

**Bridgemarq Real Estate Services**  
**SAMPLE ANALYTICS REPORT**  
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## INTRODUCTION

Bridgemark Real Estate Services is a leading provider of services to real estate brokers and agents in Canada. It earns revenue primarily from franchise fees, with about 82% of these fees being fixed, which stabilizes income and insulates the company from market fluctuations. Bridgemark operates across Canada with more than 21,000 REALTORS® under brands such as Royal LePage, Via Capitale, Proprio Direct, and Johnston & Daniel.

The company's growth strategy includes both organic expansion and acquisitions. Franchise fee revenues are protected through long-term agreements, and the fixed-fee model mitigates the impact of market downturns. Bridgemark's business is geographically diversified and listed on the Toronto Stock Exchange under the symbol BRE.

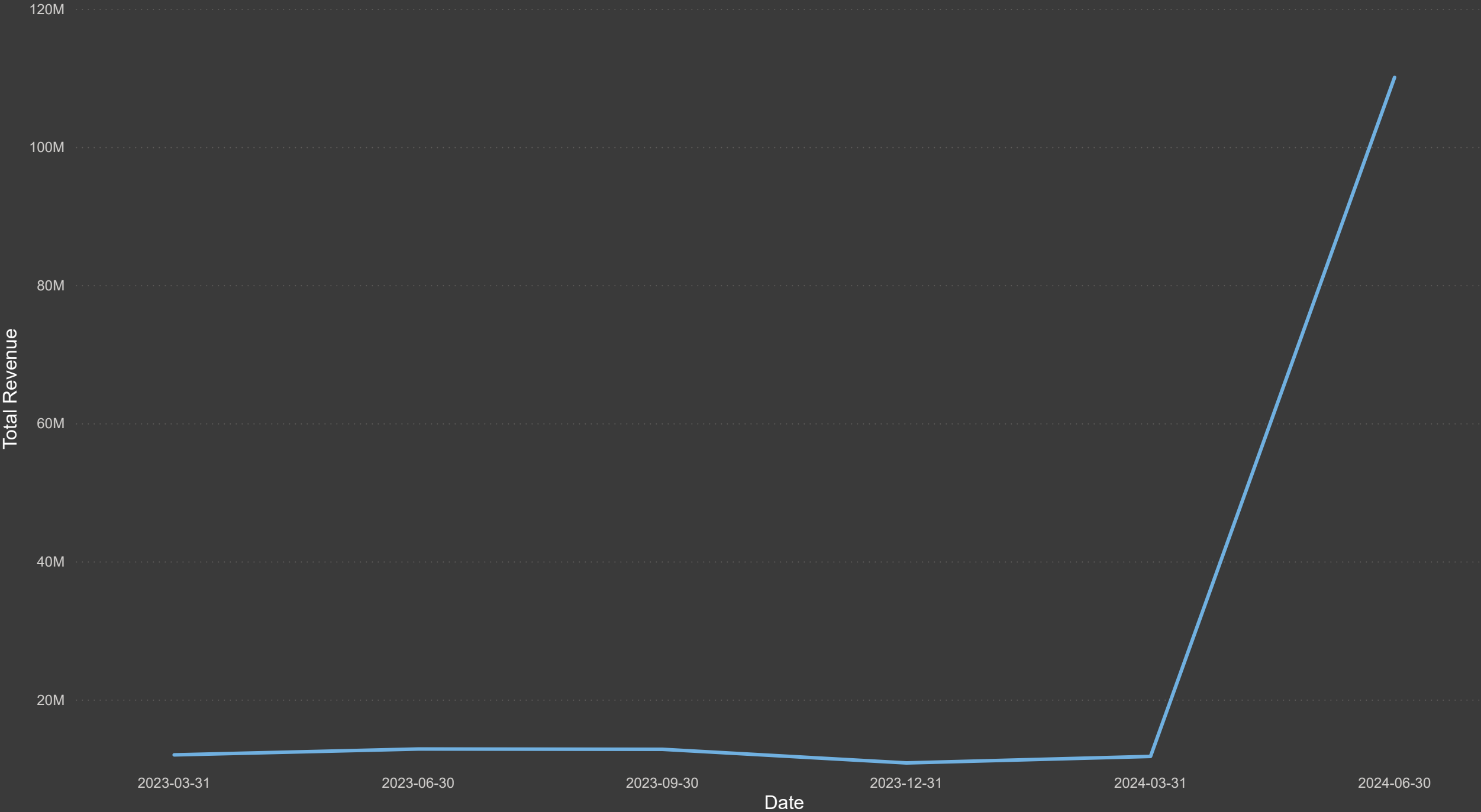
The company's board of directors oversees operations, ensuring strong corporate governance, including the integrity of financial reporting and governance practices. Bridgemark has a commitment to diversity, with a significant representation of female members on the board and committees. The company continues to refine its governance in line with Canadian and U.S. guidelines.

## OVERVIEW OF THE REPORT

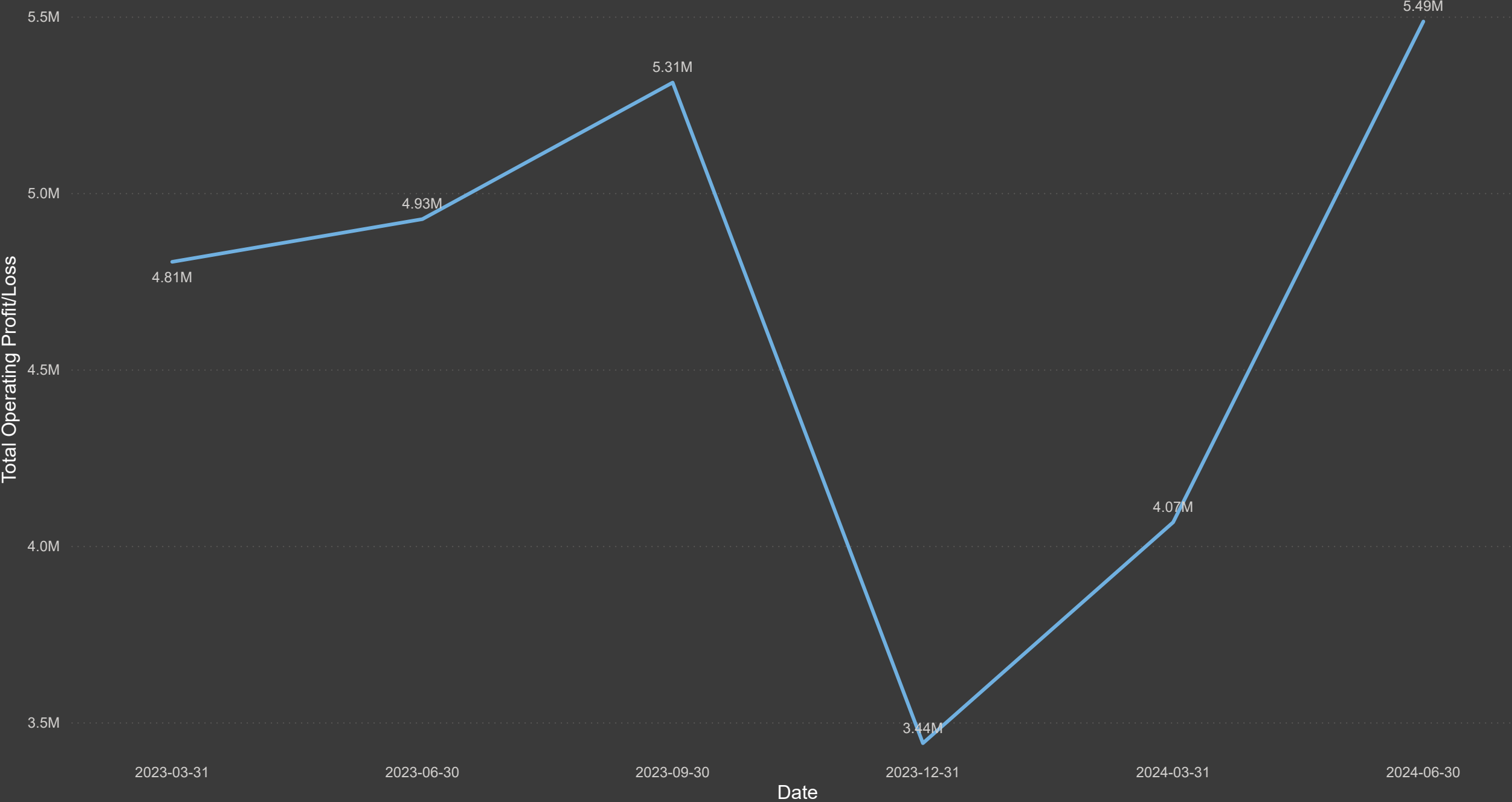
The purpose of this report is to present a visual analysis of Bridgemark Real Estate Services performance based on:

- . Profitability ratios
- . Liquidity Ratios
- . Return measures
- . Cash Flow measures
- . Market Ratios

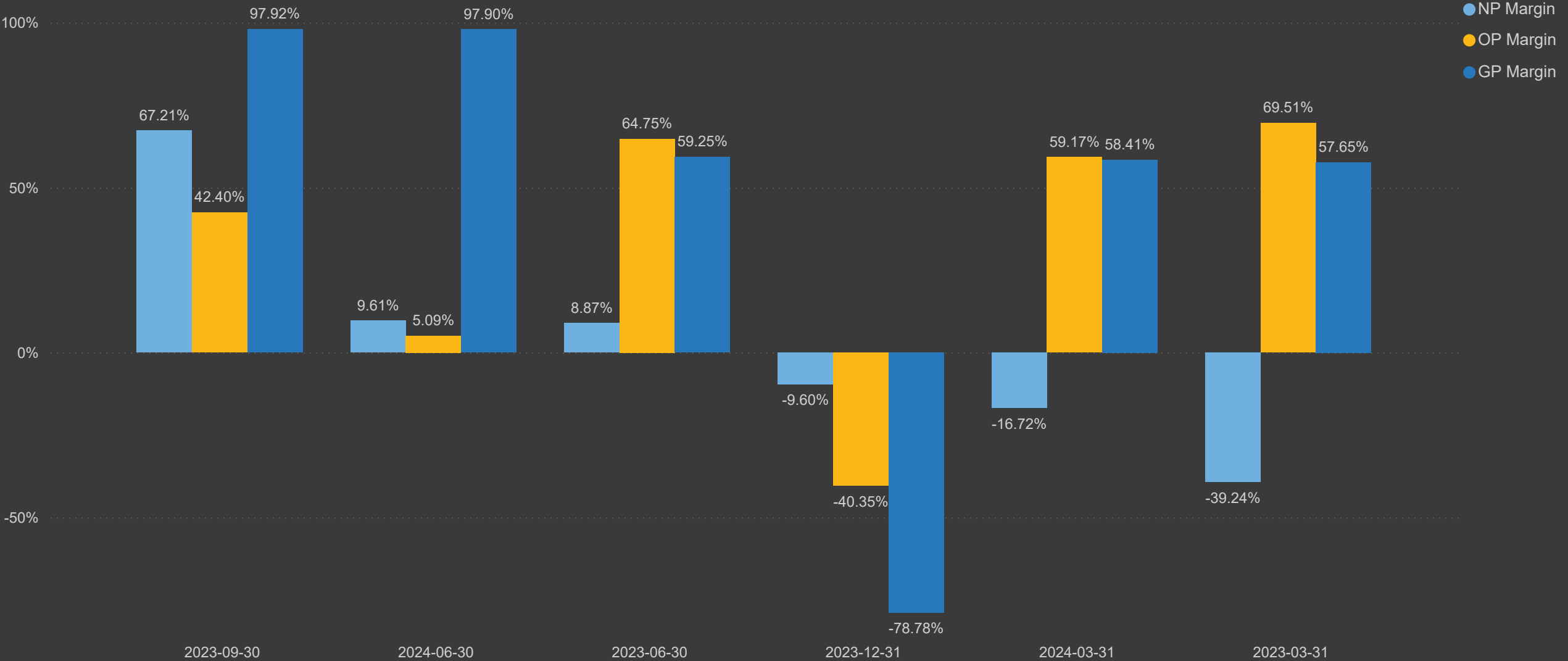
Total Revenue by Date



Total Operating Profit/Loss by Date



NP Margin, OP Margin and GP Margin by Date

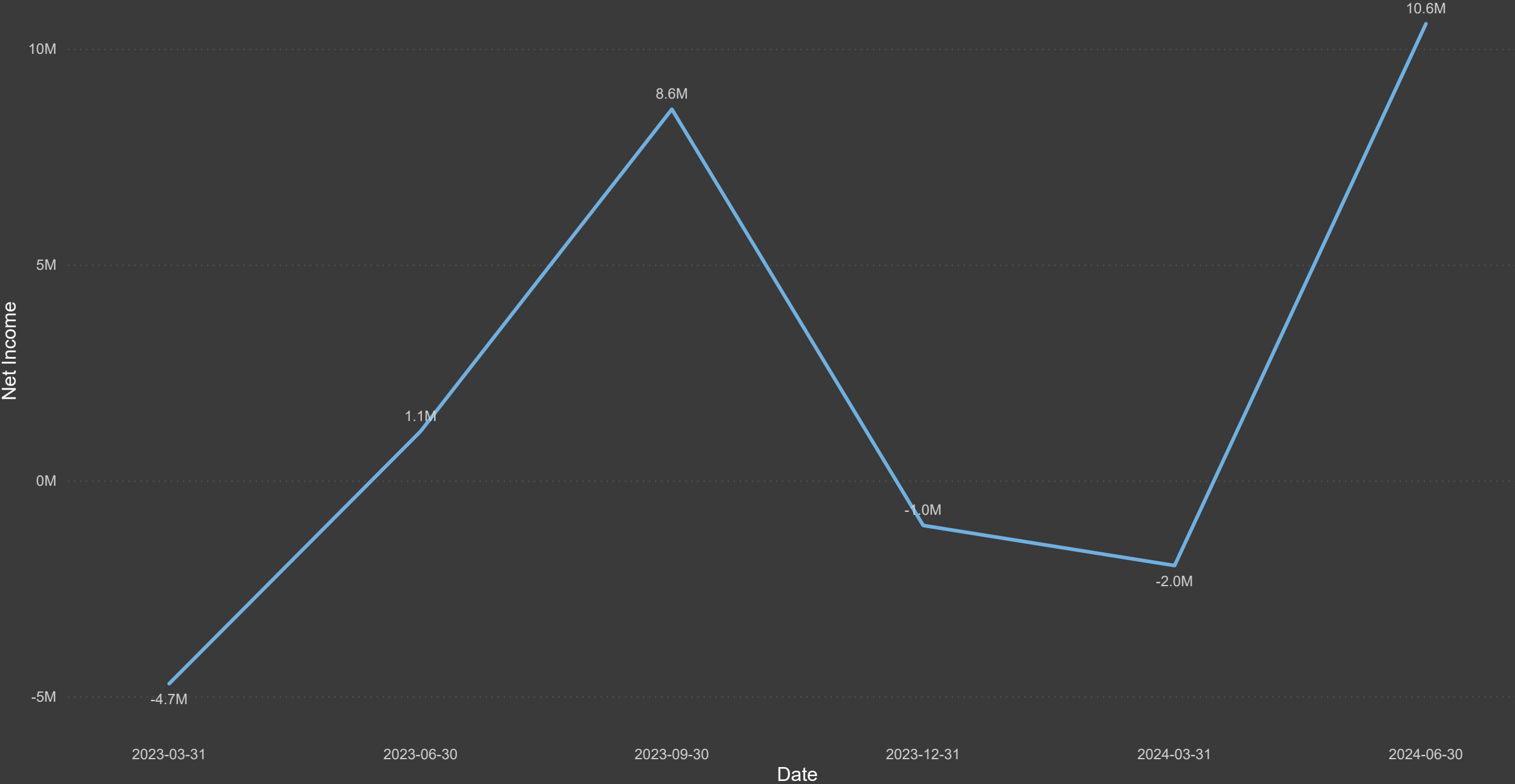


**Gross Margin**  
The gross margin has remained steady and is a positive trend.

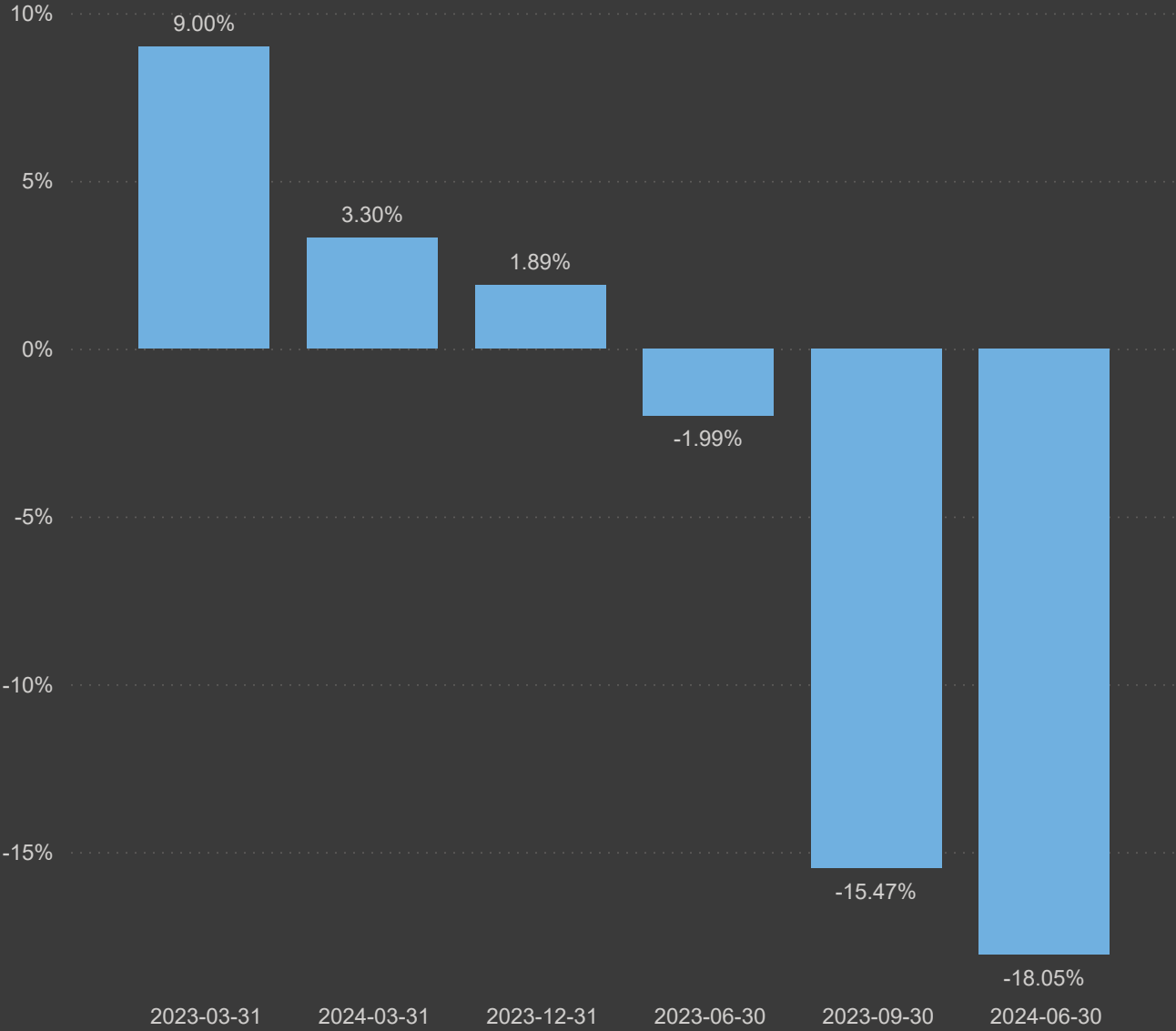
**Net Margin**  
The net margin has improved but is still negative which shows a room for improvement.

**Operating Margin**  
The operating margin is rising which is a positive indicator.

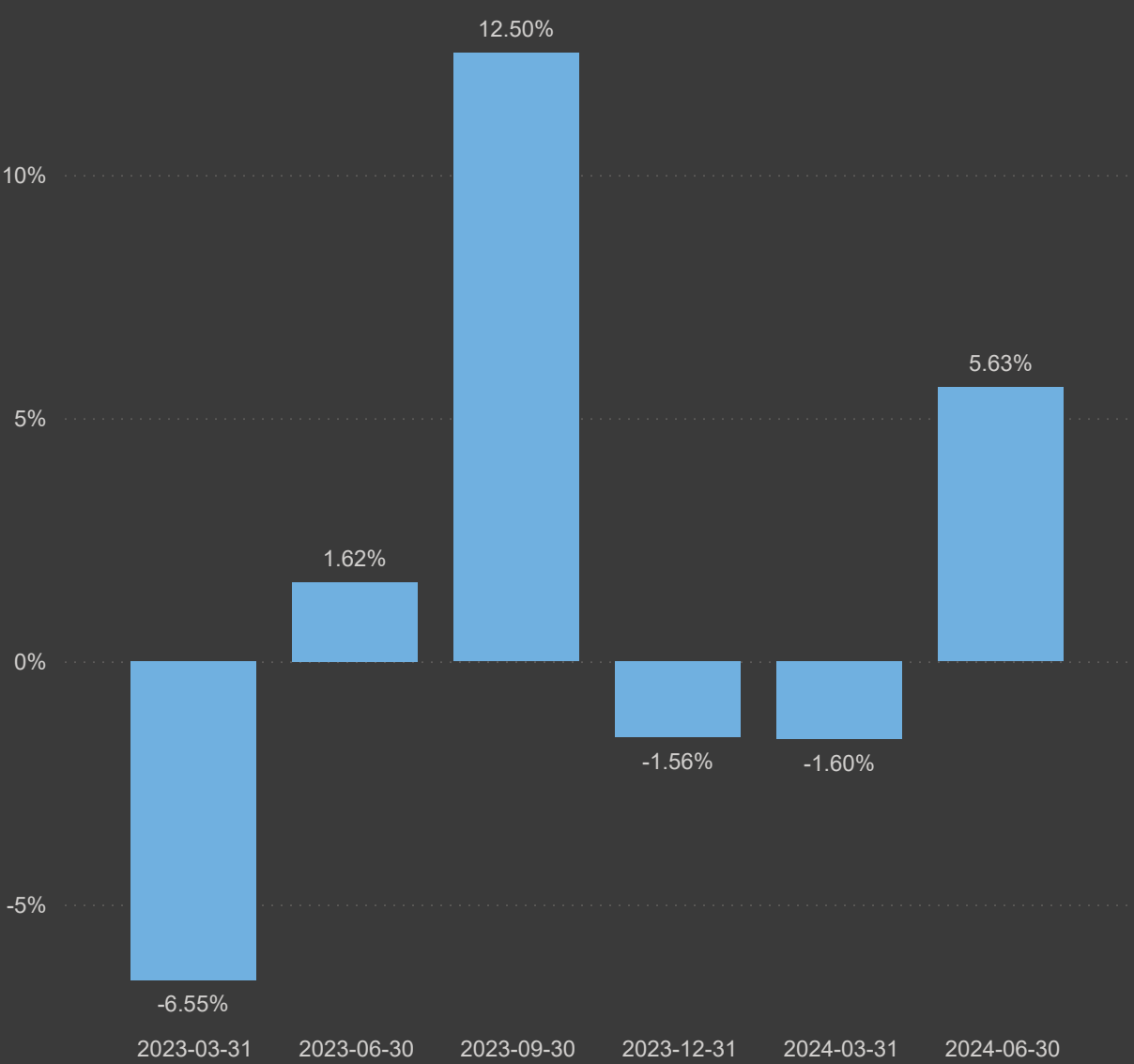
Net Income by Date



Return on Equity by Date



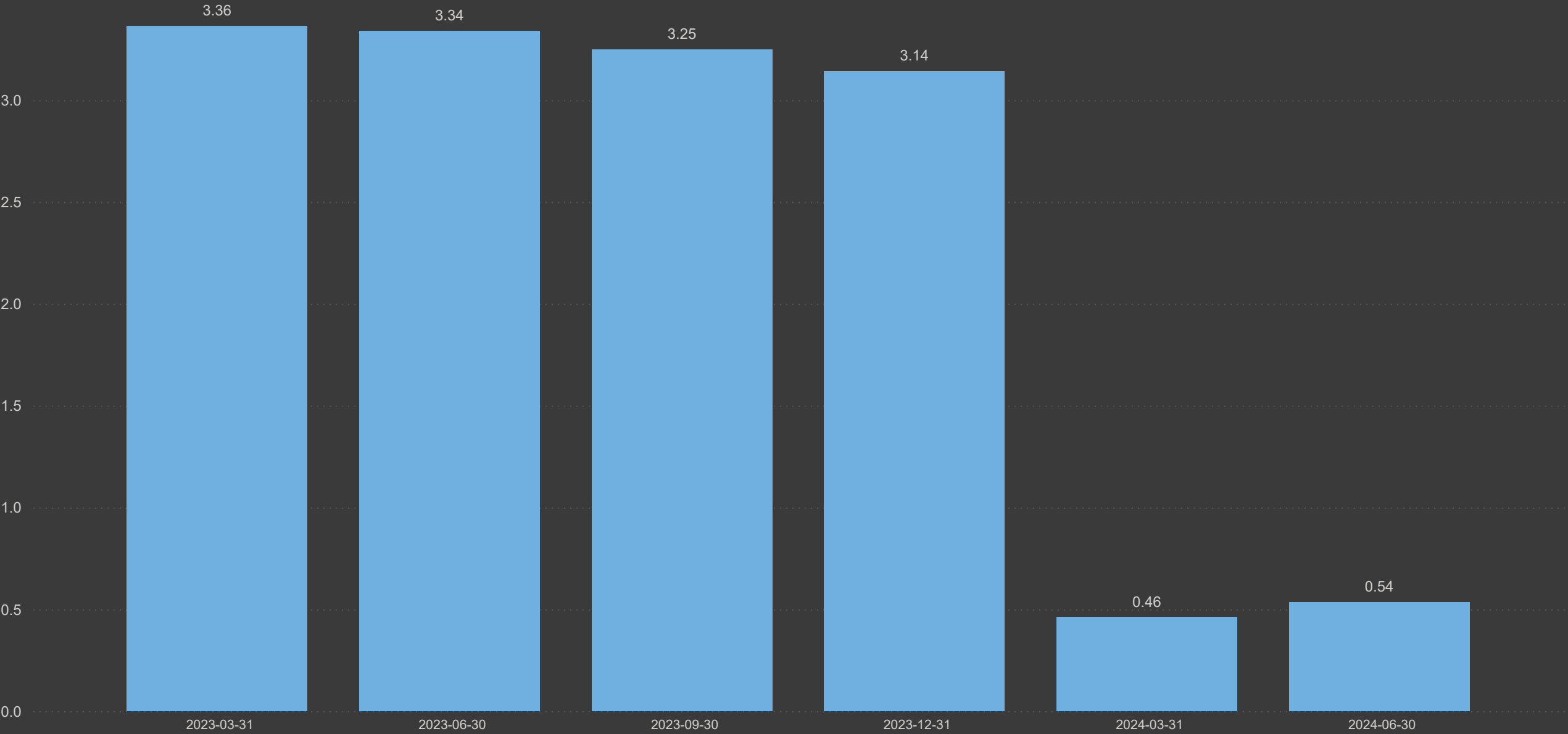
Return on Assets by Date



Return on Equity, and Return on Assets

As evidenced by the above graphs, returns on the assets and equity have declined. Further analysis is needed in this regard.

Current Ratio by Date

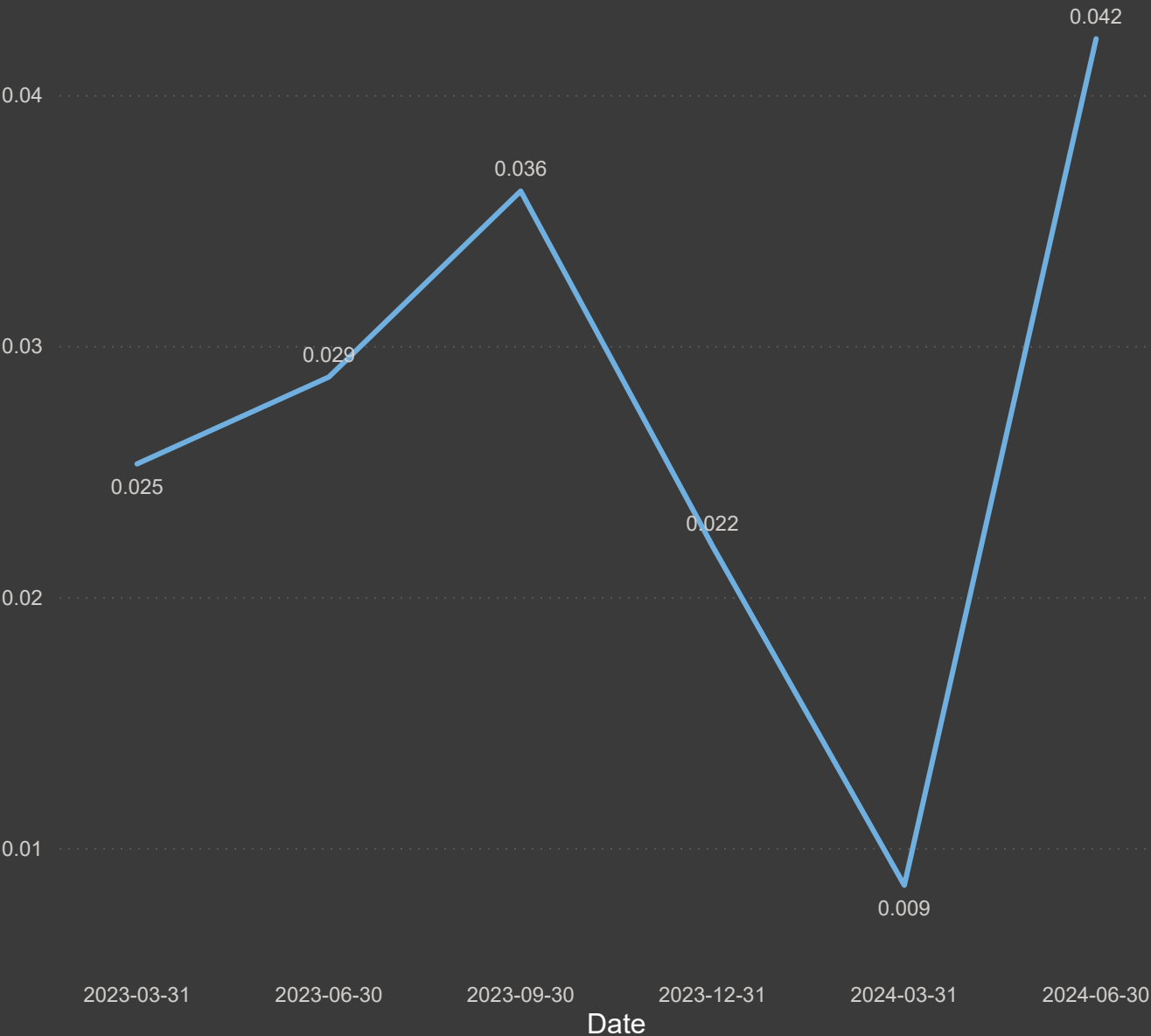


**Current Ratio**

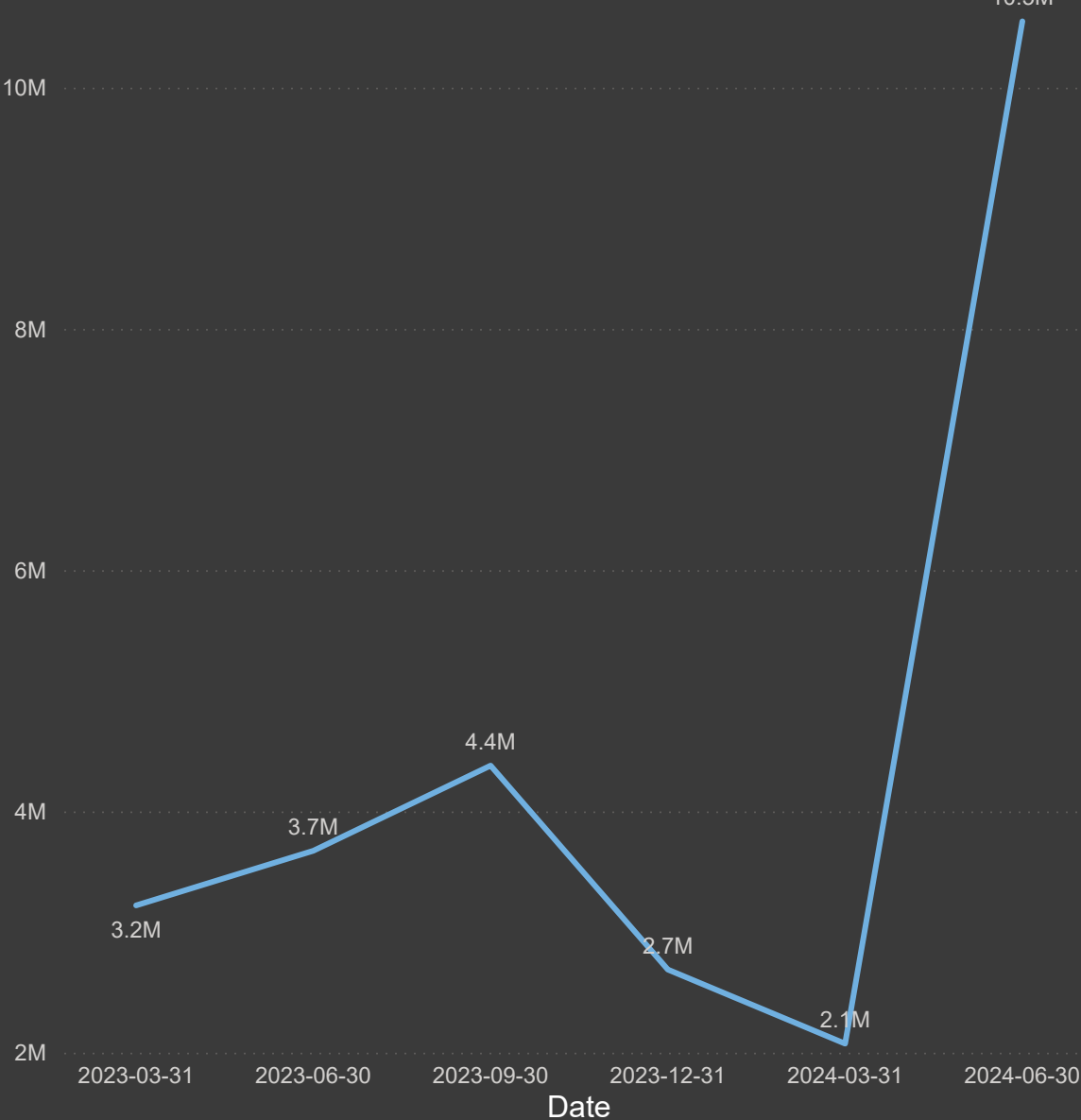
Current ratio has declined which can be indicative of a liquidity issue for the company. Further analysis is needed in this regard.



Operating Cash Flow to Total Debts by Date

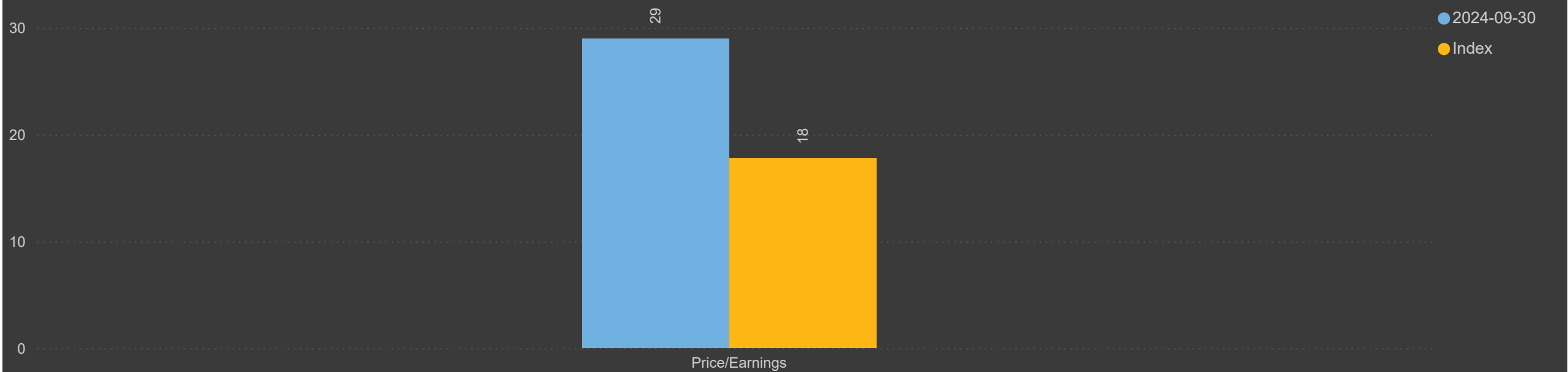
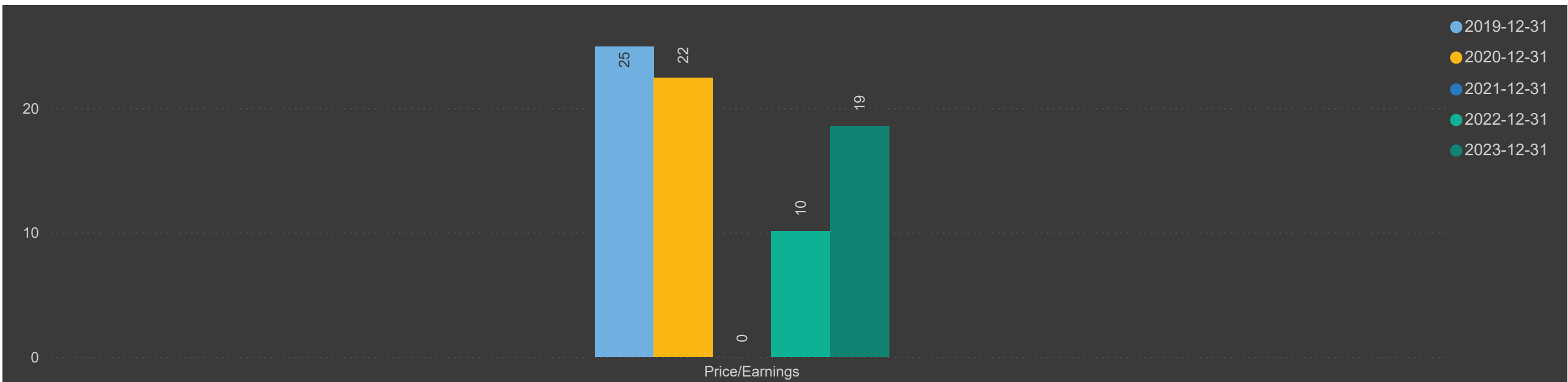


Operating Cash Flow by Date



**Operating Cash Flow and Ratio of Operating Cash Flow Ratio to Total Debts**

- The operating cash flow ratio shown a rise over the period, which is a healthy sign.
- The operating cash flow is on a steady trend, which is a positive sign.



### Market Ratios

- Price to earnings is higher vs. last year, which may be indicative of higher valuations and it is also higher vs the index.
- Further, drill-down analysis can be done to aid in further unitholder growth.