

12th November, 2019

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 – 400 051

Sub: Press Release

Dear Sir/Madam,

Kindly find enclosed herewith a press release relating to announcement of Un-Audited financial results of the Company for the second quarter/six months ended 30th September, 2019.

You are requested to upload the same on your web-site.

Thanking you,

Yours faithfully,

For Aurionpro Solutions Limited


Ninad Kelkar
Company Secretary



Performance Snapshot for H1FY20* (Y-o-Y)

Revenue of **Rs. 241 crs**

EBITDA of **Rs. 50 crs**

EBIDTA margins of **20.8%**

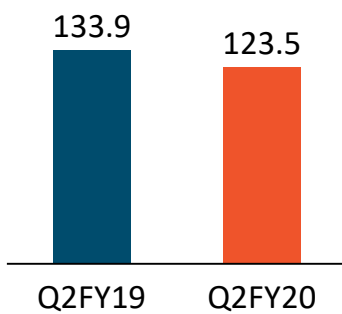
PAT of **Rs. 23 crs**

PAT margins of **9.4%**

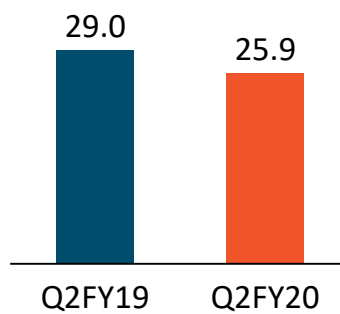
Investor Release: 12th November 2019, Mumbai

Financials at a Glance:

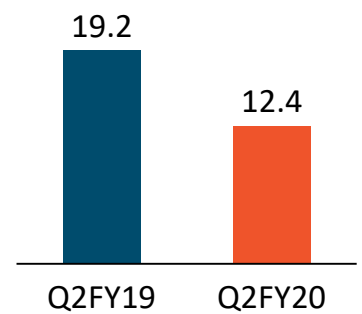
Revenue (Rs. Crs)



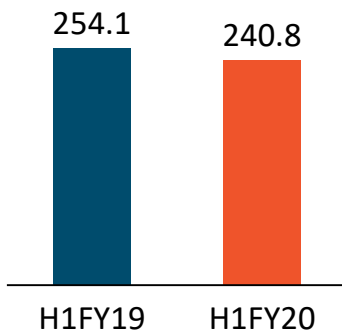
EBITDA (Rs. Crs)



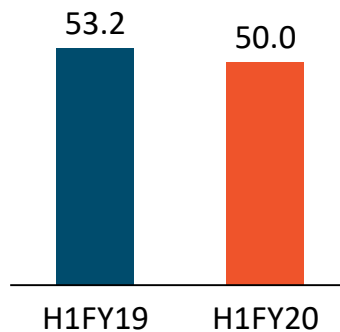
PAT (Rs. Crs)



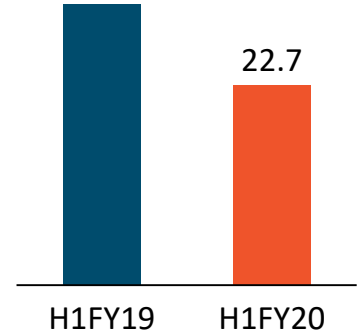
Revenue (Rs. Crs)



EBITDA (Rs. Crs)



PAT (Rs. Crs)



We help businesses accelerate digital innovation, securely and efficiently

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

“The performance for Q2 was subdued mainly due to general lack of liquidity in market and slow down in spending on Smart Cities as due to delays in fund allocation post election.

On positive side, Banking & Fintech witnessed robust performance with revenue growth of 25% YoY and we are optimistic of maintaining the same momentum going forward.

In Cyberinc we completed our investment during the quarter. Cyberinc will launch its version 5.0 during this quarter that is going to vastly improve products capabilities leading to game changing year in 2020.

On Smart Cities and Smart Mobility , the momentum is expected to pick up in the second half of FY20 and with the healthy pipeline, we are reasonably optimistic about our performance going forward. The new products launched by SC Soft is being well received and we expect it to create strong growth opportunities in coming quarters.

Despite of the muted performance during H1-FY20, we are confident of regaining momentum during the coming quarters.”

Result Highlights Q2FY20*:**➤ Revenue**

- Q2 FY20 revenue stood at Rs. 124 crs as compared to Rs. 134 crs, down by 8%, due to weak economic scenarios in the industry. However sequentially our revenues are up by 5% from 117 in Q1FY20

➤ EBITDA

- EBITDA for the quarter stood at Rs. 26 crs as compared to Rs. 29 crs in Q2FY19. EBITDA on Q-o-Q basis was up by 7% from 24 crs in Q1FY20.
- EBITDA Margins stood healthy at 21%.

➤ PAT

- PAT for the quarter stood at Rs. 12 Crs as compared to Rs. 19 Crs in Q2FY19
- PAT Margins for Q2FY20 stood at 10%.

Result Highlights H1FY20*:**➤ Revenue**

- The Company recorded Revenue of Rs. 241 Crs during H1FY20, as against Rs. 254 Crs in H1FY19, a marginal dip of 5%, this was majorly due to postponement of revenues from Smart City & Smart Mobility vertical due to change in government early this year.
- Revenue ex of Smart city & Smart Mobility grew by 21% Y-o-Y for H1FY20
- We are optimistic of revenue picking up from Smart City & Smart Mobility segment during H2FY20

➤ EBITDA

- EBITDA for H1FY20 stood at Rs. 50 crs as compared to Rs. 53 crs in H1FY19, dip on 6%.
- EBITDA Margins stood healthy at 20.8% as compared to 20.9% in H1FY19, marginal dip of 65 bps

➤ PAT

- PAT for H1FY20 stood at Rs. 23 Crs as compared to Rs. 32 Crs as compared to H1FY19. Dip in PAT was majorly due to increase in depreciation due to capitalization of assets for Noida metro going live & interest cost on account of Noida & Nagpur metro.
- PAT Margins for H1FY20 stood at 9.4%.

Business Highlights Q2 & H1FY20:

➤ Banking & Fintech

Cash Management – Go-live & New Wins

- **AU Small Finance Bank**, One of the leading Small Finance Bank in India has gone live with phase 2 of its transaction banking digital transformation initiative
- **Diamond Trust Bank, Kenya and Uganda:** A leading regional Bank in Africa has successfully launched i24/7 (iCashpro+ - Corporate Internet Banking platform) for Kenya and Uganda operations as part of the digital transformation journey.
- **HDFC Bank India**, DealPro Integration with Murex, DealPro, the Forex Branch transaction system is been used by India's largest private sector bank, which has been integrated with Murex, a globally recognised Treasury solution

Lending

- **OCBC Group:** Rollout for the Upgrade of REACH CLIMS for OCBC Singapore, Completed the successful rollout of the upgrade for REACH CLIMS for OCBC Singapore.
- **Sacombank Vietnam:** Credit Loan Origination (SMLC) & Risk Management platform (CLIMS), One of the fastest growing banks in Vietnam is now Live with 252 branches/sub-branches.
- **Affin Bank Malaysia:** ICMS (SMLC), Affin Bank Malaysia went live with Phase 1A of their ICMS
- **UOB Singapore:** Biz Connect, One of the Leading banks in Singapore went live with enhanced capability for RMs in the field.

➤ **Cyber Security**

- Dr Neil Daswani has been appointed as an advisor to Cyberinc. Neil is a Co-Director of the Stanford Advanced Security Program and a former CISO for Symantec's Consumer Business Unit. His expertise will significantly help us accelerate forward-thinking features and capabilities to differentiate Cyberinc.
- Tracy Hickox has been appointed as Vice President, Sales for North America. He has served in various sales leadership roles throughout his expansive career, including at Cisco, HPE and most recently Checkpoint.
- Announced the partnership with InfiniVAN as a cloud service partner, to offer the first local web isolation cloud solution in the Philippines. This partnership would be a key growth factor in the Philippines market and could be replicated as a model across different geographies.
- Isla 5.0 to be released soon, which is a completely rearchitected product with cutting edge technologies. This version will provide features such as high scalability, high availability and easy third party integration.

About Aurionpro Solutions Limited

Aurionpro Solutions Ltd (ASL) is a global technology solutions leader that helps enterprises accelerate their digital innovation, securely and efficiently. It combines core domain expertise, thought leadership in innovation, security and leverages industry leading IP to deliver tangible business results for global corporations. Employing more than 1,000 domain and technology experts across North America and Asia, Aurionpro caters to a host of clients across BFSI, Cyber Security and Smart Cities and Smart Mobility sector across the globe.

Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For further information, please contact

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