



PROP Nex LIMITED

**Address by
Kelvin Fong
Executive Director**

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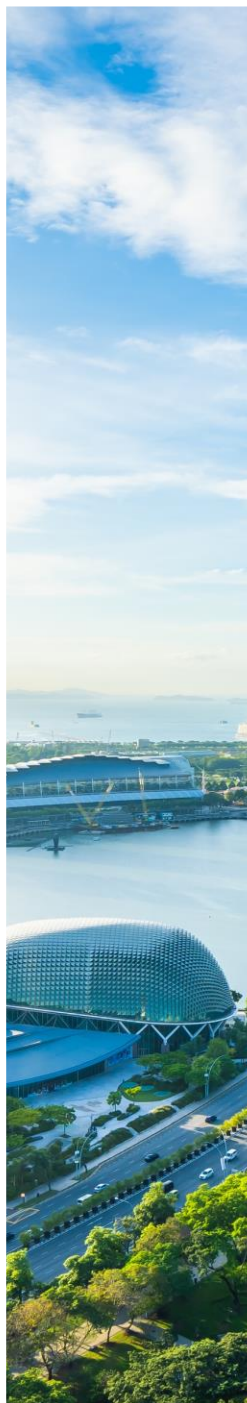
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PROPnex LIMITED

FINANCIAL SNAPSHOTS

FY2022 INCOME STATEMENT

(in S\$'000)	FY2022	FY2021	▲ ▼
Rev	1,029,193	957,492	8%
COS	(924,510)	(855,705)	8%
GP	104,683	101,787	3%
GP%	10.2%	10.6%	
O. income	17,291	7,337	>100%
Staff Cost	(18,355)	(16,804)	9%
Dep. ROU	(2,297)	(2,210)	4%
Expenses	(22,753)	(12,077)	88%
Gain on disp. Soreal/PPMC	516	637	(19%)
NPBT	79,085	78,670	1%
NP%	7.7%	8.2%	
Tax	(13,713)	(13,545)	1%
NPAT	65,372	65,125	<1%
Discontinued Opt.	-	19	NM
Profit for the period	65,372	65,144	<1%

Rental

↑ 51% FY22: \$172.6m
FY21: \$114.1m

HDB resale

↑ 18% FY22: \$150.6m
FY21: \$128.1m

Pte resale

↑ 18% FY22: \$252.5m
FY21: \$213.2m

Landed resale

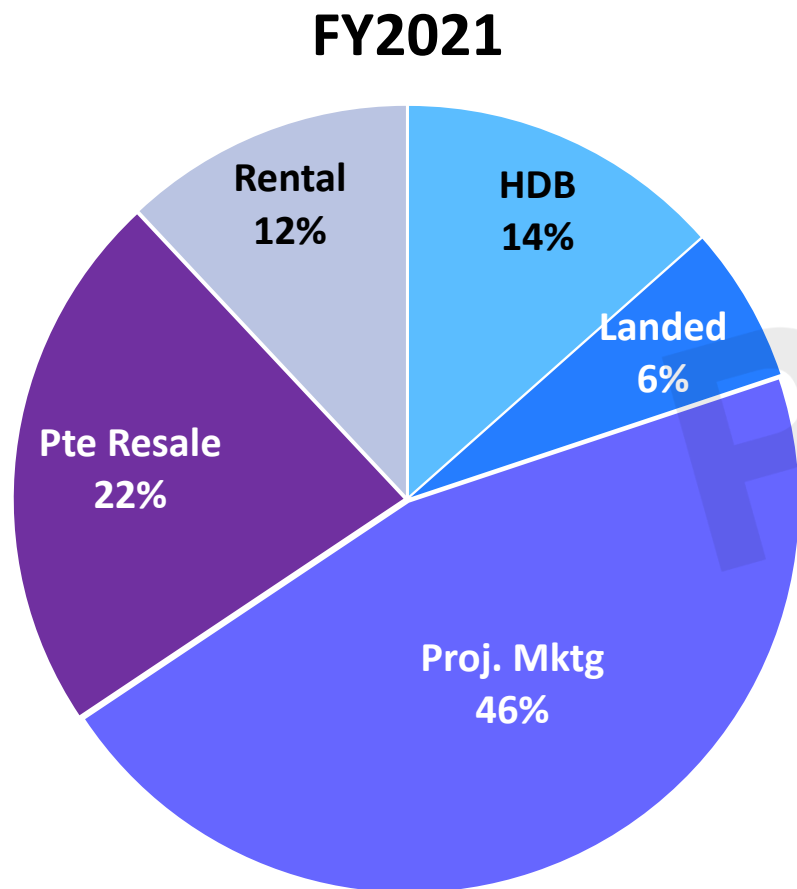
↓ 2% FY22: \$59.9m
FY21: \$61.2m

Proj. mktg

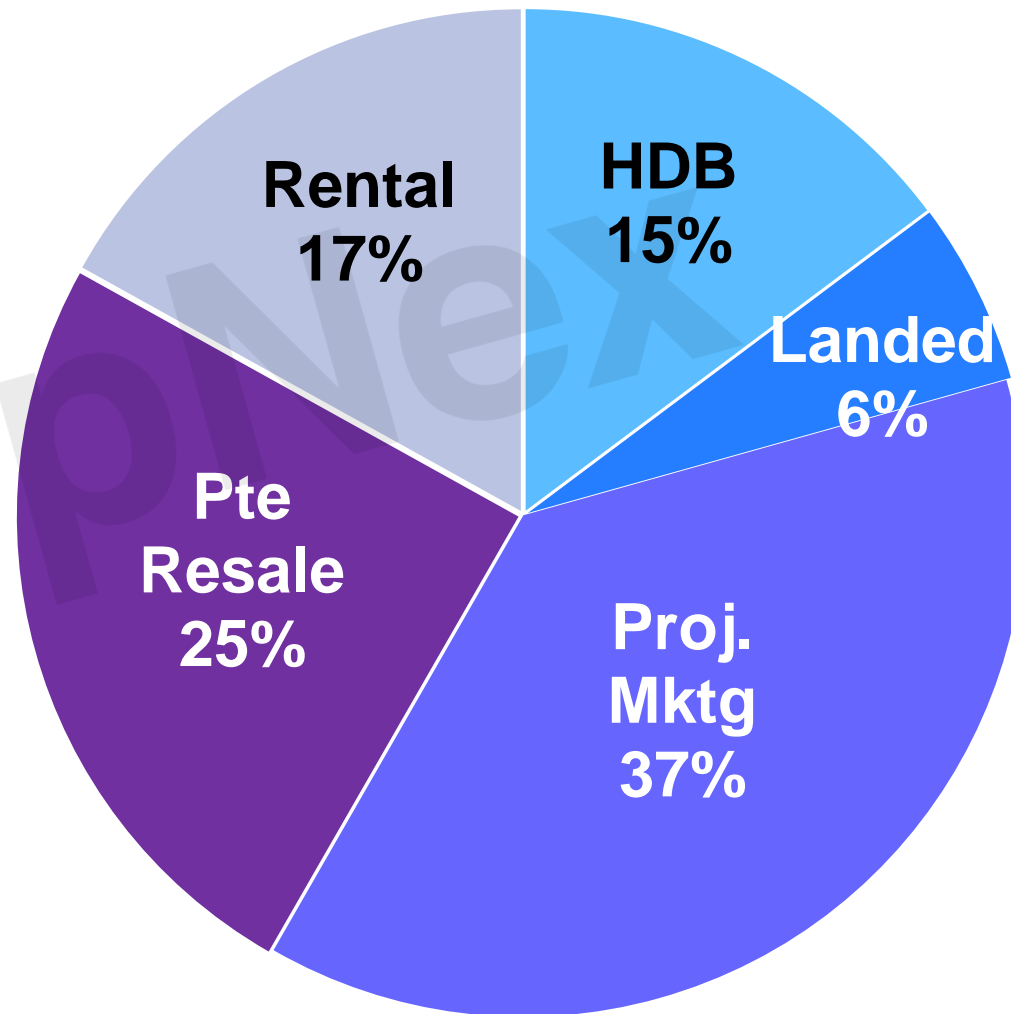
↓ 12% FY22: \$383.7m
FY21: \$435.5m

DIVERSIFIED REVENUE SEGMENTS

FY2022



\$952m



\$1.020b, 7.1% increase ↑

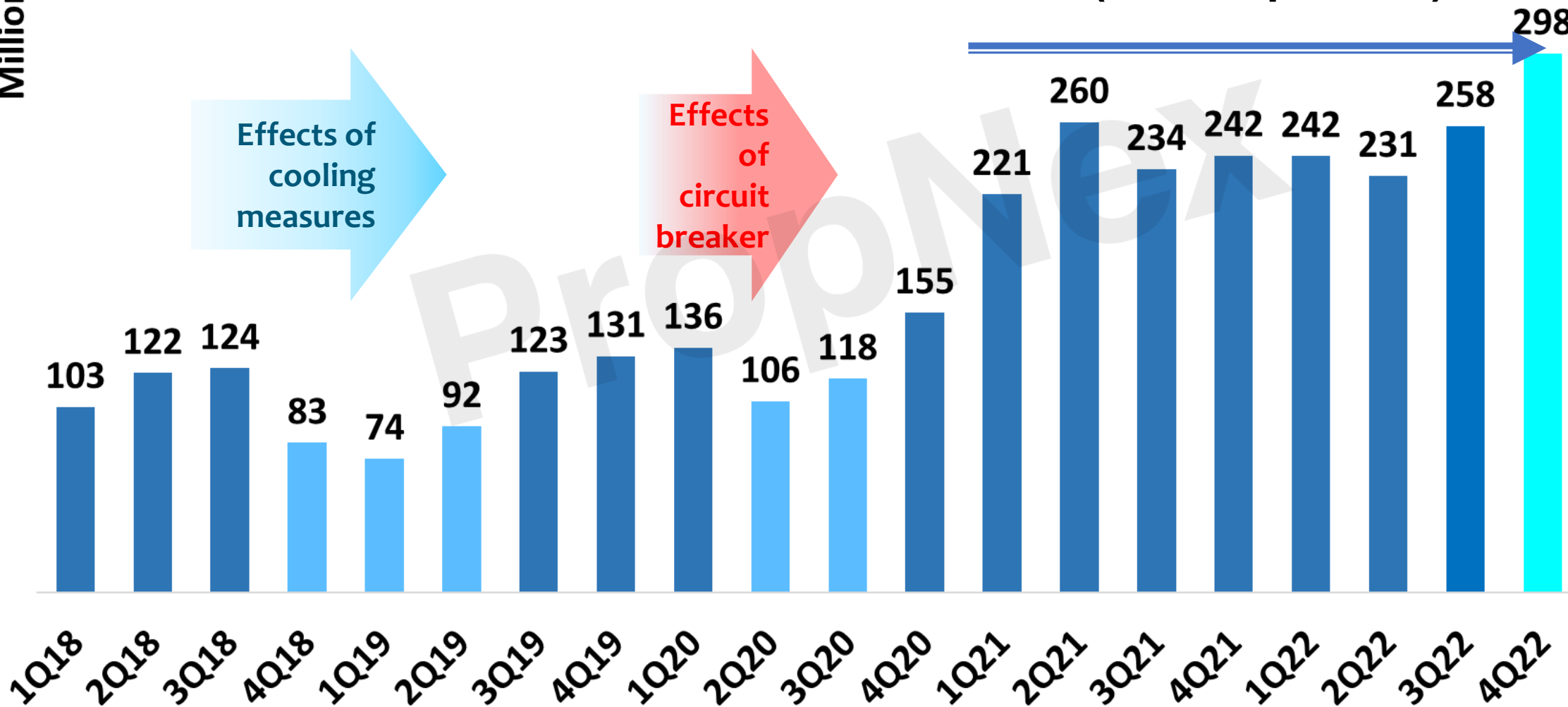


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REVENUE BY QUARTER

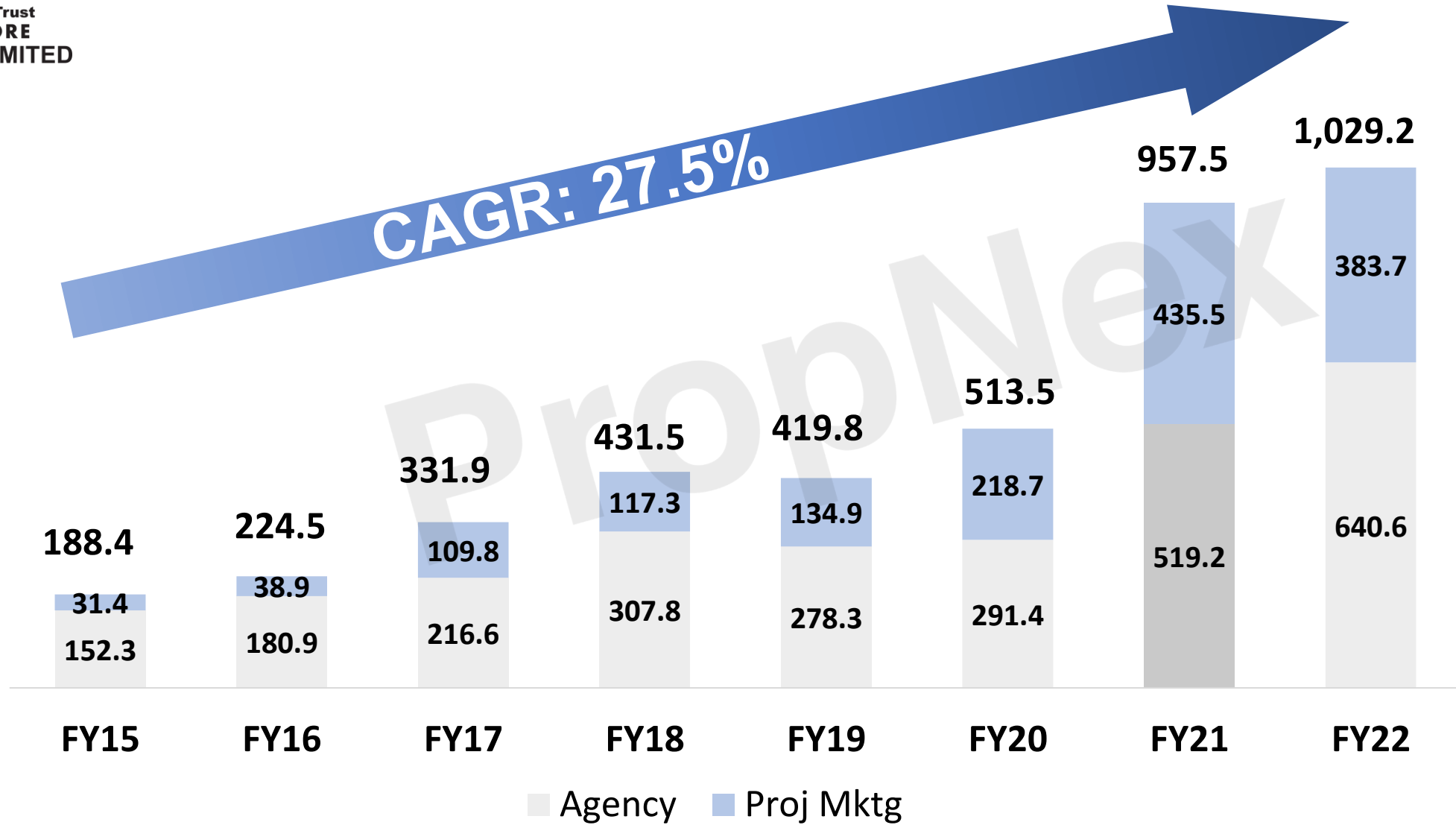
Average = \$248m
(over 8 quarters)

Millions

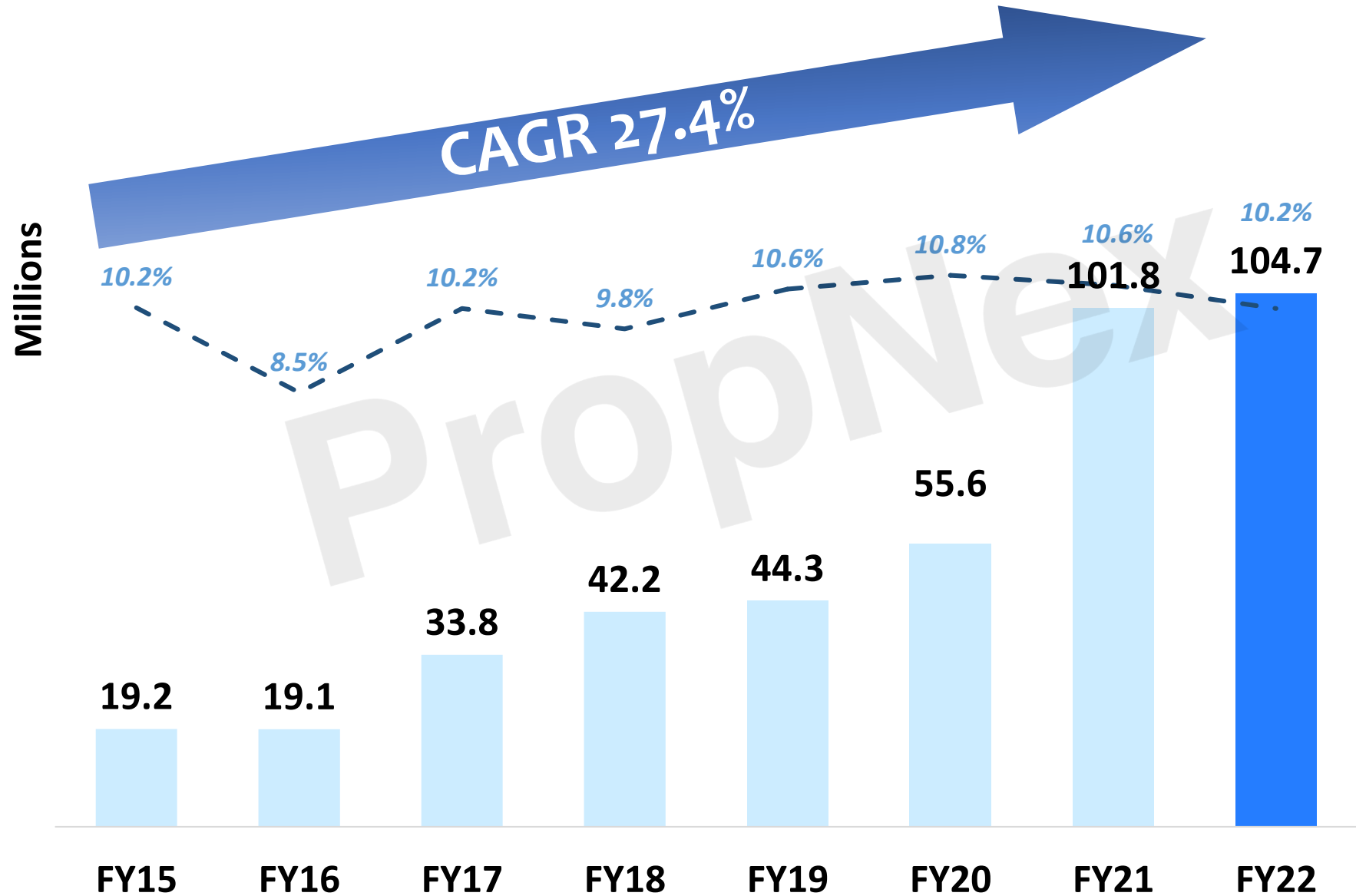


GROUP REVENUE

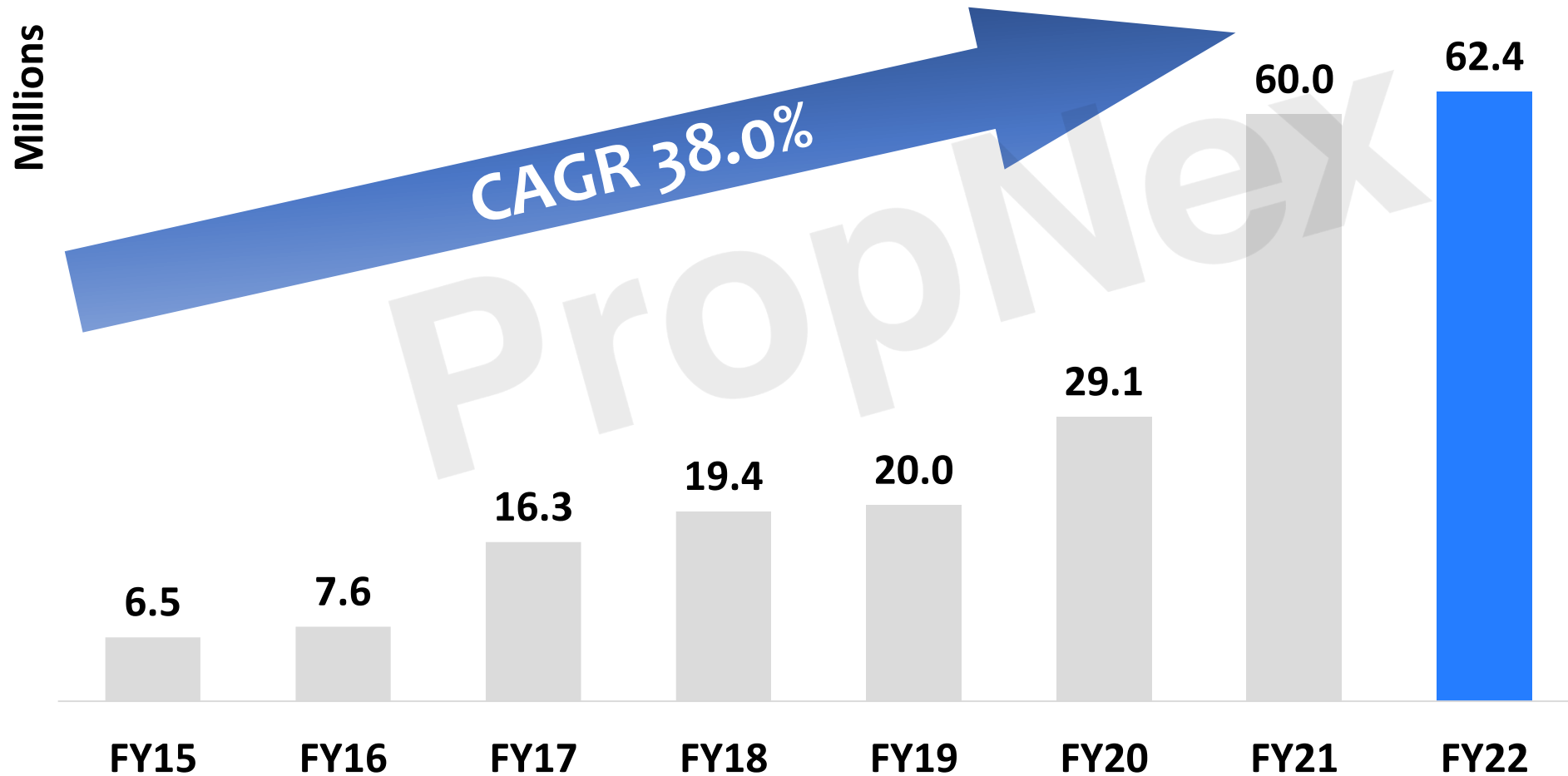
Millions



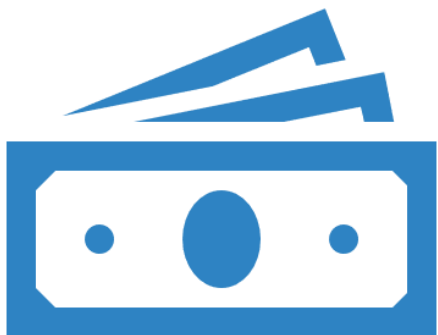
GROSS PROFIT & MARGIN



PROFIT AFTER TAX & MINORITY INTERESTS



PROPNE X DIFFERENTIATION FACTORS



Asset Light
Cash Generator



Diversified
Revenue
Segments

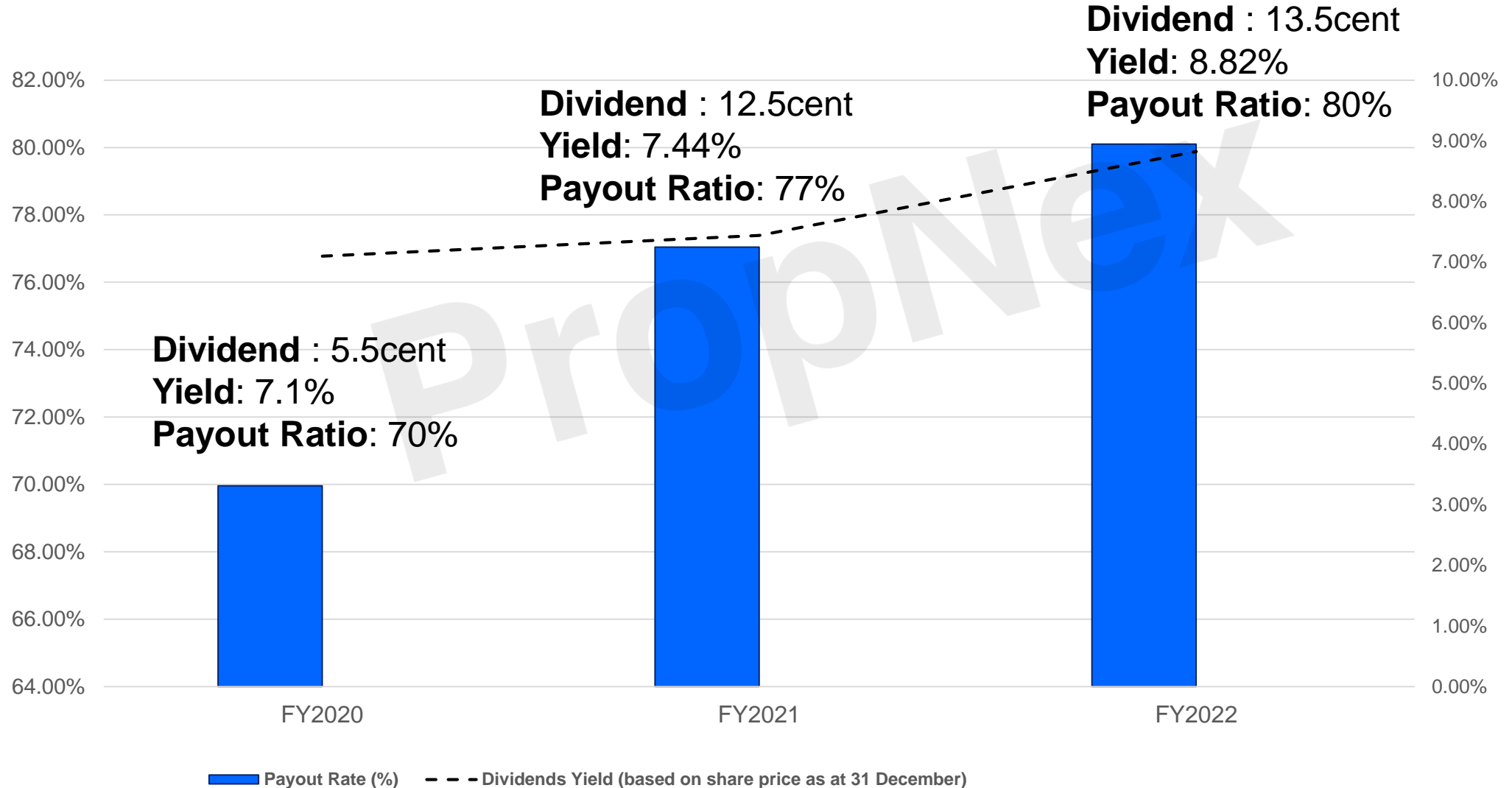


Growing
Sales Force



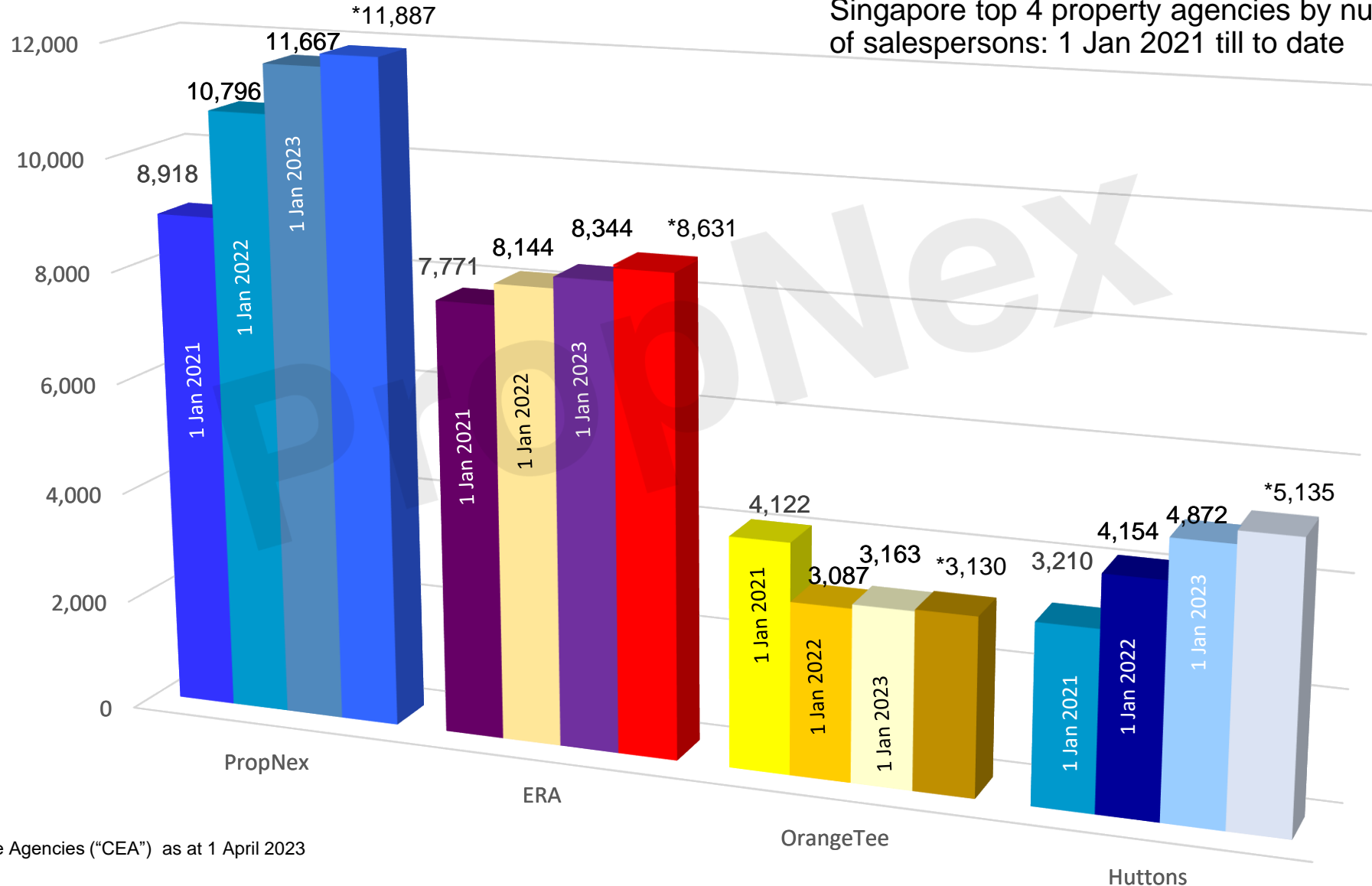
Strong
Management &
Positive Culture

DIVIDEND PAYOUTS IN THE LAST 3 YEARS



GROWING SALESFORCE

Singapore top 4 property agencies by number of salespersons: 1 Jan 2021 till to date



*Source: The Council for Estate Agencies ("CEA") as at 1 April 2023

OUR REGIONAL REACH

CLOSE TO 15,000 SALESPERSONS

* As at Council of Estate Agencies, 15 March 2023

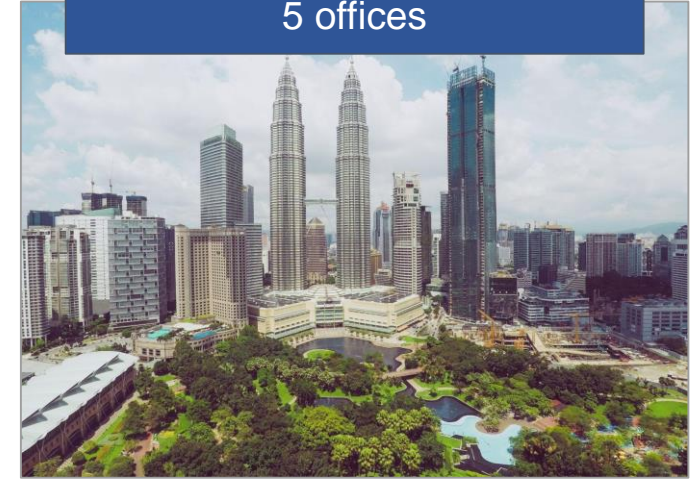
Singapore (Headquarters)
11,896* salespersons



Indonesia
13 offices



Malaysia
5 offices



Vietnam
1 office



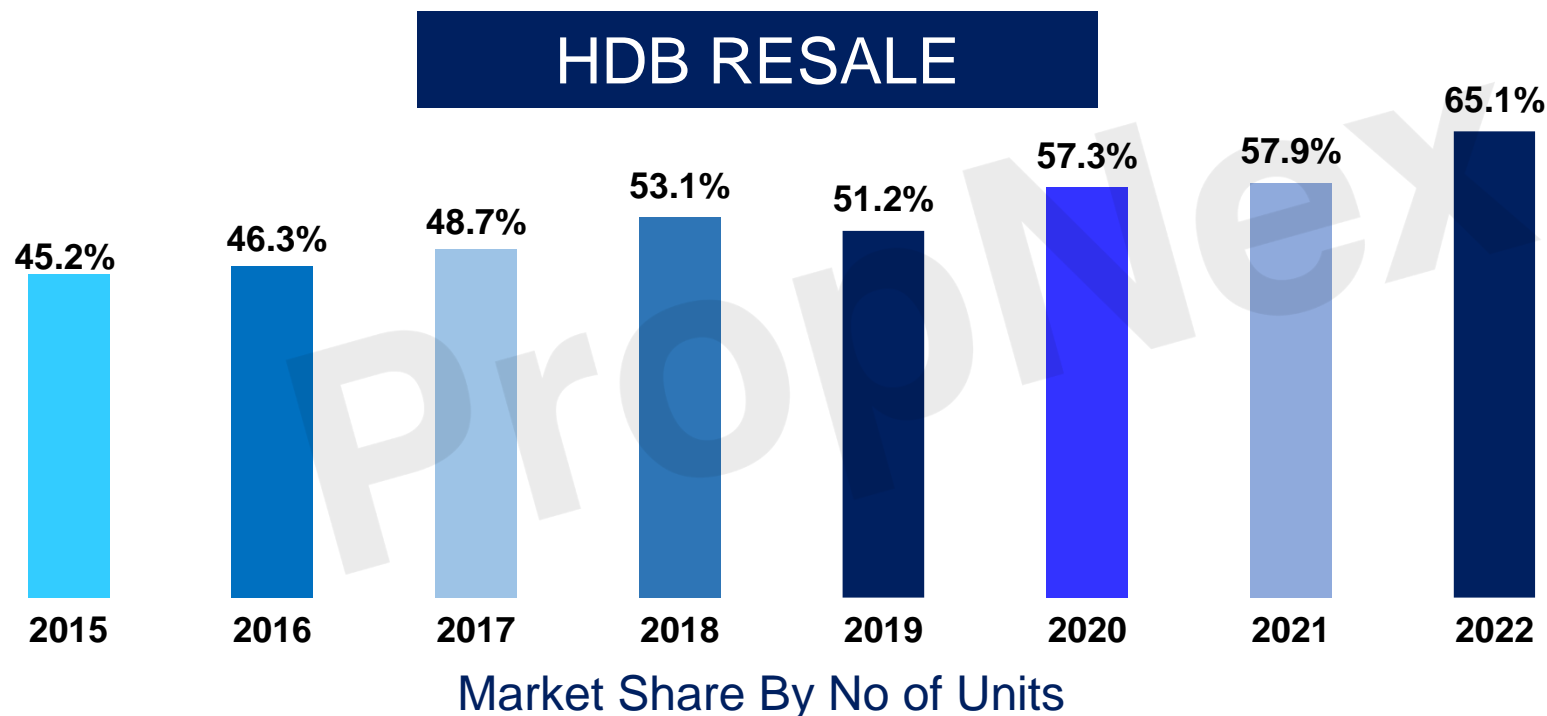
Cambodia
2 offices



Australia
1 office



MARKET SHARE

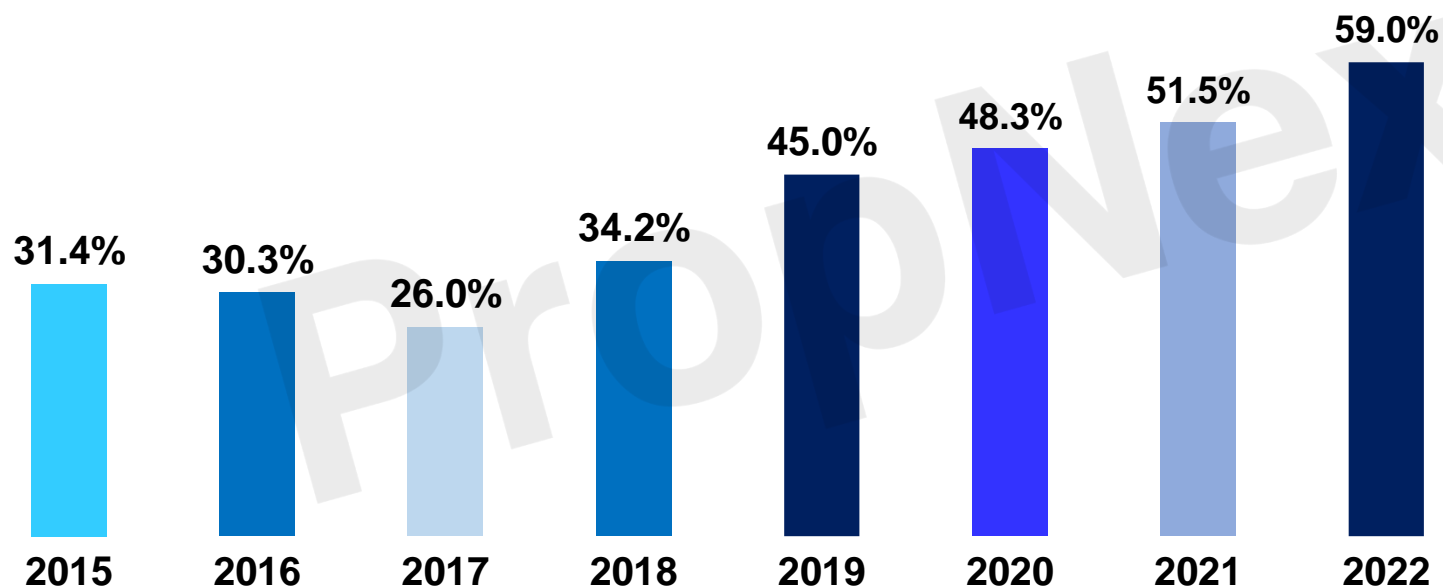


Source: Frost & Sullivan Pte Ltd, HDB ,Data.gov.sg & PropNex

The market share information also includes transactions where PropNex salespersons act on behalf of buyers and sellers in co-broking with external agencies. The industry data for the year 2022 was retrieved on 8 February 2023 based on HDB (Data. gov.sg), while the industry data for the historical period (2015-2021) was retrieved in February-March of each subsequent year. The data reflects the date of registration of the resale transactions.

MARKET SHARE

PRIVATE RESALE



Market Share By No of Units

Source: Frost & Sullivan Pte Ltd, URA & PropNex

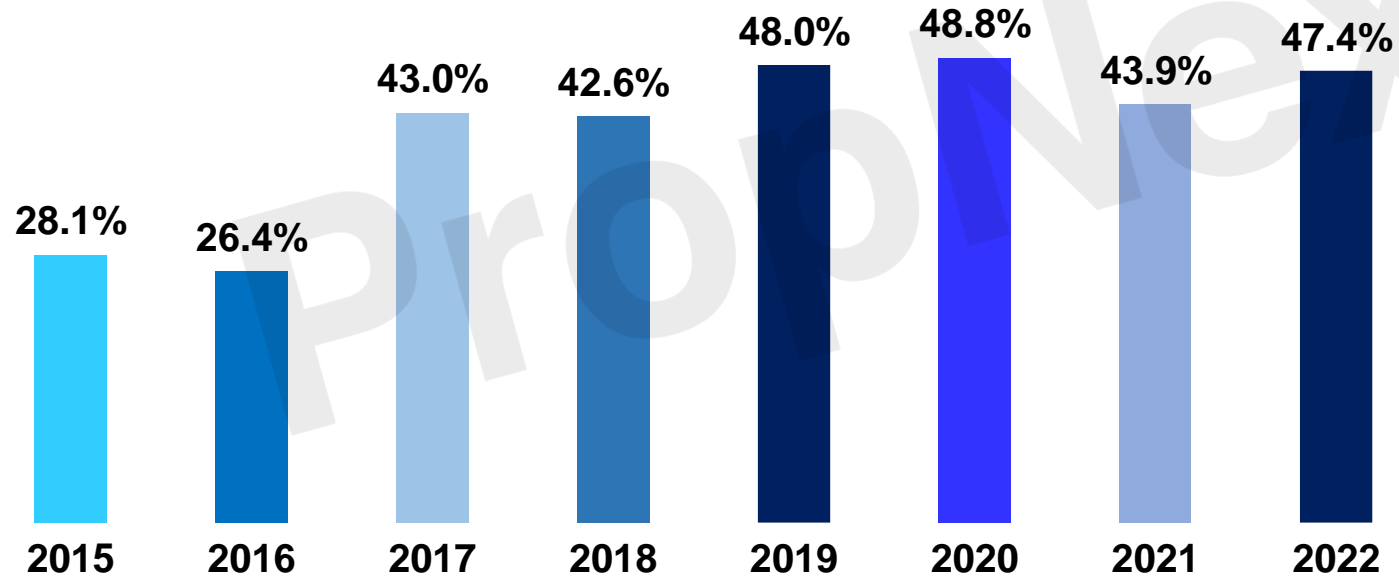
The market share information also includes transactions where PropNex salespersons act on behalf of buyers and sellers in co-broking with external agencies. This includes EC, landed and non-landed transactions. The industry data for the year 2022 was retrieved from URA REALIS on 8 February 2023, while the industry data for the historical period (2015-2021) was retrieved in February-March of each subsequent year.

(including Exec Condo + Non-Landed + Landed)

MARKET SHARE

NEW LAUNCHES

(Private Primary Market)



Market Share By No of Units

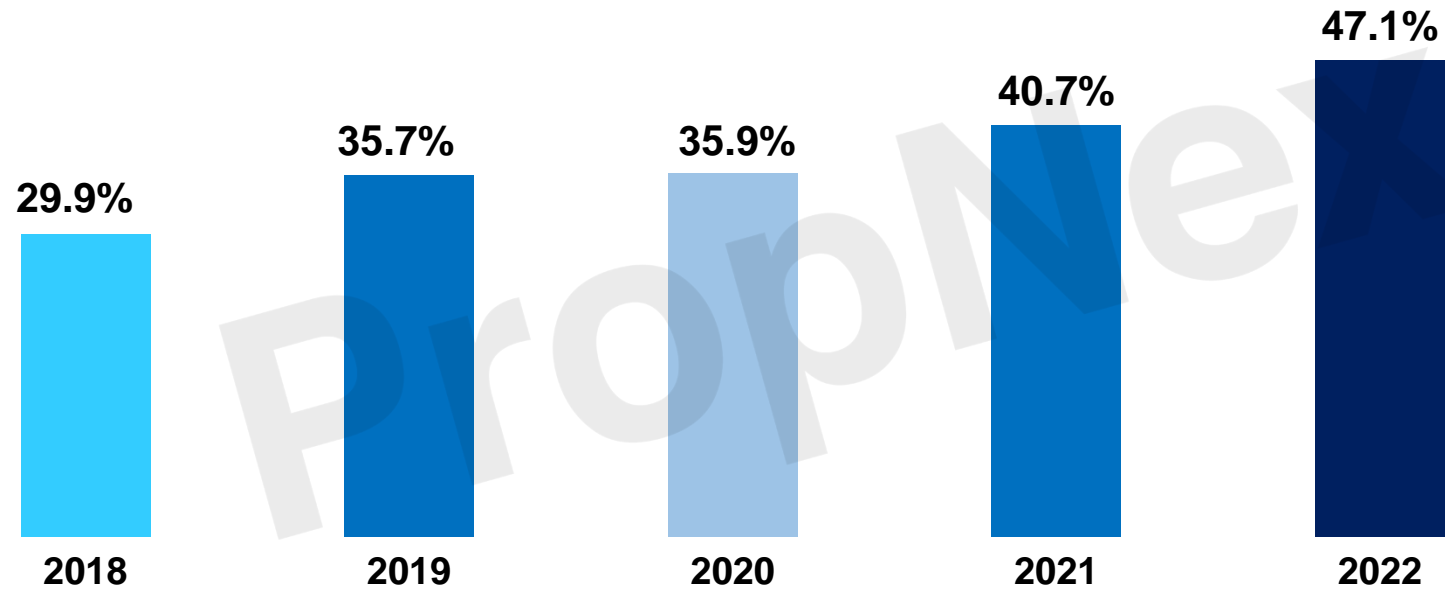
Source: Frost & Sullivan Pte Ltd, URA & PropNex

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(including Exec Condo + Non-Landed + Landed)

MARKET SHARE

LANDED RESALE



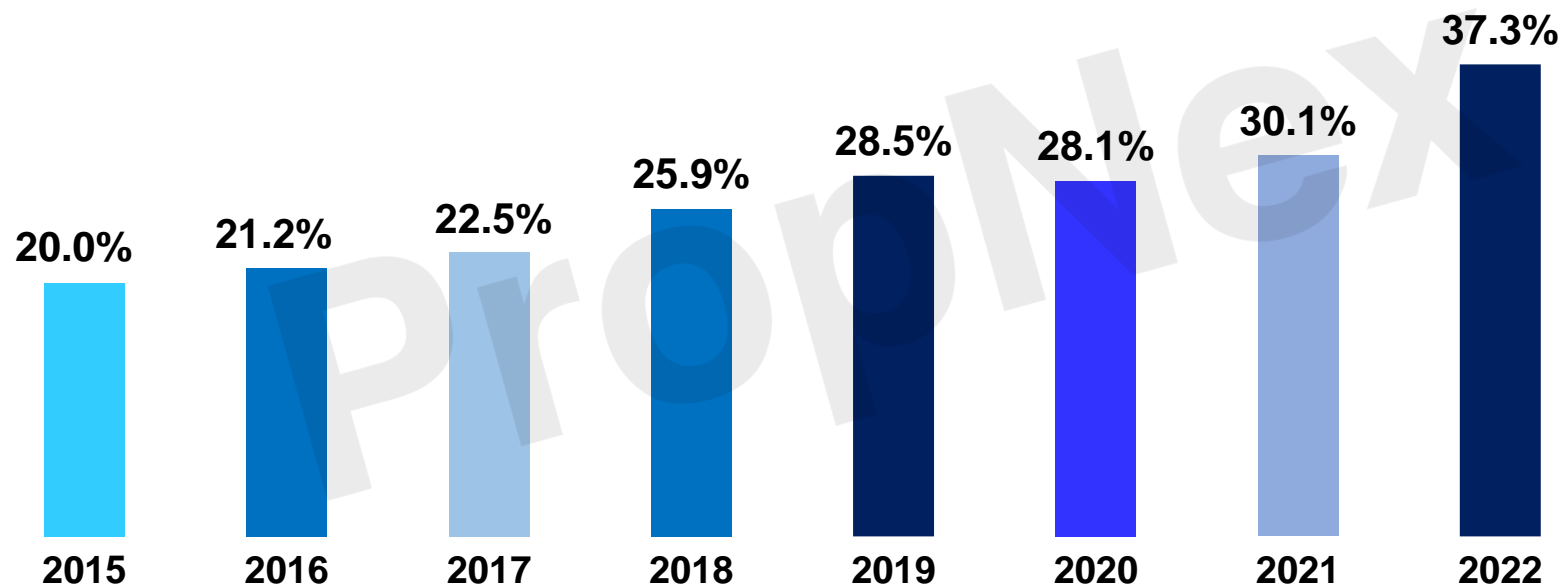
Market Share By No of Units

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 only landed property transactions. The industry data for the year 2022 was retrieved from URA REALIS on 8 February 2023, while the industry data for the historical period (2018-2021) was retrieved in February-March of each subsequent year.

MARKET SHARE

PRIVATE LEASING



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. The industry data for the year 2022 was retrieved from URA REALIS on 8 February 2023, while the industry data for the historical period (2015-2021) was retrieved in February-March of each subsequent year. (including Exec Condo + Non-Landed + Landed)



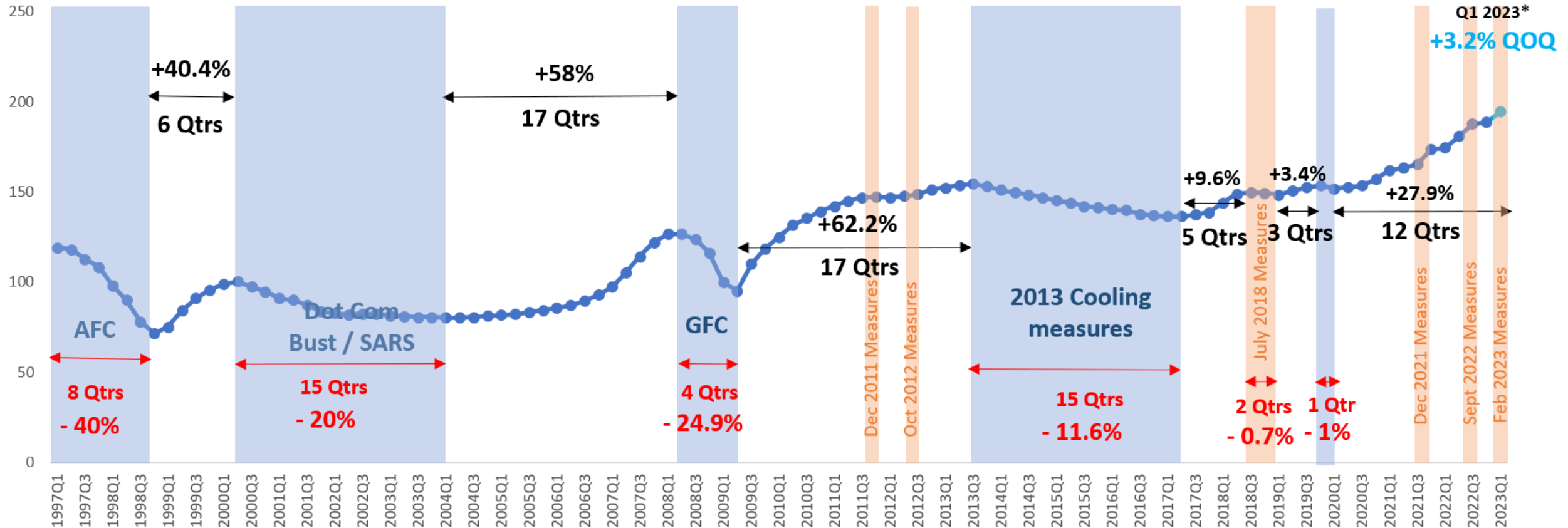
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MARKET OVERVIEW

4Q 2022 UPDATES:
POST COOLING MEASURES, RISING MORTGAGE
RATES, MARKET ACTIVITY

PRIVATE RESIDENTIAL PRICES CONTINUED TO CLIMB IN 4Q2022

Private Property Price Index



PRIVATE RESIDENTIAL PRICES CONTINUED TO CLIMB IN 4Q2022

Source: PropNex Research, URA

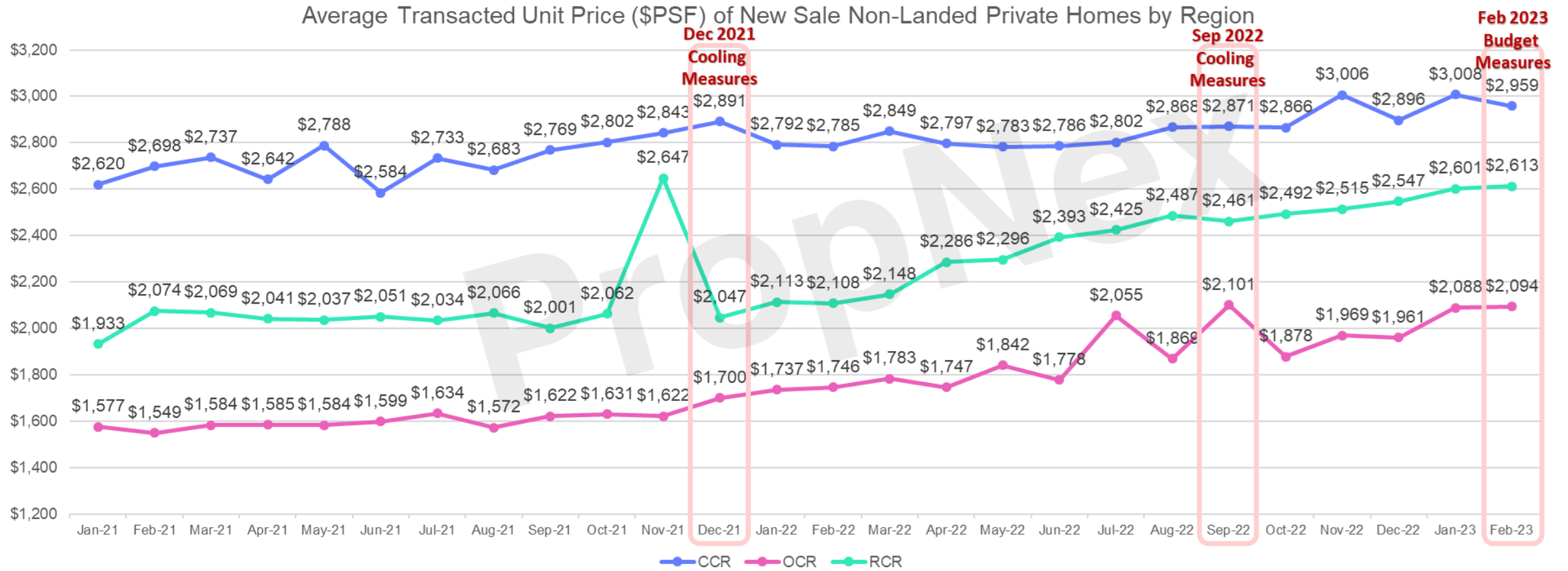
Year	Y-on-Y change
2006	10.2%
2007	31.1%
2008	-4.7%
2009	1.7%
2010	17.6%
2011	5.9%
2012	2.8%
2013	1.1%
2014	-4.0%
2015	-3.7%
2016	-3.1%
2017	1.1%
2018	7.9%
2019	2.7%
2020	2.2%
2021	10.6%
2022	8.6%

Year	Q-on-Q change
2017 Q1	-0.4%
2017 Q2	-0.1%
2017 Q3	0.7%
2017 Q4	0.8%
2018 Q1	3.9%
2018 Q2	3.4%
2018 Q3	0.5%
2018 Q4	-0.1%
2019 Q1	-0.7%
2019 Q2	1.5%
2019 Q3	1.3%
2019 Q4	0.5%
2020 Q1	-1.0%
2020 Q2	0.3%
2020 Q3	0.8%
2020 Q4	2.1%
2021 Q1	3.3%
2021 Q2	0.8%
2021 Q3	1.1%
2021 Q4	5.0%
2022 Q1	0.7%
2022 Q2	3.5%
2022 Q3	3.8%
2022 Q4	0.4%
2023 Q1 (Flash estimates)	3.2%

+10.6%

+8.6%

NEW LAUNCH PRICES TOUCHED BENCHMARK PRICES FRM 2022



Average price of CCR new launches **crossed \$3,000 psf** in November 2022
 Average price of RCR new launches **crossed \$2,600 psf** as of January 2023
 Average price of OCR new launches **crossed \$2,100 psf** in September 2022

HDB RESALE PRICES CONTINUED DOUBLE-DIGIT GROWTH

Source: PropNex Research, HDB

Year	Y-on-Y change
2006	1.9%
2007	17.5%
2008	14.5%
2009	8.1%
2010	14.1%
2011	10.7%
2012	6.5%
2013	-0.6%
2014	-6.0%
2015	-1.6%
2016	-0.1%
2017	-1.5%
2018	-0.9%
2019	0.1%
2020	5.0%
2021	12.7%
2022	10.4%

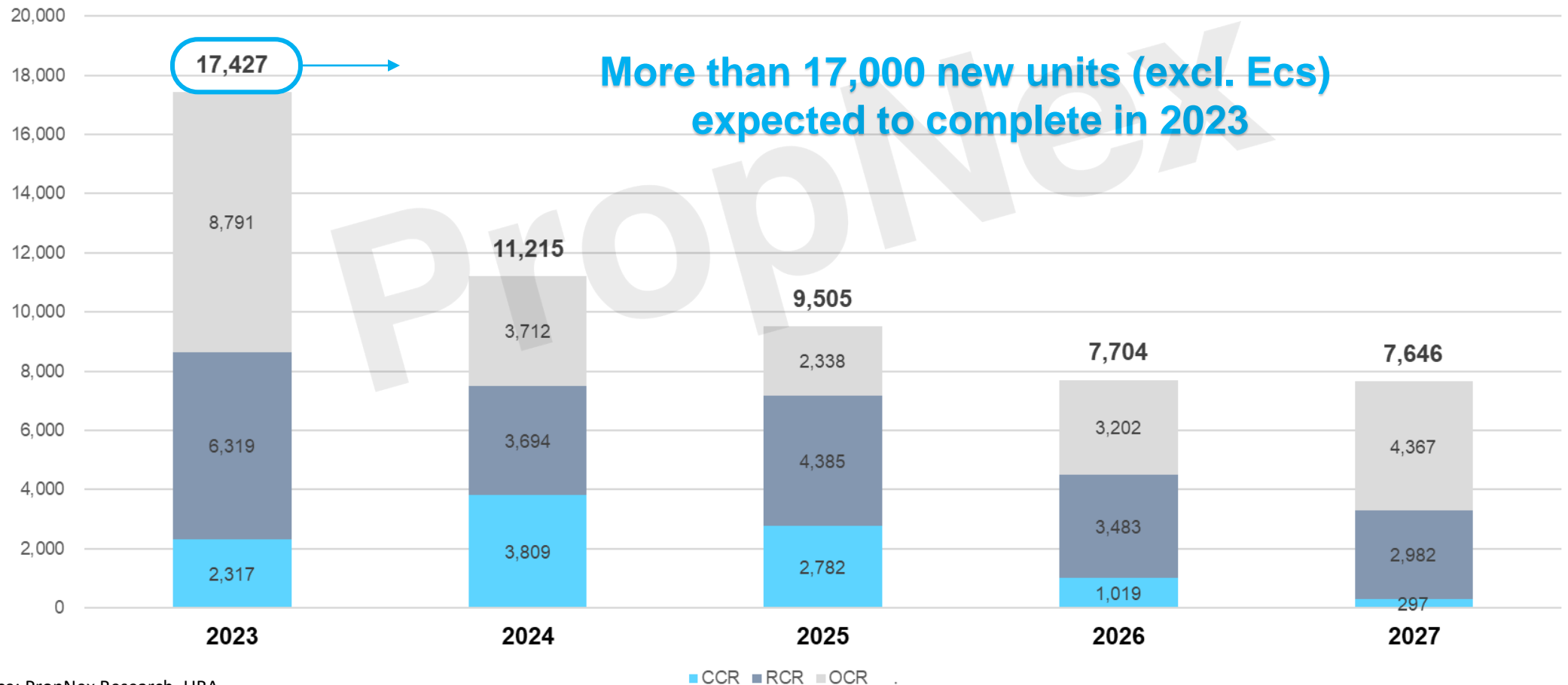
Year	Q-on-Q change
2019 Q1	-0.3%
2019 Q2	-0.2%
2019 Q3	0.1%
2019 Q4	0.4%
2020 Q1	0.0%
2020 Q2	0.3%
2020 Q3	1.5%
2020 Q4	3.1%
2021 Q1	3.0%
2021 Q2	3.0%
2021 Q3	2.9%
2021 Q4	3.4%
2022 Q1	2.4%
2022 Q2	2.8%
2022 Q3	2.6%
2022 Q4	2.3%
2023 Q1	0.9%
(Flash estimates)	

+12.7%

+10.4%

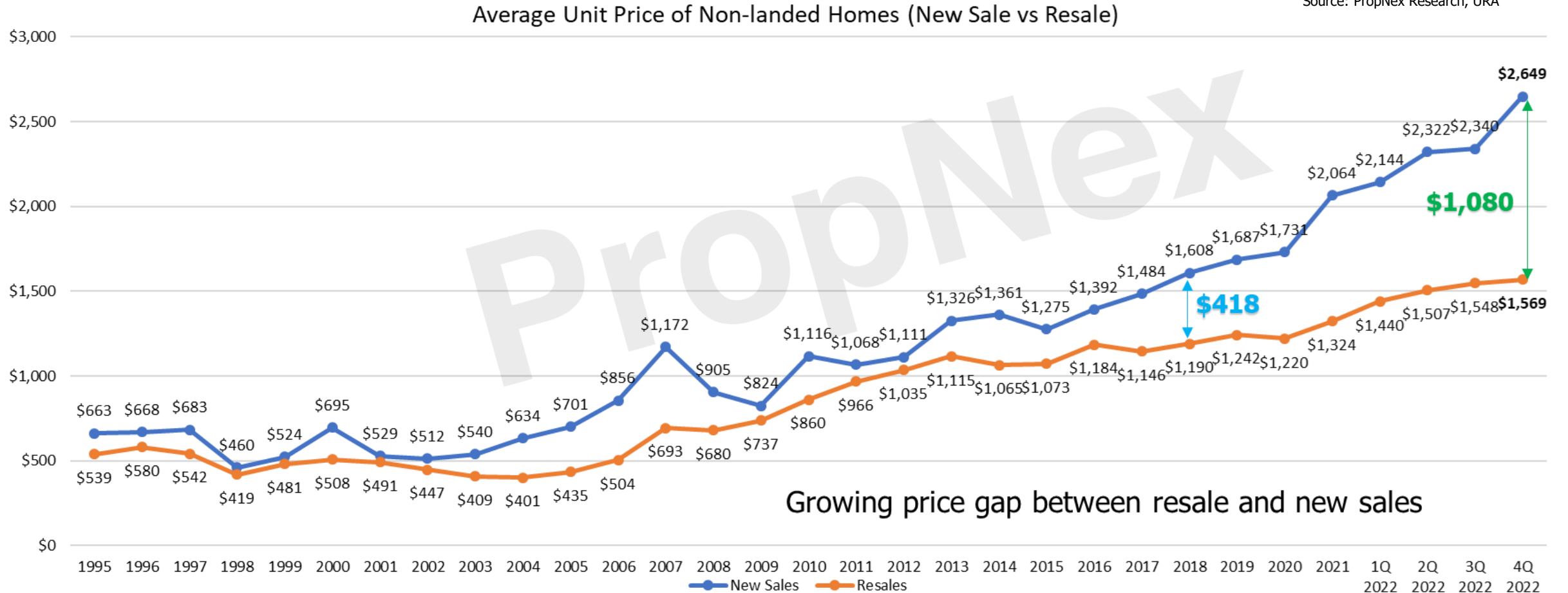
EXPECTED T.O.P NEW HOMES ENTERING THE MARKET

Supply of Private Residential Units by Expected Year of Completion by Region



GROWING AVERAGE PRICE GAP NEW SALE VS PTE RESALE

Source: PropNex Research, URA

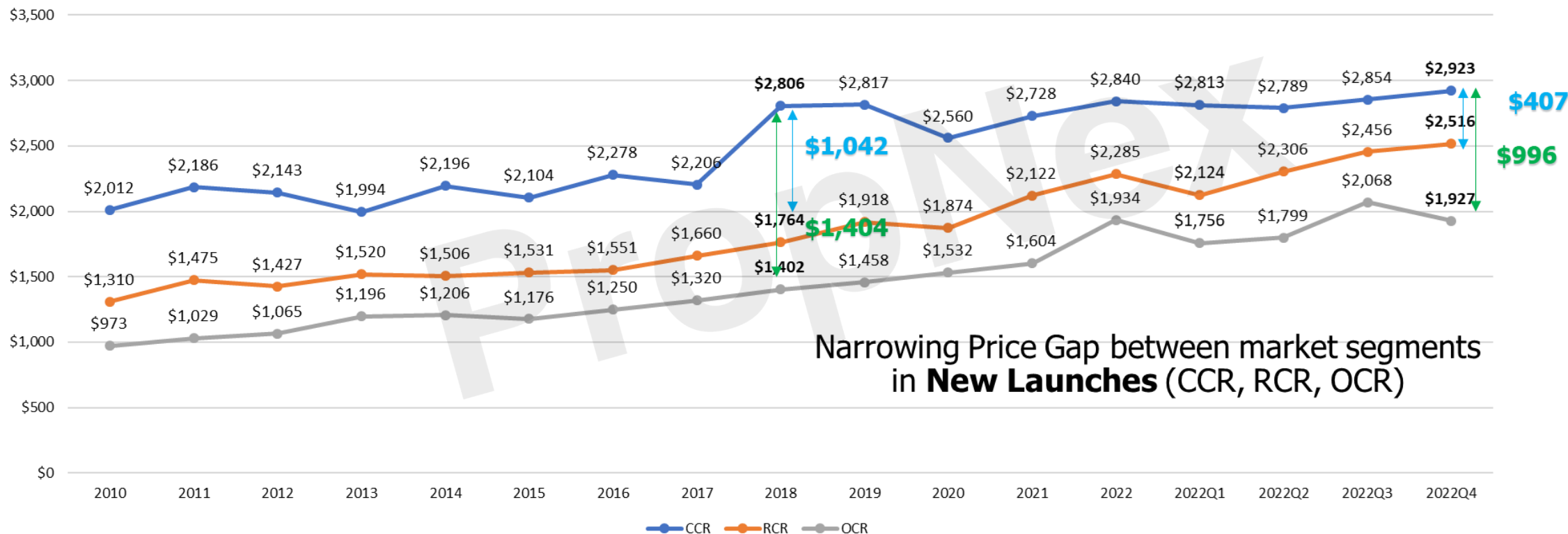


Price gap between non-landed new sale and resale homes grew from **\$418** psf in 2018 to **\$1,080** psf in 2022

OPPORTUNITIES IN CORE CENTRAL REGION

Private non-landed new home sales average price by region (\$PSF)

Source: PropNex Research, URA Realis

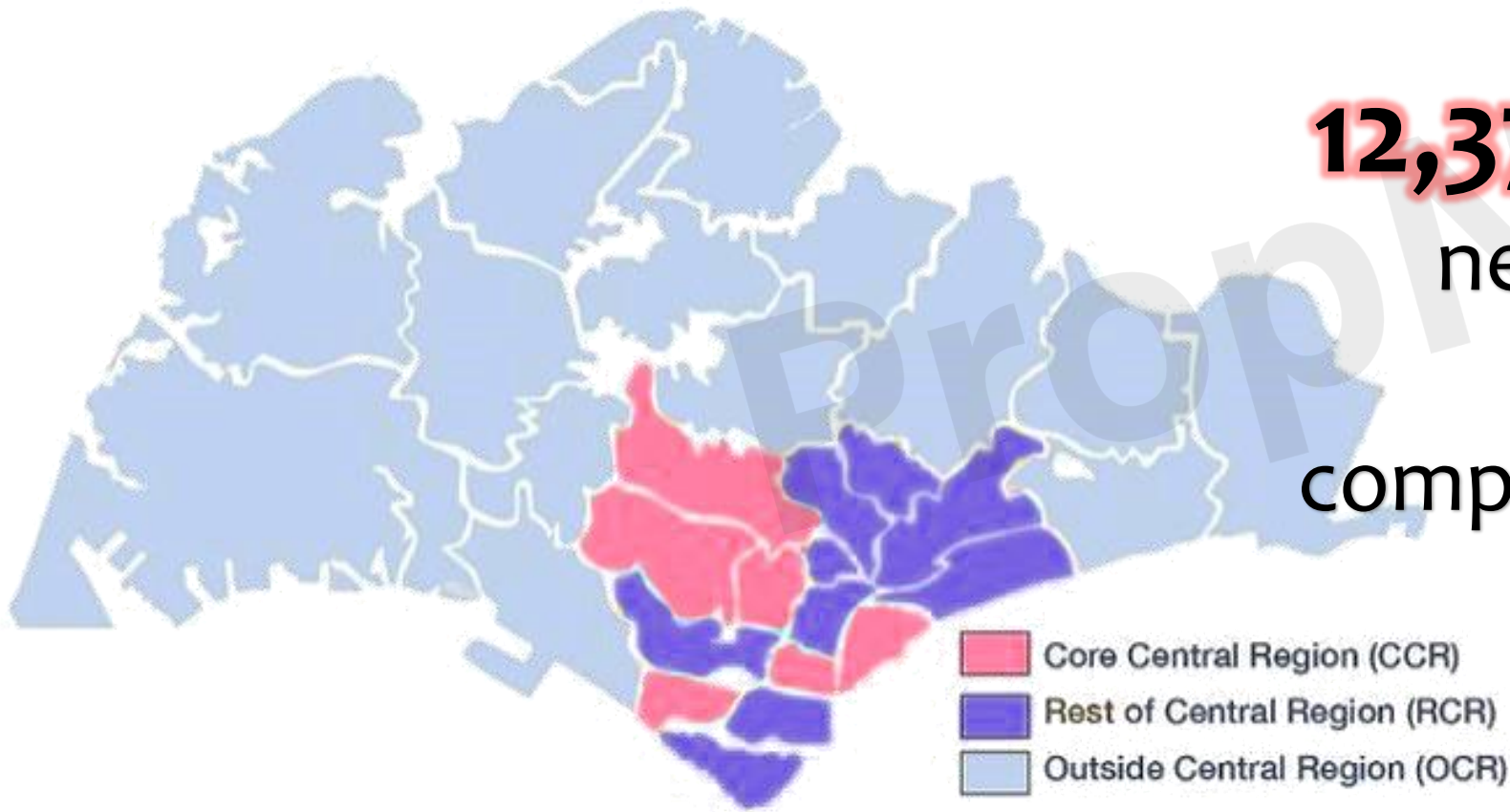


Price gap between non-landed new homes sales in CCR and RCR narrowed from \$1,042 psf in 2018 to \$407 psf in 2022

Price gap between non-landed new homes sales in CCR and OCR narrowed from \$1,404 psf in 2018 to \$996 psf in 2022

ESTIMATED PIPELINE OF NEW LAUNCHES (INCL. EC) IN 2023

12,371* (173%) more
new homes in 2023
launch pipeline
compared to 4,528 in 2022



PROPNE X INVENTORY EXISTING & 2023 PROJECTS



Existing Projects Still Marketing
(Landed, Non-landed & Retail)

Existing Inventory Still Marketing
(No of Units:
incl Landed, Non-landed & Retail, excl EC)

82

3,262



No. of appointed projects
to be launched in rest of 2023

Estimated total units
to be launched in rest of 2023

39 – 4 = 35
(launched by March 23)

11,188



TOTAL PROJECTS
MARKETING IN REST OF 2023

TOTAL UNITS
MARKETING IN REST OF 2023

117

14,450

PROJECTS LINE-UP IN 2023

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

***BOLD = PROPNE X APPOINTED AS MARKETING AGENCY**



S/N	Appointed Project	Location	District	Region	Tenure	Developer	No. of Units	Date of launch / estimated date of preview
1	Sceneca Residences	Tengah Merah Kechil Link	16	OCR	99	MCC Land	268	Launched (14 Jan 23)
2	Gems Ville	Lorong 13 Geylang	14	RCR	FH	East Asia Geylang Development	24	Launched (4 Feb 23)
3	Terra Hill	(fka Flynn Park) Yew Siang Road	5	RCR	FH	Hoi Hup and Sunway Development	270	Launched (25 Feb 23)
4	The Botany @ Dairy Farm	Dairy Farm Walk	23	OCR	99	Sim Lian Group	386	Launched (4 Mar 23)
5	Tembusu Grand	Jalan Tembusu	15	RCR	99	CDL	638	8th April 2023
6	Blossoms by the Park	Slim Barracks Rise (Parcel A)	5	RCR	99	EL Development	275	14th Apr 2023
7	Giverny	6A-C Robin Road	10	CCR	FH	Robin Development	6	15th Apr 2023
8	The Continuum	Thiam Siew Ave	15	RCR	FH	Hoi Hup and Sunway Development	816	22nd Apr 2023
9	Lentor Hills Residences	Lentor Hill Road	20	RCR	99	Hong Leong Holdings, Guocoland and TID	598	29th Apr 2023
10	The Reserve Residences	Jalan Anak Bukit	21	RCR	99	Far East Organisation & Sino Group	740	May-23
11	Skywaters Residences	8 Shenton Way (AXA Tower)	2	CCR	99	Perennial Real Estate Holdings	215	May-23
12	TBA	36 Shelford road (Watten Estate)	11	CCR	FH	UOL and Sing Land Group	170	May-23
13	TBA	292 Pasir Panjang Road (fka Gloria Mansion)	5	RCR	FH	Facto r Capital and Hong How Group	59	May-23
14	TBA	32 Gilstead Road	11	CCR	FH	Kheng Leong	56	May-23
15	TMW Maxwell	(fka Maxwell House)	1	CCR	99	Chip Eng Seng, Chuan Holdings and Singhaiyi	324	Jun-23
16	The Arden	2-24 Phoenix Road	23	OCR	99	Qingjian Realty	105	Jun-23
17	TBA	870 Dunearn Road	21	RCR	FH	Tuan Sing Holdings	TBA	Jun-23
18	TBA	551-553 Bukit Timah road & 6-8 Duke's Road	10	CCR	FH	Hillcrest Investment	40	Jun-23
19	Grand Dunman	Dunman Road	15	RCR	99	Singhaiyi Group	1012	Jun-23
20	Pinetree Hill	Pine Grove (Parcel A)	21	RCR	99	UOL Group and Singland Group	520	Jun-23

PROJECTS LINE-UP IN 2023

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

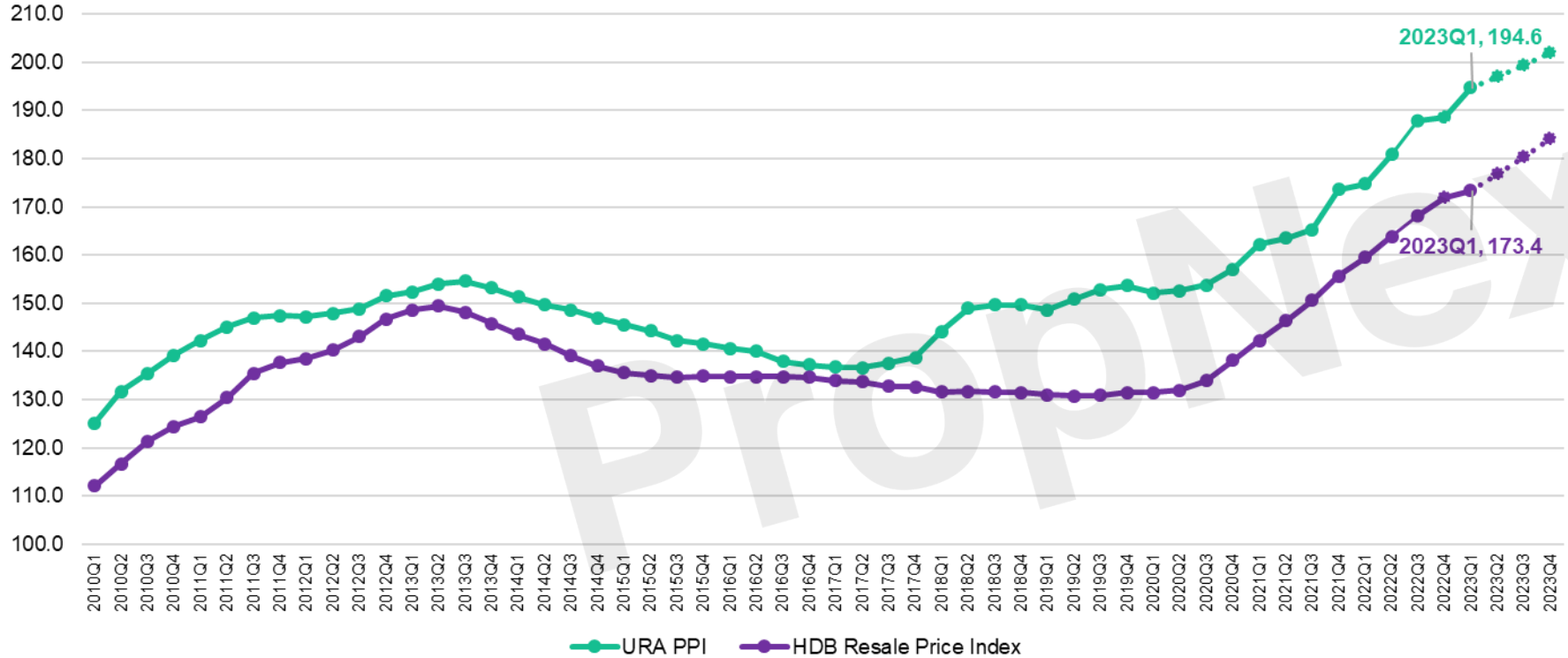
***BOLD = PROPnex APPOINTED AS MARKETING AGENCY**

21	TBA	Koon Seng Road (fka East Court)	15	RCR	FH	Macly Group	19	Jun-23
22	Newport Residences	80 Anson Road	2	CCR	FH	CDL	246	2Q 2023
23	The Hill @ One North	Slim Barracks Rise (Parcel B)	5	RCR	99	Kingsford Development	140	2Q 2023
24	TBA	Tanjong Rhu Road (fka La Ville)	15	RCR	FH	ZACD Group and Hong How Group	107	2Q 2023
25	TBA	2,4,6 Mount Emily Road	9	CCR	FH	ZACD Group	16	2Q 2023
26	Altura	Bukit Batok West Ave 8 (EC)	23	OCR	99	Qingjian Realty and Santarli Construction	360	28th Jul 2023
27	Orchard Sophia	128 & 130 Sophia Road	9	CCR	FH	DB2 Land	78	Jul-23
28	Kassia	Flora Drive	17	OCR	99	Hong Leong	276	Jul-23
29	TBA	173 - 183 Haig Road (fka Haig Road Flats)	15	RCR	FH	Nanshan Group	35	Jul-23
30	The LakeGarden Residences	9E and 9F Yuan Ching Road (fka Lakeside Apt)	22	OCR	99	Wing Tai Holdings	307	Aug-23
31	TBA	25 Jansen Road (fka Jansen Mansions)	19	OCR	FH	Macly Group	25	Sep-23
32	The Myst	798 and 800 Upper Bukit Timah Road	23	OCR	99	CDL	408	3Q 2023
33	TBA	Marina View	1	CCR	99	IOI Properties Group	905	3Q 2023
34	21 Anderson	21 Anderson Road	10	CCR	FH	Kheng Leong	34	3Q 2023
35	TBA	15 Enggor Street (Realty Centre)	2	CCR	FH	The Place Holdings (TPHL)	100	3Q 2023
36	fka Peace Centre & Peace Mansion	Sophia Road (fka Peace Centre)	9	CCR	99	CEL Development, Singhaiyi & KSH Holdings	370	Oct-23
37	Fka Euro Asia Apartments	1037 Serangoon Road	12	RCR	FH	KSH Holdings, H10 Holdings, SLB Development	172	Oct-23
38	Fka Park View Mansions	9A Yuan Ching Road	22	OCR	99	ghaiyi & TK 189 Development (KSH Holdings & Ho Le	440	Oct-23
39	TBA	Bukit Batok West Ave 5 (EC)	23	OCR	99	CDL	495	Dec-23
40	TBA	Keppel Bay	4	RCR	99	Keppel Land	86	4Q 2023
41	TBA	Lentor Central	26	OCR	99	ild Group Holdings & China Communications Constr	470	4Q 2023
42	TBA	Bukit Timah Link	21	RCR	99	Bukit Sembawang Estates	160	4Q 2023
43	TBA	Lentor Hill Road (Parcel B)	26	OCR	99	nt Venture between Hong Leong Group and Mitsui Fu	265	4Q 2023
44	TBA	Hillview Rise GLS	23	OCR	99	Far East Organisation & Sekisui Group	335	4Q 2023
45	TBA	Jurong East Central (Jcube)	22	OCR	99	Capitaland Development	-	2H 2023

2023 LINED UP (39 PropNex Appointed Projects to be launched in 2023) = 12,136

PRICE INDEX FORECASTS 2023

URA Property Price Index & HDB Resale Price Index



Private residential home prices expected to grow 6-8% in 2023

HDB Resale home prices expected to grow by 5-6% in 2023

Private Residential Price Index

Year	Y-on-Y change
2013	1.1%
2014	-4.0%
2015	-3.7%
2016	-3.1%
2017	1.1%
2018	7.9%
2019	2.7%
2020	2.2%
2021	10.6%
2022	8.6%
2023 (FORECAST)	6-8%

PPI rose by +8.6% in 2022

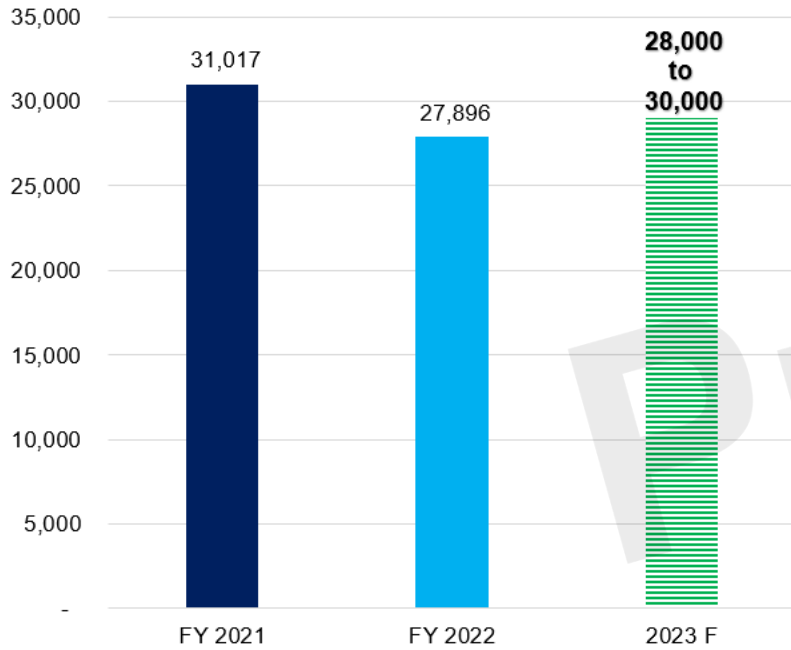
HDB Resale Price Index

Year	Y-on-Y change
2013	-0.6%
2014	-6.0%
2015	-1.6%
2016	-0.1%
2017	-1.5%
2018	-0.9%
2019	0.1%
2020	5.0%
2021	12.7%
2022	10.4%
2023 (FORECAST)	5-6%

HDB resale price index rose by +10.4% in 2022

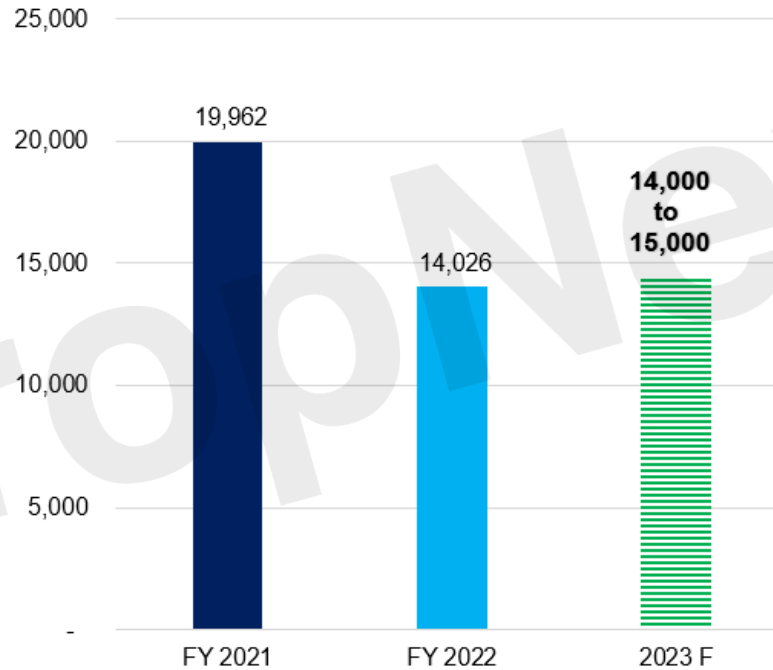
VOLUME OF TRANSACTIONS FORECASTS 2023

HDB Resale Volume



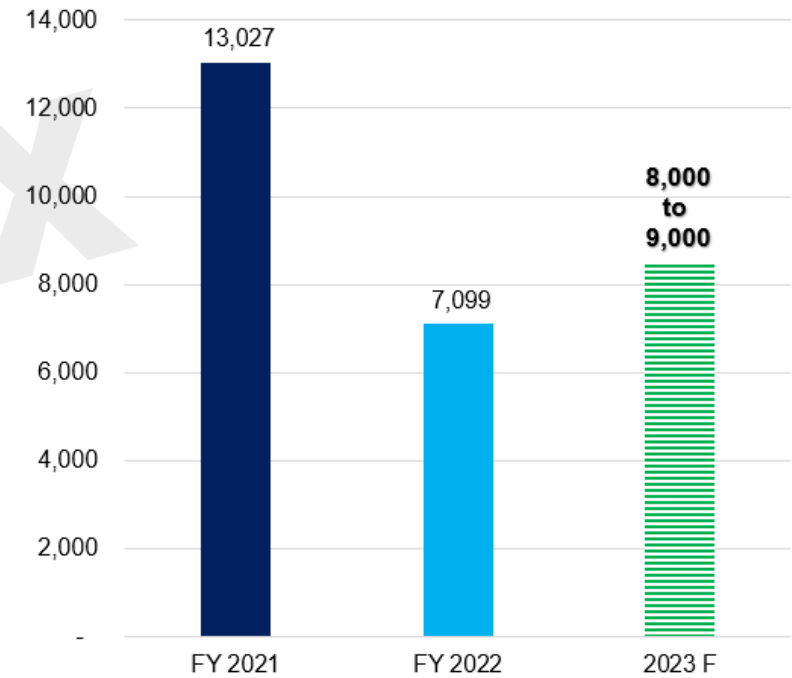
Projected HDB Resale volume for 2023:
28,000 – 30,000 units

Private Resale Volume



Projected Private Resale volume for 2023:
14,000 – 15,000 units

Private New Sale Volume



Projected Private new sale volume for 2023:
8,000 – 9,000 units

SG PROPERTY XPO 2022

26, 27 March & 3, 4 April 2022

- **OVER 100K engagement**
- Tens of Thousand Attendees
- 16 developers & partners
- 25 Power Hybrid Workshops
- 20 Keynote Speakers
- 3 Levels of Learning (First-timer, Upgrader & Investor)
- Guest-of Honour Minister Tan Kiat How



SG PROPERTY XPO 2023

26,27 March, 1 & 2 April 2023

- Tens of Thousand Attendees
- Full-house capacity
- Over 10 developers & partners
- 3 Levels of Learning (First-timer, Upgrader & Investor)



PROPERTY WEALTH SYSTEM

10 & 11 Sep, 29 & 30 Oct 2022
Suntec City Convention Centre &
Marina Bay Sands

Over 1,500 attendees
2 guest speakers
4 in-house speakers





PROPERTY
WEALTH
SYSTEM
MASTERCLASS

A Proven *Wealth Creation System* that has **BENEFITTED THOUSANDS** of **ORDINARY PEOPLE**

29 & 30 APR 2023

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To You By



PROP NEX MONOPOLY CHAMPIONSHIP

(28 Aug 2022)

4-month Campaign

Close to 10,000 registrants

\$308,000 in cash prizes

Grand Champion walked away with \$108,000

PropNex secured rights from Hasbro to conduct competition in 2023



2023 Consumer Outreach



♦ Fast-Dealing Property Trading Game ♦

PROPNE^X

MONOPOLY

CHAMPIONSHIP

**EMPOWERING
FINANCIAL
LITERACY**



It's Not a Game! It's a
CHAMPIONSHIP

WIN PRIZES OVER
\$180,000

- | | | | |
|---|--|---|---|
| 1
Qualifying Rounds
12 May – 16 Jul 2023 | 2
Quarter Finals
21 July – 4 Aug 2023 | 3
Semi-Finals
12 & 13 Aug 2023 | 4
Grand Finals
20 Aug 2023 |
|---|--|---|---|

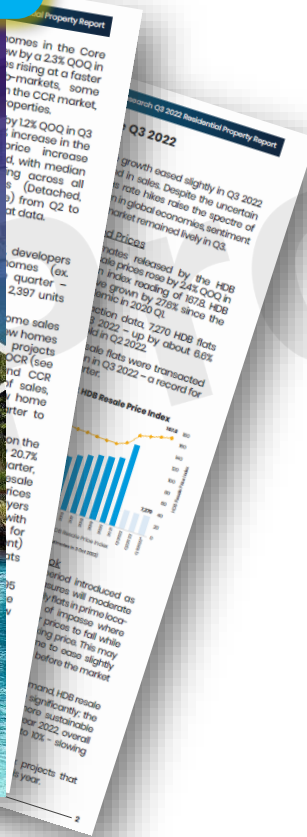


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Q4 2022
RESIDENTIAL
PROPERTY
REPORT



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MONTHLY REPORTS

PRIVATE NEW
HOME SALES

PROPNE X RESEARCH
MONTHLY REPORT
- JANUARY 2023



New private home sales in January doubled from December due to new project launch

- Developers' sales doubled in January, increasing by 100% from the previous month to 391 units (ex EC), though sales were down by 48% year-on-year from the 684 units sold in January 2022.
- Sales in January were led by the Outside Central Region (OCR) where 185 units were transacted, accounting for 47% of total developers' sales in the month.



Thank You