



3RD INVESTOR PRESENTATION – JANUARY 2023

Unlock a wave of opportunities with Aurum PropTech Limited

Revolutionizing Real Estate with transparency, trust, and digital transformation

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INDIA REAL ESTATE

2030 PROJECTIONS



3rd

Largest
economy
globally

India Urbanization-2030

40% < living in cities

75% < of national income

Household savings > 77%

Household wealth > 94%

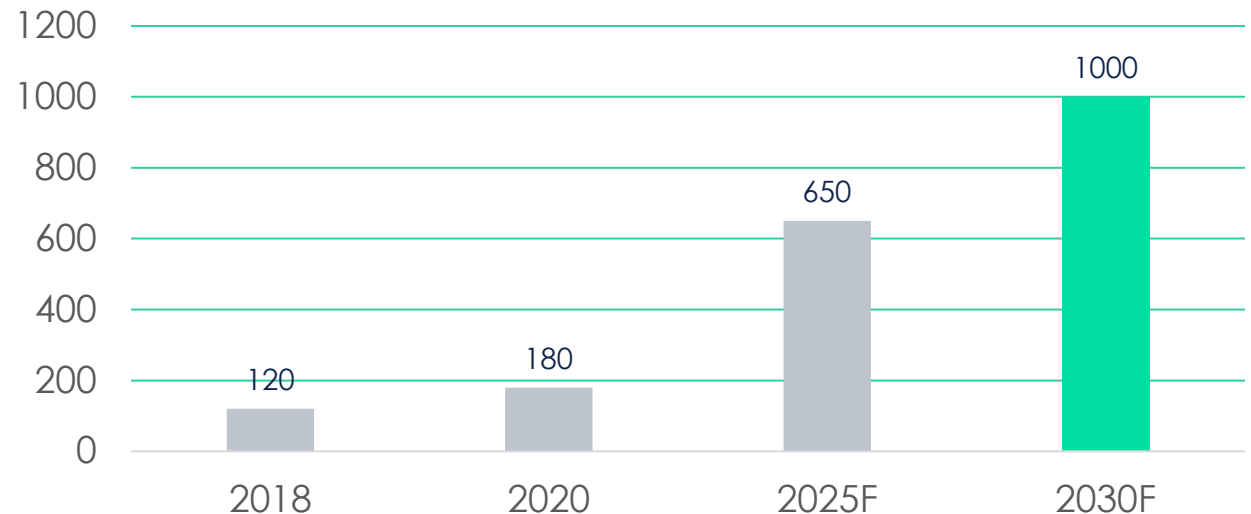
Lending against RE > 60%

\$1

Trillion
Real Estate
Market Size

Second Largest Employer
in India

13% Contribution to GDP



PROPTECH TAILWINDS

Global PropTech

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

Real Estate investments
during 2019-20

> \$11 Bn

PropTech investments
between 2018-20

> \$1.5 Bn

PropTech investments
growth between 2009-20

**> 57%
CAGR**

2nd

Largest internet
userbase globally

71%

Internet users
between 20 to
49 years of age

India Digital - 2030

1 Billion

People with access to internet

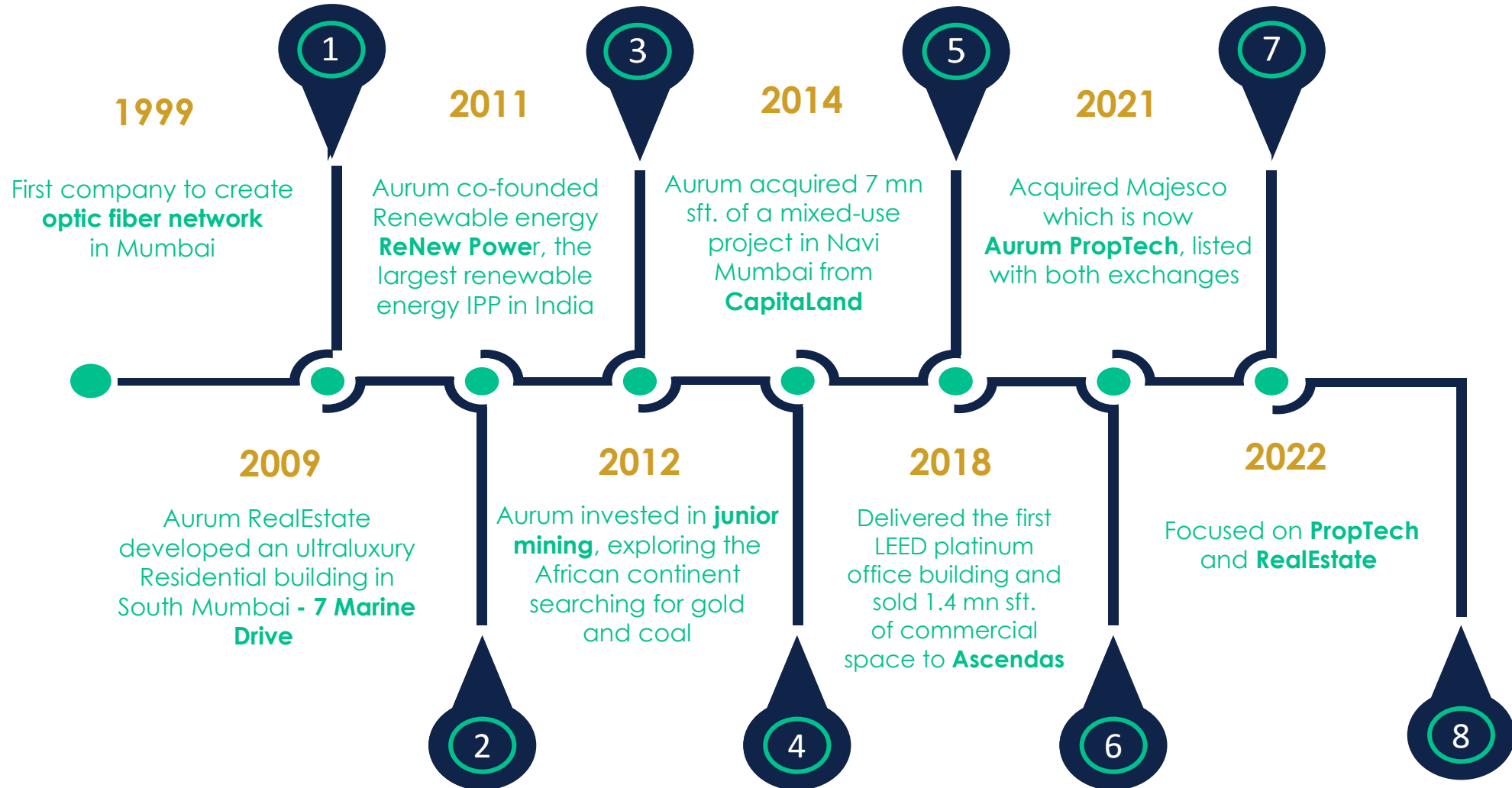
839 million smartphone users

500 million access to digital content

ABOUT AURUM



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



PROPTECH FOCUS AREAS



Invest and Finance

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

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



Customer Experience



Enterprise Efficiency

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

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



Connected Living

END-TO-END SOLUTIONS

Our ecosystem is aimed at

Enabling data driven
investments

Increasing
business efficiency

Enhancing
consumer experience

Enabling curated connected
lifestyles around real estate

Invest
& Finance



Enterprise
Efficiency



Customer
Experience

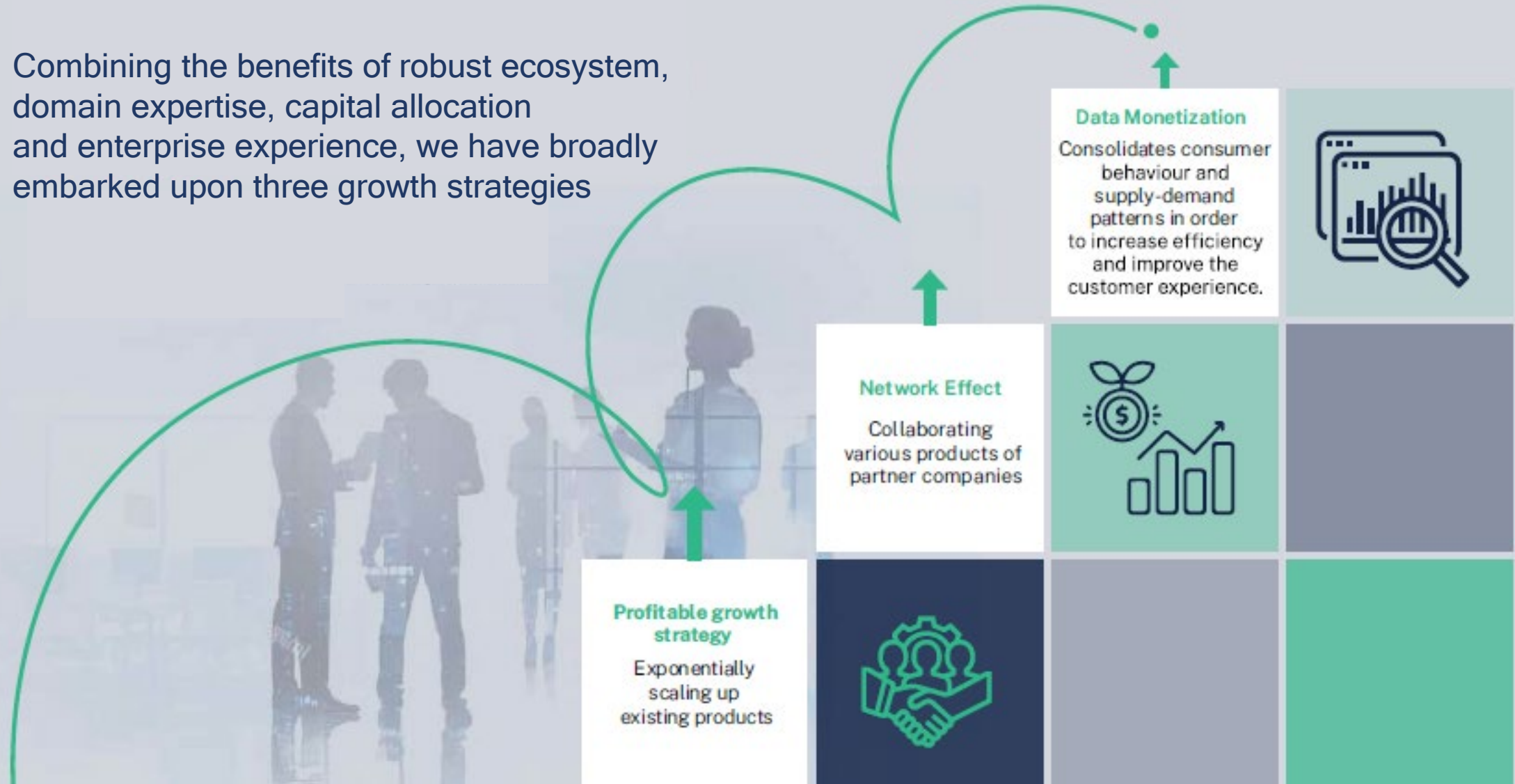


Connected
Living







FACTORS INFLUENCING THE SUCCESS OF AURUM PROPTech

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



INVESTMENTS

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

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

*in Equity and debt

PRODUCT- AURUM KUBERx

Loan Recommendation Engine

AURUM PropTech



AI Enabled Loan Recommendation Platform



98%

Accurate Loan
Recommended



₹100+ CRs

Loan Approvals



2 mins

Turn Around Time to
know your loan
eligibility



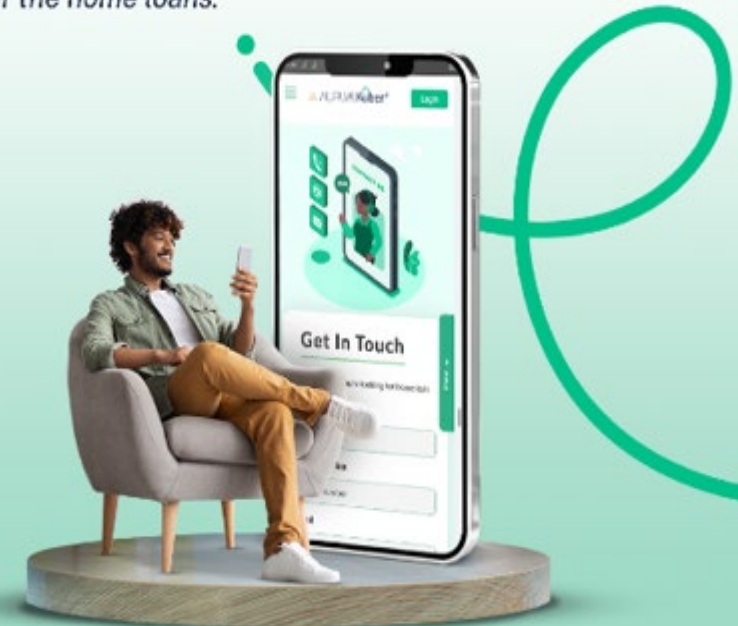
20+

Banking Partners

AURUM Kuber^x

A SINGLE PLATFORM

for end-to-end digital processing
of the home loans.



PRODUCT- AURUM instaHome

Automated Valuation Model



Instant Home Valuation



200+

Localities



91%

Accuracy



165+

Total Valuations
done by AVM



₹ 5.36 Cr

GTV of total sale



PRODUCTS

AURUM PropTech



Fractional ownership platform



Transaction platform

AURUM infinity



AURUM Liv



PRODUCT- AURUM ANALYTICA



AURUM PropTech

Data Analytics



Lead Generation Platform

AURUM Analytica



14+

Cities



22+

Developers signed



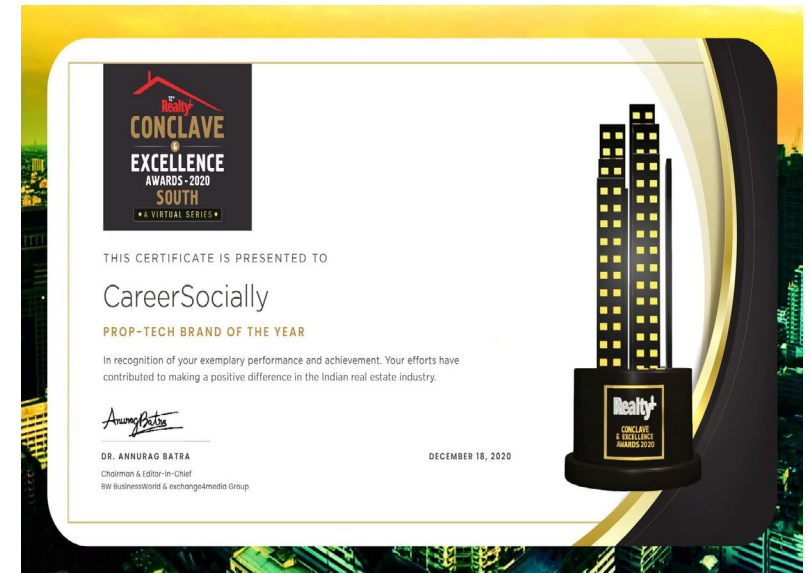
32,194+

Leads sold



55+

Projects signed



PRODUCT- SELL.DO

Real Estate CRM

Revenue Model- SaaS



Software Subscription



2.13 Cr

Customer Leads
Managed



₹ 100+ CRs

Worth inventory managed
on the platform



6,600+

Licenses



800+

Developer Relations
across India



903 Million

Customer Reach
in 12 years



13+ Years

Experience in
India PropTech



Awards



PRODUCT- BEYONDWALLS

Broker Aggregation Platform

Revenue Model- RaaS



Success fee per transaction via platform



₹ 1,960 CRs

Worth of Inventory
from March 2022



60+

Projects Managed in 2021-22



2750

Units sold since
launch



5600

Channel Partners
aggregated



350

Monthly run-rate
of sale on platform



3 Cities

Present in Pune,
Mumbai & Bengaluru



PRODUCT- HELLOWORLD

Student Living and Co Living
Revenue Model - RaaS

AURUM PropTech



Subscription

Monthly subscription for space



An AURUM Alliance



15+

Cities across India



120+

Corporate Tie-up's



120+

Micro-market
presence



77.6%

Occupancy of rooms



+38

NPS Score



44,000+

Monthly Unique Leads



THE AURUM EFFECT

Pre-Acquisition



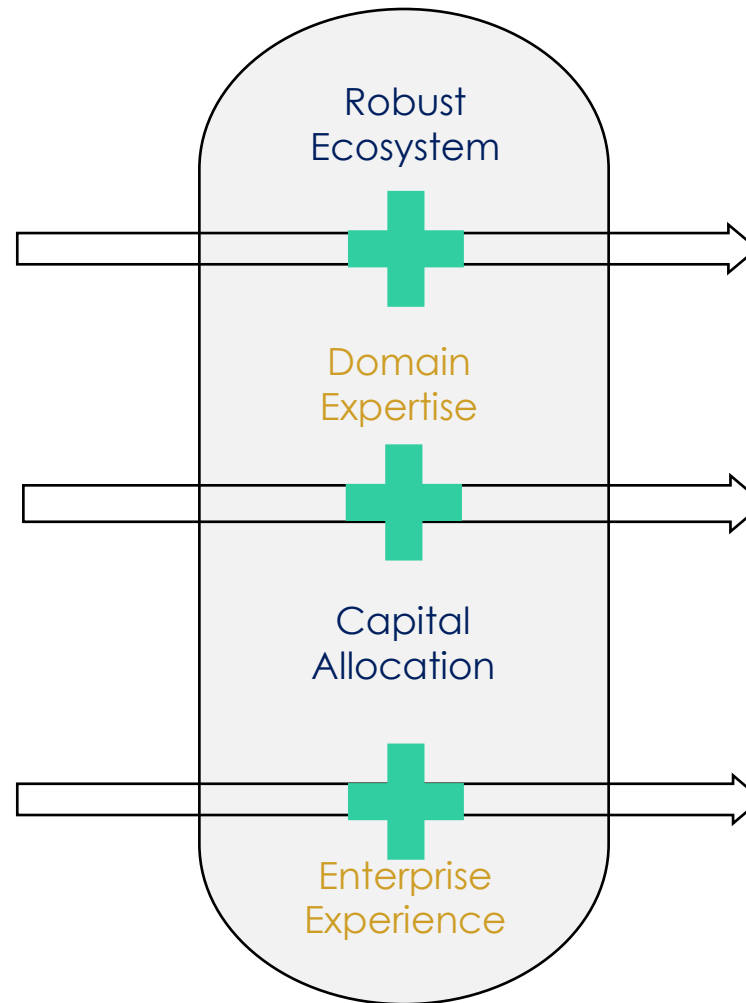
Pure B2B SaaS
and Digital Marketing



Real Estate Alternatives



1 Product B2B SaaS
India + Middle East



Post-Acquisition



B2B SaaS + B2B RaaS +
B2B2B SaaS + B2C RaaS



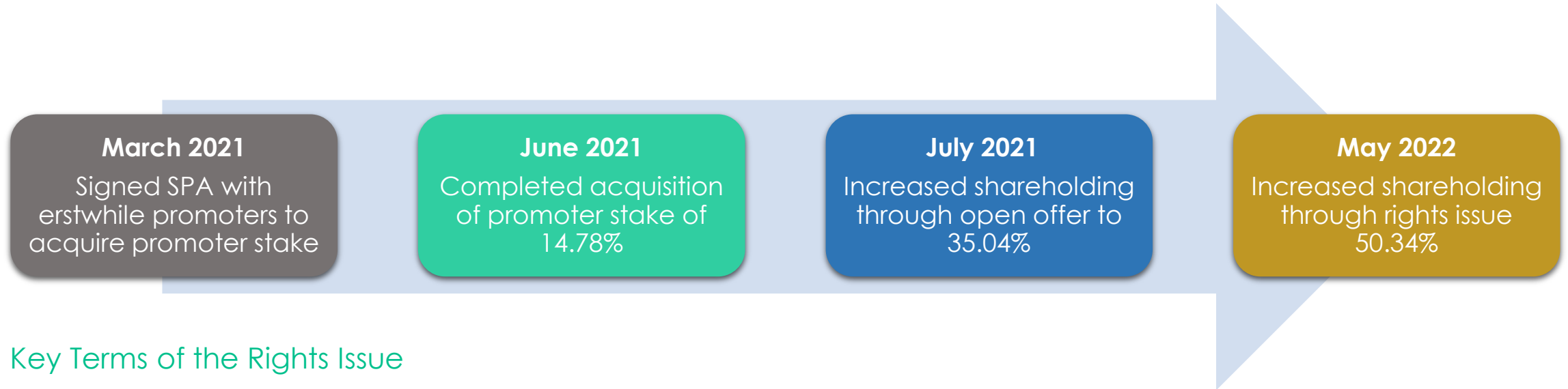
INR 1000 crore
Real Estate Asset Management
Category II AIF + PMS + Private REIT



4 Product B2B SaaS
India + Middle East + USA

CAPITAL STRUCTURE

INCREASE IN PROMOTER HOLDING



Key Terms of the Rights Issue

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

Subscription Status

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

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

OPERATIONAL HIGHLIGHTS

3Q FY23

(In ₹ crores)	Quarter ended		% Change
	Dec 31, 2022	Sept 30, 2022	
Revenue from Operations	38.56	28.30	36.3
Total Income	41.15	30.84	33.4
EBITDA	1.95	(3.42)	-

Consolidated revenue from operations for the quarter has increased by 5 times as compared to the last year.

Operations in 15 cities, Team of 640+ working in tech development, operations, data science and innovation.

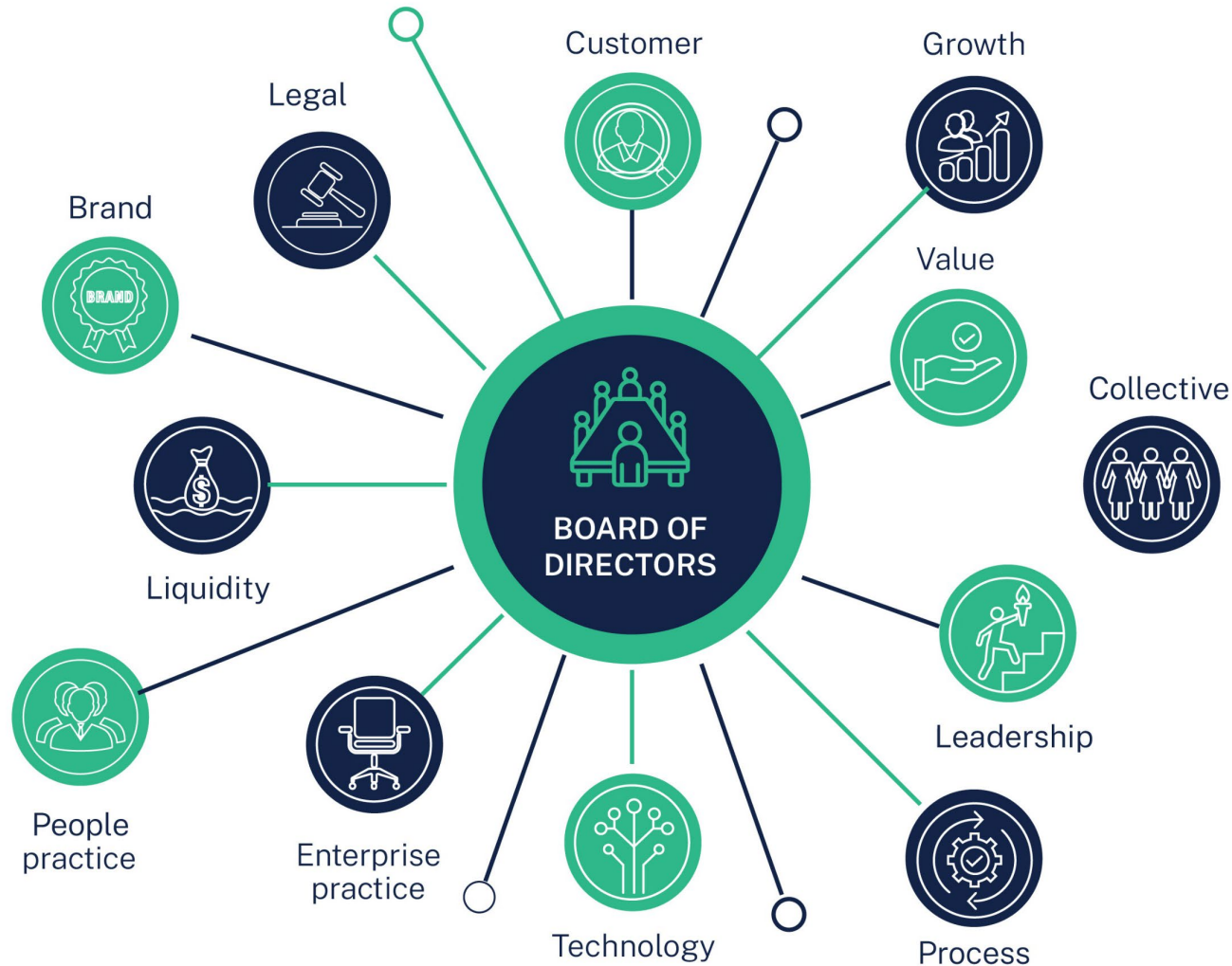
FINANCIAL PERFORMANCE



(INR Crores)

Consolidated Segment Revenue	Quarter ended		% Change
	Dec 31, 2022	Dec 31, 2021	
Software as a Service (SaaS)	5.59	3.69	51.6
Real Estate as a Service (RaaS)	32.97	3.84	758.6
Total	38.56	7.53	412.1

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



The Board monitors, reviews and measures these focused areas.

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



THANK YOU



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