AURUM PropTech

Investor Presentation
Q1 FY 2027

Generated by *Aurum AI Team*

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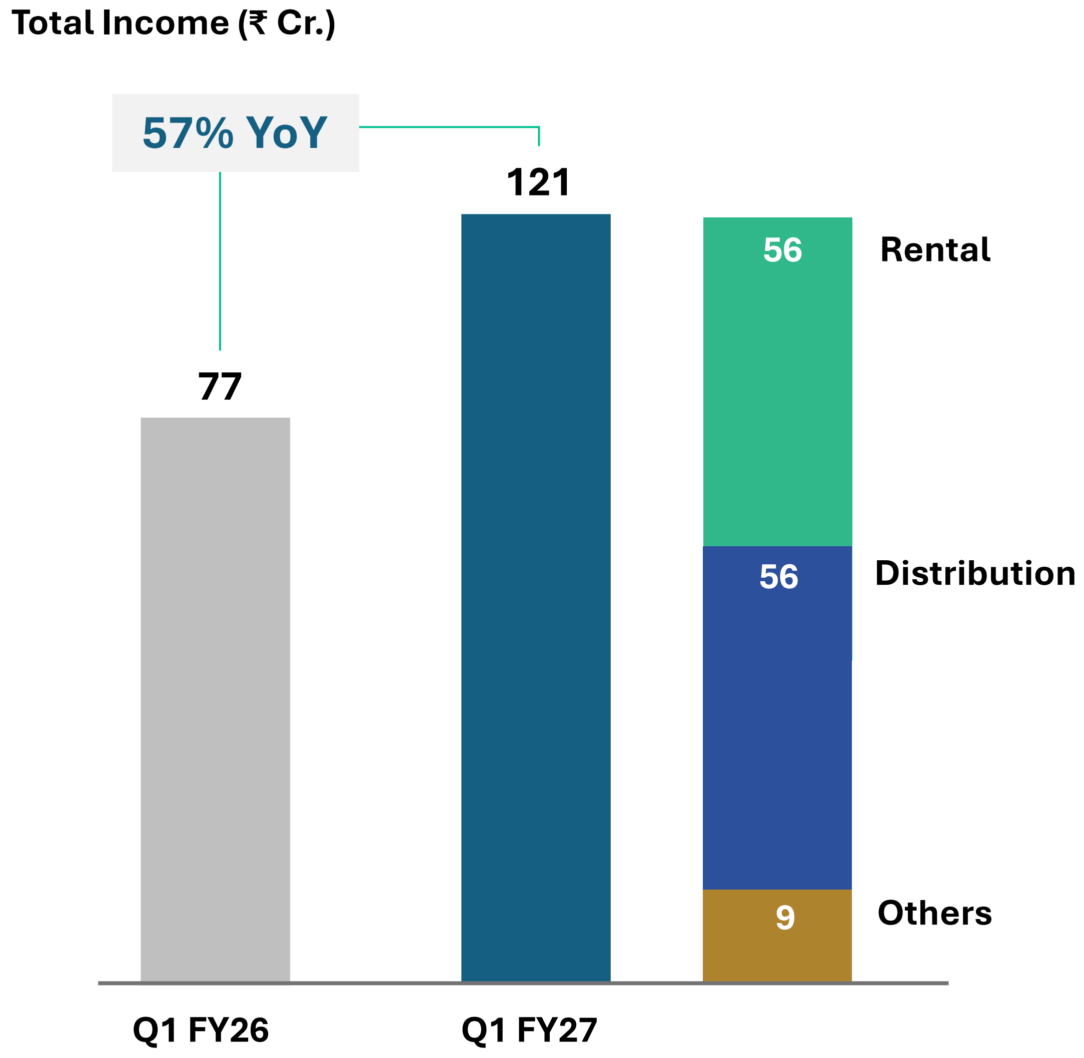
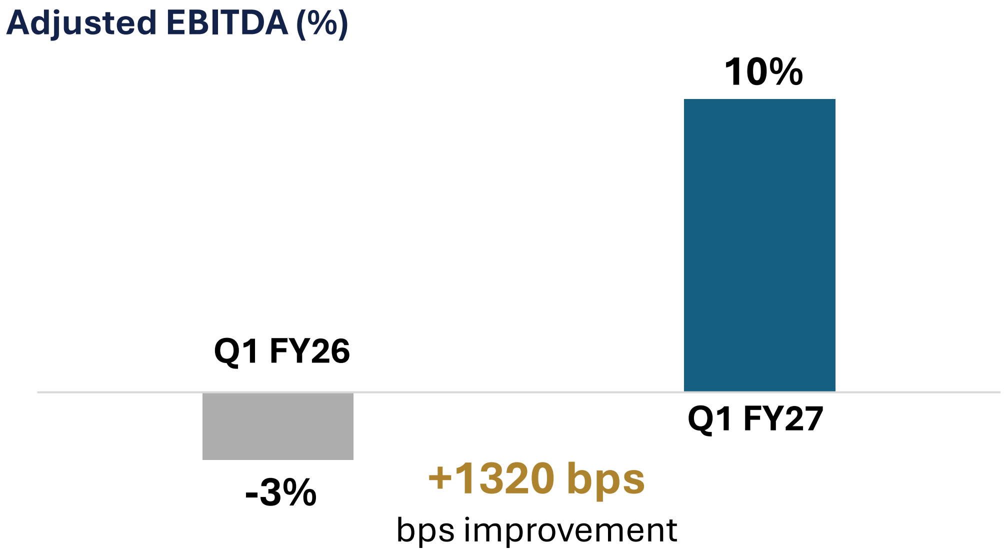
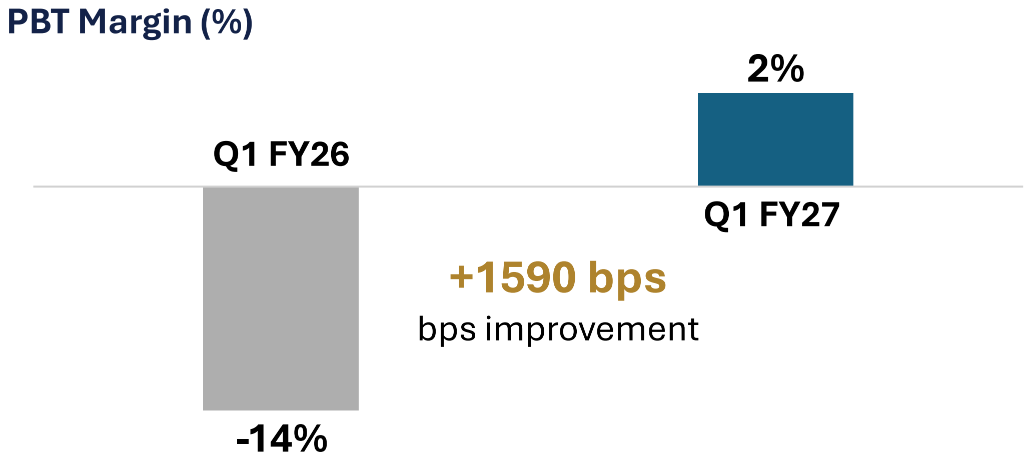
Quarterly Financial Performance – Q1 FY27 (vs Q1 FY26)

Continued growth, improving margins, and a third consecutive profitable quarter







Notes: As on 30th June 2026. Figures rounded off.

Segmental Financial Performance – Q1 FY27

Rental
46%

₹56 Cr.

Q1 FY27 REVENUE

₹2 Cr. SEGMENT PROFIT

OFFERINGS

- Rental Marketplace & Management Suite
- Co-living spaces for students & young professionals

Distribution
46%

₹56 Cr.

Q1 FY27 REVENUE

₹8 Cr. SEGMENT PROFIT

OFFERINGS

- Data Analytics & Lead generation platform
- Real estate sales CRM
- Home buying advisory platform

Capital
<2%

₹2 Cr.

Q1 FY27 REVENUE

(₹5) Lakhs SEGMENT LOSS

OFFERINGS

- SM REIT investment platform
- Tech-driven lending and credit platform

Notes: As on 30th June 2026. Figures rounded off.
Other income excluded from segmental income. Finance cost & other un-allocable expense of ₹6.24 crores removed from segmental breakup.

Key Business Performance Metrics – Q1 FY27 (vs Q1 FY26)

AURUM PropTech

Consolidated Financials

+ 57%
Total income Growth

+ 1320 bps
Adj. EBITDA% improvement[1]

+1590 bps
PBT margin% improvement

Rental Marketplace & Management Suite	Co-living spaces for students & professionals	Data Analytics & Lead generation platform	Real estate sales CRM	Home buying advisory platform
9,278 (-28%) Number of Signed Units	**16,463** (-8%) No. of Beds under Management	**276** (+20%) Number of Projects	**11,814** (+41%) Number of Active Licenses	**662** Number of Transactions
₹ 34 Cr. Rent Collected (GMV)	**81%** Overall Occupancy	**1,34,221** (+77%) Number of Leads Sold	**53%** Gross Margin	**₹ 784 Cr.** Value of homes sold
₹ 25 Lakhs Net Revenue per Team Member[2]	**₹ 1.3 Cr.** Revenue per Team Member[2]	**₹ 48 Lakhs** Revenue per Team Member[2]	**₹ 32 Lakhs** Revenue per team member[2]	**₹ 27 Lakhs** Revenue per team member[2]
Operated by nestaway AURUM	Operated by hello world AURUM	Operated by AURUM Analytica	Operated by sell.do Market Smarter. Sell Faster. AURUM	Operated by PROPTIGER LET'S GET YOU HOME AURUM

Notes: 1. As on 30th June 2026. Figures rounded off. 2. Revenue per team member annualized for the year basis quarterly revenue.

Key Business Updates

AURUM PropTech

End-to-end Rental & Co-Living Platform

Rental Marketplace & Management Suite

- Scaled platform to **9,200+ rentable units across 4,855 houses**
- **320 rooms** signed; **25 live clusters** for Nestaway Select
- Deployed **AI agents for lead qualification** and customer support

Co-living spaces

- **255+ active coliving spaces** across 16+ cities
- **HelloWorld 2.0 launched** - brand repositioning from coliving operator to lifestyle identity platform
- **4.3+ average customer rating** across platform

AI-Powered Real Estate Distribution Stack

Data Analytics & Lead generation

- **145+** active clients with **275+** projects signed
- **1,34,000+** leads sold in Q1 FY27 (**77% YoY growth**)
- **Launched AI suite -** Aurum Lens (insights), Aurum Converse (voice), Aurum Qonvo (WhatsApp)

Real estate sales CRM

- **20+** new developers onboarded; **400+** new licenses added
- **18 customers** signed for AI Calling Feature
- **Outcome-based pricing** models launched with site-visit success POCs underway

Home buying advisory platform

- **155+** active developer clients; **11** active mandates
- **60% YoY growth** in gross commission
- **PropPartnerX broker app** live across all cities for end-to-end bookings, payouts, and invoicing

One plug-and-play AI stack, now live across the value chain, turning last quarter's roadmap into deployed capability

SERVICE & RETENTION

End-to-end Rental & Co-Living Platform

- AI voice agents handle first-touch within seconds
- 24x7 chatbot handles routine tenant queries
- Auto-triage routes tickets to the right team or vendor

DEMAND & MARKETING

Data analytics & lead generation platform

- In-house media planner with real-time CPL guidance
- AI-generated creatives & campaign drafts at scale
- AI voice agents qualify pre-sales leads across channels

SALES CONVERSION

Real estate sales CRM

- AI lead scoring & automated nurturing live on the CRM
- Leads enriched with open-sourced social attributes
- AI-first re-architecture of the core platform underway

TRANSACTION & CLOSURE

Home buying advisory platform

- AI-optimised campaigns tuned to each project
- AI agents qualify buyers & drive site visits
- AI-powered CMS accelerates booking & closure

CONSISTENT EFFICIENCY OUTCOMES ACROSS THE PORTFOLIO

Faster Execution
Manual workflows automated

Higher Productivity
More output per team member

Better Conversion
Sharper qualification & follow-up

Always-On Service
24x7 AI support at scale

AI Stack

Claude · MonkSpaces.Ai · OpenAI · CONVIN · Grok · gnani.ai · Razorpay

What is Housing.com?

India's leading consumer property platform - connecting millions of home seekers with properties through AI-powered search, rich content and intelligent lead generation, across 1,700+ active developers, 18,500+ active partners and 11,500+ paying consumers.

₹301 Cr	12 Mn+	58 Mn+	1 Mn+
FY25 REVENUE	MONTHLY ACTIVE USERS	MONTHLY TRAFFIC	ACTIVE LISTINGS

The transaction

Aurum to acquire 100% of Housing.com

India's leading consumer property platform and a leading real-estate destination to enter the Aurum PropTech ecosystem

REA India to become a strategic partner

This partnership shall strengthen Aurum's ecosystem and create enduring intangible strategic value for Aurum PropTech

All-equity consideration

1,97,93,309 new Aurum PropTech equity shares to be issued to REA India, total shareholding in Aurum PropTech shall reach ~24.9%

One ecosystem to be built for the long term

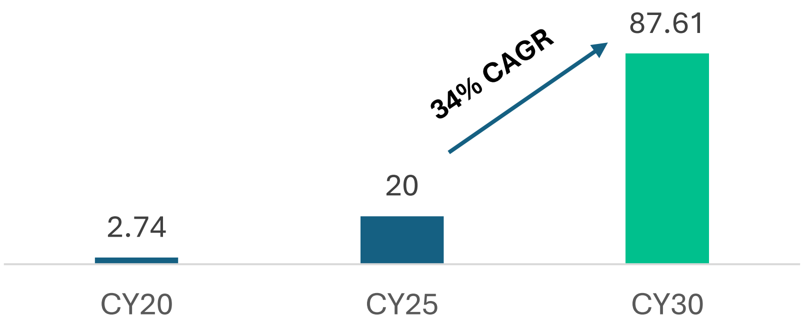
Housing.com shall join PropTiger, NestAway, HelloWorld, Sell.do and Aurum Analytica, bringing the full property lifecycle under one portfolio

Aurum PropTech
About Us, Our Offerings

Generated by *Aurum AI Team*

Emergence of PropTech in India

PropTech Market in India (USD Bn.)



The Rise of PropTech in India

>90%
Buyers use digital channels to search homes

58%
Homebuyers use virtual tours before buying a property

60%
Share of sales & marketing budget spent on digital strategies

75%
Channel Partners use technology tools for lead generation & customer relationship management

Early 2000s — **Broker-driven & Offline Markets**
Real estate discovery driven by brokers, personal networks, and fragmented, non-transparent information.

2000-2010 — **Digital Discovery of real estate**
Property portals bring search and price visibility online.

2011-2019 — **Ecosystem Expansion Beyond Listings**
PropTech unlocks services across lead generation, transactions, and customer management.

2020-2025 — **Covid triggers PropTech adoption**
The pandemic accelerates adoption, embedding digital workflows across the real estate value chain.

Current — **Rise of PropTech ecosystem**
AI, data, platforms, and fintech now power discovery, transactions, and asset lifecycle management.

Source: CareEdge, Knight Frank, Grant Thornton and other industry reports

An Integrated Technology Ecosystem for India’s Real Estate Value Chain

Talent pool spread across **15** Cities

Delhi NCR	273
Bangalore	251
Mumbai	179
Pune	169
Hyderabad	40
Other Cities	145

10 Entrepreneurs

10+ Products

1000+ Team Members

1100+ Real estate developer relations

25,000+ Active Customers

25,700+ Rental Units Capacity

Notes: Data as on 30th June 2026.

Our Key PropTech Offerings

AURUM PropTech

Rental

hello world — AURUM

nest away — AURUM

Student Living, Co-Living and Family Rentals

Distribution

AURUM Analytica

sell.do — Market Smarter. Sell Faster. — AURUM

PROPTIGER — LET'S GET YOU HOME — AURUM

Data analytics, Marketing, Sales Automation & Transaction Mgt.

Capital

AMSA — AURUM

SM REIT

KuberX — AURUM

Digital Lending Platform

Integrated PropTech Ecosystem

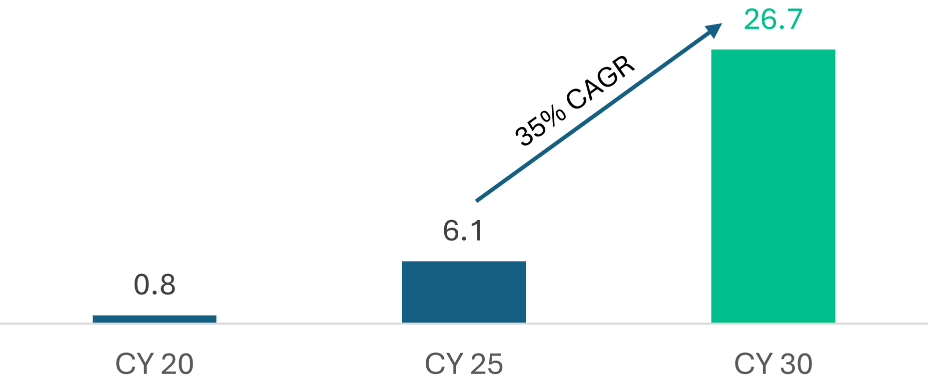
India's sole integrated technology ecosystem that encompasses the entire real estate value chain, catering to both consumers and businesses through its comprehensive range of C2C, B2C, and B2B products, platforms, and services

Rental PropTech
Opportunity, Offerings

Generated by *Aurum AI Team*

PropTech Opportunity Rentals

PropTech Rental Market Size (USD Bn.)



Demand for
2 crore rental units
across co-living and family rentals

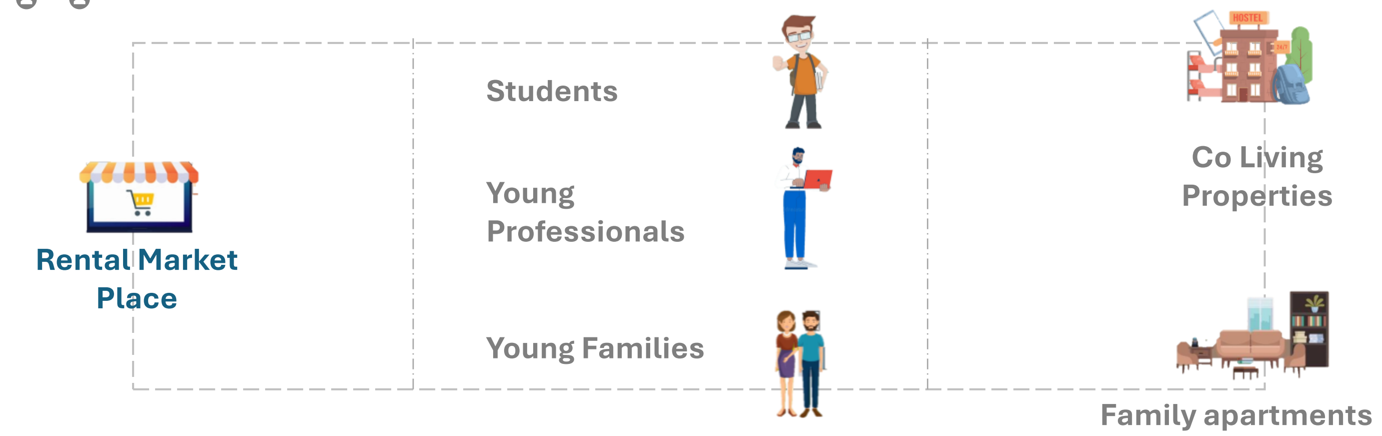
Organized supply of
9 lakh rental units
across co-living and family rentals

23 x
demand supply gap

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

Rental Value Chain	Usage Type	Our rental offering
Students or Young professionals 18-26 years ₹8,500 to ₹16,000 paid for rent	Shared accommodation –Common living and shared amenities space	HelloWorld Co living
Young Families & High income professionals 27 years - 34 years ₹20,000 to ₹80,000 paid for rent	Single apartment rented by one household (non sharing)	Nestaway Family Rentals

Tech enabled C2C Marketplace model



Source: Aurum Research, Care EDGE

Nestaway

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

Exclusive inventory

High tenant & owner stickiness

No occupancy risk

No minimum guarantee

Annuity based cashflow

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

HelloWorld

AURUM PropTech

Landlords ▶ ▶ ▶ ▶ **Tenants**

Supply Demand analytics	Property Sourcing	Demand Gen. & Management	Services & Utilities	Community
Micro-Market Signal Monitoring	Long term agreements (5-7 yrs)	Omni-Channel outreach	On App booking & service management	Round- the-year events/ activities
Supply acquisition in high demand areas	HelloWorld lock-in typically 1-2 years	Colleges & Corporates relationships	Hub and spoke service delivery	Exclusive offerings from alliance partners
Occupancy Forecasting	Property Due Diligence	Digital onboarding & KYC	On-time service fulfillment	Interest-based communities

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

hello world AURUM

One of the largest Co-living player in India

16+
Cities Presence

255+
Co-living spaces

16,460+
Rental Units under Management

Distribution PropTech
Opportunity, Offerings

Generated by *Aurum AI Team*

PropTech Opportunity Distribution

Big Bang Launch

Traditional Distribution

Broker Surveys Sales Feedback	Newspaper TCV / Radio Outdoor Media	Affiliate Listings Retail Broker strategy	Visit and Sales Record Book Booking Management

Launch , Monitor and Sustenance continuum till closure

Tech enabled Distribution

Data analytics & Consumer profiling	Targeted Marketing Hyper-personalization CTVs Programmatic	Data enabled campaigns Broker Aggregation	Sales Automation and Post Sales CRM	Transaction management and last mile fulfillment

Powered by AURUM Analytica · sell.do Market Smarter. Sell Faster. AURUM · PROPTIGER LET'S GET YOU HOME AURUM

A ₹39,000 crore Opportunity

Annual spending on real estate distribution underscores the scale of efficiency:

₹1,000 crore
On Aggregator Websites

₹4,000 crore
On Social Media

₹34,000 crore
On Channel Sales

Tech adoption benefits across Distribution value chain

- Centralized digital ecosystem integrating brokers, developers, and buyers
- Real-time performance tracking and ROI-optimized campaign allocation
- AI-driven lead scoring and predictive conversion insights
- Data-led personalization enhancing buyer experience and brand trust

Real Estate Developer Distribution Challenges

- Poor Lead Quality
- High number of unqualified/cold leads
- High Customer Acquisition Cost
- Lack of visibility of campaign effectiveness
- Limited intelligence on channel partners sourcing
- Complex inventory management module

AURUM Analytica

Aurum Analytica Solution Stack

- Data lake of 150M+ social profiles
- Hyper targeted digital campaigns
- AI/ML-powered look like audience modelling
- Lead Capturing

- High Quality Leads
- Broker Aggregation Platform
- inventory management module

Marquee Clients

EMBASSY | TATA HOUSING | TRIBECA | Hero Homes

HOUSE OF HIRANANDANI | TRIDENT REALTY | AJMERA | adani Realty

14,000+ Properties marketed

275+ Projects

1,20,000+ Thriving agents' community

145+ Clients

$1.25 Bn+ Property value transaction enabled

RE Developer Sales & Marketing challenges

- Leads scattered across multiple platforms
- Disjointed communication with prospects
- Inability to prioritize high-intent buyers
- No real-time inventory visibility
- Leads go cold due to inconsistent follow-ups
- Manual handling of documents and payments
- Unclear returns on marketing spends
- Missed or untracked customer visits

sell.do
Market Smarter. Sell Faster.
AURUM

Cloud Based CRM

Individual Licenses

Enterprise Deployment

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

Mahindra HAPPINEST | CASAGRAND building aspirations | eXp REALTY
APARNA Lead the future | mantra properties | PENINSULA LAND CREATING INTERNATIONAL LANDMARKS By Ashok Piramal Group

$ 25 Bn+
Worth Inventory Sold

15+ Years
Real estate experience

50 Mn+
Leads managed

7 Days
Set-up & Deploy

45 Mn+
Customer interaction managed

Real Estate Sales Execution & Fulfilment Challenges

- Fragmented sales & brokerage system
- Weak data-led buyer targeting
- Limited reach to qualified homebuyers
- Inefficient lead follow-up and weak conversions
- Low sales velocity & unsold inventory build-up
- Lack of data-driven visibility across sales funnel

Plan → Market → Sell → Finance → Build

Direct buyer sales

- Digital Lead Generation & Qualification
- On-ground salesforce for conversions
- Buyer financing & documentation support

Project-level sales & marketing execution

- Build and execute project marketing strategies
- Drive sales via direct buyer engagement and optimized spends
- Manage sales offices and CRM for a seamless buyer journey

PROPTIGER — END-TO-END DEAL CLOSURE

Marquee Clients

LODHA, Godrej, adani, Prestige Group, Hiranandani, Shriram Properties, Signature Global, Dosti, Puravankara

44,000+ Happy Customers	350+ Relationship Managers

10+ Cities	₹ 30,000Cr+ Homes Sold	₹ 5,000Cr+ Loans Facilitated

Capital PropTech
Opportunity

Generated by *Aurum AI Team*

PropTech Opportunity Capital

300 family offices
with average AUM of USD 100 million

INR 561 Billion
Net inflows by individual investors

Looking for
Alpha
Income
Diversification

₹50,000 Cr.+
SM REIT-able supply across India

SEBI regulated SM-REIT

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

Various schemes under SM-REIT

SM-REIT can create separate schemes for different properties

SPVs holding commercial real estate assets

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

Profit & Loss

Adjusted EBITDA

Generated by *Aurum AI Team*

Profit & Loss - Reconciliation of Adjusted EBITDA

		Q1 FY26	Q1 FY27
PBT/TI	PBT / Total Income (%)	-14.0 %	1.9%
EBITDA/TI	EBITDA / Total Income (%)	28.4 %	31.9%
$EBITDA_r/Ti_r$	Adjusted EBITDA / Adjusted Income (%)	-3.0%	10.2%
Profit & Loss Build-up *(figures in ₹ Cr.)*			
TI_r	**Adjusted Income**	**73.26**	**117.80**
	Add: Other income related to RoU assets	3.71	2.99
TI	**Total Income**	**76.96**	**120.79**
	Less: Employee benefits costs & Other expenses	55.09	82.22
EBITDA	**EBITDA**	**21.87**	**38.56**
	Add: ESOP Costs	1.22	0.81
	Less: Other income related to ROU assets	3.71	2.99
	Less: Long term lease payments	21.61	24.31
$EBITDA_r$	**Adjusted EBITDA (before ESOP & RoU)**	**-2.23**	**12.07**
	Less: ESOP Costs	1.22	0.81
	Less: Finance costs	1.66	1.06
	Less: Depreciation costs	5.67	6.39
	Less: Impact of IND AS		1.47
PBT	**PBT** (before Exceptional Items)	**-10.78**	**2.35**

Year on year, the business has demonstrated **improving Expense to Total Income ratios from Q1FY26 to Q1FY27**

- **57%** YoY improvement of Total Income
- **1590 bps** YoY improvement of PBT Margin
- **1320 bps** YoY improvement of 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.

Our Values & Leadership

Ecosystem strength

Generated by *Aurum AI Team*

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

- Intellectual Capital
- Human Capital
- Social Capital & Brand Capital
- Ecosystem capital
- Financial Capital

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

- Speed
- Hard Work
- Passion
- Empowerment
- Transparency

Value Creation Journey

OPTIC FIBER	AVIATION	RENEWABLE ENERGY		
IOL NETCOM	SPICE JET	RENEW POWER	AURUM RealEstate	AURUM PropTech
1999	2006	2009	2009	2020
1st Company to create an optic fiber network in Mumbai.	Strategically turned around Modi Luft to its current avatar known as "Spice Jet".	Co-incubated Renew Power, India's largest renewable energy IPP.		
EXITED IN 2005	EXITED IN 2008	EXITED IN 2013	CURRENT	CURRENT

www.aurumproptech.in www.aurumventures.in www.aurumrealestate.in

Our Board of Directors

Mr. Ashish Deora

Non-Executive Chairman

Mr. Ashish Deora is a **first-generation entrepreneur**. Over the last three decades, he has built several businesses and created value in multiple industries including mining, telecom, aviation, renewable energy, RealEstate and PropTech. He is a firm believer of **technology, innovation and entrepreneurship**. He is the **founder of Aurum Ventures**, the parent company of Aurum PropTech (striving to build the largest integrated property technology ecosystem in India) and Aurum RealEstate (engaged in real estate development in the MMR region). He has laid the foundation for **Aurum नींव** to give impetus to the philanthropic initiatives of Aurum. A proud alumnus of **Harvard Business School,** he has a proven track record of strategic investments in businesses across the Asia-Pacific, Africa and South America and successful exits to global capital allocators.

Ramashrya Yadav

Non-Executive Director

A Harvard Business School alumnus with **26+ years** of experience in real estate, banking, and investments. **Founded India's first real estate-focused asset management firm** after leading Edelweiss's Real Estate Advisory and serving as CEO of Orbit Corporation. Known for driving transformative growth through strategic innovation.

Onkar Shetye

Executive Director

With **18 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, and Information Technology. He 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 seasoned Chartered Accountant with over **38 years of experience**, including 22 years as **Partner at PwC India**. Led assurance and advisory services for major multinational clients and represented PwC on its Global Industrial Products Committee. Brings deep expertise in audit, risk management, governance, and regulatory compliance. Holds a bachelor's degree in Commerce(Hons.) and is a **fellow member of the ICAI**.

Our Board of Directors

Ajit Joshi

Independent Director

A global business leader with **37+ years** of experience across industries including technology, healthcare, and renewables. Has led multiple M&A deals, launched Sequoia- and Intel-funded startups, and built ventures across **India, the Middle East, and Southeast Asia**. Currently advises global companies and a **Canadian VC fund.** Holds an MBA from Symbiosis Institute of Business Management, Pune.

Padma Deosthali

Independent Director

A social scientist with over **23 years** of experience in public health and gender equity, having led CEHAT for 11 years and collaborated with **UNFPA, UNDP, and WHO**. Her work spans gender-based violence, health policy, and human rights. Currently serves as **Program Director for Sexual and Reproductive Health at CREA**. Dr. Padma holds a Master's degree in Social Work (MSW) and a PhD from the Tata Institute of Social Sciences.

Lakshmi Naga Potluri

Independent Director

A seasoned business leader with extensive experience across entrepreneurship, venture capital, and global business development. She currently serves as **Chief Revenue Officer at Tira Beauty**. She has previously led Asia Business Development at B Capital Group and was CEO of DCF Ventures, driving innovation and strategic partnerships. She holds an **MBA in Finance from Columbia Business School**, along with an MS in Computer Science.

Dr. Ashim A. Desai

Independent Director

A distinguished **ENT surgeon and healthcare entrepreneur** with over three decades of experience in Otorhinolaryngology. He serves as Chief ENT Surgeon at ABR Desai ENT Hospital, Mumbai. He is an award-winning contributor to Endoscopic Sinus Surgery and co-author of New Horizon in Endoscopic Surgery. He is the **Founder of Evexia Lifesciences and Lozet Pharma**, with expertise spanning healthcare innovation and product development.

Our Leadership Team

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
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

Our Leadership Team

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
Prakash Tejwani CEO & Executive Director at Aurum Analytica, Non Executive Director at PropTiger	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 ground-breaking 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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