

Q3 FY25 (October – December, 24)

Quarterly Investor Presentation

PropEquity (P.E. Analytics Limited)

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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 – Q3 FY25 Figures (Oct – Dec, 24)

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

		Q3 FY25 (Oct – Dec, 24) Figures (in thousands)	Q3 FY24 (Oct – Dec, 23) Figures (in thousands)
Overall Growth in Revenues	▲ 11%	1,26,785	1,14,168
i. Growth in Subscription Business	▲ 12%	60,168	53,655
ii. Growth in Research & Consulting	▼ -18%	2,415	2,958
iii. Growth in Valuation/ CRM Business	▲ 7%	50,407	47,209
iii. Other Income	▲ 33%	13,795	10,346
Growth in Profit Before Tax (PBT)	▲ 8%	45,589	42,184

Key Highlights



UNAUDITED STANDALONE PROPEQUITY FINANCIALS – Q3 FY25 Figures (Oct – Dec, 24)

Figures (in thousands)	For the Period Q3 FY25 (Oct - Dec, 24)	For the Period Q3 FY24 (Oct – Dec, 23)	% Change
INCOME			
Website subscriptions	60,168	53,655	12%
Research & Consulting services	2,415	2,958	-18%
REVENUE FROM OPERATIONS	62,583	56,613	11%
Other income	13,795	10,346	33%
TOTAL INCOME	76,378	66,959	14%
EXPENSES			
Employee benefits expense	26,181	23,968	9%
Depreciation and Amortization expense	956	776	23%
Other expenses	9,805	8,884	10%
TOTAL EXPENSES	36,942	33,628	10%
PROFIT BEFORE TAX (PBT)	39,436	33,331	18%

Key Highlights

UNAUDITED STANDALONE PROPEDGE FINANCIALS – Q3 FY25 Figures (Oct – Dec, 24)

Figures (in thousands)	For the Period Q3 FY25 (Oct - Dec, 24)	For the Period Q3 FY24 (Oct – Dec, 23)	% Change
INCOME			
Valuation and Professional services	50,407	47,209	7%
REVENUE FROM OPERATIONS	50,407	47,209	7%
Other income	0	0	
TOTAL INCOME	50,407	47,209	7%
EXPENSES			
Employee benefits expense	34,584	28,107	23%
Depreciation and Amortization expense			
Other expenses	9,670	10,249	-6%
TOTAL EXPENSES	44,254	38,356	15%
PROFIT BEFORE TAX (PBT)	6,153	8,853	-30%

Key Highlights

% PROFIT BEFORE TAX (P.B.T)



PROPEQUITY
CREATING INVESTOR INTELLIGENCE

52%

PROPEQUITY WITH
OTHER INCOME* P.B.T

41%

PROPEQUITY
WITHOUT OTHER
INCOME* P.B.T

12%

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

36%

CONSOLIDATED
(PROPEQUITY+
PROPEGE) P.B.T

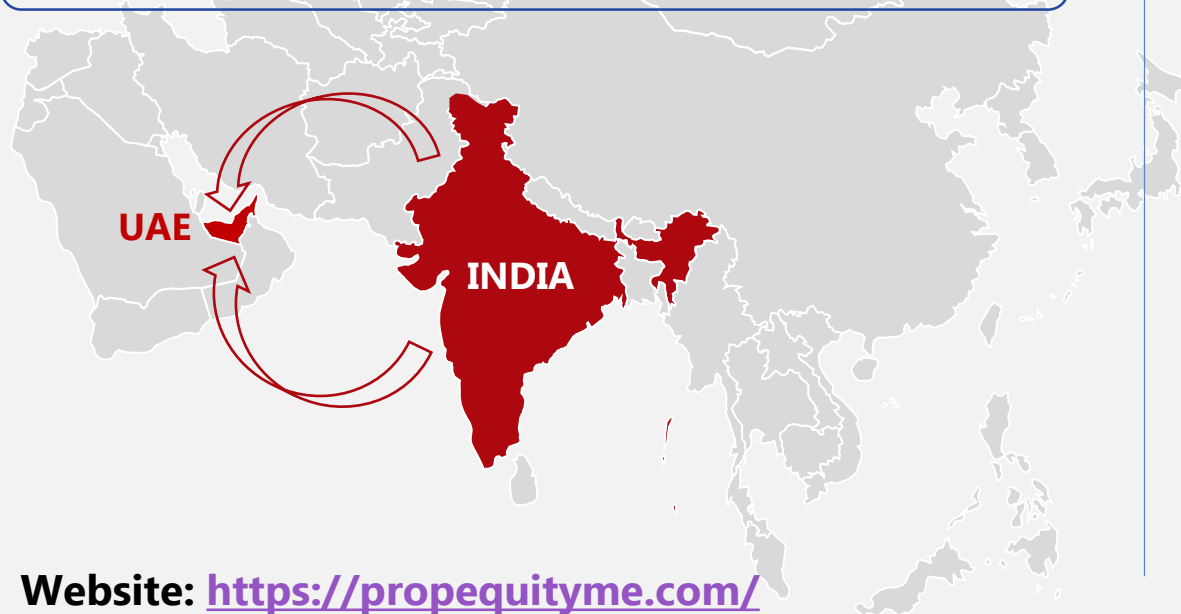
*PropEquity's other income is the Interest Earned on Fixed Deposits and Dividends which will continue for the foreseeable future

PropEquity Middle East

Going International!

We have also launched our international services in partnership with seasoned and local partners in the Middle-East in January 2025.

"PropEquity Middle East" has been incorporated in November 2024, in Dubai and will offer its services in the Real Estate and Hospitality sectors, starting with Saudi Arabia.



Website: <https://propequityme.com/>

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 **36% on a consolidated basis**.



Zero debt and enhancing cash reserves

Our **cash reserves and liquid current assets** have exceeded over **Rs. 825 million** as of 31th Dec 2024.

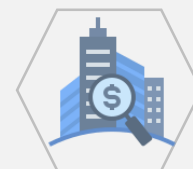


Partnership with **moneycontrol**

We have entered into a **strategic partnership** with MoneyControl (India's leading equity markets media platform with over 100 million monthly users and 2.9 Billion monthly views) to jointly host **Real-Estate Summits across India**.

We have secured the title sponsors for the first two events which will be held in **Mumbai and Delhi NCR** starting April 2025.

This will **enhance the brand value of PropEquity** manifold and increase our reach to potential clients.



Valuation Business

There has been a **change in the top management** of PropEdge, our valuation subsidiary due to operational and financial mismanagement. This has led to a lower growth and profitability in the last 3 months.

Over the last quarter we have fixed all the inefficiencies by building **state of the art in-house softwares** and processes to improve financial and operational efficiencies, which will **lead to higher revenues and profitability** in the next financial year.

PropEquity- Consolidated Cash Flow Statement Q3 FY25 Figures (Oct – Dec, 24)


	Particulars	For the Quarter ended 31 st Dec 2024	For the Quarter ended 31 st March 2024
A.	Cash flows from operating activities:		
	Profit/(Loss) before tax & extraordinary items	1,37,769	1,57,858
	Adjustment to reconcile profit before tax to net cash flows		
	Depreciation and amortisation expense	2877	3,458
	Dividend Income	(2,360)	(3,191)
	Provision for doubtful debts /advances recoverable in cash or kind/(written back)		(3,016)
	Gratuity Paid allowed during the year		(3,305)
	Provision for Gratuity Created	2,383	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	(41,762)	(36,829)
	Operating profit before working capital changes	98,907	1,23,758
	Movements in working capital :		
	- Increase/(decrease) in trade payables	(2,093)	3,703
	- Increase/(decrease) in short term provisions	1,589	-
	- Increase/(decrease) in other current liabilities	11,003	19,947
	- (Increase)/decrease in trade receivables	(8,278)	(24,978)
	- (Increase)/decrease in short term loan & advances	(10,823)	1,214
	- (Increase)/decrease in other current assets	1,160	(26,179)
	Cash generated from /(used in) operations	91,465	97,465
	Net Taxes Paid/(Received)	(34,673)	(43,833)
	Net cash flow from/ (used in) operating activities (A)	56,792	53,632
B.	Cash flows from investing activities		
	Purchase of Property, Plant & Equipment	(1,439)	(4,643)
	Sale of current investments	(6,523)	-
	Interest received	41,762	36,829
	Dividend received	2,360	3,191
	Net cash flow from/ (used in) investing activities (B)	36,160	35,377
C.	Cash flows from financing activities		
	Promoter liability paid back	-	-
	Net cash flow from/ (used in) in financing activities (C)	-	-
D.	Net increase/(decrease) in cash and cash equivalents (A + B + C)	92,952	89,010
	Cash and cash equivalents at the beginning of the year	6,85,414	5,96,404
	Cash and cash equivalents at the end of the year	7,78,367	6,85,414

PropEquity- Standalone Cash Flow Statement Q3 FY25 Figures (Oct – Dec, 24)

	Particulars	For the Quarter ended 31 st Dec 2024	For the Quarter ended 31st March 2024
A.	Cash flows from operating activities:		
	Profit/(Loss) before tax & extraordinary items	1,10,910	1,23,055
	Adjustment to reconcile profit before tax to net cash flows		
	Depreciation and amortisation expense	2,877	3,458
	Dividend Income	(2,360)	(3,191)
	Provision for doubtful debts /advances recoverable in cash or kind/(written back)		(3,016)
	Gratuity Paid allowed during the year		(3,305)
	Provision for Gratuity during the year	1,465	3,850
	Balance written off		3,453
	Net loss on sale of Current Investment	-	-
	Property, Plant and Equipment (PPE) written off		208
	Interest Income	(39,752)	(36,753)
	Operating profit before working capital changes	73,140	87,760
	Movements in working capital :		
	- Increase/(decrease) in trade payables	(99)	309
	- Increase/(decrease) in short term provisions	1,589	-
	- Increase/(decrease) in other current liabilities	(1,577)	15,247
	- (Increase)/decrease in trade receivables	16,687	(2,158)
	- (Increase)/decrease in short term loan & advances	(3,479)	1,262
	- (Increase)/decrease in other current assets	(3,318)	(15,406)
	Cash generated from /(used in) operations	82,943	87,013
	Net Taxes Paid/(received)	(27,914)	(31,678)
	Net cash flow from/ (used in) operating activities (A)	55,029	55,335
B.	Cash flows from investing activities		
	Purchase of Property, Plant & Equipment	(1,439)	(4,643)
	Sale of current investments	(6,522)	-
	Interest received	39,752	36,753
	Dividend received	2,359	3,191
	Net cash flow from/ (used in) investing activities (B)	34,150	35,301
C.	Cash flows from financing activities		
	Promoter liability paid back	-	-
	Net cash flow from/ (used in) in financing activities (C)	-	-
	Net increase/(decrease) in cash and cash equivalents (A + B + C)	89,179	90,635
D.	Cash and cash equivalents at the beginning of the year	6,83,012	5,92,377
	Cash and cash equivalents at the end of the year	7,72,191	6,83,012

PropEdge- Standalone Cash Flow Statement Q3 FY25 Figures (Oct – Dec, 24)

	Particulars	For the Quarter ended 31 st Dec 2024	For the Quarter ended 31st March 2024
A.	Cash flow from operating activities		
	Net profit before tax but after exceptional/extraordinary items	26,859	34,803
	Adjustments for profit and loss account items:		
	Provision for Gratuity	918	1,280
	Interest Income	(10)	(77)
	Amount Written back		(7)
	Operating profit before working capital changes	27,767	35,999
	Adjustments for changes in working capital:		
	- (Increase)/decrease in trade receivables	(24,964)	(22,819)
	- (Increase)/decrease in other current assets	4,478	(10,773)
	- (Increase)/decrease in short term loan & advances	(7,344)	(48)
	- Increase/(decrease) in short term provisions	-	-
	- Increase/(decrease) in trade payables	(1,994)	3,394
	- Increase/(decrease) in other current liabilities	12,580	4,699
	Cash generated from / (used in) operating activities	10,523	10,452
	Taxes Paid (Net of Refund received)	(6,759)	(12,154)
	Net cash from / (used in) operating activities	3,764	(1,702)
B.	Cash flow from investing activities		
	Proceeds from sale of Property, Plant & Equipment	-	-
	Purchase of Fixed Asset		
	Interest received	10	77
	Net cash generated from / (used in) investing activities	10	77
C.	Cash flow from financing activities		
	Issuance of Share Capital	-	-
	Loan taken/(Repayment of Loan)		
	Net cash generated from / (used in) financing activities	-	-
D.	Increase/ (decrease) in cash and cash equivalents, net	3,774	(1,626)
	Cash and cash equivalents at the beginning of the year	2,402	4,028
	Cash and cash equivalents as at the end of the year	6,176	2,402



“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

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