PROPEQUITY
CREATING INVESTOR INTELLIGENCE

Investor Presentation

Annual Review

FY 2022-23 (April 2022 – March 2023)

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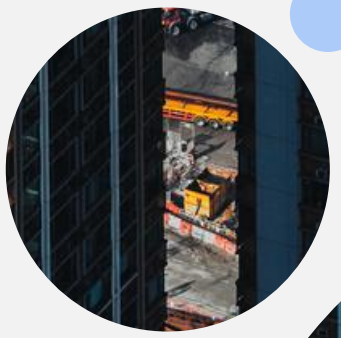


Vision

The vision of the company is to create an information service enterprise through continuous innovation and integration of real time data, analytics and cutting edge technology to achieve higher transparency for all participants and beneficiaries of the Realty Sector.

Prop Equity Intelligence to be at the core of every real estate decision in India. As a company, we strive to set the standard for ethics, and professionalism in the industry. We understand that our customers define the standard of quality and service, and their loyalty must be earned.

We will work to forge long term relationships with our clients based on trust and performance. We strive to provide accurate and up-to-date information, expert analysis and sound real estate advice. We will pursue the highest levels of professionalism and technical innovation in an effort to best represent our clients.

Mission

The mission of the company is to create an information service enterprise through continuous innovation and integration of real time data, analytics and cutting edge technology to achieve higher transparency for all participants and beneficiaries of the Realty Sector.

By appreciating and integrating the value of people, relationships and ideas, P. E. Analytics Limited is an entrepreneurial enterprise that is identified by high performance, creativity, empowerment, integrity and trust.

Product & Service Offerings

Real-Estate Business Intelligence Platform Subscription

Choice of 44 leading Indian Cities, single city and multi-city package options

- Includes Client Engagement Support
- Includes transaction data for various commercial properties such as offices, IT Parks, IT SEZs and Retail

Research and Consulting Services

Caters to specific/ customized intelligence requirements like development feasibility studies, product-mix assessment, consumer preference and profiling analysis, financial models, project benchmarking, site-level real estate analysis and many other analysis that are backed by historic data and predictive analysis.

Collateral Risk Management Services

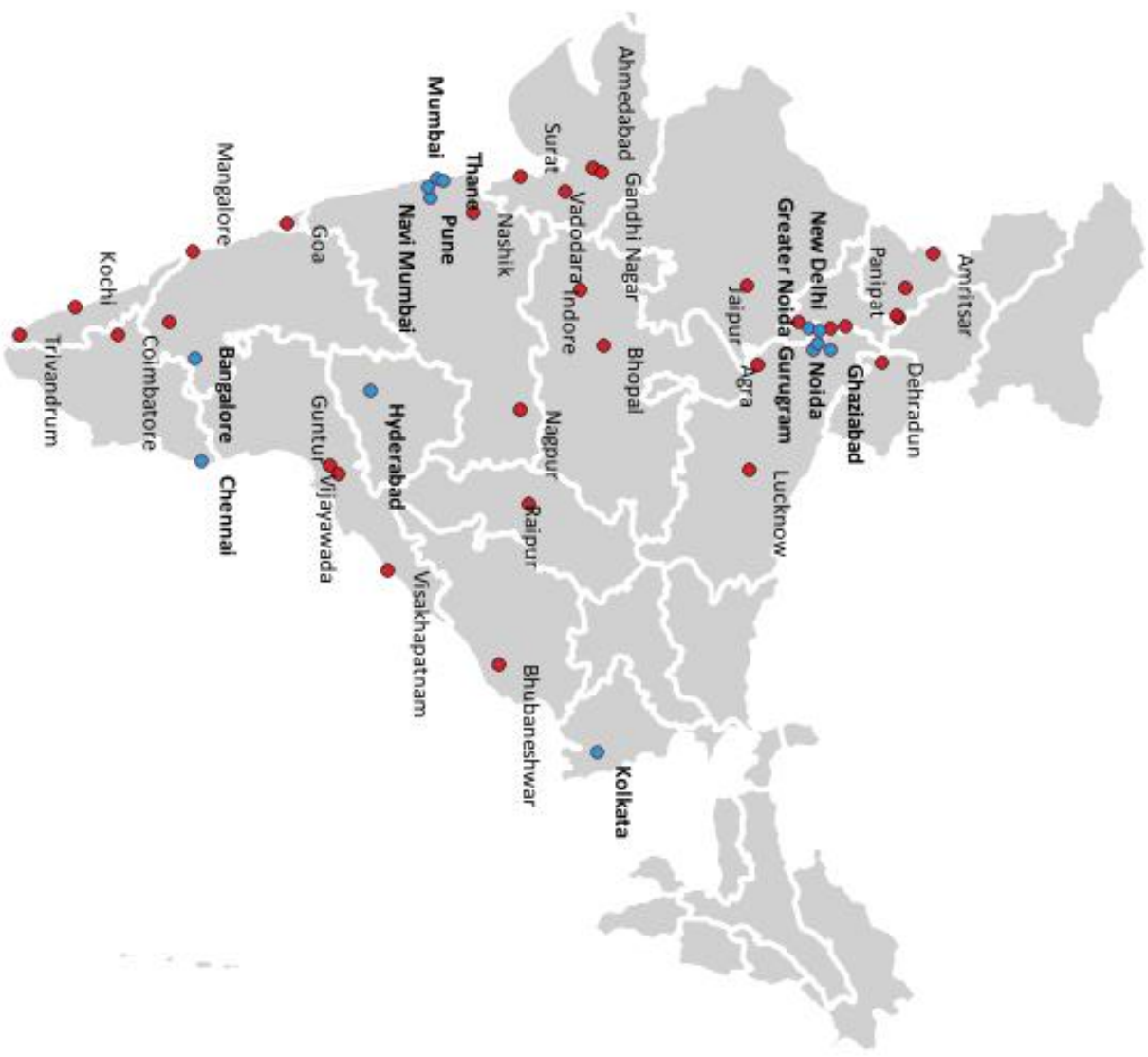
Retail valuations for Banks, NBFCs, Mortgage lenders, etc.

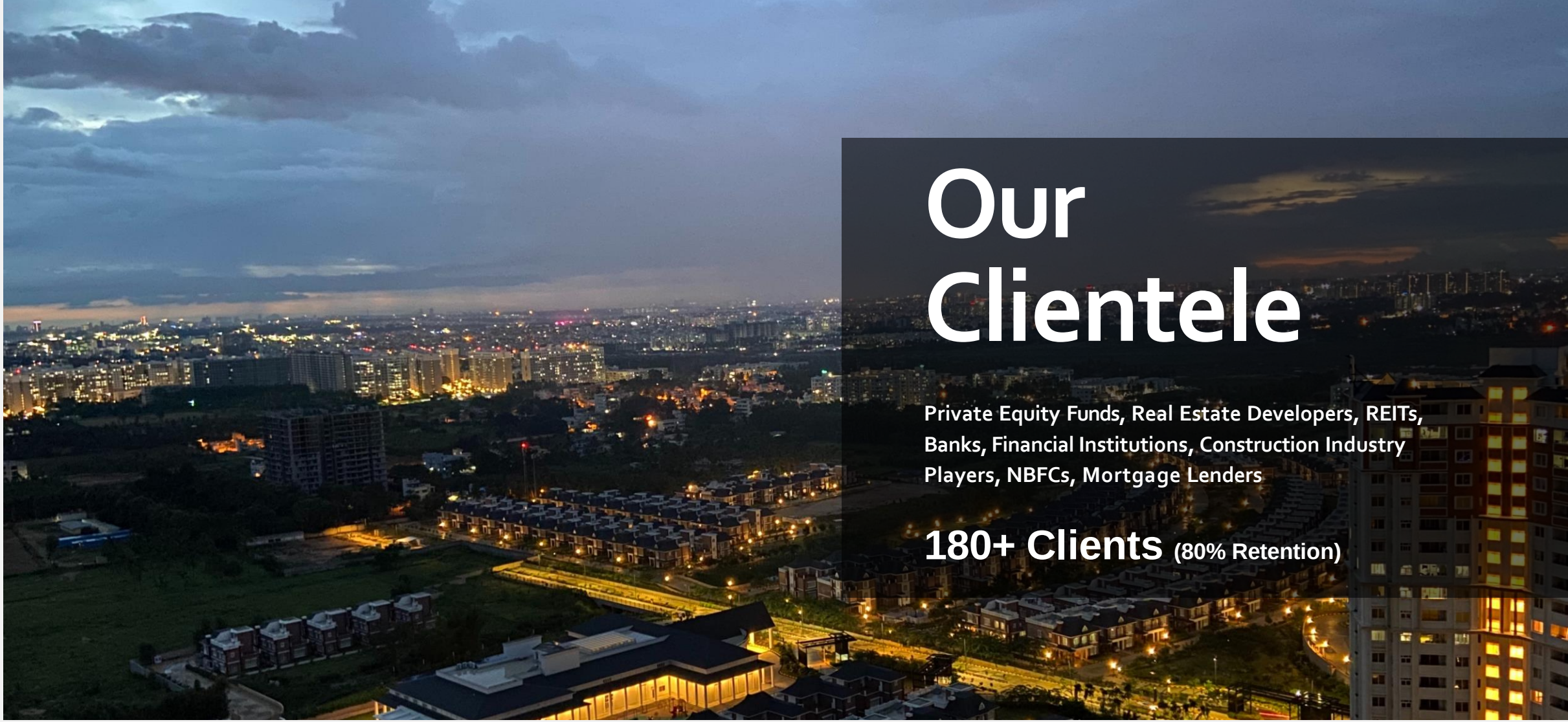
Includes Project Monitoring/ Progress Reporting Developer & Project Assessment & Rating, Developer Valuation & Automated Valuation Model (AVM) Automated APF reports. Supporting leading banks in powering their real estate/home loan portals

44 Cities Coverage

Tier 01: 14 cities

Tier 02: 30 cities





Our Clientele

Private Equity Funds, Real Estate Developers, REITs, Banks, Financial Institutions, Construction Industry Players, NBFCs, Mortgage Lenders

180+ Clients (80% Retention)

16+ years of coverage

44 Cities

45,000+ Developers

1,63,000+ Projects

1 Crore+ Units

Key Achievements

(Since April 2022 to March 2023)

Highest ever acquisition of new clients

Added **52 new clients** in subscription business, highest since inception of the company, increasing to 180 net clients

Valuation business sees exponential growth

Clients increased from **8 to 35 clients** (Banks, HFCs and NBFCs)

Huge investment of 900 Mn+ in Data Procurement and Technology till date

INR 70+ Mn of investment per annum in maintaining **700+ GB data** and technology upgradation

Our team is growing

Combined team got enhanced from 200 to **370+ employees** in parent and subsidiary company

Expansion in Valuation Business

Increased presence from **10 to 36 cities**

1 Billion+ data points covered overall

We record more than **100 relevant data points** per project of more than 1 Crore units

Added over 6 Mn records of Registration Data for the past 13 years

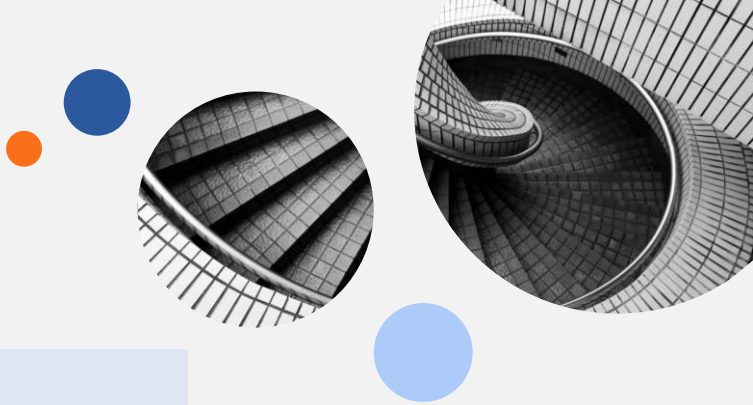
Covering residential and commercial across Mumbai, Thane, Navi Mumbai, Pune, NCR, Chennai, Hyderabad and Bengaluru

100% Integration of RERA Data

We track more than **105,000+ projects** covering all 22 states implemented by RERA

Key Highlights

12 months Consolidated Figures (April-March)



		FY 2023	FY 2022
		Figures (in thousands)	
Overall Growth in Revenues	▲ 24%	2,90,538	2,33,683
i. Growth in Subscription Business	▲ 16%	1,88,861	1,62,565
ii. Growth in Consulting and CRM Business	▲ 43%	1,01,676	71,118
iii. Other Income	▲ 81%	32,528	17,974
Growth in Profit Before Tax (PBT)	▲ 15%	1,42,151	1,23,208
Profit margin before Tax (in %)		49%	

"PropEquity has led in the business of real-estate data and analytics and continuously paves the path for innovation in enhancing data backed decision making."
Mr. Samir Jasuja
(MD & CEO, PropEquity)

Thank you

For further information on the company, please visit our website:
www.propequity.in

P.E. Analytics Limited

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