




# A D A P T

The New World  
Order  
Of Digital

Investor Presentation  
June-2022





We are

# Aurionpro

---

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.



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.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

All Maps used in the presentation are not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

# Aurionpro At a Glance



- Aurionpro is a global technology solutions leader that helps clients accelerate digital innovation, securely and efficiently.
- Incorporated in October, 1997 as Value Added Information Distribution Services Private Limited. The name of the company was changed to VAIDS Technologies Private Limited in 2001 and subsequently to Aurionpro Solutions Private Limited in 2003.
- The company offers broad suite of products and platforms as per the customers' needs to help them transform their business.
- With its global presence, Aurionpro has empowered over 200 clients globally which includes 15 Fortune-500 clients in versatile sectors.
- FY22 has been a robust year for the company, where it clocked in a revenue of INR 505 Cr

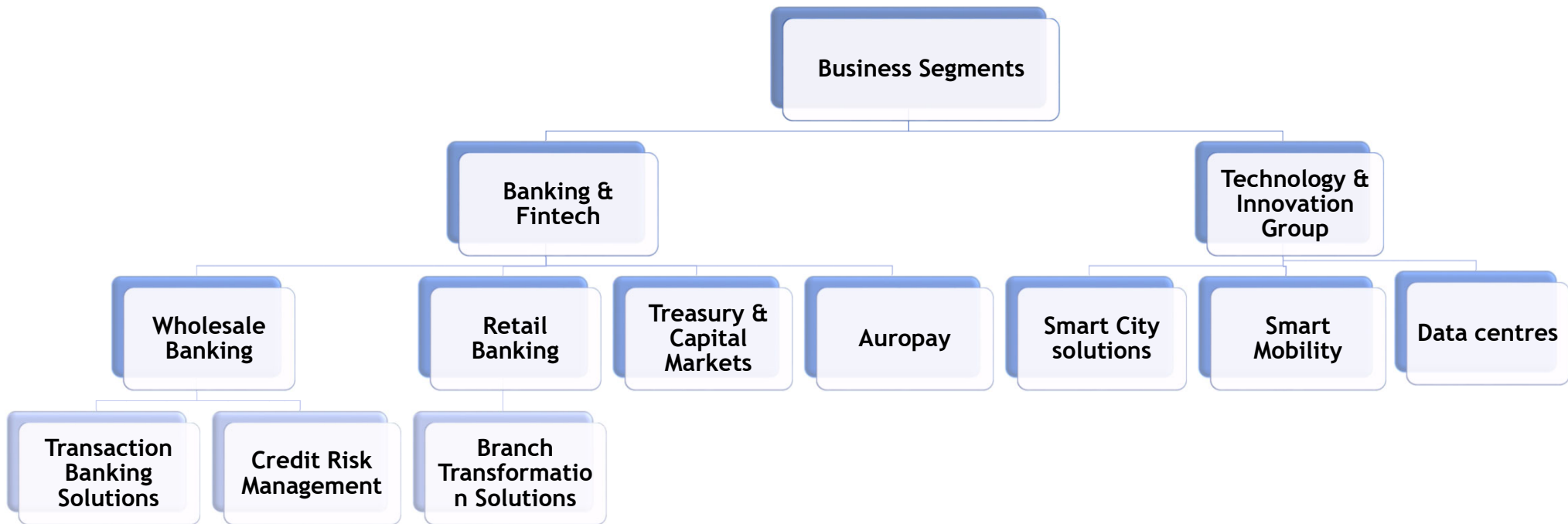
## Global Presence



65+ Mn USD  
Revenue

1700+  
Employees

24 Offices in  
14 countries  
100+  
Customers



# 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

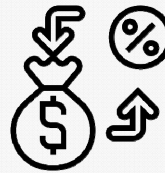
**5**

Onboard train  
validators for  
Sacramento  
Light Rail Transit

# One Platform-Ecosystem In The Aurionpro World



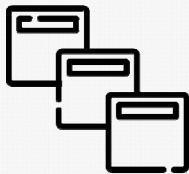
**iCashpro+** -  
Transaction  
Banking Solution



**Smart Lender Suite**  
for Corporate Lending



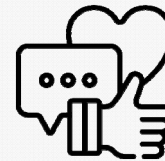
**Auropay** - Digital  
Payments Systems



**Optiq** - Queue  
Management System



**iServe** -  
Self Service Kiosk



**Insight** - Customer  
Feedback System

# 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

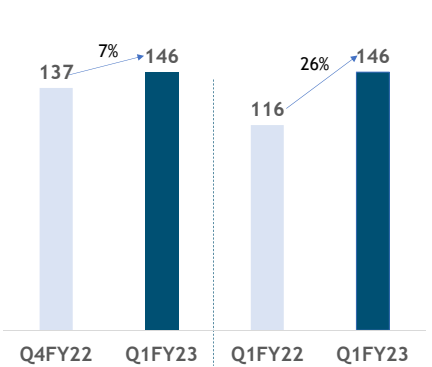


**Mr. Shekhar Mullatti**  
President & Global Head -  
Banking

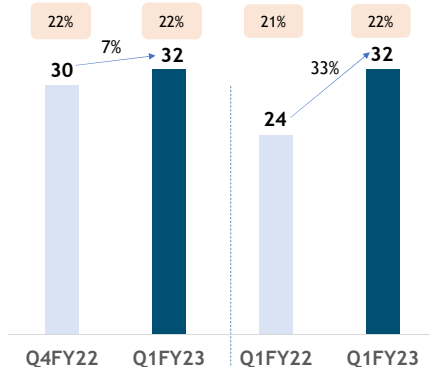
# Financial Highlights



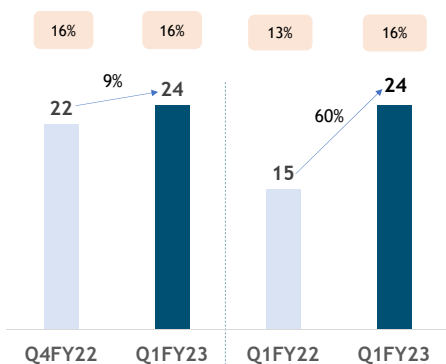
Revenue (INR. Crs)



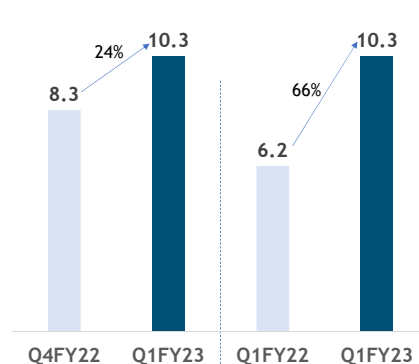
EBIDTA (INR. Crs) & EBITDA Margins (%)



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



EPS (INR)

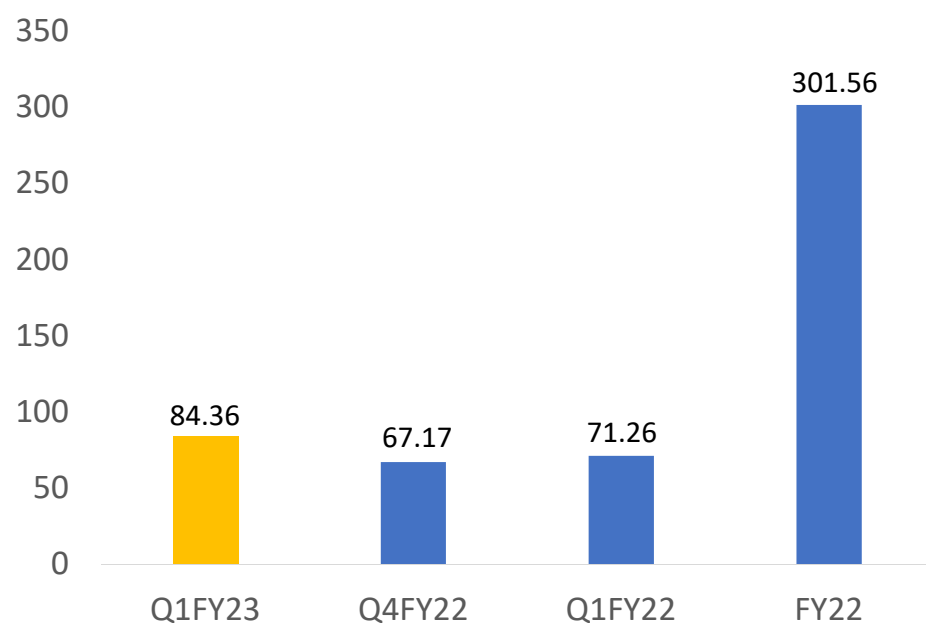


- Revenue for the quarter stood at INR 146 Cr, a staggering growth of 26% on a YoY basis and 7% on a QoQ basis.
- EBITDA for Q1FY23 stood at INR 32 Cr, whereas in Q1FY22, the company clocked in an EBITDA of INR 24Cr, which is a exponential growth of more than 33% on a YoY basis and 7% on a QoQ basis.
- PAT for Q1FY23 stood at INR 24 Cr as compared to INR 15 Cr in Q1FY22, which is a huge jump of 60% YoY. On a QoQ basis, the PAT grew by 9%.
- The EPS for Q1FY23 stood at INR 10.3 compared to INR 8.3 in Q1FY22 which is a significant growth of more than 24% on a YoY basis. On a QoQ basis, the EPS grew by 66%.

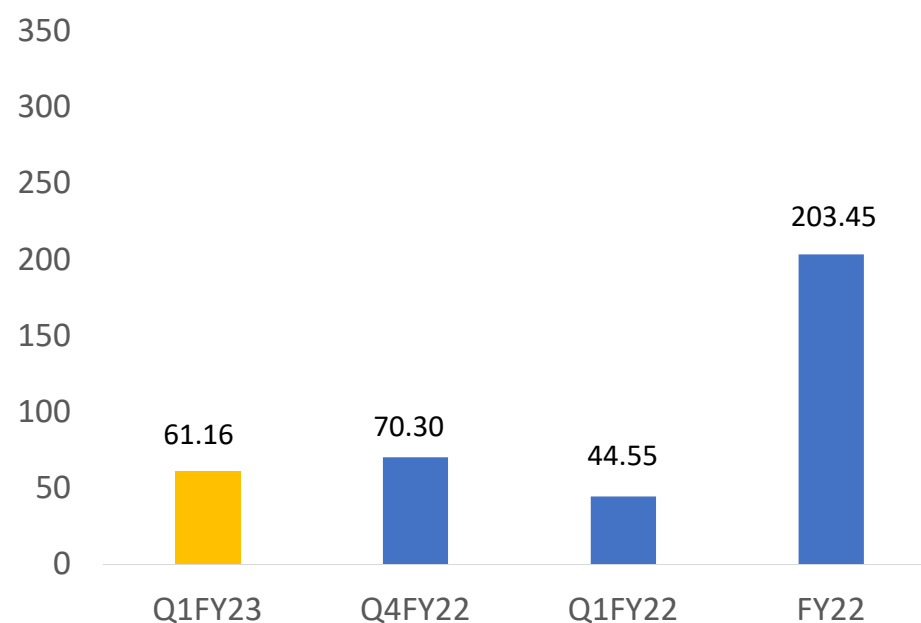
\*All Numbers have been rounded off



## Banking & Fintech (INR. Crs)



## Technology Innovation Group (INR. Crs)



## Banking & Fintech

- Murex upgrades partnership with Aurionpro as ‘Business Partners’, an milestone which has been achieved in a short duration of time. This will help us jointly participate with Murex on new projects and enter newer geographies.
- Aurionpro’s iCashpro+ Transaction Banking Solution wins Technoviti Award for the 3rd consecutive year, in the “Best Innovative Product” category.

## Technology Innovation Group

- SC Soft delighted to announce Go-Live of the EMV Loop implementation for buses in Costa Rica. The Project is done in collaboration with Banco Central De Costa Rica (BCCR), Mastercard and GSD Plus.
- SC Soft announces first wins under Cal-ITP Projects with orders from four transit agencies within the State of California, USA. These four transit operators will showcase the SaaS software model which will feature our GTFS enabled Automatic Vehicle Location System to help them track their fleet in real time.
- SC SOFT announces go-live of contactless ticketing solutions at Raajje Transport Link Services, Maldives. Service under the Integrated National Public Ferry Network (INPFN) in Zone 1 of the National Public Ferry Network connecting 13 islands in Haa Dhaalu Atoll via five routes.
- The Government of Rajasthan, through RajCom Info Services, has expanded the coverage of the project and has placed an additional order to cover more parts of the city of Jaipur on 3D City Platform. Aurionpro has pioneered the implementation of 3D Cities in India and first of such state of the art project is being implemented by Aurionpro in the city of Jaipur, Rajasthan.

# Chairman's Speech



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

*“We are happy to begin the first quarter, building on a robust FY 22. With the healthy uptick in the performance in Q1 and importantly very strong pipeline & order book under implementation, we are confident that the Aurionpro is set for another year of 30% plus revenue growth during FY23. Along with the revenue growth, we also expect to strengthen the profitability for the year as well which is evident from the 60% growth in the profits on YoY basis. We have already started working to sustain this momentum through next year.*

*On acquisitions of SC Soft and ATASPL, we have increased our holdings in SC Soft to 90% and plan to complete it to 100% by the end of this calendar year. In ATASPL, we will increase our holdings to 51% by completing investment (total INR 14 CR.) in next few days. Both will be funded through internal accruals. As we complete this investment cycle, strengthening of the balance sheet will also accelerate.*

*On business side, we continue to ramp up team building, both in sales and delivery, across all business unit and all geographies to cater to current and future growth. Both banking and TIG segments will continue to sustain the momentum. Our plans to build on our IP with newer product launches will continue this year, with the launch of multiple new products. New offerings will further help cement Aurionpro's position as a leader in IP led solutions.*



# Q1FY23 Profit & Loss Account



Particulars (INR In Crs)	Q1FY23	Q1FY22	Y-o-Y	Q4FY22	Q-o-Q
<b>Revenue from Operations</b>	<b>146</b>	<b>116</b>	<b>26%</b>	<b>137</b>	<b>7%</b>
Less: Expenses					
Operating Overheads	57	43	33%	55	2%
Changes in Inventories	(1)	(1)	NA	(7)	NA
Employee Expenses	51	42	20%	48	4%
Other Expenses	7	8	(5)%	11	(35)%
Total Expenses	114	92	24%	107	6%
<b>EBITDA</b>	<b>32</b>	<b>24</b>	<b>33%</b>	<b>30</b>	<b>7%</b>
<b>EBIDTA %</b>	<b>22%</b>	<b>21%</b>	<b>100 Bps</b>	<b>22%</b>	<b>NA</b>
Depreciation & Amortization	4	4	NA	3	33%
Other Income	1	1	NA	3	(67)%
<b>EBIT</b>	<b>29</b>	<b>21</b>	<b>38%</b>	<b>30</b>	<b>(3)%</b>
Finance Cost	1	2	(50)%	2	(50)%
<b>PBT</b>	<b>28</b>	<b>19</b>	<b>47%</b>	<b>28</b>	<b>NA</b>
Tax	4	4	NA	6	(33)%
<b>PAT</b>	<b>24</b>	<b>15</b>	<b>60%</b>	<b>22</b>	<b>9%</b>

\*All Numbers have been rounded off

## Our Focus Area



Focus on our core high margin businesses, to improve operational efficiencies and cost rationalization.



Focus on key partnerships & strategic alliances which may enable deeper penetration in existing geographies and expansion in newer regions.



Foray into data center business which can emerge as a strong growth driver for the company in coming years.



Deleveraging Balance sheet, efficient management of capital and free cash generation.

## Way Forward



Slew of product launches planned during the year, notably launch of cloud offerings in Banking segment and some innovative products in mobility segment.



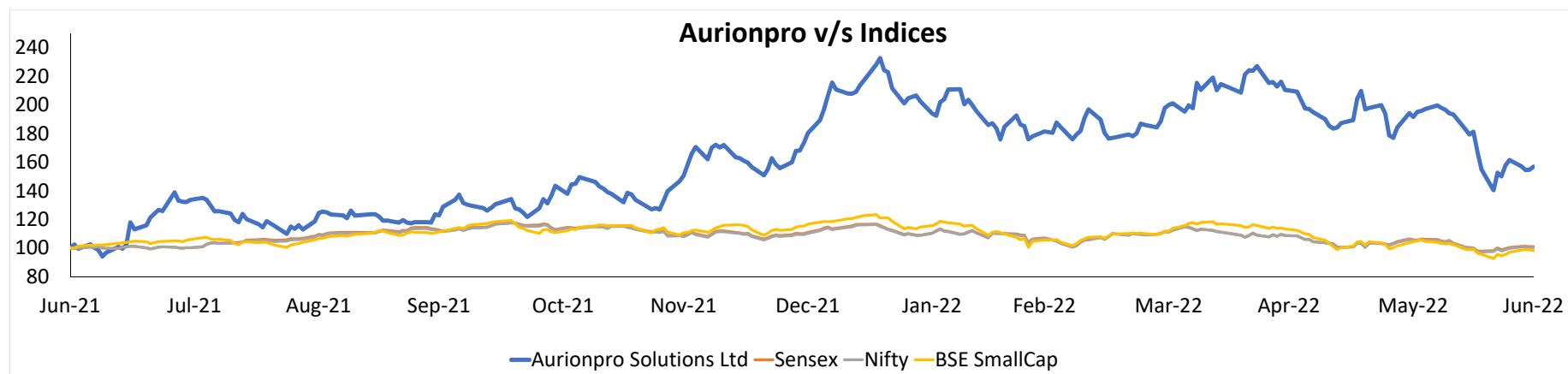
Our products have reached maturity & investment cycles are over, thus reaping benefits from the next phase of growth



Smart City, Smart Mobility and Data Centre businesses combined under single SBU 'Tech Innovation Group' which may boost synergies.



Improvement in all financial ratios with strong runway for growth, free cash generation to aid future growth.



## Shareholding Pattern

(in %)	Jun-22	Mar-22	Dec-21
<b>Promoter</b>	33.00	33.00	33.00
<b>Institutional</b>	0.38	0.34	0.34
<b>FPI</b>	0.71	0.76	0.22
<b>Public</b>	65.91	65.91	66.45

## Stock Data ( As on 30<sup>th</sup> June, 2022)

<b>Mkt Cap (INR Cr)</b>	583.11
<b>Stock Price (INR)</b>	255.75
<b>52 week (High)</b>	379.25
<b>52 week (Low)</b>	153.50
<b>No. of Shares O/S</b>	2,28,00,165



Embrace Digital's New World Order

**ADAPT With Us**



+91-22-4040 7070



[info@aurionpro.com](mailto:info@aurionpro.com)