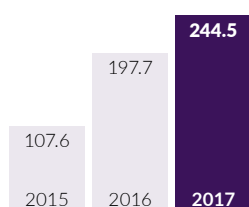


Highlights

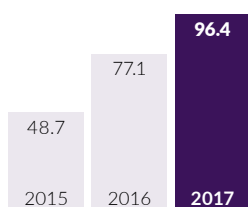
Key highlights for the year

Record performance and
new milestones across the business.

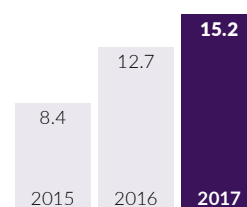
Revenue⁴ £m
£244.5m
+24%



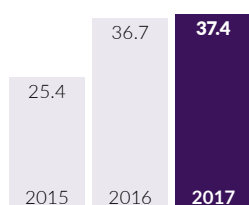
Adjusted EBITDA^{1,3} £m
£96.4m
+25%



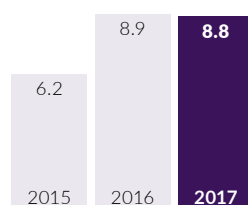
Adjusted basic EPS^{2,3} p
15.2p
+20%



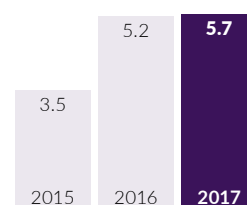
Profit for the year⁴ £m
£37.4m
+2%



Basic EPS per share p
8.8p
-1%



Dividend per share p
5.7p
+10%



1 Adjusted EBITDA is defined as operating profit after adding back depreciation and amortisation, share-based payments and exceptional items. Adjusted EBITDA is reconciled to the consolidated statement of comprehensive income on page 105.

2 Adjusted basic EPS is calculated as profit for the Period excluding exceptional items and amortisation of intangible assets arising on acquisitions, adjusted for tax and divided by the weighted average number of shares in issue for the Period.

3 When reviewing performance the Directors use a combination of both statutory and adjusted performance measures, including adjusted EBITDA and adjusted basic EPS, as they provide additional information in line with how financial performance is measured by Management and reported to the Board.

4 Profit for the year includes £27.6 million (FY16: £15.7 million) of exceptional items and amortisation of intangibles arising on acquisitions (adjusted for tax) recognised during the Period.

Record performance and new milestones across the business

“We enjoyed another year of record performance across the business as we continued to provide transparency to our consumers to help them make smarter property and household decisions and continued to deliver efficiency to our partners to help them operate their businesses more effectively.”

Alex Chesterman OBE,
Founder & CEO

Business highlights

- Revenue increase of 24% to £244.5 million and adjusted EBITDA increase of 25% to £96.4 million
- Record traffic of 648 million visits to platform generating record of over 56 million partner leads
- Materially enhanced revenue diversification and cross-sell opportunities resulting from acquisitions
- New Zoopla MovePlanner tool generating over 10,000 leads per month for Comparison partners
- Continued marketing investment in new national campaigns resulting in record brand awareness
- Net debt⁵ increased to £191.5 million (FY16: £146.5 million) as result of further strategic acquisitions in year
- Continued to be highly cash generative with strong cash conversion ratio⁶ over 88% (FY16: 81%)
- Statutory Profit for the year was up 2% after acquisition related costs and share-based payments

Property

- Revenue up 41% to £122.3 million driven by strong underlying performance and acquisitions
- Total number of unique partners⁷ (including acquisitions) up 12% to 24,962 as at end of Period
- UK Agency partners and inventory up 6% and 5% respectively to 14,775 branches and 969k listings
- ARPP⁸ (including acquisitions) up by 5% to £358 due to success of additional product cross-sell
- Average number of products per partner now stands at 1.4, up 27% from same time last Period
- £1 million+ in additional referral fees generated for our partners so far through the MoveIT platform

Comparison

- Strong switching levels across all verticals with revenue up 10% to £122.2 million over Period
- 34.3 million leads⁹ generated helping consumers save over £400 million off their household bills
- Account sign-ups up 60% to 1.9 million with average leads per consumer account up 6% to 1.3
- Traffic to uSwitch up 14% YoY with unpaid traffic now accounting for the majority of site visits
- Zoopla delivering >25% of mortgage traffic to uSwitch demonstrating the cross-sell opportunity
- Significantly enhanced our proposition with the acquisition of Money, following end of the Period

⁵ Net debt is defined as loans and borrowings less cash and cash equivalents as per the consolidated statement of financial position.

⁶ Cash conversion ratio is calculated as: Net cash flows from operating activities less deal related transaction costs of £3.4 million/EBITDA.

⁷ The total number of unique Property partners has been restated to exclude 788 legacy software customers of Property Software Group who are not paying for an active support contract and to include Zoopla Advertising and Data partners.

⁸ Average revenue per partner (ARPP) represents total revenue from ZPG's Property partners in a given month divided by the number of Property partners during the month, measured as a monthly average over the Period.

⁹ A Comparison lead is measured at the point when a consumer shows intent to switch via an application form hosted on the Company's website, clicks through to a specific offer or at the point in time when the customer leaves the Company's website having clicked through to a third party website.