

Date: January 21, 2025

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 Q3 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
Hitesh Jain

Digitally signed by
Sonia Hitesh Jain
Date: 2025.01.21
09:14:41 +05'30'

Sonia Jain
Company Secretary &
Compliance Officer

FUTURE-READY

**INVESTOR PRESENTATION
Q3 FY 2025**

RENTAL



Student Living



Coliving



Family Rentals



DISTRIBUTION



Data Analytics



Marketing and
Sales Automation



CAPITAL



Category II AIF



SM-REIT



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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.

No offer or solicitation

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Focus On Unit Economics

Total Income grew **24% Y-o-Y** to **INR 207 crores** for the 9-month period ending Dec 2024

Improved Profitability Metrics

YoY improvement across PBT by **2,540 BPS**, EBITDA by **2,022 BPS** and Adjusted EBITDA by **3,920 BPS**

Disciplined Business Execution

The quarter focused on **operational stability** focusing on execution and preparing for scale



 <p>Rental</p>	<p>Growth continuum in revenue backed by presence in more micro markets and expansion of rental offerings</p> <ul style="list-style-type: none"> NestAway app achieved 4.3 rating demonstrating enhanced consumer experience HelloWorld witnessed robust response for Short Stays 	 <p>28% YoY growth in revenue in across rental offerings</p>
 <p>Distribution</p>	<p>Focus on tech with scale delivered consistent profitable growth for two quarters</p> <ul style="list-style-type: none"> Aurum Analytica released Data Lake with advanced search algorithms and NLP Sell.do rolled of AI features - Whatsapp Chatbot and Sentiment Analysis 	<p>55% YoY Growth in revenue across restructured Distribution Business Segment offerings</p> <p>89% YoY Growth in revenue in Aurum Analytica business</p>
 <p>Capital</p>	<p>Continued guidance and dialogue with SEBI for their forward looking SM REIT regulation</p> <ul style="list-style-type: none"> Tech platform including website and investor dashboard made SM REIT compliant 	 <p>SM Application in progress with steps taken under SEBI guidance</p>

Our Ecosystem



Our Network

<p>17 Cities</p>	<p>12+ Products</p>	<p>650+ Team Members</p>
<p>700+ Real Estate Developer Relations</p>	<p>25,000+ Active Customers</p>	<p>33,500 Rental Units Capacity</p>

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

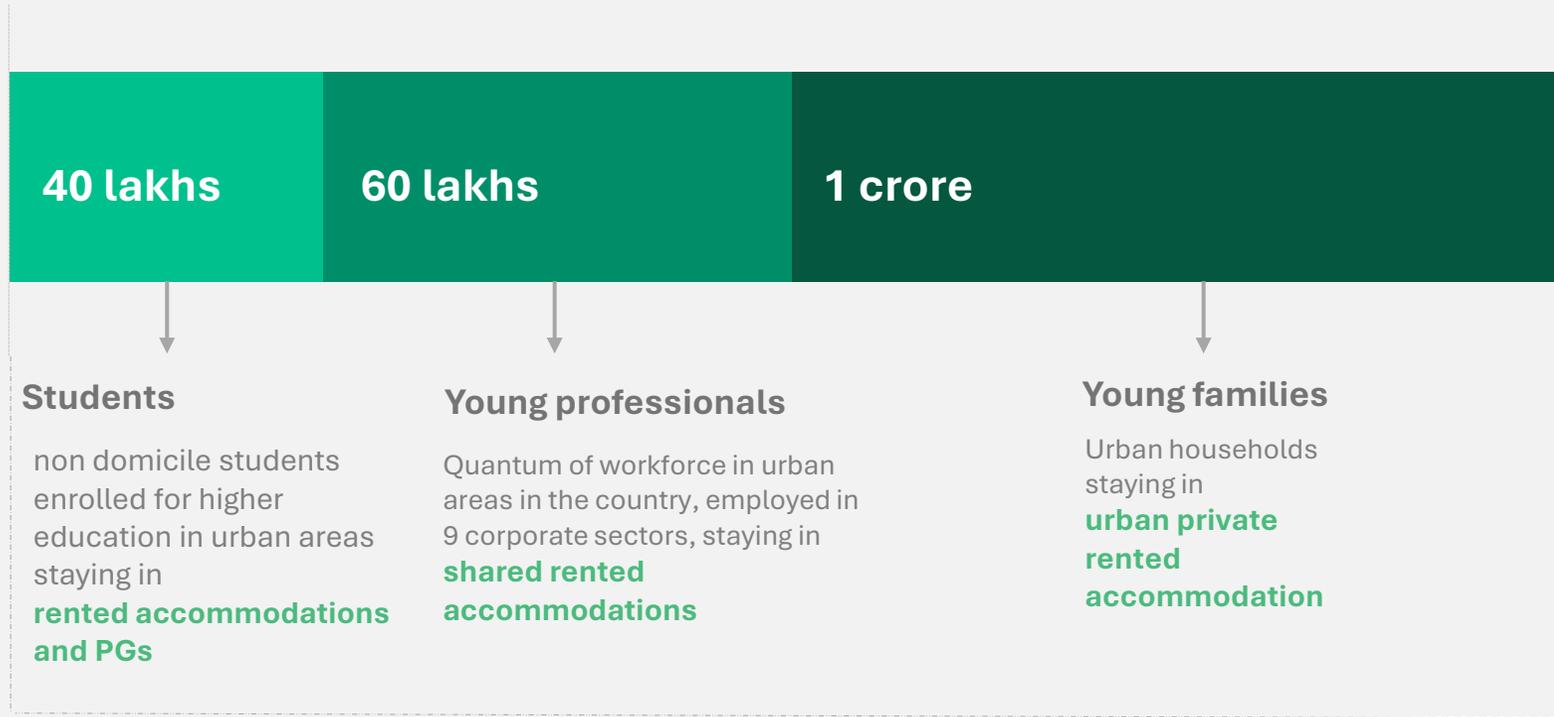
Our Integrated PropTech Ecosystem is a consorted play of **Technology, Capital, Services** and **Data**

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

India PropTech

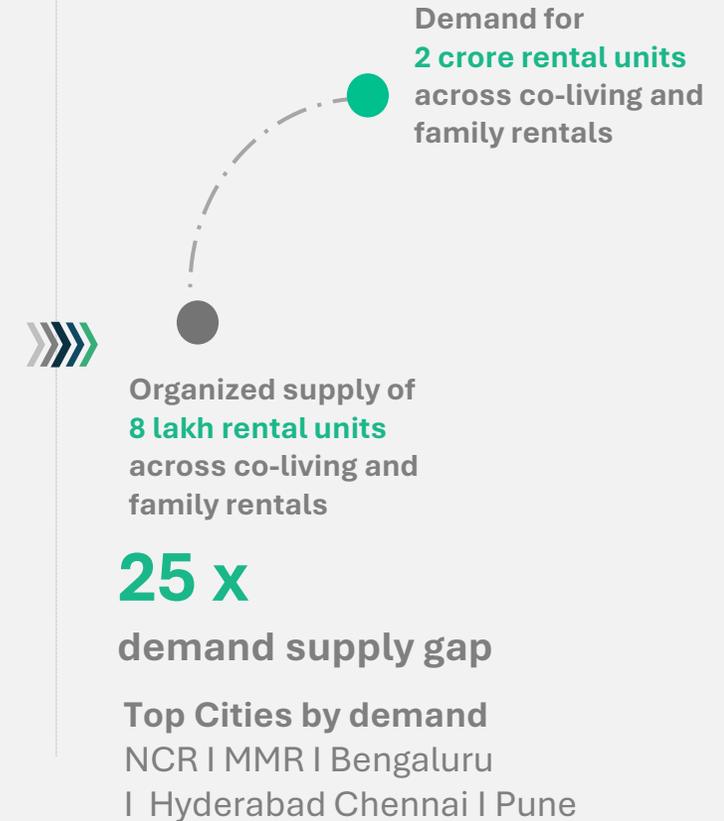
Opportunities across Rental,
Distribution and Capital





2 crore rental consumers

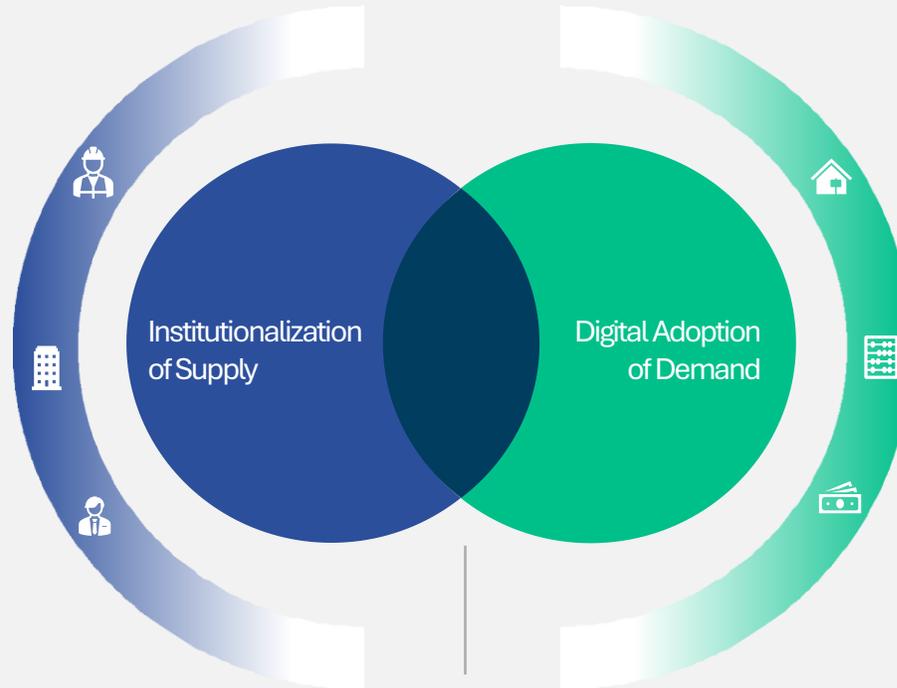
struggling to discover, move in and stay in rental properties in urban areas



43,000+
RERA Registered
Real Estate Developers

20,000+
RERA Registered
Active projects

90,000+
RERA Registered
Channel Partners



78 Million
Urban Housing demand
between 2024 to 2034

4,80,000+
Annual Housing sale
in top 8 cities

~₹ 4,00,000 Crore
Annual value
of Homes purchased

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

PropTech in Real Estate Distribution

Driven by need for Enterprise Efficiency and Consumer Experience



Institutional capital demanding process and scale



Growing competition in micro-market and diversification of location



Digitization of Channel Partner community



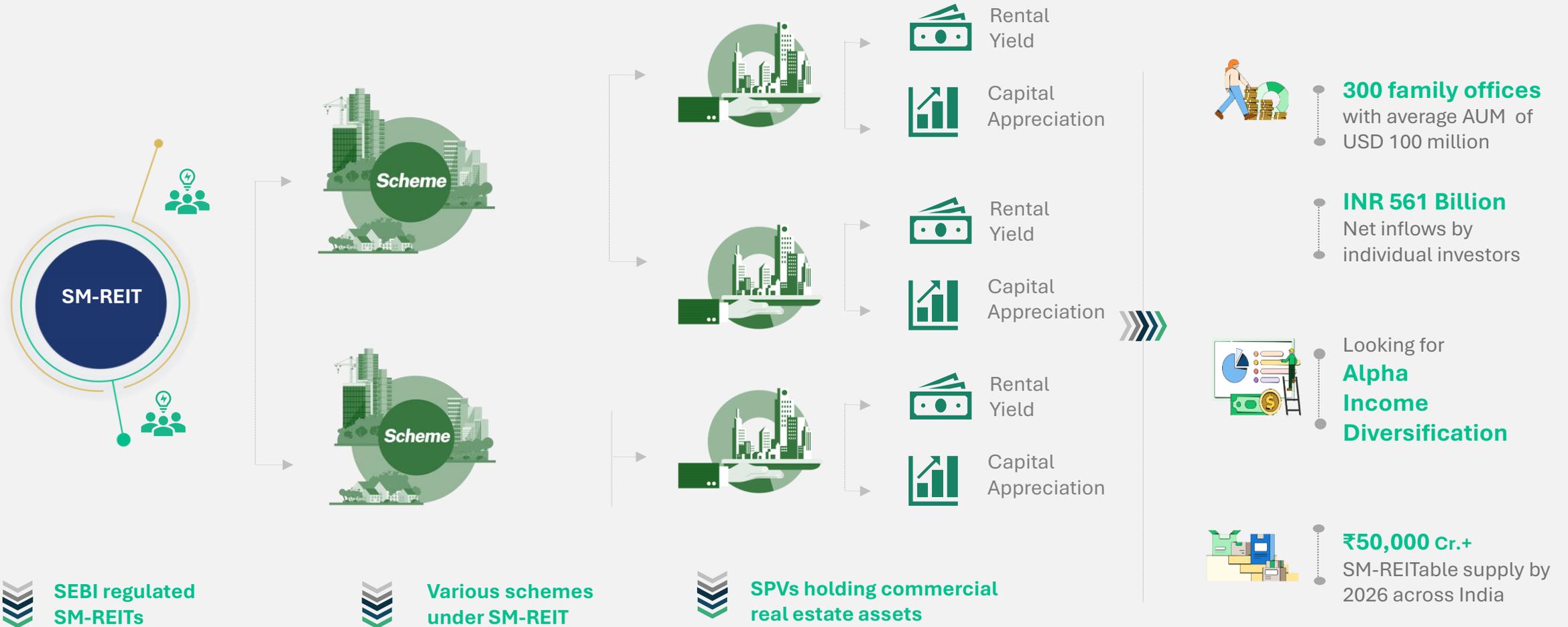
Increased digital adoption of real estate buyers



Lack of trust and transparency across consumers



Fragmented purchase journey and multiple stakeholders



Investors looking for investments in Small and Medium Size Real Estate Assets pool in Money in SM-REIT

SM-REIT can create separate schemes for different properties in the SM-REIT

Properties generate rent and potential long term value appreciation. These returns are passed on to investors

Integrated Ecosystem

Offerings across
Rental, Distribution and Capital



Rental		Student Living, Co-Living and Family Rentals
Distribution		Data analytics, Marketing and Sales Automation
Capital		Category II AIF , SMREIT

Integrated PropTech Ecosystem

India's sole integrated technology ecosystem that encompasses the entire real estate journey, catering to both consumers and businesses through its comprehensive range of C2C, B2C and B2B products, platforms and services

**Tech enabled
Marketplace model**



Rental

**AI enabled
Product model**

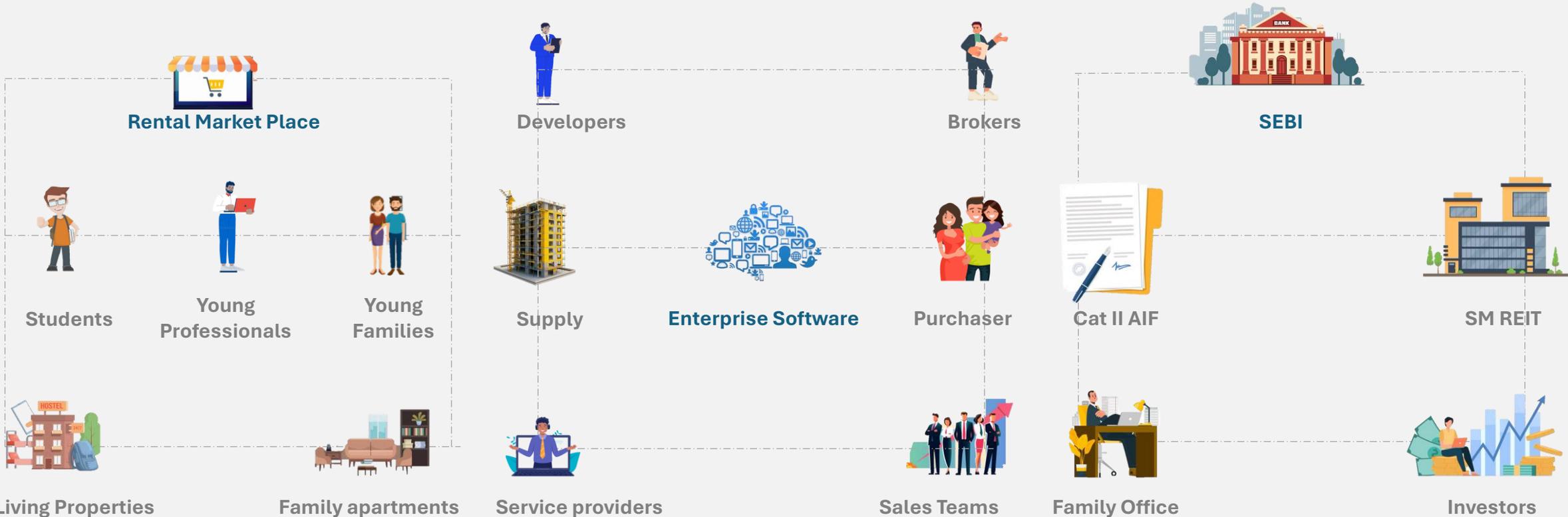


Distribution

**Tech enabled
Regulatory model**



Capital



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

\$ 50 Billion 2030 Market Size

\$ 23 Billion 2030 Market Size

\$ 5 Billion 2030 Market Size

Sectoral Peers and Valuation

\$ 7.2 Billion



\$ 2.2 Billion
Valuation



\$ 900 Million



\$ 700 Million
Valuation



\$ 164 Million
Valuation



\$ 195 Million



Rental PropTech

Offerings across
Student Living, Co-living,
Family Rentals

Property Owner

10% Recurring commission paid by Owner

-  Easier re-possession
-  Rent on Time
-  No Legal hassles
-  Professional Upkeep

Tenant

5% blended commission from tenant through move in move out and cancellation

-  Realtime Inventory
-  Move in Move Outs
-  Community Experience
-  Zero Refund Risk



Two-sided business model provides NestAway, end to end control over the entire rental process

-  “To be the trusted companion for every home throughout its lifetime”
-  To simplify every aspect of home management, from renting to resale.
-  By creating seamless, digital solutions that make homes as easy to manage as any digital asset.



Exclusive Inventory



High tenant & owner stickiness



No Occupancy risk



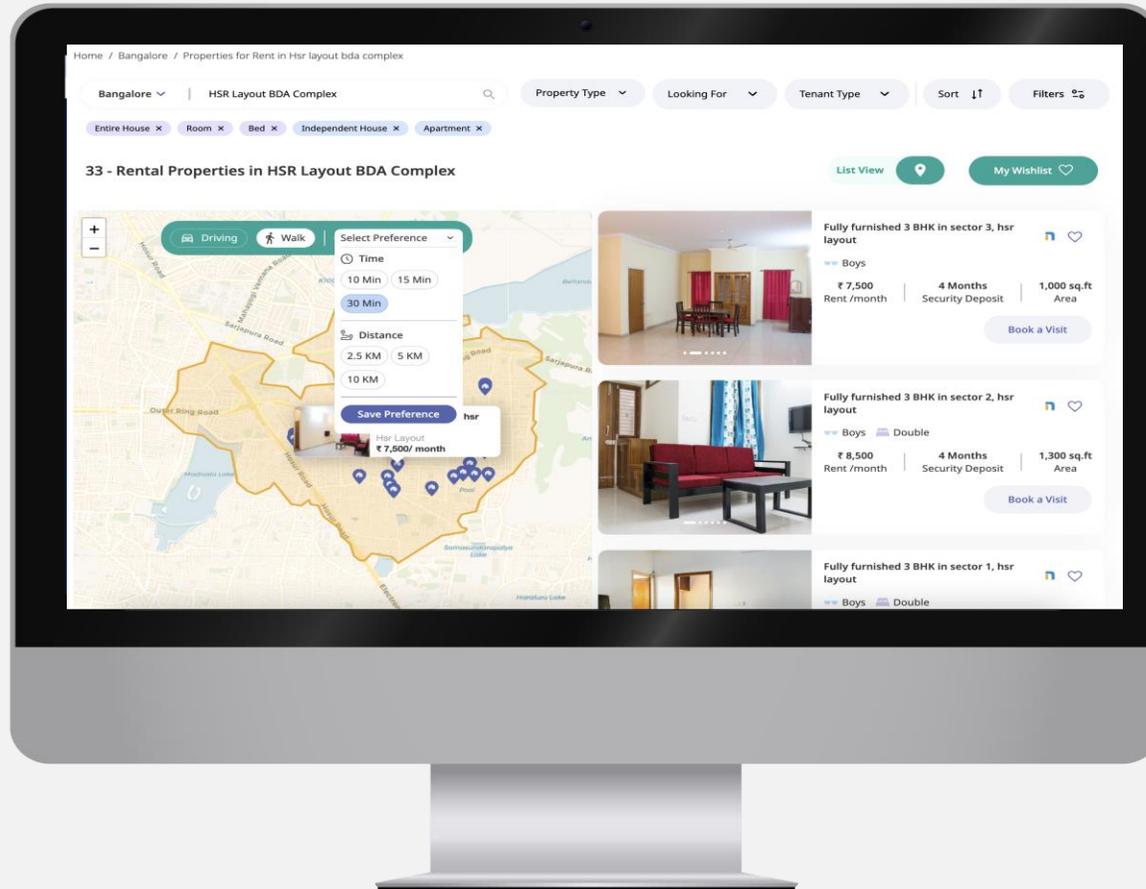
No minimum guarantee



Annuity based cashflow

	Short stays		Rentals		Ownership
Residential Rental Value Chain	Serviced apartments	Shared Rentals	One household rentals (Non-sharing)	Residential Real estate re-sale market	
	Business Professionals 26 years - 34 years.	Students or Single young professionals 18 years -26 years.	Young Families and High income individuals 27 years - 34 years.	Growing families 34 years to 50+ years	
	₹6,500 to ₹8,500 paid for rent	₹8,500 to ₹16,000 paid for rent	₹16,500 to ₹30,000 paid for rent	₹30,000 + paid for installments	
Real Estate usage type	Temporary accommodation with meals and other services	Shared apartments –Common living and shared amenities space	Single apartment rented by one household (non sharing) with full kitchen	Purchase of a house	
Average stay duration	<1 week	0.5- 2 years	0.5-10 years	>5 years	
Our Rental Offering	NestAway short stays	HelloWorld Co Living	NestAway Family Rentals	Coming Soon	

Rental SaaS



A full stack for prop tech for every house, anywhere

- From unique time distance-based search to personalized AI matchmaking, tech supremacy is what drives the scalability of the platform
- From secondary sales to international markets, its just plug n play
- Geo tagging based tasks for agents, optimized visits scheduling, online KYC validation, service tickets and seamless movein-moveout

33,500

Rental units
under management
Q3 FY25

10,00,000+

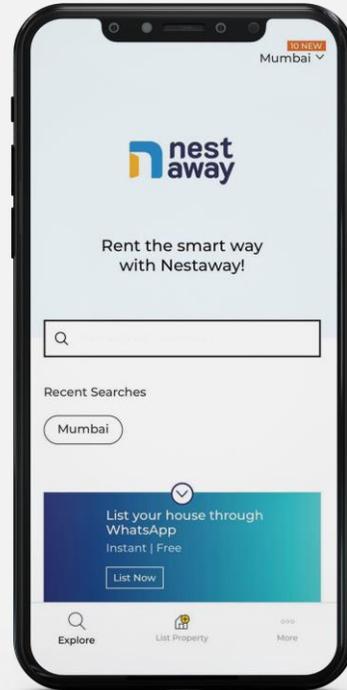
Tenants searching
rental properties

1,20,000+

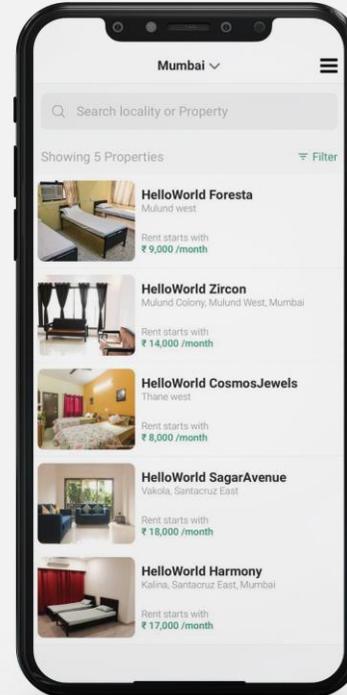
Prospective tenants
under management

₹ 135+ crore

Rent payments
managed



Family
Rentals



Student living
Co-living

Tenant Discovery Platform, Mobile App

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

Property Manager Mobile App

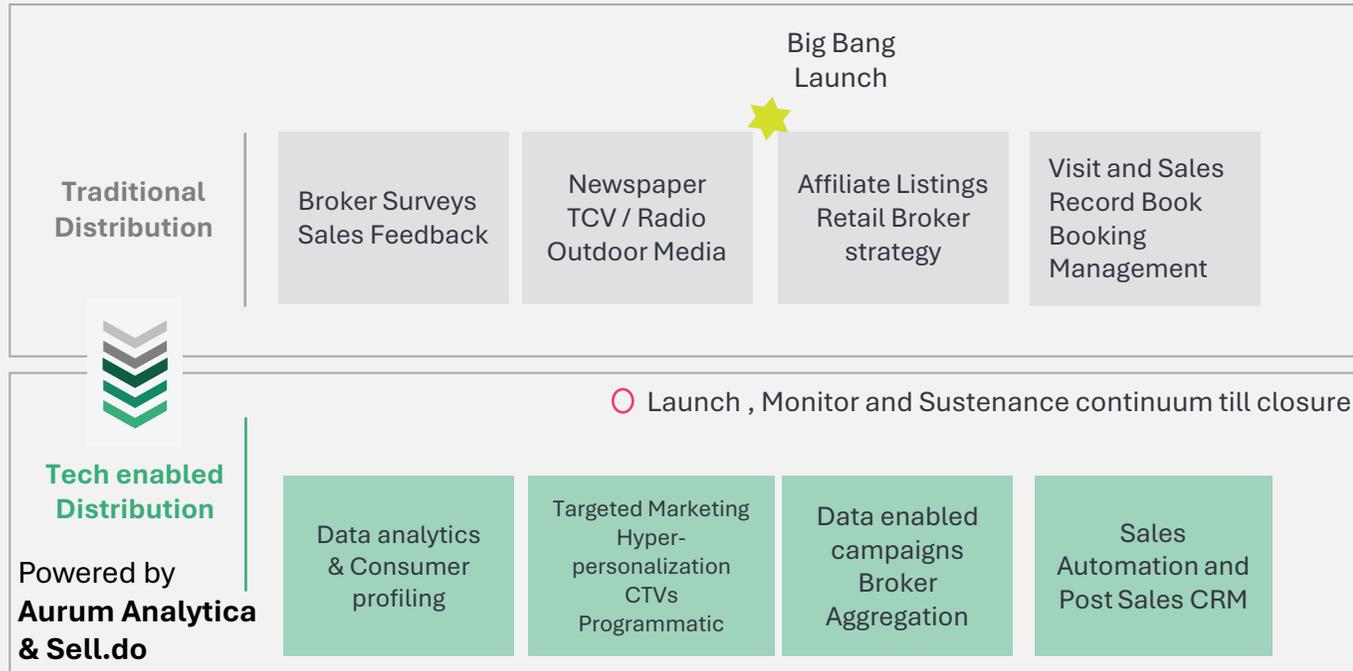
- Manage customers
- Manage service requests
- Collect rent
- Manage building expenses

Property Owners Web based dashboard

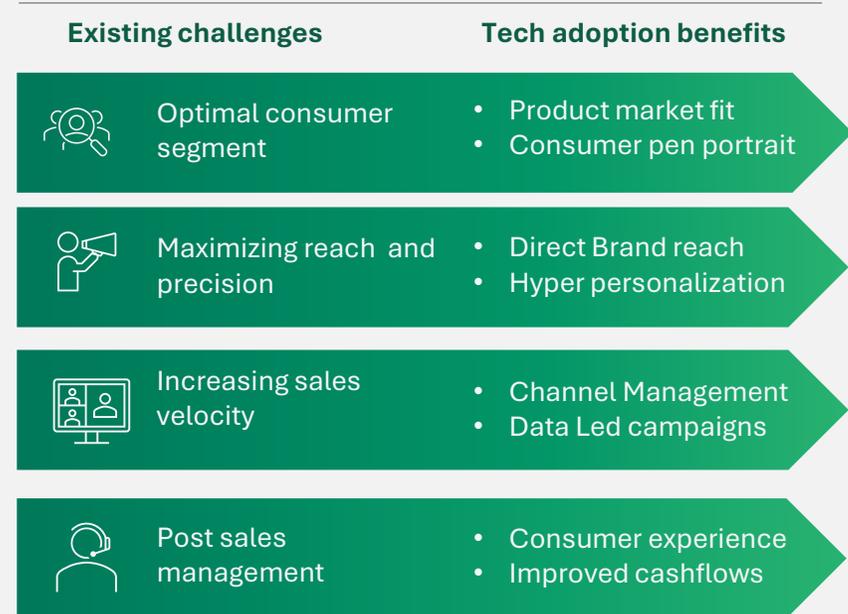
- List properties
- Discover tenants
- Collect rent share

Distribution PropTech

Data Analytics, Marketing Automation,
Sales Automation,
Transaction Management

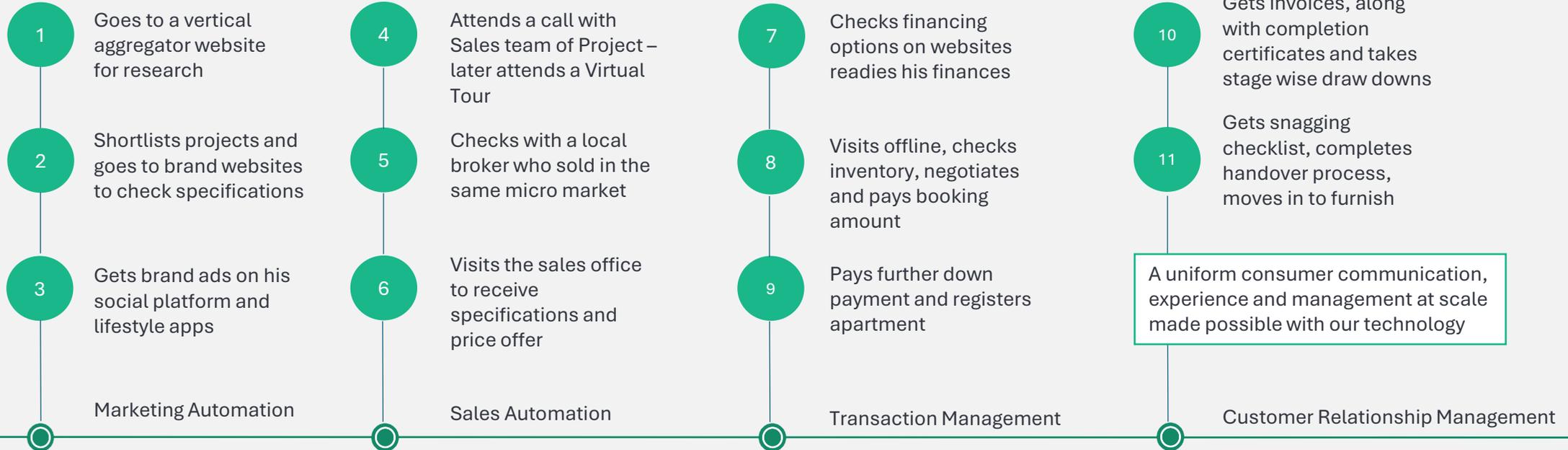


Incremental benefits across Distribution value chain



India Residential Distribution Coverage

Hi, I am Tanay, 34 years of age. Looking to purchase my first home



- Regular personalized advertisements
- Instant gratification through selected offers
- Engaging formats of adverts delivered across several platforms



- Option to preschedule appointments
- Chat video phone options available on a single platform
- Live conversation via video, audio, chat, screen sharing options



- Channel partner apps for assisted sales
- Live inventory and booking platform
- Financing options with Loan origination



- Post Sales notifications and project completion status
- Invoice management and engagement and loyalty suite

Powered by **Aurum Analytica & Sell.do**

700

Developer Relationships
Under management
Q3 FY25

1,10,000

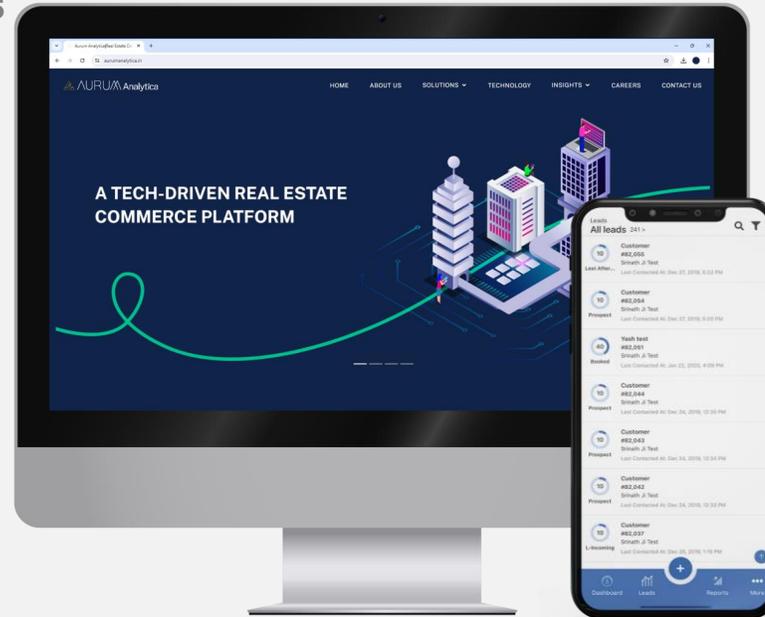
Home buyers
Active at Analytica

7,490

SaaS Licenses
Active at Sell.do

₹ 510 crore

Home purchases



Data
Analytics

Marketing & Sales
Automation

Data Analytics

Web based dashboard

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

Marketing & Sales Automation

Web based dashboard, Mobile App

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

Sales Management

Web based dashboard, Mobile App

- Aggregate Brokers
- Manage transactions
- Pay incentives

Capital PropTech

Category II AIF, SM REIT



SEBI introduced the regulatory framework for small and medium REITs (**SM REITs**) on **8th Mar 2024** under the SEBI REIT Regulations 2014.

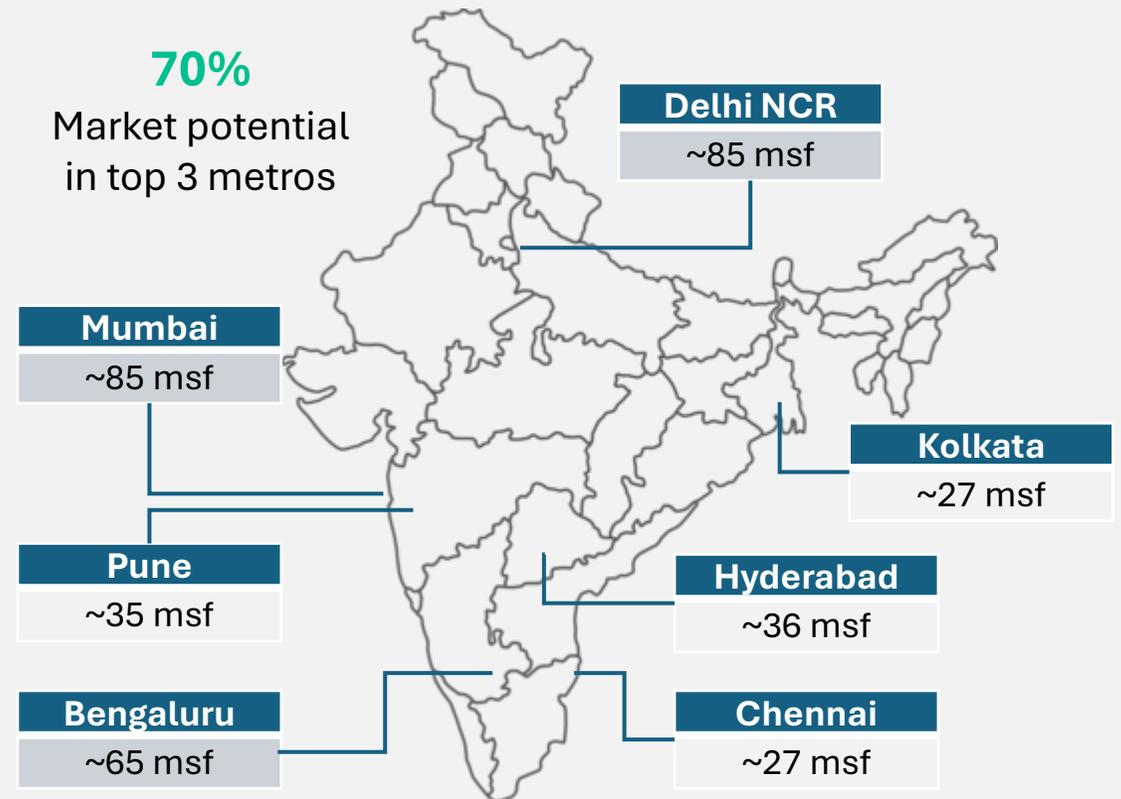
Key Features of SM REIT

₹ 50-500 Cr. AUM per scheme	5%/15% Investment by IM
₹ 10L Min. Investment Size	Units listed on BSE & NSE
Regular income + growth	Choice of asset & market

Potential SM REITs Market Size

350 Mn. sq ft.
completed commercial
office space by FY 26

₹50,000 Cr.+
Potential size of AUM
under SM REITs by FY26



₹ 600 cr

Capital
under management
Q3 FY25

55,000

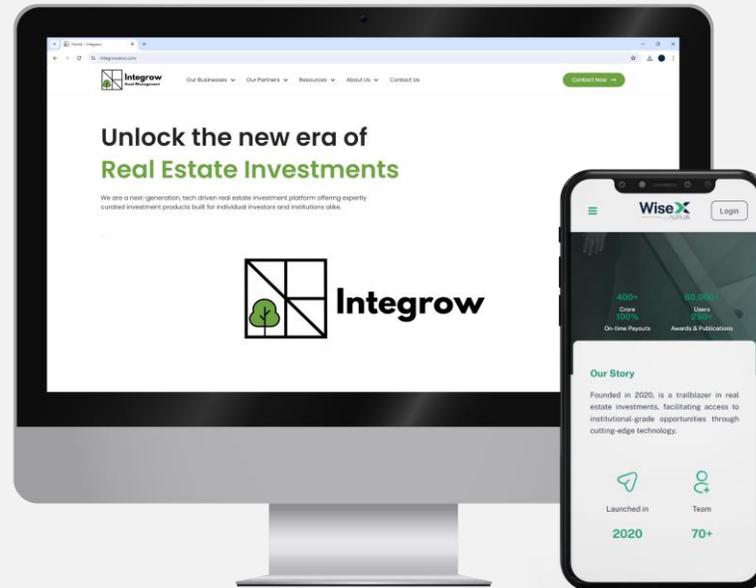
Registered I
Investors

680

Active
Investors

₹ 240 crore

Investments
Managed



Category II AIF

SM-REIT

Investors

Web based dashboard

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

Real Estate Developers

Web based dashboard

Aggregate Brokers

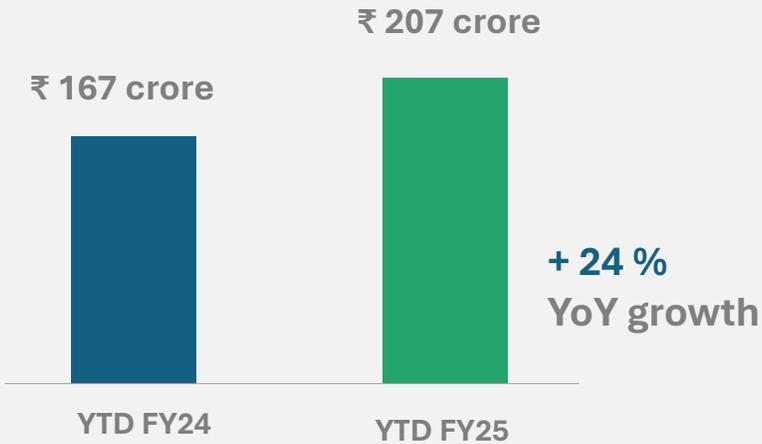
- Manage transactions
- Pay incentives

Q3 FY25

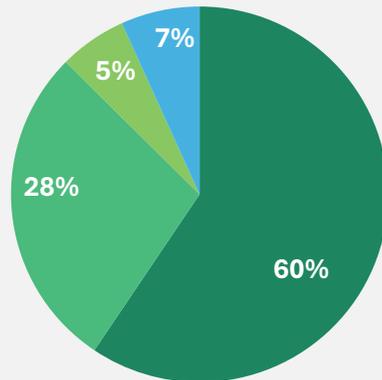
Income, Profitability Trends, Talent Pool, Financial Statement



Total Income



Segmental Income



Key Highlights

- The Co living business had 83% occupancy, excluding student living micro-markets of Kota. Blended occupancy was 75%.
- NestAway Lite, witnessed significant growth, rising 30% QoQ, with most cities achieving their best-ever performance. VAS also demonstrated 15% QoQ growth in revenue.
- Strategic and Enterprise accounts demonstrated increased account penetration and retention. New cities Hyderabad and Ahmedabad witnessed high adoption with Hyderabad overachieving its targets.
- Sell.do achieved robust growth with profitability demonstrating 20% QoQ growth. Tech offerings also got a shot in the arm with launch of two new monetizable AI features.
- Restructuring and exit of erstwhile fractional ownership assets from Aurum WiseX complete under SEBI guidance.

	Revenue YTD FY24	Revenue YTD FY25	Growth YoY
Rental	₹ 96 crores	₹ 123 crores	28%
Distribution***	₹ 31 crores	₹ 48 crores	55%
Capital	₹ 6 crores	₹ 12 crores	100%
Other Income	₹ 13 crores	₹ 14 crores	8%

Notes: *As on 31st December 2024. **Figures rounded off. *** Distribution business segment in YTD FY 24 and YTD FY25 included Services and non core business Beyondwalls and Kylas, which accounted an additional INR 21 crores and INR 10 crores respectively, which has not been considered in the table for YoY growth comparison of the segments

Profit & Loss Trends

		FY23	FY24	Q1 FY25	Q2 FY25	Q3 FY25
PBT/TI	PBT / Total Income (%)	-36%	-33%	-19.9%	-17.8%	-13.7%
EBITDA/TI	EBITDA / Total Income (%)	-2%	9%	17.4%	21.5%	24.7%
EBITDA_r/TI_r	Adjusted EBITDA / Adjusted Income (%)	-27%	-16%	-5.9%	-4.1%	-2.4%
Profit & Loss Build-up (figures in ₹ Cr.):						
TI_r	Adjusted Income	131.6	221.0	67.23	65.35	66.46
	Add: Other income related to RoU assets	7.4	12.1	1.87	2.26	3.77
TI	Total Income	139.1	233.1	69.10	67.61	70.23
	Less: Employee benefits costs & Other expenses	141.9	211.0	57.05	53.05	52.93
EBITDA	EBITDA (as per Ind AS)	-2.9	22.1	12.05	14.57	17.30
	Add: ESOP Costs	2.6	13.5	1.79	1.72	1.39
	Less: Lease Costs on Ind AS lease assets*	35.0	71.2	17.84	18.97	20.28
EBITDA_r	Adjusted EBITDA (before ESOP & RoU)	-35.2	-35.6	-4.00	-2.69	-1.59
	Less: ESOP Costs	2.6	13.5	1.79	1.72	1.39
	Less: Finance costs	0.2	8.5	2.84	2.50	1.52
	Less: Depreciation costs	11.8	18.8	5.11	5.17	5.13
PBT	PBT (before Exceptional Items)	-49.9	-76.40	-13.74	-12.07	-9.63

Year on year, the business has demonstrated **improving Expense to Total Income ratios.**

■ **PBT to Total Income**
2,540 BPS improvement

■ **EBITDA to Total Income**
2,022 BPS improvement

■ **Adjusted EBITDA to Total Income**
3,920 BPS improvement

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.

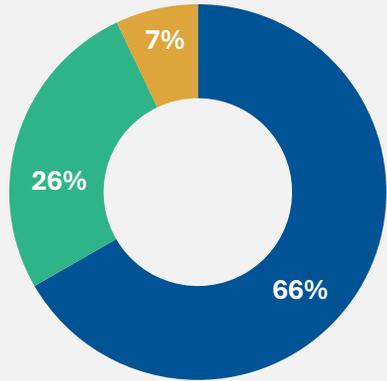
In particular, **Intangible assets under development** comprise of costs directly attributable to the design and testing of identifiable and unique software products and their features as per following criteria:

- 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.

Operational Spread

Talent pool across clusters ~ 650



Rental

nest away | hello world | MONK Tech Labs

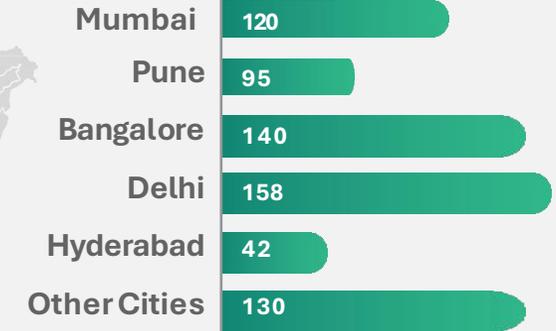
Distribution

AURUM Analytica

Capital

Integrow Asset Management | WiseX | AURUM Kuber^x

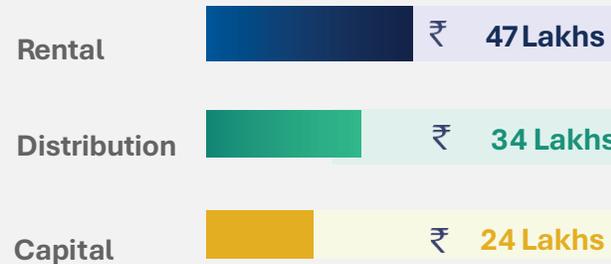
Country spread 17 Cities



Key Functions 6



Revenue per team member ₹41 Lakhs



Entrepreneurs 10



Notes:

- As on 31st December 2024.
- On the basis of average HC for the year

Amount in ₹ lakhs, unless otherwise stated

STATEMENT OF CONSOLIDATED UNAUDITED FINANCIALS RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2024

SI no	Particulars	Quarter ended			Nine months period ended		Year ended
		December 31, 2024	September 30, 2024	December 31, 2023	December 31, 2024	December 31, 2023	March 31, 2024
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	Income						
	Revenue from operations	6,458	6,396	5,731	19,343	15,424	21,405
	Other income	565	365	478	1,351	1,309	1,902
	Total income	7,023	6,761	6,209	20,694	16,733	23,307
2	Expenses						
	Employee benefit expenses	1,861	2,001	2,736	5,855	7,615	8,814
	Finance costs	613	693	689	1,992	1,841	2,597
	Depreciation and amortization expenses	2,079	1,970	1,967	5,942	5,439	7,251
	Other expenses	3,432	3,304	3,204	10,448	8,954	12,281
	Total expenses	7,985	7,968	8,596	24,237	23,849	30,943
3	Loss before tax and Exceptional item	(963)	(1,207)	(2,387)	(3,543)	(7,115)	(7,636)
4	Exceptional items, net (gain/loss)	-	-	-	4	-	144
5	Loss before tax	(963)	(1,207)	(2,387)	(3,547)	(7,115)	(7,780)
6	Tax expenses						
	Income tax - current	59	37	3	109	10	35
	Taxation in respect of earlier years	(0)	0	-	12		-
	Deferred tax charge / (benefit)	(170)	(29)	(258)	(533)	(993)	(1,220)
	Total tax	(111)	8	(255)	(412)	(983)	(1,185)
7	Loss after tax	(852)	(1,215)	(2,132)	(3,135)	(6,132)	(6,595)

Amount in ₹ lakhs, unless otherwise stated

STATEMENT OF CONSOLIDATED UNAUDITED FINANCIALS RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2024

Sl no	Particulars	Quarter ended			Nine months period ended		Year ended
		December 31, 2024	September 30, 2024	December 31, 2023	December 31, 2024	December 31, 2023	March 31, 2024
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
8	Other comprehensive income						
	(i) Items that will not be reclassified subsequently to profit or loss	(3)	(24)	2	1	(4)	(45)
	(ii) Income tax relating to items that will not be reclassified subsequently to profit or loss	17	(12)	(5)	1	(1)	17
	(iii) Items that will be reclassified subsequently to profit or loss	(21)	(0)	(2)	(21)	0	(8)
	Total other comprehensive income	(7)	(36)	(5)	(19)	(5)	(36)
9	Total comprehensive income	(859)	(1,251)	(2,137)	(3,154)	(6,137)	(6,631)
10	Loss attributable to:						
	Equity shareholders of the company	(660)	(954)	(1,853)	(2,616)	(5,127)	(5,575)
	Non-controlling interest	(192)	(260)	(279)	(519)	(1,006)	(1,020)
	Other comprehensive income / (loss) attributable to:						
	Equity shareholders of the company	6	(31)	(9)	(7)	(15)	(51)
	Non-controlling interest	(13)	(5)	4	(12)	10	15
	Total comprehensive income attributable to:						
	Equity shareholders of the company	(654)	(985)	(1,862)	(2,623)	(5,142)	(5,626)
	Non-controlling interest	(205)	(265)	(275)	(531)	(996)	(1,005)
11	Paid up equity share capital (Face value of INR 5/- each)	2,755	2,752	1,968	2,755	1,968	1,993
12	Reserves excluding revaluation reserves as per balance sheet	NA	NA	NA	NA	NA	16,045
13	Earning per share of INR 5/- each (not annualized)-						
	Basic (INR)	(1.18)	(1.16)	(4.71)	(4.86)	(13.02)	(14.16)
	Diluted (INR)	(1.18)	(1.16)	(4.71)	(4.86)	(13.02)	(14.16)

Q1 FY25

Q2 FY25

Q3 FY 25

Q4 FY 25

Rental

- 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

- HelloWorld to pilot Short-stays for revenue maximization during lean periods
- Nestaway enhanced tech platform through AI enabled match-making features

- HelloWorld launched latest version for owner dashboard and short stays
- NestAway Secondary Sales: Launch and GtM in motion with acquisition of first 150 houses for resale

- HelloWorld to continue strategic supply acquisition in high demand areas throughout the year
- NestAway Secondary Sales business to start generating revenue

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

- Aurum Analytica launches advanced version of Data Lake
- Sell.do AI features of 'Whatspp' chatbot and Sentiment Analysis Tool

- Aurum Analytica to launch Lucknow and Kolkata
- Sell.do to launch Channel Partner App

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 applies for SM REIT license

- Aurum WiseX completes restructuring to SM REIT entity

- Aurum WiseX anticipating SM REIT nod from SEBI

Our Values and Leadership

Ecosystem Strength



Governance, Risk and Compliance (GRC) Framework

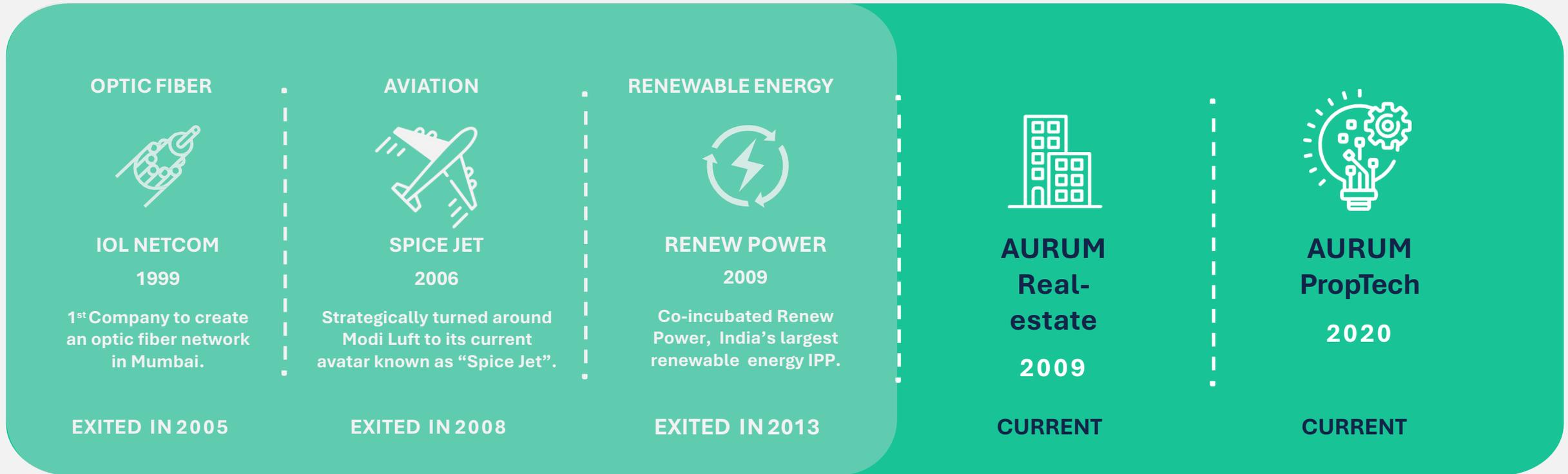
- Each focus area, ensuring the best GRC practices, is monitored by a member of the leadership team
- The Board periodically reviews and evaluates these focus areas

Our Vision and Values

To enhance enterprise efficiency and enhance consumer experience with Technology in Real Estate

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 MGA 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.



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 & Coopers & Lybrand). 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.



Onkar Shetye
Executive Director

Onkar has 15 years of multisectoral experience spanning across India, Europe and Africa. He has driven strategic and transformational initiatives at multiple organizations across industries like Energy, Real Estate, Mineral Exploration, and Information Technology. Onkar has previously led teams in the capacity of Chief Operating Officer. He is an alumnus of the IIM Ahmedabad and has completed his Master's from the Russell Group of Universities, UK.

He has been part of the Aurum Group since June 2012.



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



Ramashrya Yadav
Non-Executive Director

Mr. Ramashrya 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.



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 in Social Work MSW and a PhD from the Tata Institute of Social Sciences

Name	Academic Qualifications	Career Highlights, Key Achievements	Previous Organizations
Ajay Kumar Co-Founder and MD, MonkTechLabs	B. Tech. (Civil Engineering)- NIT Surat	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.	Monk Tech Labs Cozee Homes Mu Sigma
Balaji Varadharajan Co-Founder and MD, MonkTechLabs.	B.E.(Mechanical) Anna university- SCVE	Proven track record of building PropTech solutions in property management. Excels in propelling growth, building teams and strategic leadership.	Monk Tech Labs Cozee Homes TVS Motor Company
Hirenkumar Ladva EVP, Investments CEO Aurum WiseX	MBA (IIM Ahmedabad), B. E. Computers, (NIT Surat)	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)	Future Supply Chain Solutions Tata Group (Telecom, consulting)
Ismail Khan Chief Business Officer, NestAway	B. Tech. (Computer Science & Engineering) NIT Surathkal	Youngest AIX Performance Tools Architect at IBM, holder of three patents. Founding member of TaxiForSure; Grew NestAway's Bangalore business to ₹ 50 Cr. ARR.	NestAway TaxiForSure IBM
Jitendra Jagadev Co Founder and CEO NestAway, CEO at HelloWorld	B. Tech. (Computer Science), NIT Surathkal	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.	Nestaway Cisco Philips
Ketan Sabnis CEO at Sell.do	Bachelor of Technology College of Engineering, Pune	Successfully built & scaled Sell.do, India's largest RealEstate Sales & Marketing CRM.	Amazon India
Kunal Karan CFO, Aurum PropTech	CA, CPA	>25 years of excellence and rich experience in corporate finance, having worked in global setup as well as a large Indian corporate	Majesco Mastek Reliance

Name	Academic Qualifications	Career Highlights, Key Achievements	Previous Organizations
Onkar Shetye Executive Director, Aurum PropTech	SMP General Management IIM-A, M.Sc. Enterprise Management	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.	Aurum RealEstate Developers Accenture Cognizant Siemens
Prakash Tejwani Executive Director at Aurum Analytica	Masters of Science (Computer Science)	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.	Pitney Bowes AL Maya Dubai
Ram Yadav Founder and CEO, Integrow	MBA Finance, Madurai GMP, Harvard Business School	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.	Edelweiss Orbit Corporation Shapoorji Pallonji
Sahil Rathore Chief Business Officer, Aurum Analytica	B. Tech. Rajasthan Technical University	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.	Pitney Bowes Appirio (A Wipro Company)
Vinayak Katkar Co-Founder at Sell.do	B.Tech. (Computer Science), College of Engineering Pune	Successfully built & scaled Sell.do, India's largest RealEstate CRM; Built the groundbreaking transaction platform IRIS under it. Later upgraded the Sell.Do platform into an industry agnostic CRM platform.	Sun Microsystems
Vishal Sharma Chief Technical Officer, Aurum Analytica	M. Tech. (Computer Science) BITS, Pilani	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.	Karachain UX Army

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Investor Relations**

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