

BSE Limited P.J. Towers, Dalal Street Mumbai-400001 Script Code: 532668	National Stock Exchange of India Ltd, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai -400051 Script Code: AURIONPRO
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Dear Sir/ Madam,

Sub: Investor Presentation - June 2023

Dear Madam/Sir,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith Investor Presentation Presented at Investor/ Analyst Meet held on 14th June, 2023 at Trident Hotel, BKC, Mumbai.

Thanking you.

Yours faithfully,

For Aurionpro Solutions Ltd

Ninad Kelkar
Company Secretary

aurionpro 

Great
Place
To
Work®

Certified
MAR 2023 – MAR 2024
INDIA

Investor & Analyst Day 2023

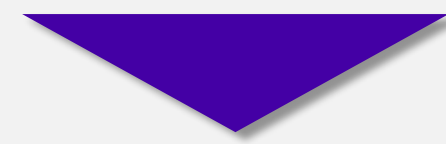
14 June 2023

Our Journey

Evolving through an era of Platform shifts

Revenue

INR 100 Million
in 2005



INR 6,590
Million

Growing at a
CAGR of 26%+

Built foundation for a
decade of high growth

Key Divestments

Sale of:
IDM Business to KPMG,
Cyber Security Business to
ForcePoint, and
Demerger of business to Trejhora



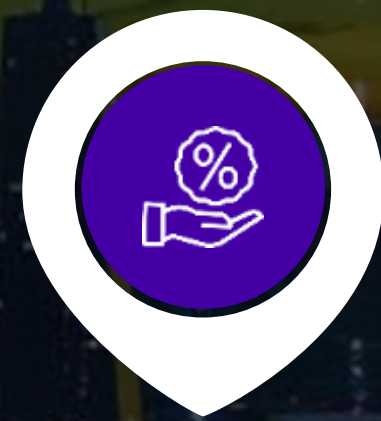
1997

Founded



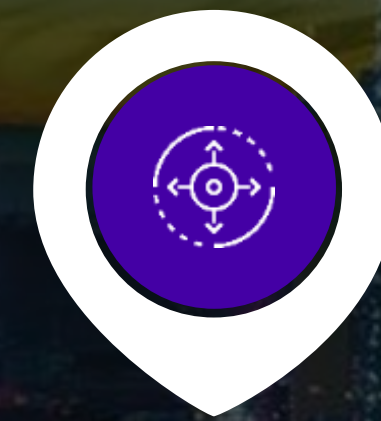
2005

IPO



2005-2010

Strategic
acquisitions and
strong offerings
portfolio



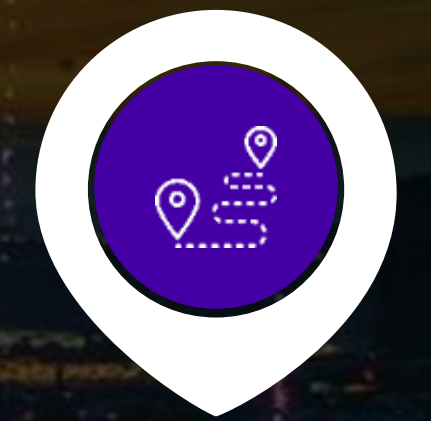
2010-2018

Strengthening
Product Offerings &
expansion into
IT Services



2018-2020

Simplifying the
Businesses - Strategic
Divestments - exit
from non-core
though valued assets



2020

Aurionpro 2.0 -
Embarked on the
path of IP-led
growth

Aurionpro Today

 <p>Globally competitive IP</p>	 <p>Global presence across 14+ countries</p>	 <p>Best Technology Brand - ET Best Tech Brands 2022</p>
 <p>25+ years of experience</p>	 <p>2,000 + Associates</p>	 <p>Recognized as a global leader in Credit Lending Operations as per Chartis' RiskTech Quadrant, 2022</p>
 <p>Dominant player in the banking & fintech industry in Asia</p>	 <p>Trusted partner of 100+ clients</p>	 <p>India Technology Excellence Award - Asian Technology Excellence Awards 2022</p>
 <p>INR 2,000 Cr MCap</p>	 <p>INR 515 Cr+ Networth</p>	 <p>12K+ Shareholders</p>

Strategic Pivot

Core theses driving our Pivot in 2020

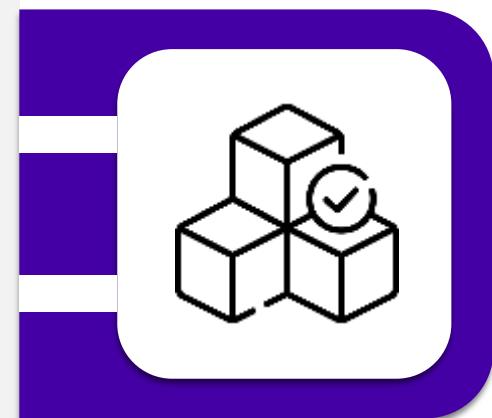


Core Theses

IT services business can't sustain its margins long term

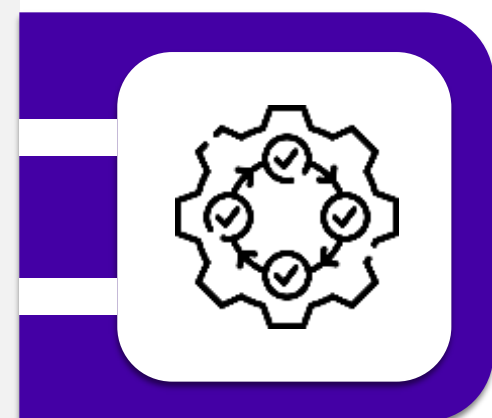
Strategic Choice for Aurionpro

Center the business around differentiated IP Assets



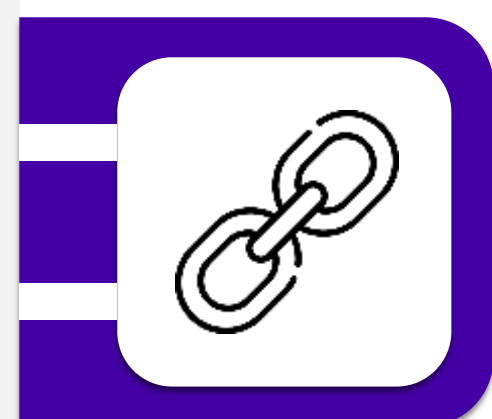
Single product business will be high risk, with lumpy revenue stream

Build a portfolio of multiple IP Assets



Single sector business will be too exposed to cyclicalities

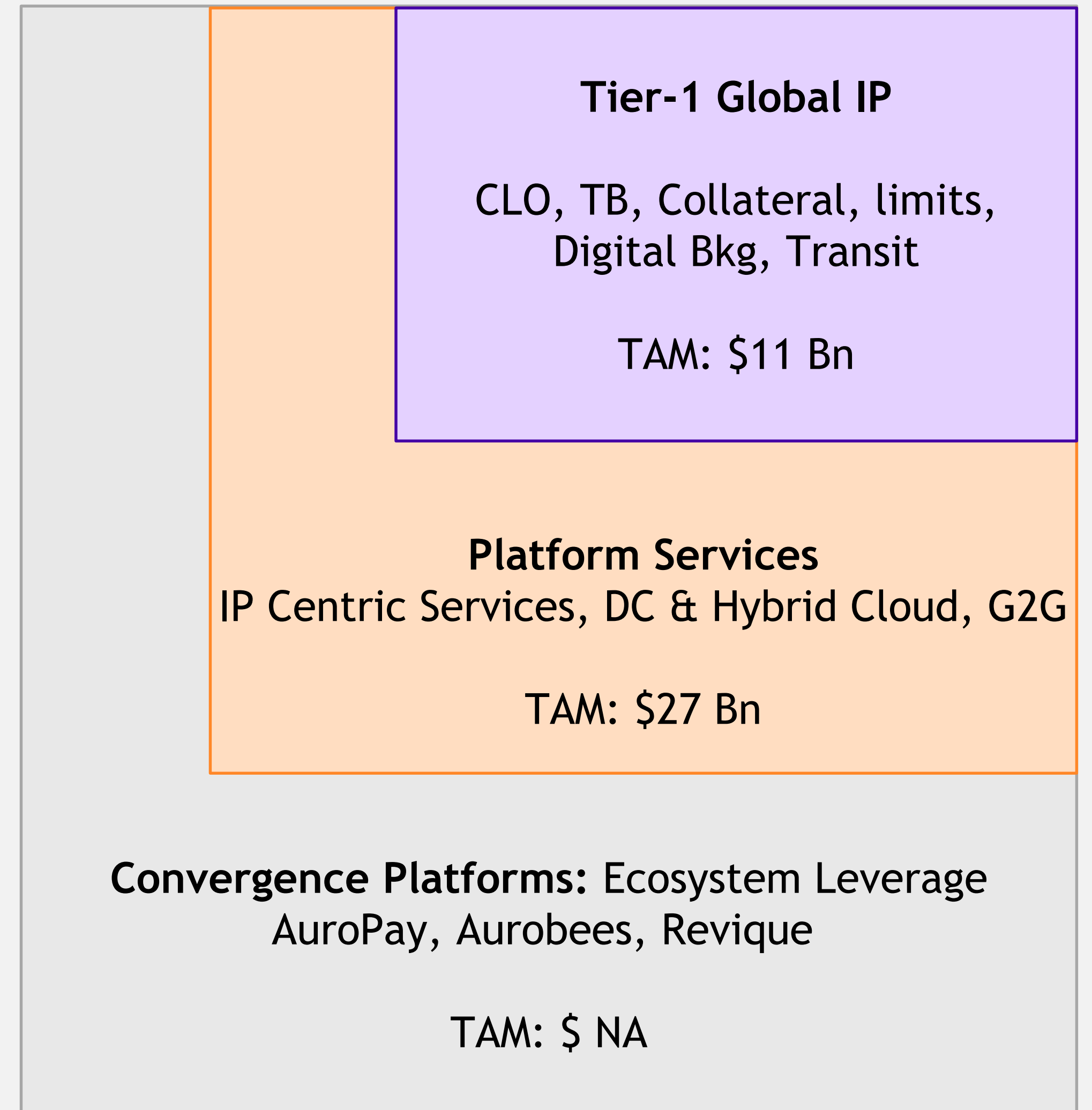
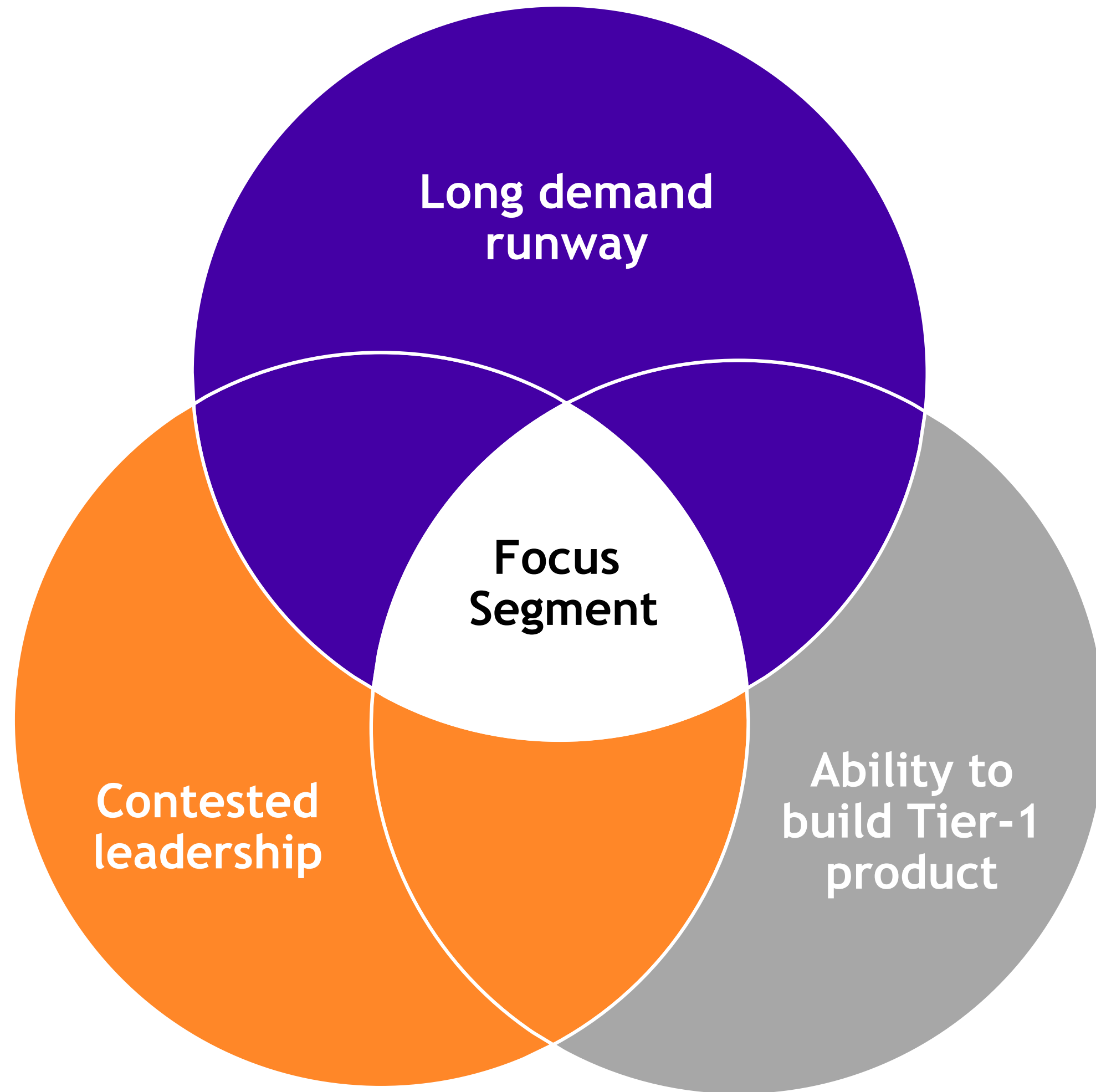
Expand IP portfolio to un-correlated sectors where possible



Expanding across the value chain is crucial to create competitive advantage

Strategic vertical integration across the value chain

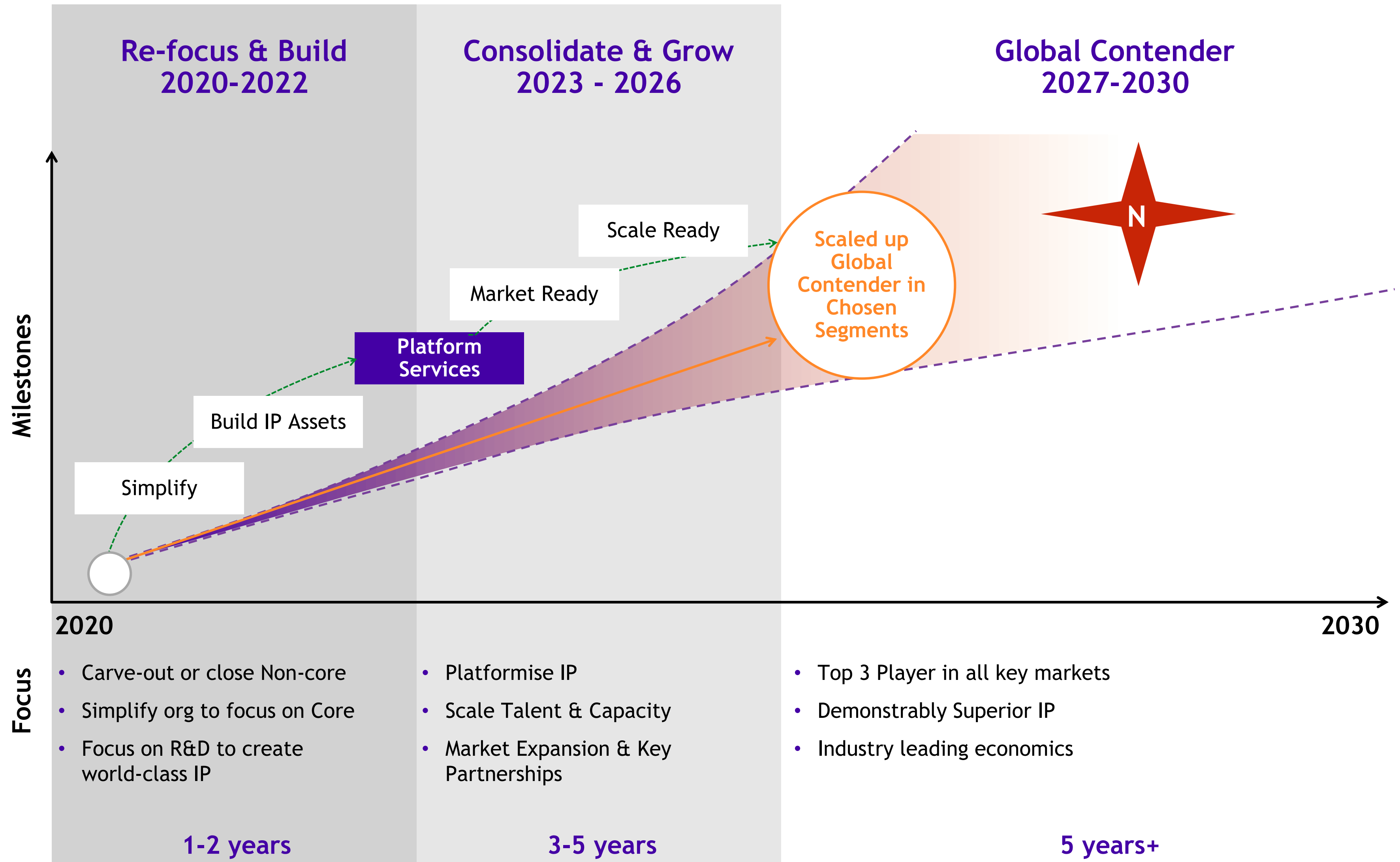
Value creation focus



* Aurionpro's Market Assessment

Vision 2030

Building a Global Products & Platforms Leader



4 Strategic Bets

Leveraging four key strategies to create a scaled up global business



Transformation of Corporate banking

- Corporate Loan Origination
- Collateral Management
- Limit Management
- Transaction Banking
- Corporate Digital Banking

Only Asian Player in the Leadership Quadrant of Chartis in Commercial Lending, Collateral, Limits



Smartification of Mobility

- Open Loop Payments
- Automatic Fare Collection
- Intelligent Transport Management System
- ECR-One
- Integrated E2E player in the space
- Marquee wins on Global Stage: CallTP, North America / Latam / APAC / India



Digitization of India

- Smart Mobility
- Smart City
- DC & Cloud
- Trusted partner of Govt
- Highly prestigious wins in the DC Consulting space



Co-Engineering IP With Global ISVs

- Co-developed solution with #1 Global Trade Finance Technology provider
- Joint implementations with #1 Global Treasury Technology provider
- Licensed Payment technology to a large Payment Tech player in the US
- Co-build solution with Digital Banking provider in the US

Financial metrics



From 2005 - 2023
CAGR 26%



FY 23 - YoY revenue growth @
31%



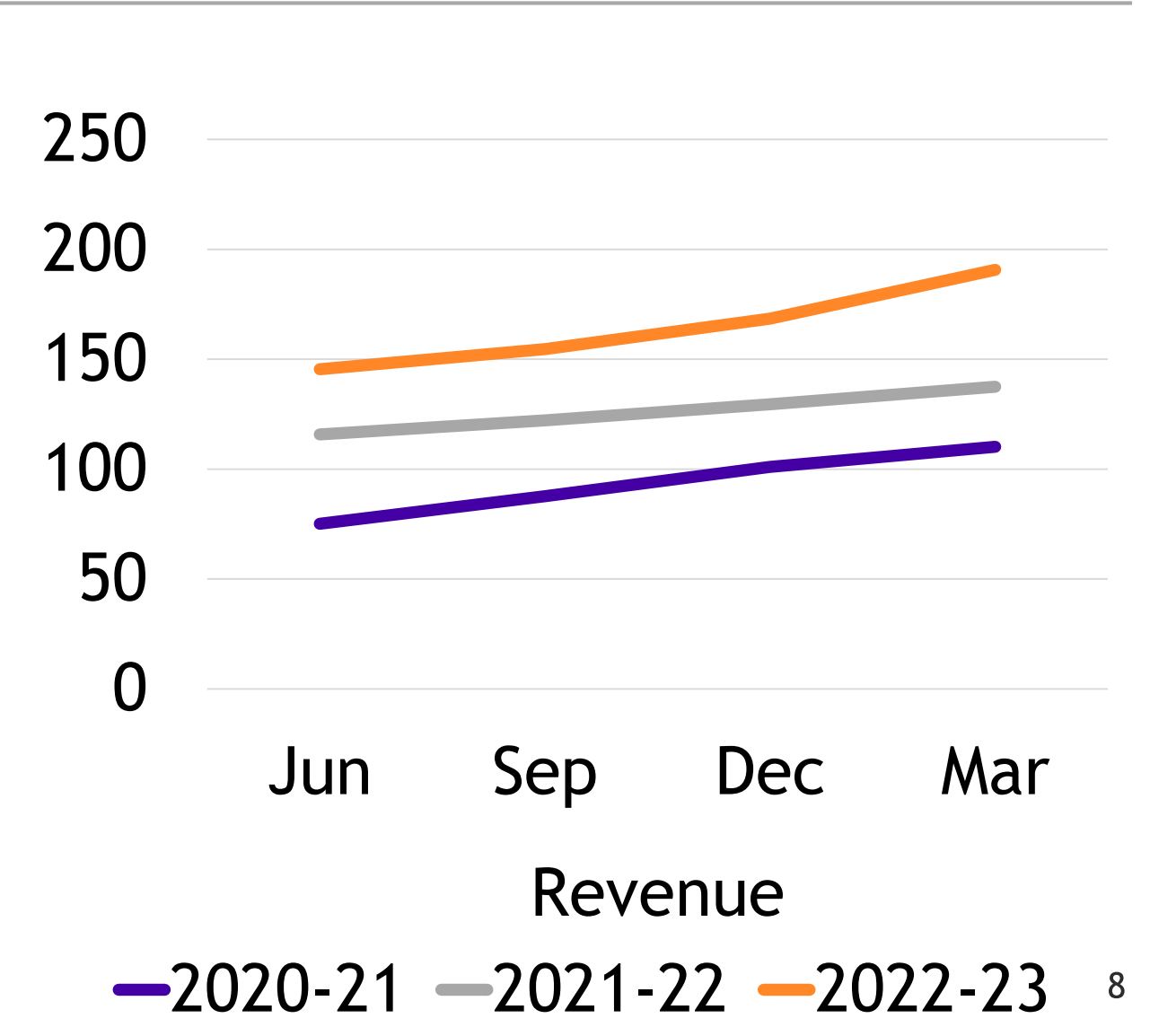
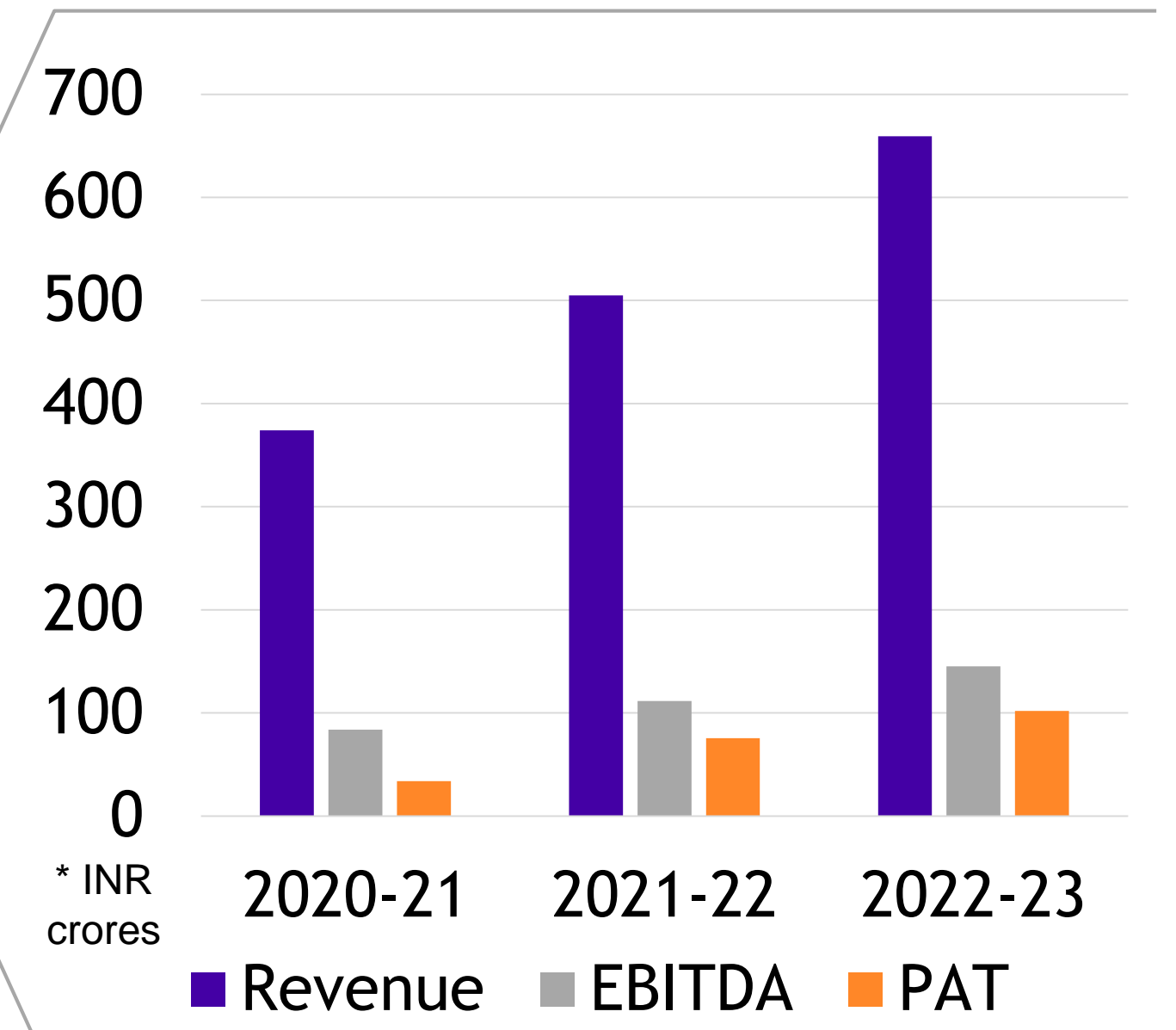
FY 23 - YoY growth
EBITDA @ **30%+** PAT @ **35%+**



FY 23 - Debt Equity Ratio @ 0.14;
ROE @ **20%**; ROCE @ **25%**



11 quarters of
consecutive growth



Management Goal: Top quartile across key metrics



Long-term Goals



Revenue Growth Rate
@ 25%-30% per annum



EBITDA Margin @
20%+



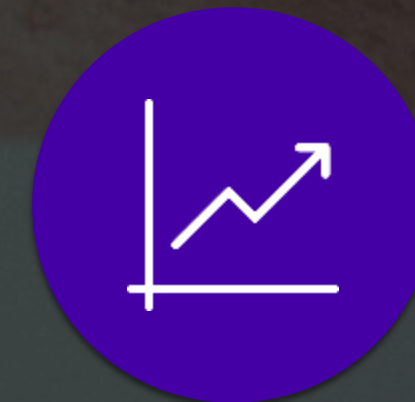
PAT margin @ 15%+



Spend consistently on
R&D at 7-8%



75% of in-year growth
from existing base



Maintain ROCE at
25%+

Right to Grow



World-class IP



Large TAM



Headroom for growth



Readiness for scale

