



October 22, 2024

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 second quarter/six months ended 30th September, 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
October 2024

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Bouquet of IP-led products



25+ Years of Experience



Global presence across 14+ countries



**USD 1.07 Bn Mcap
A Top 1,000 company by Mcap**



**INR 887 Cr
Revenue FY24**



**INR 1,385 Cr
Net Worth H1 FY25**



200+ clients



**2,500 +
Employees**



Recognized as a global leader in Credit Lending Operations as per Chartis' RiskTech Quadrant, 2024



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



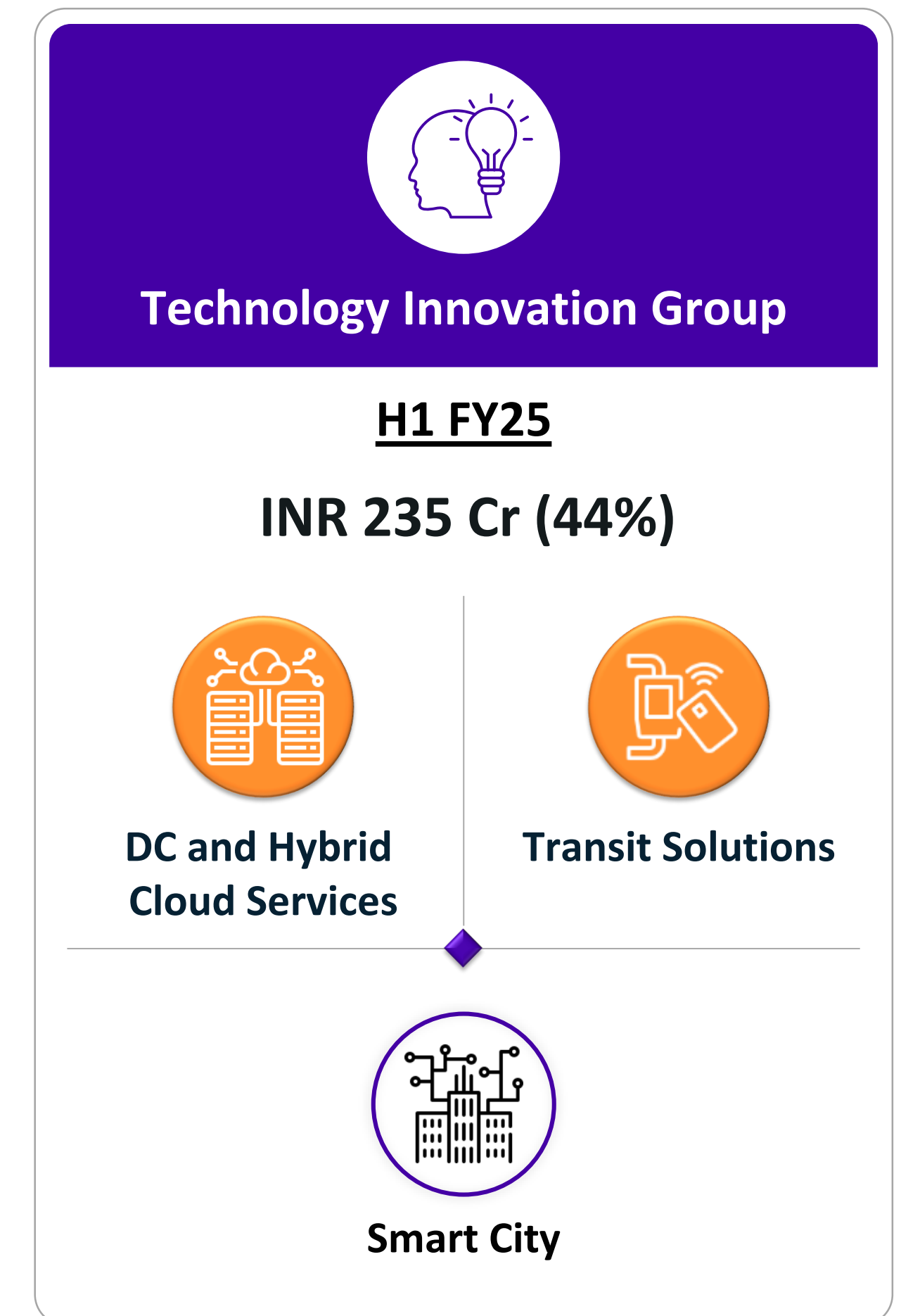
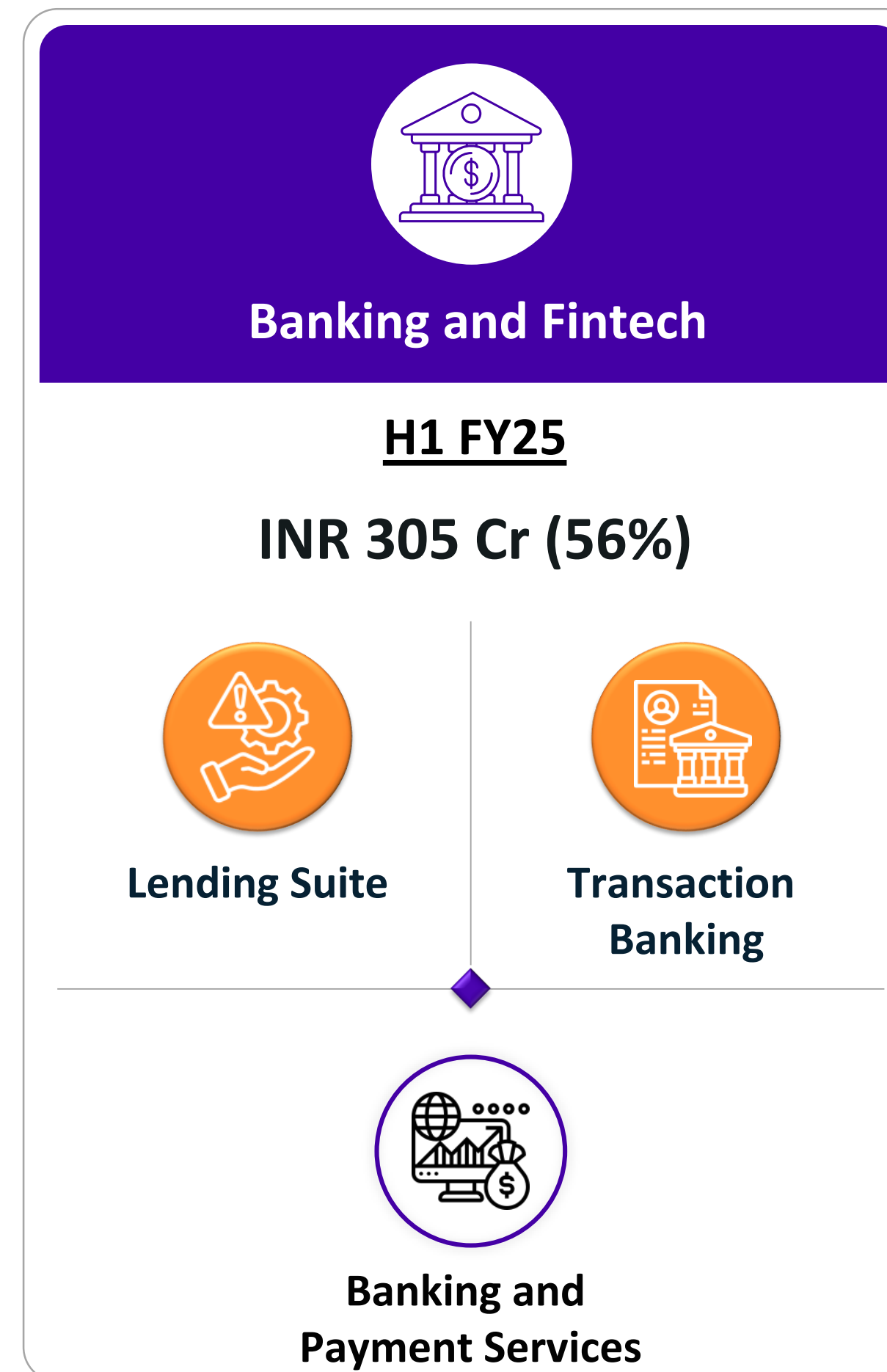
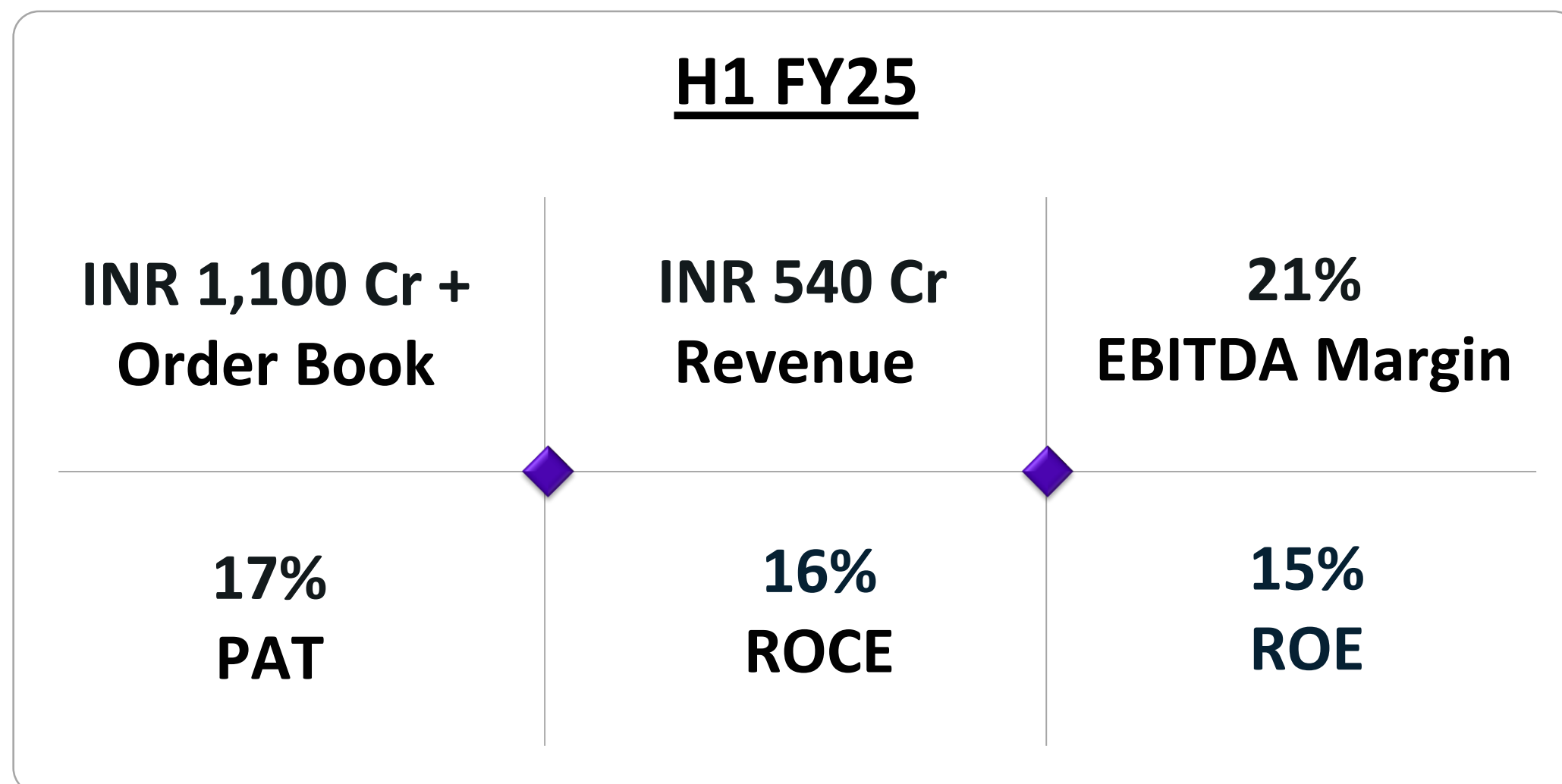
Aurionpro Wins RiskTech 2024 Award for Best Limits Management under the category of Lending Operations



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)



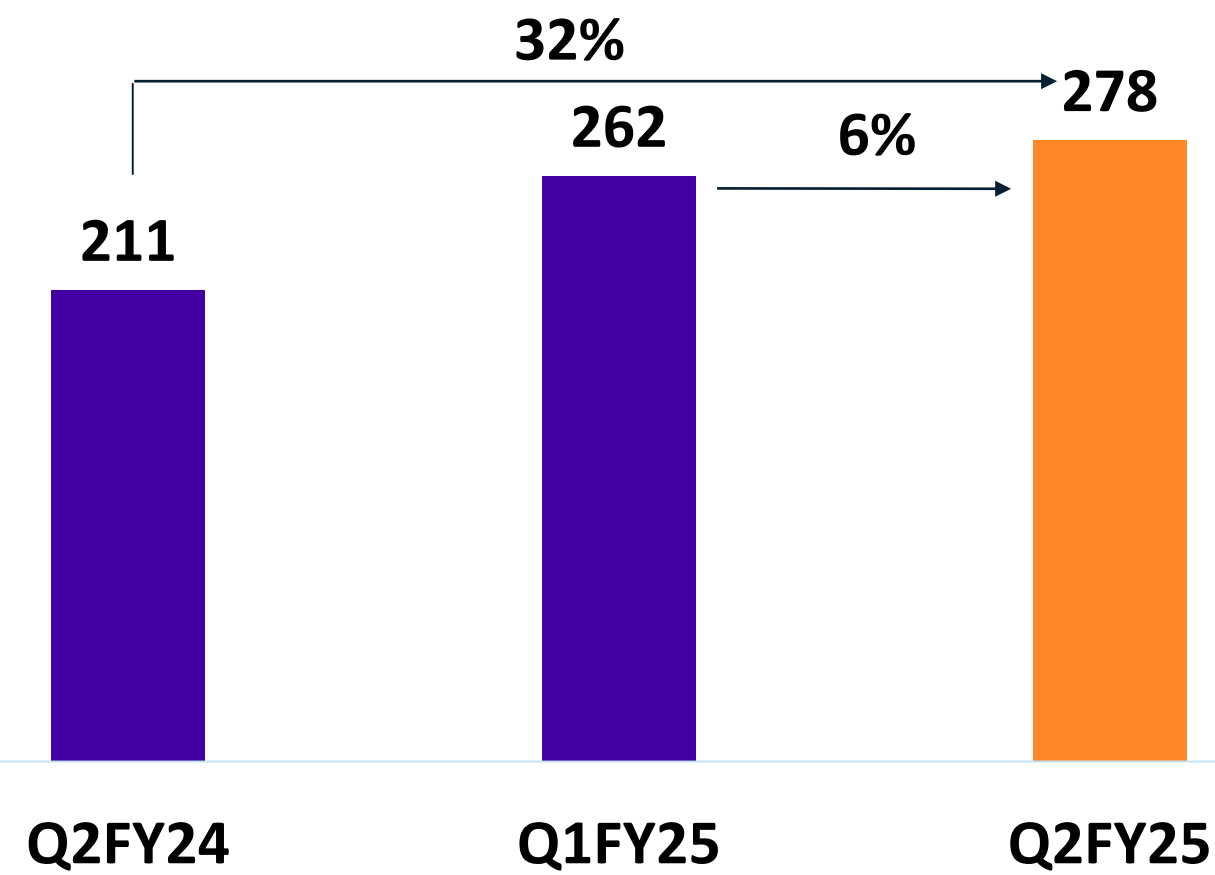
Note:*For the period FY21 to FY23, **Book-to-Bill for FY23

01

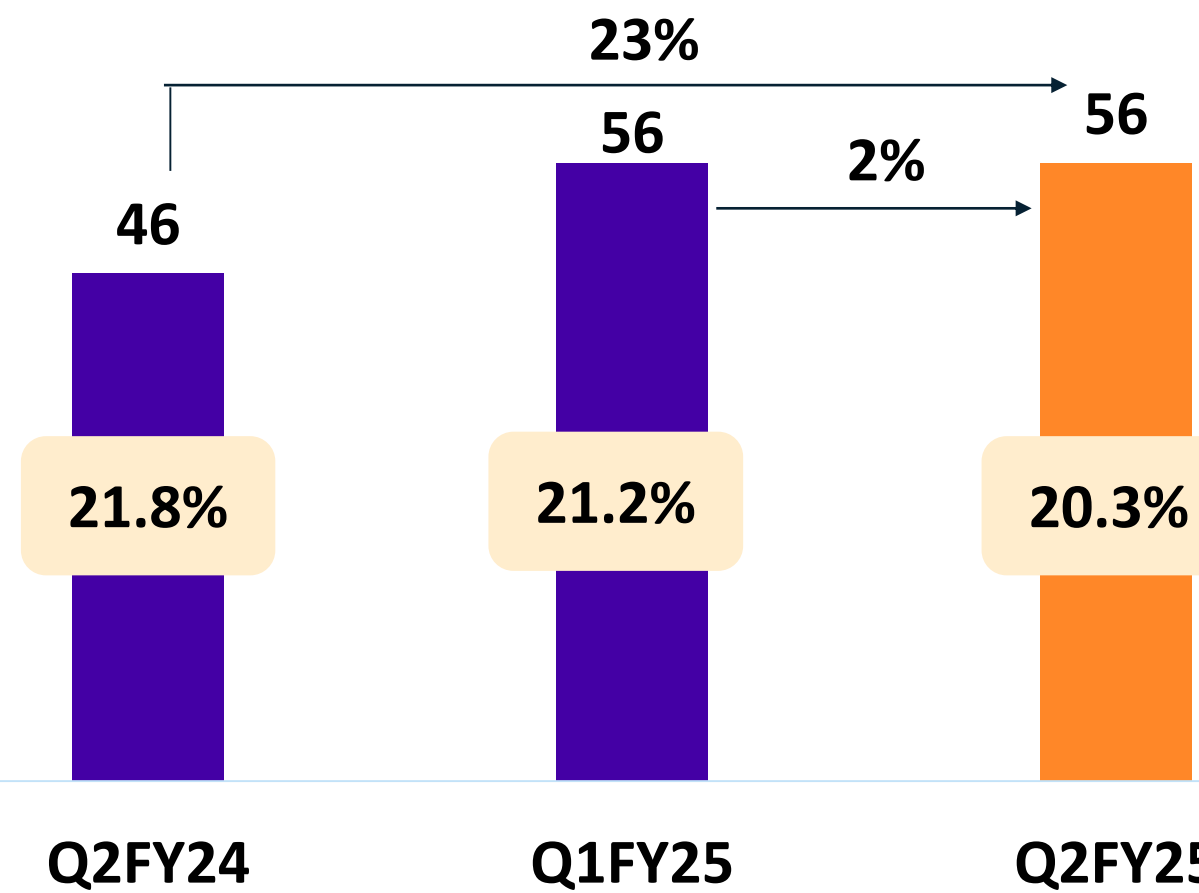
Financial Performance

Q2 & H1 FY25 Financials

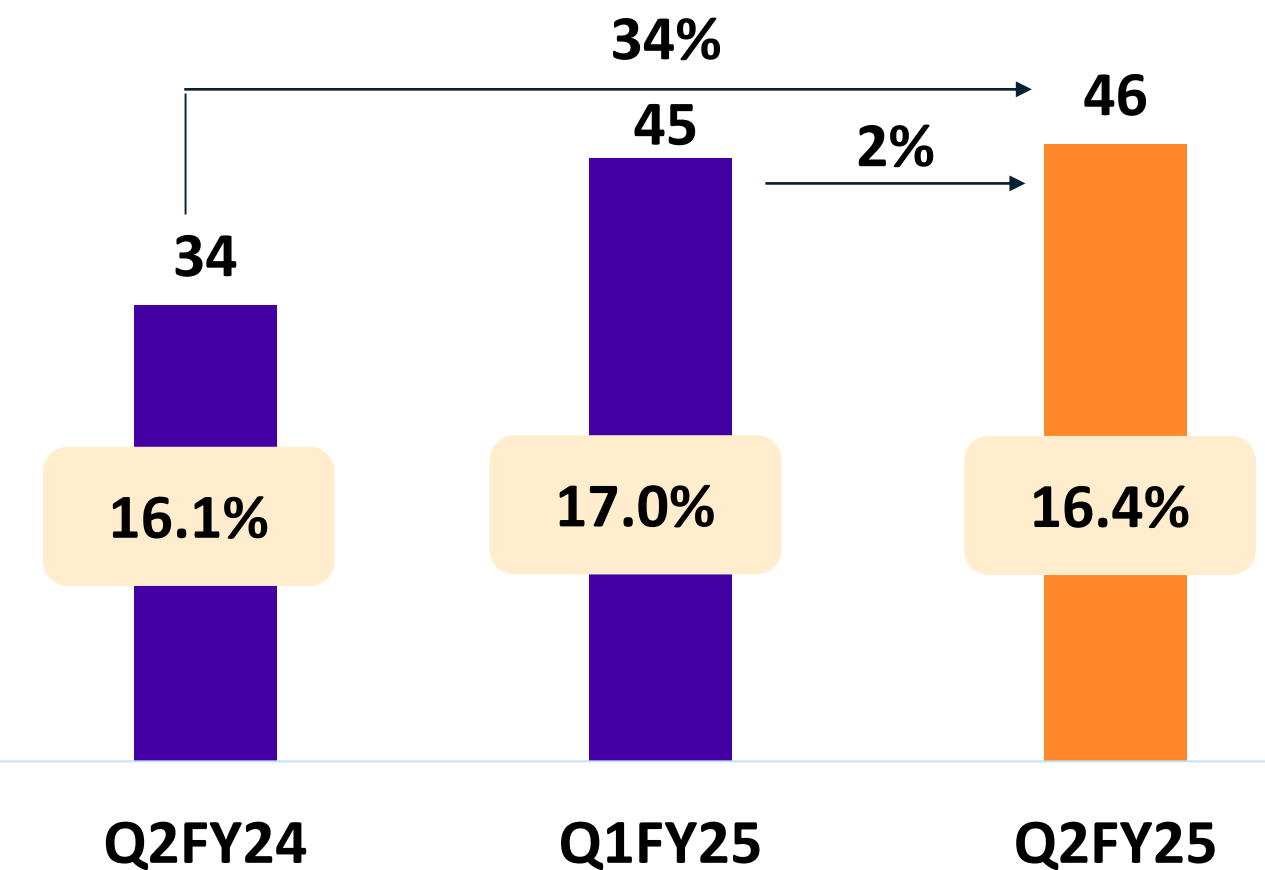
Revenue (INR Cr)



EBITDA (INR Cr) & EBITDA Margins (%)

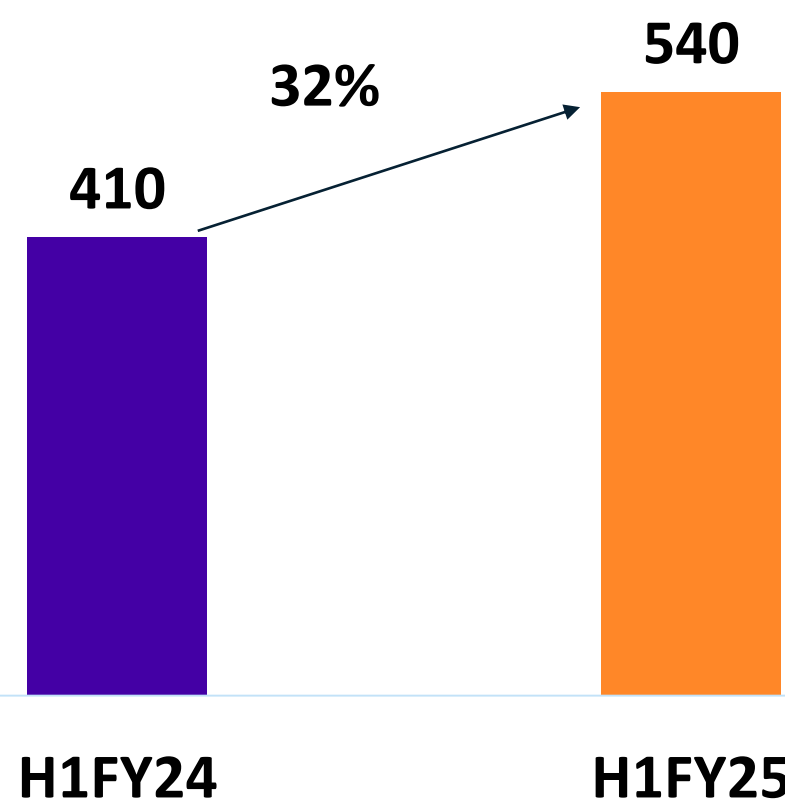


PAT (INR Cr) & PAT Margins (%)

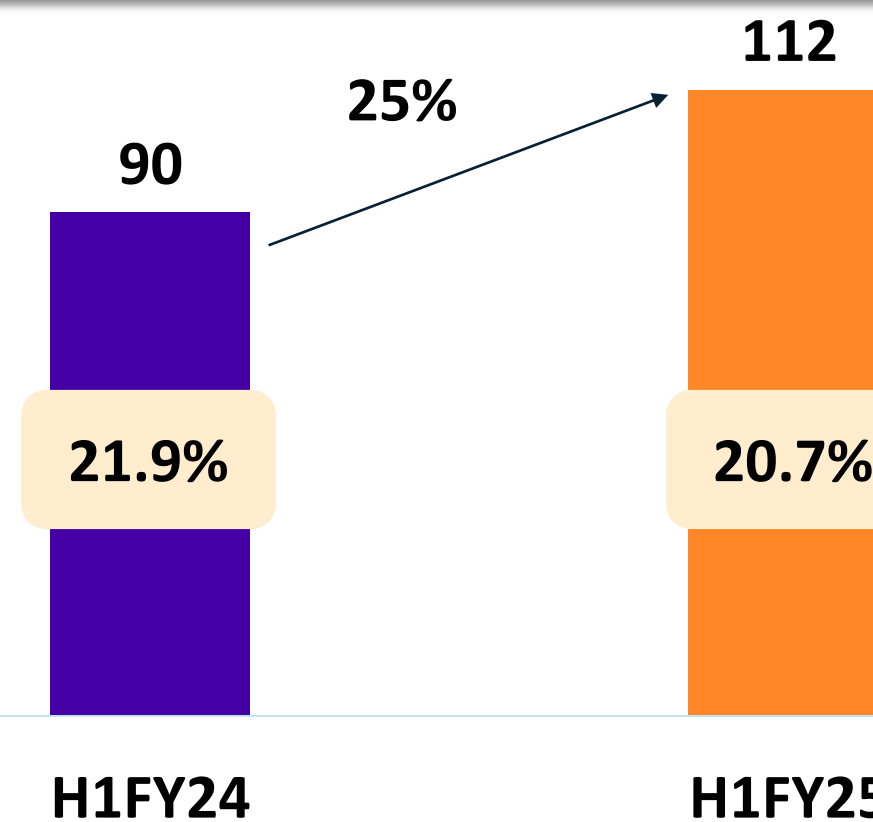


Q2 FY25

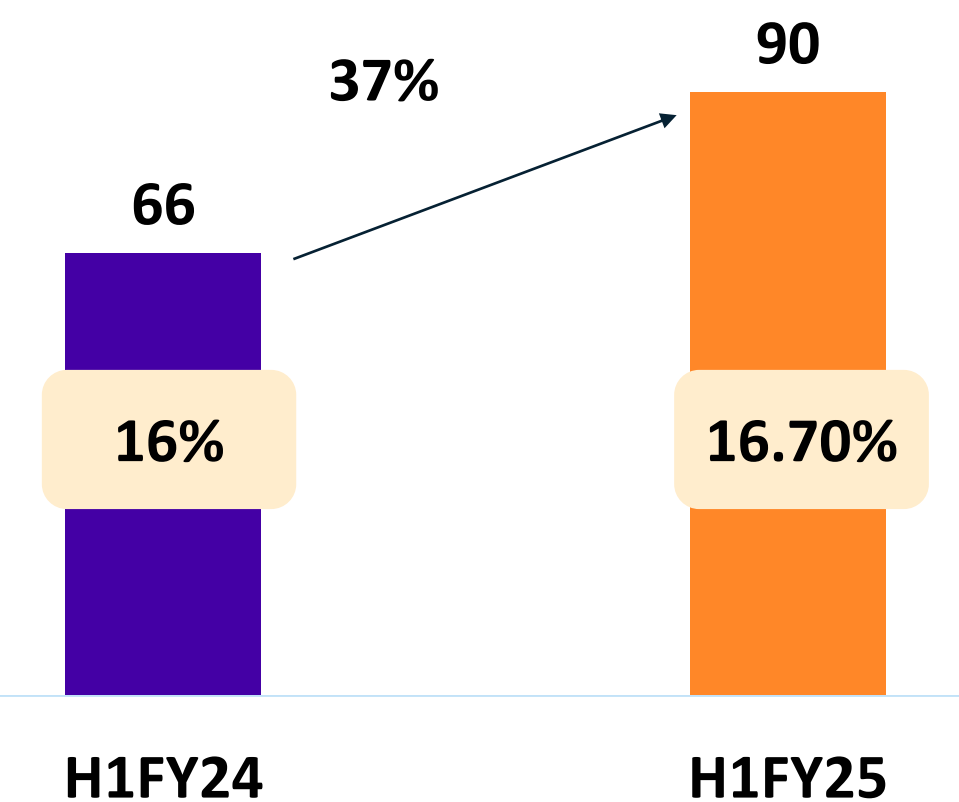
Revenue (INR Cr)



EBITDA (INR Cr) & EBITDA Margins (%)



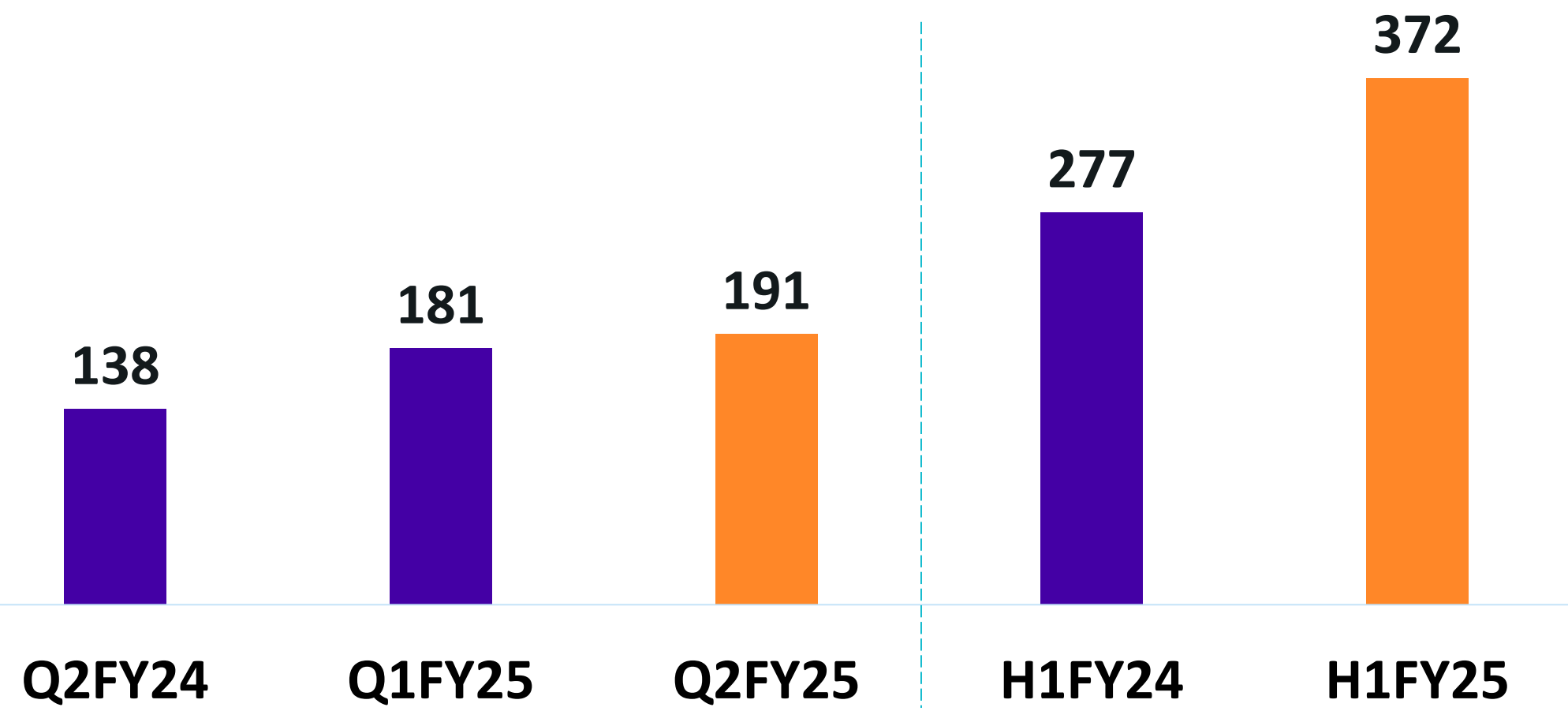
PAT (INR Cr) & PAT Margins (%)



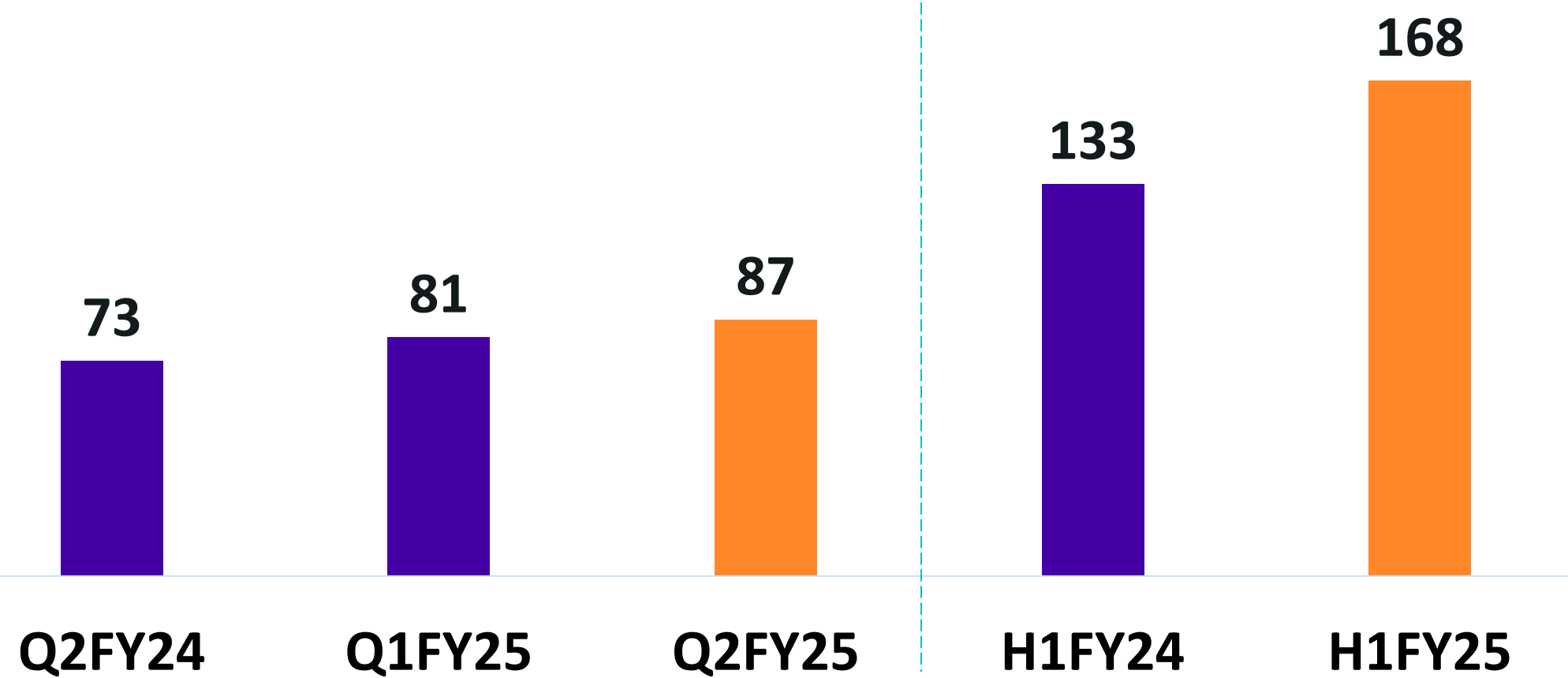
H1 FY25

*All numbers have been rounded off

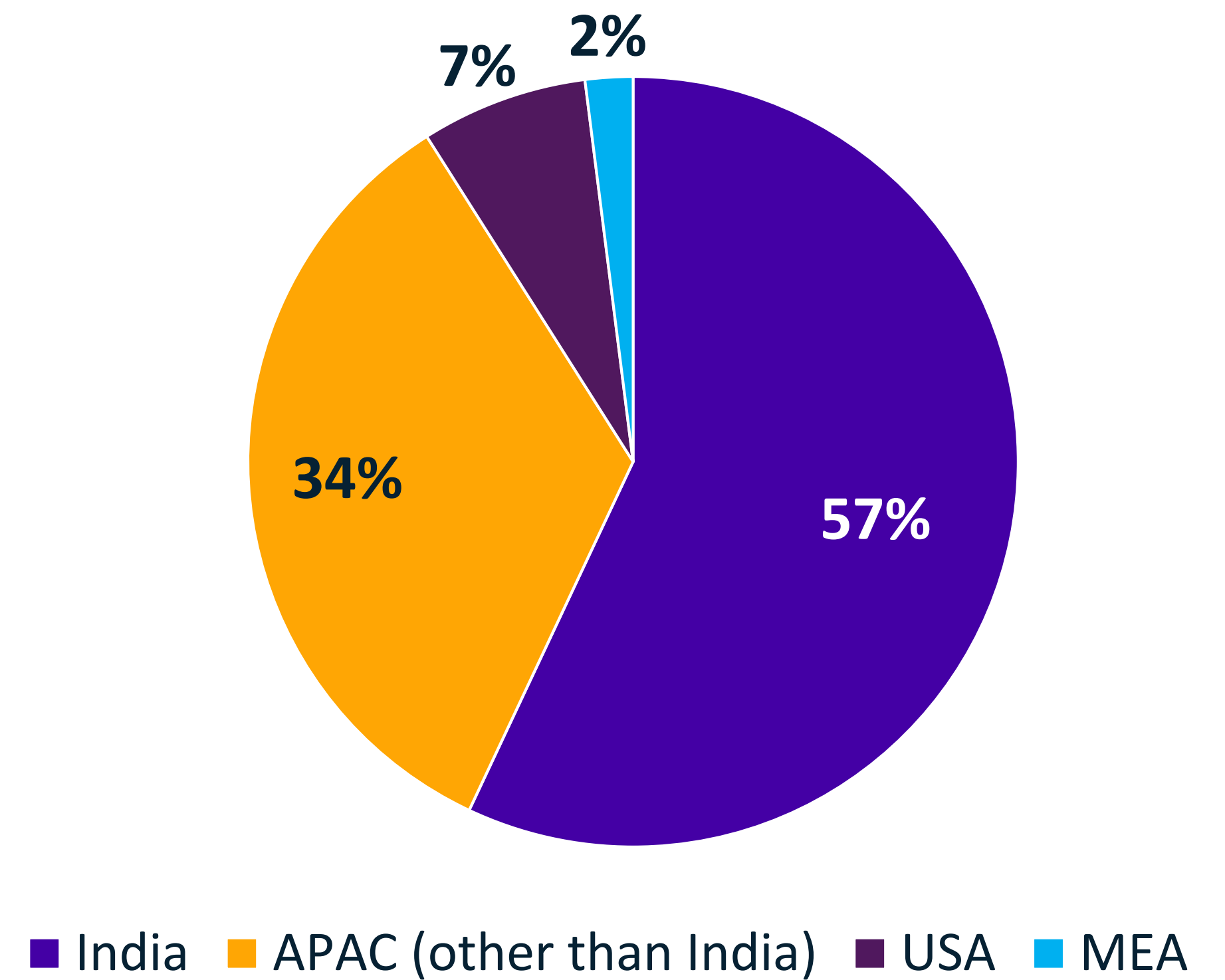
Sale of Software Service (INR Cr)



Sale of Equipment & Product Licenses (INR Cr)



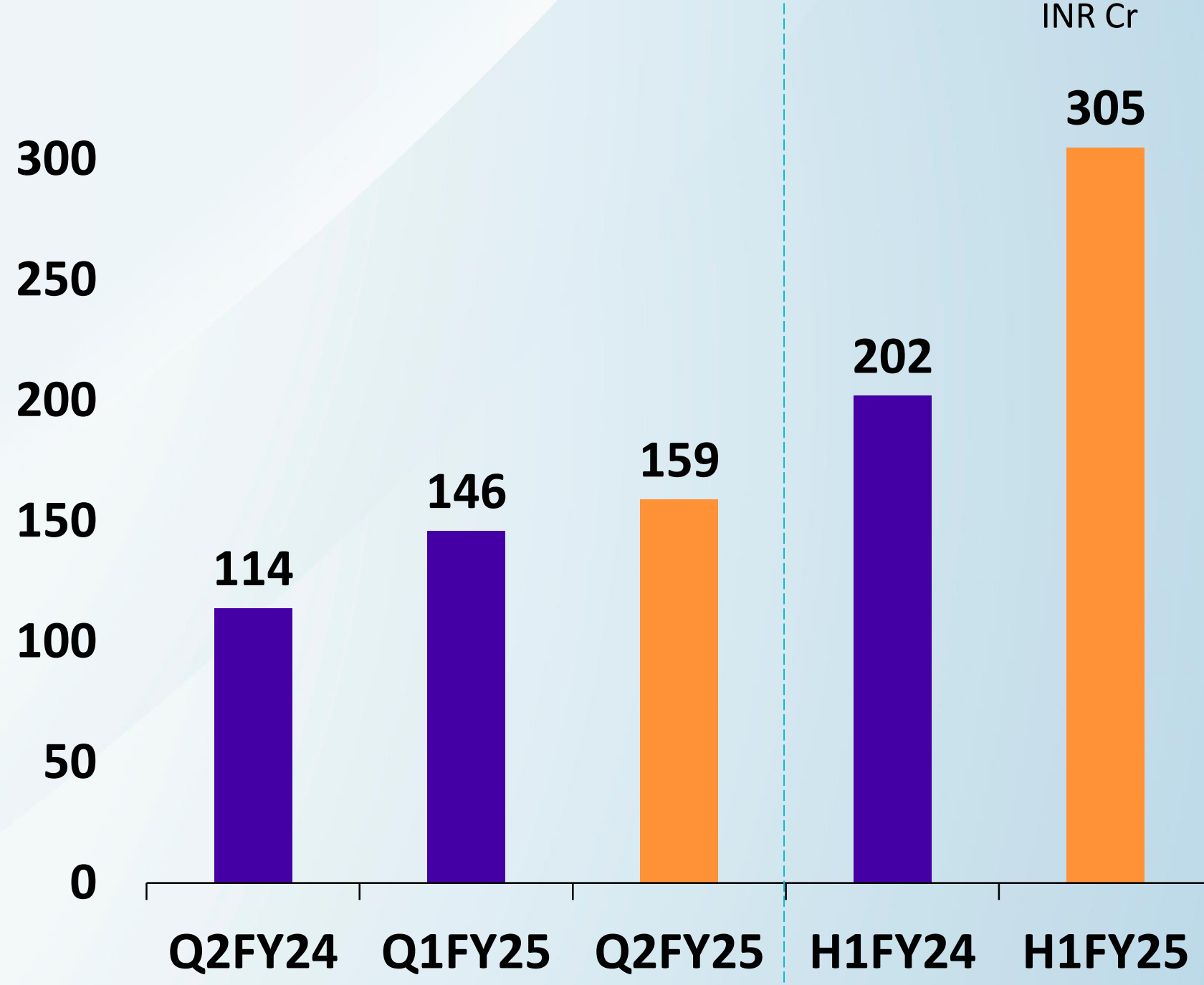
H1 FY25 Revenue Break-up (Geography-wise)



*All numbers have been rounded off

- 1 Aurionpro Launched Next-Generation Transaction Banking Platform in Saudi Arabia, Secures First Win with One of the Leading Banks in the region
- 2 Aurionpro Secured Major Deal with Malaysia's Leading Bank to Modernize its Corporate Lending Processes
- 3 Aurionpro Payments announces going live as an online payment aggregator at Global Fintech Fest 2024 and launches range of next generation offerings including Auro Check, an innovative digital onboarding platform
- 4 Integro Technologies, an Aurionpro Company, recognized as a Category Leader in five key Quadrants of Corporate Lending Chartis, a prominent independent research and advisory firm. his recognition highlights the innovation and cutting-edge solutions that continue to set Aurionpro apart in the industry
- 5 Arya.ai, our latest acquisition, has achieved significant wins by securing deals with large banks in India for the rollout of its cutting-edge AI-driven solutions. Additionally, we have successfully activated use cases across various offerings of Aurionpro, reinforcing our position as a leading next-generation technology provider for banks and financial institutions
- 6 OmniFin has secured new order wins in the Indian market and made a successful foray into the international arena with key wins in the Middle East region, marking a significant milestone in its growth trajectory

Segmental Revenue

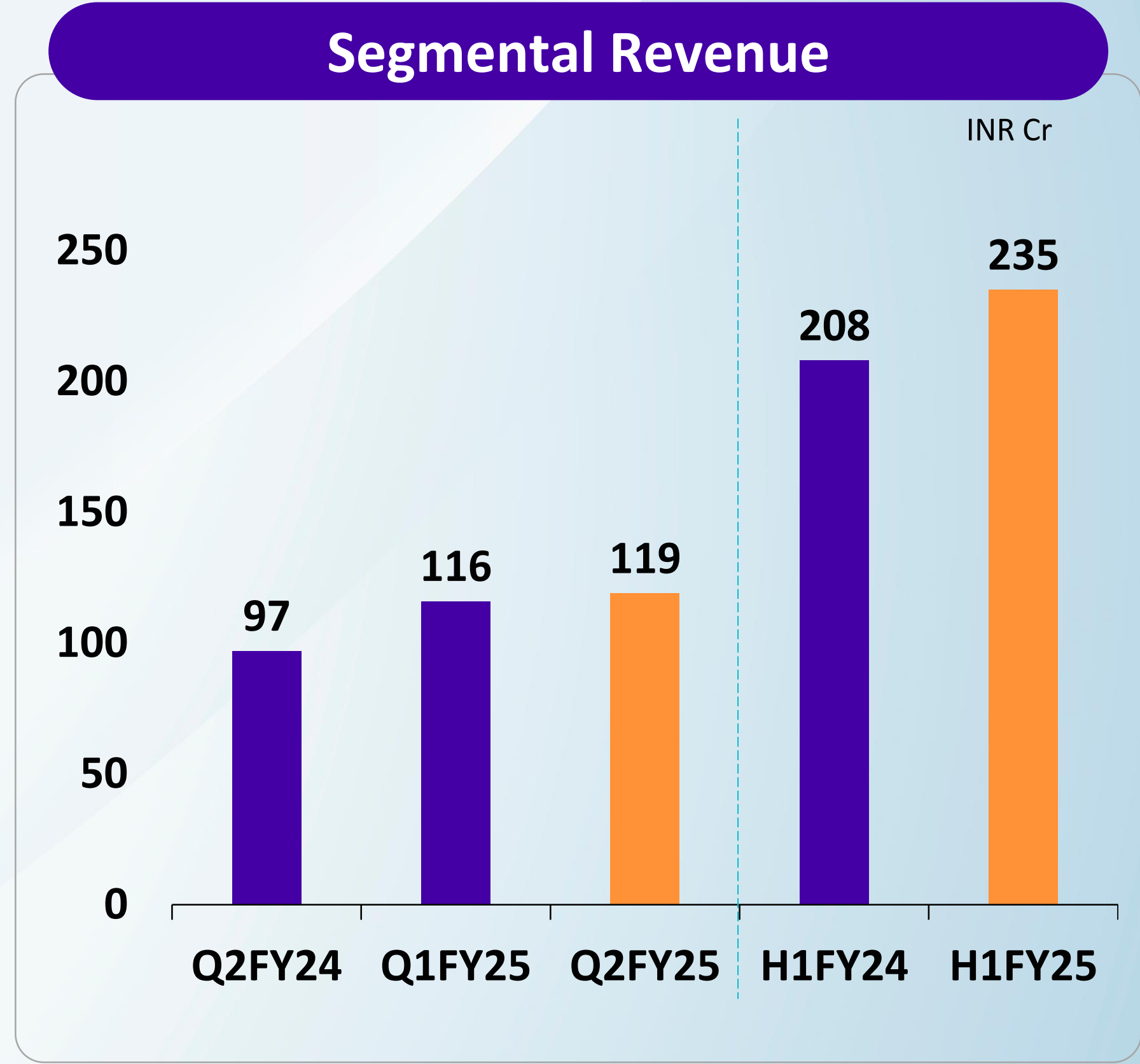


1

Aurionpro Secured Landmark Order to Deliver, Implement, and Maintain the Safe City Project for Panvel Municipal Corporation.

2

Bagged large orders for DC Design and Build from our partners, Webwerks and Iron Mountain, for building high performance computing DC in multiple metro cities of India



Consolidated Profit & Loss

Particulars (INR Cr)	Q2 FY25	Q1 FY25	QoQ	Q2 FY24	YoY	H1 FY25	H1 FY4	YoY
Revenue from Operations	278	262	6%	211	32%	540	410	32%
Total Expenses	222	206		165		428	320	
EBITDA	56	56	2%	46	23%	112	90	25%
EBITDA %	20.3%	21.2%	(93 bps)	21.8%	(153 bps)	20.7%	21.9%	(121 bps)
Depreciation & Amortization	7	7		5		13	10	
Finance Cost	1	2		3		3	6	
Other Income	5	7		3		12	5	
PBT	53	54	-3%	41	30%	107	79	36%
Tax	7	9		7		17	14	
PAT	46	45	2%	34	34%	90	65	38%
PAT %	16.4%	17.0%	(69 bps)	16.1%	26 bps	16.7%	16.0%	84 bps
EPS (Basic in Rs.)	8.40	8.15		6.65		16.54	13.03	

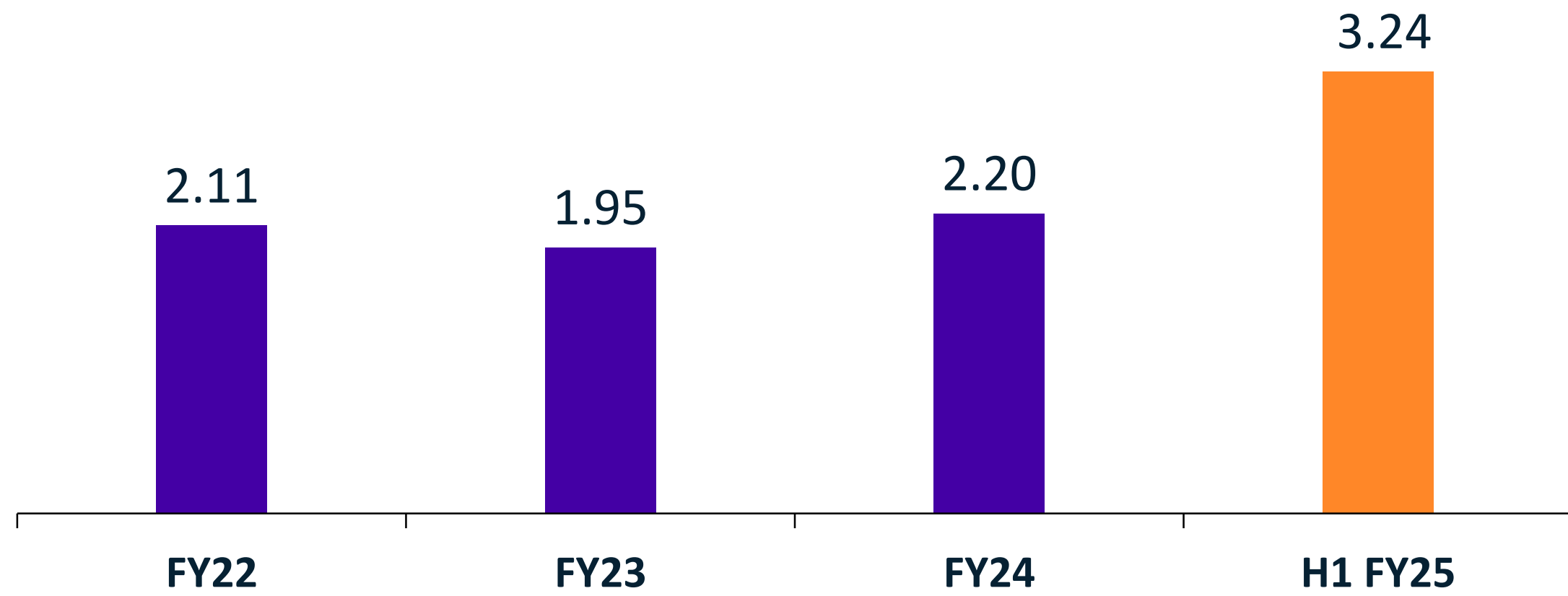
*All numbers have been rounded off

Balance Sheet

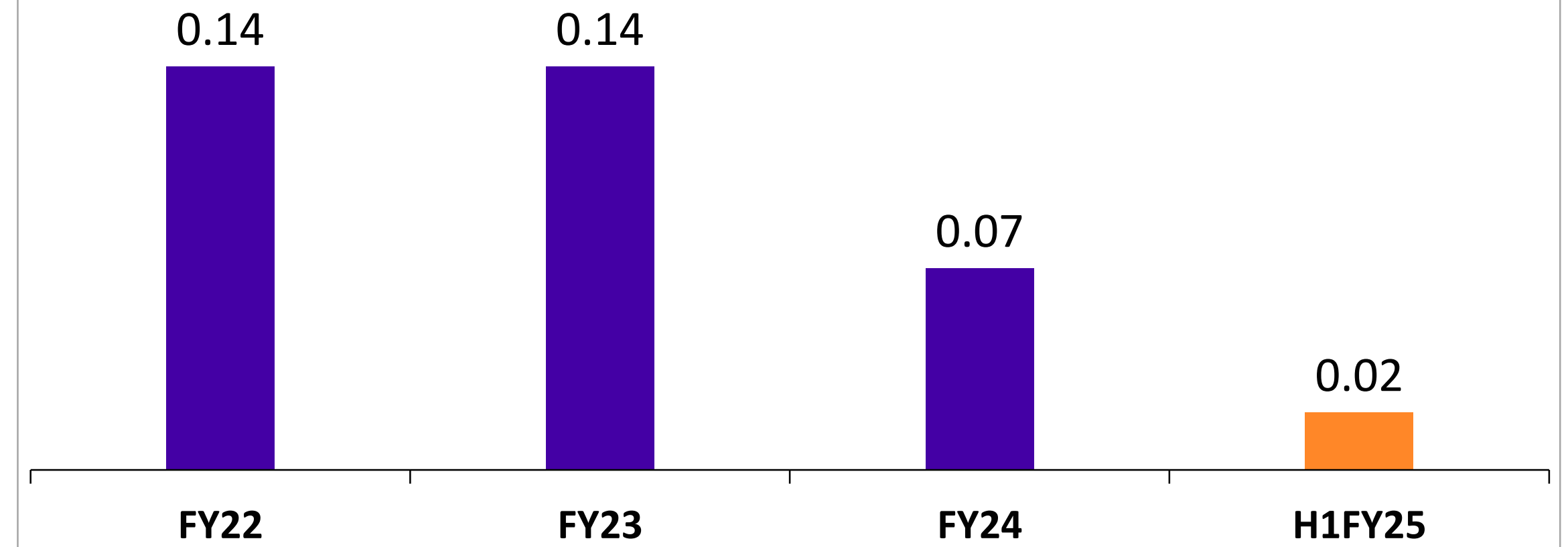
Particulars (INR Cr)	H1 FY25	FY24
ASSETS		
Property, plant and equipment	111	86
Capital work-in-progress	1	1
Right of use assets	8	12
Goodwill	392	315
Other intangible assets	43	36
Intangible Assets under Development	49	22
Financial assets		
-Investments	0.1	0.1
-Other financial assets	23	10
Income Tax Assets (net)	15	9
Deferred tax assets (net)	10	5
Other non-current assets	12	6
Sub-total -Non-Current Assets	664	502
Inventories	37	33
Financial assets		
-Trade receivables	319	291
-Cash and cash equivalents	206	250
-Bank balances (other than above)	126	19
-Other financial assets	260	172
-Other current assets	151	131
Sub-total -Current Assets	1099	896
TOTAL -ASSETS	1,763	1,398

Particulars (INR Cr)	H1 FY25	FY24
EQUITY AND LIABILITIES		
Equity Share capital	54	25
Other equity	1313	905
Equity attributable to Equity shareholders	1367	930
Non Controlling Interest	18	16
Total Equity	1385	946
Non-current liabilities		
-Borrowings	2	4
-Lease Liability	4	6
-Other Financial liabilities	20	20
-Provisions	7	6
-Other Non-Current Liabilities	8	9
Sub-total -Non-current liabilities	41	45
Current liabilities		
Financial liabilities		
-Borrowings	21	65
-Lease Liability	5	6
-Trade payables	121	146
-Other financial liabilities	80	112
Other current liabilities	89	62
Provisions	14	11
Current tax liabilities (net)	7	4
Sub-total -Current liabilities	338	407
TOTAL -EQUITY AND LIABILITIES	1,763	1,398

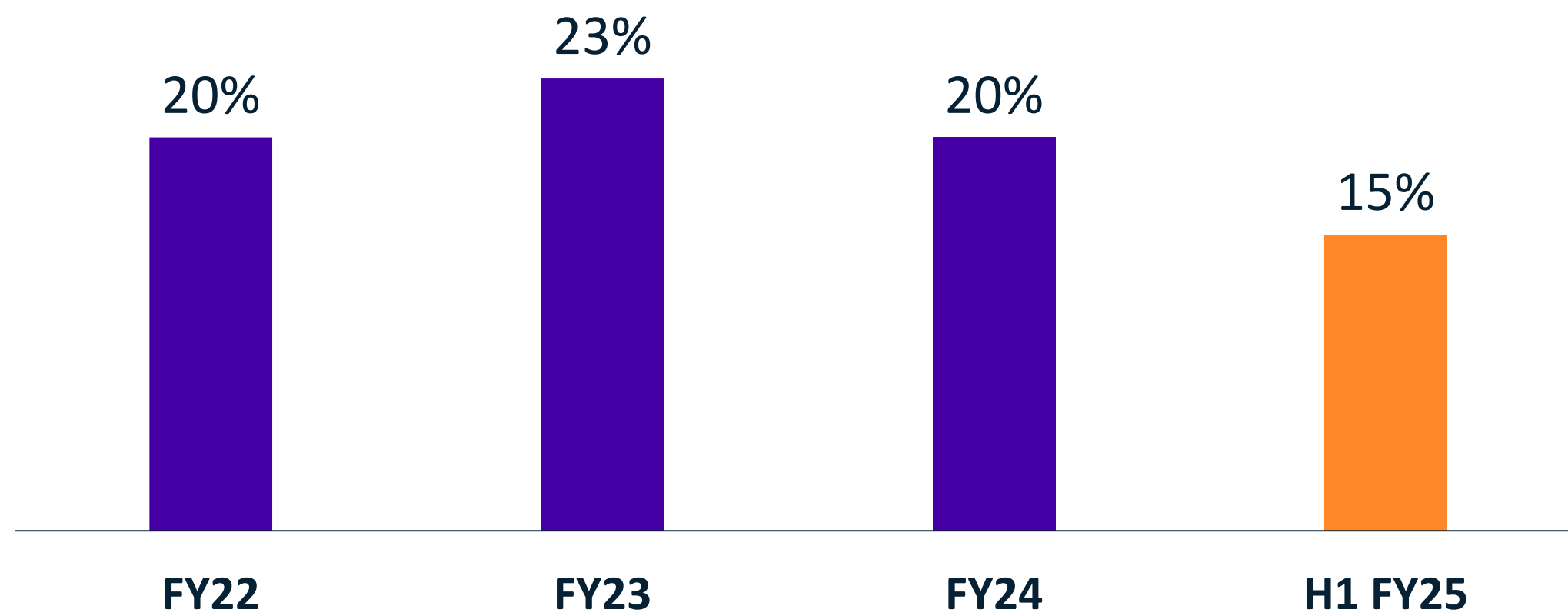
Current Ratio (x)



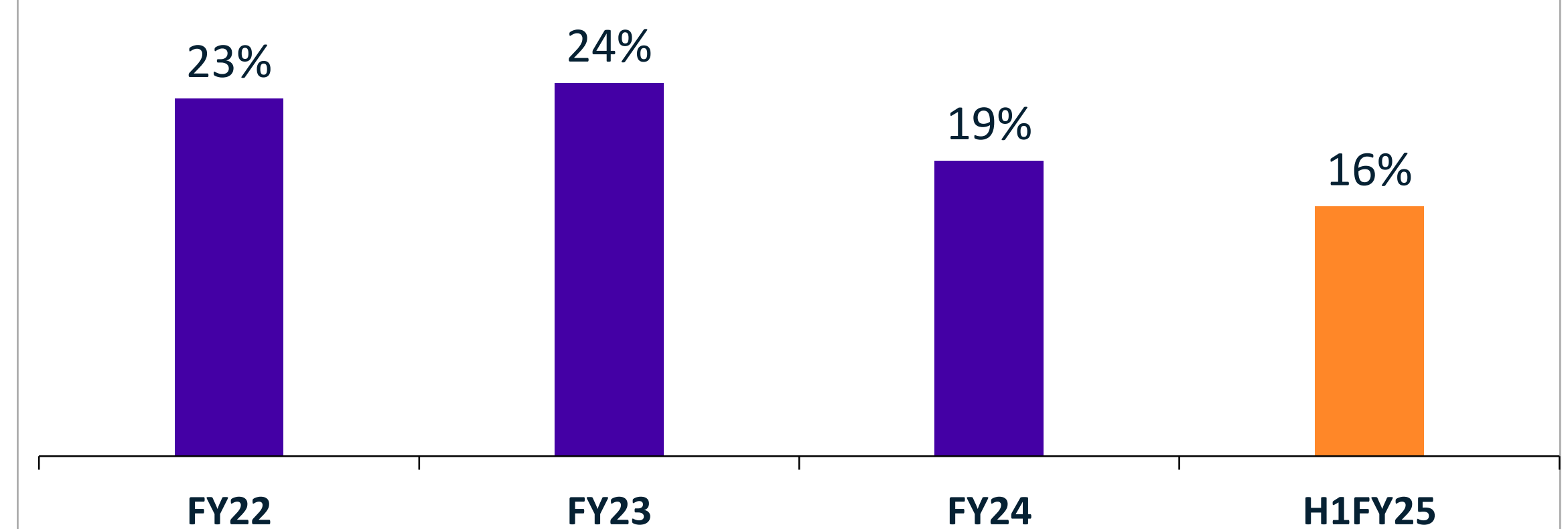
Debt/Equity (x)



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



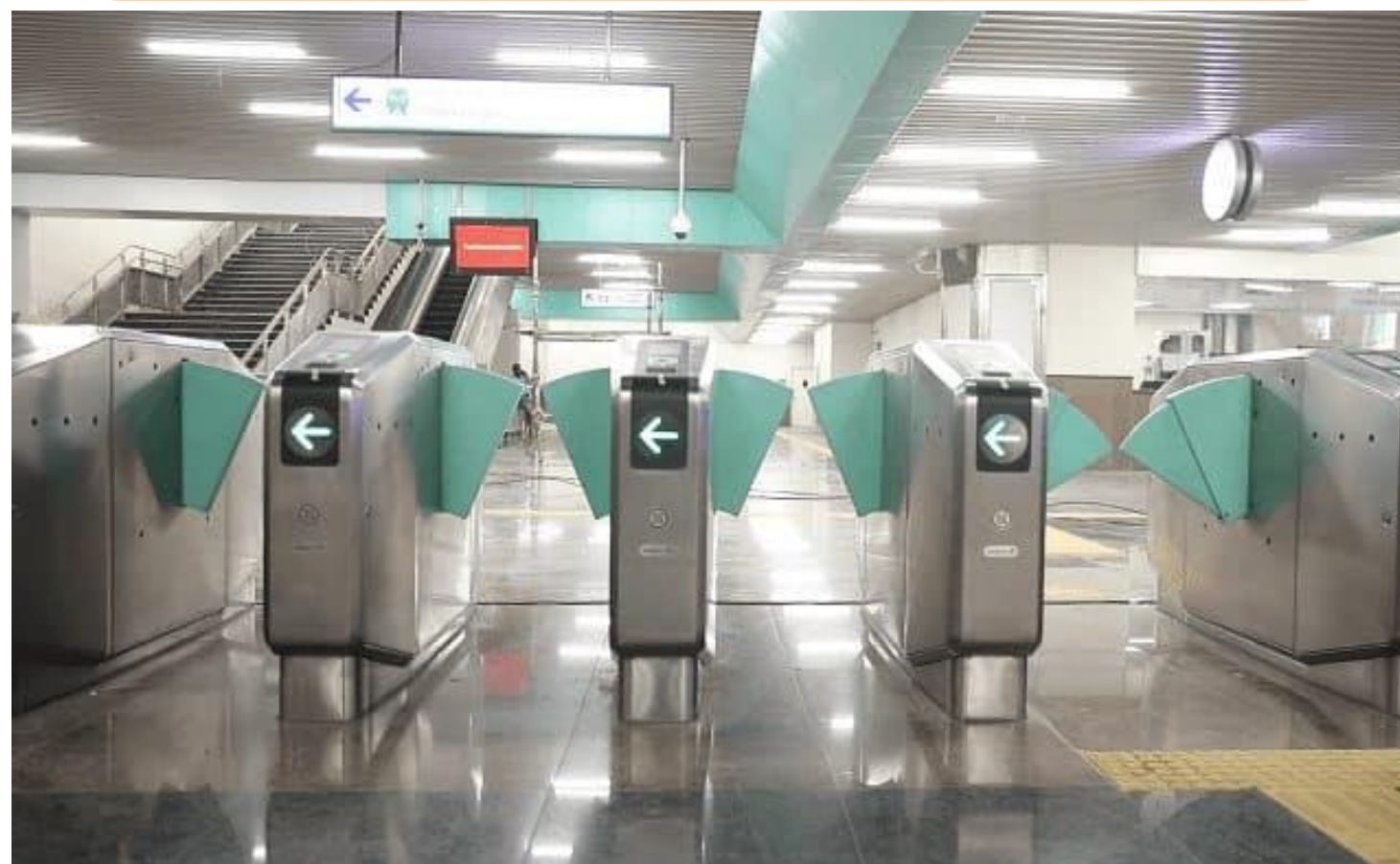
Intelligent Transport Management System (ITMS)



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 & Group CEO

Mr Shekhar Mullatti
President & Global Head –
Banking

Mr Sanjay Bali
President & Global Head –
Tech Innovation Group

Mr Sanjay Varma
President & Global Head –
Fintech Solutions Group


Board of Directors



Mr Paresh Zaveri
Chairman &
Managing Director



Mr Amit Sheth
Co-Chairman &
Director



Mr Ashish Rai
Vice Chairman
& Group CEO



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



+91-22-4040 7070



info@aurionpro.com

For any queries please contact:

Adfactors PR – Investor Relations Team

Aashvi Shah : aashvi.shah@adfactorspr.com