

A low-angle, upward-looking photograph of several modern skyscrapers with glass facades, creating a sense of height and urban density. The sky is a pale, overcast blue.Two large, overlapping geometric shapes on the left side of the image. The top shape is a dark blue triangle pointing downwards, and the bottom shape is an orange triangle pointing upwards. They overlap in the center, creating a darker blue/orange hue.

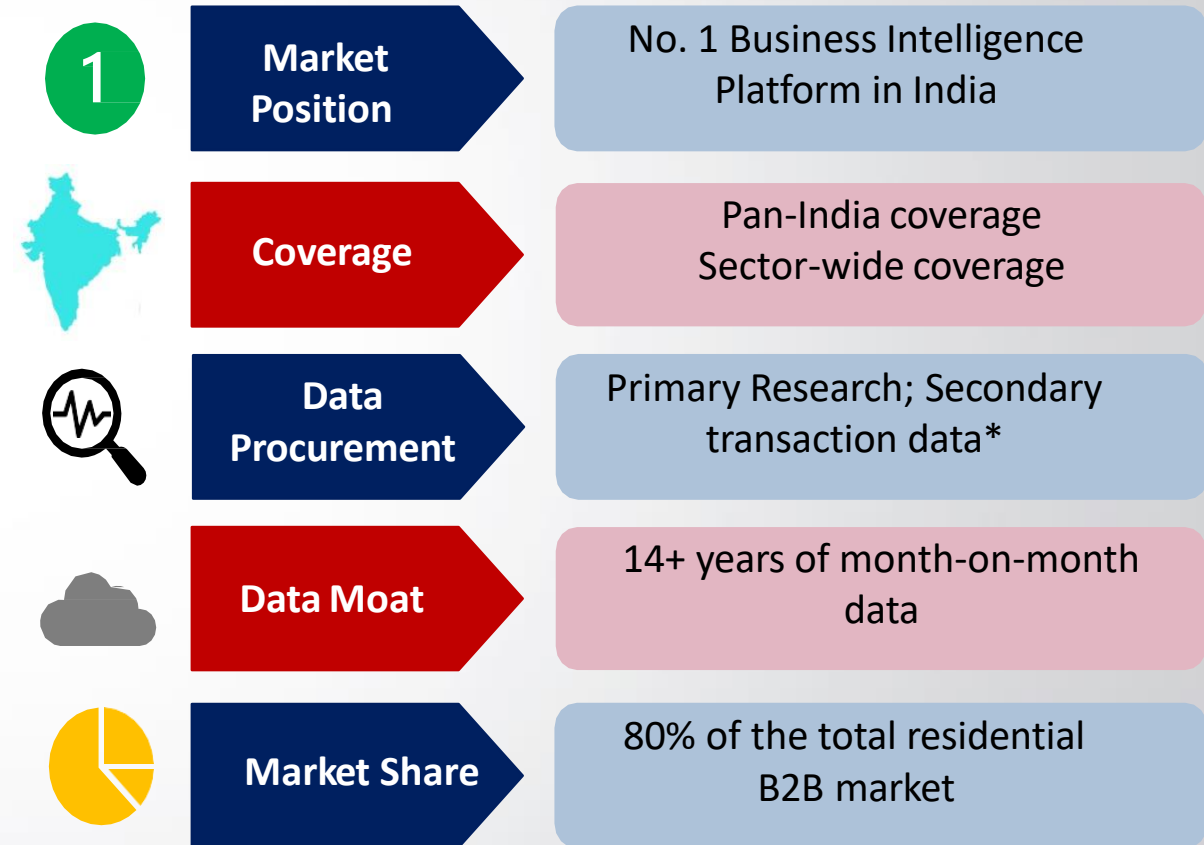
PROPEQUITY

CREATING INVESTOR INTELLIGENCE

PropEquity: Real Estate Data Analytics Platform

- ❖ Propequity: **India's LARGEST AND MOST COMPREHENSIVE Business Intelligence (BI) platform** for real estate, using **cutting edge technology**.
- ❖ The company provides **real estate data, analytics, market research reports** on its platform for a yearly subscription fees.
- ❖ The company has a total of **200+ employees** on its rolls.
- ❖ Over **168 months of catalogued month-on-month data** across 44 Indian cities.
- ❖ Key Clients: **Real Estate PE Funds, REITs, Banks, Financial Institutions, NBFCs, Equity Research Firms, Construction Industry and Developers.**
- ❖ **Over 70 Cr of investments** have been made in data and technology over the years, we continue **to invest over 6 Cr a year** in keeping the data updated

KEY HIGHLIGHTS



Catering To B2B Customers

PRODUCT	OVERVIEW	CLIENTELE
REAL ESTATE BUSINESS INTELLIGENCE	Subscription-based data analytics platform to aid in decision making process	Private Equity Funds, Real Estate Developers, REITs, Banks, Financial Institutions, Construction Industry Players
RESEARCH & CONSULTING	Customized Research: Development Feasibility Studies, Demand Assessment, Financial Models, Profiling Analysis	137 Clients (80% Retention)
COLLATERAL RISK MANAGEMENT	Retail Valuation Services, Project Monitoring, Approved Project Finance, Construction Delays, Builders Track Record, Market & Risk Analysis	Banks, NBFCs, Mortgage Lenders

14+ YEARS OF COVERAGE

129,124

Projects

92,65,340

Units

44

Cities

38,134

Developers

Key Highlights

FY 2022

FY 2021

(Values in Lakhs)

Overall growth in Revenues



33%

Revenue from Operation	2,390	1801
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Growth in Subscription Business



16%

Added 15 new prestigious clients on annual subscription basis in the last quarter.

Website Subscription	1,615	1,393
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Growth in Research & Consulting



157%

Concluded 10 reports in the last quarter.

Research & Consulting	139	54
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Growth in CRM Business



171%

Added 3 new prestigious banks.

CRM Valuation Income	573	212
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Growth in Other Income



26%

Not Included in Revenue from Operations.

Other Income	180	143
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Key Highlights

FY 2022

FY 2021

(Values in Lakhs)

Growth in EBITDA



35%

Growth in EBITDA

1,260

930

Growth in PAT



39%

Growth in PAT

931

671

Growth in Reserve and Surplus



68%

Growth in Reserve and
Surplus

4,471

2,659

Growth in Net Worth



107%

Growth in Net Worth

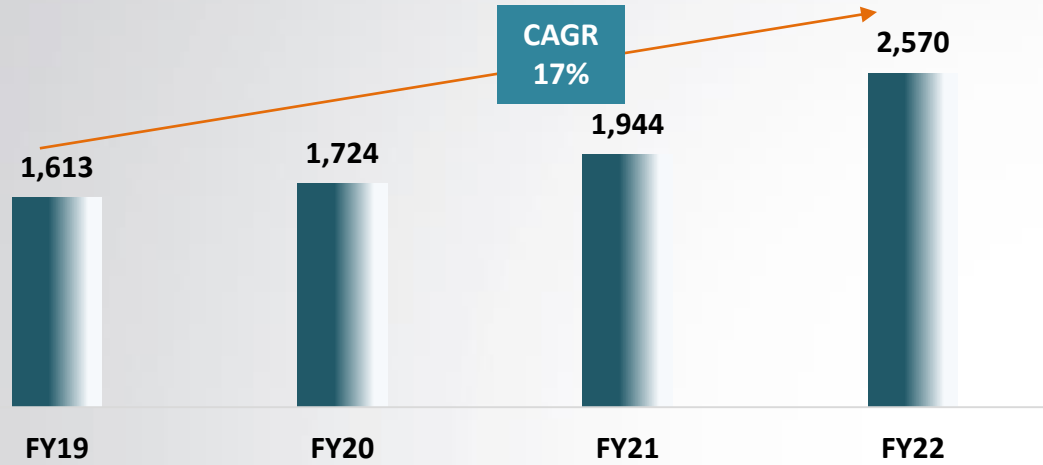
5,519

2,662

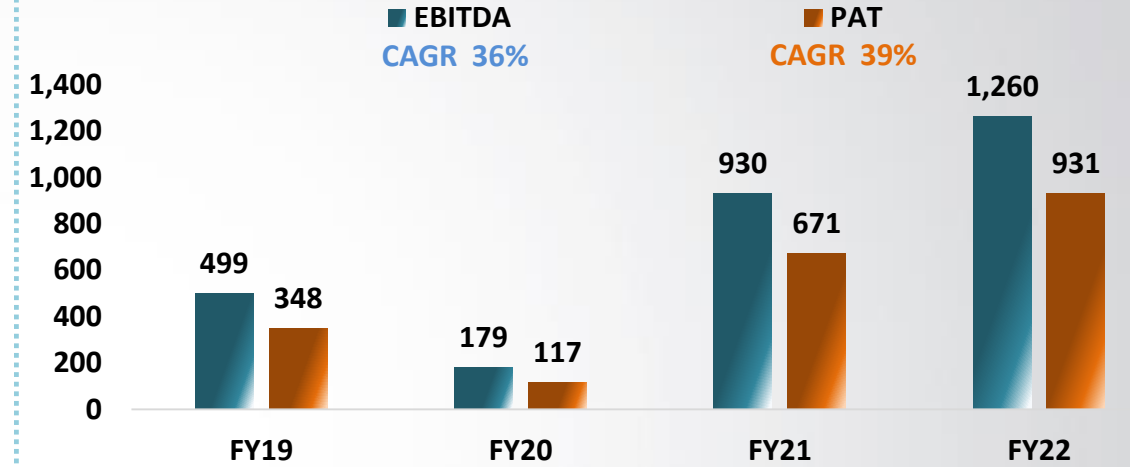
Zero Debt company with cash reserves of over 50 Crores

Financial Summary

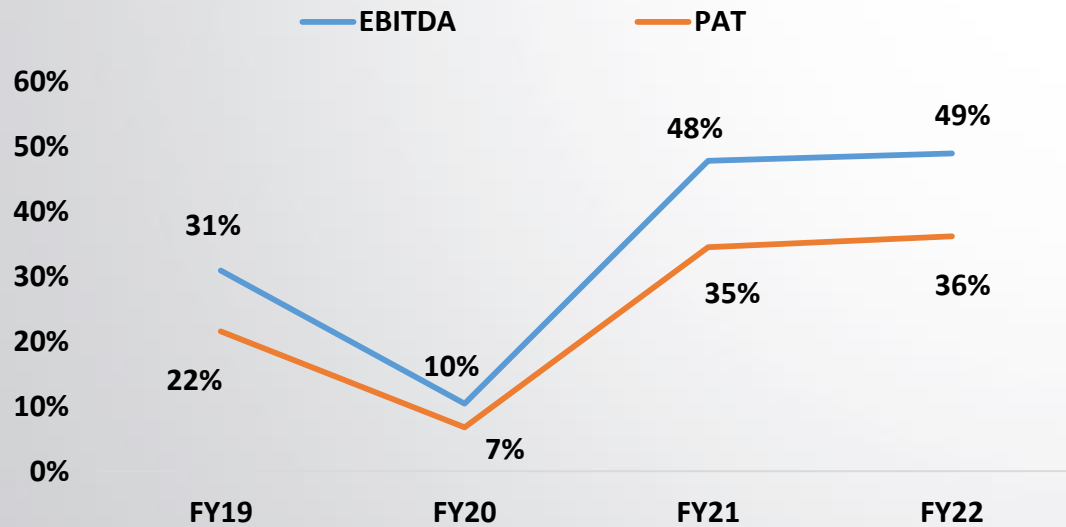
Total Revenue (Rs in Lakh)



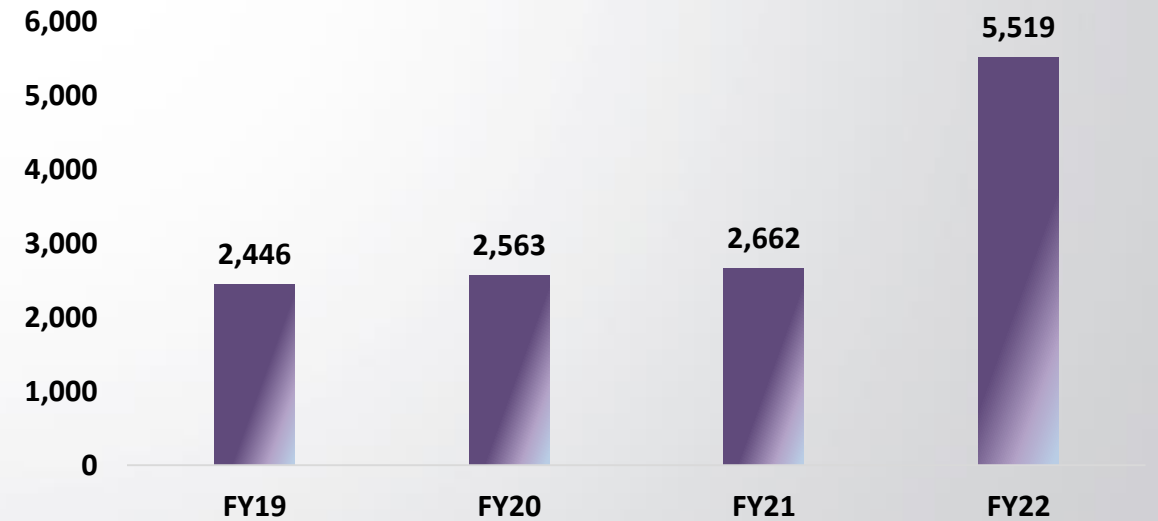
Earnings (Rs in Lakh)



Profit Margin



Net Worth (Rs in Lakh)



Financials (Rs in Lakh)

Income Statement	FY19	FY20	FY21	FY22
Revenue from Operations	1,488.76	1,562.04	1,801.25	2,390.62
Other Income	124.68	162.32	142.69	179.74
Total Revenue	1,613.44	1,724.36	1,943.94	2,570.36
Expenditure:				
Employee Expenses	769.52	825.04	848.71	1,095.73
Other Expenses	344.96	719.90	165.02	214.74
Total Expenditure	1,114.48	1,544.94	1,013.72	1,310.47
EBITDA	498.96	179.42	930.22	1,259.89
Depreciation	19.03	28.21	29.75	31.61
EBIT	479.93	151.21	900.47	1,228.29
Finance cost	0.17	0.22	0.18	0.00
Prior Period Expenses	-	-	-	5.92
EBT	479.76	150.99	900.29	1,222.36
Tax	132.01	33.96	229.09	291.25
PAT	347.74	117.03	671.20	931.12

Ratio	FY19	FY20	FY21	FY22
Margin				
EBITDA	30.9%	10.4%	47.9%	49.0%
EBT	29.7%	8.8%	46.3%	47.6%
PAT	21.6%	6.8%	34.5%	36.2%
Capital Ratio				
RoE	14.2%	4.6%	25.2%	16.9%
RoCE	19.6%	5.9%	33.8%	22.3%

Liabilities	FY19	FY20	FY21	FY22
Share Capital	4.25	4.25	3.20	1,048.21
Reserve & Surplus	2,441.25	2,558.27	2,658.83	4,471.18
Net Worth	2,445.50	2,562.52	2,662.03	5,519.39
Long-term Borrowings	0.23	0.23	0.23	-
Long-term Provisions	68.24	91.07	119.71	106.65
Total Non Current Liabilities	68.47	91.31	119.94	106.65
Trade payables	73.58	24.19	0.40	21.34
Other current liabilities	153.58	268.42	384.72	1,783.70
Short-term provisions	4.53	4.51	4.53	14.64
Total Current Liabilities	231.69	297.12	389.66	1,819.68
Sources of Funds	2,745.66	2,950.95	3,171.63	7,445.73
Fixed Assets:				
Property, Plant and Equipments	64.38	59.43	53.08	50.25
Intangibles	25.98	25.97	20.08	15.67
Investments	-	-	-	0.80
Loans & Advances	47.98	100.49	0.70	-
Other Assets	63.65	71.96	68.63	68.39
Total Non Current Assets	201.99	257.84	142.48	135.11
Current Investments	375.81	154.81	478.60	485.87
Trade Receivables	287.96	271.71	342.76	404.58
Cash and Bank balances	1,667.27	1,913.30	2,108.08	6,211.59
Loans and Advances	28.57	41.90	24.53	28.58
Other current assets	184.05	311.39	75.18	180.00
Total Current Assets	2,543.67	2,693.11	3,029.14	7,310.62
Application of Funds	2,745.66	2,950.95	3,171.63	7,445.73