

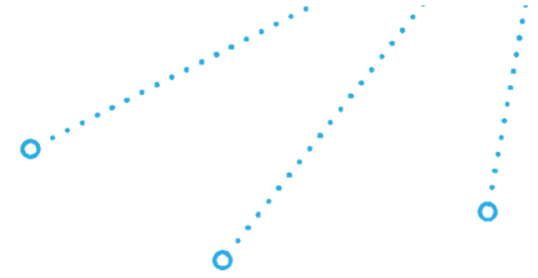
PROPTech GROUP

ASX:PTG

Software solutions the real estate industry depends on – all day, every day.

Q3 FY22 Market Update





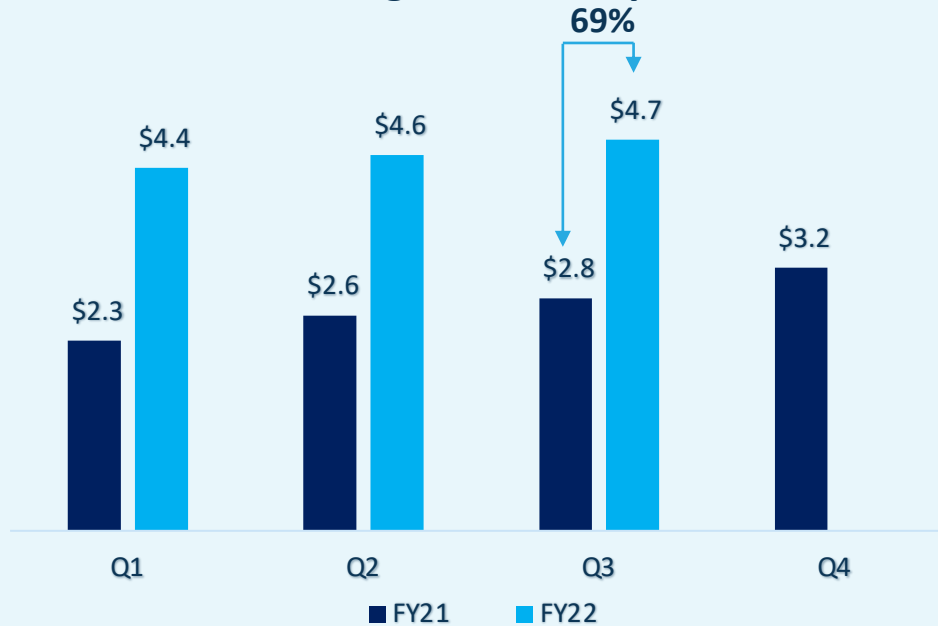
Record Q3 FY2022 Results

4C Highlights

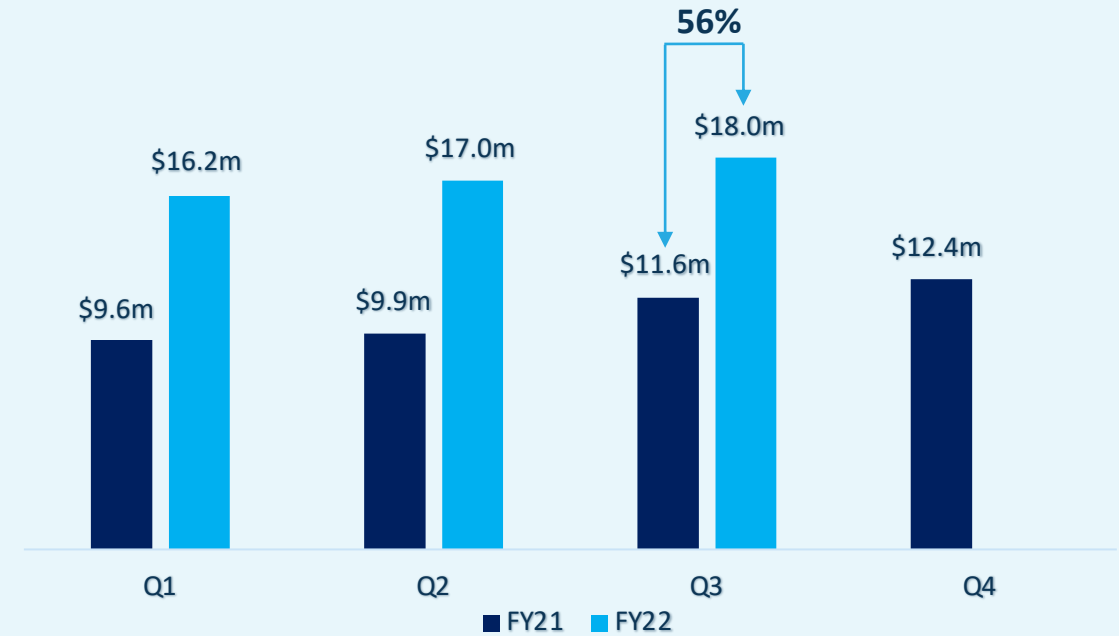
- Q3 cash receipts:
 - \$5.3m
 - +70% over the previous corresponding period
- YTD total cash receipts:
 - \$16.1m
 - +94% over the previous corresponding period.
- Q3 positive net cash flows from operations: \$0.4m.
- YTD positive net cash flow from operations: \$2.0m.
- Strong cash balance of \$14.6 million as at 31 March 2022.

Financial Highlights

Recurring Cash Receipts



Annualised Recurring Revenue¹

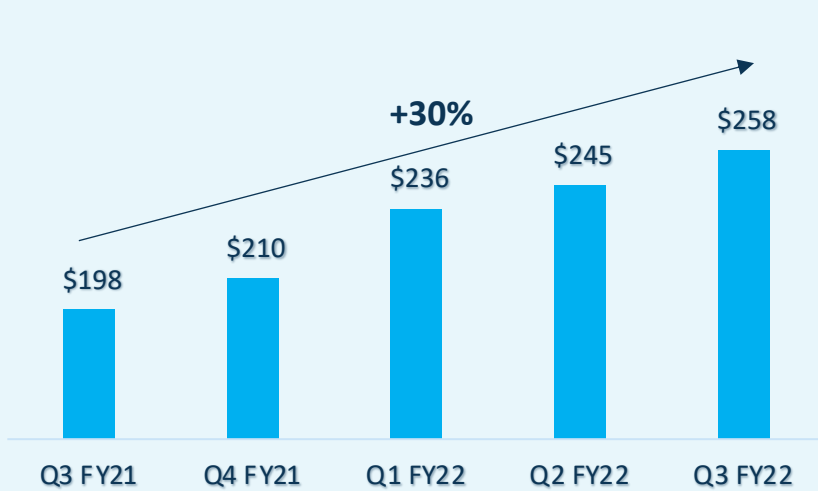


1. Annualised Recurring Revenue - is calculated as at a point in time (for this slide 1H FY21 = December 2020, H2 FY21 = June 2021, and 1H FY22 = December 2021) recurring revenue, multiplied by 12 (i.e. December 2021 run-rate). It provides a 12 month forward looking view of recurring revenue if all factors such as new, churn, pricing and foreign exchange were to remain the same for that period. This excludes other operating revenue (non-recurring revenue).

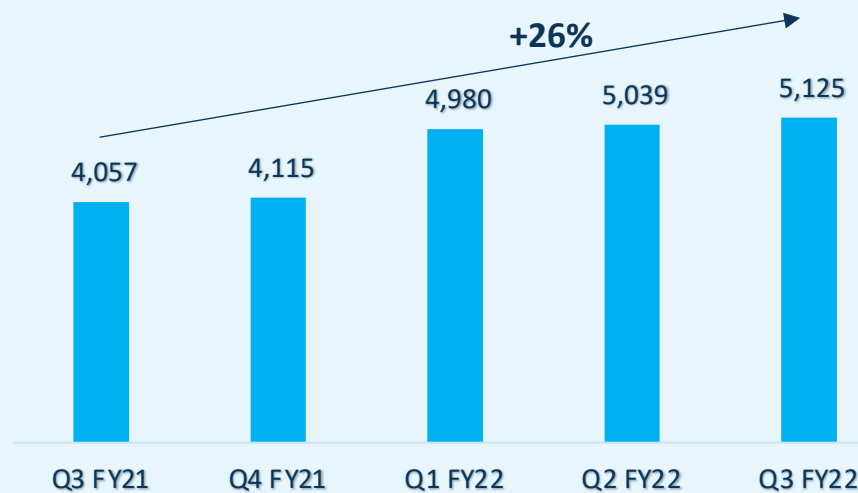
This information should be read in conjunction with PropTech Group Limited's Interim Financial Report for the financial half year ended 31 December 2021, the company's 4C for Q3 FY2022, and the financial section in this presentation

Operational Highlights

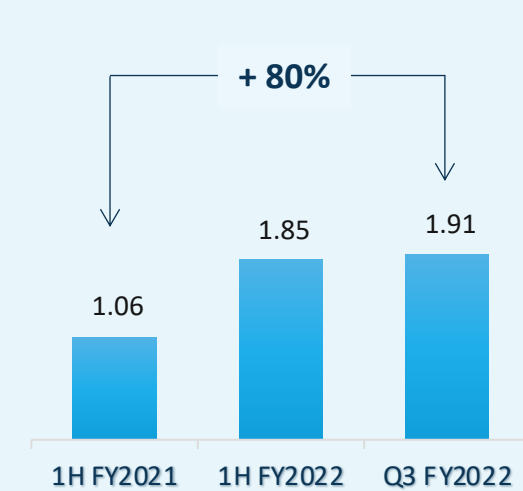
ARPA



Unique Accounts

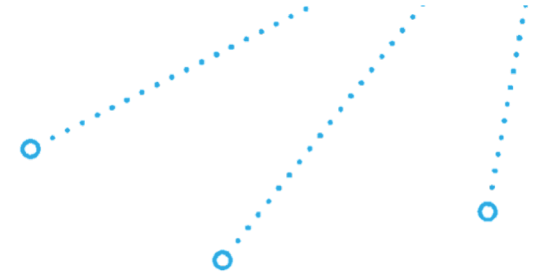


Products Per Account²



1. "ARPA" is monthly average revenue per account.

2. Products per account has been calculated by number of products subscribed to by PropTech Group customers, divided by the total number of accounts. The individual products captured include CRM Core, CRM Property Management, CRM Commercial, Rent Find Inspect, Websites and Designly.



Strategy Update

**Continue Rapid SaaS Growth
& Integrate Ancillary Services**

Four Key Growth Initiatives

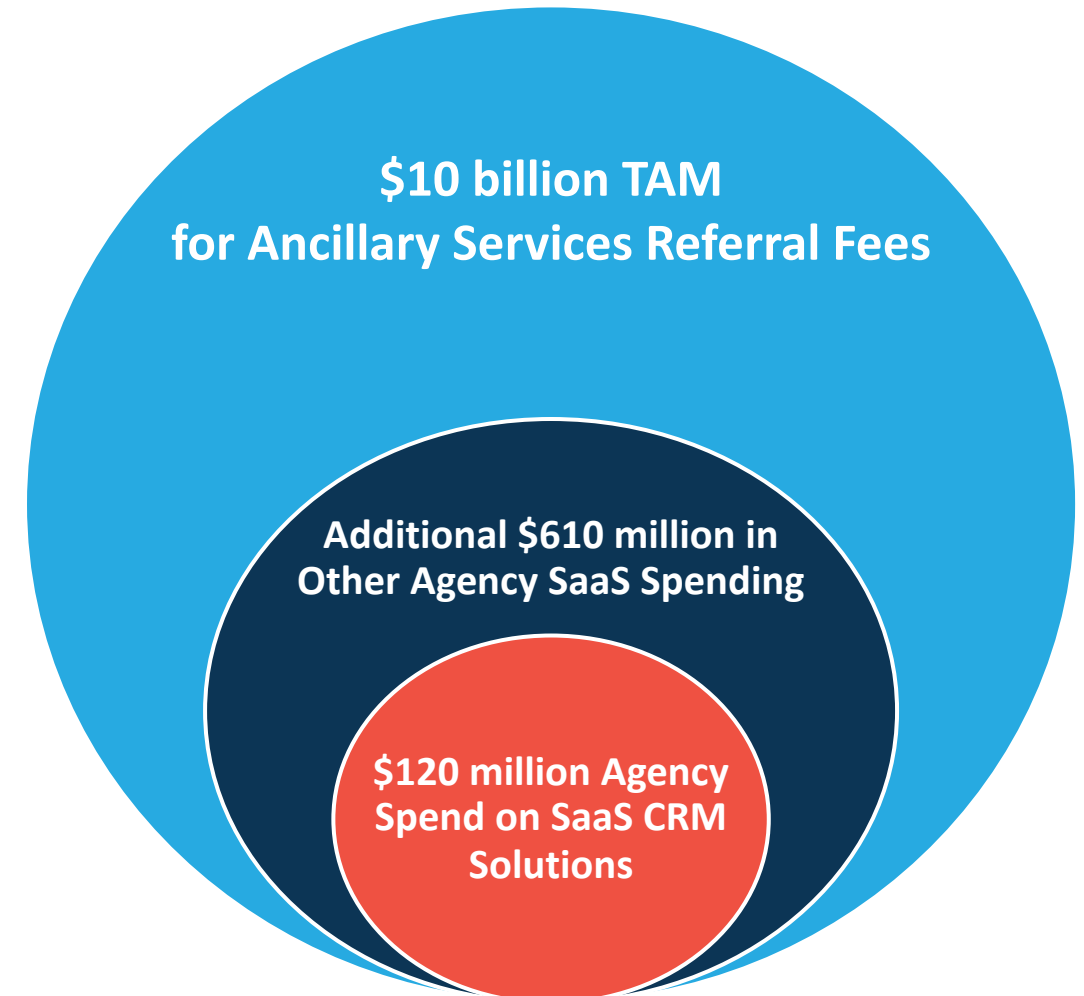
Initiative 1: Rapidly expand core business: SaaS CRM software for real estate sales and property management (\$120 million TAM)

Initiative 2: Grow into related real estate software by leveraging our core platforms with add-ons (\$610 million TAM)

Initiative 3: Integrate ancillary services into our core software (\$10 billion TAM)

Initiative 4: Execute international expansion

Large Target Markets for SaaS Revenue & Ancillary Services in AU/NZ¹



¹. AU/NZ. Source: Frost and Sullivan, IBISWorld, management estimates

Initiative 1: Rapidly Grow Core SaaS Business



- Dominant player: 42%¹ of Australian and New Zealand real estate agencies already use one of our products.
- Increase number of accounts and products per accounts through acquisition and organic growth.
- Sticky CRM SaaS Software Creates 8+ year average tenure.²
- 51% of AU/NZ residential property transactions, worth \$200+ billion, goes through a PropTech Group system.³
- Agents rely on our software equally in good markets and bad. Success not tied to listing volume.

Real Estate CRMs



VaultRE

Product Extensions



Investor Tools



Ancillary Services (JV)



1. 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 PropTech Group's prospectus.
 2. Based on an average over a 12 month period to 30 Dec 2021.
 3. Total transactional value ("TTV") is for a period of 12 months trailing that have been processed through PropTech Group CRMs. Sources: Real Estate Institute of New Zealand, CoreLogic. (Jan 2022)

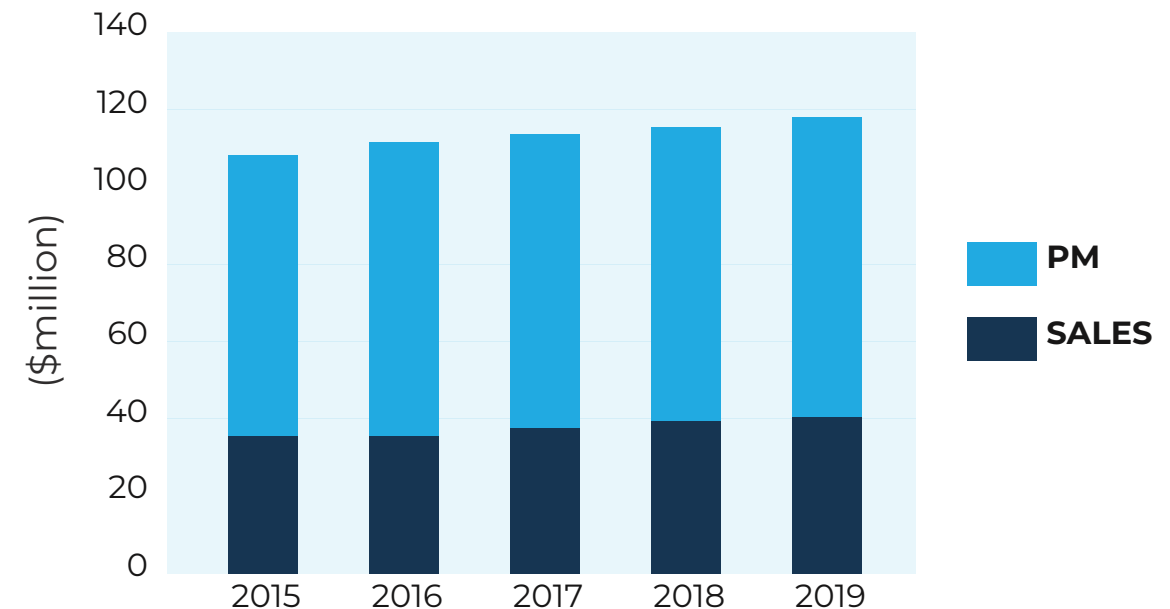
Initiative 1:

Drive Core SaaS Growth with Property Management CRM



- Our new PM module expands the share of CRM TAM we can address.
- Gives customers a unified dashboard for sales and property management.
- Significantly improves potential ARPA.
- Targeting existing customers in initial rollout.
- Opens new markets with property managers who are not agents.

Agency Property Management CRM Spend Is More Than 2X Sales CRM Spend¹



1. Source: Frost & Sullivan, 2000. Agency office spend on PM for AU/NZ.

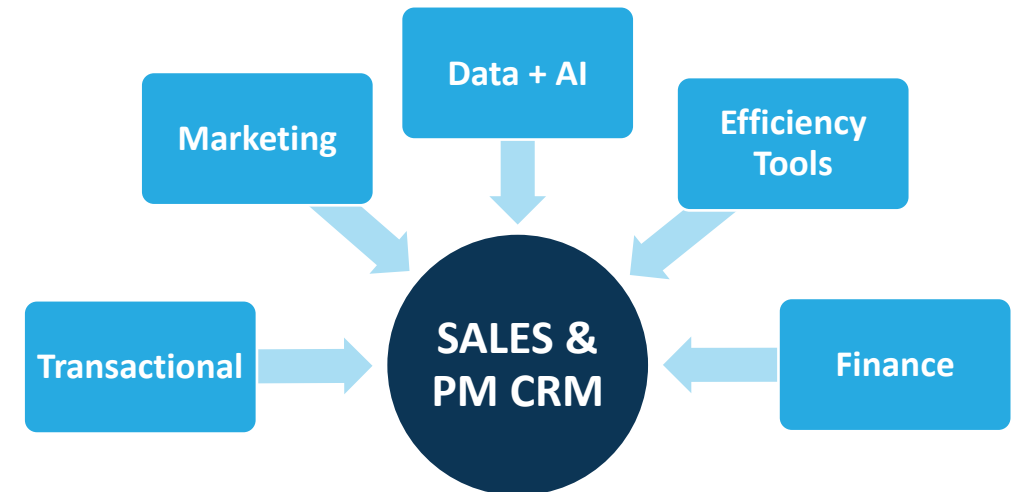
Initiative 2:

Increase ARPA Through Product Extensions



CRM: The Simple Platform That Integrates All Other Products & Services

- Our customers spend \$730 million per year on PropTech SaaS subscriptions and related services across multiple vendors.¹
- Core sales and property management CRMs are the platforms that can integrate all other products related to real estate transactions.
- Extend our proprietary product suite to replace third-party PropTech SaaS products, thus increasing products per account and ARPA.



Products per account²

1.06  1.85

Relisting (Nov 2020) Dec 2021

1. AU/NZ, Frost and Sullivan, IBISWorld, management estimates. \$120 million on sales and PM CRM and \$630 million on other SaaS.

2. Products per account has been calculated by number of products subscribed by PropTech Group accounts, divided by the total number of accounts. The individual products captured include CRM Core, CRM Property Management, CRM Commercial, Rent Find Inspect, Websites and Designly.

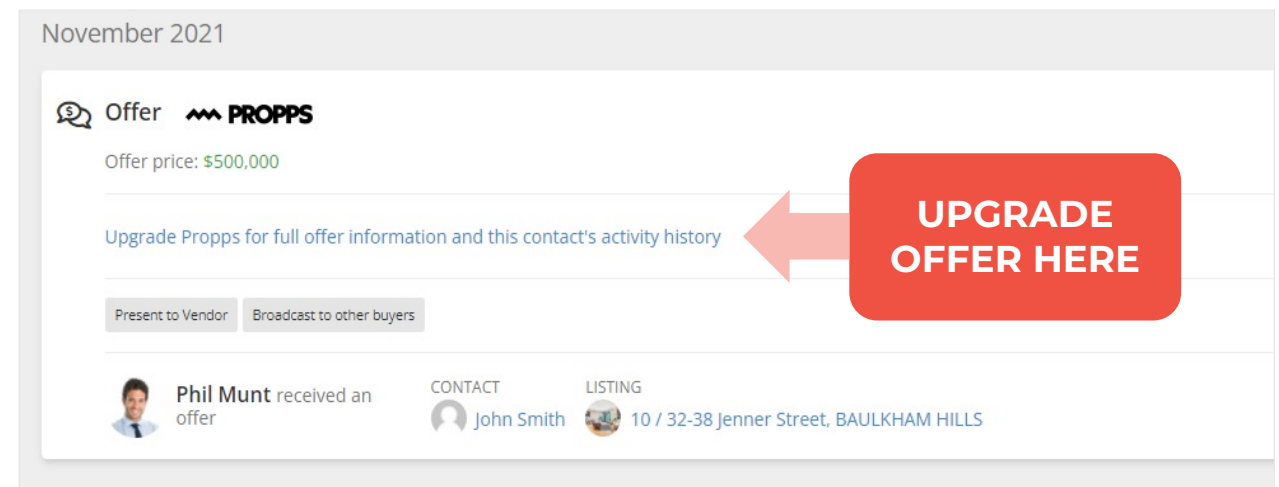
Initiative 2:

Rapid Growth Via Product Extensions (continued)



- We build, buy, or partner to extend our product range.
- 1,500 API integrations provide clear overview of the PropTech ecosystem and market-leading opportunities.
- In 1H FY22:
 - Soft launch of Designly Pro;
 - Rollout of Property Management module;
 - Commercial CRM module;
 - Messenger module;
 - Deals pipeline and revenue forecast; and
 - Launch of individual website product for agents.

Deep integration into our customers' workflows increases uptake of new products.

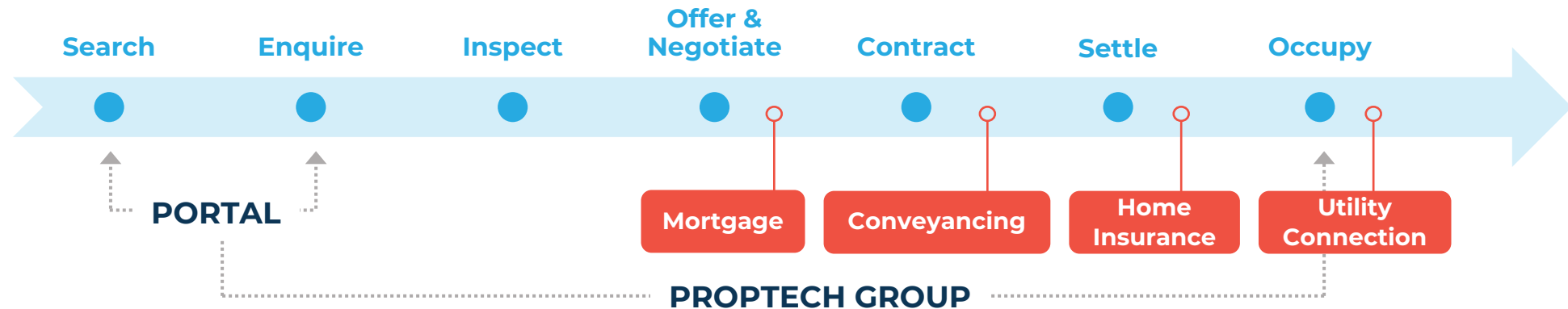


Initiative 3:

Significant Opportunity in Ancillary Services

- \$10 billion ancillary services TAM is more than 100X larger than the TAM of our core SaaS CRM business.
- Through deep integration into the transaction workflow, agents using PropTech Group can make offers for ancillary services (mortgages, conveyancing, insurance, utilities, etc.) at the optimal time.
- Our customers control 51% residential real estate sales transactions in AU and NZ.¹ Agents also benefit through improved efficiency, client satisfaction, and potentially revenue sharing.
- Referral fees and other income creates a total addressable market of \$10 billion per year.

Home Buyer Timeline: Agents Using PTG Can Make Offers at the Optimal Time



1. CoreLogic, Real Estate Institute of New Zealand, internal data.

Initiative 4: Expand Internationally

- In the UK, we continue to drive organic growth and have captured just over 1% of market share.
- Significant M&A opportunities to accelerate growth.
- At 25,000, there are nearly twice as many agency offices in the UK as in AU/NZ.¹
- UK agencies spend \$185 million (£105 million) per year on sales CRM and PM software.²

1. UK Office for National Statistics, UK Business: activity, size, and location, 2019.
 2. Frost & Sullivan.

UK Accounts



Exceptional 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). Current Director of NASDAQ-listed SPAC Genesis Growth Tech Acquisition Corp. and NYSE-listed CIAN.



JOE HANNA
 Managing Director and Chief Executive Officer

Over 20 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 of two leading real estate CRM systems in Australia since 1997.



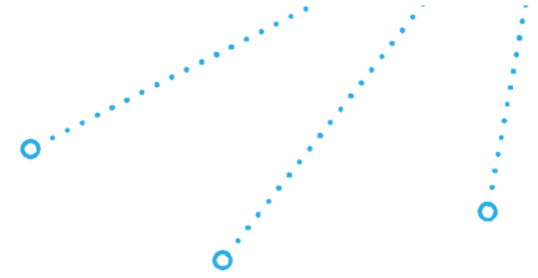
SAM PLOWMAN
 Non-Executive Director

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



GEORG CHMIEL
 Non-Executive Director

Over 25y experience in high growth, disruptive companies as former CFO and GM International of REA Group (REA:ASX), MD/CEO of LJ Hooker Group, MD/CEO of iProperty Group (ASX:IPP), and former Executive Chairman of iCarAsia (ASX:ICQ). He is Chairman of Juwai IQI and holds multiple ASX NED roles.



Mergers & Acquisitions Drive Future Growth

PropTech Group Ventures

Using M&A to Execute on our Four Key Growth Priorities

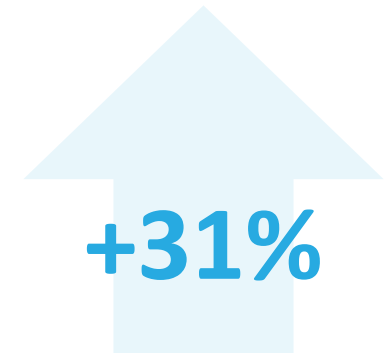
Criteria for M&A:

- Superior technology
- Opportunity to accelerate through integration
- Attractive multiple
- Cash generating
- Open to performance equity earn-in

We Grow Companies Faster:
ARR Growth Since Acquisition¹



Website Blue²
\$910,919



Eagle²
\$3,739,419

Website Blue monthly revenue up 200%³

1. Annualised recurring revenue growth has been calculated by taking the month prior to acquisition and multiplying its recurring revenue (based on unaudited management accounts) by 12 and comparing this to the month of December 2021, on the same basis.
2. Website Blue acquisition month: March 2021. Eagle acquisition month: July 2021.
3. Revenue growth has been calculated by taking the month prior to acquisition and comparing this to the month of December 2021. This was calculated on a combined basis and is based on unaudited management accounts.

Equity-Based Deals in H1 FY22

Introducing PropTech Group Ventures



Joint venture real estate payments and pay-later solution. PTG Ventures owns 20% and can earn up to 50% via performance.



PTG Ventures to earn equity in digital offer management solution through in-app sales to our customers.



PTG Ventures to earn equity in industry data provider through in-app sales to our customers.

- PropTech Group Ventures has signed binding term sheets with Propps and National Property Data for an equity earn-in. Rello is a joint venture.
- With deep integration into our customers' workflows, we can make partners' products significantly more appealing to our customers, drive revenue growth, and earn equity.

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.



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About PropTech Group

PropTech Group provides the software that real estate agents depend upon in Australia, New Zealand, and the United Kingdom. Its products are used by 42% 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.