

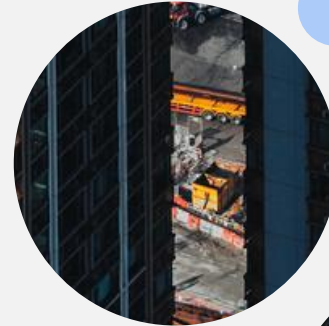
Investor Presentation

Half Yearly Review

H1 FY'23-24 (April - September 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



Our Clientele

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

190+ Clients (83% Retention)

16+ years of coverage

44 Cities

45,000+ Developers

1,65,000+ Projects

1 Crore+ Units

44 Cities Coverage

Tier 01: 14 cities

Tier 02: 30 cities



Key Achievements

(30th September 2022 to 30th September 2023)



Subscription Business on growth

Net new clientele increased by **17%** from 30th September 2022 (163 net clients) till 30th September 2023 (190 net clients) in subscription business



Strong relations with marquee clientele

Our Client retention grew to **83%**



Our team is growing

Combined team got enhanced from 300 to **500+ employees** in parent and subsidiary company



Valuation Business on a roll

CRM Business Revenue has augmented on an approx. 68 lakhs/month (in Sep'22) to 150 lakhs/month (in Sep'23), which translates to a growth of **121%**.



Expansion in Valuation Business

Increased presence from 25 cities and towns to **100 cities and towns**, and increased our clients from 25 to **65 Banks, HFCs and NBFCs**.




B2C Initiative

We have been making significant investments in the B2C initiative, costs of which is coming out from our profits, and will be launching it in this financial year



No debt and growing Cash Reserves

Zero Debt Company with cash reserves and investments increasing from 58 crores (in Sep'22) to **over 65 crores** (till Sep'23)



“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

Nadeem Arshad

P.E. Analytics Limited

Email: cs@propequity.in and info@propequity.in

