

24th January, 2023

To,
Deptt. of Corporate Services- Listing
BSE Limited.
1st Floor, Rotunda Building,
Dalal Street,
Mumbai – 400001.

Sub: Investor Presentation

Dear Sir/Madam,

Kindly find enclosed herewith Investor Presentation of the Company for the third quarter/nine months ended 31st December, 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

aurionpro 

A D A P T

The New World Order
Of Digital

Investor Presentation

Q3 / 9MFY23

January 2023

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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



2,000 + 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

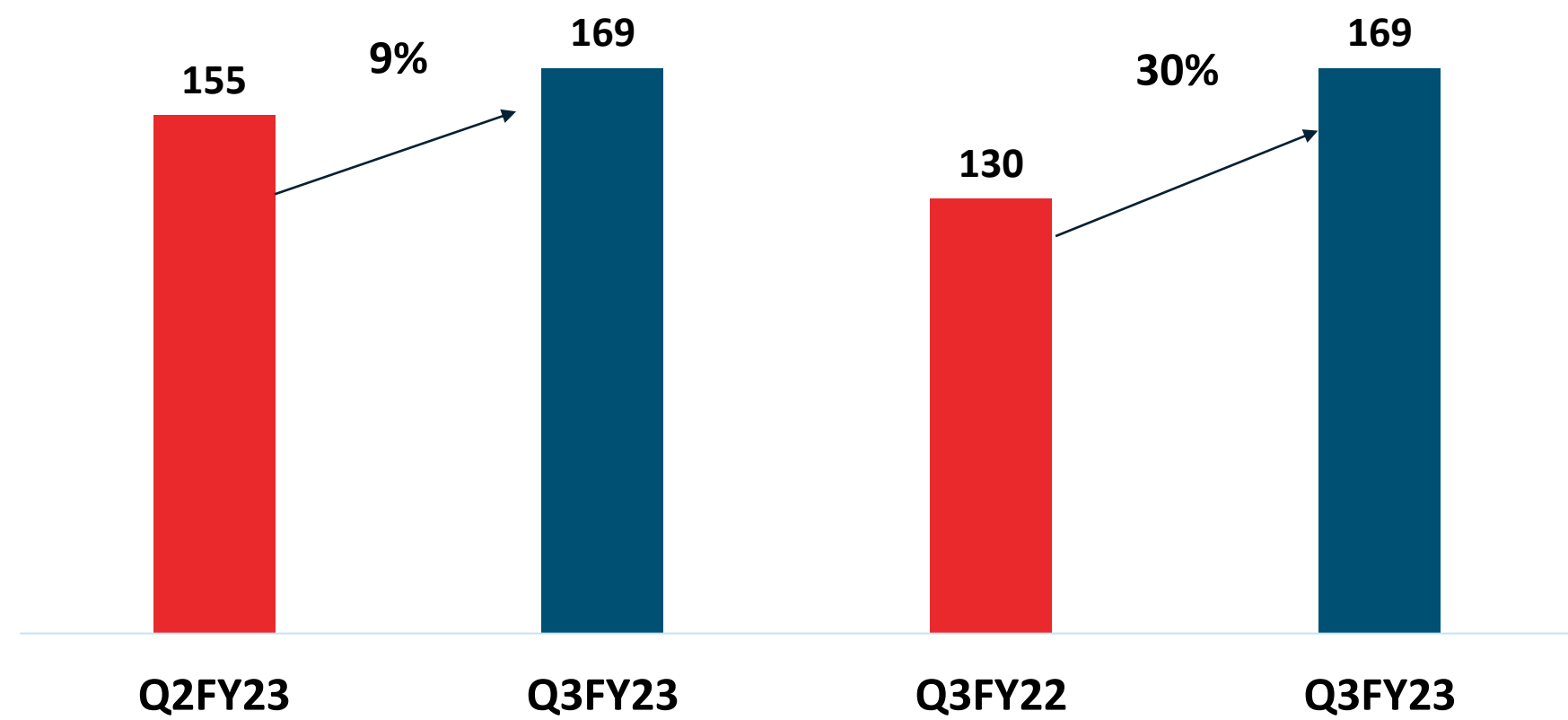


India Technology Award – Asian Technology Excellence Awards 2022

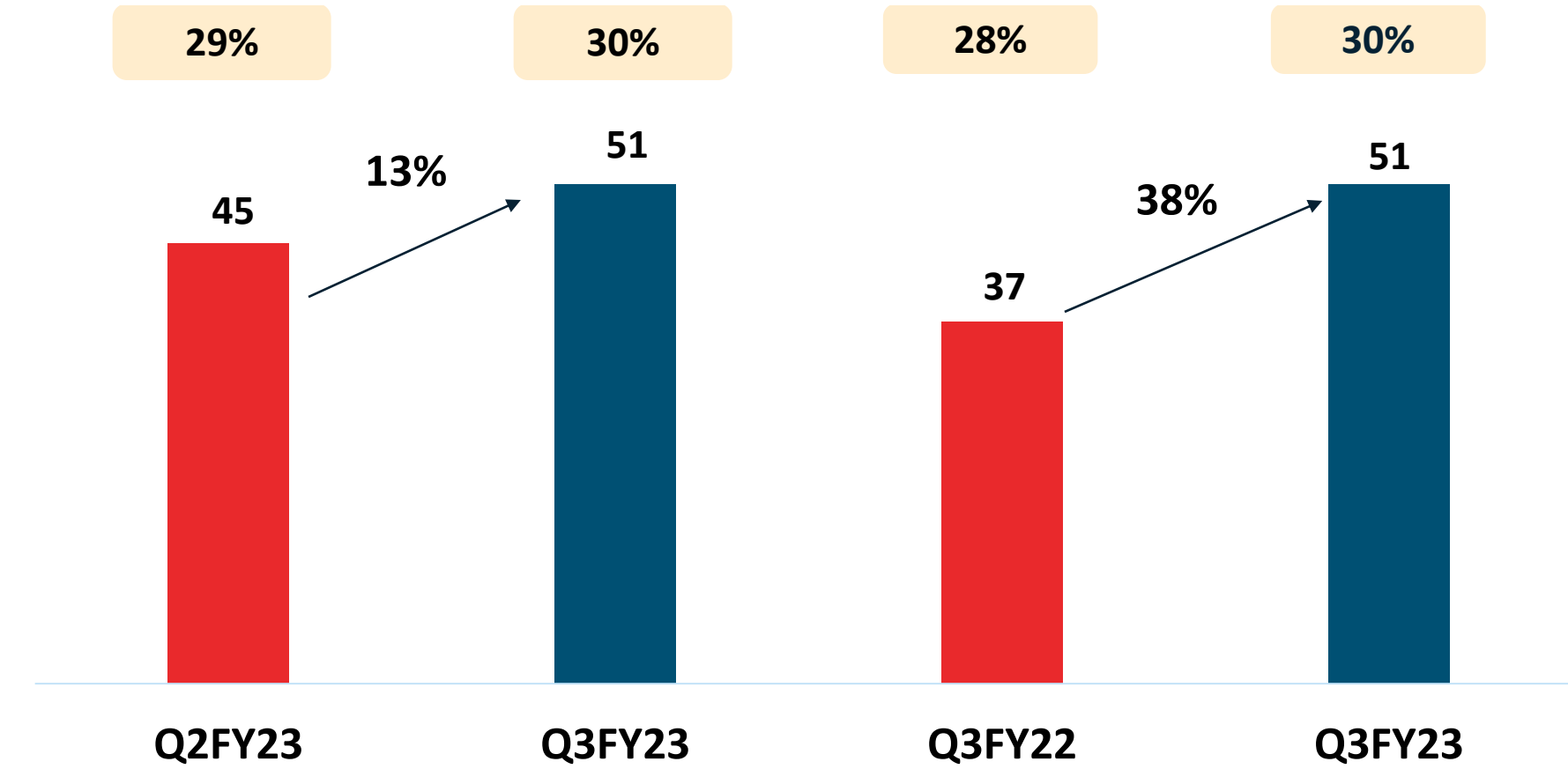
01

FINANCIAL HIGHLIGHTS

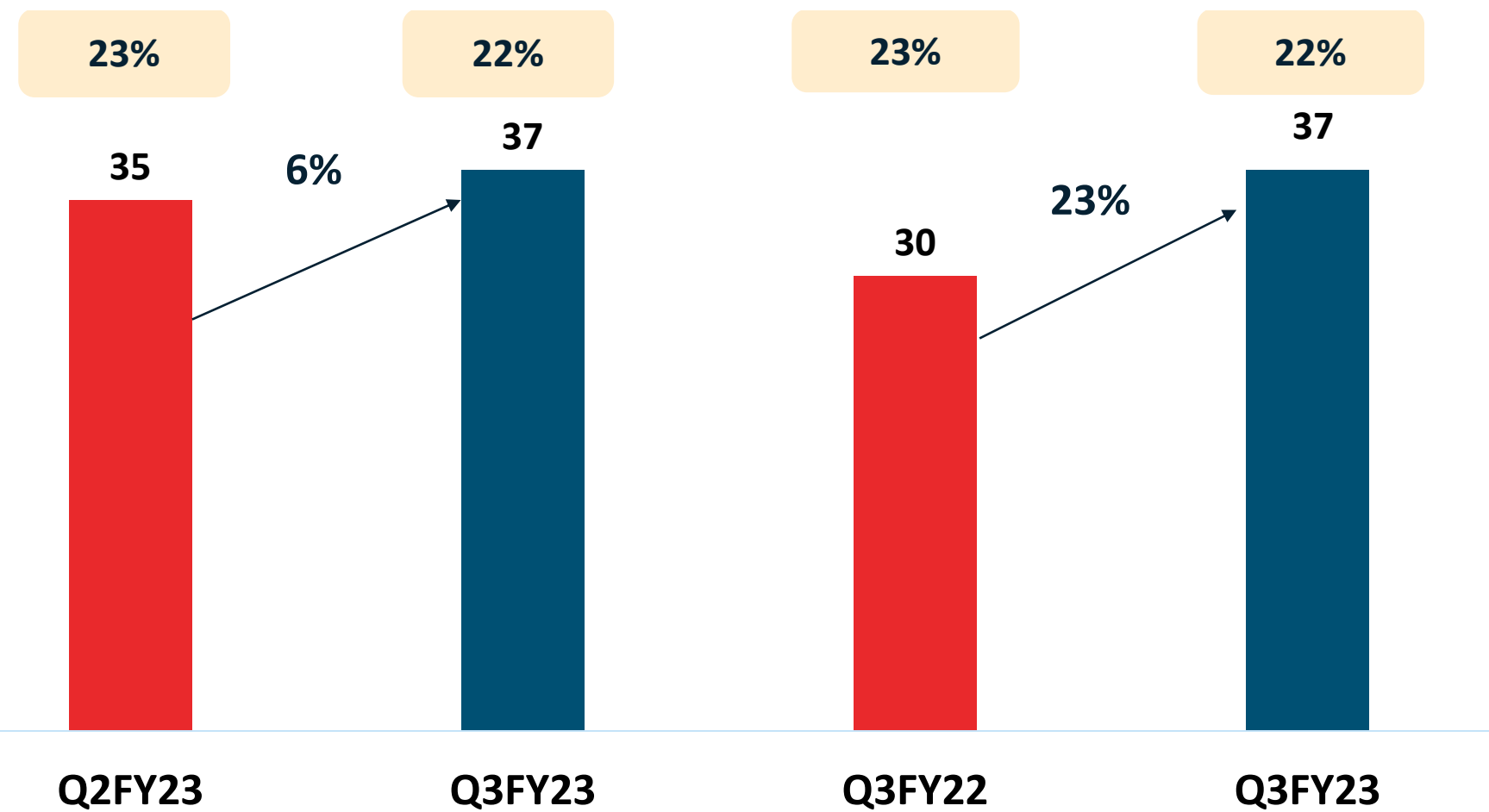
Revenue (INR. Crs)



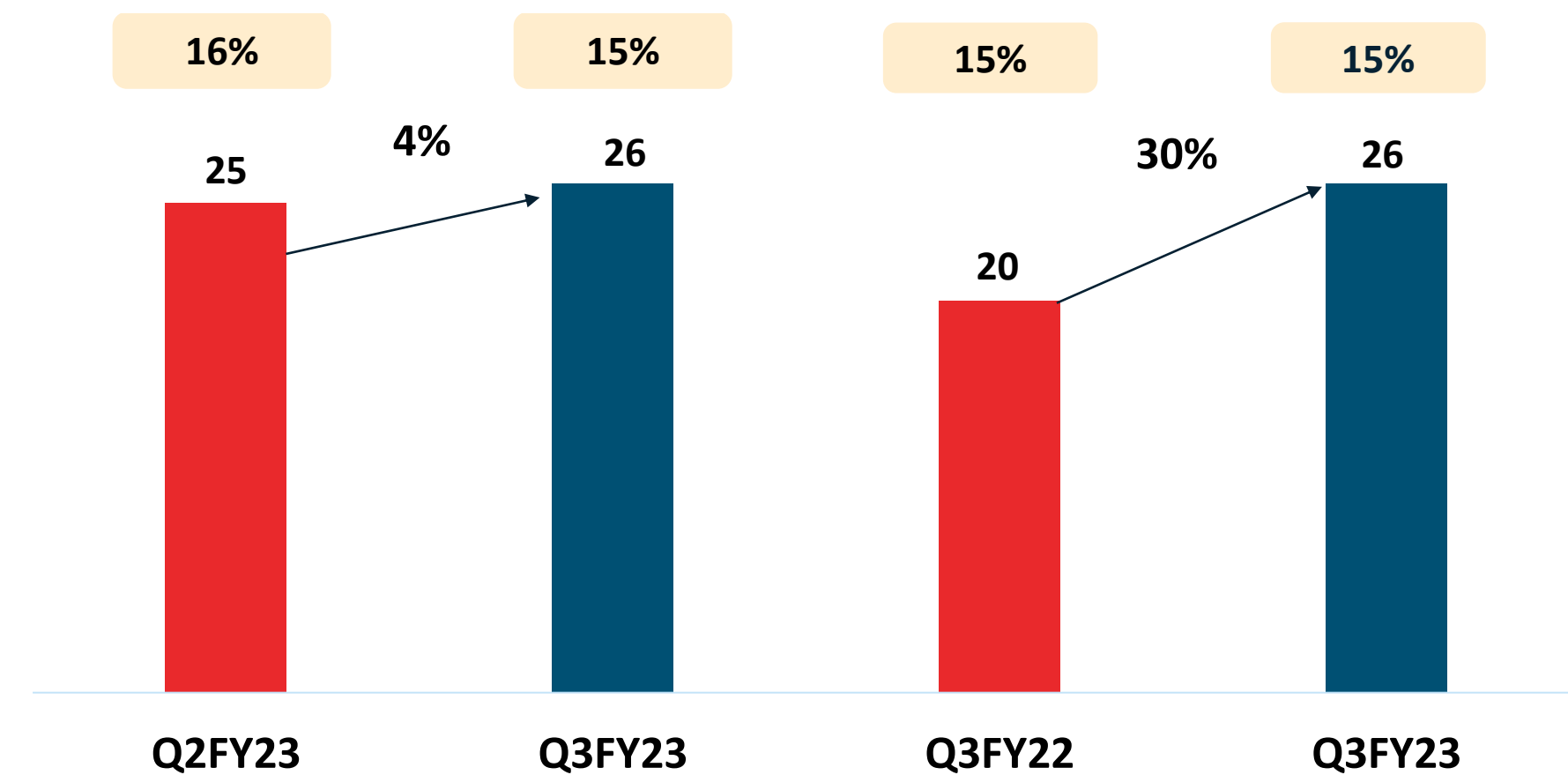
Gross Profit (INR. Crs) & GPM(%)



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



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

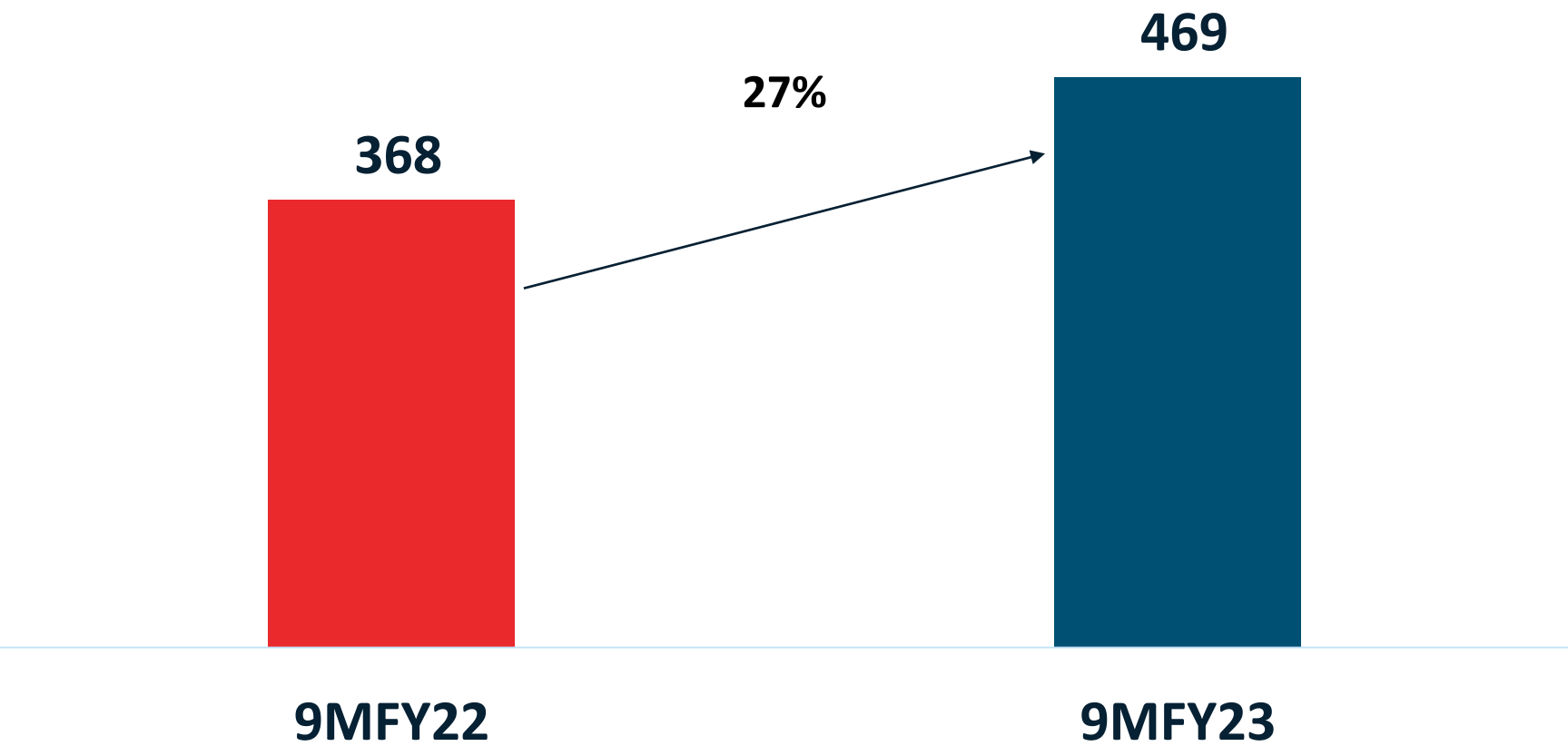


*All numbers have been rounded off

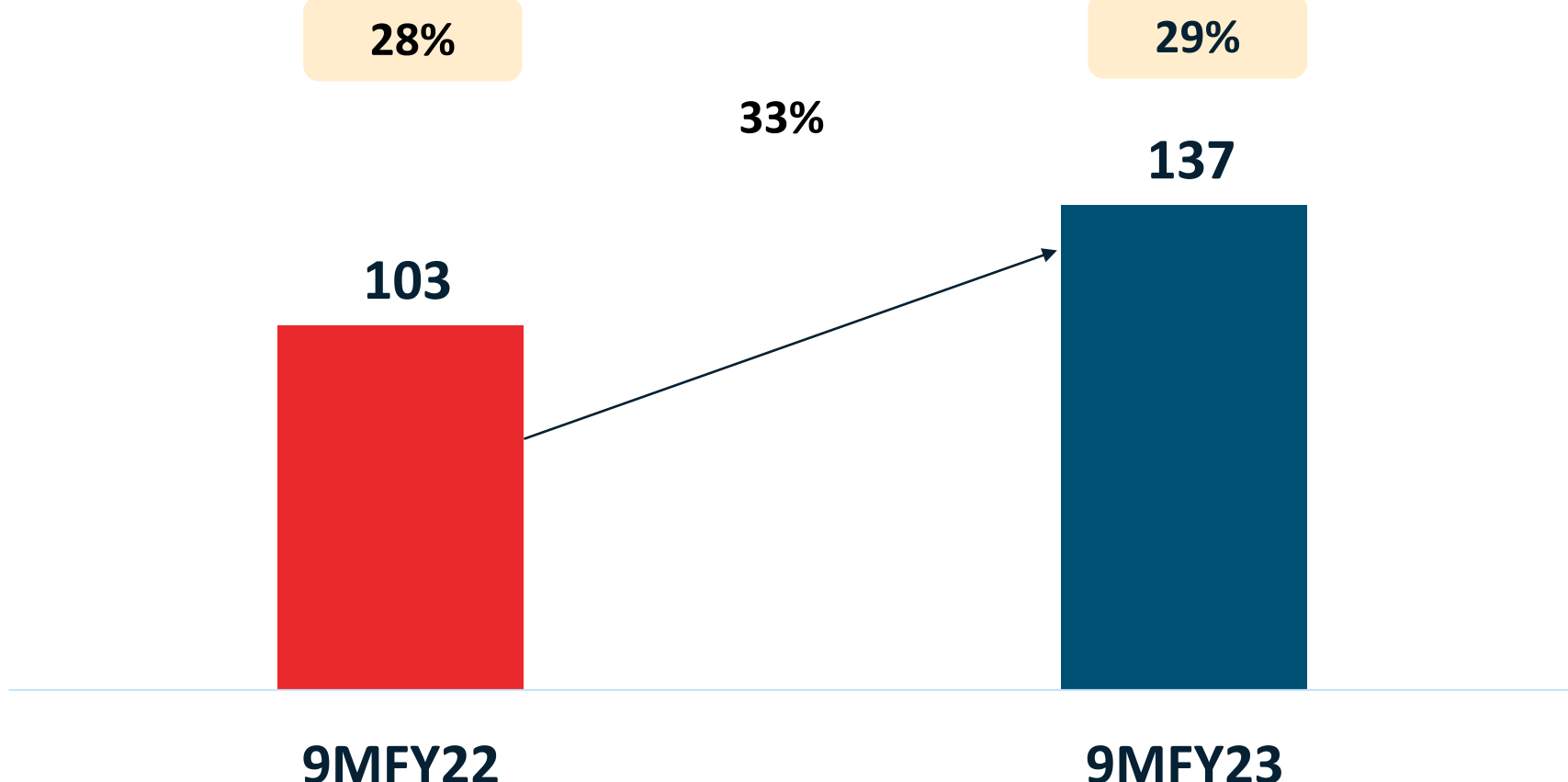
9MFY23 Financials



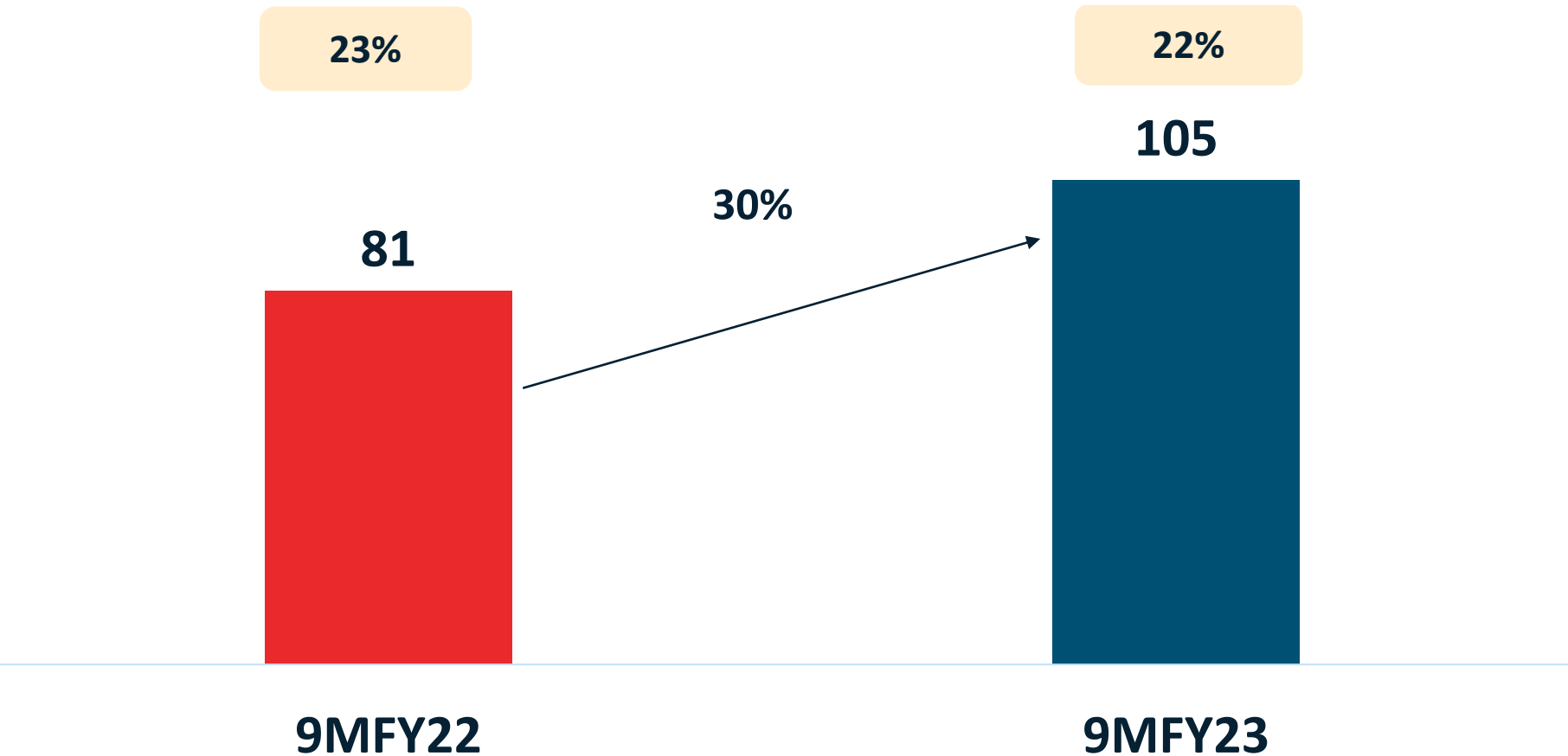
Revenue (INR. Crs)



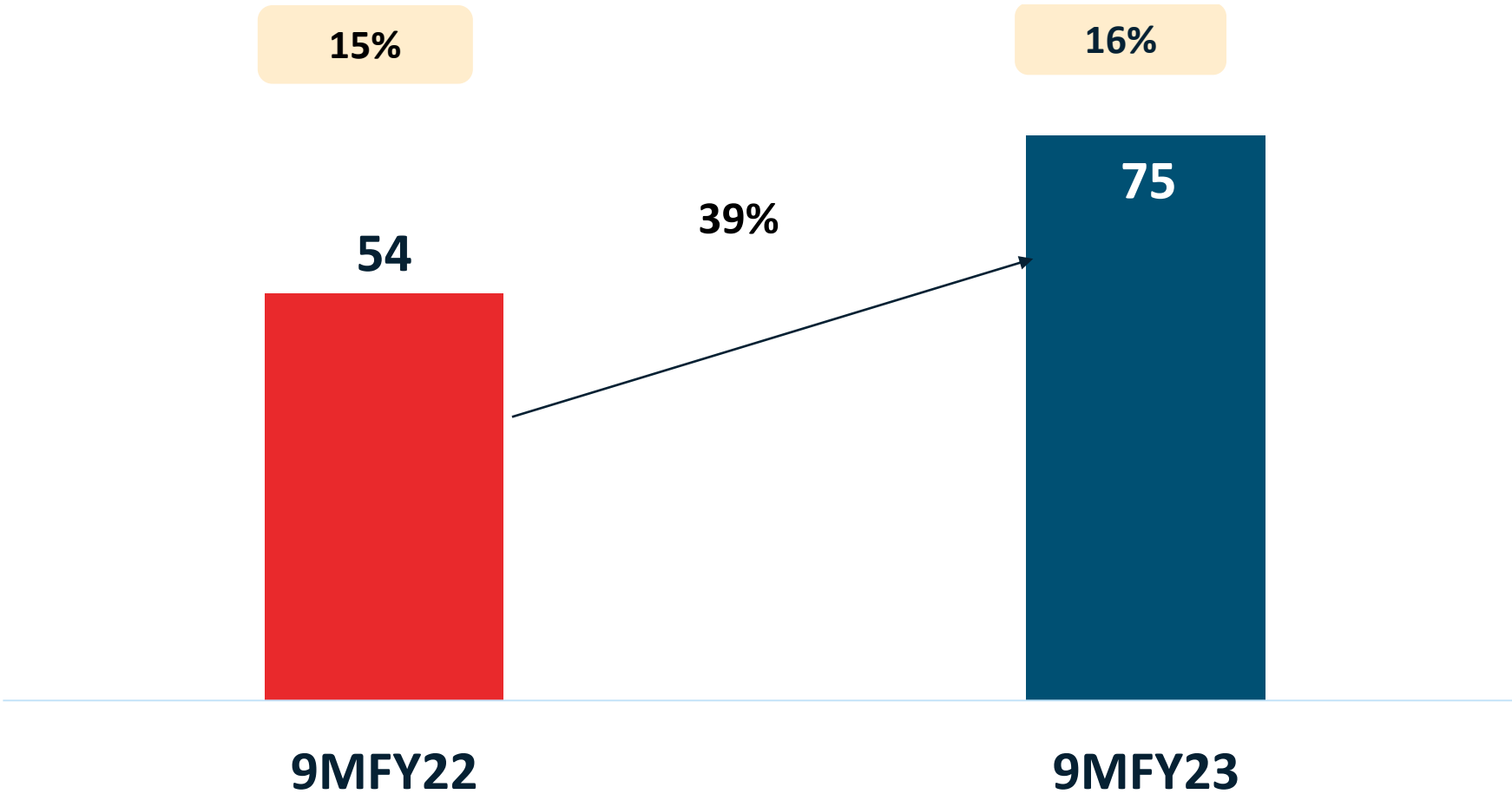
Gross Profit (INR. Crs) & GPM(%)



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



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



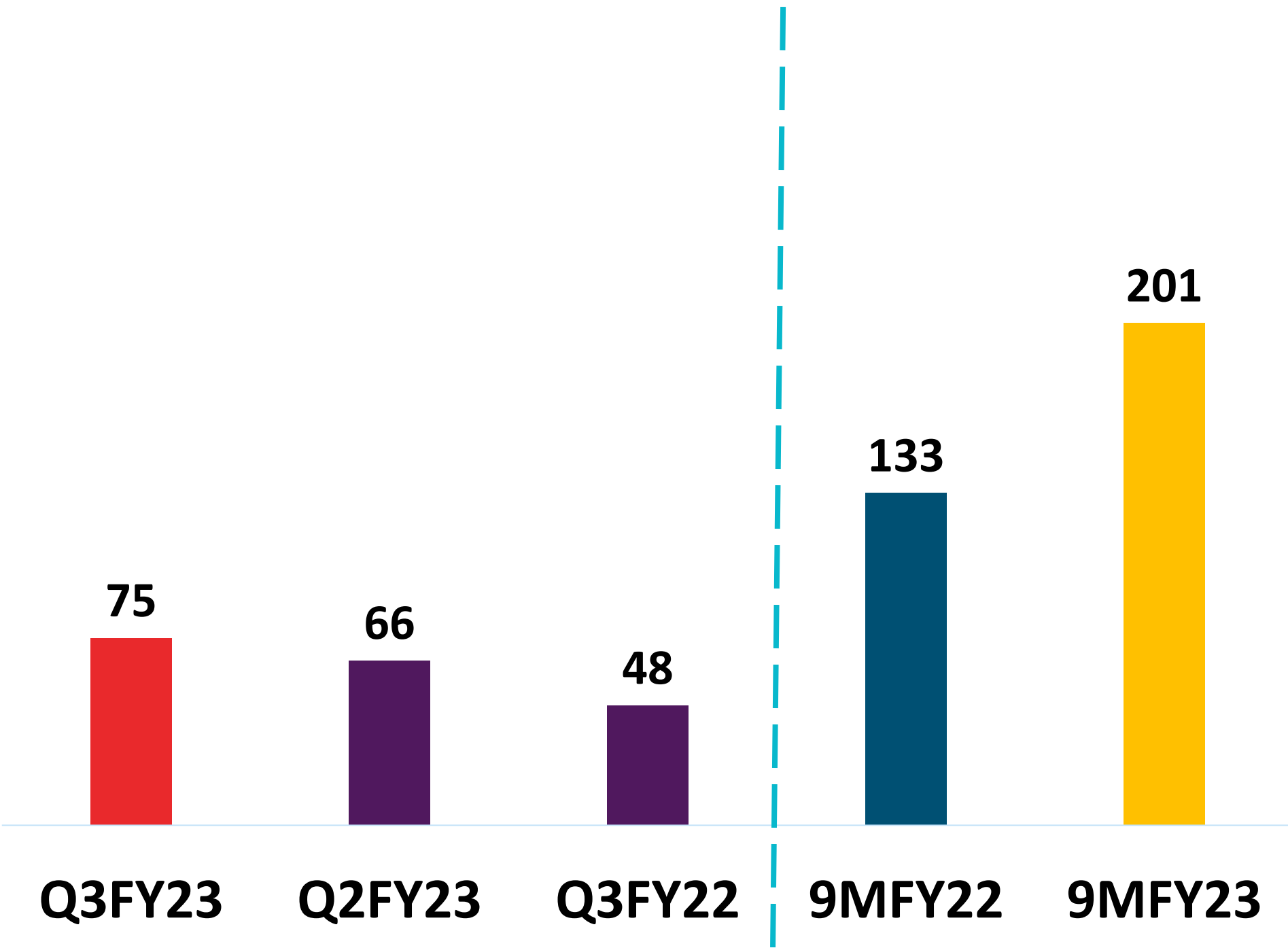
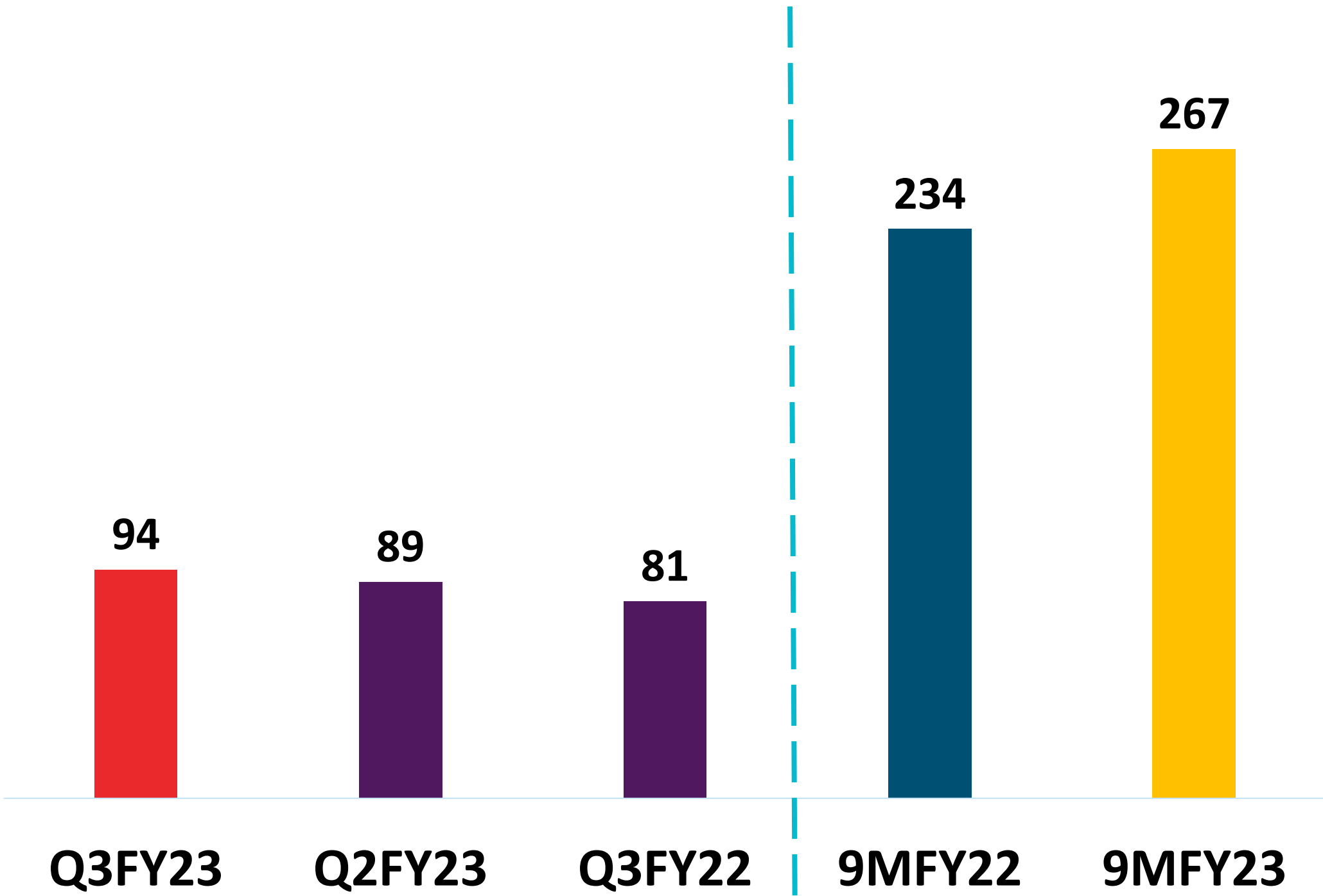
*All numbers have been rounded off

Key Statistics



Banking & Fintech Revenue (INR Cr)

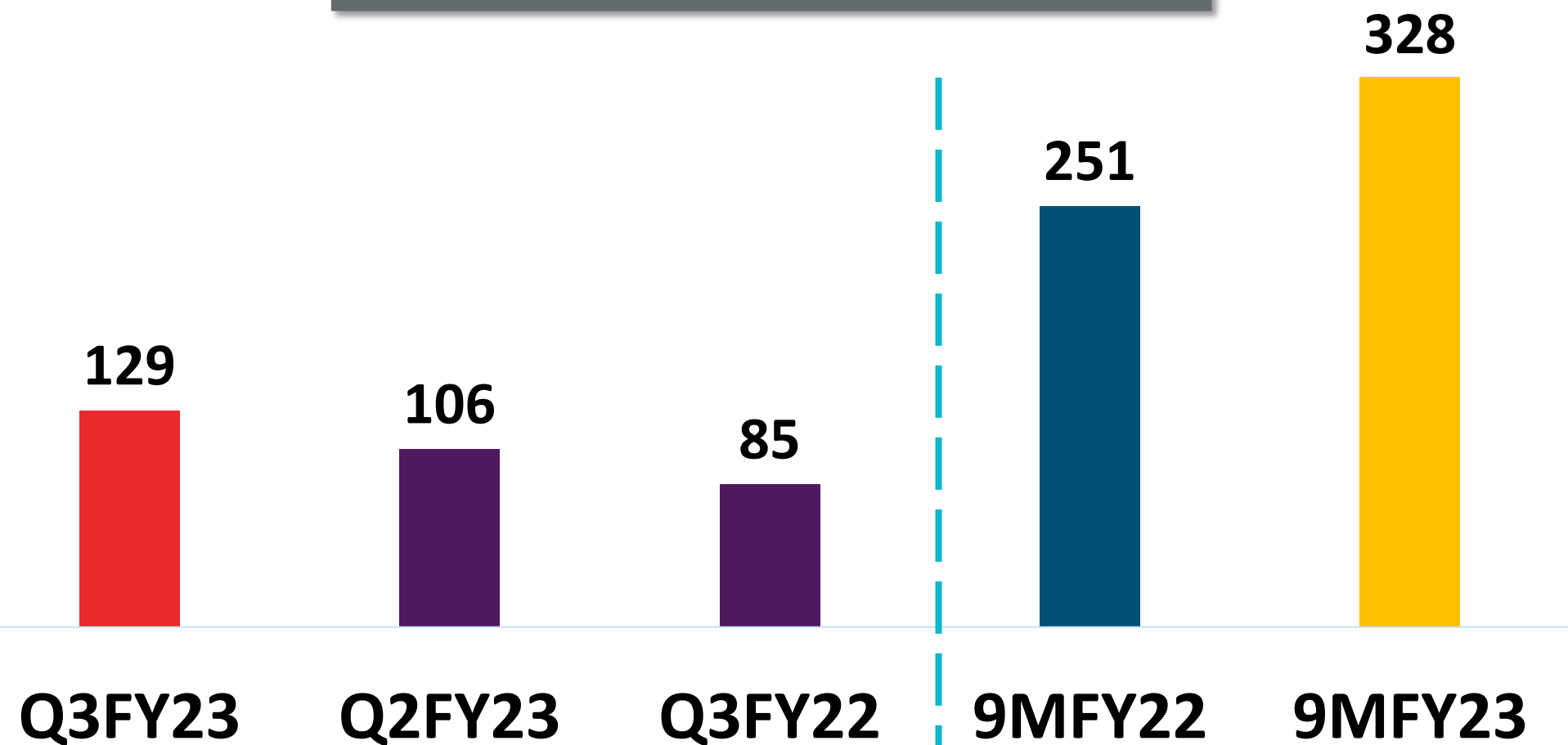
Tech Innovation Group Revenue (INR Cr)



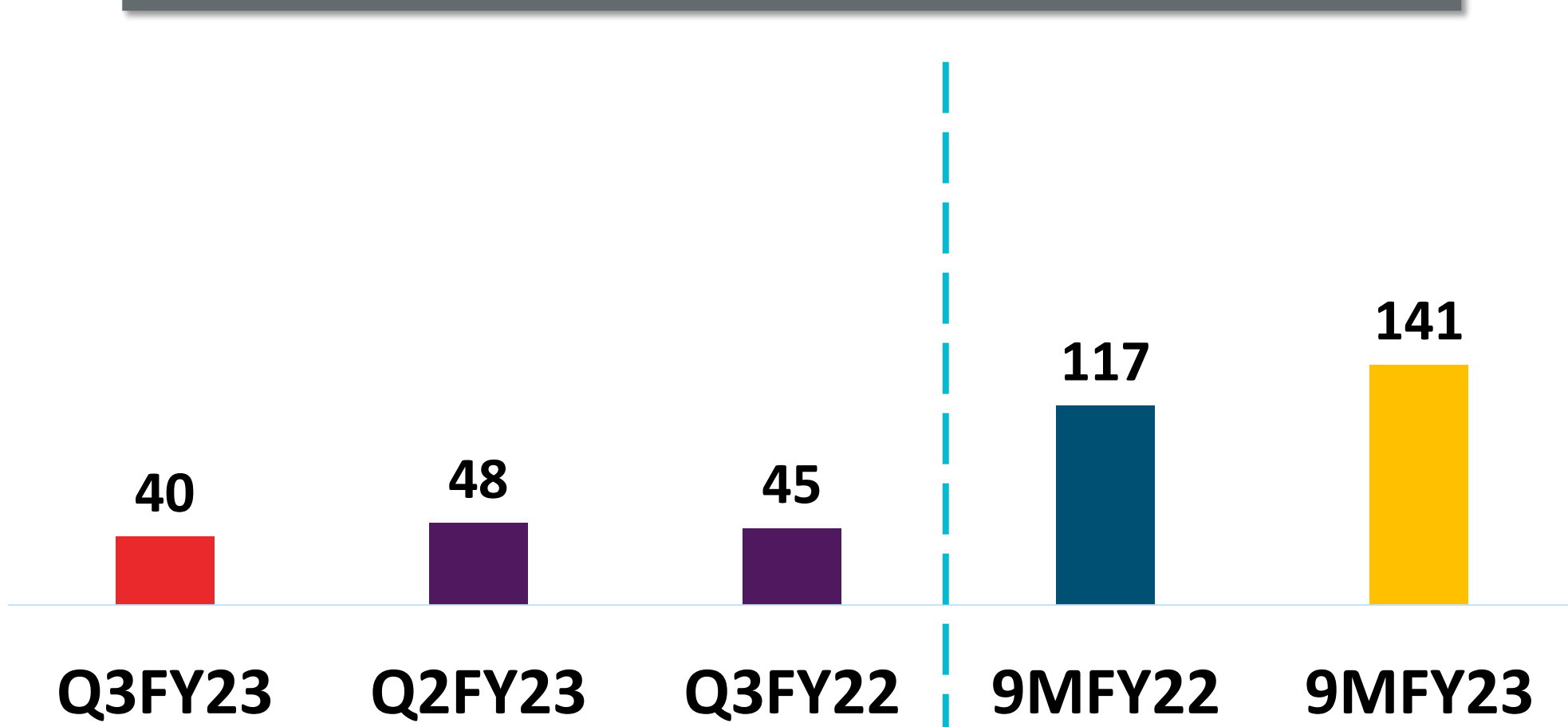
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Key Statistics

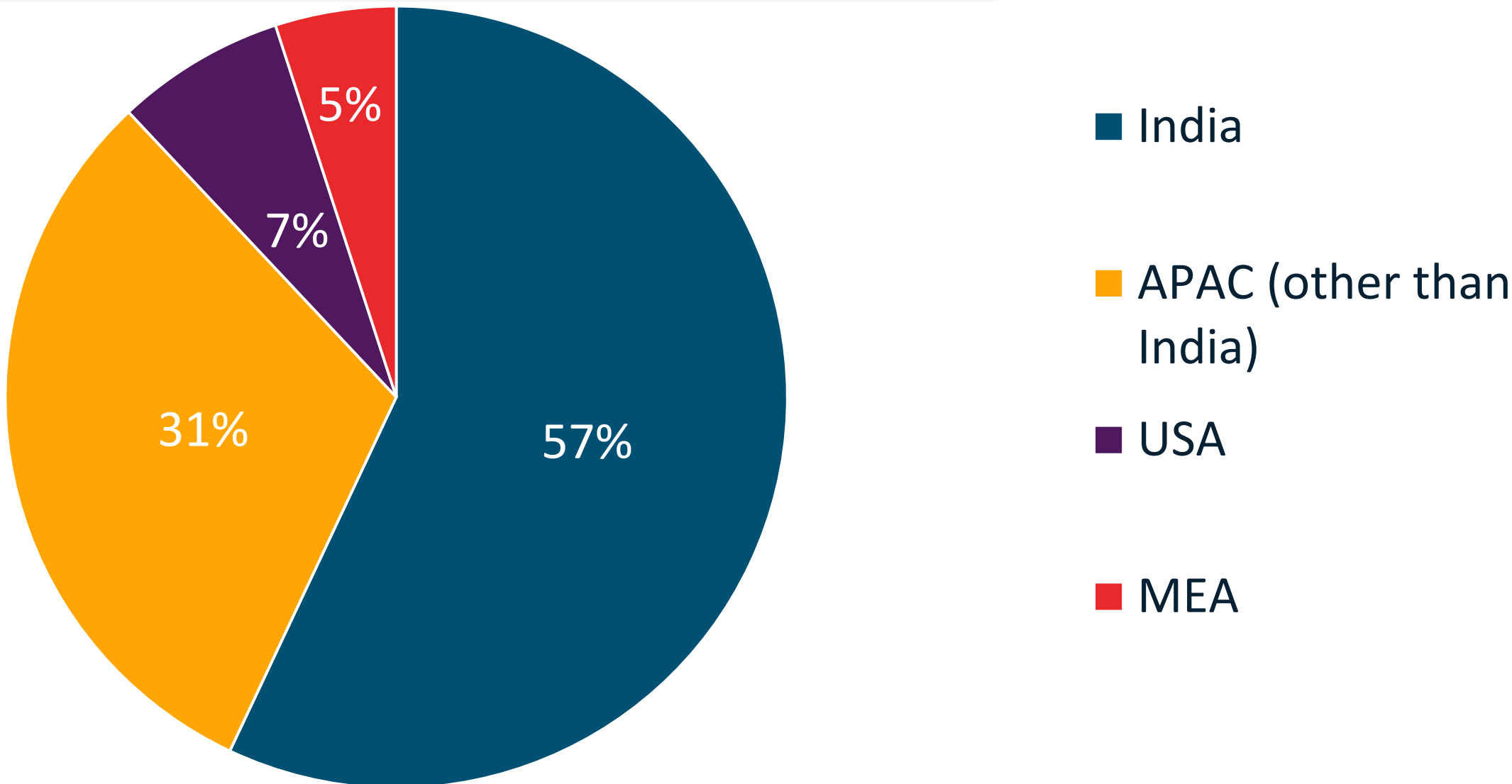
Sale of Software Service (INR Cr)



Sale of Equipment & Product Licenses (INR Cr)



Revenue Break-up (Geography-wise)



*All numbers have been rounded off

Banking & Fintech

- Launched AuroDigi, a next generation, digital banking engagement platform that delivers a unified experience to corporate customers ensuring reliability, security, and configurability.
- Aurionpro Fintech Inc., an Aurionpro subsidiary in the US, wins significant order from one of the largest payment facilitators in the US.
- Aurionpro Payments Singapore launches 'AuropayBiz', its unique business payments platform and signs partnerships with global leaders, 'Stripe Payments' and 'FIS Worldpay' .
- Aurionpro's SME platform Aurobees signs partnership with BSE E-Agricultural Marketing Ltd. (BEAM) to enable the SMEs and corporates on BEAM.
- Aurionpro deepens engagement with Murex customers in India with a strategic order win from one of the largest private sector banks in India.

Technology Innovation Group

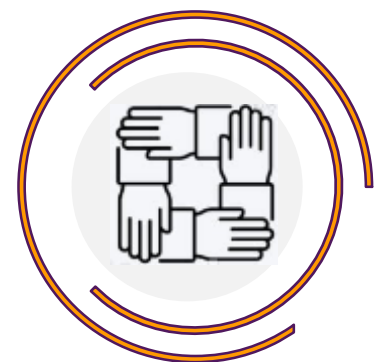
- Hon'ble President of India, Smt Droupadi Murmu launches open loop ticketing system powered by Aurionpro for the HSRTC, Government of Haryana.
- Hon'ble Prime Minister of India, Shri Narendra Modi, inaugurates next phase of Nagpur Metro. Aurionpro provides open loop ticketing system to Nagpur Metro.
- SC Soft, an Aurionpro subsidiary, launches "tap and go" EVM Open Loop Payment Solutions in Maldives, in partnership with MasterCard and MTCC.
- Aurionpro is selected as DC Design Consultant for a prestigious Tier IV Data Center Project for a leading financial institution in India.



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

GLOBAL PROVIDER OF IP-LED PRODUCTS, PLATFORMS AND SERVICES WITH A LEADERSHIP POSITION IN CHOSEN SEGMENTS AND MARKETS

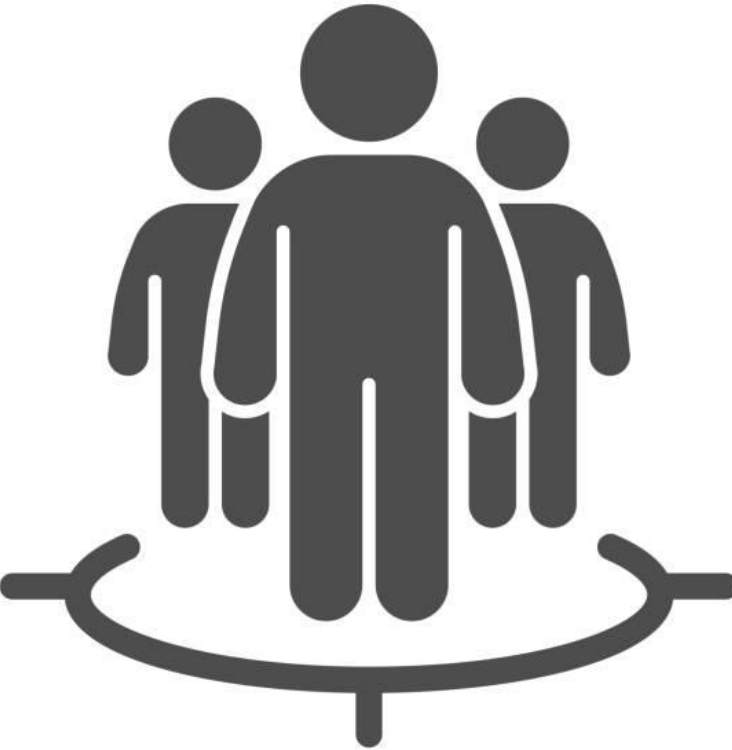
Tier-1 IP and highly differentiated change catalysts in select domains

Furthering the Digital India agenda by innovating and integrating IP to create futuristic platforms



↑ ECOSYSTEM LEVERAGE

Key Clientele



1 Banking



- HDFC BANK
- Nations TrustBank
- OCBC Bank
- CIMB
- ADCB
- ttb
- UOB
- Sacombank
- DTB
- VietinBank
- DFCC BANK
- LANDBANK

2 Data Center Consulting



- Web Werks
- TATA TATA POWER
- IRON MOUNTAIN
- IIT Guwahati

3 Branch Transformation Solution



- kotak Kotak Mahindra Bank
- FEDERAL BANK YOUR PERFECT BANKING PARTNER
- IDBI BANK
- etisalat by e

4 Smart Mobility



- NASPUR METRO
- Sacramento Regional Transit
- उद्योग परिवहन निगम
- NOIDA METRO
- Maldives



CMO Asia Awards 2022 for Excellence in Branding & Marketing



iCashpro+ Transaction Banking Solution wins Technoviti Award for the 3rd 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

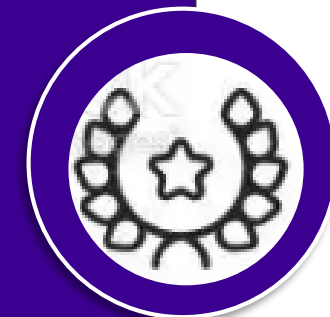


Mr. Shekhar Mullatti
President & Global Head - Banking



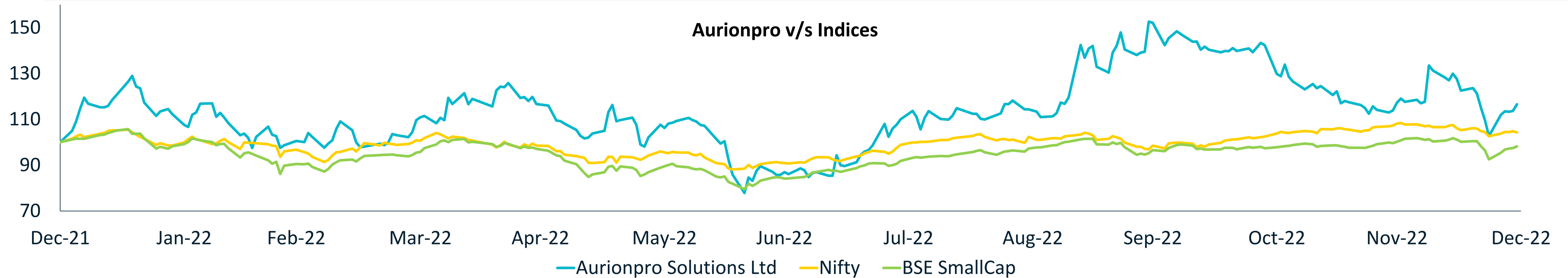
Mr. Sanjay Bali
President & Global Head – Tech
Innovation Group

Key Growth Drivers

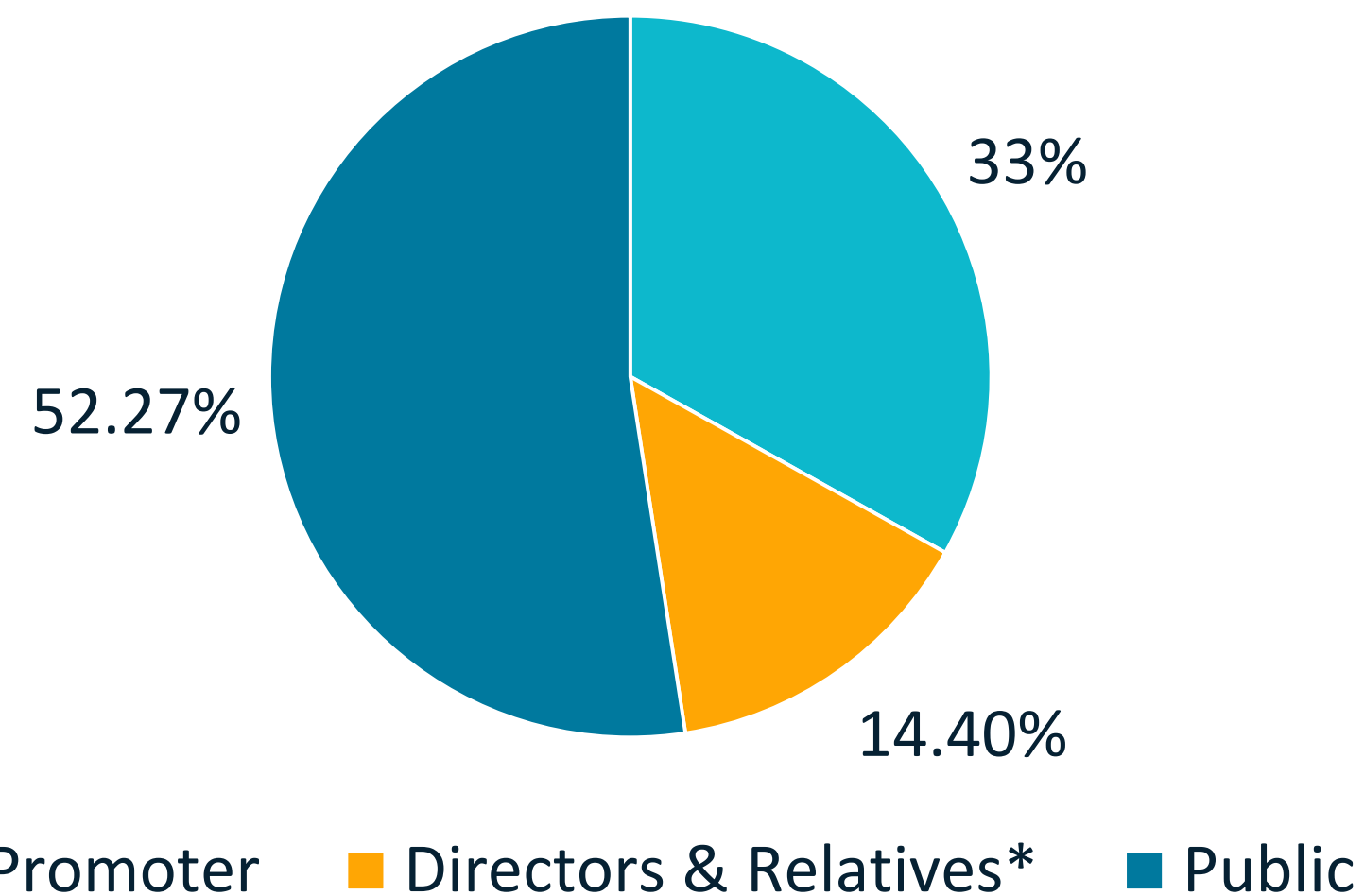


- Globally competitive IP and highly differentiated and unique offerings with large demand run
- Strong Order book INR 760 Cr (next 4 quarters) which will create a sustainable growth trajectory going forward
- Trusted partner with various Governments in the smart mobility and infrastructure space in 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
- Dominant player in the banking & fintech industry in Asia and One of the few integrated global players in the Automated Fare Collection (AFC) space

In the last one year, Aurionpro (up 16%) has outperformed benchmark indices (up by avg 2.3%)



Shareholding Pattern (As on 31st Dec, 2022)



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

Stock Data (As on 31st Dec, 2022)

Mkt Cap (INR Cr)	781.25
Stock Price (INR)	342.65
52 week (High)	468.00
52 week (Low)	221.00
No. of Shares O/S	2,28,00,165

Embrace Digital's New World Order

ADAPT With Us



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info@aurionpro.com