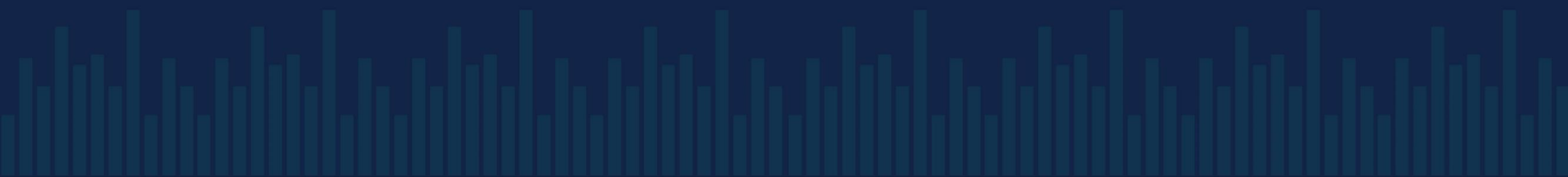




INVESTOR PRESENTATION

Q2 & H1 FY2024



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Emergence of PropTech in Real Estate in India



>75%

Buyers use digital channels to search homes



50%

Homebuyers use virtual tours before buying a property



70%

Share of sales & marketing budget spent on digital strategies



44%

Real estate agents use automated tools for lead generation & customer relationship management



90%

Land records have been digitized in India under Digital India Land Records Modernisation Programme

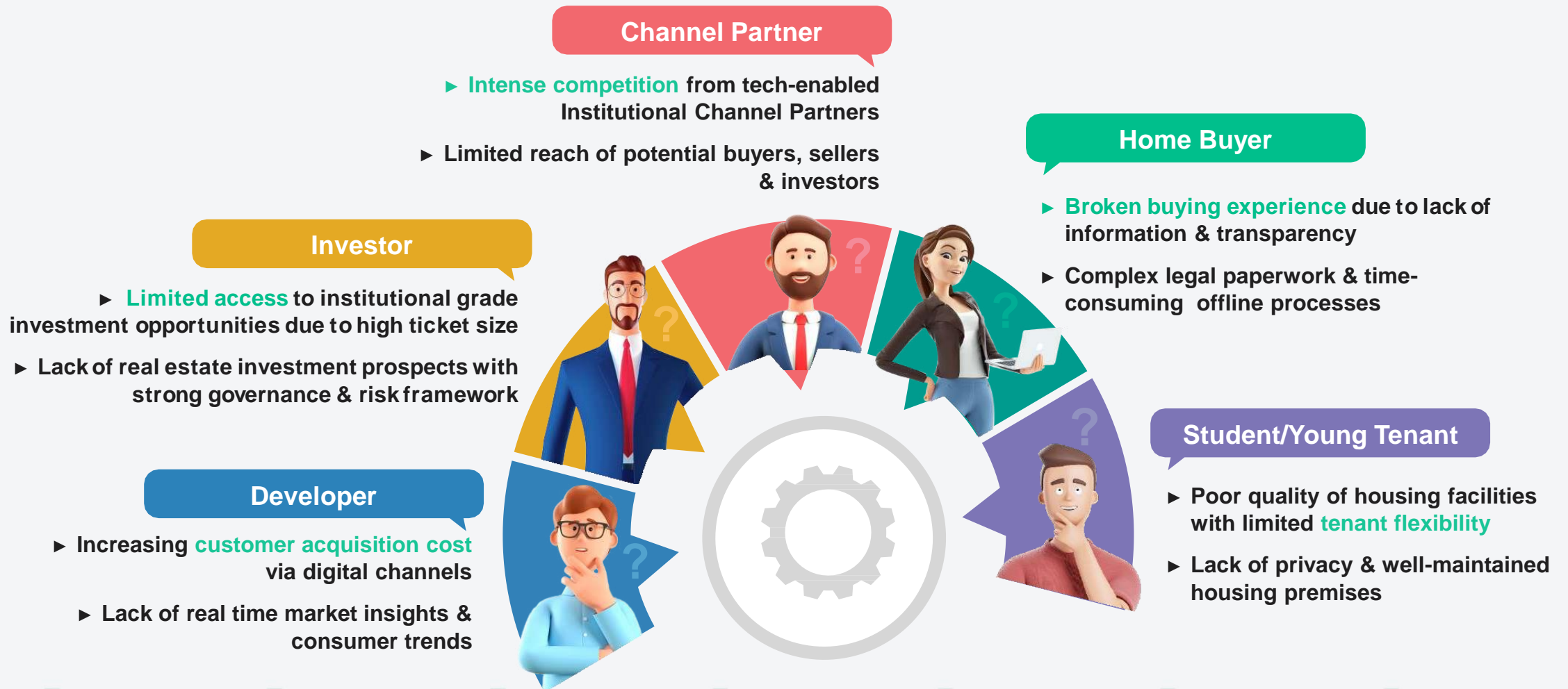


87%

Adoption of FinTech in India; the highest across the globe, against the average of 64%

As technology gets democratized across the real estate value chains, PropTech is bringing about a revolution in the Real Estate sector in India.

Technology can solve many prevalent problems in the Real Estate sector



Indian Real Estate



Indian PropTech



The Indian Real Estate sector is expected to reach

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

in market size by 2030

from \$500 Bn* in 2023

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



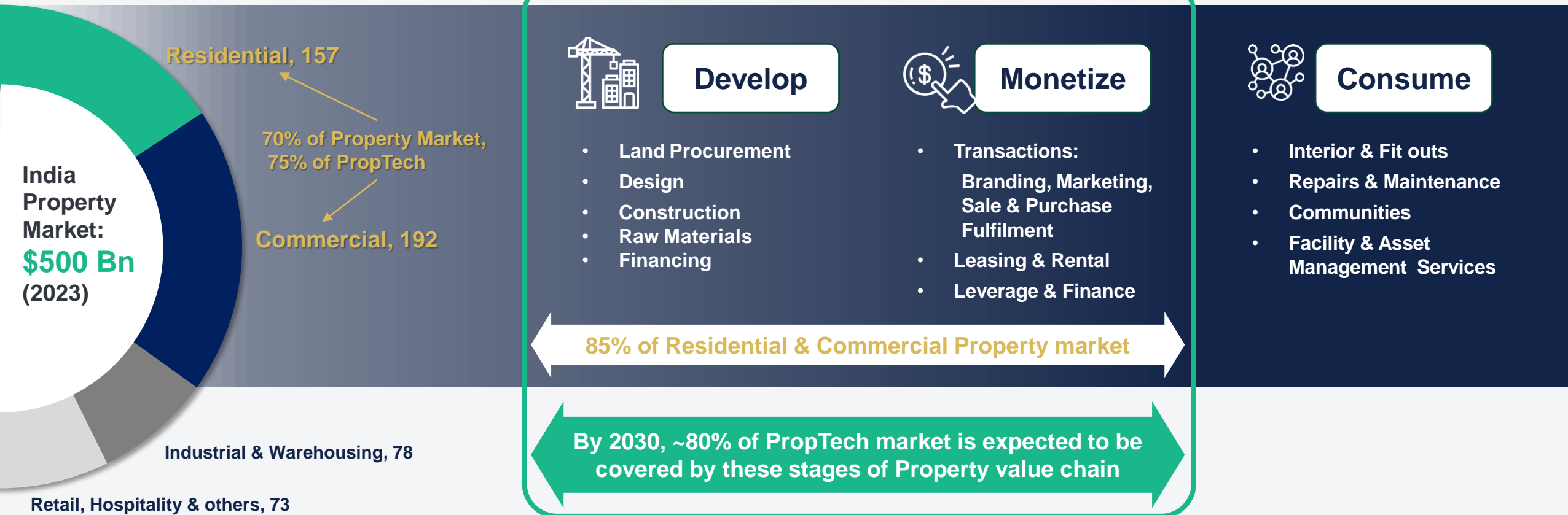
The Indian PropTech sector is expected to reach

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

in market size by 2030

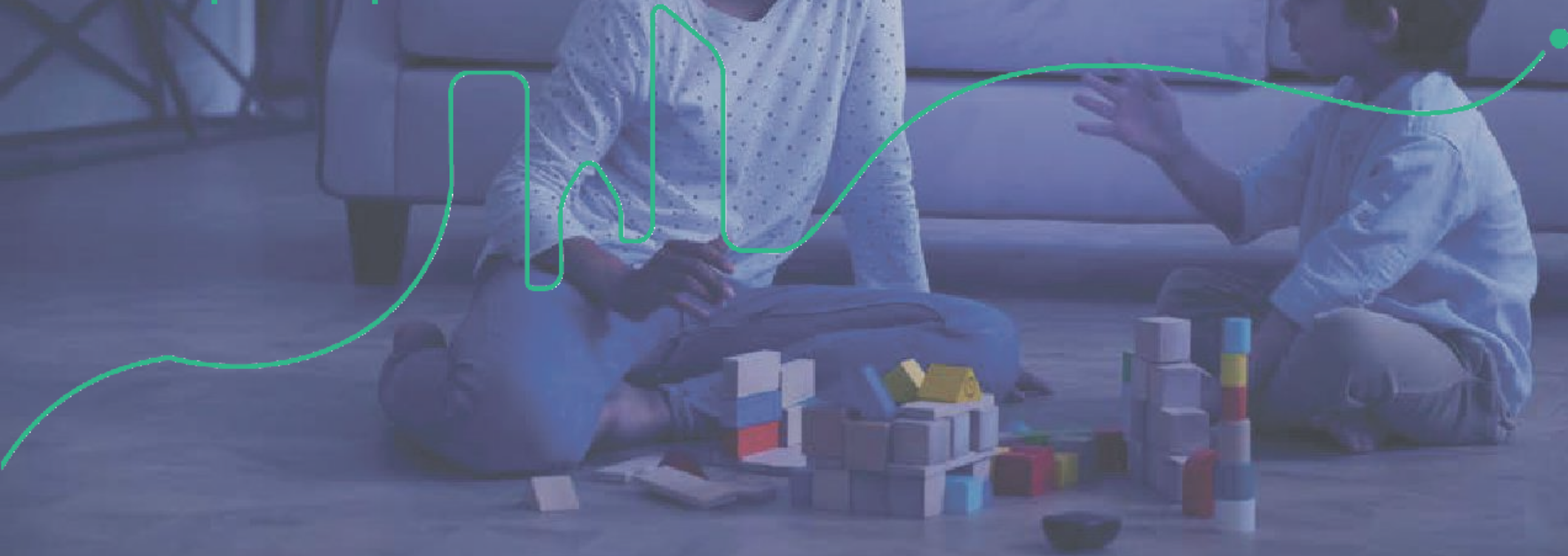
from \$10 Bn* in 2023

Segmenting the Real Estate Value Chain



Our building **blocks that will** build your future

Our product portfolio



Aurum PropTech's Capabilities across the Value Chain



Develop



Monetize



Consume

Technology



Services













Capital



Aurum PropTech Portfolio

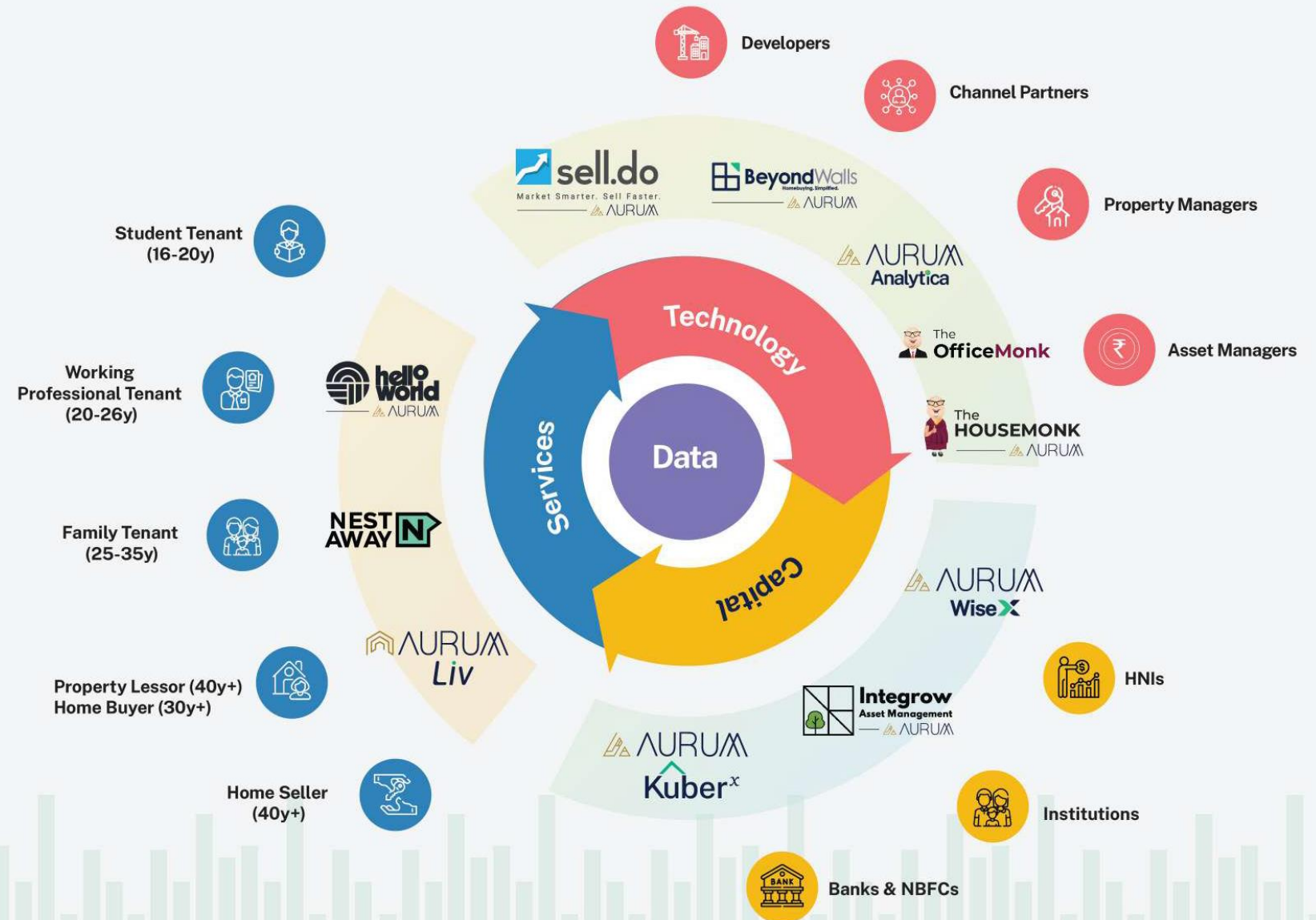
Inspired by the enormous potential, Aurum PropTech, is nurturing a portfolio of exciting businesses that will lead the PropTech revolution in India.

Technology		India's largest Real Estate CRM for developers & channel partners
		Leading Residential rental platform and PropTech brand in India
		Data science driven solution that accelerates performance marketing & channel sales
		Digital transaction platform for primary residential properties
		B2B SaaS product for rental properties and tenant community management
Services		B2B SaaS product for commercial property management
		One of the largest co-living operators in India
		Leading Residential rental platform and PropTech brand in India
		Automated Valuation Model(AVM) powered transaction platform
Capital		Tech-driven Real Estate Asset Management Company
		A Neo-realty investment platform
		Digital lending platform powered by AI driven recommendation engine

Aurum PropTech

Ecosystem

Leveraging the collaborative synergy within our ecosystem, our businesses accelerate their market presence with increased efficiency.



Aurum PropTech Ecosystem: Operating Model



Growth Capital

Strategic Oversight

Governance & Risk

Branding

Shared Services

Finance &
Accounting

Legal &
Compliance

HR: Policies

Aurum Ecosystem Collaboration

Customer & Product
Learning & Development

Data as a Strategy
Talent Recognition

Customer & GTM

Product

Technology &
Engineering

Business
Operations

HR: Culture &
Processes



Collective Power of The Ecosystem

being harnessed through our
Data Strategy...



RaaS

17
Cities

16,000+
Active Customers

SaaS

50+
Cities

520+
Active Customers



13+
Products



850+
Team Members



600+

Real Estate Developer
Relations



7,500+

Channel Partners



60,000+

Active Home Buyers
during the Quarter



27,000+

Rental Units
Capacity



5,500+

Apartments Booked till
date



3,400+ Crore

Value Of Apartments
Registered & Invoiced

Our Data Strategy

Objectives of our DaaS Strategy:



Driving growth: Faster GTM, penetration & cross-selling opportunities



Customer Experience enhancement: Higher LTV due to retention and loyalty



Process efficiency: Insights centric decision making

Our DaaS platform has been laid on a strong foundation of:



Data science and analytics expertise



Infrastructure: Network, data storage and compute

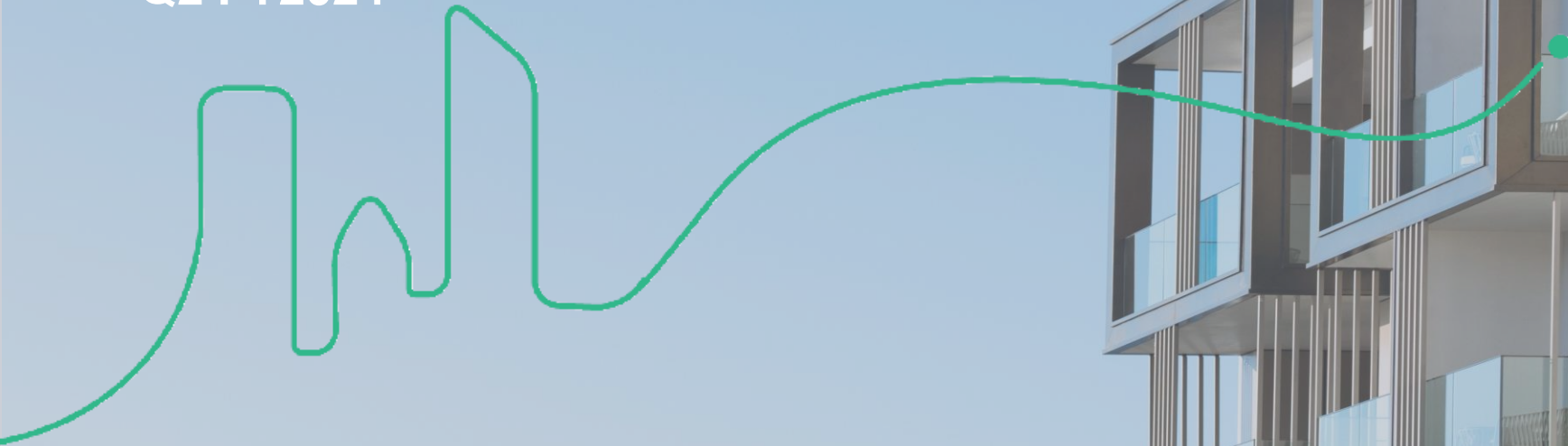


Compliance and governance around data: privacy, security, confidentiality

As part of Aurum's Data as a Service strategy, we have created a healthy combination of data science, strategy and structure to make datasets understandable and actionable across the ecosystem.

PropTech Sector Highlights

Q2 FY2024



Investments in Indian Real Estate Market

\$2.5 Bn. Capital flows in H1 CY23,
down 37% Y-o-Y

\$6-6.5 Bn. Outlook for investments
for 2023

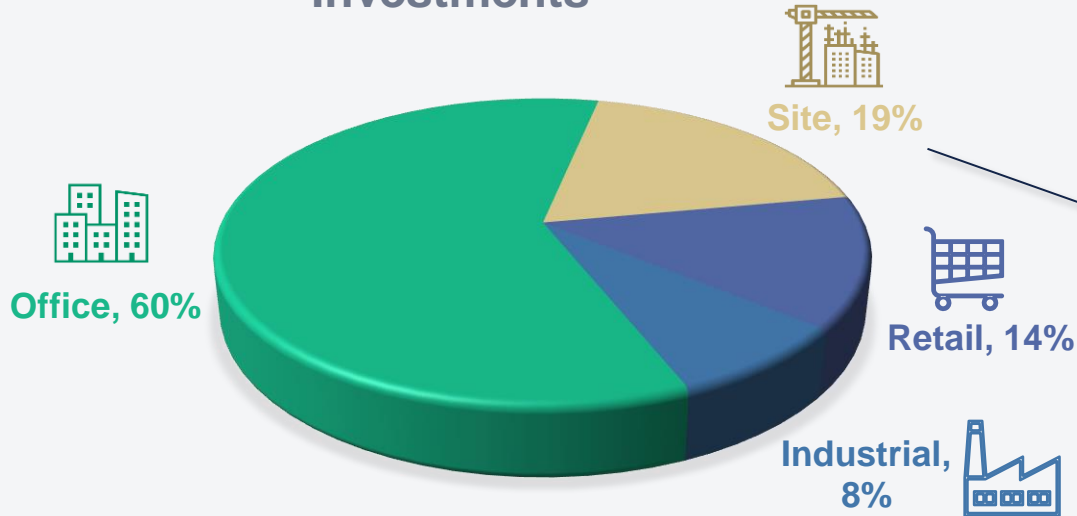
Source of investments

48% Domestic investors
(46% from developers)

52% Foreign investors
(76% from Singapore)

Institutional investors infused capital in **brownfield assets** while developers largely focused on acquiring land for greenfield assets.

Asset Wise Deployment Of Investments



City wise deployment:

50% in Mumbai, Delhi-NCR and Bengaluru

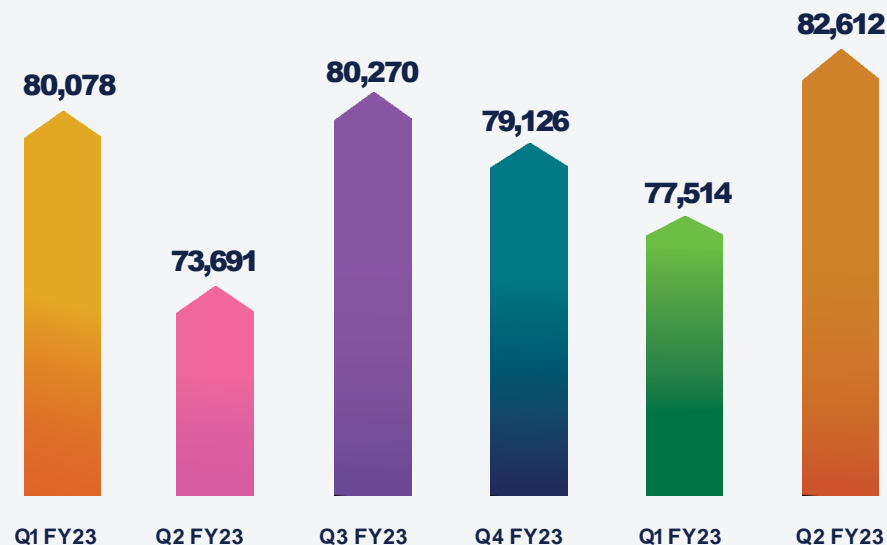
50% in other Metro cities

82% of the total capital inflows in site / land acquisitions were deployed for **residential developments**

Overall, a **steady outlook** for investments in Property sector is expected over next two years; implying a **stable platform for PropTech growth**.

Indian Residential Real Estate Market Trends

Residential Sales in Top 8 cities in India



Residential demand **12%** higher in YoY terms
and **7%** higher compared to the preceding quarter;
6-year high sales volume; High traction across all markets in YoY terms

11% Highest YoY price increase across cities – witnessed in Hyderabad.

4% QoQ drop in sales volume in Delhi-NCR

16% QoQ growth in sales volume in Pune

35% Share of total sales from > INR 1 Cr. ticket size units (compared to 28% last year)

Healthy growth in residential sales augur well for PropTech businesses that cater to lead generation, broker aggregation and transaction enablement.

Proptech Investments in India Surpassed the USD 4 Bn Mark in H1 2023

Shared economy platforms (co-living and co-working) and construction technology get maximum funding, according to a report by Housing.com.

Funding in Indian PropTech firms reaches \$719 million in CY2023

NAREDCO Maharashtra to set up PropTech fund with Rs 50 crore initial commitment

The country's first-ever, to be known as RealTech Fund (RTF).

Interior Design Startup Flipspaces Raises \$4 Mn Funding in its Pre-Series B funding round

Flipspaces will utilize the fresh capital to expand its operations on the West Coast of the US and strengthen its tech.

InfoEdge initiates forensic audit into 4B network due to suspected financial irregularities

Info Edge had pumped Rs 288 crore into 4B Networks, including Rs 276 crore as equity and Rs 12 crore in debt.

HotelYaari Bags INR 18 Cr To Offer Fractional Ownership Of Holiday Homes

The funding from this seed round to be used to scale up its platform and hire more personnel to cater to its growing demand.

IPO-bound D2C furniture brand Pepperfry raised \$23 Mn from its existing investors

The fresh capital infusion will help the startup cater to its over 10 Mn customer base while strengthening its omnichannel presence

Sleepwell parent Sheela Foam acquires 35% stake in Furlenco for Rs 300 Cr.

The deal will enable Sheela Foam to expand its online furniture catalogue through Furlenco's modern & youth-friendly selection.

PropTech ventures with sound and viable business models continued to attract investors for growth capital.

mint Premium | MONEY

Why young Indian professionals are making the shift to co-living

Jash Kriplani | 6 min read | 03 Sep 2023, 10:50 PM IST





“With steep rents cutting deep into their pay packets, younger professionals are left with no choice but to hunt for cheaper accommodation and co-living is emerging as a favourite. Co-living platforms allow tenants to book rooms instantly and without any hassles. There is no brokerage fee and the deposit is usually just one month worth of rent. Rents are in the range of ₹15,000-20,000 per person (see graphic).

Start-ups like Zolo, Stanza, HelloWorld, Nestaway, etc., offer shared accommodation across multiple properties— 2BHK, 3BHK and even 1BHK studio apartments.

Changing rental needs of the GenZ will lead to growth of co-living business across major metro cities.

Source: <https://www.livemint.com/money/personal-finance/the-rise-of-co-living-young-professionals-opt-for-shared-accommodation-in-bengaluru-11693761648271.html>

What are the costs and benefits of co-living?

			
PREET SINGHVI, 24	SWATI SISOUDIYA, 27	PRABHU PRADHAN, 25^	ROHAN TAKALKAR, 30
OCCUPATION: Finance professional	Research associate (real estate)	AI researcher	Fintech professional
HOME CITY: Surat	Gurugram	Lucknow	Pune
CO-LIVING IN: Mumbai	Bengaluru	Bengaluru	Bengaluru
ROOM TYPE: Pods	Single room (double occupancy)	Studio flat (with live-in partner)	2BHK (2 persons/room)
MONTHLY RENT/DEPOSIT ₹10,000*/Nil	₹17,500/₹17,500	₹22,000/₹22,000	₹16,000/₹16,000
Booked pod for two nights—Tuesdays and Wednesdays. Travelled back to Surat on Thursday night. Worked from home on Fridays and Mondays.	Was looking for regular all-girls PG (paying guest) initially. But these properties lacked the amenities that I was looking for.	Wasn't able to find regular rental options for me and my live-in partner. So, opted for a co-living facility, where there were no such restrictions.	There is a lot of opportunity to network and socialize in co-living spaces. This especially helps when you are away from home.

*Paid for two nights in a week in a pod-concept co-living and worked from home on other days, each pod comes with a power point for laptop, ^costs and room details are for co-living, renting 2BHK since March 2023 after landlord allowed live-in partner, wifi, furniture, maintenance included in co-living rents

Average co-living costs per person/month		Average rental costs of 2BHK (1,000 sq. ft.) in popular locations	
	(in ₹)		(in ₹)
Bengaluru	18,500	Bengaluru	27,950
Delhi NCR	20,000	Delhi NCR	24,667
Pune	15,500	Pune	20,250
Mumbai	19,700	Mumbai	49,500

Source: Colliers, Anarock Research (average of average rents in popular markets)

Popular co-living platforms
Zolo, Stanza, HelloWorld, NestAway, LOCL, Hyphen.club

What are the pros & cons of co-living?	
PROS	CONS
CAN get rooms quickly	LIMITED storage
LOW rent and deposit	QUALITY of service depends on provider
LESS restrictions	SHARING of some utility items
NO brokerage	LESS spacious vs renting an apartment
Furnished	LACKING privacy
NETWORKING opportunity	NOT ideal for families
IDEAL for hybrid work mode	

GRAPHIC: SARVESH KUMAR SHARMA

Infographic courtesy: Mint

moneycontrol

Home > News > Business > REAL ESTATE

Real estate fractional ownership market touches Rs 4,000 crore; to grow at 25% to 30% annually

Many private companies have set up fractional ownership platforms that allow investors to own a fraction of real estate assets.

PTI | SEPTEMBER 24, 2023 / 05:53 PM IST

bt MarketTODAY


Sebi keen to introduce fractional ownership in India

The concept is already permitted in the US and many Indian investors have bought fractional shares of popular companies like Apple, Meta and Alphabet

Business News / Economy / Rent on hostel, paying accommodations to attract 12% GST; her...

Rent on hostel, paying accommodations to attract 12% GST; here's why

2 min read • 29 Jul 2023, 09:55 PM IST

Join us 

Livemint

PG/Hostel Rent paid by inhabitants do not qualify for GST exemption... as the services provided by applicant are not akin to renting of residential dwelling for use as residence, said the Bengaluru bench.


While fractional ownership remains a **promising growth frontier for PropTech**, formalization of the sector with **SEBI regulated norms** is eagerly awaited by the industry players.

Formalization of rental economy will pave way for further **shift from unorganized to organized** play in the \$24 Bn rental market in India.

Aurum PropTech Business Highlights

Q2 FY2024

Monk Tech Labs Launches TheOfficeMonk, Redefining Commercial Real Estate

 HT Brand Studio

2 min read • Updated: 03 Jul 2023, 05:58 PM IST



Monk Tech Labs launches an innovative commercial real estate management software - TheOfficeMonk

SUMMARY

TheOfficeMonk is the company's software that will transform the commercial real estate (CRE) sector by digitising portfolios and enhancing the tenant experience within them.

India's First Real Estate PMS Launch by WiseX and Integrow

The CREAM Portfolio will be focussed on the Real Estate sector as the sector is poised for growth and offers attractive investment opportunities.

Sep 14, 2023 10:50 IST



WiseX, India's leading Neo-realty investment platform in collaboration with Integrow Asset Management has launched India's first sector specific Real Estate Portfolio Management Services (PMS). The portfolio will be managed

Aurum PropTech-Backed Integrow To Widen Portfolio With Second Housing Fund

By • Priyal Mahtta

26 Sep 2023



Ramashrya Yadav, founder and CEO, Integrow Asset Management

Integrow Asset Management plans to start raising its second residential real estate fund next year, as it expands its offerings after rolling out portfolio management services and an investment vehicle for office properties. The Mumbai-based real



Nestaway Redefines Rental Living with Exceptional Services leading to Outstanding Reviews

Nestaway Redefines Rental Living with Exceptional Services leading to Outstanding Reviews

ANI | Updated: Oct 14, 2023 16:33 IST

PNN

Key Business Highlights



- ARR at INR 108 Crs
- 11,689 Live Beds



- Reduced churn: -79% of operating EBIDTA brought down to -17% in one quarter)
- 16,038 Rental Units Live

Aurum PropTech emerges as the Largest Residential Rental Management PropTech Company in India



- ARR at INR 43 Cr.
- Sell.Do Ranked at #4 in Top Real Estate CRMs in the World and #7 in the Easiest to Use category



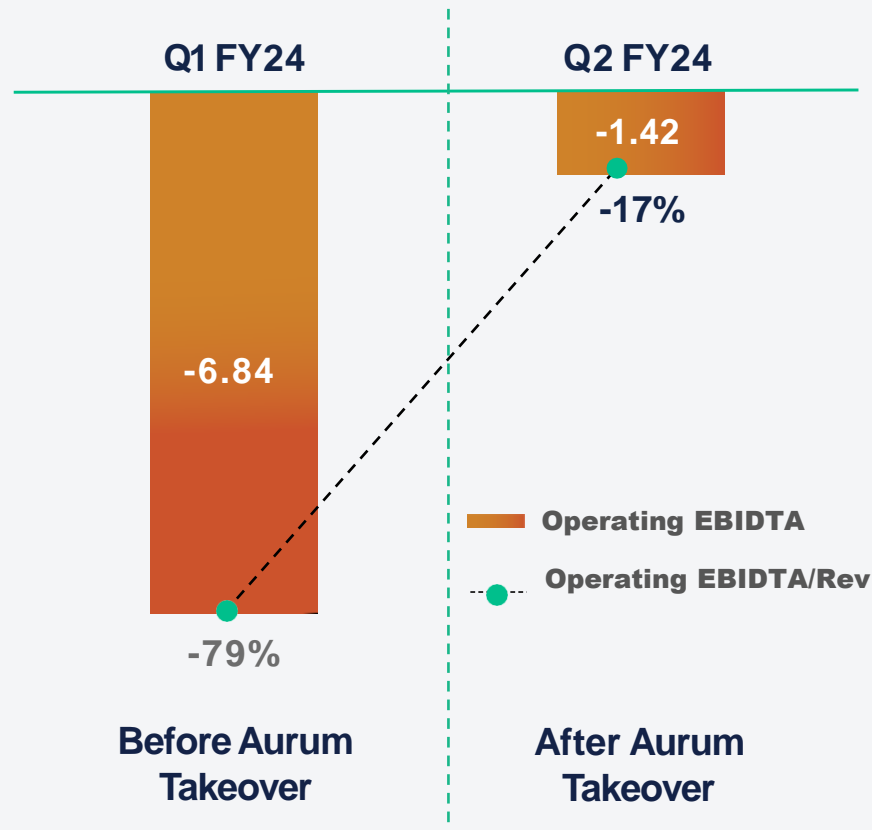
- 2X YoY Growth in Q2 Revenues



- 11 New Clients Added in Q2 FY24
- Strong Sales Pipeline of >\$1.1Mn ARR

During Q2 FY2024, Aurum's businesses focused on growth momentum while improving unit economics

Early Turnaround on Cash-burn



Key Initiatives implemented:

- Exited non-profitable cities
- Rationalized Tech & Infra costs, removing redundant costs
- Organization Structure Redesign: Right sizing, salary optimizations
- Refined performance marketing and realigned branding efforts
- Addressed customer grievances

Continued commitment towards building a viable business on strong unit economics

Operating EBIDTA excludes one-time expenditure incurred during the acquisition process.

Financial Highlights: Segments

Revenue in INR Cr.	Quarter Ended 30 Sep 2023	YoY Growth ¹
Software as a Service (SaaS)	6.25	32%
Real Estate as a Service (RaaS)	46.52	97%
Operating Revenue	52.77	86%
Total Income	57.53	87%

Revenue from Operations grew by **1.8x** Y-o-Y

Notes:

YoY growth here refers to the consolidated Operating and Total Income of Aurum PropTech Ltd. between Q2 FY2023 and Q2 FY2024

Financial Highlights: Key Businesses

Revenue in INR Cr.	Quarter Ended 30 Sep. 2023	YOY Growth
HelloWorld	26.36	71%
K2V2 Tech.	10.94	14%
NestAway ¹	6.86	N.A. ¹
Aurum Analytica ¹	4.00	109%
Others	9.37	N.A. ²
Total Income	57.53	87% ³

Notes:

1. Q2 FY2023 Revenues for these businesses were not consolidated under Aurum PropTech Ltd.
2. Not Applicable because composition of the portfolio varies across the two quarters of Q2 FY2023 and Q2 FY2024.
3. This refers to YOY Growth of Aurum PropTech Ltd.'s reported Total Income from Q2 FY2023 to Q2 FY2024

About Aurum PropTech



Value Creation Journey

OPTIC FIBER



IOL NETCOM
1999

1st Company to
create an optic fiber
network in Mumbai.

EXITED IN 2005

AVIATION



SPICE JET
2006

Strategically turned
around Modi Luft to its
current avatar known as
“Spice Jet”.

EXITED IN 2008

RENEWABLE ENERGY



RENEW POWER
2009

Co-incubated Renew
Power, India’s largest
renewable energy IPP.

EXITED IN 2013



**AURUM
RealEstate**
2009

CURRENT



**AURUM
PropTech**
2020

CURRENT

Our Vision & Values

To be the most preferred Real Estate and PropTech brand.

Aiding with the most trustworthy and skilled experts, as well as an experienced management team to improve work efficiency.



Our Board of Directors



Srirang Athalye

Non-Executive Director

He has over 32 years of Entrepreneurial, Industry & Consulting experience in various corporates, start-ups and M&A 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.



Onkar Shetye

Executive Director

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

He is an alumnus of the Mumbai University and has completed his Master's from the Russel Group of Universities, UK.



Ramashrya Yadav

Non-Executive Director

Mr Yadav has built multiple businesses up from scratch. Before starting Integrow Asset Management, India's first real-estate only focused asset management company he worked as CEO- Real Estate Advisory Practice, Edelweiss Financial Services Ltd.

An alumnus of Harvard Business School, he is a leading proponent of India's real estate industry and has 20+ years of experience in Construction, Real Estate, Banking & Investment.

Our Board of Directors



Vasant Gujarathi

Independent Director

A fellow member of the ICAI, in his over 35 years of experience, he has served as partner for 23 years at PWC, Lovelock & Lewes, Chartered Accountants LLP (a member firm of Price Waterhouse & 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

Non-Executive Director

In her career spanning over 20+ years, she has worked closely with the United Nations Population Fund, United Nations Development Programme and World Health Organization 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

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 coliving and property management. A revered voice in SaaS and PropTech expertise in the startup community.	Monk Tech Labs Cozee Homes Mu Sigma
Aryaman Vir CEO, Aurum WiseX	MSE (Systems Engg) University of Pennsylvania	Successfully built a leading neo-reality investment platform. Expert in automation, systems, algorithms and big data analysis. Conferred with several awards including 40under40, 30under30.	Anarock SoftBank Group Moelis & Company
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	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 Rs. 50 Cr. ARR.	NestAway TaxiForSure IBM

Our Leadership Team

Name	Academic Qualifications	Career Highlights, Key Achievements	Previous Organizations
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 Kylas and 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
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

Our Leadership Team

Name	Academic Qualifications	Career Highlights, Key Achievements	Previous Organizations
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)
Vikram Kotnis CoFounder, K2V2	M. Sc. (Computer Science), B.E.	Pioneered broker aggregation in India; propelled Sell.do to largest market share in Real Estate. Successfully created ventures such as Amura (a prominent digital marketing brand in India and Axilon Tech (a specialized mortgage tech solutions Company)	Amura Marketing Technologies Axilon Tech Mortgage Data Systems HLC Sun Microsystems
Vinayak Katkar Co-Founder at Kylas and Sell.do	B.Tech. (Computer Science), College of Engineering Pune	Successfully built & scaled Sell.do, India's largest RealEstate CRM; Built the ground-breadking 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



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:

**Aurum PropTech Ltd.,
Investor Relations**

Vanessa Fernandes

E-mail: vanessa.fernandes@aurumproptech.in

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