



January 28, 2025

To, BSE Limited PJ. Towers, Dalal Street Mumbai-400001 Script Code: 532668	To, National Stock Exchange of India Ltd, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai -400051 Script Code: AURIONPRO
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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 third quarter/nine months ended 31st December, 2024.

You are requested to upload the same on your website.

**Thanking You,
Yours faithfully,**

For Aurionpro Solutions Limited

**Ninad Kelkar
Company Secretary**

aurionpro 

Great
Place
To
Work®

Certified
MAR 2023 – MAR 2024
INDIA

ADAPT

The New World Order of Digital

Investor Presentation
January 2025

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Bouquet of IP-led products



25+ Years of Experience



Global presence across 14+ countries



**USD 1 Bn Mcap
A Top 1,000 company by Mcap**



**INR 887 Cr
Revenue FY24**



**INR 946 Cr
Net Worth FY24**



200+ clients



**2,700 +
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



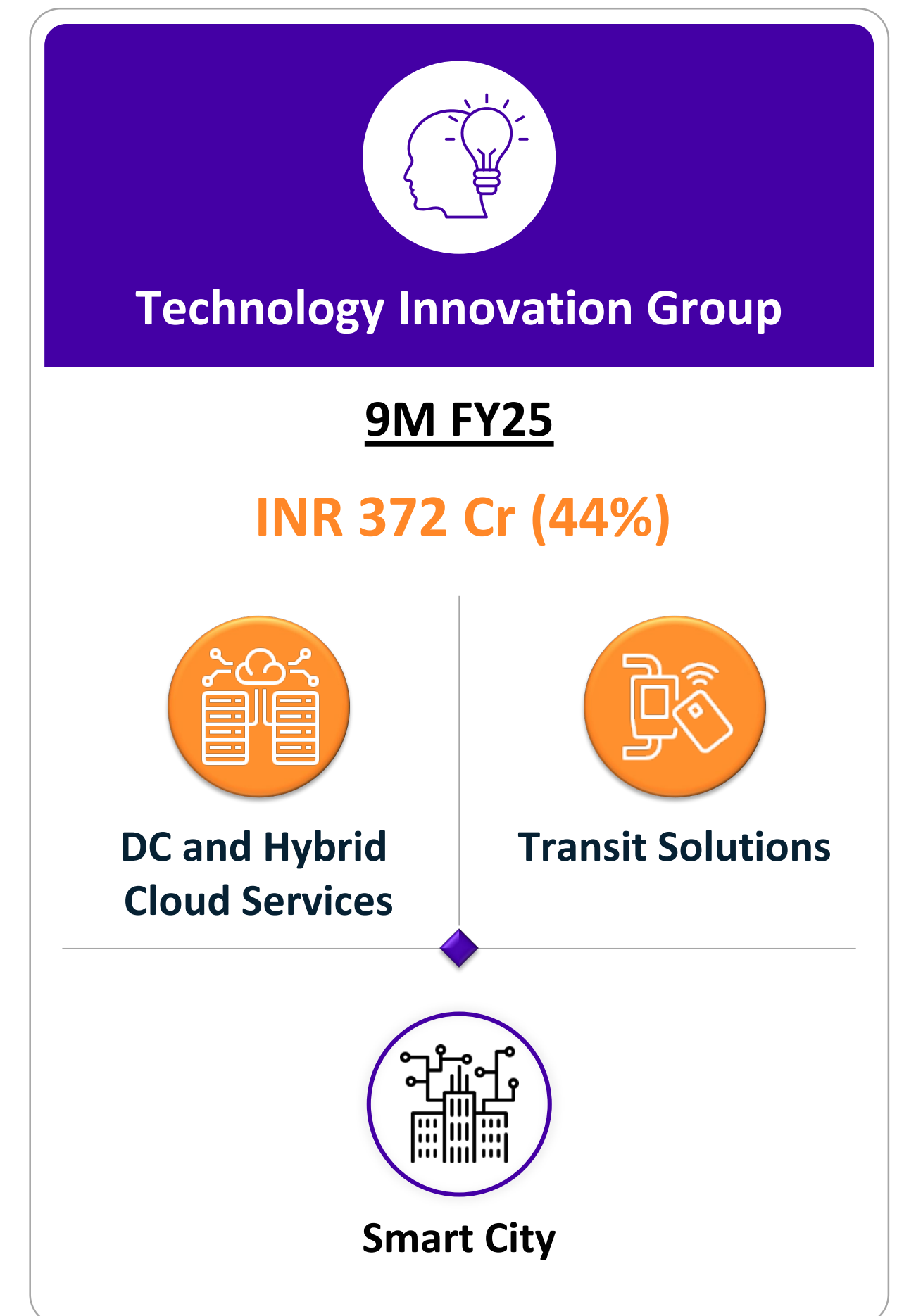
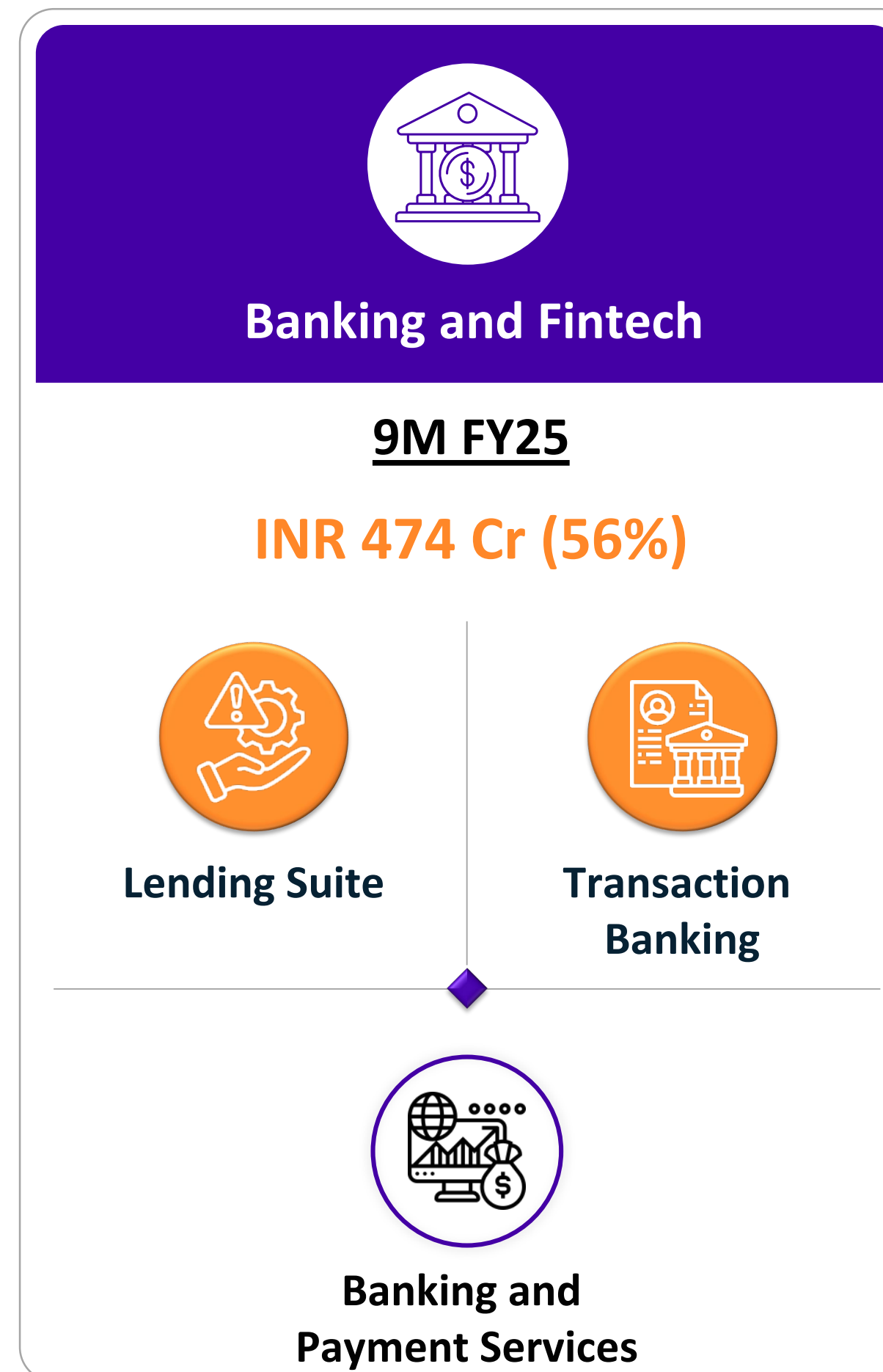
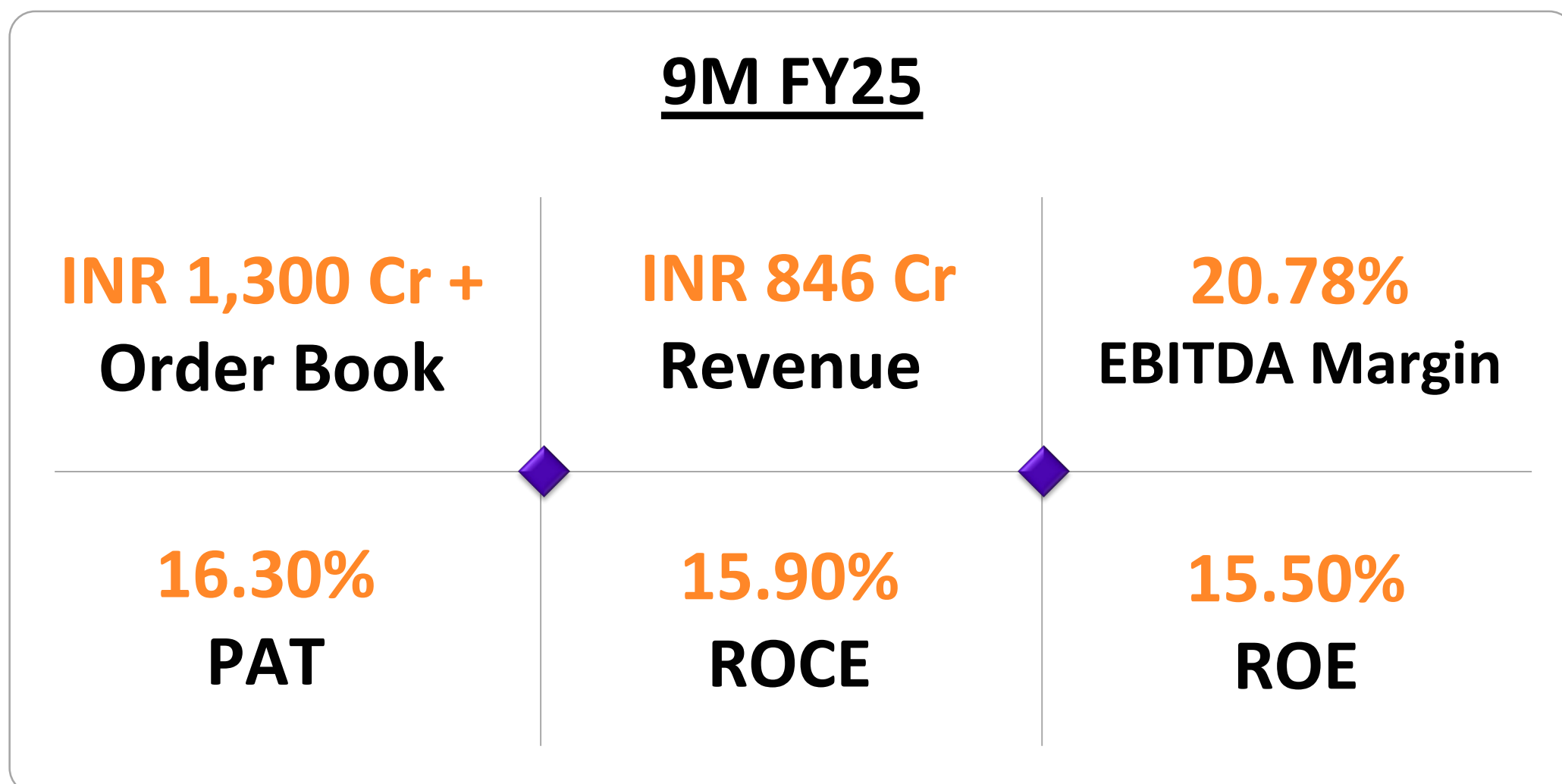
Integro Technologies Wins RiskTech 2024 Award for Best Limits Management under the category of Lending Operations



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)



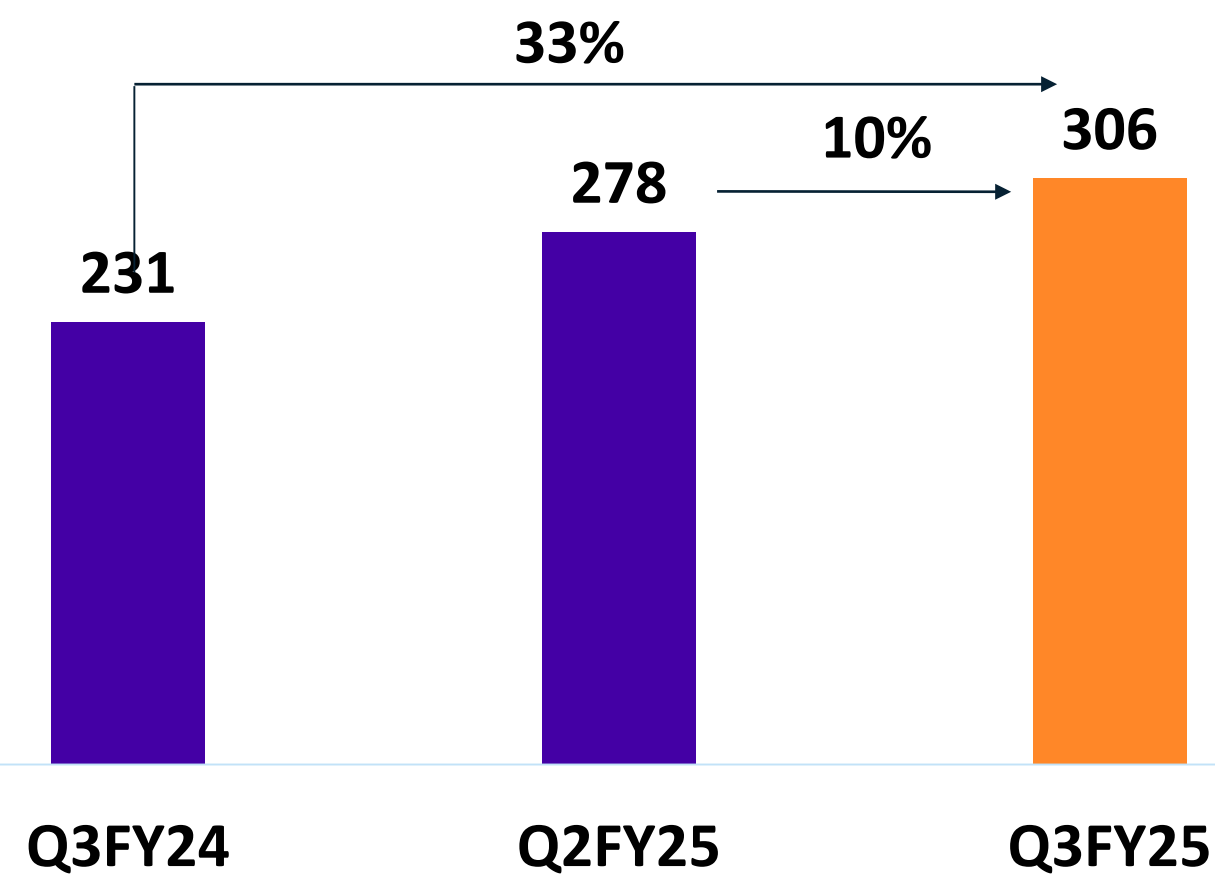
01

Financial Performance

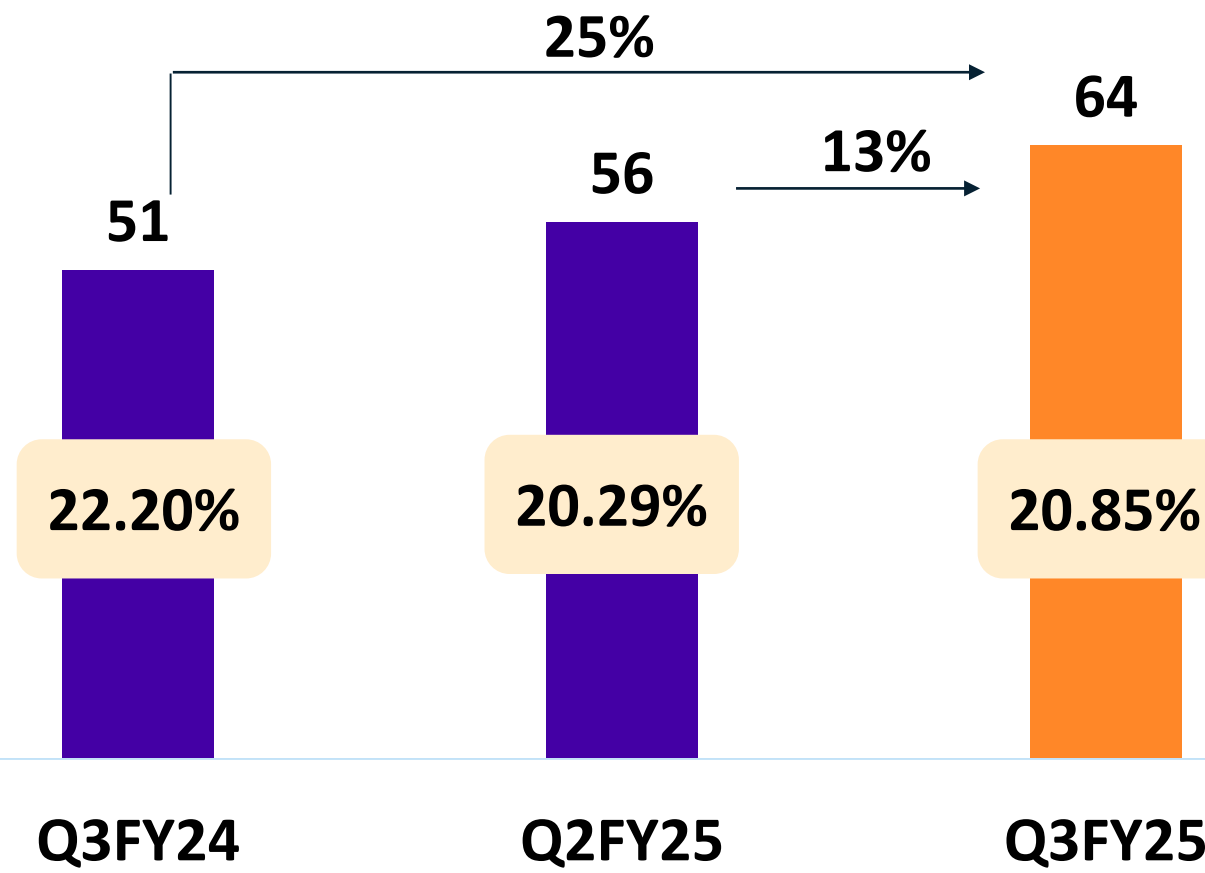
Q3 & 9M FY25 Financials

Revenue (INR Cr)

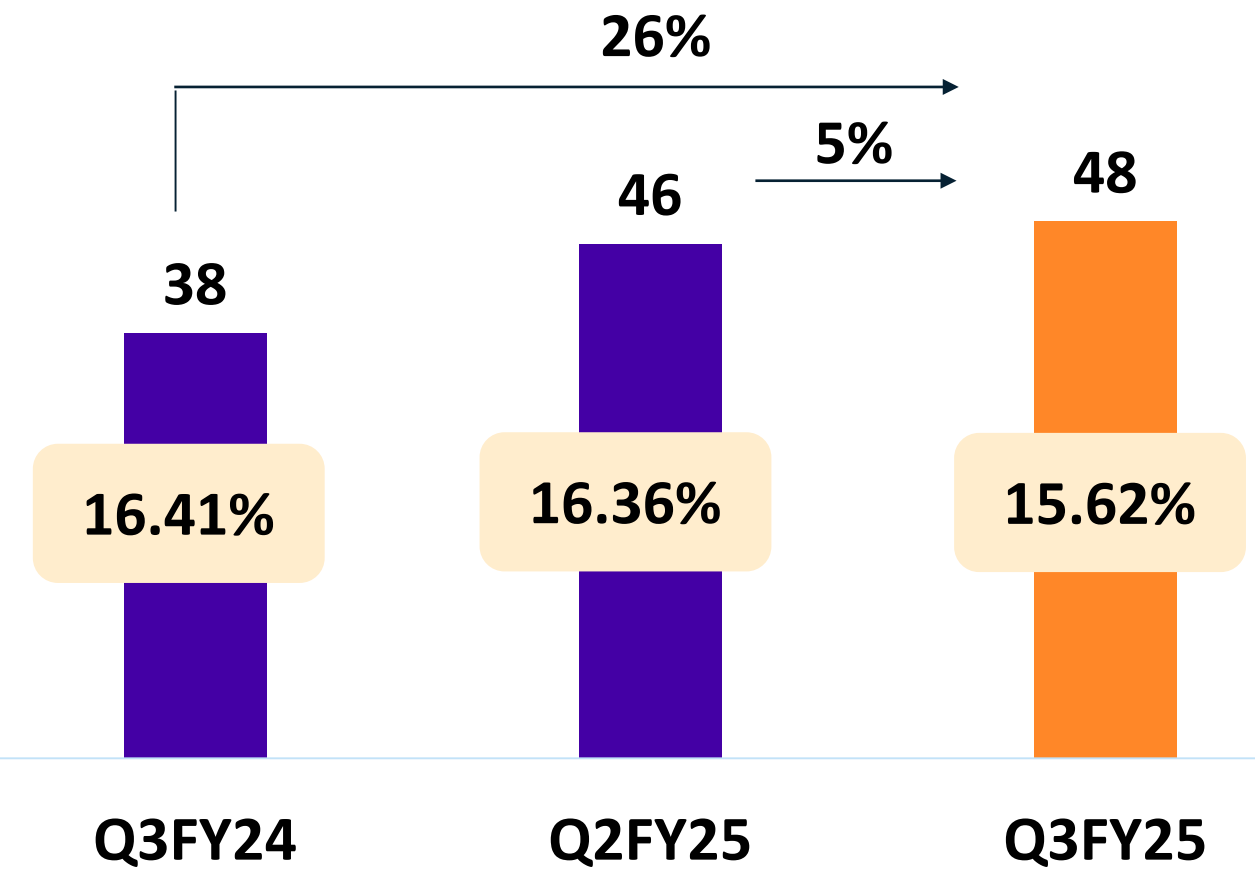
Q3 FY25



EBITDA (INR Cr) & EBITDA Margins (%)

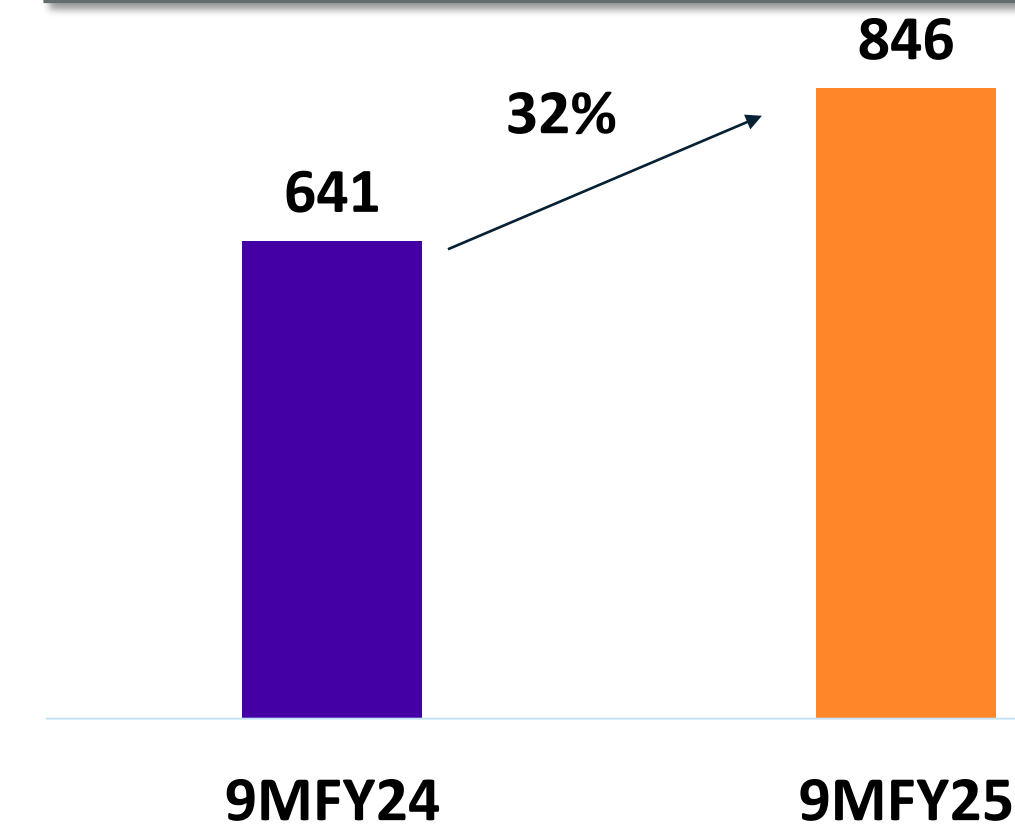


PAT (INR Cr) & PAT Margins (%)

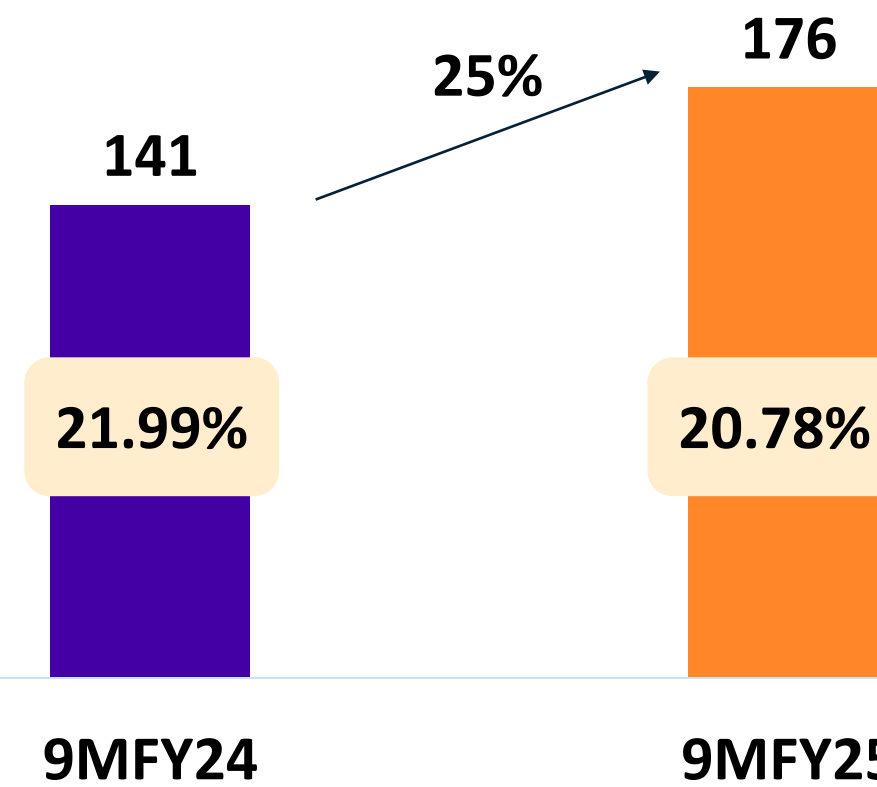


Revenue (INR Cr)

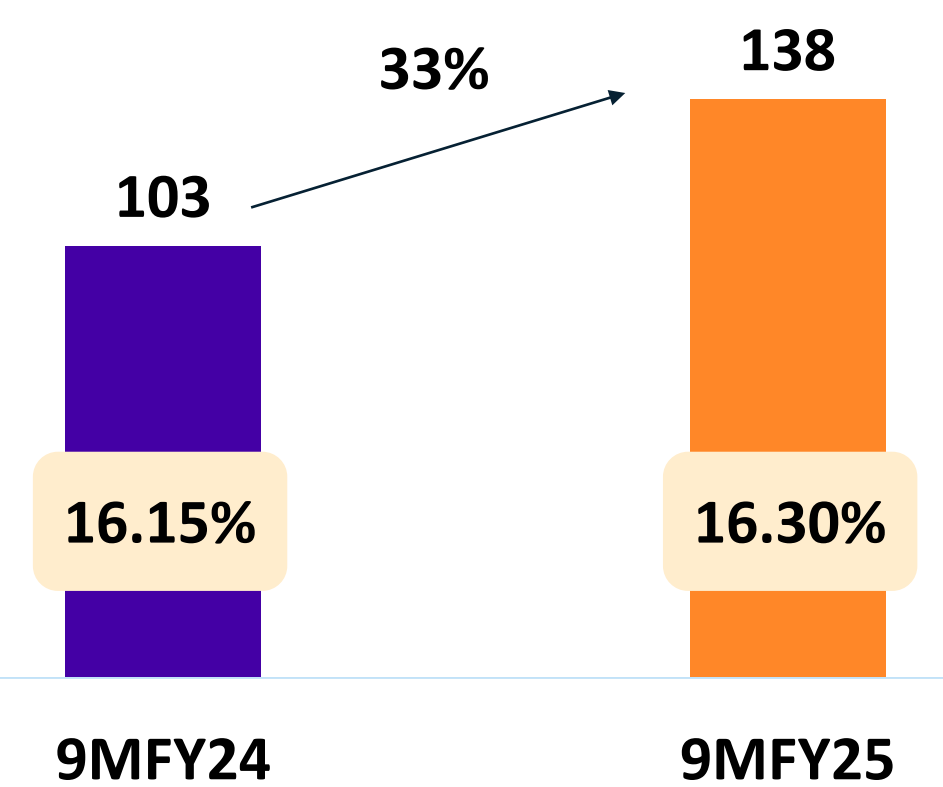
9M FY25



EBITDA (INR Cr) & EBITDA Margins (%)

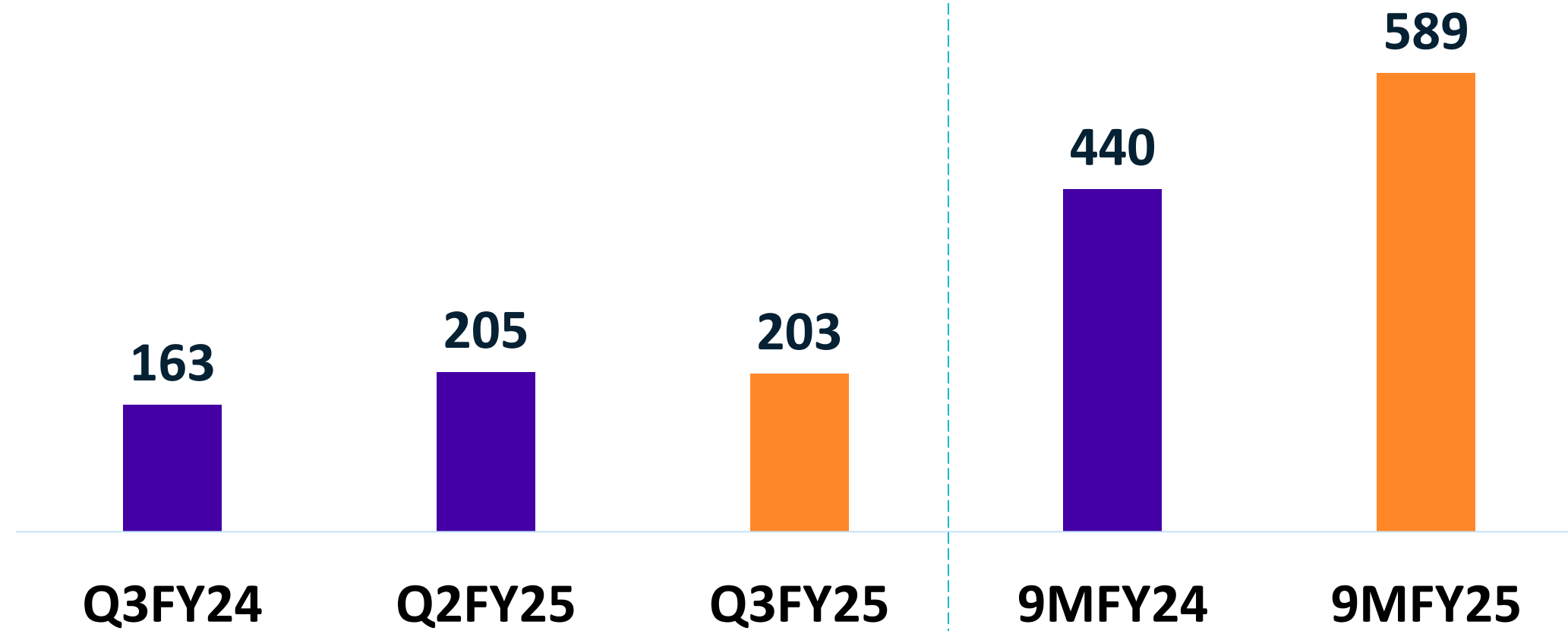


PAT (INR Cr) & PAT Margins (%)

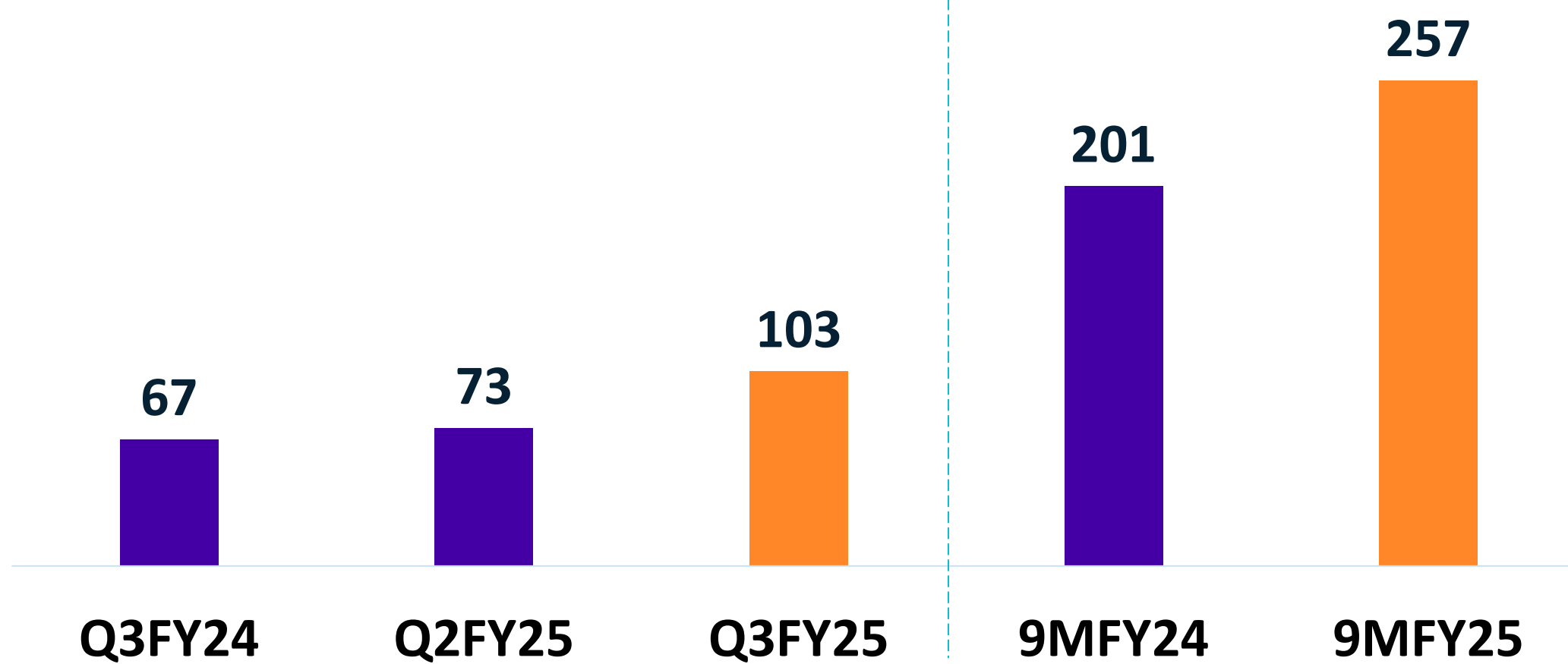


*All numbers have been rounded off

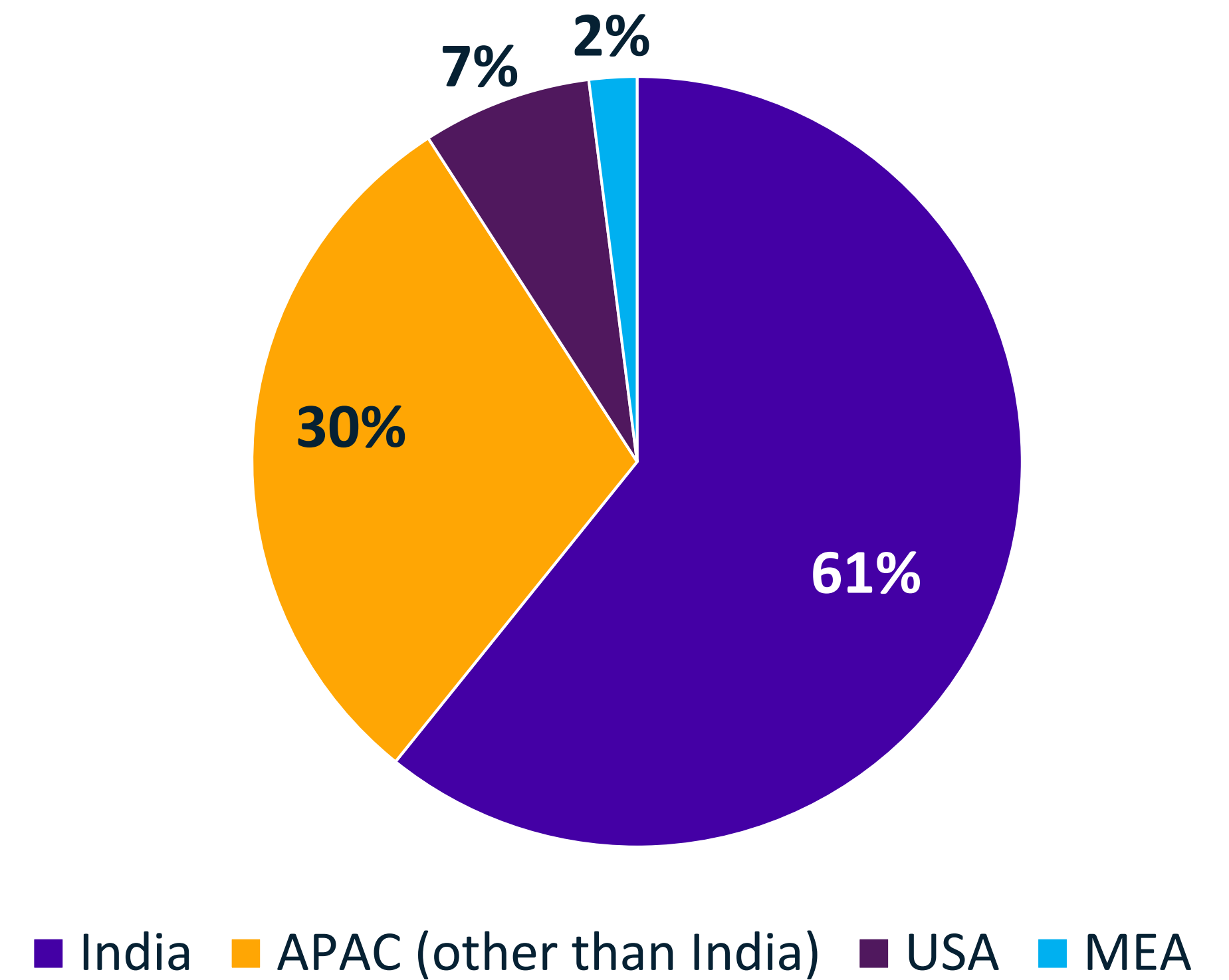
Sale of Software Service (INR Cr)



Sale of Equipment & Product Licenses (INR Cr)



Revenue Break-up (Geography-wise)



1

Aurionpro launches Integro Smart Lender ESG Platform for sustainable lending, secures landmark deal with a leading regional bank in Southeast Asia

2

Aurionpro secures major win to deliver i-Cashpro, a comprehensive transaction banking solution, across multiple countries in South Asia for a leading regional bank

3

Aurionpro continues expansion in the Kingdom of Saudi Arabia collaborating with another leading bank to deliver i-Cashpro, a cutting-edge transaction banking platform

4

Aurionpro has expanded its global footprint under the banking and fintech solutions across Europe and the Middle East through the acquisition of Paris-based Fenixys, a renowned consulting firm specializing in capital markets services for leading banks and financial institutions

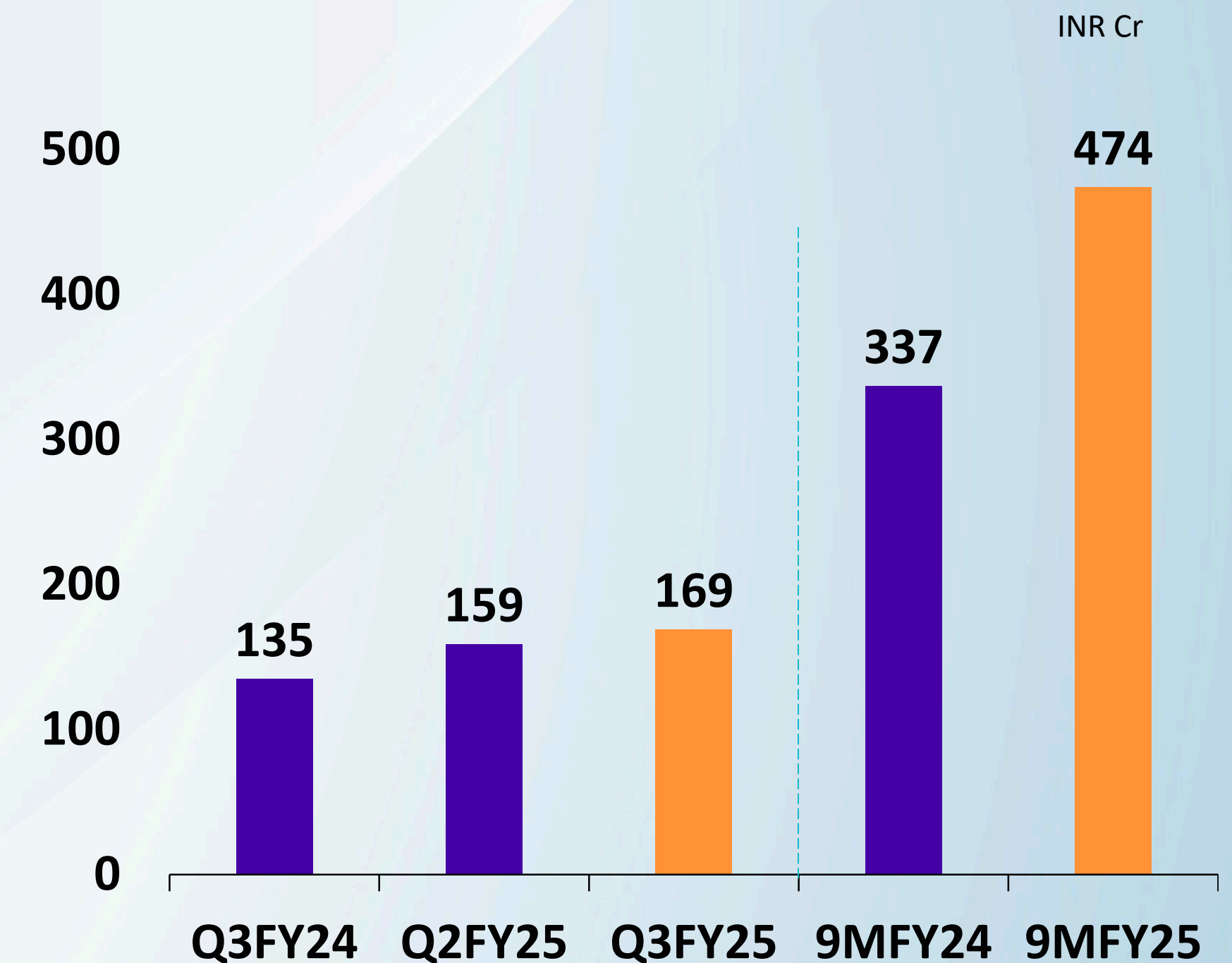
5

Aurionpro Payments commences business with the onboarding of first set of merchants as Payment Aggregator

6

Aurionpro's Arya.ai launches AryaXAI: Establishing a New Global Benchmark in Explainable AI for High-Stakes Industries. AryaXAI, is an advanced AI explainability (XAI) and alignment platform, tailored for mission-critical applications

Segmental Revenue



1

Aurionpro secures a major deal to deliver Automated Fare Collection (AFC) technology and manufactured solutions for Delhi Metro's Phase I, II and III networks. This is a significant milestone as Delhi metro holds distinction of pioneering metro rail services in India

2

Aurionpro secures a landmark contract with Chennai Metro Rail Corporation to deliver state-of-the-art automated fare collection system for phase II of the Chennai Metro. This win underscores Aurionpro's expanding footprint on the metro map of India and globe

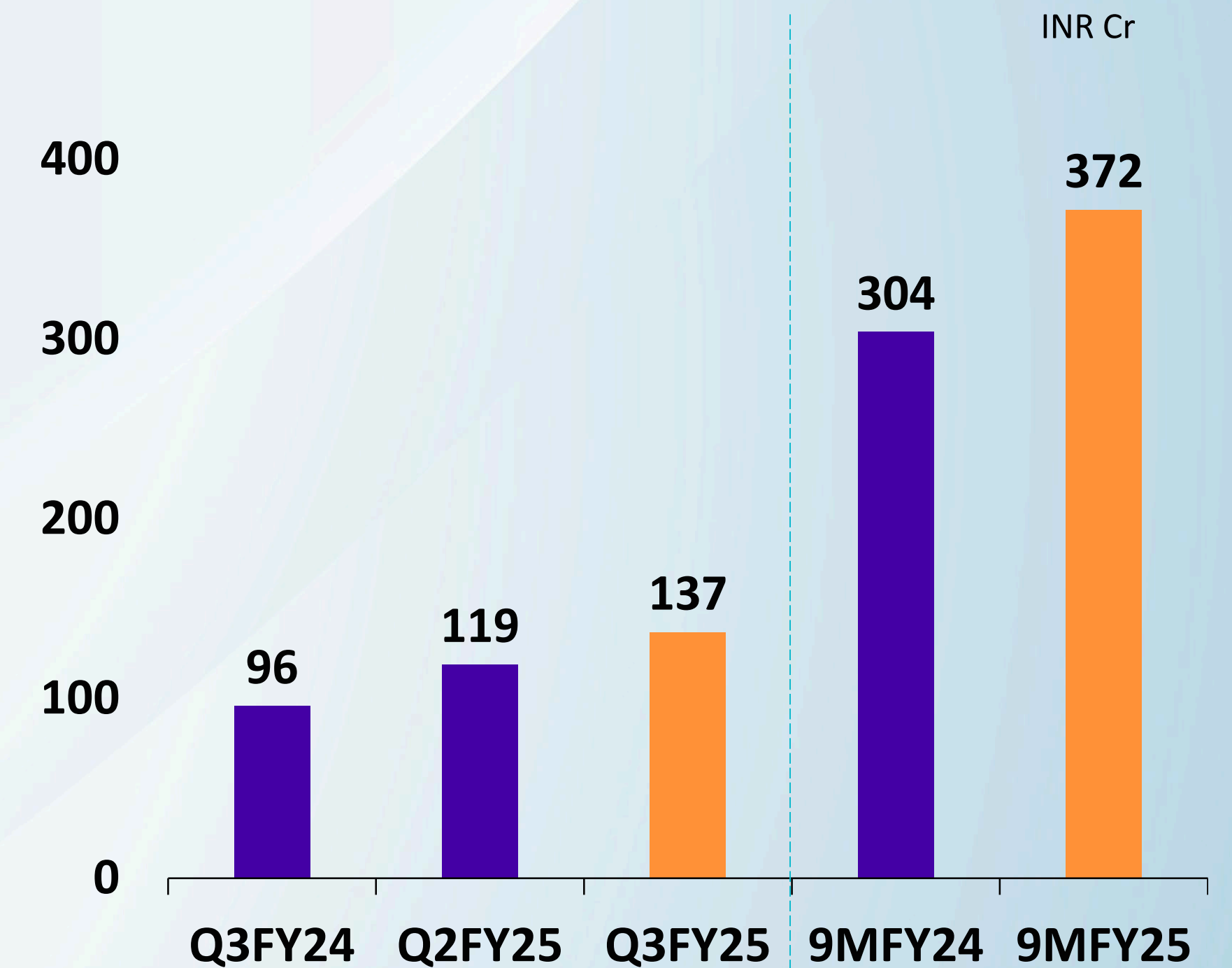
3

Aurionpro secures major datacenter projects with a leading hyper-scale player in India, including a comprehensive design and turnkey build execution project for an edge data centre in the NCR region

4

In another win in the data center space, Aurionpro wins design consultancy services for two locations, Mumbai and Chennai, with IT loads of 85MW and 20 MW

Segmental Revenue



Consolidated Profit & Loss

Particulars (INR Cr)	Q3 FY25	Q2 FY25	QoQ	Q3 FY24	YoY	9M FY25	9M FY24	YoY
Revenue from Operations	306	278	10%	231	33%	846	641	32%
Total Expenses	242	222		180		670	500	
EBITDA	64	56	13%	51	25%	176	141	25%
EBITDA %	20.85%	20.29%	56 bps	22.20%	(135 bps)	20.78%	21.99%	(121 bps)
Depreciation & Amortization	7	7		5		20	15	
Finance Cost	2	1		3		5	10	
Other Income	4	5		2		16	8	
PBT	59	53	13%	45	31%	166	124	34%
Tax	11	7		7		28	20	
PAT	48	46	5%	38	26%	138	103	33%
PAT %	15.62%	16.36%	(74 bps)	16.41%	(79 bps)	16.30%	16.15%	15 bps
EPS (Basic in Rs.)	8.81	8.40		7.45		25.33	20.51	

*All numbers have been rounded off

02

Annexures



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.

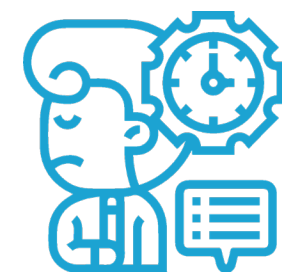
Credit Risk Management Solution Universe



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



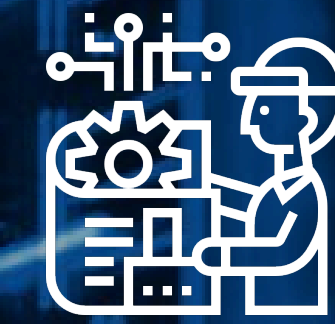
Transit Payment Solution



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



**Mr Ajay Kumar
Choudhary**
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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For any queries please contact:

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