

25th July, 2023

To,
Dept. 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 relating to announcement of Un-Audited financial results of the Company for the first quarter/three months ended 30th June, 2023.

You are requested to upload the same on your website.

Thanking you,

Yours faithfully,

For Aurionpro Solutions Limited


Ninad Kelkar
Company Secretary



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MAR 2022 - MAR 2023
INDIA



A D A P T

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Of Digital

Investor Presentation

Q1 FY24

June 2023

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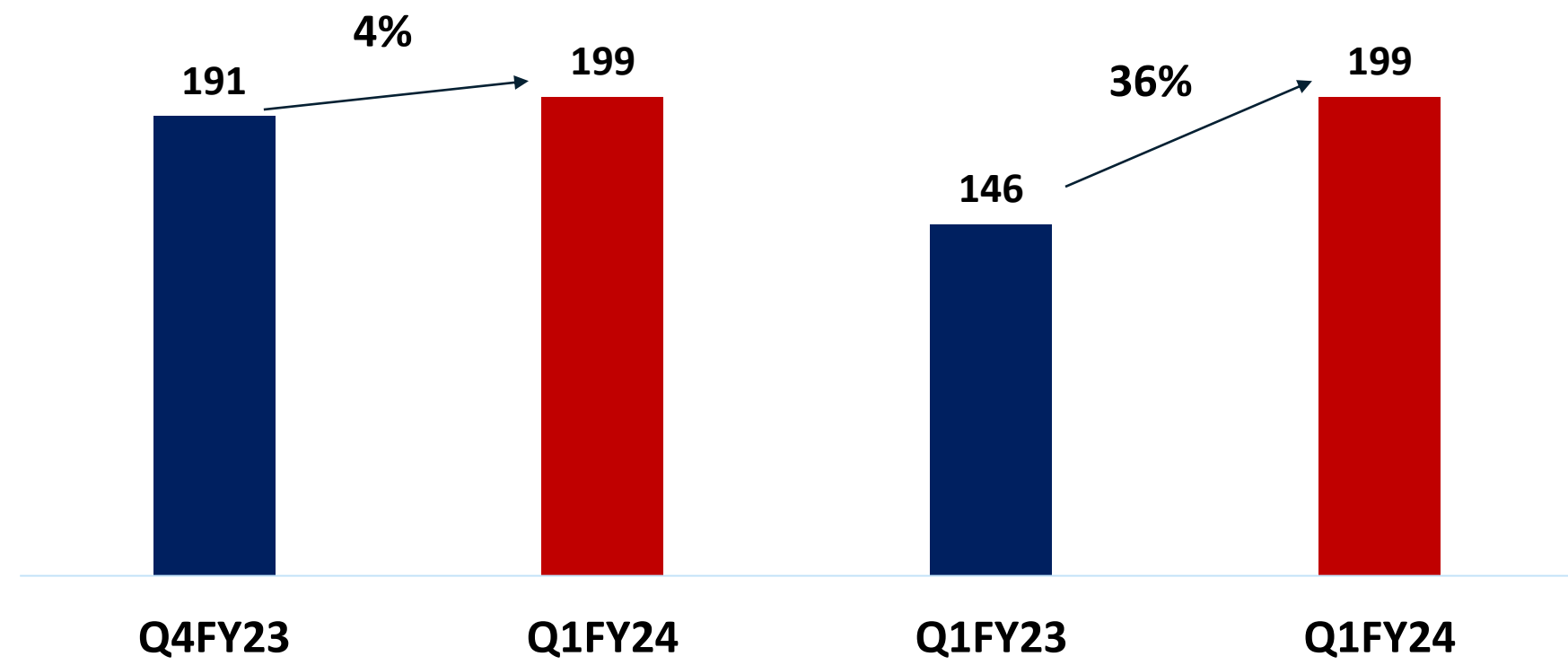
-  *Globally competitive IP*
-  *Global presence across 14+ countries*
-  *Best Technology Brand – ET Times Best Tech Brands 2022*
-  *25+ Years of Experience*
-  *2,000 + Employees*
-  *Recognized as a global leader in Credit Lending Operations as per Chartis' RiskTech Quadrant, 2022*
-  *Dominant player in the banking & fintech industry in Asia*
-  *Trusted partner of 100+ clients*
-  *India Technology Award – Asian Technology Excellence Awards 2022*
-  *Crossed INR 2,000 Cr MCap*
-  *INR 515 Cr+ Networth*
-  *12K+ Shareholders*

01

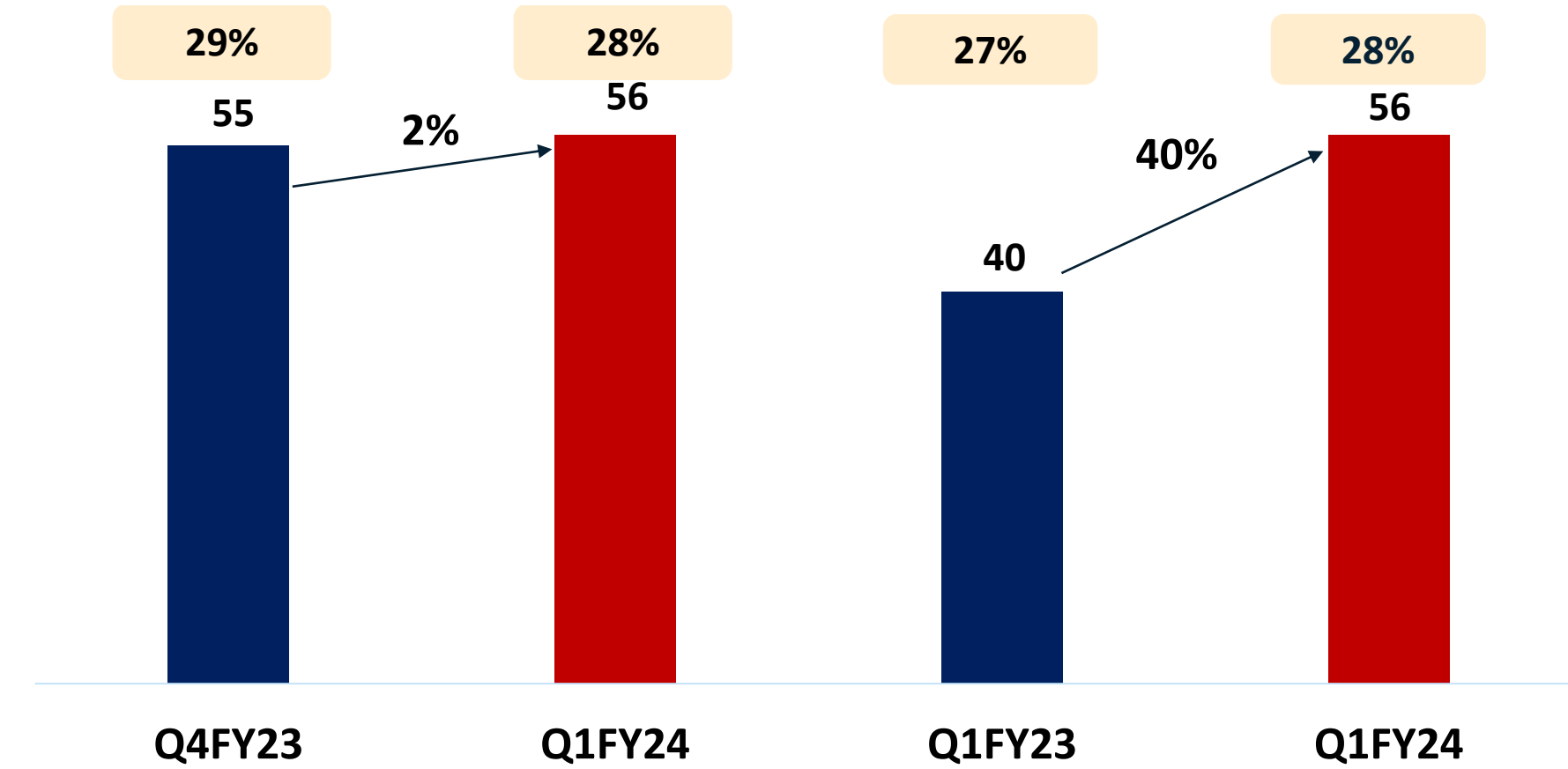
FINANCIAL HIGHLIGHTS

Quarterly Financials

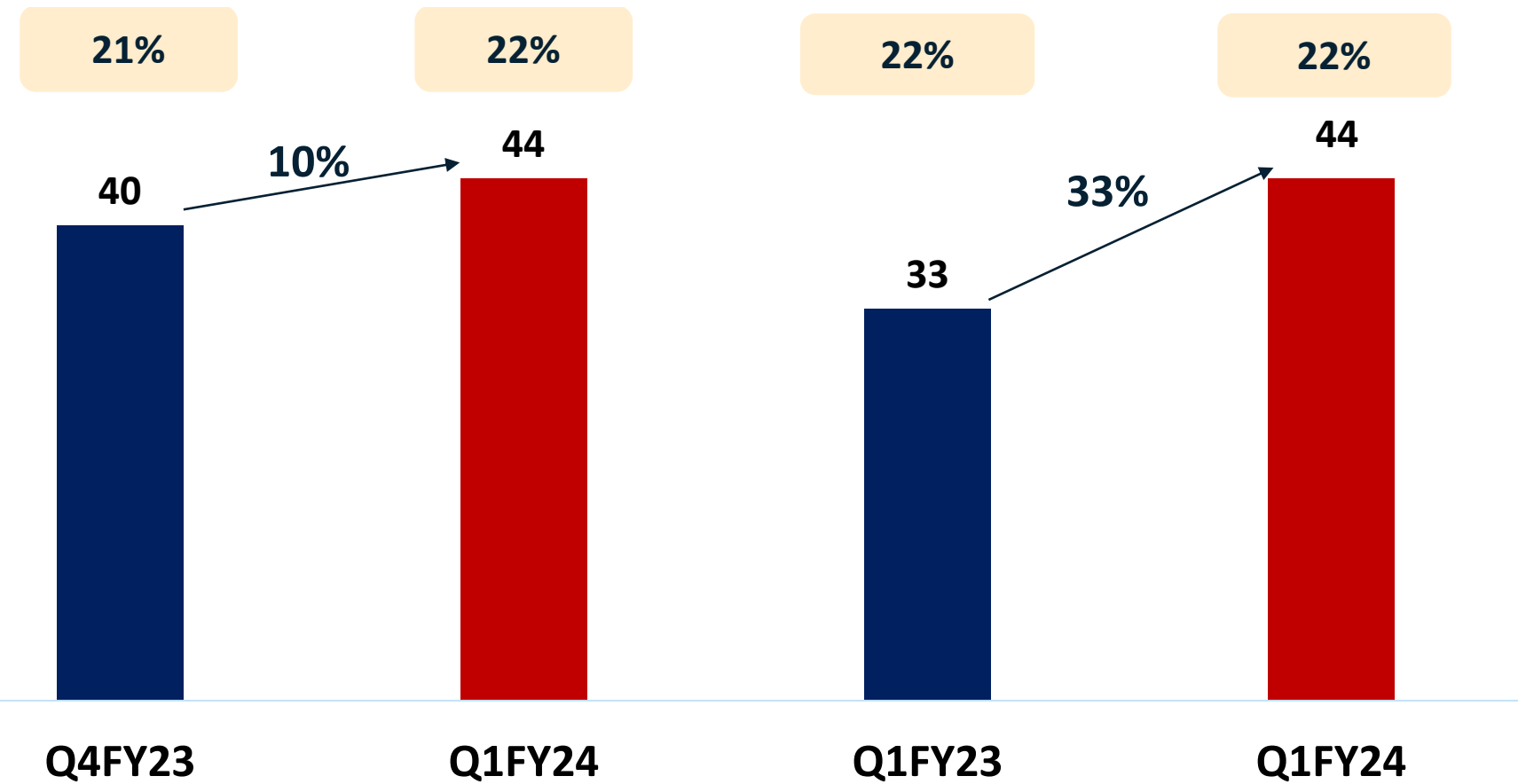
Revenue (INR Cr)



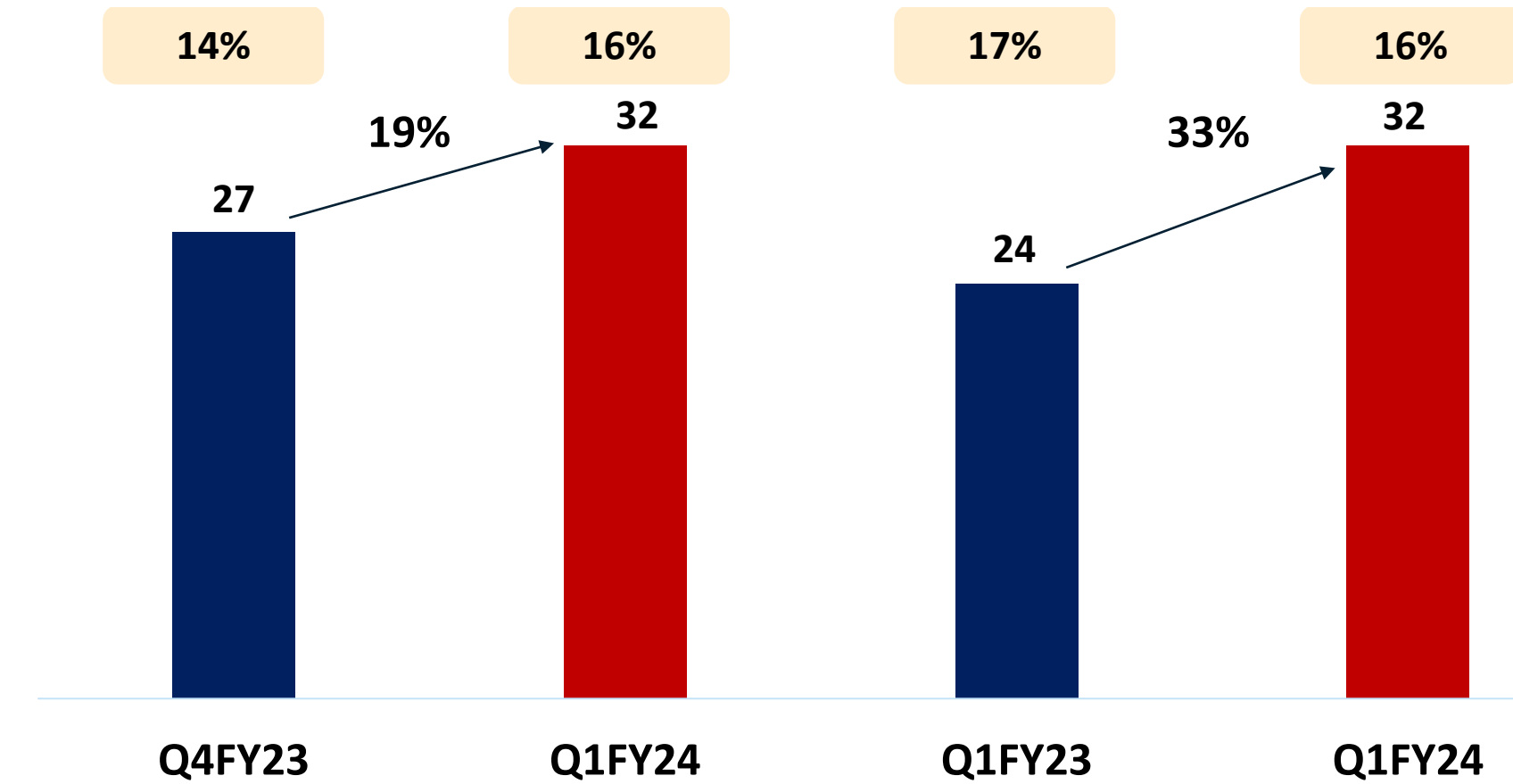
Gross Profit (INR Cr) & GPM(%)



EBITDA (INR Cr) & EBITDA Margins (%)



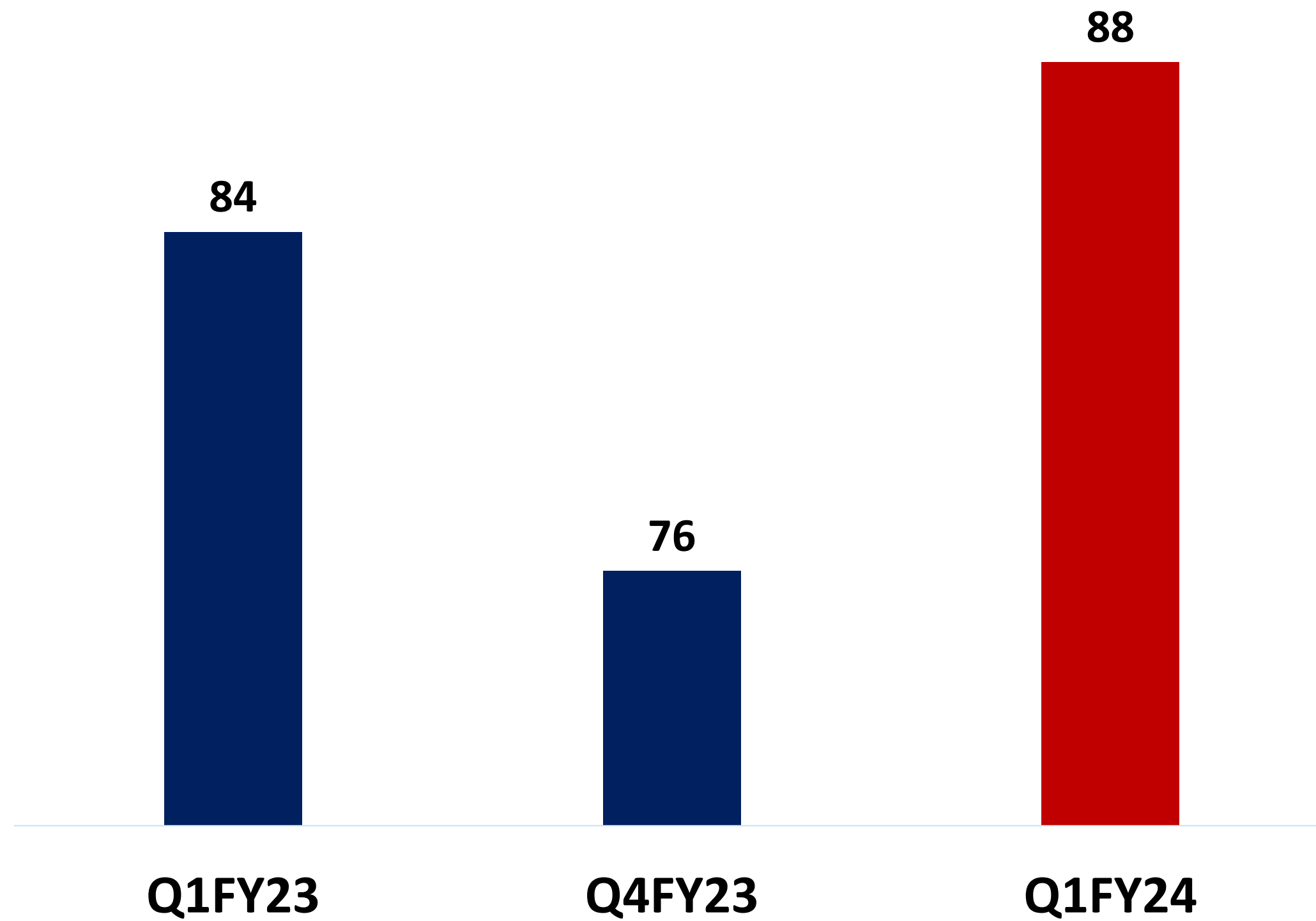
PAT (INR Cr) & PAT Margins (%)



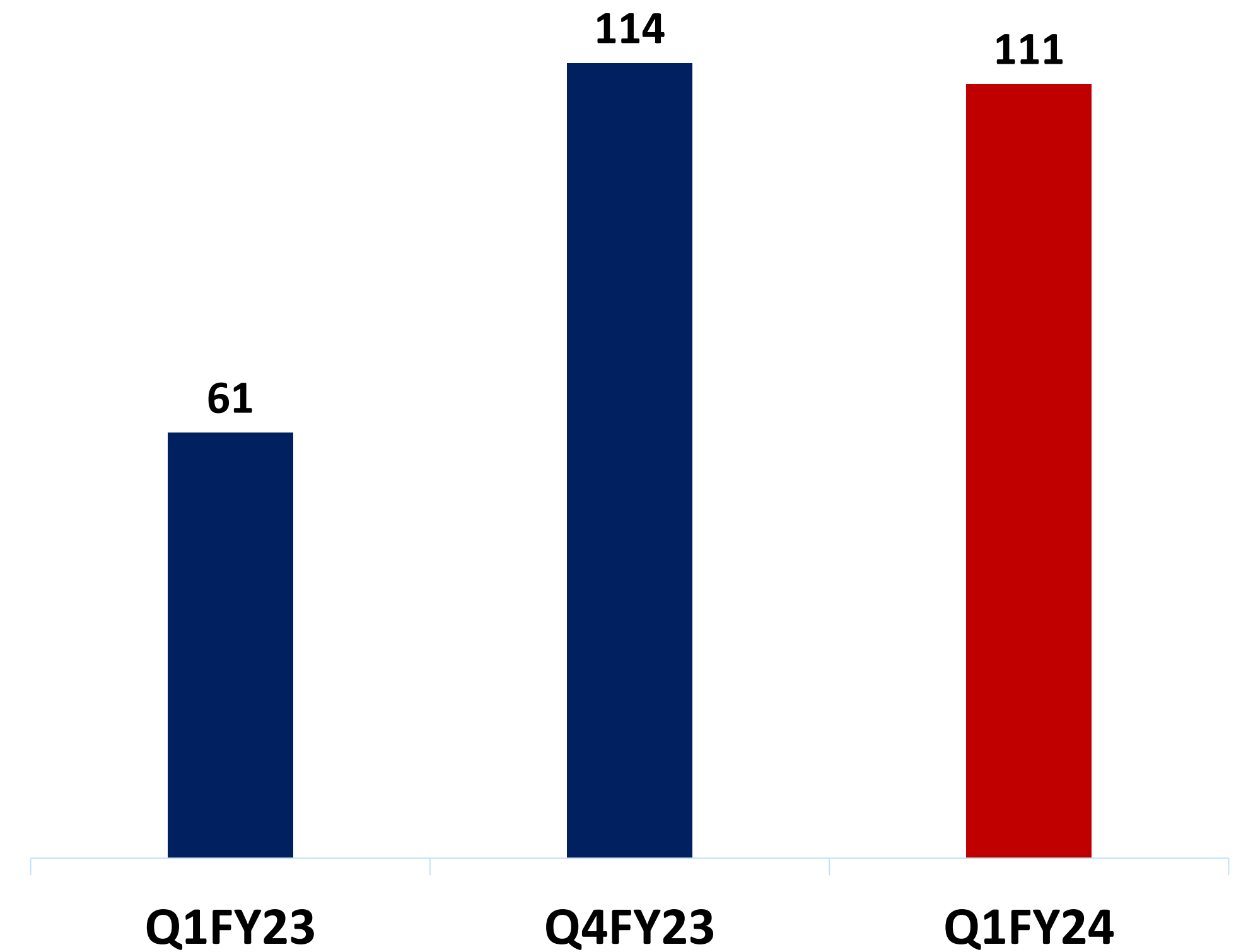
*All numbers have been rounded off

Key Segmental Revenue

Banking & Fintech (INR Cr)



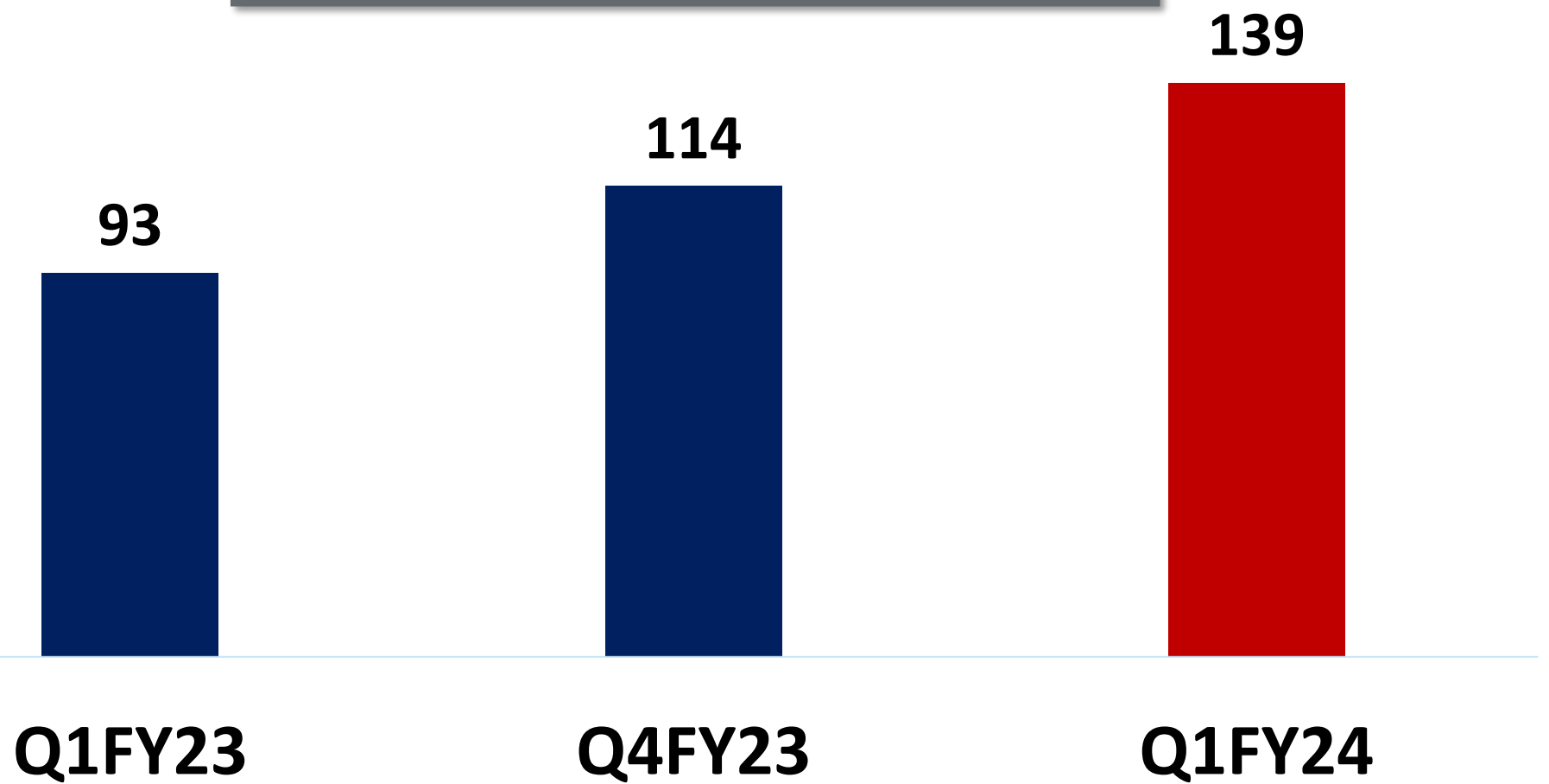
Tech Innovation Group (INR Cr)



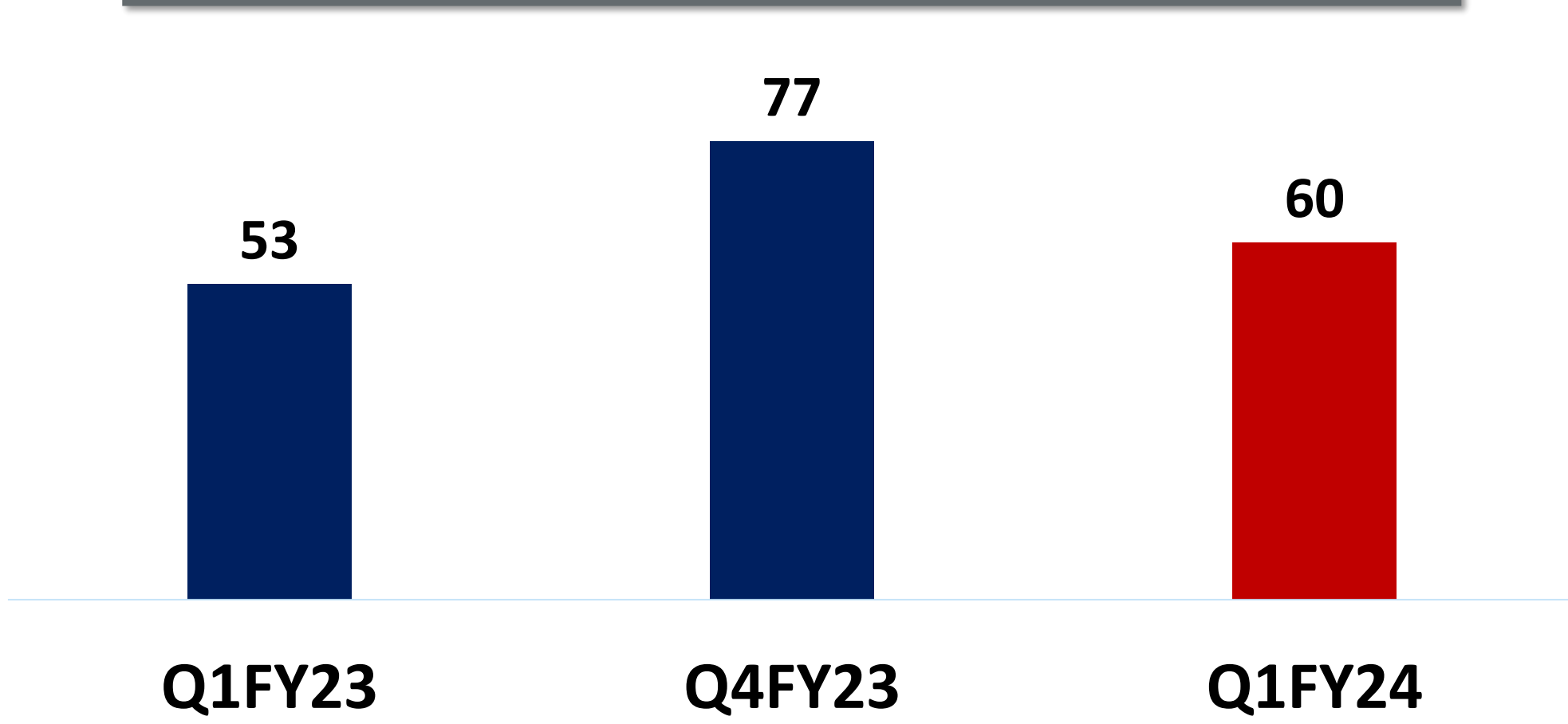
Key Statistics



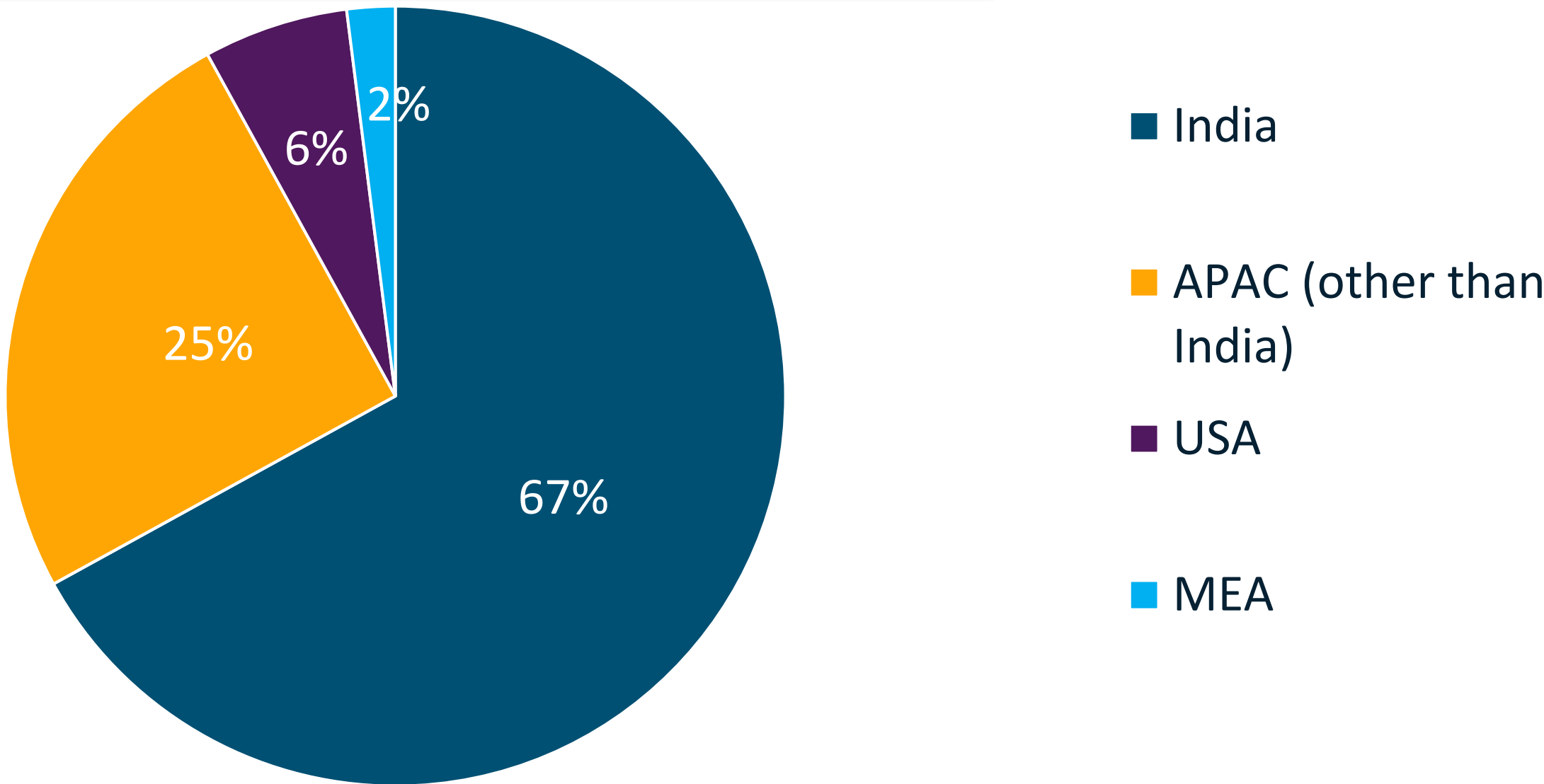
Sale of Software Service (INR Cr)



Sale of Equipment & Product Licenses (INR Cr)



Revenue Break-up (Geography-wise)



*All numbers have been rounded off

Banking & Fintech

- Aurionpro Payments, a wholly owned subsidiary, receives in-principle approval from the Reserve Bank of India (RBI) to operate as Payment Aggregator
- Aurionpro Fintech, our subsidiary launched Revique Healthcare SAAS platform in US market
- Leading bank in Myanmar has selected our SmartLender Commercial, a market-leading solution partner to digitize and transform its credit origination process
- Leading non-bank financial company in Philippines signs multiple year contract to avail Integro's SmartLender Commercial on annual subscription basis
- Order win from a leading bank in the Middle-East for the enhancement of the existing transaction banking solution

Technology Innovation Group

- Aurionpro launched its first homegrown EMV Card Type Payment terminal (ECR-one) at the UITP Global Public Transport Summit, the world's leading conference and exhibition held in Barcelona;
- Aurionpro signs multiple year contract, with the leading transport agency in Canberra, making Aurionpro 's entry into Transit Solutions space in the Australian market.

02

COMPANY OVERVIEW

Product Portfolio

Leveraging 4 key strategies to create a scaled up global business



Transformation of Corporate banking

- Corporate Loan Origination
- Collateral Management
- Limit Management
- Transaction Banking
- Corporate Digital Banking

Only Asian Player in the Leadership Quadrant of Chartis in Commercial Lending, Collateral, Limits



Smartification of Mobility

- Open Loop Payments
- Automatic Fare Collection
- Intelligent Transport Management System
- ECR-One
- Integrated E2E player in the space
- Marquee wins on Global Stage: CalITP, North America / Latam / APAC / India



Digitization of India

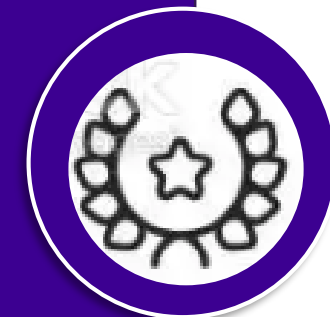
- Smart Mobility
- Smart City
- DC & Cloud
- Trusted partner of Govt
- Highly prestigious wins in the DC Consulting space



Co-Engineering IP With Global ISVs

- Co-developed solution with #1 Global Trade Finance Technology provider
- Joint implementations with #1 Global Treasury Technology provider
- Licensed Payment technology to a large Payment Tech player in the US
- Co-build solution with Digital Banking provider in the US

Key Growth Drivers



- Globally competitive IP and highly differentiated and unique offerings with large demand run
- Strong Order book INR 800 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

Leadership Team



Mr. Paresh Zaveri
Chairman & Managing Director



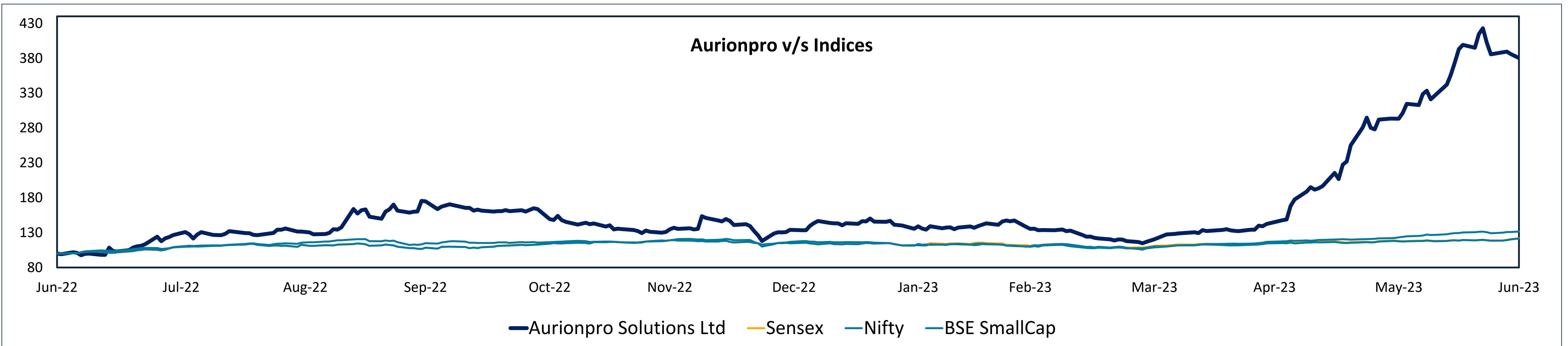
Mr. Ashish Rai
Vice-Chairman & President



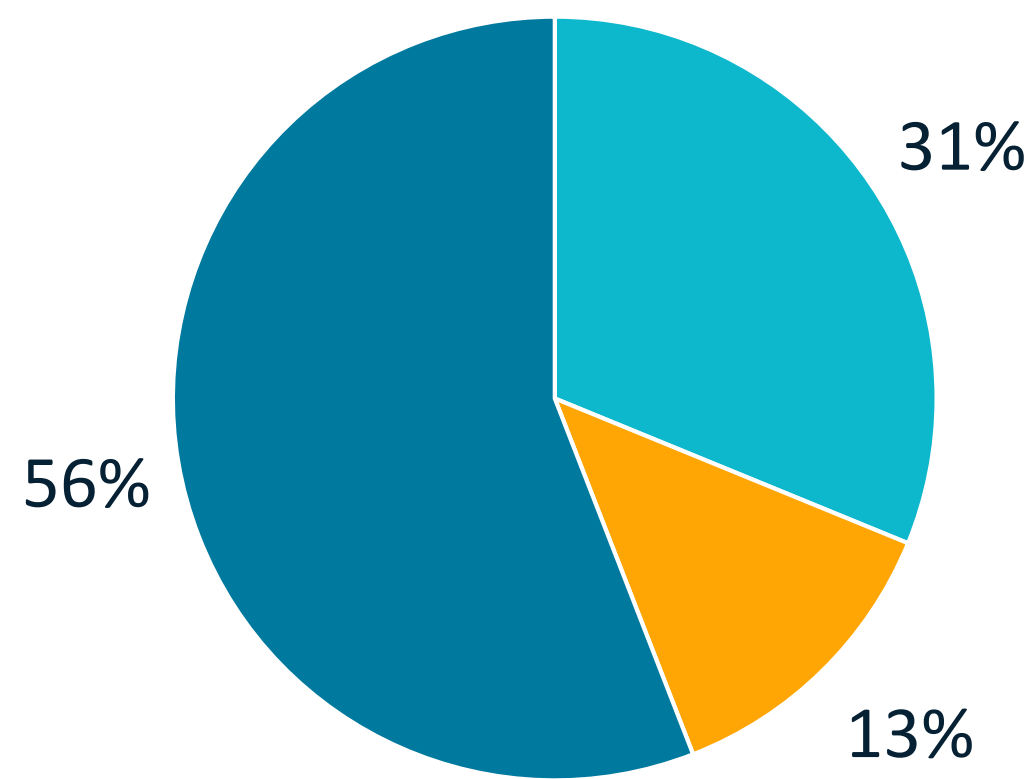
Mr. Shekhar Mullatti
President & Global Head -
Banking



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



Shareholding Pattern (As on 30th Jun, 2023)



■ Promoter ■ Directors & Relatives* ■ Public

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

Stock Data (As on 30th Jun, 2023)

Mkt Cap (INR Cr)	972.75
Stock Price (INR)	2,315.16
52 week (High)	1,113.60
52 week (Low)	244.15
No. of Shares O/S	2,38,00,165

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For any queries please contact:

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