

27<sup>th</sup> January, 2022

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

**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 31<sup>st</sup> 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

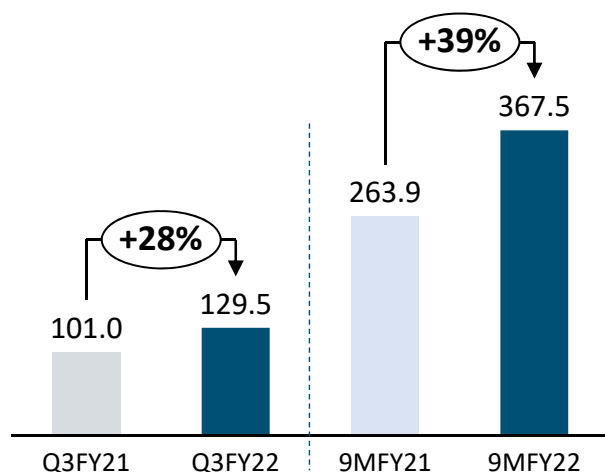


## Investor Release

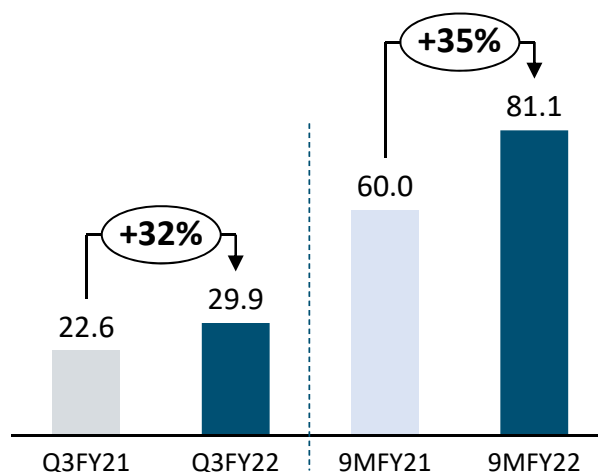
Mumbai, January 27, 2022: Aurionpro Solutions Limited (BSE: 532668) (NSE: AURIONPRO), announced its un-audited financial results for the Quarter ended 31<sup>st</sup> December 2021.

### Consolidated Financials at a Glance:

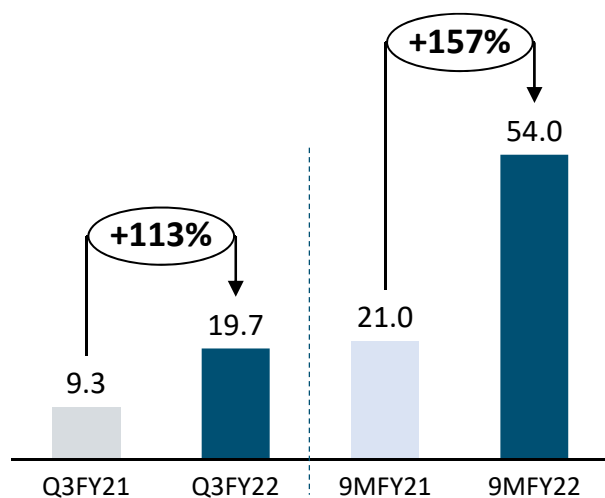
#### Revenue (Rs. Crs)



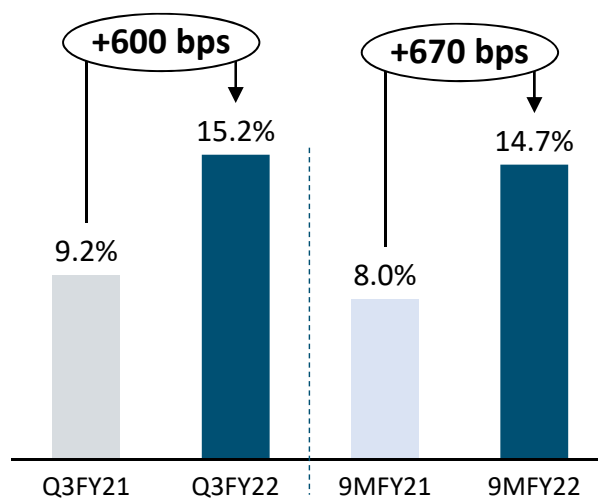
#### EBIDTA (Rs. Crs)



#### PAT (Rs. Crs)



#### PAT Margins (%)



**Robust Growth sequentially as well as YoY**

**Result Highlights:****➤ Revenue**

- Q3-FY22 posted healthy growth on all parameters, maintaining trajectory witnessed since last few quarters.
- Revenue for Q3-FY22 stood at INR 129.51 Crores, a **growth of 28.2% on YoY basis**.
- During the quarter, slew of new wins were announced, particularly in smart mobility space. The outlook for coming quarters remains robust.
- The **order book in hand is more than Rs. 600 crores** and with the healthy additions to the pipeline we expect to maintain trajectory during FY 23.

**➤ EBITDA**

- EBITDA for Q3FY22 stood at INR 29.88 crs as compared to INR 22.64 crs in Q3FY21, **a growth of 32%**.
- EBITDA margin for Q3FY22 stood at 23.1%, **a growth of ~70 bps Y-o-Y**.
- EBITDA for Nine Months of FY 22 stood at INR 81.12 crs as compared to INR 60.01 Crores for 9MFY21, **a growth of 35.2% Y-o-Y**.

**➤ PAT**

- Profit after tax for Q3-FY22 stood at INR 19.70 Crores, **growing significantly by 113% on YoY basis**.
- PAT margin for Q3-FY 22 was at **15.2% which has significantly improved compared with 9.2% of Q3-FY21, a growth of 600 bps**
- Profit after tax for the nine months of FY 22 stood at 54.01 Crores, **growing by ~157%** compared to the same period of FY 22.
- PAT margins for 9MFY22 stood at 14.7%, **a growth of 670 bps Y-o-Y**.

## **Recent Wins & Partnerships**

### ➤ **Banking & Fintech**

- Wins large order for the enhancement and upgradation of the Products from one the leading bank in Singapore
- successful implementation of the version upgrade of Murex application at for one of the leading banks in Malaysia.

### ➤ **Technology Innovation Group**

### ➤ **Smart Transit**

- SC Soft has been elected as the solution provider of EMV Open Loop Account Based ticketing system as part of the digitization of Transportation solutions across Maldives for the Maldives Transport Contracting Company (MTCC) SC SOFT in this project will be the technology Partner along with Bank of Maldives (BML) .
- In one of the largest wins, Aurionpro was selected as the system integrator for implementing “IoT based Integrated Bus ticketing System” for the Uttar Pradesh State Road Transport Corporation (UPSRTC) on a Build Own Operate and Transfer('BOOT') model.
- In another significant win, Aurionpro was selected by the State Bank of India as the Solution Provider for Kanpur Metro Project (KMP) under Uttar Pradesh Metro Rail Corporation Limited (UPMRCL) for implementation of NCMC based Automatic Fare Collection System (AFC System). This project was completed in record time and was inaugurated by the Hon’ble Prime Minister of India.
- **Smart City**
- Aurionpro wins landmark order from High Court of Madhya Pradesh for the complete digitisation and implementation of Video Surveillance Systems and Live Audio-Visual Streaming System across 48 District and Session Courts and 160 Civil Courts under the High Court of Madhya Pradesh.

***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 Sift 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.”*

**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, Smart Cities and Smart Mobility sectors 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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