

**25<sup>th</sup> October, 2021**

To,  
Deptt. of Corporate Services- Listing  
BSE Limited  
1<sup>st</sup> Floor, Rotunda Building,  
Dalal Street,  
Mumbai - 400001.

**Sub: Investor Presentation**

Dear Sir/Madam,

Kindly find enclosed herewith Investor Presentation of the Company for the second quarter/six months ended 30<sup>th</sup> September, 2021.

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

**Thanking you,**

**Yours faithfully,**

**For Aurionpro Solutions Limited**

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





**aurionpro**



INVESTOR PRESENTATION – OCTOBER 2021

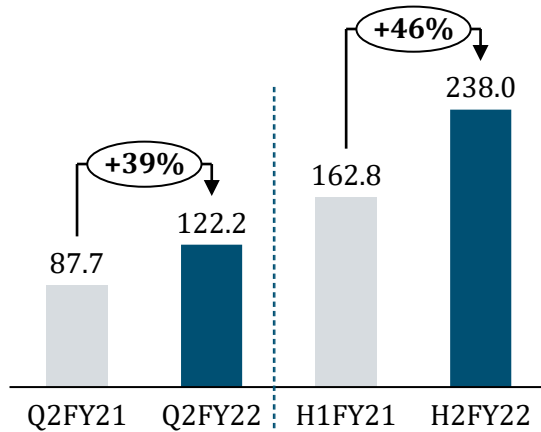
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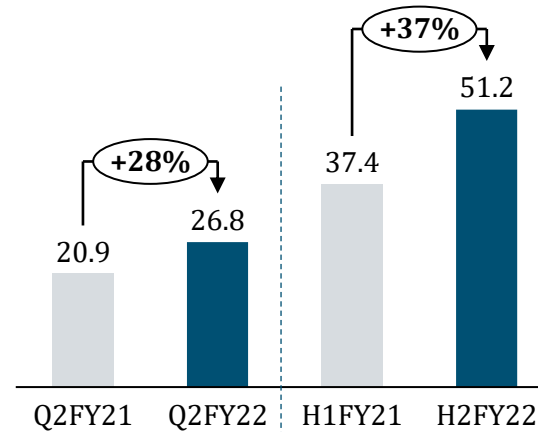
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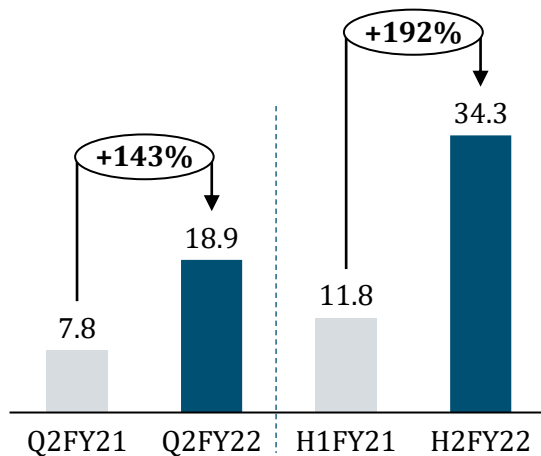
## Revenue (Rs. Crs)



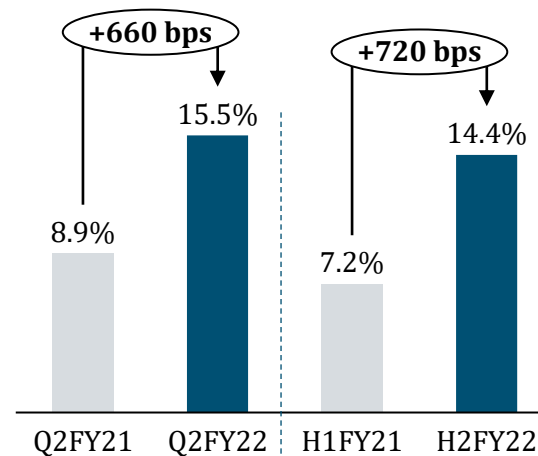
## EBIDTA (Rs. Crs)



## PAT (Rs. Crs)



## PAT Margins (%)



- Revenue for the Q2FY22 stood at Rs. 122.2 Crs., as compared to Rs. 87.7 Crs in Q2FY21 a growth of **39%** Y-o-Y. Revenue growth on Y-o-Y basis stood at **46%** for H1FY22
- EBIDTA for Q2FY22 stood at Rs. 26.8 Crs as compared to Rs. 20.9 Crs in Q2FY21, **posting a growth of 28%**. EBIDTA growth for H1FY22 on Y-o-Y basis stood at **37%** at Rs. 51.2 Crs
- PAT for Q2FY22 stood at Rs. 18.9 Crs. against Rs. 7.8 Crs in Q2FY21, a **significant growth of 143%**. PAT for H1FY22 was up by **192%** at Rs. 34.3 crs on Y-o-Y basis
- PAT margins for Q2FY22 stood at 15.5% as compared to 8.9% in Q2FY21, a **growth of 660 bps**. PAT margins for H1FY22 stood at 14.4% implying margin expansion of **720 bps** on Y-o-Y basis

# Q2 FY22 Consolidated Profit & Loss Account

Particulars (Rs. In Crs)	Q2FY22	Q2FY21	Y-o-Y	Q1FY22	Q-o-Q	H1FY22	H1FY21	Y-o-Y
<b>Revenue from Operations</b>	<b>122.23</b>	<b>87.68</b>	<b>39.4%</b>	<b>115.81</b>	<b>5.5%</b>	<b>238.03</b>	<b>162.84</b>	<b>46.2%</b>
Less: Expenses								
Software, Hardware and Other Material Cost	43.93	23.40		43.00		86.92	37.24	
Changes in Inventories	1.80	-0.78		-1.32		0.48	1.35	
Employee Expenses	42.54	36.46		42.02		84.56	71.61	
Other Expenses	7.17	7.71		7.66		14.83	15.28	
<b>Total Expenses</b>	<b>95.44</b>	<b>66.79</b>		<b>91.35</b>		<b>186.79</b>	<b>125.47</b>	
<b>EBITDA</b>	<b>26.79</b>	<b>20.89</b>	<b>28.2%</b>	<b>24.45</b>	<b>9.6%</b>	<b>51.24</b>	<b>37.37</b>	<b>37.1%</b>
<b>EBIDTA %</b>	<b>21.9%</b>	<b>23.8%</b>	<b>(190 bps)</b>	<b>21.1%</b>	<b>(80 bps)</b>	<b>21.5%</b>	<b>23.0%</b>	<b>(150 bps)</b>
Depreciation & Amortization	3.42	7.46		3.83		7.25	17.37	
Other Income	0.59	-0.20		0.95		1.54	1.31	
<b>EBIT</b>	<b>23.96</b>	<b>13.24</b>		<b>21.57</b>		<b>45.53</b>	<b>21.32</b>	
Finance Cost	2.38	3.83		2.15		4.53	8.10	
<b>PBT</b>	<b>21.57</b>	<b>9.41</b>	<b>129.3%</b>	<b>19.42</b>	<b>11.1%</b>	<b>40.99</b>	<b>13.22</b>	<b>210.1%</b>
Tax	2.69	1.64		4.00		6.68	1.47	
<b>PAT</b>	<b>18.89</b>	<b>7.77</b>	<b>143.2%</b>	<b>15.42</b>	<b>22.5%</b>	<b>34.31</b>	<b>11.75</b>	<b>191.9%</b>
<b>PAT Margins</b>	<b>15.5%</b>	<b>8.9%</b>	<b>660 bps</b>	<b>13.3%</b>	<b>220 bps</b>	<b>14.4%</b>	<b>7.2%</b>	<b>720 bps</b>

- ✓ There is increased traction across all business segments. As a result, performance has improved sequentially as well as YoY.
- ✓ We continue to maintain healthy EBIDTA margin at 21.9% and PAT at 15.5%.
- ✓ With Robust **order book in hand of more than Rs. 500 crs**, we are optimistic of sustainable revenue growth and profitability in the coming years
- ✓ We are very close to our target of effective debt free company and as can be seen, along with strong growth we continue to strengthen our balance sheet.
- ✓ we are confident of seeing long sustained growth phase along with strong profitability going forward.

# Consolidated Balance Sheet

ASSETS (Rs. in Crs)	Sep-21	Mar-21
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	52.21	54.67
Capital work-in-progress	21.84	13.41
Right to use	6.08	9.07
Other intangible assets	12.60	13.48
Goodwill	65.82	65.89
Financial assets		
- Investments	35.93	35.92
- Other financial assets	13.66	13.04
Non-Current Tax Assets	7.59	8.12
Deferred tax assets (net)	5.95	8.18
Other non-current assets	0.09	0.08
<b>Sub-total - Non-Current Assets</b>	<b>221.77</b>	<b>221.86</b>
Inventories	25.53	26.00
Financial assets		
- Trade receivables	117.93	103.05
- Cash and cash equivalents	16.53	22.17
- Bank balances	13.80	16.40
- Other financial assets	87.79	62.40
Other current assets	114.63	111.14
Assets held for sale	-	52.01
<b>Sub-total - Current Assets</b>	<b>376.21</b>	<b>393.17</b>
<b>TOTAL - ASSETS</b>	<b>597.98</b>	<b>615.03</b>

LIABILITIES (Rs. in Crs)	Sep-21	Mar-21
<b>EQUITY AND LIABILITIES</b>		
Equity Share capital	22.80	22.80
Non Controlling Interest	4.03	3.12
Other equity	338.55	313.67
<b>Sub-total - Shareholders' funds</b>	<b>365.38</b>	<b>339.59</b>
Non-current liabilities		
- Borrowings	36.75	49.57
- Lease Liability	1.28	4.03
- Provisions	5.33	4.41
- Other Non-Current Liabilities	9.86	9.94
<b>Sub-total - Non-current liabilities</b>	<b>53.23</b>	<b>67.94</b>
<b>Current liabilities</b>		
Financial liabilities		
- Borrowings	24.92	64.18
- Lease Liability	5.35	6.30
- Trade payables	54.59	54.13
- Other financial liabilities	39.01	32.42
Other current liabilities	46.16	40.70
Provisions	5.30	4.55
Current tax liabilities (net)	4.05	5.21
<b>Sub-total - Current liabilities</b>	<b>179.37</b>	<b>207.50</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>597.98</b>	<b>615.03</b>

# Abridged Consolidated Cash Flow Statement

Cash Flow Statement (Rs. in Crs)	Sept-22	Sept-21
<b>Cash Flow from Operating Activities</b>		
Profit before Tax	40.99	11.58
Adjustment for Non-Operating Items	4.12	17.29
<b>Operating Profit before Working Capital Changes</b>	<b>45.11</b>	<b>28.87</b>
Changes in Working Capital	-26.97	-12.15
<b>Cash Generated from Operations</b>	<b>18.14</b>	<b>16.73</b>
Less: Direct Taxes paid	-2.76	-1.86
<b>Net Cash from Operating Activities</b>	<b>15.37</b>	<b>14.87</b>
Cash Flow from Investing Activities	37.05	-13.63
Cash Flow from Financing Activities	-58.06	6.14
<b>Net increase/ (decrease) in Cash &amp; Cash equivalent</b>	<b>-5.64</b>	<b>7.38</b>
Cash & Cash Equivalents at the beginning of the period	22.17	20.01
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>16.53</b>	<b>27.39</b>

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

We are happy to report a sustained growth in the performance of the company on all parameters sequentially as well as on Y-o-Y basis. The consolidated revenue for Q2 FY22 stood at Rs. 122.23 crs, growth of about 40% compared to the same period last year and net profit at Rs. 18.89 Cr growth of 143% compared to last year. We continue to maintain healthy EBIDTA margin at 21.9% and PAT at 15.5%.

We are very close to our target of effective debt free company and as can be seen, along with strong growth we continue to strengthen our balance sheet, in second half of the year we expect this process to sustain at better pace. The economic outlook, globally as well as in domestic market remains robust and the same is reflected in the strong order pipeline across all segments. Our strong order book combined with healthy pipeline across all business vertices sets up for sustained growth and profitability while we continue to work on our next generation platform developments.

On the business front, Banking & Fintech continues to post healthy performance and strong profitability. During the quarter, we signed multiple deals with some large banks from East Asian markets for enhancement and upgrades. We are also seeing good momentum in domestic markets. The outlook for this segment remains robust & healthy.

In Technology Innovation Group (TIG), the performance has improved sequentially as well as on Y-o-Y basis. We are seeing good momentum in smart transit segment where we announced some new order wins with expansion of our footprints in newer geographies. The acquisition of SC Soft has provided us the strategic edge in the AFC segment, hence, we are increasing our stake in SC Soft to 80%. We are also encouraged with the traction seen in the smart city space in which there are healthy additions to the pipeline and are hopeful to bag some major orders as well. The market for the data center business is also expanding well, in the last few quarters, we were focused on building capabilities and hiring skilled resources and that strategy is bearing fruits now. We are delighted with the projects won from two prestigious customers which shall position us as a strong player in this segment.

The improving economic conditions, increased momentum across all business segments and with the improved financial indicators, we are confident of seeing long sustained growth phase along with strong profitability going forward.





## Accelerating Digital Innovation

We enable possibilities beyond boundaries



**24** Offices in  
**15** Countries



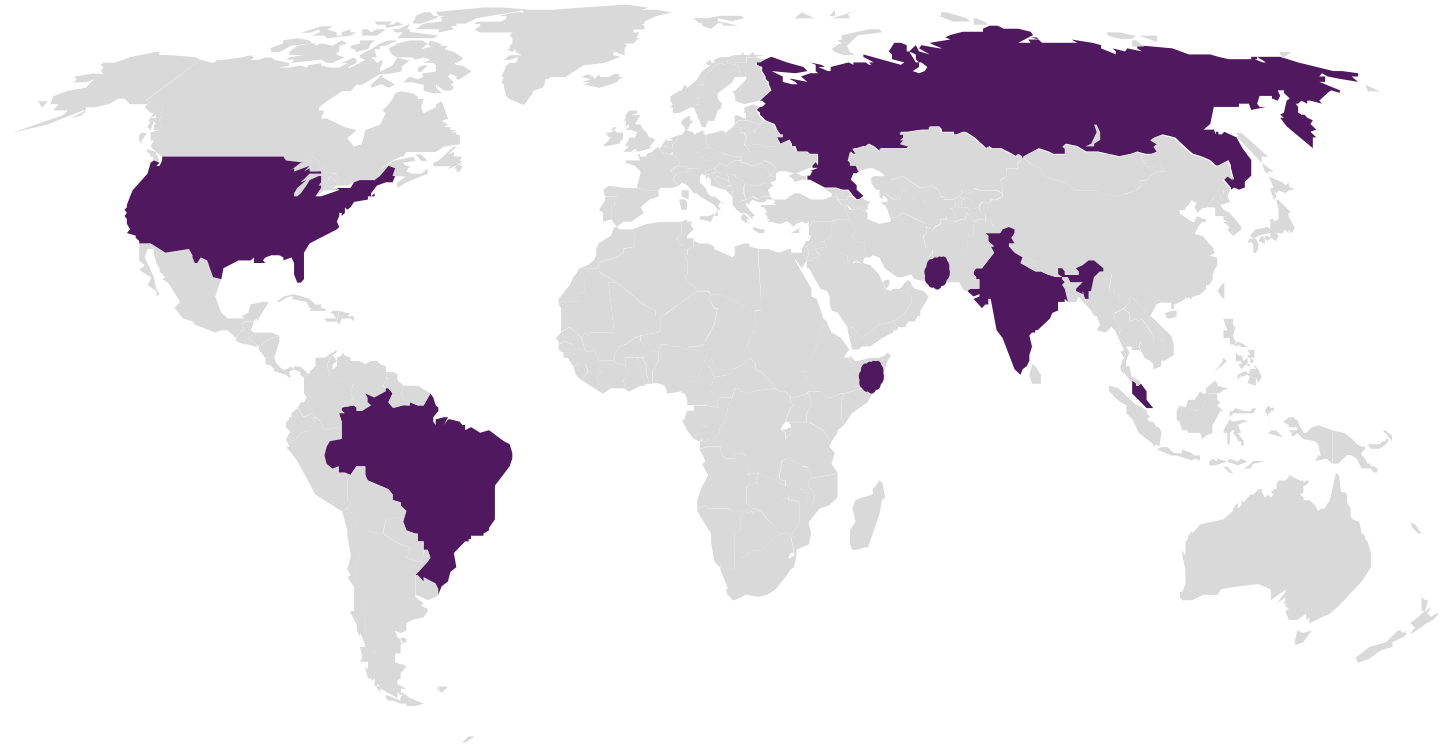
**100+**  
Customers Globally



**29**  
Fortune 500 Companies



**1300+**  
Employee Strength



Expanding to Newer  
Geographies

Penetrating Deeper in  
Existing Geographies

Operating Leverage due  
to Growing Deal Sizes

## Focus on Customers Needs

With Industry Specific Expertise & Solutions

 Airport & Airlines	 Banking	 Government
 Healthcare	 Hotels & Hospitality	 Power & Utility
 Retail	 Real Estate	 Telecom

## Branch Transformational Solutions for the Business...

...resulting in higher efficiency & elevating customer experience



### OptiQ

Queue Management System



### Iserve

Self Service Kiosk



### Insight

Customer Feedback System



### Experia

Digital Signage Solution

## Success Stories: Enabling Possibilities Beyond Boundaries



World's largest single customer installation of **4,000+** units and still growing



**20,000+** kiosk terminals installed for clients across the globe generating **Annuity Revenues**



**100+** customers, with growing geographies & increasing deal size



**Pioneers of Technological Innovation & Evolving**



Enabling **Millions** of transactions every day



**7 out of 10** Bank in India and Middle-East use our solution

## iCashpro+

### Integrated Transaction Banking Suite

Benchmarked to handle 1 million transactions per hour	24*7 Availability on back end	6000 - Concurrency
-------------------------------------------------------	-------------------------------	--------------------

A digital corporate banking front-end integrated with robust back-end processors for all the key transaction banking modules

### Strong Back-end Capabilities



**Secured**



**Scalability**



**API Infrastructure**



**Core Competent**



**Simplicity**



**Flexibility**

#### Corporate Internet Banking

- Dashboard
- Account Statements
- Cheque Services
- Service Request
- Fixed Deposits
- Credit Cards

#### Payments

- Electronic Payments
- Paper Based Payments
- Cash Pay-outs
- General Payment Features

#### Collections

- Paper Based Collection
- Cash Collection
- Electronic Collection
- Virtual Accounts
- PDC Management

#### Receivables Management

- Account Receivables
- Accounts Payable
- Reconciliation

#### Liquidity

- Sweeping
- Notional Pooling
- Inter Company Loans

#### Forex Services

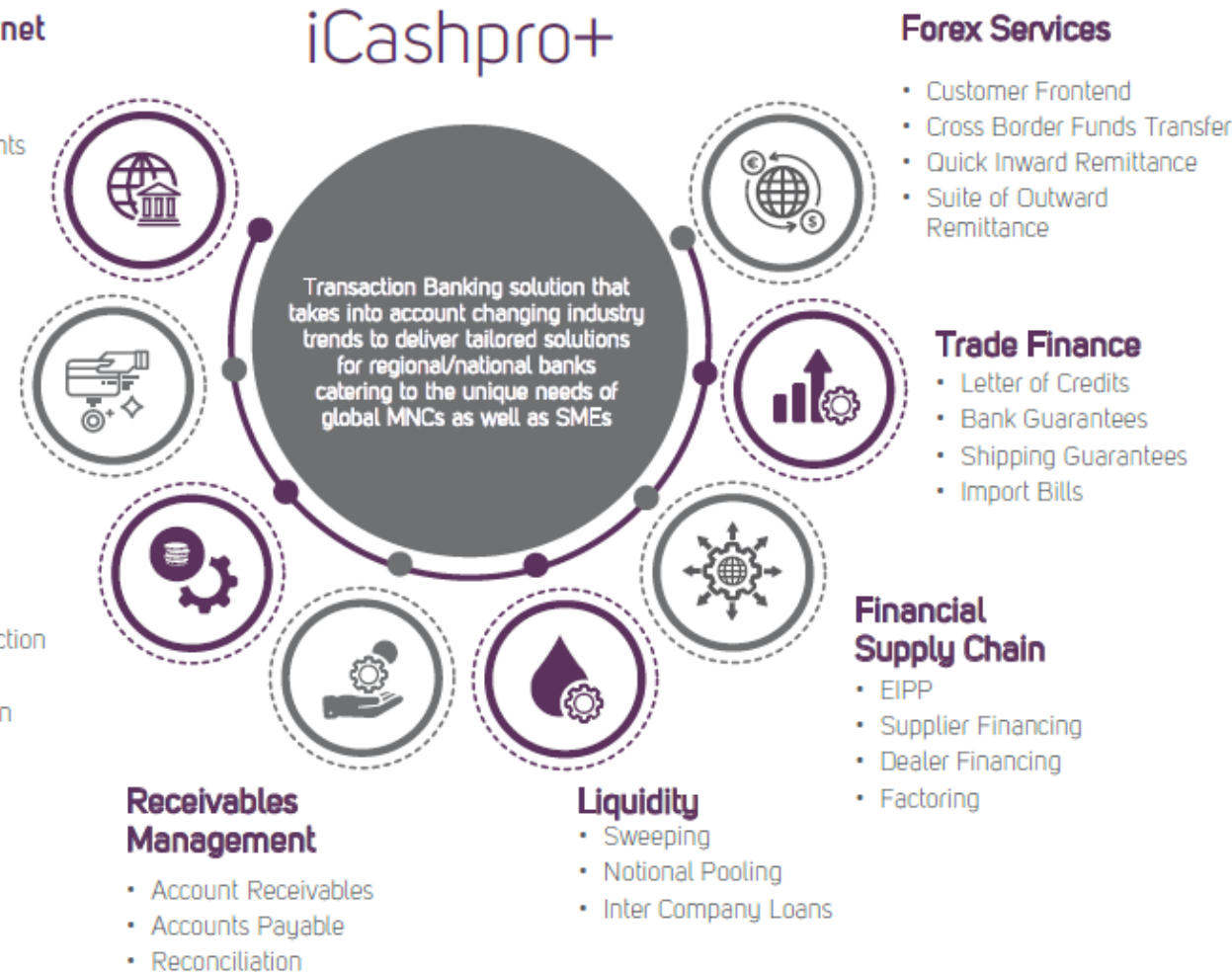
- Customer Frontend
- Cross Border Funds Transfer
- Quick Inward Remittance
- Suite of Outward Remittance

#### Trade Finance

- Letter of Credits
- Bank Guarantees
- Shipping Guarantees
- Import Bills

#### Financial Supply Chain

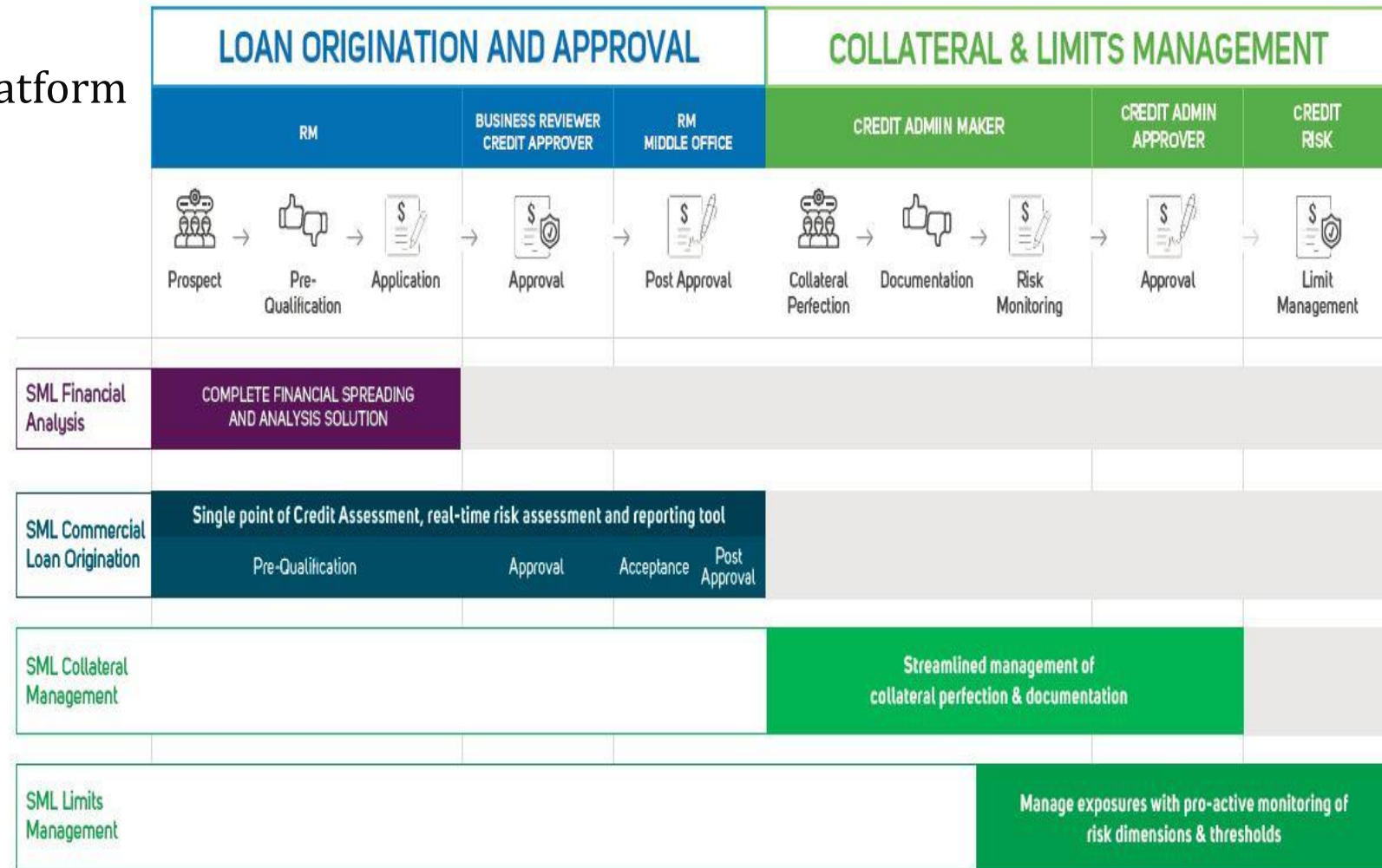
- EIPP
- Supplier Financing
- Dealer Financing
- Factoring



## Smart Lender Suite

End-To-End Credit Risk Management Platform

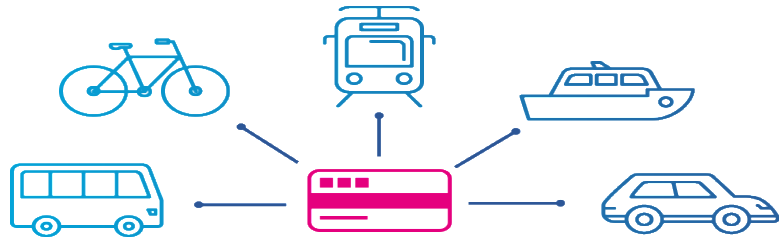
- Pioneer and thought leader for Corporate and SME Lending and Credit Risk Management platforms across ASEAN countries for past 15 years.
- Commercial platform is used by leading banks in Asia and supports Assets exceeding 1 Trillion dollars
- Collateral module is used by Standard Chartered (Globally for the Wholesale Bank), OCBC, Maybank, Vietinbank amongst others



**The complete commercial lending solution designed by bankers for bankers**

## Smart Mobility

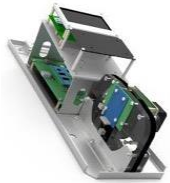
...with Automated Fare Collection System (AFC)



### One Card One Nation



Automated Fare Gates



Contactless Token Validator



ECHO ETIM - TS



ETIM Pinpad



Hybrid Validator



Gate Validator



Onboard Bus Validator



Ticket Vending Machine

## Smart Cities

... Turkey Solutions for Digital World



Smart Cities



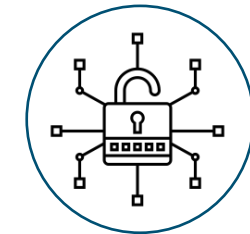
Smart Surveillance



Big Data Analytics



E-Governance Solutions



Cyber Crime Solutions

Leverage our core domain expertise and proficiency in technology to maximize the productivity of entities and thus support build a stronger economy and overall E-Governance



Thank You

aurionpro 

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