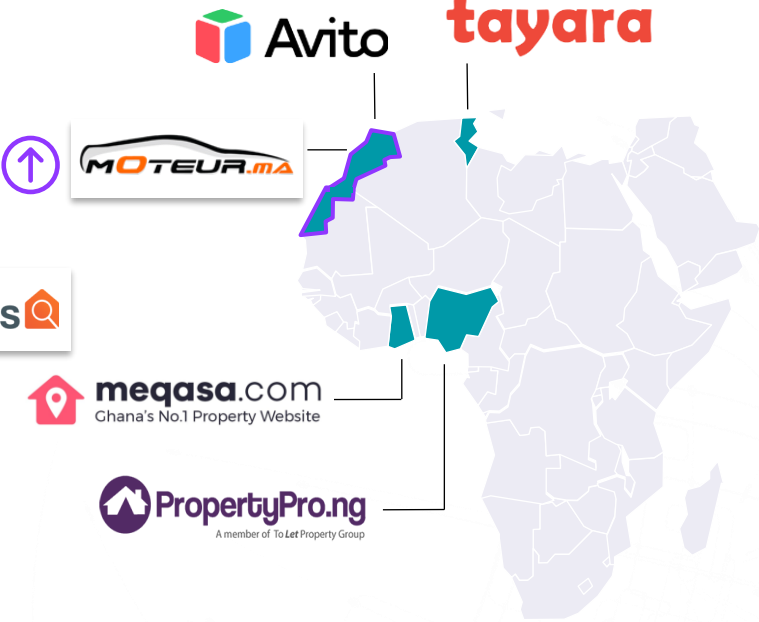
DEVELOPING ASIA



CENTRAL & SOUTH AMERICA



MENA

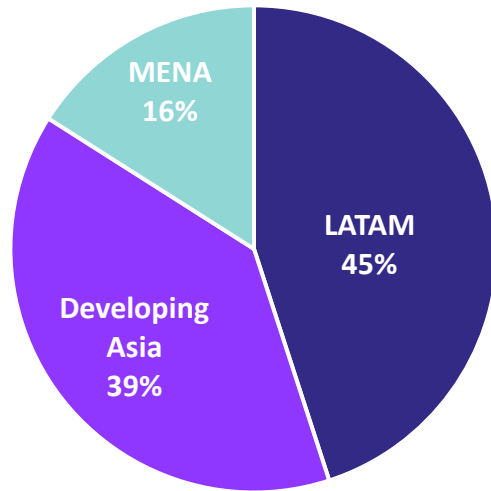


+ Recent acquisition
 ↑ Recent increased investment

RISK-RETURN TRADE-OFF OPTIMISATION

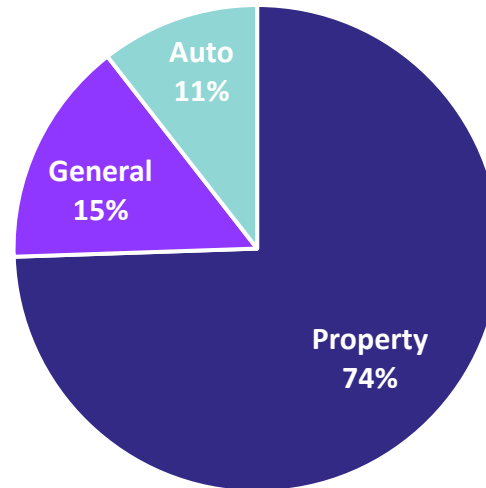
Diversification across key regions and verticals optimises risk-return profile

REVENUE BY GEOGRAPHY (1H 2021, FDV % share basis)



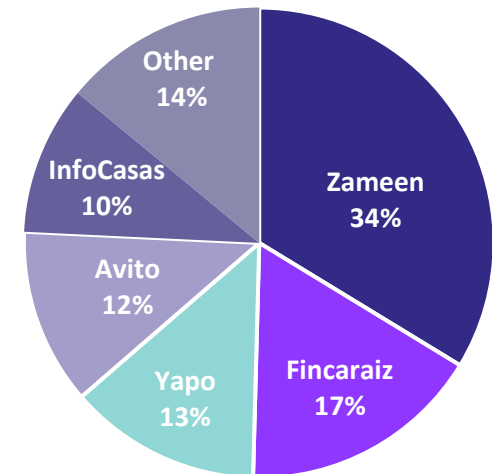
Balanced exposure to high growth LATAM and Developing Asia with select companies in fast emerging MENA markets

REVENUE BY VERTICAL¹ (1H 2021, FDV % share basis)



Bias towards property to increase exposure to larger, market leading portals

REVENUE BY BUSINESS (1H 2021, FDV % share basis)



Portfolio revenue diversified across a broad range of businesses

Note: Figures are for entities with continuing operations as at 30 June 2021

1. Includes revenue contribution of general classifieds portals (Yapo, Encuentra24, Avito and Tayara) split between respective verticals

PORTFOLIO OPTIMISATION ACTIVITIES

Continued optimisation of FDV's portfolio over the half-year to drive long-term shareholder value



January 2021

- ✓ Acquired remaining 43.7% interest in Moteur to **move to 100% ownership**
- ✓ Following acquisition of Avito, consolidates FDV's ownership of **two highly complementary businesses**
- ✓ **Strengthens FDV's competitive position** in highly attractive Moroccan market



February 2021

- ✓ **100% acquisition** of the leading general classifieds portfolio in Chile, with the #1 position in auto and property
- ✓ **New market entry**, strengthening FDV's position in Latin America and **complementing existing operating companies**
- ✓ Opportunity to make a **material contribution to revenue**, with attractive monetisation opportunities identified to accelerate revenue growth



June 2021

- ✓ Acquired remaining 49.0% interest in InfoCasas to **move to 100% ownership**
- ✓ **One of the best performing businesses in FDV's portfolio**, with significant transactional revenues
- ✓ **Enhanced scale and strategic footprint** in South American region following the 100% acquisitions of Fincaraíz in Colombia and Yapo in Chile, both market leading online classifieds portals



July 2021

- ✓ Moved to majority ownership, increasing **shareholding from 42.0% to 51.1%**
- ✓ Strong performance and experiencing rapid growth as result of their **innovative transaction model**
- ✓ **Consolidated FDV's strategic footprint in the Philippines**, with a majority controlling interest in Hoppler and AutoDeal

A man with a beard and mustache, wearing a blue denim shirt, is sitting at a table in a cafe or restaurant. He is smiling and looking to his right while holding a smartphone. The background is blurred, showing other tables and chairs. A semi-transparent dark banner is overlaid across the middle of the image, containing the company logo and title.

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TRADING UPDATE AND 1H 21 RESULTS

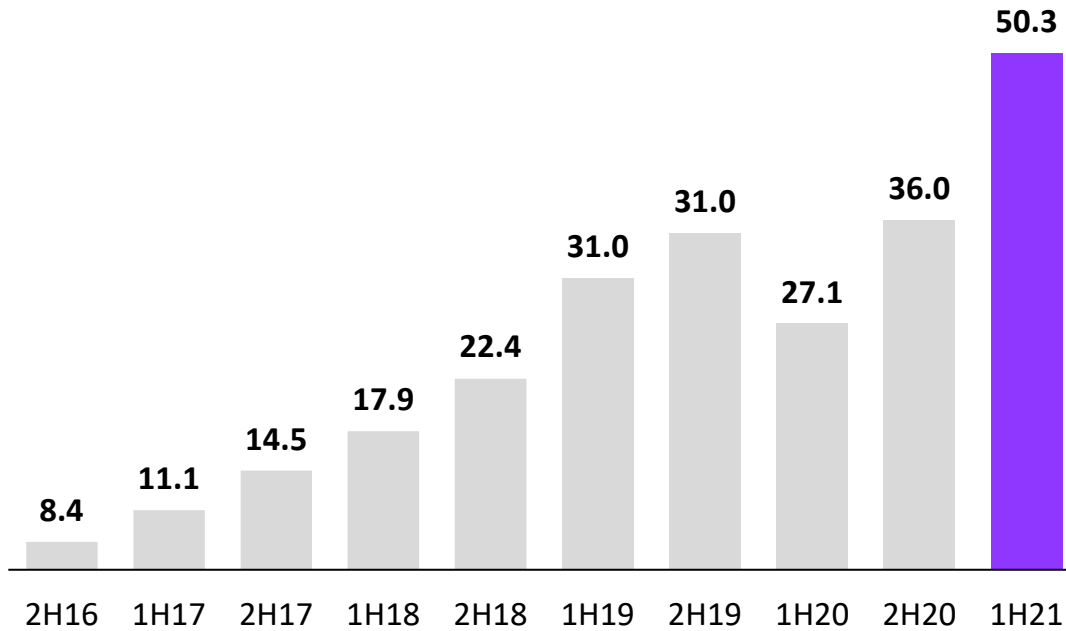


RAPID GROWTH TRAJECTORY

Continued strong performance underpinned by organic growth and strategic acquisitions

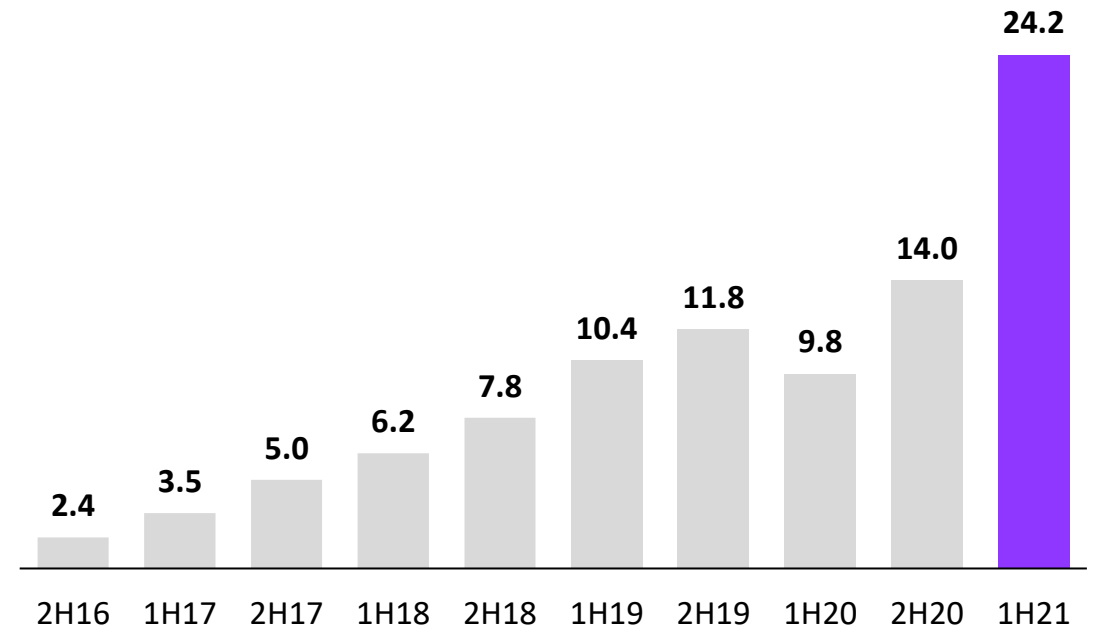
Portfolio revenue since IPO

(A\$m, 100% basis)



Portfolio revenue since IPO

(A\$m, FDV % share basis)



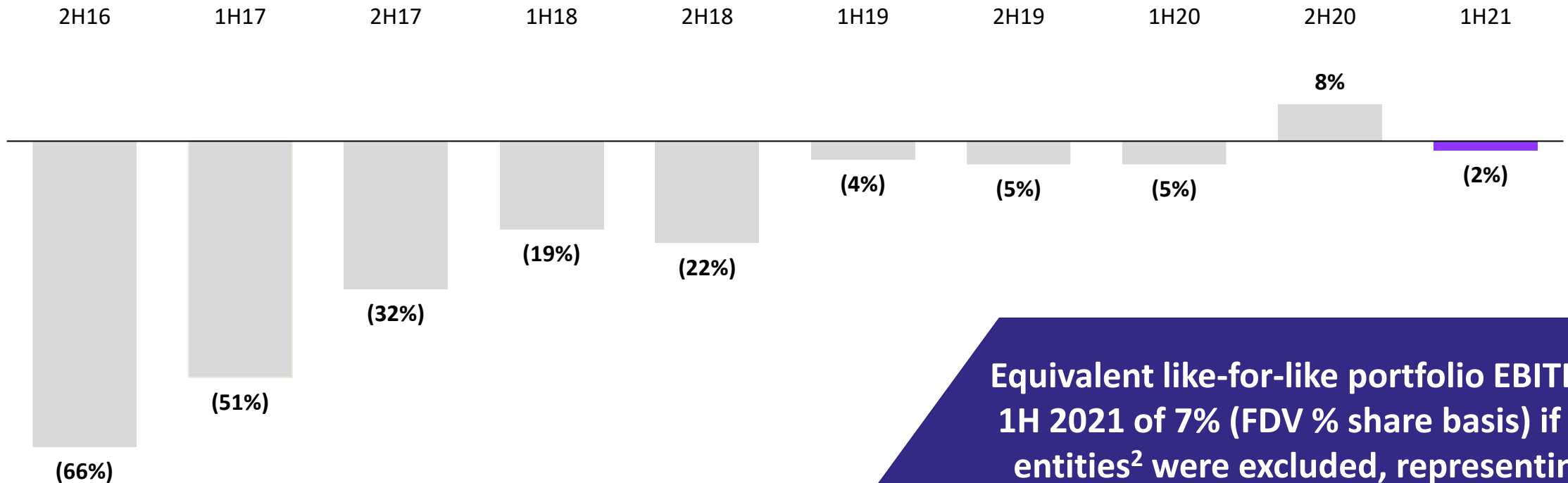
Note. Figures are for entities with continuing operations as at 30 June 2021

ONGOING PROGRESS TOWARDS PROFITABILITY

Demonstrates FDV's proven ability to drive sustainable growth at the operating company level

Portfolio EBITDA margin¹

(FDV% share basis)



Note: Figures are for entities with continuing operations as at 30 June 2021

1. Portfolio EBITDA as a % of revenue
2. New entities refers to Fincaraíz, Avito, Tayara and Yapo

Equivalent like-for-like portfolio EBITDA in 1H 2021 of 7% (FDV % share basis) if new entities² were excluded, representing a significant improvement in underlying operating performance

JULY 2021 TRADING UPDATE

Record portfolio revenue in July builds on the strong momentum in 1H FY21

Portfolio highlights

InfoCasas

Record revenue in July of A\$1.2m (100% basis), up 23% on June 2021 as the business goes from strength to strength

Yapo

Record revenue under FDV ownership, reporting A\$842k in July (100% basis) following a general economic recovery in Chile

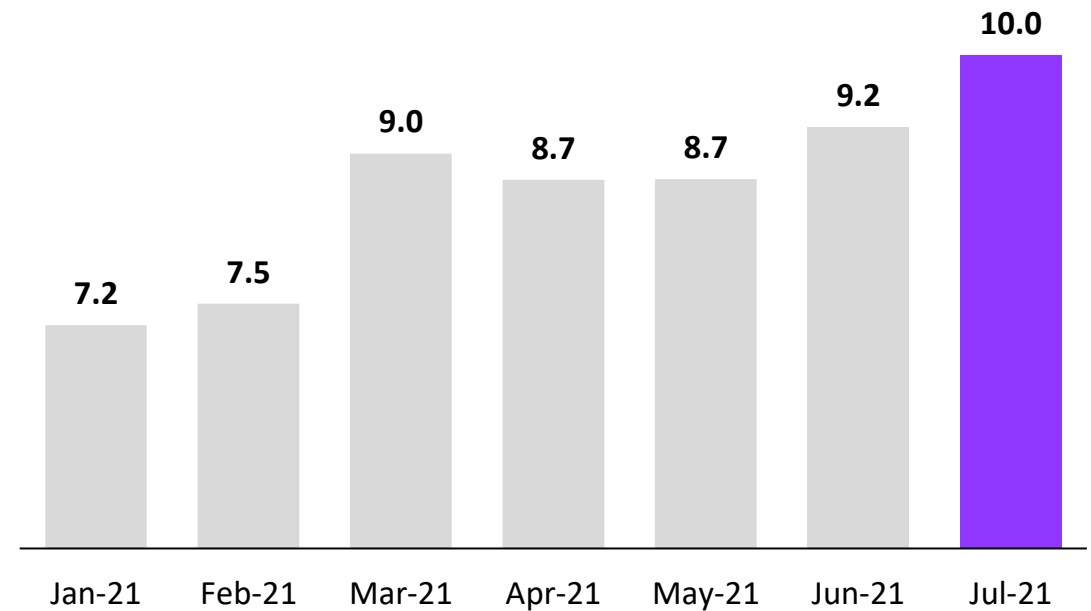
Zameen

First time in the businesses history to record **over A\$5.0m of monthly revenue** (100% basis), with momentum building in FY21

Record revenue in July of A\$5.5m on an FDV % share basis, now annualising at A\$66m, highlights FDV's strong revenue trajectory

Portfolio monthly revenue

(A\$m, 100% basis)



Note. Figures are for entities with continuing operations as at 30 June 2021



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APPENDIX

CORPORATE OVERVIEW

FDV has a strong balance sheet, and its shares are tightly held

Share price performance since IPO



Board of Directors

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

Substantial shareholders

Catcha Group (Patrick Grove and Luke Elliott)	13.1%
Shaun Di Gregorio (Founder and CEO)	10.9%
Perennial Value Management	7.6%
Barca Global Master Fund	7.4%
SmallCo Investment Manager	6.3%

Financial information

Share price (13-Sep-21)	\$1.545
52-week trading range (low / high)	\$0.98 / \$2.04
Shares on issue	343.0m ¹

Market capitalisation **A\$529.9m**

Cash (30-June-21) A\$18.7m

Debt (30-June-21) N/A

Enterprise value **A\$511.2m**

Indices

S&P/ASX All Technology Index (ASX:XTX)
All Ordinaries Index (ASX:XAO)

Research Coverage

Bell Potter; Morgans

1. Source: IRESS. Excludes 450,000 Director options which are subject to the achievement of vesting conditions