



Rightmove plc  
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### **TRADING UPDATE**

Rightmove plc, the UK's number one property website, today issues a trading update ahead of its results for the year ended 31 December 2006, due to be released on 2 March 2007.

Revenue for the full year is expected to be in the region of £33.6m, up by around 85% on 2005. Profit before tax on an adjusted basis<sup>(1)</sup> is expected to be slightly above the range of analysts' estimates of £17.0 to £17.4m, primarily as a result of stronger sales.

Key achievements include:

	<b>Dec 04</b>	<b>Dec 05</b>	<b>Dec 06 <sup>(2)</sup></b>	<b>Incr. % 06 / 05</b>
Estate agent offices	6,561	8,573	11,200	+31%
New homes developments	935	1,549	2,800	+81%
Lettings offices	-	957	1,850	+93%
Overseas customers	74	404	450	+11%

- Growth in customer numbers continued the momentum achieved in the first half of 2006. By the year end an estimated 83% of all estate agents in England and Wales were listing their properties on the Rightmove website
- Further wins resulting in Rightmove listing developments from 18 out of the top 20 new homes developers. Particularly encouraging in the second half of the year has been the rate of gains among smaller developers who represent around half the market and the core target for future growth.
- The firm establishment of the Rightmove lettings (rental) service with nearly 50% of potential advertisers already as members.
- An increase in price of 28% to approximately 5,500 existing independent estate agent customers from £195 to £250 per office per month with effect from 1 January 2007. Similar price rises have been implemented for new homes developers.
- Retention among advertisers of 93% for 2006, close to the top end of the range achieved in previous years.

- Net cash balances at 31 December 2006 of £14.8m, up from £5.2m at June 2006.
- An interim dividend of 1.5 pence per share paid on 21 December 2006 (£1.9m).

2007 will see the launch of new advertising services allowing Rightmove members to differentiate their brands, branch offerings and listings as well as providing new revenue streams to Rightmove:

- *RightmoveChoice*: a range of advertising options to existing customers allowing them to increase the profile of themselves, their properties and their clients
- On-line advertising: allowing new advertisers to feature their products through traditional on-line formats (e.g. banner ads). These will appear around the map pages on Rightmove (20m pages per month).

#### Notes

1. Adjusted figures are stated before HIPs costs, flotation expenses and IFRS 2 share option charges.
2. Rounded to nearest 50.

#### **Enquiries:**

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