

Date: July 22, 2024

To,
Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Fort
Mumbai-400 001

Listing Department
National Stock Exchange of India Limited
Bandra Kurla Complex
Bandra East
Mumbai – 400 051

BSE Scrip Code: 539289

NSE Symbol: AURUM

Sub: Investor Presentation.

Dear Sir/Madam,

With reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”), this is to inform you that **“Aurum PropTech Limited – Investor Presentation Q1 FY2025”** is hereby enclosed.

The above presentation is also uploaded on the website of the Company at <https://www.aurumproptech.in/investor/presentations>.

You are requested to take the above on record.

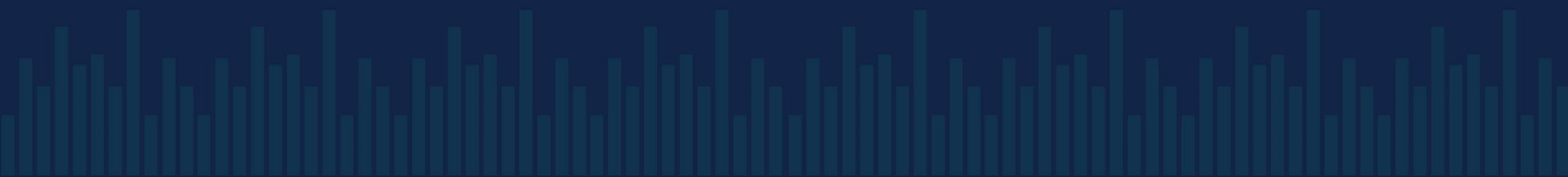
Thanking you.

For **Aurum PropTech Limited**

Sonia Jain
Company Secretary &
Compliance Officer

 AURUM PropTech
FUTURE-READY

INVESTOR PRESENTATION
Q1 FY 2025



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This presentation contains forward-looking statements which may be identified by their use of words like “plans,” “expects,” “will,” “anticipates,” “believes,” “intends,” “projects,” “estimates” or other words of similar meaning. All statements that address expectations or predictions about the future, including, but not limited to, statements about the strategy for growth, product development, market position, expenditures, and financial results are forward-looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The companies referred to in this presentation cannot guarantee that these assumptions and expectations are accurate or will be realised. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements. The company assumes no responsibility to publicly amend, modify or revise any forward-looking statements on the basis of subsequent developments, information or events, or otherwise.

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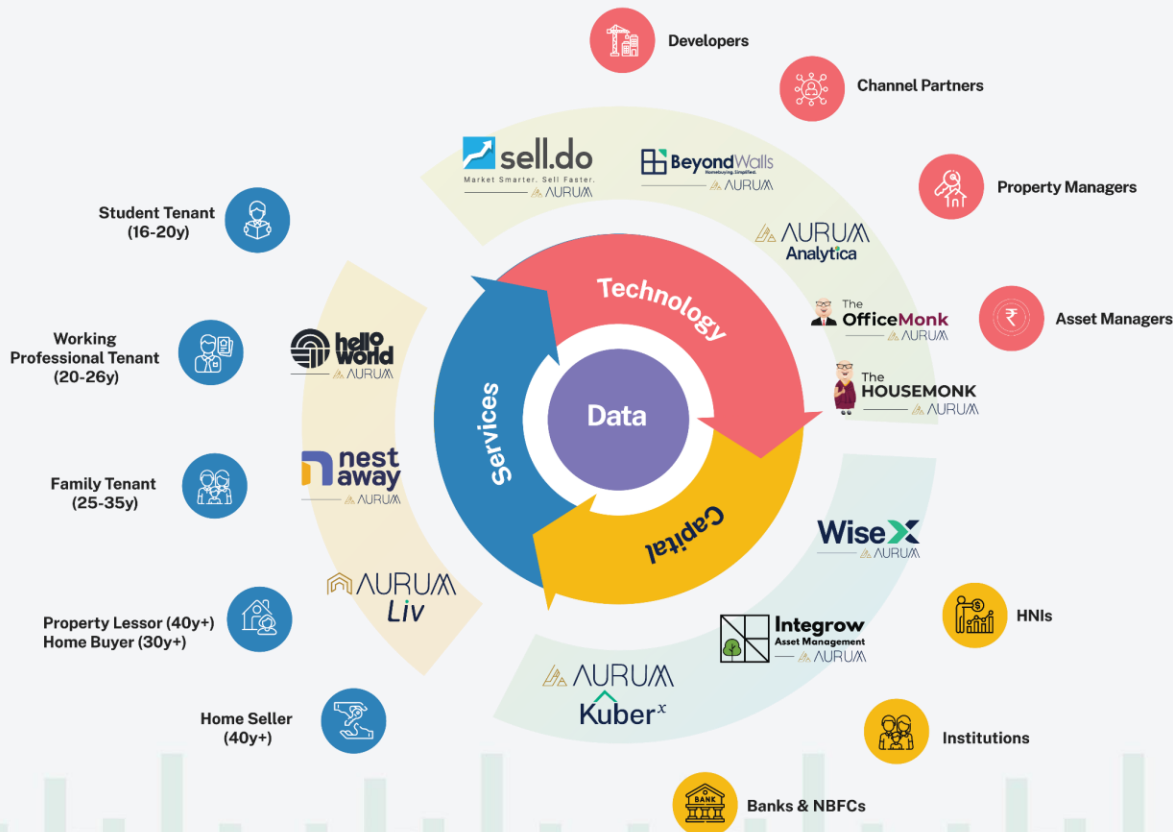
This presentation shall not constitute a solicitation of a proxy, consent or authorisation with respect to any securities or in respect of the business combination. This presentation shall also not constitute an offer to sell or the solicitation of an offer to buy any securities pursuant to the business combination or otherwise, nor shall there be any sale of securities in any jurisdiction in which the offer, solicitation or sale would be unlawful prior to the registration or qualification under the securities laws of any such jurisdiction.

We are a **Technology** company, listed on the **BSE and NSE**, specializing in Property Technology

Our Integrated PropTech Ecosystem is a consorted play of **Technology, Capital, Services and Data**

Our goal is to **enhance consumer experiences and increase enterprise efficiency** across the real estate value chain

Our Ecosystem



Our Network



17
Cities



14,000+
Active Customers



14+
Products



760+
Team Members



600+
Real Estate
Developer Relations



7,500+
Channel Partners



80,00+
Active Home Buyers
per Quarter



30,000
Rental Units
Capacity



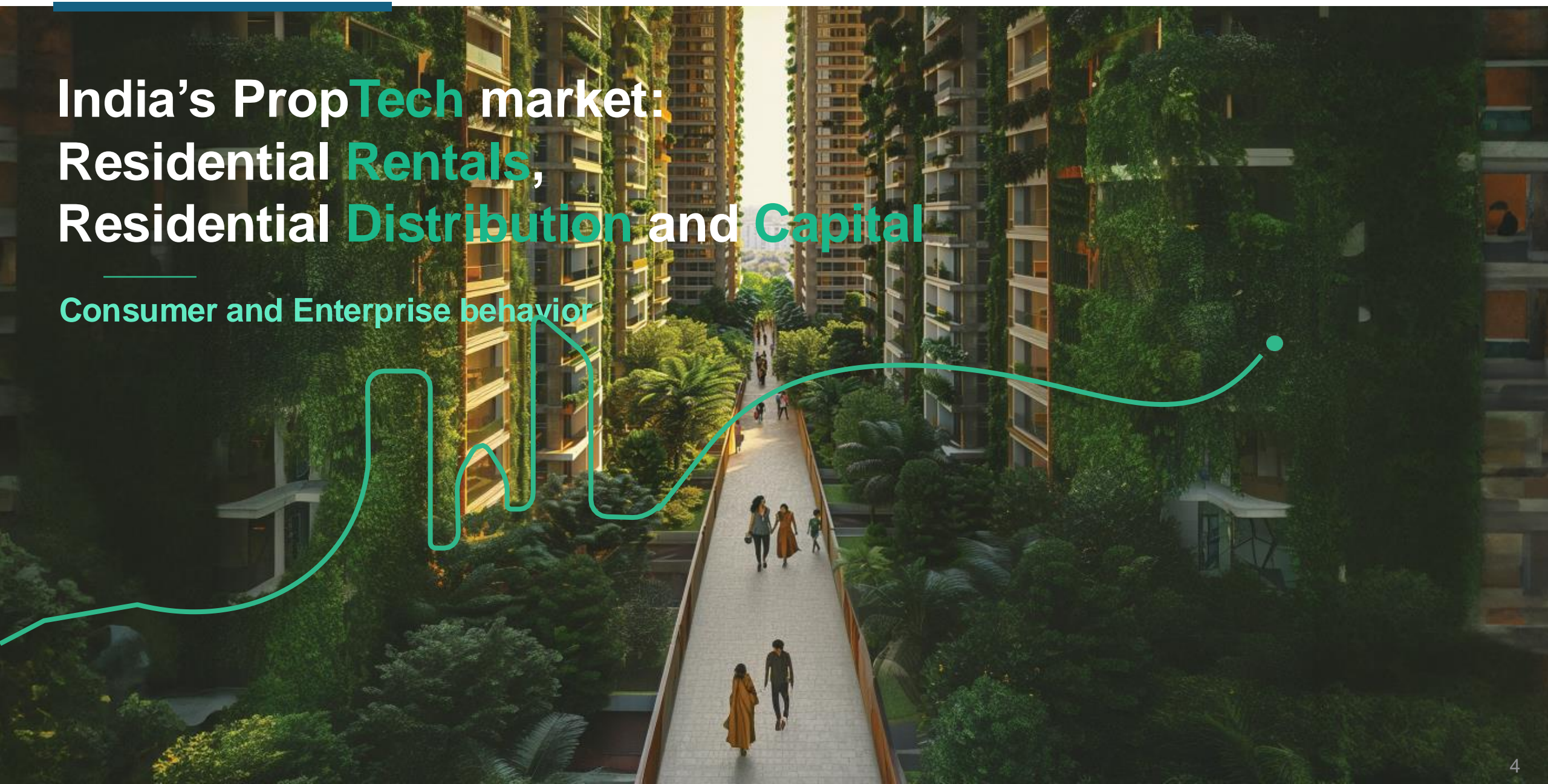
7,200+
Apartments
Booked till date



₹ 4,600+ Crore
Value Of Apartments
Invoiced till date

India's PropTech market: Residential Rentals, Residential Distribution and Capital

Consumer and Enterprise behavior



Emergence of PropTech in India

As technology gets democratized across the real estate value chains, PropTech is bringing about a revolution in the Indian Real Estate sector.



>75%

Buyers use digital channels to search homes



50%

Homebuyers use virtual tours before buying a property



70%

Share of sales & marketing budget spent on digital strategies



44%

Channel Partners use technology tools for lead generation & customer relationship management



90%

Land records have been digitized in India under Digital India Land Records Modernization Program



87%

Adoption of FinTech in India; the highest across the globe, against the average of 64%



The Indian Real Estate sector is expected to reach

\$1 Trillion*

in market size by 2030

from \$350 Bn in 2023*



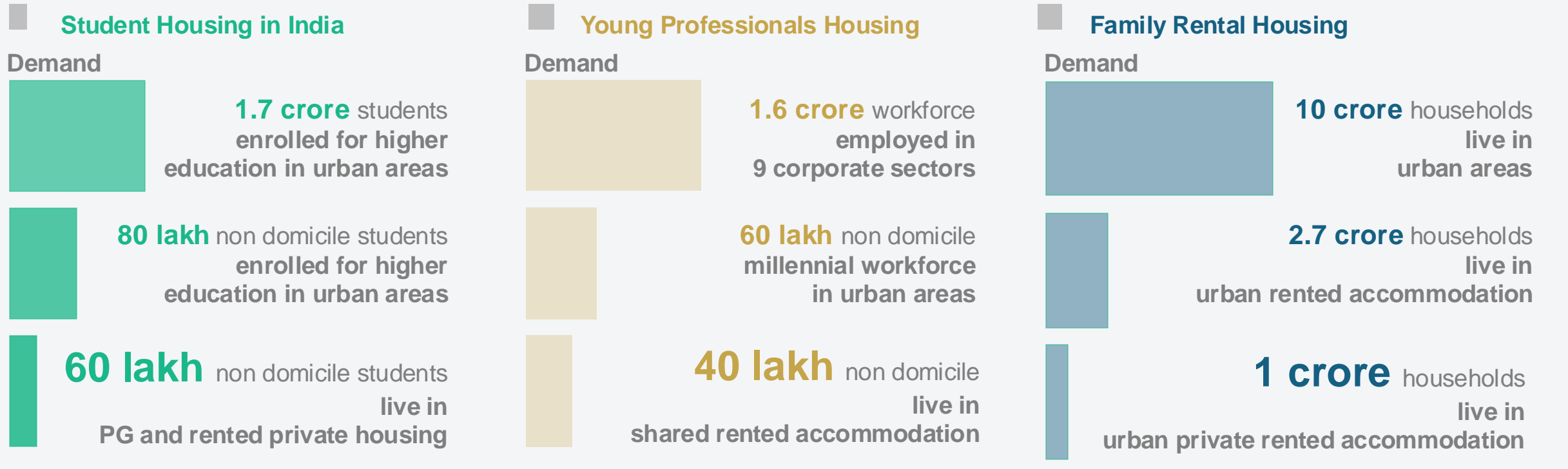
The Indian PropTech sector is expected to reach

\$100 Billion*

in market size by 2030

from \$6 Bn in 2023*

Aurum PropTech's rental portfolio targets the huge untapped potential for PropTech rental platforms in India to provide better quality of living, with ease of discovery and rental management, all enabled by technology.



Top Cities by demand
Bengaluru | Pune | Chennai
Kota | NCR

Top Cities by demand
NCR | MMR | Bengaluru | Hyderabad
Chennai | Pune

Top Cities by demand
NCR | MMR | Bengaluru | Hyderabad
Chennai | Pune



Source: Aurum research, Media reports, Cushman & Wakefield Co-living report, Anarock Student Housing report, JLL Student Housing report

India Residential Distribution Opportunity

Aurum PropTech's distribution portfolio aims to bridge the demand and supply gap in housing sales market through its AI & data science enabled sales and marketing solutions.

Supply side

18,000+

Live Housing projects

11,000+

Active Developers

10,40,000+

Unsold Inventory

Transactions

4,82,000

New homes sold

~₹ 4,00,000 Crore

worth value of homes sold

Evolving Market Dynamics

Growing demand for luxury housing

Preference for Grade-A and branded players

Growing dependency on digital marketing

Tier 2 and Tier 3 cities expansion

Developers going pan-India

Digitization of Channel Partner community

Adoption of **Technology in sales and marketing** efforts of developers is a must to succeed in the dynamic housing market.

RE marketing expenditure



Data Analytics

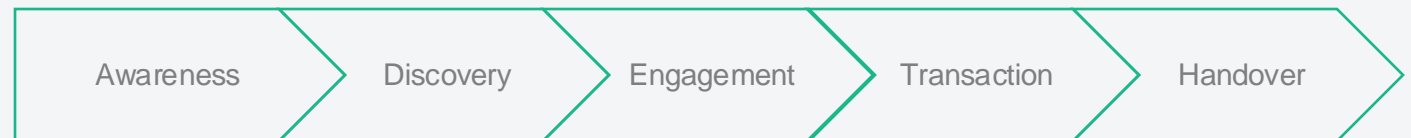
₹ 3000 crores
Social media

Marketing Automation

₹ 1,000 crores
Digital classifieds

Sales Automation

₹ 34,000 crores
Brokers and Mortgage



Aurum PropTech's Capital portfolio of businesses aims to empower investors through its tech-driven investment platforms that ensure transparency, convenience and compliance.

Investor Community

13,200+

Ultra rich Indians

2,400+

Wealth Managers

900+

Institutional investors

200+

Family Offices

Investment Vehicles



REITs



SM-REITs



AIFs



PMS



Mutual Funds & others

Investment Opportunities

9.3 Crore units

Housing demand by 2036

70 Crore Sq Ft

Grade A office stock in 2023

11,000+

Active Developers in 2023

32.8 Crore Sq Ft

SM-REIT able office space

A series of disruptive regulations and reforms paved the way for rapid transformation and participation of **institutional investors, family offices and HNIs** in India's property sector

**Land Acquisition Act | RERA | REITs
SM REITs | IBC | GST |
Infrastructure status to affordable
housing**

~₹ 80,000+ Crore

Total investments per year into India's Real Estate sector over last 3 years

PropTech Opportunity

Rental

Distribution

Capital

Business Model

Residential Tenants

- Discovery
- Booking
- Moving In
- Living
- Moving-out

Property Owners

- Rent Estimation
- Tenant Discovery
- Tenant Onboarding
- Rent Collection
- Tenant Management

Real Estate Developers

- Consumer Profiling
- Targeted Marketing
- Direct to Consumer
- Quality Leads
- Sales Velocity

Marketing, Sales, Channel Partners

- Campaign Management
- Lead Management
- Sales Automation
- Channel Management
- Reporting and BI

Real Estate Developers

- Investor Discovery
- Reporting and MIS
- Fund Management

Real Estate Investors

- Property Discovery
- Portfolio Management
- Size of Investment

India Opportunity Size

\$ 14 Billion 2030 Market Size

\$ 23 Billion 2030 Market Size

\$ 5 Billion 2030 Market Size

Sectoral Peers and Valuation

\$ 5.1 Billion



\$ 2.2 Billion
Valuation



\$ 900 Million



\$ 700 Million
Valuation



\$ 195 Million



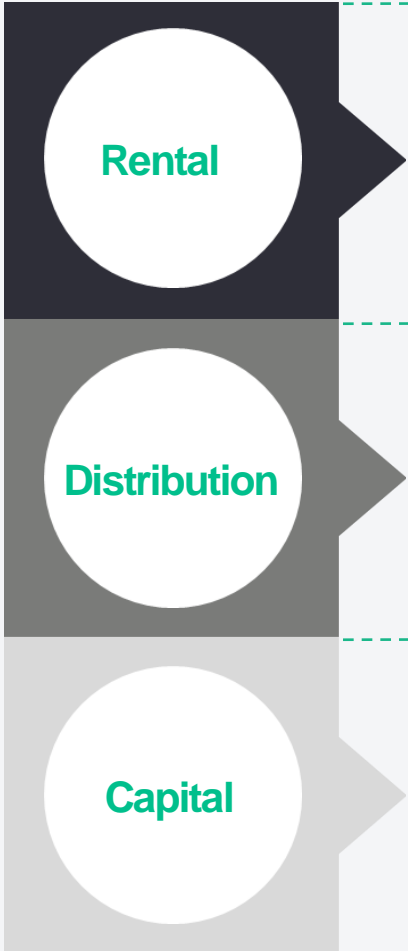
\$ 164 Million
Valuation



Our technology blocks that will build your future

Rental, Distribution and Capital





Student Living, Co Living and Family Rentals



Data analytics, Marketing and Sales Automation



Category II AIF, MSM-REIT

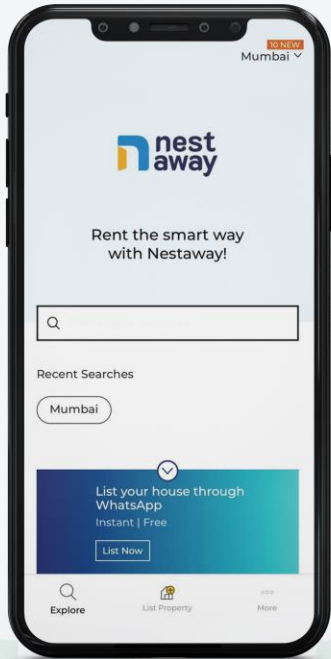


Integrated PropTech Ecosystem

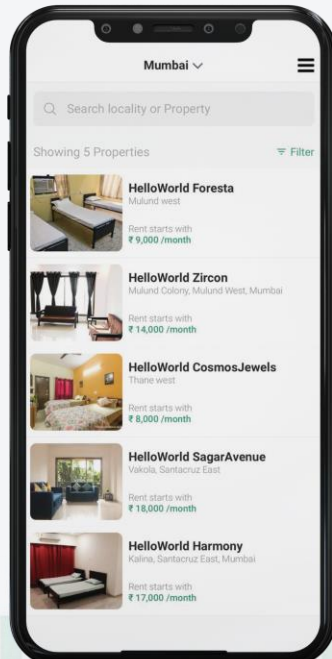
Encompassing the entire real estate value chain offering B2C and B2B products, platforms, and services



Family rentals



Student living
Co living



30,000

Rental units under management
Q1 FY25

■ **6,00,000**
Tenants searching rental properties

■ **90,000**
Prospective tenants under management

■ **₹ 70 crore**
Rent payments managed

Tenant Discovery Platform, Mobile App

- Discover rental properties
- Move-in, Move out
- Pay rent
- Avail VAS

Property Manager Mobile App

- Manage customers
- Manage service requests
- Collect rent
- Manage building expenses

Property Owners Web based dashboard

- List properties
- Discover tenants
- Collect rent share



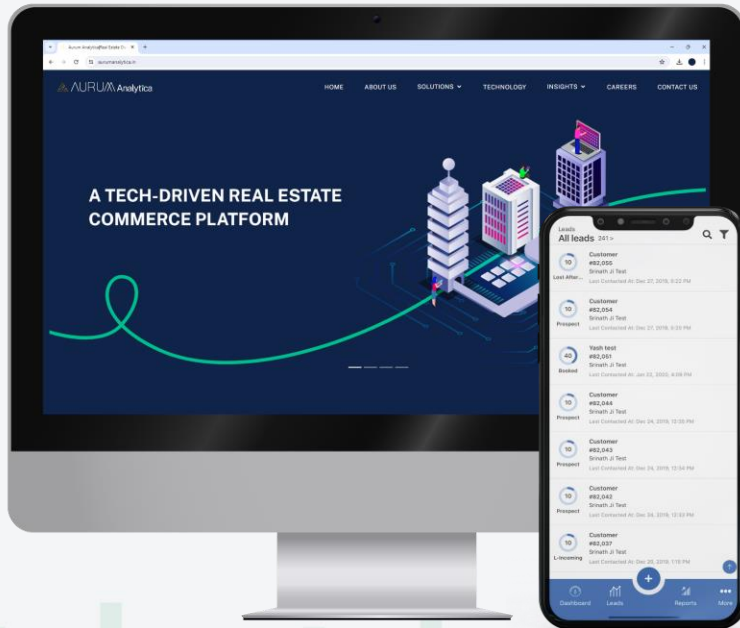
Data Analytics



Marketing and Sales Automation

600 +

Developer relationships under management Q1 FY25



■ **80,000**
Home buyers active at Analytica

Data Analytics Web based dashboard

- Identify consumer profile
- Reach out to customers
- Generate Leads

■ **7,500**
SaaS Licenses active at Sell.do

Marketing and Sales Automation Web dashboard, Mobile App

- Manage campaigns
- Manage leads and site visits
- Automate sales process
- Track and manage post sales

■ **₹ 450 crore**
Home purchases at Broker Aggregation

Channel Partner Aggregation Web dashboard, Mobile App

- Aggregate Brokers
- Manage transactions
- Pay incentives

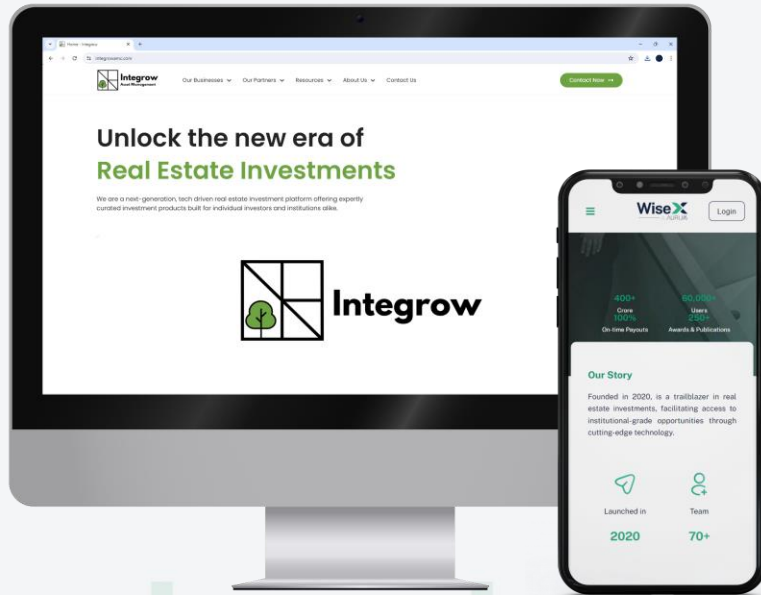


₹ 600 cr

CATEGORY II
AIF

MSM- REIT *

Capital under management
Q1 FY25



■ **55,000**
Registered
Investors

■ **600**
Active investors
served

■ **₹ 240 crore**
Investment
managed

Investor Web based Dashboard

- Identify investment projects
- Index properties
- Discover investments
- Manage portfolio

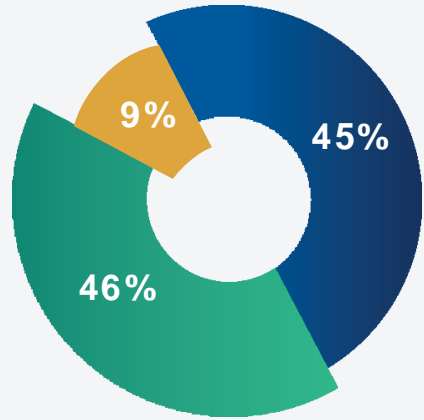
RE Developer Web based Dashboard

- Identify consumer profile
- Reach out to customers
- Generate Leads

Notes:

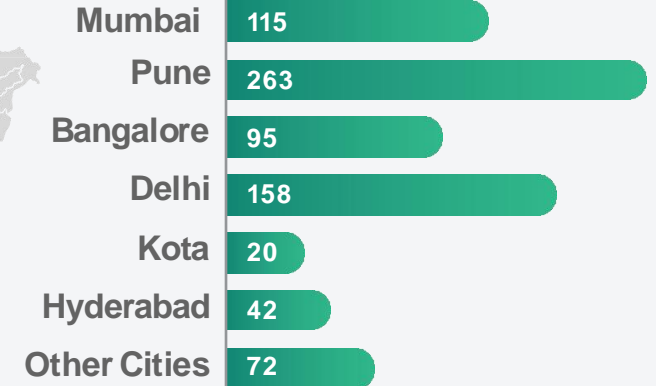
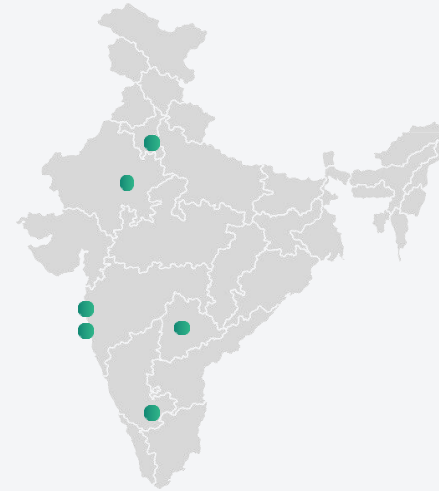
1. MSM-REIT application under process

Talent pool across clusters **760+**



Cluster	Partner
Rental	nest away
	hello world
	MONK Tech Labs
Distribution	AURUM Analytica
	sell.do
	BeyondWalls
Capital	Integrow Asset Management
	Wise X
	AURUM Kuber ^x

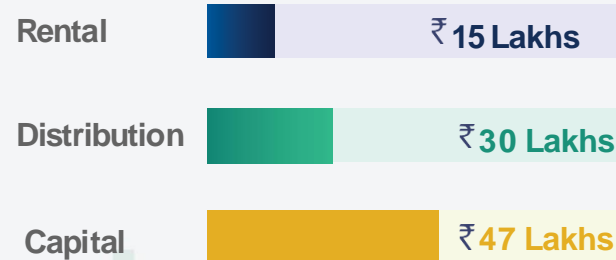
Country spread **17** Cities



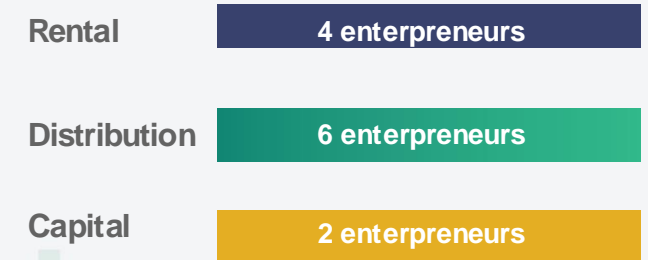
Key Functions **6**



Revenue per team member **₹32 Lakhs**



Entrepreneurs **12**

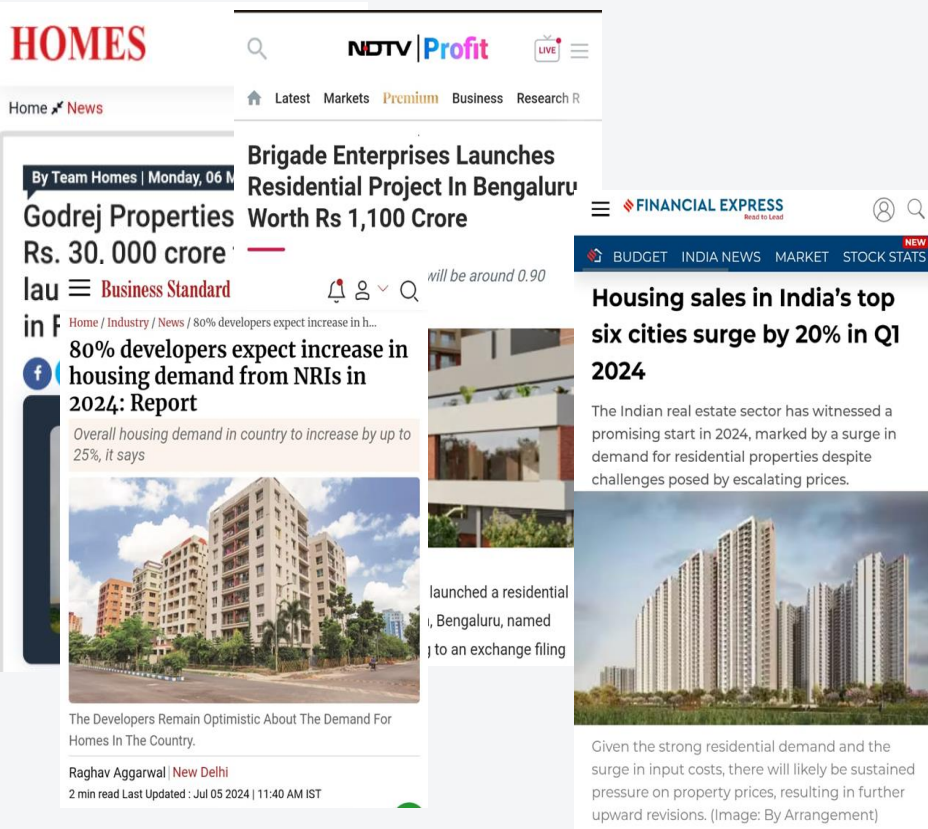


Notes:
1. As on 30th June 2024. 2. On the basis of average HC for the year

PropTech Sector Highlights

Q1 FY 2025





Residential Transactions Market Soars with Multiple Project Launches and Record-High Demand in India

The Indian residential market is witnessing unprecedented growth, with several Grade A developers launching **projects worth thousands of crores**.

The demand for housing has reached an all-time high, with **residential property sales in the first half of 2024 being the highest in a decade**.


This surge is further underlined by **a 20% increase in housing sales** in India's top six cities during Q1 2024 and a notable rise in interest from NRI buyers.

The surge in residential demand and numerous new project launches in India present a prime growth opportunity for real estate distribution companies

INDIA TODAY Magazine Live TV Search

Enjoy Seamless Rental Property Navigation with Nestaway

IMPACT FEATURE



India Today Web Desk X
New Delhi, UPDATED: Jun 26, 2024 10:57 IST

With a major website redesign, Nestaway is set to revolutionize the rental housing industry by simplifying the browsing experience. This digital transformation emphasizes Nestaway's commitment to enhancing the user experience and adapting to the evolving needs of modern housing renters.

THE ECONOMIC TIMES **wealth**
English Edition | Today's ePaper


Aurum Analytica: Transforming real estate with Data Science and AI



Aurum Analytica is a leading data analytics firm in the real estate sector that leverages advanced technologies such as data science, machine learning, and artificial intelligence to empower stakeholders in real estate transactions

SME STREET Login

WiseX Survey: Growing Interest in Real Estate Investments Among HNIs



Mr. Aryaman Vir, CEO of WiseX

The WiseX survey of affluent investors shows that 60% of investors who haven't previously invested in Fractional Ownership believe regulatory support from SEBI has bolstered their confidence in Fractional Ownership investments.



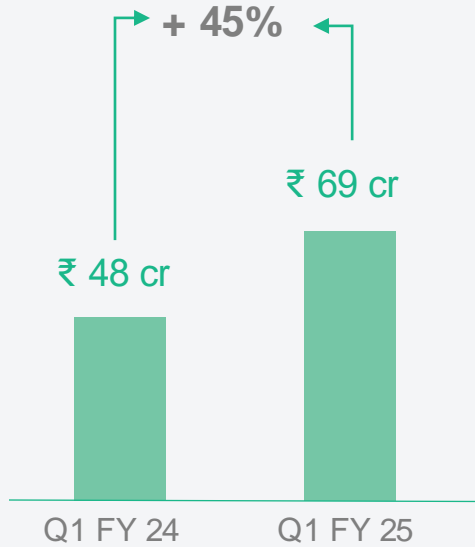
Aurum Analytica - PropTech Company of the Year
Times Realty & Infrastructure Conclave 2024

Aurum PropTech Business Highlights

Q1 FY 2025

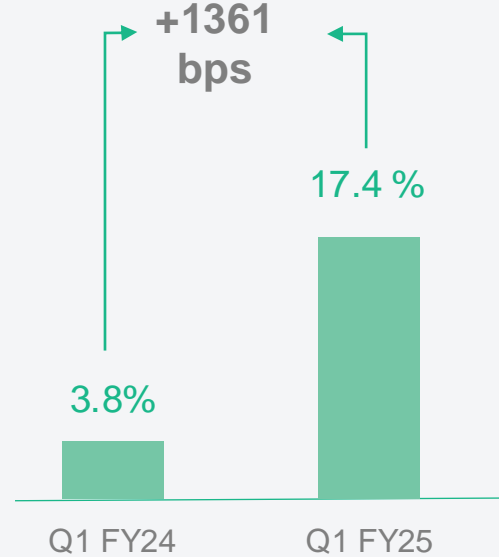


Total Income



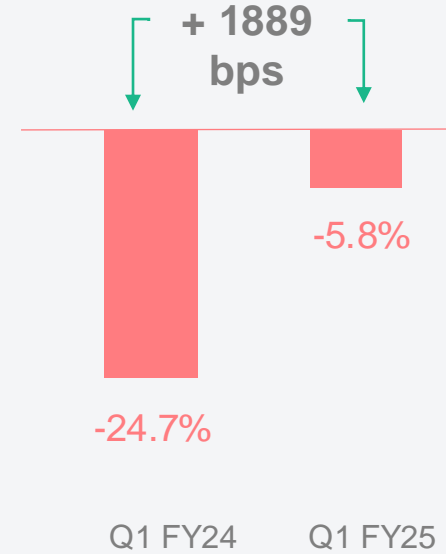
₹ 47.7 cr	₹ 69.1 cr
Q1 FY24	Q1FY25

EBITDA to Income



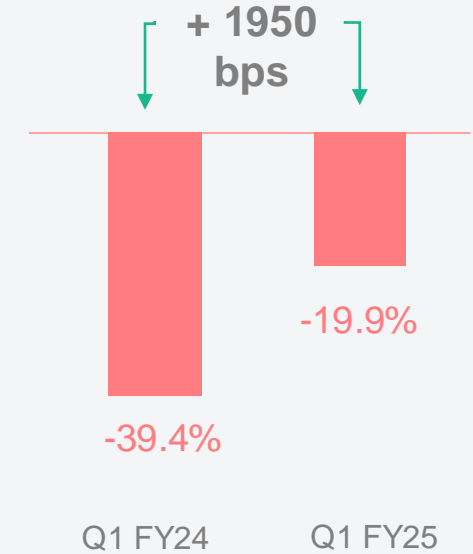
₹ 1.8 cr	₹ 12.1 cr
Q1 FY24	Q1 FY25

Adj. EBITDA to Income



- ₹ 11.8 cr	- ₹ 4 cr
Q1 FY24	Q1 FY25

PBT to Income



- ₹ 18.8 cr	- ₹ 13.7 cr
Q1 FY24	Q1 FY25

Income Y-o-Y
+45% ↑

EBITDA Y-o-Y
6.7x ↑

Adj. EBITDA Y-o-Y
1889 bps ↑

PBT
1950 bps ↑

Notes:
As on 30th June 2024.

Profit & Loss Trends

		FY23	FY24	Q1 FY25
PBT/TI	PBT / Total Income (%)	-36%	-33%	-20%
EBITDA/TI	EBITDA / Total Income (%)	-2%	9%	17%
EBITDA _r /Ti _r	Adjusted EBITDA / Adjusted Income (%)	-27%	-16%	-6%

Profit & Loss Build-up (figures in ₹ Cr.):

TI_r	Adjusted Income	131.6	221.0	67.2
	Add: Other income related to RoU assets	7.4	12.1	1.9
TI	Total Income	139.1	233.1	69.1
	Less: COGS, Employee benefits costs & Other expenses	141.9	211.0	57.1
EBITDA	EBITDA (as per Ind AS)	-2.9	22.1	12.1
	Add: ESOP Costs	2.6	13.5	1.8
	Less: Lease Costs on Ind AS lease assets*	35.0	71.2	17.8
EBITDA_r	Adjusted EBITDA (before ESOP & RoU)	-35.2	-35.6	-4.0
	Less: ESOP Costs	2.6	13.5	1.8
	Less: Finance costs	0.2	8.5	2.8
	Less: Depreciation costs	11.8	18.8	5.1
PBT	PBT (before Exceptional Items)	-49.9	-76.4	--13.7

Improved performance across all financial metrics including Income, PBT, EBITDA and Adjusted EBITDA

Note: * - Ind AS 116 requires lessees to record a right-of-use (RoU) asset and a lease liability when a lease begins. A ROU asset is initially measured at cost, which includes the lease liability, lease payments, initial direct costs, and estimated restoration costs. The asset is then adjusted for accumulated depreciation and impairment losses. The lease liability is also adjusted for changes in lease terms, payments, or discount rates. The costs here are net of all such considerations.

Aurum PropTech and its businesses aim to build innovative and revolutionary technology products that would transform the property sector landscape in India. Its product and technology teams are constantly building and testing new software products and features that propel the organization in the said direction.

Product Capitalization Policy in brief:

Beginning FY24, in consultation with advisors and auditors, and in compliance with Ind AS 38, Aurum PropTech has been capitalizing its product development expenditure as per a set policy.

In particular, **Intangible assets under development** comprise of costs directly attributable to the design and testing of identifiable and unique software products and their features as per following criteria:

- Technical feasibility of completion of the product is established
- There is a plan to deploy or monetize the product
- A clear objective of deriving future economic benefit is demonstrated
- Adequate resource allocation is made for development & deployment
- Expenditure for the product during its development is attributable, identifiable and measurable and aligned with its measurable impact on costs and/or revenues.

The directly attributable costs that are capitalized mainly include cost of product and technology teams and the management team to the extent of their involvement in the process. Capitalization is aligned with the budgeted cost of these teams in the annual operating plans and product development roadmaps.

Products capitalized as Intangible Assets under development:

Key software / products (non-exhaustive list) whose development has been capitalized during FY24 and Q1 FY25 include:

- a) Discovery portals for residential rental apartments and short-stay rooms
- b) New mobile apps for property owners, channel partners & franchises
- c) Sales and marketing automation tool
- d) Inhouse CRM platform
- e) Inhouse DaaS (Data as a Strategy) platform,
- f) Investor portals, and
- g) Property management products for new customer segments.

Capitalized Costs

In FY24, Aurum's product and technology teams were 138 people strong with an aggregate cost of ~₹27 Cr. which was 27% of the total people costs and 8% of total expenses. As per capitalization policy and aligned with the above products under development, an expenditure of ₹13.2 Cr. in FY24 and ₹2.8 Cr. in Q1 FY25 has been capitalized.

As per FY25 budgets, the product & technology team size and costs are expected to be 150 people and ₹30 Cr. respectively (both numbers rounded off).

Amount in ₹ lakhs, unless otherwise stated

STATEMENT OF CONSOLIDATED UNAUDITED FINANCIALS RESULTS FOR THE QUARTER ENDED JUNE 30, 2024

SI no	Particulars	Quarter ended			Year ended
		June 30, 2024 (Unaudited)	March 31, 2024 (Audited) (Refer Note 11)	June 30, 2023 (Unaudited)	March 31, 2024 (Audited)
1	Income				
	Revenue from operations	6,489	5,981	4,416	21,405
	Other income	421	593	355	1,902
	Total income	6,910	6,574	4,771	23,307
2	Expenses				
	Employee benefit expenses	1,993	1,200	2,105	8,814
	Finance costs	686	756	449	2,597
	Depreciation and amortization expenses	1,893	1,813	1,610	7,251
	Other expenses	3,712	3,327	2,486	12,281
	Total expenses	8,284	7,096	6,650	30,943
3	Loss before tax and Exceptional item	(1,374)	(522)	(1,879)	(7,636)
4	Exceptional items, net (gain)	4	144	-	144
5	Loss before tax	(1,378)	(666)	(1,879)	(7,780)
6	Tax expenses				
	Income tax - current	14	26	9	35
	Taxation in respect of earlier years	12	-	-	-
	Deferred tax charge / (benefit)	(334)	(227)	(276)	(1,220)
	Total tax	(308)	(201)	(267)	(1,185)
7	Loss after tax	(1,070)	(465)	(1,612)	(6,595)

Continued on page 25

Amount in ₹ lakhs, unless otherwise stated

STATEMENT OF CONSOLIDATED UNAUDITED FINANCIALS RESULTS FOR THE QUARTER ENDED JUNE 30, 2024

Sl no	Particulars	Quarter ended			Year ended
		June 30, 2024 (Unaudited)	March 31, 2024 (Audited) (Refer Note 11)	June 30, 2023 (Unaudited)	March 31, 2024 (Audited)
8	Other comprehensive income / (loss)				
	(i) Items that will not be reclassified subsequently to profit or loss	29	(41)	(0)	(45)
	(ii) Income tax relating to items that will not be reclassified subsequently to profit or loss	(4)	18	2	17
	(iii) Items that will be reclassified subsequently to profit or loss	0	(8)	(1)	(8)
	Total other comprehensive income / (loss) , net of tax	25	(31)	1	(36)
9	Total comprehensive loss	(1,045)	(496)	(1,611)	(6,631)
10	Loss attributable to:				
	Equity shareholders of the company	(1,003)	(452)	(1,262)	(5,575)
	Non-controlling interest	(67)	(13)	(349)	(1,020)
	Other comprehensive income / (loss) attributable to:				
	Equity shareholders of the company	19	(35)	(4)	(51)
	Non-controlling interest	6	4	4	15
	Total comprehensive loss attributable to:				
	Equity shareholders of the company	(984)	(487)	(1,266)	(5,626)
	Non-controlling interest	(61)	(9)	(345)	(1,005)
11	Paid up equity share capital (Face value of ₹ 5/- each)	2,751	1,993	1,968	1,993
12	Reserves excluding revaluation reserves as per balance sheet	NA	NA	NA	16,045
13	Earning per share of ₹ 5/- each (not annualized)-				
	Basic (₹)	(2.52)	(1.14)	(3.21)	(14.16)
	Diluted (₹)	(2.52)	(1.14)	(3.21)	(14.16)

Rental



Q1 FY25

- HelloWorld adds 22 new Co-living properties and now has ~15,000+ live beds
- Nestaway now revives growth through branding campaigns and corporate tie-ups for tenant demand inflow

Q2-Q3 FY25

- HelloWorld to pilot Short-stays for revenue maximization during lean periods
- HelloWorld to continue strategic supply acquisition in high demand areas throughout the year
- Nestaway to enhance tech platform through AI enabled match-making features

Distribution



- Aurum Analytica's AI-enabled lead generation revenue grows by 30% Y-o-Y
- Aurum Analytica signs up 100+ new projects
- K2V2 turns PBT profitable

- Aurum Analytica to set up offices in Ahmedabad, Bengaluru, Hyderabad and Lucknow
- Sell.do to double down on branding and partnership initiatives to boost growth

Capital



- WiseX fractionalizes >50% of Pune property launched in Q4 FY24
- WiseX prepares for SM REIT license application
- Integrow receives ISO certifications (ISO 9001, ISO 27001 and ISO 22301)

- WiseX to apply for SM REIT license
- Integrow to launch a new residential fund with broader investment options.





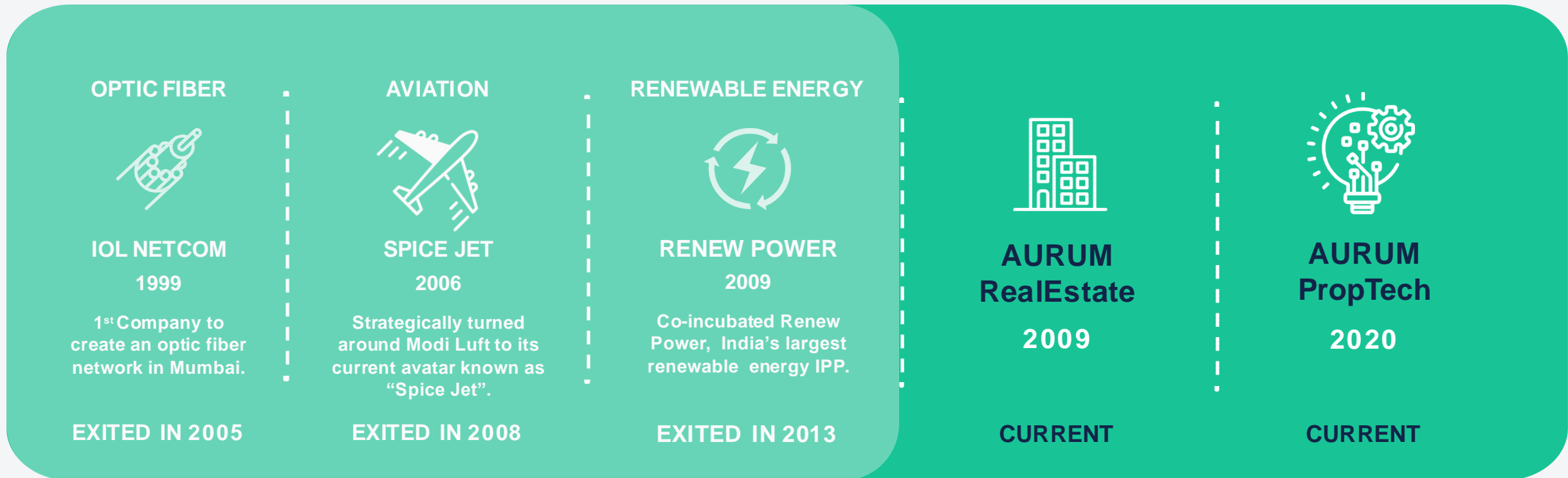
Each focus area, ensuring the best GRC practices, is monitored by a member of the leadership team.

The Board periodically reviews and evaluates these focus areas.

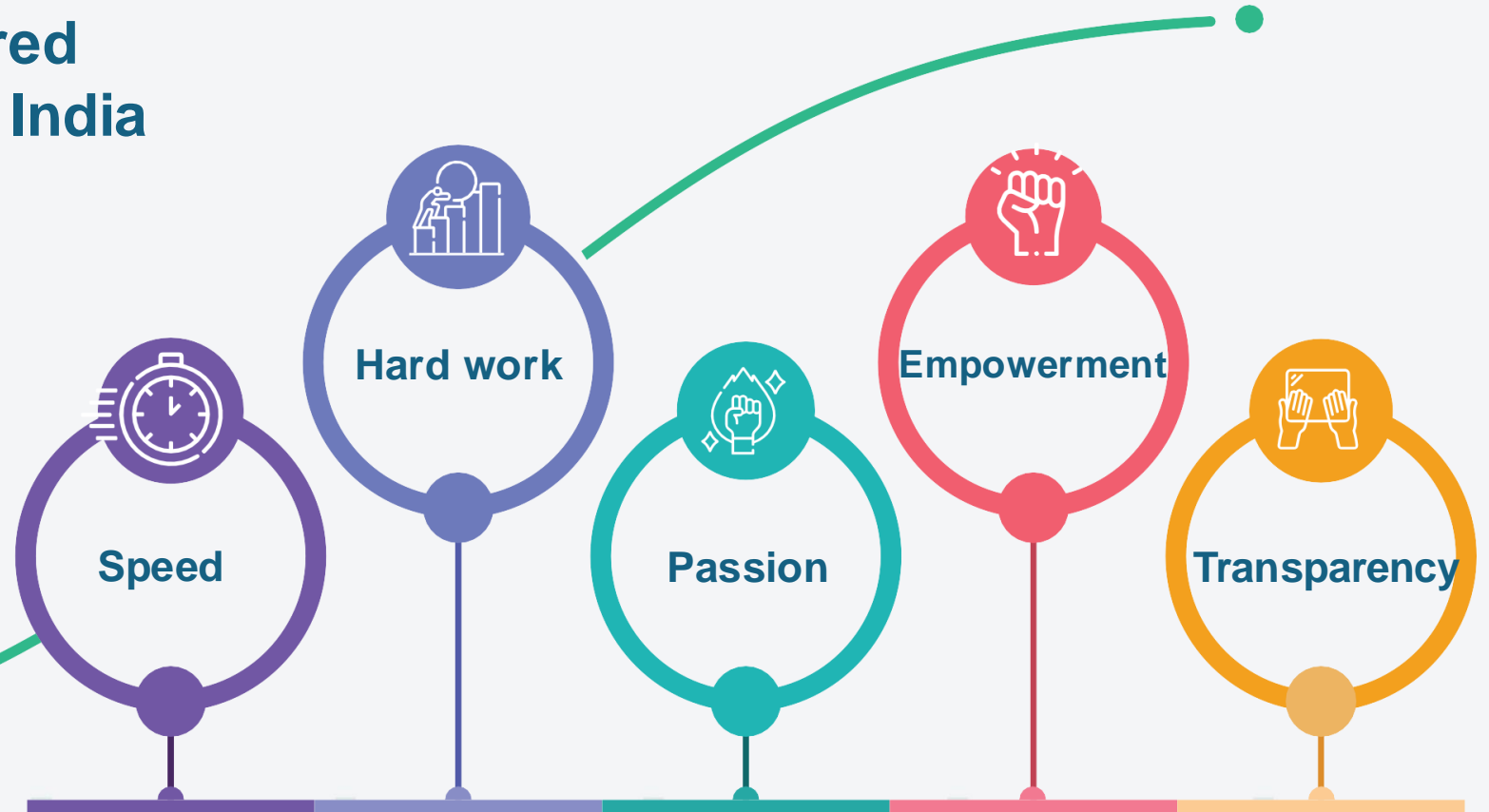
Our Values and Leadership

Ecosystem Strength





To be the most preferred PropTech company in India





Srirang Athalye

Non-Executive Director

He has over 32 years of Entrepreneurial, Industry & Consulting experience in various corporates, start-ups and M&A activities.

He was key in launching first GSM operations outside Metros. He has been an entrepreneur, a CFO of public Co, a Chief Strategy Officer and Founder Director of ReNew Power.

Holds Master's degree in Management Studies (Finance) from Somaiya Institute of Management Studies and Research.



Onkar Shetye

Executive Director

Onkar has 15 years of multisectoral experience and has driven strategic and transformational initiatives at multiple organizations across industries like Energy, Real Estate, Mineral Exploration, and Information Technology. He has been part of the Aurum Group since June 2012.

He is an alumnus of the Mumbai University and has completed his Master's from the Russel Group of Universities, UK.



Ramashrya Yadav

Non-Executive Director

Mr. Yadav, a leading figure in India's real estate industry, is a Harvard Business School alumnus with 25 years of experience in Construction, Real Estate, Banking & Investment.

As the former CEO at Edelweiss - Real Estate, Mr. Yadav managed a stellar real estate portfolio of over 5,000 Crores.

Mr. Yadav also made history by spearheading India's first Real Estate IPO for Orbit Corporation Ltd., attracting major domestic & global institutional investors.



Vasant Gujarathi

Independent Director

A fellow member of the ICAI, in his over 37 years of experience, he has served as partner for 23 years at PWC, Lovelock & Lewes, Chartered Accountants LLP (a member firm of Price Waterhouse & Affiliates). He was also a representative on the PwC Global Committee for 'Industrial Products' sector.

Holds a bachelor's degree in Commerce (Hons.) and is a fellow member of the ICAI.



Ajit Joshi

Independent Director

A global business leader with 34+ years of experience in Indian and International companies. Works as a consultant in India and abroad.

Currently working as a consultant with many businesses and start-ups in India and New Zealand. He is also mentoring various companies in different parts of the world.

Holds an MBA from Symbiosis Institute of Business Management, Pune



Padma Deosthali

Independent Director

In her career spanning over 20+ years, she has worked closely with the United Nations Population Fund, United Nations Development Program and WHO on various assignments in addition to her active role in India. She has contributed to development of WHO Clinical Guidelines for responding to Violence Against Women, as member of Steering Group of the WHO GDG.

Dr. Padma holds Master is Social Work MSW and a PhD from the Tata Institute of Social Sciences

Our Leadership Team

Name	Academic Qualifications	Career Highlights, Key Achievements	Previous Organizations
<p>Ajay Kumar Co-Founder and MD, MonkTechLabs</p>	<p>B. Tech. (Civil Engineering)- NIT Surat</p>	<p>Proven track record of building PropTech solutions in co-living and property management. A revered voice in SaaS and PropTech expertise in the startup community.</p>	<p>Monk Tech Labs Cozee Homes Mu Sigma</p>
<p>Aryaman Vir CEO, Aurum WiseX</p>	<p>MSE (Systems Engg) University of Pennsylvania</p>	<p>Successfully built a leading neo-reality investment platform. Expert in automation, systems, algorithms and big data analysis. Conferred with several awards including 40under40, 30under30.</p>	<p>Anarock SoftBank Group Moelis & Company</p>
<p>Balaji Varadharajan Co-Founder and MD, MonkTechLabs.</p>	<p>B.E.(Mechanical) Anna university- SCVE</p>	<p>Proven track record of building PropTech solutions in property management. Excels in propelling growth, building teams and strategic leadership.</p>	<p>Monk Tech Labs Cozee Homes TVS Motor Company</p>
<p>Hirenkumar Ladva EVP, Investments</p>	<p>MBA (IIM Ahmedabad), B. E. Computers, (NIT Surat)</p>	<p>Proven sales leadership (grew revenue by 2X over 2 years) Awarded 40under40 Supply Chain Professionals in India. Crafted and implemented corporate and sales strategies for global businesses (>\$500Mn)</p>	<p>Future Supply Chain Solutions Tata Group (Telecom, consulting)</p>
<p>Ismail Khan Chief Business Officer, NestAway</p>	<p>B. Tech. (Computer Science & Engineering) NIT Surathkal</p>	<p>Youngest AIX Performance Tools Architect at IBM, holder of three patents. Founding member of TaxiForSure; Grew NestAway's Bangalore business to ₹ 50 Cr. ARR.</p>	<p>NestAway TaxiForSure IBM</p>

Name	Academic Qualifications	Career Highlights, Key Achievements	Previous Organizations
<p>Jitendra Jagadev Co Founder and CEO NestAway, CEO at HelloWorld</p>	<p>B. Tech. (Computer Science), NIT Surathkal</p>	<p>Co-founded Nestaway that secured \$100M+ in funding and founded BrizzTV - world's first cloud-connected content delivery platform via satellite TV network. Conferred several awards such as Fortune India's 40 under 40, ET Startup award and Global Effie Award.</p>	<p>Nestaway Cisco Philips</p>
<p>Ketan Sabnis CEO at Kylas and Sell.do</p>	<p>Bachelor of Technology College of Engineering, Pune</p>	<p>Successfully built & scaled Sell.do, India's largest RealEstate Sales & Marketing CRM.</p>	<p>Amazon India</p>
<p>Kunal Karan CFO, Aurum PropTech</p>	<p>CA, CPA</p>	<p>>25 years of excellence and rich experience in corporate finance, having worked in global setup as well as a large Indian corporate</p>	<p>Majesco Mastek Reliance</p>
<p>Onkar Shetye Executive Director, Aurum PropTech</p>	<p>SMP General Management IIM-A, M.Sc. Enterprise Management</p>	<p>15 years of multisectoral experience and has driven strategic and transformational initiatives at multiple organizations across industries like Energy, Real Estate, Mineral Exploration and Information Technology. He has worked with diverse teams across India, Europe and Africa.</p>	<p>Aurum RealEstate Developers Accenture Cognizant Siemens</p>
<p>Prakash Tejwani Executive Director at Aurum Analytica</p>	<p>Masters of Science (Computer Science)</p>	<p>Led Pitney Bowes' Accelerator Program and nurtured 16 startups in the field of AI, Deep-Tech & analytics. Worked closely with Indian Start up ecosystem to promote NASSCOM's 10K Startup initiative.</p>	<p>Pitney Bowes AL Maya Dubai</p>

Name	Academic Qualifications	Career Highlights, Key Achievements	Previous Organizations
<p>Ram Yadav Founder and CEO, Integrow</p>	<p>MBA Finance, Madurai GMP, Harvard Business School</p>	<p>An industry leader in India's Real Estate financing world; Had successfully filed the first IPO for a real estate company in Sept 2006. Built India's first active lending book with an integrated distribution platform. Led and achieved turnarounds on 15+ stressed projects at Shapoorji Pallonji.</p>	<p>Edelweiss Orbit Corporation Shapoorji Pallonji</p>
<p>Sahil Rathore Chief Business Officer, Aurum Analytica</p>	<p>B. Tech. Rajasthan Technical University</p>	<p>Transformed the SMB strategy at Pitney Bowes, making it the largest BU with \$1.7Bn in Revenue and 1+ Mn customers. At Appirio, contributed to global Salesforce implementations for large global enterprises.</p>	<p>Pitney Bowes Appirio (A Wipro Company)</p>
<p>Vikram Kotnis Co-Founder, K2V2</p>	<p>M. Sc. (Computer Science), B.E.</p>	<p>Pioneered broker aggregation in India; propelled Sell.do to largest market share in Real Estate. Successfully created ventures such as Amura (a prominent digital marketing brand in India and Axilon Tech (a specialized mortgage tech solutions Company)</p>	<p>Amura Marketing Technologies Axilon Tech Mortgage Data Systems HLC Sun Microsystems</p>
<p>Vinayak Katkar Co-Founder at Kylas and Sell.do</p>	<p>B.Tech. (Computer Science), College of Engineering Pune</p>	<p>Successfully built & scaled Sell.do, India's largest RealEstate CRM; Built the ground-breadking transaction platform IRIS under it. Later upgraded the Sell.Do platform into an industry agnostic CRM platform.</p>	<p>Sun Microsystems</p>
<p>Vishal Sharma Chief Technical Officer, Aurum Analytica</p>	<p>M. Tech. (Computer Science) BITS, Pilani</p>	<p>Built a cutting-edge mobile app for ad fraud prevention system; Played a pivotal role in groundbreaking research at Karachain and the implementation of a new blockchain protocol.</p>	<p>Karachain UX Army</p>

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