



24th July, 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 first quarter/three months ended 30th June, 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
July 2024

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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**



300+ clients



**2,400 +
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



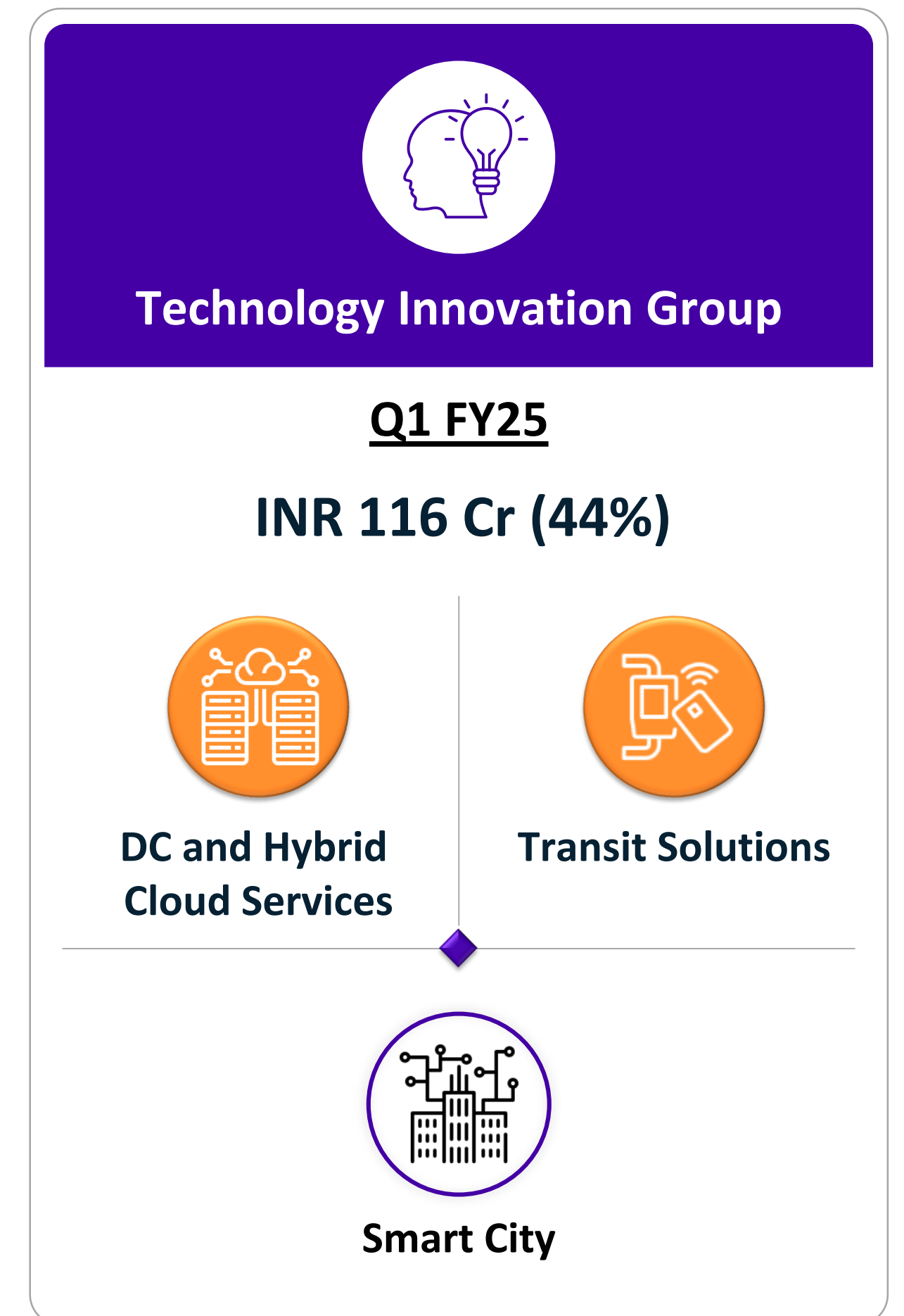
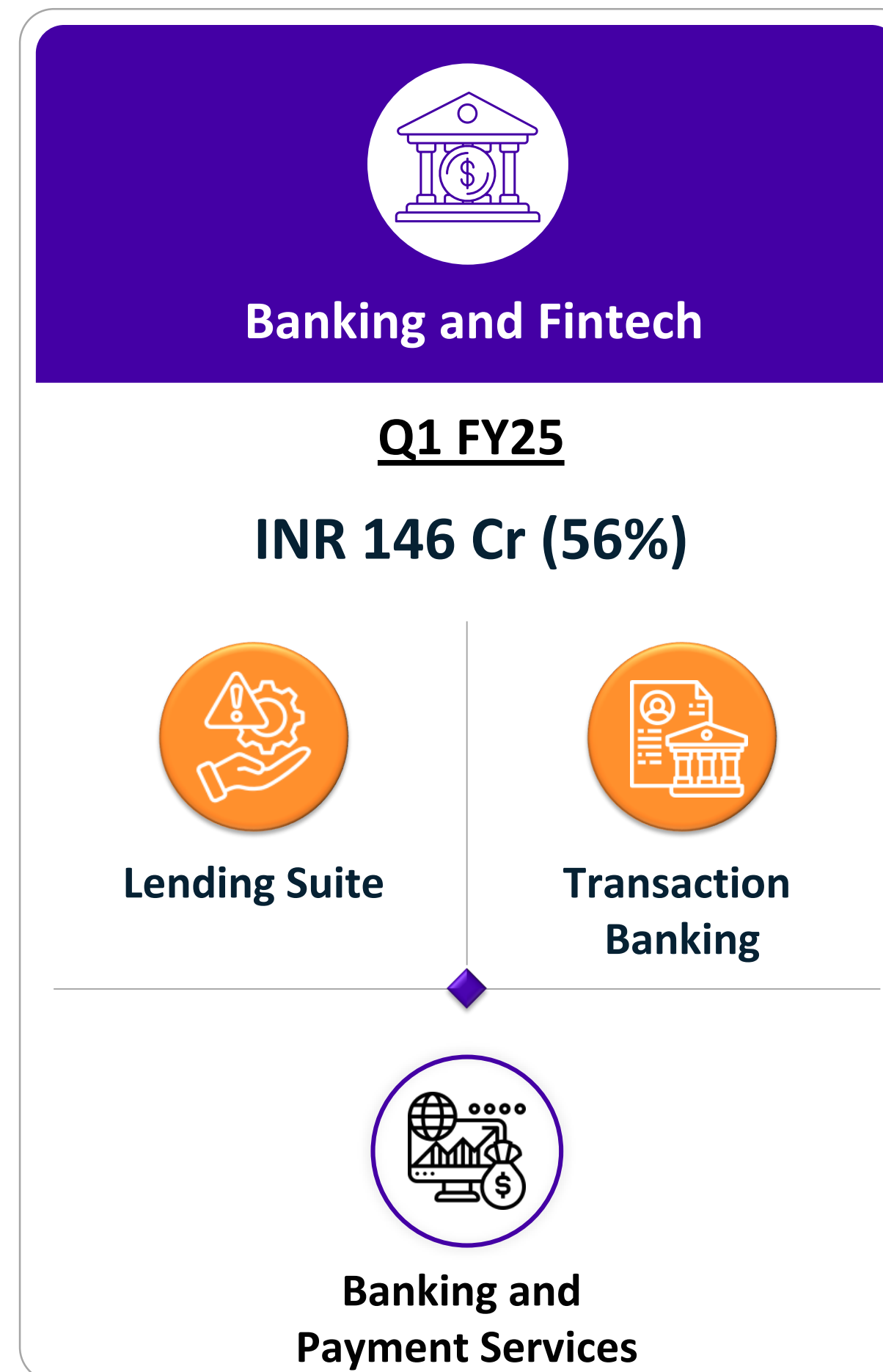
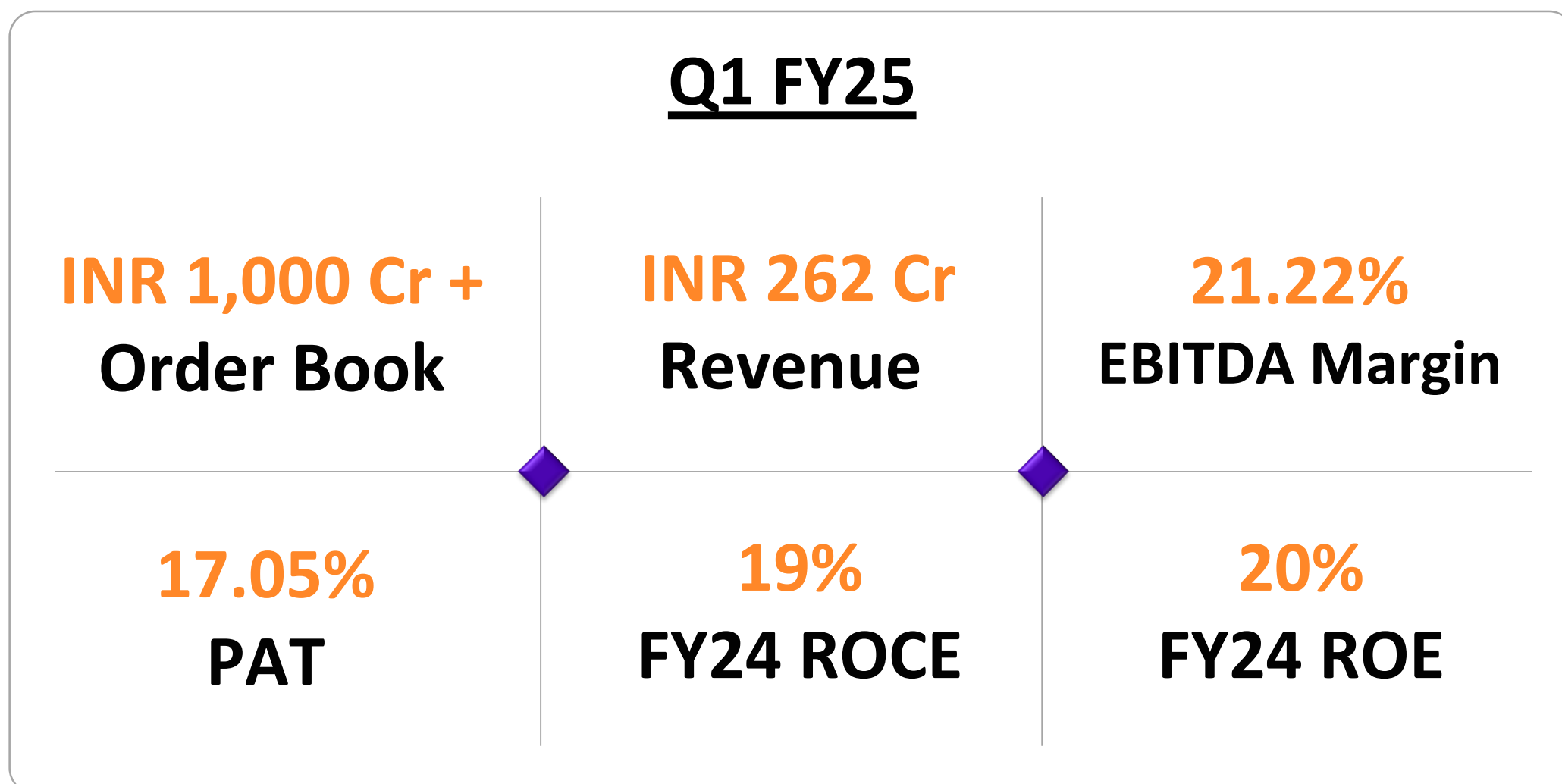
Integro Technologies Wins RiskTech 2024 Award for Best Limits Management under the category of Lending Operations



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

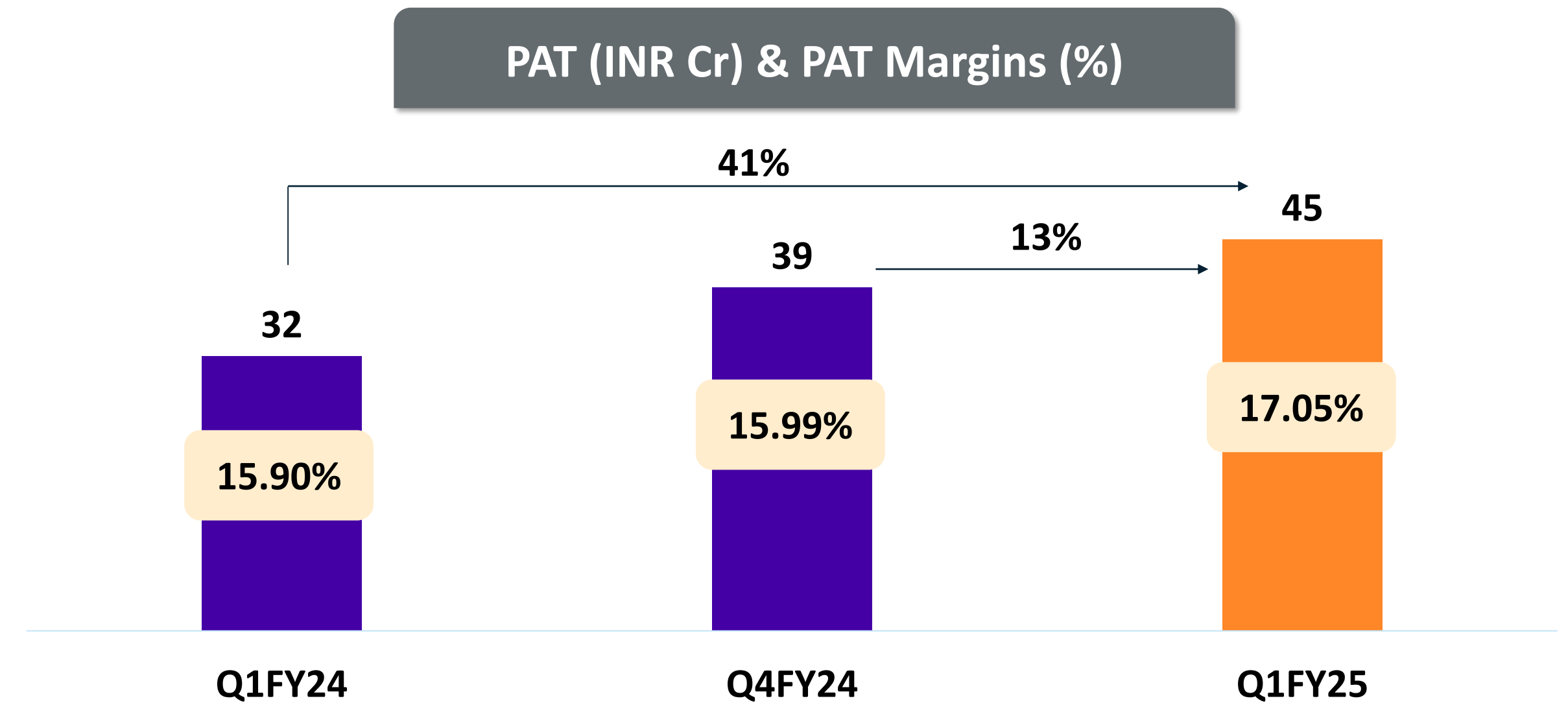
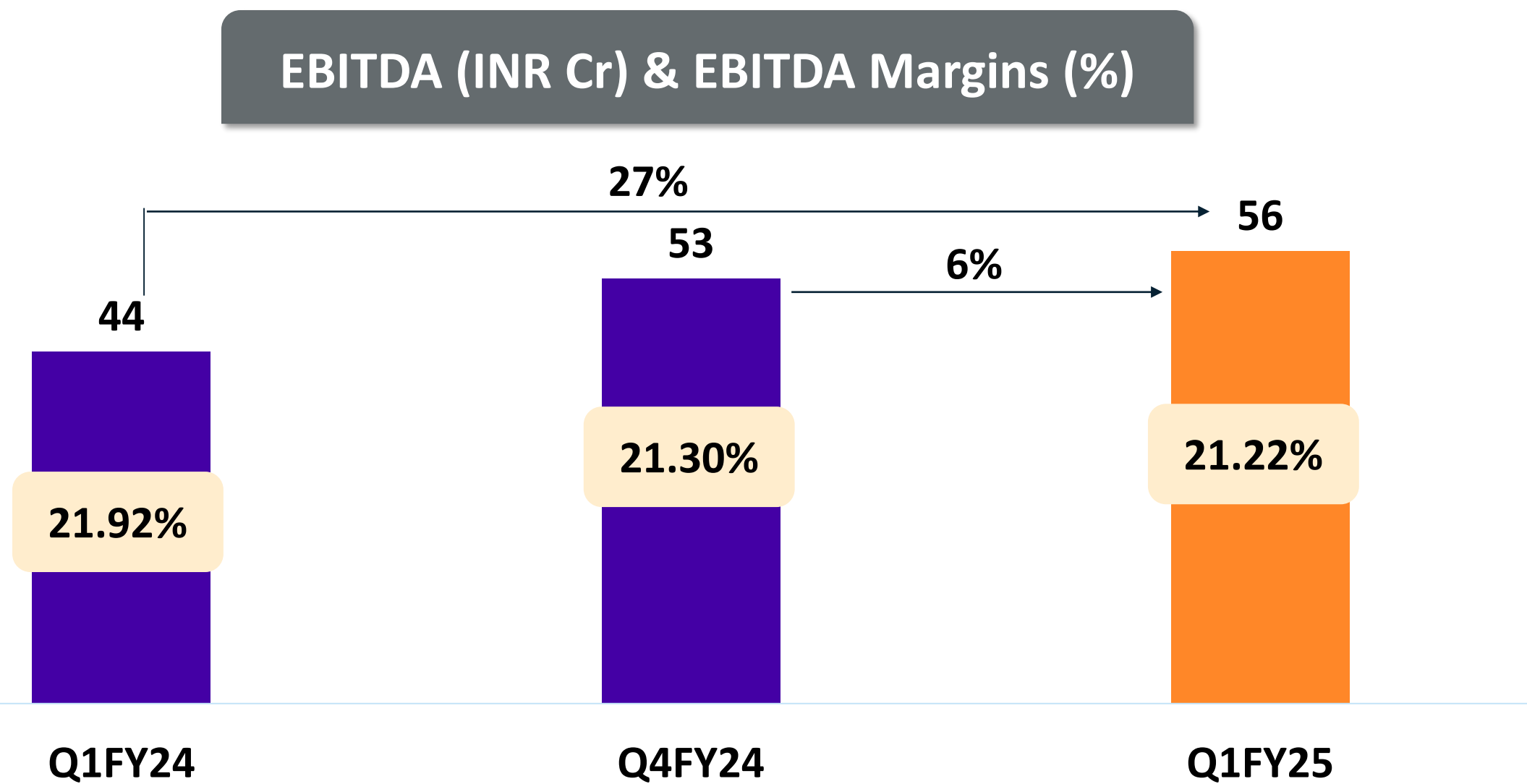
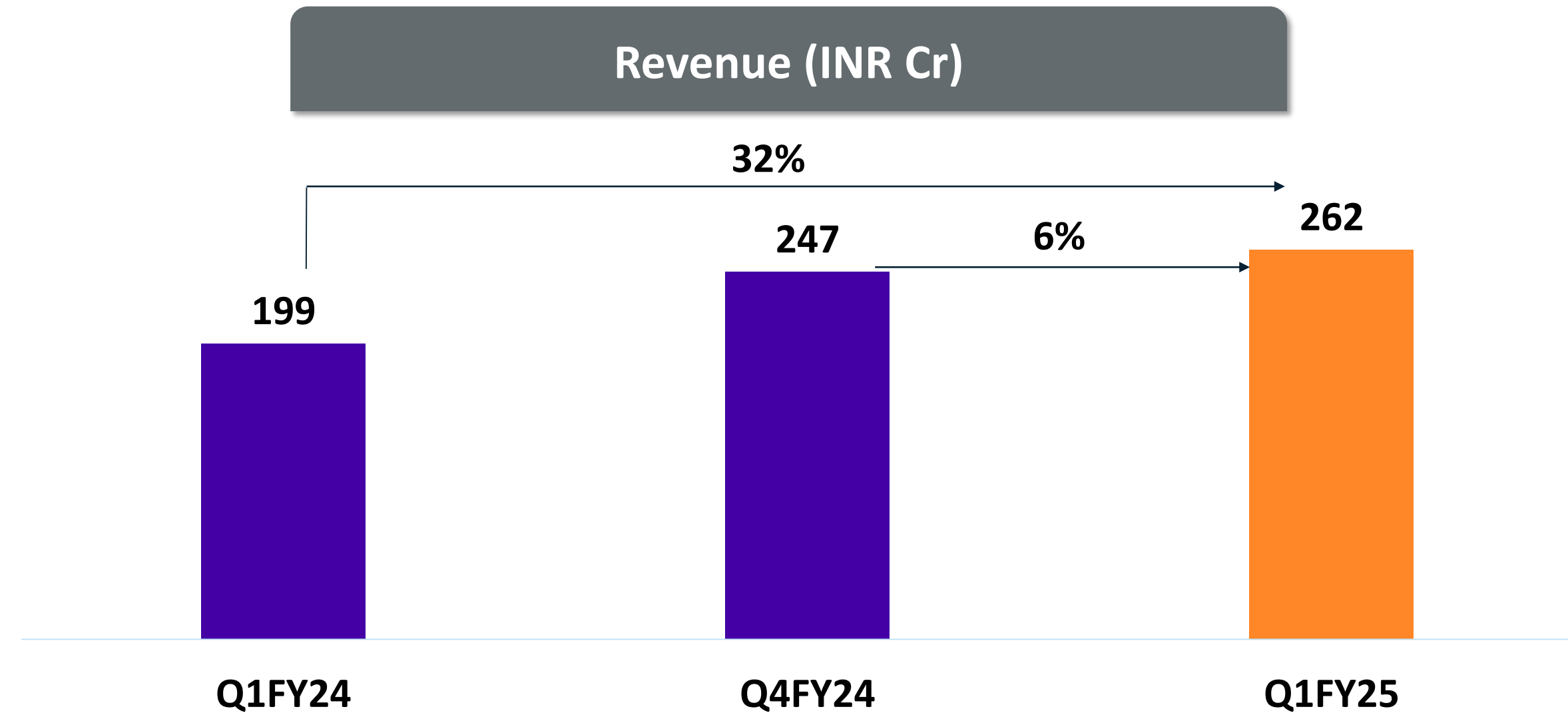
- › Global provider of IP-led products, platforms and services
- › Focus on chosen segments and markets
- › Strive to become a vertically integrated player across the value chain
- › Experience of catering to multiple customers in the Banking and Fintech industry in Asia
- › Integrated offering in Transit and Automatic Fare Collection (AFC)



01

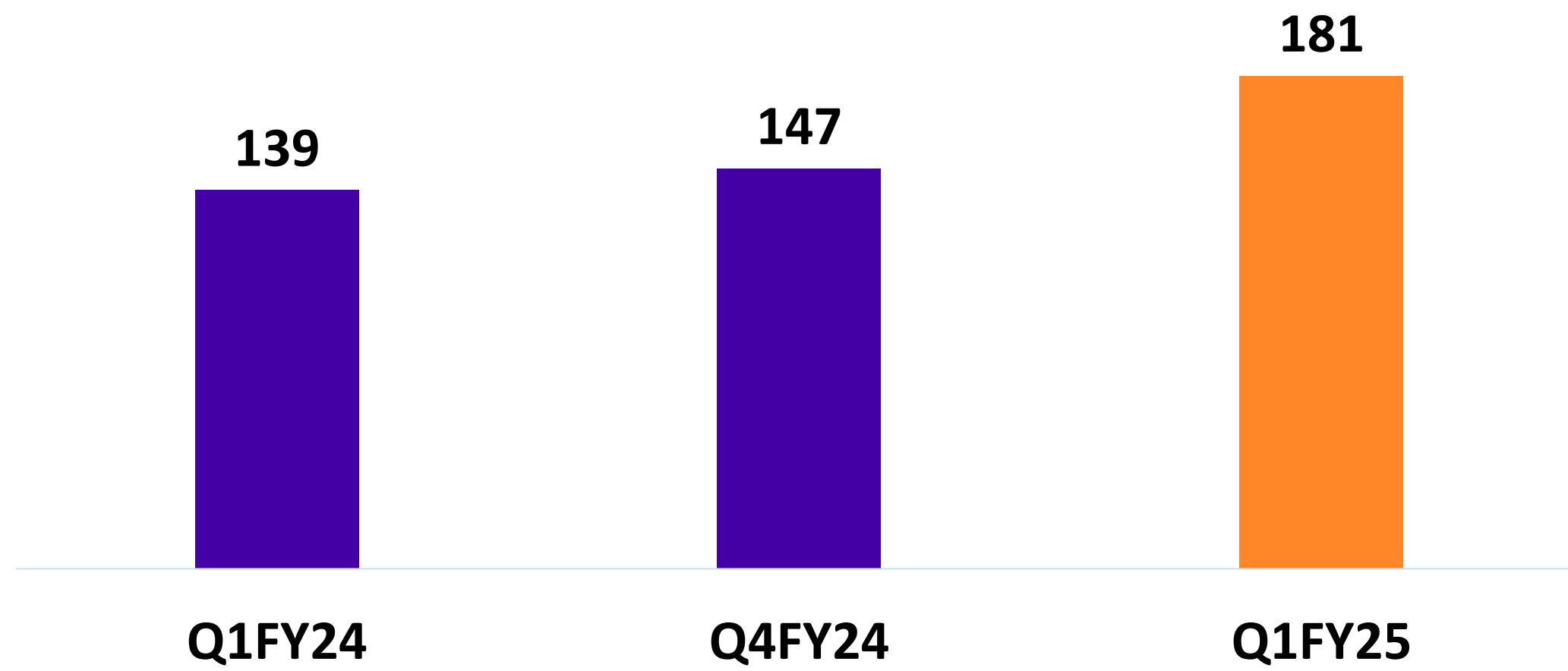
Financial Performance

Q1 FY25 Financials

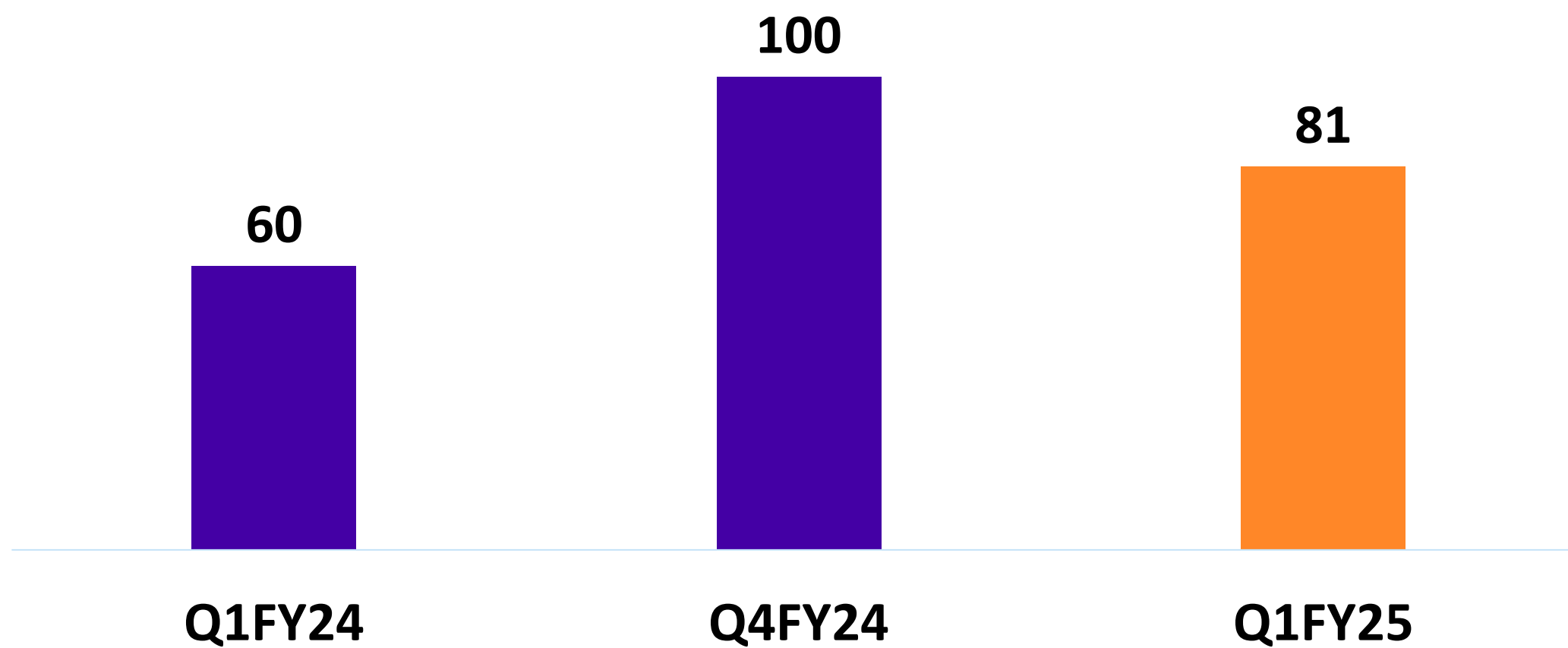


*All numbers have been rounded off

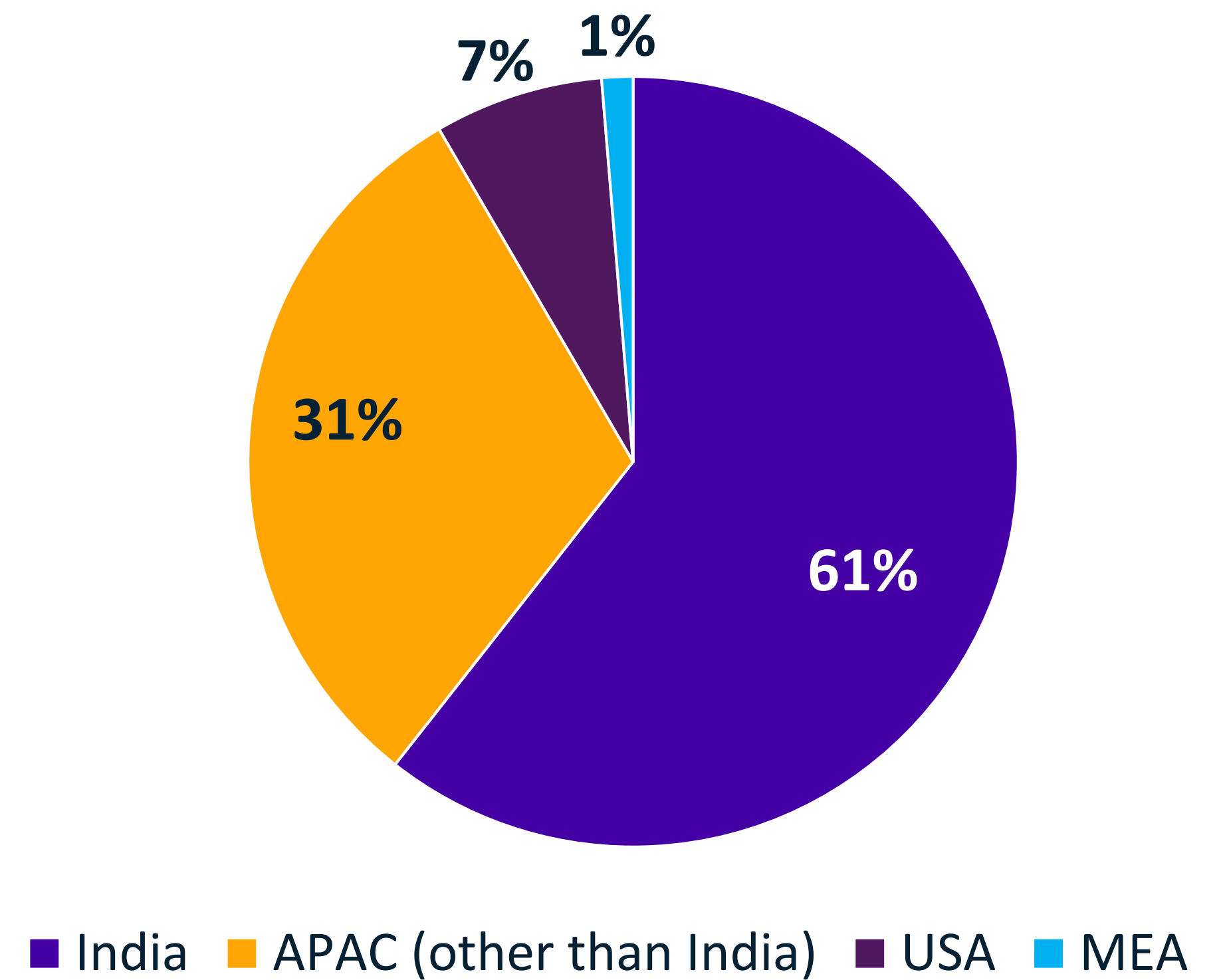
Sale of Software Service (INR Cr)



Sale of Equipment & Product Licenses (INR Cr)



Revenue Break-up (Geography-wise)



*All numbers have been rounded off

1

Integro Technologies, wins new order from the largest bank in Myanmar for the license and implementation of SME lending operations

2

Aurionpro Payment Solutions Private Limited (Aurionpro Payments), a subsidiary of Aurionpro, has received final authorization from the RBI to operate as an Online Payment Aggregator, through its payments brand “AuroPay”

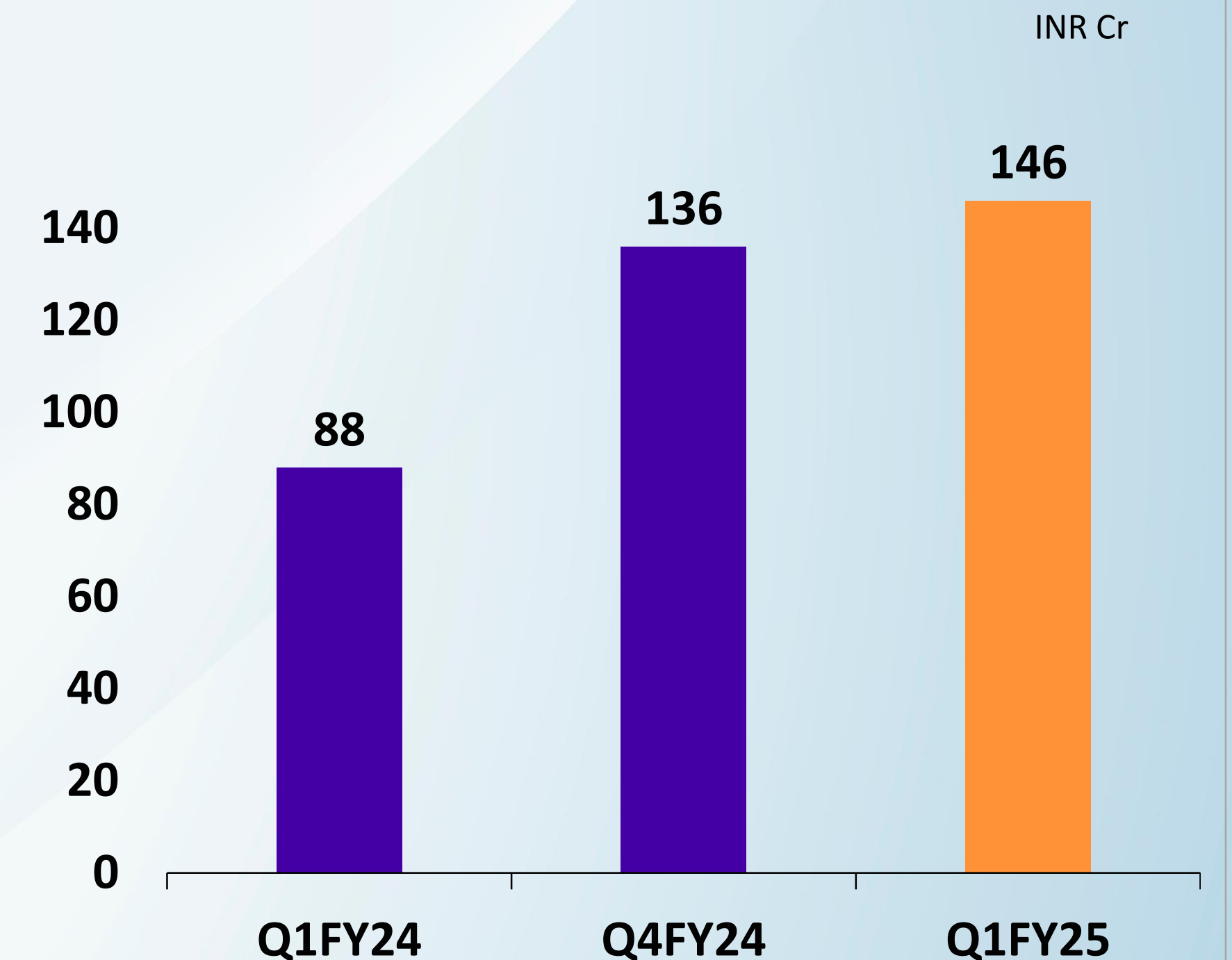
3

One of the largest Islamic Banks in Malaysia selected Integro SmartLender Commercial LOS for its Corporate customers, signing as multiyear contract with Integro Technologies

4

Aurionpro signs deals for installation and implementation of co-engineered IP (Portal) for two international clients in Vietnam

Segmental Revenue



1

Aurionpro Transit, a subsidiary of Aurionpro, facilitates the integration of its app-based and ORS ticketing solution with Google Wallet

2

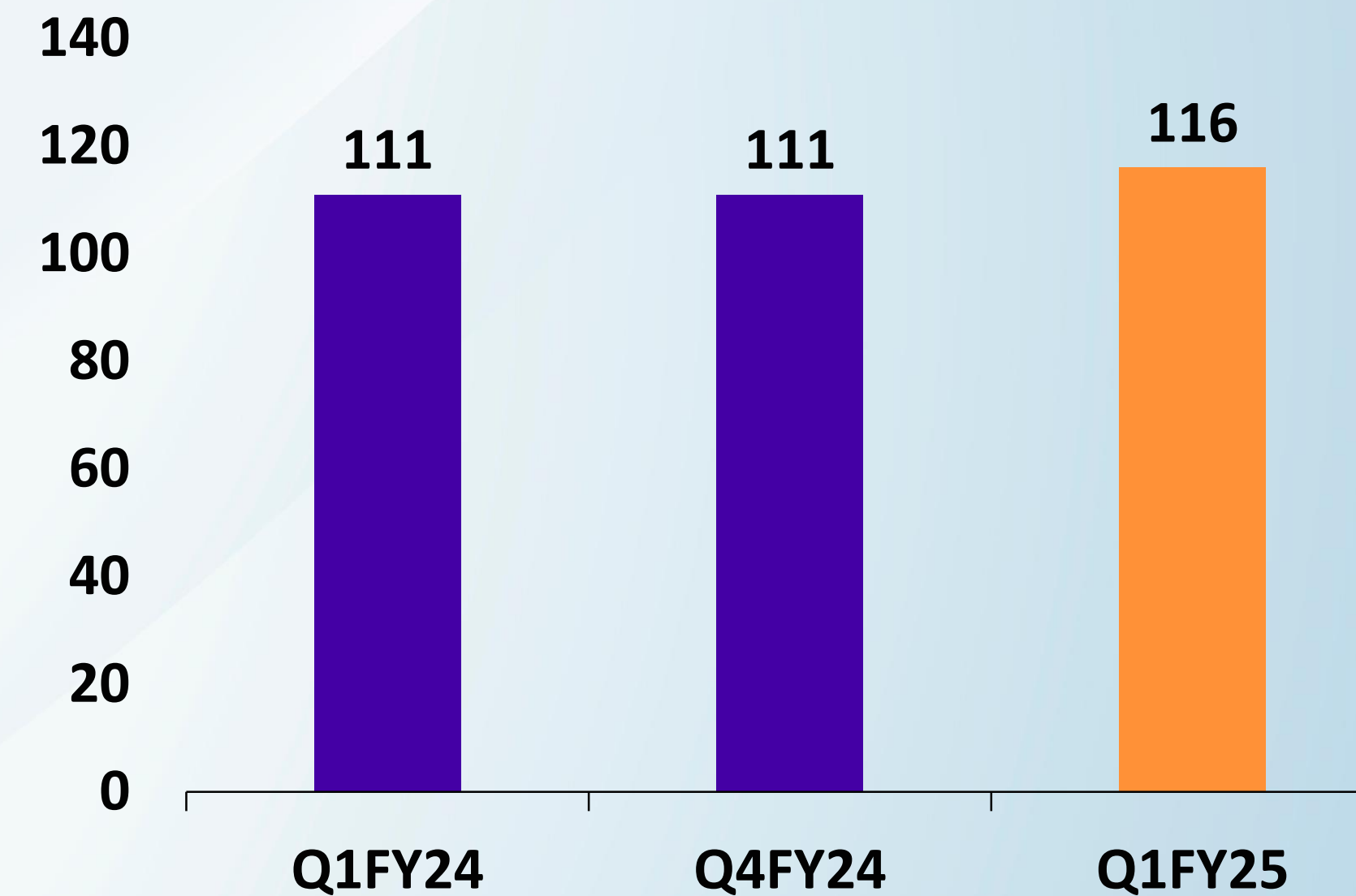
Aurionpro wins significant deals in Data centre segment, which includes multiple implementation orders with Webwerks and an order with one of the largest financial and e-governance service provider in India

3

Fime, a leading provider of consulting and testing services for payment systems and Aurionpro Transit, an Aurionpro subsidiary and a global leader in transit ticketing solutions, announced strategic collaboration to explore opportunities in the field of transit ticketing, payments, and fare collection projects worldwide

Segmental Revenue

INR Cr

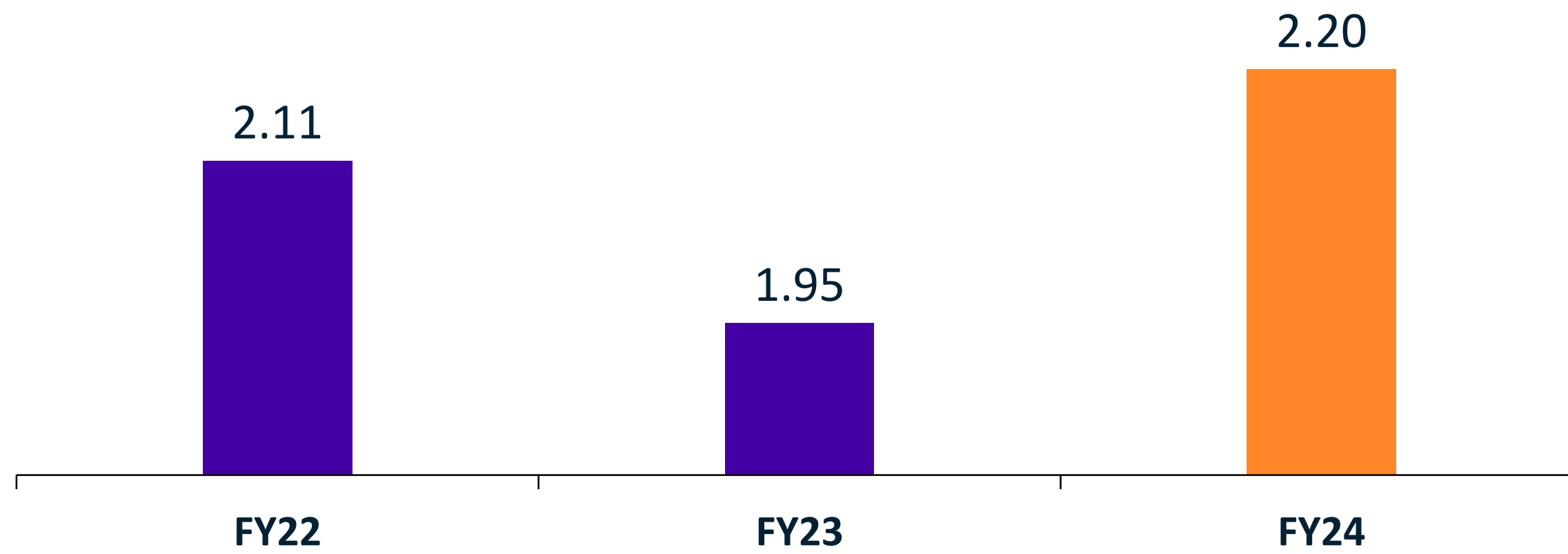


Consolidated Profit & Loss

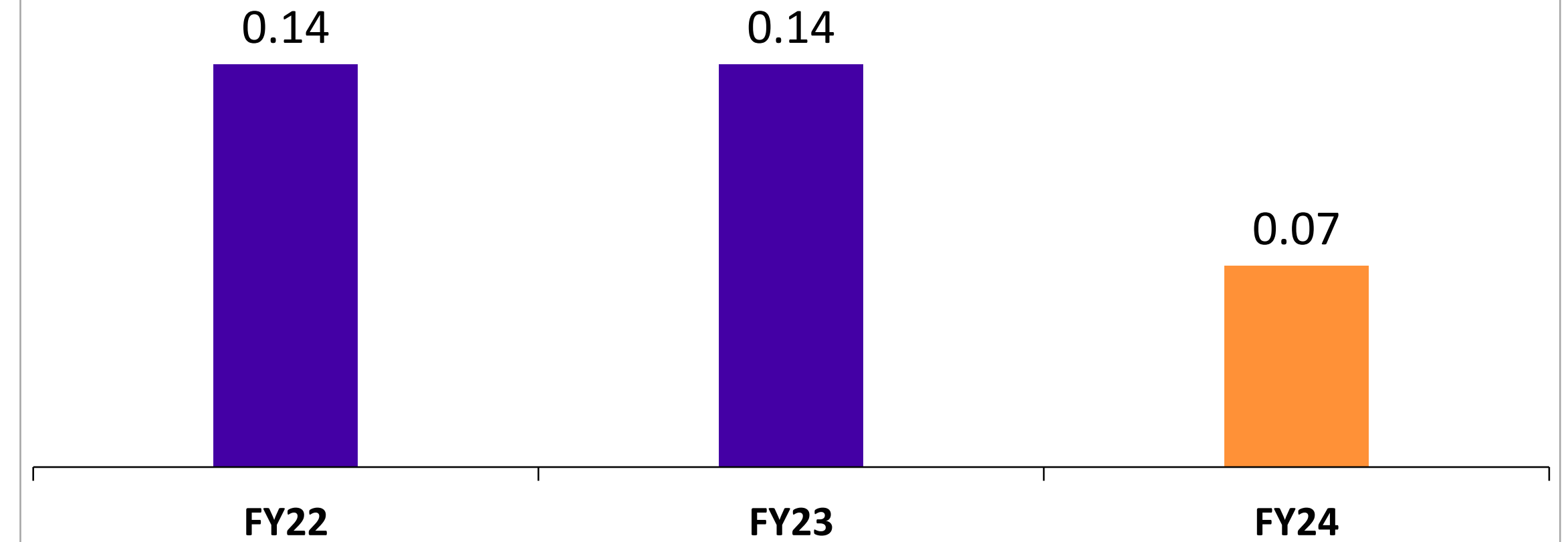
Particulars (INR Cr)	Q1 FY25	Q4 FY24	QoQ	Q1 FY24	YoY	FY24
Revenue from Operations	262	247	6%	199	32%	887
Total Expenses	206	203		155		694
EBITDA	56	53	6%	44	27%	193
EBITDA %	21.22%	21.30%	(8) Bps	21.92%	(70) Bps	21.80%
Depreciation & Amortization	6	6		5		21
Finance Cost	2	4		3		13
Other Income	7	1		3		9
PBT	55	45	21%	38	43%	169
Tax	10	5		6		26
PAT	45	39	13%	32	41%	143
PAT %	17.05%	15.99%	106 Bps	15.90%	115 Bps	16.10%
EPS (Basic in Rs.)	8.15	7.61		6.42		28.18

*All numbers have been rounded off

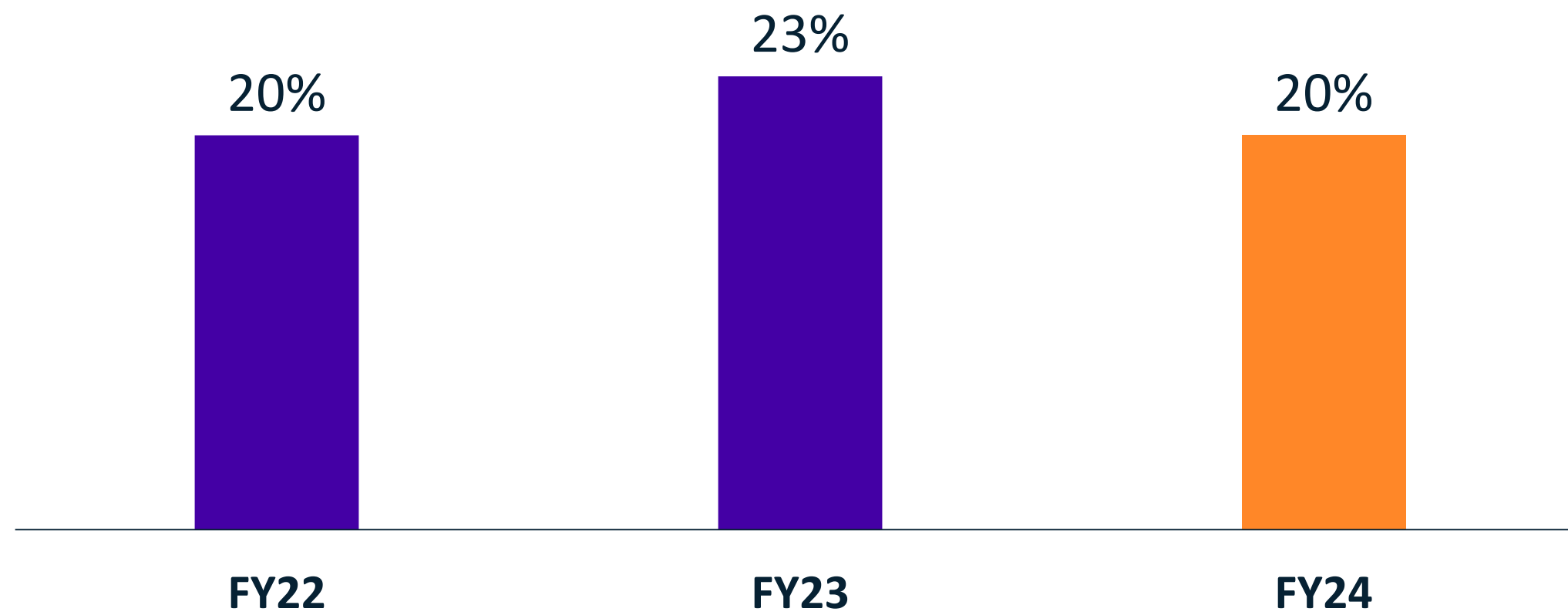
Current Ratio (x)



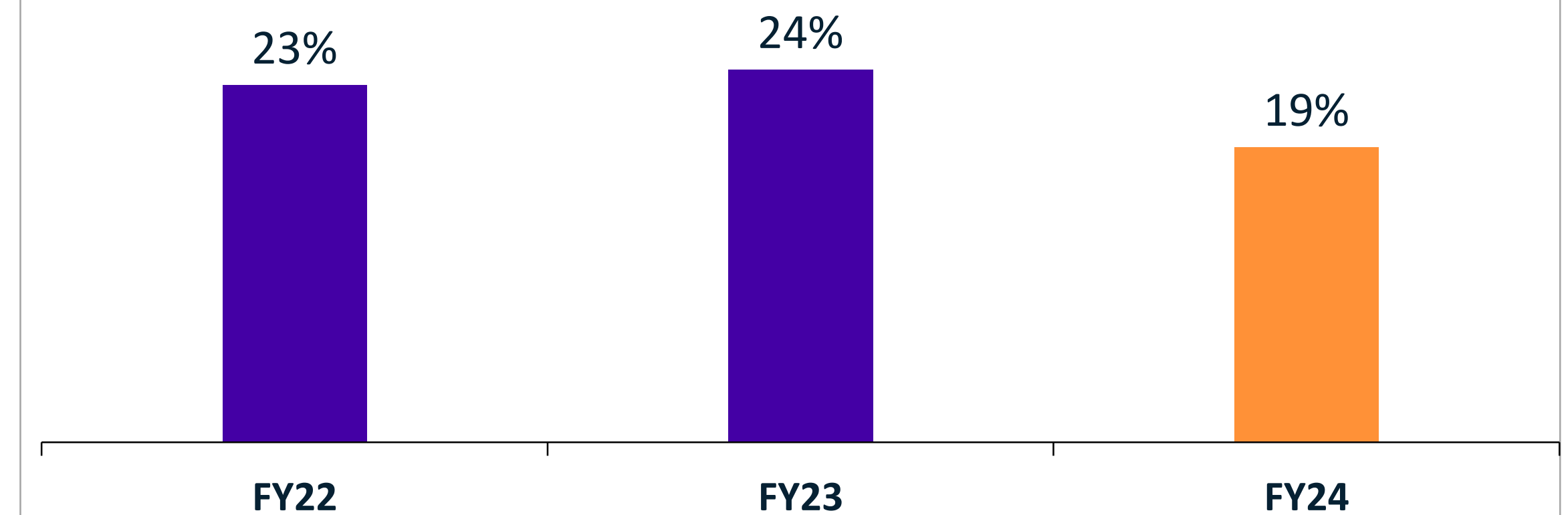
Debt/Equity (x)



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



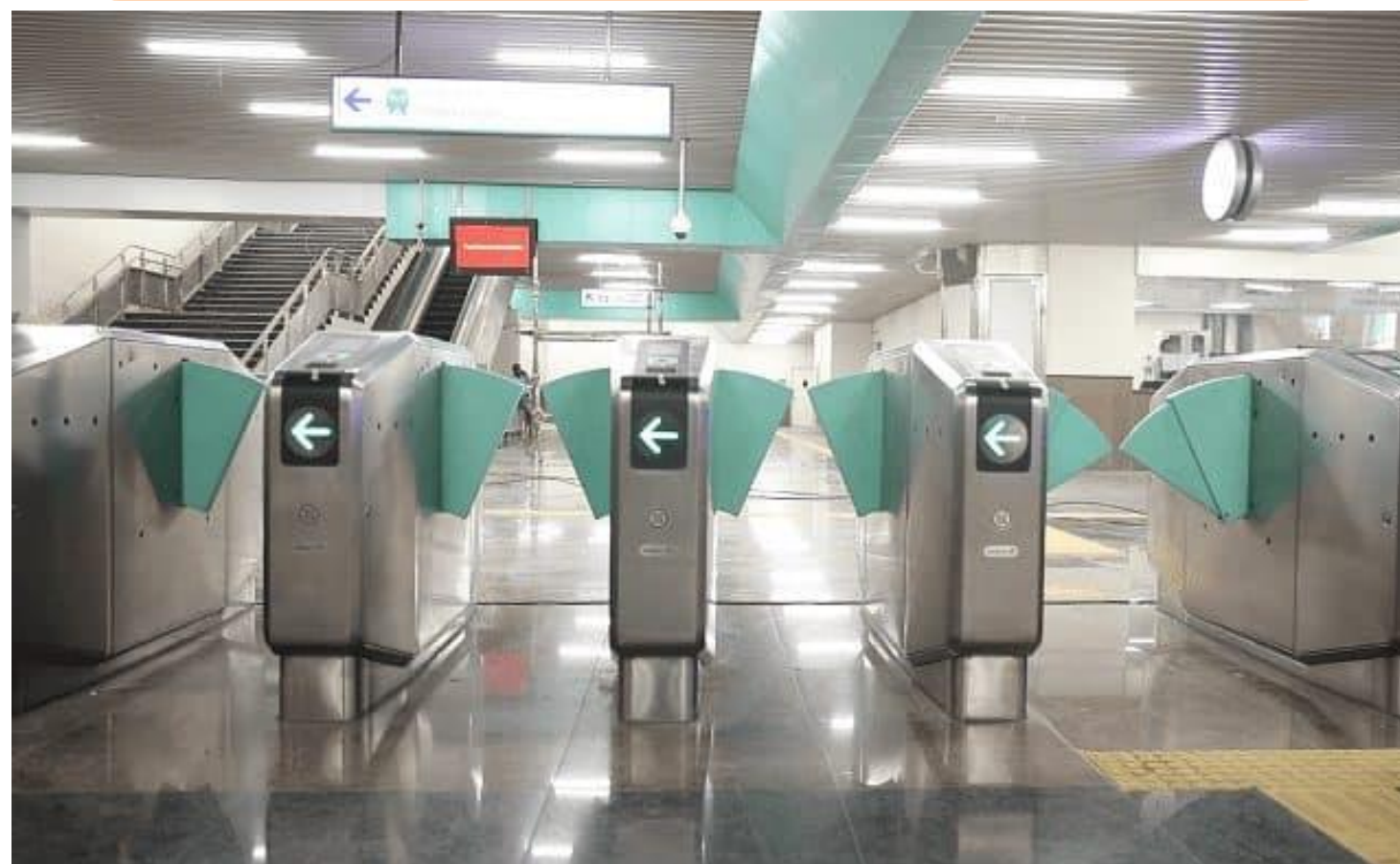
Intelligent Transport Management System (ITMS)



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 & CEO



Mr Shekhar Mullatti
President & Global Head –
Banking



Mr Sanjay Bali
President & Global Head – Tech
Innovation Group

Board of Directors



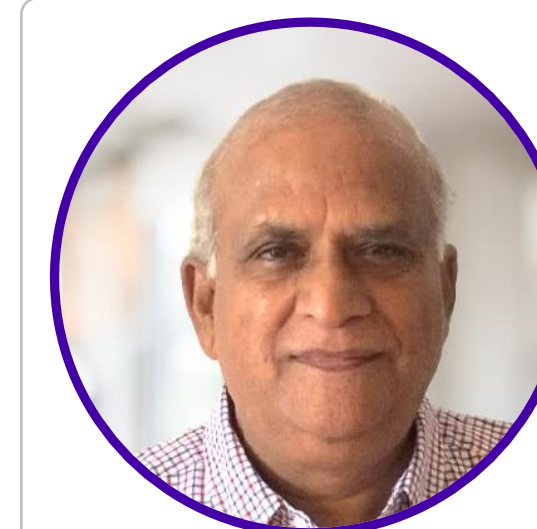
Mr Paresh Zaveri
Chairman &
Managing Director



Mr Amit Sheth
Co-Chairman &
Director



Mr Ashish Rai
Vice Chairman
& CEO



**Dr Mahendra
Mehta**
Independent
Director



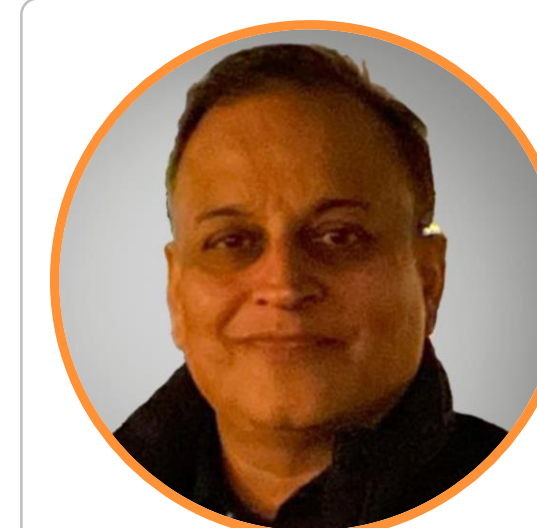
Mr Frank P. Osusky
Independent
Director



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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