

Q1 FY25 (April – June, 24) Business Update

# Qrtrly Investor Presentation

PropEquity (P.E. Analytics Limited)

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- Our Clientele and Coverage
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# 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.

## Valuations and 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, Banks, Financial Institutions, Education, Construction Industry, NBFCs and Mortgage Lenders

**215+ Clients** (81% Retention)

**17+** years of coverage

**44**  
Cities

**57,500+**  
Developers

**1,73,000+**  
Projects

**1.18 Crore+**  
Units



# Key Highlights

## UNAUDITED CONSOLIDATED FINANCIALS – Q1 FY25 Figures (April – June, 24)

(Every quarter has seen a positive growth since our IPO in April 2022)

			Q1 FY25 (April – June, 24)	Q1 FY24 (April – June, 23)
			Figures (in thousands)	
Overall Growth in Revenues	▲	29%	1,20,622	93,638
i. Growth in Subscription Business	▲	10%	54,963	49,994
ii. Growth in Research & Consulting	▲	3%	2,084	2,030
iii. Growth in Valuation/ CRM Business	▲	54%	50,668	32,799
iii. Other Income	▲	46%	12,908	8,815
Growth in Profit Before Tax (PBT)	▲	28%	49,768	38,997

*(All costs of new initiatives like the social media platform and PropAlert (project monitoring services) is being borne out of internal accruals)*

# Key Highlights



PROPEQUITY  
CREATING INVESTOR INTELLIGENCE

## UNAUDITED STANDALONE PROPEQUITY FINANCIALS – Q1 FY25 Figures (April – June, 24)

Figures (in thousands)	For the Period Q1 FY25 (April – June, 24)	For the Period Q1 FY24 (April – June, 23)	% Change
<b>INCOME</b>			
Website subscriptions	54,963	49,994	10%
Research & Consulting services	2,084	2,030	3%
<b>REVENUE FROM OPERATIONS</b>	<b>57,047</b>	<b>52,024</b>	<b>10%</b>
Other income	12,903	8,807	47%
<b>TOTAL INCOME</b>	<b>69,949</b>	<b>60,831</b>	<b>15%</b>
<b>EXPENSES</b>			
Employee benefits expense	23,377	21,504	9%
Depreciation and Amortization expense	865	647	34%
Other expenses	6,574	5,544	19%
<b>TOTAL EXPENSES</b>	<b>30,816</b>	<b>27,695</b>	<b>11%</b>
<b>PROFIT BEFORE TAX (PBT)</b>	<b>39,133</b>	<b>33,136</b>	<b>18%</b>

# Key Highlights

UNAUDITED STANDALONE PROPEGE FINANCIALS – Q1 FY25 Figures (April – June, 24)

**PropEdge**  
(Our Subsidiary)

Figures (in thousands)	For the Period Q1 FY25 (April – June, 24)	For the Period Q1 FY24 (April – June, 23)	% Change
<b>INCOME</b>			
Valuation and Professional services	50,668	32,799	54%
<b>REVENUE FROM OPERATIONS</b>	<b>50,668</b>	<b>32,799</b>	<b>54%</b>
Other income	5	8	
<b>TOTAL INCOME</b>	<b>50,673</b>	<b>32,807</b>	<b>54%</b>
<b>EXPENSES</b>			
Employee benefits expense	32,053	20,549	56%
Depreciation and Amortization expense			
Other expenses	7,985	6,397	25%
<b>TOTAL EXPENSES</b>	<b>40,038</b>	<b>26,946</b>	<b>49%</b>
<b>PROFIT BEFORE TAX (PBT)</b>	<b>10,635</b>	<b>5,861</b>	<b>81%</b>



# Key Highlights

% PROFIT BEFORE TAX (P.B.T)



PROPEQUITY  
CREATING INVESTOR INTELLIGENCE

**56%**

PROPEQUITY WITH  
OTHER INCOME\*  
P.B.T

**46%**

PROPEQUITY  
WITHOUT OTHER  
INCOME\* P.B.T

**21%**

PROPEGE  
P.B.T  
(since there is negligible  
other income)

**41%**

CONSOLIDATED  
(PROPEQUITY+  
PROPEGE) P.B.T

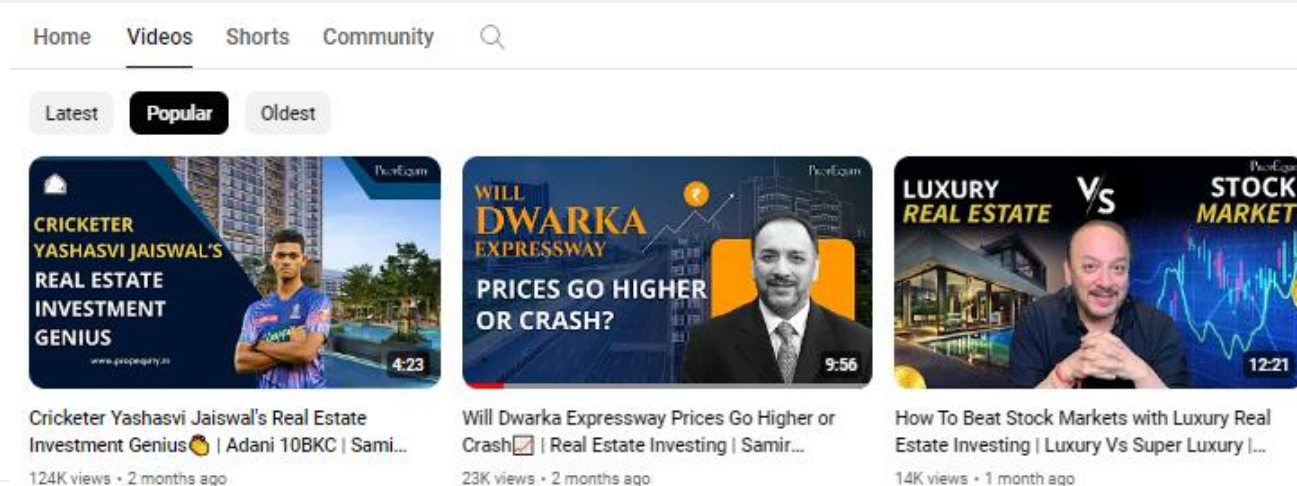
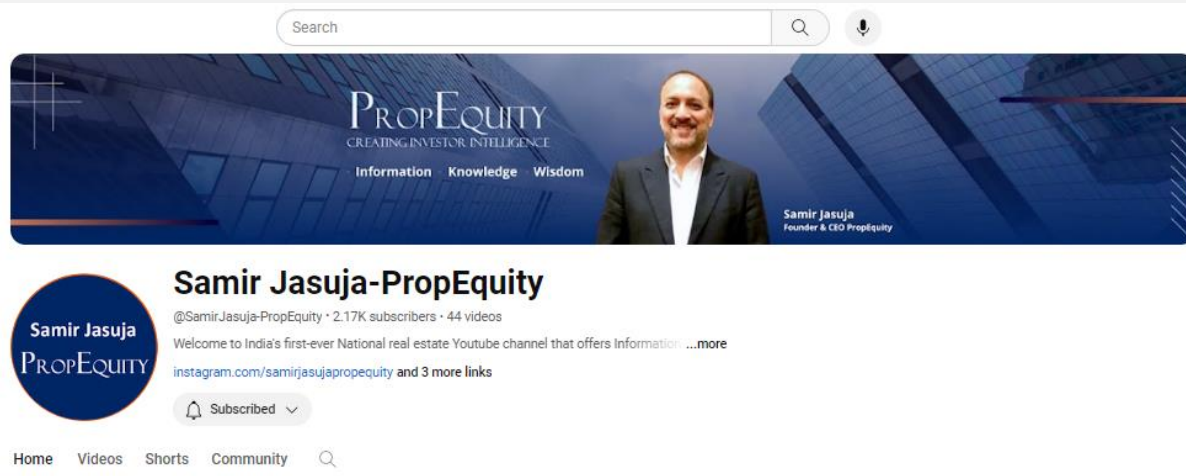
\*PropEquity's other income is the Interest Earned on Fixed Deposits and Dividends which will continue for the foreseeable future

# YOUTUBE Social Media Platform



We have successfully launched our YouTube platform ([@Samir\\_Jasuja-PropEquity](#)) in Feb 2024 and have posted over 80+ unique videos in long-form content.

- India's first-ever National real estate YouTube channel that offers **Information, Knowledge and Wisdom** of the Real Estate Market backed by data analytics & business intelligence tools!
- Our YouTube platform and reach will aid us in our **educational initiative, lead generation** and **brand enhancement** of PropEquity.
- We also aim to become **India's largest real estate social media influencer** and **brand ambassador** for real estate project and related activities.





PropEquity is thrilled to announce the launch of its new vertical:



Launching: 1<sup>st</sup> September 2024

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



**We are Launching:**



**India's first and only service providing real-time updates and actionable intelligence on progress and other attributes of under-construction homes for homebuyers across 44 Indian cities.**

## PROBLEM STATEMENT

**1/5** Home Buyers

never got their under construction homes and lost their lifetime savings in the last 8 years.

**5 Lacs +**

units in 1,981 projects, remain undelivered across 42 cities, in the last 8 years

**2 Million+**

under-construction homes in the top 44 cities at any given time signifying a huge market.

## PROPALERTS STRENGTHS AND MOAT

**PropEquity through PropAlert is uniquely poised to provide unique solutions to the homebuyers and lead the way.**

Tracking

**1,73,000** Projects

**57,500** Developers

across 44 cities for the past 16 years

Team

**300+** Civil Engineers

**500+** Employees

on ground across all the 44 cities

Clientele

**100+** Banks  
HFC's  
NBFC's

Already providing project monitoring services and valuations.



# :We are all over the Media (16<sup>th</sup> Aug, 2024)

## STALLED Over 5 Lakh Homes Yet to be Delivered in 44 Cities

Number of unfinished units in 2024 is 9% higher than in 2018; SWAMIH fund falls short

**Faizan Haidar**

New Delhi: One in five under-construction homes, totalling more than 500,000 units, remain undelivered as 1,981 projects across 44 cities have stalled over the past eight years, according to data from listed analytics firm PropEquity.

The number of stalled units has risen by 9%, reaching 508,202, up from 465,555 in 2018.

Meanwhile, the remaining under-construction homes have been delivered, albeit with significant delays of three-four years.

According to the data, 1,636 projects totalling 431,946 units in 14 Tier I cities and 345 projects totalling 76,256 units in 28 Tier II cities have been stalled. Greater Noida leads the tier I cities with 74,645 units stalled, while Bhiwadi tops the list in tier II cities with 13,393 units.

Greater Noida recorded the highest proportion of stalled units among tier I cities, with 17% (74,645 units across 16 projects), followed by Thane with 13% (57,520 units in 186 projects) and Gurugram with 12% (52,509 units in 158 projects). Mumbai had the maximum number of stalled projects at 234, followed by Bengaluru with 225 projects and Thane with 186 projects.

"The problem of stalled projects and the subsequent rise is due to the lack of execution capabilities of developers, cash-flow mismanagement, and diversion of funds to buy new land banks or retire other loans. The need of the hour is independent third-party audit services for homebuyers to empower them to make an informed decision about the developers' capabilities to complete the project on time," said Samir Jasuja, Founder and CEO at PropEquity.

To address the issue of stalled projects, the government launched the Special Window for Affordable and Mid-Income Housing (SWAMIH) Fund in November 2019. Till date, the SWAMIH Fund has raised ₹15,530 crore to complete all stalled projects.

However, the fund has only completed approximately 32,000 units in the last five years.

The primary causes include developers' lack of execution capabilities, cash flow mismanagement, and diversion of funds.

Projects at 234, followed by Bengaluru with 225 projects and Thane with 186 projects.

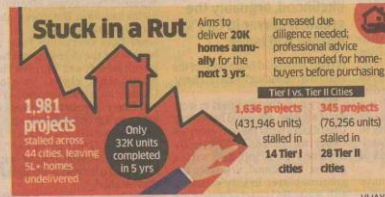
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## Nearly 2,000 housing projects stalled across 42 cities: PropEquity

**Greater Noida, Bhiwadi top respective segments**

**NEW DELHI, PTI**

Nearly 2,000 housing projects comprising 5.08 lakh units are stalled across 42 cities in the country, mainly due to the lack of execution capabilities of developers and lack of execution capabilities, according to data analytics firm PropEquity.

As per the PropEquity data, there are 1,981 residential projects that are stalled totalling 5.08 lakh units. Of these stalled projects, as many as 1,636 projects totalling 4,31,946 units are in 14 tier I cities, while 345 projects totalling 76,256 units are in 28 tier II cities.

It also pointed out that the number of stalled units rose to 5,08,202 from 4,65,555 units in 2018.

Samer Jasuja, Founder and CEO at PropEquity said, "The problem of stalled projects and the subsequent rise is due to the lack of execution capabilities of developers, cash-flow mismanagement and diversion of funds to buy new land banks or retire other loans."

He stressed on the need to provide independent third-party audit services for homebuyers to empower them to make an informed decision about the developers' capabilities to complete the project on time.

PropEquity data showed that Greater Noida in tier I cities and Bhiwadi in tier II cities have the maximum number of stalled projects, followed by Jaipur and Bhiwadi with 37 projects and 33 projects, respectively.

PropEquity captures real estate data for RERA approved projects in 44 Indian cities, including 14 Tier I cities and 30 Tier II cities.

The 30 Tier II cities include - Amritsar, Mohali, Ludhiana, Chandigarh, Panipat, Dehradun, Bhiwadi, Sonapat, Jaipur, Agra, Lucknow, Bhopal, Indore, Visakhapatnam, Vijayawada, Guntur, Goa, Mangalore, Mysore, Coimbatore, Kochi, Trivandrum, Raipur, Bhubaneswar, Ahmedabad, Gandhinagar, Vadodra, Surat, Nashik and Nagpur.

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However, the fund has only completed approximately 32,000 units in the last five years.

## 2,000 housing projects stalled across 42 cities: PropEquity

Hyderabad has 25 halted projects with 6,169 units; Pune has 172 stalled projects comprising 24,129 units; Bengaluru has 225 stalled projects comprising 39,908 units; Kolkata (82 projects 24,174 units) and Chennai (92 projects, 21,867 units)

**NEW DELHI**

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However, the fund has only completed approximately 32,000 units in the last five years.

## National Publications

- Economic Times
- Hindu Business Line
- The Telegraph
- Financial Express
- Hindustan Times
- Deccan Herald
- BizzBuzz
- Pioneer
- Dainik Jagran
- NDTV Profit
- ABP Live
- The Statesman
- Business Standard
- Nav Bharat Times
- News 18
- Republic World
- News Drum
- Outlook Business

## Few Online Articles

- [www.economictimes.com/article](http://www.economictimes.com/article)
- [www.hindubusinessline.com/article](http://www.hindubusinessline.com/article)
- [www.businessstandard.com/article](http://www.businessstandard.com/article)
- [www.news18.com/article](http://www.news18.com/article)
- [www.republicworld.com/article](http://www.republicworld.com/article)
- [www.outlookbusiness.com/article](http://www.outlookbusiness.com/article)
- [www.navbharat.indiatimes.com/article](http://www.navbharat.indiatimes.com/article)
- [www.thehindubusiness.com/article](http://www.thehindubusiness.com/article)
- [www.newsdrum.com/article](http://www.newsdrum.com/article)

## Local Publications

- Prajavani - Bangalore
- Punya Nagari - Mumbai
- Eenadu - Hyderabad
- Velugu - Hyderabad
- Dina Malar - Chennai

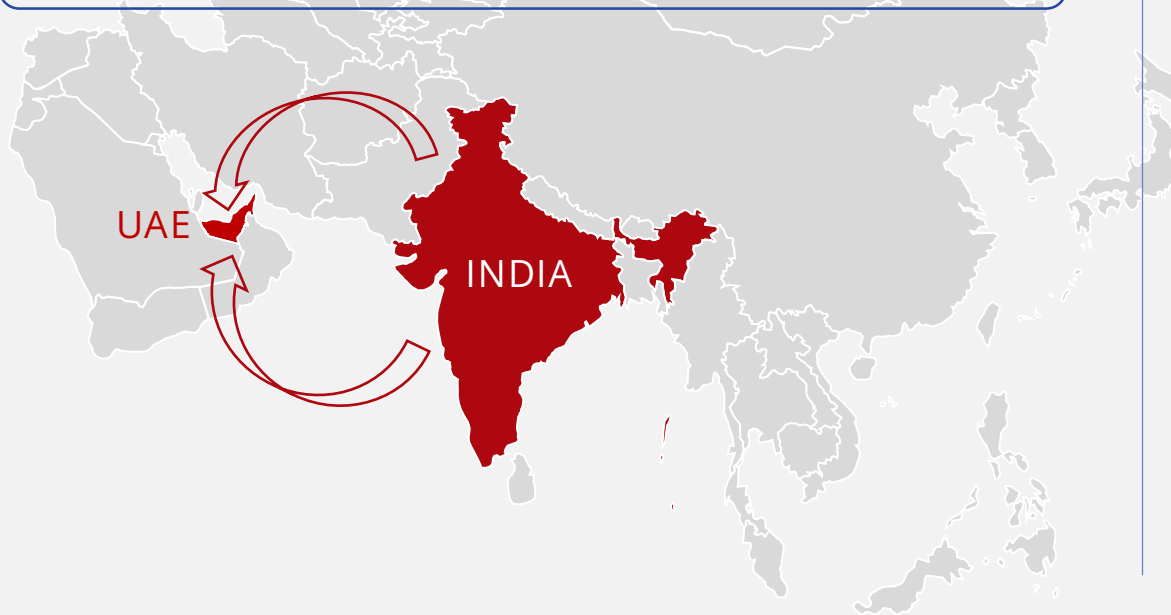
Published by over 40 of the biggest Media Houses in India

# PropEquity Middle East (by Dec 2024)

## Going International!

We will be launching our international services in partnership with seasoned and local partners in the Middle-East by end of 2024.

**"PropEquity Middle East"** has been incorporated in August, in Dubai and will offer its services in the Real Estate and Hospitality sectors. starting with Saudi Arabia



## Proposed Services

### Subscription Services

Subscription-based data analytics services that provide clients with regular insights and analysis on market trends, demand & supply, pricing, and inventory overhang.



### Feasibility Studies and Advisory

Comprehensive reports that include demand supply landscape, competition benchmarking, financial projections, and risk assessments, for real estate assets



### Highest and Best Use Studies

Our HBU Studies will determine the most profitable and efficient use of a project. This involves evaluating various potential uses of a property and identifying the option that maximizes its value



### Asset Mgmt. Services

Consulting asset management services focuses on maximizing the value and performance of real estate investments. We will offer comprehensive management. solutions that include property maintenance, tenant relations, financial and strategic planning.





# Key Highlights

## ACHIEVEMENTS – PROPEQUITY AND PROPEDGE



### Maintaining High-EBIDTA margins

Our EBIDTA margin continues to be above 50% on a standalone basis and 41% on a consolidated basis.



### Increase in subscription clients

We have successfully added 21 new clients in the subscription business in the last quarter, and our client retention rate continues to be over 81%.



### Valuation business continues exponential growth

We have grown from 70 to 100+ clients (Banks, HFCs and NBFCs) in the last quarter.



### Our social media vertical

We have already created 80+ videos of unique real estate content, not been seen on YouTube before. We are in talks with a large media house for collaborating with them to integrate our social media on their platform.



### Our team is growing

We have grown from 369 employees to 402 employees in PropEdge, and 142 in PropEquity totaling to 544 employees.



### Zero debt and enhancing cash reserves

Our cash reserves and liquid current assets have exceeded over Rs. 800 million as of 30<sup>th</sup> June 2024.

# PropEquity- Consolidated Cash Flow Statement Q1 FY25 Figures (April – June, 24)

	Particulars	For the Quarter ended 30th June 2024	For the Quarter ended 31st March 2024
A.	<b>Cash flows from operating activities:</b>		
	Profit/(Loss) before tax & extraordinary items	49,768	1,57,858
	Adjustment to reconcile profit before tax to net cash flows		
	Depreciation and amortisation expense	865	3,458
	Dividend Income	-	(3,191)
	Provision for doubtful debts /advances recoverable in cash or kind/(written back)	-	(3,016)
	Gratuity Paid allowed during the year	(114)	(3,305)
	Provision for Gratuity Created	-	5,130
	Balance written off	-	3,453
	Property, Plant and Equipment (PPE) written off	-	208
	Net loss on sale of Current Investment	-	-
	Amount Written back	-	(7)
	Interest Income	(12,906)	(36,829)
	<b>Operating profit before working capital changes</b>	<b>37,613</b>	<b>1,23,758</b>
	Movements in working capital :		
	- Increase/(decrease) in trade payables	(2,335)	3,703
	- Increase/(decrease) in short term provisions		-
	- Increase/(decrease) in other current liabilities	30,585	19,947
	- (Increase)/decrease in trade receivables	(7,938)	(24,978)
	- (Increase)/decrease in short term loan & advances	(22,477)	1,214
	- (Increase)/decrease in other current assets	14,086	(26,179)
	<b>Cash generated from /(used in) operations</b>	<b>49,534</b>	<b>97,465</b>
	Net Taxes Paid/(Received)	-	(43,833)
	<b>Net cash flow from/ (used in) operating activities (A)</b>	<b>49,534</b>	<b>53,632</b>
B.	<b>Cash flows from investing activities</b>		
	Purchase of Property, Plant & Equipment	(82)	(4,643)
	Sale of current investments	-	-
	Interest received	12,906	36,829
	Dividend received	-	3,191
	<b>Net cash flow from/ (used in) investing activities (B)</b>	<b>12,824</b>	<b>35,377</b>
C.	<b>Cash flows from financing activities</b>		
	Promoter liability paid back	-	-
	<b>Net cash flow from/ (used in) in financing activities (C)</b>	<b>-</b>	<b>-</b>
	<b>Net increase/(decrease) in cash and cash equivalents (A + B + C)</b>	<b>62,358</b>	<b>89,010</b>
D.	Cash and cash equivalents at the beginning of the year	6,85,414	5,96,404
	<b>Cash and cash equivalents at the end of the year</b>	<b>7,47,773</b>	<b>6,85,414</b>

# PropEquity- Standalone Cash Flow Statement

Q1 FY25 Figures (April – June, 24)


	Particulars	For the Quarter ended 30th June 2024	For the Quarter ended 31st March 2024
A.	<b>Cash flows from operating activities:</b>		
	Profit/(Loss) before tax & extraordinary items	39,133	1,23,055
	Adjustment to reconcile profit before tax to net cash flows		
	Depreciation and amortisation expense	865	3,458
	Dividend Income		(3,191)
	Provision for doubtful debts /advances recoverable in cash or kind/(written back)		(3,016)
	Gratuity Paid allowed during the year	(114)	(3,305)
	Provision for Gratuity during the year		3,850
	Balance written off		3,453
	Net loss on sale of Current Investment	-	-
	Property, Plant and Equipment (PPE) written off		208
	Interest Income	(12,901)	(36,753)
	<b>Operating profit before working capital changes</b>	<b>26,982</b>	<b>87,760</b>
	Movements in working capital :		
	- Increase/(decrease) in trade payables	(84)	309
	- Increase/(decrease) in short term provisions	-	-
	- Increase/(decrease) in other current liabilities	14,706	15,247
	- (Increase)/decrease in trade receivables	(1,466)	(2,158)
	- (Increase)/decrease in short term loan & advances	(9,584)	1,262
	- (Increase)/decrease in other current assets	12,227	(15,406)
	<b>Cash generated from /(used in) operations</b>	<b>42,781</b>	<b>87,013</b>
	Net Taxes Paid/(received)		(31,678)
	<b>Net cash flow from/ (used in) operating activities (A)</b>	<b>42,781</b>	<b>55,335</b>
B.	<b>Cash flows from investing activities</b>		
	Purchase of Property, Plant & Equipment	(75)	(4,643)
	Sale of current investments	-	-
	Interest received	12,901	36,753
	Dividend received	-	3,191
	<b>Net cash flow from/ (used in) investing activities (B)</b>	<b>12,826</b>	<b>35,301</b>
C.	<b>Cash flows from financing activities</b>		
	Promoter liability paid back	-	-
	<b>Net cash flow from/ (used in) in financing activities (C)</b>	<b>-</b>	<b>-</b>
	<b>Net increase/(decrease) in cash and cash equivalents (A + B + C)</b>	<b>55,607</b>	<b>90,635</b>
D.	Cash and cash equivalents at the beginning of the year	6,83,012	5,92,377
	<b>Cash and cash equivalents at the end of the year</b>	<b>7,38,619</b>	<b>6,83,012</b>



# PropEdge- Standalone Cash Flow Statement

Q1 FY25 Figures (April – June, 24)

	Particulars	For the Quarter ended 30th June 2024	For the Quarter ended 31st March 2024
A.	<b>Cash flow from operating activities</b>		
	Net profit before tax but after exceptional/extraordinary items	10,635	34,803
	<b>Adjustments for profit and loss account items:</b>		
	Provision for Gratuity		1,280
	Interest Income	(5)	(77)
	Amount Written back		(7)
	<b>Operating profit before working capital changes</b>	<b>10,630</b>	<b>35,999</b>
	Adjustments for changes in working capital:		
	- (Increase)/decrease in trade receivables	(6,471)	(22,819)
	- (Increase)/decrease in other current assets	1,859	(10,773)
	- (Increase)/decrease in short term loan & advances	(12,890)	(48)
	- Increase/(decrease) in short term provisions	-	-
	- Increase/(decrease) in trade payables	(2,251)	3,394
	- Increase/(decrease) in other current liabilities	15,881	4,699
	<b>Cash generated from / (used in) operating activities</b>	<b>6,758</b>	<b>10,452</b>
	Taxes Paid (Net of Refund received)		(12,154)
	<b>Net cash from / (used in) operating activities</b>	<b>6,758</b>	<b>(1,702)</b>
B.	<b>Cash flow from investing activities</b>		
	Proceeds from sale of Property, Plant & Equipment	-	-
	Purchase of Fixed Asset	(6)	
	Interest received		77
	<b>Net cash generated from / (used in) investing activities</b>	<b>(6)</b>	<b>77</b>
C.	<b>Cash flow from financing activities</b>		
	Issuance of Share Capital	-	-
	Loan taken/(Repayment of Loan)		
	<b>Net cash generated from / (used in) financing activities</b>	<b>-</b>	<b>-</b>
	<b>Increase/ (decrease) in cash and cash equivalents, net</b>	<b>6,752</b>	<b>(1,626)</b>
D.	Cash and cash equivalents at the beginning of the year	2,402	4,028
	<b>Cash and cash equivalents as at the end of the year</b>	<b>9,154</b>	<b>2,402</b>



“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)

P.E. Analytics Limited

**Vaishali Pawah**

+91 98101 11697

Email: [cs@propequity.in](mailto:cs@propequity.in)

