



# PropTech Analytics



Annual Report - Fiscal Year 2024

Year Ended April 30, 2024

**NASDAQ: PROP**

Real Estate Data Analytics • Growth Stage

## Letter to Shareholders

FY2024 saw PropTech Analytics deliver **\$87 million** in revenue, up 198% year-over-year, as we established ourselves in the proptech data analytics market.

Our platform leverages Querybase for property data, DataFlex for visualizations, and CatalogX for governance, enabling REITs and property firms to make data-driven decisions.

While we continue heavy investment in growth (operating margin: -54%), we're capturing a large market opportunity in the \$4 trillion commercial real estate sector.

**Marcus Brown**

Chief Executive Officer

## Financial Highlights



Figure 1: Revenue growth FY2024

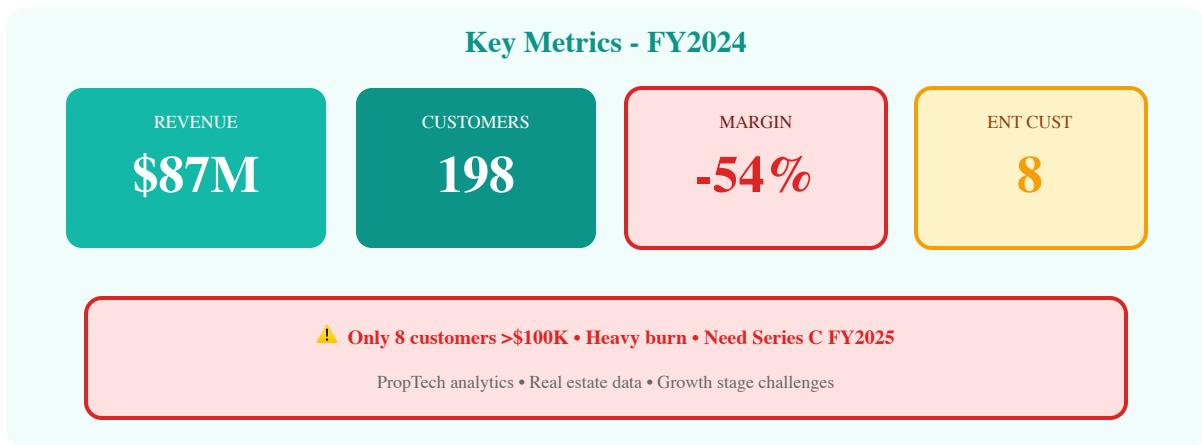


Figure 2: Key metrics with challenge indicators

Metric	FY2024	FY2023	Change
<b>Total Revenue</b>	\$87M	\$29M	+198%
<b>Gross Profit</b>	\$64M	\$19M	+237%
<b>Operating Loss</b>	(\$47M)	(\$34M)	Increased
<b>Net Loss</b>	(\$52M)	(\$38M)	Increased

## Key Metrics

- **ARR:** \$97M (+212% YoY)
  - **Net Revenue Retention:** 108%
  - **Customers:** 198 (up from 87)
  - **>\$100K Customers:** 8 (weak enterprise penetration)
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## Challenges

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- Heavy cash burn
  - Limited enterprise traction (only 8 customers >\$100K)
  - LTV/CAC ratio: 1.8x (should be >3x)
  - Need Series C funding in FY2025
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## Outlook

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**FY2025 Guidance:** \$200M - \$250M (+130-188% YoY)

**Risk:** Unit economics need improvement, funding required