

Date: January 20, 2025

**To,**  
**Listing Department**  
**BSE Limited**  
Phiroze Jeejeebhoy Towers  
Dalal Street, Fort  
Mumbai-400 001

**Listing Department**  
**National Stock Exchange of India Limited**  
Bandra Kurla Complex  
Bandra East  
Mumbai – 400 051

**BSE Scrip Code: 539289**

**NSE Symbol: AURUM**

Dear Sir/Madam,

**Sub.: Media Release - Consolidated and Standalone Unaudited Financial Results for the quarter and nine months ended December 31, 2024.**

In continuation of our letter of January 20, 2025 on the Consolidated and Standalone Unaudited Financial Results for the quarter and nine months ended December 31, 2024, we send herewith a copy of Media Release being issued by the Company in this regard.

The Consolidated and Standalone Unaudited Financial Results for the quarter and nine months ended December 31, 2024, approved by the Board of Directors and the Media Release thereon will also be available on the Company's website [www.aurumproptech.in](http://www.aurumproptech.in).

You are requested to take the above on record.

Thanking you.

For **Aurum PropTech Limited**

**Sonia Jain**  
**Company Secretary &**  
**Compliance Officer**

## Relentless Focus on Unit Economics Drives Record Profitability

Aurum PropTech is pleased to announce its steady growth for the nine-month period ending 31st December 2024. The company achieved an impressive 24% Y-o-Y growth, with revenue standing at ₹206.9 crores, compared to ₹167.3 crores for the same period in FY2024. This growth is accompanied by an improvement in profitability metrics, including PBT, EBITDA and Adjusted EBITDA.

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

Key Metrics	Year To Date 31 <sup>st</sup> December 2023	Year to Date 31 <sup>st</sup> December 2024	Y-o-Y Change
Total Income	₹ 167.3 crores	₹ 206.9 crores	24% YoY growth
PBT to Total Income	-42.5%	-17.1%	2,540 bps
EBITDA to Total Income	1%	21.2%	2,022 bps
Adjusted EBITDA to Total Income	-43.3%	-4.1%	3,920 bps

*Note: Adjusted EBITDA is defined as EBITDA as per Ind AS reporting (+) ESOP expenses (-) rental expenses pertaining to 'Ind AS 116 leases.*

### Key Highlights:

The **Rental Business Segment** delivered a Y-o-Y growth of 28% for the nine-month period ending 31st December 2024. Our rental platforms now manage 33,500 rental units across co-living and family rental categories in over 15 cities nationwide. The average blended occupancy rate stood at 75%, demonstrating robust demand for rental properties from young professionals and families. Growth during this period was driven by the launch of **NestAway Lite**, continuous acquisition of co-living properties through **HelloWorld** and the introduction of a unique **geolocation-based rental house discovery feature**.

The **Distribution Business Segment**, comprising of our data analytics, marketing automation and sales automation products, transformed over 1,000 real estate enterprises. Sell.do and Aurum Analytica achieved a 35% Y-o-Y income growth for the nine months ending 31st December 2024. The Distribution Business Segment contributed a Net Margin of 8%. The growth was fuelled by strong performance from **Aurum Analytica**, which continued to expand account penetration and saw impressive account retention rates. Additionally, new account acquisition remained robust, especially in Tier I and Tier II cities.

**Aurum Analytica**, operated centrally from NCR, now serves 250+ micro-markets across the country through its **Data Lake**. Notably, **Sell.do**, our sales automation business, demonstrated impressive cost reduction driven by automation, artificial intelligence and enhanced account penetration, leading to increased customer wallet share.

We are continuing our consultations with SEBI regarding the **SM-REIT application** and fine-tuning our Go-to-Market strategy in anticipation of securing the license. This will unlock a massive 38,000 million square feet of SM-REIT-able supply nationwide, presenting significant growth opportunities.

Our Integrated PropTech ecosystem is making Real Estate Future-Ready by delivering focused execution and consistent performance across the Rental, Distribution, and Capital Business Segments

**Summary of Results**

**Commenting on the results, Onkar Shetye, Executive Director of Aurum PropTech, said:** “With focussed execution, we have delivered consistent revenue and profitability growth throughout the last five quarters. Our Integrated PropTech ecosystem is poised to deliver the next trajectory of growth with Rental business, consolidate and scale our offerings in Distribution business and continue innovation across the Capital business”.

**About Aurum PropTech:**

Aurum PropTech Limited ([www.aurumproptech.in](http://www.aurumproptech.in)) is a publicly listed company (BSE: 539289; NSE: AURUM) dedicated to bringing digital transformation to the real estate sector through its integrated PropTech ecosystem.

**About Aurum Ventures:**

Aurum Ventures is a new-age real estate group with end-to-end capabilities, leveraging digital technology to enhance the real estate sector's operational efficiency.

**Forward-looking statements:**

This press release may contain forward-looking statements based on current expectations and projections, which involve certain risks and uncertainties that could cause actual results to differ materially.

**For details please contact:**

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