



PROPTech GROUP

ASX:PTG

General

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

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This presentation may include "forward-looking statements." These can be identified by words such as "may", "should", "anticipate", "believe", "intend", "estimate" and "expect". Statements which are not based on historic or current facts may be forward-looking statements.

Forward-looking statements are based on assumptions regarding PropTech Group's financial position, business strategies, plans and objectives of management for future operations and development and the environment in which PropTech Group Limited will operate.

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. PropTech Group disclaims any responsibility for the accuracy or completeness of any forward-looking statement. PropTech Group disclaims any responsibility to update or revise any forward-looking statement to reflect any change in PropTech Group's financial condition, status or affairs or any change in the events, conditions or circumstances on which a statement is based, except as required by law.

Any projections or forecasts included in this presentation have not been audited, examined or otherwise reviewed by the independent auditors of PropTech Group. Unless otherwise stated, amounts are based on IFRS and are in Australian Dollars. Certain figures may be subject to rounding differences. Any market share information in this presentation is based on management estimates based on internally available information unless otherwise indicated.

You must not place undue reliance on these forward-looking statements.

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The views expressed in this presentation contain information that has been derived from publicly available sources that have not been independently verified. No representation or warranty is made as to the accuracy, completeness or reliability of the information. This presentation should not be relied upon as a recommendation or forecast by PropTech Group.

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The securities referred to in these materials have not been and will not be registered under the United States Securities Act of 1933 (as amended) and may not be offered or sold in the United States absent registration or an exemption from registration.

Financial Information

This presentation includes non-IFRS financial measures which PropTech Group believe provides useful information to the readers to assist in understanding PropTech Group financial performance. Further breakdown and explanation of these non-IFRS financial measures can be found in the Glossary of this presentation.

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

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

**Providing market leading
technology to
streamline, optimise and
automate the selling and
renting of real estate.**

The PropTech Group's mission is to be a leading investor in and operator of PropTech companies that serve residential and commercial real estate agents and property managers in selected, high value markets.

Offices in 6 locations with
80 staff globally ... and
growing.

LONDON

BRISBANE

GOLD COAST

PERTH

CHRISTCHURCH

MELBOURNE

*CORPORATE HQ

- Main Office
- Satellite Office



Next-gen all in one real estate platform
Presence in AU and NZ



Digital asset creation tool
Emarketing, social, signboards, brochures



Sales CRM for real estate agents
Acquired from Domain Holdings Group
(ASX.DHG) 2020



Websites for real estate agents
2,400 real estate agencies in AU and NZ



Next-gen all in one real estate platform
Presence in UK



Digital property inspection tool for agents
Real estate agencies in AU, NZ and UK



Harcourts' legacy CRM system
Real estate agencies in AU, SA and IND



Online property investor platform
160,000+ active members (~1,100 paying)

Providing Technology to Streamline, Optimise and Automate the Selling and Renting of Real Estate.



Innovation

Open API + in-house R&D = rapid continuous product innovation



Scalable

Scalable low-churn recurring SaaS revenues across 3 markets



Market Leaders

Strong market leadership position provides foundation for growth



Profitable

Group currently profitable at both EBITDA and NPAT level



Expert Board

Expert Board & Senior Management leadership with proven track record



Deal Flow

Access to strong deal flow for complementary acquisitions



PropTech Ecosystem

Favourable positioning in the PropTech sector



Int. Relationships

International relationships and expertise across the PropTech sector

199,457

CRM Property Listings

60,108

CRM Users (46,055 Unique)

160,805

Real Estate Investor Members

Up 4% from IPO

\$146B+

Property Transactions



Processed through our CRMs
in the last 12 months

220,208

Properties Settled



Through our CRMs in the
last 12 months

\$3.4B+

Gross Sales Commissions



Processed through our
CRMs in the last 12 months

33%

Market Share in ANZ¹



17% growth from IPO (28%
market share)

\$11.6m

AMRR - PTG



Up 19% from IPO

~\$200/mth

B2B business unit ARPA



Flat since IPO

All information on this slide is at 31 March 2021 (Inclusive of H1 Acquisition), unless stated otherwise.

¹ Agent offices using one or more PTG products, ANZ total market size is 12,200 agent offices as per the Frost & Sullivan market report (October 2020) included in the PTG prospectus

Financial highlights for 6 months ending 31 December 2020

\$5.0mRevenues from ordinary activities¹**\$1.4m**

Underlying EBITDA

\$1.0m

Underlying net cashflows from operating activities

\$29.8m

Net assets

90%

GP Margin

29%

Underlying EBITDA margin

\$0.5m

Profit after income tax

\$0.67Diluted earnings per share²¹ Includes other income (Government grants)² Calculated using the weighted average number of ordinary shares 78,232,597

This information should be read in conjunction with PropTech Group Limited's Interim Financial Report for the half year ended 31 December 2020 and the financial section in this presentation.

4,057 ANZ Agencies (3,465 at IPO): increase of 17%

Market Share

VΔULTRE

my desktop

Rentfind Inspector

designly

websiteblue

31% AUSTRALIA

Total Market 11,000 agent offices

49% NEW ZEALAND

Total Market 1,200 agent offices

Source: Frost & Sullivan, 2020

Franchise 62%

Independent 38%

4,057

ANZ agencies using one or more PTG products (33% and growing fast. An additional 5% market share from ASX listing Nov 2020)

Key residential real estate sale agencies in ANZ



Raine&Horne.

Harcourts

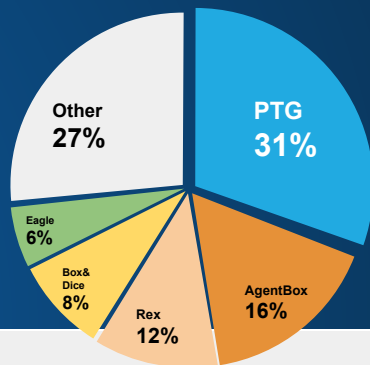


PRD.

★ Professionals

PTG has the largest CRM market share of agents in ANZ with 31% share by number of offices, up from 26% at IPO (Nov 20)

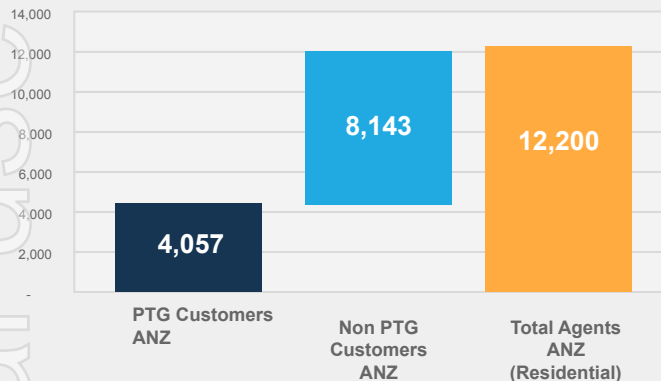
Aust/NZ CRM Addressable Market Share
(by number of offices)



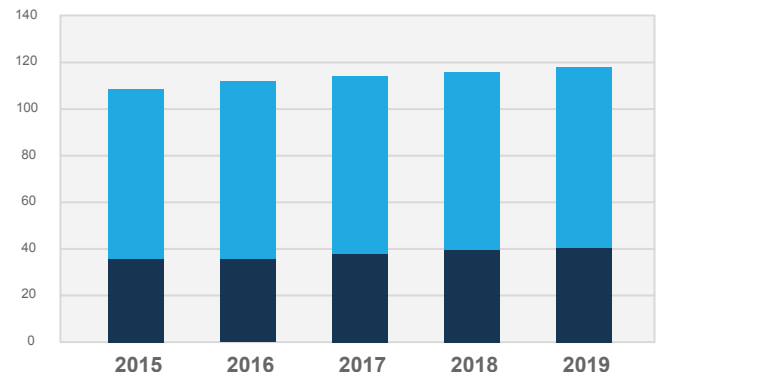
Source: Frost & Sullivan, 2020 with management updates

- Rapid growth in ANZ market share since listing (+ 5%) will further opportunity for growth
- Customer spend on Property Management (PM) is more than double CRM presenting significant upside opportunities

Unique PTG Customers

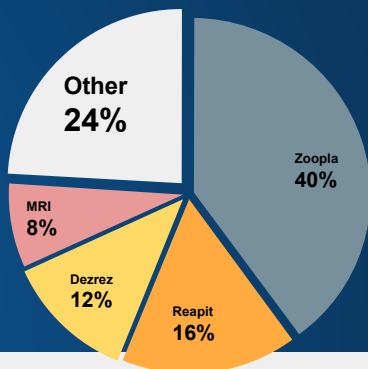


AUS/NZ Total Market (A\$m)



The United Kingdom represents a significant growth opportunity for PropTech Group.

UK CRM Addressable Market Share
(by number of offices)



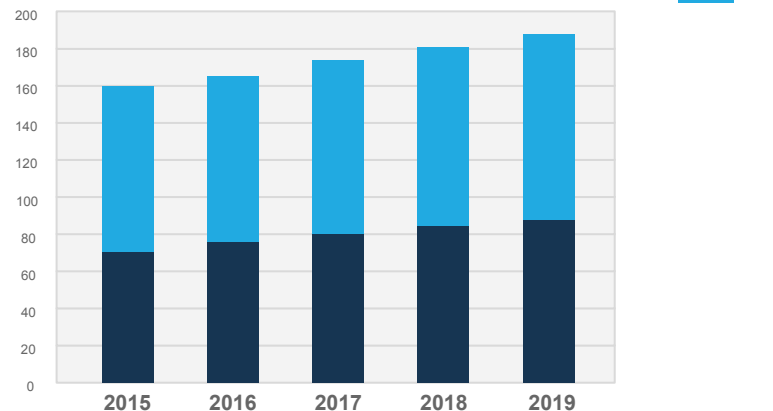
- The UK market comprises over 25,000 real estate offices
- The CRM and PM markets in the UK are approximately the same size, and together are 70% larger than ANZ by value

→ UK market revenue growth has been stronger than ANZ over the 5 years to 2019

→ Both the CRM and PM markets are fragmented in the UK

→ PropTech Group has a team on the ground actively selling into the UK and is one of the only providers offering both CRM and PM on a single platform

UK Total Market (A\$m)

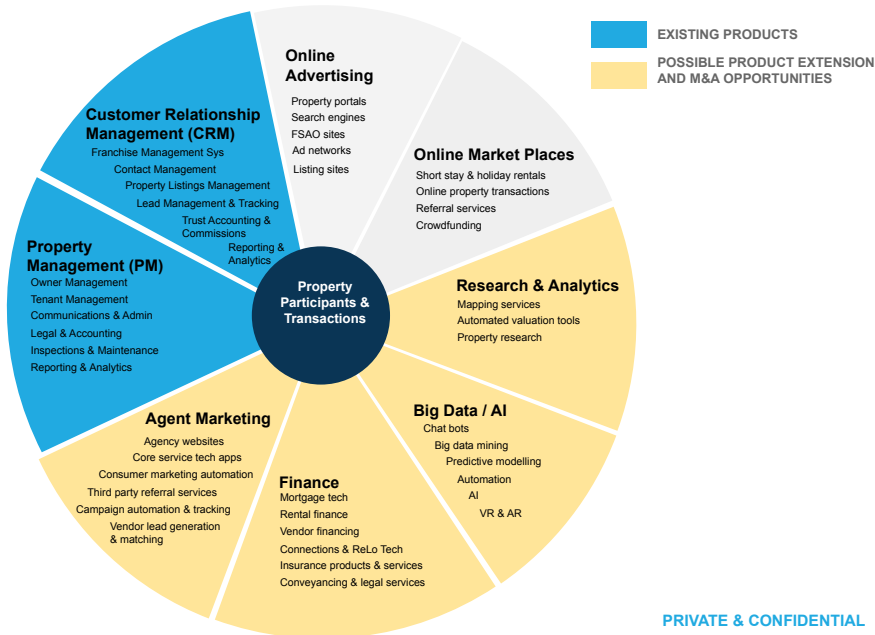


PropTech Group intends to drive growth through investment in and acquisition of PropTech companies

Criteria:

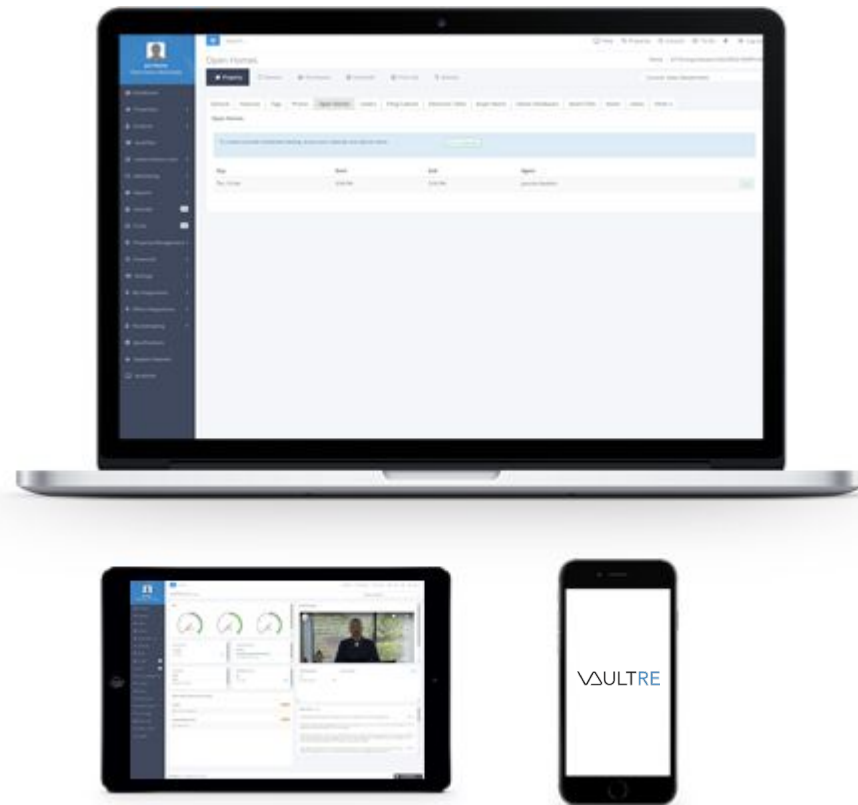
- Profitable or have a clear path to profitability
- Complementary to the existing products and services within the Group
- Expansion of customer base
- Market leaders or a clear pathway to dominant position
- Strong and capable management team

The PropTech Opportunity Landscape



Pending Commercial Partnerships & Integrations:

- CRM
- Finance: VPA and agency finance solution
- Social media – listing + agent amplification
- AI and conversational lead management
- ReloCo Tech
- Conveyancing
- Inhouse (VaultRE products)
 - Greater focus on modules
 - VaultRE Property Management
 - VaultRE Trust Accounting
 - VaultRE Commercial



1. Market Depth

Increase market share of AU/NZ agencies that use at least one PropTech Group product

2. New Product Range

Acquire or partner with companies that complement the PropTech Group's real estate CRM assets eg. Website Blue, Designly

3. Increased ARPA

Increase average spend through price recalibration and sale of new products to existing customers

4. New Markets

Scale up in the UK and review of potential merger and acquisition opportunities in the UK and other attractive markets

Go To Market Strategy

Onboarding

Restructured Customer Success Teams for both property management and sales to significantly increase onboarding capacity

Sales & Account Management

Historically, sales have been reactive with no outbound Marketing or Sales Teams. Ramping up national Sales and Account Management Teams to better service clients and cross serve with PTG's new products which will be deeply integrated into the core CRM

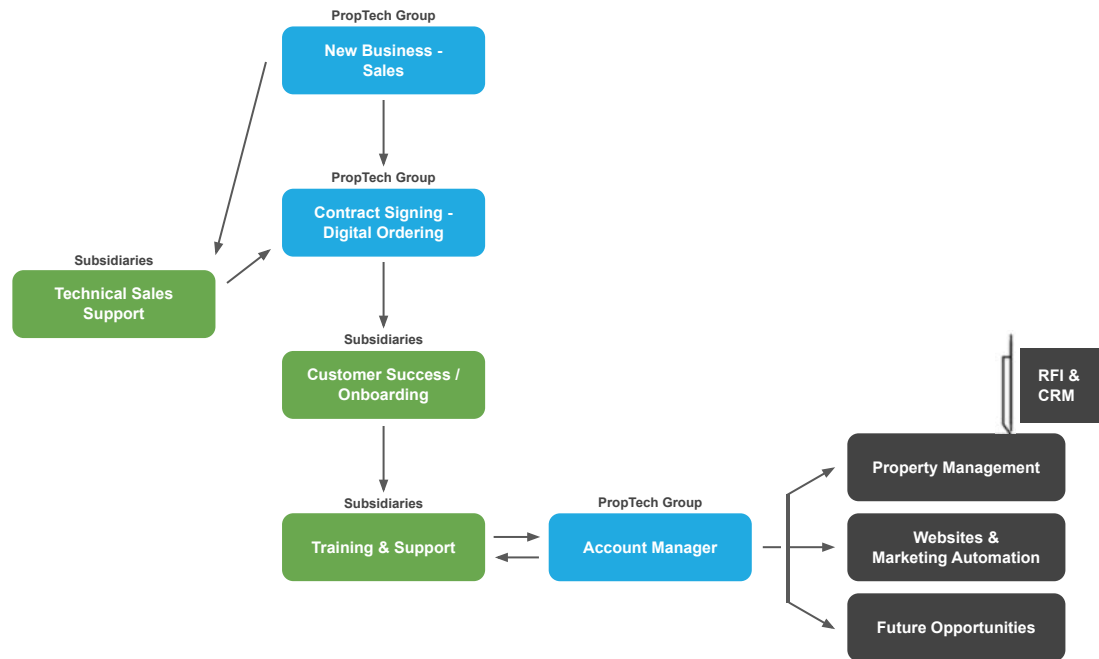
Focus

Subsidiaries to be laser focused on their strengths in product development and service, with PropTech Group providing distribution

Marketing

A full rebrand of PropTech Group to become the client facing brand for communications

Preparing for scale





SIMON BAKER
Non-Executive Chairman

Simon is a 25-year digital industry expert. He is a thought-leader, investor, presenter & adviser across the proptech sector globally. Simon was the founding MD of realestate.com.au (REA.ASX) at its IPO on ASX. He was also the Chairman of Mitula (MUA.ASX) and iProperty (IPP.ASX) before they were acquired. Prior to the RECRM Acquisition, Simon was the Non-Executive Chairman of REV and a Non-Executive Director of RECRM.



JOE HANNA
Managing Director and Group CEO

Joe has 20 years' experience in proptech & digital classifieds. He has been a founder & director of a number of start-up technology companies including LatamAutos (LAA.ASX), Mitula (MUA.ASX), PredictiveMatch and xLabs. Earlier in his career, Joe held various senior management & technology roles at Fairfax Digital (FXJ.ASX) for 8 years'. Prior to the RECRM Acquisition, Joe was an Executive Director of both REV and RECRM.



SCOTT WULFF
Executive Director and General Manager – CRM

Scott has over 30 years' corporate and propetch experience. He was the co-founder and developer of MyDesktop in 1997 (with Adam Campbell) before the business was acquired by Fairfax/Domain in the late 2000s. After leaving Fairfax/Domain in 2016, Scott & Adam developed VaultRE as a next-generation real estate CRM and PM platform. Prior to the RECRM Acquisition, Scott was an Executive Director of RECRM.



SAM PLOWMAN
Non-Executive Director

Sam has over 25 years' corporate experience across proptech, fintech and the digital sector. He is the current CEO and co-principal at Payment Logic. Earlier in his career, Sam held senior positions at ANZ, NAB, Sandstone Technologies and Fairfax/Domain, where he led the acquisition of MyDesktop in the late 2000s. Prior to the RECRM Acquisition, Sam was a Non-Executive Director of both REV and RECRM.



GEORG CHMIEL
Non-Executive Director

Georg has over 25 years' experience in growth businesses, especially in the real estate and proptech sectors. He is currently the Executive Chairman of Juwai-IQI and iCarAsia (ICQ.ASX), and a Non-Executive Director of Centrepont Alliance (CAF.ASX). Georg was previously the MD of iProperty and a Non-Executive Director of Mitula. Prior to that, he was global MD of the LJ Hooker Group and CFO at realestate.com.au (REA.ASX).

**JOE HANNA**
Managing Director and Group CEO

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**BILL NIKOLOUZAKIS**
Group Chief Operating Officer

Bill has over 19 years' experience in property, finance and technology with his last role as CEO of iBuyNew, a listed property platform and transactions business. Bill has previously founded businesses in property, finance and marketing and is a Non-Executive Director of Urban Seed Projects.

**MICHAEL FIORENZA**
Group Chief Financial Officer

Michael has over 14 years' international experience in finance & accounting, with the last 6 years' focused on the proptech sector. He is the CFO of Real Estate Investar (REV.ASX), and previous CFO of the VC fund CAV Investment Group. Earlier in his career, Michael held a range of accounting & finance roles in Australia and offshore including at Aurizon (AZJ.ASX), Suncorp (SUN.ASX) and Mattel (MAT.NASDAQ).

**ADAM CAMPBELL**
Technology Director

Adam has over 22 years' experience in the proptech sector. He was the co-founder and developer of MyDesktop in 1997 (with Scott Wulff) before the business was acquired by Fairfax/Domain in the late 2000s. After leaving Fairfax/Domain in 2016, Adam & Scott developed VaultRE as a next-generation real estate CRM and PM platform. Adam has close working relationships with the major real estate franchise groups across ANZ.

**ZAAC WOODHEAD**
M&A and Strategic Partnerships

Zaac has 20 years' technology experience in director, advisory and investor roles driving product innovation & scale up across startup, middle market & enterprise both B2C & B2B. Highlights as co-founder of PortPlus (SaaS real estate), acquired & listed on ASX, and MD / co-owner of a digital consultancy acquired by an international marketing group.

**CHRISTIAN SCANDURRA**
Sales Director – UK

Christian has over 15 years' proptech experience in Australia and the UK. From 2007 to 2014, he was the Sydney-based Sales Manager for MyDesktop. Christian then relocated to the UK and successfully launched Rentfind Inspector and VaultRE into that market. Earlier in his career, Christian was a real estate agent in Australia and Europe, which gave him a strong knowledge of the technology requirements of the sector.

**MATTHEW HEALY**
Chief Technology Officer

Matt has over 13 years' experience in the proptech sector. He was the co-developer of MyDesktop from 2007 to 2016. Matt also co-founded the VaultRE platform and is responsible for the third-party technology integrations, commercial property system requirements, and the franchise management systems across the business.



PROPTech GROUP
FINANCIALS

Acquisition accounting

On 19 November 2020, the PropTech Group Limited completed the acquisition of 100% of the shares in Real Estate CRM Pty Ltd (**"RECRM"**) and its wholly owned subsidiaries (**"Acquisition"**).

The Acquisition has been accounted for using the principles for reverse acquisitions in AASB 3 Business Combinations, as a result of the Acquisition, the former shareholders of RECRM (the legal subsidiary entity) obtained accounting control of the Company (the legal parent entity).

Therefore, the consolidated financials of PTG for the half year ended 31 December 2020 represents a continuation of the financial statements of RECRM (on the basis that RECRM is the deemed accounting acquirer), together with the results of PTG from the Acquisition date of 19 November 2020.

It should be noted that the results of the previous corresponding period being the six months ended 31 December 2019 (**"PCP"**) set out in this financial report represents only the financial results of RECRM when run as a private group, and does not include any results from PTG. The table below provides further clarification

Consolidated Statement of:	Six months to 31 December 2020	Previous corresponding period ("PCP")
Profit or loss and other comprehensive Income	RECRM: 1 July 2020 to 31 December 2020. PTG: 19 November 2020 to 31 December 2020.	N/A - RECRM was not in existence, as it was incorporated on 13 February 2020.
Financial position	RECRM and PTG consolidated as at 31 December 2020.	RECRM only as at 30 June 2020.
Changes in equity	Equity balances of RECRM as at 1 July 2020, their results for the half-year and transactions with equity holders for the half-year. PTG's transactions with equity holders since 19 November 2020 and its results for the period from 19 November 2020 to 31 December 2020.	RECRM only for the period from 13 February 2020 to 30 June 2020.
Cash flows	RECRM: 1 July 2020 to 31 December 2020. PTG: 19 November 2020 to 31 December 2020.	N/A - RECRM was not in existence, as it was incorporated on 13 February 2020.

Profit or loss and other comprehensive Income

During the half year period to 31 December 2020, total operating revenue was \$4,872,620.

Total revenue and other income \$5,031,616 (other income includes government grants \$158,996).

Profit for the consolidated entity, after providing for income tax, amounting to \$522,478.

The Group had an underlying EBITDA for the period of \$1,414,103, which excluded any non-operating items.

As per half year report	31-Dec-20
	\$'000
SaaS revenue	4,488
Other operating revenue	384
Total operating revenue	4,872
COS	(471)
Gross profit	4,401
Gross profit margin %	90%
Other income	159
Operating expenses	(3,146)
Underlying EBITDA	1,414
Underlying EBITDA margin %	29%
Profit after income tax	522

Financial Position

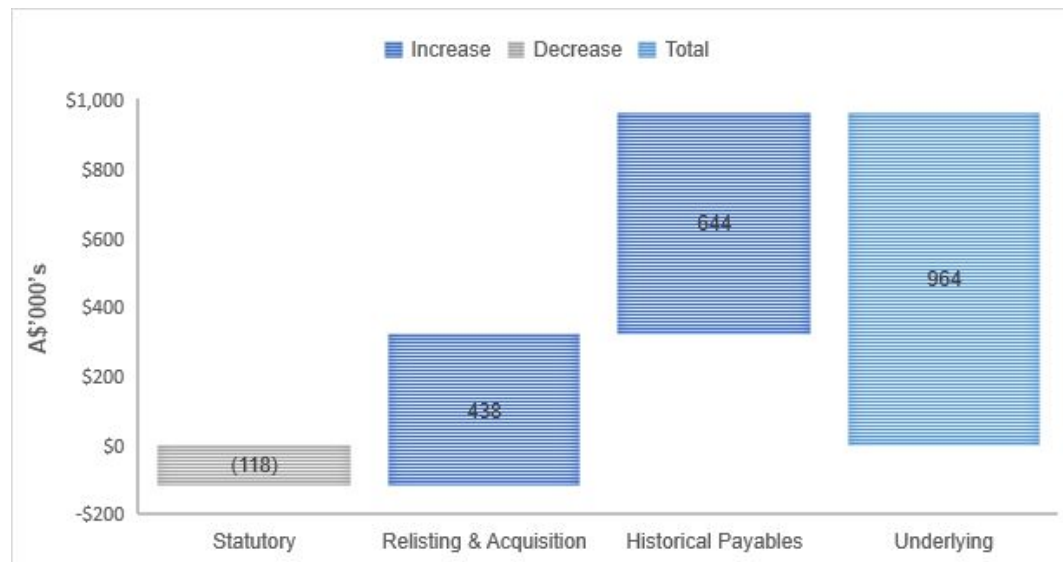
Vendor payables in H1 FY21 represents the payments due for the acquisition of Commerce Australia Pty Ltd (MyDesktop).

Financial Position	31-Dec	30-Jun
	2020	2020
	\$'000	\$'000
Cash and cash equivalents	12,207	2,475
Other current assets	995	351
Total current assets	13,202	2,826
Other non-current assets	461	575
Goodwill & intangibles	27,250	23,133
Total non-current assets	27,711	23,708
Total Assets	40,913	26,534
other current liabilities	2,029	1,349
Vendor payables	9,000	6,000
Total current liabilities	11,029	7,349
Total non- current liabilities	87	3,143
Total liabilities	11,116	10,492
Net assets	29,797	16,042
Total equity	29,797	16,042

Cashflows

As at 31 December 2020, the Group's cash balance was \$12,207,051. The rise in cash balance at the end of the period was attributed to the increase via a capital raise \$10,600,000, this was offset by a deficit of (\$118,170) in operating cash for the period which was heavily impacted by substantial extraordinary outflows which directly related to the raising of capital (not attributed to equity in accordance with AASB 132), ASX re-compliance and acquisition.

On an adjusted basis after removing all one-off costs in relation to the relisting, acquisition and historical payables, the underlying net cashflows from operating activities for the period is \$963,723.



The chart above gives further breakdown of the reconciliation of statutory net cashflows from operating activities to underlying net cashflows from operating activities:

Glossary

To assist in the evaluation of the performance of the Group, certain measures are used, that are not recognised under AAS or IFRS. These measures are collectively referred to as “non-IFRS financial measures”.

The non-IFRS financial measures and pro-forma results provide useful information about the financial performance of the Group, they should be considered as supplements to the financial statements that have been presented in accordance with AAS and IFRS and not as a replacement for them. As these non-IFRS financial measures are not based on AAS or IFRS, they do not have standard definitions, and the way the Group has calculated these measures may differ from similarly titled measures used by other companies. Investors and readers of this financial report should therefore not place undue reliance on these non-IFRS financial measures.

Non-IFRS financial measure	Definition
EBITDA	Represents earnings before interest, income tax expenses, depreciation and amortisation.
Underlying EBITDA	Underlying EBITDA has been adjusted to eliminate the effects of interest, tax, depreciation and amortisation, fair value adjustments, impairment expenses, loss on disposal on assets and any other non-operating items (Share based payments, bad debts, transaction and relisting costs and foreign currency translation differences)
EBIT	Earnings/ (losses) before interest (net finance income) and taxation;
AMRR	Annualised monthly recurring revenue (AMRR), represents monthly recurring revenue for the month of March 2021 (unless mentioned otherwise), multiplied by 12. 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.
Underlying net cashflows from operating activities	The Underlying net cashflows from operating activities provides a better view of the operating performance of the business eliminating one-off costs that would not have been usually occurred during the period, such costs relate to historical payables, transaction and relisting costs.



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