

25th July, 2023

To,
Dept. of Corporate Services- Listing
BSE Limited
1st Floor, Rotunda Building,
Dalal Street,
Mumbai – 400001.

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, 2023.

You are requested to upload the same on your website.

Thanking you,

Yours faithfully,

For Aurionpro Solutions Limited


Ninad Kelkar
Company Secretary



Great
Place
To
Work®

Certified
MAR 2022 - MAR 2023
INDIA



aurionpro 

A D A P T

The New World Order
Of Digital

Investor Presentation

Q1 FY24

June 2023

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Aurionpro Solutions Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

All Maps used in the presentation are not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



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



Crossed INR 2,000 Cr MCap



INR 515 Cr+ Networth



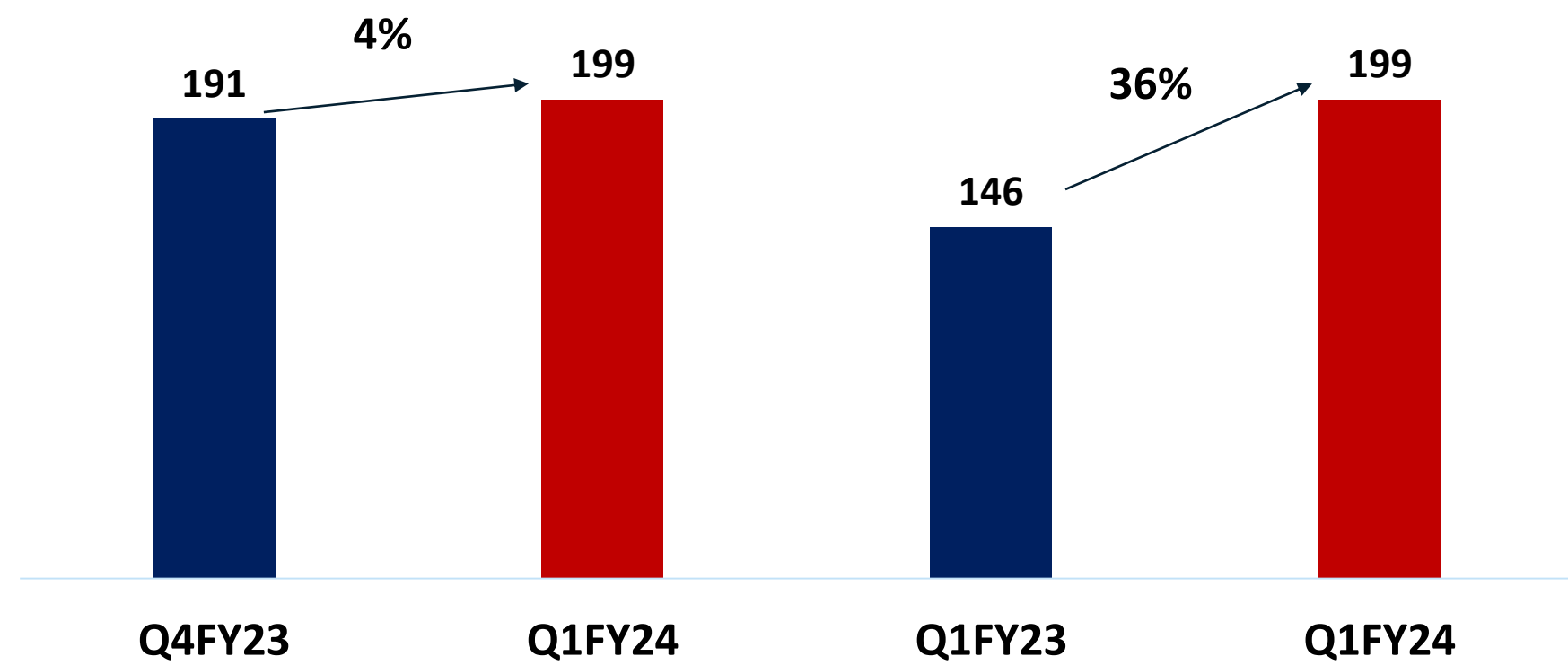
12K+ Shareholders

01

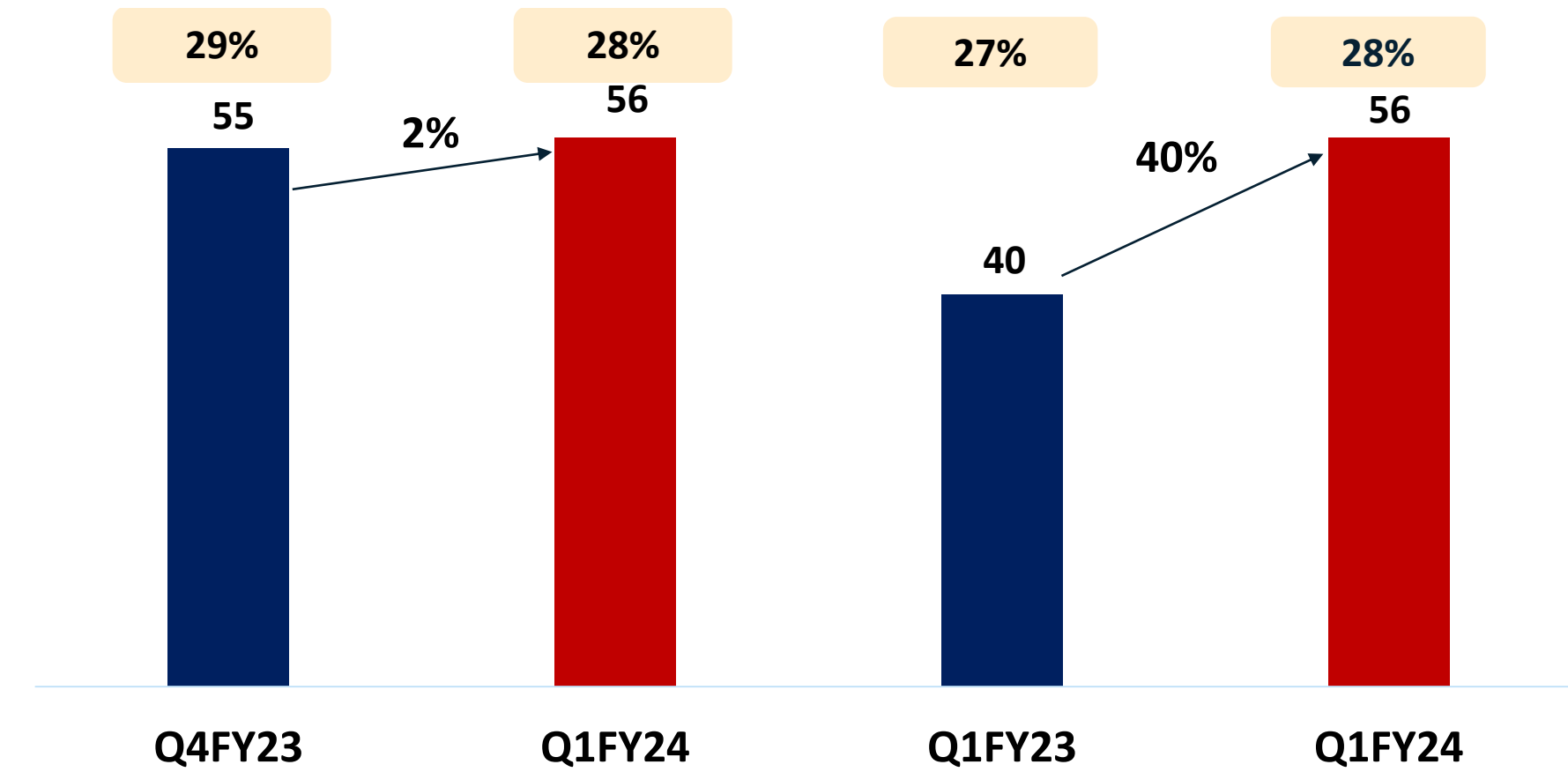
FINANCIAL HIGHLIGHTS

Quarterly Financials

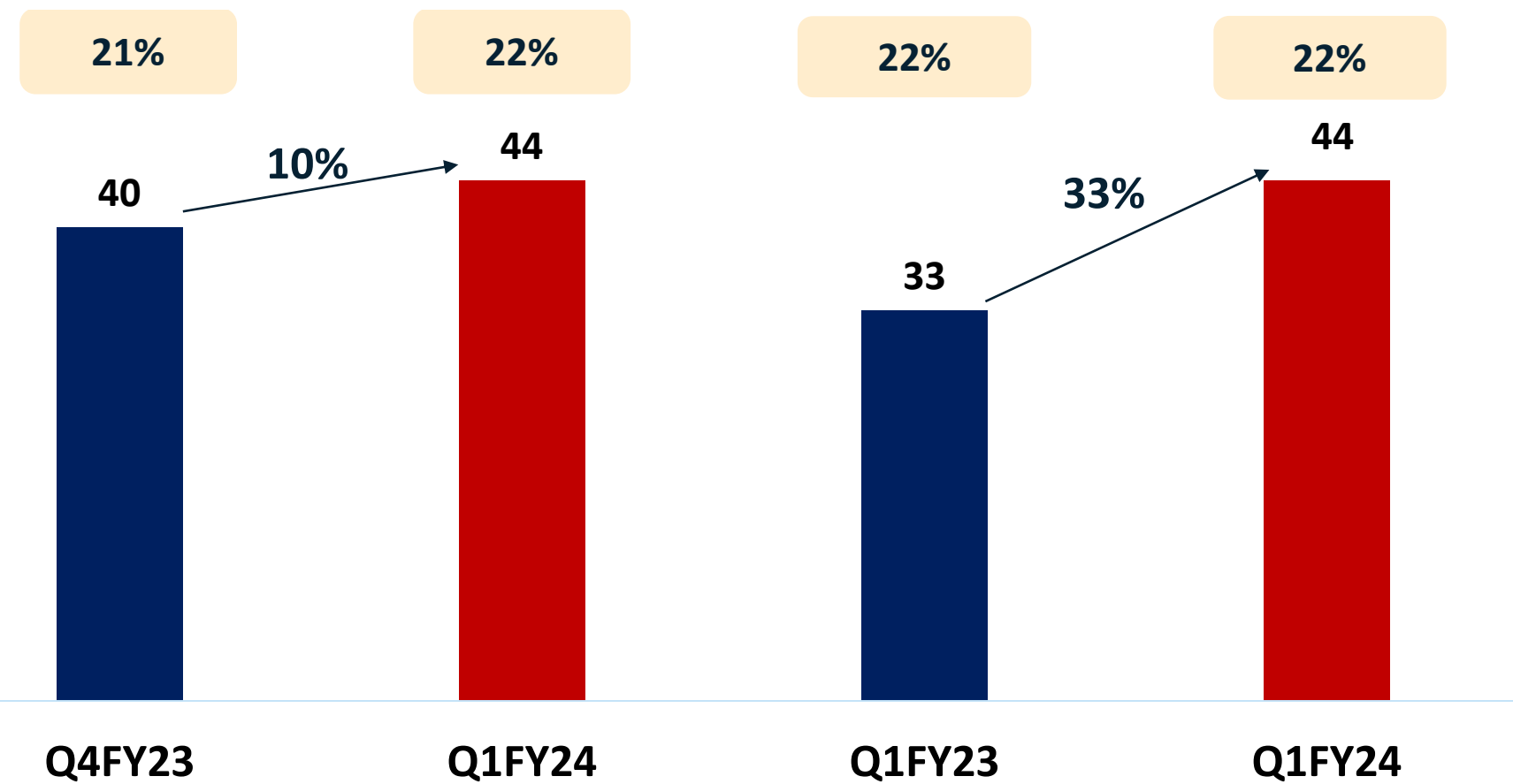
Revenue (INR Cr)



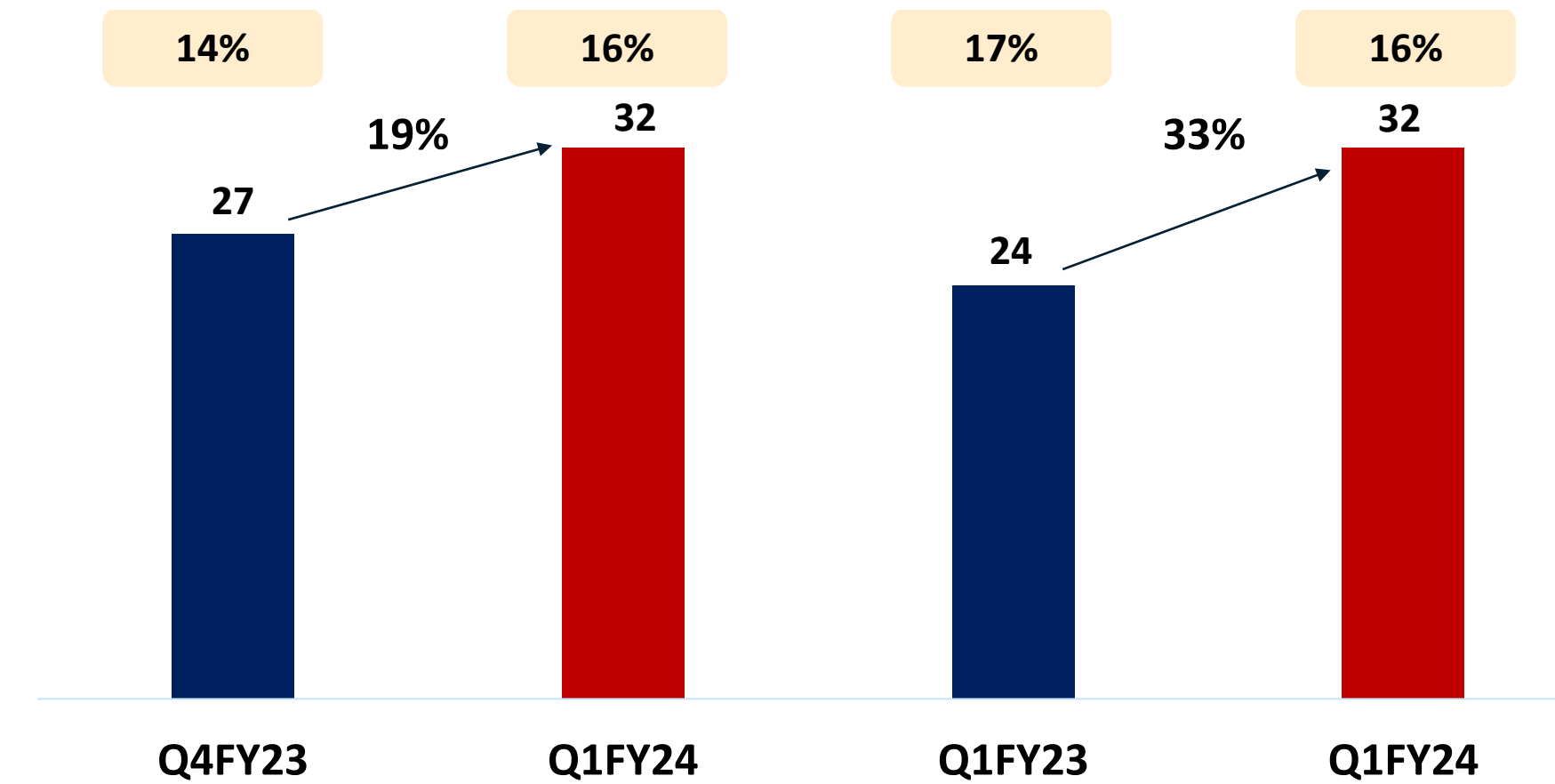
Gross Profit (INR Cr) & GPM(%)



EBITDA (INR Cr) & EBITDA Margins (%)



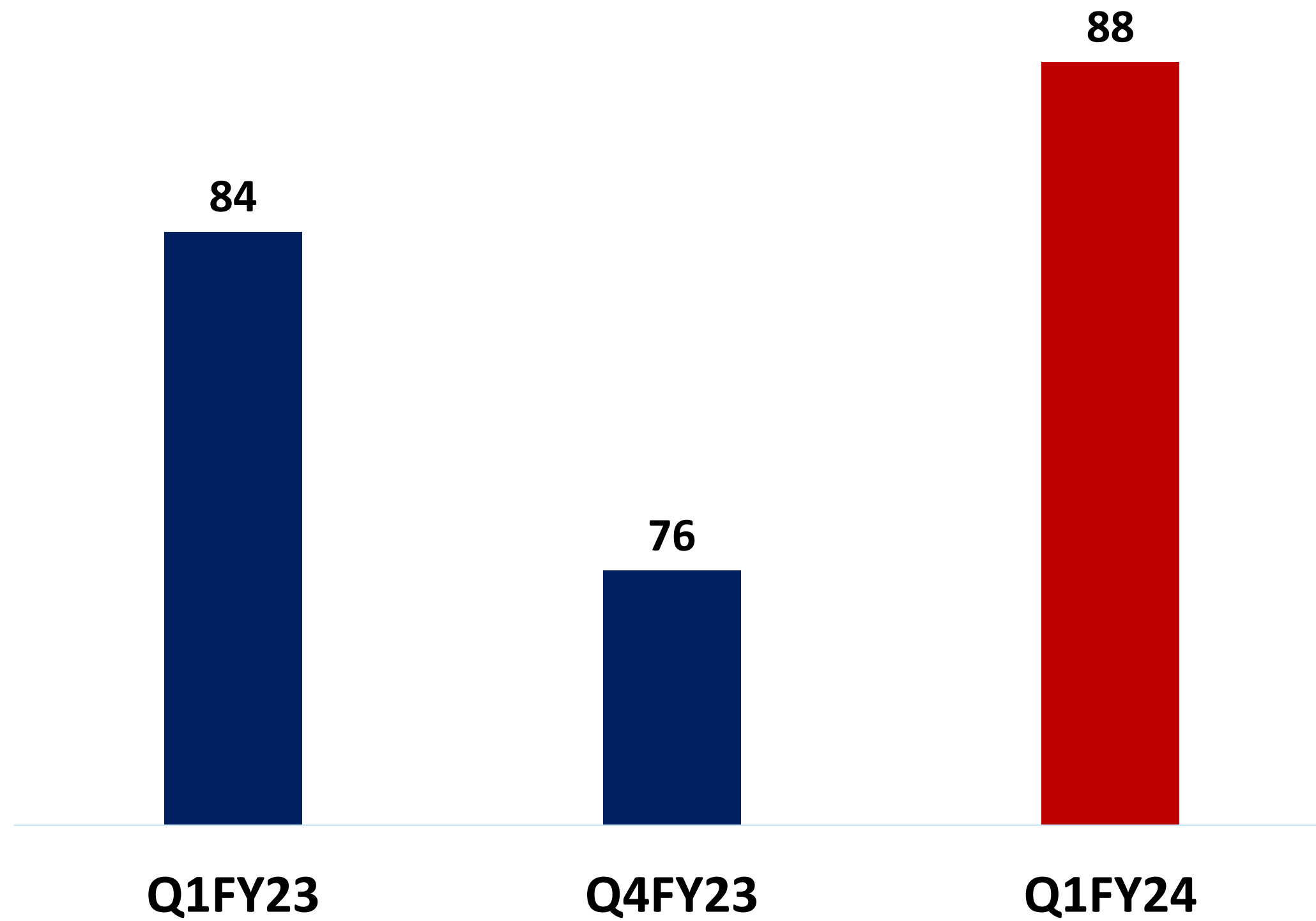
PAT (INR Cr) & PAT Margins (%)



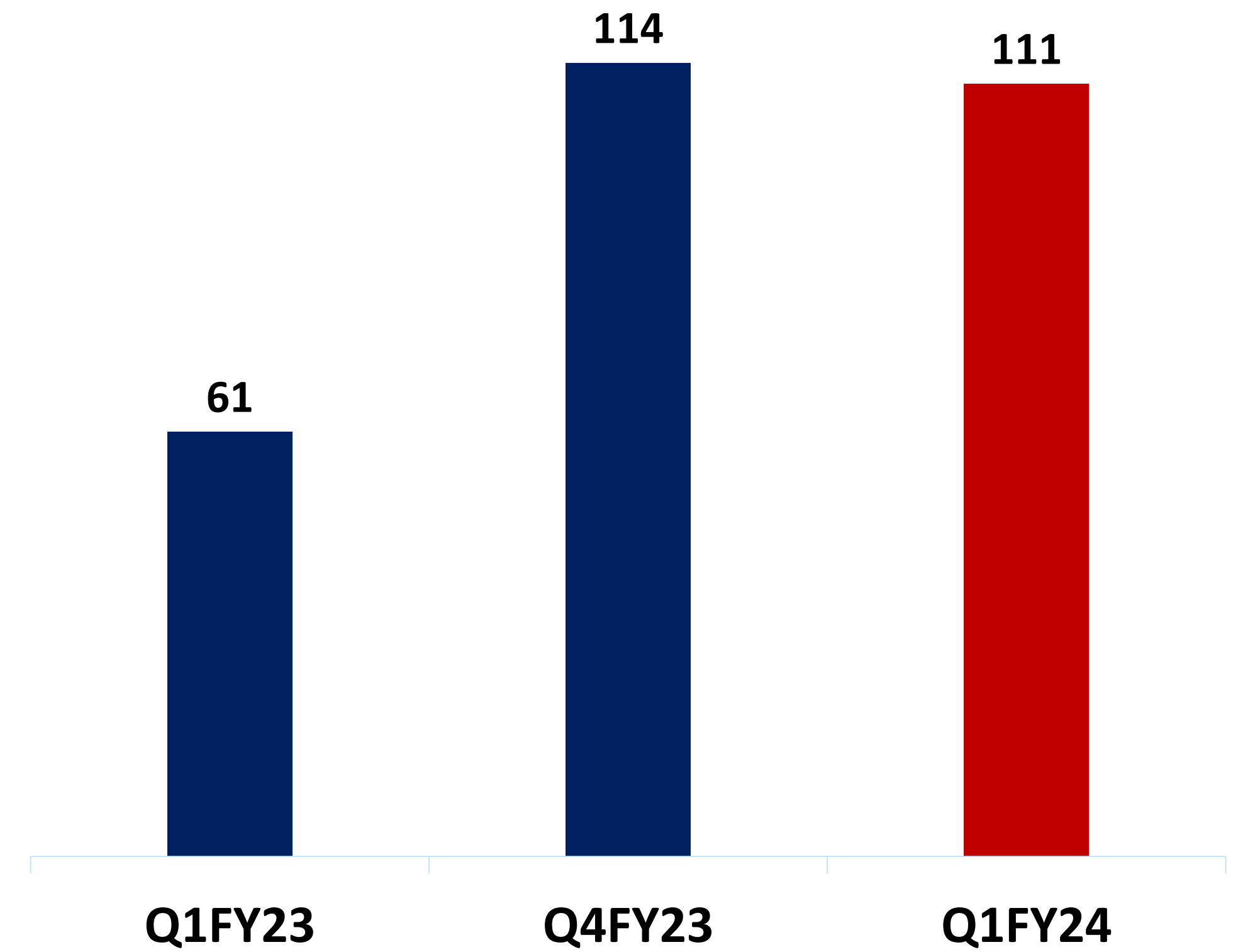
*All numbers have been rounded off

Key Segmental Revenue

Banking & Fintech (INR Cr)



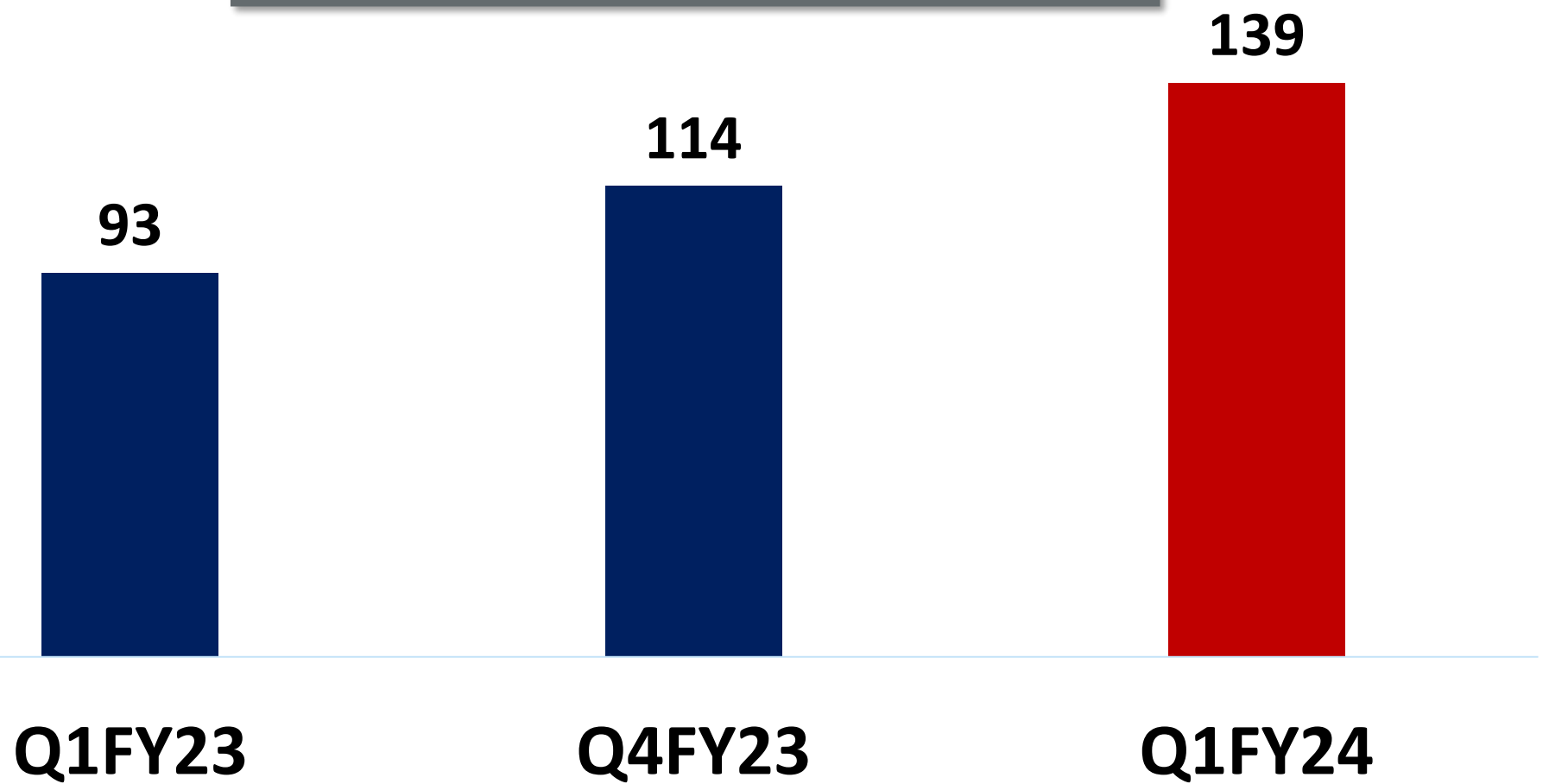
Tech Innovation Group (INR Cr)



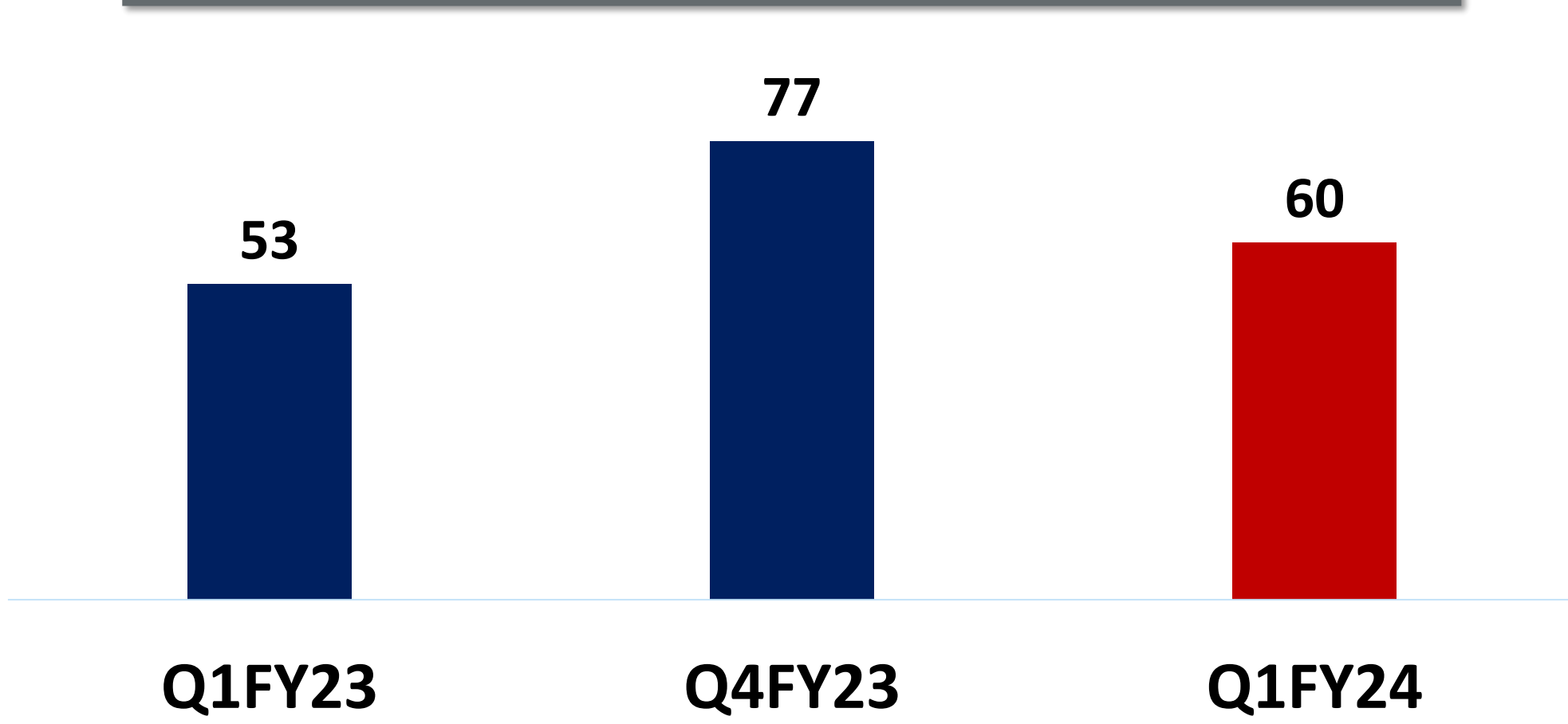
Key Statistics



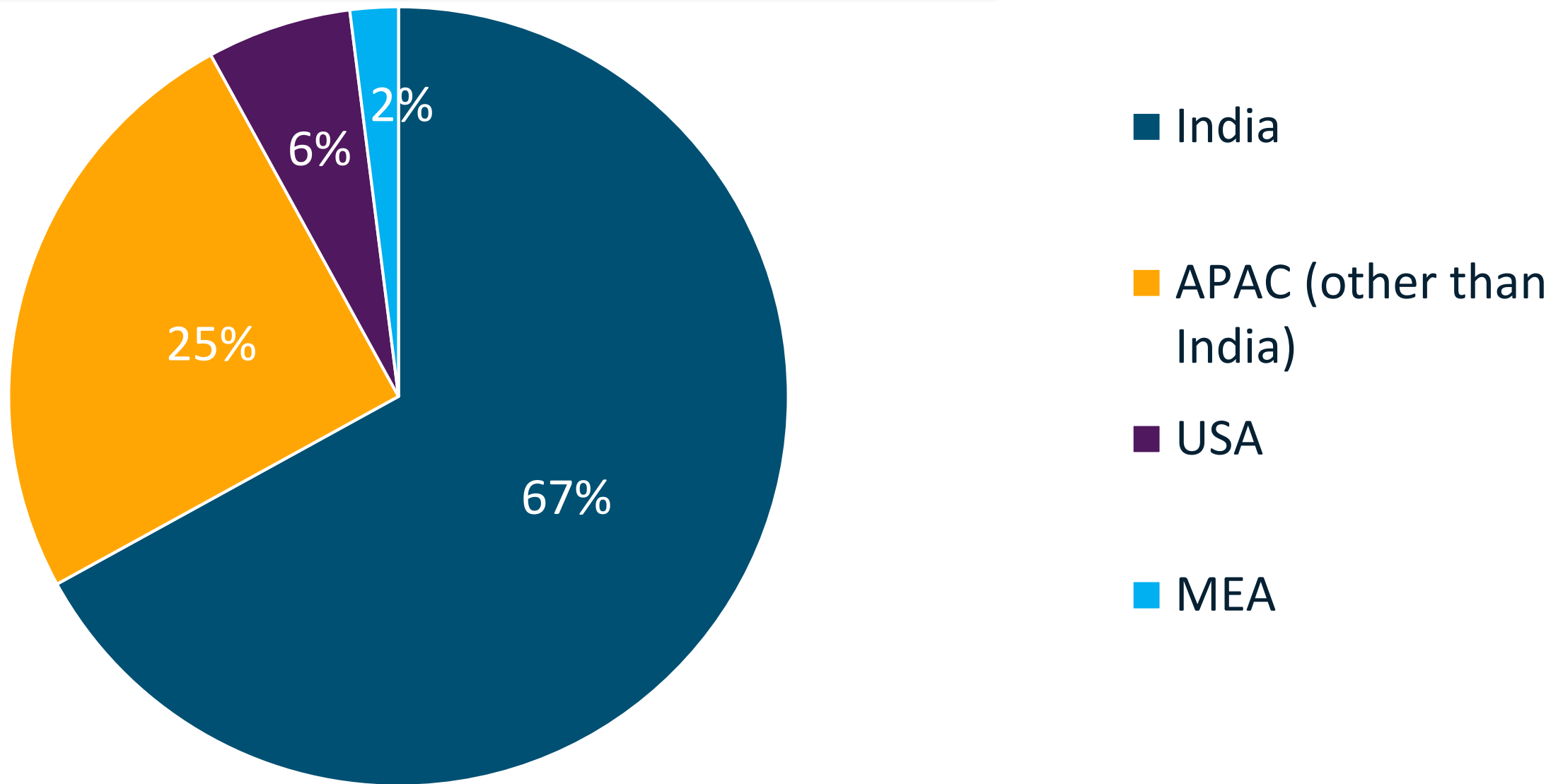
Sale of Software Service (INR Cr)



Sale of Equipment & Product Licenses (INR Cr)



Revenue Break-up (Geography-wise)



*All numbers have been rounded off

Banking & Fintech

- Aurionpro Payments, a wholly owned subsidiary, receives in-principle approval from the Reserve Bank of India (RBI) to operate as Payment Aggregator
- Aurionpro Fintech, our subsidiary launched Revique Healthcare SAAS platform in US market
- Leading bank in Myanmar has selected our SmartLender Commercial, a market-leading solution partner to digitize and transform its credit origination process
- Leading non-bank financial company in Philippines signs multiple year contract to avail Integro's SmartLender Commercial on annual subscription basis
- Order win from a leading bank in the Middle-East for the enhancement of the existing transaction banking solution

Technology Innovation Group

- Aurionpro launched its first homegrown EMV Card Type Payment terminal (ECR-one) at the UITP Global Public Transport Summit, the world's leading conference and exhibition held in Barcelona;
- Aurionpro signs multiple year contract, with the leading transport agency in Canberra, making Aurionpro 's entry into Transit Solutions space in the Australian market.

02

COMPANY OVERVIEW

Product Portfolio

Leveraging 4 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: CalITP, North America / Latam / APAC / India



Digitization of India

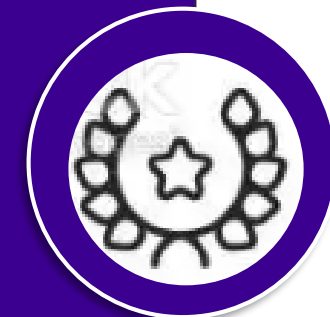
- Smart Mobility
- Smart City
- DC & Cloud
- Trusted partner of Govt
- Highly prestigious wins in the DC Consulting space



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

Key Growth Drivers



- Globally competitive IP and highly differentiated and unique offerings with large demand run
- Strong Order book INR 800 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

Leadership Team



Mr. Paresh Zaveri
Chairman & Managing Director



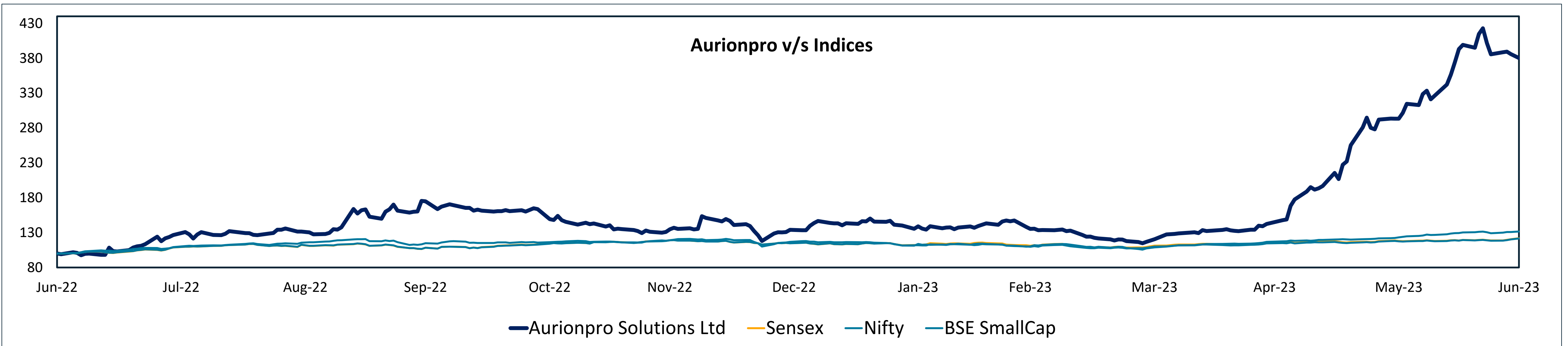
Mr. Ashish Rai
Vice-Chairman & President



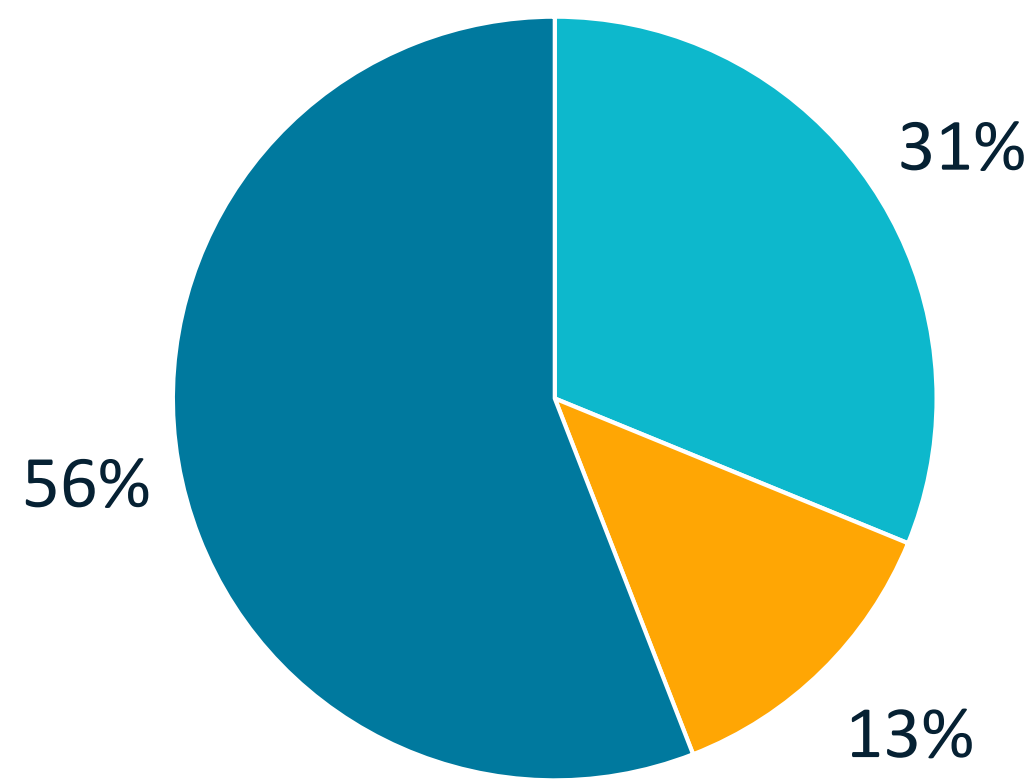
Mr. Shekhar Mullatti
President & Global Head -
Banking



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



Shareholding Pattern (As on 30th Jun, 2023)



■ Promoter ■ Directors & Relatives* ■ Public

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

Stock Data (As on 30th Jun, 2023)

Mkt Cap (INR Cr)	2,315.16
Stock Price (INR)	972.75
52 week (High)	1,113.60
52 week (Low)	244.15
No. of Shares O/S	2,38,00,165

Embrace Digital's New World Order

ADAPT With Us



+91-22-4040 7070



info@aurionpro.com

For any queries please contact:

Adfactors PR – Investor Relations Team

Aashvi Shah/Ashith Salian

[Aashvi.shah@adfactorspr.com/](mailto:Aashvi.shah@adfactorspr.com)

Ashith.Salian@adfactorspr.com