

18<sup>th</sup> May 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 year ended 31<sup>st</sup> March 2022.

You are requested to upload the same on your web-site.

Thanking you,

Yours faithfully,

**For Aurionpro Solutions Limited**

  
**Ninad Kelkar**  
**Company Secretary**






Great  
Place  
To  
Work®

Certified  
MAR 2022 - MAR 2023  
INDIA

# A D A P T

The New World  
Order  
Of Digital

Investor Presentation  
2021-22



# We are **Aurionpro**

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We're helping enterprises to embrace a new paradigm of Digital across Banking, Transportation, Logistics, and Government.

We're realizing this by converging advanced technology solutions under "One Platform" to guide Digital Innovation.

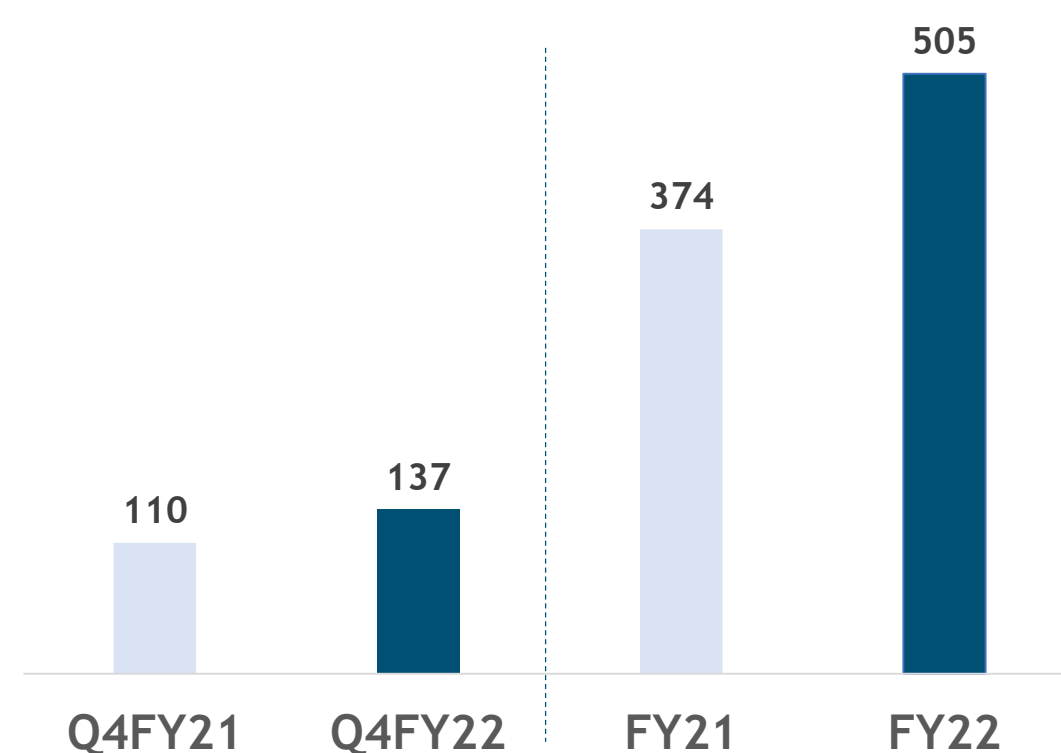
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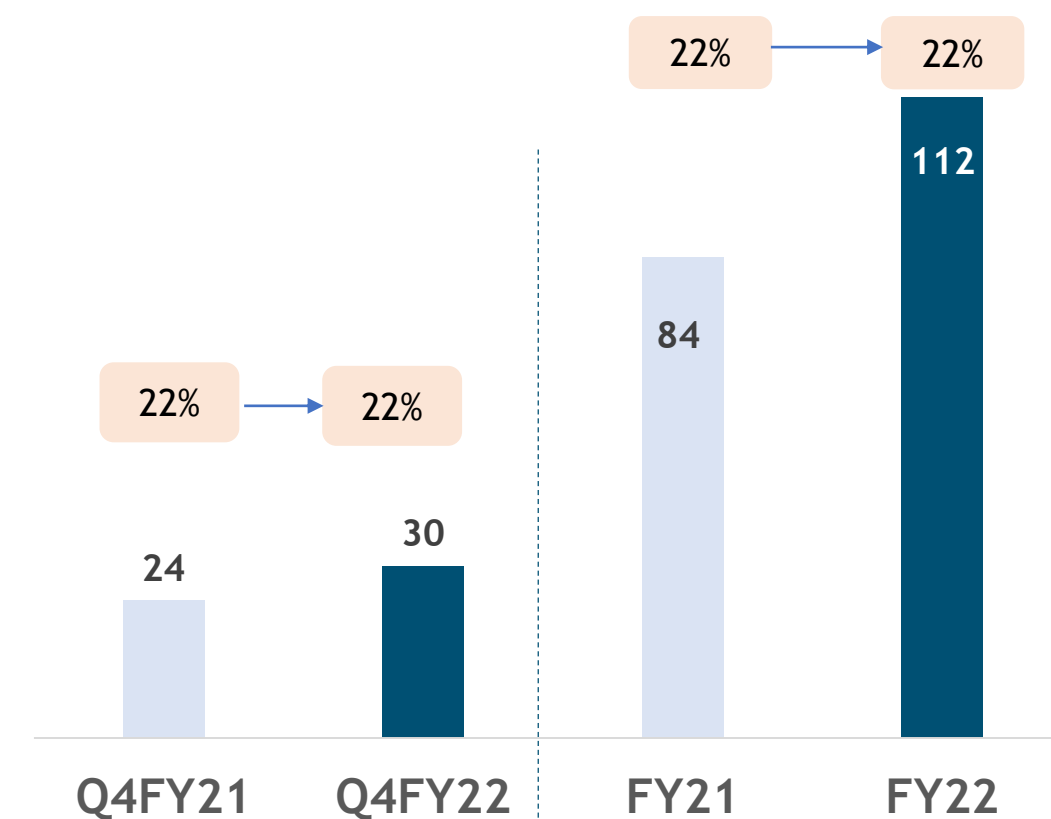
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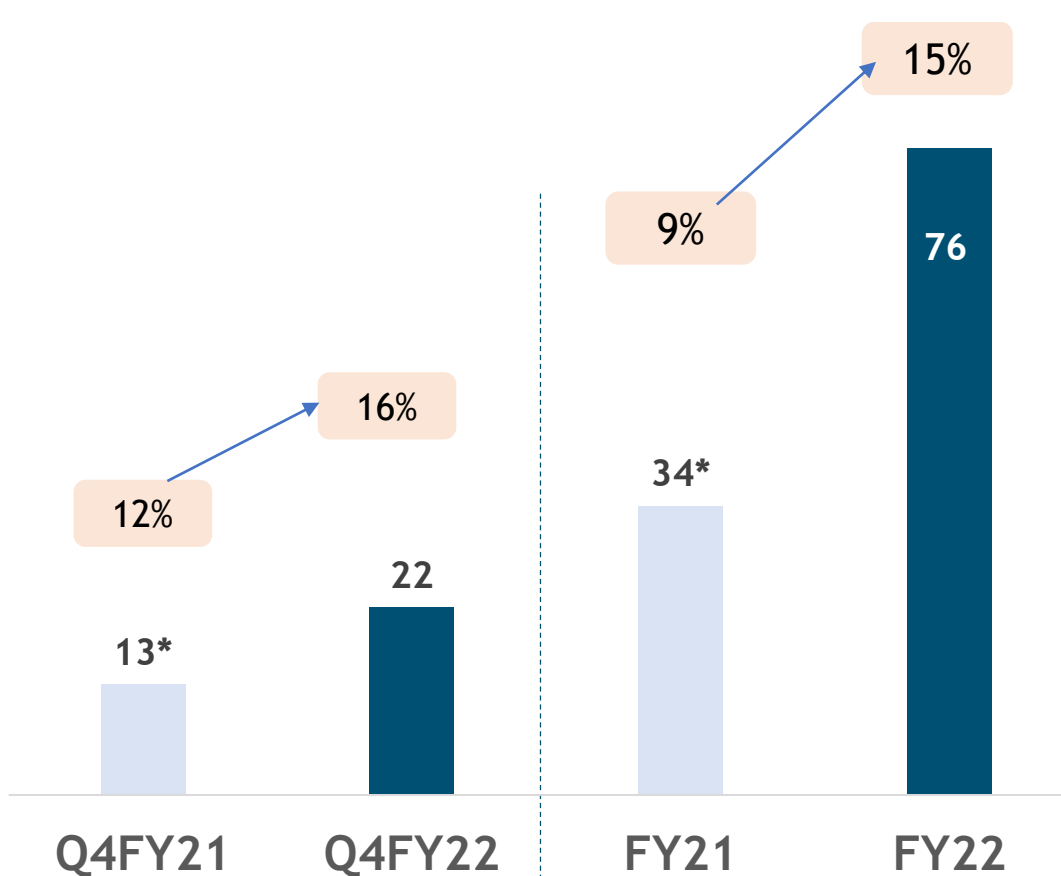
Revenue (INR. Crs)



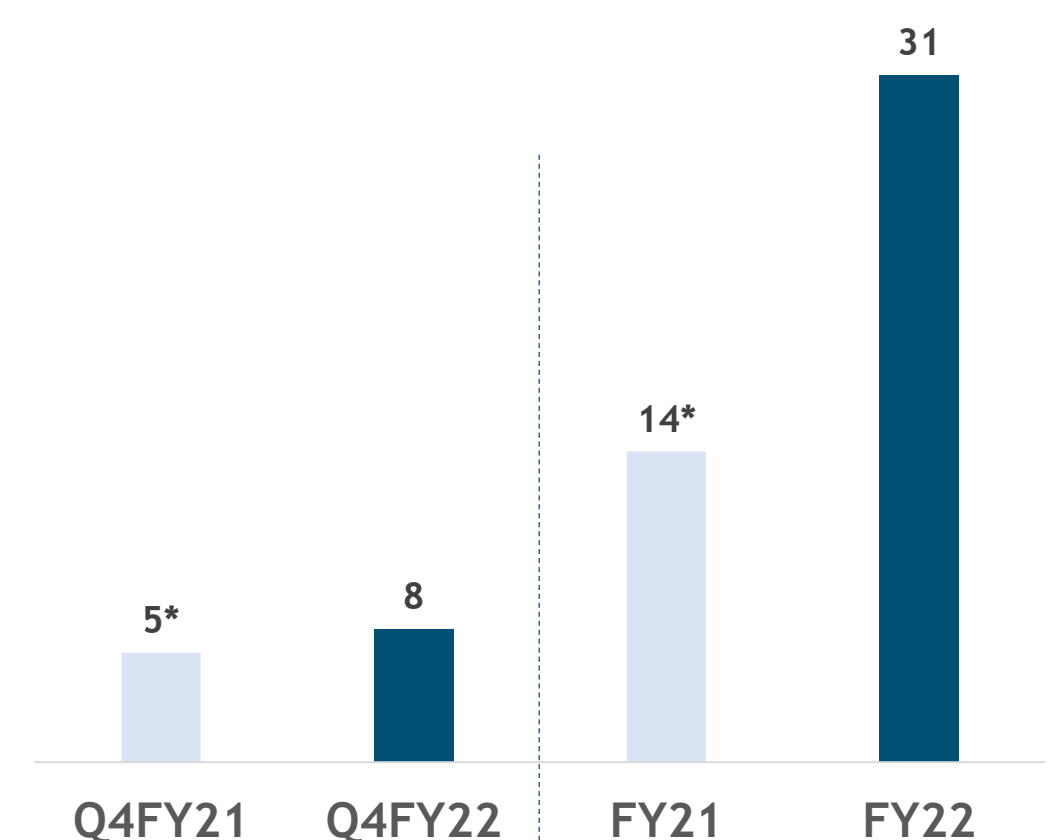
EBIDTA (INR. Crs) & EBITDA Margins (%)



PAT (INR. Crs) & PAT Margins (%)



EPS (INR)



- Revenue for the quarter stood at INR 137 Cr, a staggering growth of 25% on a YoY basis.
- FY22 has been a robust year for the company, where it clocked in a revenue of INR 505 Cr which is a growth of 35% on a YoY basis.
- EBITDA for FY22 stood at INR 112 Cr, whereas in FY21, the company clocked in an EBITDA of INR 84 Cr, which is a strong growth of 33% on a YoY basis.
- PAT for FY22 stood at INR 76 Cr as compared to INR 34 Cr in FY21, which is a growth of more than 124%.
- The EPS has turned around positively on a quarterly as well as yearly basis compared to last year. EPS for FY22 stood at INR 31 as compared to INR 14, which is a commendable growth of more than 121%

\*Adjusted PAT; excludes exceptional items & accelerated amortization

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

*"We are happy to announce FY 22 results, with improved performance on all counts. As we began the year, we focused on positioning ourselves as IP led platforms' company.. We simultaneously increased investments in sales and new product development. This has paid off and is reflected in strong set of numbers with consolidated revenue for FY 22 rising by 35% at INR 505 Cr., EBITDA rising by 33% at INR 112 Cr. and PAT rising by 124% at INR 76 Cr. The PAT margin improved to 15% compared to the 9% previous year.*

*We continued to focus on strengthening the balance sheet . As we complete our investment cycles in ATASPL and SC Soft during the year, we will start building cash reserves. With sustained growth coupled with the reduced debt, free cash flow and healthy balance sheet, all the key financial ratios have improved significantly. As promised earlier, we are happy to resume servicing the shareholders with a recommendation of dividend at INR 2.5 per share.*

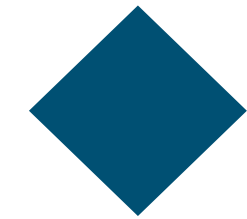
*We are at the beginning of a long term growth trajectory, with all segments having tremendous growth potential. We will further focus on increasing our sales reach, through partnerships and expanding the sales teams across geographies. This will be bolstered by unifying our product offerings which will improve both size and scope of our customer engagements. With a combined order book and pipeline of over INR 2,000 Cr, we are confident to maintain the revenue growth rate as well as the margins for this financial year.*

*We will continue to launch new products this year for Banking & TIG vertical. The major focus this year will be on expanding our AuroPay platform and launch of a new B2B platform offering. We hope this will accelerate future growth at Aurionpro.*

*We are excited about strong growth opportunities as one of the few integrated global players in AFC space. Our recent wins including most notably of California has put us squarely on global map and we hope to consolidate our position further. The growth in the data center business will continue to be strong.*

*The disruptive phase of the pandemic have receded and the businesses are getting back to normal after a long phase of uncertainties. However, there are some new challenges faced by the businesses like shortage of talent, Russia Ukraine war, china lockdown resulting in supply chain disruptions, shortage of chip sets and strong inflationary pressures across the world. However, like the pandemic, we are confident to overcome these challenges and continue with the momentum.*

## Our Focus Area



Strengthening of Balancesheet & building cash reserves



Positioning ourselves as IP led Platform company with increased investment in sales and new product development.

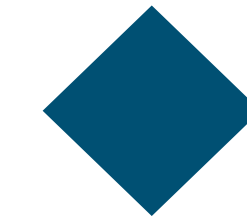


Increasing sales reach through partnerships and expanding sales teams across geographies.

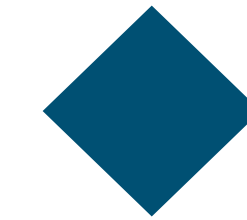


Unifying our product offerings which shall improve size and scope of our customer engagements

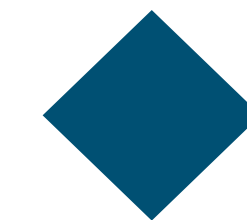
## Way Forward



New product launches scheduled in Banking and TIG



Launch of new B2B platform offerings and expansion of AuroPay.



The acquisition of controlling stake ATASPL and SC Soft to consolidate our position as an integrated global player in AFC space.



With the strong order book and pipeline the growth trajectory is expected to sustain in coming quarters.

# Q4 & FY22 Profit & Loss Account



Particulars (INR In Crs)	Q4FY22	Q4FY21	Y-o-Y	FY22	FY21	Y-o-Y
<b>Revenue from Operations</b>	<b>137.46</b>	<b>110.17</b>	<b>24.78%</b>	<b>505.01</b>	<b>374.02</b>	<b>35.02%</b>
Less: Expenses						
Operating Overheads	54.68	38.84	40.76%	182.60	107.91	69.21%
Changes in Inventories	(7.24)	(1.83)	NA	1.66	0.64	159.94%
Employee Expenses	48.44	39.64	22.22%	175.95	149.78	17.47%
Other Expenses	11.13	9.76	13.96%	33.22	31.92	4.07%
<b>Total Expenses</b>	<b>107.01</b>	<b>86.41</b>	<b>23.84%</b>	<b>393.43</b>	<b>290.25</b>	<b>35.55%</b>
<b>EBITDA</b>	<b>30.46</b>	<b>23.76</b>	<b>29.08%</b>	<b>111.58</b>	<b>83.76</b>	<b>33.20%</b>
<b>EBIDTA %</b>	<b>22.15%</b>	<b>21.45%</b>	<b>70 Bps</b>	<b>22.09%</b>	<b>22.40%</b>	<b>(31) Bps</b>
Depreciation & Amortization	3.43	113.19*	(96.97)%	13.98	139.39*	(89.97)%
Other Income	3.14	1.00	214.57%	5.31	2.97	78.66%
<b>EBIT</b>	<b>30.17</b>	<b>(88.43)</b>	<b>NA</b>	<b>102.92</b>	<b>(52.65)</b>	<b>NA</b>
Finance Cost	2.11	3.75	(43.77)%	8.26	15.80	(47.69)%
Exceptional Items	-	46.18	-	-	46.18	-
<b>PBT</b>	<b>28.06</b>	<b>(138.36)</b>	<b>NA</b>	<b>94.66</b>	<b>(114.63)</b>	<b>NA</b>
Tax	6.49	0.21	NA	19.08	2.93	NA
<b>PAT</b>	<b>21.57</b>	<b>(138.57)</b>	<b>NA</b>	<b>75.57</b>	<b>(117.57)</b>	<b>NA</b>

\* Includes accelerated amortization of INR 105.05 Cr



# Consolidated Balance Sheet

ASSETS (INR in Crs)	FY22	FY21
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	57.48	54.67
Capital work-in-progress	10.08	13.41
Right of use assets	4.05	9.07
Other intangible assets	15.63	13.48
Intangible Assets under Development	1.08	-
Goodwill	67.31	65.89
Financial assets		
- Investments	40.41	35.92
- Other financial assets	9.22	12.41
Non-Current Tax Assets	8.91	8.12
Deferred tax assets (net)	6.96	8.18
Other non-current assets	0.56	0.72
<b>Sub-total - Non-Current Assets</b>	<b>221.74</b>	<b>221.86</b>
Inventories	23.72	26.00
Financial assets		
- Trade receivables	139.00	103.05
- Cash and cash equivalents	40.44	22.19
- Bank balances	17.26	16.38
- Other financial assets	73.16	63.24
Other current assets	129.87	110.30
Assets held for sale	-	52.01
<b>Sub-total - Current Assets</b>	<b>423.48</b>	<b>393.16</b>
<b>TOTAL - ASSETS</b>	<b>645.22</b>	<b>615.02</b>

LIABILITIES (INR in Crs)	FY22	FY21
<b>EQUITY AND LIABILITIES</b>		
Equity Share capital	22.80	22.80
Non Controlling Interest	6.68	3.12
Other equity	374.07	313.67
<b>Sub-total - Shareholders' funds</b>	<b>403.55</b>	<b>339.59</b>
Non-current liabilities		
- Borrowings	32.16	49.57
- Lease Liability	0.71	4.03
- Provisions	5.15	4.41
- Other Non-Current Liabilities	9.74	9.95
<b>Sub-total - Non-current liabilities</b>	<b>47.78</b>	<b>67.95</b>
<b>Current liabilities</b>		
Financial liabilities		
- Borrowings	20.58	64.18
- Lease Liability	3.34	6.30
- Trade payables	78.02	54.13
- Other financial liabilities	31.89	32.42
Other current liabilities	48.01	40.70
Provisions	5.33	4.54
Current tax liabilities (net)	6.68	5.21
<b>Sub-total - Current liabilities</b>	<b>193.88</b>	<b>207.48</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>645.22</b>	<b>615.02</b>

# Abridged Cash Flow Statement

Cash Flow Statement (INR in Crs)	Mar-22	Mar-21
<b>Cash Flow from Operating Activities</b>		
Profit before Tax	94.65	(189.07)
Adjustment for Non-Operating Items	14.52	216.25
<b>Operating Profit before Working Capital Changes</b>	<b>109.17</b>	<b>27.18</b>
Changes in Working Capital	(26.99)	29.06
<b>Cash Generated from Operations</b>	<b>82.18</b>	<b>56.24</b>
Less: Direct Taxes paid	(20.14)	(7.08)
<b>Net Cash from Operating Activities</b>	<b>62.04</b>	<b>49.16</b>
<b>Cash Flow from Investing Activities</b>	<b>30.82</b>	<b>(9.93)</b>
<b>Cash Flow from Financing Activities</b>	<b>74.61</b>	<b>(37.04)</b>
<b>Net increase/ (decrease) in Cash &amp; Cash equivalent</b>	<b>18.25</b>	<b>2.18</b>
Cash & Cash Equivalents at the beginning of the period	22.19	20.00
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>40.44</b>	<b>22.19</b>

# Mapping Our Whereabouts At A Glance



65+ Mn USD Revenue



1700+ Employees



24 Offices in 14 countries



100+ Customers

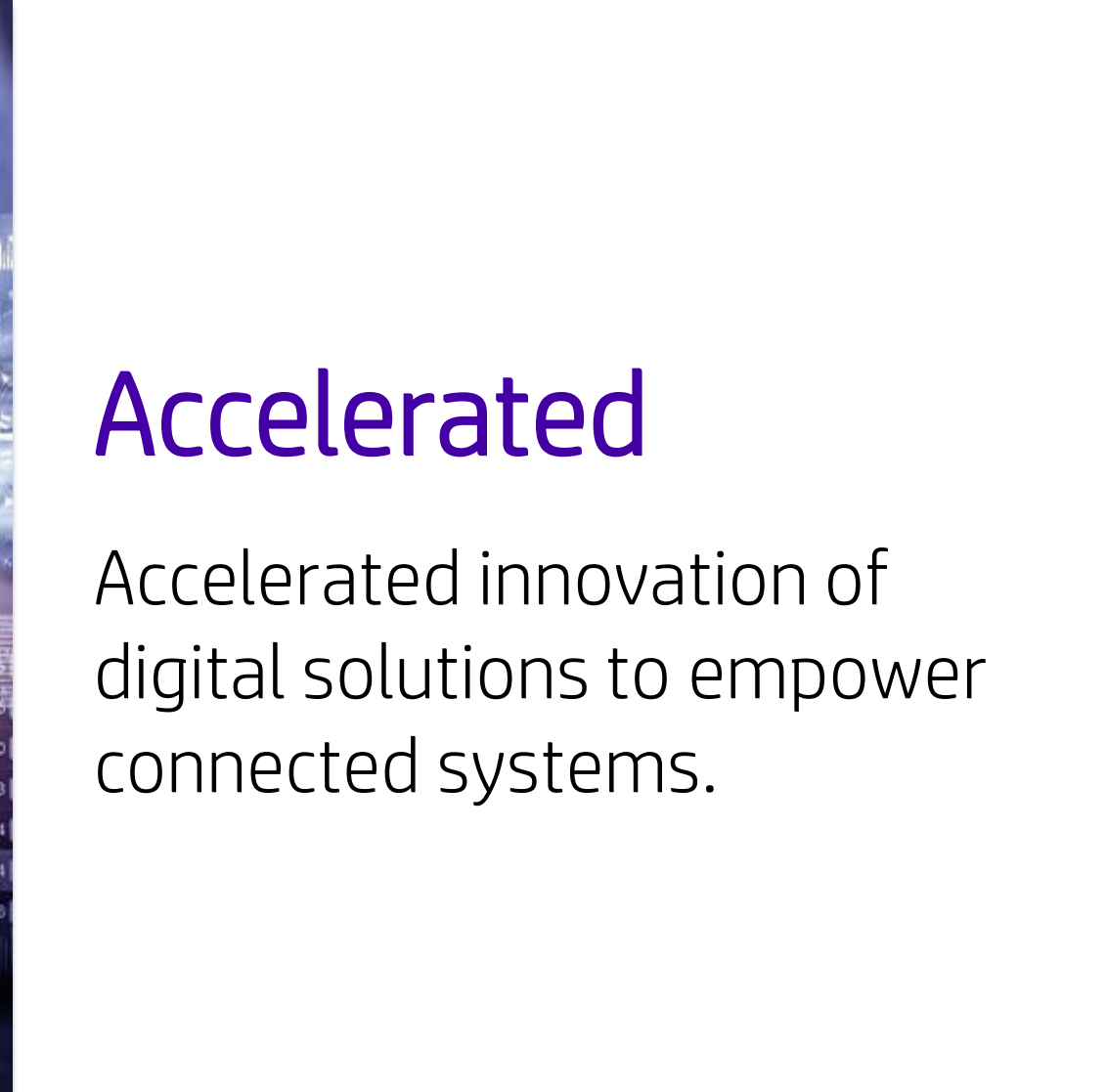
# How We're Defining Digital's New World Order



## Advanced

Advanced process and customer experience touchpoint evolution on emerging tech.

A



## Accelerated

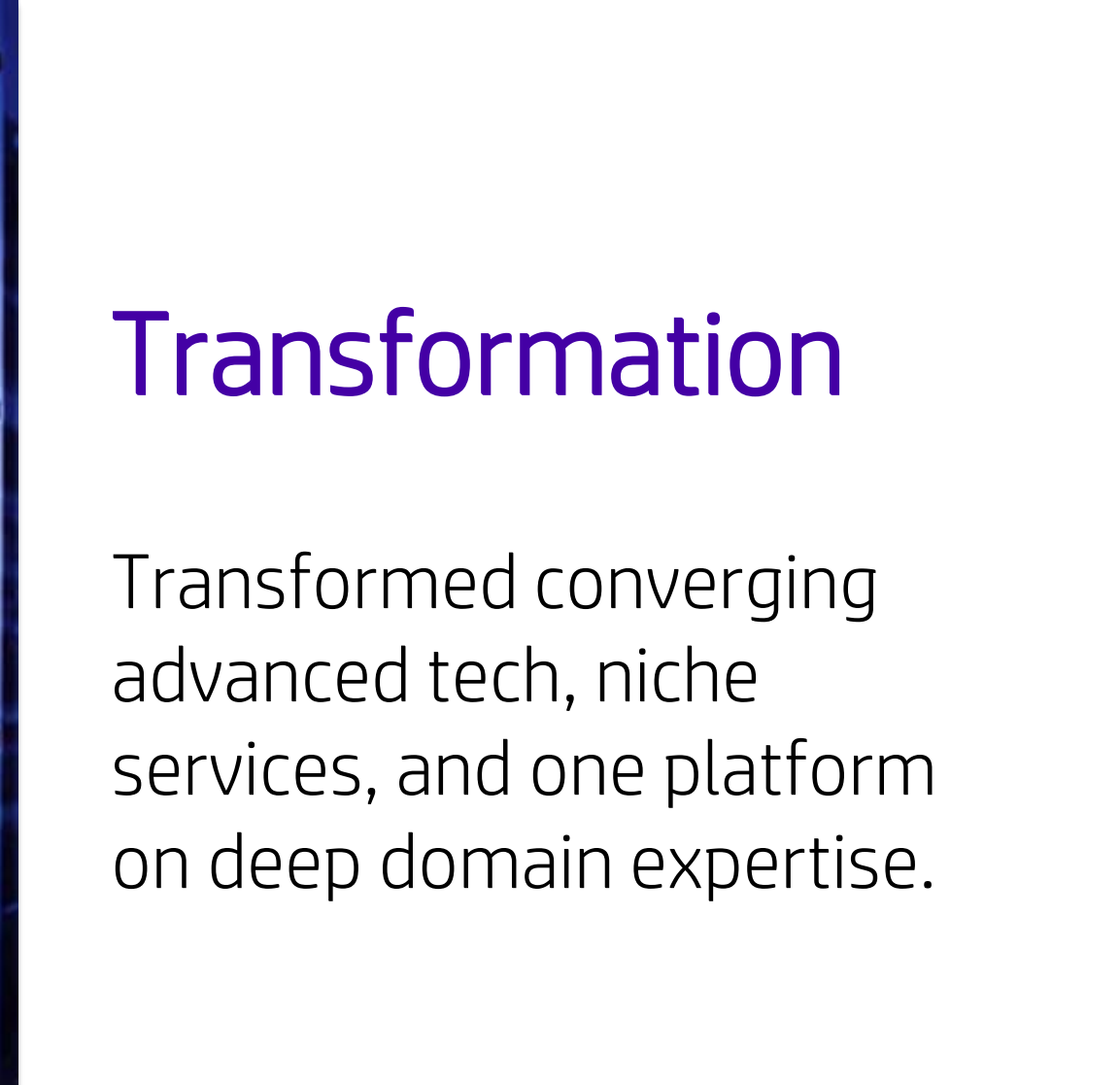
Accelerated innovation of digital solutions to empower connected systems.



## Platform-led

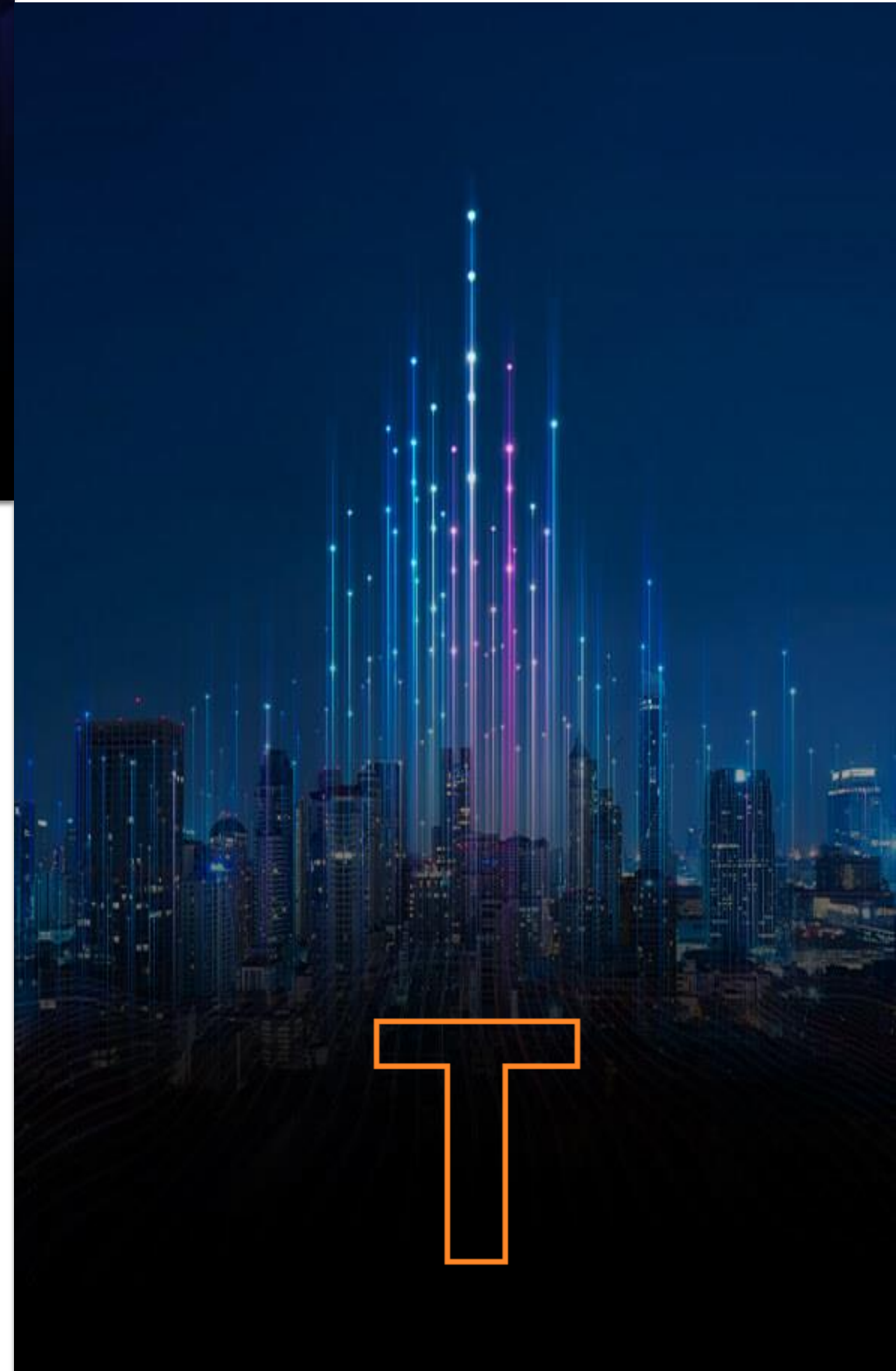
Platform-led digital acceleration with one single umbrella of multi in-house solutions.

P



## Transformation

Transformed converging advanced tech, niche services, and one platform on deep domain expertise.



T

# Ensuring Enterprises **ADAPT** & Succeed



## Advanced

### BFSI Transformation

Digitally transforming retail banking and wholesale banking with focus on credit risk management, transaction banking, treasury functions and payments.



## Accelerated

### Technology Innovation

Empowering smart cities and smart mobility solutions besides supporting businesses with managed IT services.



## Platform-Led

### One Digital Ecosystem

Diverse in-house solutions converged under one single umbrella for end-to-end business transformation.



## Transformation

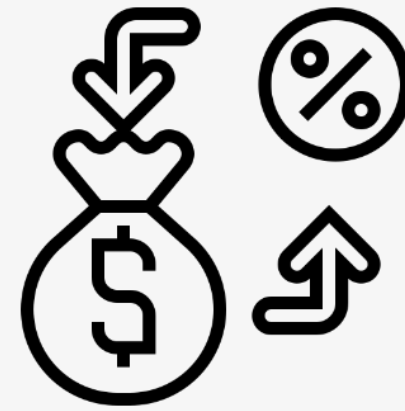
### Across The Business Landscape

The outcome - better CX and wholesale banking operations, accelerated smart city initiatives, seamless transit, and more.

# One Platform-Ecosystem In The Aurionpro World



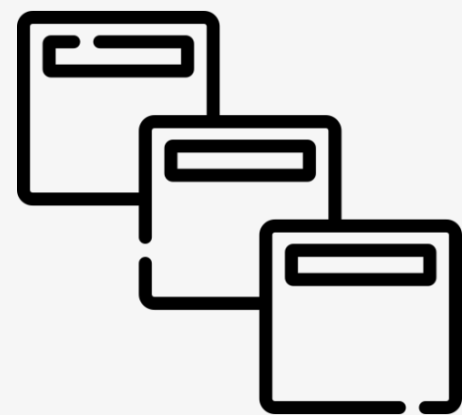
iCashpro+ –  
Transaction  
Banking Solution



Smart Lender Suite  
for Corporate Lending



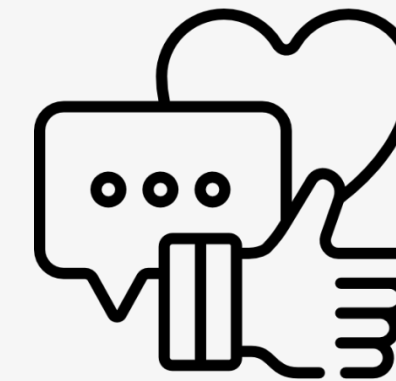
Auropay – Digital  
Payments Systems



Optiq – Queue  
Management System



iServe –  
Self Service Kiosk



Insight – Customer  
Feedback System

# Collectively Scripting Transformation

## Success

### By Sectors



**Banking**



**Mobility**



**Payments**



**Government**

# Collectively Scripting Transformation Success

## By Stats

45%

Reduction in  
Service Time  
across Banks

\$1  
Trillion

In assets supported by  
Smart Lender  
End-to-end credit risk  
management platform

20,000  
+

Smart Terminal  
installations for a  
wide range of  
sectors

190+

Automatic Flap  
Gates for Noida  
Metro Station

5  
Million

Transactions per  
hour with iCashpro+  
Transaction banking  
platform

5  
Lakh

Everyday Commuters in Noida  
& Nagpur leveraging Open  
Loop Card Technology

5

Onboard train  
validators for  
Sacramento Light  
Rail Transit



# Standing Firm On A Robust Partner Network



# Rewarded With A Wall Of Transformed Global Clientele



# Guided Ahead By

## Visionary Leadership



**Mr. Paresh Zaveri**  
Chairman & Managing Director



**Mr. Amit Sheth**  
Co-Chairman & Director

## Executive Leadership



**Mr. Sanjay Bali**  
President & Global Head –  
Tech Innovation Group



**Mr. Shekhar Mullatti**  
President & Global Head - Banking

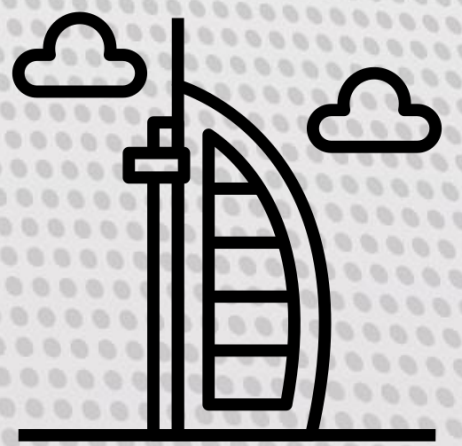
# A Global Driver Of Digital's New Paradigm



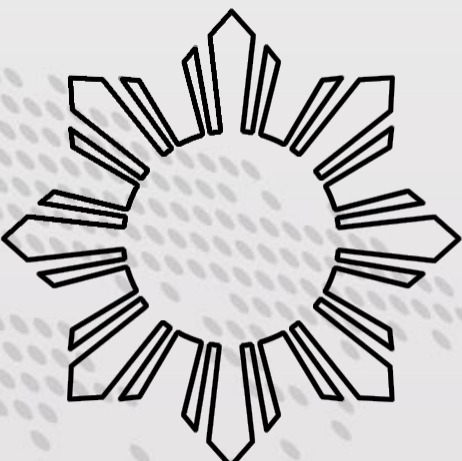
India



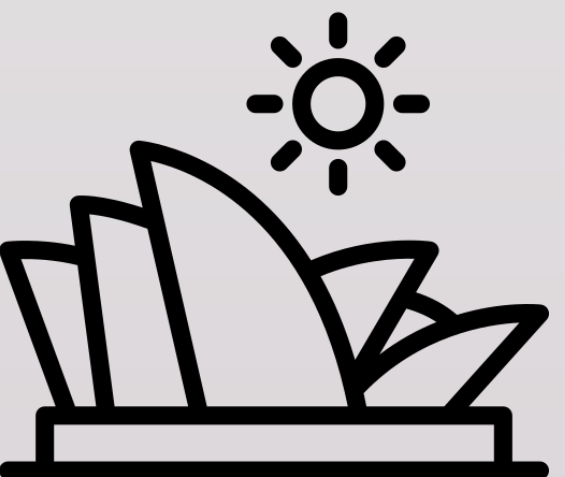
Singapore



UAE



Phillipines



Australia



USA



Indonesia



Thailand

Embrace Digital's New World Order

**ADAPT With Us**



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