

Date: October 17, 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

Sub: Investor Presentation

Dear Sir/Madam,

With reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), this is to inform you that **"Aurum PropTech Limited – Investor Presentation Q2 FY 2025-26"** is hereby enclosed.

The above presentation is also uploaded on the website of the Company at <https://www.aurumproptech.in/investor/presentations>.

You are requested to take the above on record.

Thanking you.

For **Aurum PropTech Limited**

Sonia Jain
Company Secretary & Compliance Officer

Investor Presentation Q2 FY 2026



Disclaimer

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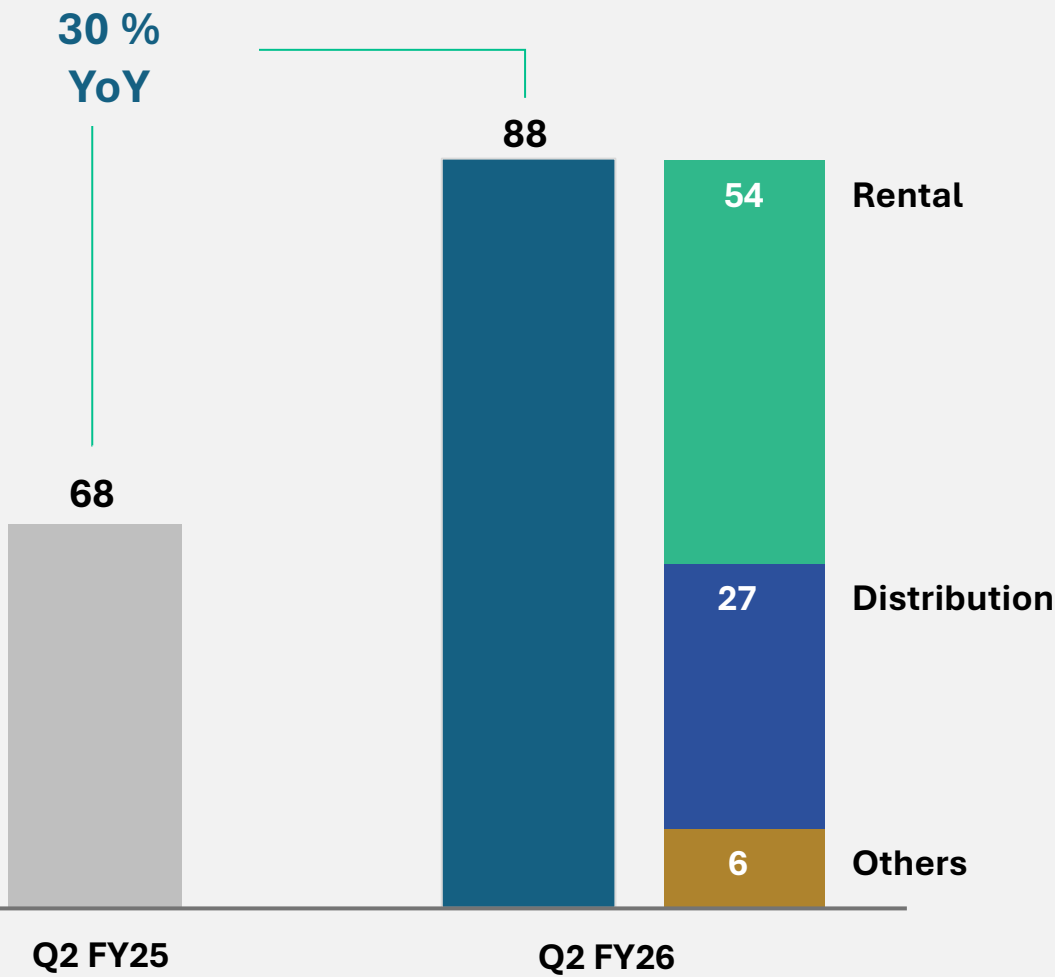
Forward-looking statement

This presentation contains forward-looking statements which may be identified by their use of words like "plans," "expects," "will," "anticipates," "believes," "intends," "projects," "estimates" or other words of similar meaning. All statements that address expectations or predictions about the future, including, but not limited to, statements about the strategy for growth, product development, market position, expenditures, and financial results are forward-looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The companies referred to in this presentation cannot guarantee that these assumptions and expectations are accurate or will be realised. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements. The company assumes no responsibility to publicly amend, modify or revise any forward-looking statements on the basis of subsequent developments, information or events, or otherwise.

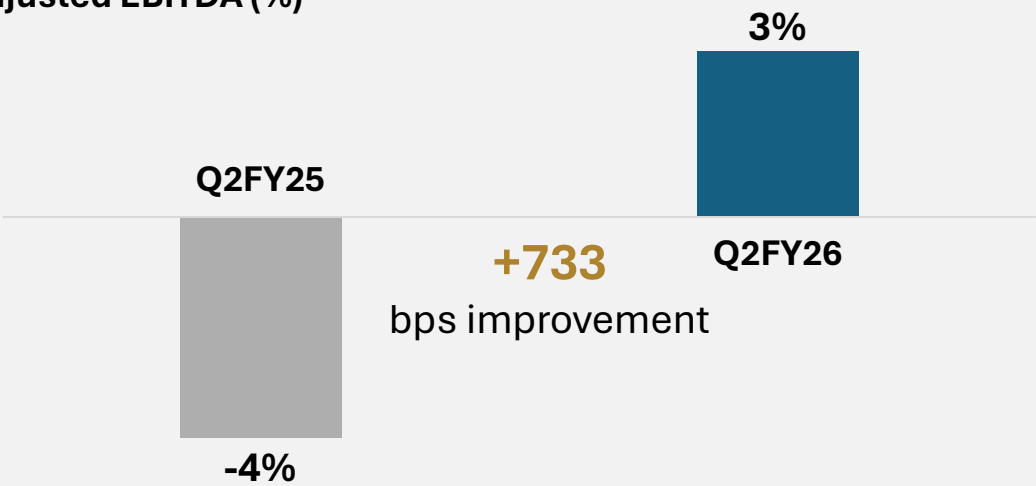
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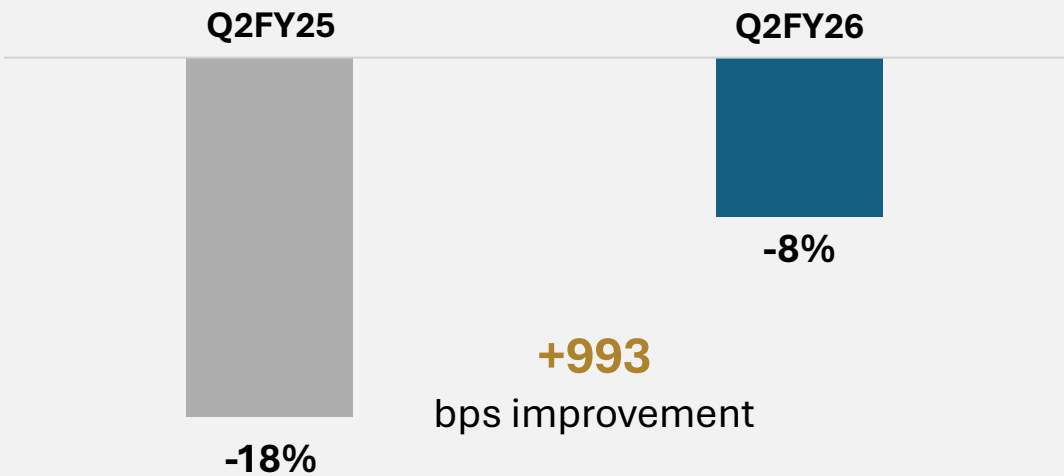
Total Income (₹ Cr.)



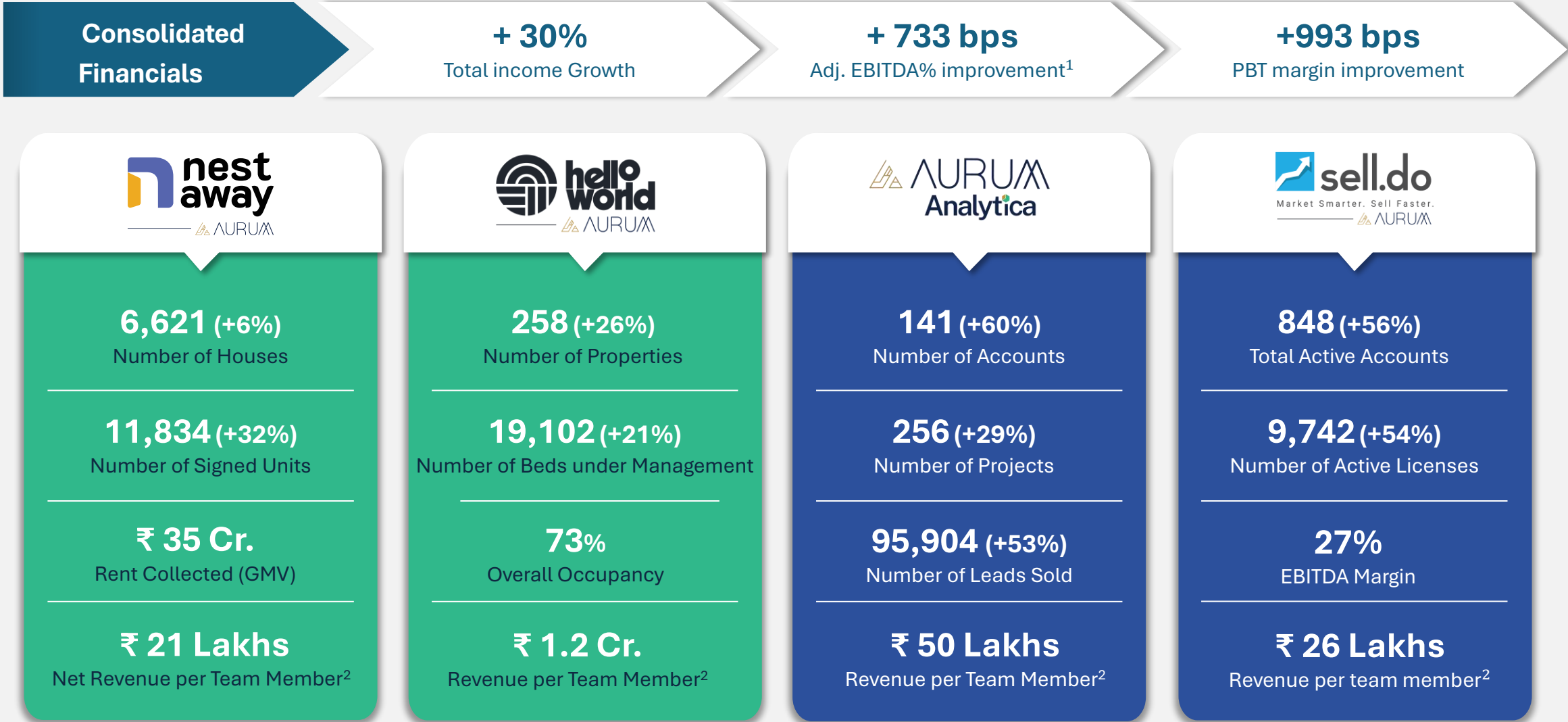
Adjusted EBITDA (%)



PBT Margin (%)



Key Business Performance Metrics – Q2 FY26 (vs Q2 FY25)



Notes:

1. Refer to slide 26 for Adjusted EBITDA calculation.

2. Revenue per team member annualized for the year basis quarterly revenue. The growth rate % are based on YoY growth on operating metrics from Q2 FY25.

Rentals



Expanding the Rental Horizon

- **4x growth in** Monthly Revenue Run-rate achieved in secondary sales
- Conducted **12 community events** with participation from over **1,000+ tenants**
- **“Nestr” Dubai operations** launched in Q2 FY26



Strengthening Co-Living Presence

- **19 new buildings; 1,100+ units** added
- **128 buildings** maintained an **80%+** occupancy consistently
- Product upgrades: enhanced **short-stay** module, new reviews & ratings feature, and **smart meter integration**

Distribution



Scaling Data-Driven Growth

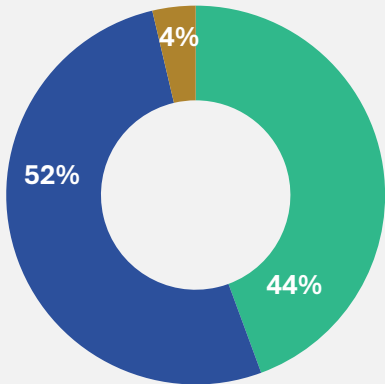
- **140+** active clients with **250+** active projects
- **95,900+** leads sold in Q2 FY26 (53% YoY growth)
- **5 new cities** launched. Pune & Indore expansion planned for upcoming quarters
- MVP for the new “Analytica Platform” initiated - **AISEO integration** to boost organic ranking & Tier-2 market penetration



Accelerating Sales Intelligence

- **170+ enterprise deals** closed; **1,400 new licenses** added
- Key client closures: Exp Realty, Peninsula Group, Taj Sky, Maytri Group & Udhay Group
- **AI-led product leap:** +35% engineering efficiency; launched Call Transcript, Translation & AI Insights
- Onboarded 2 customers for **AI Calling Bot service**

Talent pool across clusters ~ 1060

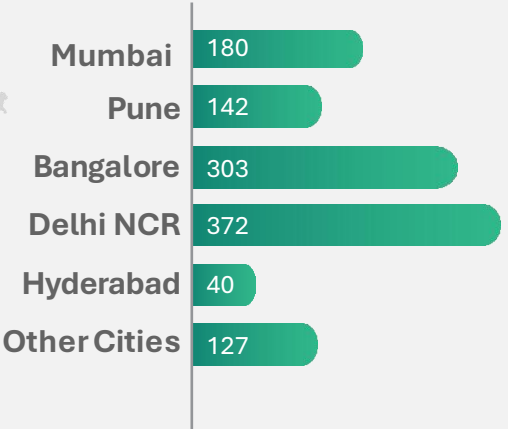
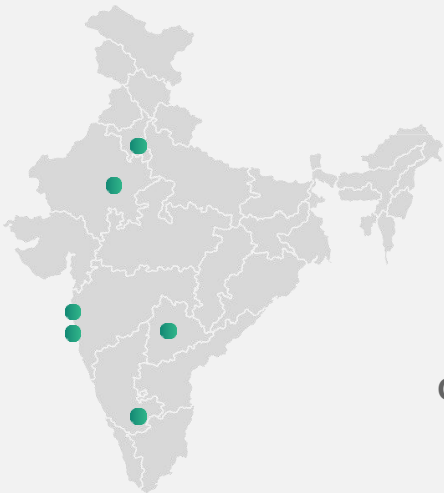


Rental

Distribution

Capital

Country spread 15 Cities



Key Functions 6



Revenue per team member

₹ 45 Lakhs
Per year

Entrepreneurs 10



Notes:
1. As on 30th September 2025.
2. Revenue per team member is on an annualized basis excluding PropTiger.

Aurum PropTech

About Us, Our Offerings



Our Ecosystem



Our Network



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 & increase enterprise efficiency** across the real estate value chain

Our Key PropTech Offerings

Rental



Student Living, Co-Living and Family Rentals

Distribution



Data analytics, Marketing, Sales Automation & Transaction Mgt.

Capital



SM REIT



Digital Lending Platform

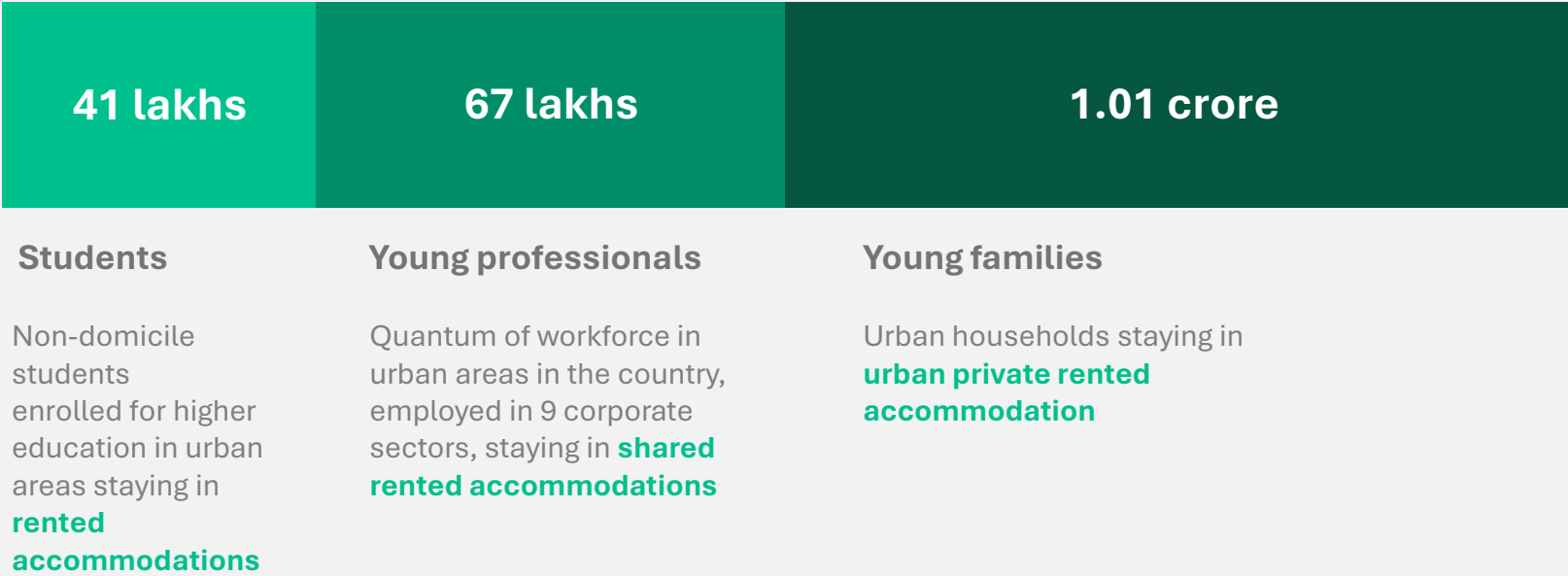
Integrated PropTech Ecosystem

India's sole integrated technology ecosystem that encompasses the entire real estate value chain, catering to both consumers and businesses through its comprehensive range of C2C, B2C, and B2B products, platforms, and services

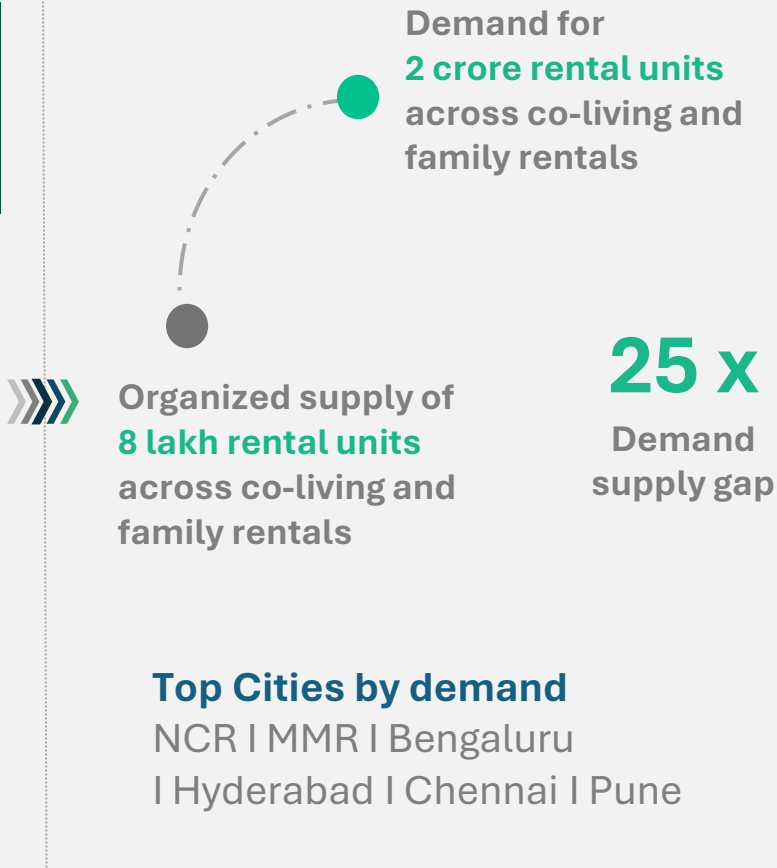
Rental PropTech

Opportunity, Coverage, Offerings





2.04 crore rental consumers
struggling to discover, move in, and stay in rental properties in urban areas



Property Owner

10% Recurring commission paid by Owner

- Easier re-possession
- Rent on time
- No legal hassles
- Professional upkeep

Tenant

5% blended commission from tenant through move in move out and cancellation

- Realtime inventory
- Move in move outs
- Community experience
- Zero refund risk

Two-sided business model provides Nestaway end to end control over the entire rental process

- To be the trusted companion for every home throughout its lifetime
- To simplify every aspect of home management, from renting to resale
- Creating seamless, digital solutions, making homes as easy to manage as any digital asset



Exclusive inventory



High tenant & owner stickiness



No occupancy risk



No minimum guarantee



Annuity based cashflow



Supply Demand analytics	Property Sourcing	Demand Gen. & Management	Services & Utilities	Community
Micro-Market Signal Monitoring	Long term agreements (5-7 yrs)	Omni-Channel outreach	On App booking & service management	Round- the-year events/ activities
Supply acquisition in high demand areas	HelloWorld lock-in typically 1-2 years	Colleges & Corporates relationships	Hub and spoke service delivery	Exclusive offerings from alliance partners
Occupancy Forecasting	Property Due Diligence	Digital onboarding & KYC	On-time service fulfillment	Interest-based communities

HelloWorld offers a fully integrated, tech-enabled, affordable, and flexible Co living platform

- Proprietary algorithms for analysis & discovery
- Paperless documentation and end to end asset management
- First-in-class inventory and customer management
- Digital services booking with last mile fulfillment
- Single window consumer app for community focused interventions

Asset Light & scalable business model

Longer term inventory control

Strong unit economics at the property level

Proprietary pricing & recommendations tech stack

A single tenant app for all their needs



One of the largest Co-living player in India

15+ Cities Presence

250+ Co-living spaces

73% Overall Occupancy

19,000+ Rental Units under Management

Distribution PropTech

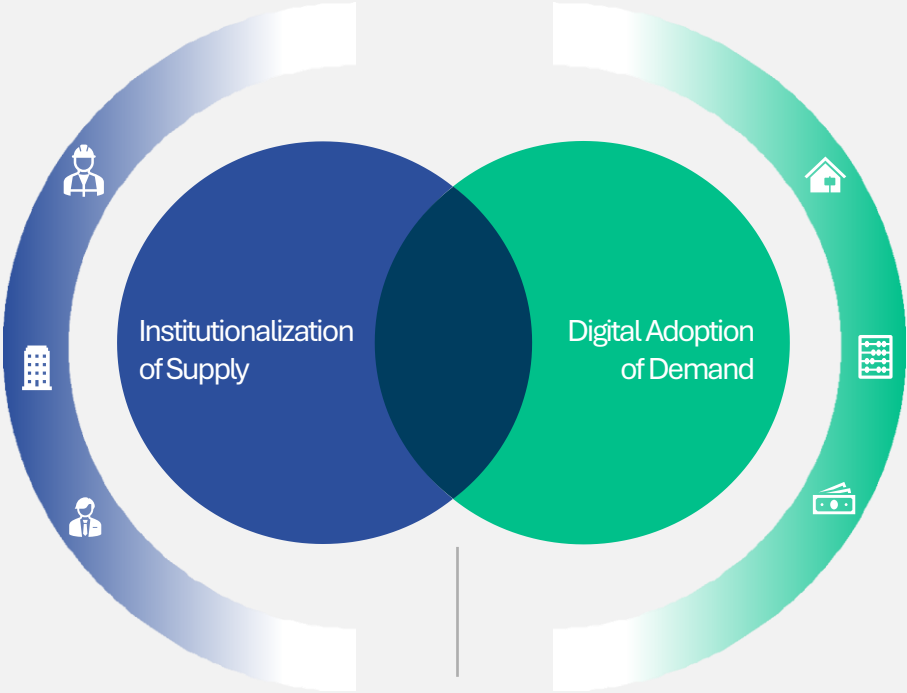
Opportunity, Coverage, Offerings



43,000+
RERA Registered
Real Estate Developers

20,000+
RERA Registered
Active projects

90,000+
RERA Registered
Channel Partners



78 Million
Urban Housing demand
between 2024 to 2034

4,80,000 +
Annual Housing sale
in top 8 cities

~₹ 4,00,000 Crore
Annual value
of Homes purchased

Adoption of
**Technology in Sales
and Marketing** efforts
of developers, is a must
to succeed in the
dynamic housing
market

PropTech in Real Estate Distribution

Driven by need for Enterprise Efficiency and Consumer Experience



Institutional capital
demanding process
and scale



Growing competition in
micro-market and
diversification of location



Digitization of
Channel Partner
community



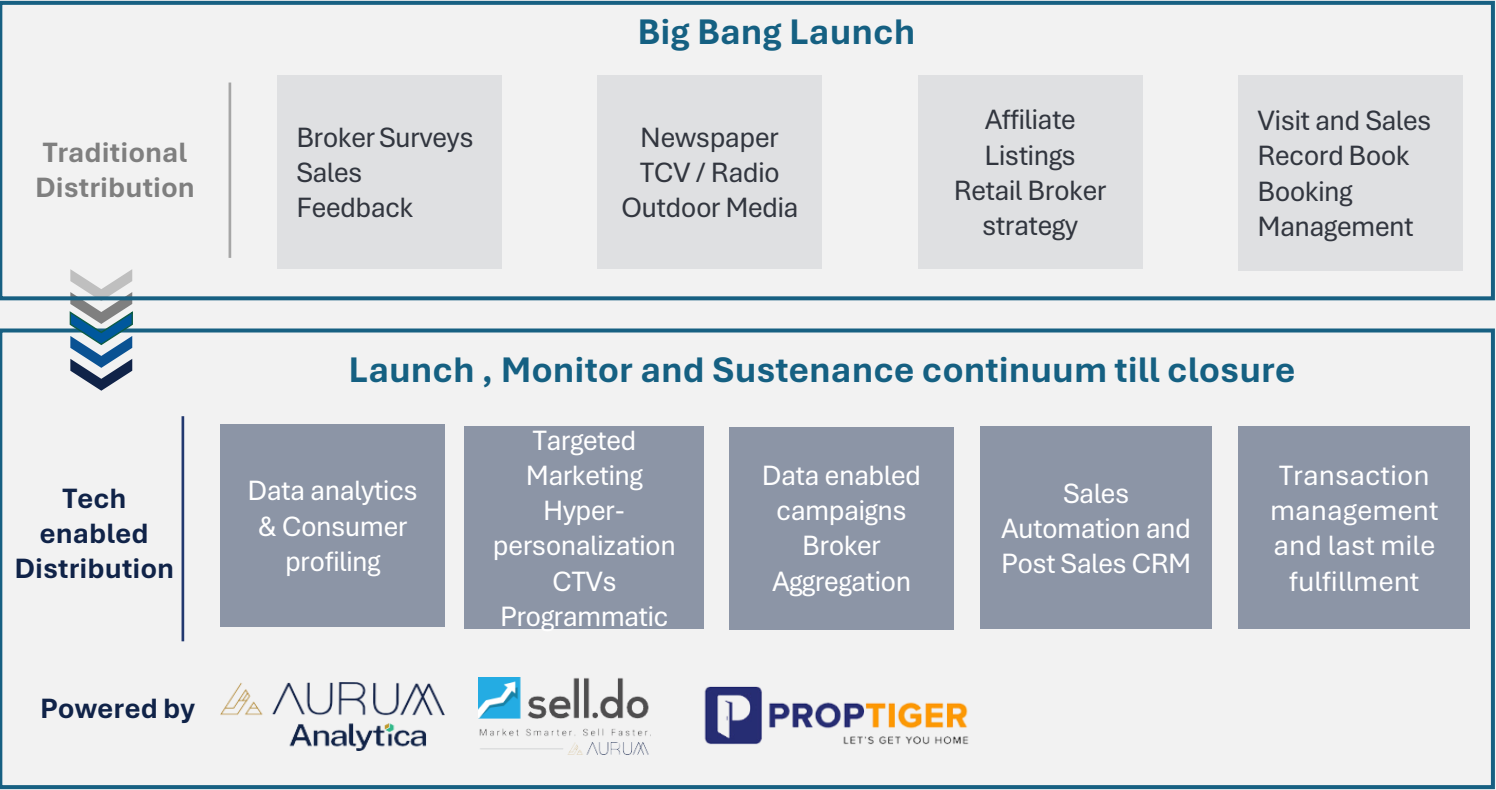
Increased digital
adoption of real
estate buyers



Lack of trust and
transparency
across consumers



Fragmented
purchase journey and
multiple stakeholders





Real Estate Developer Distribution Challenges



Poor Lead Quality



High number of unqualified/cold leads



High Customer Acquisition Cost



Lack of visibility of campaign effectiveness



Limited intelligence on channel partners sourcing



Complex inventory management module



Aurum Analytica Solution Stack



Data lake of 150M+ social profiles



Hyper targeted digital campaigns



High Quality Leads



Broker Aggregation Platform



inventory management module



AI/ML-powered look like audience modelling



Lead Capturing

Marquee Clients



TRIBECA



14,000+
Properties marketed

300+
Projects

1,20,000+
Thriving agents' community

120+
Clients

\$850 Mn+
Property value transaction enabled

RE Developer Sales & Marketing challenges



- Leads scattered across multiple platforms



- Disjointed communication with prospects



- Inability to prioritize high-intent buyers



- No real-time inventory visibility



- Leads go cold due to inconsistent follow-ups



- Manual handling of documents and payments



- Unclear returns on marketing spends



- Missed or untracked customer visits



Cloud Based CRM



Individual Licenses



Enterprise Deployment

Sell.do empowers real estate developers and brokers to manage, automate, and optimize the entire sales lifecycle on one integrated, real estate-specific CRM platform

Pre Sales

Automate lead capture, scoring, nurturing, and marketing ROI tracking across channels.

Sales

Seamless site visit scheduling, real-time communication & inventory tracking

Post Sales

Digital document handling, payment tracking, possession updates, and full sales pipeline visibility

Marquee Clients



\$ 25 Bn+
Worth Inventory Sold

15+ Years
Real estate experience

50 Mn+
Leads managed

7 Days
Set-up & Deploy

45 Mn+
Customer interaction managed



Real Estate Sales Execution & Fulfilment Challenges



Fragmented sales & brokerage system



Weak data-led buyer targeting



Limited reach to qualified homebuyers



Inefficient lead follow-up and weak conversions



Low sales velocity & unsold inventory build-up



Lack of data-driven visibility across sales funnel

Plan

Market

Sell

Finance

Build

Direct
buyer
sales



Digital Lead Generation & Qualification



On-ground salesforce for conversions



Buyer financing & documentation support

Project-level
sales &
marketing
execution



Build and execute project marketing strategies



Drive sales via direct buyer engagement and optimized spends



Manage sales offices and CRM for a seamless buyer journey



END-TO-END DEAL CLOSURE

Marquee Clients



45,000+
Happy Customers

350+
Relationship Managers

10+
Cities

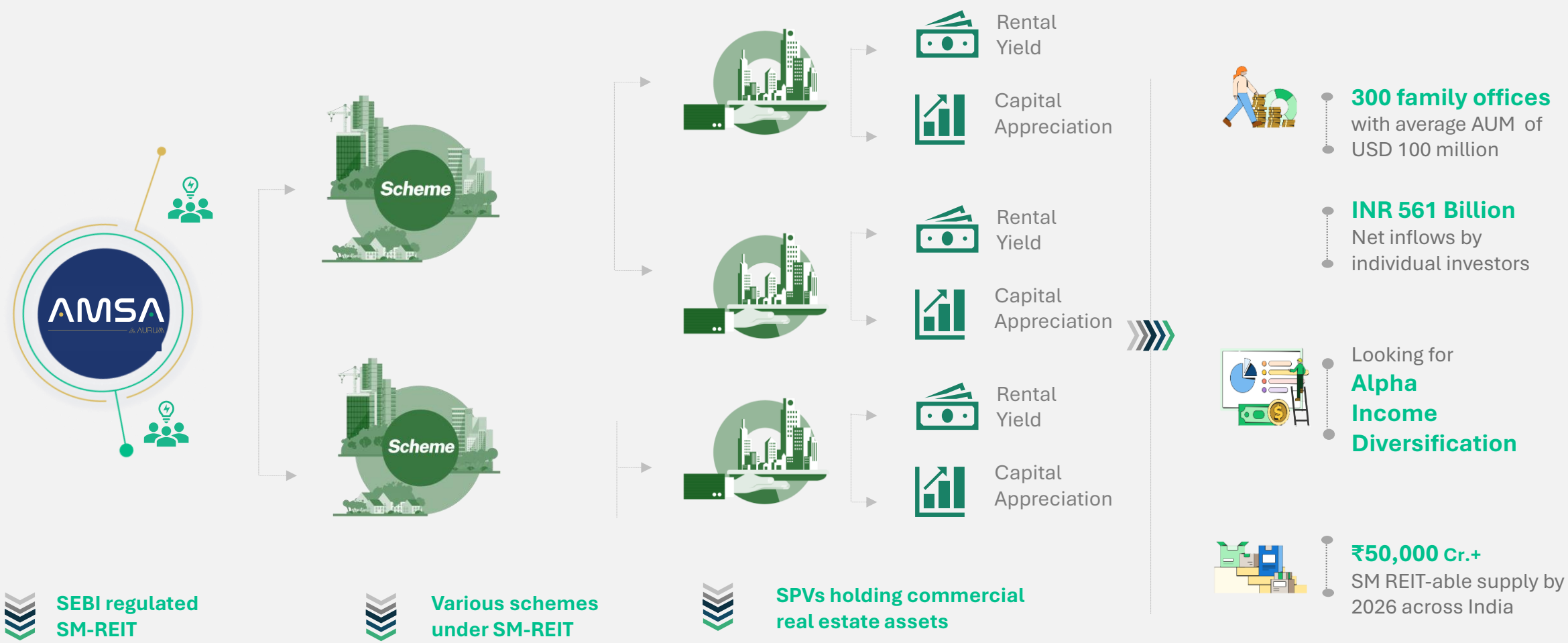
₹ 30,000Cr+
Homes Sold

₹ 4,500Cr+
Loans Facilitated



Capital PropTech

Opportunity, SM REIT



Investors looking for investments in Small and Medium Size Real Estate Assets pool in money in SM-REIT

SM-REIT can create separate schemes for different properties

Properties generate rent and potential long-term value appreciation. These returns are passed on to investors

Key Features of SM-REIT

₹ 50-500 Cr.
AUM per scheme

5%/15%
Investment by IM

₹ 10L Min.
Investment Size

Units listed on
BSE & NSE

Regular income +
growth

Choice of asset
& market

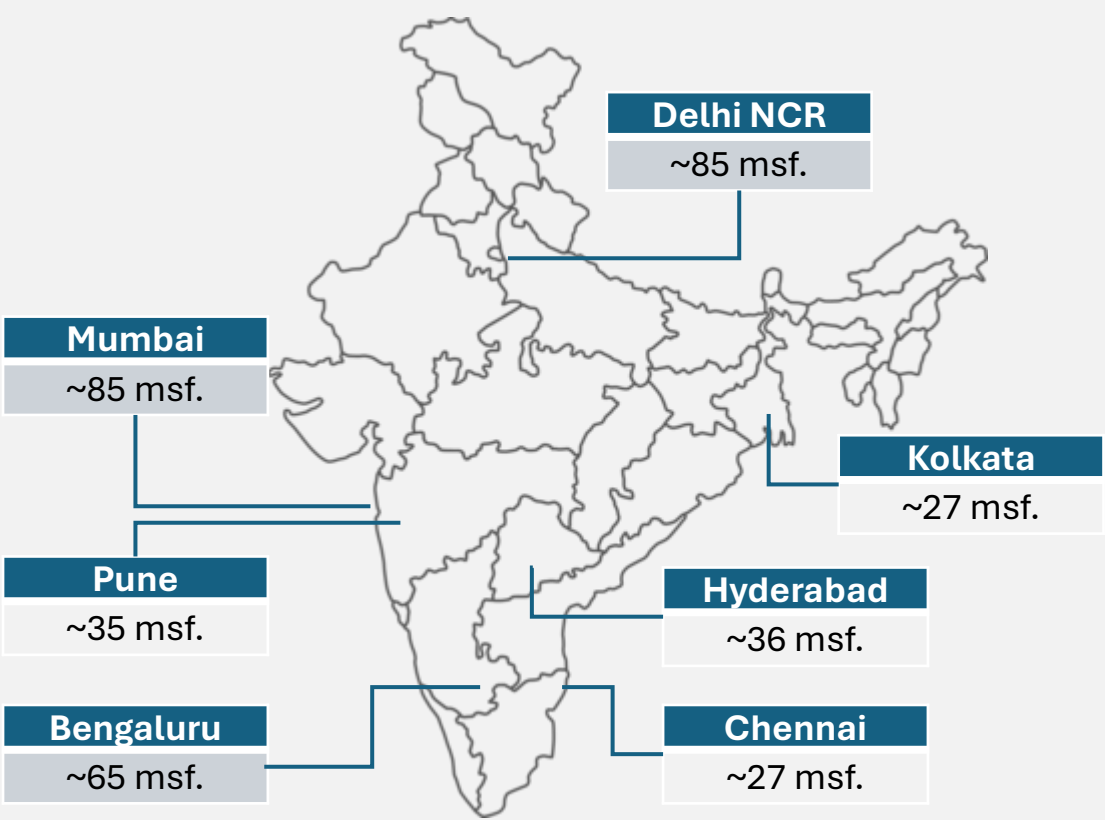
70%

Market potential in Top 3 Metros

Potential SM REITs Market Size

350 Mn. sq ft.
Completed commercial
office space by FY 26

₹50,000 Cr.+
Potential size of AUM
under SM REITs by FY26



Financial Statement P&L Trends, Distribution Segment Realignment



Amount in ₹ lakhs, unless otherwise stated

STATEMENT OF CONSOLIDATED UNAUDITED FINANCIALS RESULTS FOR THE QUARTER AND YEAR ENDED September 30, 2025

Sl no.	Particulars	Quarter Ended			Half Year Ended		Year Ended
		September 30, 2025	June 30, 2025	September 30, 2024	September 30, 2025	September 30, 2024	March 31, 2025
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	Income						
	Revenue from operations	8,250	6,840	6,396	15,090	12,885	26,384
	Other income	516	856	365	1,372	786	2,114
	Total income	8,766	7,696	6,761	16,462	13,671	28,498
2	Expenses						
	Employee benefit expense	2,018	2,032	2,001	4,050	3,994	7,860
	Finance costs	782	811	693	1,593	1,379	2,923
	Depreciation and amortization expense	2,555	2,454	1,970	5,009	3,863	8,236
	Other expenses	4,107	3,477	3,304	7,584	7,016	13,926
	Total expenses	9,462	8,774	7,968	18,236	16,252	32,945
3	Loss before tax and exceptional item	(696)	(1,078)	(1,207)	(1,774)	(2,581)	(4,447)
4	Exceptional items, net (gain/loss)	-	-	-	-	4	-
5	Loss before share of profit / (loss) of an associate and tax	(696)	(1,078)	(1,207)	(1,774)	(2,585)	(4,447)
6	Share of loss of an associate	(255)	-	-	(255)	-	-
7	Loss before tax	(951)	(1,078)	(1,207)	(2,029)	(2,585)	(4,447)
8	Tax expenses						
	Income tax - current	86	44	37	130	51	212
	Taxation in respect of earlier years	-	-	0	-	12	(17)
	Deferred tax charge / (benefit)	(196)	(120)	(29)	(316)	(363)	(519)
	Total tax	(110)	(76)	8	(186)	(300)	(324)
9	Loss after tax	(841)	(1,002)	(1,215)	(1,843)	(2,285)	(4,123)

Amount in ₹ lakhs, unless otherwise stated

STATEMENT OF CONSOLIDATED UNAUDITED FINANCIALS RESULTS FOR THE QUARTER AND YEAR ENDED September 30, 2025

Sl no.	Particulars	Quarter Ended			Half Year Ended		Year Ended
		September 30, 2025	June 30, 2025	September 30, 2024	September 30, 2025	September 30, 2024	March 31, 2025
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
10	Other comprehensive income / (loss)						
	(i) Items that will not be reclassified subsequently to profit or loss	(13)	27	(24)	14	5	(32)
	(ii) Income tax relating to items that will not be reclassified subsequently to profit or loss	5	(5)	(12)	0	(16)	4
	(iii) Items that will be reclassified subsequently to profit or loss	(6)	-	(0)	(6)	0	(1)
	Total other comprehensive income / (loss) , net of tax	(14)	22	(36)	8	(11)	(29)
11	Total comprehensive loss	(855)	(980)	(1,251)	(1,835)	(2,296)	(4,152)
12	Profit / (loss) attributable to:						
	Equity shareholders of the company	(855)	(943)	(955)	(1,798)	(1,958)	(3,337)
	Non-controlling interest	15	(59)	(260)	(45)	(327)	(786)
	Other comprehensive income / (loss) attributable to:						
	Equity shareholders of the company	(10)	22	(31)	12	(12)	(25)
	Non-controlling interest	(4)	(0)	(5)	(4)	1	(4)
	Total comprehensive income/ (loss) attributable to:						
	Equity shareholders of the company	(866)	(920)	(986)	(1,786)	(1,970)	(3,362)
	Non-controlling interest	12	(60)	(265)	(49)	(326)	(790)
13	Paid up equity share capital (Face value of INR 5/- each)	3,816	3,584	2,752	3,816	2,752	2,756
14	Reserves excluding revaluation reserves as per balance sheet	NA	NA	NA	44,861	NA	24,679
15	Earning per share of INR 5/- each (not annualized)						
	Basic (INR)	(1.26)	(1.48)	(1.16)	(2.65)	(3.68)	(6.16)
	Diluted (INR)	(1.26)	(1.48)	(1.16)	(2.65)	(3.68)	(6.16)

Profit & Loss Trends

		Q2 FY26
PBT/TI	PBT / Total Income (%)	-7.9%
EBITDA/TI	EBITDA / Total Income (%)	30.1%
EBITDA _r /Ti _r	Adjusted EBITDA / Adjusted Income (%)	3.2%
Profit & Loss Build-up (figures in ₹ Cr.)		
TI _r	Adjusted Income	84.80
	Add: Other income	2.86
TI	Total Income	87.66
	Less: Employee benefits costs & Other expenses	61.25
EBITDA	EBITDA (as per Ind AS)	26.41
	Add: ESOP Costs	0.38
	Less: Long term lease cost	24.08
EBITDA _r	Adjusted EBITDA (before ESOP & RoU)	2.72
	Less: ESOP Costs	0.38
	Less: Finance costs	1.29
	Less: Depreciation costs	5.73
	Less: Long term lease cost – Ind AS	2.27
PBT	PBT (before Exceptional Items)	-6.96

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

■ **993 bps** YoY improvement of PBT Margin

■ **860 bps** YoY improvement of EBITDA Margin

■ **733 bps** YoY improvement of Adjusted EBITDA Margin

Our Values & Leadership

Ecosystem strength



Governance, Risk and Compliance (GRC) Framework

- 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

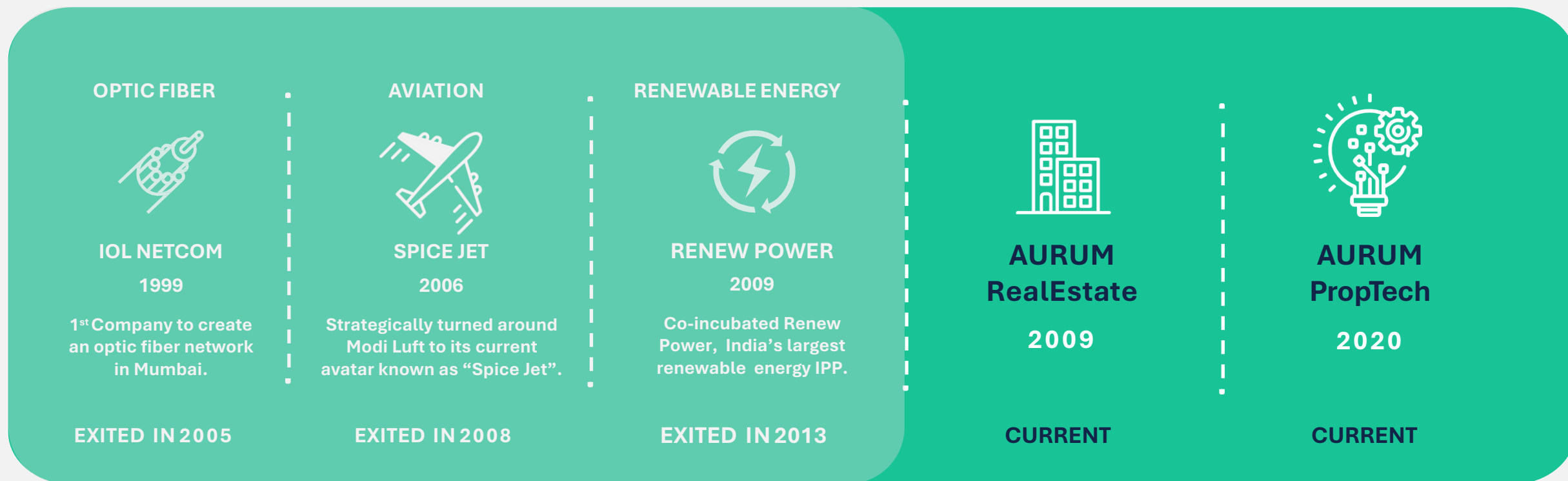


Our Vision and Values

To enhance enterprise efficiency and enhance consumer experience with Technology in Real Estate

To be the most preferred PropTech company in India







Mr. Ashish Deora

Founder & CEO, Aurum Ventures
Non-Executive Director

Mr. Ashish Deora is a **first-generation entrepreneur**. Over the last three decades, he has built several businesses and created value in multiple industries including mining, telecom, aviation, renewable energy, RealEstate and PropTech. He is a firm believer of **technology, innovation and entrepreneurship**. He is the **founder of Aurum Ventures**, the parent company of Aurum PropTech (striving to build the largest integrated property technology ecosystem in India) and Aurum RealEstate (engaged in real estate development in the MMR region). He has laid the foundation for **Aurum नींव** to give impetus to the philanthropic initiatives of Aurum. A proud alumnus of **Harvard Business School**, he has a proven track record of strategic investments in businesses across the Asia-Pacific, Africa and South America and successful exits to global capital allocators.



Ramashrya Yadav

Non-Executive Director

A Harvard Business School alumnus with **26+ years** of experience in real estate, banking, and investments. **Founded India's first real estate-focused asset management firm** after leading Edelweiss's Real Estate Advisory and serving as CEO of Orbit Corporation. Known for driving transformative growth through strategic innovation.



Onkar Shetye

Executive Director

With **15 years of multisectoral experience** spanning across India, Europe and Africa, he has driven **strategic and transformational initiatives at multiple organizations** across industries like Energy, Real Estate, and Information Technology. He has previously led teams in the capacity of Chief Operating Officer. He is an alumnus of the IIM Ahmedabad and has completed his Master's from the Russel Group of Universities, UK. He has been part of the **Aurum Group since June 2012**.



Vasant Gujarathi

Independent Director

A seasoned Chartered Accountant with over **38 years of experience**, including 22 years as **Partner at PwC India**. Led assurance and advisory services for major multinational clients and represented PwC on its Global Industrial Products Committee. Brings deep expertise in audit, risk management, governance, and regulatory compliance. 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 **37+ years** of experience across industries including technology, healthcare, and renewables. Has led multiple M&A deals, launched Sequoia- and Intel-funded startups, and built ventures across **India, the Middle East, and Southeast Asia**. Currently advises global companies and a **Canadian VC fund**. Holds an MBA from Symbiosis Institute of Business Management, Pune.



Padma Deosthali

Independent Director

A social scientist with over **23 years** of experience in public health and gender equity, having led CEHAT for 11 years and collaborated with **UNFPA, UNDP, and WHO**. Her work spans gender-based violence, health policy, and human rights. Currently serves as **Program Director for Sexual and Reproductive Health at CREA**. Dr. Padma holds a Master's degree in Social Work (MSW) and a PhD from the Tata Institute of Social Sciences.

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 co-living and property management. A revered voice in SaaS and PropTech expertise in the startup community.	Monk Tech Labs Cozee Homes Mu Sigma
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
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 ₹ 50 Cr. ARR.	NestAway TaxiForSure IBM
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 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

Name	Academic Qualifications	Career Highlights, Key Achievements	Previous Organizations
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
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
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)
Vinayak Katkar Co-Founder at 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
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

For further information, contact:

**Aurum PropTech Ltd.,
Investor Relations**

Rihen Shah

E-mail: rihen.shah@aurumproptech.in

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