

18th May 2022

To,
Deptt. of Corporate Services- Listing
BSE Limited
1st Floor, Rotunda Building,
Dalal Street,
Mumbai – 400 001

Sub: Investor Presentation

Dear Sir/Madam,

Kindly find enclosed herewith Investor Presentation of the Company for the year ended 31st 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






A D A P T

The New World
Order
Of Digital

Investor Presentation
2021-22



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.

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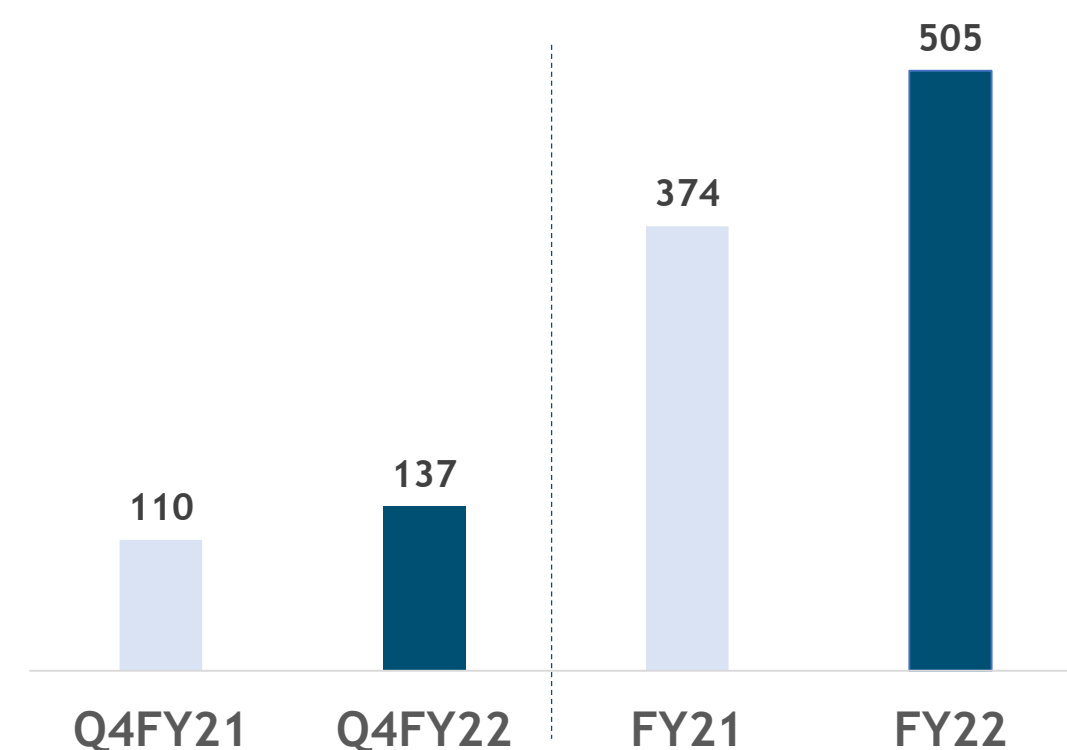
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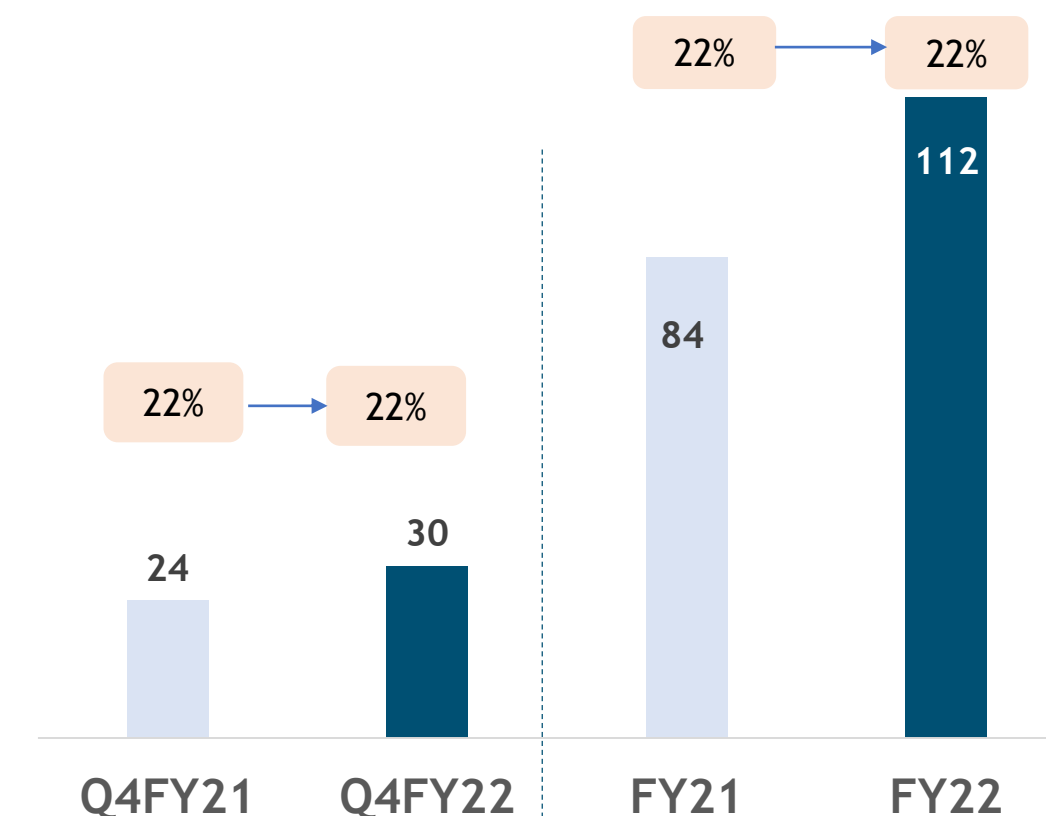
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Financial Highlights

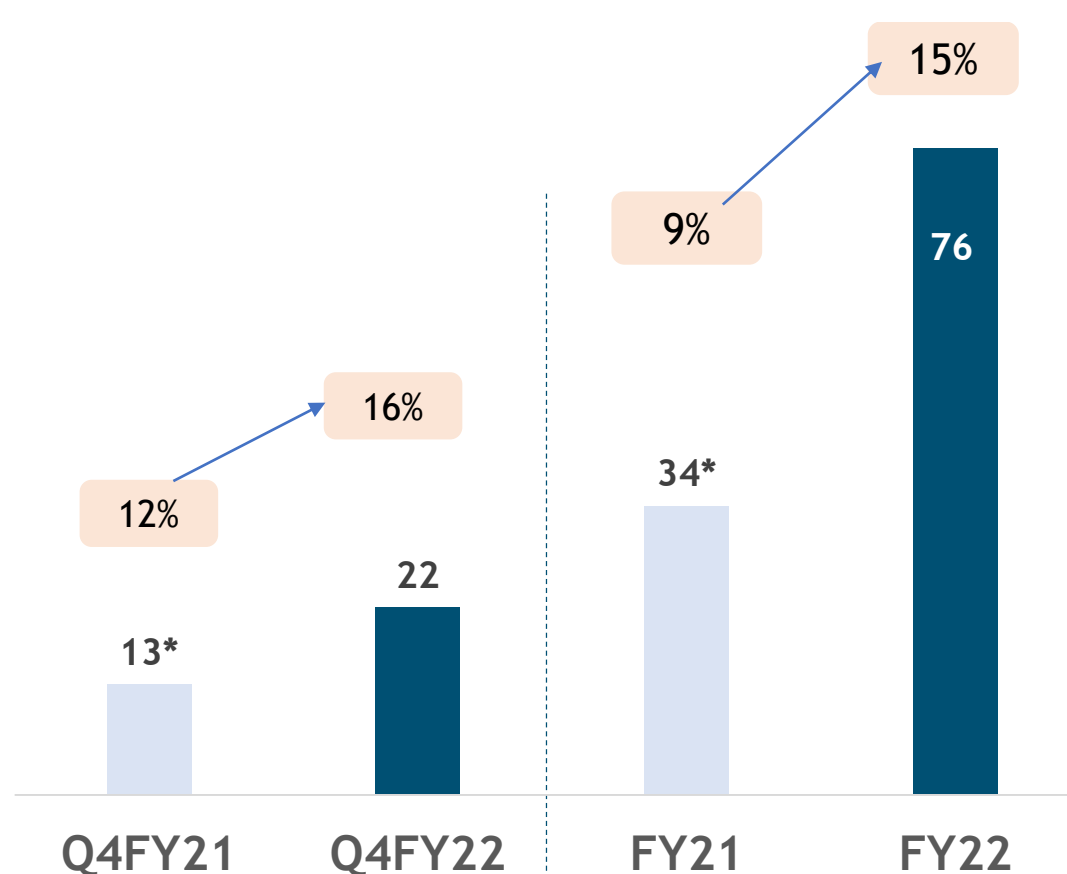
Revenue (INR. Crs)



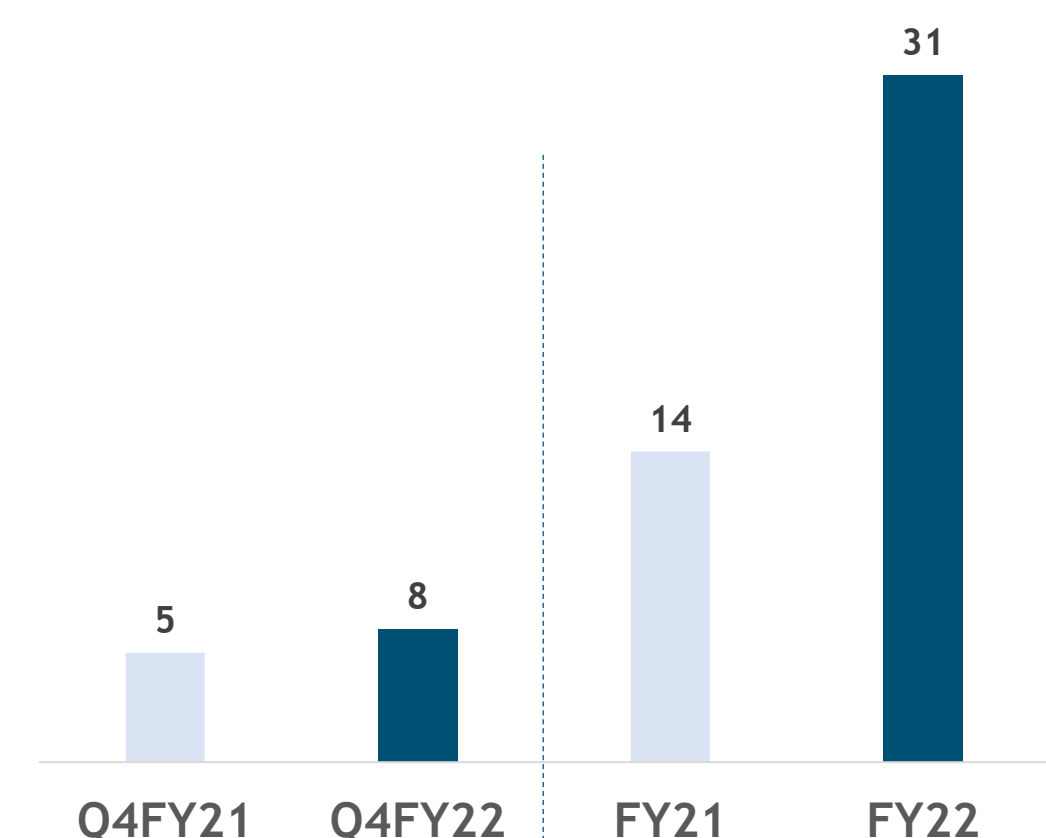
EBIDTA (INR. Crs) & EBITDA Margins (%)



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 year of revival 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%.

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



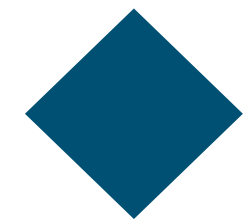
Focus on our core high margin businesses, to improve operational efficiencies and cost rationalization.



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

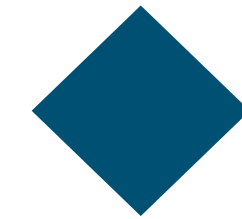


Foray into data center business which can emerge as a strong growth driver for the company in coming years.

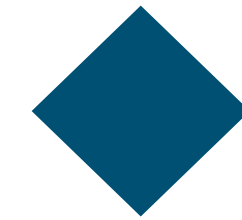


Deleveraging Balance sheet, efficient management of capital and free cash generation.

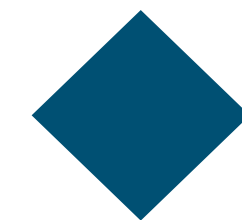
Way Forward



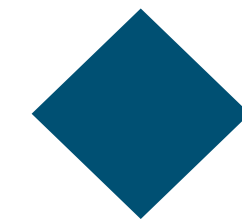
Slew of product launches planned during the year, notably launch of cloud offerings in Banking segment and some innovative products in mobility segment.



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.

Q4 & FY22 Profit & Loss Account

Particulars (INR In Crs)	Q4FY22	Q4FY21	Y-o-Y	FY22	FY21	Y-o-Y
Revenue from Operations	137.46	110.17	24.78%	505.01	374.02	35.02%
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%
Total Expenses	107.01	86.41	23.84%	393.43	290.25	35.55%
EBITDA	30.46	23.76	29.08%	111.58	83.76	33.20%
EBIDTA %	22.15%	21.45%	70 Bps	22.09%	22.40%	(31) Bps
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%
EBIT	30.17	(88.43)	NA	102.92	(52.65)	NA
Finance Cost	2.11	3.75	(43.77)%	8.26	15.80	(47.69)%
Exceptional Items	-	46.18	-	-	46.18	-
PBT	28.06	(138.36)	NA	94.66	(114.63)	NA
Tax	6.49	0.21	NA	19.08	2.93	NA
PAT	21.57	(138.57)	NA	75.57	(117.57)	NA

* Includes accelerated amortization of INR 105.05 Cr

Consolidated Balance Sheet

ASSETS (INR in Crs)	FY22	FY21
ASSETS		
Non-current assets		
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
Sub-total - Non-Current Assets	221.74	221.86
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
Sub-total - Current Assets	423.48	393.16
TOTAL - ASSETS	645.22	615.02

LIABILITIES (INR in Crs)	FY22	FY21
EQUITY AND LIABILITIES		
Equity Share capital	22.80	22.80
Non Controlling Interest	6.68	3.12
Other equity	374.07	313.67
Sub-total - Shareholders' funds	403.55	339.59
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
Sub-total - Non-current liabilities	47.78	67.95
Current liabilities		
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
Sub-total - Current liabilities	193.88	207.48
TOTAL - EQUITY AND LIABILITIES	645.22	615.02

Abridged Cash Flow Statement

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



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



Accelerated

Accelerated innovation of digital solutions to empower connected systems.



Transformation

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

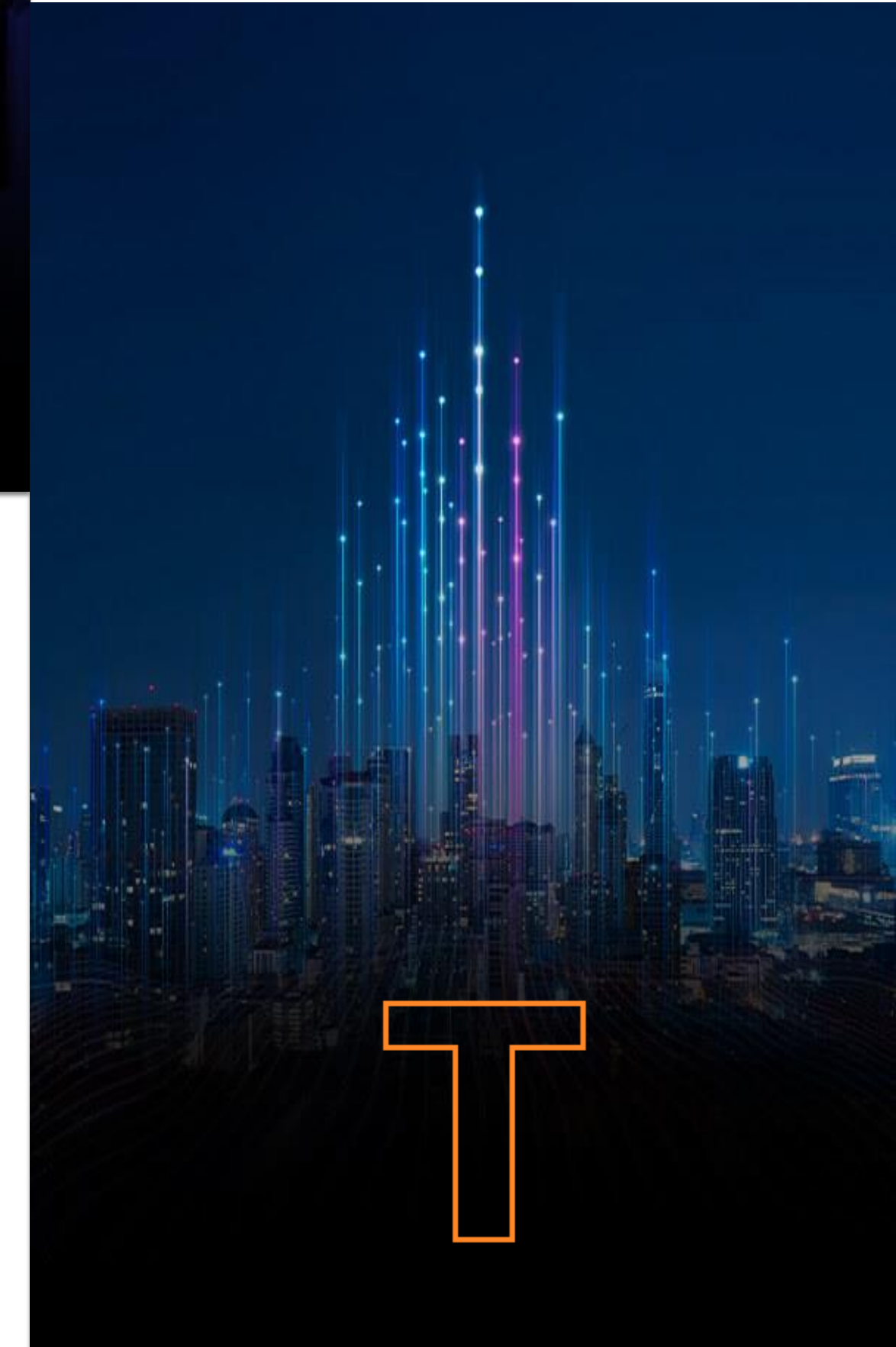
Advanced

Advanced process and customer experience touchpoint evolution on emerging tech.



Platform-led

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



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

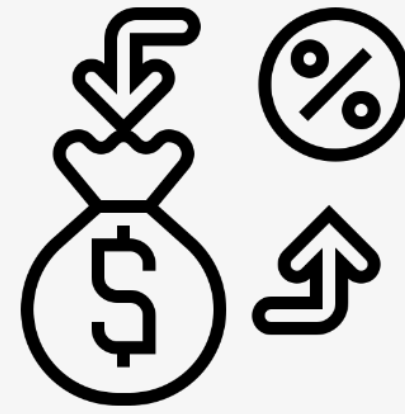
Across The Business Landscape

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

One Platform-Ecosystem In The Aurionpro World



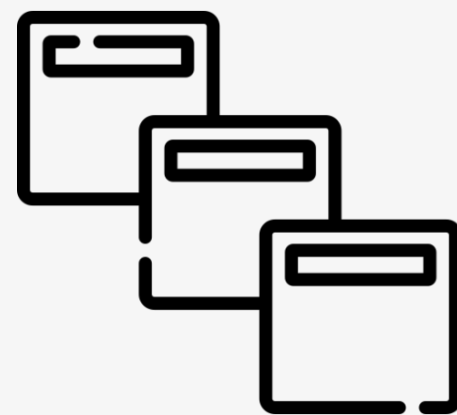
iCashpro+ –
Transaction
Banking Solution



Smart Lender Suite
for Corporate Lending



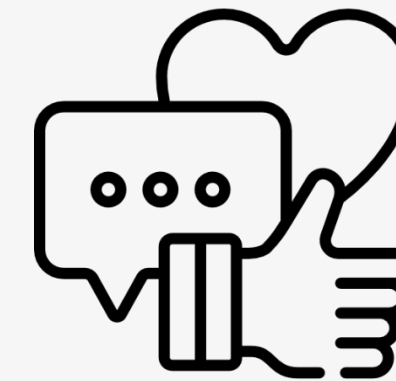
Auropay – Digital
Payments Systems



Optiq – Queue
Management System



iServe –
Self Service Kiosk



Insight – Customer
Feedback System

Collectively Scripting Transformation

Success

By Sectors



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



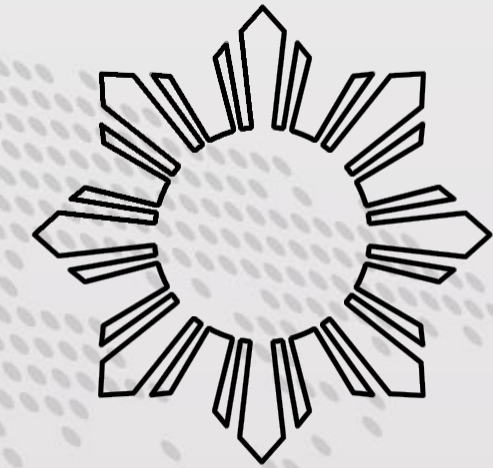
India



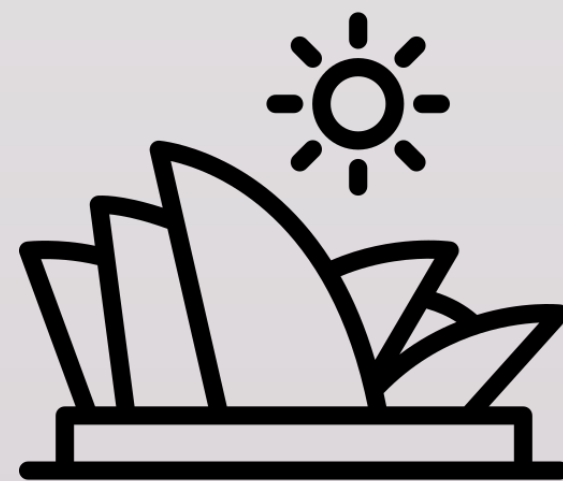
Singapore



UAE



Phillipines



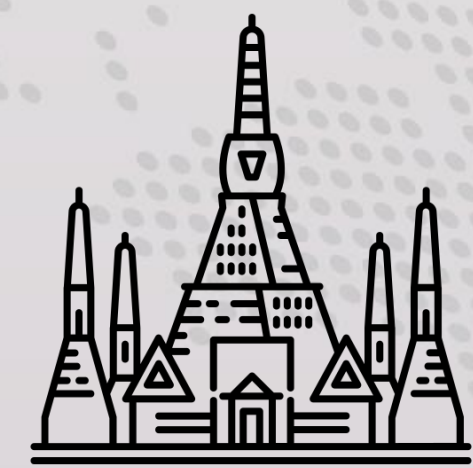
Australia



USA




Indonesia



Thailand

Embrace Digital's New World Order

ADAPT With Us

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