

## **Sales drive 15% revenue growth**

RUN Corporation Limited's revenue is continuing to increase as a result of greater property sales and growing revenue from the company's Agentplus business.

Revenue from property sales almost tripled to \$1,645,000 – up from \$599,000 in 2009. Total revenue increased by 15 per cent in the six months ending December 31, 2010, compared with the same period the previous year.

RUN CEO Rob Farmer said the company had over 100 sales listings being over \$50 million worth of property for sale in Victoria, NSW and Queensland and the prospects of future growth in the company's sales division were extremely positive.

"We've been investing heavily in building our sales teams throughout the three states and we will be continuing this effort, so we are very confident that will lead to significant revenue streams in the years ahead," Mr Farmer said.

"Our sales teams are leveraging off our large property management business and building new business at the same time.

"With the projected growth of our sales business, along with the increased volumes through our Agentplus business, referrals from financial planners, accountants and mortgage brokers and management arrangements with developers, we are very much looking forward to the year ahead," Mr Farmer said.

Agentplus, which provides outsourced administration and accounting software services to other estate agents, earned revenue of \$984,000 in the six months - up 107 per cent on the same period the previous year.

"At the reporting date, Agentplus was servicing approximately 16,000 properties in addition to those managed directly for RUN, with more coming on board," Mr Farmer said.

Total EBITDA (Earnings before Interest costs, Tax, Depreciation and Amortisation) for the six months ending December 2010 was \$2,148,000. Total revenue was \$14,581,000, with \$9,241,000 from property management commission, with the balance generated from letting fees, sales commission, AgentPlus and other ancillary income.

RUN is Australia's largest metropolitan property agency and its property management division manages property valued at more than \$10 billion throughout Australia.

Inquiries: Rob Farmer or Jeff Stein, phone 9514 8885.