

ASX Market Release  
12 July 2021

**PropTech Group announces increase in new sales for the quarter ending June 2021 and key growth appointments**

PropTech Group Limited (ASX: PTG) (“**Company**” or “**PropTech Group**”) is pleased to announce a significant increase in new sales orders<sup>1</sup> for its VaultRE platform for the quarter ending 30 June 2021<sup>2</sup>. This represents an increase of 65% compared to the previous quarter<sup>3</sup>.

The increase was driven by the recently restructured PropTech Group sales team which has focused on a combination of new agency offices, bundling and upselling to existing customers. The focus on property management has also continued, with a record number of VaultRE Property Management orders received.

This growth will shortly be further augmented by the contribution of the recently announced proposed acquisition of Eagle Software Pty Ltd, which has also recorded a record number of new sales in Q4 FY21<sup>2</sup>.

The Company has enhanced its revenue generating management capabilities consistent with its recently announced growth initiatives, appointing Mr. Bill Nikolouzakis as Chief Revenue Officer, Mr. Mark Levin as Group Head of Sales and Ms. Leesa Sinn as General Manager of Property Management.

**Bill Nikolouzakis – Chief Revenue Officer**

Bill has over 19 years of experience in property, finance and technology. Bill joined the Company in Jan 2021 as Chief Operating Officer, to which he now expands his remit as Chief Revenue Officer, specifically tasked with driving revenue generation across PropTech Group. A multiple company founder and investor, Bill’s most recent role prior to PropTech Group was as Managing Director and CEO of iBuyNew, a real estate platform and transactions business. Bill joined iBuyNew after it acquired the property research company he founded, Nyko Property, in 2016.

**Mark Levin – Group Head of Sales**

Mark is a senior sales professional with more than 20 years’ experience in SaaS, predominantly selling technology to the real estate industry. With previous roles as Head of New Business at Trustpilot APAC and a strong proptech background with sales management roles at Openn Negotiation and realestate.com.au. Mark also has strong international experience working in sales in both the UK and Asian property markets.

**Leesa Sinn – General Manager Property Management**

Having dedicated 22 years of her career to working in the real estate, spanning property management technology and training, Leesa is regarded as one of Australia’s leading Property Management training and software implementation specialists. In her new role as General Manager-Property Management, Leesa will lead a dedicated team of PM software implementation, customer success and training experts delivering strong growth of PropTech Groups Property Management platform.

1. Unaudited management figures, based on the total number of sales orders over a period of time
2. For the period of 01 April 2021 to 30 June 2021
3. For the period of 01 January 2021 to 31 March 2021

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Managing Director and CEO, Joe Hanna, commented “We are pleased to appoint three people of the calibre of Bill, Mark and Leesa to the team to spearhead the Company’s focus on organic growth and continue to build PropTech Group’s market share and ARPA.

With a record quarter of new sales<sup>1</sup> recorded for the period ending in June 2021<sup>2</sup> and with quality appointments in key areas such as sales, marketing and property management, we are very optimistic about the growth outlook for FY22”.

ENDS

**Release of market announcement authorised by Joe Hanna, CEO and Managing Director.**

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About the PropTech Group

The PropTech Group is an Australian listed company that focuses on investing in and operating PropTech companies that primarily serve the Australian, United Kingdom, and New Zealand real estate markets.

Key assets include the market-leading real estate sales CRM software MyDesktop and VaultRE in Australia and New Zealand, Website Blue, Designly, Real Estate Investar, VaultEA in the United Kingdom, and Rent Find Inspector.

Significant customers include Ray White, Harcourts and Raine and Horne in Australia, Barfoot and Thompson in New Zealand and Century 21 in the United Kingdom.