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OVERVIEW



FY2020 NPAT GREW 47.8% TO S\$31.2M

- ✓ Group revenue ↑ 22.8% to S\$515.6m
- ✓ Debt-free, strong cash position at S\$105.8m
- ✓ Proposes final dividend: 4.0c, FY2020 total dividend: 5.5c, Payout: 70%
- ✓ First Singapore real estate agency to cross 9,000 salespersons mark



FINANCIAL SNAPSHOT

FY20 INCOME STATEMENT

(in S\$'000)	FY2020	FY2019	
Rev	515,634	419,837	23% 🚄
COS	(459,102)	(375,528)	22%
GP	56,532	44,309	28%
GP%	11.0%	10.6%	
Other income	7,962	6,970	14% 🤜
Staff costs	(14,654)	(12,811)	14%
Dep. ROU	(2,556)	(2,675)	(4%)
Expenses	(10,126)	(10,215)	(1%)
NPBT	37,158	25,578	45%
NP%	7.2%	6.1%	
Tax	(5,934)	(4,459)	33%
NPAT	31,224	21,119	48%

- **Proj. mktg** ↑ 62% **FY20**: \$218.7m, **FY19**: \$134.9m
- HDB resale 15% FY20: \$86.8m, FY19: \$75.2m
- Pte resale ↑ 5% FY20: \$94.0m, FY19: \$89.3m
- Landed resale 11% FY20: \$24.9m, FY19: \$22.3m
- ✓ Rental ↓ 7% FY20: \$84.1m, FY19: \$90.4m

GPM ↑ Proj. mktg FY20: 43%, FY19: 33%

- G. grants ↑ FY20: \$1.9m, FY19: \$0.1m
- Rental rebate in FY20: \$0.4m
- Referral ↑ FY20: \$2.1m, FY19: \$1.3m
- Interest ↓ FY20: \$0.7m, FY19: \$1.2m
- Prof. fee ↓ FY20: nil, FY19: \$0.5m
- Ad & mktg ↓ FY20: \$1.1m, FY19: \$2.2m

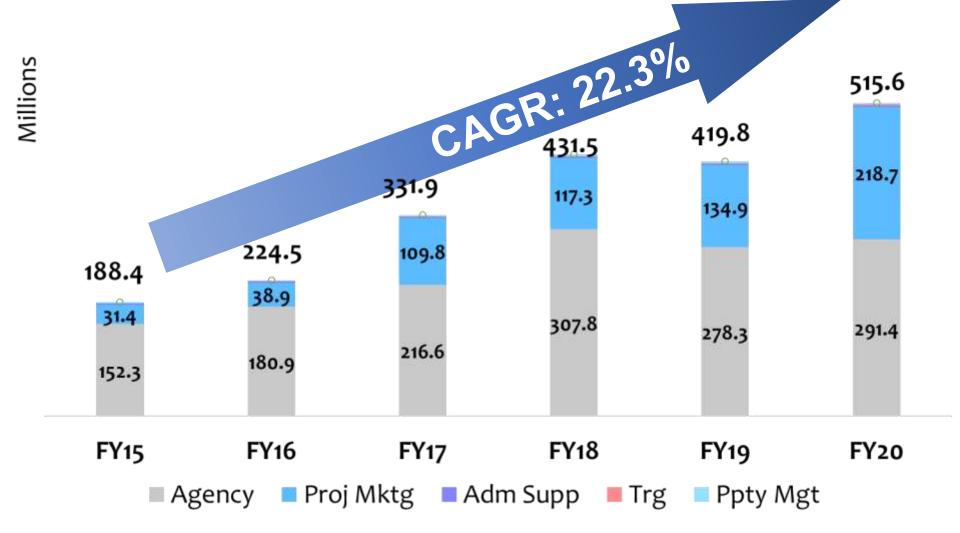
Salary & bonuses linked to performance: in line with results

- Corp event ↓ FY20: \$0.4m, FY19: \$0.8m
- Impair+B/Debt ↓ FY20: \$0.7m, FY19: \$1.0m
- Ad & mktg ↓ FY20: \$1.2m, FY19: \$2.3m
- Impair & share of loss in assoc: \$0.7m
- Referral **†** FY20: \$1.1m, FY19: \$0.6m
- Prof. fee

 FY20: \$0.5m, FY19: Nil

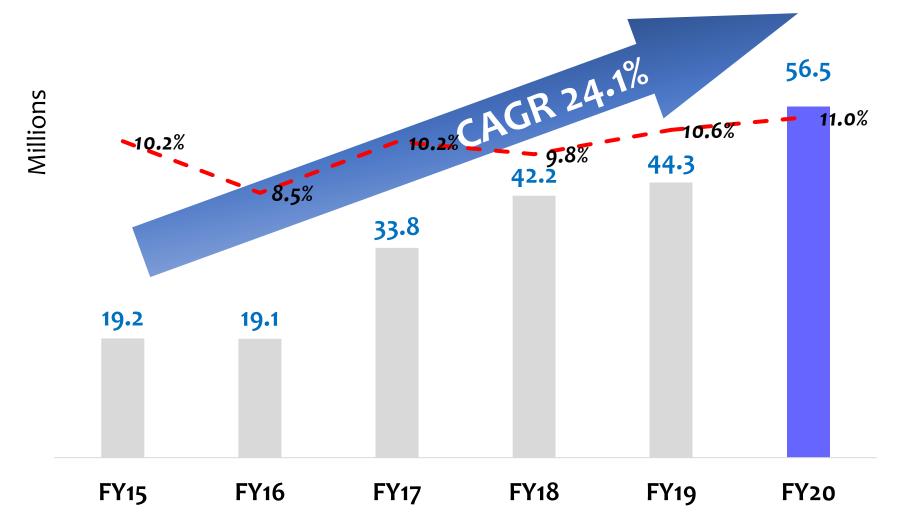


GROUP REVENUE



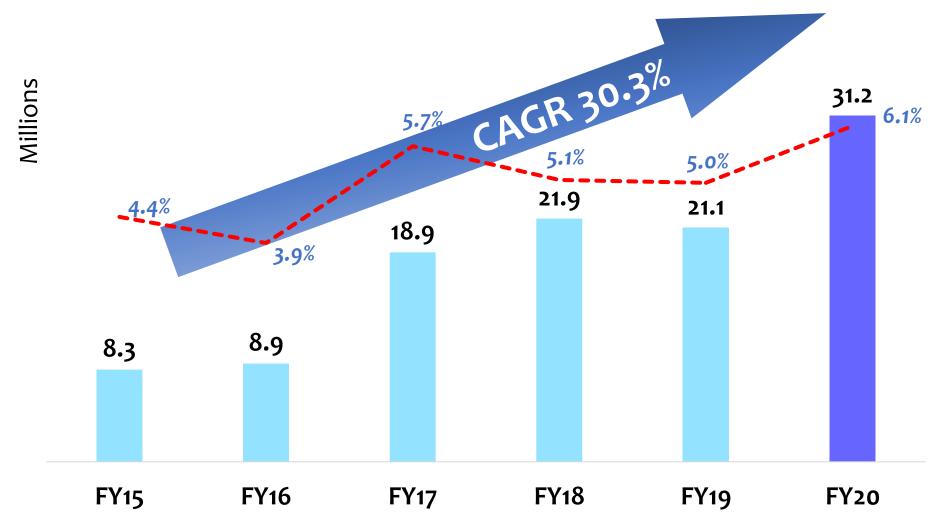


GROSS PROFIT & MARGIN



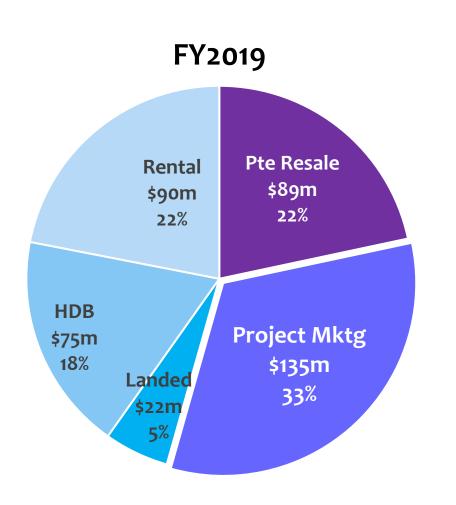


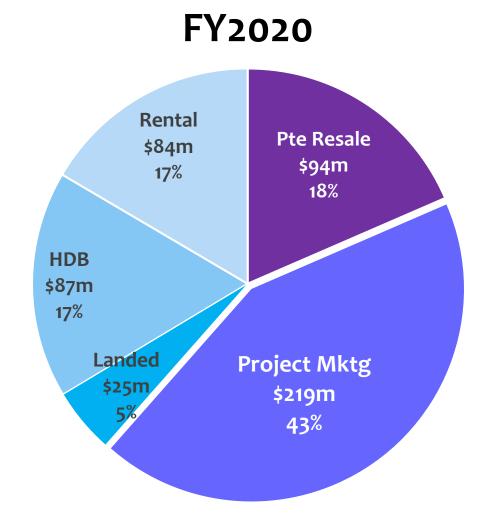
NET PROFIT & MARGIN

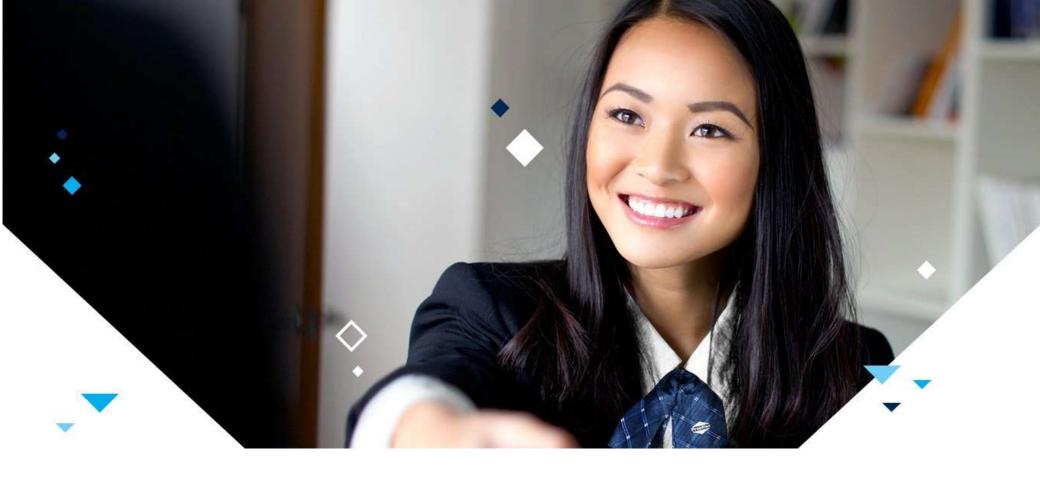




BROKERAGE CONTRIBUTION



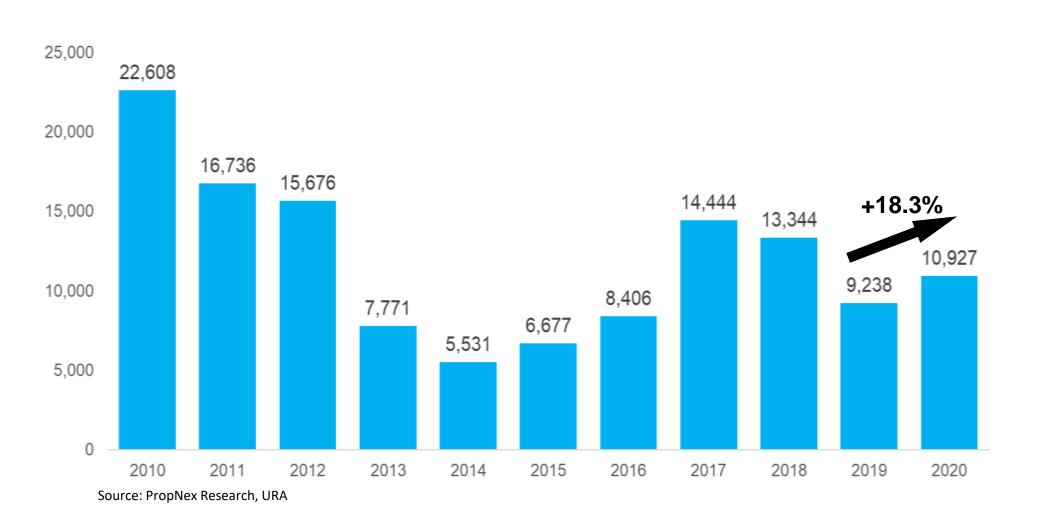




BUSINESS UPDATE

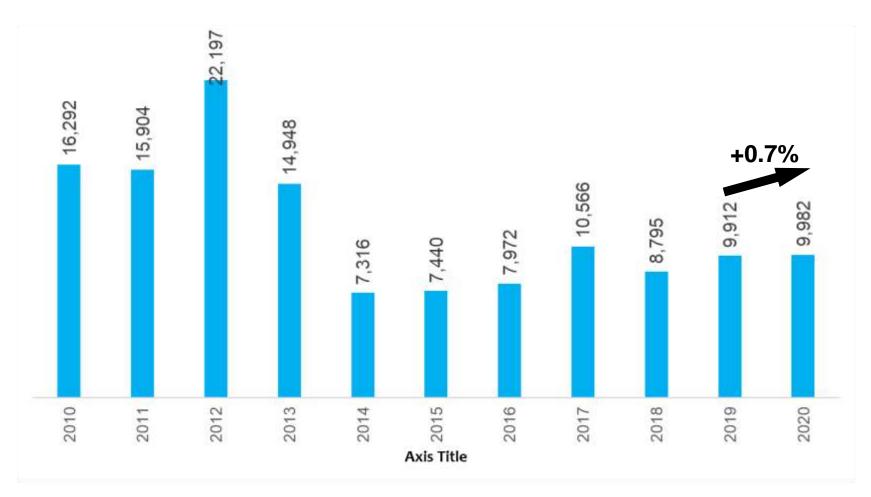


PRIVATE RESALE MARKET (Transaction Volume)



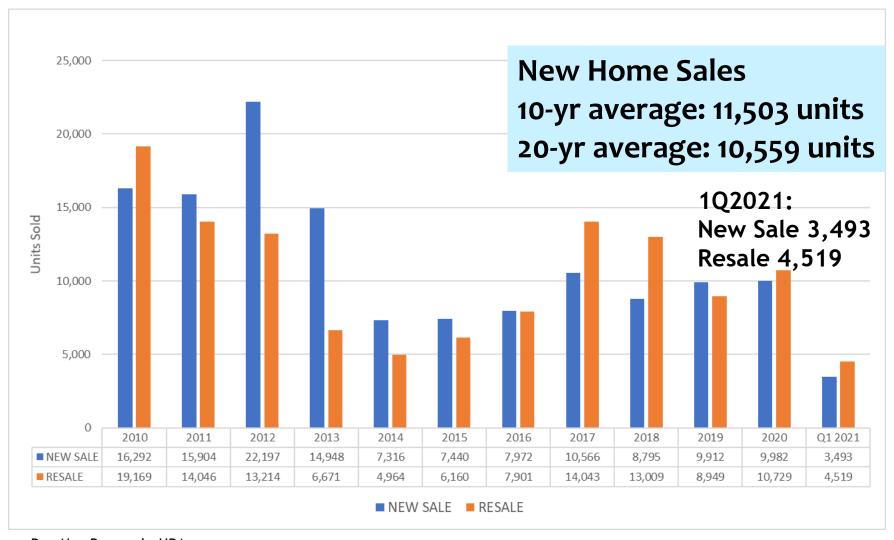


PRIVATE NEW HOMES (Transaction Volume)



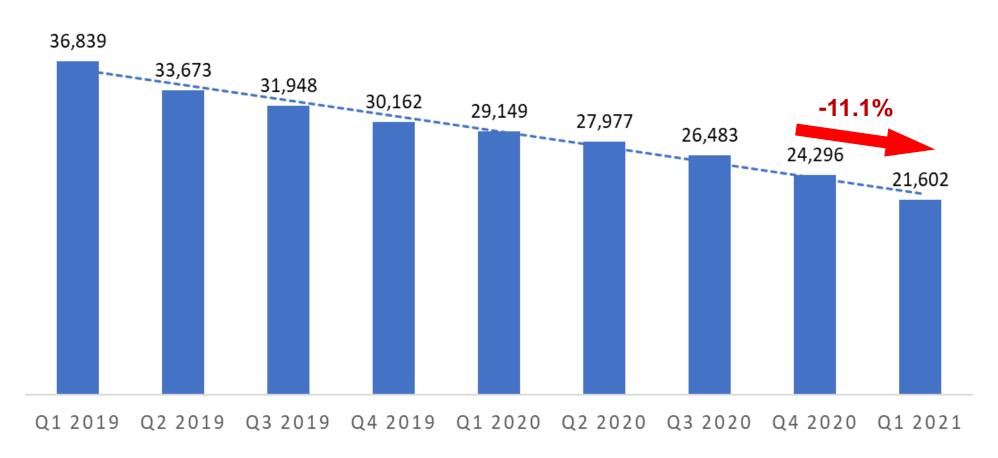


PRIVATE NEW & RESALE TRANSACTIONS (Excl. EC)



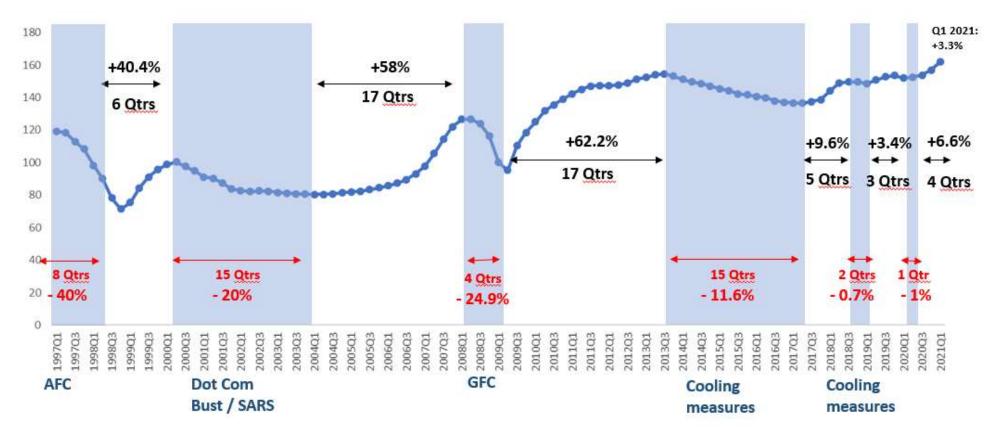


UNSOLD PRIVATE HOMES IN THE PIPELINE (Excl. EC)





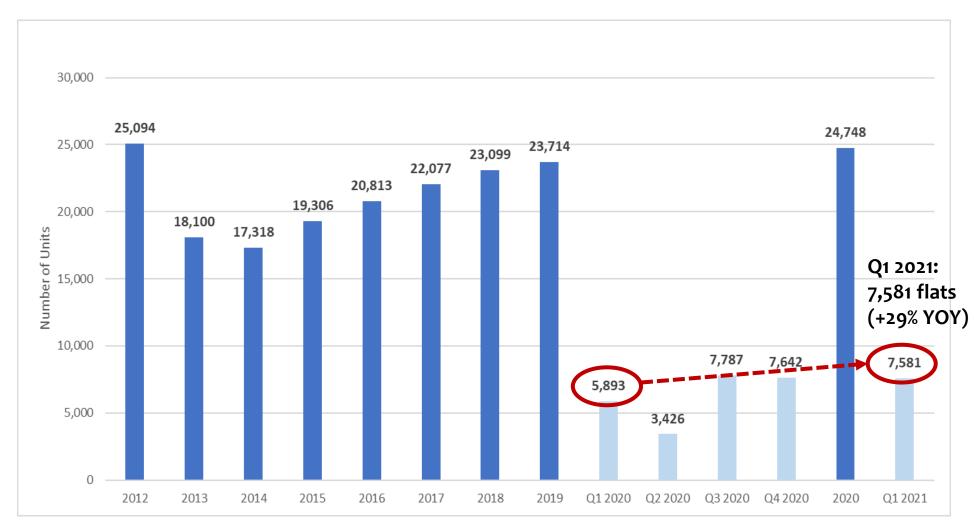
URA PRIVATE RESIDENTIAL PROPERTY PRICE INDEX



 Bounce back in confidence on gradual economic recovery and vaccine rollout, the availability of ample liquidity, and healthy demand helped to spur home values in Q1 2021



HDB RESALE MARKET (Transaction Volume)



Source: PropNex Research, Data.gov.sg (7 Apr 2021)



2021 PROJECTS LAUNCHED & LINED-UP

** The no. of units and estimated launch dates were gathered from developers

*BOLD - PROPNEX APPOINTED MARKETING AGENCY

	Project	Location	Dist.	Region	Tenure	Developer	Estd units	Launch
		Normanton Park	5	RCR	99	Kingsford Huray Development	1,862	1Q2021
2	Parc Central Residences EC	Tampines St. 86	18	OCR	99	Hoi Hup Realty, Sunway Devts	700	1Q2021
3	The Reef At King's Dock	Harbourfront Ave	4	RCR	99	Harbourfront Three (Mapletree Investments, Keppel Land)	429	1Q2021
4	Canningniii Piers	Clarke Quay (former Liang Court)	3	RCR	99	CDL, CapitaLand & Ascott Residence Trust	700	2021
5	Pasir Ris 8	Pasir Ris Rise	18	OCR	99	Allgreen Properties, Kerry Properties	600	2H2021
6	Midtown Modern	Tan Quee Lan St.	7	CCR	99	GLL D, Intrepid Investments & Hong Realty	558	2Q2021
7	Irwell Hill Residences	Irwell Bank Rd	9	CCR	99	CDL Perseus	540	2Q2021
8	Parc Greenwich EC	Fernvale Lane	28	OCR	99	FCL Lodge (Frasers Property)	500	2Q2021



2021 PROJECTS LAUNCHED & LINED-UP

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*BOLD - PROPNEX APPOINTED MARKETING AGENCY

	Project	Location	Dist.	Region	Tenure	Developer	Estd units	Launch
9	The Watergardens @ Canberra	Canberra Dr. Parcel B	27	OCR	99	United Venture Development (UOL, UIC & Kheng Leong)	455	2021
11()	Provence Residences EC	Canberra Link	27	OCR	99	MCC Land	413	2Q2021
11	One Bernam	Bernam St.	2	CCR	99	Hao Yuan Realty	351	2Q2021
12	LIV @ MB	Arthur Rd	15	RCR	99	Bukit Sembawang Estates	298	2021
13	ТВА	Tanah Merah Kechil Link	16	OCR	99	MCC Land	265	2021
14	Perfect Ten	Bukit Timah Rd	10	CCR	FH	Japura Development	230	2021
15	The Commodore	Canberra Dr. Parcel A	27	OCR	99	Oasis Development (JBE Holdings)	220	2021
16	One-north Eden	One-north Gateway	5	RCR	99	TID Residential	165	2021
17	KLIMT Cairnhill	Cairnhill Rd	9	CCR	FH	Low Keng Huat	138	2021
18	The Atelier	Makeway Ave	9	CCR	FH	Bukit Sembawang Estates	120	2021
19	ТВА	Jalan Bunga Rampai	19	RCR	99	Wee Hur Development	115	2021
20	Belgravia Ace	AMK Ave 5	28	OCR	FH	Tong Eng Group	107	2021



2021 PROJECTS LAUNCHED & LINED-UP

** The no. of units and estimated launch dates were gathered from developers

*BOLD - PROPNEX APPOINTED MARKETING AGENCY

	Project	Location	Dist.	Region	Tenure	Developer	Estd units	Launch
21	Peak Residence	Thomson Rd	11	CCR	FH	Tuan Sing	90	2021
22	Grange 1866	Grange Rd	10	CCR	FH	Grange 1866	60	2021
23	Park Nova	Orchard Boulevard	10	CCR	FH	Shun Tak Holdings	54	2021
24	Pollen Collection	Nim Rd / AMK Ave 5	28	OCR	99	Bukit Sembawang Estates	30	2021
25	La Mariposa	35 Mangis Road	15	RCR	FH	Lakeview-LR Pte Ltd	17	2021
26	ТВА	Phoenix Rd	23	OCR	99	CNQC Realty (Treasure)	TBA	2021
27	Amber Sea	Amber Gardens	15	RCR	FH	Urban Park	132	2021
28	Rymden 77	Lor. H Telok Kurau	15	OCR	FH	Quek Hock Seng Construction	31	2021
29	Les Maisons Nassim	Nassim Rd	10	CCR	FH	Shun Tak Holdings	14	2021
			Estim	nated tota	9,194			
		PropNex appointed to 26 projects @ 22 Apr 2021						



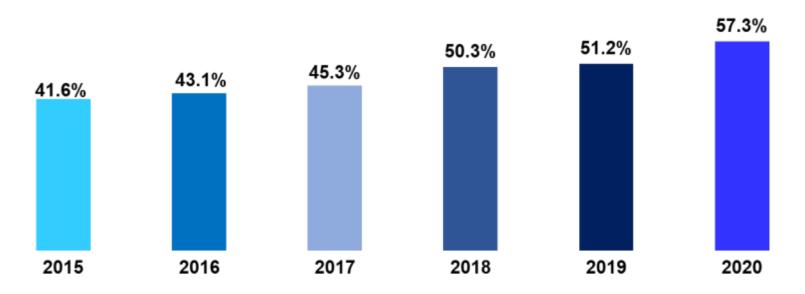
WHAT SETS US APART

Largest Real Estate Agency Resilient Business Model



Market Share By No of Units

HDB RESALE

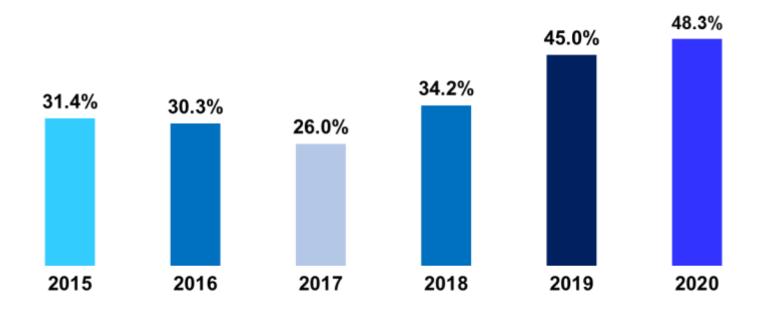


Source: Frost & Sullivan Pte Ltd, HDB & PropNex

The market share information also includes transactions where PropNex salespersons act on behalf of buyers and sellers in co-broking with external agencies, retrieved as at 23 February 2021



PRIVATE RESALE



Market Share By No of Units

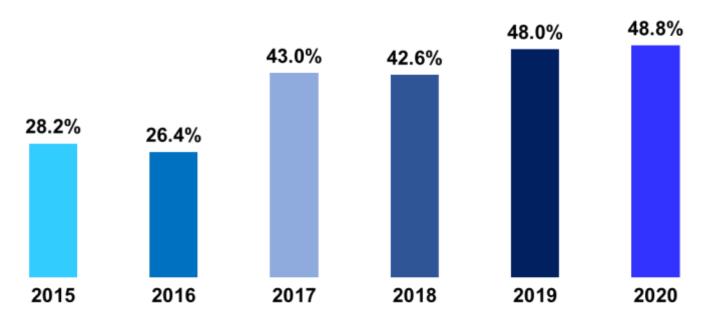
Source: Frost & Sullivan Pte Ltd, URA & PropNex

The market share information also includes transactions where PropNex salespersons act on behalf of buyers and sellers in co-broking with external agencies. This includes EC, landed and non-landed transactions, retrieved from REALIS as at 23 February 2021.



NEW LAUNCHES

(Private Primary Market)



Market Share By No of Units

Source: Frost & Sullivan Pte Ltd, URA & PropNex

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Source: Frost & Sullivan Pte Ltd, URA & PropNex

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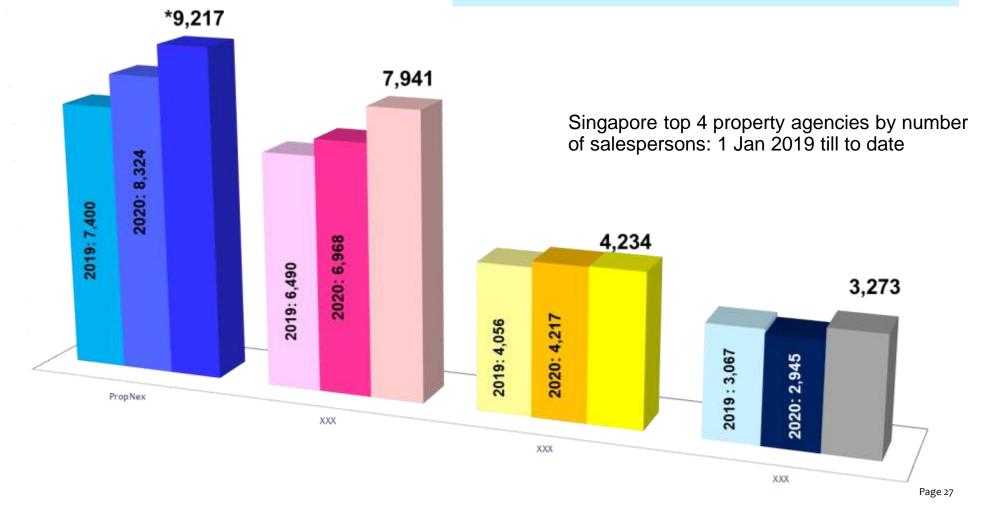
SINGAPORE'S LARGEST REAL ESTATE AGENCY

*Source: The Council for Estate Agencies as at 16 April 2021





- ✓ First to cross 9,000 mark
- √ 9,217 salespersons* @ 16 Apr 2021
- Aim to cross 10,000 salespersons by 2022





SINGAPORE PROPERTY SHOW

10.10.2020







1,000,000 1,000,000

Outreach* for Singapore Property Show 2020 10.10 & 11.10

THANK YOU

for your overwhelming support









SINGAPORE PROPERTY SHOW

10.10.2020 to 1.11.2020











LAUNCH OF PROPNEX FRIENDS

12.12.2020 Treasure at Tampines showflat







Objectives:

Aimed at creating a community of consumers who will enjoy Exclusive Privileges and access to property insights, these PropNex friends will be nurtured to be PropNex Clients in the near and long term future.

www.propnex.com











Exclusive lifestyle rewards, privileges and special deals



PropNex TV - Premium videos on demand



Real estate research and insightful reports



VIP access to PropNex events and activities



PRIVILEGES OF PROPNEX FRIENDS

hype or here to stay?

If you believed the news and hieros takes, you can some

CLAP? Home can you, us a buyer or seller phort the right

this property methol lookly, with buyers taking



profitable property portfolio

Building a Property Portfolio is not just about a

containable costs flow to these a proven bluepoint yet budy

Enjoy Free Access To Our PropNex TV (till 31 Dec 2021)





each Property investment

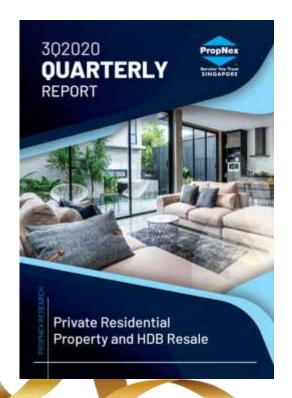
The FRIST Map to each property purchase might be

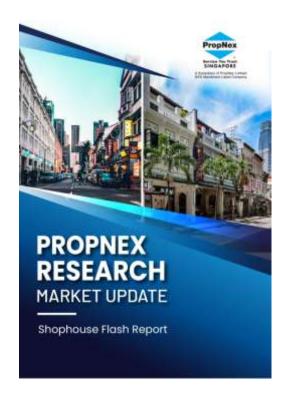


PRIVILEGES OF PROPNEX FRIENDS



Special property reports and insights









PRIVILEGES OF PROPNEX FRIENDS



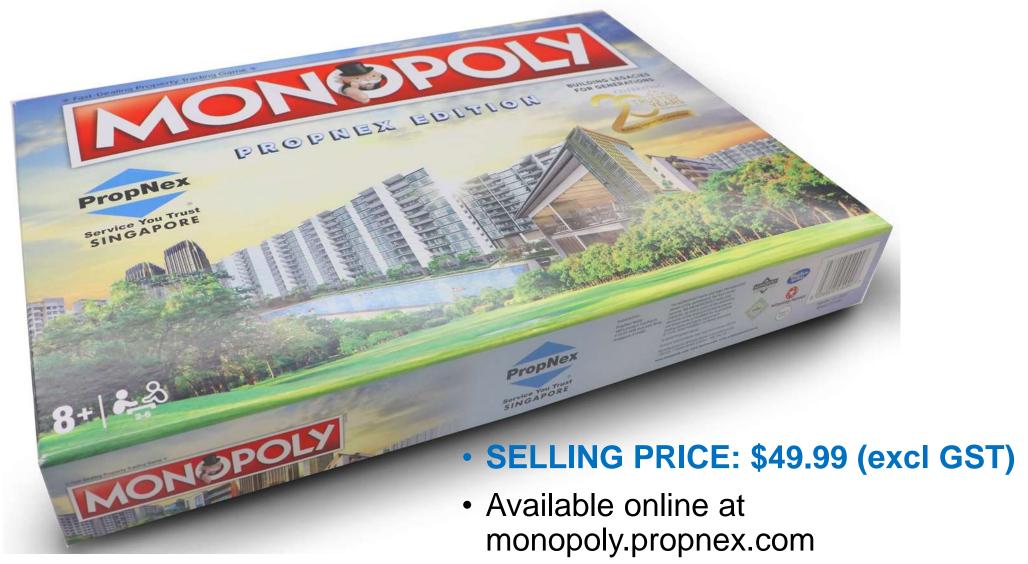
Chance to Win A CONDO & Cash prizes worth over \$838,000

TOP Prize: A brand-new 1-bedder+study condominium at

Treasure at Tampines



LAUNCH OF MONOPOLY PROPNEX EDITION





PROPNEX MONOPOLY

Objectives:

- 1. To learn the KEY fundamentals of real estate investments in Singapore.
- To experience CASH flow management and Effective Techniques of real estate investments as a LIFE LONG skill.
- 3. To **Avoid Potential Pitfalls** in property investment in order to **minimize the RISK** in real life commitments.
- 4. Bringing Families together and cultivating the wisdom of financial prudence and investment skills from young in a FUN way





Using Real Singapore Region; CCR, RCR & OCR and Industrial B1/B2

THE RULES ARE SPECIALLY CURATED VERSION ONLY FOR SINGAPORE AND PROPNEX

Rule Book

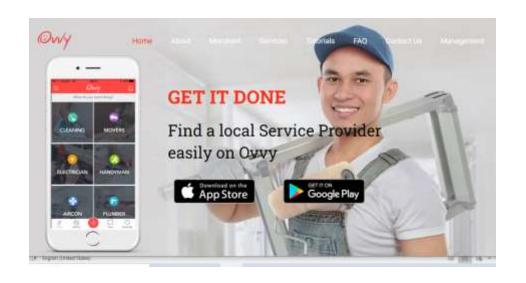






LATEST ANNOUNCEMENT IN SGX:

PropNex acquired 70% interest in Ovvy The People Marketplace



Technology platform that connects service providers to consumers. Available in Apple Store or Google Play.

One-stop reliable comprehensive ecosystem which enables PropNex salespersons to bring value to their clients via a host of services by hundreds of merchants currently on the platform.



LATEST ANNOUNCEMENT IN SGX:

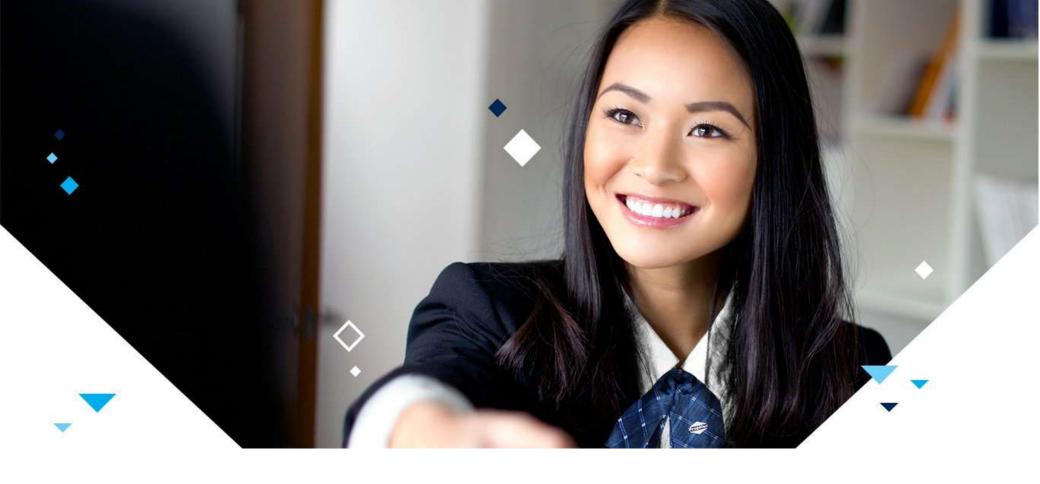
PropNex acquired 70% interest in Ovvy

The People Marketplace



Objectives:

- 1) Enable PropNexians to provide more holistic support to clients, landlords, tenants and home investors, especially the after-sale care and maintenance of clients' investments.
- 2) Staying ahead using technology and innovation to transform the real estate industry's digital landscape for the betterment of our salesforce.



Thank You