

18th May 2022

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 Audited financial results of the Company for the year ended 31st March, 2022.

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

Thanking you,

Yours faithfully,

For Aurionpro Solutions Limited

N.P.K
Ninad Kelkar
Company Secretary

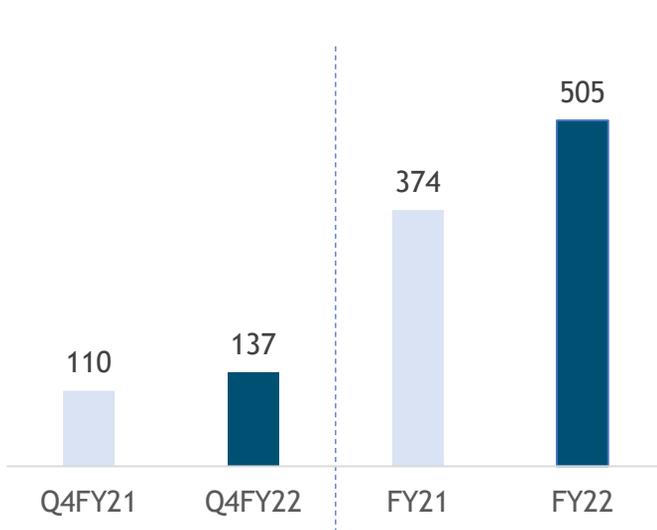


INVESTOR RELEASE

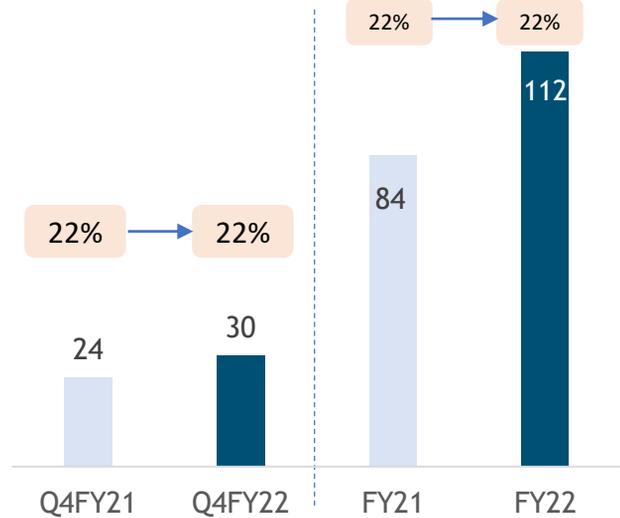
Mumbai, May 18, 2022: Aurionpro Solutions Limited (BSE: 532668) (NSE: AURIONPRO), announced its audited financial results for the Quarter and Year ended 31st March 2022. The Company has posted robust YoY performance and these results mark strong rebound in performance.

FINANCIALS AT A GLANCE

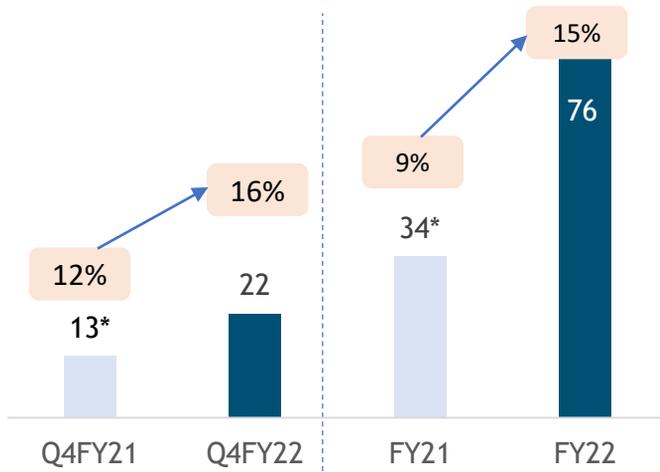
Revenue (INR. Crs)



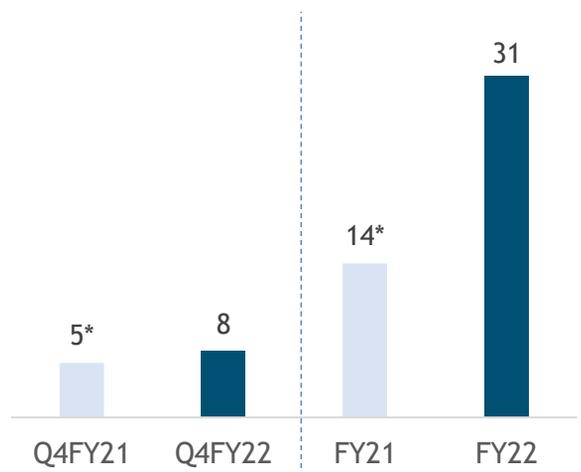
EBIDTA (INR. Crs) & EBITDA Margins (%)



PAT (INR Crs) & PAT Margins (%)



EPS (INR)



*Adjusted PAT; excludes exceptional items & accelerated amortization

**Strong Rebound in performance.
Huge uptick in Revenue & profits.**

Result Highlights:

➤ Revenue

- *Q4FY22 saw a steady growth in numbers, across verticals exhibiting strong performance. Revenue for the quarter stood at **INR 137 Cr**, a staggering **growth of 25% on a YoY basis**.*
- *During the quarter, the company has bagged multiple orders from large banks for the transaction banking vertical.*
- *FY22 has been a year of revival for the company, where it clocked in a revenue of **INR 505 Cr** which is a **growth of 35% on a YoY basis**.*
- *In FY22, the company's subsidiaries across various countries have bagged orders in the smart city, mobility and banking and fintech space.*

➤ EBITDA

- *EBITDA for **Q4FY22** stood at **INR 30 Cr** as compared to **INR 24 Cr** in **Q4FY21**, **growth of 28% on a YoY basis**.*
- *EBITDA for **FY22** stood at **INR 112 Cr**, whereas in **FY21**, the company clocked in an EBITDA of **INR 84 Cr**, which is a **strong growth of 33% on a YoY basis**.*
- *The EBITDA margins in **FY22** stood at **22%**.*

➤ PAT

- *There has been a **significant growth of 70%** in the PAT on a YoY basis. PAT for the quarter stood at **INR 22 Cr** compared to **INR 13 Cr** in **Q4FY21**.*
- *Sequentially, PAT for **FY22** stood at **INR 76 Cr** as compared to **INR 34 Cr** in **FY21**, which is a **growth of more than 124%**.*
- *PAT margins have drastically improved by **595 Bps** on YoY basis, where in **FY22** PAT margins stood strong at **15%** as compared to **9%** in **FY21**.*

➤ EPS

- *The EPS has turned around positively on a quarterly as well as yearly basis compared to last year.*
- *EPS for **FY22** stood at **INR 31** as compared to **INR 14**, which is a commendable growth of more than **121%***

Recent Wins & Partnerships

➤ Banking & Fintech

- One of the largest public sector banks in India has selected Aurionpro for the supply, implementation, maintenance & support of the Integrated Transaction Banking solution.
- Two large banks in Singapore selected for the upgradation & enhancement of the existing Smart Lender system.
- Aurionpro Fintech Inc., an Aurionpro subsidiary based in USA, wins order from one of the largest Payment Facilitators in USA offering merchant payment services in insurance financing segment for the platform upgradation, maintenance & support therefor and also the managed services for AWS cloud infrastructure.

➤ Smart City & Smart Mobility

- SC Soft Pte Ltd, Singapore, an Aurionpro subsidiary wins order to design, develop & supply of on-board validators supporting the upgradation to EMV open loop ticketing for the 200 pilot buses in Costa Rica. The project includes delivery of SC SOFT's SCV 500 touch screen EMV validators, supporting validation of QR ticket.
- SC SOFT has been awarded a master agreement by the Department of General Services (DGS) to participate in the California Integrated Travel Project (Cal-ITP), strengthening the firms position into the U.S. Automated Fare Collection market.
- Order win from TP Western Odisha Distribution Limited (TPWODL), A Tata Power and Odisha Government Joint Venture, for setting up & operationalizing of its data centre in Odisha.

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

“We are happy to announce FY 22 results, with improved performance on all counts. As we began the year, we focused on positioning ourselves as IP led platforms’ company... We simultaneously increased investments in sales and new product development. This has paid off and is reflected in strong set of numbers with consolidated revenue for FY 22 rising by 35% at INR 505 Cr., EBITDA rising by 33% at INR 112 Cr. and PAT rising by 125% at INR 76 Cr. The PAT margin improved to 15% compared to the 9% previous year.

We continued to focus on strengthening the balance sheet . As we complete our investment cycles in ATASPL and SC Soft during the year, we will start building cash reserves. With sustained growth coupled with the reduced debt, free cash flow and healthy balance sheet, all the key financial ratios have improved significantly. As promised earlier, we are happy to resume servicing the shareholders with a recommendation of dividend at INR 2.5 per share.

We are at the beginning of a long term growth trajectory, with all segments having tremendous growth potential. We will further focus on increasing our sales reach, through partnerships and expanding the sales teams across geographies. This will be bolstered by unifying our product offerings which will improve both size and scope of our customer engagements. With a combined order book and pipeline of over INR 2,000 Cr, we are confident to maintain the revenue growth rate as well as the margins for this financial year.

We will continue to launch new products this year for Banking & TIG vertical. The major focus this year will be on expanding our AuroPay platform and launch of a new B2B platform offering. We hope this will accelerate future growth at Aurionpro.

We are excited about strong growth opportunities as one of the few integrated global players in AFC space. Our recent wins including most notably of California has put us squarely on global map and we hope to consolidate our position further. The growth in the data center business will continue to be strong.

The disruptive phase of the pandemic have receded and the businesses are getting back to normal after a long phase of uncertainties. However, there are some new challenges faced by the businesses like shortage of talent, Russia Ukraine war, china lockdown resulting in supply chain disruptions, shortage of chip sets and strong inflationary pressures across the world. However, like the pandemic, we are confident to overcome these challenges and continue with the momentum.

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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