



— 4TH INVESTOR PRESENTATION FY 2023 —

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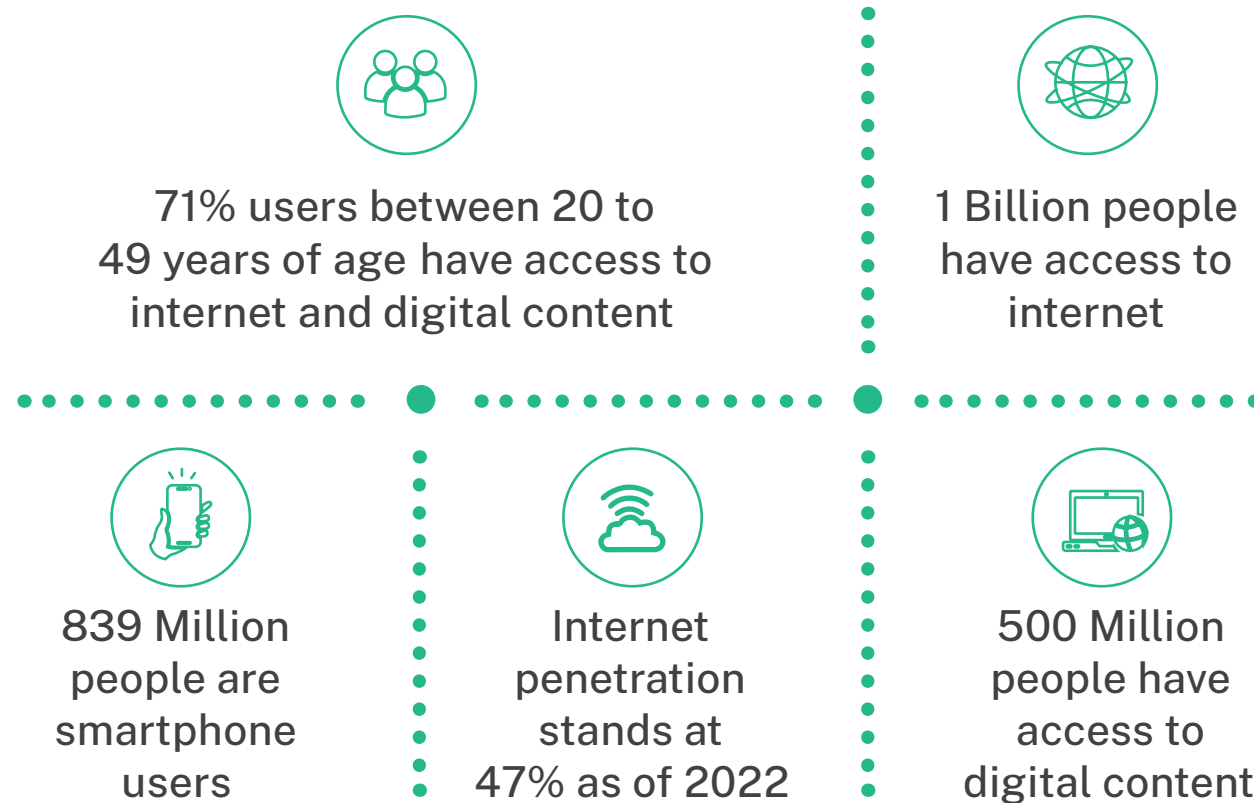
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INTERNET & DIGITAL CONSUMPTION TRENDS IN INDIA



As the millennial generation grows in number, purchasing patterns are changing significantly and the adoption of new technologies is speeding up.

TRENDS IN REAL ESTATE AND PropTech

Indian Real Estate



Indian PropTech



The Indian Real Estate sector is expected to reach

..... **\$1 Trillion**

in market size by 2030

Source: <https://www.ibef.org/industry/real-estate-india>



The Indian PropTech sector is expected to reach

..... **\$100 Billion**

in market size by 2030

AURUM PropTech : UNIQUE PROPOSITION



LISTED PropTech CO.
Publicly listed on
NSE and BSE



700+ TEAM MEMBERS
Across 15+ cities



INR 500+ CRORES
Investment committed in
PropTech



SaaS + RaaS
Confluence of technology
and domain

CURATING PRODUCTS FOR THE REAL ESTATE VALUE CHAIN



INVEST & FINANCE

ANALYSE

INVEST

ACQUIRE

SELL

DEVELOP

DESIGN

RESEARCH

SHORTLIST

PURCHASE

RESALE

RENT

USE



ENTERPRISE EFFICIENCY



CONNECTED LIVING

CUSTOMER EXPERIENCE

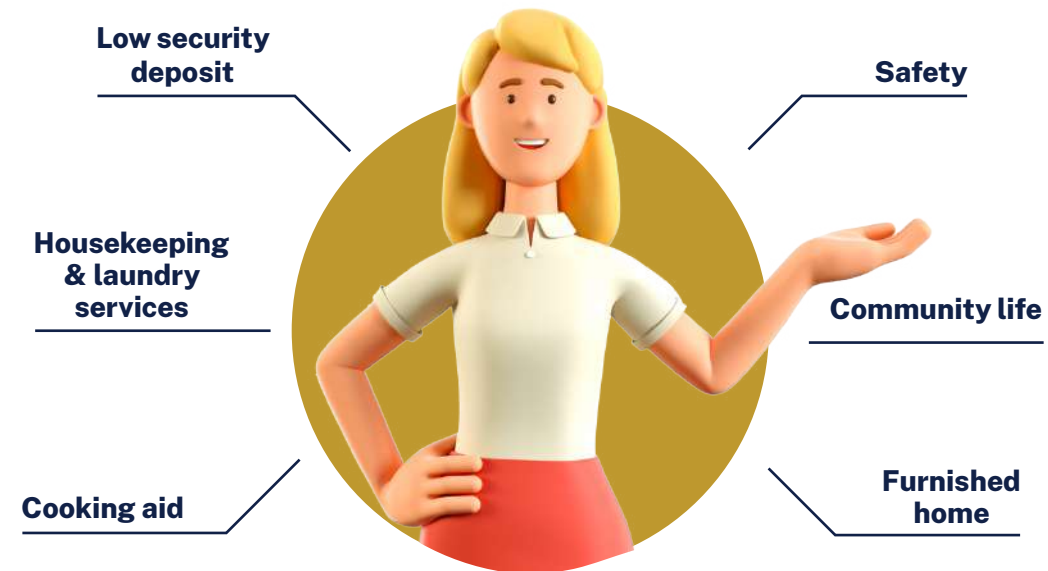
Our building blocks that will build your future

Our product portfolio



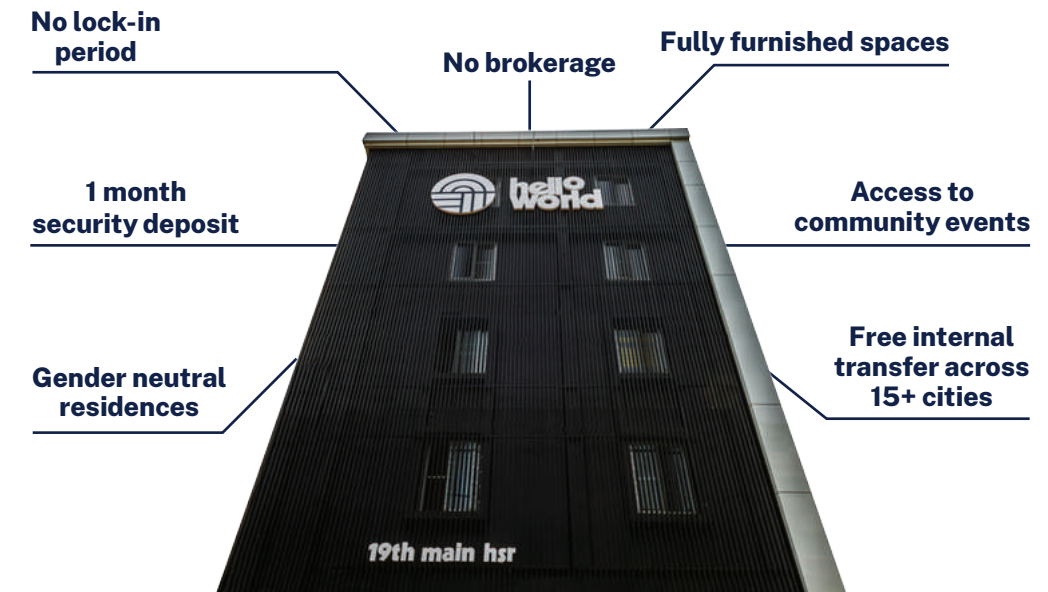
PROBLEM

Shobhit Dev from Hyderabad is a student and is shifting to Bengaluru for higher studies.



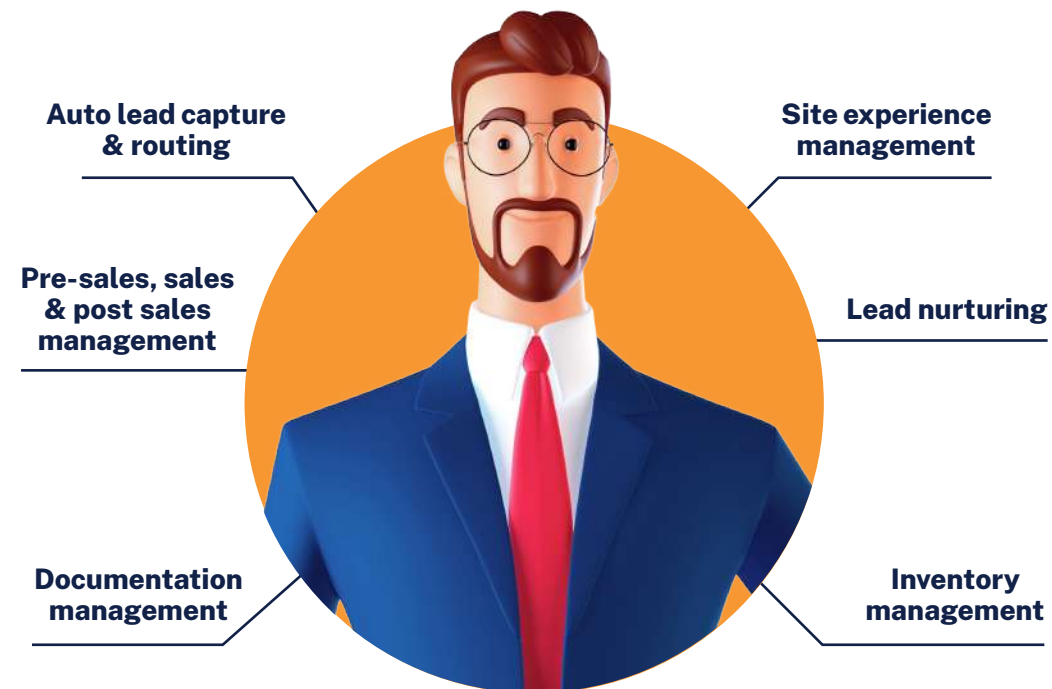
SOLUTION

India's leading property management service and coliving spaces.



PROBLEM

Harikrishna Nair from Chennai is a Real Estate developer who has 6 ongoing projects and wants to track marketing efficacy, sales and post sales for his projects.



SOLUTION

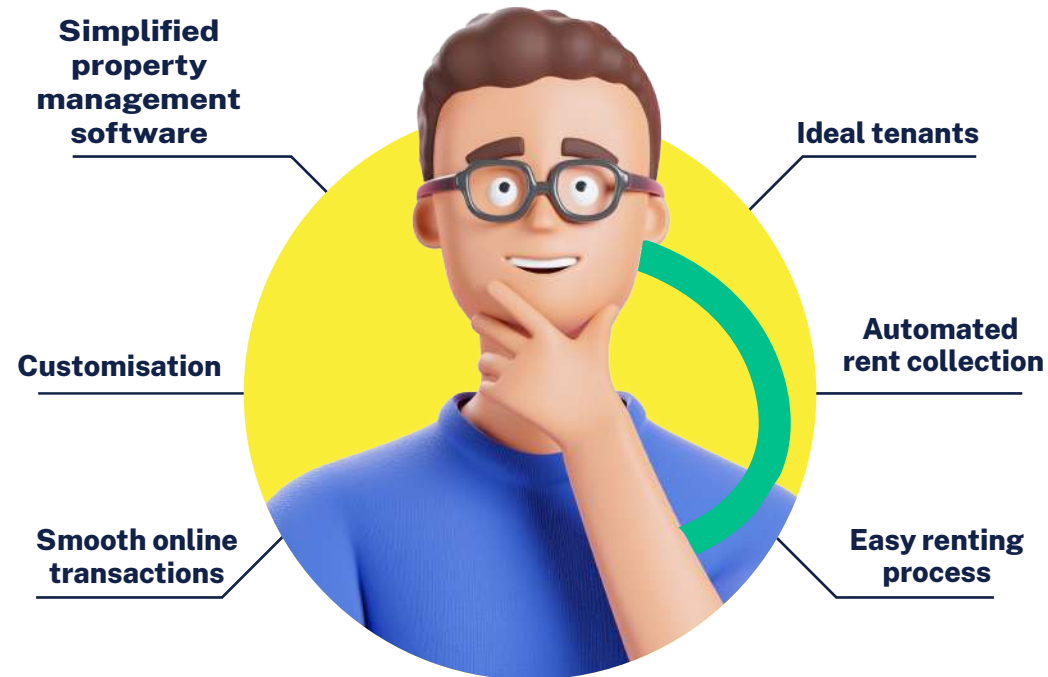
India's only end-to-end Real Estate CRM.





PROBLEM

Anil Shah from Bengaluru is a property manager who wants to manage and grow his rental portfolio while delivering an amazing tenant experience.



SOLUTION

One software for automating, managing and growing all the rental properties.





PROBLEM

Sunil Sharma from Pune is a long-term, value-oriented investor looking to diversify his portfolio with Real Estate financial products.

Real assets
allocation

Access to
institutional-grade
assets

Lower
correlation to
public markets

Highly
predictable growth
opportunities

Experienced
managers and
seasoned
investment team



SOLUTION

AIFs registered with SEBI provide better regulated investment opportunities and transparent reporting.

Highly vetted and
managed portfolios

Active risk
management

Multistep
investment process
with disciplined
deal structuring

Technology-led
investing

Transparent
and real-time
reporting



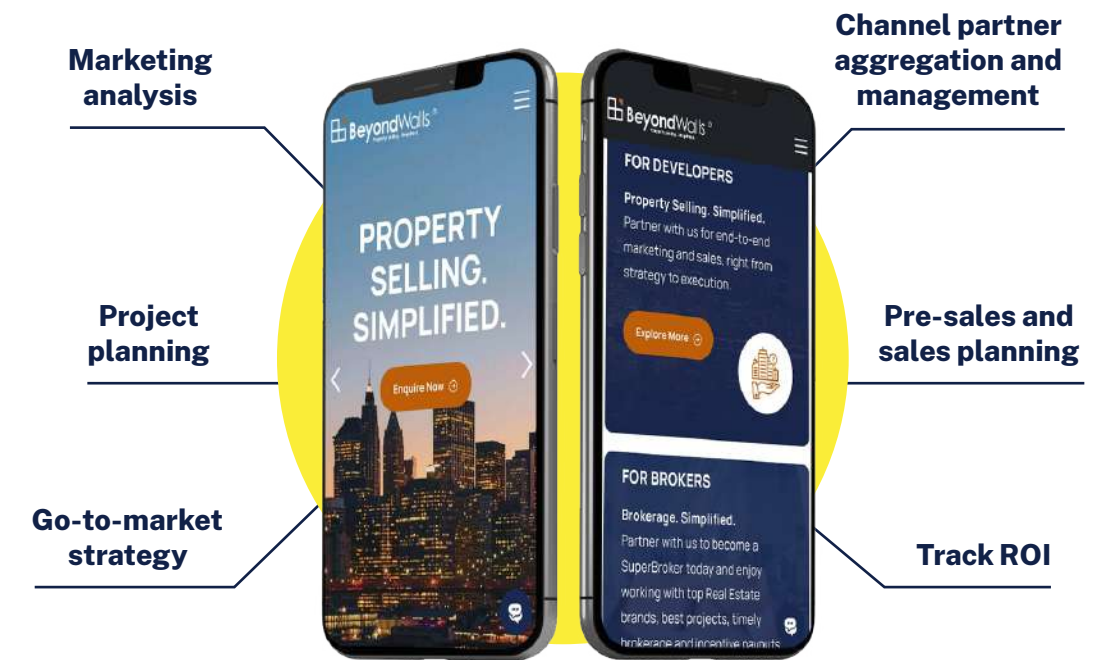
PROBLEM

Yash Dutta from Mumbai is a Real Estate developer who requires help in creating the project's plan, layout and go-to-market strategy to achieve high sales velocity.



SOLUTION

End-to-end Real Estate marketing and sales experts.



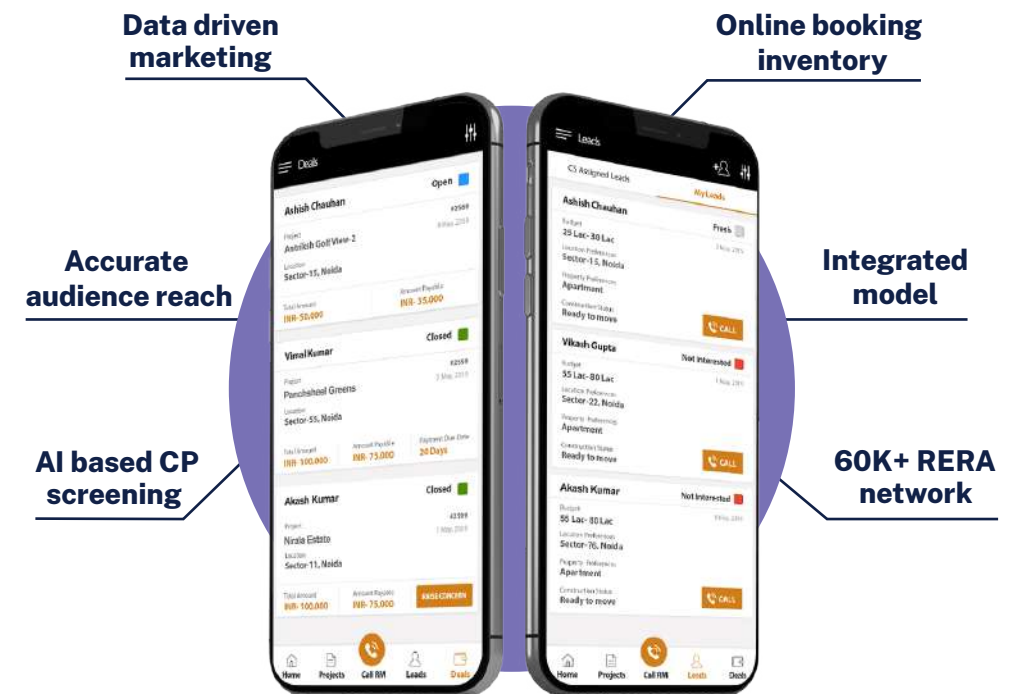
PROBLEM

Sushant Birla from Delhi is a Real Estate developer who aims to increase his revenue and achieve better business margins.



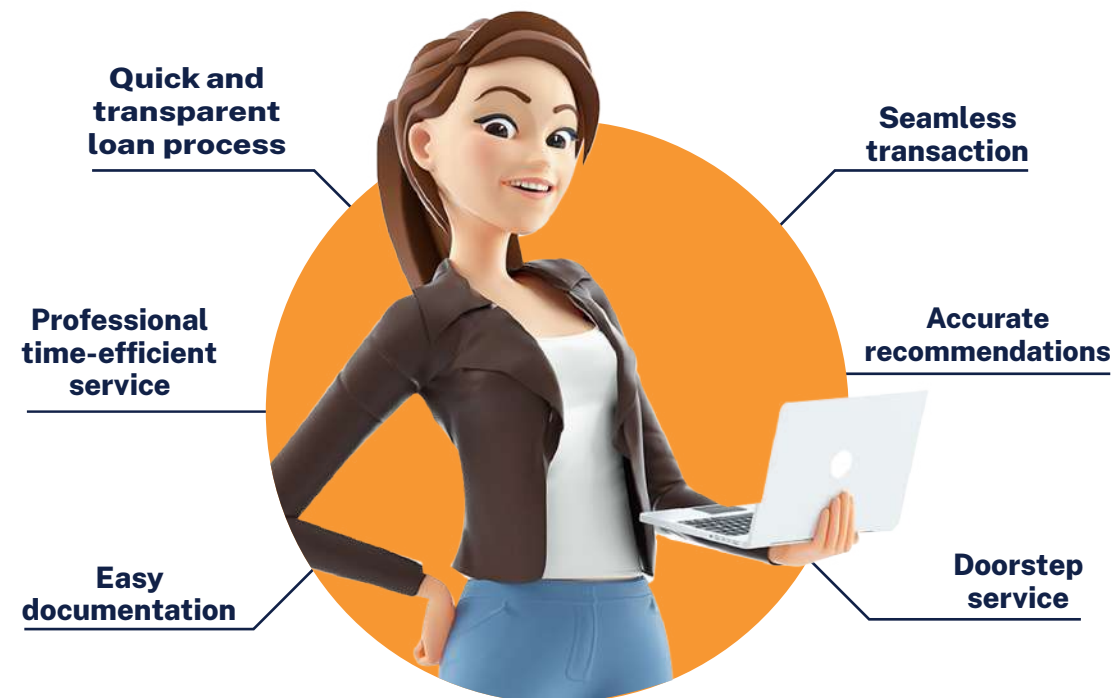
SOLUTION

A unified Real Estate platform to accelerate sales with unparalleled data and insights.



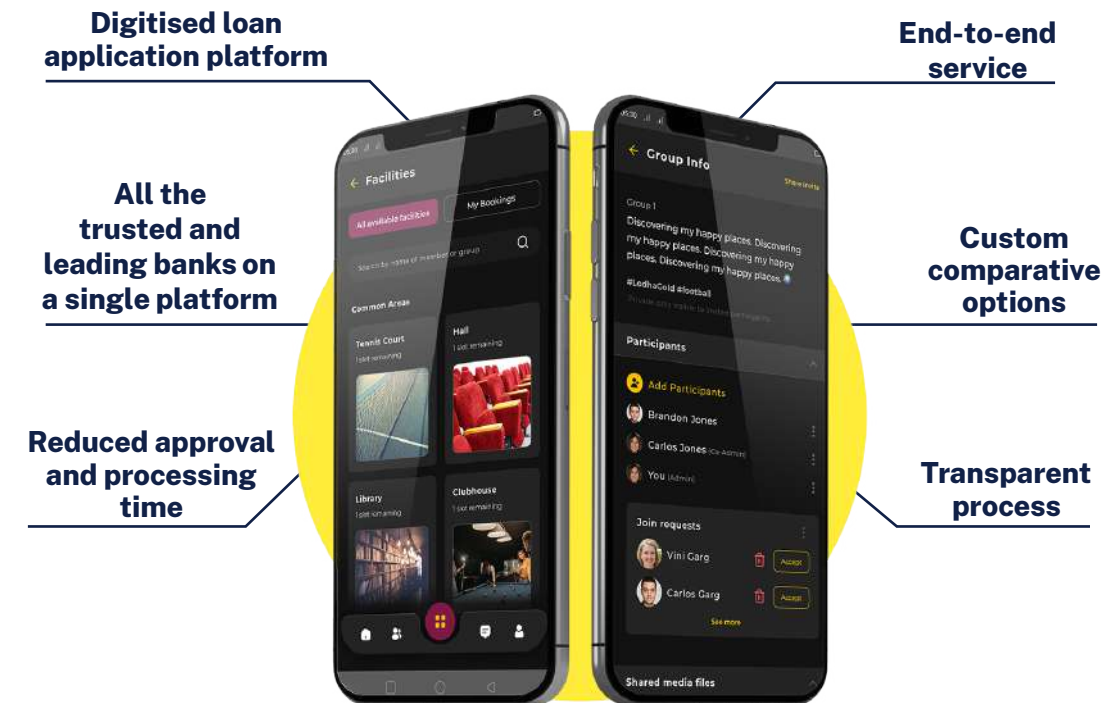
PROBLEM

Prapti Singh from Punjab is a manager who needs additional funds to purchase her dream home.



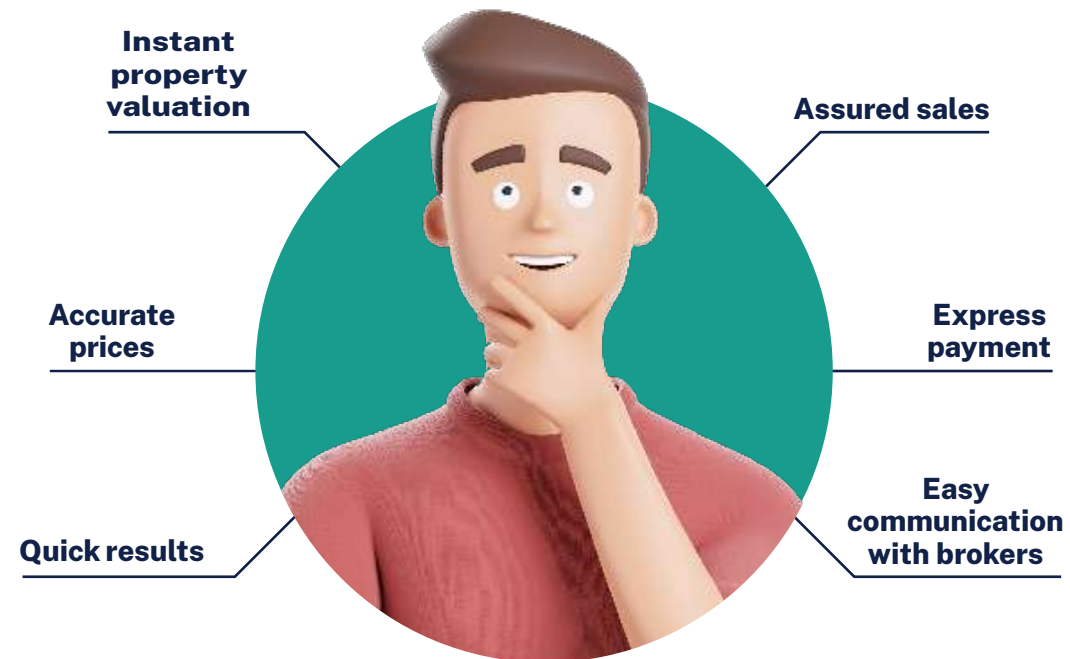
SOLUTION

AI and ML enabled new-age tech platform to streamline the home loan process.



PROBLEM

Ashwin Pandey from Mumbai is a banker who wants to sell his home quickly as he is moving to America shortly.



SOLUTION

A revolutionary tech platform that helps you sell your home quickly, easily and more securely.



Aurum PropTech Ecosystem Snapshot



340,000+
Engaged Customers



10+
Products



7,500+
Channel Partners



15+
Cities



2,000+
Apartments Booked



600+
Active SaaS Customers



600+
Real Estate
Developer Relations



1,600+ Crores
Value Of Apartments
Registered & Invoiced



4,600+
Active RaaS Customers

FINANCIAL HIGHLIGHTS

Consolidated Segment Revenue	Year Ended <small>(INR Crores)</small>		
	Mar 31, 2023	Mar 31, 2022	Y-o-Y Growth
Software as a Service (SaaS)	21.52	7.78	177%
Real Estate as a Service (RaaS)	105.35	8.01	1215%
Total Revenue	126.87	15.79	703%

FINANCIAL HIGHLIGHTS

Consolidated Segment Revenue	Year Ended <small>(INR Crores)</small>		
	Mar 31, 2023	Mar 31, 2022	Y-o-Y Growth
Revenue from Operations	126.87	15.79	703%
Total Income	139.05	21.01	562%

- Revenue from Operations grew exponentially by **8x** Y-o-Y
- Expense to Total Income Ratio steadily improved from **1.6** (Q1) to **1.2** (Q4) during the year



Ensuring best GRC practices, each focus area is monitored by a member from the leadership team.

The Board reviews and measures these focus areas periodically.

Thank you

For further information, contact:

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