

Date: July 24, 2025

To,
Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Fort

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,

Mumbai-400 001

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 FY 2025-26" is hereby enclosed.

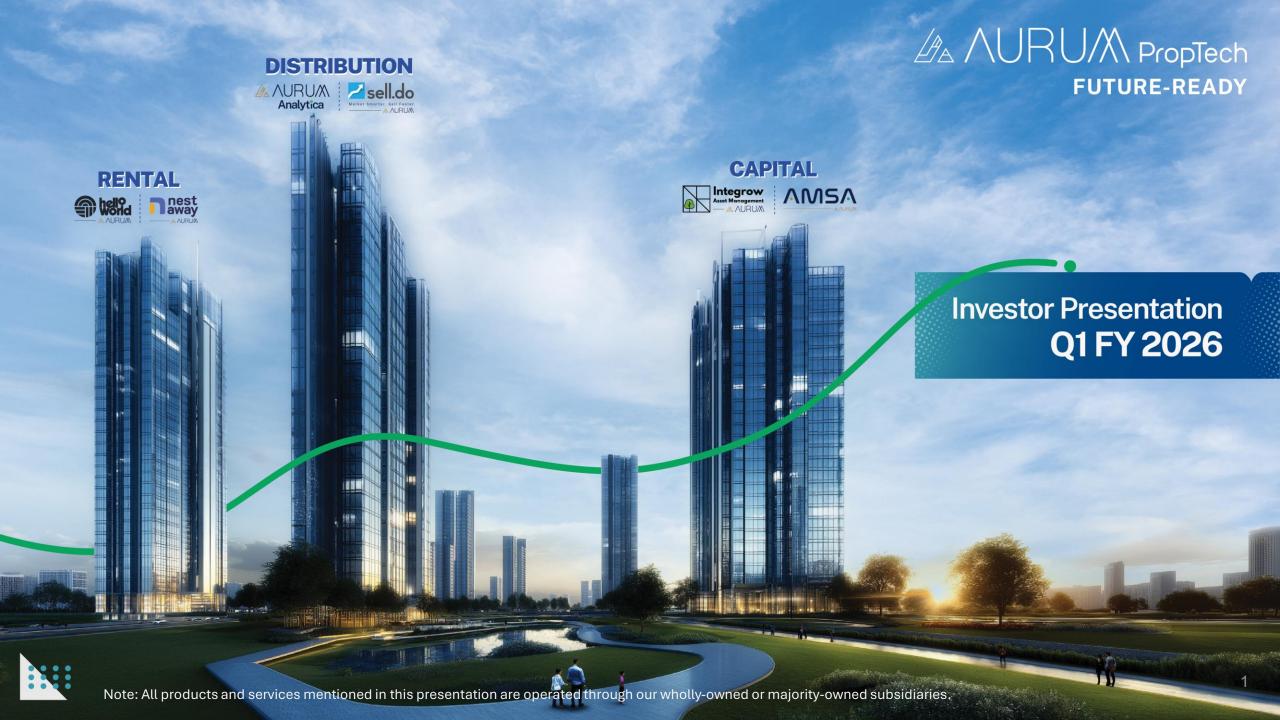
The above presentation is also uploaded on the website of the Company at <a href="https://www.aurumproptech.in/investor/presentations">https://www.aurumproptech.in/investor/presentations</a>.

You are requested to take the above on record.

Thanking you.

For Aurum PropTech Limited

Sonia Jain
Company Secretary & Compliance Officer





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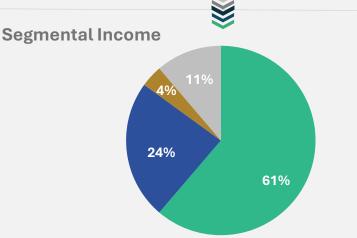
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## Financial Performance – Q1 FY26



**Total Income\*** 





Total Income*	Q1 FY25	Q1 FY26	Growth YoY
Rental	₹ 36 crores	₹ 48 crores	31 %
Distribution*	₹ 14 crores	₹ 19 crores	36 %
Capital	₹ 5 crores	₹ 2 crores	-67 %
Other Income	₹4 crores	₹9 crores	-

#### **Key Highlights**

- The co-living business clocked in INR 34 Cr. of revenue (12% QoQ growth). TAT for customer service reduced from 8 days to 2.2 days
  - Nestaway Operating EBITDA improved QoQ from -35% to -15%; unlocked secondary sales model driving 10 home sales in Q1
  - Aurum Analytica reported INR 13 Cr of revenue (65% YoY growth), with 120+ active clients & 230+ active projects
- Sell.do closed 71 deals in a month and clocked in INR 1.65 Cr. in new sales. Al calling agent and feature rollouts started
- AMSA received official registration from SEBI for its Small and Medium Real Estate Investment Trust (SM REIT), named AMSA SM REIT



Consolidated Financials

+ 29%
Total income Growth

Adj. EBITDA% improvement<sup>1</sup>

+ 395 bps

+852 bps

PBT margin improvement



**7,289** (-0.3%)

Number of Houses

**12,852**(+27%)

**Number of Signed Units** 

₹ 35 Cr.

Rent Collected (GMV)

₹17 Lakhs

Net Revenue per Team Member<sup>2</sup>



239 (+26%)

**Number of Properties** 

17,959 (+20%)

Number of Beds under Management

77%

**Overall Occupancy** 

₹1 Cr.

Revenue per Team Member<sup>2</sup>



**122** (+53%)

**Number of Accounts** 

230 (+31%)

**Number of Projects** 

**75,895** (+63%)

Number of Leads Sold

₹39 Lakhs

Revenue per Team Member<sup>2</sup>



**727** (+38%)

**Total Active Accounts** 

8,38 (+19%)

Number of Active Licenses

28%

**EBITDA Margin** 

₹ 28 Lakhs

Revenue per team member<sup>2</sup>

## **Key Business Updates**



#### **Rentals**



- 1,053 bookings done in Q1 FY26 in NestAway Lite model
- Designed & deployed Resale Platform, CRM streamlining, property onboarding, lead management & resale operations
- Online Reputation Management (ORM) improved, resulting in positive search results across MouthShut, Trustpilot, Quora, Reddit



- 6,000+ new beds booked in Q1 FY26
- ARR for FY 2026 stood at ₹144 Cr
- 18,000+ beds under management across 245 properties
- Planned offboarding of 20 underperforming properties to drive profitability, aligned with replacement supply

#### Distribution



- 120+ active clients with 230 active projects
- **75,000+ leads** sold in Q1 FY 26 (63% YoY growth)
- Top cities such as NCR, Lucknow and Kolkata exceeded revenue targets
- Onboarded major clients like Godrej, Hero Homes, Adani, etc.
- Strategic enhancement of the Lead Management System to integrate AI & ML for campaign automation and lead engagement



- 71 new client closures in a month of Q1 FY26 (80% increase)
- Key clients added such as MP Developers, JSB Group, Times Group, Origin, Eldeco etc.
- Al features like transcript, translation, insights rolled out
- 645 digital demos (+17% QoQ) were conducted, Return On Ad Spent stood at 5x
- WhatsApp upsell (30 accounts onboarded)

#### Capital

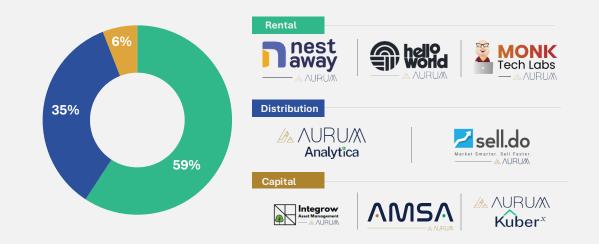


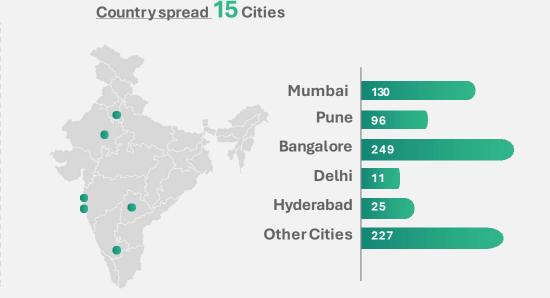
AMSA received official registration from the Securities and Exchange Board of India (SEBI) for its Small and Medium Real Estate Investment
Trust (SM REIT), named AMSA SM REIT

## **Operational Spread**



Talent pool across clusters ~ 740







Revenue per team member





#### Notes:

- . As on 30<sup>st</sup> June 2025.
- 2. Revenue per team member is on an annualized basis.



Aurum PropTech Ltd. approved acquisition of PropTiger from REA India through an all-stock strategic equity swap. REA India to become a 5.5% equity shareholder in Aurum PropTech.

#### **About PropTiger**



**PropTiger.com** is a leading Indian real estate platform guiding homebuyers and tenants from search to possession. Launched in 2011 by alumni of Harvard, IIT, and ISB, it offers end-to-end services including property discovery, legal support, and home loans. PropTiger has a strong track record and presence across major Indian cities.





₹ 95.5CR FY24 Revenue

350 Team Members

#### **Leadership Update:**

- Mr. Prakash Tejwani to be appointed Chief Executive Officer (CEO) Designate
- Mr. Sridhar Srinivasan to be elevated to Chief Business Officer (CBO) of PropTiger within 12-18 months

#### **Ecosystem Synergies:**

Rental	Distribution	Capital
<ul> <li>Access to primary residential sale intelligence</li> <li>Leverage relationships to introduce resale propositions</li> <li>Increased resale supply and enhanced visibility into rental yields</li> </ul>	<ul> <li>Access to 300+ real estate developer relationships across top 8 cities</li> <li>Add transaction management layer to existing offerings at scale boosting developer wallet share</li> <li>Scale broker aggregation tech for primary sales in top 8 cities</li> </ul>	<ul> <li>Pipeline of home buyers, fueling its loan recommendation engine</li> <li>Access to targeted leads, boosting conversion and business growth</li> <li>Expands KuberX's business flywheel with tailored home loan solutions</li> </ul>

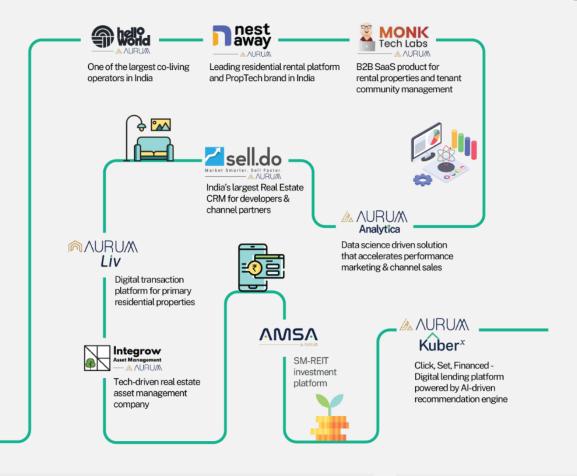
## **Key Imperatives for Aurum PropTech:**

- Strengthens Aurum's leadership in the ₹38,000 crore annual TAM for residential real estate distribution in India
- Accelerates digitization of real estate transactions and expands end-to-end solutions for buyers, sellers, developers, and channel partners





## Our Ecosystem



## Our Network



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



Rental





**Student Living, Co-Living and Family Rentals** 

**Distribution** 





**Data analytics, Marketing and Sales Automation** 

Capital





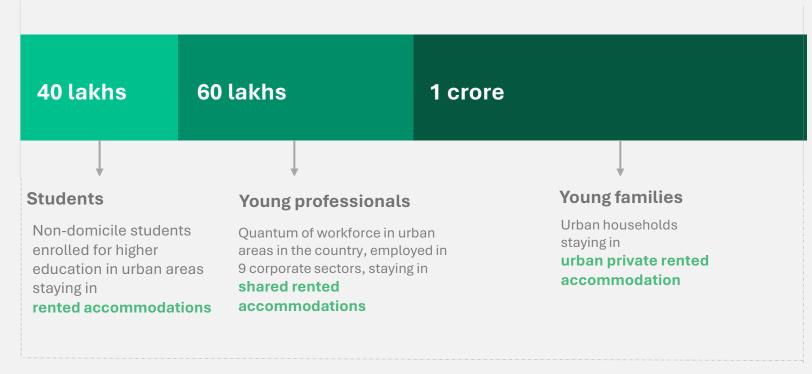
**Home Loans** 

**SM REIT** 



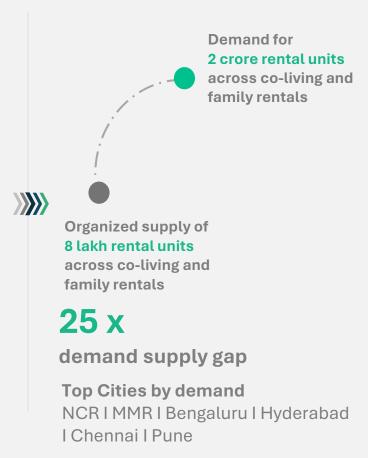






# 2 crore rental consumers

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



# **India Residential Rentals Coverage**



	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



#### **Property Owner**

**10%** Recurring commission paid by Owner



Easier re-possession



Rent on time



No legal hassles



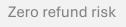
Professional upkeep

#### Tenant

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



Community experience





To simplify every aspect of home management, from renting to resale

Two-sided business model provides

Nestaway end to end control over the

To be the trusted companion for

every home throughout its lifetime

entire rental process

Creating seamless, digital solutions, making homes as easy to manage as any digital asset





**Exclusive** inventory



High tenant & owner stickiness



No occupancy risk



No minimum guarantee



Annuity based cashflow























Tenants

Supply Demand analytics			
Micro-Market Signal Monitoring			

Supply acquisition in high demand areas

Occupancy Forecasting

#### **Property Sourcing**

Long term agreements (5-7 yrs)

HelloWorld lock-in typically 1-2 years

Property Due Diligence

# Demand Gen. & Management

Omni-Channel outreach

Colleges & Corporates relationships

Digital onboarding & KYC

## Services & Utilities

On App booking & service management

Hub and spoke service delivery

On-time service fulfillment

#### Community

Round-the-year events/activities

Exclusive offerings from alliance partners

Interest-based communities





One of the largest Co-living player in India

15+ Cities Presence

230+

Co-living spaces

77%
Overall Occupancy

17,900+
Rental Units under
Management

#### HelloWorld offers a fully integrated, tech-enabled, affordable, and flexible Co living platform

Proprietary algorithms for analysis & discovery Paperless documentation and end to end asset management First-in-class inventory and customer management Digital services booking with last mile fulfillment Single window consumer app for community focused interventions



Asset Light & scalable business model



Longer term inventory control



Strong unit economics at the property level



Proprietary pricing & recommendations tech stack



A single tenant app for all their needs



## **PropTech Opportunity Distribution**



#### 43,000+

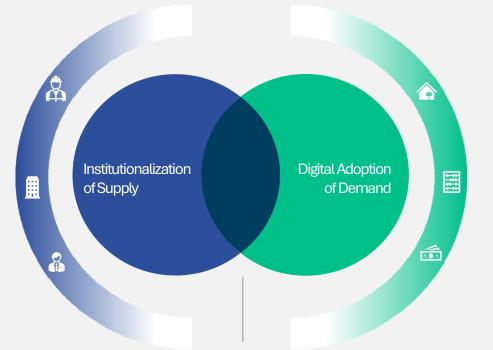
RERA Registered Real Estate Developers

#### 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



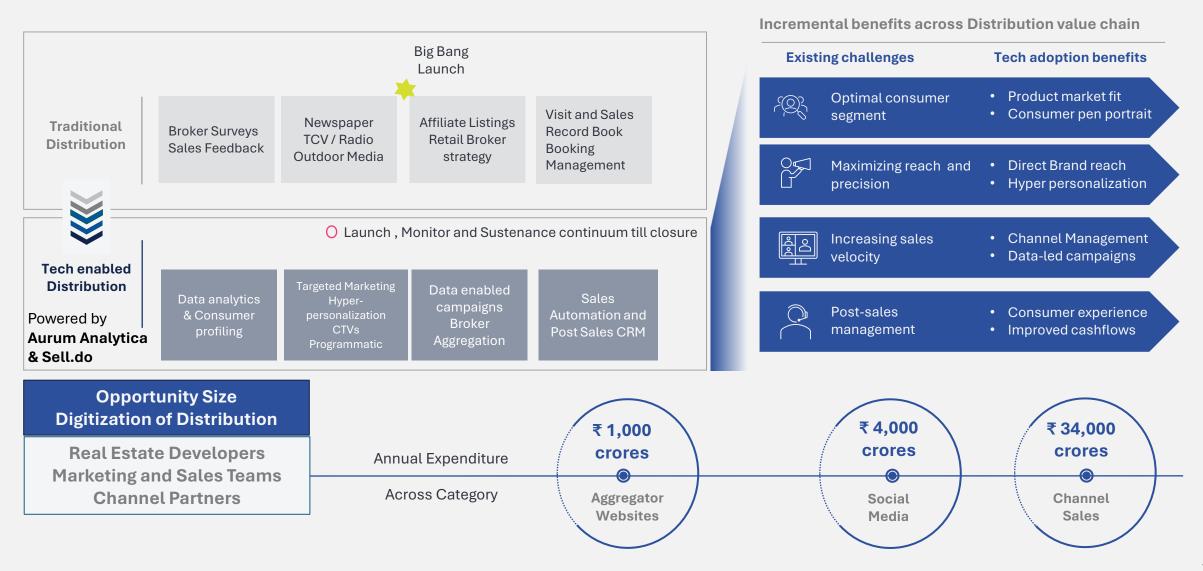
Lack of trust and transparency across consumers



Fragmented purchase journey and multiple stakeholders

## **PropTech Opportunity Distribution**





## **India Residential Distribution Coverage**



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

Goes to a vertical aggregator website for research

- Attends a call with
  Sales team of Project –
  later attends a Virtual
  Tour
- Shortlists projects and goes to brand websites to check specifications
- 5 Checks with a local broker who sold in the same micro market
- Gets brand ads on his social platform and lifestyle apps

**Marketing Automation** 

to receive specifications and price offer

Visits the sales office

Sales Automation

7 Checks financing options on websites readies his finances

- Visits offline, checks inventory, negotiates and pays booking amount
- Pays further down payment and registers apartment

Transaction Management

Gets invoices, along with completion certificates and takes stage wise draw downs

Gets snagging checklist, completes handover process, moves in to furnish

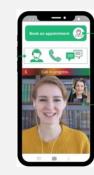
Uniform consumer communication experience and management at scale made possible with our technology

Customer Relationship Management

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



- 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

## **Aurum Analytica**





#### **Real Estate Developer Distribution Challenges**



Poor Lead Quality



High number of unqualified/cold leads



High Customer



Lack of visibility of



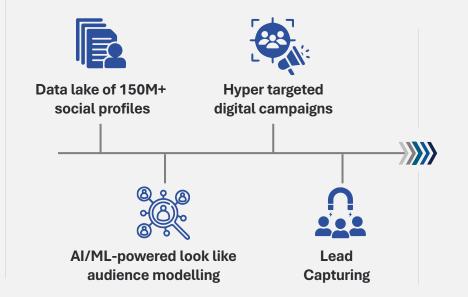
Limited intelligence on



Complex inventory management module



### **Aurum Analytica Solution Stack**











#### **Marquee Clients**









14,000+ **Properties marketed** 

300+ **Projects** 

1,20,000+ Thriving agents' community









120+ **Clients** 

Property value transaction enabled

\$850 Mn+



#### **RE Developer Sales & Marketing challenges**



Leads scattered across multiple platforms



Disjointed communication with prospects





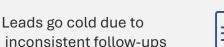
Cloud Based CRM



Inability to prioritize high-intent buyers



No real-time inventory visibility





Manual handling of documents and payments



Unclear returns on marketing spends



Missed or untracked customer visits



Individual Licenses



Sell.do empowers real estate developers and brokers to manage, automate, and optimize the entire sales lifecycle on one integrated, real estate-specific CRM platform

#### Pre Sales

Automate lead capture, scoring, nurturing, and marketing ROI tracking across channels.

#### Sales

Seamless site visit scheduling, real-time communication & inventory tracking

#### Post Sales

Digital document handling, payment tracking, possession updates, and full sales pipeline visibility

#### **Marquee Clients**







**\$ 25 Bn+**Worth Inventory Sold

15+ Years
Real estate experience

50 Mn+ Leads managed









45 Mn+
Customer interaction managed



## **PropTech Opportunity Capital**











Rental

Capital

Rental

Yield

Yield

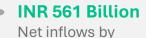


Capital Appreciation



300 family offices with average AUM of

USD 100 million



individual investors



Appreciation **>>>>>>** 



Looking for

**Alpha** Income

**Diversification** 



₹50,000 Cr.+

SM REIT-able supply by 2026 across India











Capital Appreciation



SPVs holding commercial real estate assets





**Various schemes** under SM-REIT

SM-REIT can create separate schemes for different properties

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

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



## **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

**70%**Market potential in Top 3 Metros

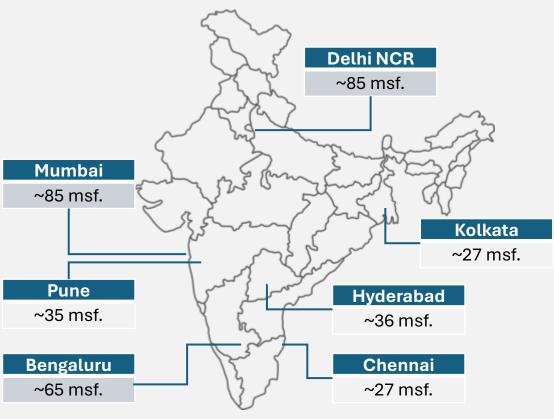
#### **Potential SM REITs Market Size**

**350 Mn.** sq ft.

Completed commercial office space by FY 26

₹50,000 Cr.+

Potential size of AUM under SM REITs by FY26







#### Amount in ₹ lakhs, unless otherwise stated

#### STATEMENT OF CONSOLIDATED AUDITED FINANCIALS RESULTS FOR THE QUARTER AND YEAR ENDED June 30, 2025

			Quarter ended		Year ended
Sl no.	Particulars Particulars	June 30, 2025	March 31, 2025	June 30, 2024	March 31, 2025
		(Unaudited)	(Audited)	(Unaudited)	(Audited)
1	Income				
	Revenue from operations	6,840	7,041	6,489	26,384
	Other income	856	763	421	2,114
	Total income	7,696	7,804	6,910	28,498
2	Expenses				
	Employee benefit expense	2,032	2,005	1,993	7,860
	Finance costs	811	931	686	2,923
	Depreciation and amortization expense	2,454	2,294	1,893	8,236
	Other expenses	3,477	3,474	3,712	13,926
	Total expenses	8,774	8,704	8,284	32,945
3	Loss before tax and Exceptional item	(1,078)	(900)	(1,374)	(4,447)
4	Exceptional items, net (gain/loss)	-	-	4	-
5	Loss before tax	(1,078)	(900)	(1,378)	(4,447)
6	Tax expenses				
	Income tax – current	44	103	14	212
	Taxation in respect of earlier years	-	(30)	12	(17)
	Deferred tax charge / (benefit)	(120)	14	(334)	(519)
	Total tax	(76)	87	(308)	(324)
7	Loss after tax	(1,002)	(987)	(1,070)	(4,123)



#### Amount in ₹ lakhs, unless otherwise stated

#### STATEMENT OF CONSOLIDATED AUDITED FINANCIALS RESULTS FOR THE QUARTER AND YEAR ENDED June 30, 2025

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Sl no.	Particulars Particulars	June 30, 2025 March 31, 2025		June 30, 2024	March 31, 2025	
		(Unaudited)	(Audited)	(Unaudited)	(Audited)	
8	Other comprehensive income / (loss)					
	(i) Items that will not be reclassified subsequently to profit or loss	27	(33)	29	(32)	
	(ii) Income tax relating to items that will not be reclassified subsequently to profit or loss	(5)	3	(4)	4	
	(iii) Items that will be reclassified subsequently to profit or loss	-	20	0	(1)	
	Total other comprehensive income / (loss) , net of tax	22	(10)	25	(29)	
9	Total comprehensive loss	(980)	(997)	(1,045)	(4,152)	
10	Loss attributable to:					
	Equity shareholders of the company	(942)	(720)	(1,003)	(3,337)	
	Non-controlling interest	(59)	(267)	(67)	(786)	
	Other comprehensive income / (loss) attributable to:					
	Equity shareholders of the company	22	(19)	19	(25)	
	Non-controlling interest	(0)	9	6	(4)	
	Total comprehensive loss attributable to:					
	Equity shareholders of the company	(920)	(739)	(984)	(3,362)	
	Non-controlling interest	(60)	(258)	(61)	(790)	
11	Paid up equity share capital (Face value of INR 5/- each)	3,584	2,756	2,751	2,756	
12	Reserves excluding revaluation reserves as per balance sheet	NA	NA	NA	24,679	
13	Earning per share of INR 5/- each (not annualized)-					
	Basic (INR)	(1.48)	(1.33)	(2.52)	(6.16)	
	Diluted (INR)	(1.48)	(1.33)	(2.52)	(6.16)	

#### **Profit & Loss Trends**



		Q1 FY25*	Q1 FY26
PBT/TI	PBT / Total Income (%)	-22.5%	-14.0 %
EBITDA/TI	EBITDA / Total Income (%)	20.2%	28.4 %
EBITDA <sub>r</sub> /Ti <sub>r</sub>	Adjusted EBITDA / Adjusted Income (%)	-7.0%	-3.0%
Profit & Loss Bu	uild-up (figures in ₹ Cr.)		
TI <sub>r</sub>	Adjusted Income	57.65	73.26
	Add: Other income related to RoU assets	1.87	3.71
TI	Total Income	59.52	76.96
	Less: Employee benefits costs & Other expenses	47.51	55.09
EBITDA	EBITDA (as per Ind AS)	12.01	21.87
	Add: ESOP Costs	1.79	1.22
	Less: Lease Costs on Ind AS lease assets*	17.84	25.32
EBITDA <sub>r</sub>	Adjusted EBITDA (before ESOP & RoU)	-4.03	-2.23
	Less: ESOP Costs	1.79	1.22
	Less: Finance costs	2.82	1.66
	Less: Depreciation costs	4.77	5.67
PBT	PBT (before Exceptional Items)	-13.42	-10.78

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

852 bps YoY improvement of PBT Margin

826 bps YoY improvement of EBITDA Margin

**Adjusted EBITDA Margin** 

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.

Q1 FY25 figures are exclusive of revenue and expenses from Beyondwalls and Kylas on account of re-alignment in the distribution segment.

## **Distribution Segment Performance – Q1 FY26**

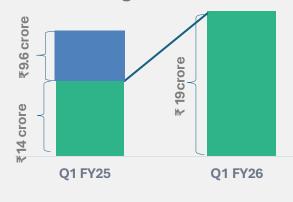


#### Aurum PropTech Total Income



+29%
YoY growth
Without BW and Kylas

#### **Distribution Segment Total Income**



+ 36%
YoY growth
Without BW and Kylas

Beyond Walls + Kylas Income

#### **Realignment of Distribution Business**

The restructuring of K2V2\* business ensured that the offerings focus on core tech and tech-enabled services, with the exit of services-led businesses

With the restructuring, we retained our business units with quality of revenue, profitability, prudent cashflow management, and potential for scale

Our working capital cycle improved with better Collection of revenues, thus bettering our prospects for free cash flow and a self-sustainable growth model

This has improved our resource stack and resourceto-revenue ratios. Additionally, the technology-oriented individuals have also increased by 1.6x

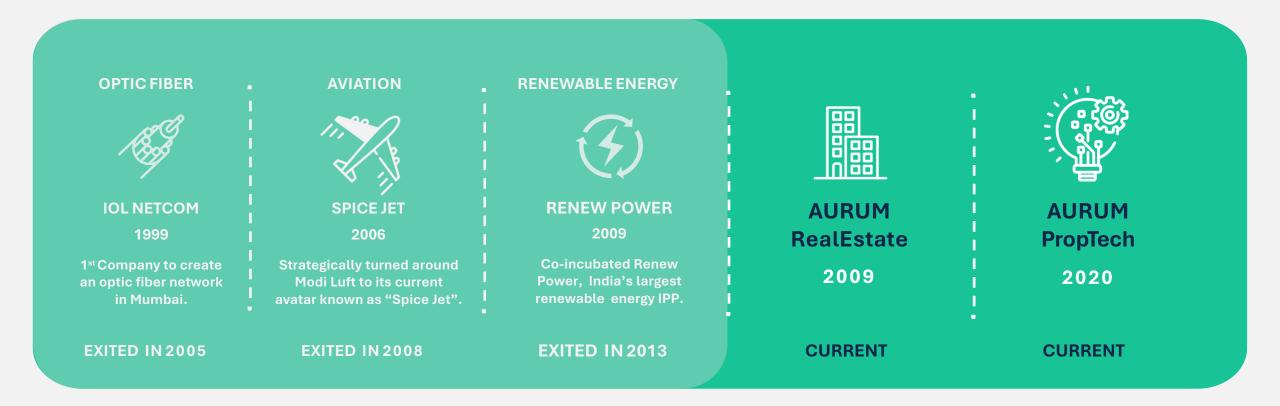
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#### **Our Board of Directors**





Mr. Ashish Deora
Founder & CEO. Aurum Ventures
Non-Executive Director

Mr. Ashish Deora is a first-generation entrepreneur and **Harvard Business School** alumnus with a distinguished career spanning over three decades. He has built and led pioneering ventures across diverse sectors including telecom, aviation, renewable energy, and real estate. At just 21, he founded **Aurum Ventures**, a strategic investment firm focused on long-term value creation in high-growth, high-impact industries. He played a key role in laying one of India's first optic fiber networks, setting the foundation for the country's digital infrastructure. In aviation, he successfully restructured one of India's early low-cost airlines, showcasing his ability to drive complex turnarounds. As co-founder of **ReNew Power**, India's largest renewable energy company, Mr. Deora helped lead the nation's transition to clean energy at scale. In Real Estate, he has redefined the industry by creating **Aurum RealEstate**, a fully integrated, technology-led platform that combines development, investment, and PropTech under one ecosystem. His vision led to the formation of **Aurum PropTech**, a leader in India's digital real estate transformation. He also serves on the board of **Shriram Properties**, one of the country's top residential real estate developers.



Srirang Athalye
Non-Executive Director

He has over **32 years of Entrepreneurial**, Industry G 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.



Ramashrya Yadav
Non-Executive Director

Mr. Ramashray 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 G 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 G global institutional investors.



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 Russel Group of Universities, UK.

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



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 G Lewes**, Chartered Accountants LLP (a member firm of Price Waterhouse G 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



Name	Academic Qualifications	Career Highlights, Key Achievements	Previous Organizations
<b>Ajay Kumar</b> 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
<b>Balaji Varadharajan</b> 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
<b>Hirenkumar Ladva</b> EVP, Investments	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)
<b>Ismail Khan</b> 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
<b>Jitendra Jagadev</b> 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
<b>Ketan Sabnis</b> 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
<b>Kunal Karan</b> 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
<b>Prakash Tejwani</b> 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
<b>Ram Yadav</b> 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
<b>Sahil Rathore</b> 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)
<b>Vinayak Katkar</b> 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 ground- breaking transaction platform IRIS under it. Later upgraded the Sell.Do platform into an industry agnostic CRM platform.	Sun Microsystems
<b>Vishal Sharma</b> 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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