

07th September, 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 first quarter/three months ended 30th June, 2020.

You are requested to upload the same on your website.

Thanking you,

Yours faithfully,

For Aurionpro Solutions Limited



**Ninad Kelkar
Company Secretary**



Investor Release

Mumbai, 7th September, 2020: Aurionpro Solutions Limited (BSE: 532668) (NSE: AURIONPRO), announced its un-audited financial results for the quarter ended 30th June 2020.

Result Highlights Q1 FY21

➤ **Revenue**

- The consolidated revenue for Q1-FY21 stood at Rs. 76.02 Cr. against Rs. 103.07 cr. in to the previous quarter. The Gross Margin remained at 32.1%.

➤ **EBITDA**

- EBITDA for Q1 FY21 stood at Rs. 16.40 crs and the EBITDA margins were at 21.6% compared to the 17.1% QoQ.

➤ **PAT**

- PAT for Q1 FY21 stood at Rs. 3.39 Crs and a PAT margin was at 4.5% compared to the 2.9% QoQ.

Impact of COVID-19

In line with the global trends our businesses were partially impacted by COVID-19 as there was a stringent lockdown imposed across the globe. Whilst we promptly activated our Business Continuity Plan (BCP) and are able to execute our projects well, there was a slowdown of new orders and supply chain disruptions, particularly in the Customer Experience (CE) segment.

Most of the global economies have begun to open up and supply chains are being restored thus some of the impediments to the businesses are disappearing and we are also seeing new order inflows and healthy additions to the pipeline.

New Updates

➤ Banking & Fintech

▪ Cash Management:

- One of the leading banks in Sri Lanka signs deal to upgrade iCashpro+, its existing transaction banking platform while integrating with its upgraded core banking system.
- Aurionpro enables quick fix to one of India's leading private sector banks to implement the regulatory update announced by RBI on March 2020 regarding moratorium to the borrowers amid COVID-19.

▪ Lending:

- One of the leading banks in Vietnam went live with Credit Risk Origination and Management systems.
- One of the largest banks in Malaysia went live with enhanced risk for KYC and new mass reassignment for RM.
- One of the leading banks in Malaysia went live with enhanced user experience and efficiency capability for Retail SME segment.
- One of the fastest growing banks in Thailand goes live with enhanced scoring.

➤ Smart City & Smart Mobility:

- Won order for Supply, Installation, software Integration ,commissioning & O & M of Variable Messaging Display (VMD) in Srinagar for Srinagar Smart City.
- Won project for the consultancy of Data Centre Gap Assessment, Documentation Assistance and Review for Web Werks India Pvt. Ltd.
- Project for the consultancy Services for Data Centre of Larsen & Toubro Limited.
- *Project for the System Integration Of OFC based Network System in Jammu for Bharat Electronics Limited.*

➤ **Cyber Security:**

- *Enterprise Management Associates (EMA), a leading IT and data management research and consulting firm, has named Cyberinc Isla Isolation Platform in the Top 3 solutions for enabling secure access to web services in 2020.*

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

“The performance for Q1, in terms of numbers, is disheartening but was indeed anticipated. The economic disruptions due to the pandemic was at worst during this period as businesses across large parts of the globe were witnessing slump due to the unprecedented restrictions and uncertainties. The flow of new businesses had dried across all the segments of our business segments. As we approach the end of the Q2, the pandemic and the uncertainties still dominate the discourse but the world is learning to live with the virus and to balance the economic interests with the safety of the people. As more and more parts of the domestic and global markets are resuming economic activities, we can be optimistic that the worst is behind us now. This belief is strengthened with an uptick witnessed in the businesses recently.

On the Banking & fintech segment, revenue through AMCs and offshore services remained steady. The segment is regaining momentum and we are encouraged with the increased inquiries and the request for proposals (RFPs) floated by the domestic banks recently. We are also optimistic of signing a deal in the Asian market in this space which shall strengthen our leadership position in this region.

The Smart City and Smart Mobility remained severely impacted amid the restrictions imposed in the wake of the pandemic. However, the impact is transient and we will see a sharp rebound in coming quarters. As there is a re-opening of the public transports a general trend has been witnessed towards virtual or card based automated ticketing over the traditional ticketing which is expected to boost AFC segment in which we are market leaders. The outlook for this segment remain robust. Also, with the governments committed to spend more on infrastructure to boost economic activities, the outlook for smart city segments remains positive.

The regained momentum has also been witnessed in the Cyber Security space. The increased automation will also boost demand for the security solutions. We are hoping to register some wins in this space in coming quarters.

As the every crisis brings opportunities with it. This pandemic has accelerated the pace of automation and adaptation of technologies, particularly in the fintech space. IT sector is expected to post fastest recovery than the economies. We are well placed to grab immense opportunities created in the technology space by this crisis. Therefore, we remain optimistic and confident.”

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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