

12th February 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 third quarter/nine months ended 31st December, 2019.

You are requested to upload the same on your website.

Thanking you,

Yours faithfully,

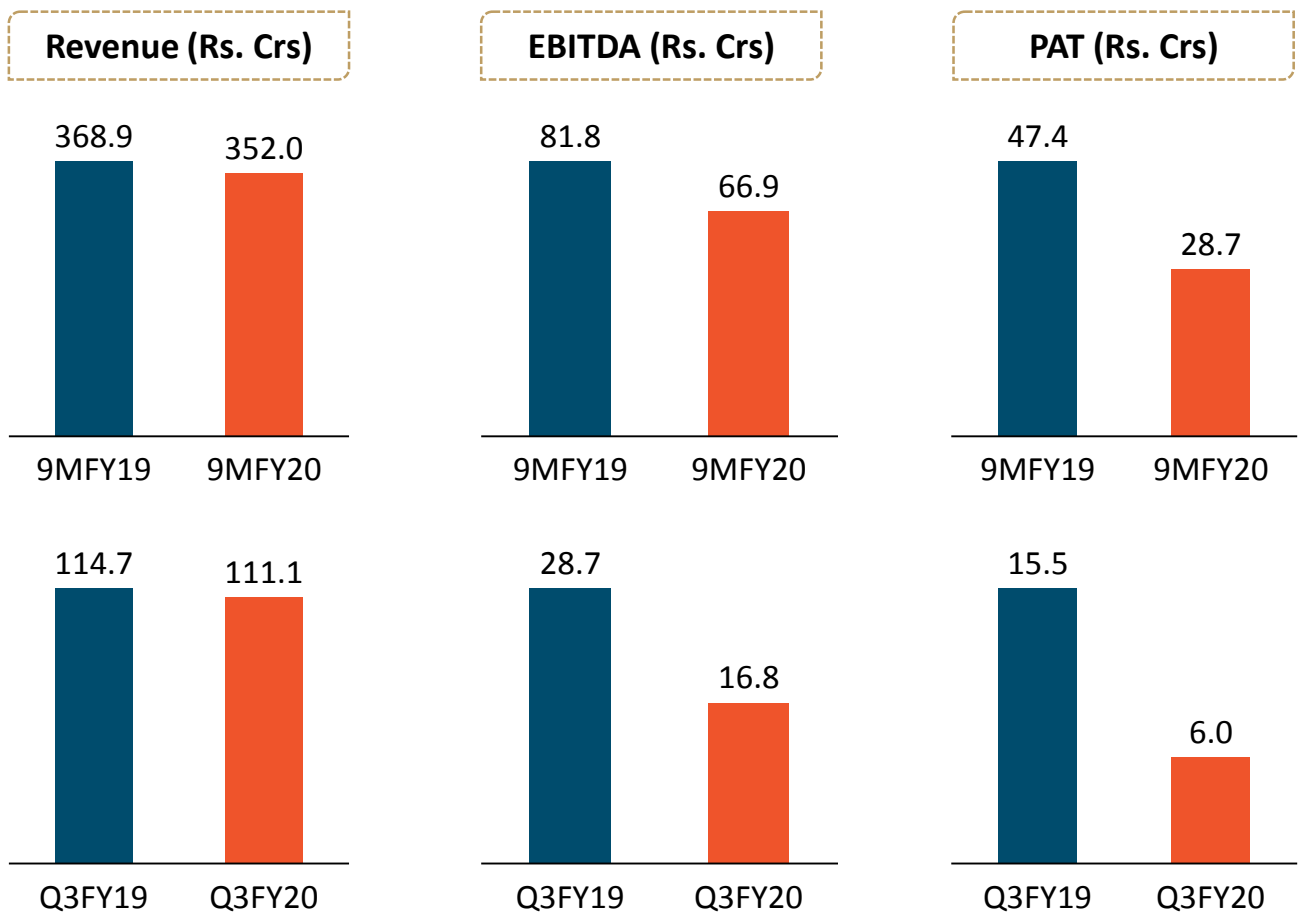
For Aurionpro Solutions Limited


Ninad Kelkar
Company Secretary



Mumbai, February 12, 2020: Aurionpro Solutions Limited (BSE: 532668) (NSE: AURIONPRO), announced its un-audited financial results for the Quarter and Nine months ended 31st December 2019.

Financials at a Glance:



Business Highlights Q3 & 9MFY20:

➤ Banking & Fintech

Cash Management – Go-live

- One of the leading Public Sector Banks in India** has gone live with its transaction banking digital transformation initiative. The real-time, integrated Portal and Payment platform will enable faster, predictable and transparent domestic and cross-border payment transactions for the bank. iCashpro+ is a self-servicing platform offered to their corporate customer thus allowing corporate customers to initiate, authorize and track their banking transactions online

- **One of the leading banks in Oman**, has gone live with iCashpro+ Transaction Banking Solution & implemented a B2B portal for offering Transaction Banking services to their corporate, SME and Islamic banking customer segments. Through this platform bank's customers can avail services through highly digitalised Portal & Payments features with flexibility and functionalities to meet their local requirements

Lending – Go Live

- **One of the Leading banks in Singapore** aims to standardize their Collateral and Limits management processes throughout their China subsidiary, Malaysia subsidiary and all International branches with CLIMS.
- **One of the fastest growing banks in Vietnam**, Sacombank implemented the credit creation, approval and management system
- **A Malaysian bank** went live with ICMS (SMLC) Phase 1A functionalities allowing them to start to prepare data preparation for credit applications so that they can be ready with review/restructuring of their commercial loans
- **One of the Leading banks in Singapore** went live with enhanced capability for Relationship Manager to allow for facility related information and unlink account information during their interaction with the customers

➤ Smart City & Smart Mobility

- SC Soft has partnered with SecureID Limited to deliver an Automatic Fare collection and E-Ticketing system for the Nigerian Railway Corporation (NRC). This deal is of strategic importance because this is the first time NRC is automating the fare collection system in Nigeria
- SC SOFT has been awarded the **project to deliver on-board bus validators and handheld echo terminals for the trolley buses in Mexico City**. This will be the first such project in the Mexico City, where SC Soft will provide its recently launched, SCV 500 validators, to more than 300 buses in the city. The SCV 500 was launched this year at Stockholm which had got global attention.

➤ Cyber Security

- **ISLA, Isolation Platform version 5.0** has been released this month

Result Highlights 9MFY20*:**➤ Revenue**

- 9MFY20 Revenue stood at Rs. 352 Crs as against Rs. 369 Crs in 9MFY19, 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 from Banking & Fintech vertical grew by 16.1% for 9MFY20 from Rs. 203 crs to Rs. 235 crs
- Total Revenue excluding Smart city & Smart Mobility grew by 12% Y-o-Y for 9MFY20

➤ EBITDA

- EBITDA for 9MFY20 stood at Rs. 70 crs as compared to Rs. 82 crs in 9MFY19, down by 18%
- EBITDA Margins stood at 19.0% for 9MFY20

➤ PAT

- PAT for 9MFY20 stood at Rs. 29 Crs as compared to Rs. 47 Crs as compared to 9MFY19
- PAT Margins for 9MFY20 stood at 8.2%

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

“On the back of general slowdown in the Industry, the performance for the quarter and nine months ended FY20 remained subdued.

Performance was impacted largely due to the postponement of the orders by the key segment of our clientele, due to curtailment of the budgeted spending amid weak economic scenarios and some stalled projects, attributed to the consolidation of PSU Banks in India.

Exuding confidence on the business outlook, the green shoots are visible in last few days and some stalled projects have restarted as well. We are seeing new RFP flows and order wins and we are confident that the momentum will be regained and will be back on track by Q1 of the next financial year.

Despite overall slowdown our Banking & Fintech business vertical witnessed robust performance for the quarter and nine months with revenue growth of 24% and 16% respectively and we optimistic of sustaining the visibility for coming period.”

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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