

27th January, 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: Investor Presentation

Dear Sir/Madam,

Kindly find enclosed herewith Investor Presentation of the Company for the third quarter/nine months ended 31st December, 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 – JANUARY 2022

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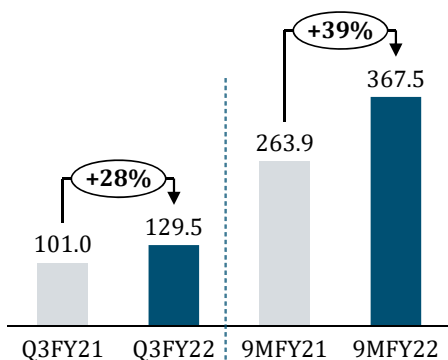
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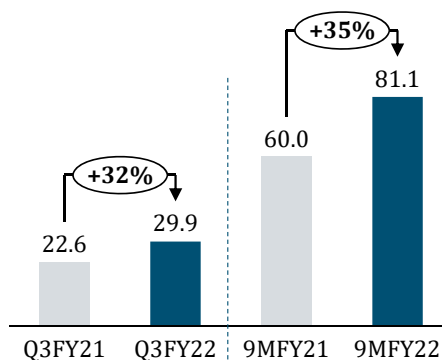
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Financial Highlights

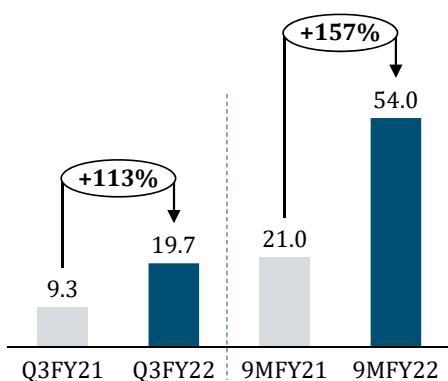
Revenue (Rs. Crs)



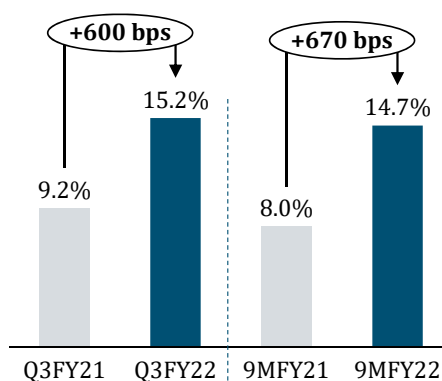
EBIDTA (Rs. Crs)



PAT (Rs. Crs)



PAT Margins (%)



- Revenue for the Q3FY22 stood at Rs. 129.5 Crs., as compared to Rs. 101.0 Crs in Q3FY21 a growth of **28%** Y-o-Y. Revenue growth on Y-o-Y basis stood at **39%** for 9MFY22
- EBIDTA for Q3FY22 stood at Rs. 29.9 Crs as compared to Rs. 22.6 Crs in Q3FY21, **posting a growth of 32%**. EBIDTA growth for 9MFY22 on Y-o-Y basis stood at **35%** at Rs. 81.1 Crs
- PAT for Q3FY22 stood at Rs. 19.7 Crs. against Rs. 9.3 Crs in Q3FY21, a **significant growth of 113%**. PAT for 9MFY22 was up by **157%** at Rs. 54 crs on Y-o-Y basis
- PAT margins for Q3FY22 stood at 15.2% as compared to 9.2% in Q3FY21, a **growth of 600 bps**. PAT margins for 9MFY22 stood at 14.7% implying margin expansion of **670 bps** on Y-o-Y basis

Q3 FY22 Consolidated Profit & Loss Account



Particulars (Rs. In Crs)	Q3FY22	Q3FY21	Y-o-Y	Q2FY22	Q-o-Q	9MFY22	9MFY21	Y-o-Y
Revenue from Operations	129.51	101.01	28.2%	122.23	6.0%	367.54	263.85	39.3%
Less: Expenses								
Software, Hardware and Other Material Cost	41.00	31.84		43.93		127.92	69.07	
Changes in Inventories	8.42	1.12		1.80		8.90	2.47	
Employee Expenses	42.95	38.54		42.54		127.51	110.14	
Other Expenses	7.26	6.86		7.17		22.09	22.15	
Total Expenses	99.63	78.36		95.44		286.42	203.84	
EBITDA	29.88	22.64	32.0%	26.79	11.5%	81.12	60.01	35.2%
EBIDTA %	23.1%	22.4%	70 bps	21.9%		22.1%	22.7%	(60 bps)
Depreciation & Amortization	3.29	8.84		3.42		10.55	26.20	
Other Income	0.64	0.67		0.59		2.17	1.98	
EBIT	27.23	14.47	88.1%	23.96	13.6%	72.75	35.79	103.3%
Finance Cost	1.62	3.95		2.38		6.15	12.04	
PBT	25.60	10.52	143.3%	21.57	18.7%	66.60	23.74	180.5%
Tax	5.91	1.26		2.69		12.59	2.73	
PAT	19.70	9.26	112.6%	18.89	4.3%	54.01	21.02	157.0%
PAT Margins	15.2%	9.2%	600 bps	15.5%		14.7%	8.0%	670 bps

- ✓ 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 23.1% and PAT at 15.2%.
- ✓ With Robust **order book in hand of more than Rs. 600 crs**, we are optimistic of sustainable revenue growth and profitability in the coming years
- ✓ We continue to focus on paring down the debt and strengthen the balance sheet, as evident from reduction in interest payout seen in these results.
- ✓ We are set for strong finish to this year and continue to maintain the momentum in FY23.

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

“We are delighted to announce these results, the performance for Q3-FY 22 continues upward trend. The Consolidated revenue was at INR 129.51 Crores with the EBIDTA at INR 29.88 Crores and PAT at INR 19.70 Crores and the EBIDTA margins at 23.1 % and PAT margins at 15.2%, a robust improvement across all parameters.

Along with the strong performance, we continue to focus on paring down the debt and strengthen the balance sheet, as can be seen from significant reduction in interest payout. The strong order book and robust pipeline will allow us to sustainably grow both sales and profitability in coming quarters. as seen during this quarter, understandably the tax outgo will continue to increase. We expect to close our investments in SC Soft and Toshi automatic from our internal accruals. Additionally, our investments in new products and platform development are now part of routine expenses while we continue to maintain strong operational growth.

On the business side, we announced slew of new order wins which included some large ticket orders and strategic projects marking our foray into newer territories. These wins were largely a result of multiple strategic partnerships we have had with partners like MasterCard and SBI among others. We expect our relationship with these partners to deepen further going forward. Also, as we continue to strengthen our IP with backward and forward integration in transit space, we expect to become a significant global player in time to come. Our acquisition of Toshi Automation and increasing stake in SC Sift are steps in that direction and will greatly help in consolidating our position. While, transit is a breakout business for the year, we will continue to see sustained growth in our banking business and expect stronger growth there next year.

While we are set for the strong finish to the year, we will continue to maintain the momentum for the coming year as well. With the strong market recognition of our capabilities and our continued investment in improving our products and platforms, future will only be stronger. Among other things in coming quarters, we expect strong impact of our payment platform by itself and integrated with our other offerings to significantly accelerate future growth.”

Key Takeaways



Accelerating Digital Innovation

We enable possibilities beyond boundaries



24 Offices in
15 Countries



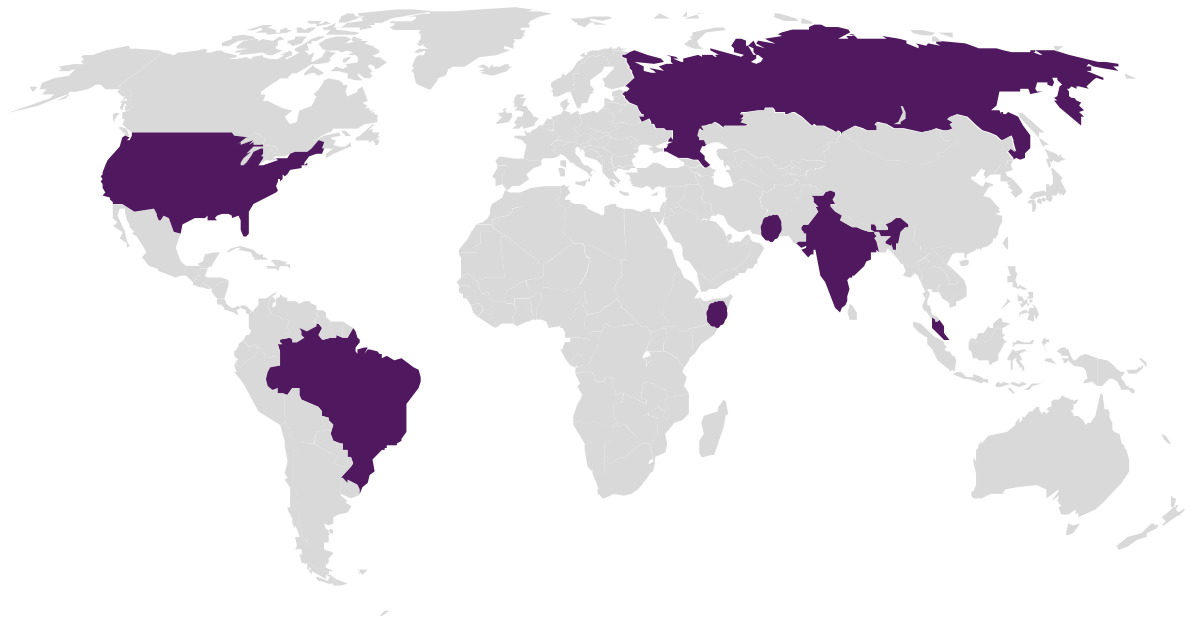
100+
Customers Globally



29
Fortune 500 Companies



1300+
Employee Strength



Expanding to Newer
Geographies

Penetrating Deeper in
Existing Geographies

Operating Leverage due
to Growing Deal Sizes

Product Company with Cutting Edge Technology



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

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



Strong Back-end Capabilities



Secured



Scalability



API Infrastructure



Core Competent



Simplicity

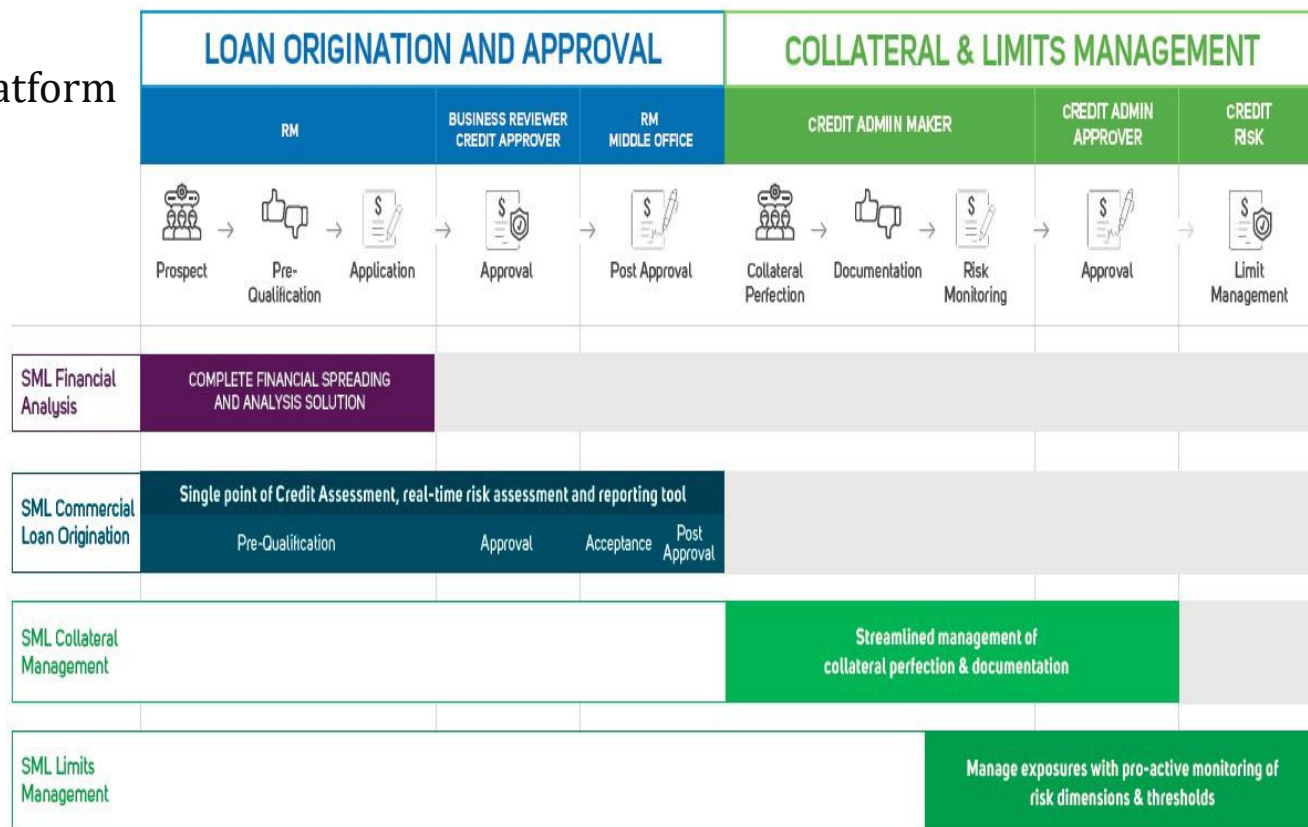


Flexibility

Smart Lender Suite

End-To-End Credit Risk Management Platform

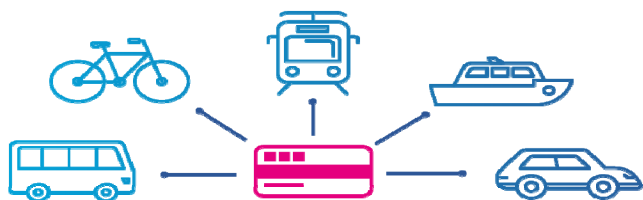
<p>Pioneer and thought leader for Corporate and SME Lending and Credit Risk Management platforms across ASEAN countries for past 15 years.</p>
<p>Commercial platform is used by leading banks in Asia and supports Assets exceeding 1 Trillion dollars</p>
<p>Collateral module is used by Standard Chartered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



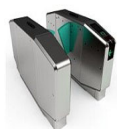
The complete commercial lending solution designed by bankers for bankers

Smart Mobility

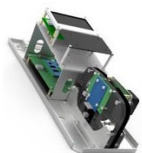
...with Automated Fare Collection System (AFC)



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



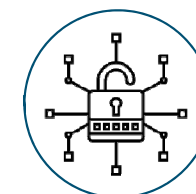
Smart Surveillance



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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