

**23<sup>rd</sup> July, 2021**

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 of the Company for the first quarter/three months ended 30<sup>th</sup> June, 2021.

You are requested to upload the same on your website.

**Thanking you,**

**Yours faithfully,**

**For Aurionpro Solutions Limited**

  
**Ninad Kelkar**  
**Company Secretary**





**aurionpro**



INVESTOR PRESENTATION – JULY 2021

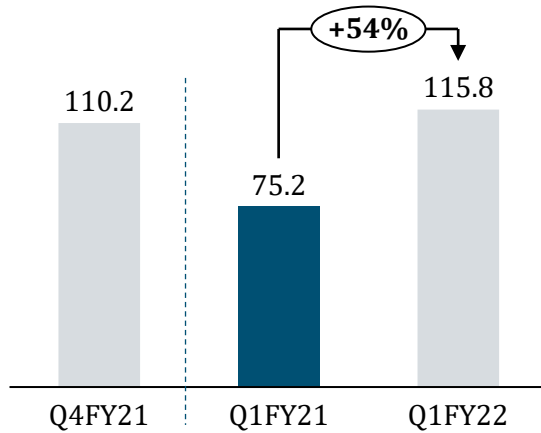
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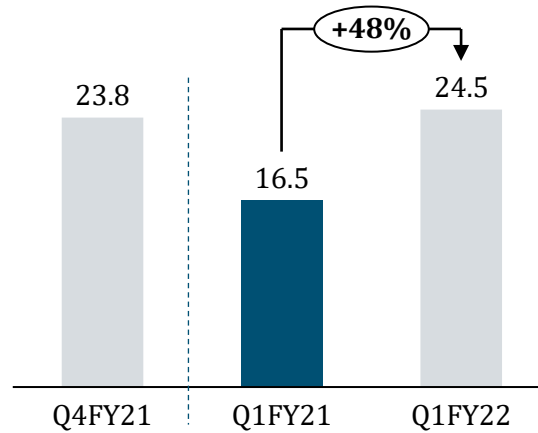
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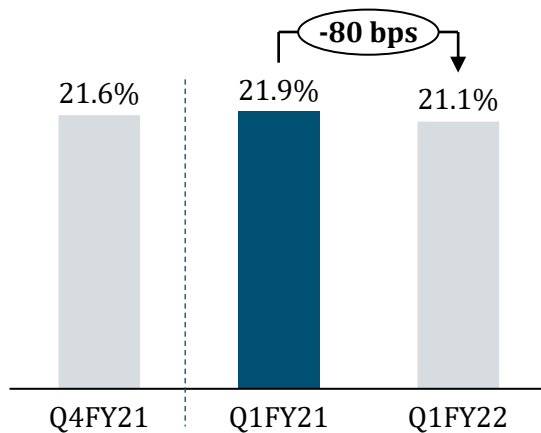
## Revenue (Rs. Crs)



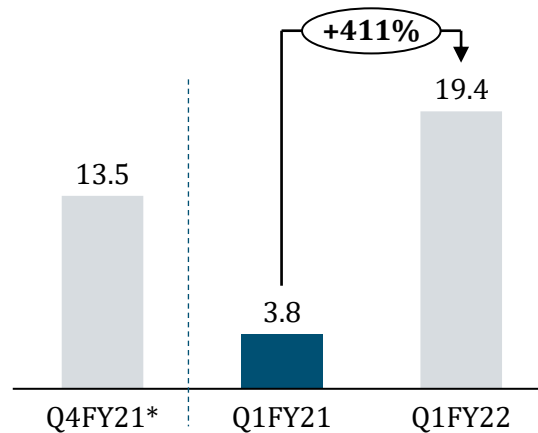
## EBIDTA (Rs. Crs)



## EBIDTA Margins



## PBT (Rs. Crs)



- The Revenue for the Q1FY22 stood at INR 115.8 Crs., continuing growth trajectory, showing uptick by more than 5% on Q-o-Q basis. **Revenue growth on Y-o-Y basis stood at 54%**
- EBIDTA for Q1FY22 stood at Rs. 24.5 Crs as compared to Rs. 16.5 Crs in Q1FY21, **posting a growth of 48%**. EBIDTA growth on Q-o-Q basis stood at 3%
- EBIDTA margins for Q1FY22 stood at 21.1% as compared to 21.9%% in Q1FY21 & 21.6% in Q4FY21.
- PBT for Q1FY22 stood at INR 19.4 Crs. against INR 3.8 Crs in Q1FY20, **a significant growth of 411%**.
- Adjusted PBT on Q-o-Q basis **grew by 44%** on the back of reduced finance cost & depreciation post the same of Cyber security business in Q4FY21

## 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.



# Q4 & FY21 Profit & Loss Account

Particulars (Rs. In Crs)	Q1FY22	Q1FY21	Y-o-Y	Q4FY20	Q-o-Q
<b>Revenue from Operations</b>	<b>115.81</b>	<b>75.16</b>	<b>54%</b>	<b>110.17</b>	<b>5%</b>
Less: Expenses					
Software, Hardware and Other Material Cost	43.00	13.83		38.84	
Changes in Inventories	(1.32)	2.12		(1.83)	
Employee Expenses	42.02	35.15		39.64	
Other Expenses	7.66	7.58		9.76	
<b>Total Expenses</b>	<b>91.35</b>	<b>58.69</b>		<b>86.41</b>	
<b>EBITDA</b>	<b>24.45</b>	<b>16.47</b>	<b>48%</b>	<b>23.76</b>	<b>3%</b>
<b>EBIDTA %</b>	<b>21.1%</b>	<b>21.9%</b>		<b>21.6%</b>	
Depreciation & Amortization	3.83	9.91		113.19	
Other Income	0.95	1.51		1.00	
<b>EBIT</b>	<b>21.57</b>	<b>8.07</b>	<b>167%</b>	<b>(88.43)</b>	<b>NA</b>
Finance Cost	2.15	4.27		3.75	
Exceptional Items	-	-		46.18	
<b>PBT</b>	<b>19.42</b>	<b>3.80</b>	<b>411%</b>	<b>(138.36)</b>	<b>NA</b>
Tax	4.00	(0.18)		0.21	
<b>PAT</b>	<b>15.42</b>	<b>3.97</b>	<b>288%</b>	<b>(138.57)</b>	<b>NA</b>
<b>PAT Margins</b>	<b>13.3%</b>	<b>5.3%</b>		<b>(125.8%)</b>	

- ✓ Revenue momentum was sustained despite second wave of Covid-19 and we clocked a revenue growth of 5% on sequential basis
- ✓ Lower financing cost due to reduction in debt and lower depreciation on account of sale of cyber security business led to a sharp surge in profitability
- ✓ Growing AMC revenue from existing customers & new wins across geographies & products, we are optimistic of EBIDTA growth going forward
- ✓ Significant debt reduction plans laid in the current financial year moving towards becoming a net debt free company.

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

We are pleased to announce strong beginning to current financial year and expect to continue the momentum in quarters ahead. We are expecting a phase of robust growth across all business segments. With solid performance and strong cash flows, we plan to become net debt free by October this year. Additionally, new product offerings are slated in coming quarters which include launch of a new product in transit space and cloud based offering of our banking products.

For Q1 results, we are pleased with the sustained strength in our performance. There was a significant uptick in the performance on all parameters. The revenue for the Q1 is at INR 115.80 Cr growth of 54% over the same period last year and more importantly net profit at INR 15.4 Cr. shows growth of 288% over the same period last year. The performance is particularly impressive in the backdrop of the disruptions caused due to the second wave of the covid-19 in domestic market and continued shutdowns in South East Asian countries. We expect to maintain healthy growth both in sales and profitability. We will continue to focus on improving operational efficiencies and underlying structure for future multi fold growth of the company.

On the business front, Banking and Fintech continues to post robust performance with more than 25% increase in the revenue. We are witnessing a good traction in all the regions. There is a healthy order book and a robust pipeline and with upcoming cloud launches we expect better traction and stronger momentum going ahead.

In Technology Innovation Group (TIG), revenue has doubled compared to the same quarter last year and the momentum continues to be strong. During the quarter in transit business we have focused on deepening our relationships with our partners and expect major order closures in coming quarters which will further help us strengthen our position in a rapidly expanding mobility market. Both on smart cities and data centre business we see continued growth acceleration. We are also strengthening our capabilities in terms of expertise and resources required for data centre business.





## Accelerating Digital Innovation

We enable possibilities beyond boundaries



**24** Offices in  
**15** Countries



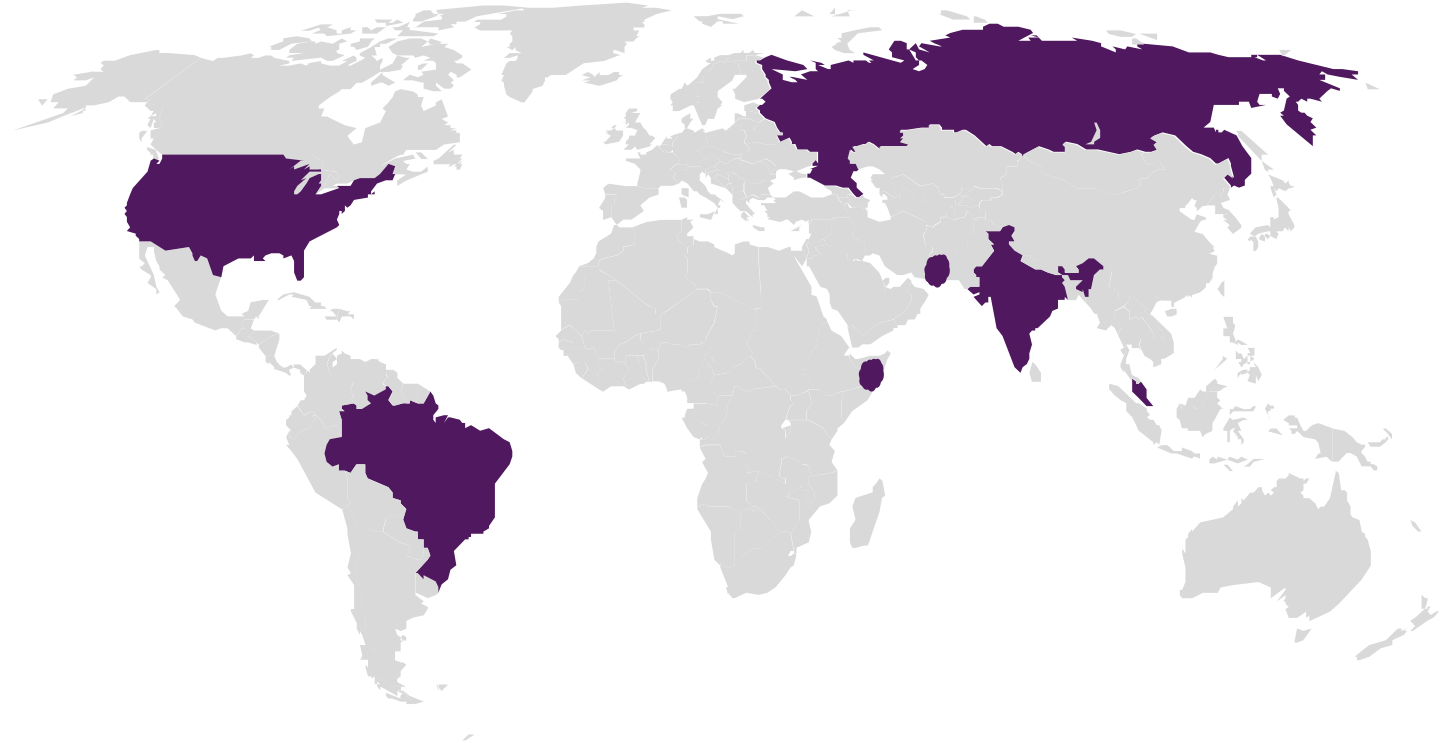
**100+**  
Customers Globally



**29**  
Fortune 500 Companies



**1300+**  
Employee Strength



Expanding to Newer  
Geographies

Penetrating Deeper in  
Existing Geographies

Operating Leverage due  
to Growing Deal Sizes

## Focus on Customers Needs

With Industry Specific Expertise & Solutions

 Airport & Airlines	 Banking	 Government
 Healthcare	 Hotels & Hospitality	 Power & Utility
 Retail	 Real Estate	 Telecom

## Branch Transformational Solutions for the Business...

...resulting in higher efficiency & elevating customer experience



### OptiQ

Queue Management System



### Iserve

Self Service Kiosk



### Insight

Customer Feedback System



### Experia

Digital Signage Solution

## Success Stories: Enabling Possibilities Beyond Boundaries



World's largest single customer installation of **4,000+** units and still growing



**20,000+** kiosk terminals installed for clients across the globe generating **Annuity Revenues**



**100+** customers, with growing geographies & increasing deal size



**Pioneers of Technological Innovation & Evolving**



Enabling **Millions** of transactions every day



**7 out of 10** Bank in India and Middle-East use our solution

## iCashpro+

### Integrated Transaction Banking Suite

Benchmarked to handle 1 million transactions per hour	24*7 Availability on back end	6000 - Concurrency
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A digital corporate banking front-end integrated with robust back-end processors for all the key transaction banking modules

### Strong Back-end Capabilities



**Secured**



**Scalability**



**API Infrastructure**



**Core Competent**



**Simplicity**



**Flexibility**

#### Corporate Internet Banking

- Dashboard
- Account Statements
- Cheque Services
- Service Request
- Fixed Deposits
- Credit Cards

#### Payments

- Electronic Payments
- Paper Based Payments
- Cash Pay-outs
- General Payment Features

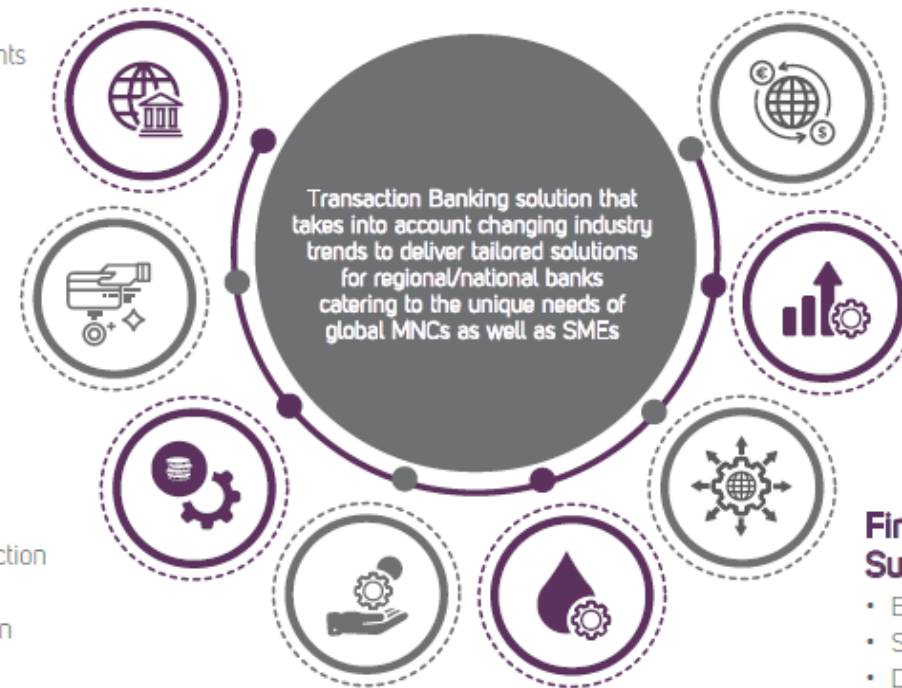
#### Collections

- Paper Based Collection
- Cash Collection
- Electronic Collection
- Virtual Accounts
- PDC Management

#### Receivables Management

- Account Receivables
- Accounts Payable
- Reconciliation

## iCashpro+



#### Forex Services

- Customer Frontend
- Cross Border Funds Transfer
- Quick Inward Remittance
- Suite of Outward Remittance

#### Trade Finance

- Letter of Credits
- Bank Guarantees
- Shipping Guarantees
- Import Bills

#### Financial Supply Chain

- EIPP
- Supplier Financing
- Dealer Financing
- Factoring

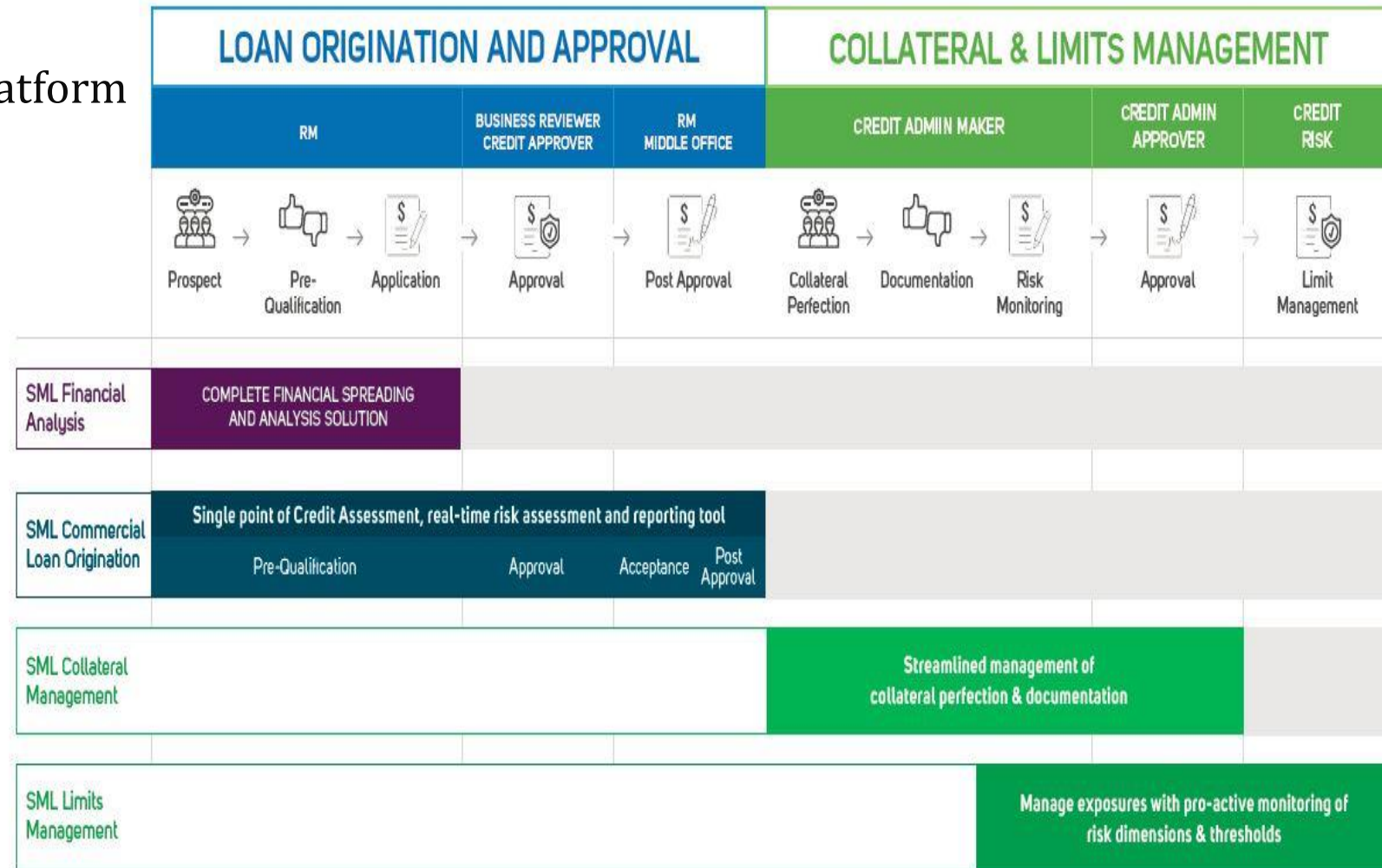
#### Liquidity

- Sweeping
- Notional Pooling
- Inter Company Loans

## Smart Lender Suite

End-To-End Credit Risk Management Platform

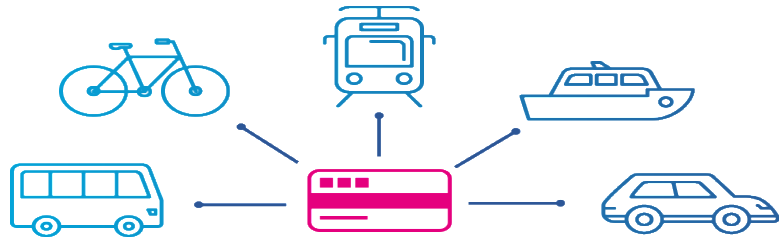
- Pioneer and thought leader for Corporate and SME Lending and Credit Risk Management platforms across ASEAN countries for past 15 years.
- Commercial platform is used by leading banks in Asia and supports Assets exceeding 1 Trillion dollars
- Collateral module is used by Standard Chartered (Globally for the Wholesale Bank), OCBC, Maybank, Vietinbank amongst others



**The complete commercial lending solution designed by bankers for bankers**

## Smart Mobility

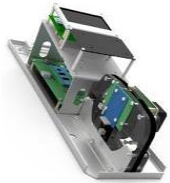
...with Automated Fare Collection System (AFC)



### One Card One Nation



Automated Fare Gates



Contactless Token Validator



ECHO ETIM - TS



ETIM Pinpad



Hybrid Validator



Gate Validator



Onboard Bus Validator



Ticket Vending Machine

## Smart Cities

... Turkey Solutions for Digital World



Smart Cities



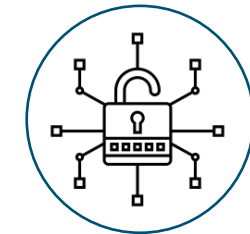
Smart Surveillance



Big Data Analytics



E-Governance Solutions



Cyber Crime Solutions

Leverage our core domain expertise and proficiency in technology to maximize the productivity of entities and thus support build a stronger economy and overall E-Governance





Thank You

aurionpro 

**For Further information please contact:**

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