

ASX Release

PropTech Group Posts 70% YoY Growth in Cash Receipts, 56% YoY Growth in ARR in Third Quarter of FY22

MELBOURNE, AUSTRALIA (21 April 2022) — The PropTech Group Limited (ASX: PTG), which provides the software that real estate agencies depend on all day, every day, is pleased to release its Appendix 4C and Activities Report for the three months ending 31 March 2022 (“Q3 FY22” or “Third Quarter” or “Quarter”).

Third Quarter financial highlights include:

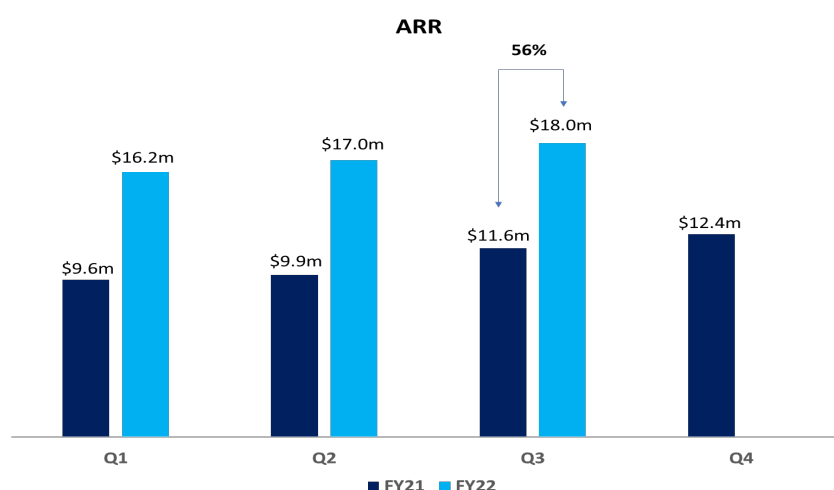
- Cash receipts of \$5.3m, an increase of 70% over the previous corresponding period;
- Positive net cash flows from operations of \$0.4m; and
- Strong cash balance of \$14.6 million as at 31 March 2022.

Year to Date (1 July 2021 through 31 March 2022) financial highlights include:

- Total cash receipts of \$16.1m, an increase of 94% over the previous corresponding period; and
- Positive net cash flow from operations of \$2.0m.

Third Quarter operational highlights include:

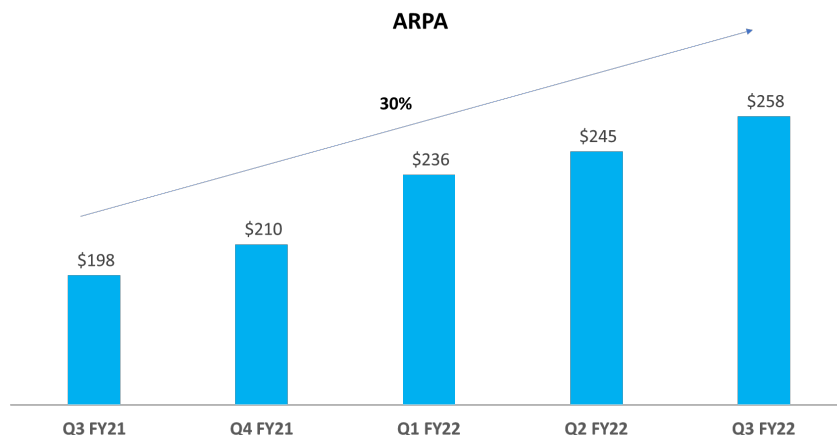
- Annualised Recurring Revenue (“ARR”) reached a record \$18.0 million at the end of the Quarter, an increase of 56% versus the previous corresponding period (Q3 FY 21) and an increase of 6% over the prior quarter;¹



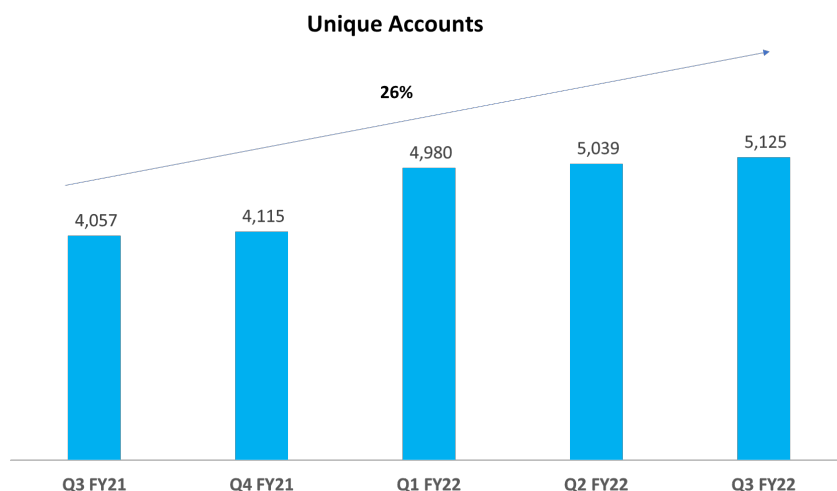
- Average revenue per account (“ARPA”) increased 5% in Q3 FY22 to \$258 per month compared to the prior quarter and 30% versus the previous corresponding period of Q3 FY21;

¹ Annualised Recurring Revenue is recurring revenue calculated in the last month of the quarter and 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.

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- The number of unique accounts increased 2% to 5,125, compared to the prior quarter and 26% versus the previous corresponding period of Q3 FY21;



- The PropTech Group's Australia and New Zealand market share² increased to 42% of real estate offices, up 1 percentage point compared to the prior quarter and up 9 percentage points versus the corresponding period last year; and
- Number of products per account³ increased by 3.2% from 1.85 to 1.91 compared to the prior quarter, up from 1.05 in December 2020.

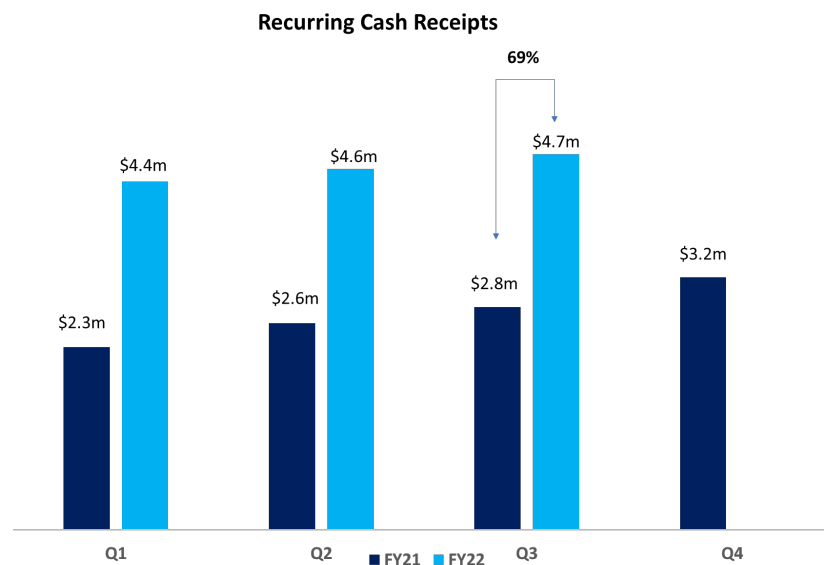
² Market share determined by number of real estate agency offices using at least one PropTech Group product as a proportion of all real estate offices (Frost & Sullivan).

³ 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.

Joe Hanna, Group CEO and Managing Director of the PropTech Group, said:

“This Quarter’s numbers present a picture of a thriving, fast-growing, cash-flow positive business with record level of annualised recurring revenues, key operational metrics continuing to trend in the right direction, and significantly strengthened working capital management.

“Recurring cash receipts account for nearly 90% of the total cash receipts and continued to grow in this quarter. Non-recurring cash receipts halved in Q3 FY22 to \$0.6 million on the back of a strong second quarter of \$1.2 million. The strong Q2 was due to improved collections and extraordinary cash receipts from the completion of Australia’s largest new real estate website project, involving more than 2,000 web domains for Harcourts.”



“Driving this excellent performance is our success executing all four key growth initiatives.

1. Increasing recurring revenues from our core CRM software through capturing new customers and through increasing our yield per customer for existing products (\$120m market potential);
2. Growing into related real estate SaaS software by leveraging our core CRM platforms with add-ons (additional \$490m market potential);
3. Integrating ancillary services into our core software (additional \$9.5bn market potential); and
4. Executing international expansion.”

**** ENDS ****

Release of market announcement authorised by the Board of the PropTech Group Limited.

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About the PropTech Group

The PropTech Group provides the software that real estate agents use all day, every day 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 ~51% of real estate sales in those countries. The best real estate agents use PropTech Group apps, including Ray White and Raine & Horne in Australia and Century 21 in the United Kingdom.

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Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

PropTech Group Limited

ABN

39 141 276 959

Quarter ended ("current quarter")

31 March 2022

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	5,324	16,061
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(1,026)	(3,213)
(c) advertising and marketing	(158)	(482)
(d) leased assets	(116)	(304)
(e) staff costs	(2,720)	(7,752)
(f) administration and corporate costs	(874)	(2,390)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	2
1.5 Interest and other costs of finance paid	(4)	(8)
1.6 Income taxes paid	-	111
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	426	2,025
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	(6,795)
(b) businesses	-	-
(c) property, plant and equipment	(51)	(94)
(d) investments	-	(150)
(e) intellectual property	(517)	(1,768)
(f) other non-current assets	(5)	(83)

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Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	(573)	(8,890)
3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	15,506
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(10)	(732)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	(10)	14,774
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	14,778	6,731
4.2	Net cash from / (used in) operating activities (item 1.9 above)	426	2,025
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(573)	(8,890)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(10)	14,774
4.5	Effect of movement in exchange rates on cash held	(31)	(50)
4.6	Cash and cash equivalents at end of period	14,590	14,590

5. Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts		Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	7,506	7,594
5.2	Call deposits	7,084	7,184
5.3	Bank overdrafts		
5.4	Other (provide details)		
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	14,590	14,778

6. Payments to related parties of the entity and their associates		Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	44
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<p><i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i></p> <p>Director fees relating to the reported quarter</p>		

7. Financing facilities <i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
7.4 Total financing facilities	-	-
7.5 Unused financing facilities available at quarter end		-
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (item 1.9)	426
8.2 Cash and cash equivalents at quarter end (item 4.6)	14,590
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	14,590
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)	N/A
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	N/A
8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	N/A
8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	N/A
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>	

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 21 April 2022

Authorised by: The Board of PropTech Group Limited
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.