

22nd January 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: Investor Presentation

Dear Sir/Madam,

Kindly find enclosed herewith Investor Presentation of the Company for the third quarter/ nine months ended 31st December, 2018.

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

Thanking you,

Yours faithfully,

For Aurionpro Solutions Limited


Ninad Kerkar
Company Secretary





aurionpro



INVESTOR PRESENTATION – JANUARY 2019

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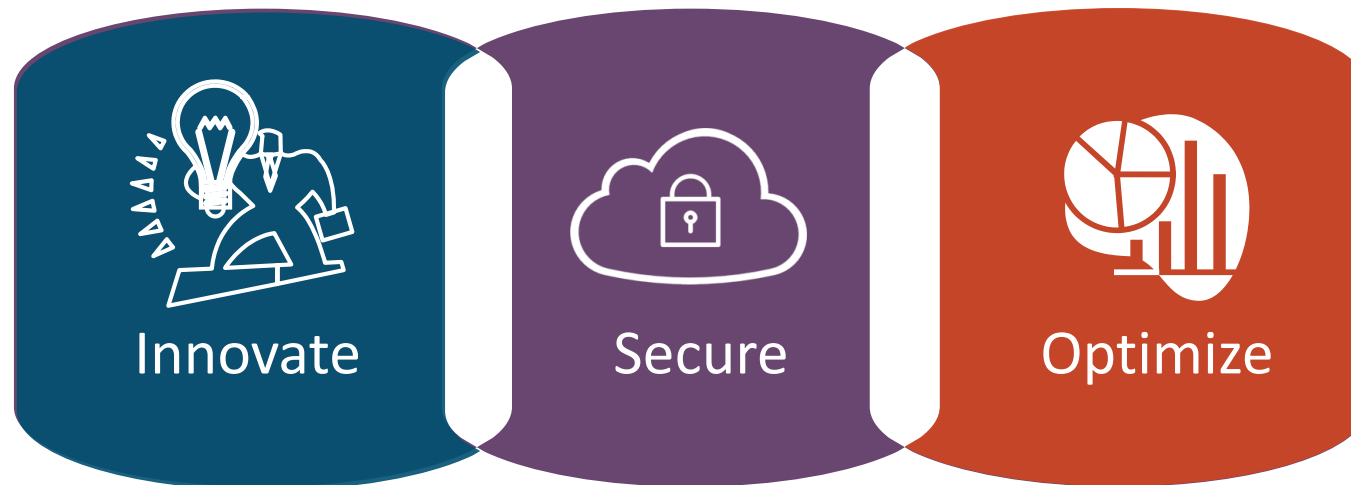
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“ We help businesses accelerate digital innovation, securely and efficiently ”

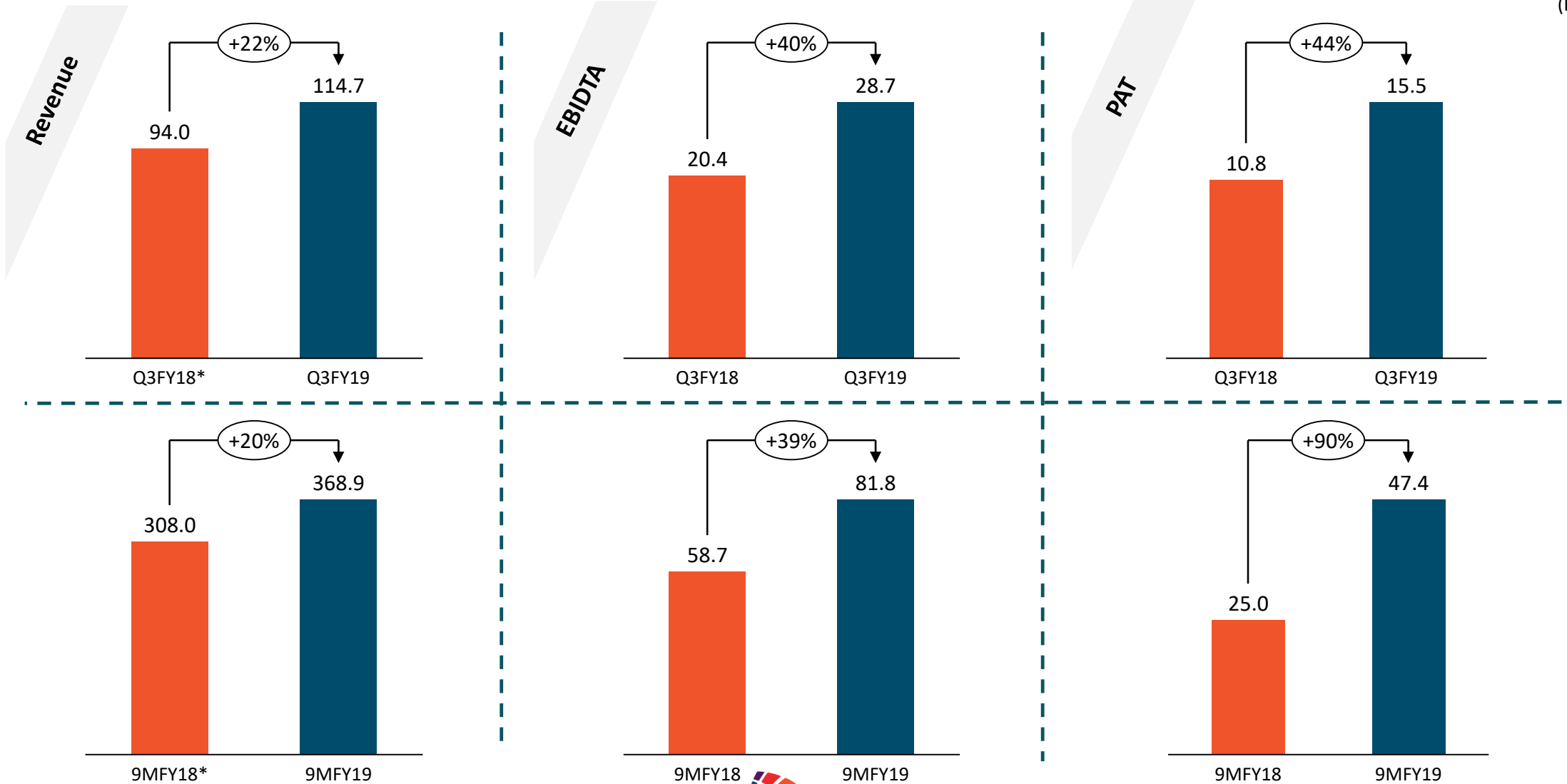


Q3 & 9M FY19 Performance Snapshot



Performance Highlights for Q3 & 9MFY19

(Rs. In Crores)



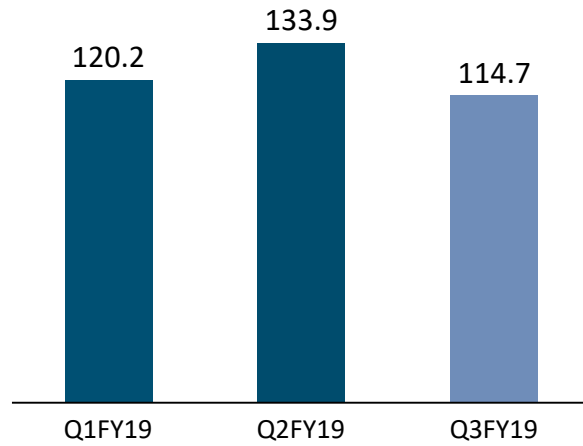
*Figures for Q3 & 9MFY19 have been regrouped after effecting the impact of discontinued IAM business and Demerger of Trejhara Solutions Limited



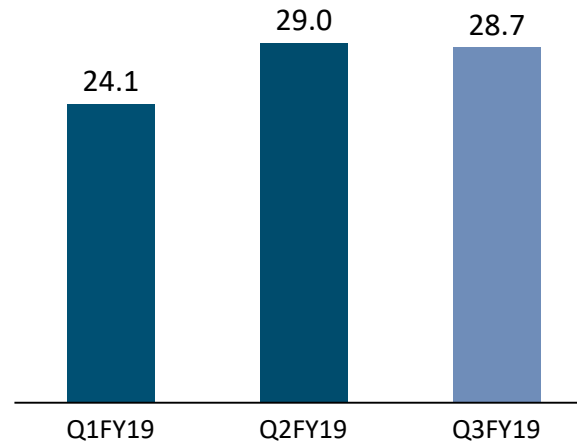
Robust Growth Quarter on Quarter

(Rs. In Crores)

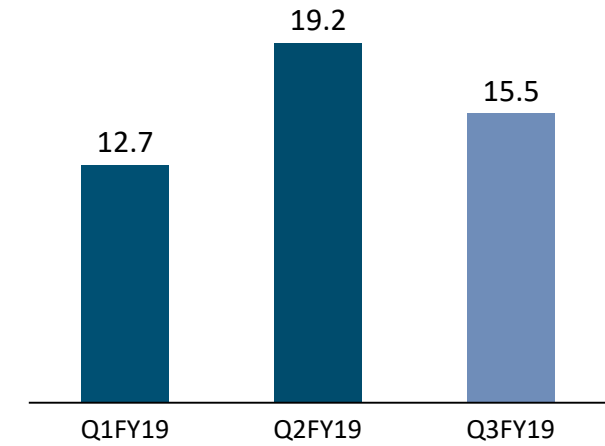
Revenue from Operations



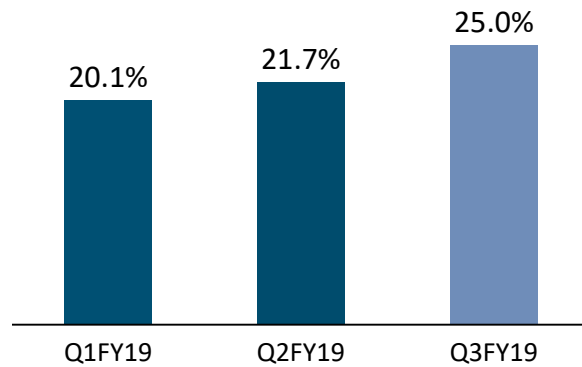
Operating EBIDTA



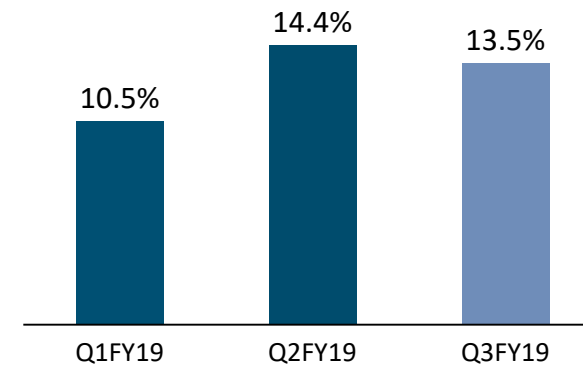
PAT



EBIDTA Margins



PAT Margins



Strong Year of Performance

Revenue

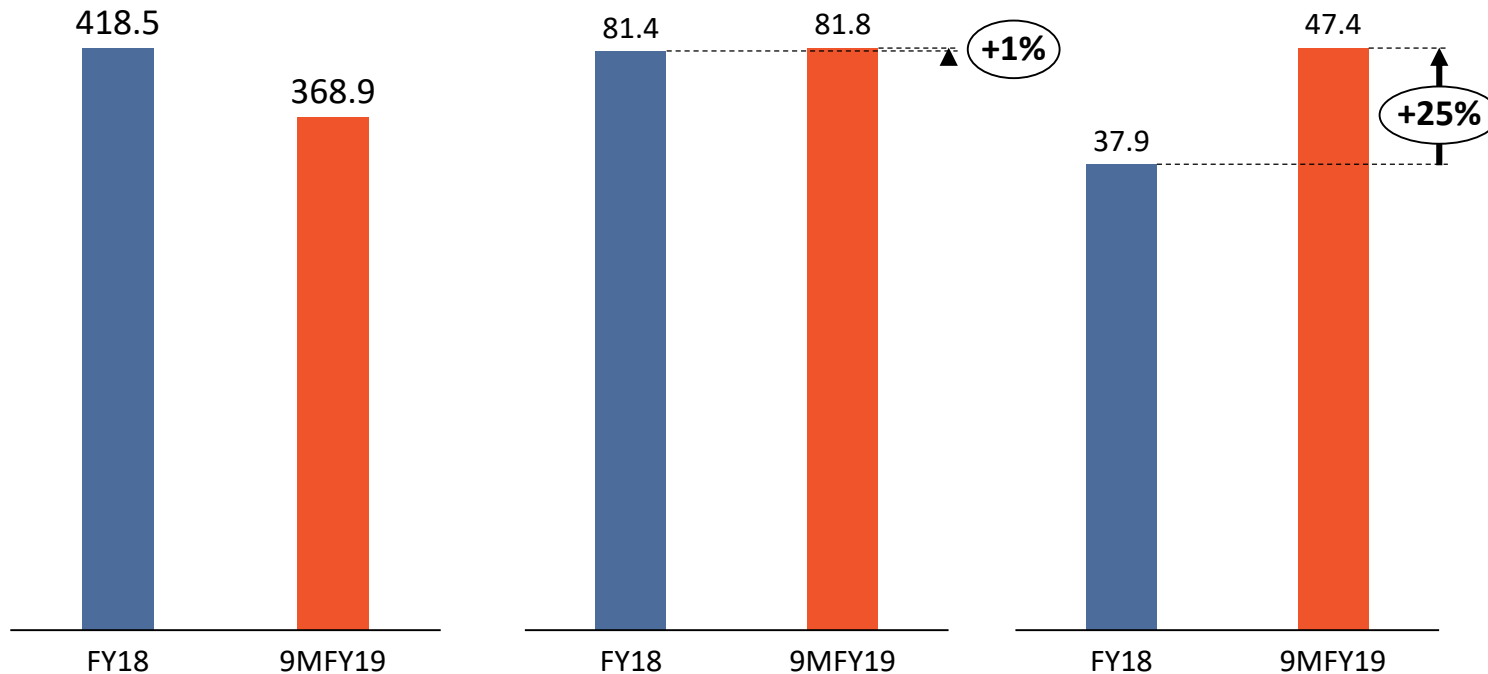
EBIDTA

PAT

88% of Revenue Achieved

101% of EBIDTA Achieved

125% of PAT Achieved

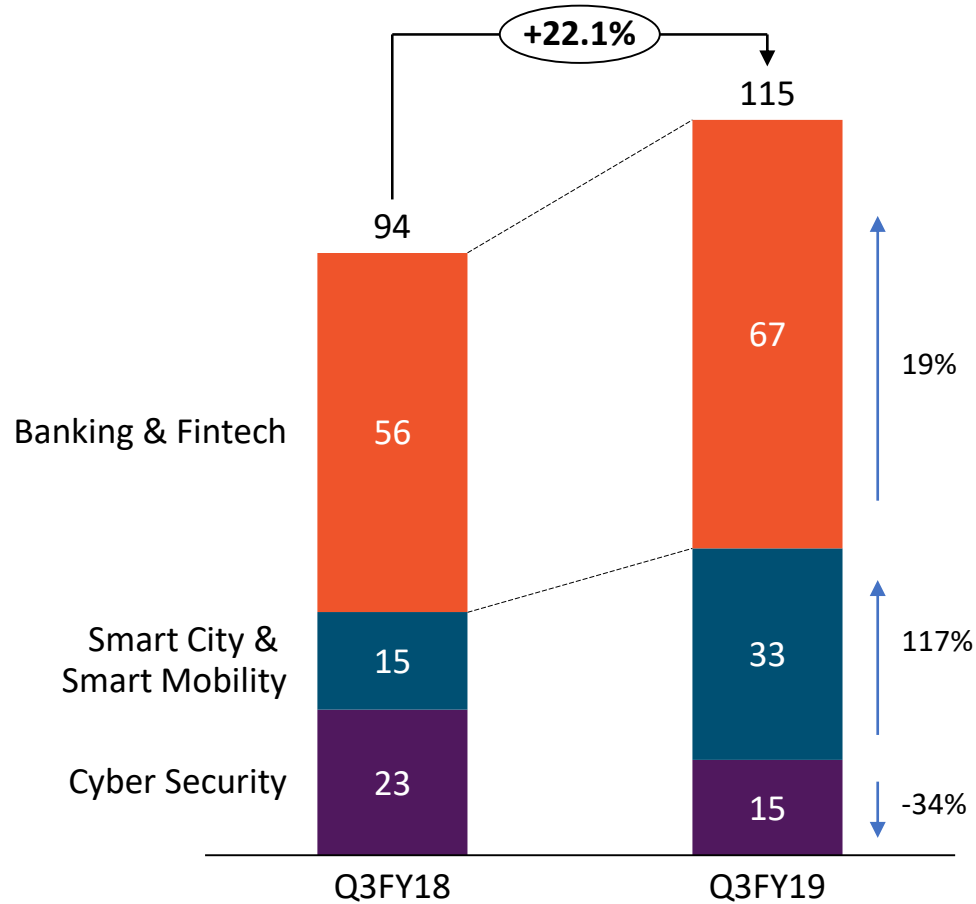


- ✓ Achieved 88% of Revenue compared to FY18 on the back of strong order book and increased execution
- ✓ Revenue for 9M FY19 grew by **20%** as compared to same time last year
- ✓ Already surpassed the FY18 EBITDA level with 25% EBIDTA margins for 9MFY19 an increase of 312 bps as compared to 9MFY18
- ✓ Increase in EBIDTA margins was on the back of increased revenue from higher margin products, cost control measures and higher utilization of existing resources which helps plays out the operating leverage
- ✓ The Net Profitability grew by **90%** for 9MFY19 as compared to 9MFY18, this also surpassed the full year PAT of FY18 by 25%
- ✓ The Net Profit Margin of the company stood at **12.8% vs 8.1%** an increase of **474 bps** for 9MFY19 and 9MFY18 respectively

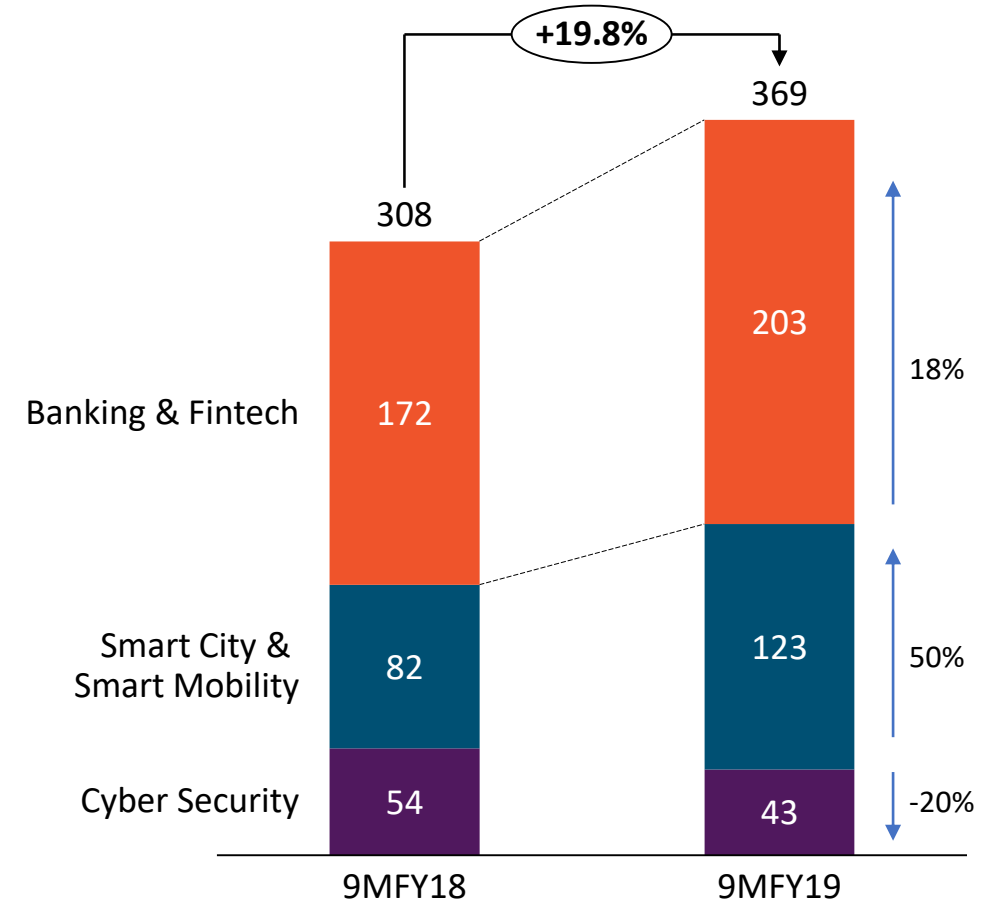


Revenue Mix Across Segments

Quarterly Revenue Growth across Segments



Nine Monthly Revenue Growth across Segments



iCashpro+

- One of the fast growing bank in Sri Lanka selects iCashpro+ to strengthen its Cash Management offering by providing wide range of Cash Management services like Portal – Account Services, Payments, Liquidity management and Trade Finance
- One of the Thailand's leading banks selects iCashpro+ comprehensive financial supply chain management solution (FSCM)
- A leading regional bank in Kenya selects iCashpro+ portal to enable self-service capability to help corporate users to access various corporate services offered by the bank
- One of the top 5 private commercial banks in Sri Lanka in market capitalization chooses iCashpro+ portal to offer convenient and unified digital banking services.
- Another leading bank in Sri Lanka has implemented phase 2 of the with the objective of delivering a superior service experience to businesses of any size
- One of the leading banks in Oman has selected Digital Transaction Banking suite to offer pertinent and best-in-class transaction banking products and specialized services to their corporate / SME customers

Smartlender

- One of the Leading bank in Singapore goes live with Credit Master (SMLC) Revised Pricing Framework Integration for Risk Based Pricing (RBP) and applicable to all credit exposures (except exposures to derivative products) under Group Wholesale Banking
- One of the Leading bank in Singapore goes live with CCRIS Phase 3 Integration for Corporate, Commercial and SME Loans (SMLC) in Malaysia
- One of the fastest growing bank in Thailand goes live with Retail Loans (SMLR) as part of Digital Banking Services

Smart City & Smart Mobility

- Investing and expanding into various segments such as Metro AFC, Metro 5D BIM and ITMS, 3D City, Smart City, City WiFi & Surveillance, e-Governance Solutions, Deployment of high calibre technical man-power for important Government software development projects, etc. to cater the expanding demand in Government sector.
- Strategic investment in SC Soft, Singapore with enhance our capabilities in execution and entering into newer geographies with increasing margins due to learning curve.

Cyber Security

- Continuing to build products for major features including Cloud release in Q1.
- Increased enquires from newer geographies and various campaigns run in collaboration with our partners across the globe will lead to better conversions in orders which will in turn lead to increased revenues from our Cyber Security business.

ACE Platform

- Established a complete end-to-end Savings Account Opening Automation ecosystem for a large multi-national bank in India. This includes on boarding of new customers for Savings Account along with Credit Card and Wealth Management Services
- Selected as the preferred partner for this prestigious project as ACE platform provided the flexibility and scalability and greatly reduced the time to market their offerings to their end customers. Eventually the Bank intends to extend the ACE platform across multiple customer journeys and culminating in their vision of the digital bank



Q3 & 9M FY19 Consolidated Profit & Loss Statement

Particulars (Rs. In Crs)	Q3 FY19	Q3 FY18	YoY%	9M FY19	9M FY18	YoY%	FY18
Revenue from Operations	114.7	94.0	22%	368.9	308.0	20%	418.5
Less: Expenses							
Software Development Charges	35.0	23.9		121.0	92.5		129.2
Changes in Inventories	-3.5	0.4		-3.3	0.3		-6.8
Employee Expenses	40.5	39.5		122.7	126.7		174.3
Other Expenses	14.1	9.8		46.7	29.8		40.5
Total Expenses	86.1	73.6		287.0	249.3		337.2
EBITDA	28.7	20.4	40%	81.8	58.7	39%	81.4
EBIDTA %	25.0%	21.7%	327 Bps	22.2%	19.1%	312 Bps	19.4%
Depreciation & Amortization	7.4	7.8		22.8	24.1		32.2
Other Income	-1.7	1.5		5.0	2.4		4.2
EBIT	19.6	14.2	38%	64.0	37.0	73%	53.3
Share of Profit of Associates	0.3	0.0		0.3	0.0		
Finance Cost	2.6	3.8		8.2	10.6		14.0
PBT	17.3	10.4	67%	56.1	26.4	113%	39.3
Tax	1.8	-0.4		8.8	1.4		1.4
PAT	15.5	10.8	44%	47.4	25.0	90%	37.9
PAT %	13.5%	11.5%	203 Bps	12.8%	8.1%	474 Bps	9.1%
EPS	5.99	4.76		19.44	11.08		12.76



Consolidated Balance Sheet*

ASSETS (Rs. In Crs)	31-Dec-18	30-Sep-18	31-Mar-18
ASSETS			
Non-current assets			
Property, plant and equipment	47.5	51.5	59.7
Capital work-in-progress	45.5	35.4	2.7
Other intangible assets	120.8	131.5	135.4
Intangible Assets under Development	85.1	67.9	24.8
Goodwill	51.1	53.0	114.4
Financial assets			
- Investments	16.7	3.6	3.4
- Other financial assets	3.7	3.7	3.0
Non-Current Tax Assets	14.2	11.1	12.1
Deferred tax assets (net)	31.5	39.4	36.1
Other non-current assets	1.5	2.0	6.6
Sub-total - Non-Current Assets	417.5	399.1	398.3
Current assets			
Inventories	19.6	16.1	15.6
Financial assets			
- Trade receivables	111.9	124.8	127.5
- Cash and cash equivalents	46.2	50.5	124.5
- Bank balances	10.1	14.9	10.6
- Other financial assets	42.9	38.9	28.3
Other current assets	117.9	133.4	109.3
Sub-total - Current Assets	348.6	378.6	415.8
TOTAL - ASSETS	766.1	777.7	814.0

LIABILITIES (Rs. In Crs)	31-Dec-18	30-Sep-18	31-Mar-18
EQUITY AND LIABILITIES			
Equity Share capital	23.6	23.6	23.6
Non Controlling Interest	44.7	44.0	120.9
Other equity	459.5	448.1	385.9
Sub-total - Shareholders' funds	527.9	515.7	530.4
Non-current liabilities			
Financial liabilities			
Borrowings	57.1	57.0	19.7
Provisions	2.8	2.2	3.4
Sub-total - Non-current liabilities	59.9	59.2	23.1
Current liabilities			
Financial liabilities			
Borrowings	23.5	21.6	33.1
Trade payables	46.2	51.3	67.1
Other financial liabilities	56.5	58.7	75.4
Other current liabilities	32.4	49.2	57.1
Provisions	3.6	4.2	2.8
Current tax liabilities (net)	16.2	17.8	25.0
Sub-total - Current liabilities	178.4	202.8	260.6
TOTAL - EQUITY AND LIABILITIES	766.1	777.7	814.0



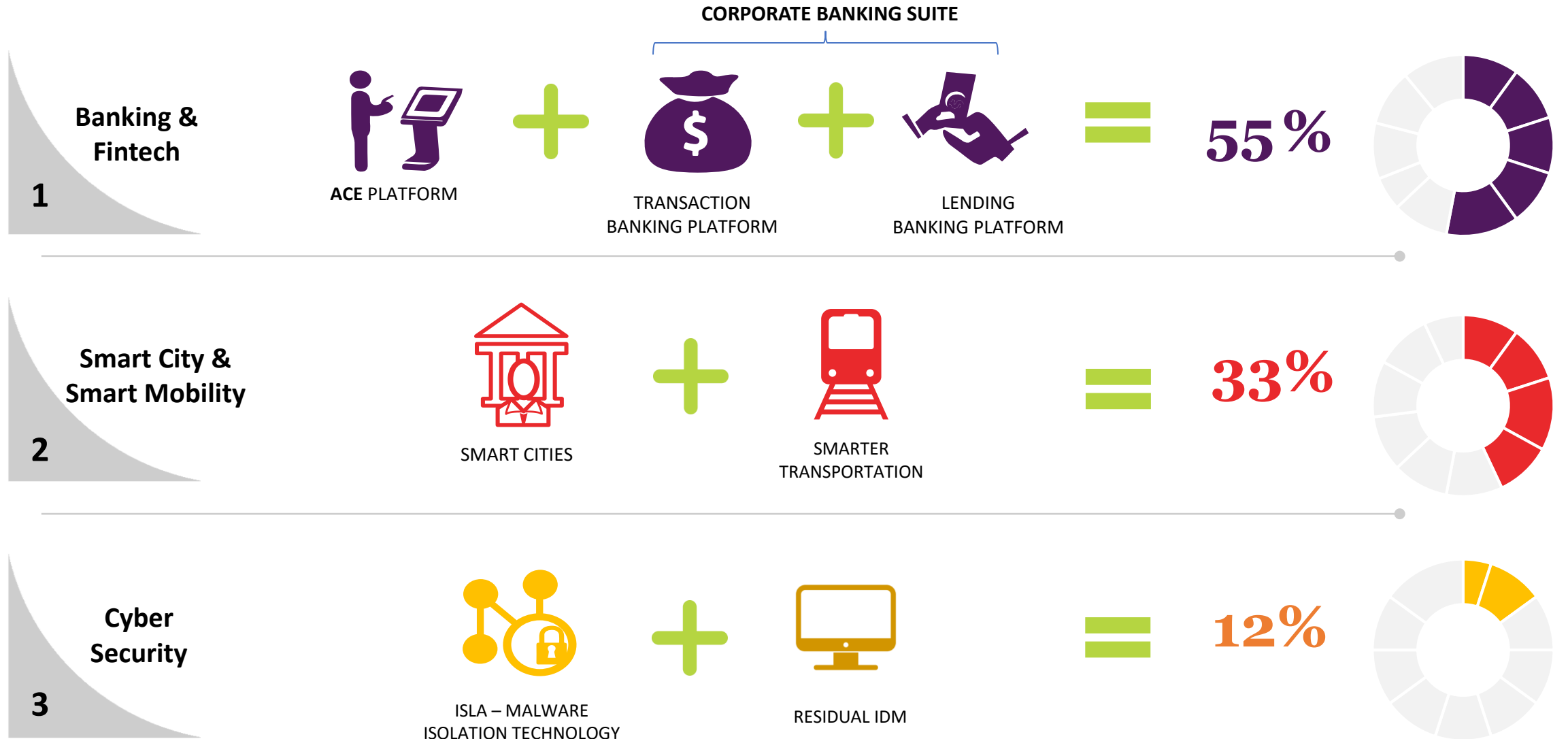
*Post Demerger balance sheet

9M FY19 Consolidated Cash Flow Statement

Particulars	Rs. in Crs	Rs. in Crs
Cash flows from Operating Activities		
Net Profit before tax & before share of profits from Associates		55.83
Adjustments:-		
Depreciation	22.82	
Interest income	(1.19)	
Interest Expenses	8.16	
Bad debts	2.01	
Loss on sale/discarding off PPE, CWIP	5.73	
ESPS/Stock option Plan	1.33	
Unrealised foreign exchange differences (net)	0.15	94.83
Movement in Working Capital (Net)		
Increase in trade payables, current liabilities, provisions and other long-term liabilities	(58.89)	
Decrease in Inventories	(4.03)	
Decrease / (Increase) in trade receivables, loans and advances, current and non-current assets	(4.14)	
Less: -Income taxes paid	(14.36)	(81.41)
Net cash generated from Operating Activities		13.42
Cash flows from Investing Activities		
Increase in Capital work in progress	(40.58)	
Increase in Intangible Assets	(59.14)	
Payment towards acquisitions	(13.34)	(113.05)
Cash flows from Financing Activity		
Loan taken (net)	32.75	
Dividend Paid	(4.72)	
Interest paid on borrowings	(6.76)	21.27
Net increase in Cash & Bank Balances		(78.36)
Cash and cash equivalent at beginning of year		124.52
Cash and cash equivalent at end of year		46.18



Creating NextGen Digital Infrastructure*

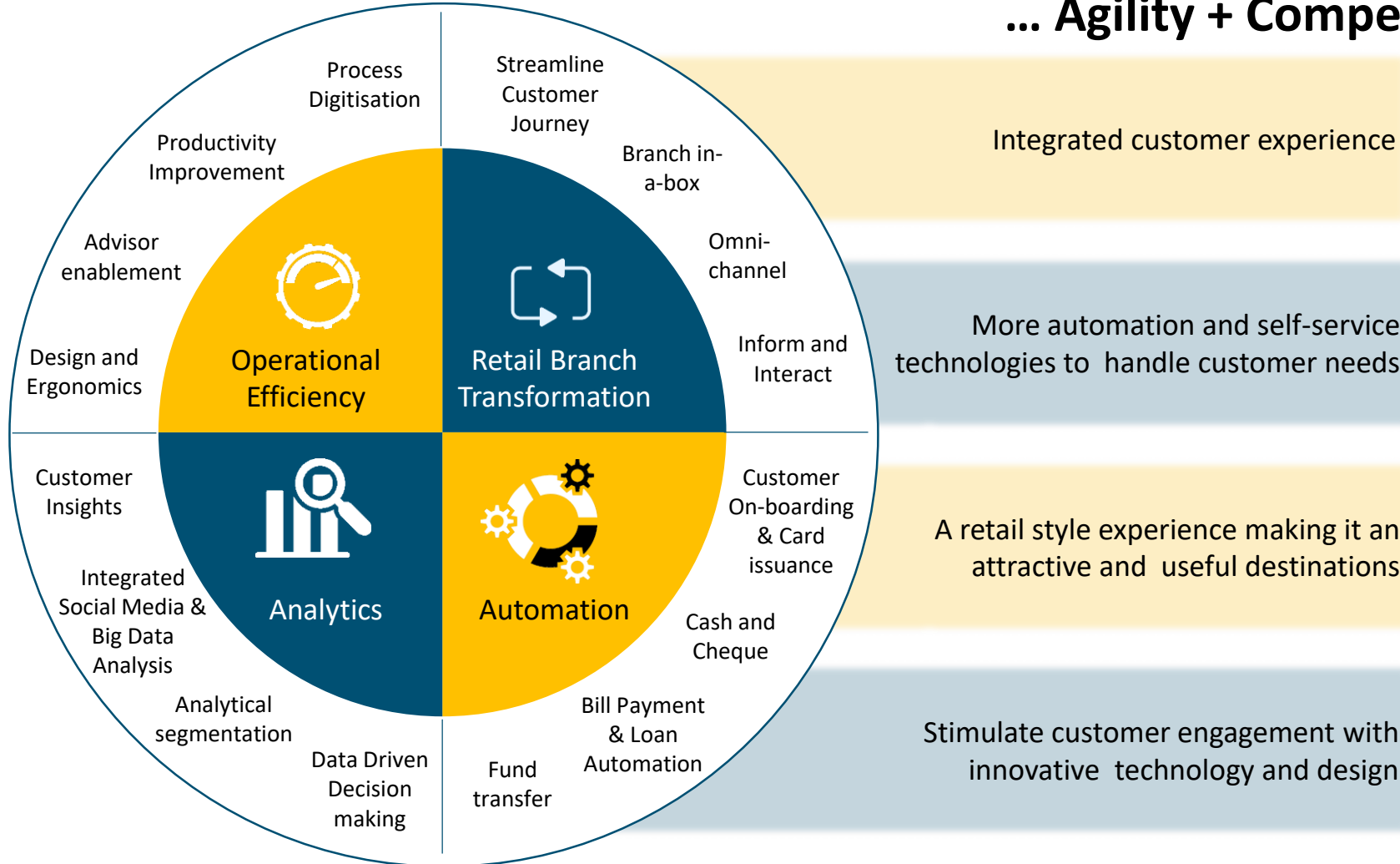



*As per 9M FY19 Revenue



Note: Data as per 9MFY19

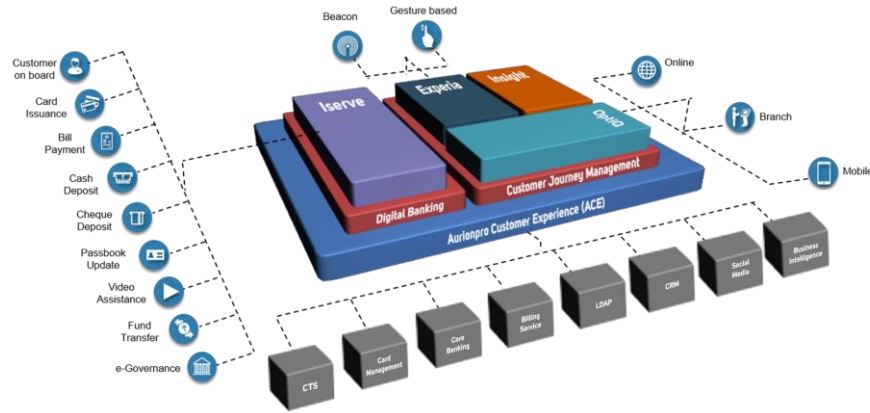
... Agility + Competitiveness + Growth



<p>46%</p> <p>Save amount spent on postage and paper</p>	<p>43%</p> <p>Decrease in Customer attrition</p>
<p></p>	<p>50%</p> <p>Reduction in branch operation cost</p>
<p>60%</p> <p>Increase in product sale (cross- upselling)</p>	<p>3 hrs</p> <p>Increase in teller availability per week</p>



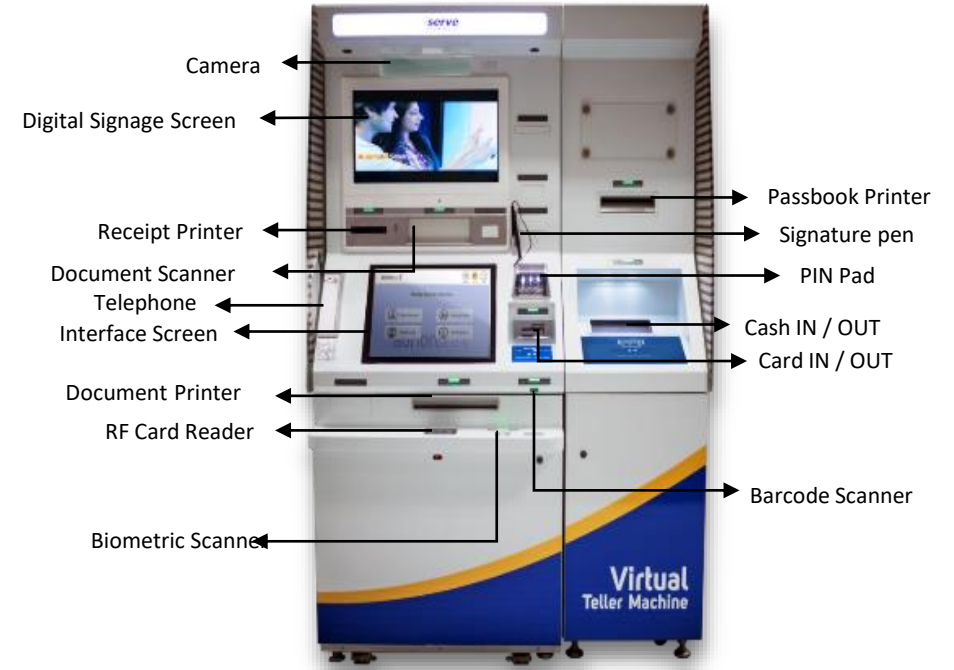
Our integrated ACE Platform to Digitalize the branch operations



Digital Benefits @ ACE Platform

- 01 ● *Open Bank A/c in 12 Mins*
- 02 ● *Issue Debit Card in 10 Mins*
- 03 ● *Cut down cheque clearance time to 24 hours (CTS)*
- 04 ● *Increase your teller availability per week by 31 hours*
- 05 ● *Reduce your customer attrition by 46%*

... Branch in a BOX



Account Opening

- Customer On-Boarding
- Instant A/C Opening
- Instant Card Issuance

Transactions

- Cash In Cash Out
- Cheque Deposit
- Internet Banking

Account Servicing

- Passbook Printing
- Cross sell/Up sell
- Video Assistance



 ...has Rapid acceptance across Geographies



SBI



Kotak Mahindra Bank



National Bank of Abu Dhabi (NBAD)



Commercial Bank of Qatar



Smart Banking 24x7



Qatar National Bank



Evolution of Banking

Traditional Branch Banking



- Typical brick and mortar branches stretched around 4,000 sq ft – 8,000 sq ft area

Digital Branches



- Small pocket size branches
- Automation and self-service technologies to handle customer needs

Open Banking



- Uber Moment For Banking
- Commoditization of Services





Growth Opportunities in Transaction Banking



Transaction Banking Contributes to **30% of Banking Revenue**

Asia is the world's largest **Transaction Banking market with 53% of Global opportunities** as per McKinsey Report. Revenue doubled from \$168 Bn in 2010 to \$300 Bn by 2015

According to McKinsey Asian Markets are **8% of total revenue for Transaction Banking**

Global Institutions, Local & Small banks seek to expand their opportunities

Aurionpro has **Leadership position in APAC** for complex Transaction Banking Business

Marquee customer base with long standing relationship - Servicing to almost all top Banks in India & Middle East





Our Platform iCashpro...

... End To End Solution

Transaction Banking Solutions: Catering to Unique needs of MNCs, Top Tier Banks & SMBs

CORPORATE INTERNET BANKING

- Dashboard
- Account Statements
- Cheque Services
- Fixed Deposits
- Credit Card

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 Payables
- Reconciliation

LIQUIDITY

- Sweeping
- Notional Pooling
- Inter Company Loans

FINANCIAL SUPPLY CHAIN

- EIPP
- Supplier Financing
- Dealer Financing
- Factoring

TRADE FINANCE

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

FOREX SERVICES

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





Our Offerings

**SmartLender
Commercial LOS**

**SmartLender Retail
LOS**

**SmartLender
Collateral & Limits
Management
System**

... Smart-Lender Product Suite – End to End Lending Platform

- Loan Origination System product suite is an end-to-end integrated Credit Risk Management System which improves productivity, enhances credit quality, and reduces operational risks
- The Credit Risk Management System incorporates Basel II risk management framework as well as best-of-breed credit risk management practices from international banks
- It is also the data gathering infrastructure for all three credit risk management approaches of Basel II (Standardized, FIRB, and AIRB)
- Key Drivers – Increase focus on Real Time RAROC Pricing. Lending portfolio risk management & Real Time Integrated Collateral View.

**Market leader in
Corporate lending**

**58% of APAC banks
aspire to reach
digital maturity by
2020**

**Strong presence in
APAC and ME
region – Serving top
5 banks in APAC
region**

**Cross border
expansion of APAC
corporates offers
opportunities for
Regional &
International bank**





Opportunities in Smart City & Smart Mobility Business



India is likely to spend **US \$ 50 billion** on smart cities in the next five years

India to have **250+ Metros** for mass transportation

Developing Economies investing in creating mass transportation and Developed Economies moving towards **Open Loop common mobility card based payment solutions**

Globally Automated Fare Collection System market is estimated to reach **US\$10.1 billion by 2022**, growing at a CAGR of **13.2%** between 2016 to 2022



SMART CITIES

Data Acquisition through Aerial Imagery, LiDAR scanning, Generation of realistic scale-to-fit 3D models, installation and configuration of 3D city platform along with unified dashboards and other services

The proposed 3D City shall allow the stakeholders to get an almost real 3D visual representation of the city and also allow the administration and department stakeholders to plan, simulate, visualize & monitor various city development initiatives and decision making.

SMART TRANSPORTATION

Engaged in development of unified, smart card based, multimodal transport ticketing system for Metro Rail projects and parking facilities across the metro cities

The Multi model ticketing system will help to provide seamless commuting experience to commuters within city using a single common mobility card as fare media and QR codes with ticketing systems of multiple transit operators in the City.





...backed by our successful track record

SMART CITIES



USD 65 Mn projects across India for Smart City Solutions like

- 3D Smart City
- City Surveillance
- Smart Wi-Fi

SMART TRANSPORTATION



13 Years Contract on Revenue Sharing for Noida & Nagpur Metro

- Implementation of Automated Fare Collection System (AFC's)
- Project planning with 5D BIM and ERP implementations for Metro



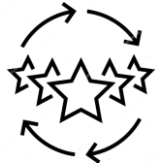
About SC Soft



SC Soft with its Headquarter in Singapore and offices in Canada, Malaysia and India is an **Automated Fare Collection system provider** incorporated in 2009 with total revenues of USD 4.2Mn in 2018



SC Soft manages a team of more than **100+ people** led by a core leadership team with several years of **experience and expertise in information technology, intelligent transport systems and financial services**



Valuable experience in working with government authorities, national level mass transit organisations and payment authorities in **Middle East, Central Asia, South Asia and South East Asia and South America**

Product Offerings



Fare Gates



Validators/
Terminals



Kiosk machines
for tickets



Mobile Application
for QR Ticket

...to expand our payments business into smarter transportation solution for Multi-Modal Travel

Delivering innovative solutions to create value and efficiency for the customers



Mass Transit

- Hardware & Software for fare collection with business management tools for operators.
- End-to-end solutions for AFC comes with new age unique design, asset tracking and improved security.



Smart City Applications

- Innovatively designed and developed solutions to help cities achieve a resilient system

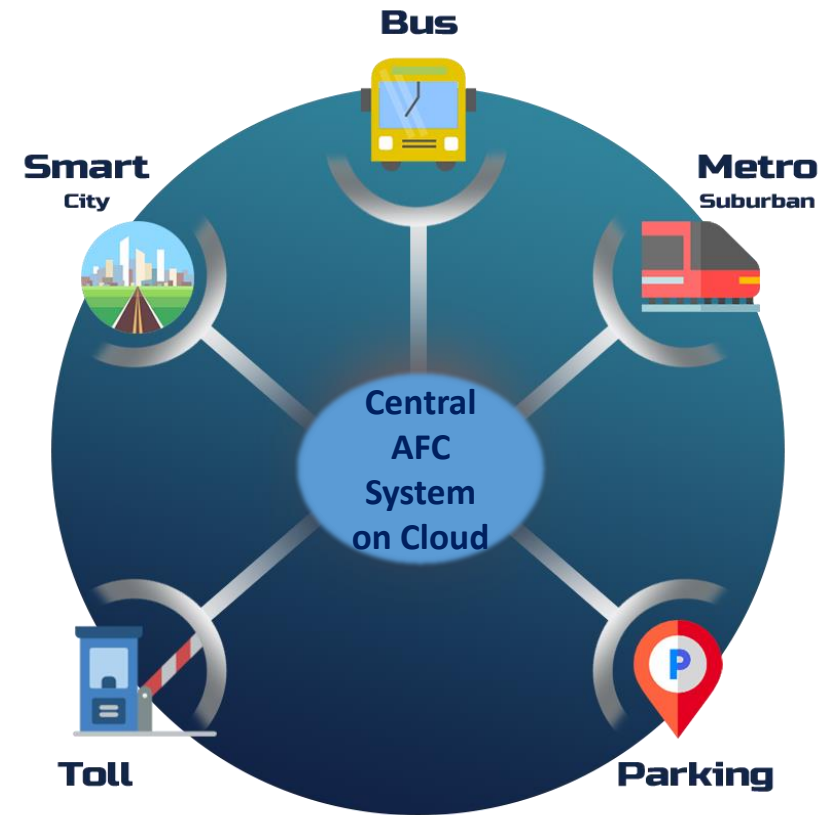


...with a Vision to create Cloud Based SAAS enabled Mass Transit Solutions

Central AFCS System

- Fare Media Agnostic
- Support Open loop System
- Account based ticketing
- Scalable and Customizable
- Multi mode and multi operator support
- Able to integrate with the 3rd party system and banking network
- Management of Transactions
- Monitoring and Reporting
- Web based Interface
- Supporting All Fare Structures including Distance/Time Based, Zonal, Etc.
- QR Code Engine

...Open Loop Card – EMV supported solutions across payment entities and operators





- Offers Different approach to Cybersecurity
- Eliminates biggest threats of web-based malware and phishing attacks
- Help Leaders in Information Security, IT & Risk Management



Transition from Reactive Security Model **to Proactive Strategy of Isolation** which will help reduce attack surface and improve value derived from security investments

About ISLA

Cyberinc-Isla was conceived and engineered at SpaceX, where its then CIO, Branden Spikes built it as an appliance **leveraging Isolation technology to isolate all web code outside the network firewall**

Singed up for Hewlett Packard Enterprise's HPE Complete Program. Businesses worldwide and specifically, HPE's customers can acquire Isla directly from HPE and its global reseller network

Signed up with well established and trusted distributors in APAC including Singapore, Malaysia, Indonesia, Philippines & Thailand for **rapid expansion in APAC region**

25 + Customers Globally including post production movie editing studios, financial institutions, federal agencies etc

Included in **"Cool Vendor"** list by Gartner in Endpoint, Mobile, Network and Gateway Security, 2017

Participated as Silver+ sponsor in marquee security event - Black Hat at Las Vegas in August 2018



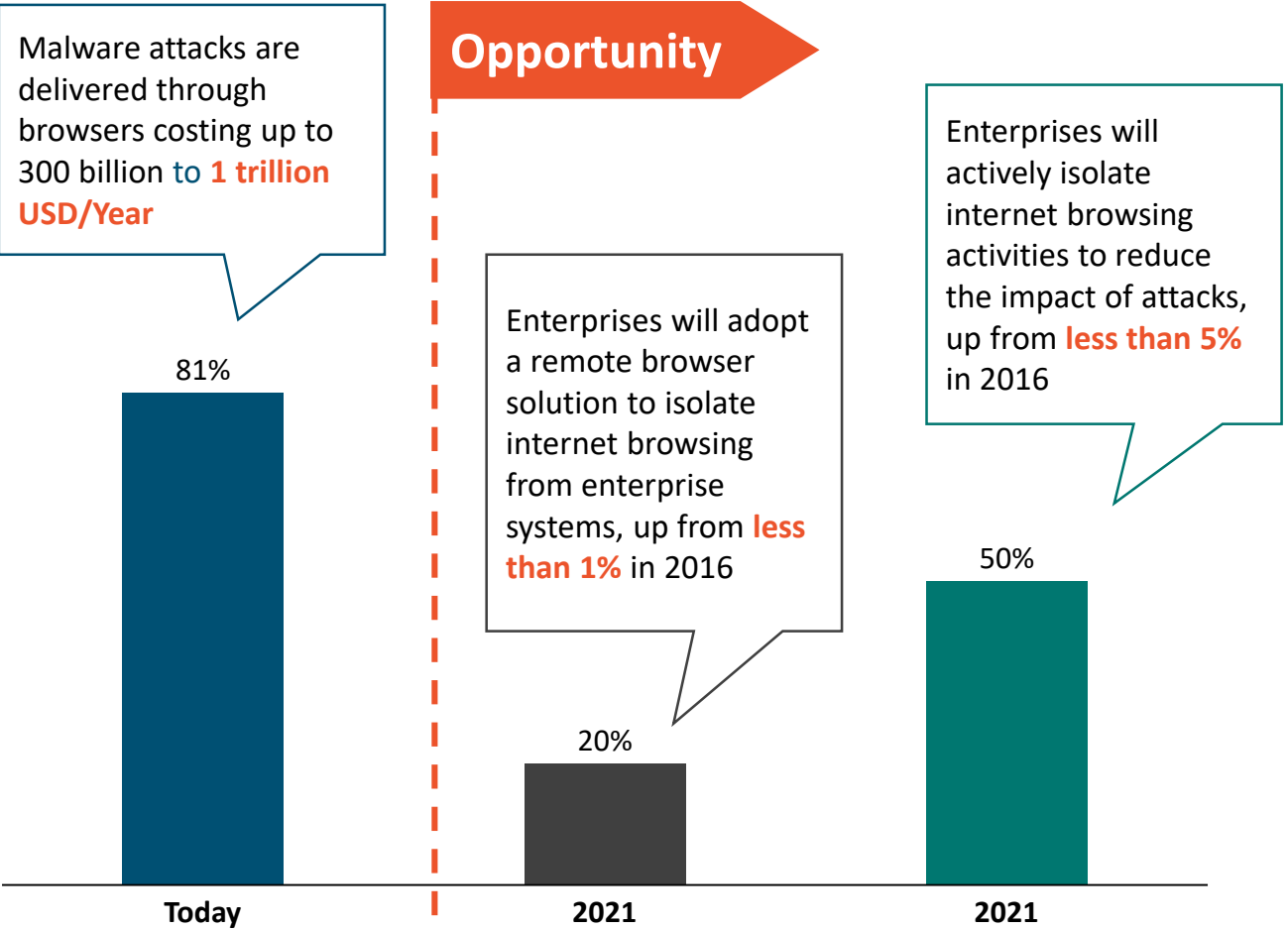
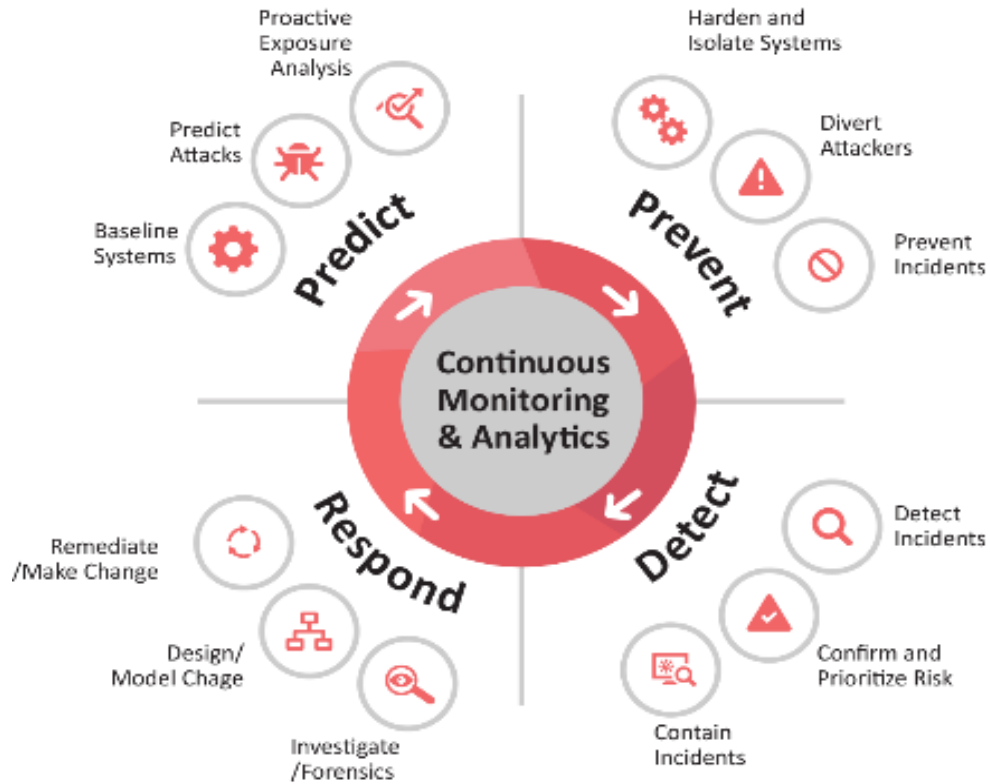


\$10 Bn Global Opportunity



Global Addressable Market for Endpoint Security around **\$10 Bn** -- Source Forrester Research & IDC

Isolation named Top 10 New Tech for Cyber security by Gartner



Source : Gartner



With Strong Clientele base across Verticals





Paresh Zaveri - Chairman & Managing Director

- Co-founded the Company in 1997
- 20+ years of experience in corporate finance, supply chain, general management, and strategic
- Based in Singapore, Paresh holds a degree in engineering as well as an MBA in finance



Amit Sheth - Co-Chairman & Director

- One of the founding members, has been instrumental in driving the Banking & Financial services portfolio of Aurionpro
- 22 years of experience in corporate finance, equities and technology, he brings domain expertise in banking operations and cash management



Samir Shah - Chief Executive Officer

- Has been advancing Aurionpro's vision of becoming one of the world's most respected and innovative technology companies since 1998
- Passionate about driving innovations in cybersecurity, banking and payments
- Holds an engineering degree in computer science and an MBA in finance and lives in the San Francisco Bay Area



Ajay Sarupria – Additional Director

- 20 years of experience in capital and private equity market.
- His investment strategy revolves around backing professional and passionate management to build businesses and raise subsequent rounds of funding till it gets listed or sold. In most of the cases, Mr. Ajay Sarupria has been able to raise several rounds of funding and helped them build business.





Dr. Mahendra Mehta - Independent Director

- Focuses primarily on Analytics, Mathematical finance, Treasury Management, Financial Risk Management, Derivatives, Portfolio Management since 2002
- Serves as the Chairman of the Audit Committee and member of Nomination & Remuneration, Corporate Social Responsibility Shareholders' Relationship & Share Transfer Committee



Frank P. Osusky - Independent Director

- 30+ year industry veteran with diverse financial management expertise with an emphasis on growth, profitability, cash flow, and mergers and acquisitions
- Serves as the Chairman of Shareholders' Relationship & Share Transfer Committee and member of Nomination & Remuneration and Audit Committee





Nirav Shah - Chief Operating Officer & Head - Digital Innovation

- Spearheads all the key functions like Business units, Delivery Operations, Human Resources and Aurionpro's geographically dispersed engineering strategic business units to ensure optimization of processes and delivery excellence.



Shekhar Mullatti - EVP, Head - Banking

- Shekhar is a versatile Banking & Technology Professional with 25 years of experience in large, multinational corporations including Citibank, ANZ, BNP Paribas, Bank of America and Dell.
- Based in Singapore, Shekhar holds an Engineering degree from IIT Bombay and a Management degree from IIM Calcutta.



Sanjay Bali - EVP, Head – South Asia

- 20 years of diverse experience across sales, services, project management and a strategist in Implementing and executing new Initiatives for the business in India and South Asia Market.
- Also be responsible for the business in smart city & smart mobility for Aurionpro, strengthening and oversee the delivery of Aurionpro's world class software, IT outsourcing services, Infrastructure projects, turnkey solutions, and Consulting offerings to various customers.



Sachin Sangani - Chief Financial Officer

- Proactive, result-oriented Chartered Accountant offering extensive experience in various aspects of accounting, finance & commercial functions including overseas experience at Mauritius, Bahrain & UAE.
- His experience at various organisations also includes: auditing, financial analysis, banking, working capital management, loan sanction & disbursement for client, budgeting, fund accounting, taxation, regulatory compliance, reporting, cost saving and advisory services.





Raj Menon – EVP, Head – Customer Experience Solutions

- With 20+ years of industry experience, he has been a pioneer in leveraging smart customer experience solutions for large and medium enterprises. Raj has been a part of Aurionpro since inception and has led and managed key business functions like product development, Go To Market strategy, strategic alliance & partnerships.
- He has an extensive experience in managing and growing key accounts and has been instrumental in spearheading strategic initiatives and business expansion plans .



Paresch Patel – EVP Products – Customer Experience Solutions

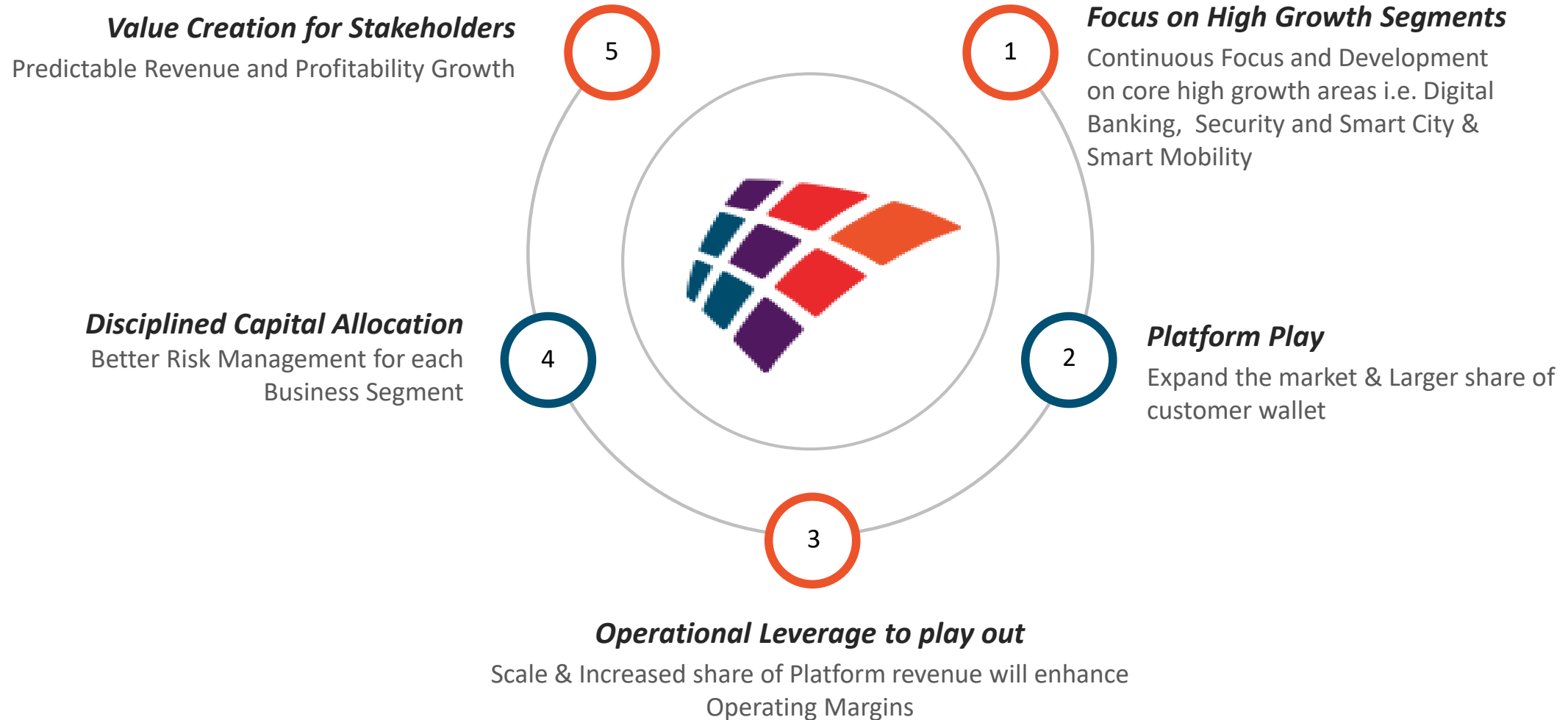
- 25+ years of rich experience across Product Development, Business Strategy & Operations and Project Management. He is responsible for driving business, deploying cutting edge technology solutions to deliver innovative and advanced customer experiences for banks and enterprises across the globe.
- Over the years he has developed expertise in technology innovation, planning and development along with system designing and analysis.



Poonam Puthran – VP – Delivery – Banking

- Transaction Banking unit with over 19 years' experience of product development and implementation within the Banking and Financial Services Industry. Proficient in handling a large team of professionals to deliver multi-million dollar projects.
- Strategic planner & ensure projects are delivered on time and within budget. Led implementations across different geographies South East Asia, Middle East, India, Srilanka and Africa.





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