

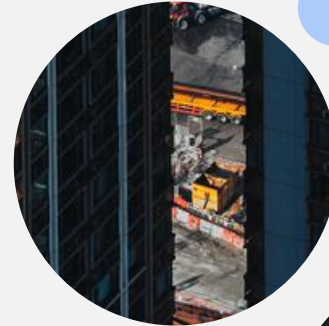
Investor Presentation

Quarterly Review

Q1 FY'24 (April 2023 – June 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 2023 to June 2023)



Highest ever acquisition of new clients

Added **16 new clients** in subscription business in this quarter, with a monthly billing of 7.5 lacs per month



Valuation business sees exponential growth

Clients increased from **35 to 55 Clients** (Banks, HFCs and NBFCs) over the last two quarters



Largest in India now

We are proud to share with you that we have become the largest retail valuation business through PropEdge in India



Our team is growing

Combined team got enhanced from 370 to **445 employees** in parent and subsidiary company



Expansion in Valuation Business

Increased presence from **36 cities to 52 cities**



B2C Initiative

We will soon be launching our B2C initiative within this year, this will tremendously increase our brand value and will benefit us hugely in the B2B segment as well.

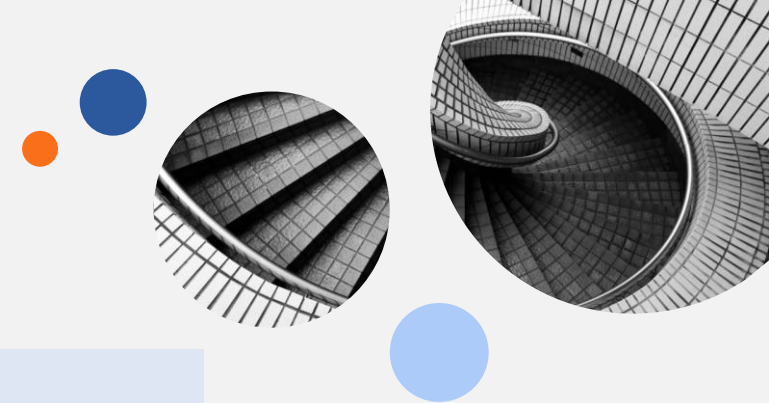


Partnership with a digital marketing and social media company


We are partnering with **Wired Hub**, a sister concern of **Step 1** (www.step1inc.com) which has over 80 employees and has clients like Pepsi, Ducati, DLF, etc. to offer digital advertising, brand consulting, strategy and design services to the real-estate vertical especially the developers.

Key Highlights

3 months Figures (April-June)



		Q1 (April'23 to Jun'23)	Q1 (April'22 to Jun'22)
Figures (in thousands)			
Overall Growth in Revenues	▲ 46%	84,823	58,186
i. Growth in Subscription Business	▲ 19%	49,994	42,132
ii. Growth in Consulting and CRM Business	▲ 117%	34,829	16,054
iii. Other Income	▲ 98%	7,980	4,027
Growth in Profit Before Tax (PBT)	▲ 50%	39,691	26,390
Profit margin before Tax (in %)	47%	-	-



“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,
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