

BSE Limited P.J. Towers, Dalal Street Mumbai-400001 Script Code: 532668	National Stock Exchange of India Ltd, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai -400051 Script Code: AURIONPRO
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Dear Sir/ Madam,

Sub: Investor Presentation - June 2024

Dear Madam/Sir,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith Investor Presentation Presented at Investor/ Analyst Meet held on Wednesday, 19th June, 2024 at Trident Hotel, BKC, Mumbai.

Thanking you.

Yours faithfully,

For Aurionpro Solutions Ltd

Ninad Kelkar
Company Secretary



aurionpro Investor & Analyst Day 2024



INVESTOR DAY 2024

Aurionpro Solutions Limited

June 19, 2024 | Mumbai

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Ashish Rai

CEO



Aurionpro leaders in this meeting



Alban Bellenger



Bhakti Bhavesh Zaveri



Bhaskar Bhattacharya



Jigger A Shah



Juveri Mukherjee



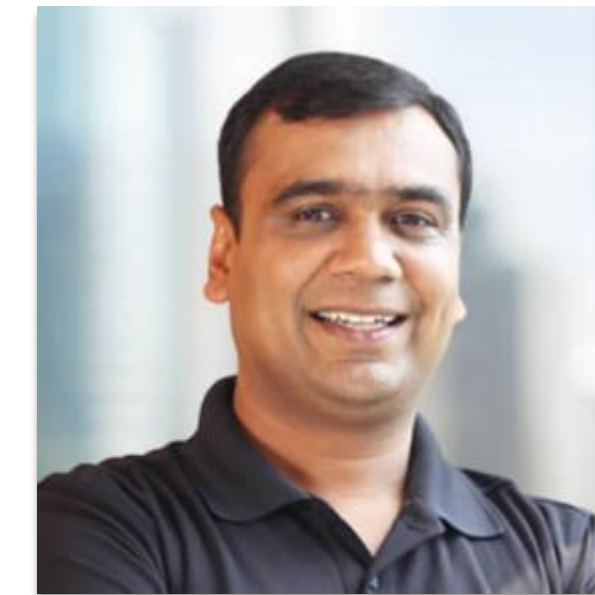
Ninad Kelkar



Poonam Puthran



Sandeep Chiber



Raj Biyani



Vipul Parmar



Vinay Kumar Sankarapu



Deekshith Marla



Nisha Sidhwani

Our Journey

Evolving through
an era of
Platform shifts



Revenue

INR 100 Million in 2005



INR 8,870 Million Now

Growing at a
CAGR of 27%+

Built foundation for a
decade of high growth



Key Divestments

Sale of: IDM Business to KPMG,
Cyber Security Business to
ForcePoint, and
Demerger of business to Trejhora

1997

Founded



2005
IPO



2005-2010

Strategic acquisitions and
strong offerings portfolio



2010-2018

Strengthening product
offerings & expansion
into IT services



2018-2020

Simplifying the businesses -
strategic divestments - exit
from non-core though valued assets



2020

Aurionpro 2.0 Embarked
on the path of
IP-led growth





2400+ Associates
(~25% growth)



100m+ USD Revenue
(+35% growth)



30+ Countries



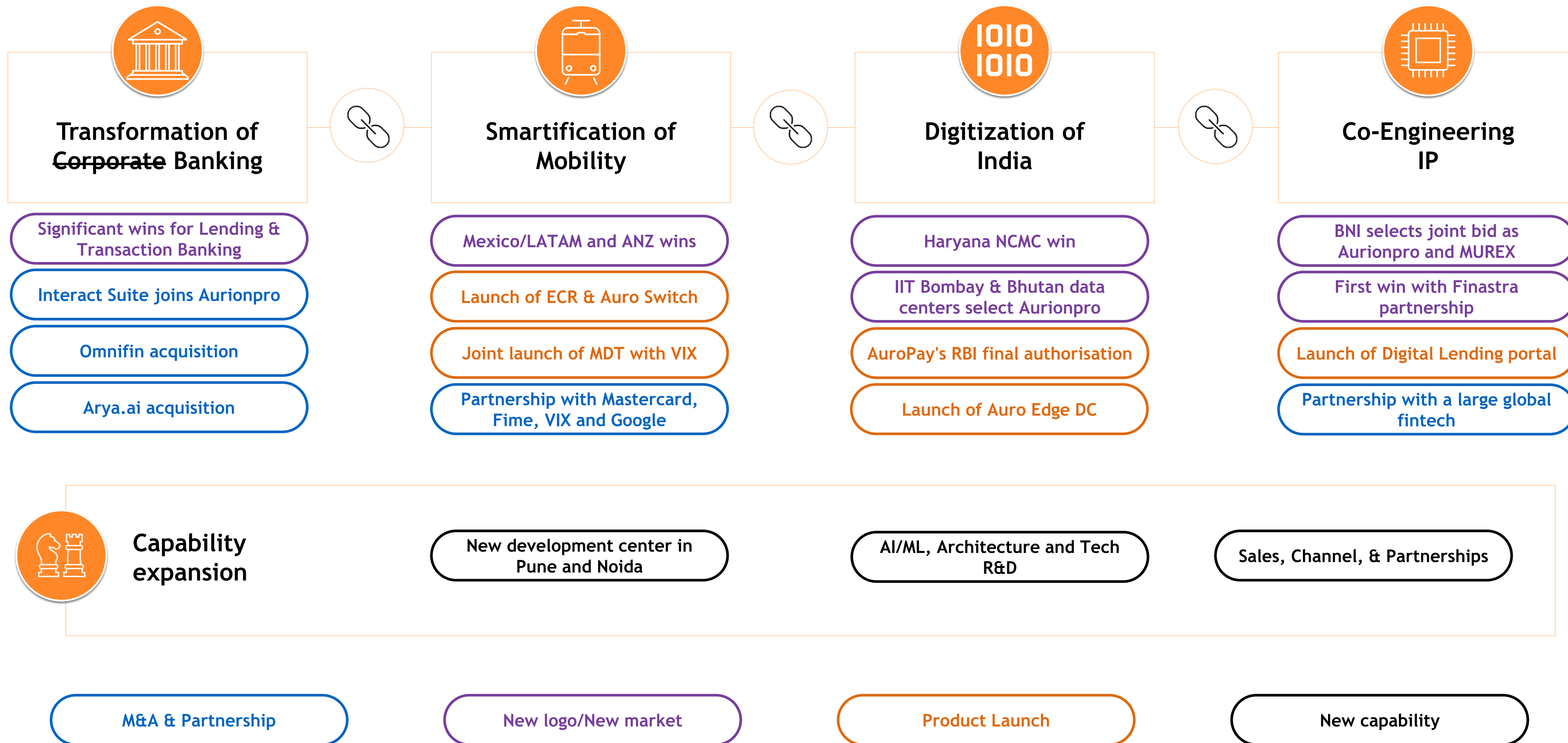
300+ Clients



7000 Cr+ INR Market Capitalisation
BSE/NSE Top 1000
(~800m+ USD)

Year in Review

OUR 2024 BETS



Financial Metrics



From 2005 - 2024

CAGR 27%



FY 24 - YoY revenue growth @

35%



FY 24 - YoY growth

PAT @ **40%+** EBITDA @ **33%+**



FY 24 - Debt Equity Ratio @ 0.07;

ROE @ **20%**; ROCE @ **19%**

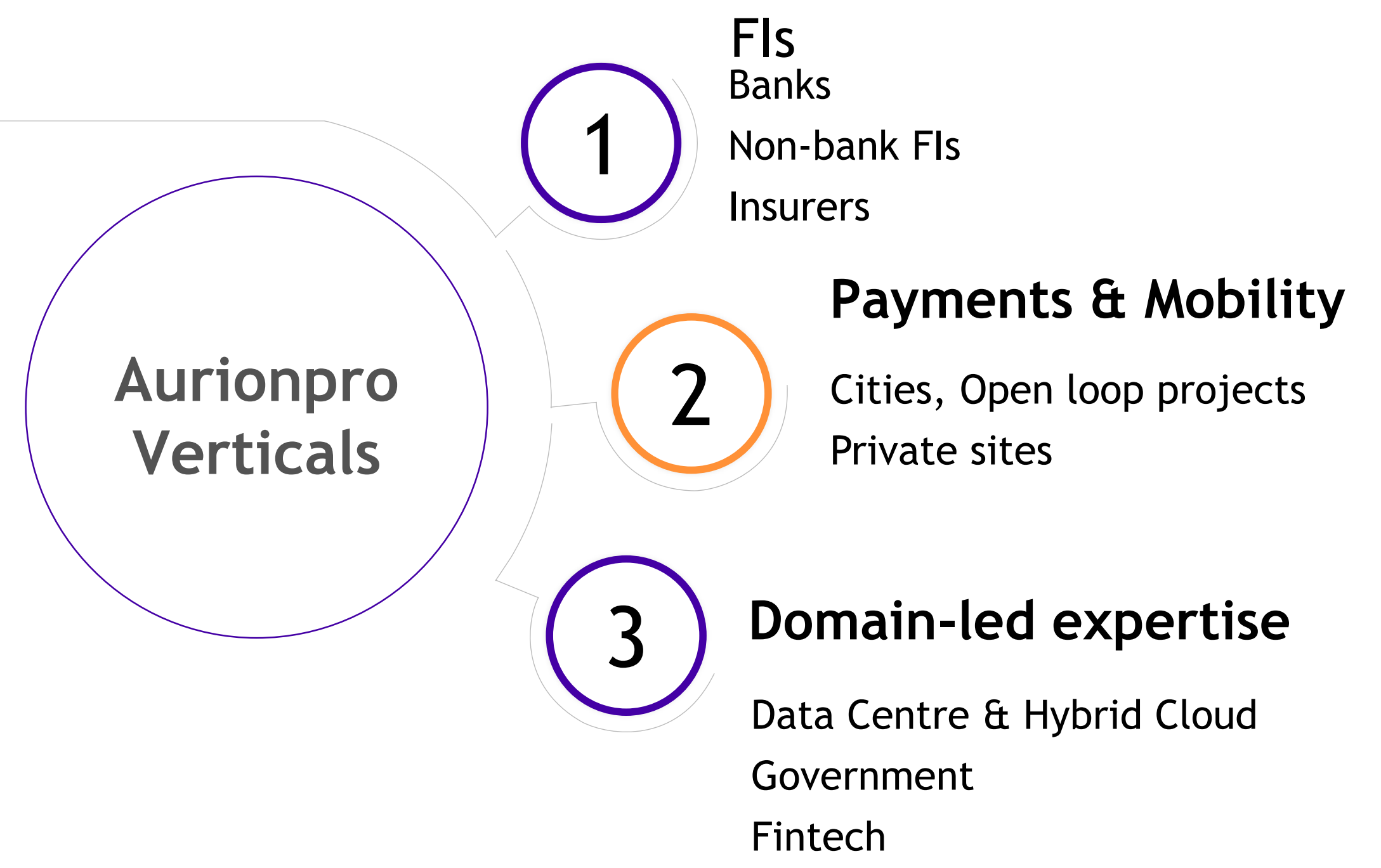
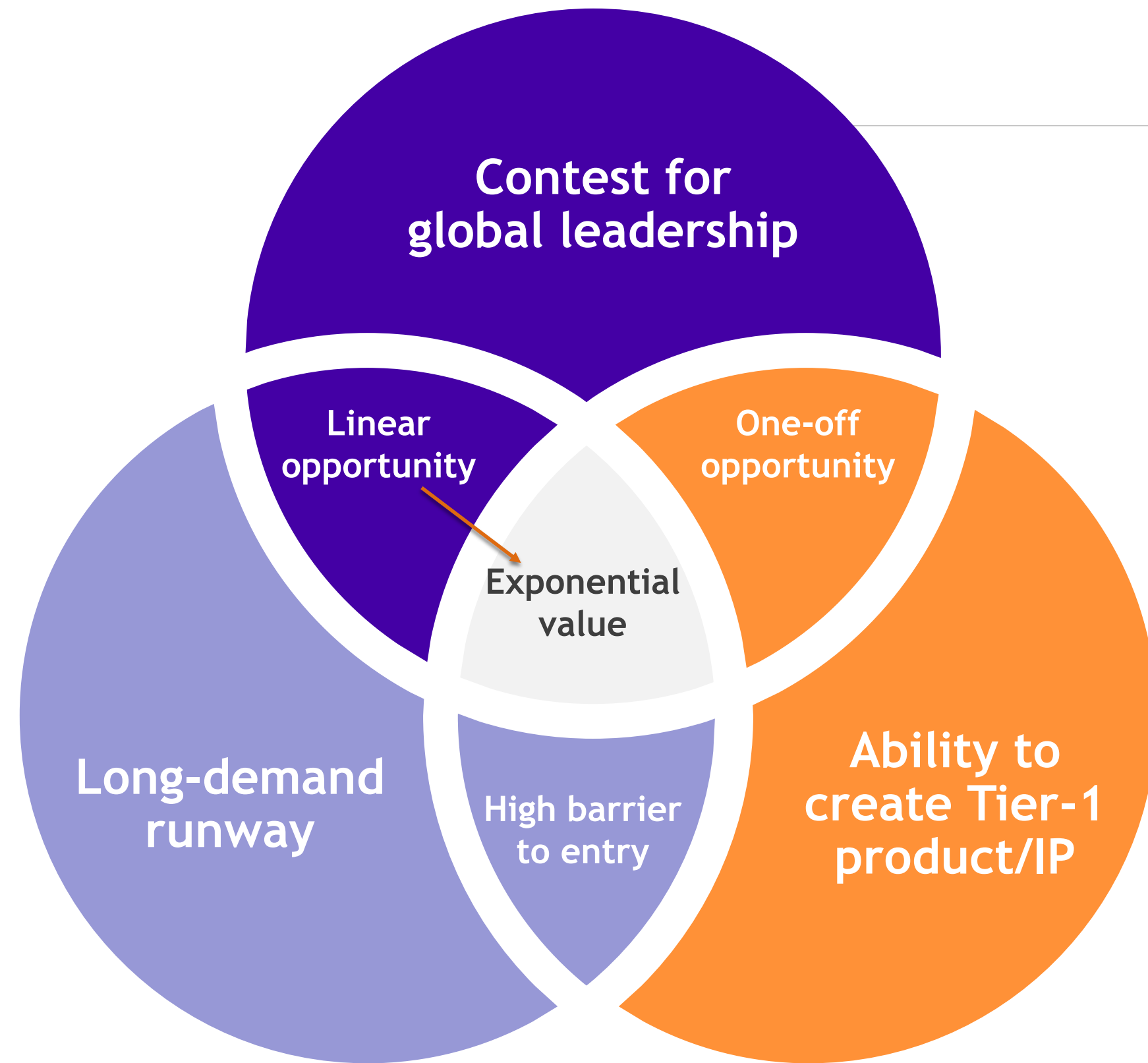


15 quarters of

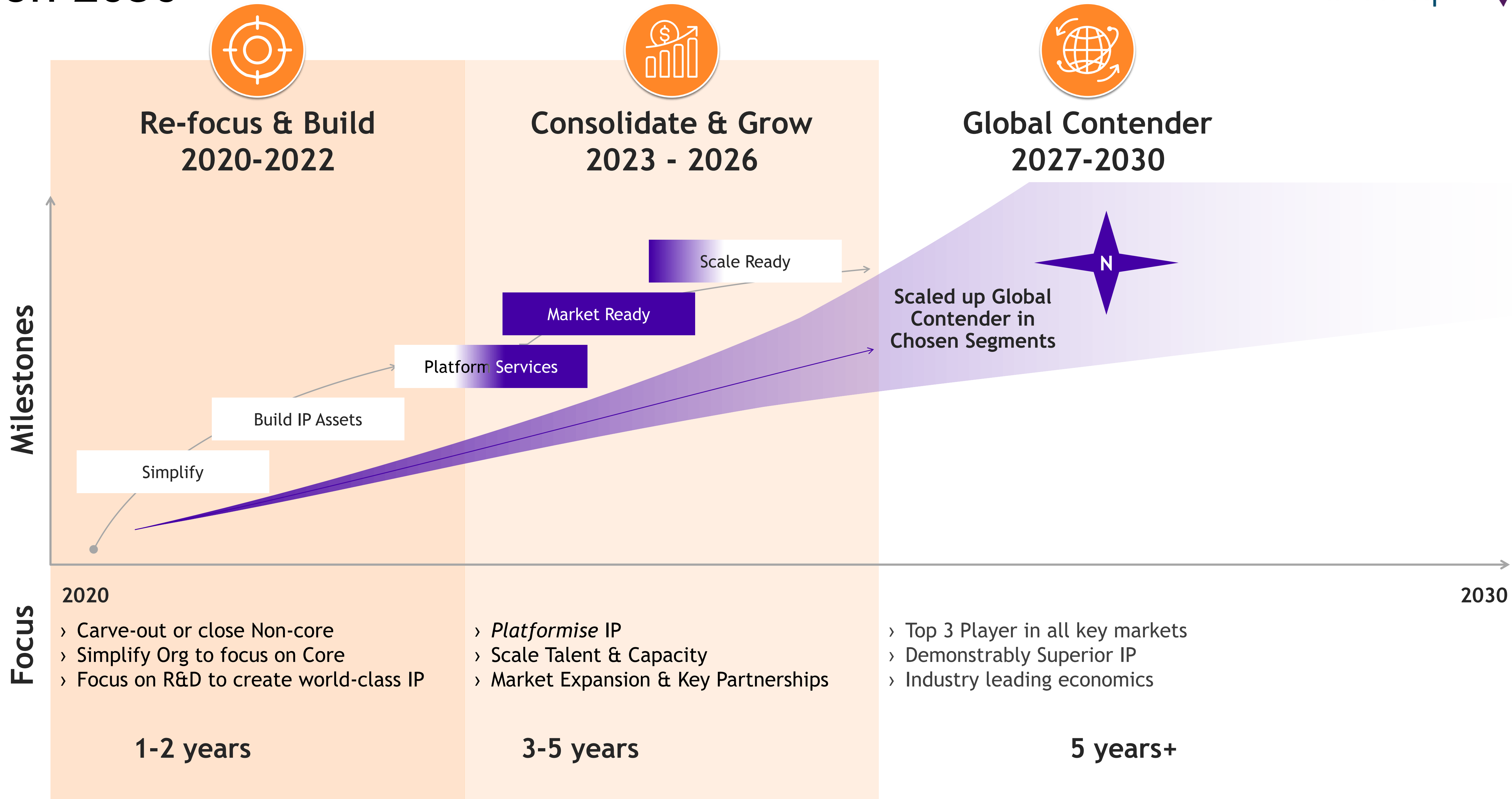
consecutive growth

Vision & Strategy

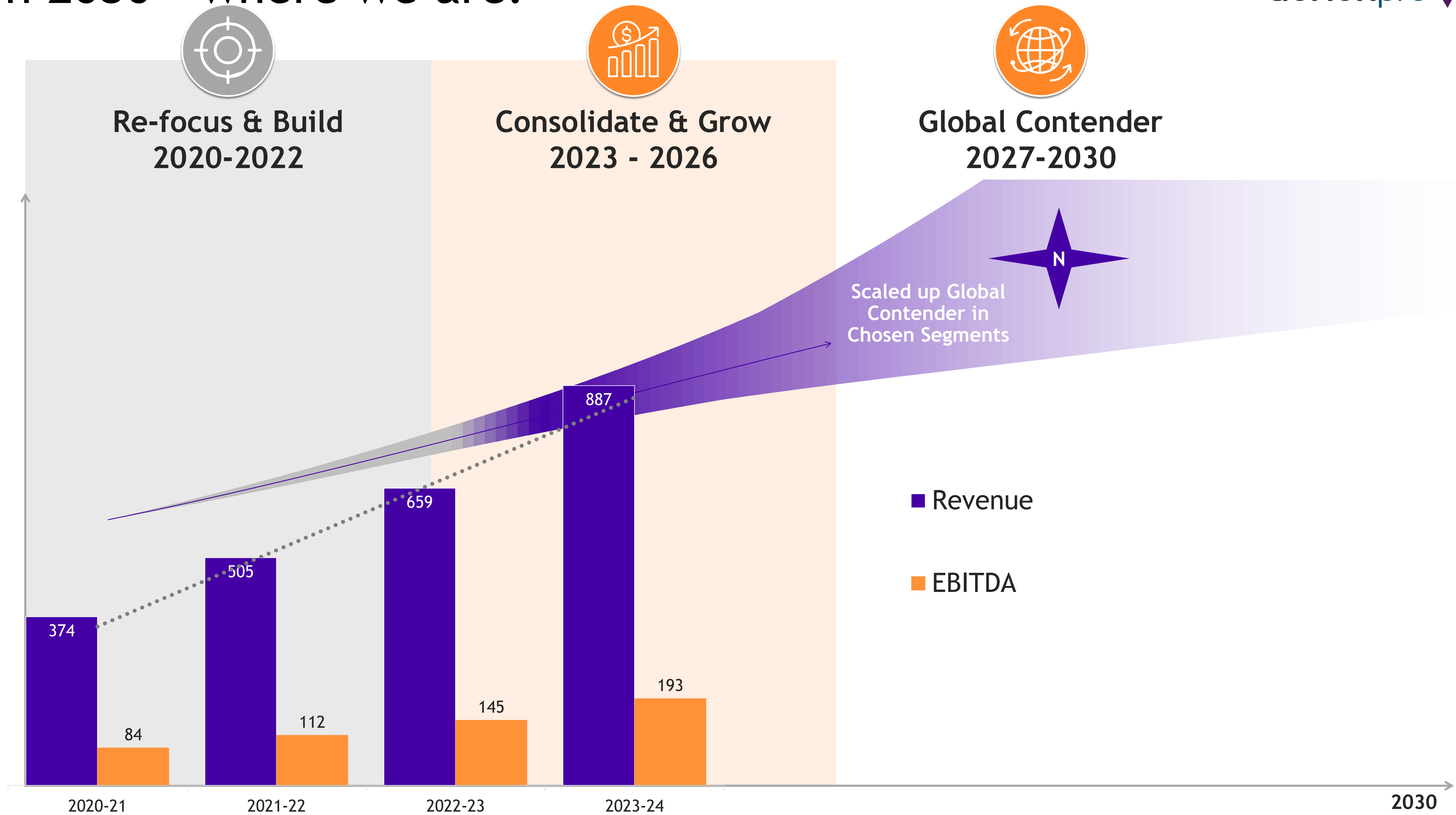
Where do we create value?

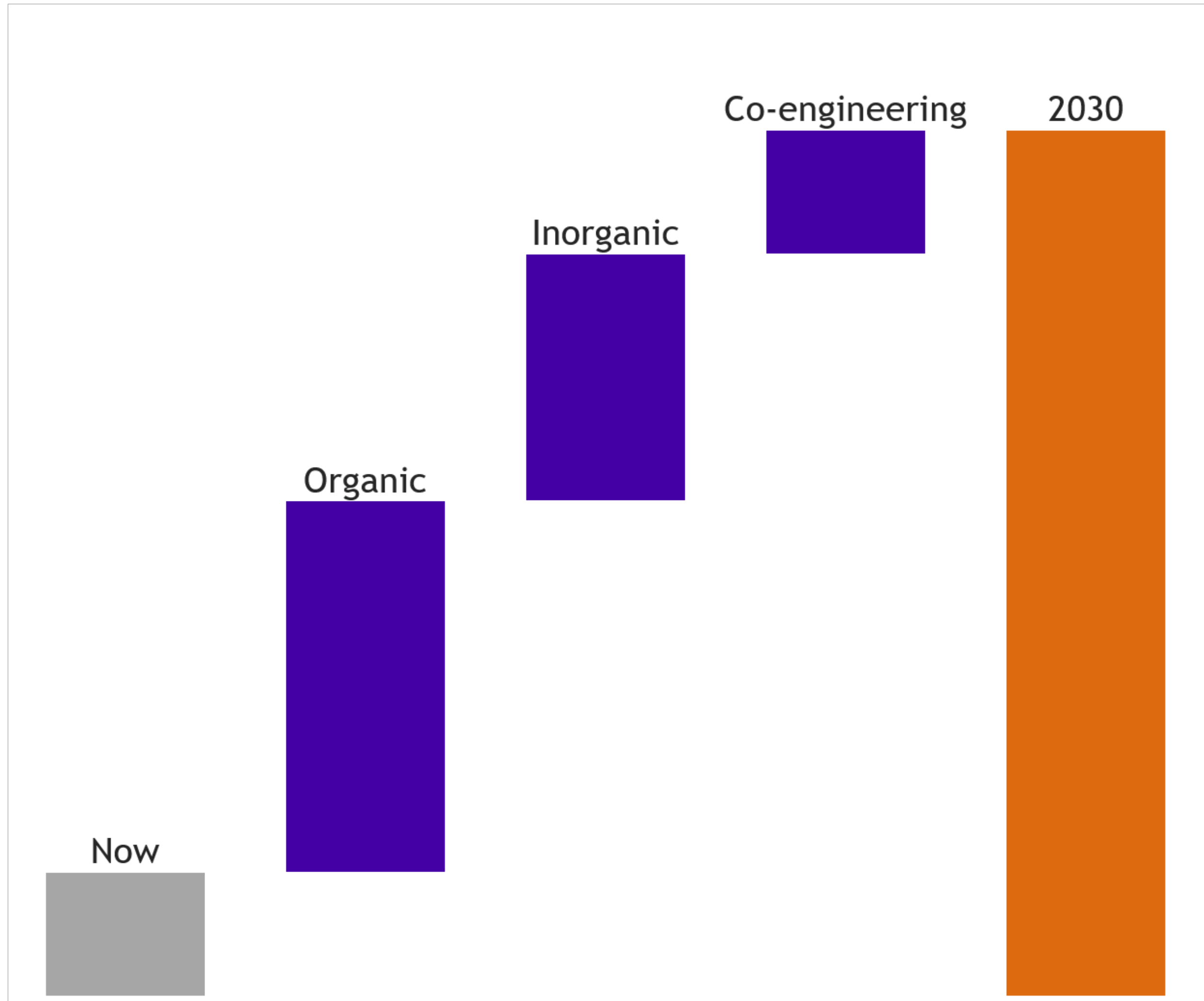


Vision 2030



Vision 2030 - where we are?





Organic planned investments

Enterprise AI strategy

Expand product portfolio

Expand key markets

Inorganic potential investments

Asia/India-based software player

US/Europe-based software player

Domain-led services player

Co-engineered solutions

Banking/Lending Capital Markets

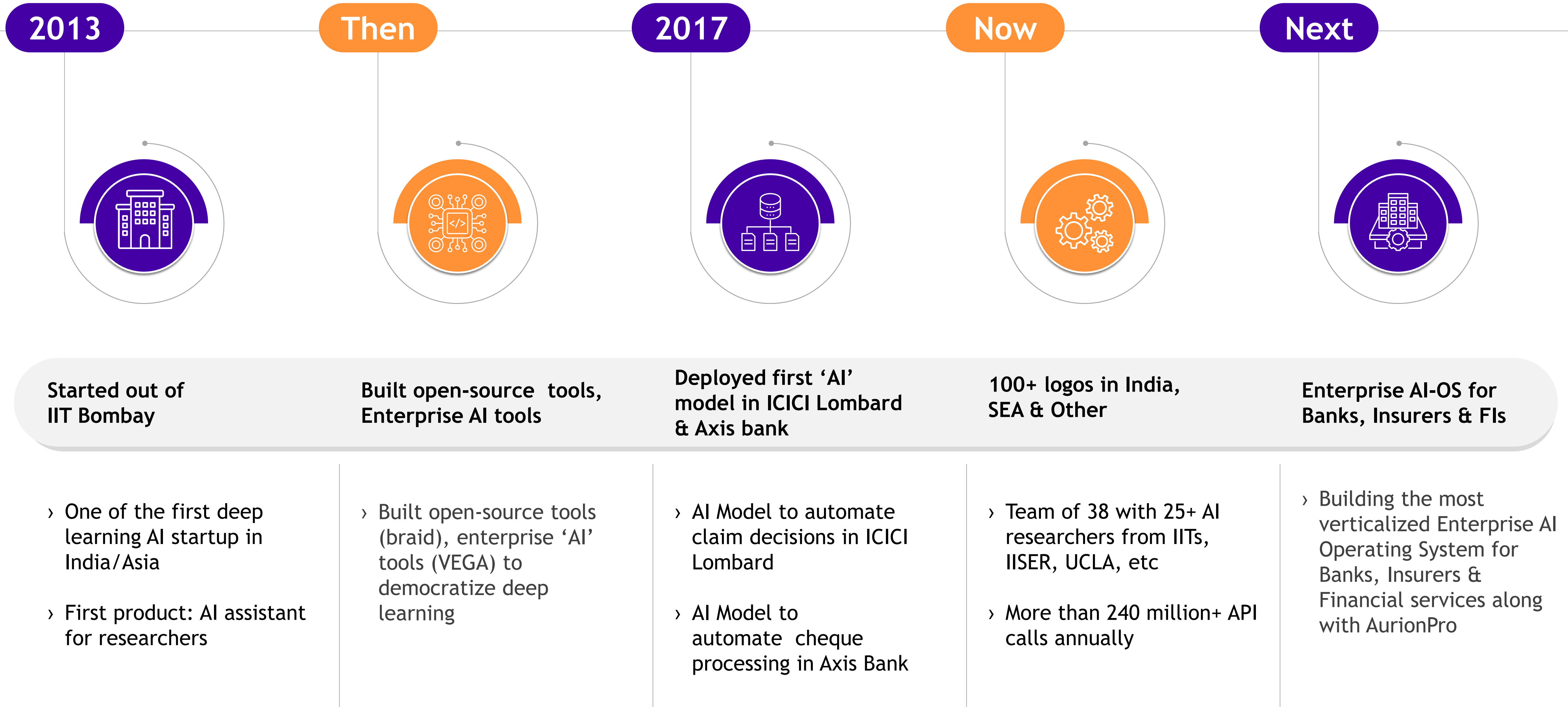
Enterprise AI/API

Payments & Mobility

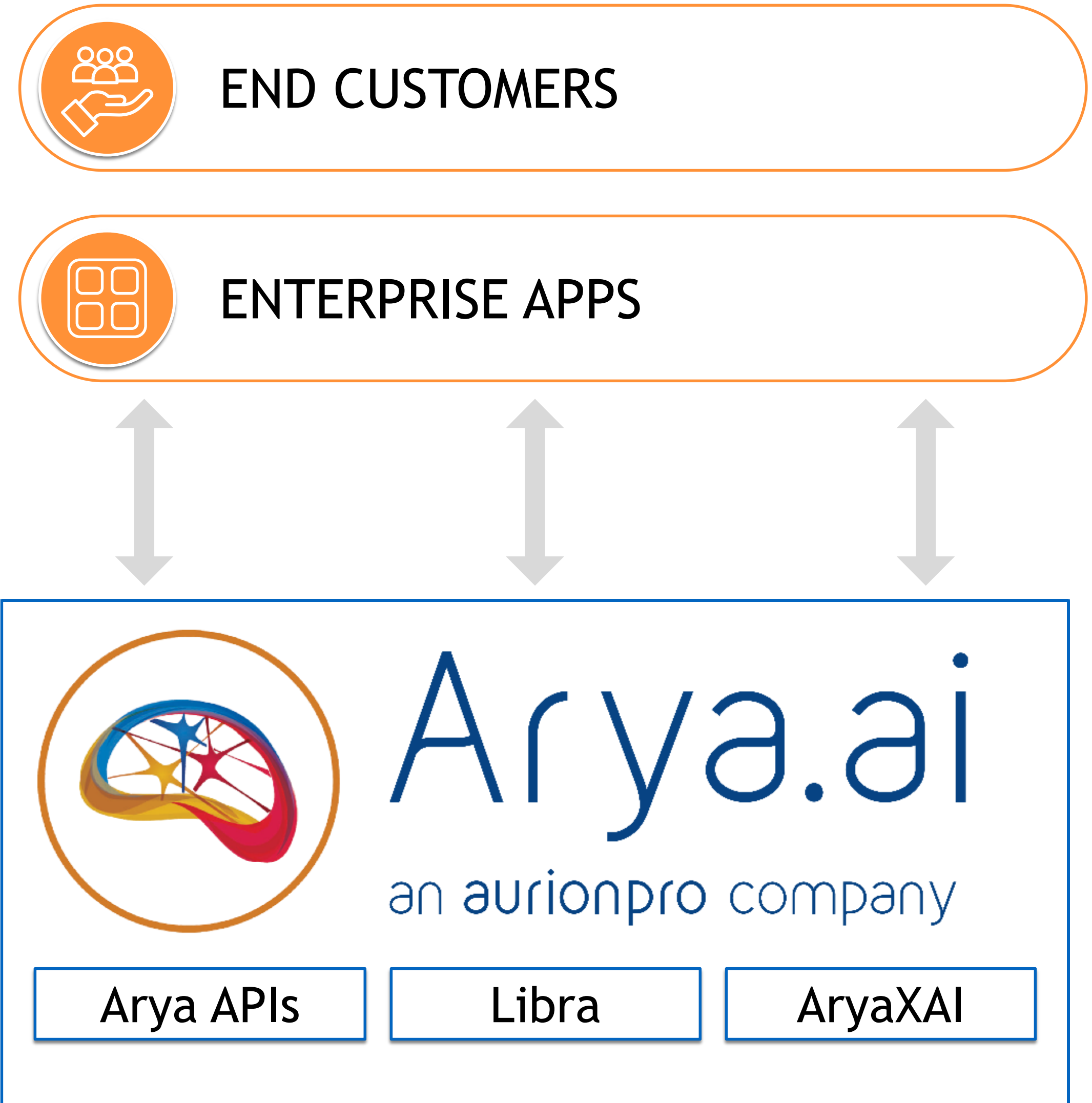


Vinay Kumar


**Co-founder of Arya.ai,
an Aurionpro Company**



What do we do?




What do we do?

 **APIs**

Arya APIs:
Models-as-a-Service (MaaS) platform for BFSIs


80+ models

Digital KYC	Health Vitals Prediction	Speech to Text	Signature Matching
Document Tampering	Deepfake Detection	Bank Statement Analyzer	C-KYC

 **Modules**

Libra:
Fine-Tuning-as-a-Service for Decisioning modules

Underwriting: Autonomous Underwriting Module (AUM)	Claims: Automated Claims Processing (ACP)	Fraud and Loss Control Fraud Risk Monitoring (FRM)	LLMs* Libra LLMs (LLMs)
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 **Tools**

AryaXAI*:
The ML Observability & Alignment platform for mission critical 'AI'

ML Explainability: Understand 'Why' & 'How' your models are working.	ML Alignment: Deploy GPT-2 or GAN models to create high-quality synthetic data.
ML Monitoring: Track drift, bias and performance. Know how and when they fail.	ML Risk Management: Manage the uncertainty risk from 'AI' models.

Serving over
200 million API calls annually from
100+ customers

* Yet to launch



Aurionpro's existing offering

Enterprise solutions

Payments & Automatic Fare collection

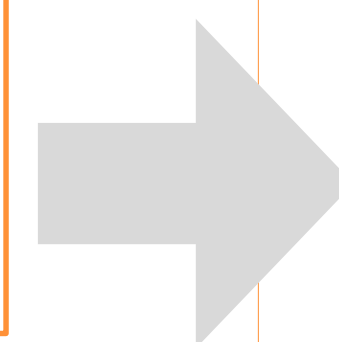
Font-end / User interface

Decision making
Workflow
Rule-based engine

+



Arya.ai
APIs & Modules



Dataset
Data storage

+

AryaXAI platform



Aurionpro's Enterprise AI offering

- › Pre-trained and ready-to-use models embedded in Enterprise/Payment solutions for financial institutions
- › **Enterprise AI platform** enabling bank and insurer to build their own model based on available datasets
- › **Banking AI OS** and **Insurance AI OS** to ensure compliance with regulators making AI truly accepted by all stakeholders

Management goal



Long Term Goals



Revenue Growth Rate
@ 25%-30% per annum



EBITDA Margin @
20%+



PAT margin @ 15%+



Spend consistently on
R&D at 8-9%



75% of in-year growth
from the existing
base



Maintain ROCE at
20%+



Shekhar Mullatti

Banking Solutions Group



Sanjay Varma

Fintech Solutions Group



Sanjay Bali

Tech Innovation Group



Shekhar Mullatti

Banking Solutions Group

New Logos



Global Recognition



Strategic Investments





Embedded AI

Use cases for lending & transaction banking platform for automation of complex workflow

- › Smart Customer Onboarding
- › Intelligent document processing
- › Risk Insight
- › VisionBoard AI
- › Cashflow forecasting



Continue to develop key offerings



iCashpro+

SmartLender

AUROFX

aurodigi
DIGITAL BANKING ENGAGEMENT PLATFORM



Modernisation with
"API-First Architecture"



Sanjay Varma

Fintech Solutions group



Trade finance
Co-engineered solution for limits management



Lending portal
Co-engineered solution for lending/leasing back office

*Two contracts
signed with
ANZ- & US-based lenders*



US-based Fintechs
Co-engineered Payment / Digital Banking Solutions



Treasury
Joint implementations and Co-engineering



CREATE AND DEVELOP NEW OFFERINGS THROUGH STRATEGIC PARTNERSHIPS

CO-ENGINEER AND CO-DEVELOP ADJACENT PRODUCTS

PROVIDE DOMAIN-LED SOLUTIONS

BUILD OUR CLIENT BASE IN APAC & US; EXPAND INTO EUROPE



Sanjay Bali

Tech Innovation Group

Now

New Logos



Key Partnerships

Mobility



Enterprise



New Products



Final authorisation by RBI

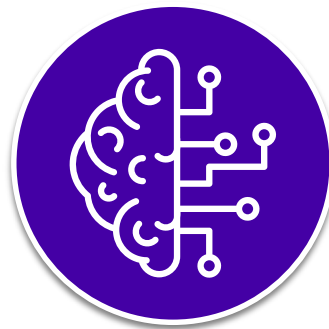
AuroPay



Mobility as a Service
Partnership with Google



New offering: Edge computer
Productized Mobile Edge DC



AI Use cases
Transit, Data Center, Public Sector services



New markets
International expansion to European markets

**Strategic
Bets**



Q&A

THANK YOU

aurionpro 

Accelerating Enterprise Transformation Globally

ADAPT With Us



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