

**06<sup>th</sup> November, 2020**

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 30<sup>th</sup> September, 2020.

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

Thanking you,

Yours faithfully,

**For Aurionpro Solutions Limited**

  
**Ninad Kelkar**  
**Company Secretary**



## Investor Release

**Mumbai, 06<sup>th</sup> November, 2020:**

Aurionpro Solutions Limited (BSE: 532668) (NSE: AURIONPRO), announced its unaudited financial results for the Quarter ended 30<sup>th</sup> September, 2020.

### **Result Highlights Q2 FY21**

#### ➤ **Revenue**

- The consolidated revenue for Q2-FY21 stood at Rs.88.28 Cr. against Rs. 76.02 Cr. in the previous quarter. The Gross Margin remained at 32.7%.

#### ➤ **EBITDA**

- EBITDA for Q2 FY21 stood at Rs. 20.79 crs and the EBITDA margin was at 23.6% compared to the 21.6% QoQ.

#### ➤ **PAT**

- PAT for Q2 FY21 stood at Rs. 7.31 Crs and a PAT margin was at 7.6% compared to the 4.5% QoQ.

### **Impact of COVID-19**

At the beginning of the Q2, the economies across the world began re-opening and the supply chains were being restored which also led to the gradual picking up of the business activities which is evident from the new order wins and order flow.

Aurionpro, throughout the lockdown, has continued servicing the existing customers with minimal disruptions. The slowdown in the new order wins was witnessed, due to the lock down and restricted mobility, particularly in the Smart Mobility and Cyber Security segments. However, gradual recovery has been witnessed across all the segments since which is evident from the uptick in the performance witnessed in Q2-FY 21.

The trends across the segments are encouraging and as this financial year progresses we are seeing gradual restoration of the pipeline to the pre-covid-19 levels signalling healthy market conditions for growth in the coming quarters.

## New Updates

### ➤ Banking & Fintech

#### ▪ Cash Management- New Win:

- One of the leading banks in UAE selects iCashpro+ transaction banking solution to augment their Corporate Internet Banking services.

#### ▪ Cash Management-Go Live:

- Largest Private Sector Bank in India went live with Aurionpro's FDI module in Sep 2020. This will help Bank create various cases and perform various compliance checks on the customer required by Regulatory authority
- One of the leading banks in Thailand went live with Aurionpro's Financial Supply Chain Management System. With this, the bank will now be able to offer invoice presentment & payment solution to its customers.

### ➤ Lending

- One of the leading banks in Singapore initiated a major project to upgrade and standardise the existing Credit Master platform to a Generation 2 version.
- One of the fastest growing bank in Thailand went live with the Small Business capabilities extended from SmartLender Retail to offer new product groups i.e. Term Loans, Overdraft) and more Collateral types (i.e. Cash, Guarantee, Bonds, Vacant Land, Agriculture Land).

### ➤ Cyber Security

- Signed up a strategic deal in North America, with 3500 users, as our customer for Isla over Cloud.
- Signed strategic partnership with FireEye to strengthen Endpoint security for customers.
- Initiated multiple POC's in Middle East, Philippines, and North America.

➤ **Smart City & Smart Mobility:**

- Aurionpro has won the bid from Srinagar City for System integrator (SI) for Supply, Installation, software Integration, commissioning and O & M of Variable Messaging Display (VMD) in Srinagar.
- Aurionpro has won the bid Property Survey data development and analytics for property tax revenue generation (BOOT Model) for Pimpri Chinchwad Municipal Corporation (PCMC).
- Aurionpro has won the bid from Bharat Electronics Limited for System Integration Of OFC based Network System.

➤ **Enterprise business – offerings:**

▪ **Wins in Indian Market**

- Aurionpro has won the Order from Rail Vikas Nigam Ltd for supply, installation and maintenance of smart mobility system for phase I of two Kolkata metro stations.

▪ **Wins in Global Market**

- Successfully delivered project in Mexico for the deployment of AFC Solution in Mexico City for 210 buses.
- Won an order for the implementation of AFC and validators in the Public Bus Transportation system for the Sacramento and California cities in USA.
- Won an order from Russian Government for deployment AFC system in the city of Saratov.
- Won an Order for the implementation of the AFC system for the buses in Turkmenistan, with our partners, for 400 buses.

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

*“ Our revenue grew by 16% QoQ coupled with the EBITDA margin expansion by 200 basis points. The PAT for the quarter stood at 7.6% compared with the 4.5% previous quarter. We are seeing a healthy addition to the pipeline and the order book as compared to the Q1. The recovery has been witnessed across all the business segments.*

*The Banking & fintech segment posted healthy growth, in terms of revenue and margins, on QoQ basis. We signed some large deals in this segment during the quarter, with one of the largest banks in Singapore and banks in Middle East. The banks and FIs have shrug off the disruptive impact of the pandemic and are rapidly adopting digital technologies and automation. In the domestic markets, financial sector is showing an uptick and having completed consolidation of the PSU banks, sector is stabilising which may produce healthy business growth in this segment.*

*The Smart City and Smart Mobility segment also witnessed marginal improvements compared with the Q1- FY 21. This segments was severely impacted amid the pandemic. However, on the positive side, this pandemic is also leading the world to adopt contactless and digital solutions which is providing boost to the smart transit segment. We signed some new deals in this segment during Q2, which marks expansion of our footprints to the newer territories and some strategic wins which will firmly place us in the segment and provide future opportunities.*

*We are also seeing traction in Cyber security segment. We have signed up a strategic deal with a customer in North America for deploying ISLA and have initiated multiple Proof of Concept (POC) in the Middle East, Philippines and North America.*

*The worst of the pandemic may be behind us. The high frequency economic data of last few months indicate to the consistent and sustainable economic recovery in the domestic markets. In this back drop, the outlook for H2-FY 21 remains optimistic..”*

## **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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