

Investor Fact Sheet 2023



The Property Franchise Group PLC (AIM: TPGF) is the largest property franchisor in the UK and manages the second largest estate agency network & portfolio of lettings properties in the UK.

At a glance

Nine Property Brands



Significant Scale

577

Trading territories
(Including EweMove)

189

EweMove territories
contracted

Over 76,000

Tenanted managed
properties

Over 24,000

Properties sold in 2022

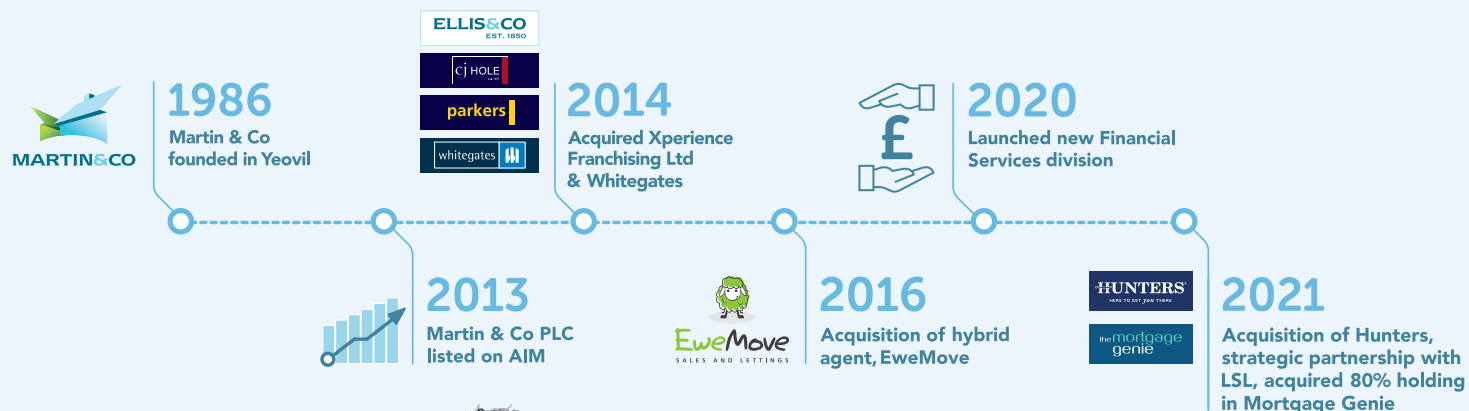
Our Purpose

To support our franchisees,
helping them to become more
successful.

Our Vision

To achieve an increasing UK
market share of lettings, estate
agency transactions and property
related financial services.

Timeline of Milestones



Key FY22 Financial Highlights

Group revenue¹ up
13% to **£27.2m** (2021:
£24.0m)

Management Service
Fees² up 8% to **£15.9m**
(2021: £14.7m)

Adjusted EBITDA³ up
14% to **£11.8m** (2021:
£10.4m)

Adjusted operating
margin⁴ of **41%** (2021: 40%)

Profit before tax up 38%
to **£8.8m** (2021: £6.4m)

Net cash of **£1.7m** (net
debt 2021: £2.7m)

Dividends paid and de-
clared for FY22 up 12% to
13.0p per share (2021: 11.6p)

aEPS³ (diluted) up 6% to
28.4p (2021: 26.9p)

1. Group revenue for 2021 excludes Aux Group Ltd and Auxilium Partnership Ltd which were sold in July 21
2. Like for like comparisons exclude the acquisitions Hunters, Mortgage Genie and the disposals in note 1

3. Before share-based payments charge, loss/gain on listed investments and exceptional costs
4. Before amortisation arising on consolidation and the item in note 3

Our resilient and growth-focused group Why are we well positioned?

Robust business and a
market leader with a
proven franchise model
and growth track record

Core strength to capitalise
on the opportunities that
arise out of disruption

Strongly cash generative
with a net cash position

Quality acquisitions
delivering well on
their potential

Very experienced
senior management
team adding value

High proportion of
recurring income

Clear and focused
growth strategy

Strong focus on
enhanced margin

Why invest in The Property Franchise Group?

Proven franchise model:
+27
years in franchising

High recurring revenue:
51%
of total revenue in 2022

Track record of growth:
+764%
in adjusted diluted EPS since 2013

Experienced leadership team
24 years
average industry experience

6
acquisitions
since 2013

9
franchise
brands

Progressive dividend policy:
+828% growth since
2013 at 13.0p for 2022

Strong free cash flow
+£8.2m
generation for 2022

Capital light model:
20% ROCE in 2022 | **27%** ROIC in 2022



Paul Latham

Non-Independent
Non-Executive
Chairman



Gareth Samples

Chief Executive
Officer



David Raggett

Chief Financial
Officer



Richard Martin

Non-Independent
Non-Executive
Director and Founder



Phil Crooks

Independent
Non-Executive
Director



Dean Fielding

Independent
Non-Executive
Director



Claire Noyce

Non-Executive
Director

Talk with us

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Report PDF.