



Annual General Meeting

29 November, 2021

The software real estate agents depend on – all day, every day.

PROPTECH GROUP LIMITED 2021 AGM

The 2021 Annual General Meeting of shareholders of PropTech Group Limited (**Company**) will be held virtually at <https://web.lumiagm.com/375220305> at 2:00pm (AEDT) on Monday 29 November 2021 (**Meeting**).

Chairman's Overview

Simon Baker

Non-Executive Chairman



Key Accomplishments in FY2021

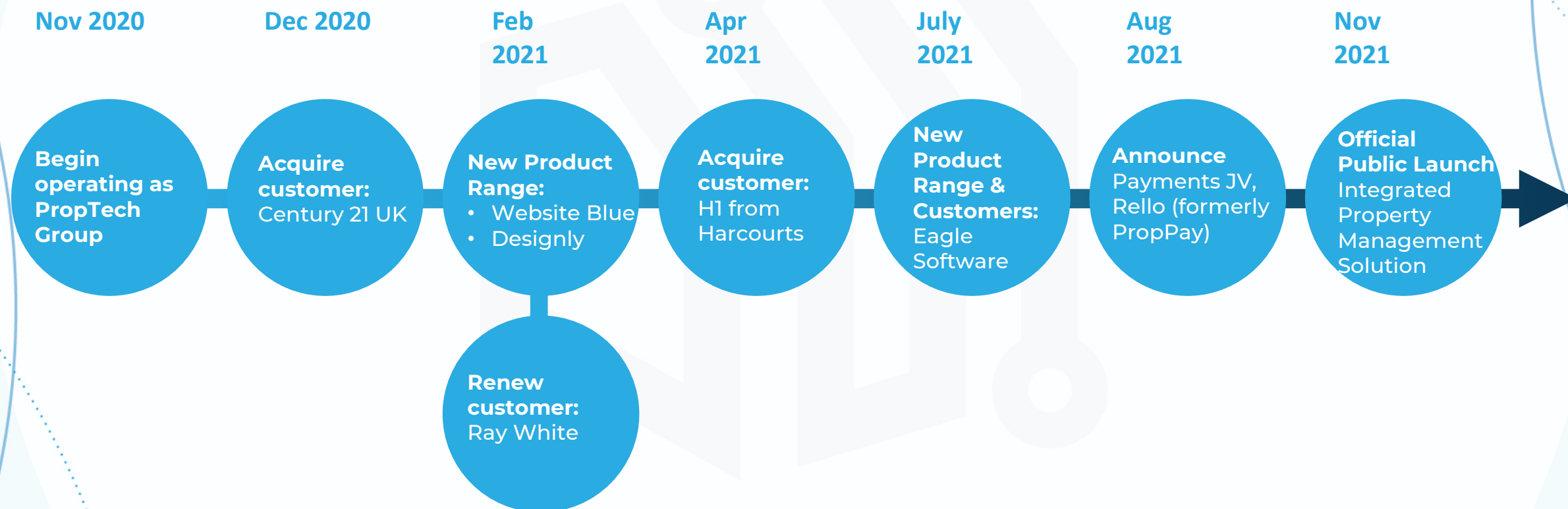
- The 2021 financial year was transformational. The company formally known as Real Estate Investar Group Limited re-listed on the ASX as PropTech Group, integrated several acquisitions, and demonstrated strong organic growth. The result is more than 10-fold growth in revenue, from a revenue base of \$1.0 million¹ in financial year 2020 to \$11.2 million² in financial year 2021.
- From 1 July 2020 to 19 November 2020, Real Estate Investar Group Limited and Real Estate CRM Pty Ltd operated as two separate entities. From 20 November 2020 to 30 June 2021, all businesses operated as the PropTech Group Limited while new acquisitions were undertaken.
- In FY2021, PropTech Group seized a unique opportunity to combine the leading CRM brands, most talented and experienced management team, and a larger customer base than the next two largest competitors combined.
- In the second half of the year, the focus of the management team has been on integrating key parts of the business, migrating customers from the legacy MyDesktop CRM to VaultRE, retaining key customers, improving operational efficiencies, and seizing on M&A opportunities.
- Shareholders who participated in the capital raise at the re-listing received a 220 percent return on their investment with shares closing on the 30 June 2021 at 80 cents.
- Since the end of the financial year, the Company has continued its M&A activity with the acquisition of Eagle Software and the successful capital raise. The Company is now in a strong position to accelerate its growth in the 2022 financial year.

1. As presented in the Real Estate Investar Group Limited Annual Report for financial year 2020.

2. As presented in the PropTech Group Limited Annual Report for financial year 2021.



Key Accomplishments Since Re-Listing



Board of Directors



SIMON BAKER

Non-Executive Chairman

Led market capitalisation from \$8m to \$1 billion over seven years as Managing Director and CEO of the REA Group (REA.ASX). Chaired iProperty (IPP.ASX) and Mitula Group (MUA.ASX)



JOE HANNA

Managing Director and Chief Executive Officer

Over 24 years PropTech experience as a multi time founder, investor, ASX director (over 6 years including MUA:ASX) and ASX listed Group CEO (over 3 years)



SCOTT WULFF

Executive Director and General Manager – VaultRE

Co-founder since 1997 of two long-time leading real estate CRM systems in Australia.



SAM PLOWMAN

Non-Executive Director

A fintech and proptech innovator who has spearheaded online initiatives for NAB, ANZ, and Fairfax.



GEORG CHMIEL

Non-Executive Director

Former CFO and GM International over six years at the REA Group (REA:ASX) and Managing Director / CEO of iProperty Group (ASX:IPP). Currently the Chair of Juwai-IQI and iCarAsia (ASX:ICQ) and multiple ASX NED



Operational Highlights

Joe Hanna

Managing Director and CEO



FY21 Financial Highlights

\$11.6 million

Total Revenue and
Other Income

⬆ 29% H2 vs H1

\$1.9 million

Underlying EBITDA

17% margin

\$2.3 million

Underlying Operating
Cash Flows

\$12.4 million¹

Annualised Recurring Revenue (ARR)

⬆ 25% H2 vs H1

\$6.6 million

Net Cash Position

\$28.9 million

Net Assets

1.As at 30 June 2020.

This information should be read in conjunction with PropTech Group Limited's Financial Report for the financial year ended 30 June 2021 and the financial section in this presentation.



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ASX:PTG

Operational Success: B2B Metrics – (Sep 2021¹)

41 %

Market Share²

\$236

Average Revenue per Agency (ARPA³)

8.5 Years

Average Tenure⁴

\$189 billion

Property TTV Facilitated^{5,6}

\$16.3 million

Annualised Recurring Revenue ARR

4,980 Offices

Unique agency offices
customer base⁷

All information presented on this slide relate to Australia and New Zealand only

1. Metrics as at September 21, figures are based on of unaudited actuals.

2. Market share of agencies paying for one or more PropTech Group products, ANZ total market size is 12,200 agencies as per the Frost & Sullivan market report (October 2020) included in the PropTech Group's prospectus.

3. ARPA – Average revenue per agency office per month.

4. Average tenure is based on the 12 months to Sep 2021.

5. TTV – Total transactional value.

6. Information presented is for a period of 12 months trailing that have been processed through PropTech Group CRMs.

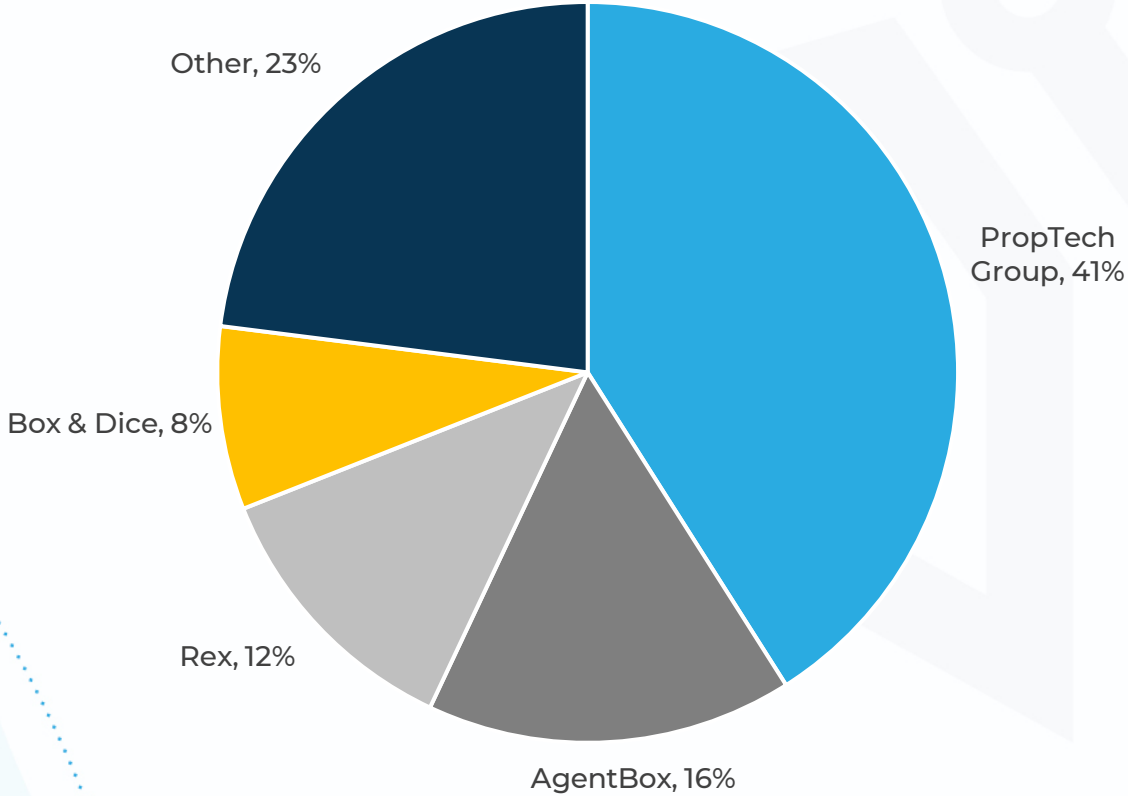
7. Unique agency offices customer base – An agency office that is paying for one or more PropTech Group products.



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ASX:PTG

Largest Real Estate CRM Customer Base

Market Share



Our Brands

Real Estate CRMs

PropTech Group, 41%

VAULTRE

my desktop

H1

Product Extensions

RentfindInspector

websiteblue

designly

Ancillary Services

Rello

Investor Tools

real estate investor

Source: Frost & Sullivan market report (October 2020) and management updates.

Defensible Economic Moat

- Defensible economic moat, due to high switching costs, and both a size and cost advantage over competitors.
- Large customers are also shareholders, including Ray White, Harcourts, and Raine and Horne.
- Despite a price increase earlier this year and superior solutions, we maintain a cost advantage over competitors.
- Our large market share enables us to dedicate greater resources to research and development and customer service.

**8.5
YEARS**

Average Tenure

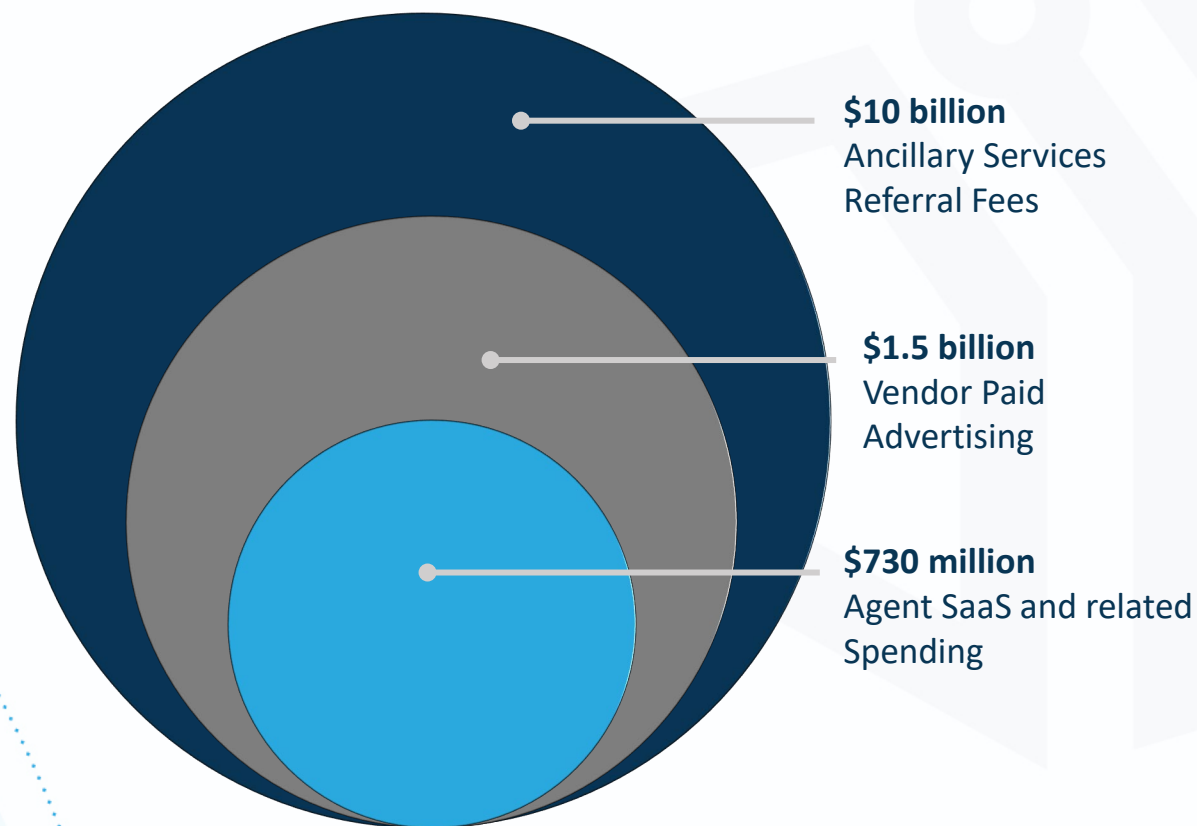
Based on 12 months to 30 Sep 2021



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ASX:PTG

2 Key Growth Strategies

Target Revenue Streams



Source: Frost and Sullivan, IBISWorld, management estimates

1. Increase share of agent SaaS spend from current circa 2.5%.

We have significant scope to accomplish this by expanding our range of products, increasing the number of products used per agency, further enlarging market share, and entering new geographies.

2. Capture share of new revenue streams.

Capture a portion of other revenue streams by building, buying, or partnering to obtain new capabilities. The two additional revenue streams we are targeting are agent and vendor marketing spending what's an addressable market of \$1.5 billion, and ancillary services referral fees.

The launch of new integrated marketing tools and our buy now pay later JV, Rello (formerly PropPay), are examples of us executing against this strategy.

Acquisition and Partnerships

The companies we acquire grow faster thanks to our deeply integrated platform and powerful sales & marketing structure.

Since the Feb 2021 acquisition, PTG has been able to grow Website Blue's monthly revenues by **200%**¹.

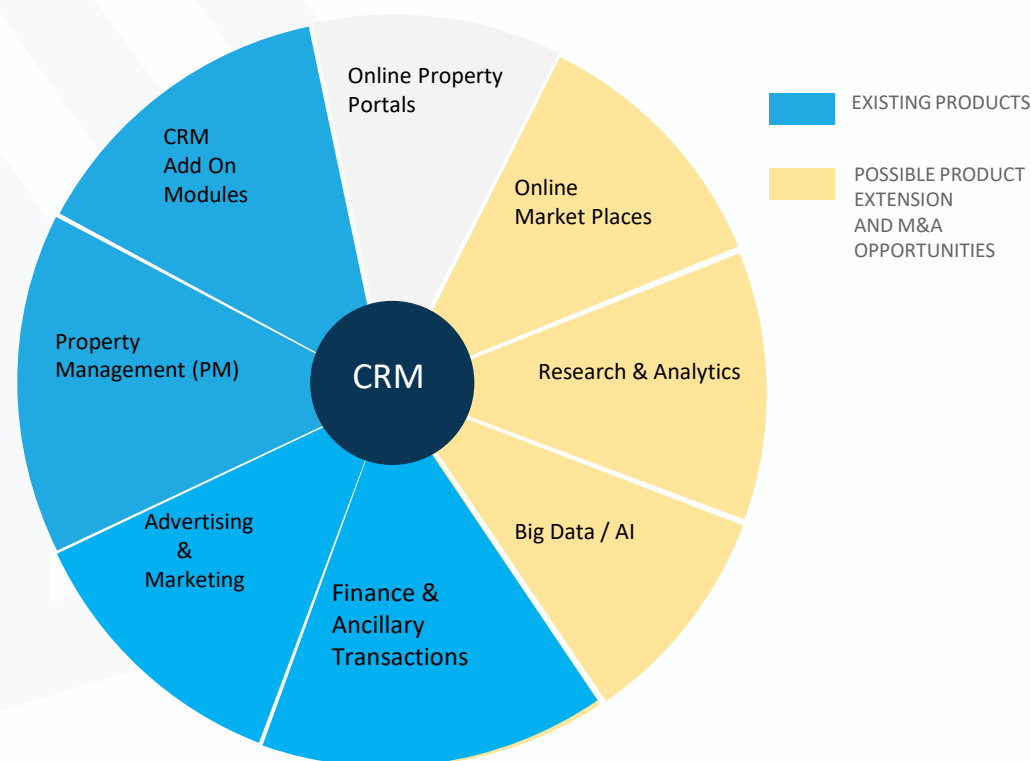
Agreements can take the form of acquisitions, investments, performance-based equity, or commercial partnerships.

We seek partners, mergers and acquisitions based on:

- Their ability to help us increase average revenue per agency or number of agency customers;
- Synergies with our existing product range;
- Ability to rapidly scale into market leaders by accessing our large customer base.

1. Revenue growth has been calculated by taking the month prior to acquisition and comparing this to the month of September 2021. This was calculated on a combined basis and is based on unaudited management accounts.

Target Segments



4C – Q1 FY2022 Highlights


\$5.0 million

Cash receipts from customers

 **99% Growth**

\$0.6 million

Net cash flow from
operating activities

 **48% Growth**

\$14.8 million

Cash and cash equivalents
as of 30 September 2021

* Growth is versus prior corresponding period.
This information should be read in conjunction with PropTech Group Limited's Appendix 4C.



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PropTech Group Limited (ASX: PTG)

ABN 39 141 276 959

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About the PropTech Group

The PropTech Group provides the software that real estate agents depend upon in Australia, New Zealand, and the United Kingdom. Its products are used by 41% of the real estate agents in Australia and New Zealand and facilitate the largest number of real estate sales in those countries. The best real estate agents use PropTech Group platforms, including Ray White, Harcourts and Raine & Horne in Australia/New Zealand and Century 21 in the United Kingdom.

General

This presentation should be read together with PropTech Group Limited's (PropTech Group) annual report for the 12 months ended 30 June 21, prior annual and half year reports, its quarterly cash flow statements and other market releases on the ASX.

PropTech Group has prepared this presentation based on information available to it as at the date of this presentation. The information presented in this presentation is provided in summary form and does not contain all necessary information to make an investment decision. No representation is made to the accuracy, completeness or reliability of this presentation.

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It is believed that the expectations reflected in these statements are reasonable but they may be affected by a variety of variables and changes in underlying assumptions which could cause actual results or trends to differ materially, including but not limited to general economic conditions in Australia; exchange rates; competition in the markets in which PropTech Group does and will operate and the inherent regulatory risks in the businesses of PropTech Group.

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Financial Information

This presentation includes non-IFRS financial measures which PropTech Group believe provides useful information to for the readers to assist in understanding PropTech Group financial performance.

Due to rounding, numbers in this presentation may not precisely reflect the absolute number.

All currency amounts are in Australian dollars, unless otherwise stated.