

16<sup>th</sup> May, 2023

To,  
Deptt. of Corporate Services- Listing  
BSE Limited  
1<sup>st</sup> Floor, Rotunda Building,  
Dalal Street,  
Mumbai – 400 001

**Sub: Investor Presentation**

Dear Sir/Madam,

Kindly find enclosed herewith Investor Presentation of the Company for the year ended 31<sup>st</sup> March, 2023.

You are requested to upload the same on your website.

Thanking you,

Yours faithfully,

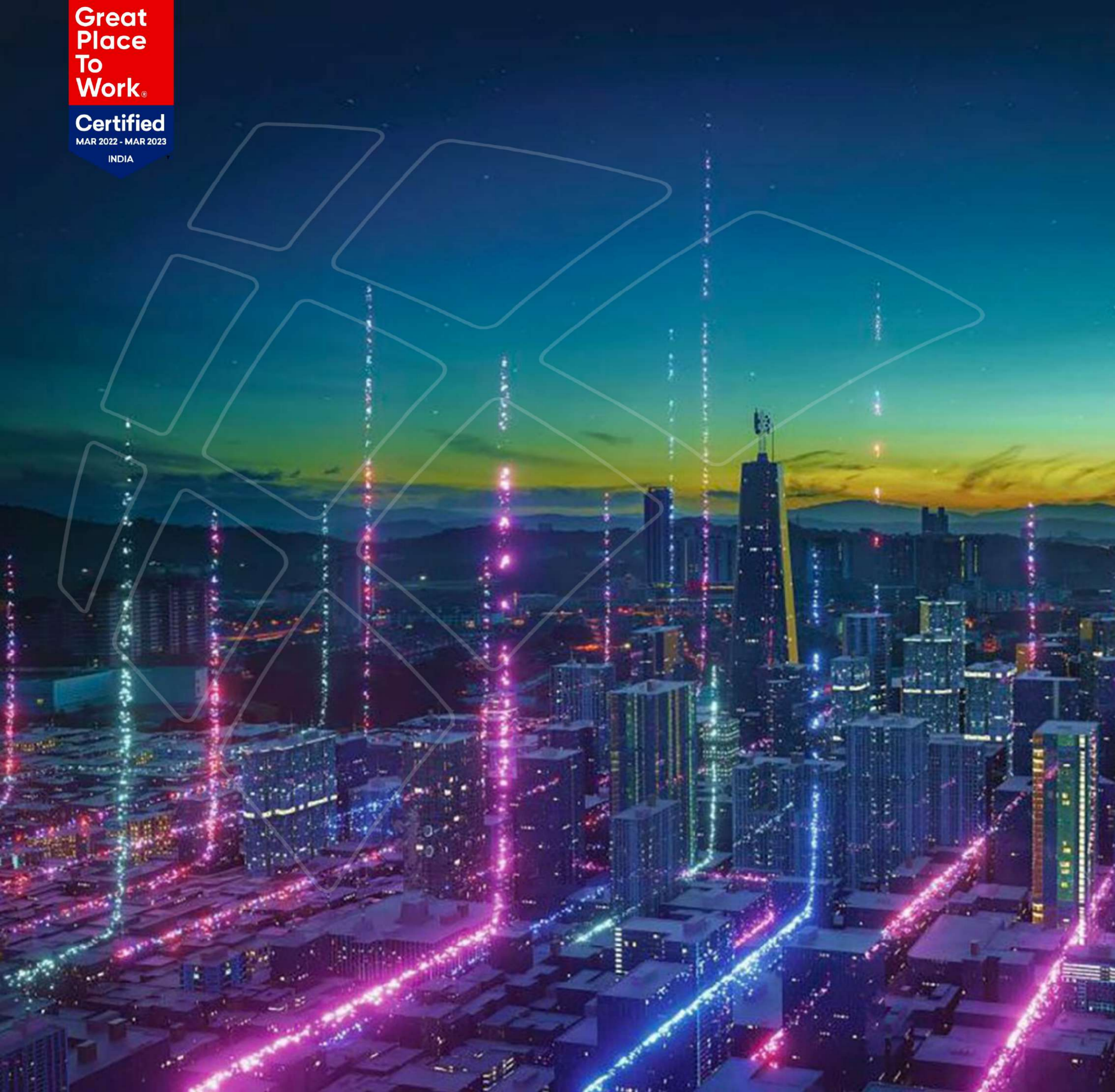
**For Aurionpro Solutions Limited**

  
N. P. Kelkar  
Company Secretary



Great  
Place  
To  
Work<sup>®</sup>

Certified  
MAR 2022 - MAR 2023  
INDIA



# A D A P T

The New World Order  
Of Digital

Investor Presentation

Q4 & FY23

May 2023

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# Aurionpro Snapshot



*Globally competitive IP*



*Global presence across 14+ countries*



*Best Technology Brand – ET Times Best Tech Brands 2022*



*25+ Years of Experience*



*2,000 + Employees*



*Recognized as a global leader in Credit Lending Operations as per Chartis' RiskTech Quadrant, 2022*



*Dominant player in the banking & fintech industry in Asia*



*Trusted partner of 100+ clients*



*India Technology Award – Asian Technology Excellence Awards 2022*



*INR 1,000 Cr + MCap*



*INR 515 Cr+ Networth*



*12K+ Shareholders*

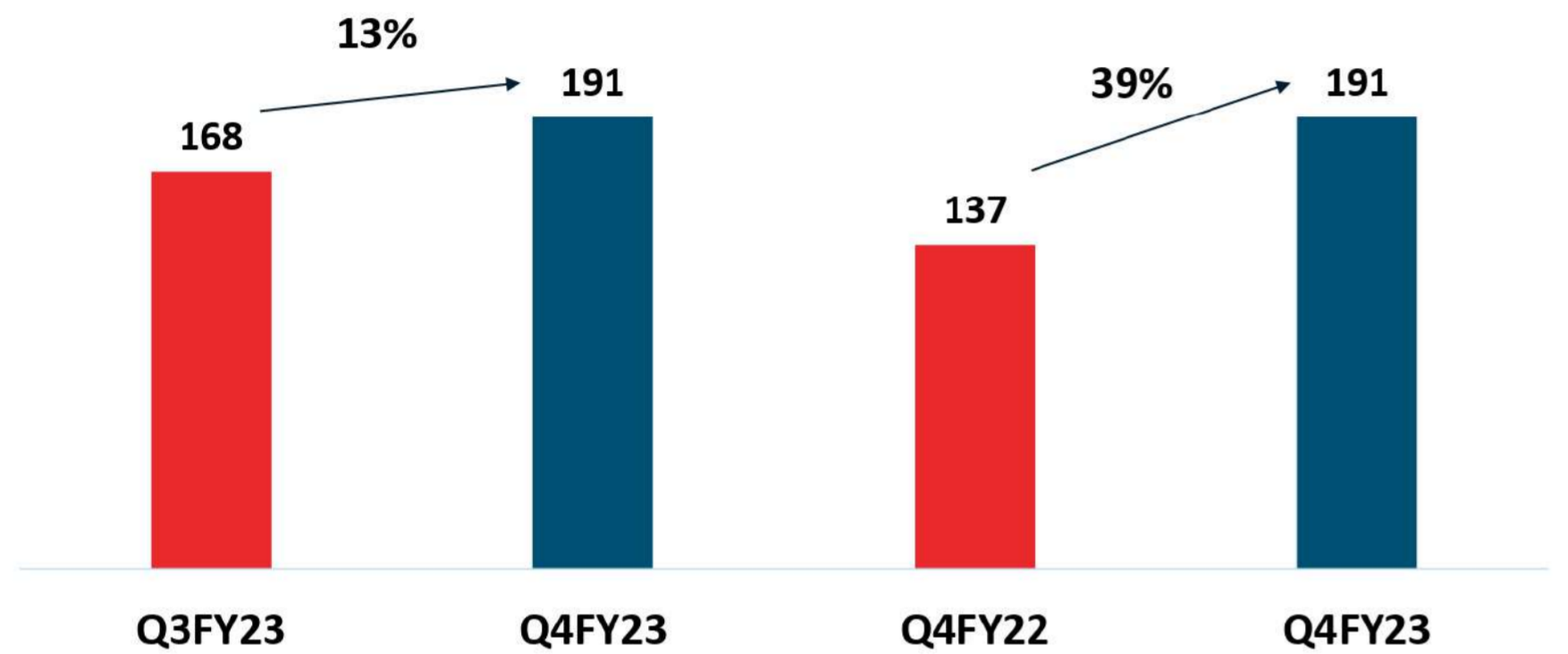
**01**

# FINANCIAL HIGHLIGHTS

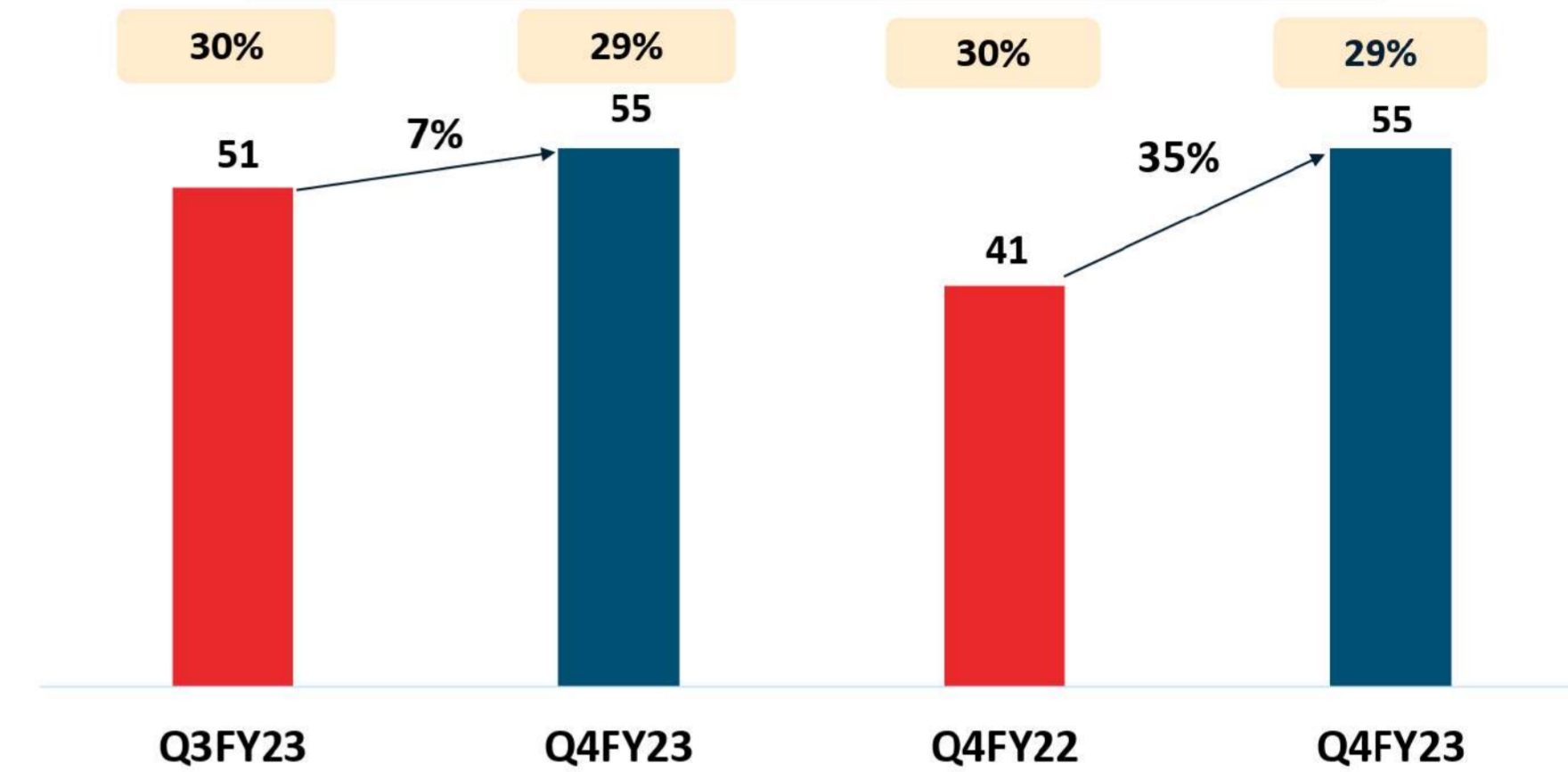
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# Quarterly Financials

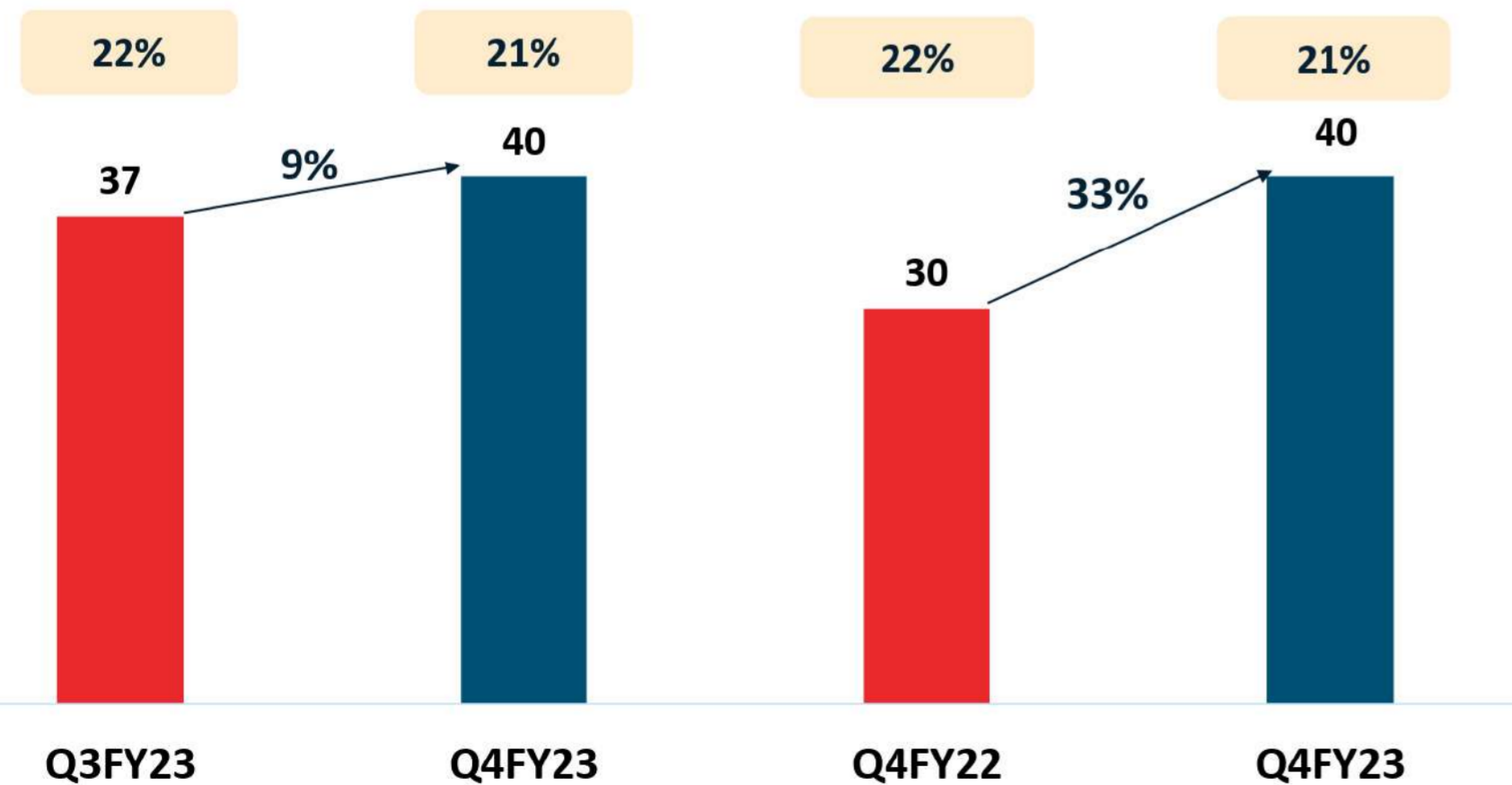
## Revenue (INR. Crs)



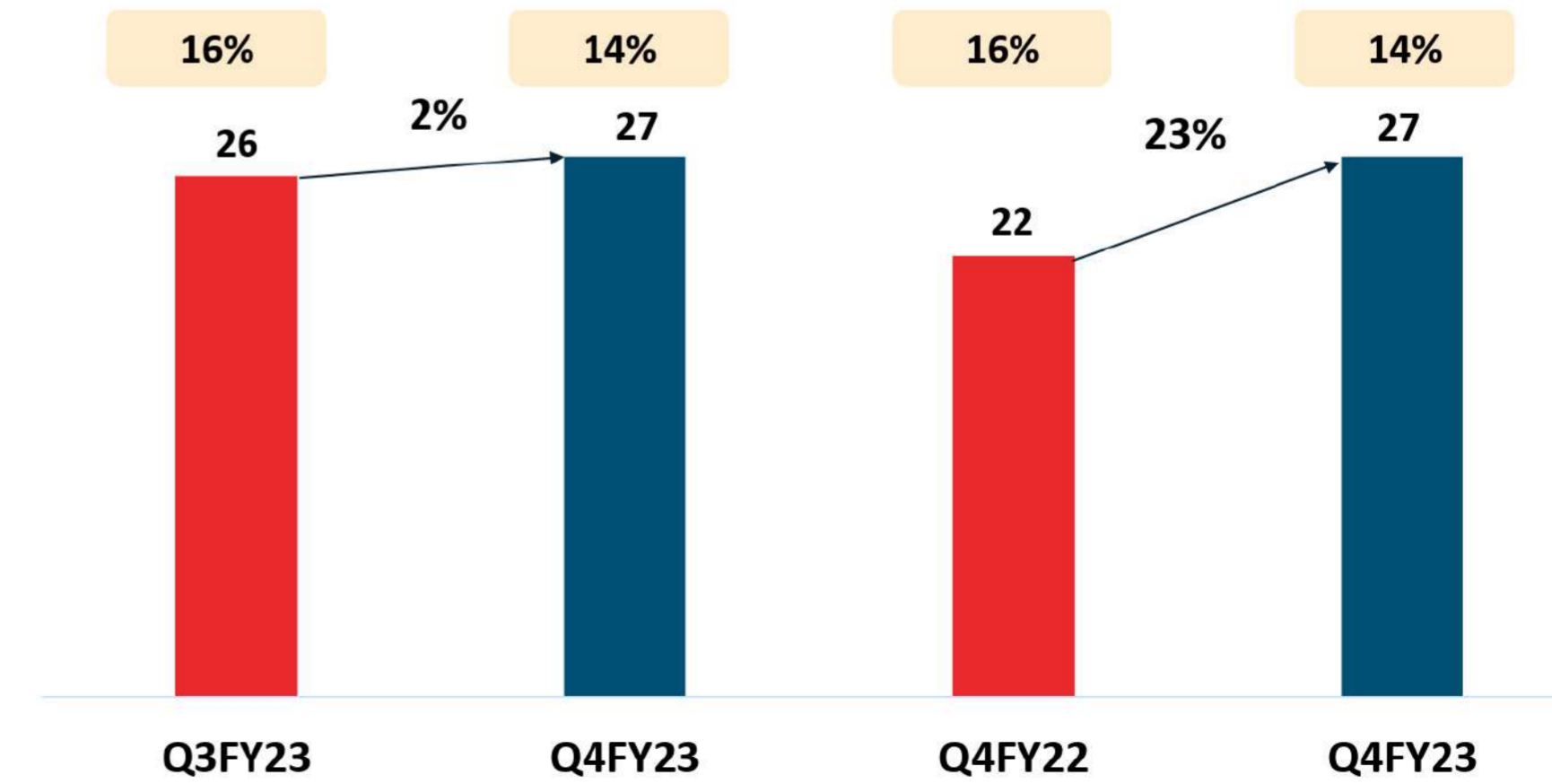
## Gross Profit (INR. Crs) & GPM(%)



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



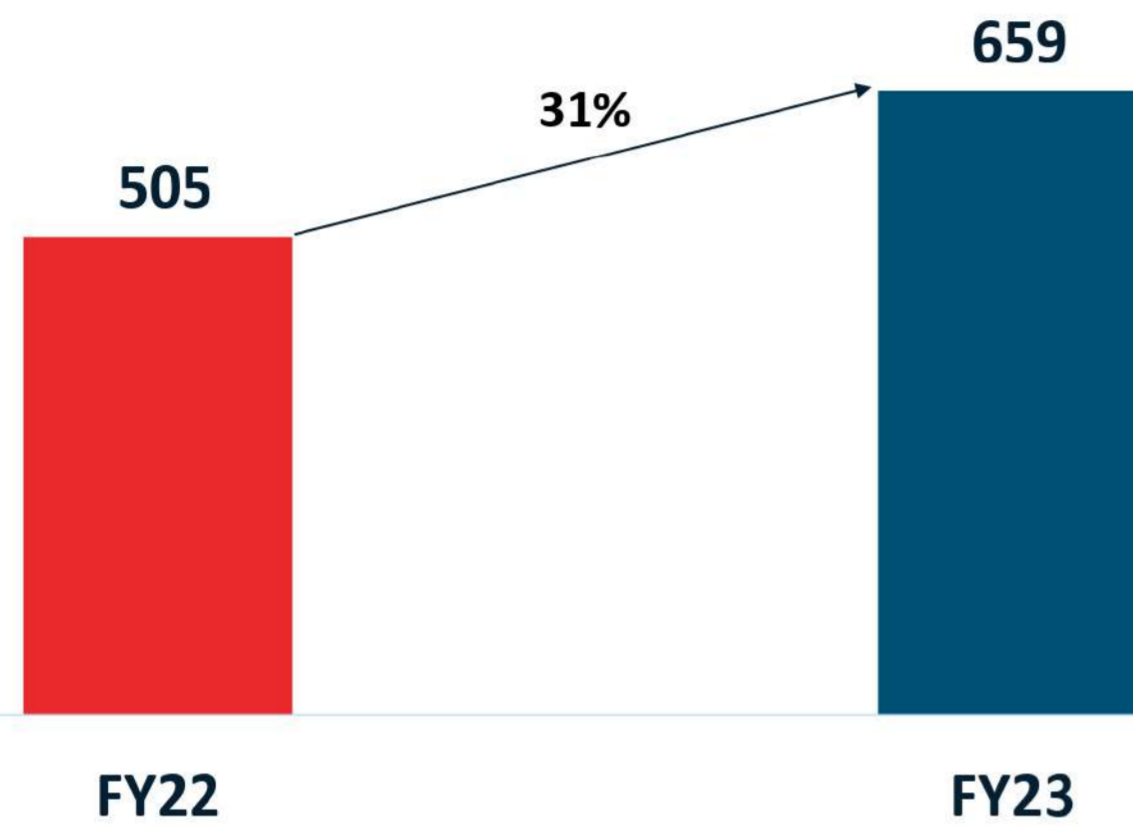
## PAT (INR. Crs) & PAT Margins (%)



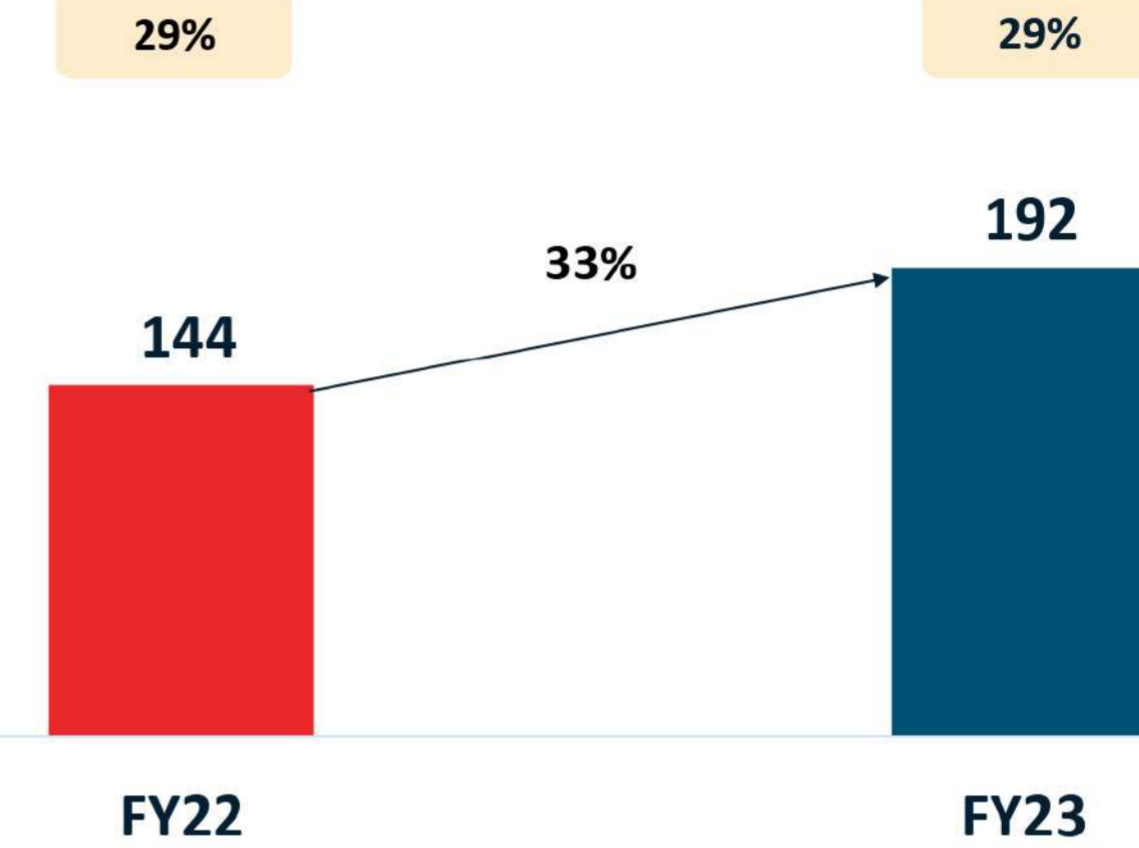
\*All numbers have been rounded off

# Year ended FY23 Financials

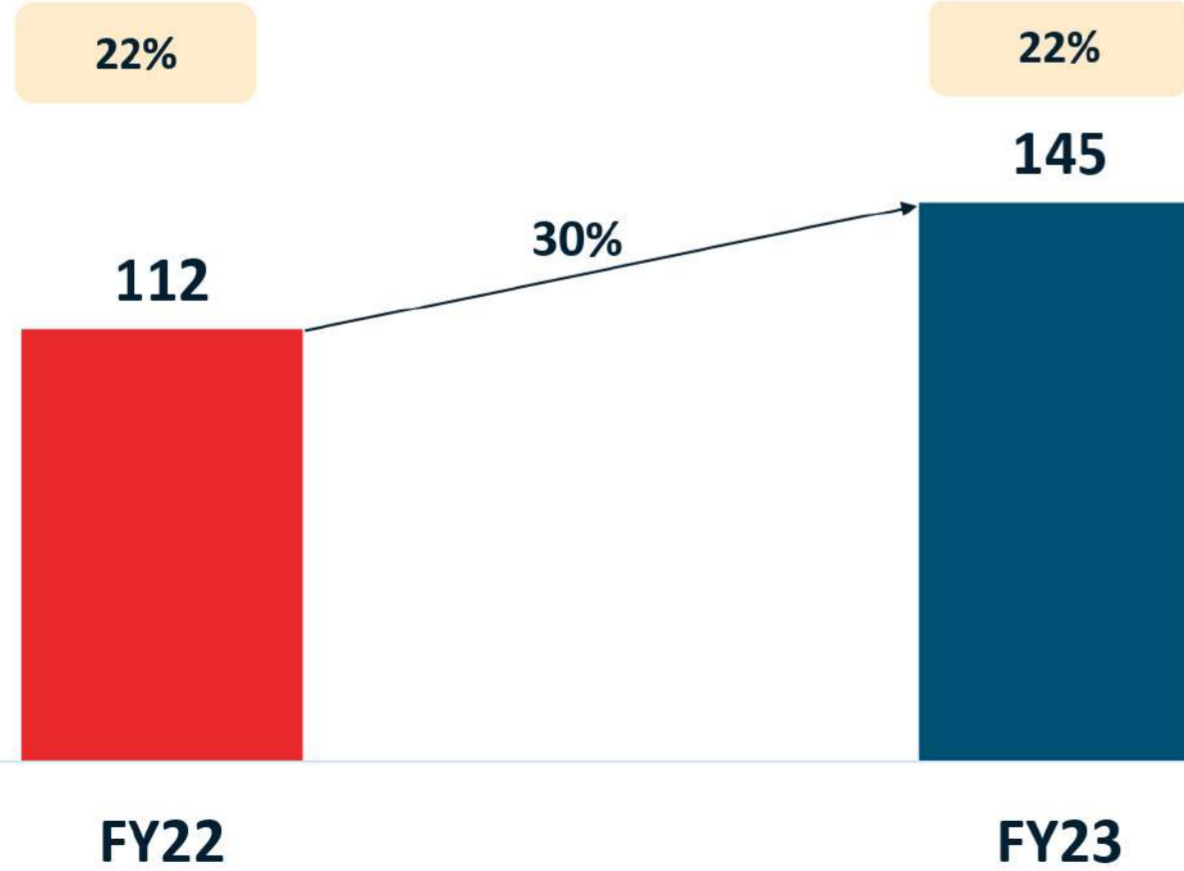
### Revenue (INR. Crs)



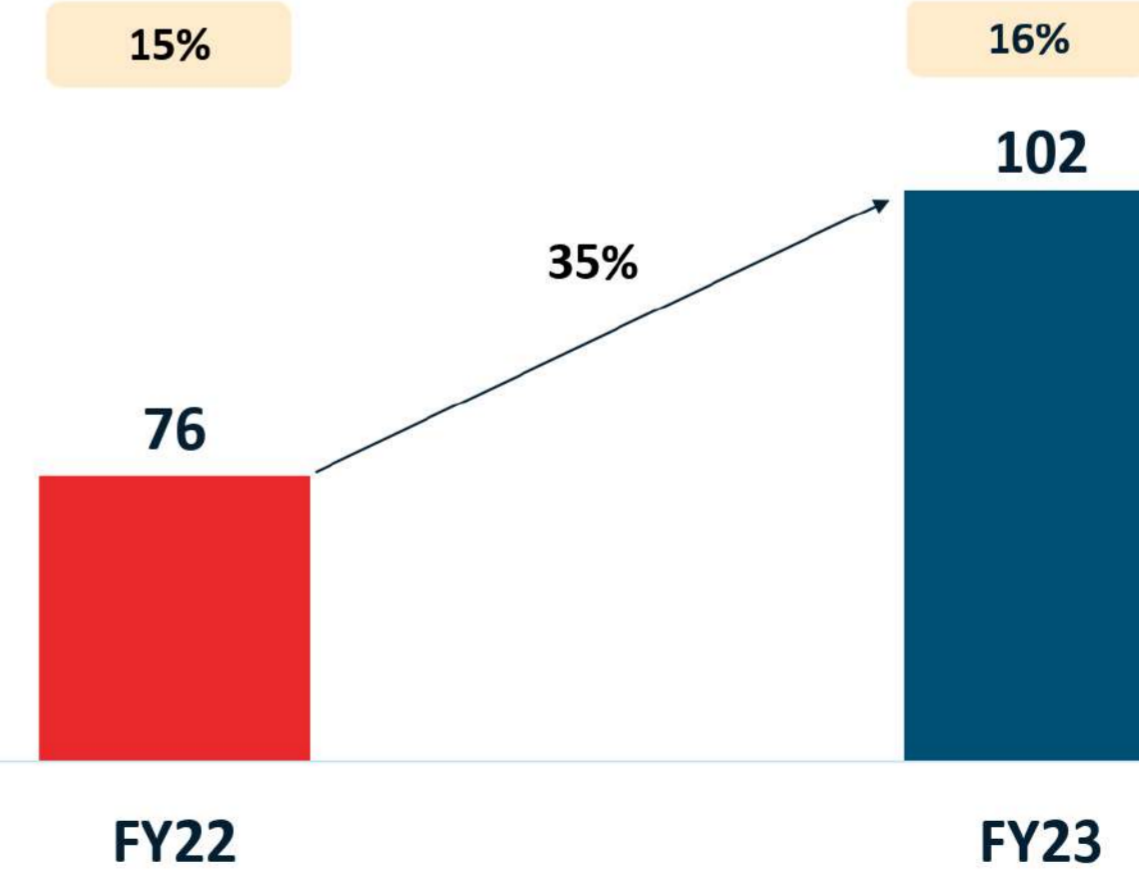
### Gross Profit (INR. Crs) & GPM(%)



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



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

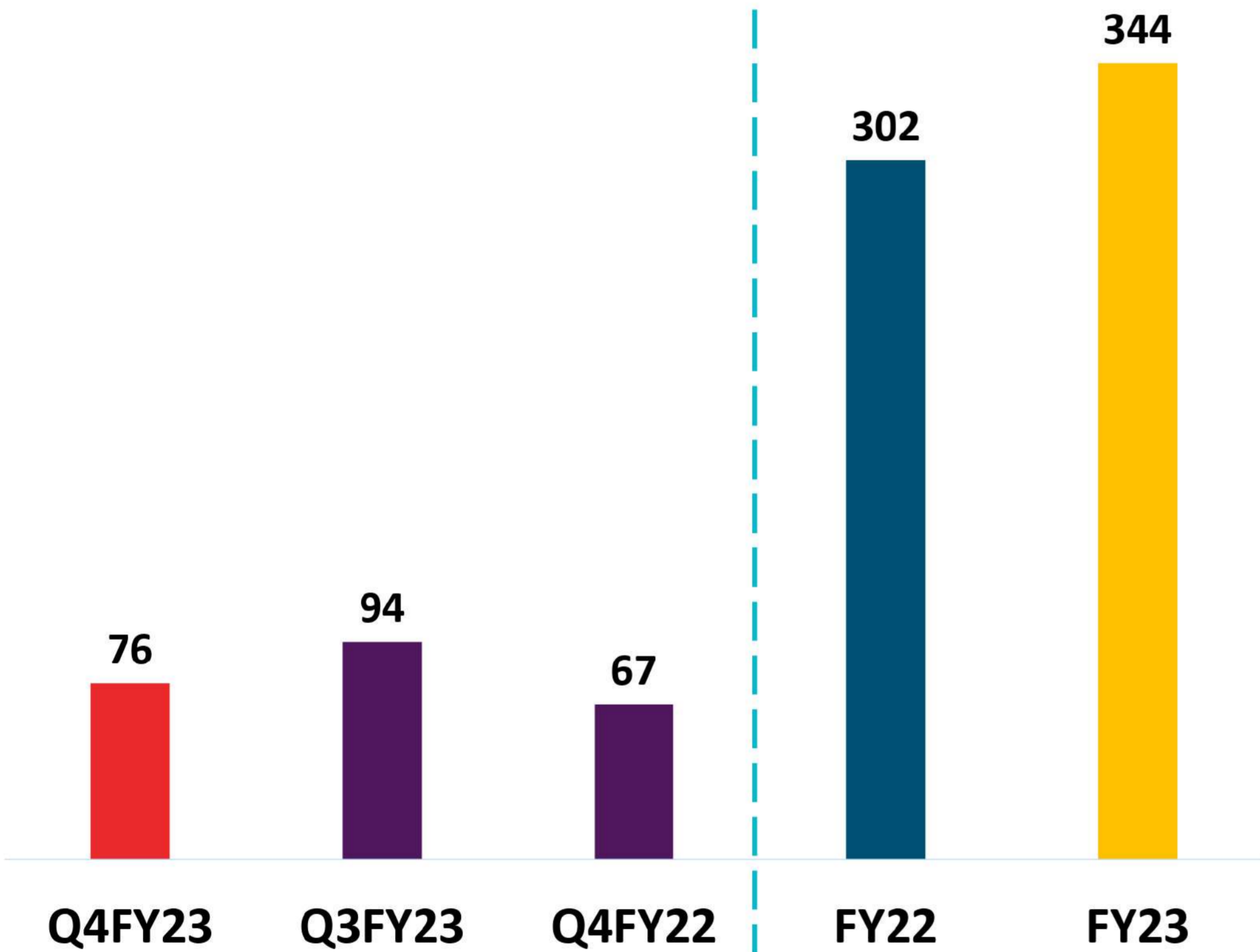


\*All numbers have been rounded off

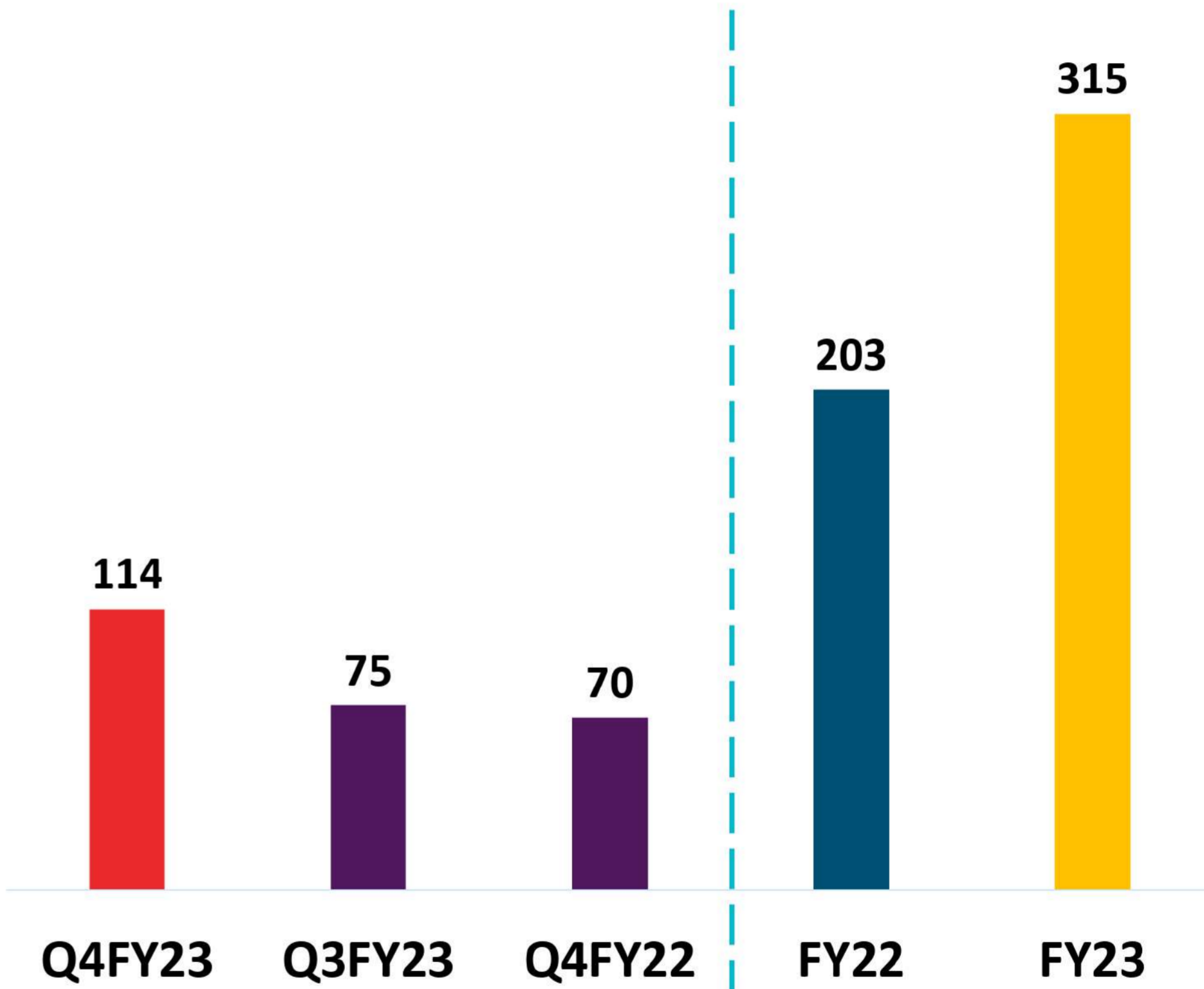
# Key Statistics



Banking & Fintech Revenue (INR Cr)



Tech Innovation Group Revenue (INR Cr)



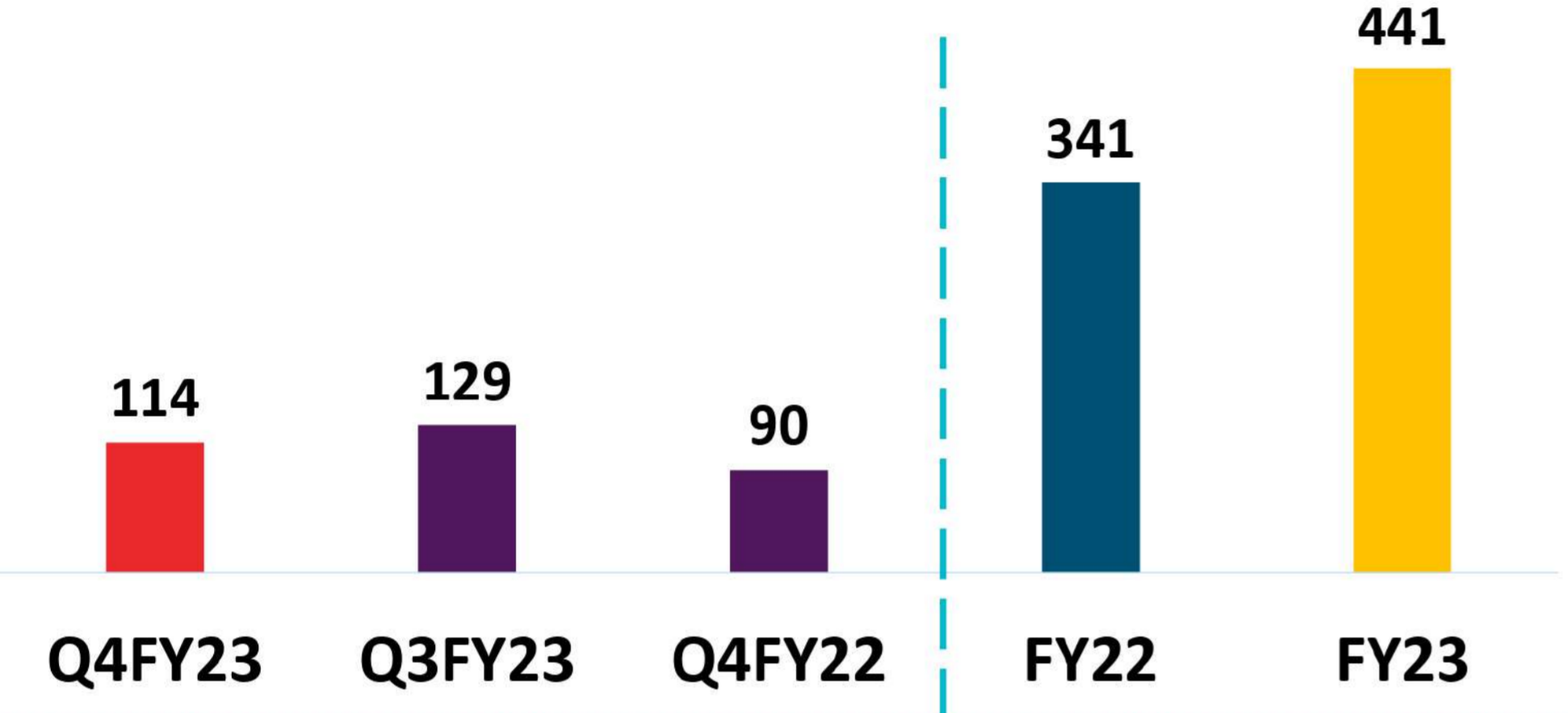
\*All numbers have been rounded off



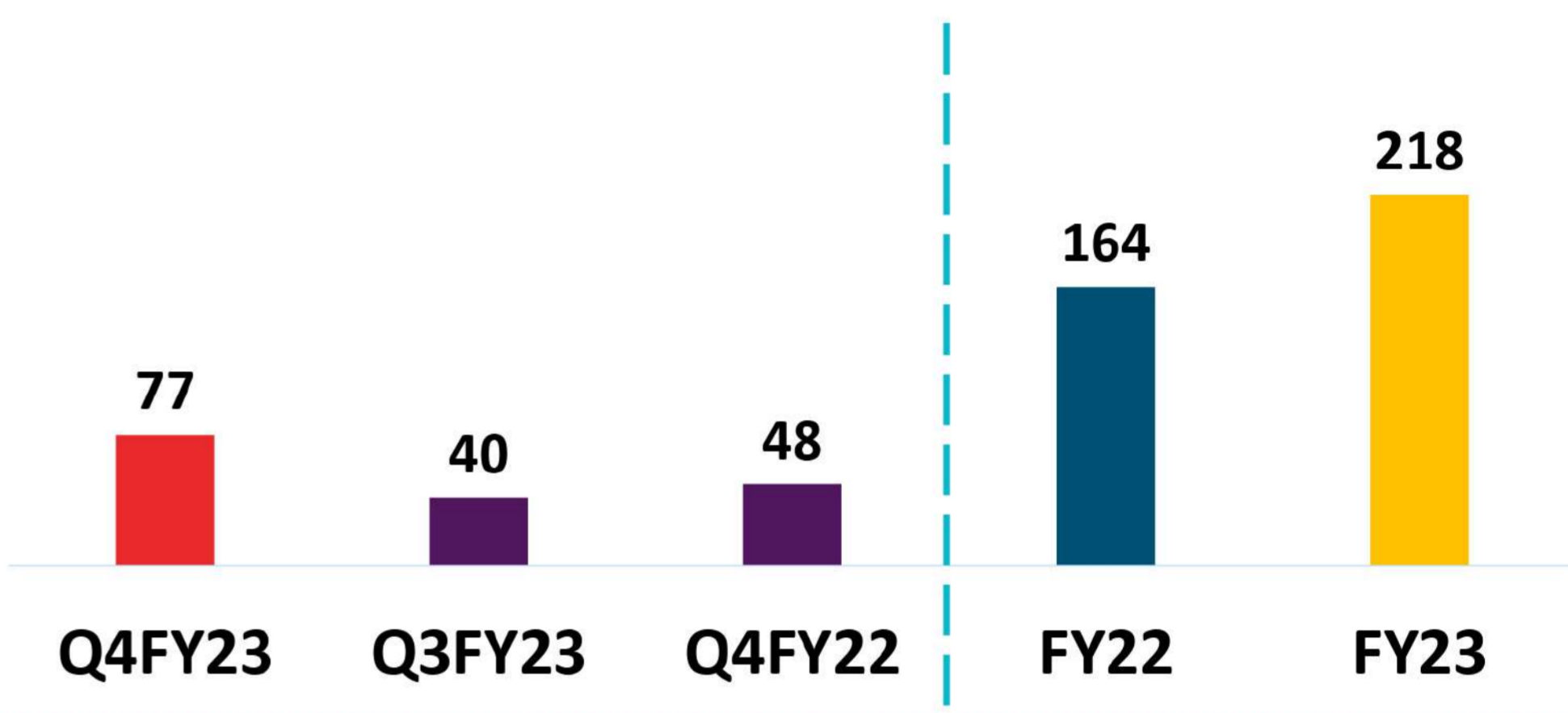
# Key Statistics



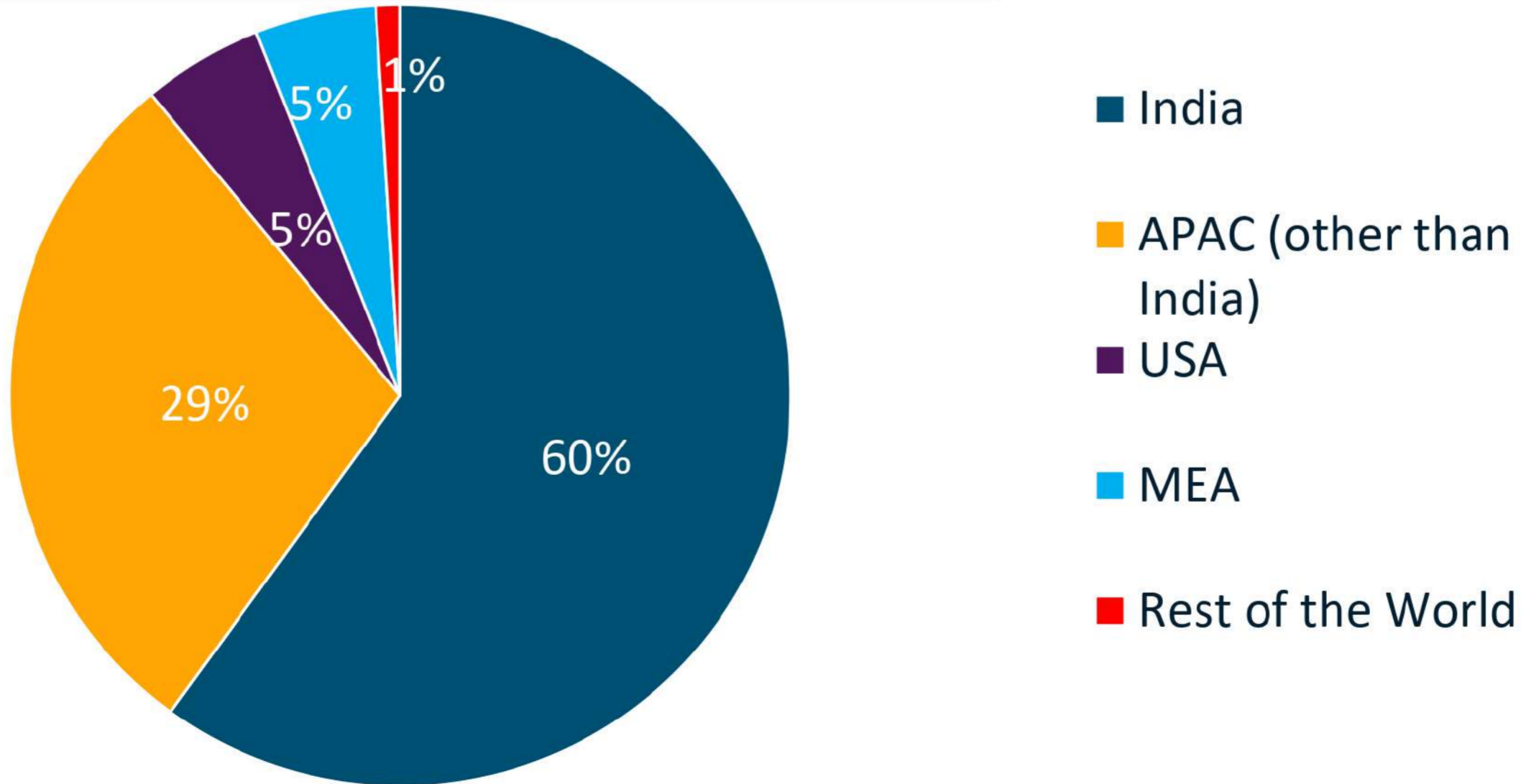
Sale of Software Service (INR Cr)



Sale of Equipment & Product Licenses (INR Cr)



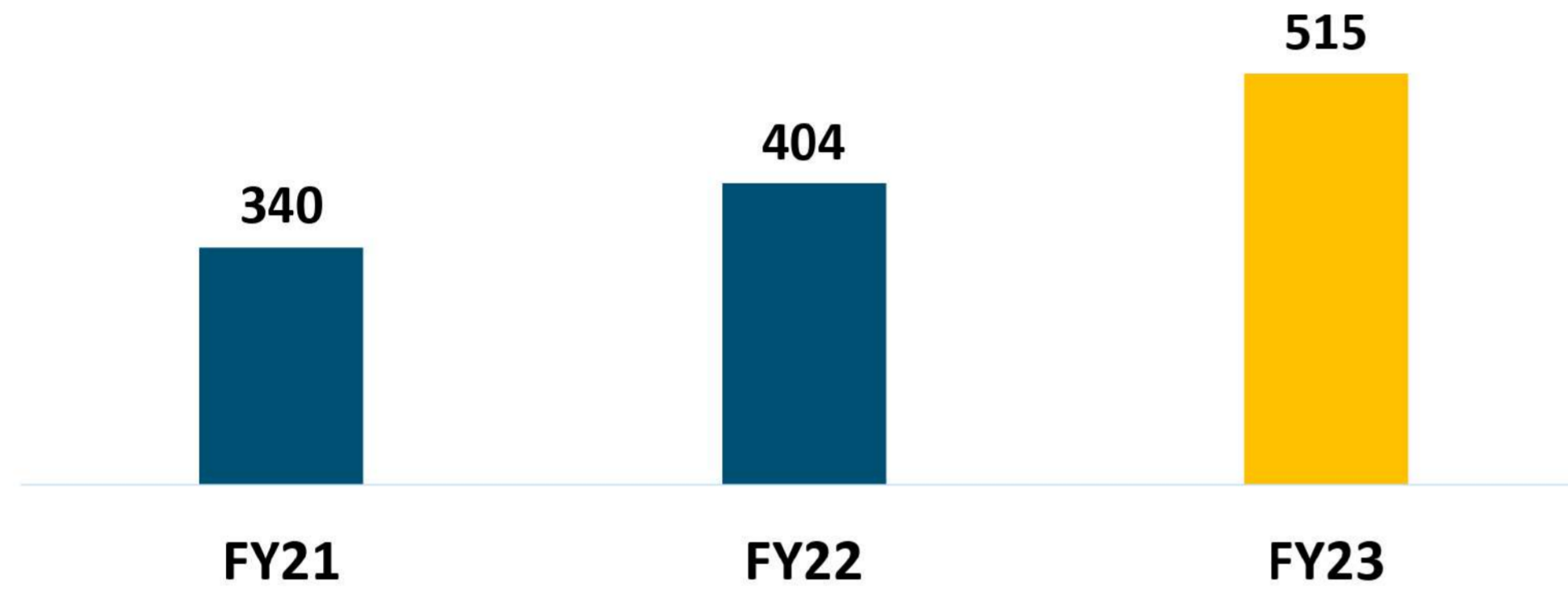
Revenue Break-up (Geography-wise)



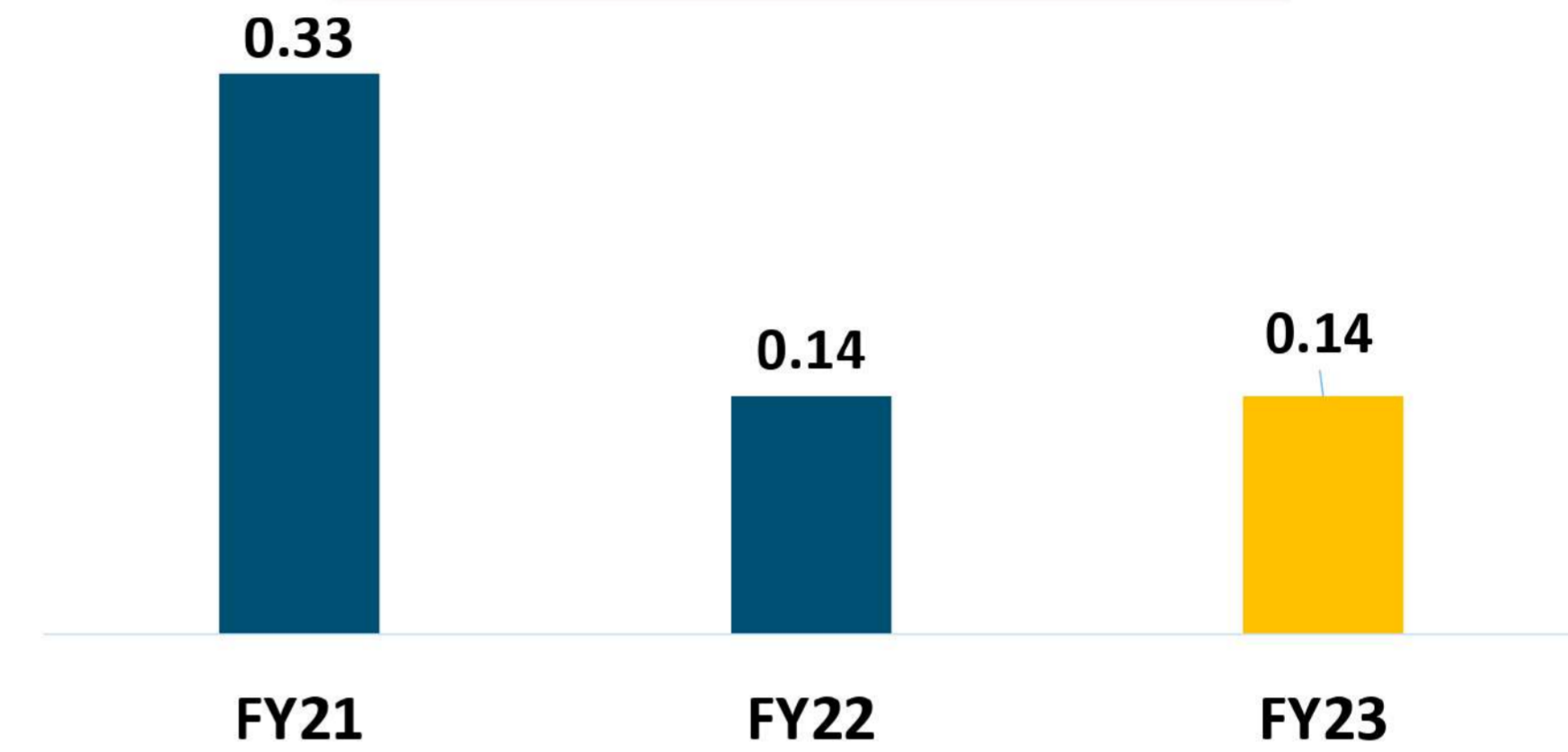
\*All numbers have been rounded off

# Key Ratios

### Net Worth (INR Cr)



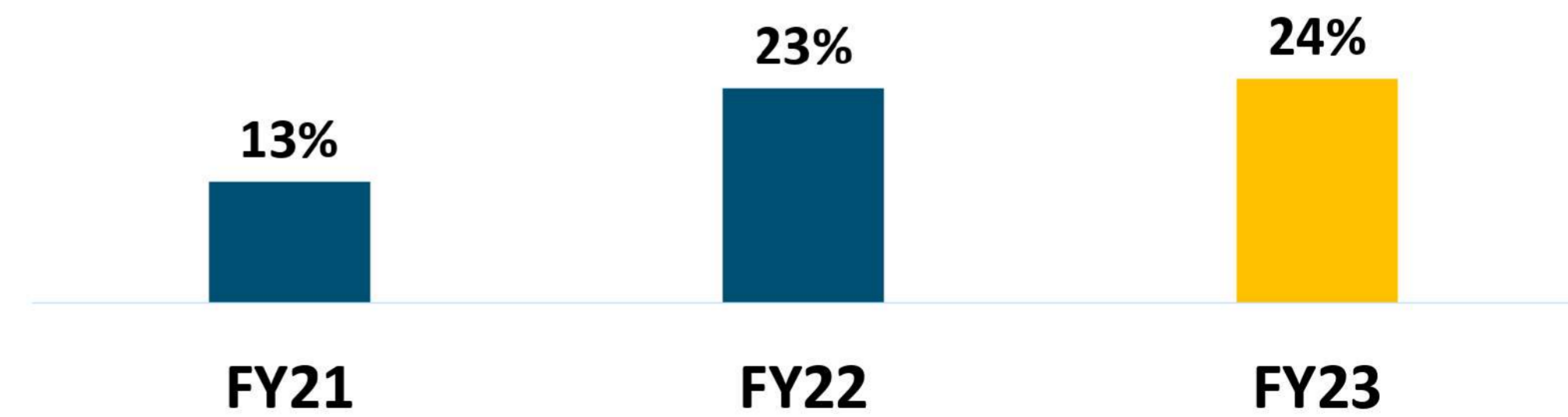
### Debt/ Equity



### ROE



### ROCE



\*All numbers have been rounded off

## Banking & Fintech

- Aurionpro's subsidiary Integro signs partnership with Finastra, a global provider of financial software applications and marketplaces, to offer Integro's SmartLender Trade Limits solution alongside its own Trade Innovation solution
- A leading bank in the Middle-East selects Auro-Digi, our latest product offering, becoming first customer for this newly launched product
- Aurionpro Payment Solutions Pvt. Ltd., a wholly owned subsidiary received an in-principle approval from the Reserve Bank of India (RBI) to set up Payment Aggregator business

## Technology Innovation Group

- Aurionpro partners with Webwerks to successfully operationalise Tier 3 data centres (DC) in Navi Mumbai, Hyderabad and Bangalore. Aurionpro is supporting Webwerks with DC Design, Consultancy, Master Planning and also DC turnkey build, in these projects
- Successful go-live of "IoT based Integrated Bus ticketing System" for the Uttar Pradesh State Road Transport Corporation (UPSRTC)
- SME Chamber of India recognizes Aurionpro with BEST ENTERPRISE OF THE YEAR AWARD IN IT SECTOR, for Aurobees, its innovative platform focused on SMEs



**Increased stake in SC Soft Pte Ltd (SC Soft) upto 90%** representing 31,34,814 shares, through its wholly owned subsidiary Aurionpro Solutions Pte Ltd, with a commitment to complete acquisition of balance 10% by December 31, 2022. The deal, for the balance 49% stake, is valued at US\$ 4.99 Million (approximately INR 38 Crores). This increase in stake enables complete management control and integration of SC Soft with Aurionpro.



**Acquired majority stake (51%) in Toshi Automatic Systems Pvt. Ltd.** The acquisition, valued at INR 14 Cr, was entirely funded through internal accruals. The same will now be renamed as Aurionpro Toshi Automatic Systems (ATAS). Toshi Automatic Systems (TAS), a Delhi based company and provider of innovative products and solutions in Mass Transit, Industrial and Public Safety segments.



**Acquired Hello Patients Solutions Inc, a startup based in USA** for a net consideration of USD 250,000. 100% of Equity Share Capital of Hello Patients proposed to be acquired, through subsidiary of the Company based in USA Aurionpro Fintech. Hello Patients is a healthcare billing and patients' management solution that can leverage Aurionpro's technology for payments processing.

**02**

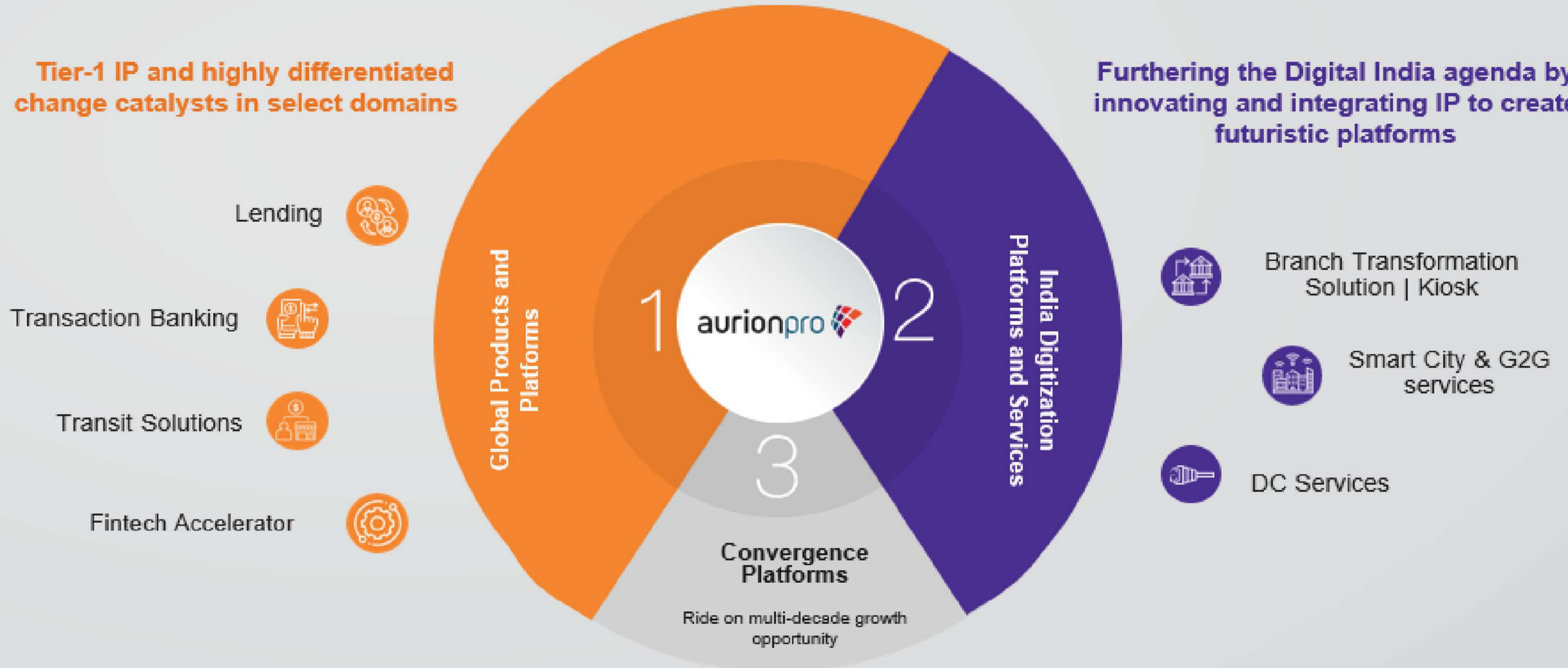
# COMPANY OVERVIEW

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GLOBAL PROVIDER OF IP-LED PRODUCTS, PLATFORMS AND SERVICES WITH A LEADERSHIP POSITION IN CHOSEN SEGMENTS AND MARKETS

Tier-1 IP and highly differentiated change catalysts in select domains

Furthering the Digital India agenda by innovating and integrating IP to create futuristic platforms



↑ ECOSYSTEM LEVERAGE

# Key Clientele



1

Banking



- HDFC BANK
- Nations TrustBank
- OCBC Bank
- CIMB
- ADCB
- ttb
- UOB
- Sacombank
- DTB
- VietinBank
- DFCC BANK
- LANDBANK

2

Data Center Consulting



- Web Werks
- TATA POWER
- IRON MOUNTAIN
- IIT Guwahati

3

Branch Transformation Solution



- Kotak Mahindra Bank
- FEDERAL BANK
- IDBI BANK
- etisalat

4

Smart Mobility



- NAGPUR METRO
- Sacramento Regional Transit
- NOIDA METRO
- Maldives

# Awards & Accolades



Chartis RiskTech Quadrant® for Loan Origination Solutions, 2022



Chartis RiskTech Quadrant® for Collateral Management Solutions, 2022



*Integro Technologies, an Aurionpro subsidiary, is proud to be recognized as a global category leader in the Loan Origination and Credit Lending Operations area as per Chartis' latest industry report.*

*Chartis an eminent research and analysis organization for Risk Technologies*



**CMO Asia Awards 2022 for Excellence in Branding & Marketing**



**iCashpro+ Transaction Banking Solution wins Technoviti Award for the 3rd consecutive year**



**ET's Best Tech Brands 2022  
One of the best technology brands**



**Best enterprise of the year award in its sector, for Aurobees, its innovative platform focused at SMEs**



**"Aurionpro Solutions is Great Place to Work Certified for Second Consecutive Year"**



# Leadership Team



**Mr. Paresh Zaveri**  
Chairman & Managing Director



**Mr. Amit Sheth**  
Co-Chairman & Director



**Mr. Ashish Rai**  
Vice-Chairman & President



**Mr. Shekhar Mullatti**  
President & Global Head - Banking

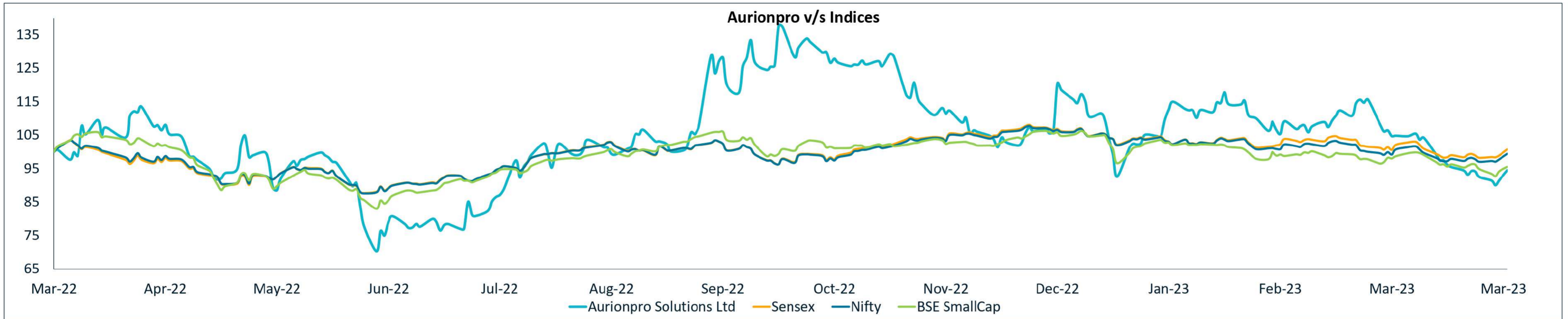


**Mr. Sanjay Bali**  
President & Global Head – Tech  
Innovation Group

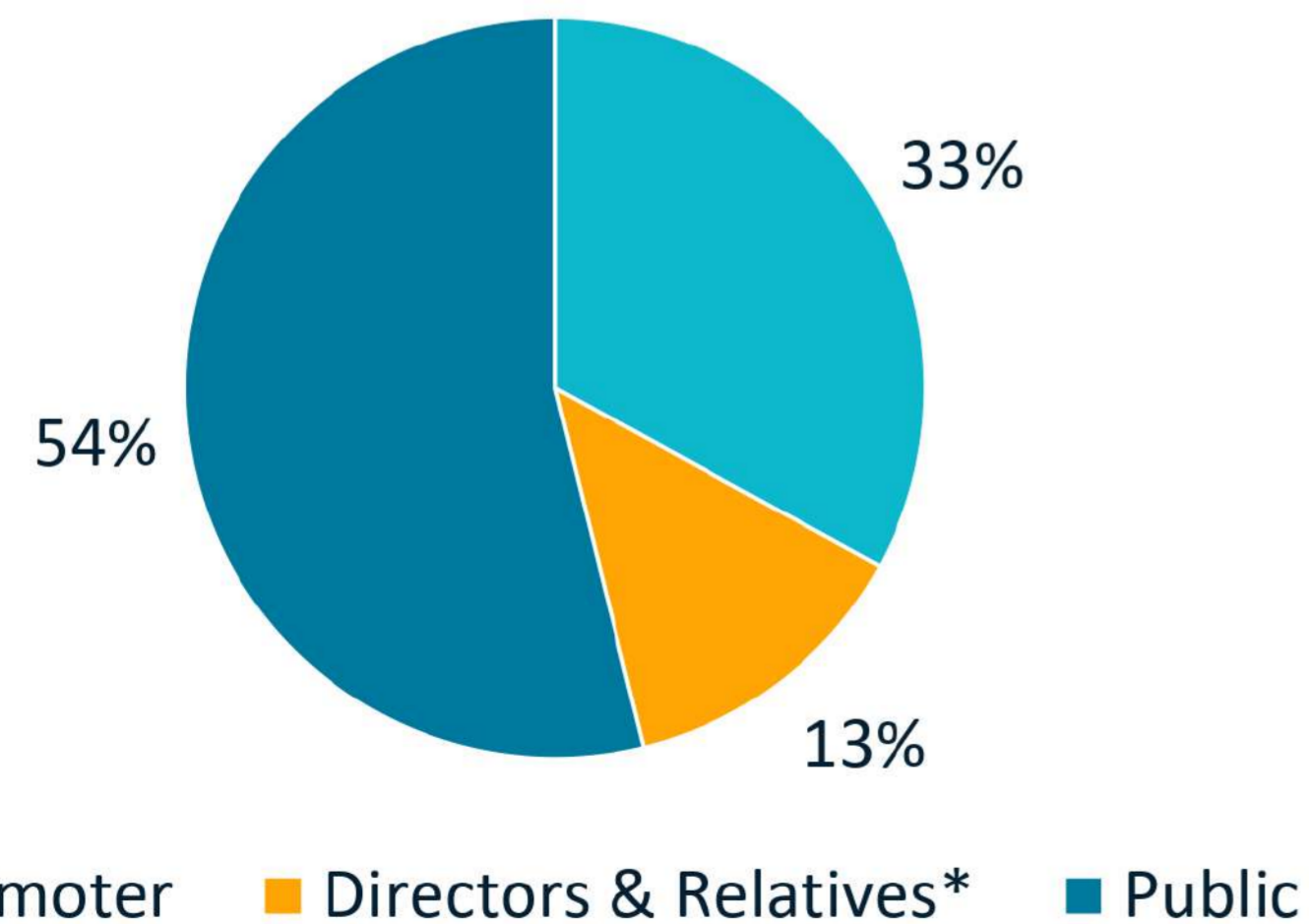
# Key Growth Drivers



- Globally competitive IP and highly differentiated and unique offerings with large demand runway
- Strong Order book INR 820 Cr+ (next 4 quarters) which will create a sustainable growth trajectory going forward
- Trusted partner with various Governments in the smart mobility and infrastructure space in India
- Experienced & Top Tier Management team comprising of globally recognized leaders
- Continuous investments in R&D for new product launches, technical innovation and upgradation as per latest industry trends
- Dominant player in the banking & fintech industry in Asia and One of the few integrated global players in the Automated Fare Collection (AFC) space



**Shareholding Pattern ( As on 31<sup>st</sup> Mar, 2023)**



\*Director & relatives holdings forms a part of the promoter group.

**Stock Data ( As on 31<sup>st</sup> Mar, 2023)**

Mkt Cap (INR Cr)	769.72
Stock Price (INR)	307.95
52 week (High)	468.00
52 week (Low)	221.00
No. of Shares O/S	2,28,00,165

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**ADAPT With Us**



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For any queries please contact:

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