

November 22, 2022

To,

Listing Department
Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort
Mumbai-400 001

BSE Script Code: 539289

Listing Department
National Stock Exchange of India Limited
Bandra Kurla Complex
Bandra (East)
Mumbai-400 051

NSE Symbol: AURUM

Sub: Investor Presentation

Dear Sir/Madam,

With reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirement) Regulations, 2015 ('Listing Regulations'), this is to inform you that "Aurum PropTech Limited – 2nd Investor Presentation - November 2022" 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.

For Aurum PropTech Limited
(formerly known as Majesco Limited)

KHUSHBU
DILIP
RAKHECHA

Digitally signed
by KHUSHBU
DILIP RAKHECHA

Khushbu Rakhecha
Compliance Officer



2ND INVESTOR PRESENTATION – NOVEMBER 2022

Unlock a wave of opportunities with Aurum PropTech Limited

Revolutionizing Real Estate with **transparency, trust, and digital transformation**

DISCLAIMER



This investor presentation (the “presentation”) is for informational purposes only and does not constitute an offer to sell, a solicitation of an offer to buy, or a recommendation to purchase any equity, debt or other financial instruments of Aurum PropTech Limited or any of its affiliates. This presentation and the related oral commentary is confidential and is to be maintained in strict confidence.

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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 projections 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 realized. 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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INDIA REAL ESTATE

2030 PROJECTIONS



3rd

Largest economy globally

India Urbanization-2030

Household savings > 77%

40% < living in cities

Household wealth > 94%

75% < of national income

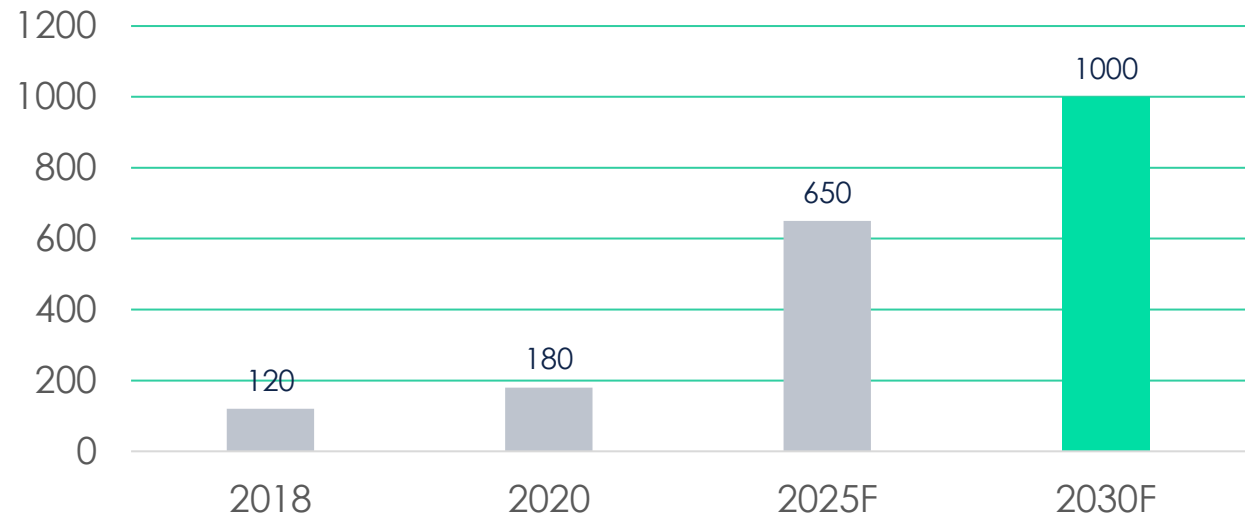
Lending against RE > 60%

\$1

Trillion Real Estate Market Size

Second Largest Employer in India

13% Contribution to GDP



PROPTECH TAILWINDS

Global PropTech

Cumulative investment of over **\$100 Bn** in 5 years with 2021 receiving **\$32 Bn**

Real Estate investments during 2019-20

\$11 Bn

PropTech investments between 2018-20

\$1.5 Bn

PropTech investments growth between 2009-20

57% CAGR

2nd

Largest internet userbase globally

71%

Internet users between 20 to 49 years of age

India Digital - 2030

1 Billion

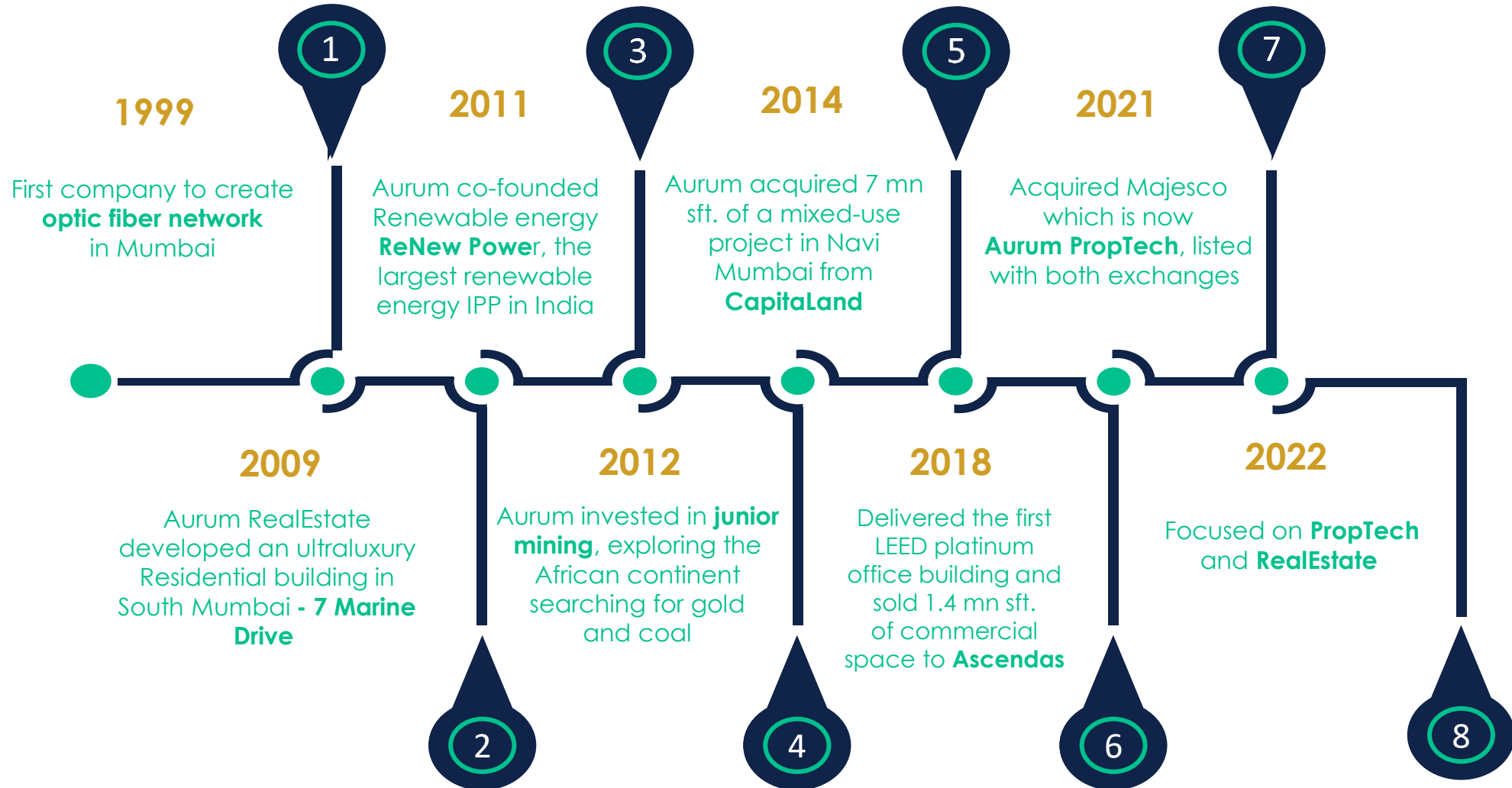
People with access to internet

839 million smartphone users

500 million access to digital content

ABOUT AURUM

Aurum has impacted multiple sectors through technology over the last 23 years and consistently created value.



PROPTech FOCUS AREAS



Invest and Finance

Data science, analytical tools and platforms to enable smart investment decisions for institutional and retail investors

Solutions that leverage technology to engage customer experiences at the touch of a button



Customer Experience



Enterprise Efficiency

Product suites to help increase efficiency of cost, time and effort in Real Estate Construction

Tech solutions that enhance lifestyle experience in real estate spaces and asset management products



Connected Living

END-TO-END SOLUTIONS

Our ecosystem is aimed at

Enabling data driven investments

Increasing business efficiency

Enhancing consumer experience

Enabling curated connected lifestyles around real estate

Invest & Finance



Enterprise Efficiency



Customer Experience



Connected Living



FACTORS INFLUENCING THE SUCCESS OF AURUM PROPTech

Combining the benefits of a robust ecosystem, domain expertise, capital allocation and enterprise experience, we have broadly embarked upon three growth strategies.

Partner growth strategy
Entails acquiring matured businesses, robust products, expert teams and revenues.

Organic growth strategy
Focused on developing in-house products and teams and taking them to the market.

Data strategy
Consolidates consumer behaviour and supply-demand patterns in order to increase efficiency and improve the customer experience.



INVESTMENTS

NAME OF INVESTEE COMPANY	ABOUT THE INVESTEE COMPANY	AMOUNT COMMITTED IN INR CRORE* (upto)	ACQUISITION EQUITY %	CLUSTERS
K2V2 Technologies Pvt. Ltd.	CRM and broker aggregation tech for real estate	43	51%	Enterprise Efficiency
Integrow Asset Management Pvt. Ltd.	Real estate asset management company	25	49%	Invest & Finance
Monk Tech Labs Pte. Ltd.	SaaS platform for rental management	37	51%	Enterprise Efficiency
HelloWorld Technologies India Pvt. Ltd.	One of the largest co-living company in India	56	100%	Connected Living
Blink Advisory Services Pvt. Ltd.	Data Analytics company	23	100%	Enterprise Efficiency

Through our hybrid strategy of investments and in-house products, we are perfectly positioned to capture the robust demand and growth possibilities.

*in Equity and debt

PRODUCT- SELL.DO

Real Estate CRM

Revenue Model- SaaS



Software
Subscription



Enterprise suite
Customized enterprise build
and deployment



21.3 Million

Customer Leads
Managed



INR 50,000 CRs

Worth inventory managed
on the platform



730 Million

Customer Interactions
Managed



800+

Developer Relations
across India



903 Million

Customer Reach
in 12 years



13+ Years

Experience in
India PropTech



PRODUCT- BEYONDWALLS

Broker Aggregation Platform
Revenue Model- RaaS



Success fee per transaction via platform



INR 1,960 CRs

Worth of Inventory
from March 2022



60+

Projects Managed in 2021-22



2750

Units sold since
launch



5600

Channel Partners
aggregated



350 units

Monthly run-rate
of sale on platform



3 Cities

Present in Pune,
Mumbai & Bengaluru



PRODUCT- THEHOUSEMONK

Rental Management Software
Revenue Model - SaaS

AURUM PropTech



Software
Subscription



Enterprise suite
Customized enterprise build
and deployment



The
HOUSEMONK



28,000+
Rental units managed



23.75%
Quarter on Quarter Growth



15+
Countries active in



4
Product Modules



3500+
Registered Units
Managed



40+
Size of Tech team



PRODUCT- HELLOWORLD

Student Living and Co Living
Revenue Model - RaaS



Subscription

Monthly subscription for space



15+

Cities across India



120+

Corporate Tie-up's



120+

Micro-market
presence



INR 15 crs

Audited Revenue



+38

NPS Score



44,000+

Monthly Unique Leads



THE AURUM EFFECT

Pre-Acquisition



Market Smarter. Sell Faster.

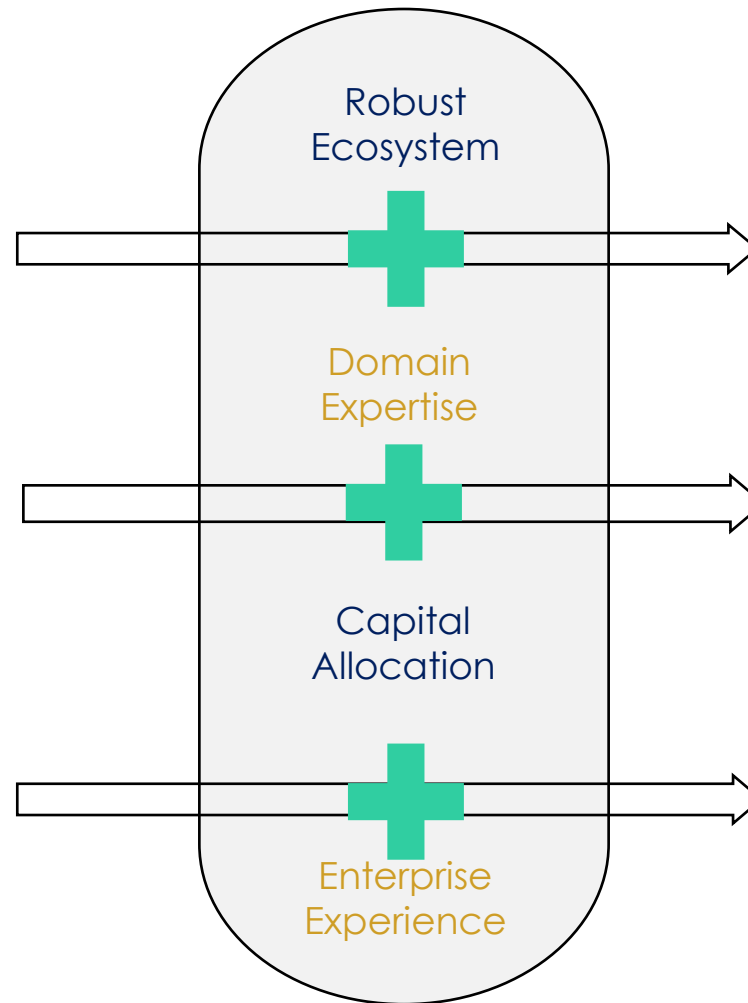
Pure B2B SaaS
and Digital Marketing



Real Estate Alternatives



1 Product B2B SaaS
India + Middle East



Post-Acquisition



B2B SaaS + B2B RaaS +
B2B2B SaaS + B2C RaaS



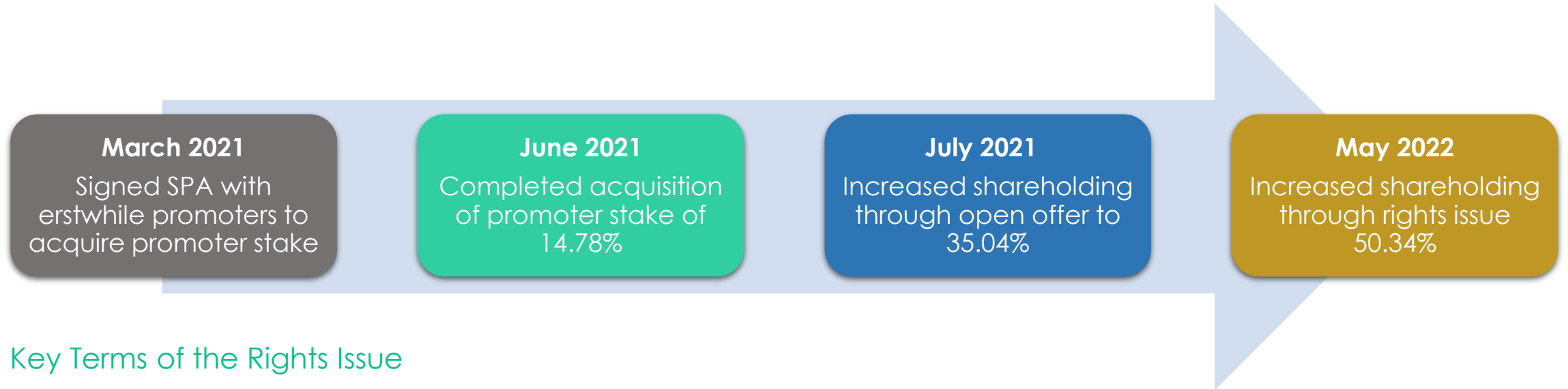
INR 1000 crore
Real Estate Asset Management
Category II AIF + PMS + Private REIT



4 Product B2B SaaS
India + Middle East + USA

CAPITAL STRUCTURE

INCREASE IN PROMOTER HOLDING



Key Terms of the Rights Issue

- 4,29,44,533 equity shares of approximately INR 343.55 crores
- Price of INR 80/- per fully paid equity shares (including a premium of INR 75/- per equity share) in the ratio 3:2

Subscription Status

- The number of shares applied under the Issue was 4,56,34,534 partly paid equity shares - 106.26 % of the Issue size
- Allotment of 4,29,44,533 partly paid equity shares on proportionate basis done at a price of INR 20/- each on May 17, 2022

The successful completion of Rights Issue provides Aurum PropTech the financial flexibility of **INR 343.55 crores** to further its strategic plan of bringing **transparency, trust, and digital transformation** in the Real Estate sector.

OPERATIONAL HIGHLIGHTS

2Q FY23

(In ₹ crores)	Quarter ended		% Change
	Sept 30, 2022	June 30, 2022	
Revenue from Operations	28.30	14.64	93.30%
Total Income	30.84	15.72	96.18%
EBITDA	(3.42)	(5.69)	-

Consolidated revenue from operations for the quarter has increased by 93.3% as compared to the previous quarter.

Operations in 15 cities, Team of 500+ working in tech development, operations, data science and innovation.

FINANCIAL PERFORMANCE

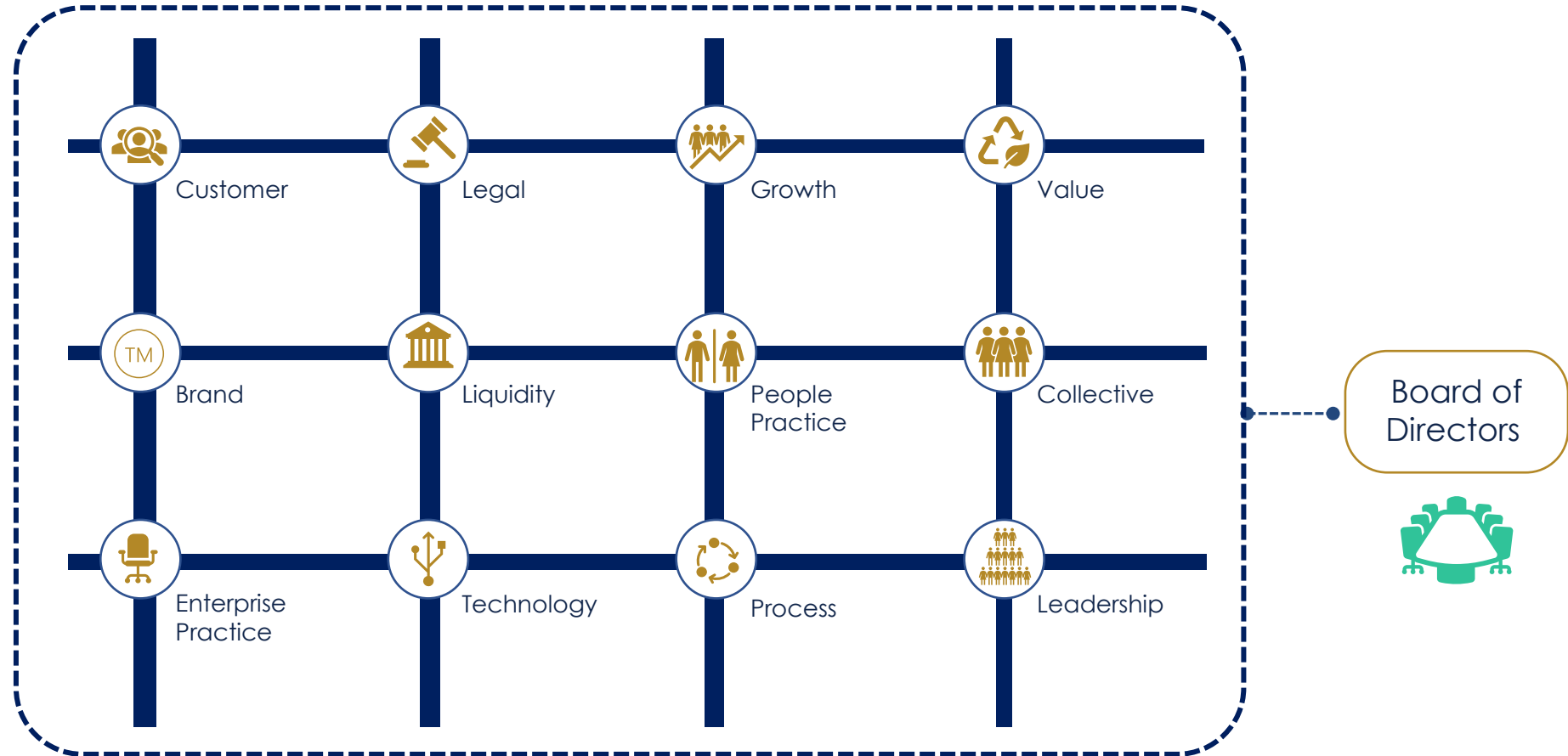
(INR Crores)

Consolidated Segment Revenue	Quarter ended		Year ended Mar 31, 2022
	Sept 30, 2022	June 30, 2022	
Software as a Service (SaaS)	4.73	5.11	7.78
Real Estate as a Service (RaaS)	23.57	9.53	8.01
Total	28.30	14.64	15.79

Revenue has grown Y-o-Y at 179%

**Set to touch an ARR of INR 200 crore in the month of March 2023
(based on projections of quarter ended March 2023)**

GRC FRAMEWORK



Aurum PropTech has implemented a “Governance, Risk & Compliance” (GRC) framework within its ecosystem of enterprises.

Under this, the above focus areas are measured, monitored and reviewed by the Board.

Ensuring best GRC practices, each focus area is owned by a member from the senior leadership team at Aurum PropTech.



THANK YOU



For Further Information, Contact:

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