

Date: April 26, 2026

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 Q4 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>.

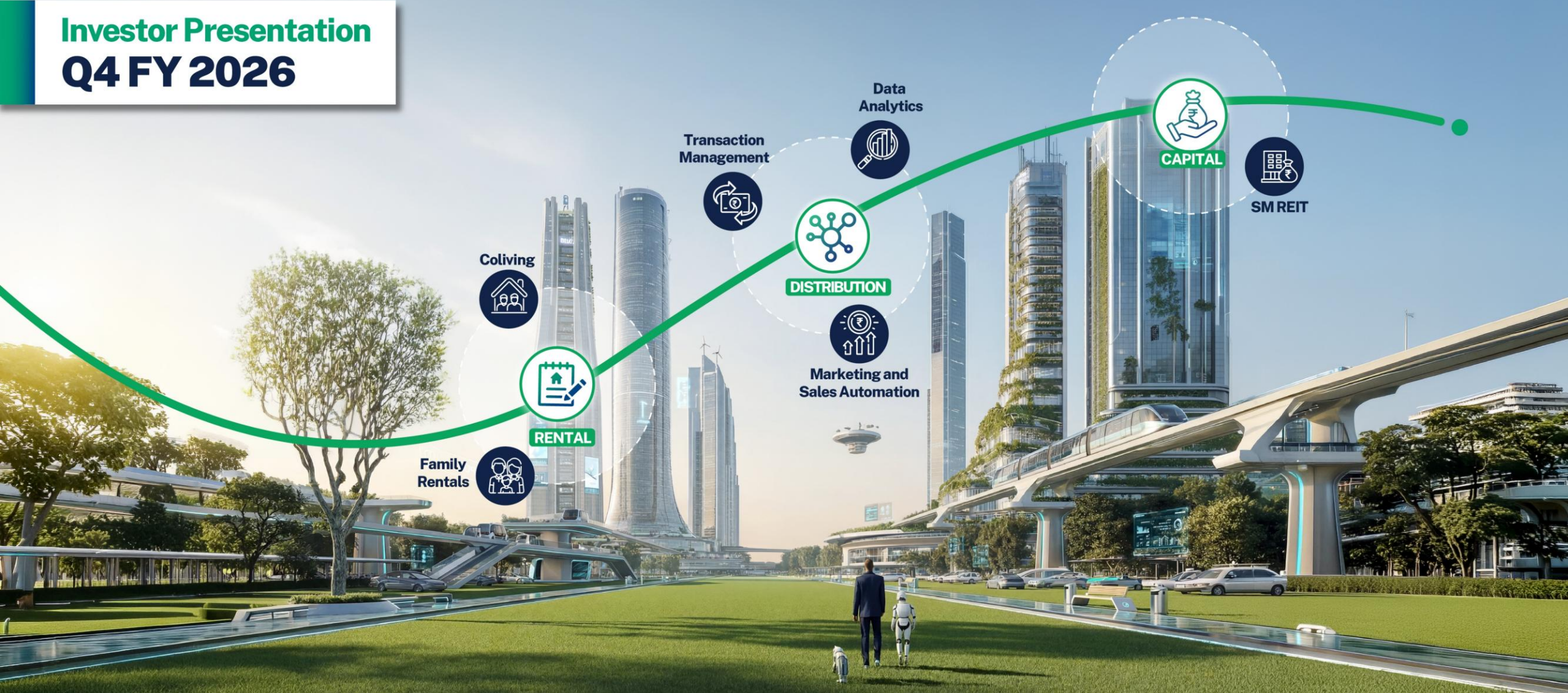
You are requested to take the above on record.

Thanking you.

For **Aurum PropTech Limited**

Sonia Jain
Company Secretary & Compliance Officer

Investor Presentation Q4 FY 2026



Family Rentals



Coliving



RENTAL

Transaction Management



Data Analytics



DISTRIBUTION



Marketing and Sales Automation



CAPITAL



SM REIT

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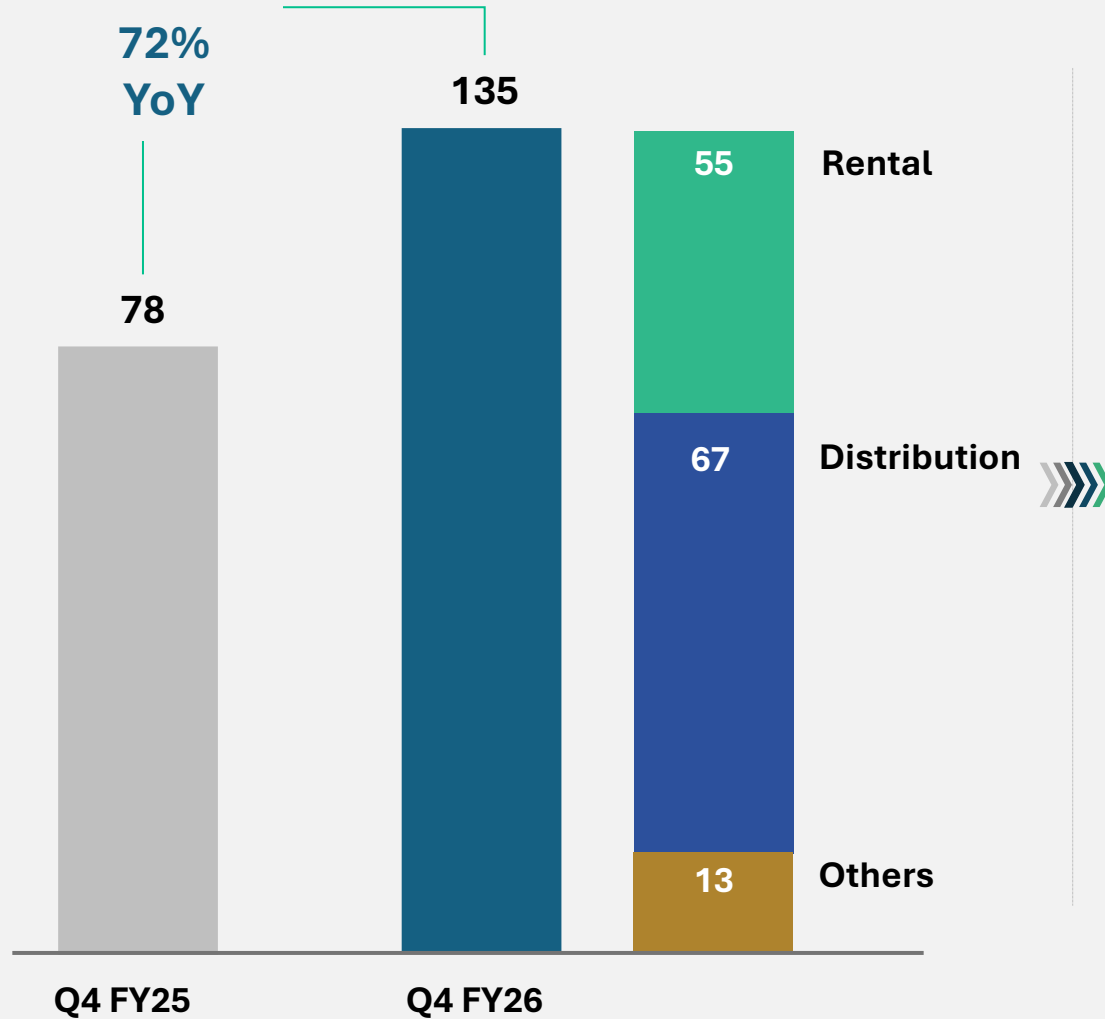
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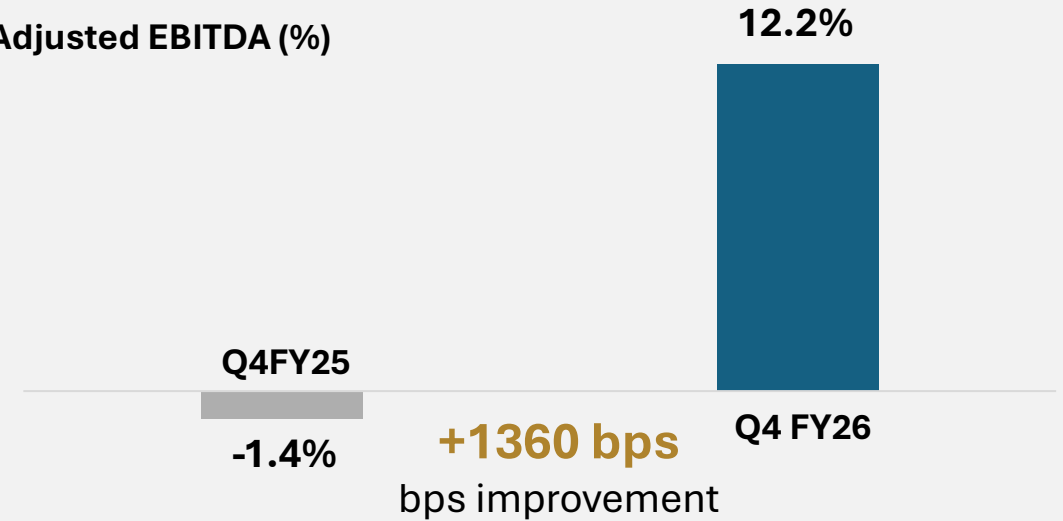
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Aurum PropTech Surpasses ₹500 Cr ARR, Delivers Second Consecutive Profitable Quarter

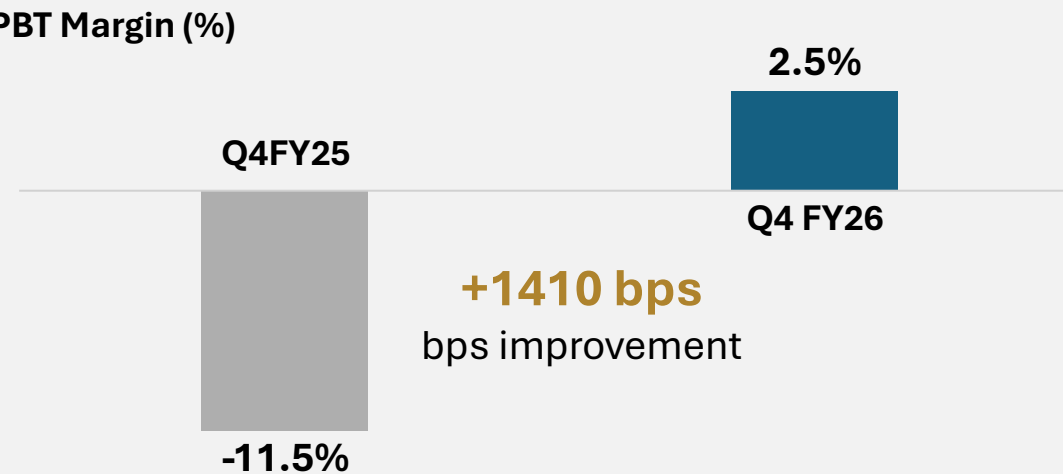
Total Income (₹ Cr.)



Adjusted EBITDA (%)

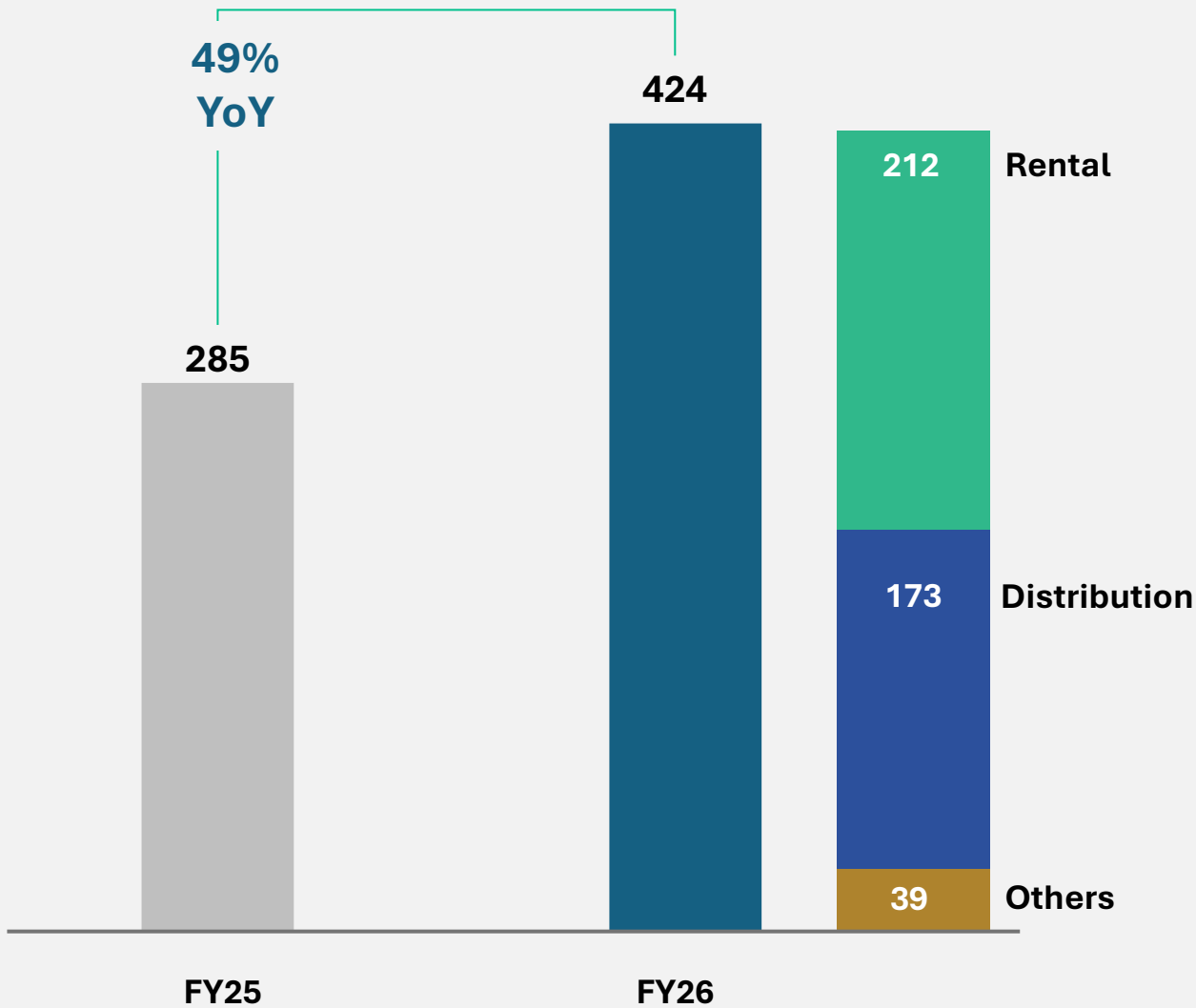


PBT Margin (%)

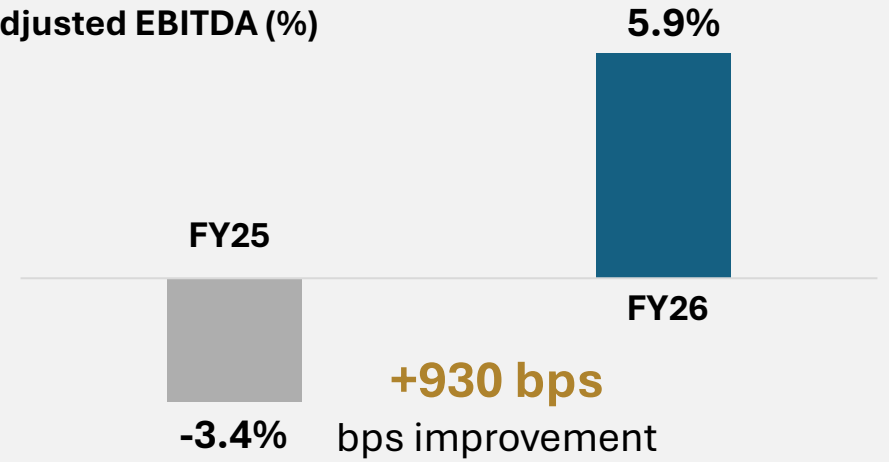


Yearly Financial Performance – FY26 (vs FY25)

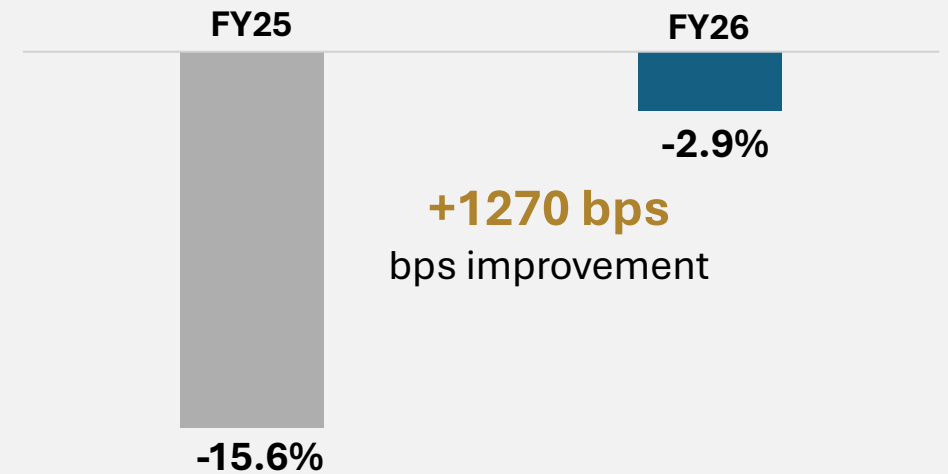
Total Income (₹ Cr.)



Adjusted EBITDA (%)



PBT Margin (%)



Key Business Performance Metrics – Q4 FY26 (vs Q4 FY25)

Consolidated Financials

+ 72%
Total income Growth

+ 1360 bps
Adj. EBITDA% improvement¹

+1410 bps
PBT margin% improvement



5,214 (-23%)
Number of Houses

9,559 (+3%)
Number of Signed Units

₹ 35 Cr.
Rent Collected (GMV)

₹ 29 Lakhs
Net Revenue per Team Member²



259 (+13%)
Number of Properties

19,286 (+9%)
No. of Beds under Management

76%
Overall Occupancy

₹ 1.2 Cr.
Revenue per Team Member²



148 (+23%)
Number of Accounts

276 (+20%)
Number of Projects

1,48,392 (+93%)
Number of Leads Sold

₹ 47 Lakhs
Revenue per Team Member²



916 (+38%)
Total Active Accounts

10,378 (+32%)
Number of Active Licenses

25%
EBITDA Margin

₹ 30 Lakhs
Revenue per team member²



782
Number of Transactions

₹ 923 Cr.
Value of homes sold

102
Number of developers

₹ 39 Lakhs
Revenue per team member²



Expanding the Rental Horizon

Strengthening Co-Living Presence

Scaled platform to **~9,600 rentable units across 5,214 houses**

Launched **NestAway Select**, a premium cluster-based rental model

AI pilots live for lead management, owner acquisition, and support

259+ active coliving spaces across 15+ cities

Served **2,400+** new tenants

4.3+ average customer rating across platform



Scaling Data-Driven Growth

Accelerating Sales Intelligence

Driving Residential Buyer Conversions

145+ active clients with **275+** projects signed

1,48,000+ leads sold in Q4 FY26 (**93% YoY growth**)

AI-first pilot underway via scaled bot-led deployments

40+ new developers onboarded; **600+** new licenses added

27% developer adoption for multi-product billing

WhatsApp and AI Calling Bot driving strategic growth

170+ active developer clients; **12** active mandates

Highest-ever gross commission since inception

Proprietary Developer **GTM Planner** launching May 2026

Aurum PropTech Limited sells Buildings Q5 and Q6 at Navi Mumbai,
for a total consideration of **INR 112 Crores**



Majesco
acquisition;
asset
onboarded



Construction
completed;
OC received



Leasing
commenced;
tenancies
ramped up



Full
occupancy
achieved



Peak revenue;
sustained full
occupancy



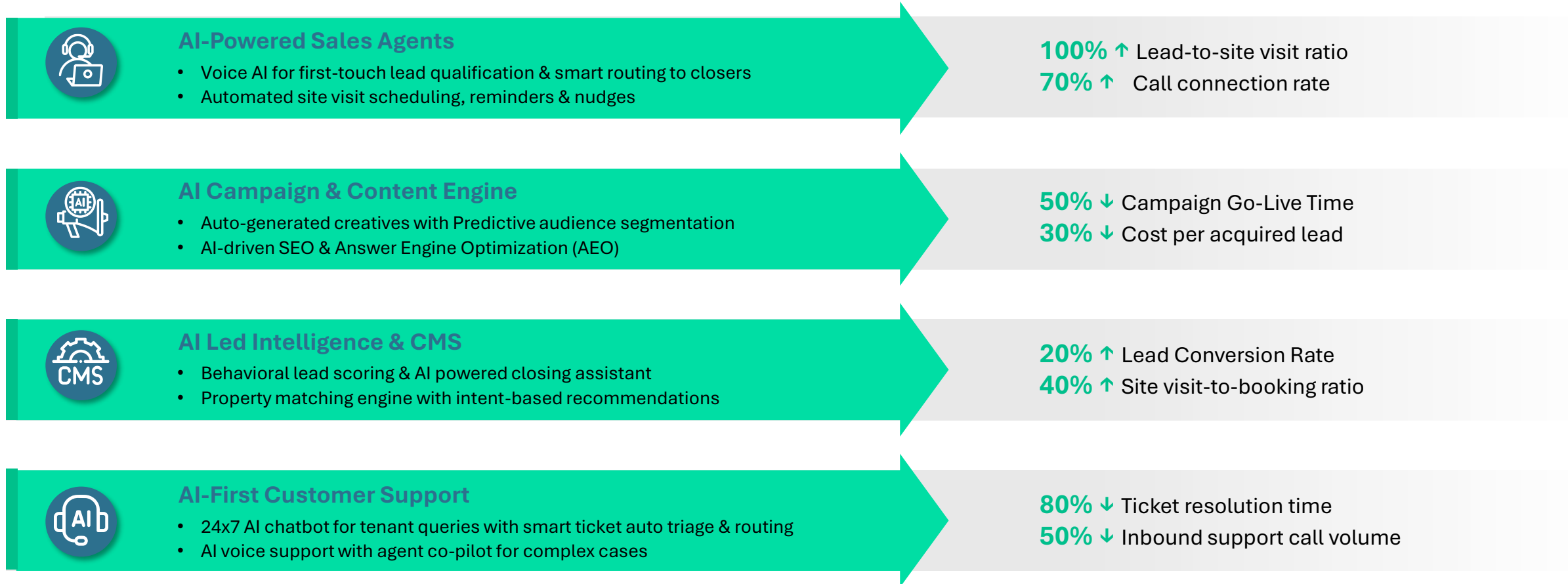
Final operating
year; pre-sale
optimization



Transaction proceeds to be deployed toward full debt retirement and strategic reinvestment to accelerate transformation into an AI Native PropTech company



AI Initiatives & it's Potential Impact across the Value Chain

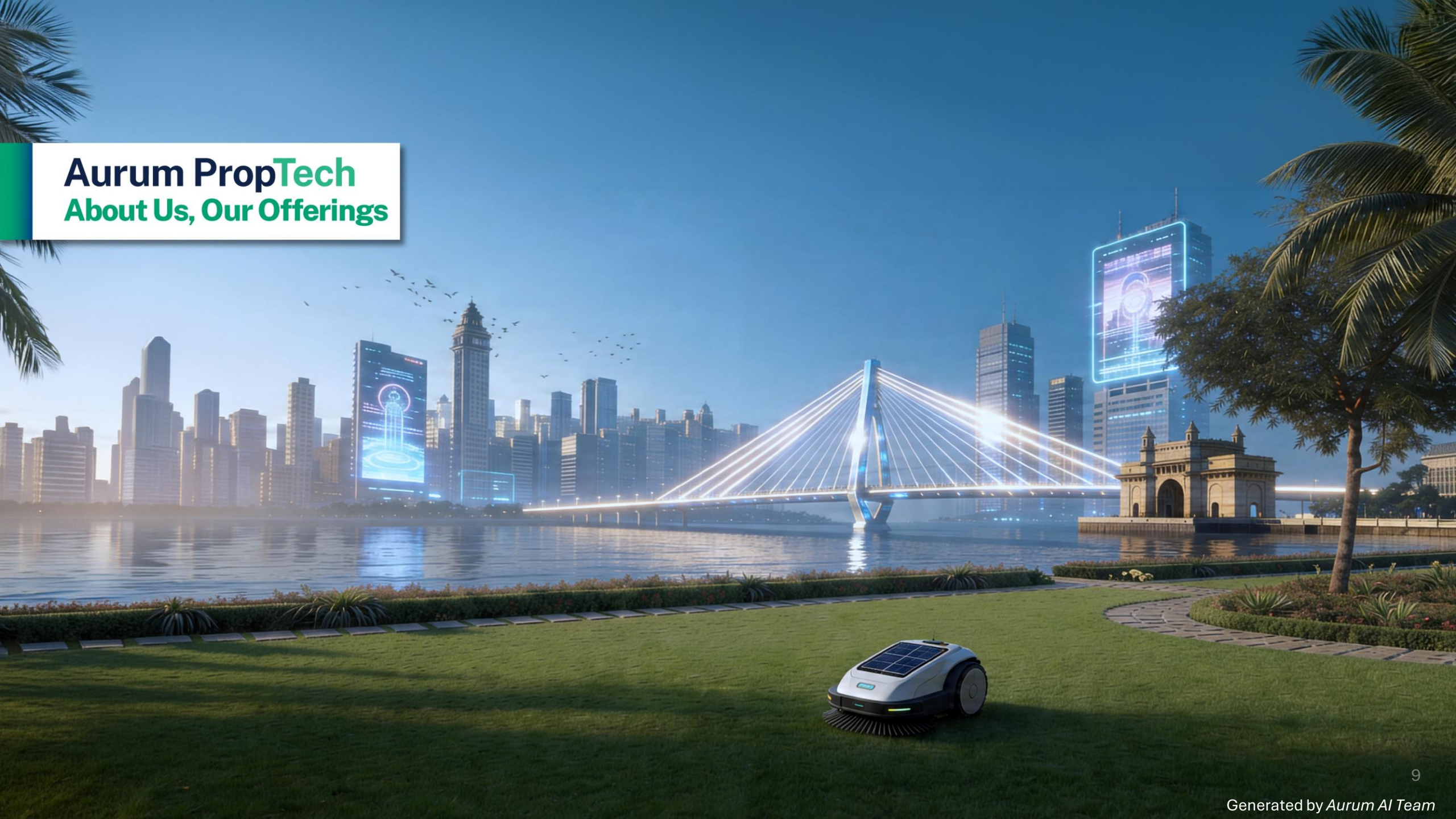


Deployed across

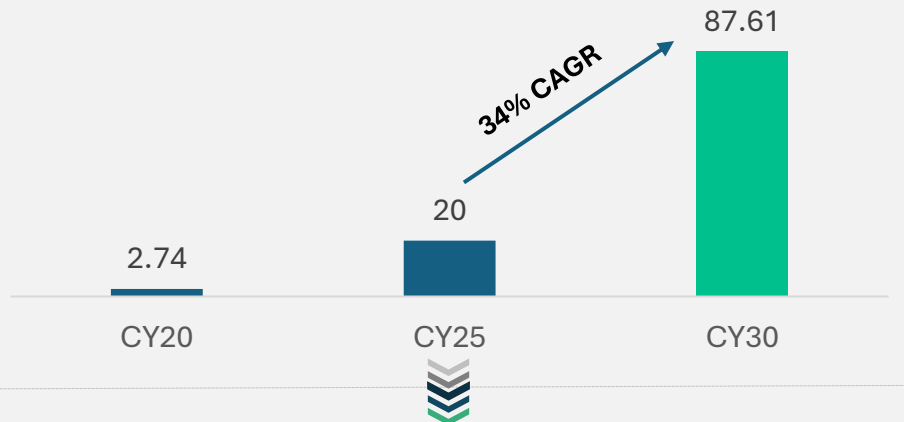
AI Stack

Aurum PropTech

About Us, Our Offerings



PropTech Market in India (USD Bn.)



The Rise of PropTech in India



>90%

Buyers use digital channels to search homes



60%

Share of sales & marketing budget spent on digital strategies



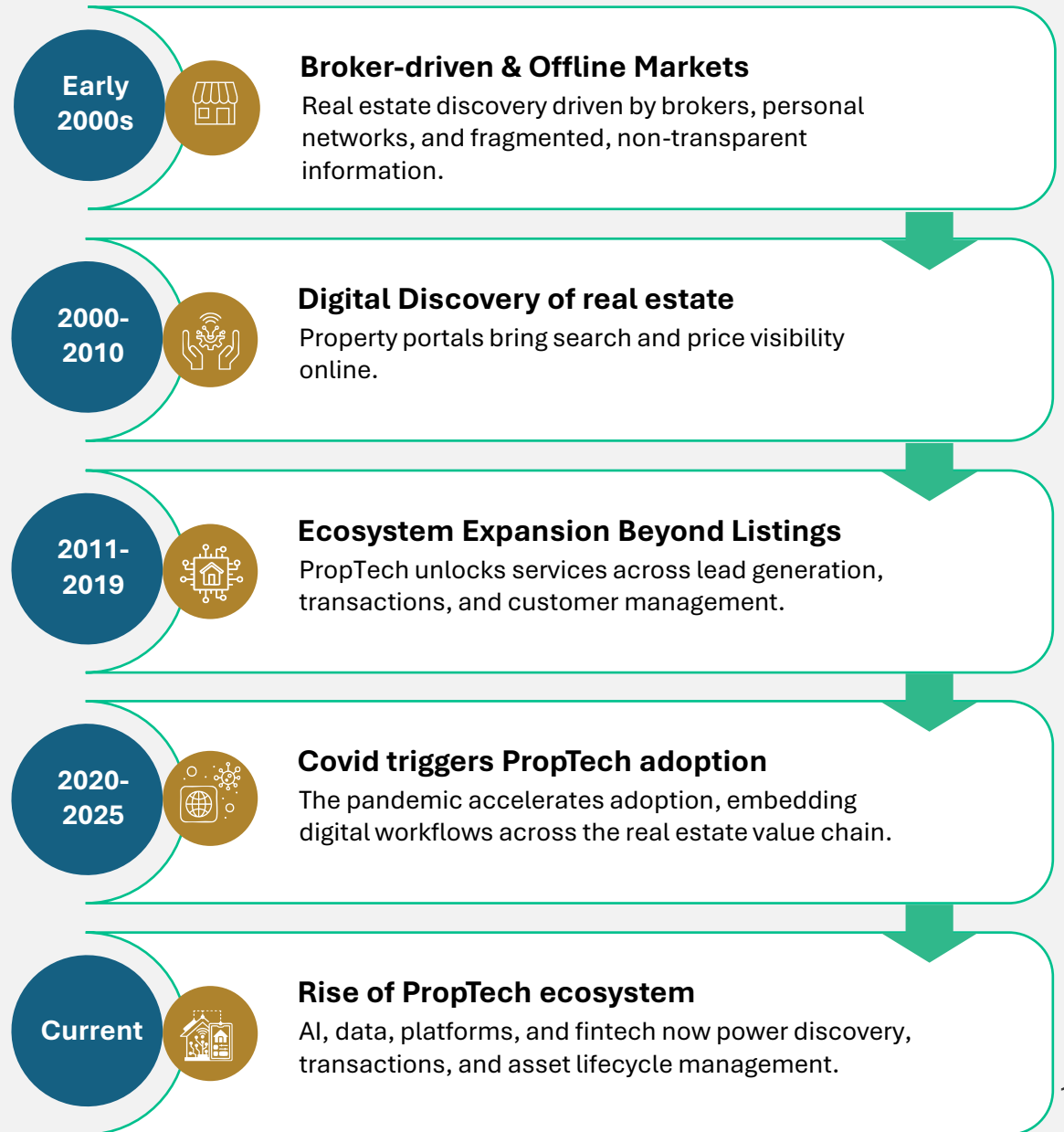
58%

Homebuyers use virtual tours before buying a property



75%

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



An Integrated Technology Ecosystem for India's Real Estate Value Chain



Talent pool spread across **15** Cities

Delhi NCR	271
Bangalore	267
Mumbai	172
Pune	155
Hyderabad	46
Other Cities	141

<p>10 Entrepreneurs</p>	<p>10+ Products</p>	<p>1000+ Team Members</p>
<p>1100+ Real estate developer relations</p>	<p>25,000+ Active Customers</p>	<p>28,800+ Rental Units Capacity</p>

Notes: Data as on 31st March 2026.

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, Offerings



PROPTech SMART LIVING

PROPERTY INSIGHTS

Total Rentals	128
Occupancy Rate	92%
Avg. Rent (₹/mo)	5.62 L
Maintenance	Updated
Next Inspection	12 May 10:00 AM

AMENITIES

Security	Parking	Gym
Pool	Clubhouse	Kids Area

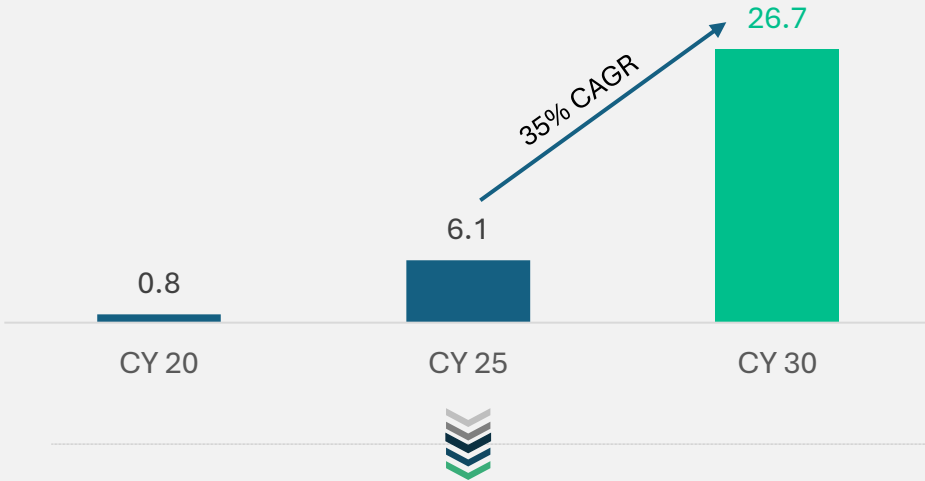
COMMUTE TIME
18 min
to BKC

TRAFFIC STATUS
Smooth
No Delays

WEATHER
29°C
Clear Sky



PropTech Rental Market Size (USD Bn.)



Demand for **2 crore rental units** across co-living and family rentals

23 x demand supply gap

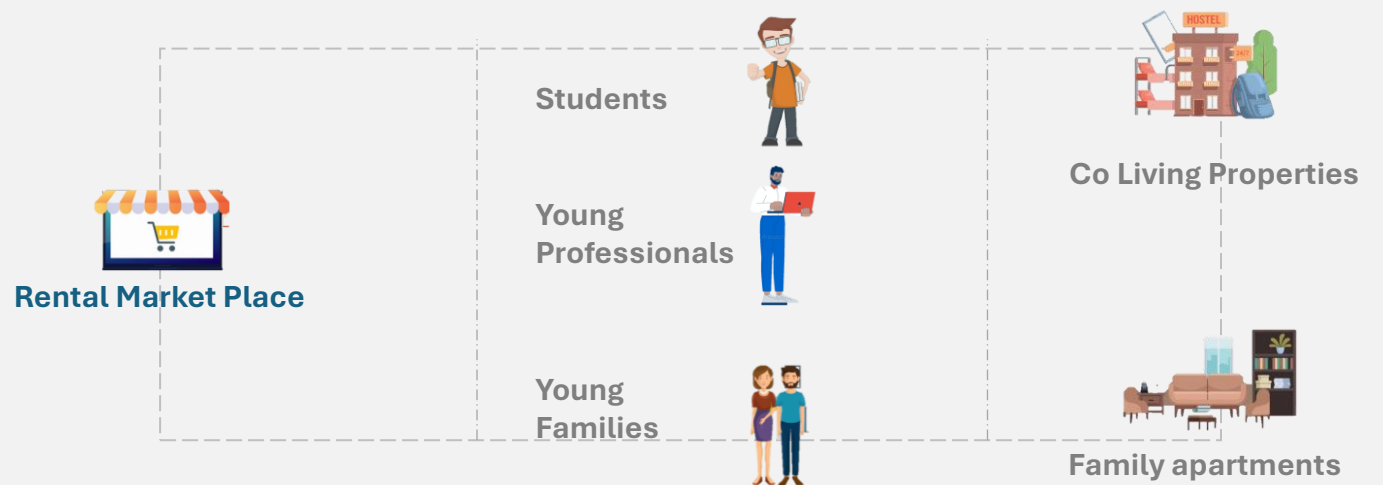
Top Cities by demand
NCR | MMR | Bengaluru | Hyderabad | Chennai | Pune

Organized supply of **9 lakh rental units** across co-living and family rentals

Rental Value Chain	Usage Type	Our rental offering
Students or Young professionals 18-26 years ₹8,500 to ₹16,000 paid for rent	Shared accommodation –Common living and shared amenities space	 HelloWorld Co living
Young Families & High income professionals 27 years - 34 years ₹20,000 to ₹80,000 paid for rent	Single apartment rented by one household (non sharing)	 Nestaway Family Rentals







Tech enabled C2C Marketplace model





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



One of the largest Co-living player in India

15+ Cities Presence

259+ Co-living spaces

19,250+ Rental Units under Management



Asset Light & scalable business model



Longer term inventory control



Strong unit economics at the property level



Proprietary pricing & recommendations tech stack

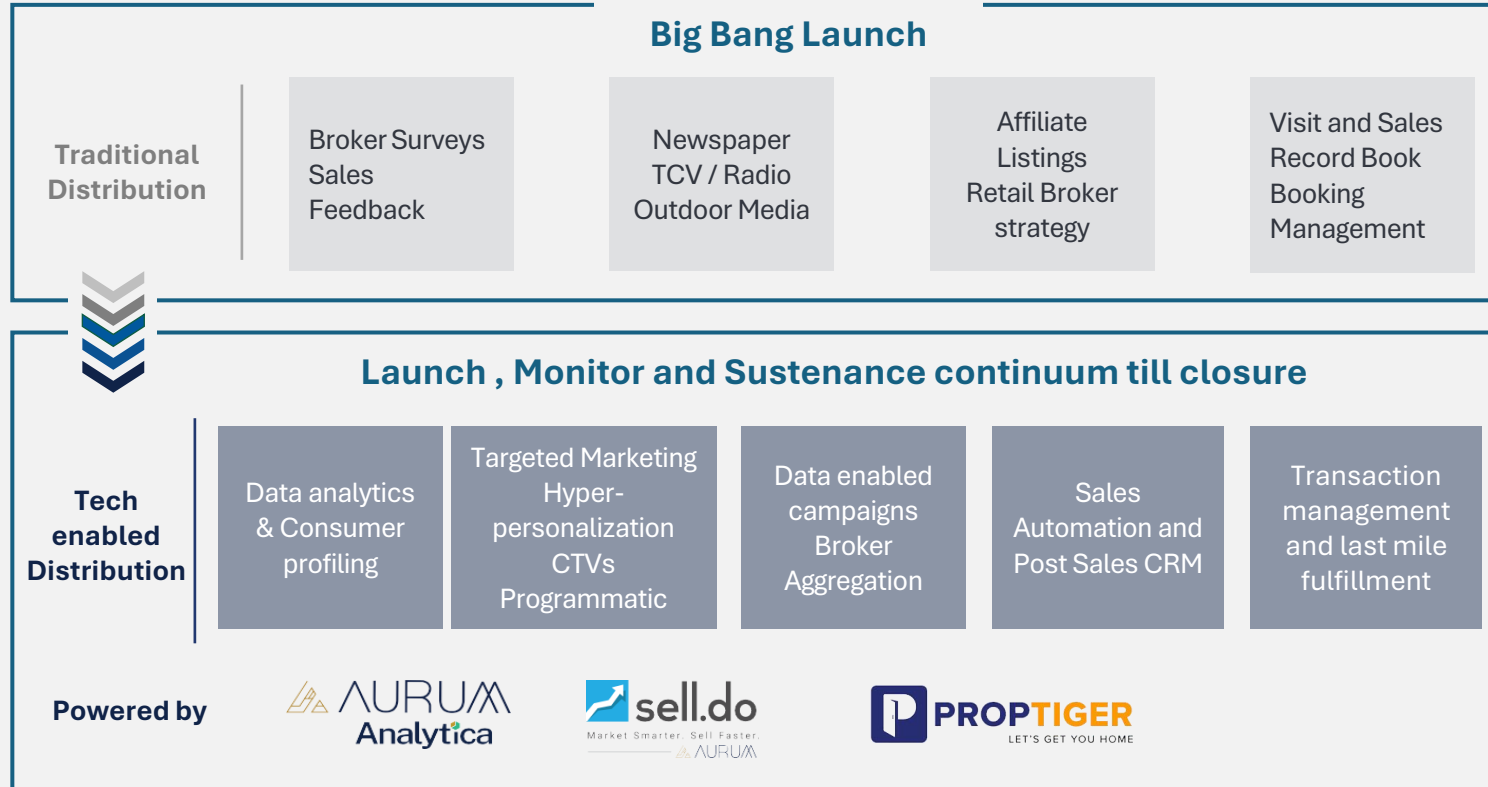


A single tenant app for all their needs

Distribution PropTech

Opportunity, Offerings





A ₹39,000 crore Opportunity

Annual spending on real estate distribution underscores the scale of efficiency:

₹1,000 crore

On Aggregator Websites

₹4,000 crore

On Social Media

₹34,000 crore

On Channel Sales

Tech adoption benefits across Distribution value chain

Centralized digital ecosystem integrating brokers, developers, and buyers

Real-time performance tracking and ROI-optimized campaign allocation

AI-driven lead scoring and predictive conversion insights

Data-led personalization enhancing buyer experience and brand trust



Real Estate Developer Distribution Challenges



Poor Lead Quality



High number of unqualified/cold leads



High Customer Acquisition Cost



Lack of visibility of campaign effectiveness



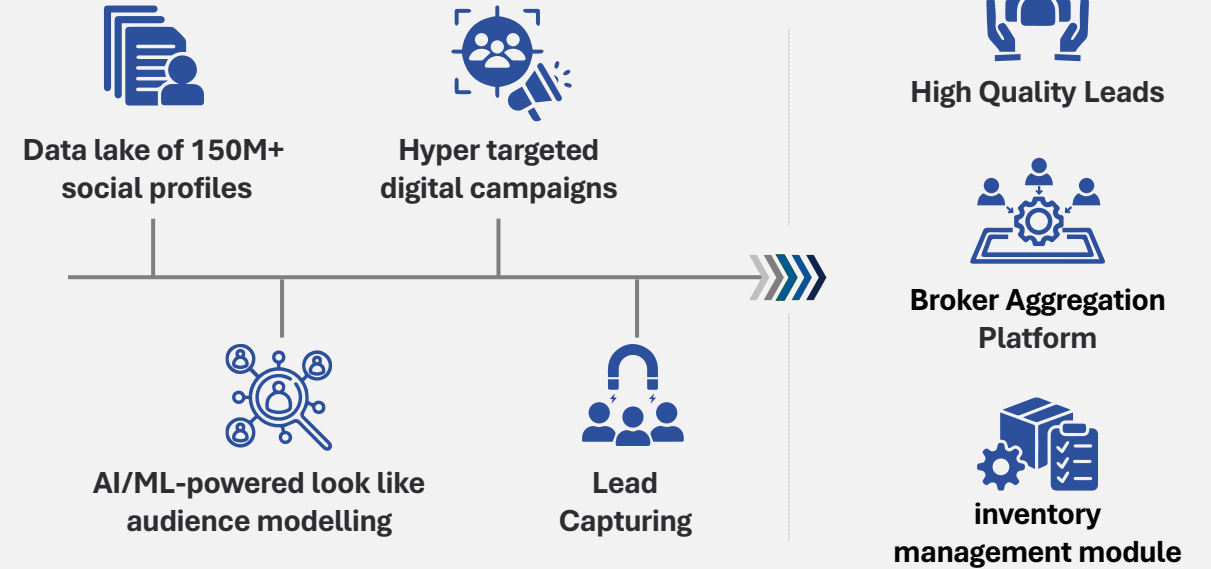
Limited intelligence on channel partners sourcing



Complex inventory management module



Aurum Analytica Solution Stack



Marquee Clients



TRIBECA



14,000+
Properties marketed

275+
Projects

1,20,000+
Thriving agents' community

145+
Clients

\$1250 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



Direct buyer sales



Digital Lead Generation & Qualification



On-ground sales force 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



44,000+
Happy Customers

350+
Relationship Managers

10+
Cities

₹ 30,000Cr+
Homes Sold

₹ 5,000Cr+
Loans Facilitated

Capital PropTech

Opportunity





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

Profit & Loss

Adjusted EBITDA



Profit & Loss - Reconciliation of Adjusted EBITDA

		Q4 FY26	FY26
PBT/TI	PBT / Total Income (%)	2.5%	-2.9%
EBITDA/TI	EBITDA / Total Income (%)	29.8%	29.8%
EBITDA_r/Ti_r	Adjusted EBITDA / Adjusted Income (%)	12.2%	5.9%
Profit & Loss Build-up (figures in ₹ Cr.)			
Ti_r	Adjusted Income	132.14	408.21
	Add: Other income related to RoU assets	2.45	15.55
TI	Total Income	134.59	423.76
	Less: Employee benefits costs & Other expenses	94.49	297.60
EBITDA	EBITDA	40.10	126.16
	Add: ESOP Costs	0.27	2.26
	Less: Other income related to ROU assets	2.45	15.55
	Less: Long term lease payments	21.86	88.76
EBITDA_r	Adjusted EBITDA (before ESOP & RoU)	16.06	24.11
	Less: ESOP Costs	0.27	2.26
	Less: Finance costs	1.21	5.40
	Less: Depreciation costs	7.34	25.31
	Less: Impact of IND AS	3.83	3.43
PBT	PBT (before Exceptional Items)	3.41	-12.29

Year on year, the business has demonstrated **improving Expense to Total Income ratios from Q4FY25 to Q4FY26**

- 72%** YoY improvement of Total Income
- 1410 bps** YoY improvement of PBT Margin
- 1360 bps** YoY improvement of Adjusted EBITDA Margin

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. Total Income excludes 17.72 Cr. one time income.

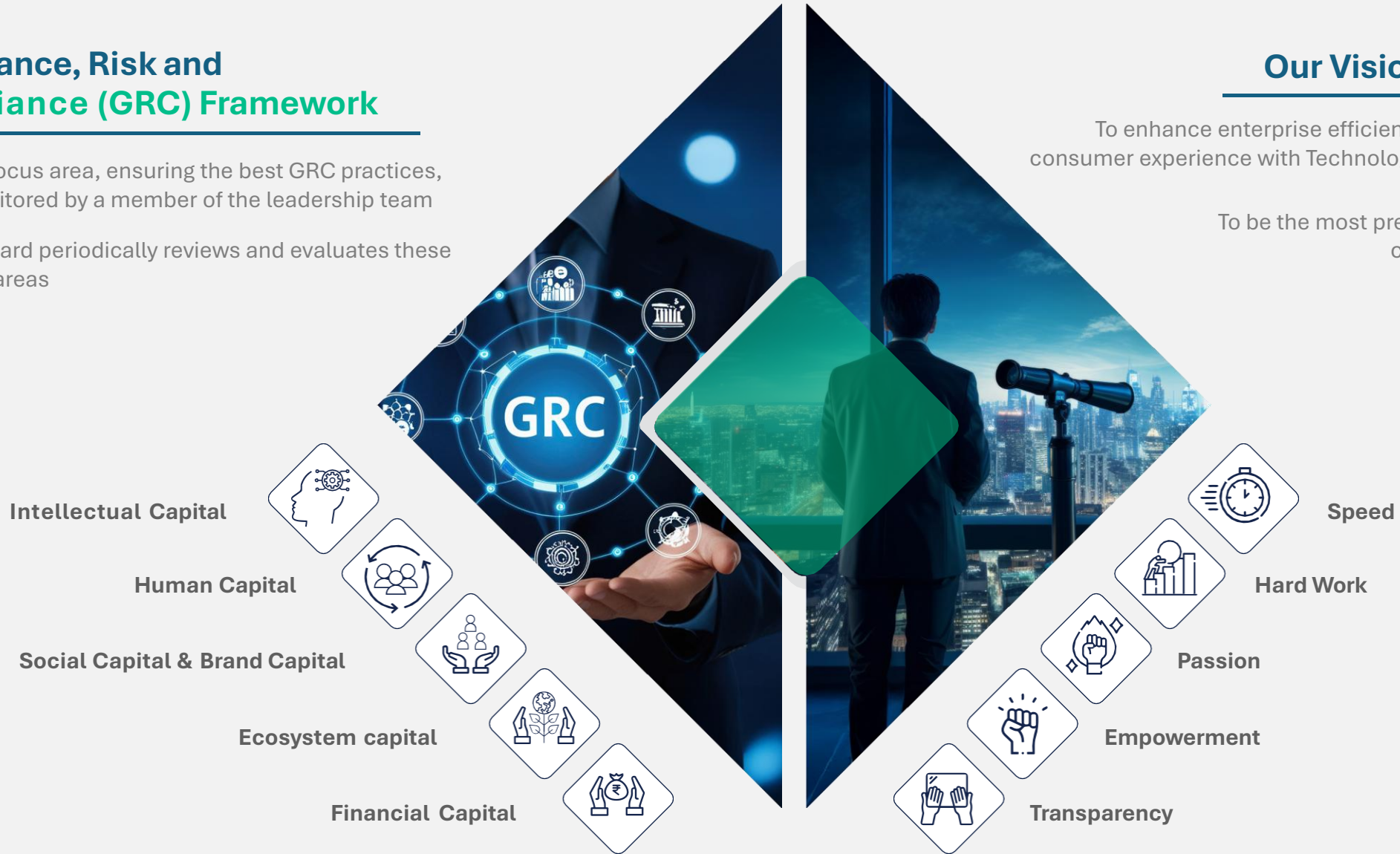
Governance, Risk and Compliance (GRC) Framework

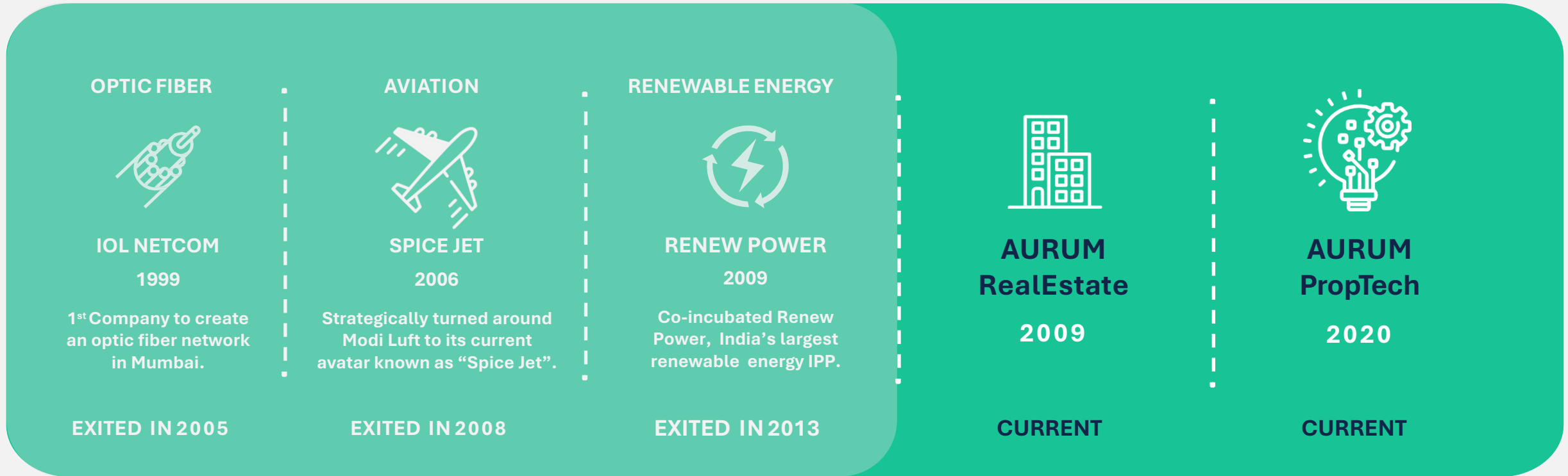
- Each focus area, ensuring the best GRC practices, is monitored by a member of the leadership team
- The Board periodically reviews and evaluates these focus areas

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
Non-Executive
Chairman

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 **18 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.



**Lakshmi Naga
Potluri**

Independent
Director

A seasoned business leader with extensive experience across entrepreneurship, venture capital, and global business development. She currently serves as **Chief Revenue Officer at Tira Beauty**. She has previously led Asia Business Development at B Capital Group and was CEO of DCF Ventures, driving innovation and strategic partnerships. She holds an **MBA in Finance from Columbia Business School**, along with an MS in Computer Science.



**Dr. Ashim A.
Desai**

Independent
Director

A distinguished **ENT surgeon and healthcare entrepreneur** with over three decades of experience in Otorhinolaryngology. He serves as Chief ENT Surgeon at ABR Desai ENT Hospital, Mumbai. He is an award-winning contributor to Endoscopic Sinus Surgery and co-author of New Horizon in Endoscopic Surgery. He is the **Founder of Evexia Lifesciences and Lozet Pharma**, with expertise spanning healthcare innovation and product development.

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
<p>Onkar Shetye Executive Director, Aurum PropTech</p>	<p>SMP General Management IIM-A, M.Sc. Enterprise Management</p>	<p>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.</p>	<p>Aurum RealEstate Developers Accenture Cognizant</p>
<p>Prakash Tejwani CEO & Executive Director at Aurum Analytica, Non Executive Director at PropTiger</p>	<p>Masters of Science (Computer Science)</p>	<p>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.</p>	<p>Pitney Bowes AL Maya Dubai</p>
<p>Ram Yadav Founder and CEO, Integrow</p>	<p>MBA Finance, Madurai GMP, Harvard Business School</p>	<p>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.</p>	<p>Edelweiss Orbit Corporation Shapoorji Pallonji</p>
<p>Sahil Rathore Chief Business Officer, Aurum Analytica</p>	<p>B. Tech. Rajasthan Technical University</p>	<p>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.</p>	<p>Pitney Bowes Appirio (A Wipro Company)</p>
<p>Vinayak Katkar Co-Founder at Sell.do</p>	<p>B.Tech. (Computer Science), College of Engineering Pune</p>	<p>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.</p>	<p>Sun Microsystems</p>
<p>Vishal Sharma Chief Technical Officer, Aurum Analytica</p>	<p>M. Tech. (Computer Science) BITS, Pilani</p>	<p>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.</p>	<p>Karachain UX Army</p>

For further information, contact:

**Aurum PropTech Ltd.,
Investor Relations**

Rihen Shah

E-mail: rihen.shah@aurumproptech.in

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