



Investor Presentation

August 2018



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About **AURIONPRO**



Performance Highlights



DEMERGER Update



Business Offerings

ISLA

Banking &
Fintech

Government
Solutions





“ We help businesses accelerate digital innovation, securely and efficiently ”



Aurionpro at a Glance



AT A GLANCE



Aurionpro is a leading technology products and solutions provider that helps enterprises Accelerate Digital Innovation, Securely and Efficiently.

We combine our core domain expertise and thought leadership in innovation and security domains with industry leading IP to deliver tangible business results for global corporations. Aurionpro has been consistently recognized amongst the top 100 technology solutions providers for Financial Services companies.



IPO
2005



NA HQ.
San Ramon,
CA



Global HQ.
Mumbai

Revenue

18+
Mn USD



Employees



1100+

Offices



15

Offices
in 12 countries

Global Customers

100+
Customers

Solutions delivered

22
Countries

Clients

10
Fortune 500
Clients



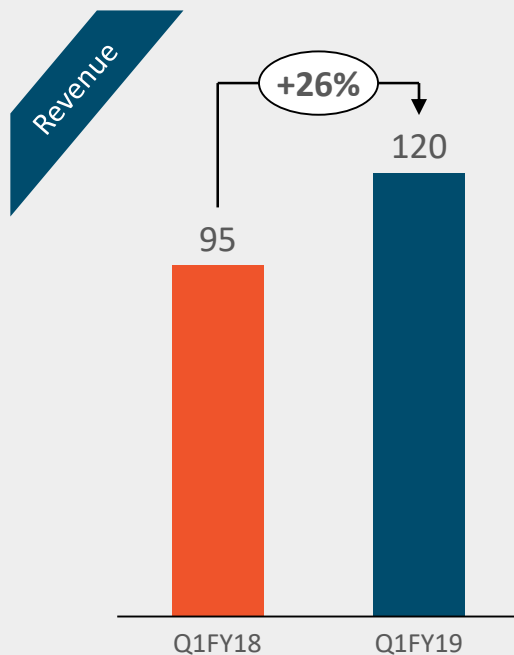


Performance Highlights



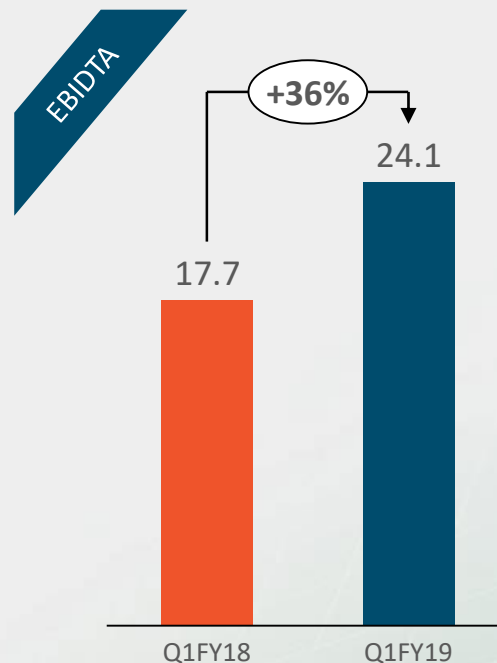
Performance Highlights

(Rs. In Crores)



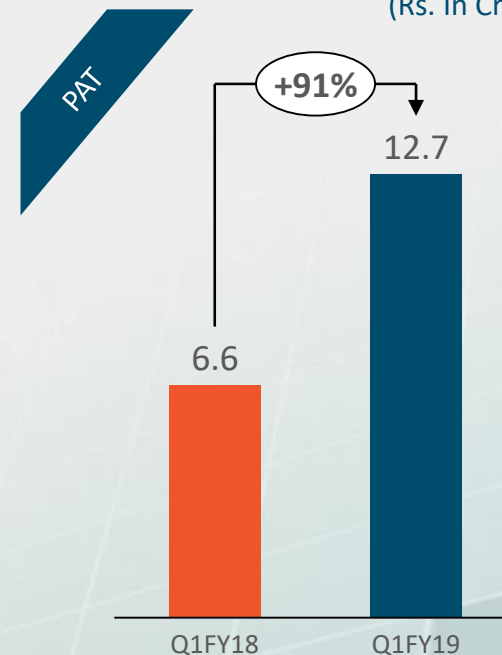
Revenue

Growth in revenue is due to sharp increase in Digital innovation and Government Business in the current quarter



EBIDTA

Increase in EBIDTA is attributable to change in business mix and scale efficiency with increased License Sales



PAT

Increase in PAT is due to Margin Expansion corroborated with low Finance cost and Depreciation



Profit & Loss Statement

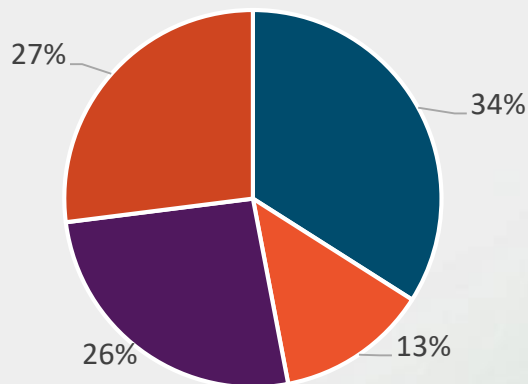
(Rs. In Crores)

Particulars	Consolidated				
	Q1 FY19	Q1 FY18	Y-o-Y	Q4 FY18	Q-o-Q
Revenue from Operations	120.18	94.85	26.7%	110.55	8.7%
Less: Expenses					
Software Development Charges	40.22	34.39		36.74	
Changes in Inventories	(0.47)	(11.27)		(7.15)	
Employee Expenses	40.89	43.45		47.56	
Other Expenses	15.44	10.57		12.24	
Total Expenses	96.08	77.14		89.40	
EBITDA	24.10	17.71	36.1%	21.15	13.9%
EBIDTA %	20.0%	18.7%	130 bps	19.1%	90 bps
Depreciation & Amortisation	7.68	8.15		8.11	
Other Income	2.98	1.38		3.25	
EBIT	19.41	10.95	77.4%	16.30	19.1%
Finance Cost	2.60	3.76		3.33	
PBT	16.81	7.19	134.0%	12.97	30.0%
Tax	4.16	0.55		0.04	
PAT	12.65	6.64	90.6%	12.93	(2.1%)
PAT %	10.5%	7.0%	350 bps	11.7%	(120 bps)
EPS	5.61	2.92		5.62	



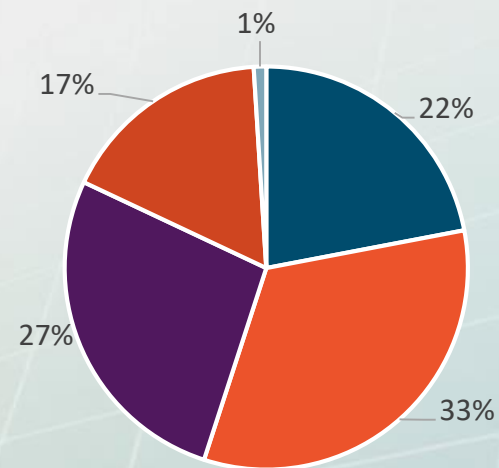
Revenue Mix Across Segments

Q1 FY18 Revenue Mix across Segments



- Banking & Fintech
- Government & PSU
- Digital Innovation
- Services

Q1 FY19 Revenue Mix across Segments



- Banking & Fintech
- Government & PSU
- Digital Innovation
- Services
- ISLA



ISLA

- HP Partnership operational with joint go to market defined
- Cyberinc is a Silver Plus Sponsor at Black Hat USA 2018. This is one of the marquee security events globally and attracts the best of cyber security companies.
- Released vPlaybook for Isla to enable the sales representatives in making effective and targeted pitch for Isla. The playbook contains short videos along with rich content to ensure higher conversion ratios.

Banking & Fin Tech

- UOB Indonesia (UOBI), one of the subsidiary banks of UOB, partnered with Integro Technologies to extend their Credit Master Loan Origination Platform.
- Bank for Investment and Development of Vietnam (BIDV) & Sacombank, Vietnam, selected SmartLender Commercial with SmartLender Collateral & Limit Management (CLIMS).
- Loan Origination Platform, Phase 3, the rollout of CREST was achieved at RHB Bank BHD, Malaysia.
- SmartLender Commercial with SmartLender Collateral & Limit Management (CLIMS) software, an end-to-end Lending platform (nicknamed 'FALCON') deployed successfully at ENBD Bank, UAE.



Banking & Fin Tech

- iCashpro+ form Transaction Bank Suite was selected by Nations Trust Bank, Sri Lanka.
- iCashpro+ (to enhance digital banking services, especially for SME and MSMEs) was selected by AU Small Finance Bank, India
- iCashPro+'s fully integrated PCM system was successfully deployed with the objective of delivering a superior service experience to businesses of any size, whether it be an enterprise business, mid-sized business or small business at DFCC Bank, Sri Lanka

Government Solutions

- Aurionpro's Government Services Group has **won the Rajasthan Government's project** for supply and installation of mobile application development platform with perpetual licenses & operation, & maintenance support for three years.
- Consortium of SBI and Aurionpro is providing a world class solution on open loop to Noida Metro on a revenue share basis. The consortium will work on revenue sharing model with Noida Metro which is expected to open for the citizen on 15th September. Aurionpro has invested Rs. 22 Crores till date.

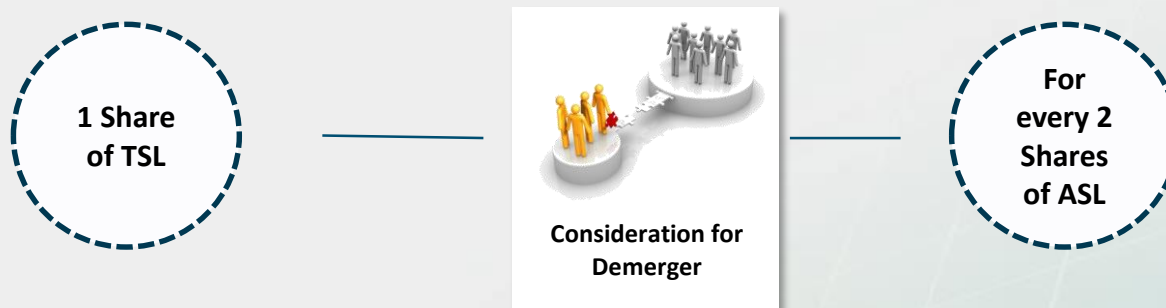


Demerger Update



Demerger Update

National Company Law Tribunal (NCLT) Bench has **APPROVED** the Scheme of Arrangement between **M/s. Aurionpro Solutions Ltd (ASL)** and **M/s. Trejhara Solutions Ltd (TSL)** and their respective Shareholders, vide their Order dated 27th July 2018. In the lieu of consideration, **Trejhara Solutions Ltd will issue 1 equity share for every 2 shares held in Aurionpro Solutions Ltd**



(Rs. In Crores)

(Rs. In Crores)

Particulars	P & L Summary (FY18)		
	Combined	ASL	TSL
Revenue*	492.48	418.54	87.50
EBIDTA	94.55	79.86	15.21
PAT	42.34	37.89	6.89

Particulars	P & L Summary (Q1 FY19)	
	ASL	TSL
Revenue*	120.19	17.06
EBIDTA	24.10	3.41
PAT	12.65	2.37

*Post Demerger figures will not tally with Pre-Demerger entity due to effect of Intercompany transaction

Financial FY 18: Pre & Post Demerger

(Rs. In Crores)

Profit and Loss account	Consolidated		
	Pre Demerger FY18	Post Demerger FY18	
	Aurionpro	Aurionpro	Trejhara
Revenue	492.48	418.55	87.51
Operating Expenses	161.29	129.22	45.73
Change in Inventories	(6.83)	(6.83)	-
Employee Benefit Expenses	193.57	174.29	19.27
S,G&A Expenses	49.91	42.00	7.30
Total Expenses	397.94	338.68	72.30
EBIDTA	94.54	79.86	15.21
Other Income	5.33	5.69	0.38
Finance cost	19.23	13.97	5.26
Depreciation	34.49	32.25	2.24
PBT	46.16	39.34	8.08
Provision for tax	3.82	1.45	1.19
PAT from ordinary activities	42.34	37.89	6.89



Financial FY 18: Pre & Post Demerger

(Rs. In Crores)

Balance Sheet	Consolidated		
	Pre Demerger FY18	Post Demerger FY18	
	Aurionpro	Aurionpro	Trejhara
ASSETS			
Non- Current Assets	597.39	398.28	217.57
Current Assets	628.10	439.96	323.00
Total Assets	1,225.49	838.24	540.58
EQUITY AND LIABILITIES			
Equity	786.92	409.51	391.43
Non-Controlling Interest	120.88	120.88	-
Total Equity	907.80	530.39	391.43
LIABILITIES			
Non Current Liabilities	41.70	23.08	18.82
Current Liabilities	275.98	284.77	130.32
Total Equity and Liabilities	1,225.49	838.24	540.58





Business Offerings



ISLA



ISLA – MALWARE ISOLATION
TECHNOLOGY

Consulting Services &
Cloud Products



GOVERNMENT
SERVICES

Banking & Fintech



CASH
MANAGEMENT



LOANS &
ALTERNATE LENDING



DIGITAL EXPERIENCE
PLATFORM



- Acquired Spikes Security in May'16 to expand its footprints in Cybersecurity and Malware protection
- Isla has gained strong market acceptance and has over 40 customers globally.
- Included in "Cool Vendor" list by Gartner in Endpoint, Mobile, Network and Gateway Security, 2017.
- Recently bagged 2 big deals in India with large financial services organization.
- Signed up with Hewlett Packard Enterprise (HPE) as a OEM and GTM partner to accelerate ISLA expansion
- Signed a distribution Partnership with ECS Computers Asia for rapid expansion in APAC region..
- Strengthened the Cyberinc leadership to quickly scale the product by on boarding product and technology head who are industry veterans

Isolation named Top 10 New Tech for Cyber security by Gartner



Today **81%** of malware attacks are delivered through browsers costing up to 300 billion to **1 trillion USD/Year**

By 2021, **20%** of enterprises will adopt a remote browser solution to isolate internet browsing from enterprise systems, up from **less than 1%** in 2016

By 2021, **50%** of enterprises will actively isolate internet browsing activities to reduce the impact of attacks, up from **less than 5%** in 2016

Smart-Lender Product Suite – End to end Lending Platform

- Commercial & Retail Loan Origination Systems
- Collateral & Limits Management Systems
- Strong presence in APAC and ME region – We serve top 5 banks in APAC region
- Creating an platform for banks as they move to Basel III norms

Key Customers



Aurionpro's Digital Experience Platform – End to end Digital Banking Solution

- Digital Bank Branches
- Digital Queue Management Systems
- Enabling digital branches and people-less banking
- Unique capability to combine software and hardware systems to bring end-to-end solution

Key Customers



iCashPro Product Suite – Complete Transaction Banking Suite

- Transaction Banking
- Financial Supply Chain Management
- Established and stable customer base in India and Middle East
- Electronic payments in India is expected to grow at CAGR of 24% by 2020 (BCG)

Key Customers



- Focus into leveraging our IPs in Govt. space
- Recently won key deals –
- City Surveillance projects for seven Cities, Rajasthan
- Nagpur Metro – Automated Fare Collection
- Noida Metro – Automated Fare Collection
- Smart City, Chhattisgarh
- Smart City- 3D City, Jaipur



SMART CITIES



CYBER CRIME
SOLUTION



E-OFFICE



E-DISTRICT



BIG DATA/ANALYTICS



SMART
SURVEILLANCE



E-TREASURY



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