aurionpro

25th July,2022

To,
Deptt. of Corporate Services- Listing
National Stock Exchange of India Limited
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex, Bandra (E)
Mumbai – 400051

Sub: Investor Presentation

Dear Sir/Madam,

Kindly find enclosed herewith Investor Presentation relating to announcement of Un-Audited financial results of the Company for the first quarter/three months ended 30th June,2022.

You are requested to upload the same on your website.

Thanking you,

Yours faithfully,

For Aurionpro Solutions Limited

N.P.Ke

Ninad Kelkar
Company Secretary

Aurionpro Solutions Limited
Navi Mumbai

aurionpro

Great Place To Work® Certified MAR 2022 - MAR 2023 INDIA

A D A P T

The New World Order Of Digital

Investor Presentation
June-2022

We are

Aurionpro

We're helping enterprises to embrace a new paradigm of Digital across Banking, Transportation, Logistics, and Government.

We're realizing this by converging advanced technology solutions under "One Platform" to guide Digital Innovation.

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Aurionpro At a Glance

- Aurionpro is a global technology solutions leader that helps clients accelerate digital innovation, securely and efficiently.
- Incorporated in October, 1997 as Value Added Information Distribution Services Private Limited. The name of the company was changed to VAIDS Technologies Private Limited in 2001 and subsequently to Aurionpro Solutions Private Limited in 2003.
- The company offers broad suite of products and platforms as per the customers' needs to help them transform their business.
- With its global presence, Aurionpro has empowered over 200 clients globally which includes 15 Fortune-500 clients in versatile sectors.
- FY22 has been a robust year for the company, where it clocked in a revenue of INR 505 Cr

Global Presence

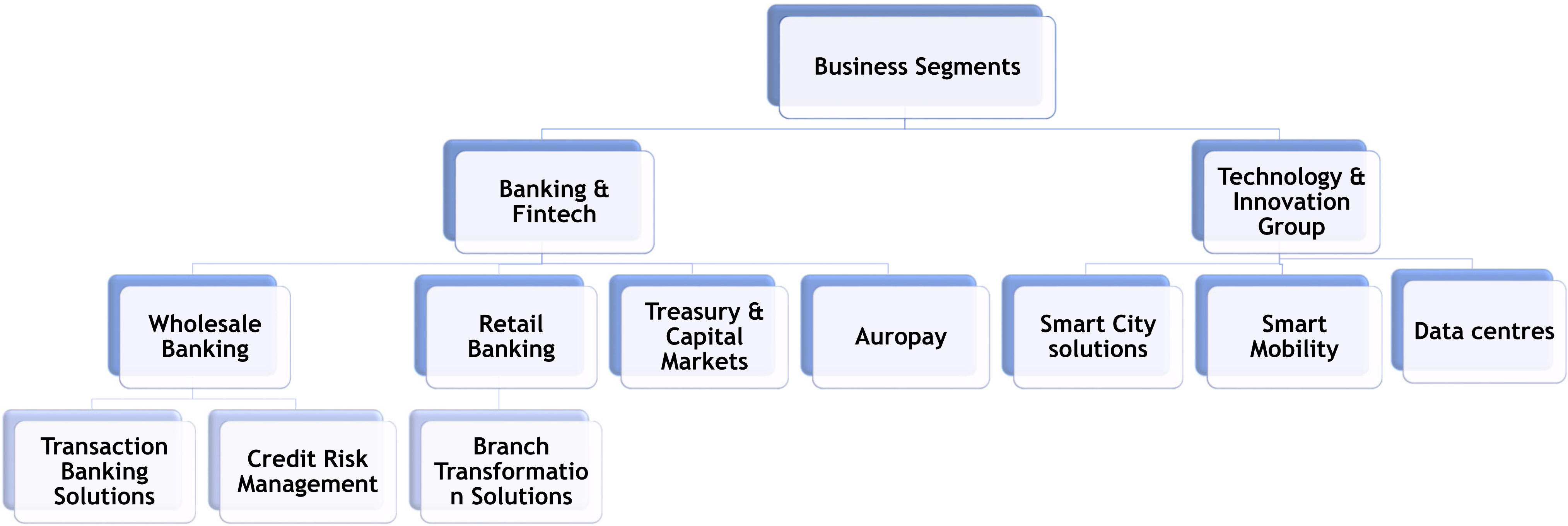
65+ Mn USD Revenue

1700+ Employees

24 Offices in 14 countries

100+ Customers

Product Portfolio



Collectively Scripting Transformation Success

By Stats

45%
Reduction in Service Time across Banks

$1 Trillion
In assets supported by Smart Lender End-to-end credit risk management platform

20,000 +
Smart Terminal installations for a wide range of sectors

190+
Automatic Flap Gates for Noida Metro Station

5 Million
Transactions per hour with iCashpro+ Transaction banking platform

5 Lakh
Everyday Commuters in Noida & Nagpur leveraging Open Loop Card Technology

5
Onboard train validators for Sacramento Light Rail Transit

One Platform-Ecosystem In The Aurionpro World

iCashpro+ – Transaction Banking Solution

Smart Lender Suite for Corporate Lending

Auropay – Digital Payments Systems

Optiq – Queue Management System

iServe – Self Service Kiosk

Insight – Customer Feedback System

Standing Firm On A Robust Partner Network

Rewarded With A Wall Of Transformed Global Clientele

Guided Ahead By

Visionary Leadership

Mr. Paresh Zaveri
Chairman & Managing Director

Mr. Amit Sheth
Co-Chairman & Director

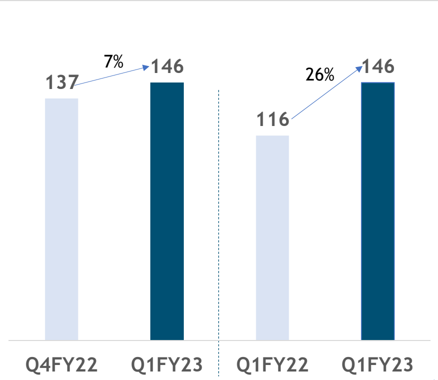
Executive Leadership

Mr. Sanjay Bali
President & Global Head
– Tech Innovation Group

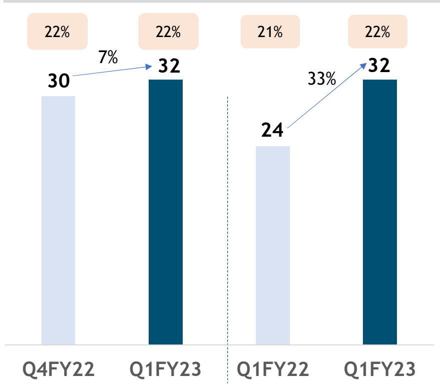
Mr. Shekhar Mullatti
President & Global Head -
Banking

Financial Highlights

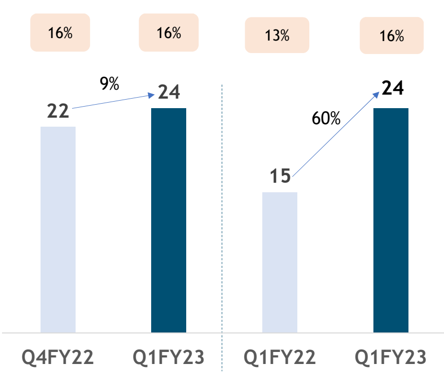
Revenue (INR. Crs)



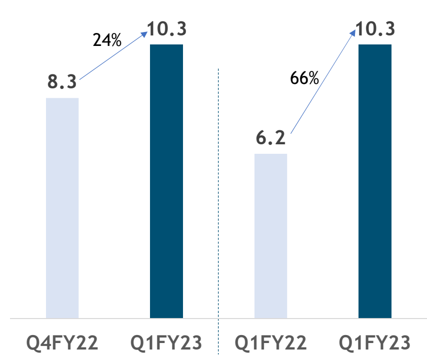
EBIDTA (INR. Crs) & EBITDA Margins (%)



PAT (INR. Crs) & PAT Margins (%)



EPS (INR)

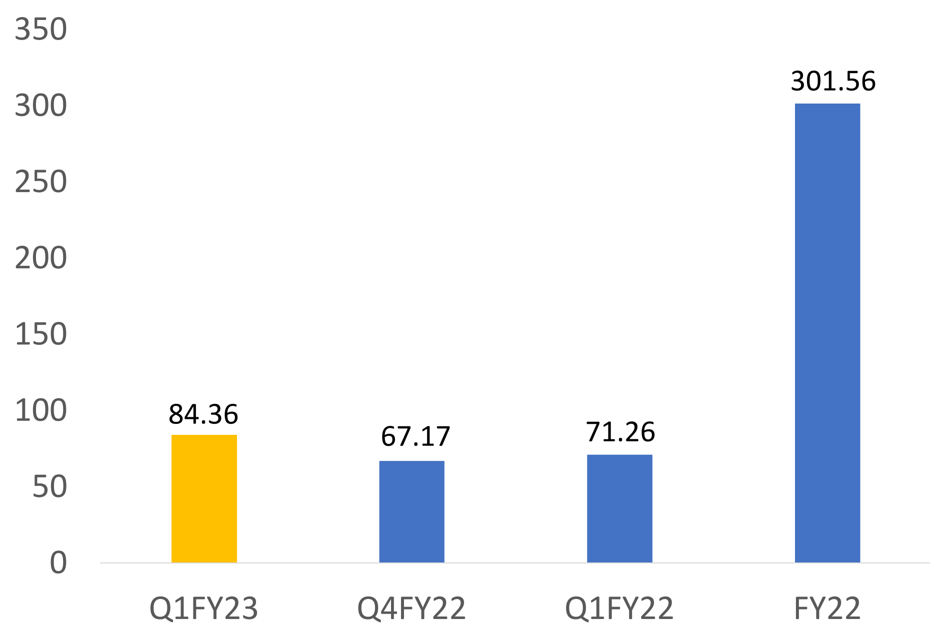


- Revenue for the quarter stood at INR 146 Cr, a staggering growth of 26% on a YoY basis and 7% on a QoQ basis.
- EBITDA for Q1FY23 stood at INR 32 Cr, whereas in Q1FY22, the company clocked in an EBITDA of INR 24Cr, which is a exponential growth of more than 33% on a YoY basis and 7% on a QoQ basis.
- PAT for Q1FY23 stood at INR 24 Cr as compared to INR 15 Cr in Q1FY22, which is a huge jump of 60% YoY. On a QoQ basis, the PAT grew by 9%.
- The EPS for Q1FY23 stood at INR 10.3 compared to INR 8.3 in Q1FY22 which is a significant growth of more than 24% on a YoY basis. On a QoQ basis, the EPS grew by 66%.

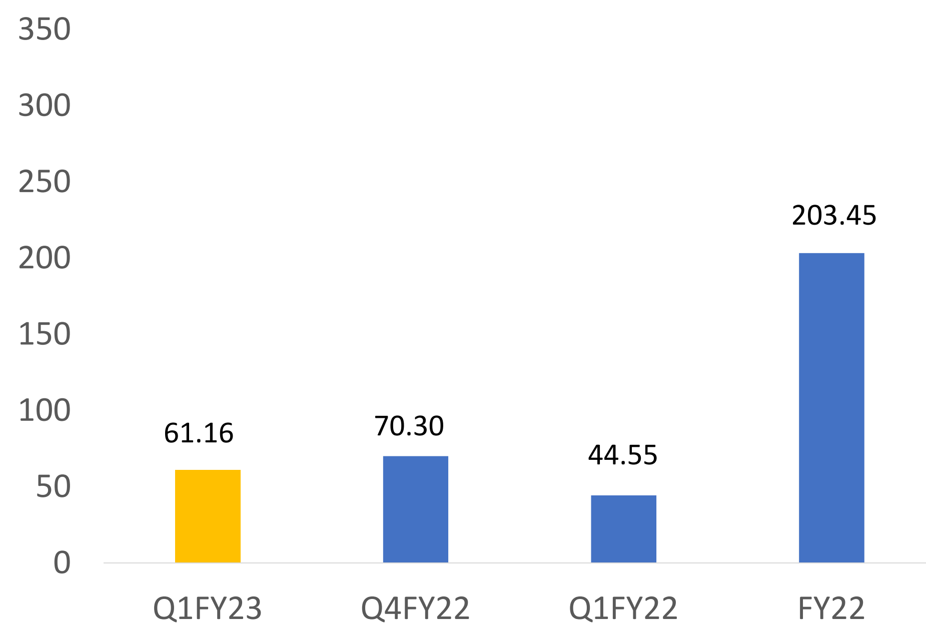
*All Numbers have been rounded off

Banking & Fintech, Technology & Innovation Group

Banking & Fintech (INR. Crs)



Technology Innovation Group (INR. Crs)



New Order Update

Banking & Fintech

- Murex upgrades partnership with Aurionpro as ‘Business Partners’, an milestone which has been achieved in a short duration of time. This will help us jointly participate with Murex on new projects and enter newer geographies.

- Aurionpro’s iCashpro+ Transaction Banking Solution wins Technoviti Award for the 3rd consecutive year, in the “Best Innovative Product” category.

Technology Innovation Group

- SC Soft delighted to announce Go-Live of the EMV Loop implementation for buses in Costa Rica. The Project is done in collaboration with Banco Central De Costa Rica (BCCR), Mastercard and GSD Plus.

- SC Soft announces first wins under Cal-ITP Projects with orders from four transit agencies within the State of California, USA. These four transit operators will showcase the SaaS software model which will feature our GTFS enabled Automatic Vehicle Location System to help them track their fleet in real time.

- SC SOFT announces go-live of contactless ticketing solutions at Raajje Transport Link Services, Maldives. Service under the Integrated National Public Ferry Network (INPFN) in Zone 1 of the National Public Ferry Network connecting 13 islands in Haa Dhaalu Atoll via five routes.

- The Government of Rajasthan, through RajCom Info Services, has expanded the coverage of the project and has placed an additional order to cover more parts of the city of Jaipur on 3D City Platform. Aurionpro has pioneered the implementation of 3D Cities in India and first of such state of the art project is being implemented by Aurionpro in the city of Jaipur, Rajasthan.

Chairman's Speech

Commenting on the results and performance, Mr. Paresh Zaveri, Chairman & Managing Director of Aurionpro Solutions Ltd said:

"We are happy to begin the first quarter, building on a robust FY 22. With the healthy uptick in the performance in Q1 and importantly very strong pipeline & order book under implementation, we are confident that the Aurionpro is set for another year of 30% plus revenue growth during FY23. Along with the revenue growth, we also expect to strengthen the profitability for the year as well which is evident from the ***60%*** *growth in the profits on YoY basis. We have already started working to sustain this momentum through next year.*

On acquisitions of SC Soft and ATASPL, we have increased our holdings in SC Soft to 90% and plan to complete it to 100% by the end of this calendar year. In ATASPL, we will increase our holdings to 51% by completing investment (total INR 14 CR.) in next few days. Both will be funded through internal accruals. As we complete this investment cycle, strengthening of the balance sheet will also accelerate.

On business side, we continue to ramp up team building, both in sales and delivery, across all business unit and all geographies to cater to current and future growth. Both banking and TIG segments will continue to sustain the momentum. Our plans to build on our IP with newer product launches will continue this year, with the launch of multiple new products. New offerings will further help cement Aurionpro's position as a leader in IP led solutions.

Q1FY23 Profit & Loss Account

Particulars (INR In Crs)	Q1FY23	Q1FY22	*Y-o-Y*	Q4FY22	*Q-o-Q*
Revenue from Operations	**146**	***116***	***26%***	***137***	***7%***
Less: Expenses					
Operating Overheads	57	43	33%	55	2%
Changes in Inventories	(1)	(1)	NA	(7)	NA
Employee Expenses	51	42	20%	48	4%
Other Expenses	7	8	(5)%	11	(35)%
Total Expenses	114	92	24%	107	6%
EBITDA	**32**	***24***	***33%***	***30***	***7%***
EBIDTA %	***22%***	***21%***	***58 Bps***	***22%***	***NA***
Depreciation & Amortization	4	4	NA	3	33%
Other Income	1	1	NA	3	(67)%
EBIT	***29***	***21***	***38%***	***30***	***(3)%***
Finance Cost	1	2	(50)%	2	(50)%
PBT	***28***	***19***	***47%***	***28***	***NA***
Tax	4	4	NA	6	(33)%
PAT	***24***	***15***	***60%***	***22***	***9%***

*All Numbers have been rounded off

Our Focus & Way Forward

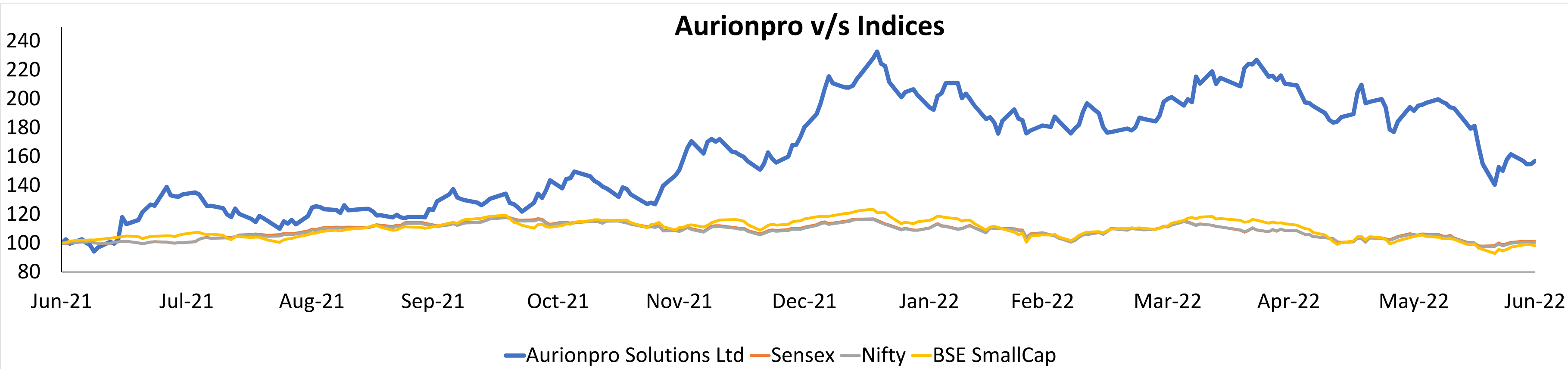
Our Focus Area

- Focus on our core high margin businesses, to improve operational efficiencies and cost rationalization.
- Focus on key partnerships & strategic alliances which may enable deeper penetration in existing geographies and expansion in newer regions.
- Foray into data center business which can emerge as a strong growth driver for the company in coming years.
- Deleveraging Balance sheet, efficient management of capital and free cash generation.

Way Forward

- Slew of product launches planned during the year, notably launch of cloud offerings in Banking segment and some innovative products in mobility segment.
- Our products have reached maturity & investment cycles are over, thus reaping benefits from the next phase of growth
- Smart City, Smart Mobility and Data Centre businesses combined under single SBU 'Tech Innovation Group' which may boost synergies.
- Improvement in all financial ratios with strong runway for growth, free cash generation to aid future growth.

Stock Information



Shareholding Pattern

(in %)	Jun-22	Mar-22	Dec-21
Promoter	33.00	33.00	33.00
Institutional	0.38	0.34	0.34
FPI	0.71	0.76	0.22
Public	65.91	65.91	66.45

Stock Data (As on 30th June, 2022)

Mkt Cap (INR Cr)	583.11
Stock Price (INR)	255.75
52 week (High)	379.25
52 week (Low)	153.50
No. of Shares O/S	2,28,00,165

Embrace Digital’s New World Order

ADAPT With Us

+91-22-4040 7070

info@aurionpro.com