

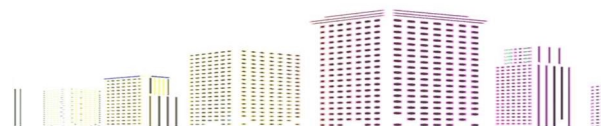
# P. E. Analytics Limited

Formerly known as P.E. Analytics Private Limited

[www.propequity.in](http://www.propequity.in)

[info@propequity.in](mailto:info@propequity.in)

PROPEQUITY  
CREATING INVESTOR INTELLIGENCE



The Manager-Listing  
**National Stock Exchange of India Limited**  
'Exchange Plaza', 5<sup>th</sup> Floor,  
C-Block-G, Bandrakurla Complex  
Bandra (East), Mumbai 400051

20.01.2023

**Symbol-PROPEQUITY**

Dear Sir/ Madam,

**Subject: Announcement under Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

In accordance with the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we enclose herewith Investor Presentation – Key Highlights (Quarter 1<sup>st</sup> October 2022 – 31<sup>st</sup> December 2022) released by the Company. Further, pursuant to Regulation 46 of SEBI (Listing Obligations and Disclosure Requirements), the aforesaid information is also available on the website of the Company i.e [www.propequity.in](http://www.propequity.in).

The above information and attachment is for your record and reference.

Thanking you.  
Yours faithfully,

For **P. E. Analytics Limited**

**Chetna Mann**  
Company Secretary & Compliance Officer

Encl: As above

Investor Presentation

# Quarterly Review

Q3 (October – December 2022)



# Contents

- Vision and Mission
- Product & Service Offerings
- Our Clientele and Coverage
- Key Achievements
- Key Financial Highlights
- Contact Us





# 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



# Our Clientele

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

**160+ Clients** (80% Retention)

**15+** years of coverage

**44**  
Cities

**45,000+**  
Developers

**1,50,000+**  
Projects

**1 Crore+**  
Units

# 44 Cities Coverage

Tier 01: 14 cities

Tier 02: 30 cities





# Key Achievements

(Since April 2022)



## We're adding new clients

Added 21 net new clients in subscription and 16 new HFCs/banks in valuation business



## Valuation Business on a roll

CRM Business Revenue has augmented on an average of 45 lakhs/month to 80 lakhs/month



## Our customers keep coming back

Our Client retention is 80%



## Expansion in Valuation Business

Increased presence from 15 to 25 cities



## Our team is growing

Combined team got enhanced from 200 to 300+ employees in parent and subsidiary company



## No debt?

Zero Debt Company with cash reserves of over 50 crores



# Key Highlights

9 months figures (April-Dec)

April-Dec 2022

April-Dec 2021

Figures (in thousands)

Overall Growth in Revenues	▲	35%	2,34,097	1,73,669
i. Growth in Subscription Business	▲	21%	1,40,758	1,16,062
ii. Growth in Consulting and CRM Business	▲	48%	72,114	48,649
iii. Other Income	▲	136%	21,225	8,958
Growth in Profit Before Tax (PBT)	▲	34%	1,11,215	82,841
Profit margin before Tax (in %)			47%	

# Key Highlights

3 months figures (Oct-Dec)


Oct-Dec 2022

Oct-Dec 2021

Figures (in thousands)

Overall Growth in Revenues	▲	34%	81,292	60,501
i. Growth in Subscription Business	▲	23%	48,714	39,517
ii. Growth in Consulting and CRM Business	▲	47%	27,011	18,382
iii. Other Income	▲	113%	5,547	2,602
Growth in Profit Before Tax (PBT)	▲	11%	36,596	32,871
Profit margin before Tax (in %)			45%	





“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](http://www.propequity.in)

**Chetna Mann**

P.E. Analytics Limited

Email: [investors@propequity.in](mailto:investors@propequity.in) and [info@propequity.in](mailto:info@propequity.in)

