



15th May, 2024

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 NSE Symbol: AURIONPRO	To, The BSE Limited, 25 th Floor, P. J. Towers, Fort, Mumbai- 400 001 Scrip Code: 532668
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Sub: Investor Presentation

Dear Sir/Madam,

Kindly find enclosed herewith Investor Presentation of the Company for the year ended 31st March, 2024.

You are requested to upload the same on your website.

Thanking you,

Yours faithfully,

For Aurionpro Solutions Limited

Ninad
Prabhakar
Kelkar

Digitally signed by
Ninad Prabhakar Kelkar
Date: 2024.05.15
11:37:21 +05'30'

Ninad Kelkar
Company Secretary

aurionpro 

Great
Place
To
Work®

Certified
MAR 2023 – MAR 2024
INDIA

ADAPT

The New World Order of Digital

Investor Presentation
May 2024

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Bouquet of IP-led products



25+ Years of Experience



Global presence across 14+ countries



**6,500 Cr+ Mcap
A Top 1,000 company by Mcap**



**INR 887 Cr Revenue
FY24**



**INR 946 Cr Net Worth
FY 24**



200+ clients



**2,300 +
Employees**



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



Aurionpro wins award for best transaction banking implementation at IBS Global FinTech Awards 2023



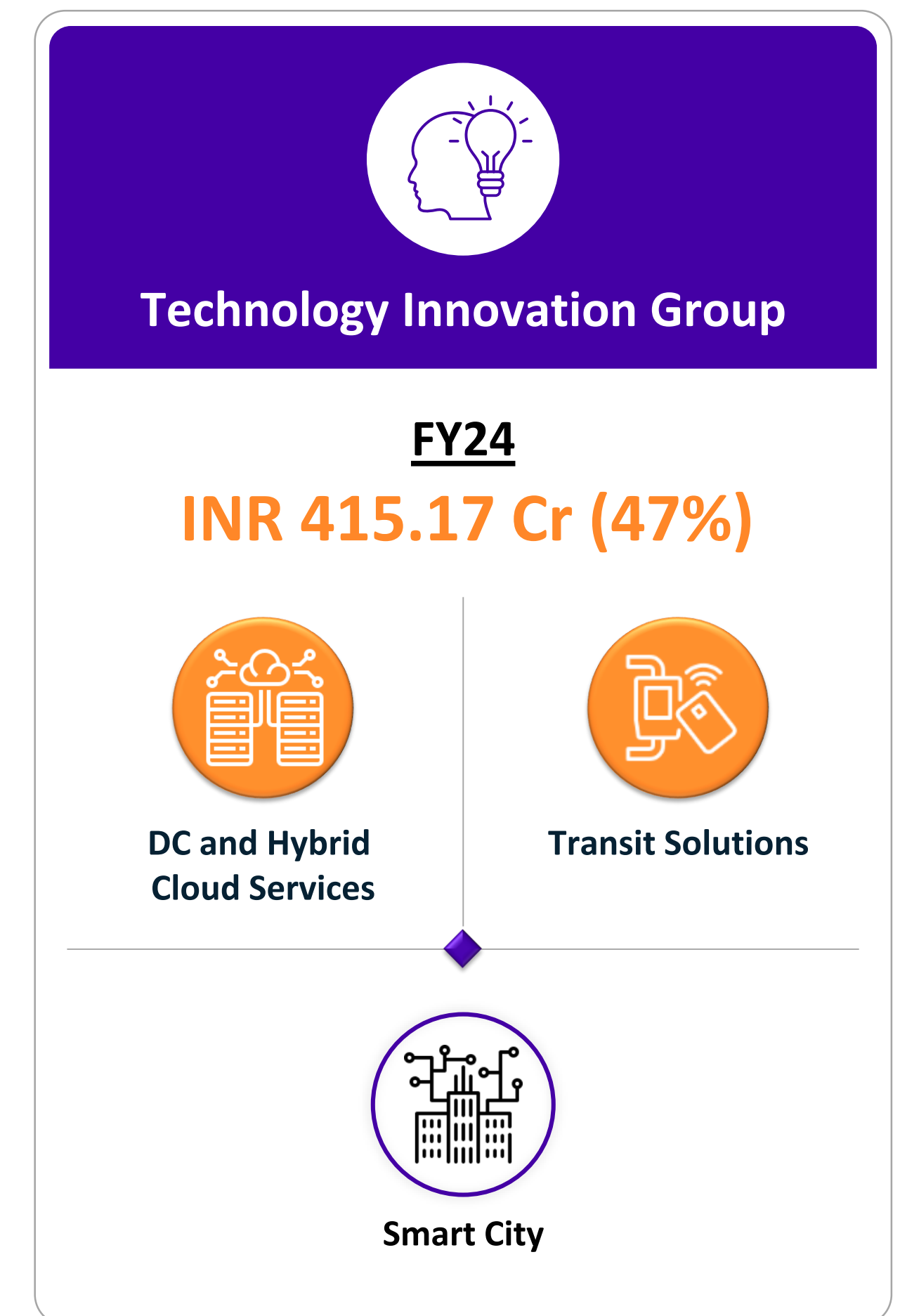
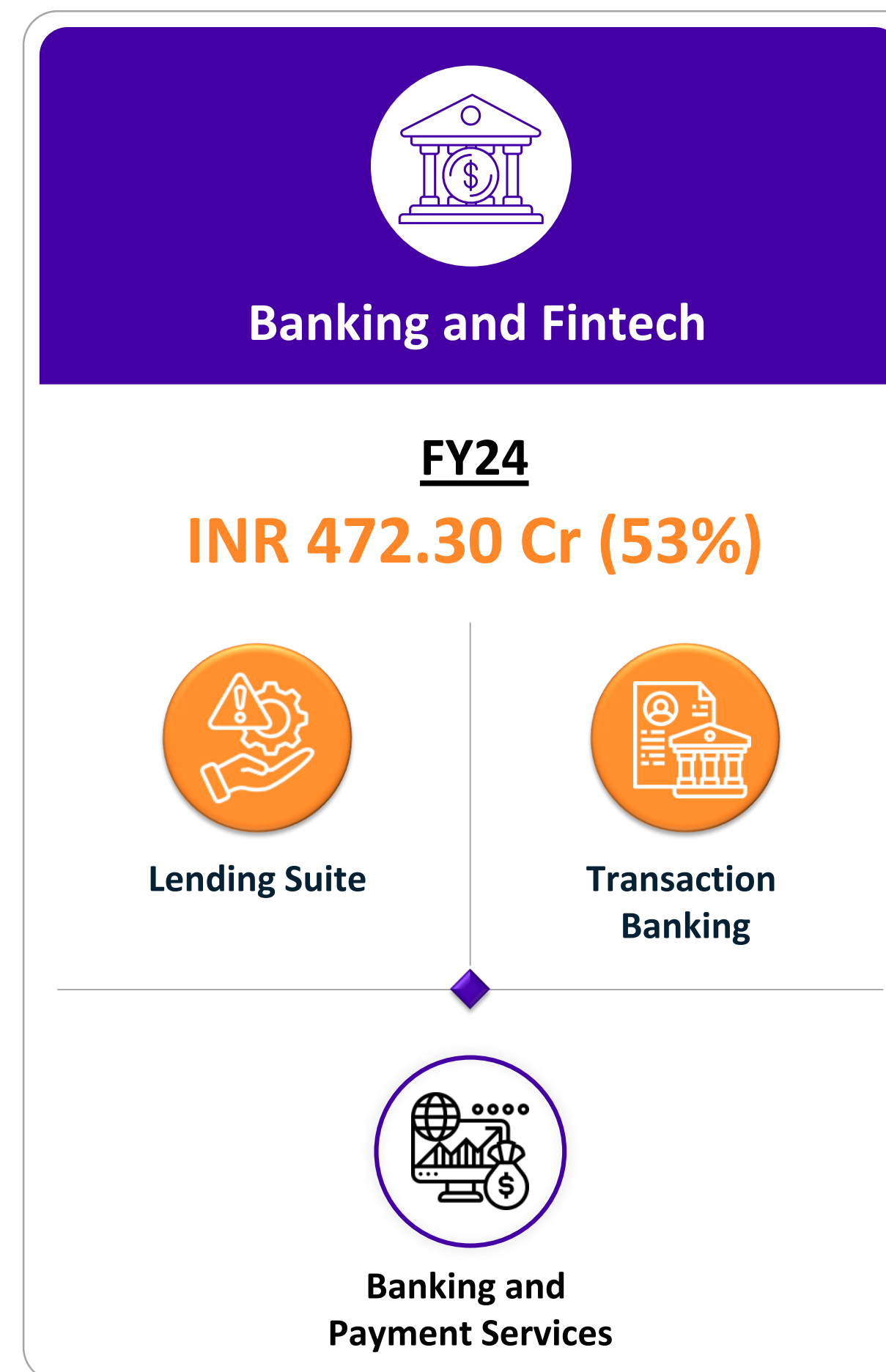
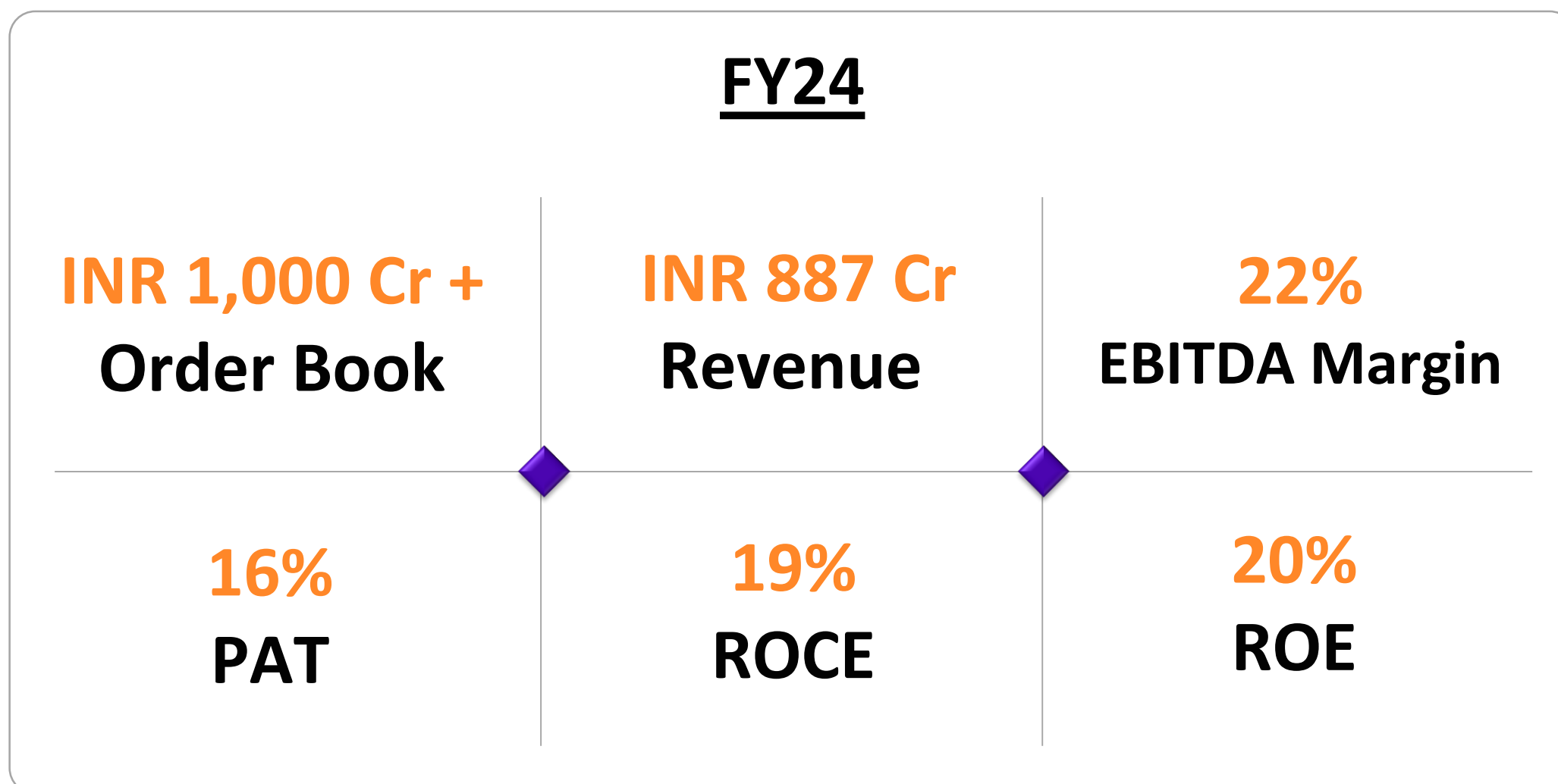
Integro Technologies Wins RiskTech 2024 Award for Best Limits Management under the category of Lending Operations.



Wide presence in the banking & fintech industry in Asia

Platform-led provider of Advanced Technology Solutions enabling enterprises to accelerate Digital Innovation across Banking, Mobility, Payments and Government sectors

- › Global provider of IP-led products, platforms and services
- › Focus on chosen segments and markets
- › Strive to become a vertically integrated player across the value chain
- › Experience of catering to multiple customers in the Banking and Fintech industry in Asia
- › Integrated offering in Transit and Automatic Fare Collection (AFC)



Note:*For the period FY21 to FY23, **Book-to-Bill for FY23

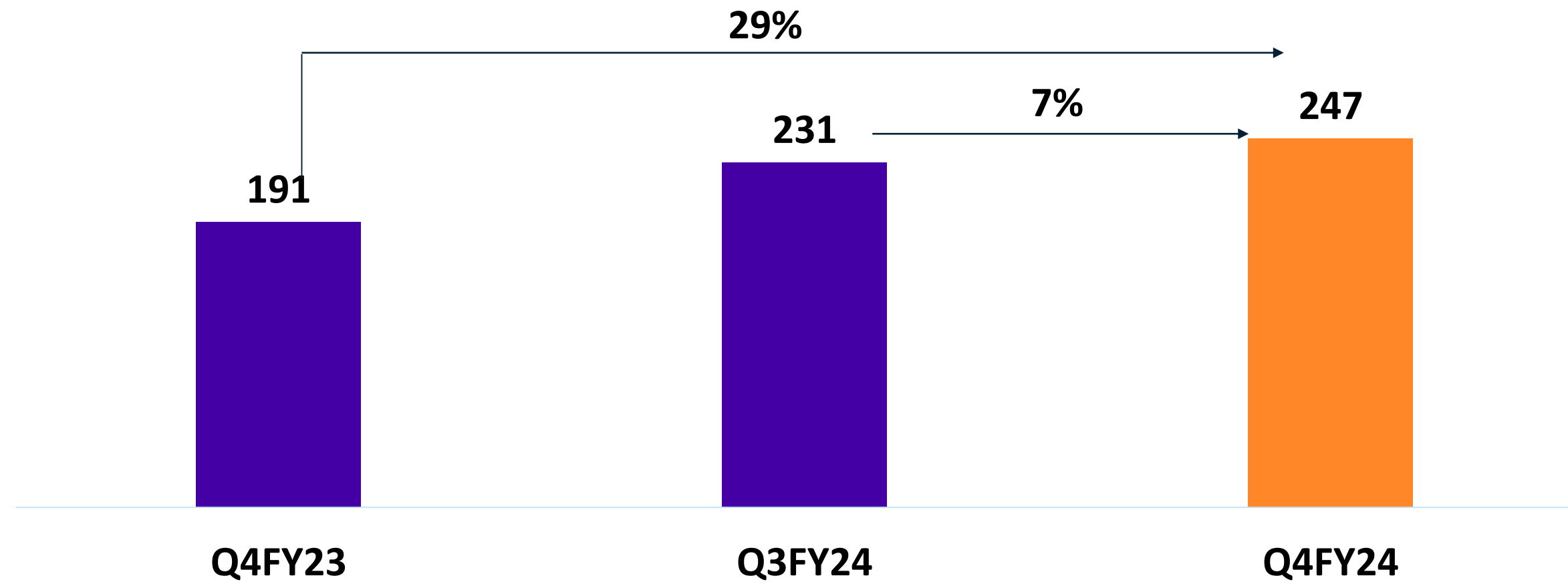
01

Financial Performance

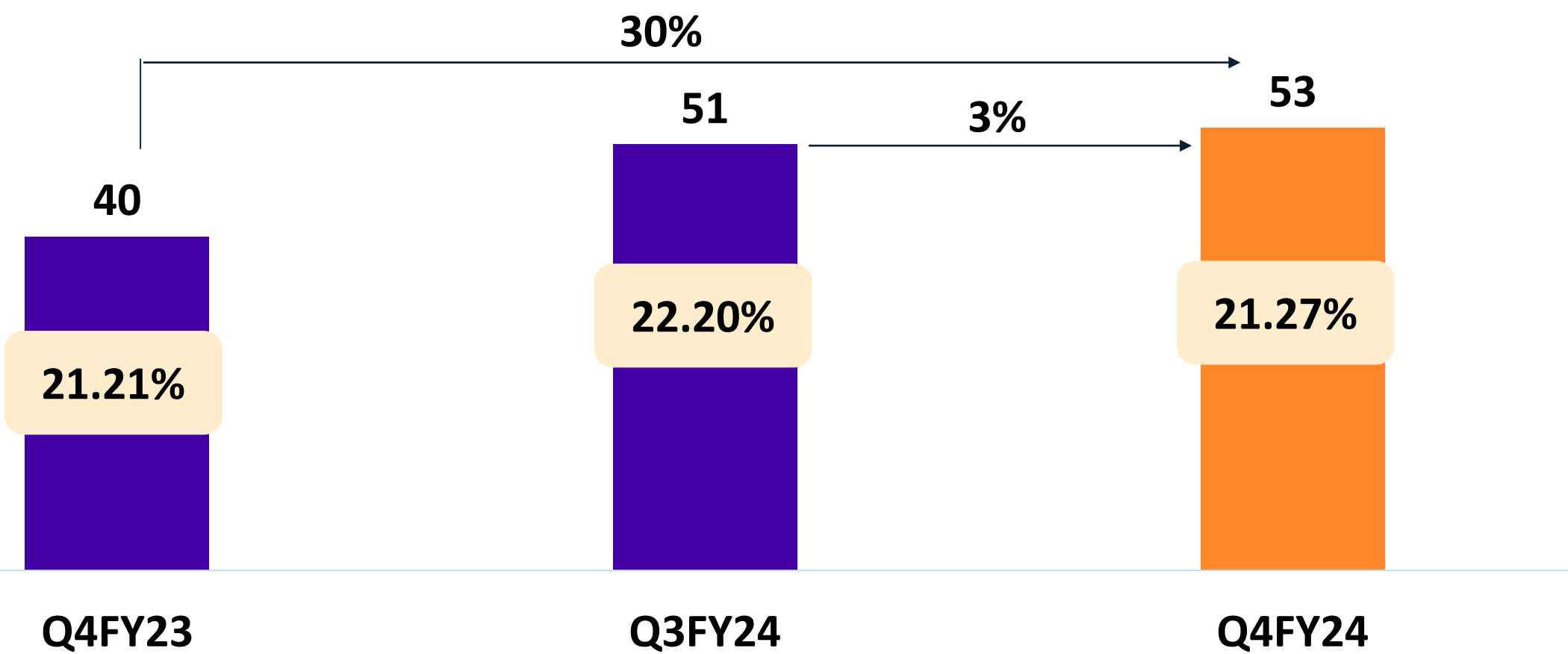
Q4 FY24 Financials



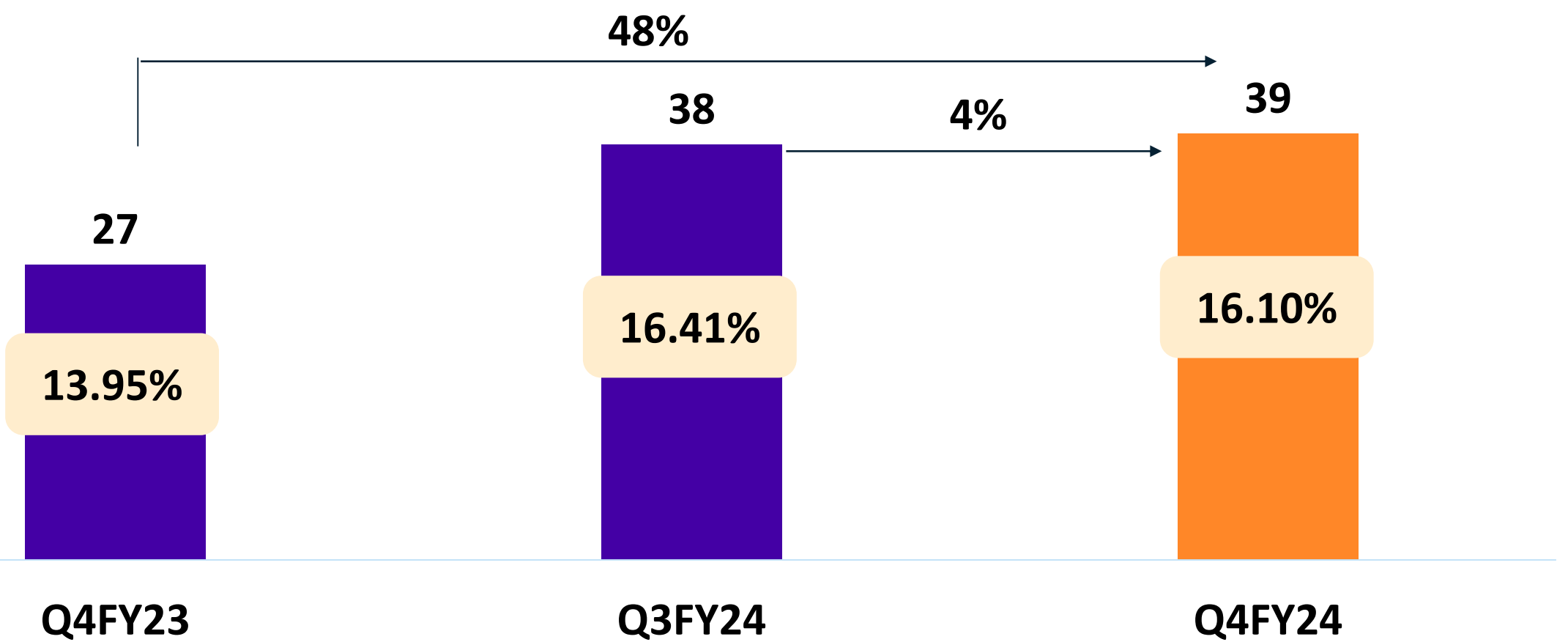
Revenue (INR Cr)



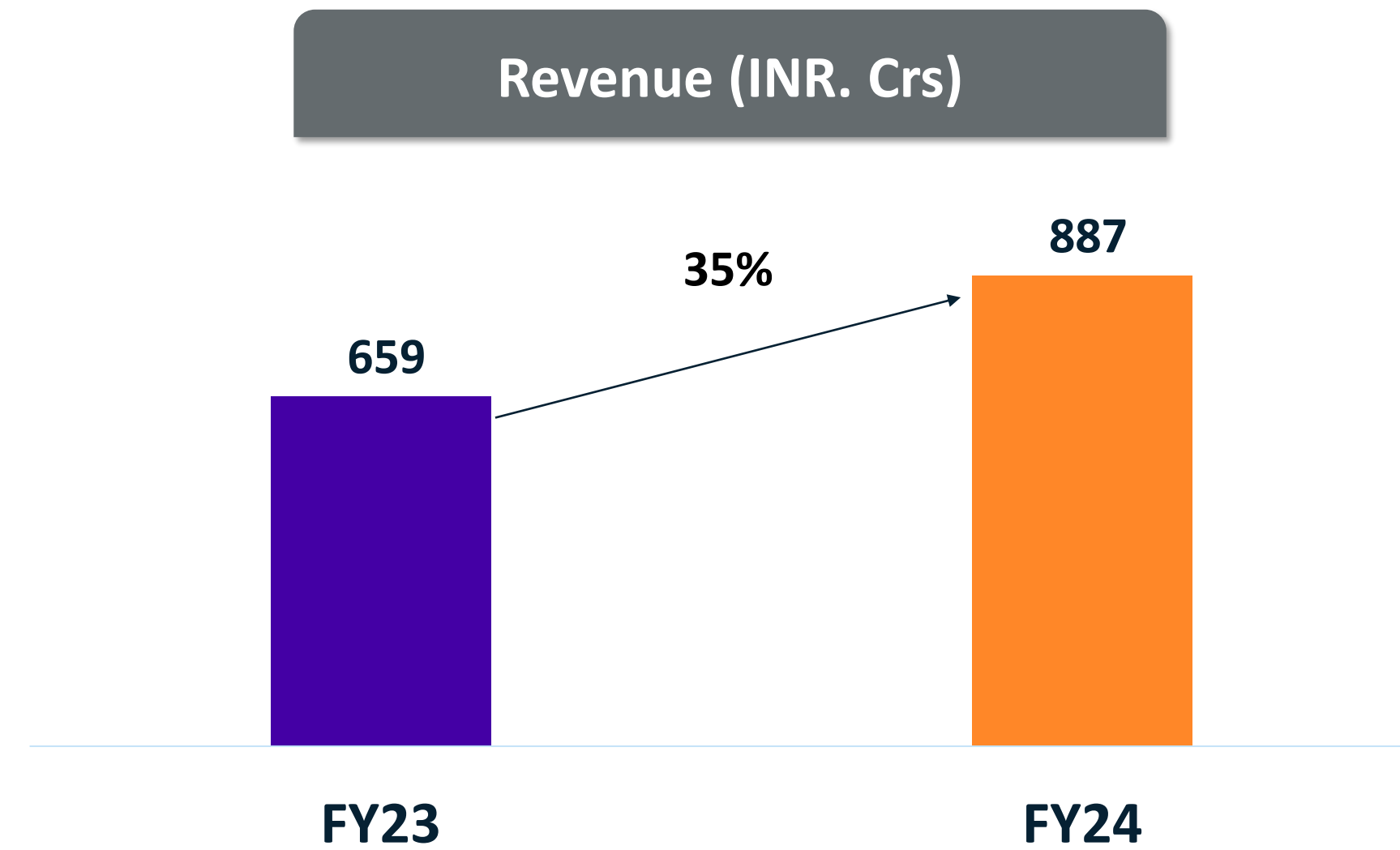
EBITDA (INR Cr) & EBITDA Margins (%)



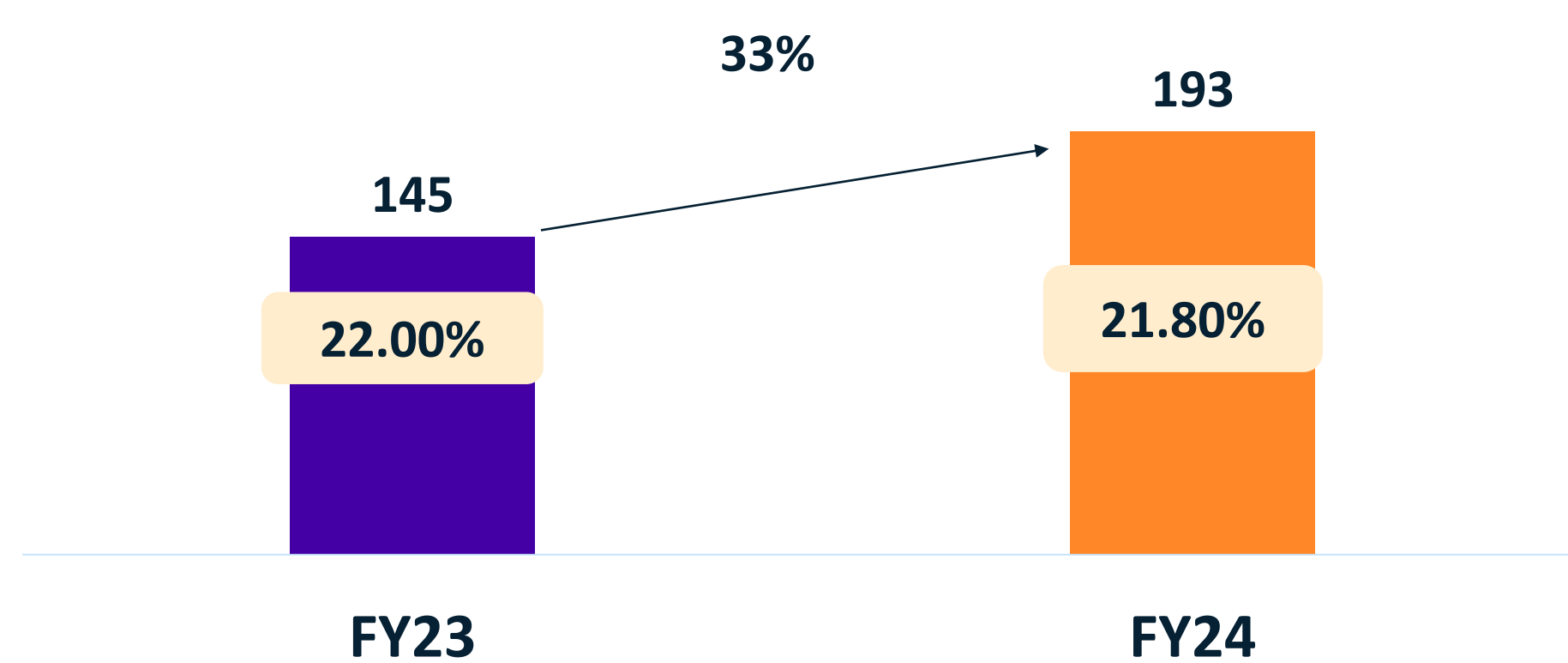
PAT (INR Cr) & PAT Margins (%)



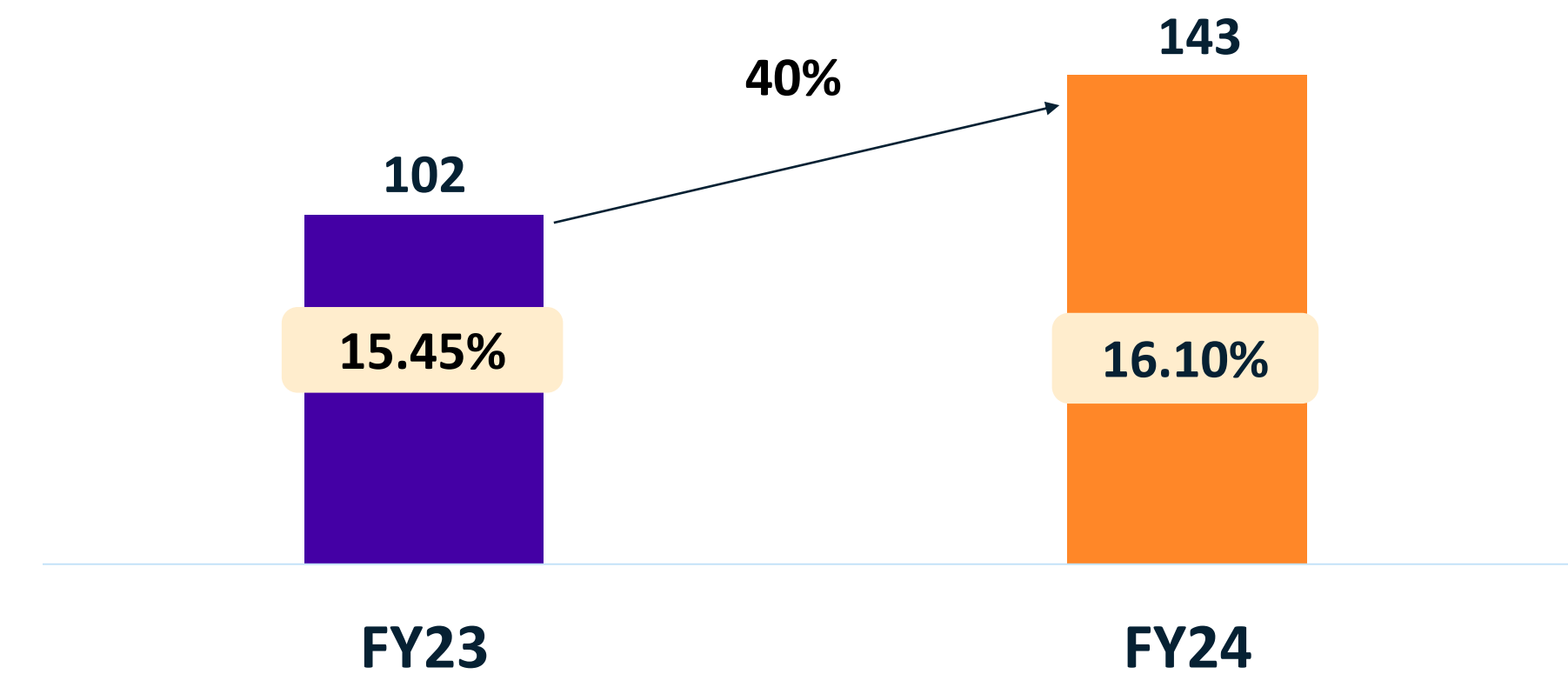
*All numbers have been rounded off



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



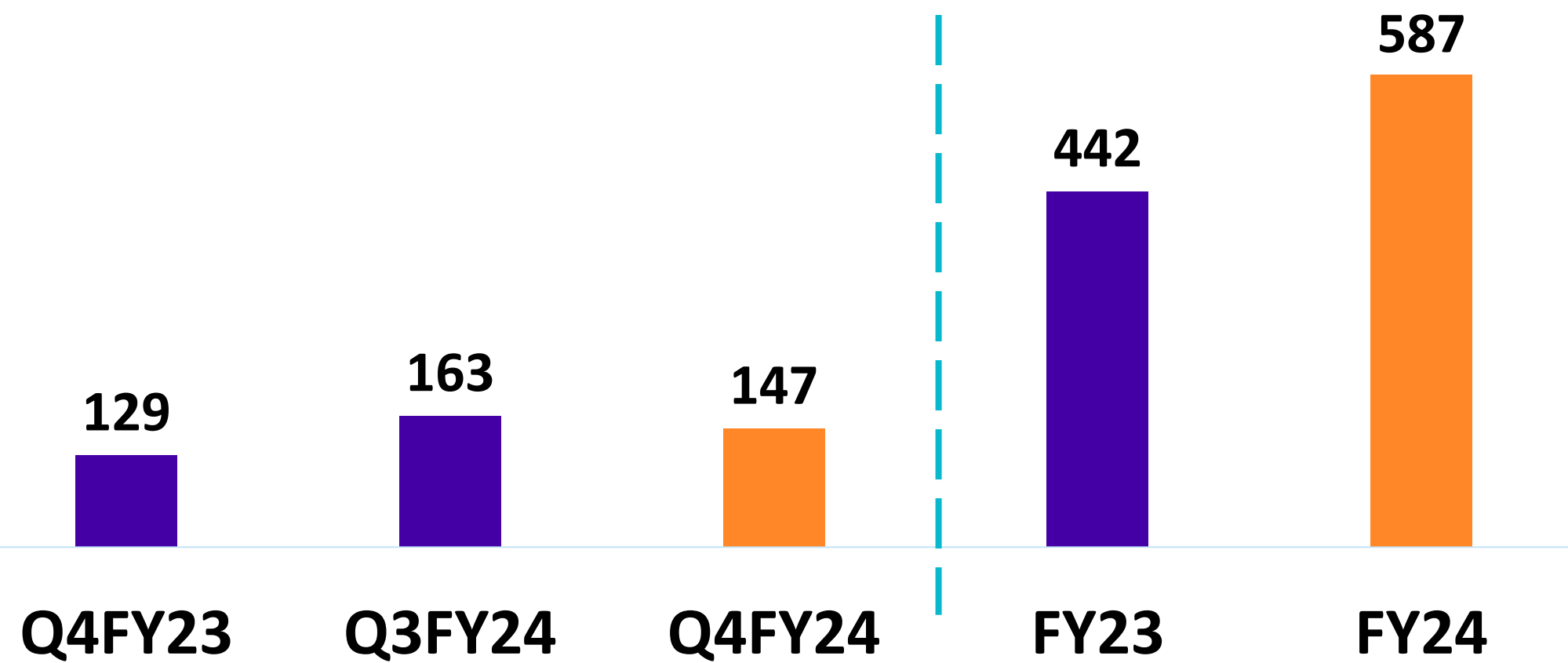
PAT (INR. Crs) & PAT Margins (%)



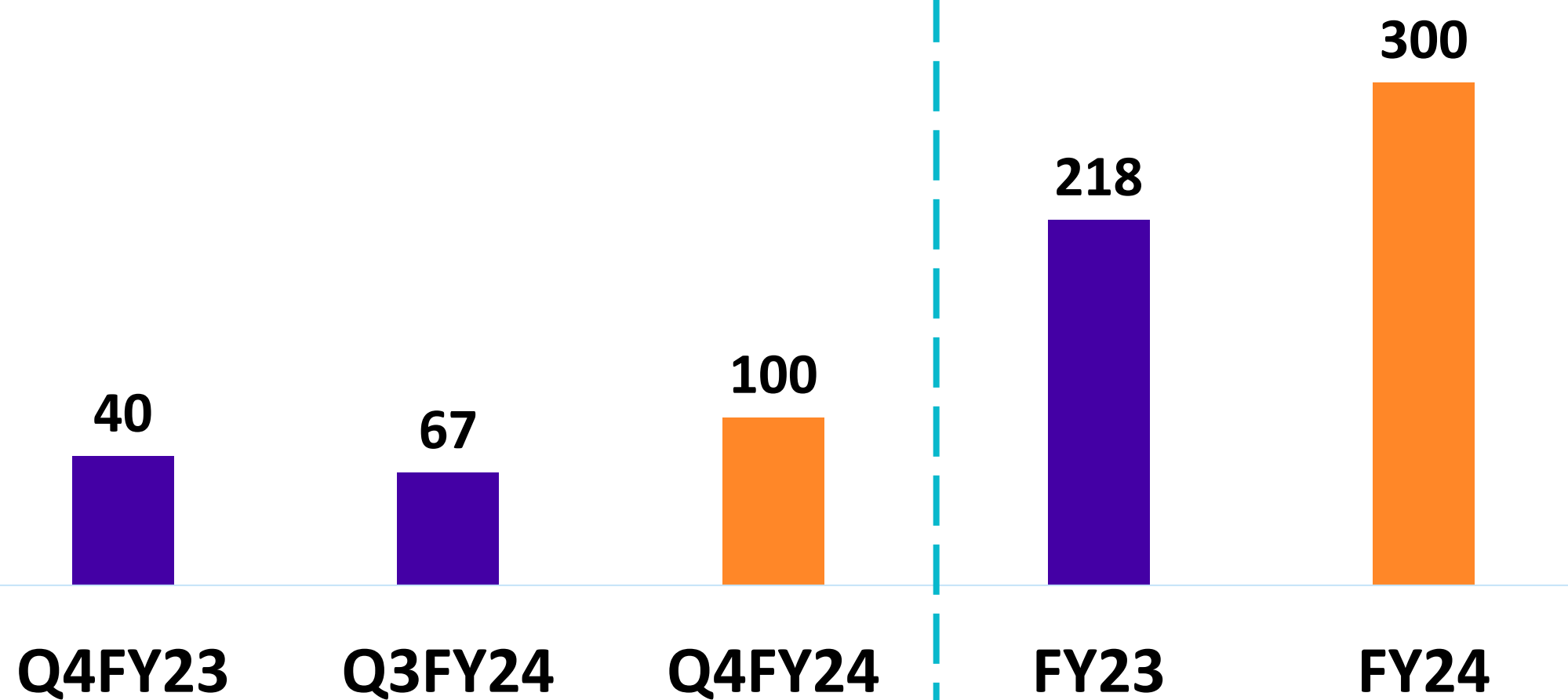
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Key Statistics

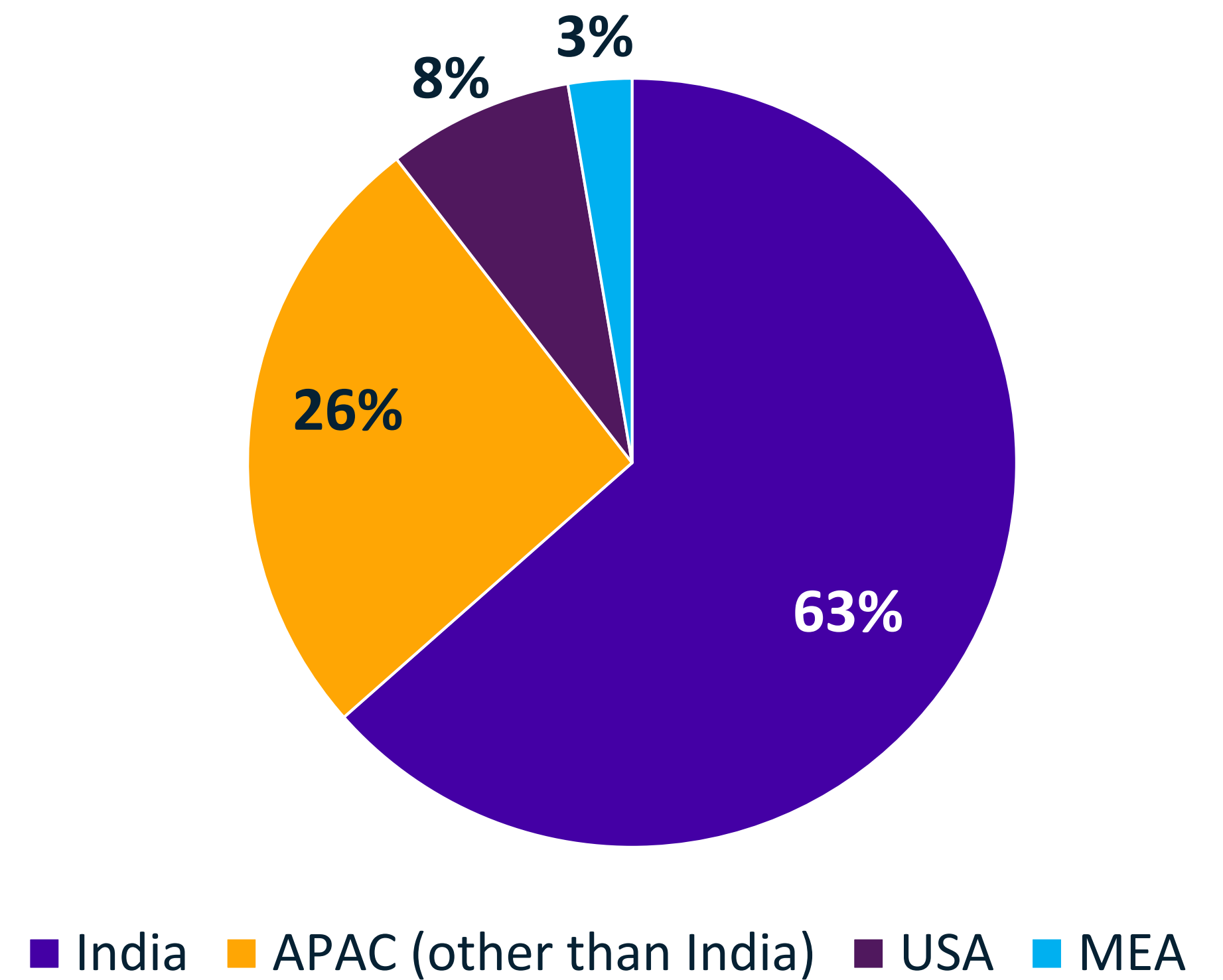
Sale of Software Service (INR Cr)



Sale of Equipment & Product Licenses (INR Cr)



Revenue Break-up (Geography-wise)



*All numbers have been rounded off

1

Aurionpro secured order from SBI Bank worth INR 100 Cr for license, implementation and support of iCashpro+, its next-gen cash management and transaction banking platform

2

Aurionpro wins orders from two prominent private sector banks in India, for Interact DX, the recently acquired customer communication business

3

Aurionpro announced a multiyear, multimillion-dollar partnership with a prominent US Fintech giant, granting access to the esteemed clientele of the US major. Kicks off with the initial work orders over US\$ 1 million

4

Integro Technologies, an Aurionpro subsidiary, wins new order from one of the leading banks in Vietnam for the license and implementation of Smartlender Retail

5

Integro Technologies, secures order from Yoma Bank, Maynmar, to deploy its cutting-edge SmartLender Commercial Loan Origination solution for the bank

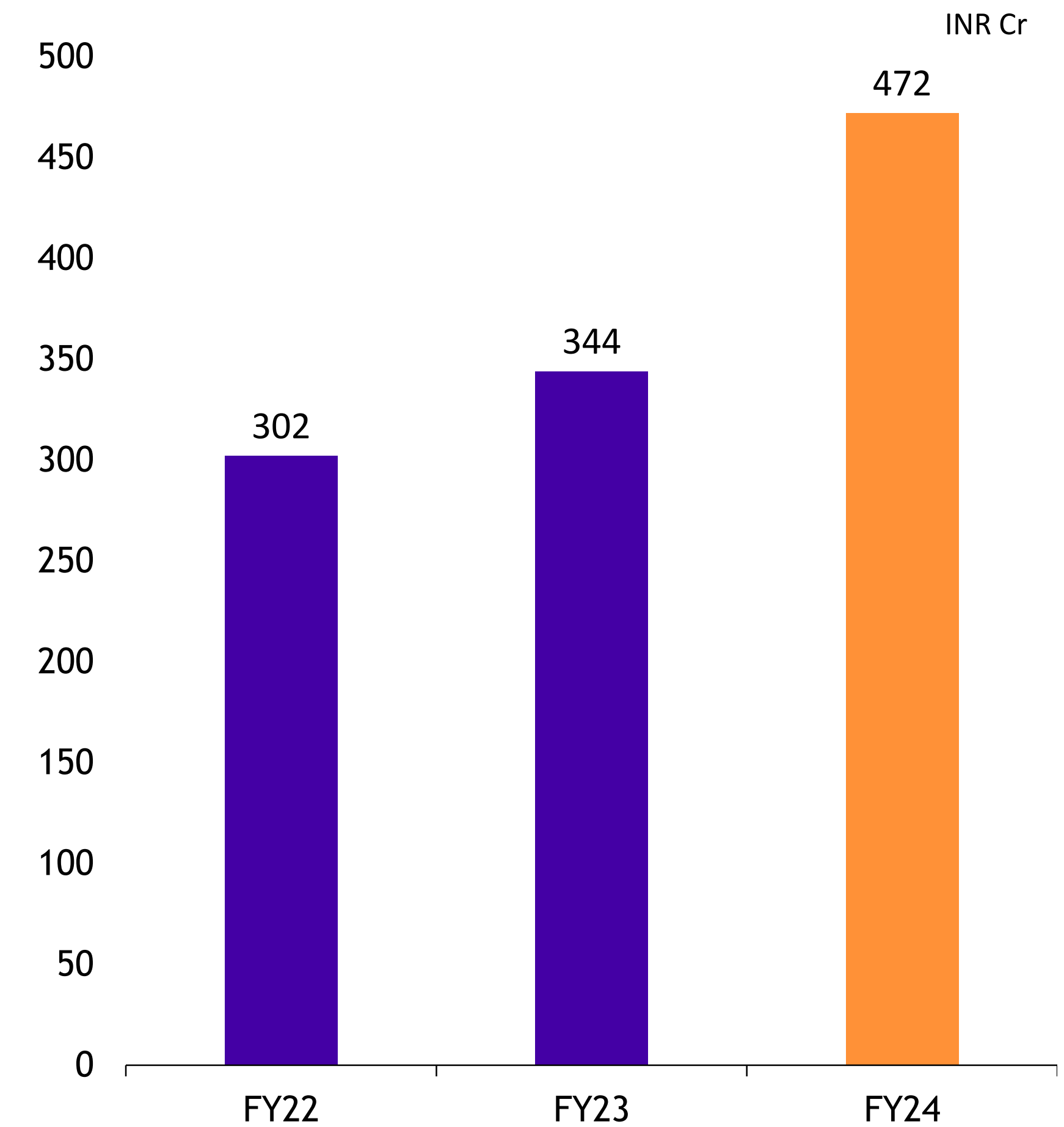
6

ICICI Bank successfully implements ASL's AuroFX, marking a transformative leap in its foreign exchange services. AuroFX is an advanced FX automation tool covering the full range of branch FX operations

7

Integro Technologies seamlessly implements the Trade Limits solution for one of Malaysia's largest banks. This marks a significant achievement as the first successful deployment for customers through the strategic partnership with Finastra

Segmental Revenue



1

Auronpro secures significant order win from the Government of Haryana to roll out its ambitious Haryana Antyodaya Parivar Parivahan Yojana (HAPPY) Scheme. Under this scheme, ASL is set to issue 5 million open-loop cards in the initial phase establishing Aurionpro as one of India's foremost providers of open-loop NCMC cards

2

Aurionpro won another significant order from IIT Bombay for High Performance Computation Data Centre- Design and Build- To be used for Research on Weather Modelling, Computational Fluid Dynamic , Genomics etc

- High Density Rack (55KW) – Direct Coupled Liquid Cooling
- Tier III Standards

4

Auronpro secured an order from Iron Mountain-Webwerks: Data Centre consultancy for their upcoming project in Chennai and Bangalore

5

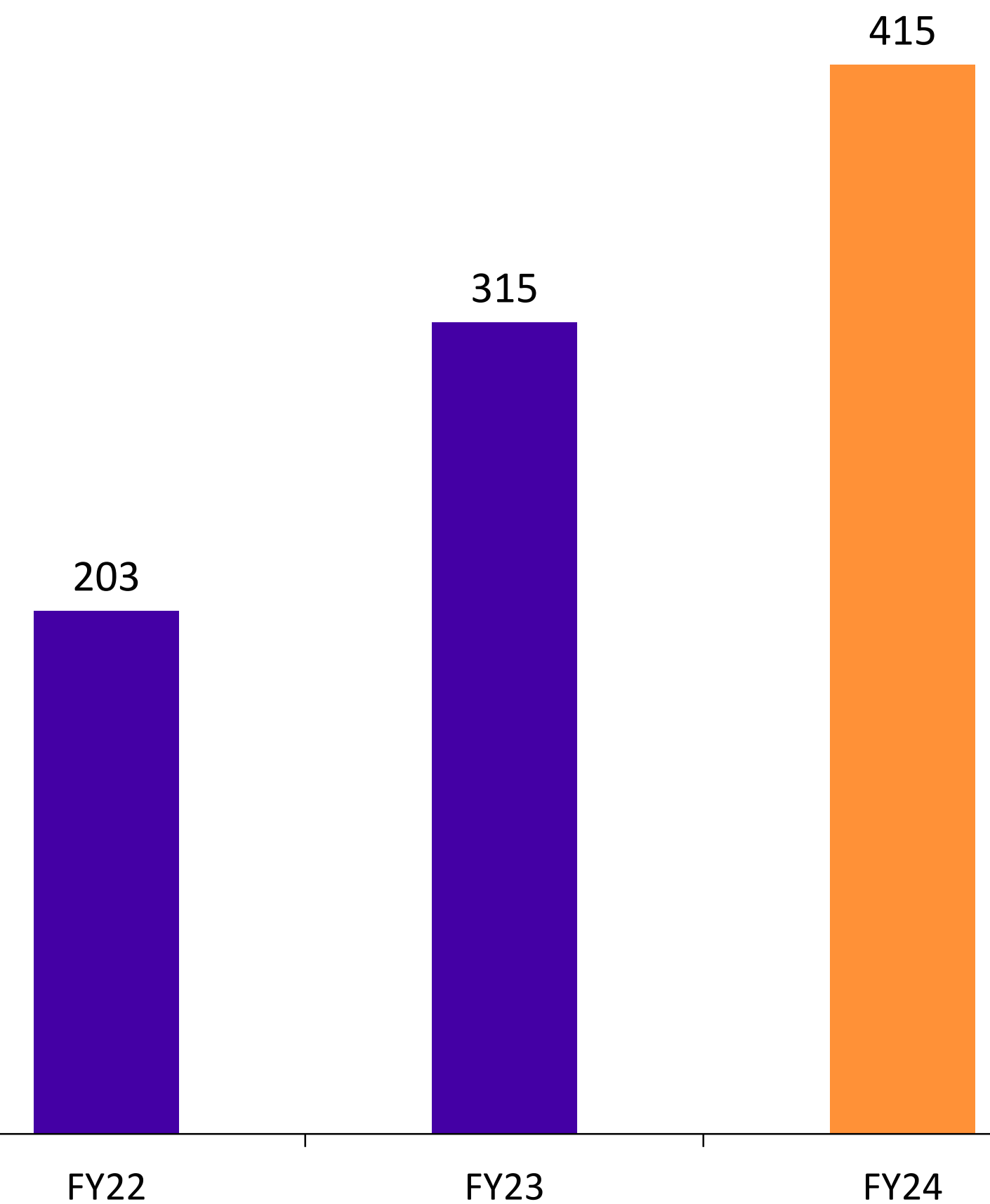
Auronpro completed Uptime Tier IV DC certification for RBI data Centre in Bhubaneswar. Engineers India Ltd (EIL) is our customer and RBI is the end Client. Very Limited DCs in India are Uptime Tier IV certified

6

Auronpro also successfully got design certification (Rated 3) from TIA 942 for Iron Mountain-Webwerks data centres in Mumbai, Pune, Bangalore and Hyderabad

Segmental Revenue

INR Cr



Consolidated Profit & Loss



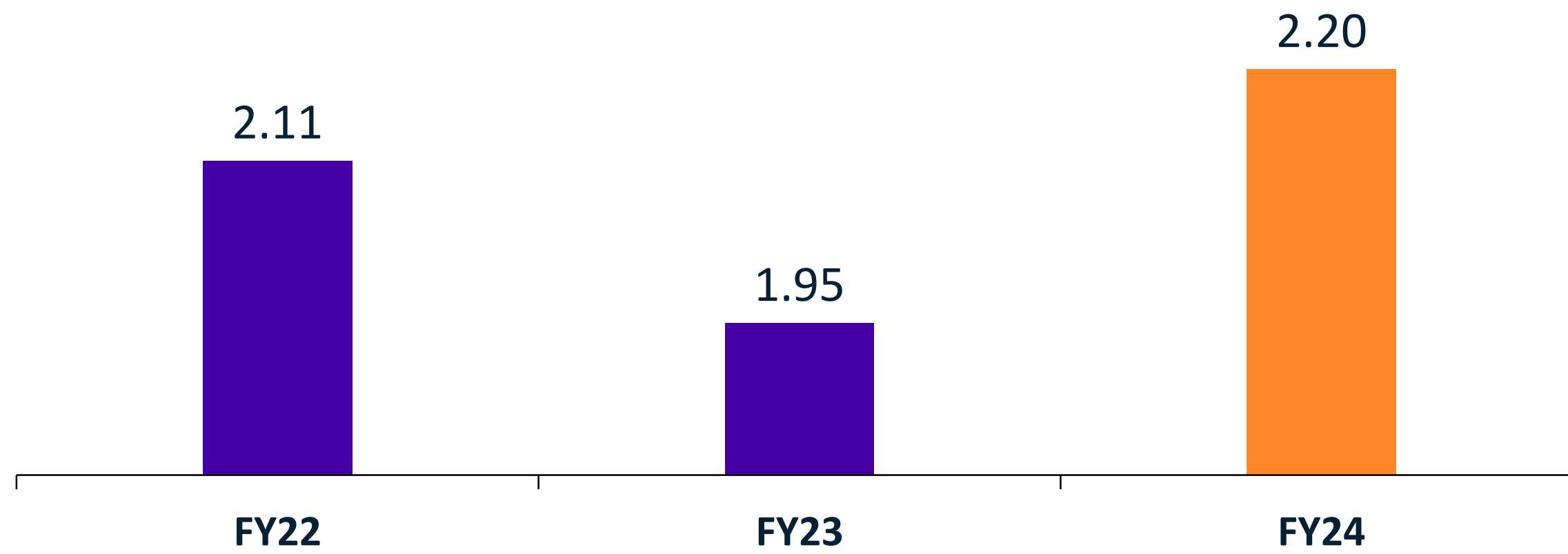
Particulars (INR Cr)	Q4 FY24	Q3 FY24	QoQ	Q4 FY23	YoY	FY24	FY23	YoY
Revenue from Operations	247	231	7%	191	29%	887	659	35%
Total Expenses	203	188		158		320	233	
EBITDA	53	51	3%	40	30%	90	67	33%
EBITDA %	21.27%	22.20%	(93) Bps	21.21%	6 Bps	21.80%	22.00%	(20) Bps
Depreciation & Amortization	6	5		4		21	16	
Finance Costs	4	3		4		13	11	
Other Income	1	2		3		9	4	
Share of Profit/Loss from Associates	-	-		-		-	(0.4)	
PBT	45	45	-	35	27%	169	123	37%
Tax	5	7		9		26	20	
PAT	39	38	4%	27	48%	143	102	40%
PAT %	16.10%	16.40%	(4) Bps	13.95%	215 Bps	16.10%	15.45%	65 Bps
EPS (Basic in Rs.)	16.13	15.94	1%	11.00	47%	60.48	42.69	42%

Balance Sheet

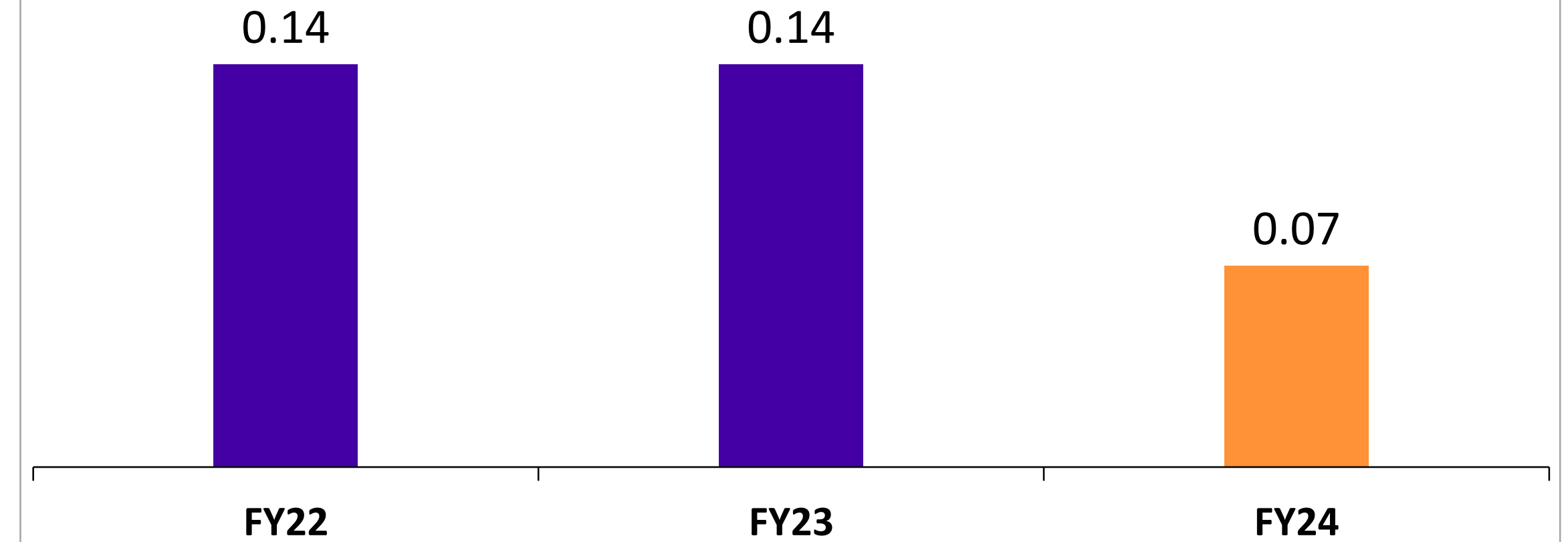
Particulars (INR Cr)	FY24	FY23
ASSETS		
Property, plant and equipment	86	85
Capital work-in-progress	1	3
Right of use assets	12	13
Goodwill	315	85
Other intangible assets	36	30
Intangible Assets under Development	22	3
Financial assets		
-Investments	0.1	36
-Other financial assets	10	10
Income Tax Assets (net)	9	6
Deferred tax assets (net)	5	8
Other non-current assets	6	13
Sub-total -Non-Current Assets	502	292
Inventories	33	28
Financial assets		
-Trade receivables	291	200
-Cash and cash equivalents	250	24
-Bank balances (other than above)	19	19
-Other financial assets	172	111
-Other current assets	131	175
Sub-total -Current Assets	896	557
TOTAL -ASSETS	1,398	849

Particulars (INR Cr)	FY24	FY23
EQUITY AND LIABILITIES		
Equity Share capital	25	23
Other equity	905	475
Equity attributable to Equity shareholders	930	498
Non Controlling Interest	16	17
Total Equity	946	515
Non-current liabilities		
-Borrowings	4	29
-Lease Liability	6	8
- Other Financial liabilities	20	
-Provisions	6	5
-Other Non-Current Liabilities	9	7
Sub-total -Non-current liabilities	45	49
Current liabilities		
Financial liabilities		
-Borrowings	65	46
-Lease Liability	6	5
-Trade payables	146	120
-Other financial liabilities	112	47
Other current liabilities	62	51
Provisions	11	8
Current tax liabilities (net)	4	8
Sub-total -Current liabilities	407	285
TOTAL -EQUITY AND LIABILITIES	1,398	849

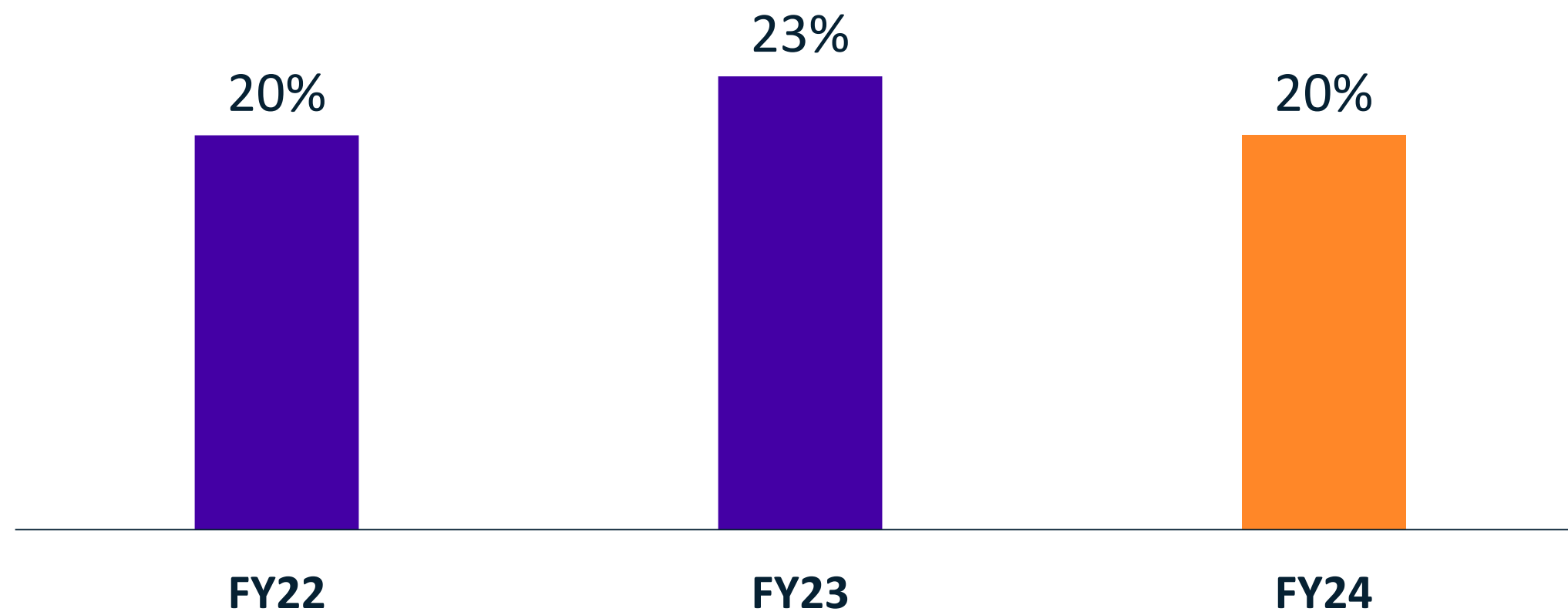
Current Ratio (x)



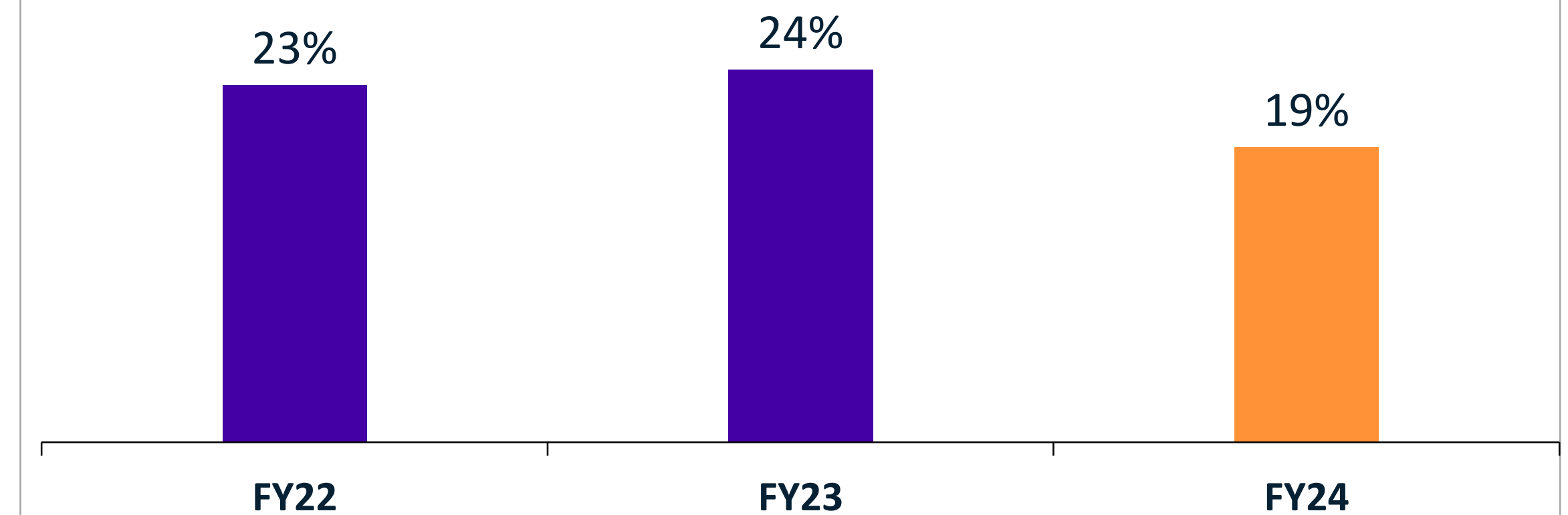
Debt/Equity (x)



ROE



ROCE



04

Annexure



Transaction Banking

- › Transaction banking platform that provides a comprehensive solution for full-spectrum corporate banking, giving a superior and consistent client experience.



Lending Suite

- › End-to-end Credit Risk Management Platform that boosts productivity, improves credit quality, and lowers operational risks.



Transit Solutions

- › Redefining the tomorrow of connected and contactless transit systems in today with transit solutions



Platform Services

- › Consulting and integration service umbrella supporting Government-to-government transfer of technology, Consulting for Software Products, Managed IT Services for Software, Data Center & Hybrid Cloud Services

(A) Transaction Banking

 Benchmarked to handle
5 million transactions per hour

iCashpro+

A complete spectrum of corporate banking solution,
giving a superior and consistent client experience
across customer segments.

Integrated Transaction Banking Encompassing



**Corporate
Internet Banking**



Liquidity



Payments



**Financial
Supply Chain**



Collections



Trade Finance



**Receivables
Management**



**Forex
Services**



**High Availability
24x7**



**Concurrency-
6,000**



SmartLender Suite

Comprehensive credit risk management solution that boosts productivity, improves credit quality, and lowers operational risks.

Credit Risk Management Solution Universe



Financial Analysis



Collaterals Management



Limits Management



Retail Loan Origination



Commercial Approval



Commercial Loan Origination



Commercial Pre Qualification



Commercial Acceptance



Debt Recovery



Commercial Post Approval

Automated Fare Collection



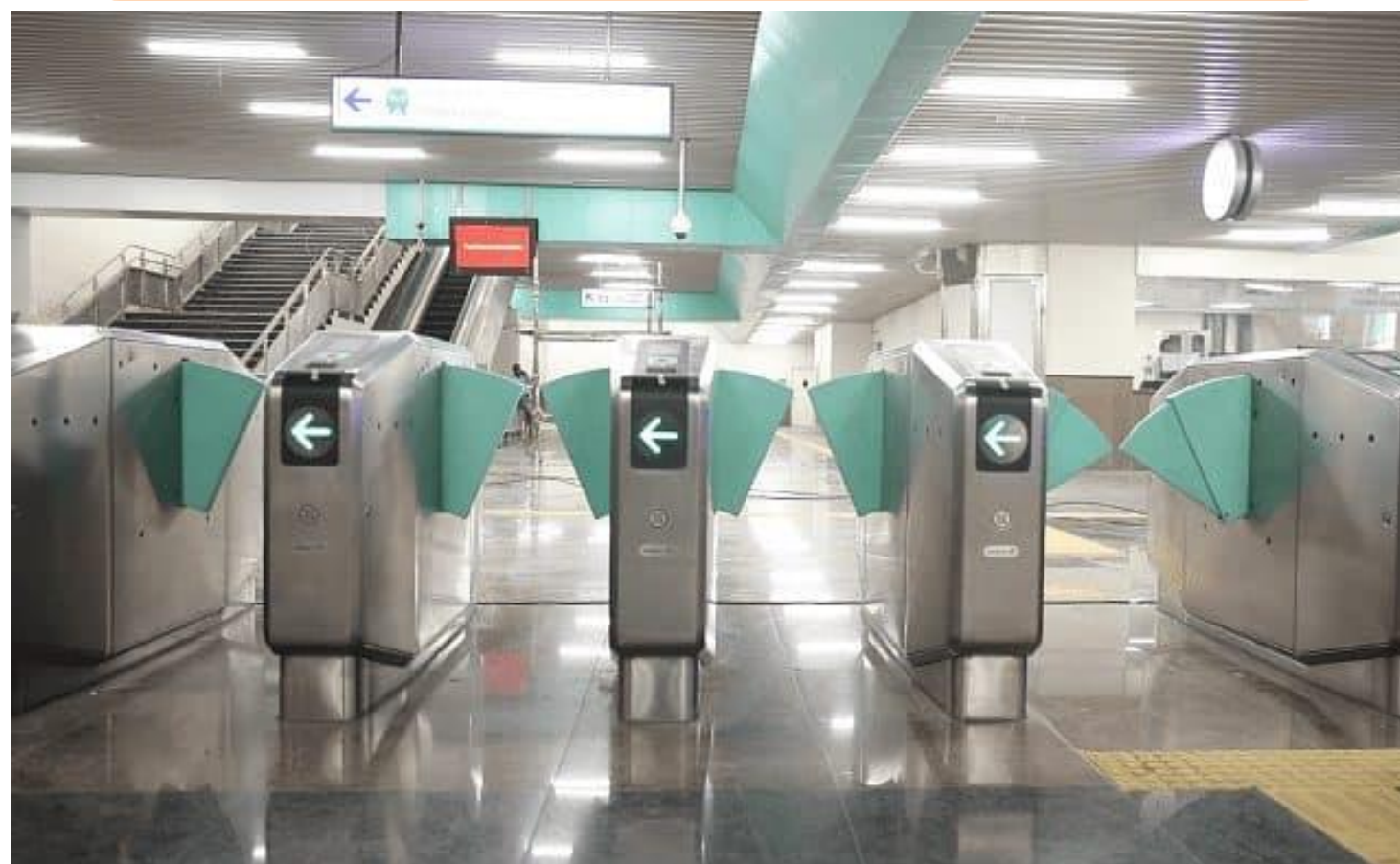
Intelligent Transport Management System (ITMS)



Optimized Smart City Operations



Automatic Gates



Transit Payment Solution



Realizing advanced Digital Urban Infrastructures implementation aiding citizens and civic authorities, using a combination of disruptive technologies backed by a efficient service network.



Consulting and Planning



Design and Engineering



Consulting

- Assessment Services
- Architecting Services
- Cloud Budgeting and Estimation
- Cloud Optimization
- POC
- Cloud Deployment Planning (Roadmap)
- Deployment Services



SOAR (only L1)

- Policy, Design, Audit, Monitoring, Event Response and Continuous Improvement



Deployment Services

- Cloud Infra Deployment
- Security Implementation
- Performance and Resource Monitoring
- Resource Optimization
- Billing tools configuration



Cloud Managed Services

- SLA based onsite/remote operations.
- Continuous resource optimization
- DB Management Services
- DR/BCP reliability and resilience



Migration Services

- Workload Migration (IaaS, PaaS)
- Data Migration



High End Services (Roadmap)

- Application Modernization
- Data Warehousing
- Security Policy and Posturing
- Security Audits

Key Leadership and Board of Directors



Mr Paresh Zaveri
Chairman & Managing Director



Mr Ashish Rai
Vice Chairman & CEO



Mr Shekhar Mullatti
President & Global Head –
Banking



Mr Sanjay Bali
President & Global Head – Tech
Innovation Group

Board of Directors



Mr Paresh Zaveri
Chairman &
Managing Director



Mr Amit Sheth
Co-Chairman &
Director



Mr Ashish Rai
Vice Chairman
& CEO



**Dr Mahendra
Mehta**
Independent
Director



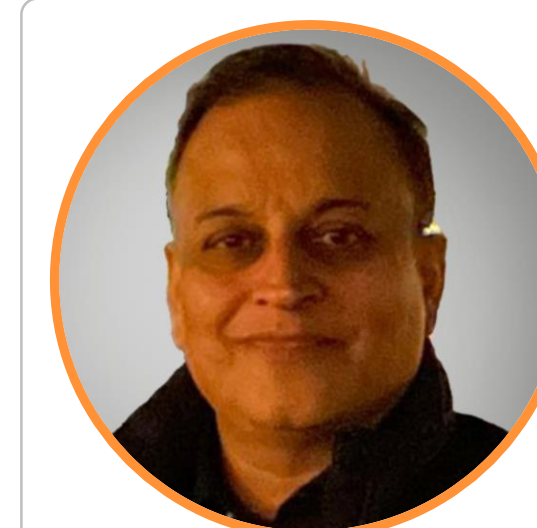
Mr Frank P. Osusky
Independent
Director



Dr Rajeev Uberoi
Independent
Director



Ms Sudha Bhushan
Independent
Director



Mr Ajay Sarupria
Director

Embrace Digital's New World Order

ADAPT With Us



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