

Date: April 26, 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 Audited Financial Results for the quarter and year ended March 31, 2025.

In continuation of our letter of April 25, 2025 on the Consolidated and Standalone Audited Financial Results for the quarter and year ended March 31, 2025, we send herewith a copy of the Media Release being issued by the Company in this regard.

The Consolidated and Standalone Audited Financial Results for the quarter and year ended March 31, 2025, approved by the Board of Directors and the Media Release thereon will also be available on the Company's website www.aurumproptech.in.

You are requested to take the above on record.

Thanking you.

For **Aurum PropTech Limited**

Sonia Jain
Company Secretary & Compliance Officer

MEDIA RELEASE

Relentless focus on profitable growth delivers stellar improvement in profitability

Y-o-Y CONSOLIDATED FINANCIAL HIGHLIGHTS (FY24-25 vs FY23-24)

- PBT margin for FY25 is (16%), **improvement of 17%**, from (33%) in FY24
- EBITDA margin for FY25 is 24%, **improvement of 15%**, from 9% in FY24
- Adjusted EBITDA margin for FY25 is (3%), **improvement of 12%**, from (15%) in FY24

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

Total income increased steadily to ₹285 crores in FY25 from ₹233 crores in FY24 with significant improvements in PBT, EBITDA, and adjusted EBITDA margins across the Rental and Distribution segments. Rental segment contributed 60% of the total income, while the Distribution segment contributed 28% of the revenue.

Increase in revenue was majorly attributed to growth in NestAway and Analytica. NestAway Lite achieved record bookings, increased revenue from Value Added Services and successful launch of resale vertical. Analytica witnessed high account penetration and high retention rates across existing real estate developers for its data analytics and lead generation services. Additionally, it also demonstrated account growth across newly opened markets in Ahmedabad and Hyderabad.

Improvement across profitability metrics across PBT, EBITDA and Adjusted EBITDA was largely on account of the restructuring of NestAway into a flat organisational structure and realignment of the Sell.do business to focus on core tech offerings.

Our **Rental** business segment comprising of student living, co living and rentals management solutions operates across 15 cities in the country, managing 37,500 rental units with an average blended occupancy of 77%. The segment delivered a year-on-year growth of **27%** this year. NestAway reinforced its position as India's largest tech-enabled marketplace for rental real estate. HelloWorld's co living business witnessed 120% growth in short stays, successful launch of three new micro-markets and enhanced customer experience with 80% reduction in query resolution.

The **Distribution** business segment, which includes our data analytics, lead generation, marketing automation, and sales automation products, continued to drive digital transformation for real estate enterprises. Sell.do and Aurum Analytica delivered **61% Y-o-Y** income growth in FY25. Being a core technology business, the segment delivered a healthy 14% net margin, underscoring strong profitability.

Aurum Analytica, serving more than 250 micro-markets across the country with its Data lake platform maintained its robust momentum, recording 95% year-on-year revenue growth. Sell.do introduced several AI-powered features this year, including AI-assisted report chats, NLP-based report generation, and an integrated Direct WhatsApp feature via Meta to enhance communication. With increased automation in product development, Sell.do is poised to accelerate feature releases and bring cutting-edge technology to real estate enterprises.

Our Integrated PropTech ecosystem is scaling across consumer tech, enterprise tech and fintech for real estate and we look forward to bolder efforts of making Real Estate - Future Ready with technology.

Commenting on the results, Onkar Shetye, Executive Director of Aurum PropTech, said: “Since its inception in April 2021, Aurum PropTech has established itself as a leading player in the PropTech space with a unique integrated suite of solutions spanning Rental, Distribution and Capital, offering its tech products and services across 15 cities in the country. A 650+ people strong team is relentlessly focusing on profitable growth, delivering a consistent performance over the past 4 years. With marquee brands like NestAway, Aurum Analytica and Sell.do, we are now poised to boldly accelerate our mission of disrupting India's USD 100 billion PropTech market.

About Aurum PropTech:

Aurum PropTech Limited (www.aurumproptech.in) is a company listed with BSE Limited (Scrip code: 539289) and National Stock Exchange of India Limited (Scrip code: AURUM). It aims to bring transparency, trust and digital transformation in the real estate sector through its Integrated PropTech Ecosystem. It owns and operates, NestAway Technologies – India’s premier rental marketplace, using technology to enable property owners find tenants and manage properties efficiently; Aurum Analytica, a data analytics company powering real estate developers identify prospective buyers for their properties and Sell.do India’s leading Sales Automation and Digital Transformation company for real estate.

About Aurum Ventures:

Aurum Ventures (www.aurumventures.in) is a new age Real Estate Group with end-to-end capabilities from Acquisition, Design, Execution, Project Management, Property Management, Sales, Leasing and Hospitality. It is bringing digital transformation to the real estate sector through its PropTech Ecosystem.

Forward Looking Statements:

Certain statements in this media release, concerning our future growth prospects are forward looking statements, which involve several risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. We do not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.

For details please contact:

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