P. E. Analytics Limited

Formerly known as P.E. Analytics Private Limited

www.propequity.in
info@propequity.in

PROPEQUITY
CREATING INVESTOR INTELLIGENCE

Date: 27th March, 2024

To
The Manager-Listing
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor. C-Block-G,
Bandra Kurla Complex, Bandra (E), Mumbai-400051, Maharashtra

Symbol- PROPEQUITY

Subject: - Announcement regarding Quarterly review and business update of the Company for the Quarter ended on 31st December 2023 pursuant to SEBI (LODR) Regulations, 2015

Dear Sir/Ma'am,

In accordance with the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 or any other applicable regulations, we enclose herewith quarterly review and business update including the summary on the financial performance of the company for the quarter ended on 31st December 2023. Further pursuant to Regulation 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the aforesaid information is also available on the website of the company i.e. www.propequity.in.

Kindly take the same in your records.

Thanking You

FOR P.E. ANALYTICS LIMITED

Samir Jasuja
Digitally signed by Samir Jasuja
Date: 2024.03.27 16:50:20 +05'30'

SAMIR JASUJA
MANAGING DIRECTOR
DIN: 01681776
1520-B, THE MAGNOLIAS, DLF PHASE-V, SECTOR-42, GALLERIA DLF-IV, GURGAON-122009. HARYANA

PLACE: - GURUGRAM

PropEquity
CREATING INVESTOR INTELLIGENCE

Q3 FY24 Business Update and Review

Quarterly Review

Q3 FY'24 (October 2023 – December 2023)

PropEquity (P.E. Analytics)

Contents

- Vision and Mission
- Product & Service Offerings
- Our Clientele and Coverage
- Diversifying Revenue Channels
- Key Financial Highlights
- Contact Us

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

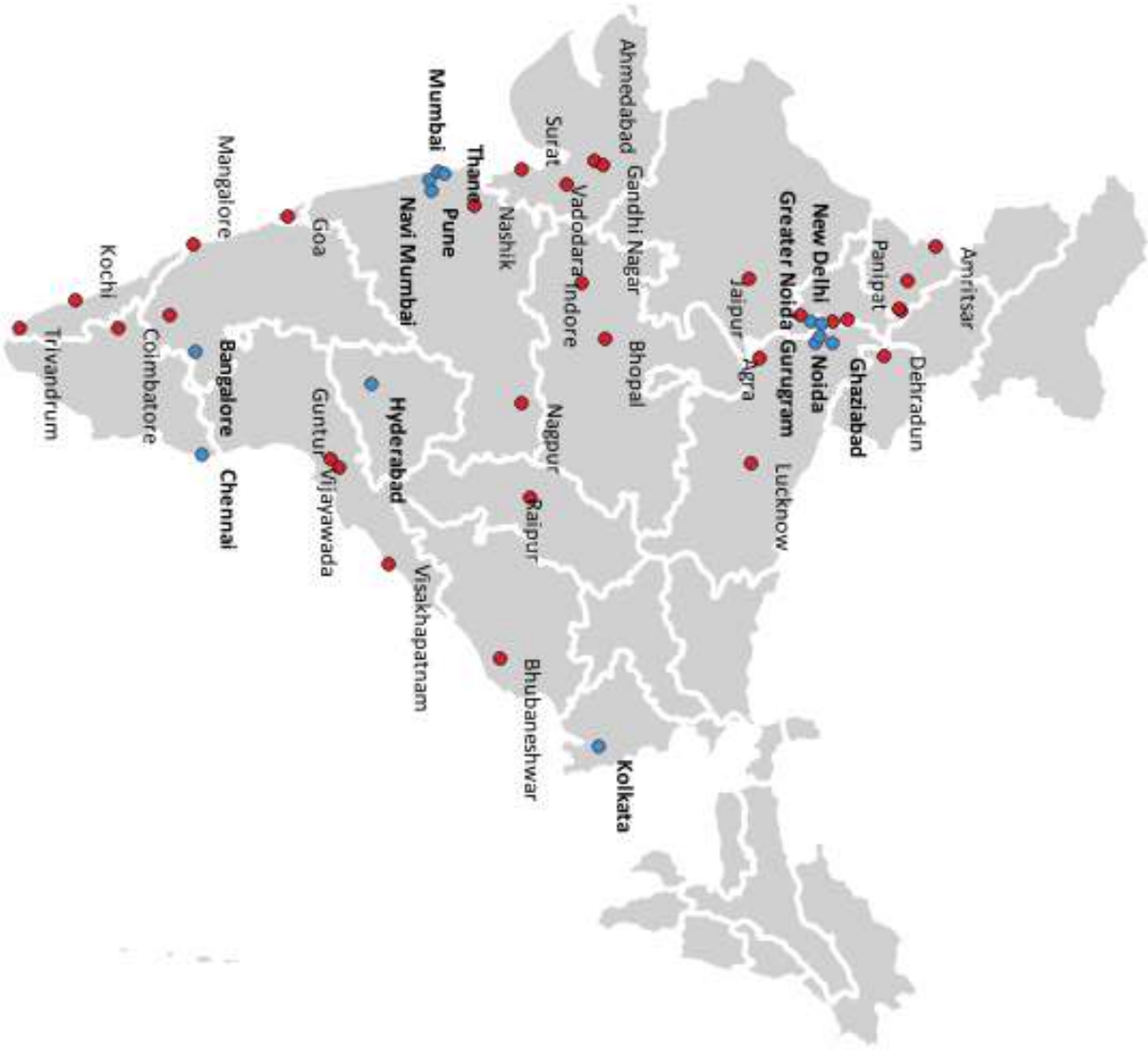
Retail valuations for Banks, NBFCs, Mortgage lenders, etc.

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

Diversifying Revenue Channels

(October 2023 to December 2023)

We are in the middle of launching 3 new verticals in FY 2024-25

We are planning to introduce three strategic verticals.

1. Social Media Platform Launched on 8th February 2024

We are thrilled to unveil our new YouTube channel named **Samir Jasuja-PropEquity.**

2. Developer Asset Management Business with Forbes Global Properties (India)

We are delighted to announce our strategic partnership with **Forbes Global Properties**, (a leading media and realty brand) and a JV company is being formed.

3. Project Monitoring Business

We are excited to announce that we will be launching our Project Monitoring vertical for the consumers latest by June-July 2024.

Valuation Business to achieve 100% growth in FY24 as well

We are strategically positioned to achieve 100% substantial growth in our Valuation Business during the FY 2024.

Social Media Channel costs

Social media expenses are being borne out of the internal accruals and are not capitalized.

Key Highlights

UNAUDITED CONSOLIDATED FIGURES – Q3 FY'24 Figures (Oct 2023-Dec 2023)

		Q3 FY'24 (Oct'23 to Dec'23)	Q3 FY'23 (Oct'22 to Dec'22)
		Figures (in thousands)	
Overall Growth in Revenues	▲ 38%	**1,12,462**	**81,292**
i. Growth in **Subscription Business**	▲ 10%	53,655	48,734
ii. Growth in **Consulting and CRM Business**	▲ 86%	50,167	27,011
iii. **Other Income**	▲ 56%	8,640	5,547
Growth in Profit Before Tax (PBT)	▲ 02%	**40,478**	**39,714**

(All costs of new initiatives like the social media platform and expansion of valuation business is being borne out of internal accruals)

Key Highlights

UNAUDITED CONSOLIDATED FIGURES – Q3 FY'24 Figures (Oct 2023-Dec 2023)

Figures (in thousands)	For the Period Oct-Dec 2023	For the Period July-Sep 2023	For the Period Oct-Dec 2022
Income			
Website subscriptions	53,655	50,332	48,734
Professional services	2,958	1,964	3,337
Valuation Income	47,209	39,476	23,674
REVENUE FROM OPERATIONS	**1,03,822**	**91,772**	**75,745**
Other income	8,640	9,169	5,547
TOTAL INCOME	**1,12,462**	**1,00,941**	**81,292**
Expenses			
Employee benefits expense	52,075	51,732	33,972
Depreciation and Amortization expense	776	904	650
Other expenses	19,133	17,596	6,956
TOTAL EXPENSES	**71,984**	**70,232**	**41,578**
PROFIT BEFORE TAX (PBT)	**40,478**	**30,709**	**39,714**

Key Highlights

UNAUDITED PROPEQUITY FIGURES – Q3 FY'24 Figures (Oct 2023-Dec 2023)

Figures (in thousands)	For the Period Oct-Dec 2023	For the Period July-Sep 2023	For the Period Oct-Dec 2022
Income			
Website subscriptions	53655	50332	48,734
Professional services	2958	1964	3,337
Valuation Income	-	-	-
REVENUE FROM OPERATIONS	**56613**	**52296**	**52,071**
Other income	8640	8332	5,547
TOTAL INCOME	**65,253**	**60,628**	**57,618**
Expenses			
Employee benefits expense	23968	28167	21,060
Depreciation and Amortization expense	776	904	650
Other expenses	8884	7996	3,489
TOTAL EXPENSES	**33,628**	**37,067**	**25,199**
PROFIT BEFORE TAX (PBT)	**31,625**	**23,561**	**32,419**

Key Highlights

UNAUDITED PROPEDGE FIGURES – Q3 FY'24 Figures (Oct 2023-Dec 2023)

Figures (in thousands)	For the Period Oct-Dec 2023	For the Period July-Sep 2023	For the Period Oct-Dec 2022
Income			
Website subscriptions	-	-	-
Professional services	-	-	-
Valuation Income	47,209	39,476	23,674
REVENUE FROM OPERATIONS	**47,209**	**39,476**	**23,674**
Other income	0	2	0
TOTAL INCOME	**47,209**	**39,478**	**23,674**
Expenses			
Employee benefits expense	28,107	23,565	12,912
Depreciation and Amortization expense	-	-	-
Other expenses	10,249	9,600	3,467
TOTAL EXPENSES	**38356**	**33165**	**16,379**
PROFIT BEFORE TAX (PBT)	**8,853**	**6,313**	**7,295**

"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

KAPTIFY ® Consulting

Strategy & Investor Relations | Consulting

Tel: +91-845 288 6099 | Email: contact@kaptify.in

www.kaptify.in

P.E. Analytics Limited

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