

02nd May, 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,

This is in reference to the Investor Presentation disseminated by the Company today pertaining to financials for the year ended 31st March 2019.

In this connection, we wish to rectify errors on two slides of the Presentation mentioned below:

- On slide no 7 under "annual revenue growth across segment break up" the amount of revenue was erroneously stated and
- on slide no 15 the percentage of revenue for the segment was erroneously stated

The both of the slides have been rectified and the modified presentation is enclosed herewith

The investors are requested to kindly ignore the previous document and refer to the "Corrected Investor Presentation" enclosed herewith.

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 – MAY 2019

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Aurionpro Solutions Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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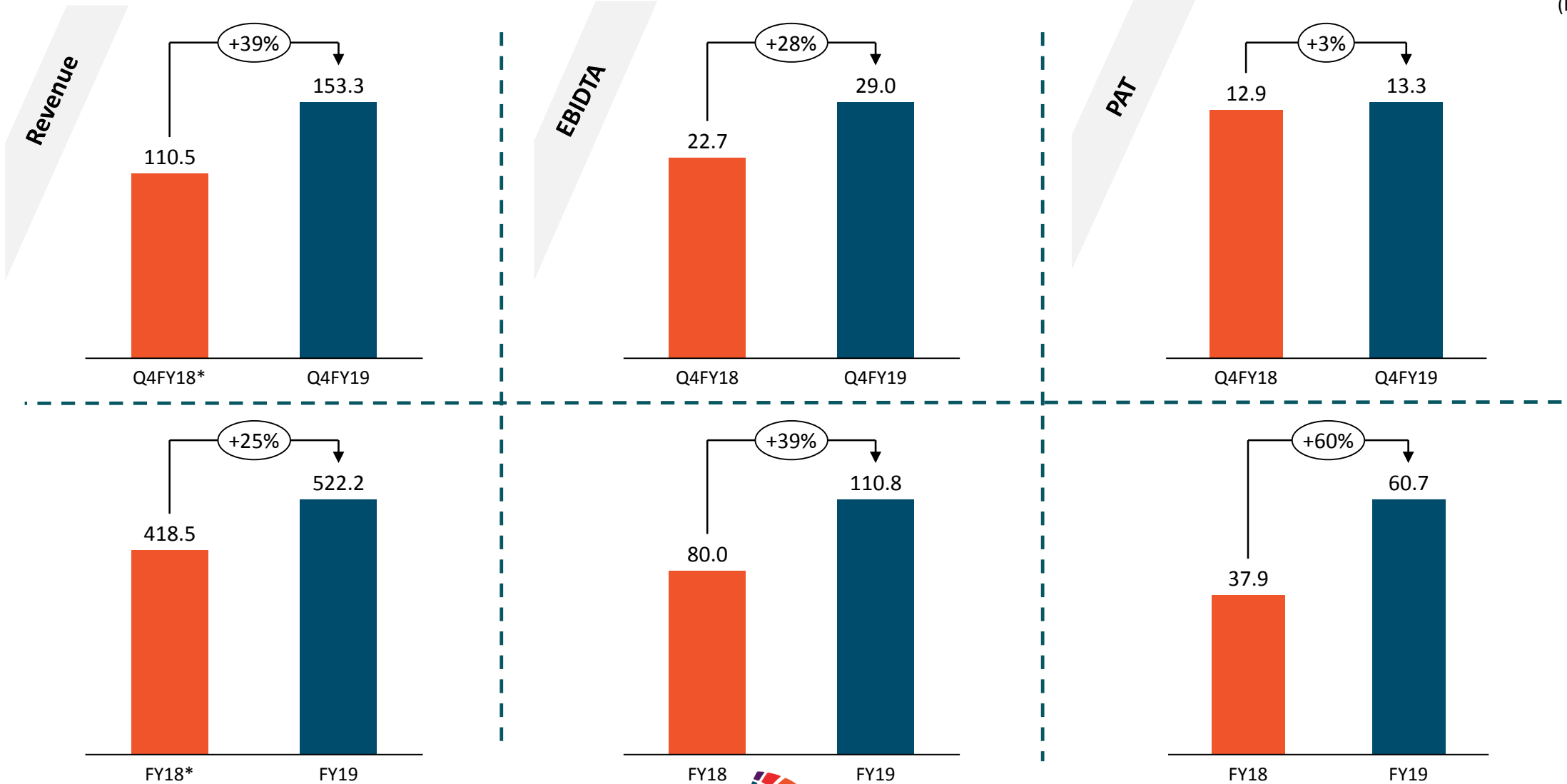


Q4 & FY19 Performance Snapshot



Performance Highlights for Q4 & FY19*#

(Rs. In Crores)



#Previous year figures have been regrouped and rearranged to make them comparable with the current year figures

*Figures for Q4FY18 & FY18 have been regrouped after effecting the impact of discontinued IAM business and Demerger of Trejhara Solutions Limited

Strong Year of Performance[#]

(Rs. In Crores)

Revenue

25% growth in revenues

+25%

418.5

522.2

FY18

FY19

EBIDTA

39% growth in EBIDTA with margin expansion of 211 bps

+39%

80.0

110.8

FY18

FY19

19.1%

21.2%

FY18

FY19

PAT

60% growth in PAT with margin expansion of 258 bps

+60%

37.9

60.7

FY18

FY19

9.1%

11.6%

FY18

FY19

- ✓ **Revenue** for FY19 **grew by 25%** to Rs. 522 crs as compared to Rs. 418.5 Crs in FY18.
- ✓ Revenue growth was majorly on the back of new order wins across verticals and strong execution and successful completion of exiting projects on time.
- ✓ We see immense growth opportunities in each verticals and are confident of sustaining this growth profile going forward.
- ✓ **EBIDTA** for FY19 stood at Rs. 111 Crs as compared to Rs. 80 Crs a **growth of 39%** Y-o-Y. EBIDTA margins stood at 21.2% as compared to 19.1% for FY18, **an increase of 211 bps**.
- ✓ Increase in EBIDTA margins was due to increased revenues which helped the operating leverage play out, efficient execution of the orders and cost efficiency programmes across the verticals.
- ✓ The Net Profit **grew by 60%** for FY19 to Rs. 61 Crs as compared to FY18 of Rs. 38 Crs. Net Profit Margin of the company stood at 11.6% vs 9.1% an **increase of 258 bps** Y-o-Y.

[#]Previous year figures have been regrouped and rearranged to make them comparable with the current year figures



Adjusted EBIDTA & PBT after One Off's

Adjusted EBIDTA

Particulars (Rs. In Crs)	Q4 FY19	Q4 FY18	% Change	FY19	FY18	% Change
Reported EBIDTA	29.0	22.7	28%	110.8	80.0	39%
Reported EBITDA %	18.9%	20.5%	-163 bps	21.2%	19.1%	211 bps
Adjustments						
Add: Fixed Asset W/o incl in Other Expenses	4.2	-		4.2	-	
Adjusted EBITDA	33.2	22.7	46%	115.0	80.0	44%
Adjusted EBITDA %	21.7%	19.1%	112 bps	22.0%	19.1%	292 bps

Adjusted PBT

Particulars (Rs. In Crs)	Q4 FY19	Q4 FY18	% Change	FY19	FY18	% Change
Reported PBT	19.5	13.0	50%	75.6	39.3	92%
Reported PBT %	12.7%	11.7%	100 bps	14.5%	9.4%	509 bps
Adjustments						
Add: Fixed Asset W/o incl in Other Expenses	4.2	-		4.2	-	
Adjusted PBT	23.7	13.0	83%	79.9	39.3	103%
Adjusted PBT %	15.5%	11.7%	375 bps	15.3%	9.4%	590 bps

Quantifiable Adjustment

- ✓ During the Quarter ended, there was a Fixed Asset write-off to the tune of Rs. 4.2 crs which is exhibited in the P&L as a part of "Other Expenses" before EBITDA as per the accounting standards. However, adjusting for the same, the EBITDA is to the tune of Rs. 33.2 Crs with EBITDA margins at 21.7% up by 112 bps as compared to Q4FY18.
- ✓ EBIDTA for FY19 after adjustment stood at Rs. 115.0 Crs a growth of 44% as compared to Rs. 80.0 Crs for FY18. EBIDTA margins for FY19 stood at 22% with an increase of 292 bps.
- ✓ PBT after adjustments stood at Rs. 23.7 Crs and Rs. 79.9 Crs with PBT margins of 15.5% and 15.3% for Q4FY19 and FY19 Respectively. PBT margins for FY 19 grew by 590 bps after adjustments on Y-o-Y basis.

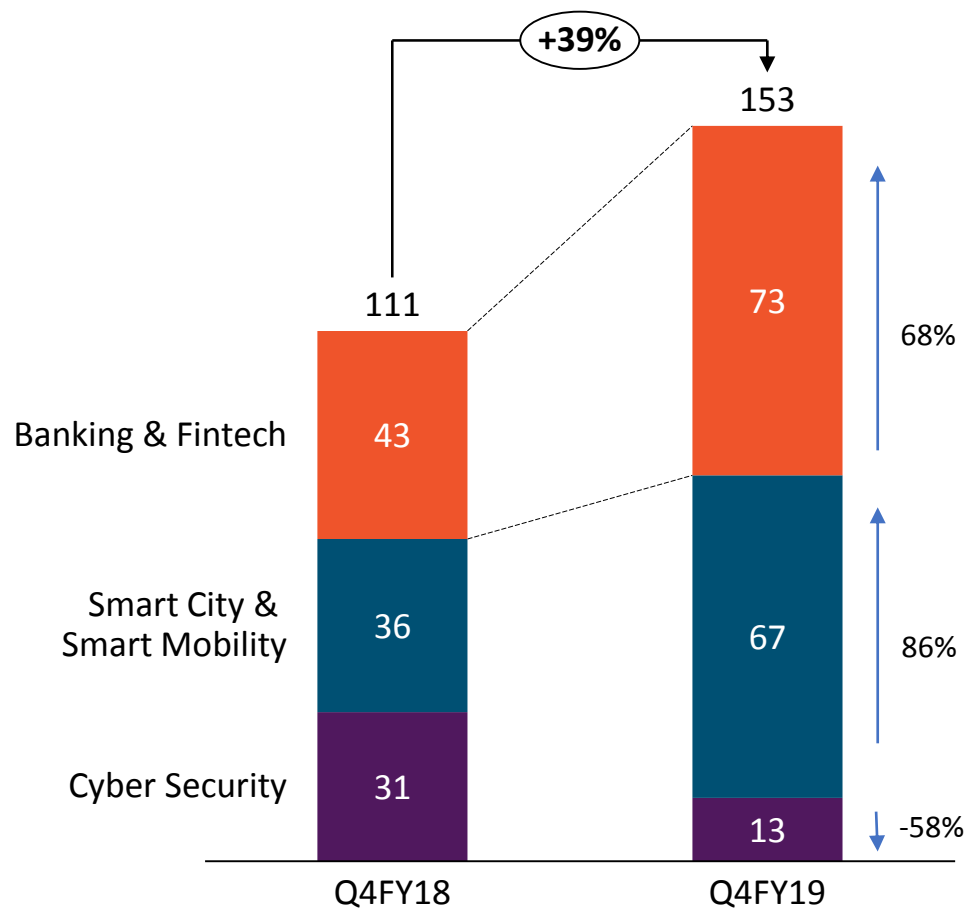
Non-Quantifiable Adjustment

- ✓ Revenue and cost up to the tune of Rs. 23 Crs has been booked in Q4FY19 for an ongoing government project, for which profits will accrue and will be booked in the coming year.

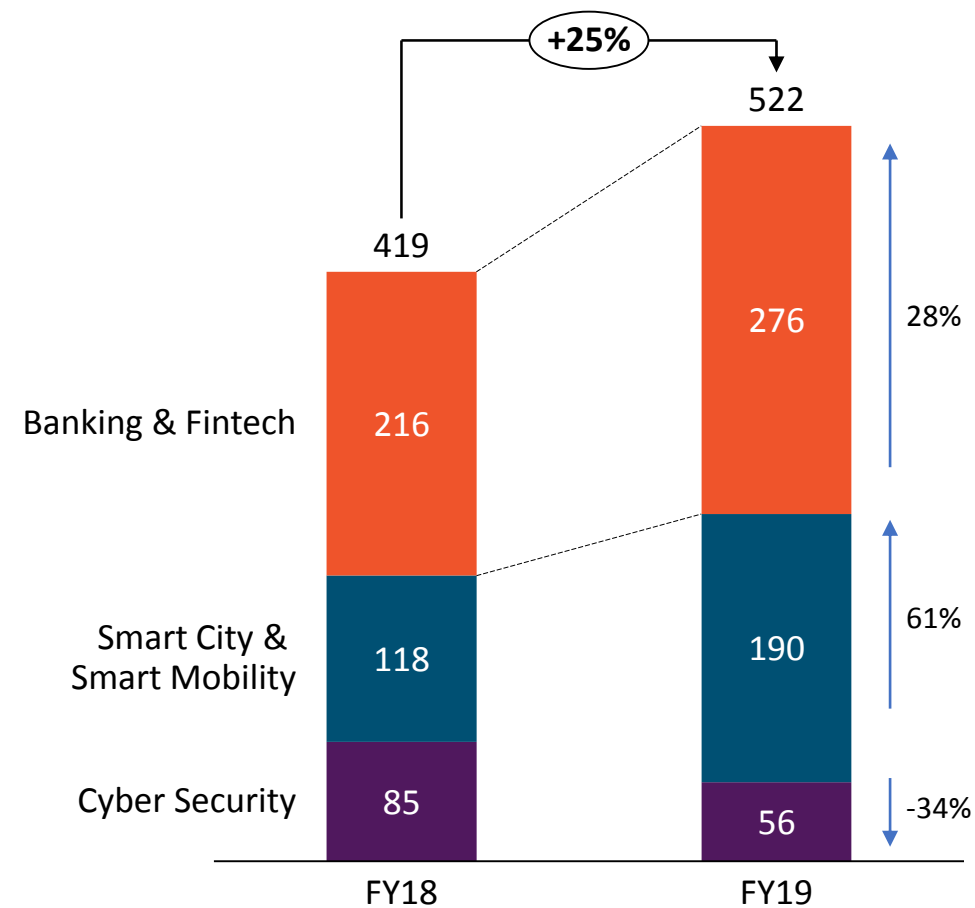


Revenue Mix Across Segments

Quarterly Revenue Growth across Segments



Annual Revenue Growth across Segments



Banking & Fintech

- One of the **leading bank in Oman**, has selected Aurionpro's **iCashpro+ Transaction Banking Solution** to implement a B2B portal for offering Transaction Banking services to their corporate, SME and Islamic banking customer segments.
- One of the **private sector banks in India** goes live with **iCashpro+ H2H facility** to process bulk transaction files having alternatives such as Utility based solution as well as API based payment solution.
- One of the **leading domestic bank in UAE** goes live with **iCashpro+ Gatekeeper solution**. In the place of transactions processed through digitally signed file either through customer ERP or manually will now be able to authenticate and authorize by the user by the Gatekeeper system.
- One of the **leading bank in Singapore** has been using **REACH CLIMS** for their collateral perfection process, covenant monitoring, valuation, safekeeping custodian and limits utilization validation in their Singapore Head Office.
- **Largest Singapore bank in Indonesia** went live with **Credit Master (SMLC)** so that they can process their commercial and corporate loans in a structured manner with an improved Credit Underwriting process.
- One of the **largest bank in Malaysia** used the **ICMS (SMLC)** to perform data entry of their existing customers such that they can carry out screening using **BNM CCRIS and CTOS**.
- One of the **fastest growing bank in Vietnam** went **Live with 2 pilot branches** and its sub-branches on 11th March and 18th March 2019 respectively. This is a big achievement for both teams to able to digitalize bank's Corporate/SME/Retail loan processing with Bank-wide Collateral & Limits Management in 15 months.

Smart City & Smart Mobility

Navi Mumbai Municipal Corporation

- Aurionpro has **won the bid from NMMC** for System Integrator for Design, Development, Implementation and Maintenance of Integrated Enterprise Solution (E- Governance).

Maharashtra Metro Rail Corporation Limited - Nagpur AFC

- Went **Live on 5 Stations** for Nagpur Metro on Automatic Fare Collection system and working functionality with QR based ticketing System

Cyber Security - ISLA

- Announced formal **release of the 4.0 version - the first ever hybrid Isolation platform** in the market with key product differentiator features that include threat blocking, dashboards & URL categorization
- Continuing to help BestBuy scale their deployment. Provided multiple releases to support Best Buy customizations
- Acquired the **first customer to sign up for Try & Buy in the Philippines**. More than **10 active POC's underway** in the Philippines.



Buy back update as on 30th April 2019

- ✓ Company has approved, vide its board meeting on 25th March 2019, buyback of full paid-up equity shares of face value Rs. 10 each from its shareholders/beneficial owners excluding promoters, promoter group and persons who are in control of the Company, via the "open market" route through the stock exchanges, for a total amount not exceeding Rs. 20 Crs and at a price not exceeding Rs. 185 per share, payable in cash.
- ✓ Till 30th April 2019, the company bought back 2,45,698 full paid equity shares. Amount utilized for buyback of these shares is Rs. 3.62 Crs.

Particulars	
Total amount earmarked for Buy back (Rs. in Crs)	20.00
Cumulative amount utilized for Buy back till 30 th April 2019 (Rs. in Crs)	3.62
Cumulative number of equity shares bought back till 30 th April 2019	2,45,698

Dividend

The Board has recommended a Dividend of **Rs.2/- (20%) per equity share** of face value of Rs.10/- each in its meeting held on 02/05/2019, subject to approval of the members of the Company at the ensuing Annual General Meeting.



Q4 & FY19 Consolidated Profit & Loss Statement[#]

Particulars (Rs. In Crs)	Q4 FY19	Q4 FY18	Y-o-Y%	FY19	FY18	Y-o-Y%
Revenue from Operations	153.3	110.5	39%	522.2	418.5	25%
Less: Expenses						
Software Development Charges	74.3	36.7		195.3	129.2	
Changes in Inventories	-10.1	-7.1		-13.5	-6.8	
Employee Expenses	41.1	47.6		163.9	174.3	
Other Expenses	18.9	10.7		65.6	41.9	
Total Expenses	124.3	87.8		411.3	338.5	
Reported EBITDA	29.0	22.7	28%	110.8	80.0	39%
EBIDTA %	18.9%	20.5%	-163 bps	21.2%	19.1%	211 bps
Depreciation & Amortization	8.2	8.1		31.0	32.2	
Other Income	2.3	1.5		7.3	4.3	
Reported EBIT	23.1	16.1	44%	87.1	52.1	67%
Share of Profit of Associates	0.2	0.0		0.5	0.0	
Finance Cost	3.8	3.1		11.9	12.7	
Reported PBT	19.5	13.0	50%	75.6	39.3	92%
Tax	6.2	0.0		14.9	1.4	
Reported PAT	13.3	12.9	3%	60.7	37.9	60%
PAT %	8.7%	11.7%	-299 bps	11.6%	9.1%	258 bps
EPS	4.7	4.3		24.1	12.8	

[#]Previous year figures have been regrouped and rearranged to make them comparable with the current year figures



Consolidated Balance Sheet*#

ASSETS (Rs. in Crs)	31-Mar-19	30-Sep-18	31-Mar-18
ASSETS			
Non-current assets			
Property, plant and equipment	63.7	51.5	59.7
Capital work-in-progress	14.7	35.4	2.7
Other intangible assets	170.7	131.5	135.4
Intangible Assets under Development	82.2	67.9	24.8
Goodwill	61.7	53.0	114.4
Financial assets			
- Investments	17.8	3.6	3.4
- Other financial assets	12.1	3.7	3.0
Non-Current Tax Assets			
Deferred tax assets (net)	34.2	39.4	36.1
Income tax assets (net)	15.1	11.1	12.1
Other non-current assets	1.8	2.0	6.6
Sub-total - Non-Current Assets	474.0	399.1	398.3
Current assets			
Inventories	29.1	16.1	15.6
Financial assets			
- Trade receivables	196.0	124.8	127.5
- Cash and cash equivalents	35.2	50.5	124.5
- Bank balances	11.6	14.9	10.6
- Other financial assets	26.3	38.9	28.3
Other current assets	145.3	133.4	109.3
Sub-total - Current Assets	443.4	378.6	415.8
TOTAL - ASSETS	917.4	777.7	814.0

LIABILITIES (Rs. in Crs)	31-Mar-19	30-Sep-18	31-Mar-18
EQUITY AND LIABILITIES			
Equity Share capital	23.6	23.6	23.6
Non Controlling Interest	44.3	44.0	120.9
Other equity	474.0	448.1	385.9
Sub-total - Shareholders' funds	541.9	515.7	530.4
Non-current liabilities			
- Borrowings	56.2	57.0	19.7
- Provisions	2.9	2.2	3.4
Sub-total - Non-current liabilities	59.1	59.2	23.1
Current liabilities			
Financial liabilities			
- Borrowings	35.3	21.6	33.1
- Trade payables	141.4	51.3	67.1
- Other financial liabilities	59.0	58.7	75.4
Other current liabilities	60.9	49.2	57.1
Provisions	3.8	4.2	2.8
Current tax liabilities (net)	16.1	17.8	25.0
Sub-total - Current liabilities	316.5	202.8	260.6
TOTAL - EQUITY AND LIABILITIES	917.4	777.7	814.0

#Previous year figures have been regrouped and rearranged to make them comparable with the current year figures

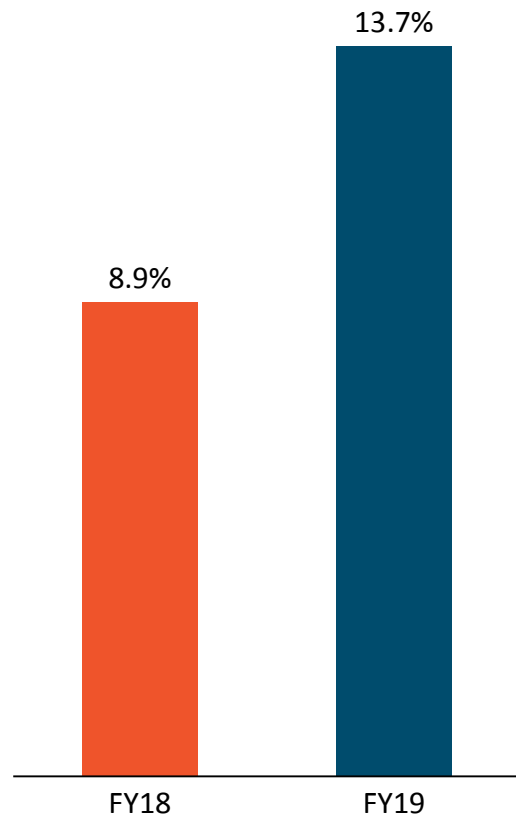
*Post Demerger balance sheet

FY19 Consolidated Cash Flow Statement

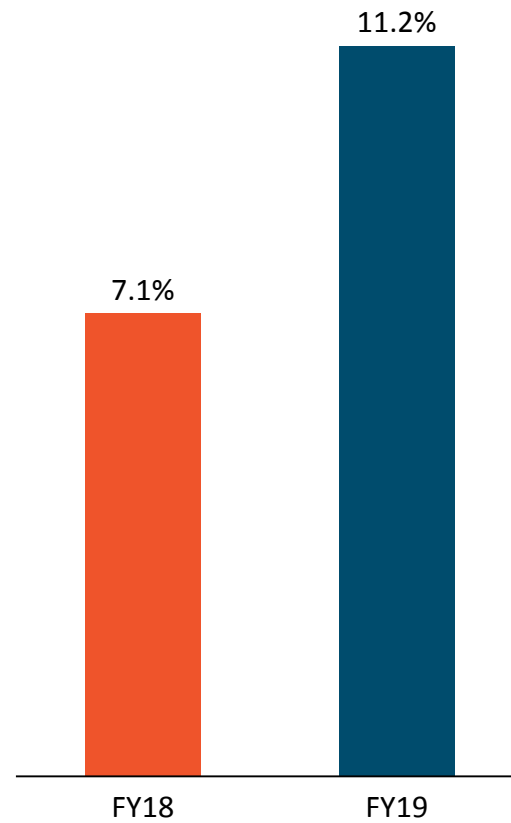
Particulars	Rs. in Crs	Rs. in Crs
Cash flows from Operating Activities		
Net Profit before tax & before share of profits from Associates		75.6
Adjustments:-		
Depreciation	31.0	
Interest income	(4.3)	
Interest Expenses	11.9	
Provision for doubtful debts	0.6	
Loss on sale of property, plant and equipment	9.9	
ESPS/Stock option Plan	1.3	
Unrealised foreign exchange differences (net)	7.7	133.8
Movement in Working Capital (Net)		
Increase in trade payables, current liabilities, provisions and other long-term liabilities	58.4	
Increase in Inventories	(13.5)	
Increase in trade receivables, loans and advances, current and non-current assets	(101.3)	
Less: -Income taxes paid	(26.8)	(83.2)
Net cash generated from Operating Activities		50.6
Cash flows from Investing Activities		
Increase due to Purchase of PPE, CWIP and Intangible (including AFC project)	(62.9)	
Increase in Intangible Assets	(81.6)	
Investments in Bank Fixed Deposits	(10.1)	
Payment towards acquisitions	(14.5)	(169.1)
Cash flows from Financing Activity		
Loans taken (net)	41.5	
Proceeds from Issue of Equity Shares	0.02	
Dividend Paid	(4.7)	
Interest paid on borrowings	(7.5)	29.2
Net increase in Cash & Bank Balances		(89.3)
Cash and cash equivalent at beginning of year		124.52
Cash and cash equivalent at end of year		35.2



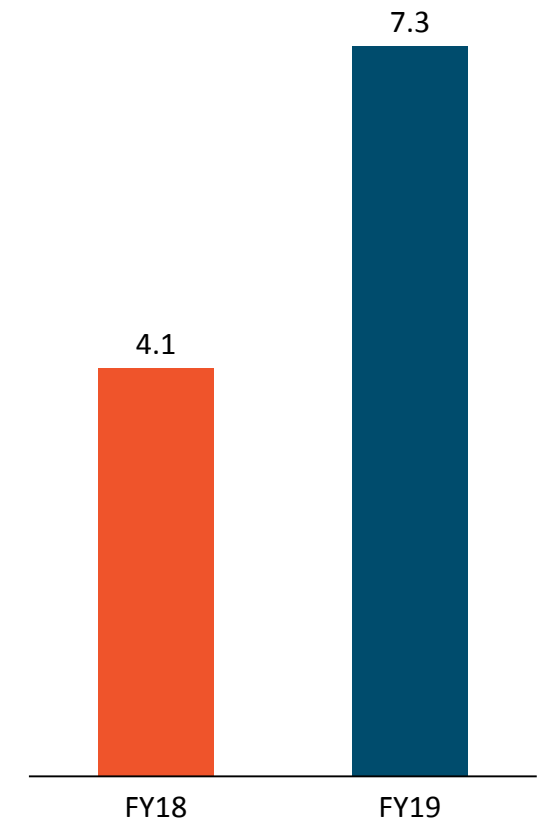
ROCE



ROCE

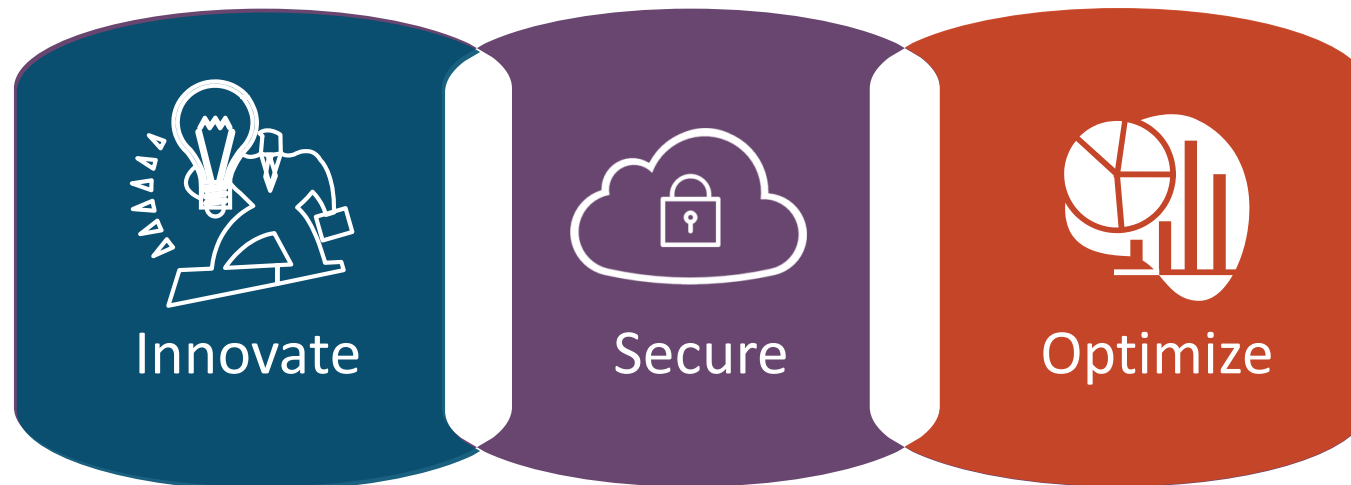


Interest Coverage

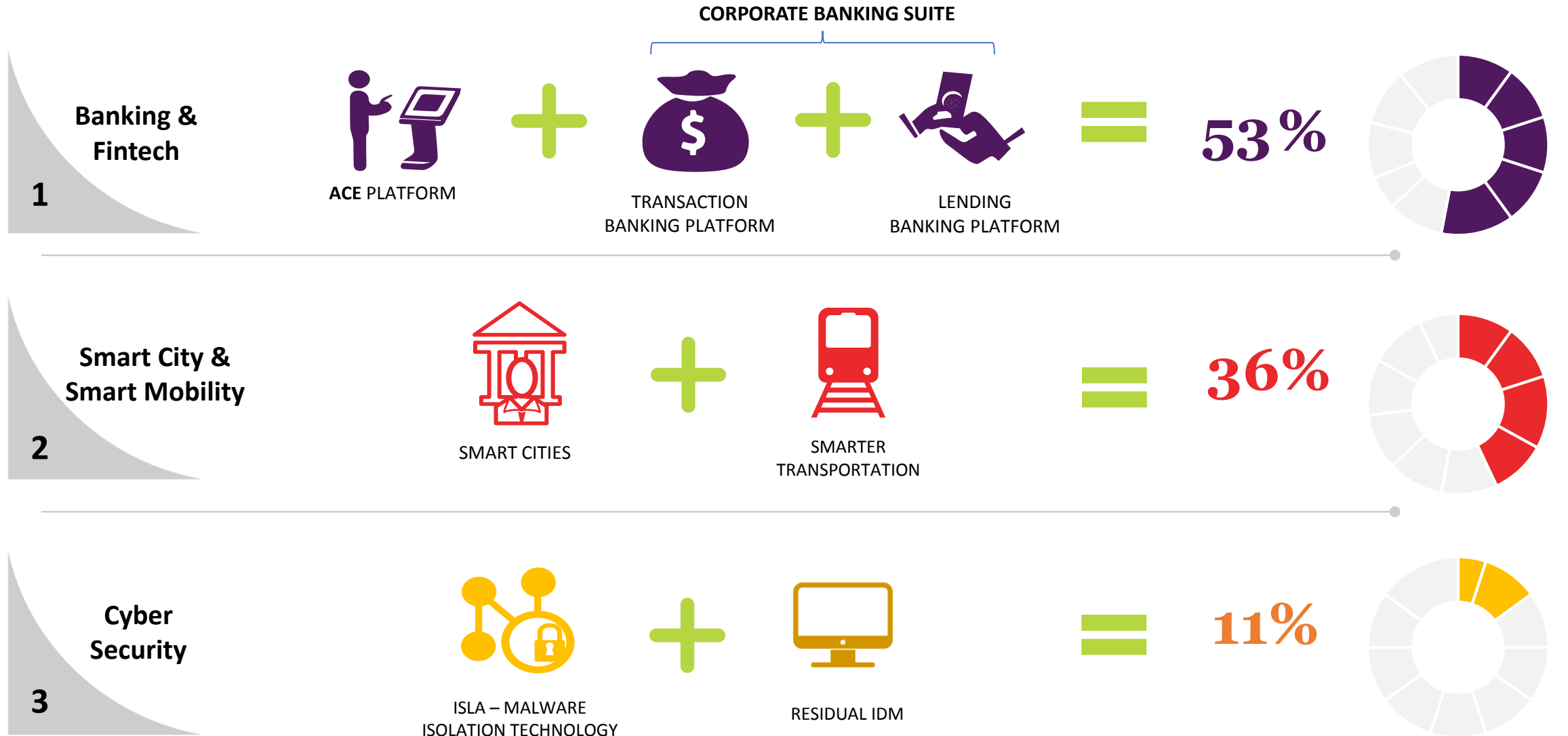




“ We help businesses accelerate digital innovation, securely and efficiently ”



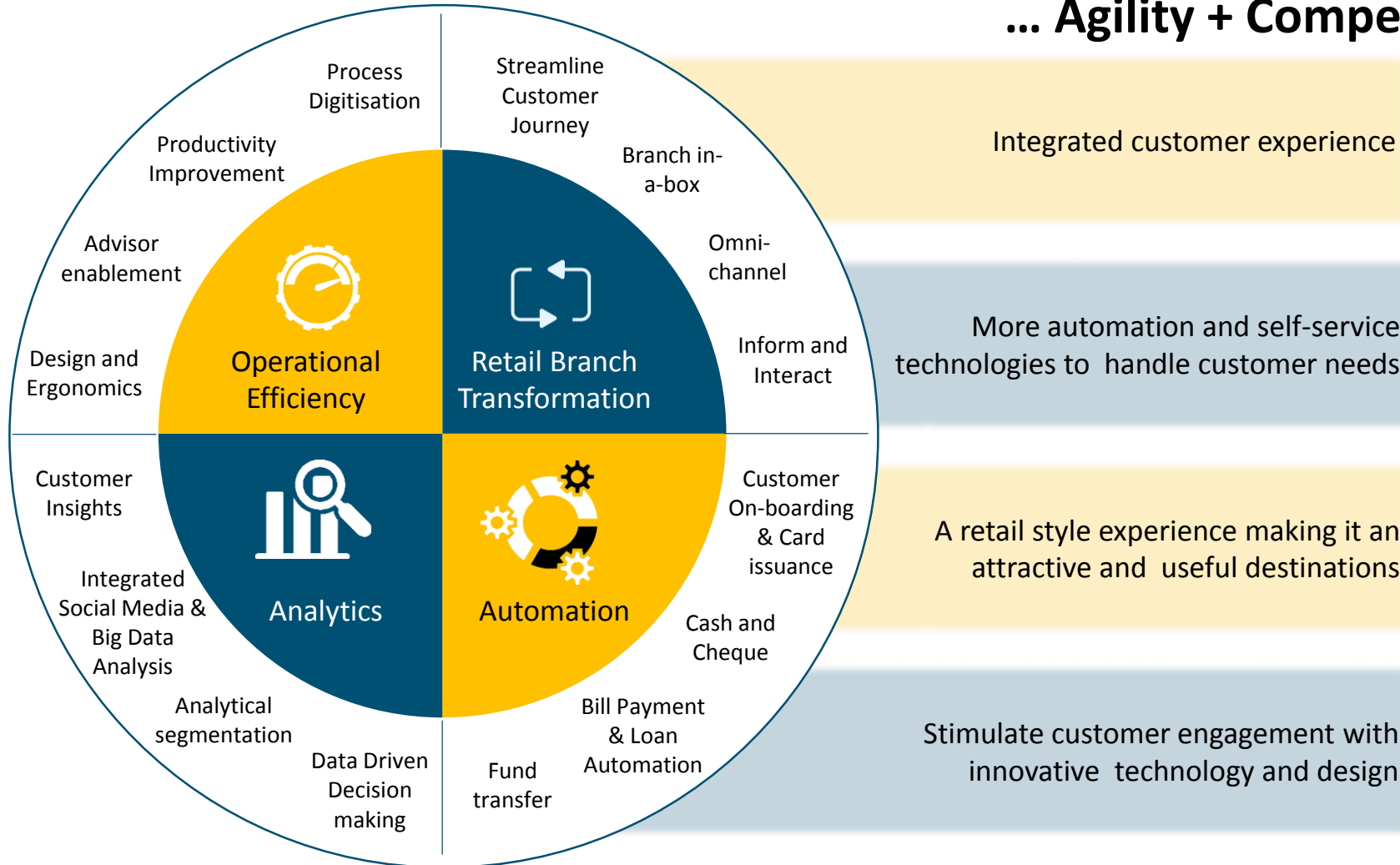
Creating NextGen Digital Infrastructure*



*As per FY19 Revenue



... Agility + Competitiveness + Growth



46%

Save amount spent on postage and paper

43%

Decrease in Customer attrition



50%

Reduction in branch operation cost

60%

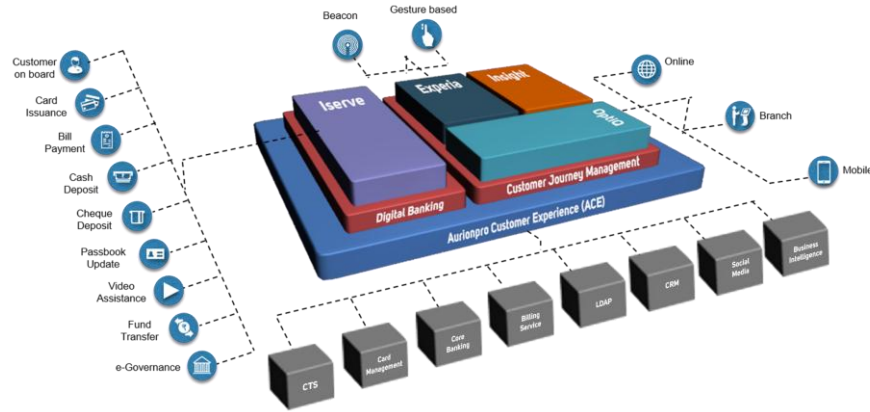
Increase in product sale (cross- upselling)

3 hrs

Increase in teller availability per week



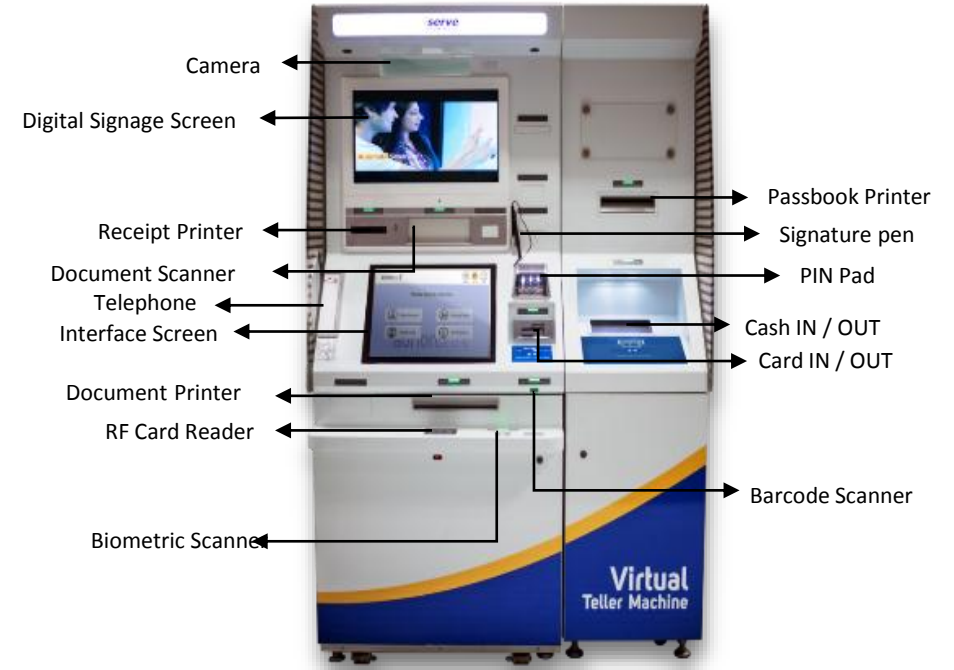
Our integrated ACE Platform to Digitalize the branch operations



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...



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

... End To End Solution

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





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



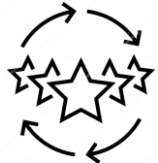
About SC Soft



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

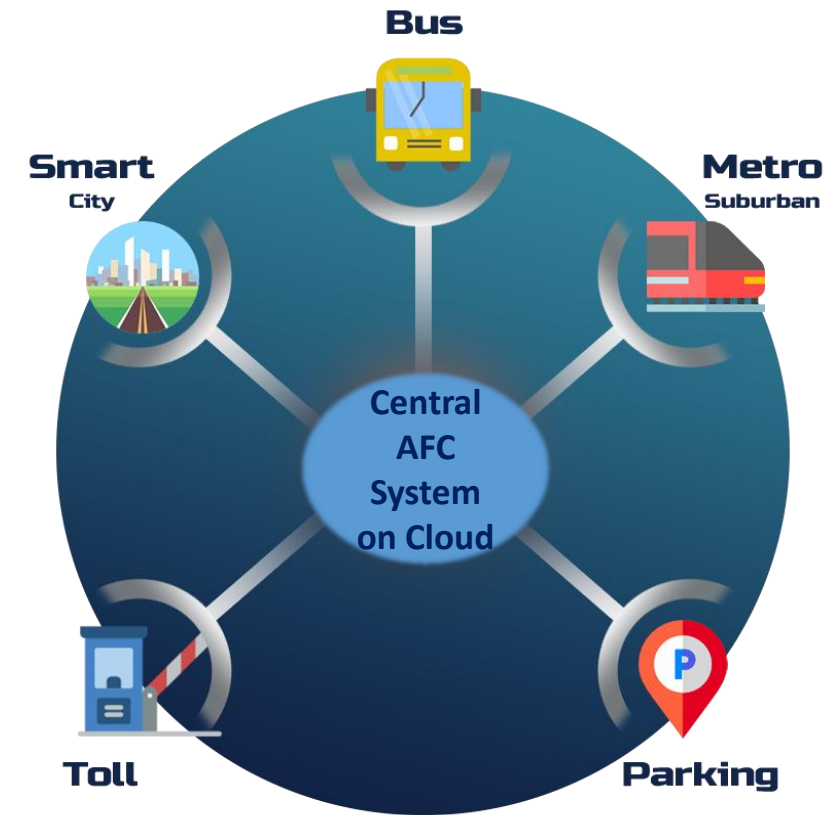


...with a Vision to create Cloud Based SAAS enabled Mass Transit Solutions

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



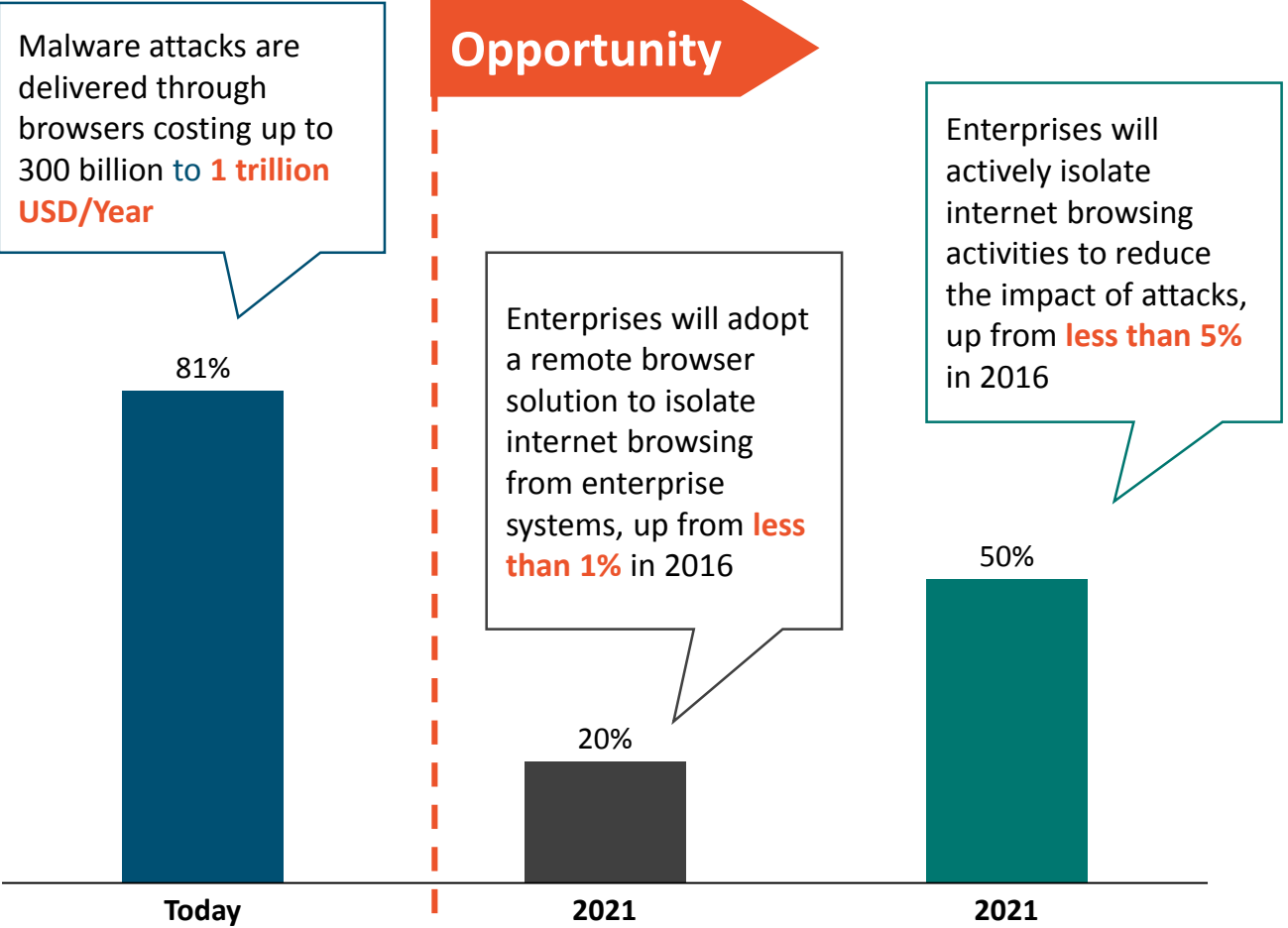
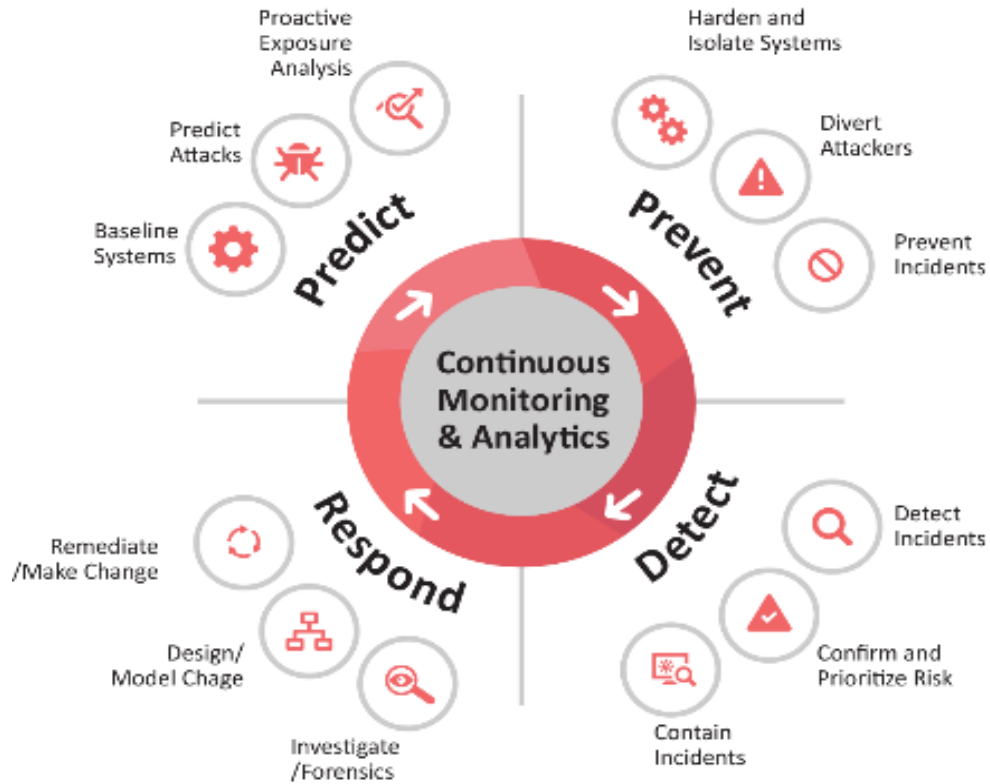


\$10 Bn Global Opportunity



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



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



Sudha Bhushan – Independent Director

- More than a decade of experience in the Audit and Assurance with expertise in Foreign Exchange Management Act, International transaction advisory, structuring and regulatory affairs.
- Extensive experience of handling business transactions from Initial Public Offer to Foreign Direct Investment, advises corporates, PSUs as well as government authorities in lot of intricate transactions
- Member of Committee of International Taxation of WIRC, Institute of Chartered Accountants of India (ICAI), Member of Editorial Committee of WIRC of ICAI and Committee of women empowerment of ICAI.





Sanjay Bali - EVP, Head – South Asia

- 24+ 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.



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.



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 .





Paresh 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.



Yogesh Songadkar – SVP - technology

- Leads practice for Smart city & mobility for Aurionpro Solutions Limited.
- 20+ years experience in technology & business development. In past he has contributed to success of various organizations which includes Zenith, Allied Digital & Trimax in leadership positions.





Samir Shah - Chief Executive Officer - Cyberinc

- 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



Nirav Shah - Chief Operating Officer & Head - Digital Innovation – Cyberinc

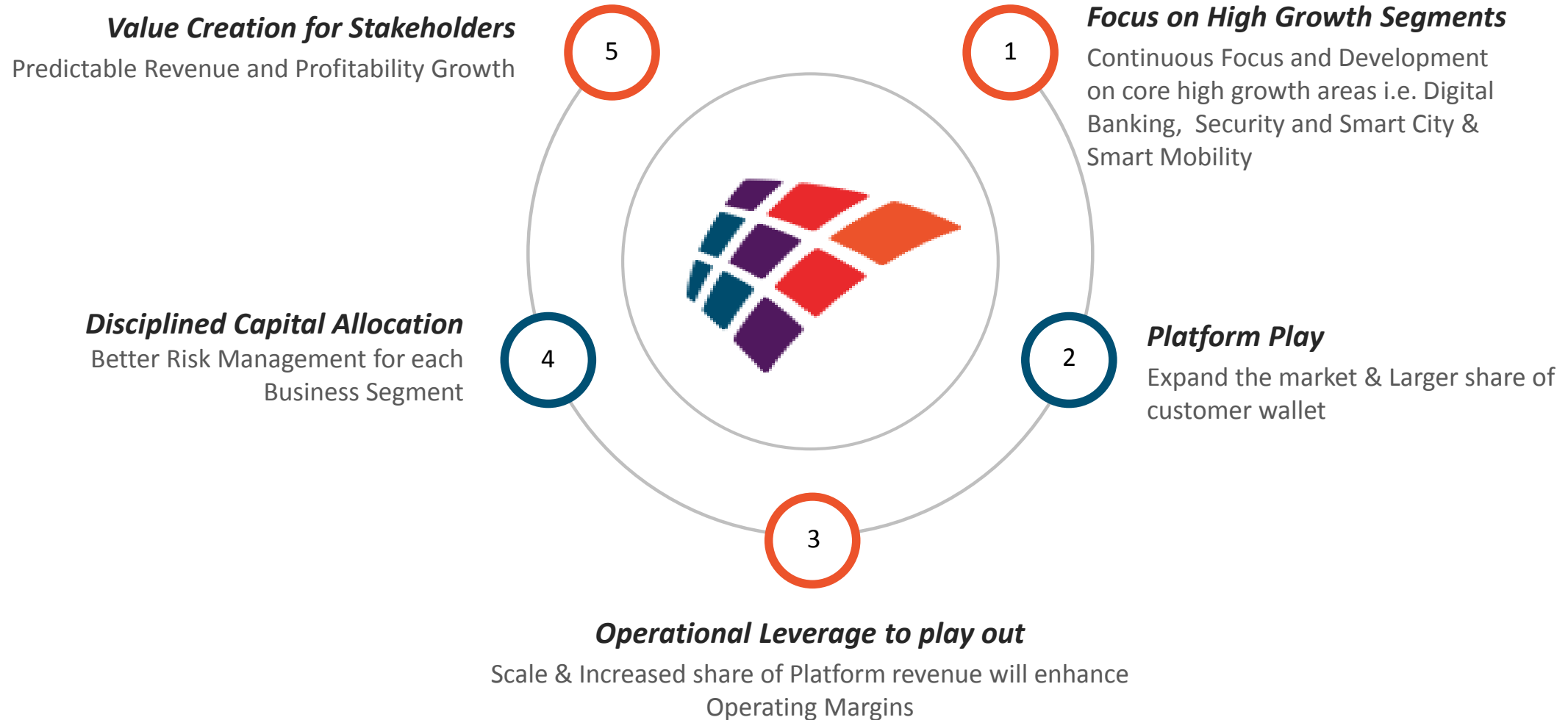
- Spearheads all the key functions like Business units, Delivery Operations, Human Resources and Aurionpro's geographically dispersed engineering strategic business units to ensure optimization of processes and delivery excellence.



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.





Company :



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