

 **AURUM PropTech**  
**FUTURE-READY****INVESTOR PRESENTATION**  
**Q1 FY 2025**

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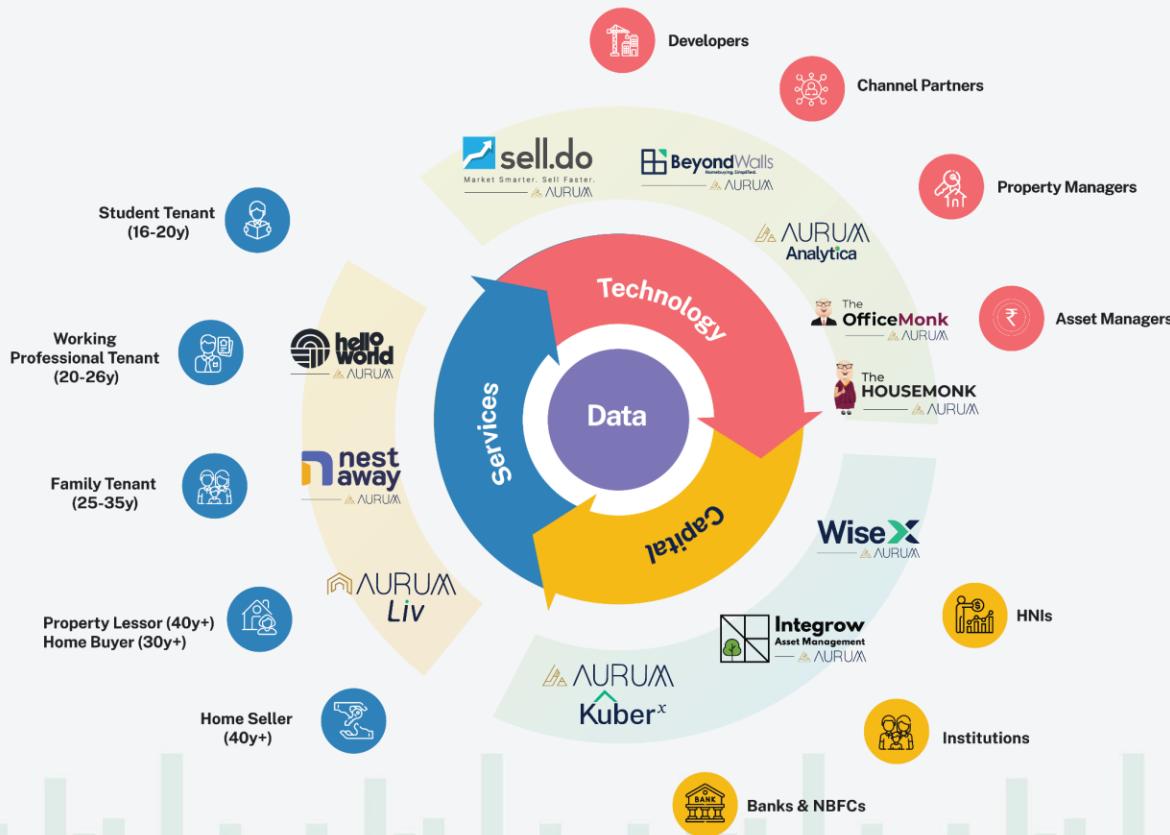
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We are a **Technology** company, listed on the **BSE** and **NSE**, specializing in **Property Technology**

Our Integrated PropTech Ecosystem is a consorted play of **Technology**, **Capital**, **Services** and **Data**

Our goal is to **enhance consumer experiences** and **increase enterprise efficiency** across the real estate value chain

## Our Ecosystem



## Our Network



# India's PropTech market: Residential **Rentals**, Residential **Distribution** and **Capital**

Consumer and Enterprise behavior



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



**>75%**

Buyers use digital channels to search homes



**50%**

Homebuyers use virtual tours before buying a property



**44%**

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

**90%**

Land records have been digitized in India under Digital India Land Records Modernization Program

**70%**

Share of sales & marketing budget spent on digital strategies



**87%**

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



The Indian Real Estate sector is expected to reach

**\$1 Trillion\***

in market size by 2030

*from \$350 Bn\* in 2023*



The Indian PropTech sector is expected to reach

**\$100 Billion\***

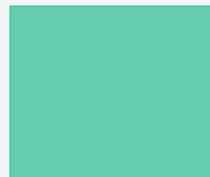
in market size by 2030

*from \$6 Bn\* in 2023*

Aurum PropTech's rental portfolio targets the huge untapped potential for PropTech rental platforms in India to provide better quality of living, with ease of discovery and rental management, all enabled by technology.

## Student Housing in India

### Demand



**1.7 crore** students enrolled for higher education in urban areas



**80 lakh** non domicile students enrolled for higher education in urban areas



**60 lakh** non domicile students live in PG and rented private housing

## Young Professionals Housing

### Demand



**1.6 crore** workforce employed in 9 corporate sectors



**60 lakh** non domicile millennial workforce in urban areas



**40 lakh** non domicile live in shared rented accommodation

## Family Rental Housing

### Demand



**10 crore** households live in urban areas



**2.7 crore** households live in urban rented accommodation



**1 crore** households live in urban private rented accommodation

**Top Cities by demand**  
Bengaluru | Pune | Chennai  
Kota | NCR

Supply

**< 3 Lakh** units  
organized student housing

**Top Cities by demand**  
NCR | MMR | Bengaluru | Hyderabad  
Chennai | Pune

Supply

**< 4 Lakh** units  
organized co living

**Top Cities by demand**  
NCR | MMR | Bengaluru | Hyderabad  
Chennai | Pune

Supply

**< 1 Lakh** units  
organized rental listings

Aurum PropTech's distribution portfolio aims to bridge the demand and supply gap in housing sales market through its AI & data science enabled sales and marketing solutions.

## Supply side

**18,000+**

Live Housing projects

**11,000+**

Active Developers

**10,40,000+**

Unsold Inventory

## Transactions

**4,82,000**

New homes sold

**~₹ 4,00,000 Crore**

worth value of homes sold

## Evolving Market Dynamics

Growing demand for luxury housing

Preference for Grade-A and branded players

Growing dependency on digital marketing

Tier 2 and Tier 3 cities expansion

Developers going pan-India

Digitization of Channel Partner community

**Adoption of Technology in sales and marketing** efforts of developers is a must to succeed in the dynamic housing market.

## RE marketing expenditure



## Data Analytics

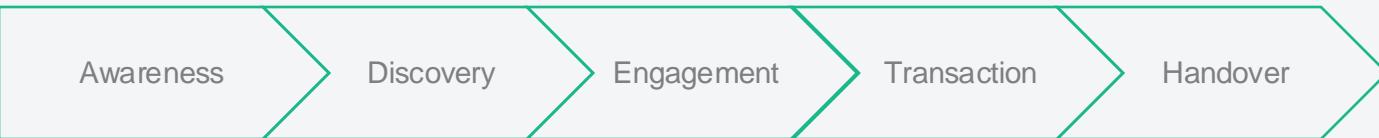
₹ 3000 crores  
Social media

## Marketing Automation

₹ 1,000 crores  
Digital classifieds

## Sales Automation

₹ 34,000 crores  
Brokers and Mortgage



Aurum PropTech's Capital portfolio of businesses aims to empower investors through its tech-driven investment platforms that ensure transparency, convenience and compliance.

## Investor Community

**13,200+**

Ultra rich Indians

**2,400+**

Wealth Managers

**900+**

Institutional investors

**200+**

Family Offices

## Investment Vehicles



REITs



SM-REITs



AIFs



PMS

Mutual Funds & others

## Investment Opportunities

**9.3 Crore units**

Housing demand by 2036

**70 Crore Sq Ft**

Grade A office stock in 2023

**11,000+**

Active Developers in 2023

**32.8 Crore Sq Ft**

SM-REIT able office space

A series of disruptive regulations and reforms paved the way for rapid transformation and participation of **institutional investors, family offices and HNIs** in India's property sector

**Land Acquisition Act | RERA | REITs**  
**SM REITs | IBC | GST |**  
**Infrastructure status to affordable housing**

**₹ 80,000+ Crore**

Total investments per year into India's Real Estate sector over last 3 years

## PropTech Opportunity

### Rental

#### Business Model

##### Residential Tenants      Property Owners

- Discovery
- Booking
- Moving In
- Living
- Moving-out
- Rent Estimation
- Tenant Discovery
- Tenant Onboarding
- Rent Collection
- Tenant Management

##### Real Estate Developers

- Consumer Profiling
- Targeted Marketing
- Direct to Consumer
- Quality Leads
- Sales Velocity

### Distribution

##### Marketing, Sales, Channel Partners

- Campaign Management
- Lead Management
- Sales Automation
- Channel Management
- Reporting and BI

### Capital

##### Real Estate Developers

- Investor Discovery
- Reporting and MIS
- Fund Management

##### Real Estate Investors

- Property Discovery
- Portfolio Management
- Size of Investment

## India Opportunity Size

**\$ 14 Billion 2030 Market Size**

**\$ 23 Billion 2030 Market Size**

**\$ 5 Billion 2030 Market Size**

## Sectoral Peers and Valuation

**\$ 5.1 Billion**

 **QuintoAndar**

**\$ 900 Million**

 **NOBROKER**

**\$ 195 Million**

 **stanza living**

**\$ 2.2 Billion**  
Valuation

**COMPASS**

**\$ 700 Million**  
Valuation

 **HOUSING.com**

**\$ 164 Million**  
Valuation

 **PROPERTY SHARE**

 **nestaway**  
AURUM

 **helloworld**  
AURUM

 **AURUM Analytica**

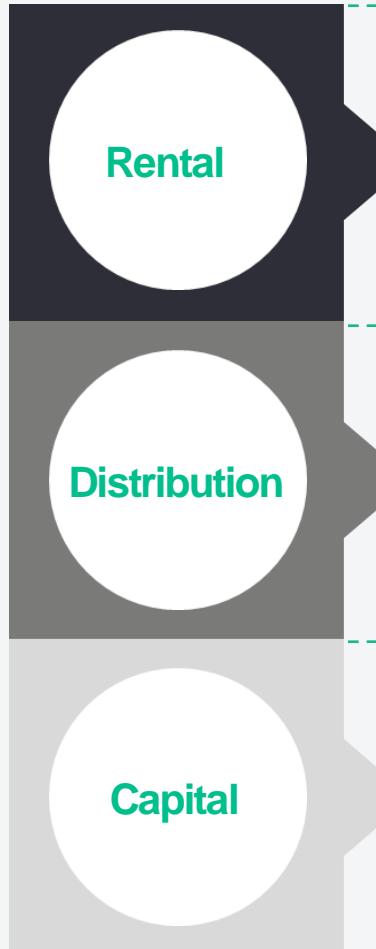
 **sell.do**  
Market Smarter. Sell Faster.  
AURUM

 **WiseX**  
AURUM

# Our technology blocks that will build your future

Rental, Distribution and  
Capital





Student Living, Co Living and Family Rentals



Data analytics, Marketing and Sales Automation



Category II AIF, MSM-REIT



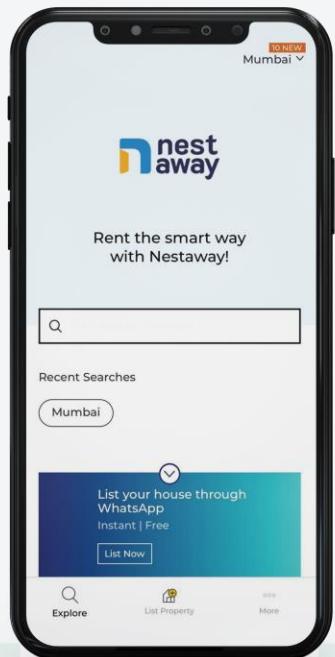
**Integrated PropTech Ecosystem**

Encompassing the entire real estate value chain offering B2C and B2B products, platforms, and services

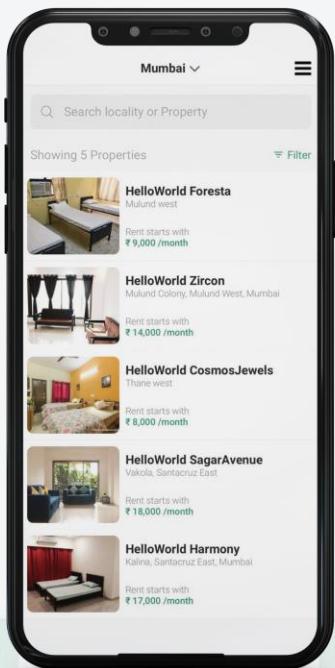




Family  
rentals



Student living  
Co living



# 30,000

Rental units under management  
Q1 FY25

6,00,000

Tenants searching  
rental properties

90,000

Prospective tenants  
under management

₹ 70 crore

Rent payments  
managed

### Tenant Discovery Platform, Mobile App

- Discover rental properties
- Move-in, Move out
- Pay rent
- Avail VAS

### Property Manager Mobile App

- Manage customers
- Manage service requests
- Collect rent
- Manage building expenses

### Property Owners Web based dashboard

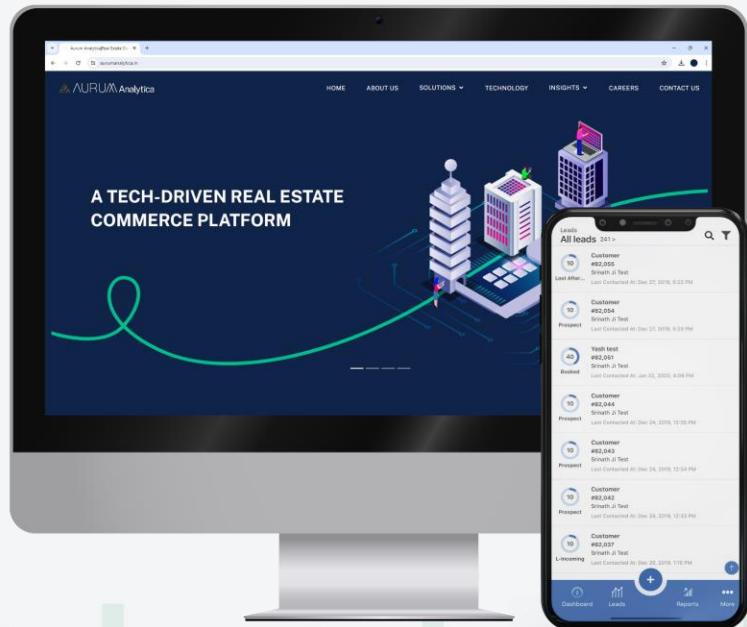
- List properties
- Discover tenants
- Collect rent share



Data  
Analytics



Marketing and  
Sales Automation



600 +

Developer relationships under management  
Q1 FY25

■ 80,000  
Home buyers  
active at Analytica

■ 7,500  
SaaS Licenses  
active at Sell.do

■ ₹ 450 crore  
Home purchases  
at Broker Aggregation

**Data Analytics** Web based dashboard

- Identify consumer profile
- Reach out to customers
- Generate Leads

**Marketing and Sales Automation** Web dashboard, Mobile App

- Manage campaigns
- Manage leads and site visits
- Automate sales process
- Track and manage post sales

**Channel Partner Aggregation** Web dashboard, Mobile App

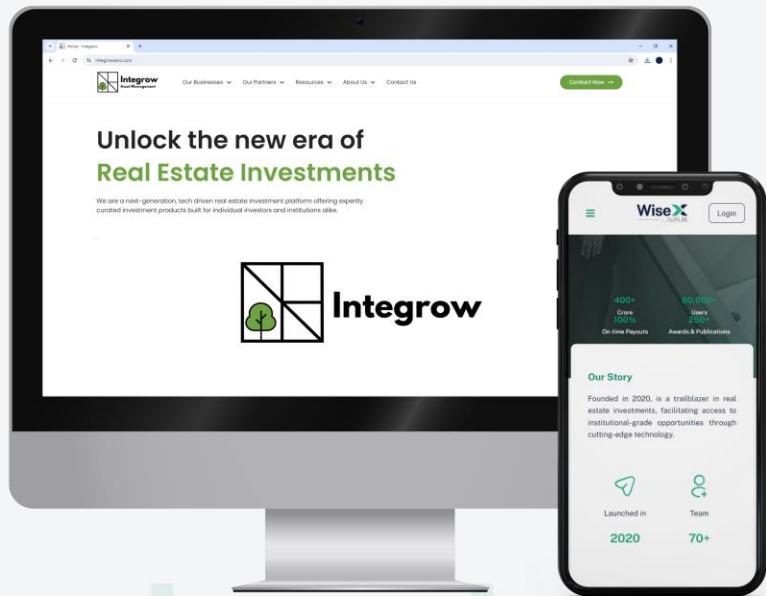
- Aggregate Brokers
- Manage transactions
- Pay incentives



CATEGORY II  
AIF



MSM- REIT \*



Notes:

1. MSM-REIT application under process

₹ 600 cr

Capital under management  
Q1 FY25

55,000

Registered  
Investors

600

Active investors  
serviced

₹ 240 crore

Investment  
managed

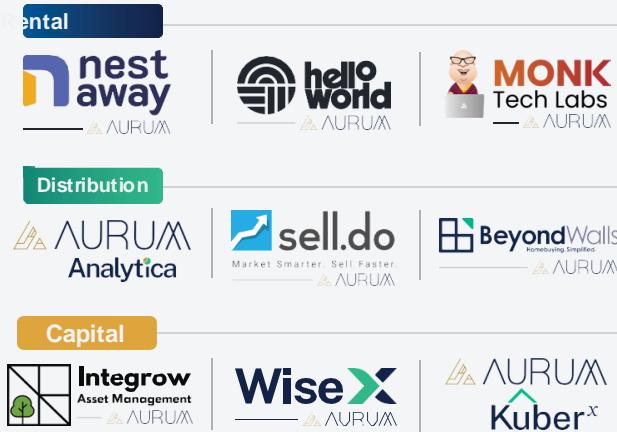
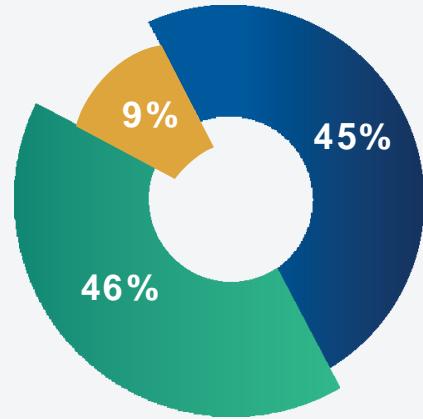
#### Investor Web based Dashboard

- Identify investment projects
- Index properties
- Discover investments
- Manage portfolio

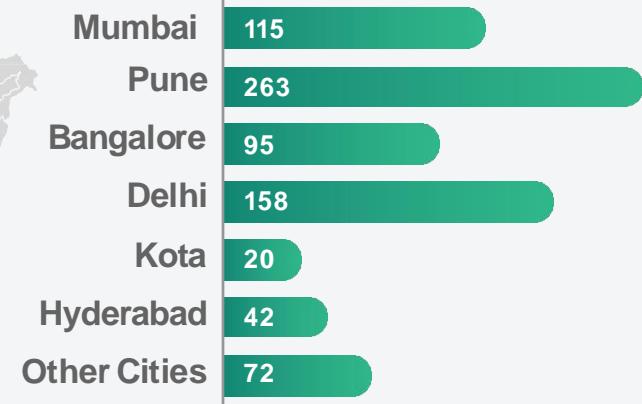
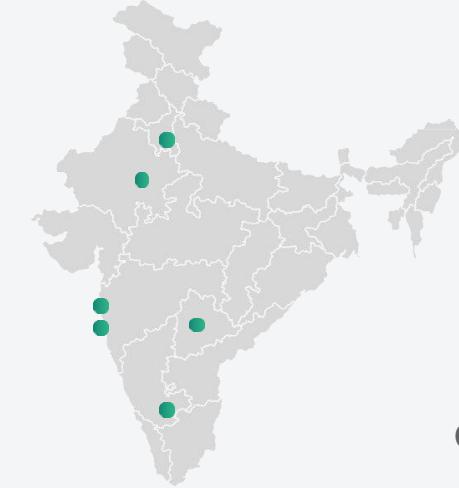
#### RE Developer Web based Dashboard

- Identify consumer profile
- Reach out to customers
- Generate Leads

Talent pool across clusters 760+



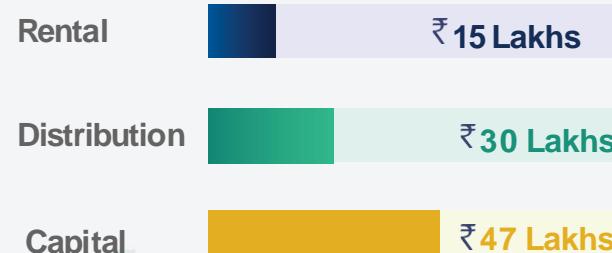
Country spread 17 Cities



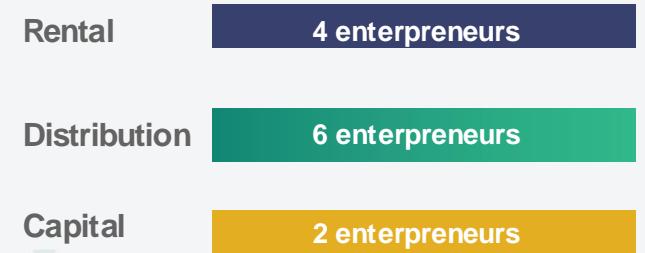
Key Functions 6



Revenue per team member ₹32 Lakhs



Entrepreneurs 12



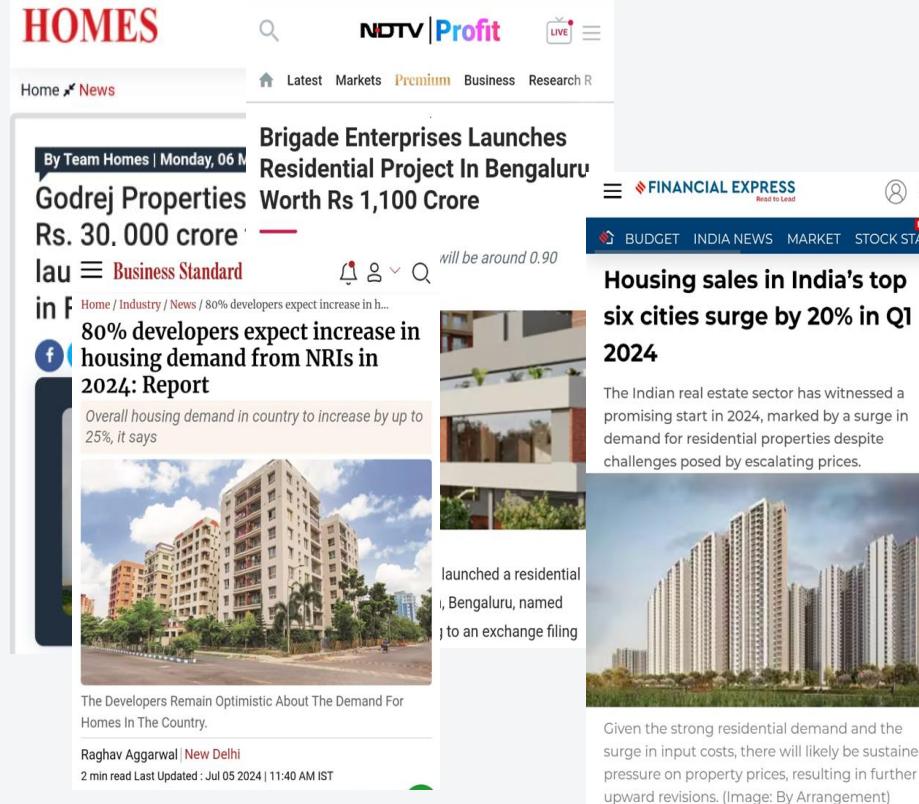
Notes:

1. As on 30<sup>th</sup> June 2024. 2. On the basis of average HC for the year

# PropTech Sector Highlights

Q1 FY 2025





**Brigade Enterprises Launches Residential Project In Bengaluru Worth Rs 1,100 Crore**

By Team Homes | Monday, 06 Jul 2024

Godrej Properties Rs. 30,000 crore

Business Standard

80% developers expect increase in housing demand from NRIs in 2024: Report

Overall housing demand in country to increase by up to 25%, it says

The Developers Remain Optimistic About The Demand For Homes In The Country.

Raghav Aggarwal | New Delhi

2 min read Last Updated : Jul 05 2024 | 11:40 AM IST



**Housing sales in India's top six cities surge by 20% in Q1 2024**

Financial Express

BUDGET INDIA NEWS MARKET STOCK STATS

The Indian real estate sector has witnessed a promising start in 2024, marked by a surge in demand for residential properties despite challenges posed by escalating prices.

Given the strong residential demand and the surge in input costs, there will likely be sustained pressure on property prices, resulting in further upward revisions. (Image: By Arrangement)

## Residential Transactions Market Soars with Multiple Project Launches and Record-High Demand in India

The Indian residential market is witnessing unprecedented growth, with several Grade A developers launching **projects worth thousands of crores**.

The demand for housing has reached an all-time high, with **residential property sales in the first half of 2024 being the highest in a decade**.

This surge is further underlined by **a 20% increase in housing sales** in India's top six cities during Q1 2024 and a notable rise in interest from NRI buyers.

The surge in residential demand and numerous new project launches in India present a prime growth opportunity for real estate distribution companies

**INDIA TODAY**  
Magazine | Live TV | Search

## Enjoy Seamless Rental Property Navigation with Nestaway

**IMPACT FEATURE**



**India Today Web Desk** X  
New Delhi, UPDATED: Jun 26, 2024 10:57 IST

With a major website redesign, Nestaway is set to revolutionize the rental housing industry by simplifying the browsing experience. This digital transformation emphasizes Nestaway's commitment to enhancing the user experience and adapting to the evolving needs of modern housing renters.

**THE ECONOMIC TIMES | wealth**  
English Edition • Today's ePaper

## Aurum Analytica: Transforming real estate with Data Science and AI



Aurum Analytica is a leading data analytics firm in the real estate sector that leverages advanced technologies such as data science, machine learning, and artificial intelligence to empower stakeholders in real estate transactions

**SME STREET**  
Q Login

## WiseX Survey: Growing Interest in Real Estate Investments Among HNIs



Mr. Aryaman Vir, CEO of WiseX

The WiseX survey of affluent investors shows that 60% of investors who haven't previously invested in Fractional Ownership believe regulatory support from SEBI has bolstered their confidence in Fractional Ownership investments.

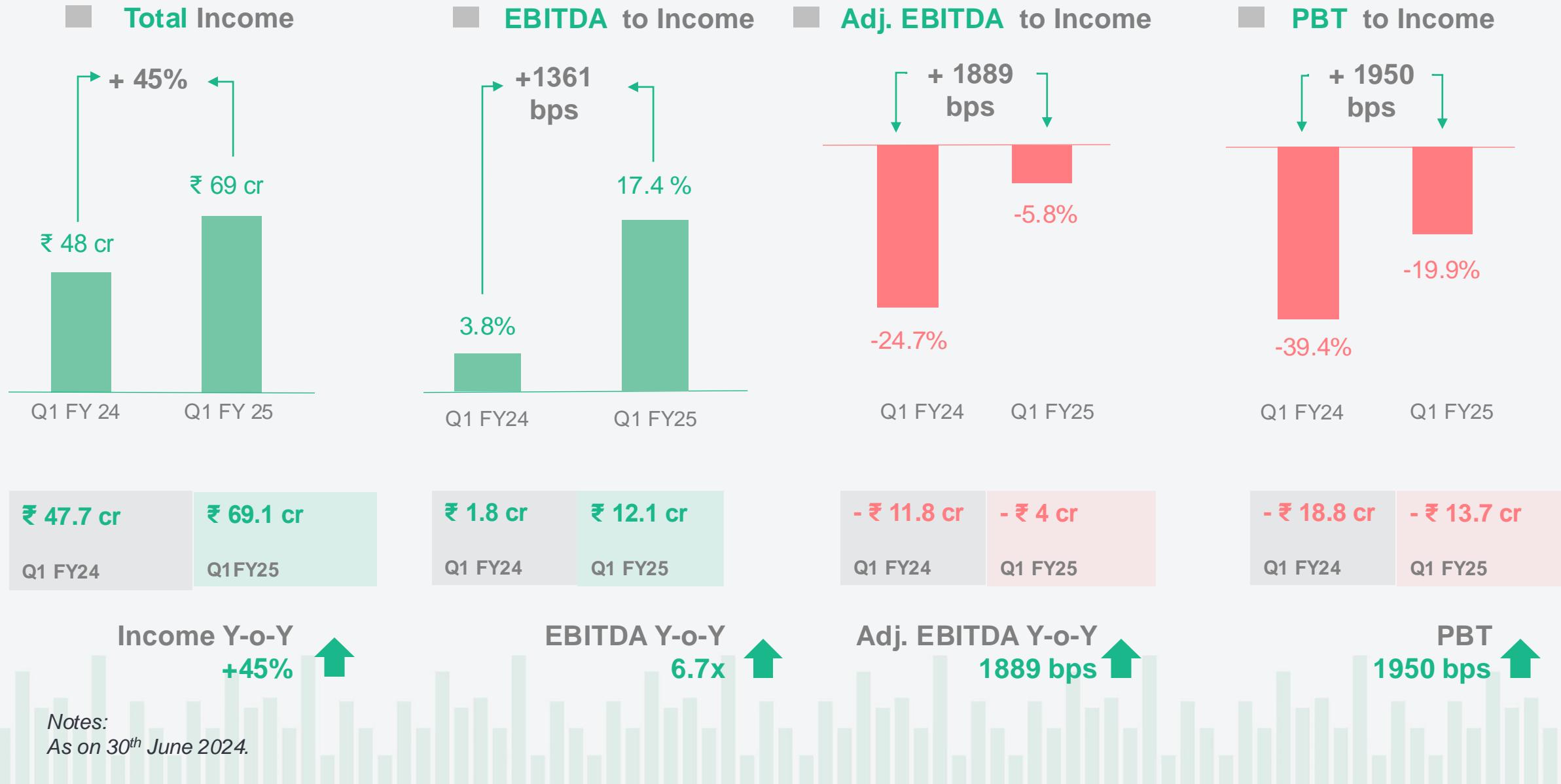


**Aurum Analytica - PropTech Company of the Year**  
Times Realty & Infrastructure Conclave 2024

# Aurum PropTech Business Highlights

Q1 FY 2025





		FY23	FY24	Q1	FY25
PBT/TI	PBT / Total Income (%)	-36%	-33%	-20%	
EBITDA/TI	EBITDA / Total Income (%)	-2%	9%	17%	
EBITDA <sub>r</sub> /Ti <sub>r</sub>	Adjusted EBITDA / Adjusted Income (%)	-27%	-16%	-6%	

## Profit & Loss Build-up (figures in ₹ Cr.):

TI <sub>r</sub>	<b>Adjusted Income</b>	131.6	221.0	67.2
	Add: Other income related to RoU assets	7.4	12.1	1.9
TI	<b>Total Income</b>	139.1	233.1	69.1
	Less: COGS, Employee benefits costs & Other expenses	141.9	211.0	57.1
EBITDA	<b>EBITDA (as per Ind AS)</b>	-2.9	22.1	12.1
	Add: ESOP Costs	2.6	13.5	1.8
	Less: Lease Costs on Ind AS lease assets*	35.0	71.2	17.8
EBITDA <sub>r</sub>	<b>Adjusted EBITDA (before ESOP &amp; RoU)</b>	-35.2	-35.6	-4.0
	Less: ESOP Costs	2.6	13.5	1.8
	Less: Finance costs	0.2	8.5	2.8
	Less: Depreciation costs	11.8	18.8	5.1
PBT	<b>PBT (before Exceptional Items)</b>	-49.9	-76.4	--13.7

Improved performance across all financial metrics including Income, PBT, EBITDA and Adjusted EBITDA

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.

Aurum PropTech and its businesses aim to build innovative and revolutionary technology products that would transform the property sector landscape in India. Its product and technology teams are constantly building and testing new software products and features that propel the organization in the said direction.

## Product Capitalization Policy in brief:

Beginning FY24, in consultation with advisors and auditors, and in compliance with Ind AS 38, Aurum PropTech has been capitalizing its product development expenditure as per a set policy.

In particular, **Intangible assets under development** comprise of costs directly attributable to the design and testing of identifiable and unique software products and their features as per following criteria:

- Technical feasibility of completion of the product is established
- There is a plan to deploy or monetize the product
- A clear objective of deriving future economic benefit is demonstrated
- Adequate resource allocation is made for development & deployment
- Expenditure for the product during its development is attributable, identifiable and measurable and aligned with its measurable impact on costs and/or revenues.

The directly attributable costs that are capitalized mainly include cost of product and technology teams and the management team to the extent of their involvement in the process. Capitalization is aligned with the budgeted cost of these teams in the annual operating plans and product development roadmaps.

## Products capitalized as Intangible Assets under development:

Key software / products (non-exhaustive list) whose development has been capitalized during FY24 and Q1 FY25 include:

- a) Discovery portals for residential rental apartments and short-stay rooms
- b) New mobile apps for property owners, channel partners & franchises
- c) Sales and marketing automation tool
- d) Inhouse CRM platform
- e) Inhouse DaaS (Data as a Strategy) platform,
- f) Investor portals, and
- g) Property management products for new customer segments.

## Capitalized Costs

In FY24, Aurum's product and technology teams were 138 people strong with an aggregate cost of ~₹27 Cr. which was 27% of the total people costs and 8% of total expenses. As per capitalization policy and aligned with the above products under development, an expenditure of ₹13.2 Cr. in FY24 and ₹2.8 Cr. in Q1 FY25 has been capitalized.

As per FY25 budgets, the product & technology team size and costs are expected to be 150 people and ₹30 Cr. respectively (both numbers rounded off).

Amount in ₹ lakhs, unless otherwise stated

## STATEMENT OF CONSOLIDATED UNAUDITED FINANCIALS RESULTS FOR THE QUARTER ENDED JUNE 30, 2024

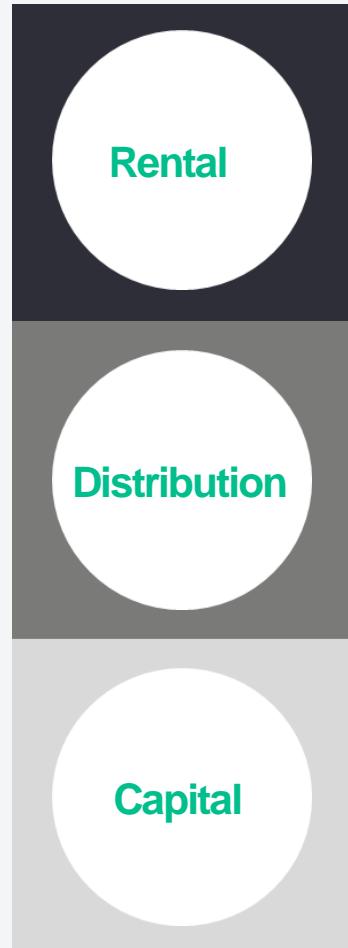
Sl no	Particulars	Quarter ended			Year ended March 31, 2024 (Audited)
		June 30, 2024 (Unaudited)	March 31, 2024 (Audited) (Refer Note 11)	June 30, 2023 (Unaudited)	
1	<b>Income</b>				
	Revenue from operations	6,489	5,981	4,416	21,405
	Other income	421	593	355	1,902
	<b>Total income</b>	<b>6,910</b>	<b>6,574</b>	<b>4,771</b>	<b>23,307</b>
2	<b>Expenses</b>				
	Employee benefit expenses	1,993	1,200	2,105	8,814
	Finance costs	686	756	449	2,597
	Depreciation and amortization expenses	1,893	1,813	1,610	7,251
	Other expenses	3,712	3,327	2,486	12,281
	<b>Total expenses</b>	<b>8,284</b>	<b>7,096</b>	<b>6,650</b>	<b>30,943</b>
3	<b>Loss before tax and Exceptional item</b>	<b>(1,374)</b>	<b>(522)</b>	<b>(1,879)</b>	<b>(7,636)</b>
4	<b>Exceptional items, net (gain)</b>	<b>4</b>	<b>144</b>	<b>-</b>	<b>144</b>
5	<b>Loss before tax</b>	<b>(1,378)</b>	<b>(666)</b>	<b>(1,879)</b>	<b>(7,780)</b>
6	<b>Tax expenses</b>				
	Income tax - current	14	26	9	35
	Taxation in respect of earlier years	12	-	-	-
	Deferred tax charge / (benefit)	(334)	(227)	(276)	(1,220)
	<b>Total tax</b>	<b>(308)</b>	<b>(201)</b>	<b>(267)</b>	<b>(1,185)</b>
7	<b>Loss after tax</b>	<b>(1,070)</b>	<b>(465)</b>	<b>(1,612)</b>	<b>(6,595)</b>

Continued on page 25

Amount in ₹ lakhs, unless otherwise stated

## STATEMENT OF CONSOLIDATED UNAUDITED FINANCIALS RESULTS FOR THE QUARTER ENDED JUNE 30, 2024

SI no	Particulars	Quarter ended			Year ended March 31, 2024 (Audited)
		June 30, 2024 (Unaudited)	March 31, 2024 (Audited) (Refer Note 11)	June 30, 2023 (Unaudited)	
8	<b>Other comprehensive income / (loss)</b>				
	(i) Items that will not be reclassified subsequently to profit or loss	29	(41)	(0)	(45)
	(ii) Income tax relating to items that will not be reclassified subsequently to profit or loss	(4)	18	2	17
	(iii) Items that will be reclassified subsequently to profit or loss	0	(8)	(1)	(8)
	<b>Total other comprehensive income / (loss) , net of tax</b>	<b>25</b>	<b>(31)</b>	<b>1</b>	<b>(36)</b>
9	<b>Total comprehensive loss</b>	<b>(1,045)</b>	<b>(496)</b>	<b>(1,611)</b>	<b>(6,631)</b>
10	<b>Loss attributable to:</b>				
	Equity shareholders of the company	(1,003)	(452)	(1,262)	(5,575)
	Non-controlling interest	(67)	(13)	(349)	(1,020)
	<b>Other comprehensive income / (loss) attributable to:</b>				
	Equity shareholders of the company	19	(35)	(4)	(51)
	Non-controlling interest	6	4	4	15
	<b>Total comprehensive loss attributable to:</b>				
	Equity shareholders of the company	(984)	(487)	(1,266)	(5,626)
	Non-controlling interest	(61)	(9)	(345)	(1,005)
11	<b>Paid up equity share capital (Face value of ₹ 5/- each)</b>	<b>2,751</b>	<b>1,993</b>	<b>1,968</b>	<b>1,993</b>
12	<b>Reserves excluding revaluation reserves as per balance sheet</b>	NA	NA	NA	16,045
13	<b>Earning per share of ₹ 5/- each (not annualized)-</b>				
	Basic (₹)	(2.52)	(1.14)	(3.21)	(14.16)
	Diluted (₹)	(2.52)	(1.14)	(3.21)	(14.16)



## Q1 FY25

- HelloWorld adds 22 new Co-living properties and now has ~15,000+ live beds
- Nestaway now revives growth through branding campaigns and corporate tie-ups for tenant demand inflow

- Aurum Analytica's AI-enabled lead generation revenue grows by 30% Y-o-Y
- Aurum Analytica signs up 100+ new projects
- K2V2 turns PBT profitable

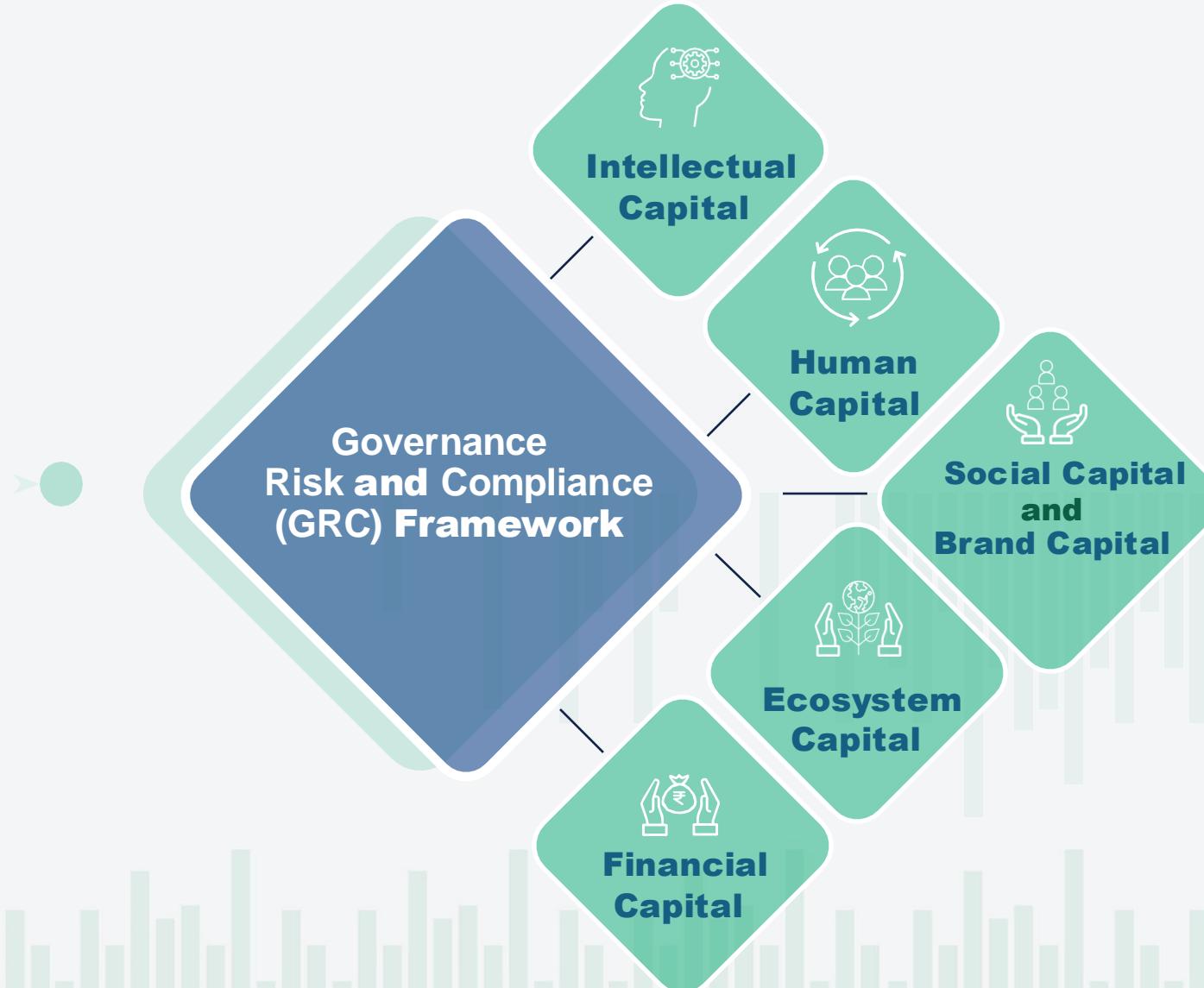
- WiseX fractionalizes >50% of Pune property launched in Q4 FY24
- WiseX prepares for SM REIT license application
- Integrow receives ISO certifications (ISO 9001, ISO 27001 and ISO 22301)

## Q2-Q3 FY25

- HelloWorld to pilot Short-stays for revenue maximization during lean periods
- HelloWorld to continue strategic supply acquisition in high demand areas throughout the year
- Nestaway to enhance tech platform through AI enabled match-making features

- Aurum Analytica to set up offices in Ahmedabad, Bengaluru, Hyderabad and Lucknow
- Sell.do to double down on branding and partnership initiatives to boost growth

- WiseX to apply for SM REIT license
- Integrow to launch a new residential fund with broader investment options.



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.

# Our Values and Leadership

Ecosystem Strength



## OPTIC FIBER



**IOL NETCOM**  
1999

1<sup>st</sup> 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

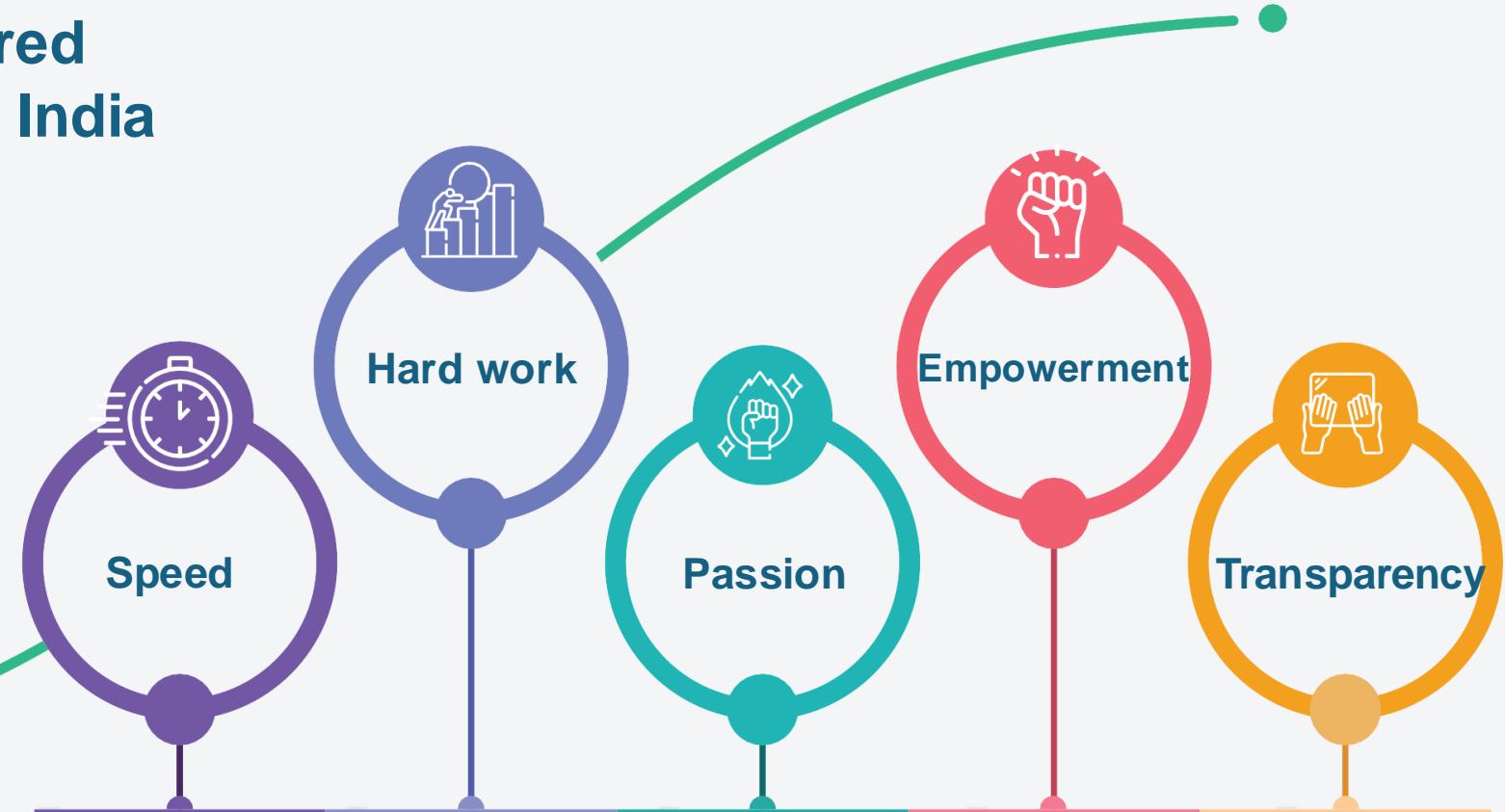
CURRENT



**AURUM**  
PropTech  
2020

CURRENT

To be the most preferred  
PropTech company in India





**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, a leading figure in India's real estate industry, is a Harvard Business School alumnus with 25 years of experience in Construction, Real Estate, Banking & Investment.

As the former CEO at Edelweiss - Real Estate, Mr. Yadav managed a stellar real estate portfolio of over 5,000 Crores.

Mr. Yadav also made history by spearheading India's first Real Estate IPO for Orbit Corporation Ltd., attracting major domestic & global institutional investors.



**Vasant Gujarathi**

Independent Director

A fellow member of the ICAI, in his over 37 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**

Independent Director

In her career spanning over 20+ years, she has worked closely with the United Nations Population Fund, United Nations Development Program and WHO 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 in 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
<b>Ajay Kumar</b> 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
<b>Aryaman Vir</b> 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
<b>Balaji Varadharajan</b> 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
<b>Hirenkumar Ladva</b> 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)
<b>Ismail Khan</b> 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

Name	Academic Qualifications	Career Highlights, Key Achievements	Previous Organizations
<b>Jitendra Jagadev</b> 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
<b>Ketan Sabnis</b> 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
<b>Kunal Karan</b> 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
<b>Onkar Shetye</b> 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
<b>Prakash Tejwani</b> 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

Name	Academic Qualifications	Career Highlights, Key Achievements	Previous Organizations
<b>Ram Yadav</b> 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
<b>Sahil Rathore</b> 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)
<b>Vikram Kotnis</b> Co-Founder, 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
<b>Vinayak Katkar</b> 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 groundbreaking transaction platform IRIS under it. Later upgraded the Sell.Do platform into an industry agnostic CRM platform.	Sun Microsystems
<b>Vishal Sharma</b> 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

For further information, contact:

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Investor Relations**

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