

**31<sup>st</sup> October, 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 - 400051

**Sub: Investor Presentation**

Dear Sir/Madam,

Kindly find enclosed herewith Investor Presentation relating to announcement of Un-Audited financial results of the Company for the second quarter/six months ended 30<sup>th</sup> September, 2022.

You are requested to upload the same on your website.

**Thanking you,**

**Yours faithfully,**

**For Aurionpro Solutions Limited**

  
**Ninad Kelkar**  
Company Secretary



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MAR 2022 - MAR 2023

INDIA

aurionpro 

A D A P T

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Of Digital

Investor Presentation  
Q2FY23/ H1FY23  
Sept-2022

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# Aurionpro Snapshot



Globally competitive IP



Global presence across 14+ countries



Best Technology Brand – ET Times Best Tech Brands 2022



25+ Years of Experience



1,800 + Employees



Recognized as a global leader in Credit Lending Operations as per Chartis' RiskTech Quadrant, 2022



Dominant player in the banking & fintech industry in Asia



Trusted partner of 100+ clients



India Technology Award – Asian Technology Excellence Awards 2022

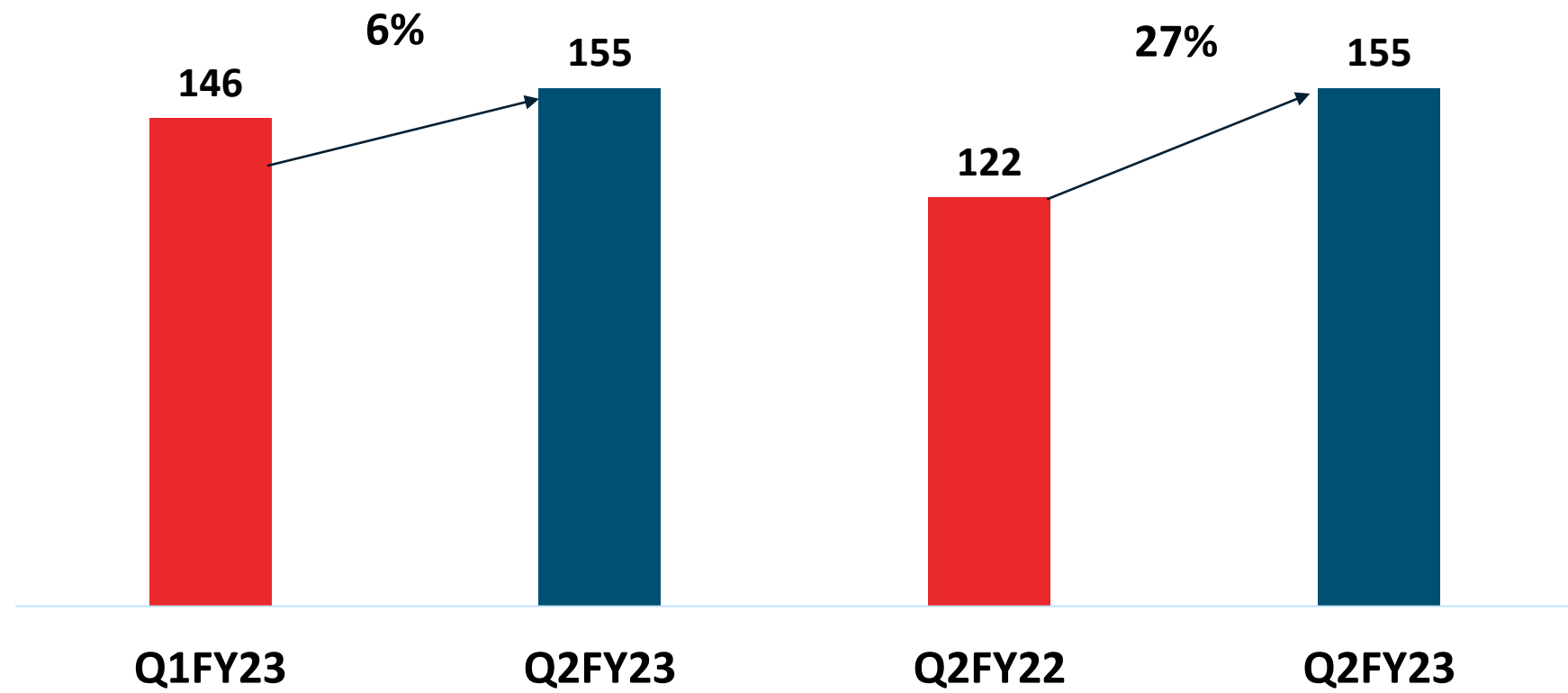
**01**

# FINANCIAL HIGHLIGHTS

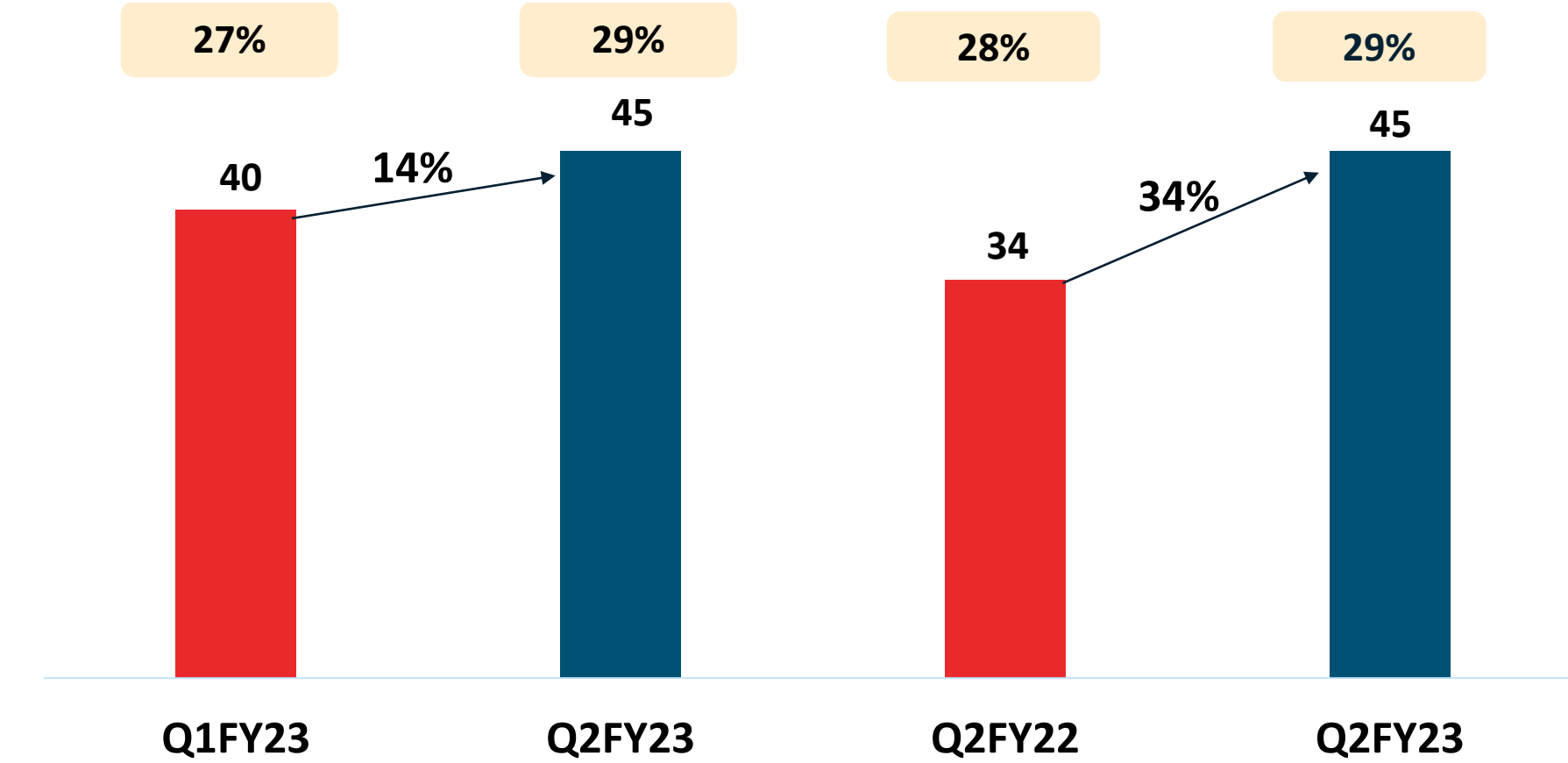
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# Quarterly Financials

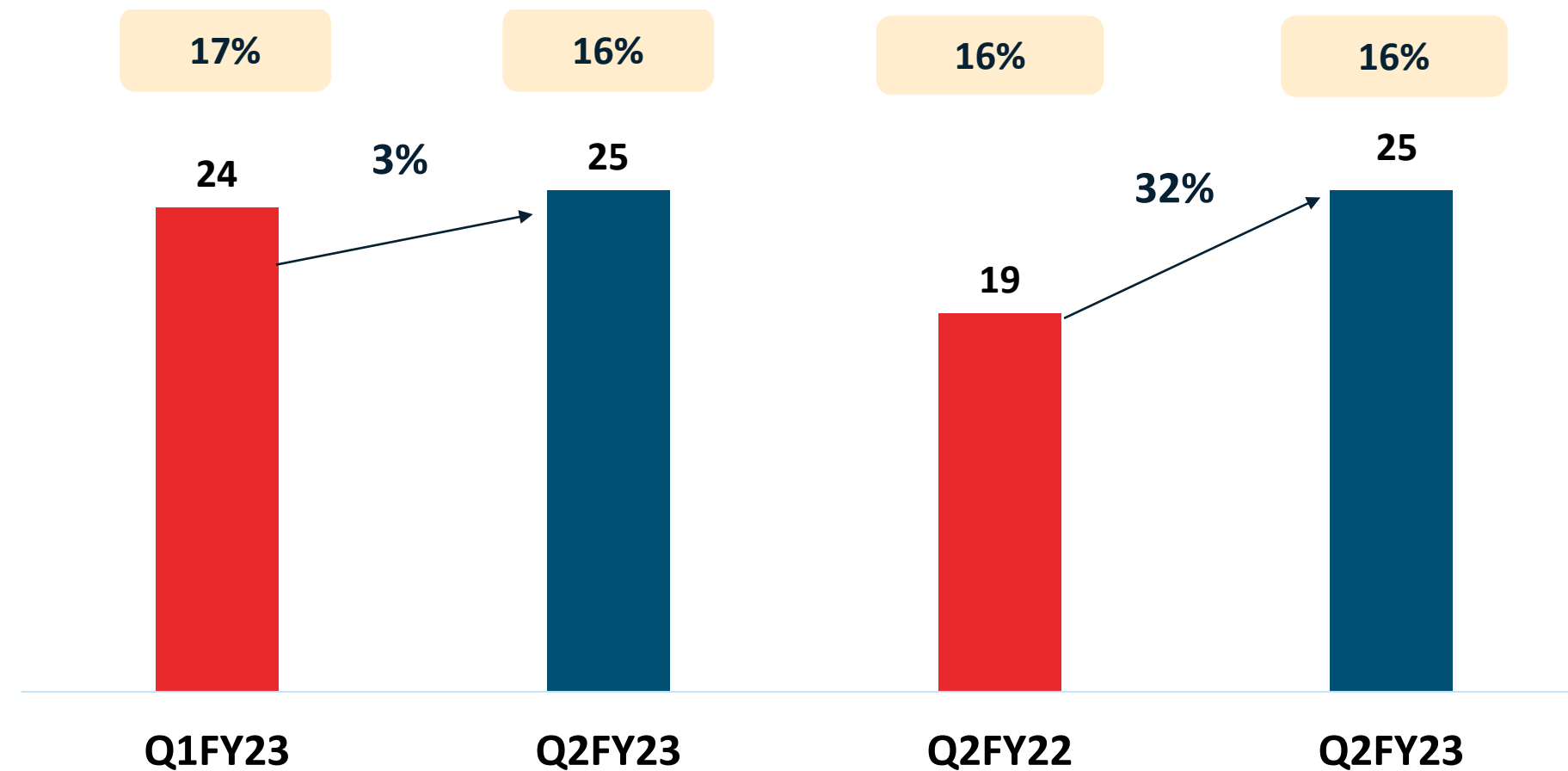
## Revenue (INR. Crs)



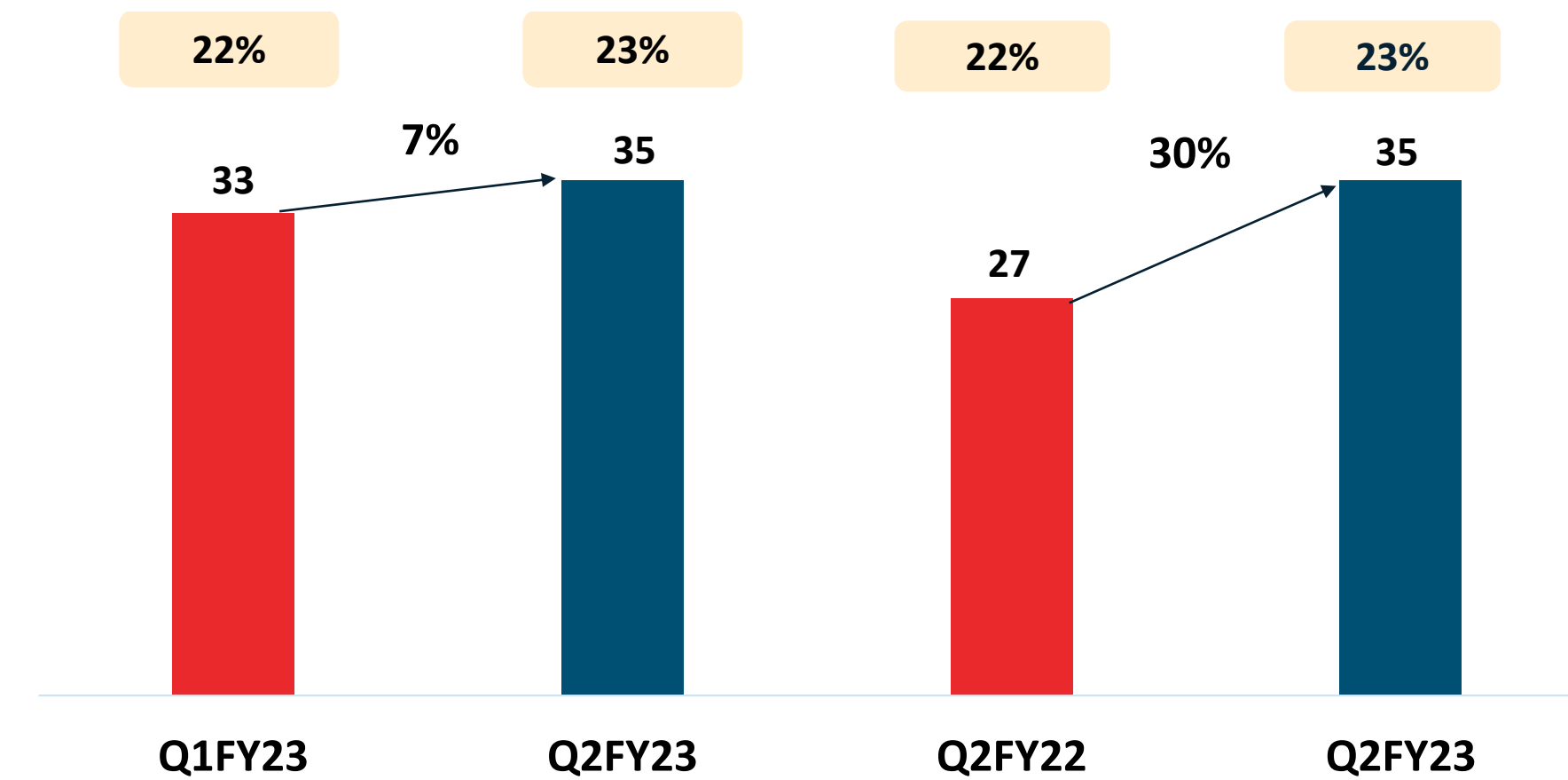
## Gross Profit (INR. Crs) & GPM(%)



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

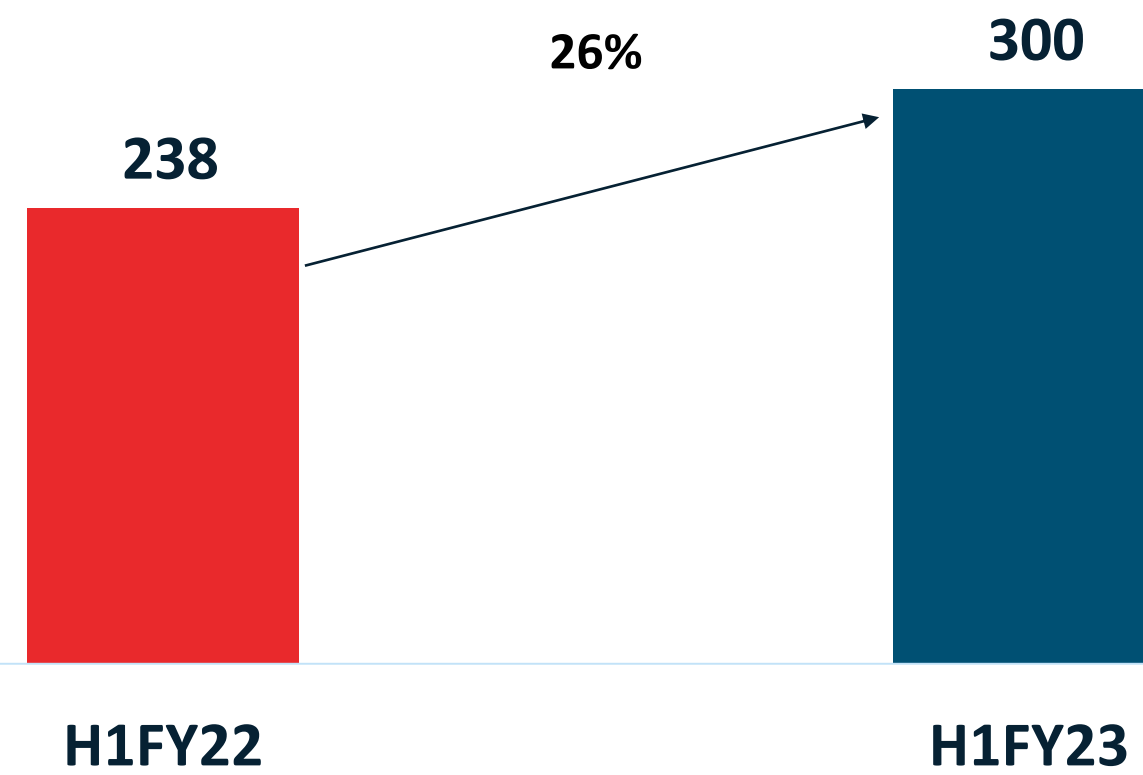


## EBITDA (INR. Crs) & EBITDA Margins (%)

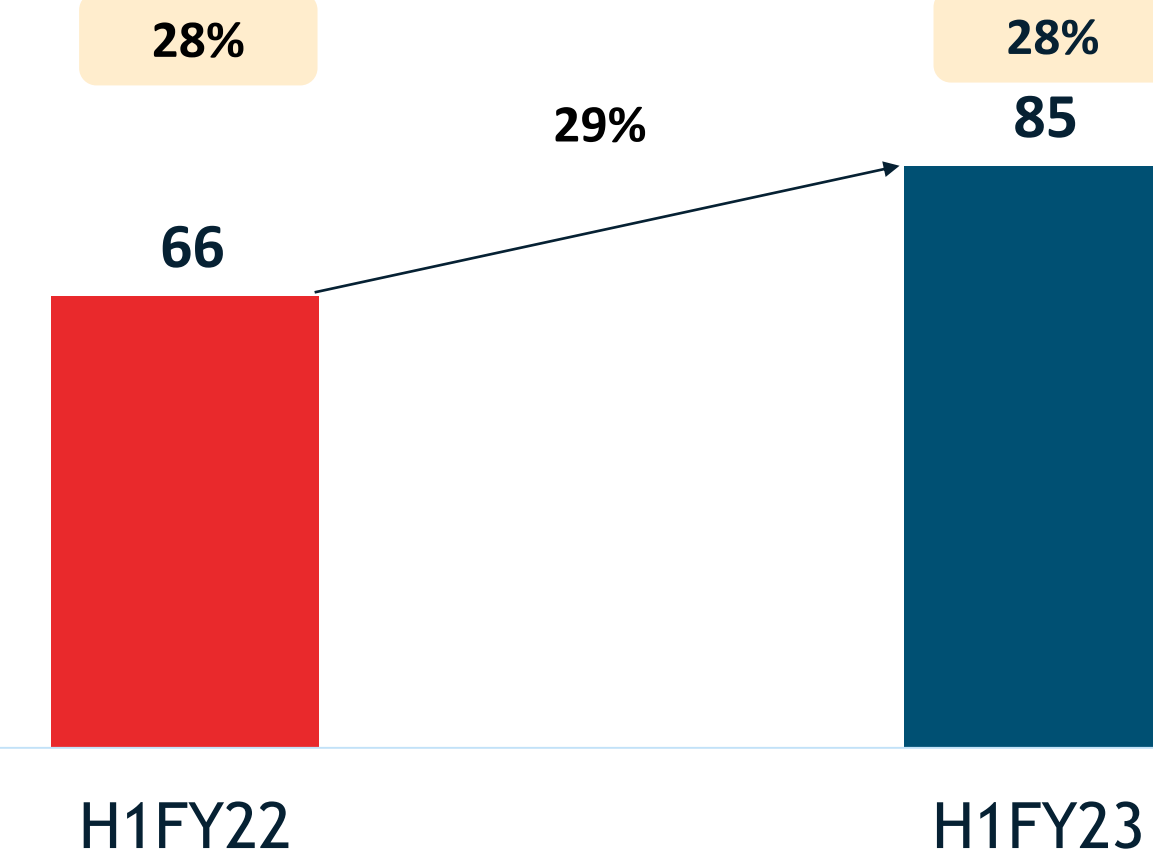


\*All numbers have been rounded off

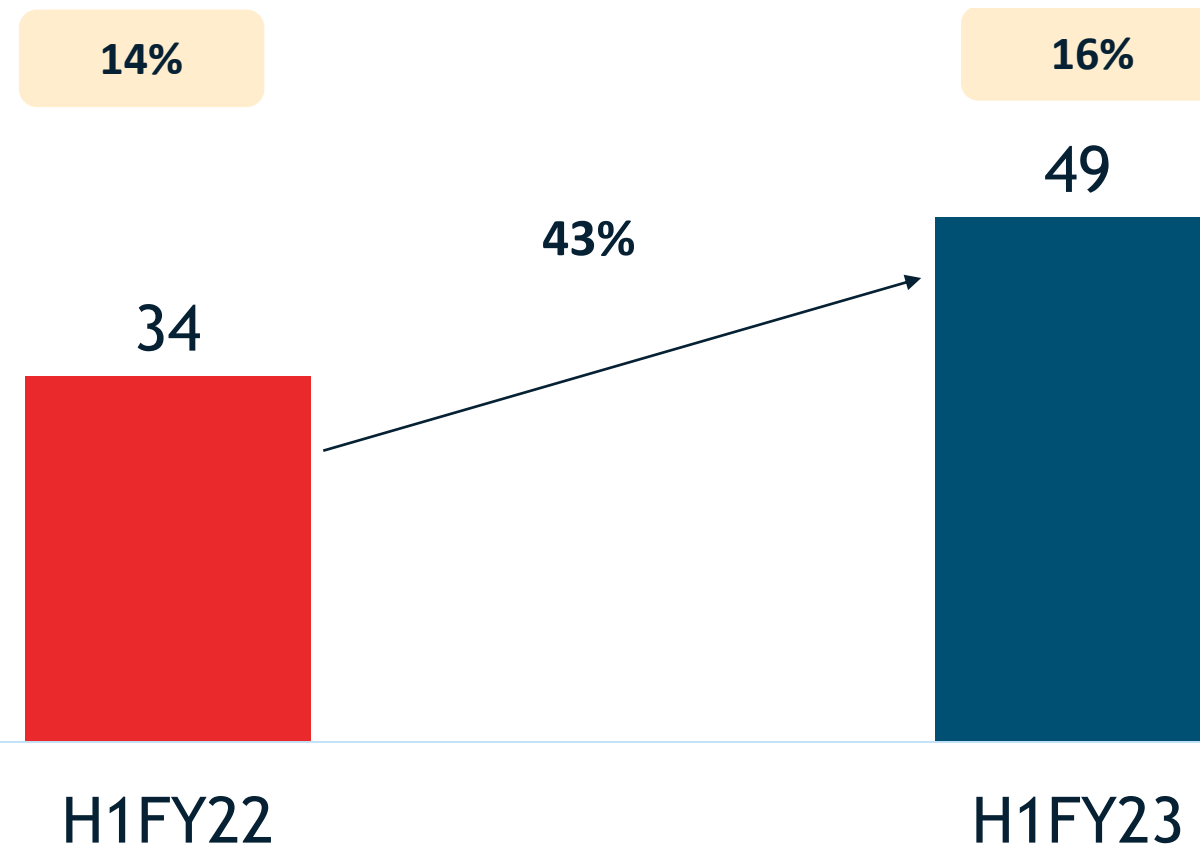
## Revenue (INR. Crs)



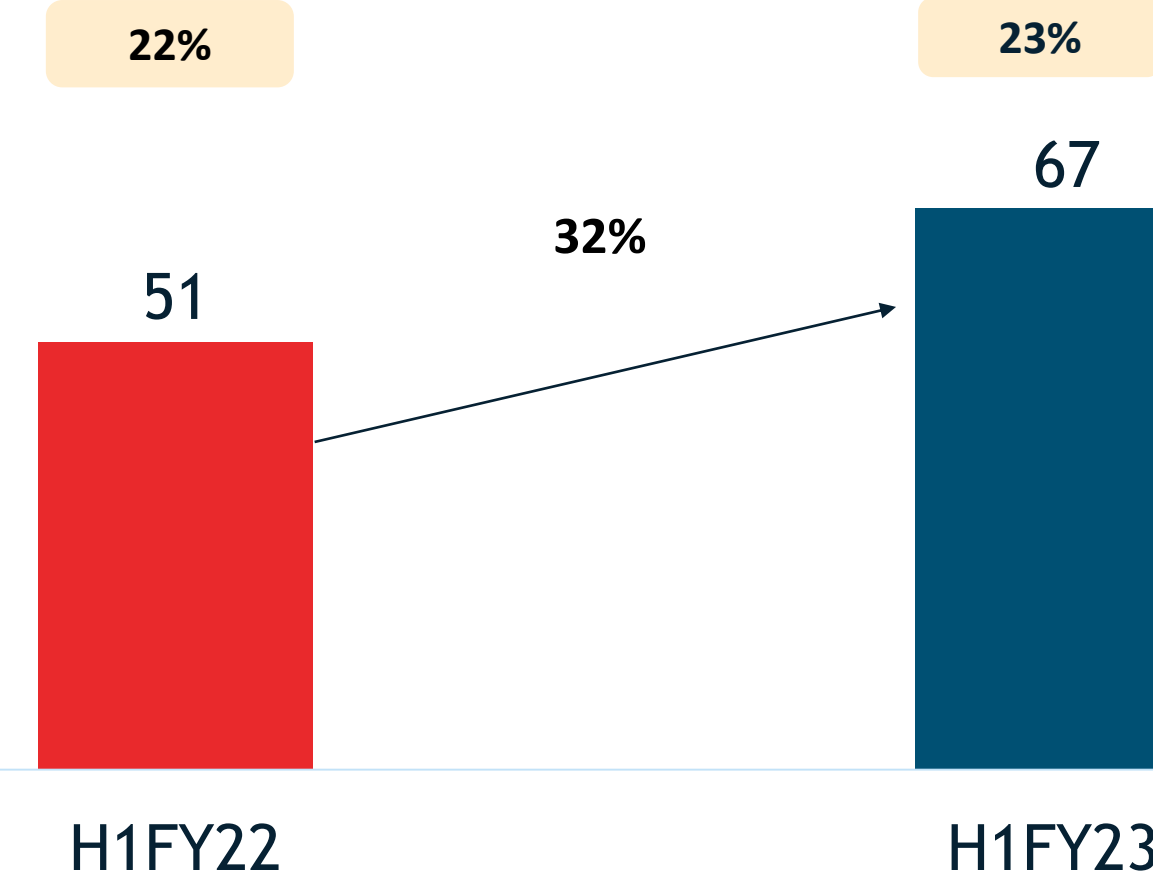
## Gross Profit (INR. Crs) & GPM(%)



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

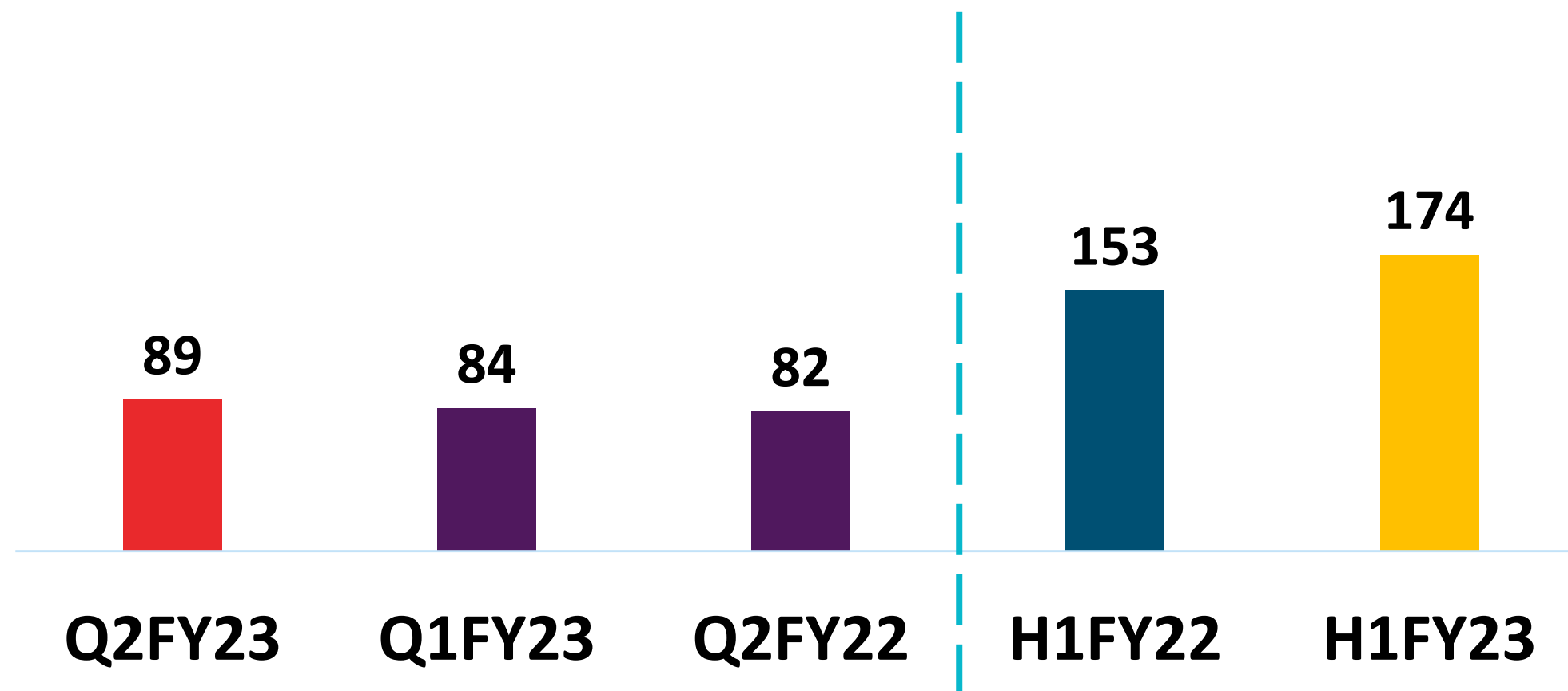


## EBITDA (INR. Crs) & EBITDA Margins (%)

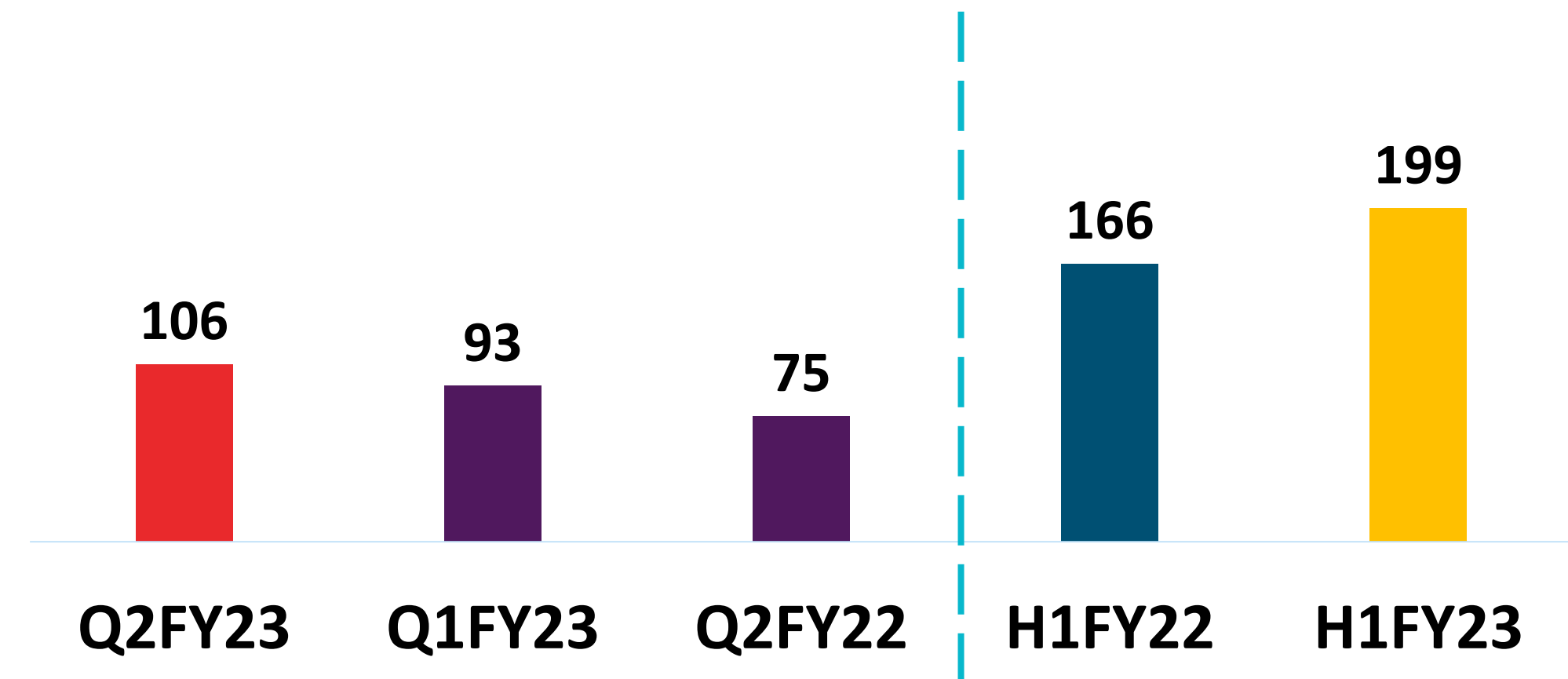


# Key Statistics

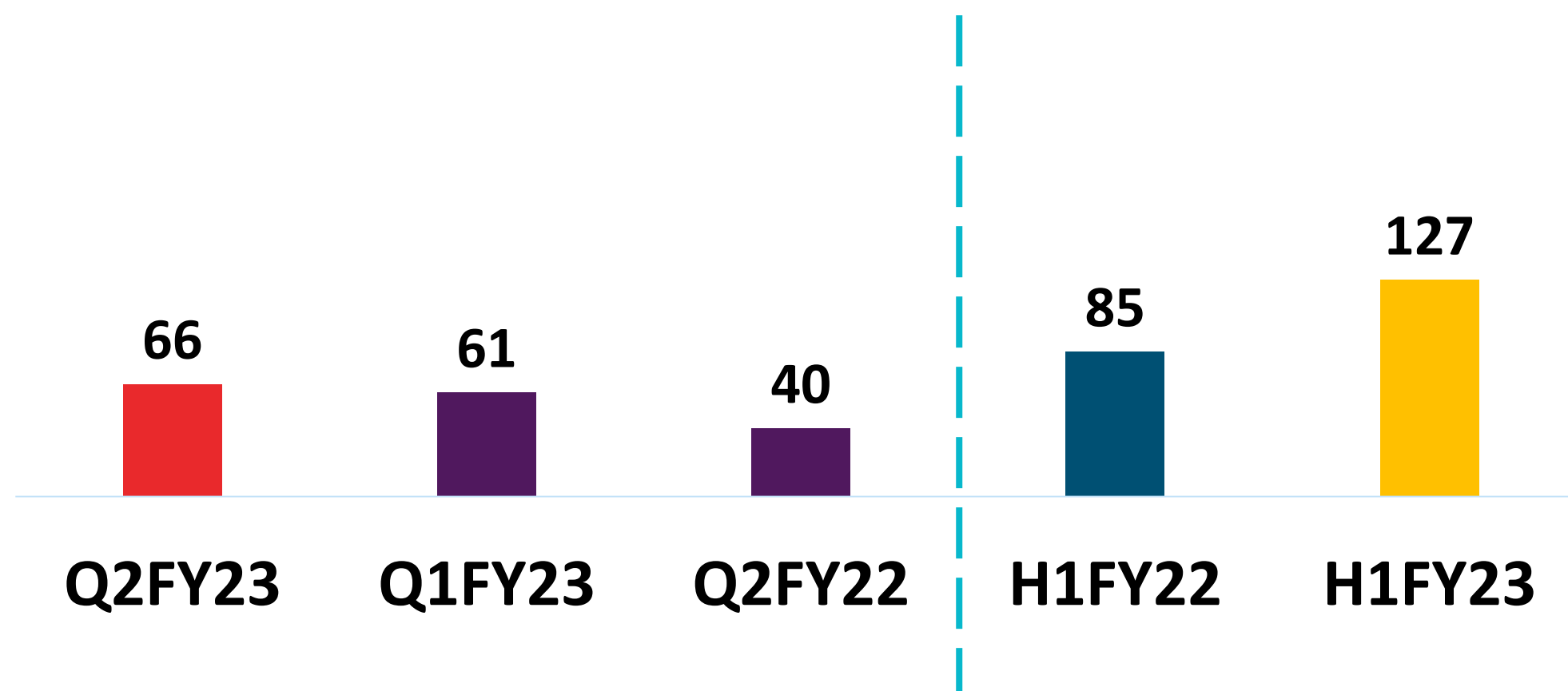
## Banking & Fintech Revenue (INR Cr)



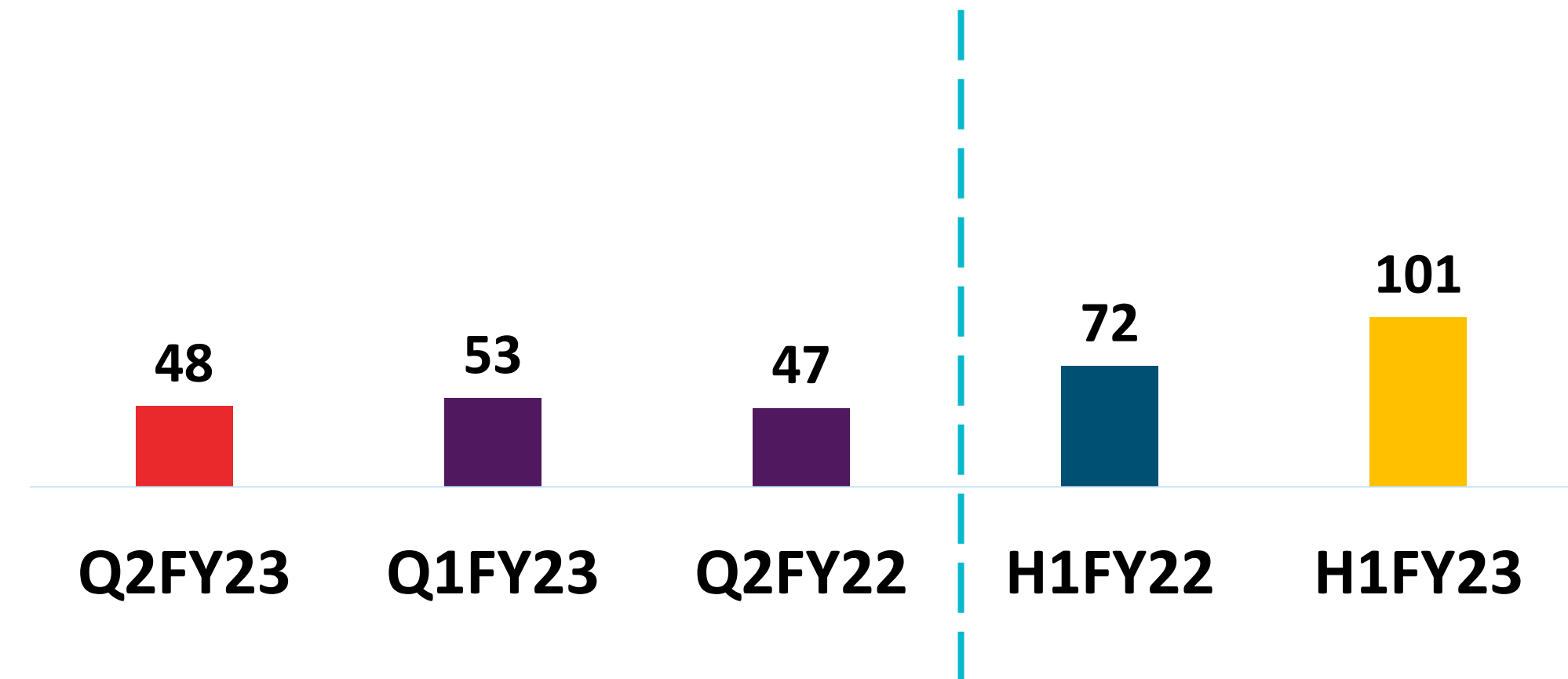
## Sale of Software Service (INR Cr)



## Tech Innovation Group Revenue (INR Cr)



## Sale of Equipment & Product Licenses (INR Cr)

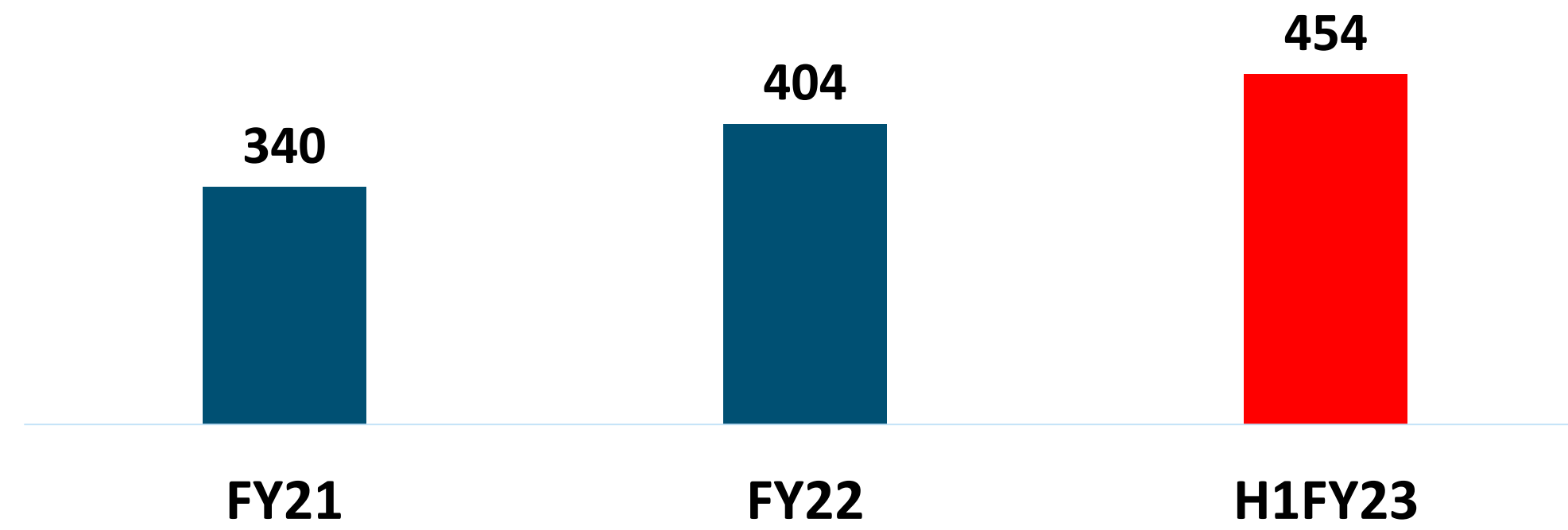


\*All numbers have been rounded off

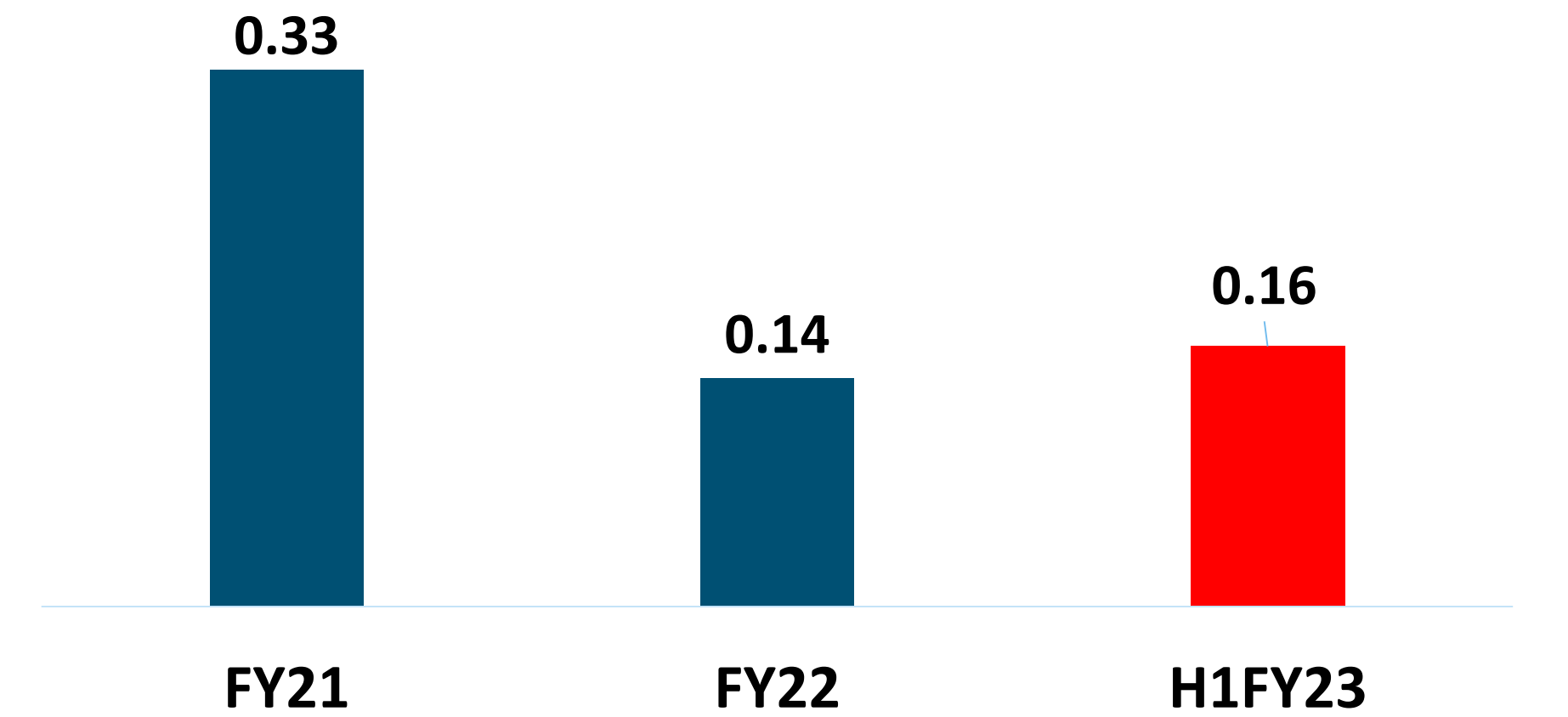


# Key Ratios

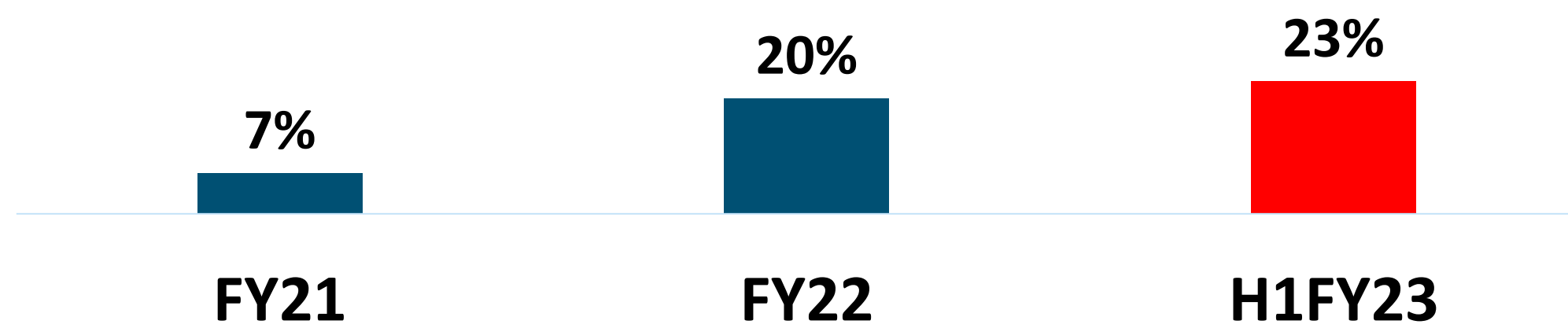
Net Worth (INR Cr)



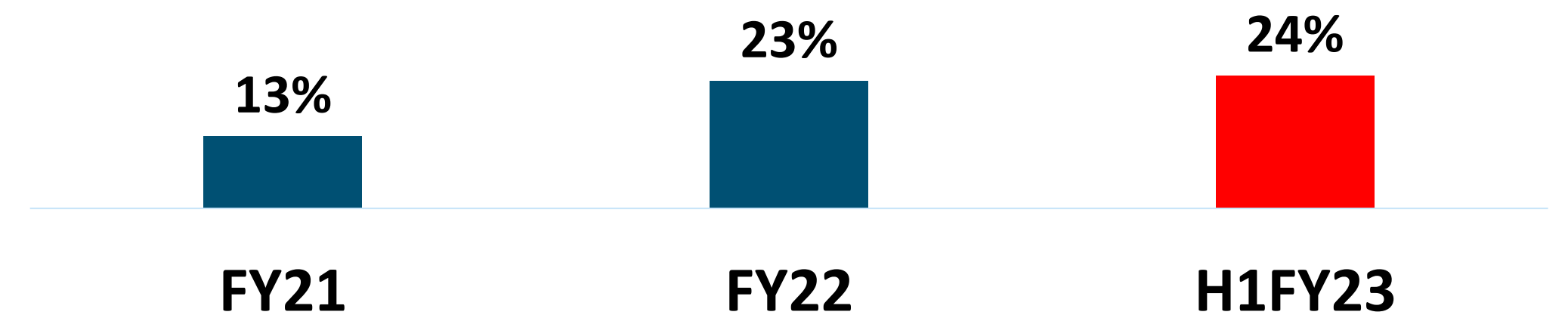
Debt/ Equity



ROE



ROCE



\*All numbers have been rounded off

## Banking & Fintech

- Integro Technologies, an Aurionpro subsidiary, was recognised as a global category leader in Credit Lending Operations by Chartis, an eminent research and analysis organization for Risk Technologies.
- Aurionpro wins order from one of the largest public sector banks in India to provide 24\*7 support monitoring services for the Murex Treasury platform at the bank.

## Technology Innovation Group

- SC Soft wins order in Ecuador for upgradation of Quito Metro by providing payment devices with its validator. This order win will eventually expand the footprint of the Company in Latin American markets.
- Aurionpro bags prestigious orders of setting up DC and DRC for Surat Diamond Bourse (SDB), inside the newly constructed campus, which will also be the world's largest diamond trading hub and also setting up data centers across multiple cities PAN India in alliance with Web Werks India Pvt Ltd (Web Werks), a leading DC service provider.



**Increased stake in SC Soft Pte Ltd (SC Soft) upto 90%** representing 31,34,814 shares, through its wholly owned subsidiary Aurionpro Solutions Pte Ltd, with a commitment to complete acquisition of balance 10% by December 31, 2022. The deal, for the balance 49% stake, is valued at US\$ 4.99 Million (approximately INR 38 Crores). This increase in stake enables complete management control and integration of SC Soft with Aurionpro.



**Acquired majority stake (51%) in Toshi Automatic Systems Pvt. Ltd.** The acquisition, valued at INR 14 Cr, was entirely funded through internal accruals. The same will now be renamed as Aurionpro Toshi Automatic Systems (ATAS). Toshi Automatic Systems (TAS), a Delhi based company and provider of innovative products and solutions in Mass Transit, Industrial and Public Safety segments.



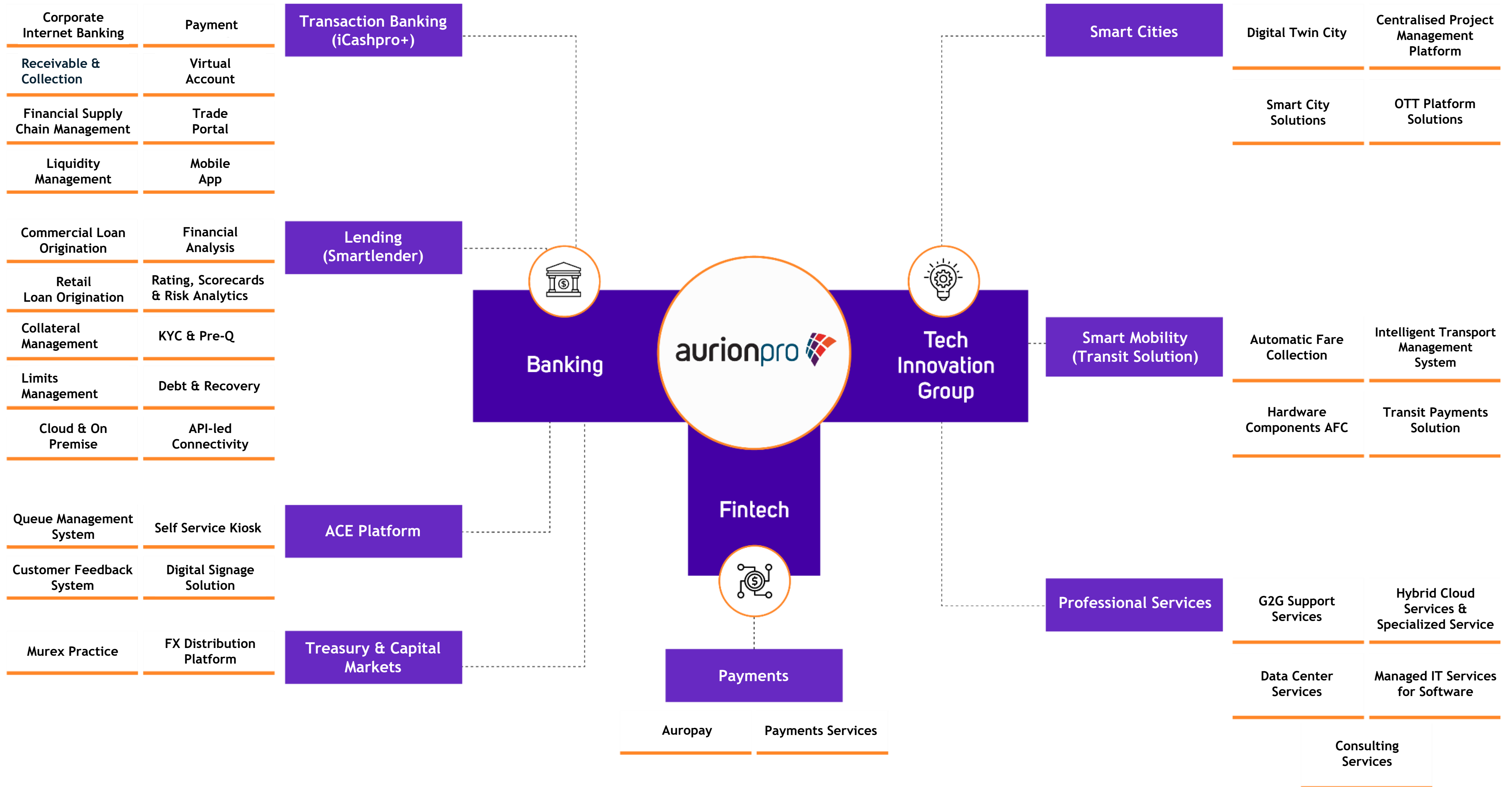
**Acquired Hello Patients Solutions Inc, a startup based in USA** for a net consideration of USD 250,000. 100% of Equity Share Capital of Hello Patients proposed to be acquired, through subsidiary of the Company based in USA Aurionpro Fintech. Hello Patients is a healthcare billing and patients' management solution that can leverage Aurionpro's technology for payments processing.

**02**

# COMPANY OVERVIEW

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# Products & Services





**CMO Asia Awards 2022 for Excellence in Branding & Marketing**



**iCashpro+ Transaction Banking Solution wins Technoviti Award for the 3<sup>rd</sup> consecutive year**



**ET's Best Tech Brands 2022**

**One of the best technology brands**

# Leadership Team



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



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



**Mr. Ashish Rai**  
Vice-Chairman & President

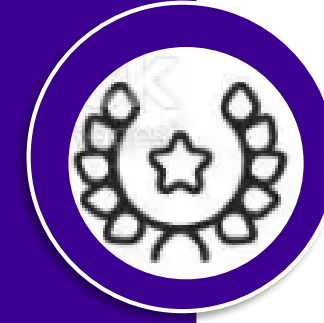


**Mr. Shekhar Mullatti**  
President & Global Head - Banking



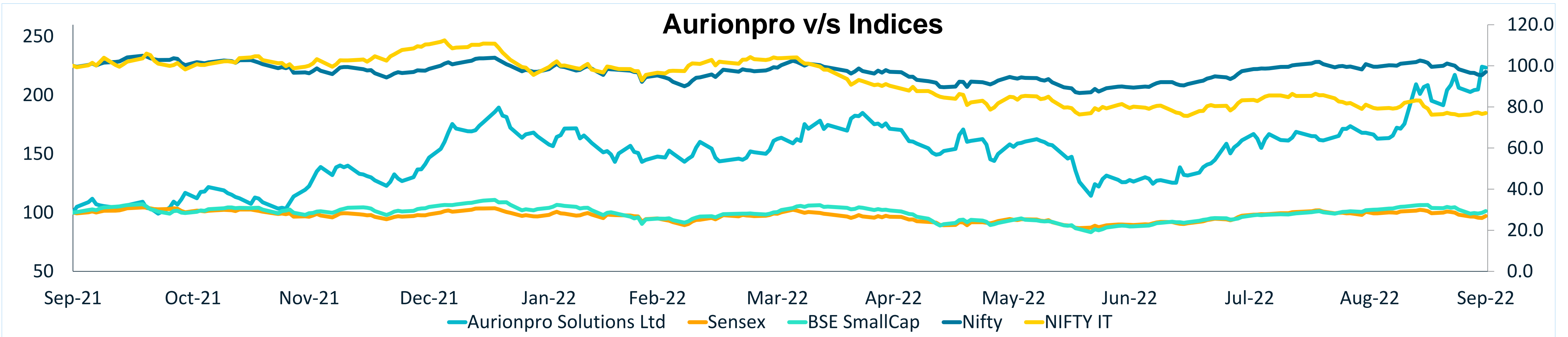
**Mr. Sanjay Bali**  
President & Global Head – Tech  
Innovation Group

# Key Growth Drivers

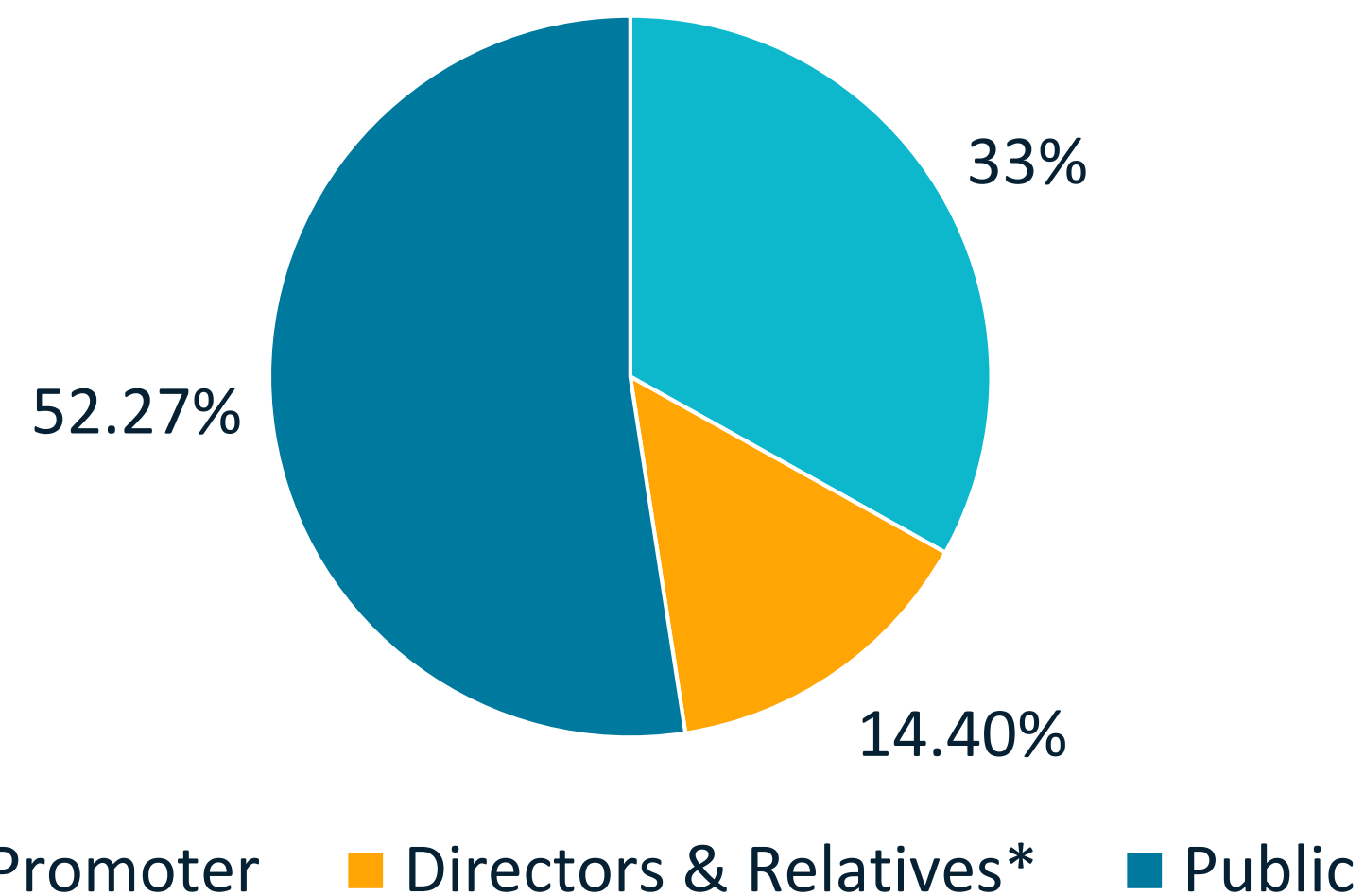


- Globally competitive IP and highly differentiated and unique offerings with large demand runway
- Strong Order book INR 700 Cr+ (next 4 quarters) which will create a sustainable growth trajectory going forward
- Trusted partner with various Governments in the smart mobility and infrastructure space in India
- Experienced & Top Tier Management team comprising of globally recognized leaders
- Continuous investments in R&D for new product launches, technical innovation and upgradation as per latest industry trends
- Leading player in the banking & fintech industry in Asia and One of the few integrated global players in the Automated Fare Collection (AFC) space





Shareholding Pattern ( As on 30th Sept, 2022)




\*Director & relatives holdings forms a part of the promoter group.

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

Mkt Cap (INR Cr)	1,019.97
Stock Price (INR)	447.35
52 week (High)	468.00
52 week (Low)	195.25
No. of Shares O/S	2,28,00,165

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**ADAPT With Us**

 +91-22-4040 7070

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