



**CIN: L99999MH1997PLC111631**

**30<sup>th</sup> May, 2014**

To,

Deptt. of Corporate Services- Listing  
Bombay Stock Exchange Limited  
1<sup>st</sup> Floor, Rotunda Building,  
Dalal Street,  
Mumbai - 400 001

**Sub: Press Release**

Dear Sir/Madam,

Kindly find enclosed herewith a press release relating to announcement of audited financial results of the Company for the year ended 31<sup>st</sup> March, 2014.

You are requested to take note of the same.

Thanking you,

Yours faithfully,

For **Aurionpro Solutions Limited**

  
**Harsh Tarkas**  
**Authorised Signatory**

## Aurionpro Reports Fourth Quarter and Fiscal Year 2013-2014 Financial Results.

Company's focus on intelligent growth, innovation, and delivering shareholder value lays groundwork for future success in key industries and global markets

### Friday, May 30, 2014 - Mumbai, India:

Aurionpro Solutions Ltd (NSE: AURIONPRO) (BSE: 532668), a provider of enterprise-class software and services, including tailored offerings for global IT organizations, Financial Services companies, Supply Chain Management (SCM)-focused businesses, and Public sector institutions, announced today its financial results for the fourth quarter and fiscal year ended March 31, 2014.

### Q4 FY13-14 Financial Highlights:

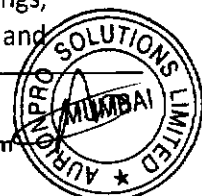
- Total revenue for the period was Rs. 170.77 Crores, up 12.28 %.
- Consolidated EBITDA for the quarter was Rs.19.08 Crores
- Consolidated net profit income from operations was Rs.16.67 Crores

### FY13-14 Financial Highlights:

- Total revenue for the period was Rs.648.74 Crores, up 14.08 %
- Consolidated EBITDA for the year was Rs.102.30 Crores and included one time refinancing charge of over 5.00 Crores and one time write off of bad debt plus inventory impairment of Rs.6.78 Crores and
- Consolidated net profit income from operations was Rs. 60.10 Crores
- As a result, EPS (diluted) for the year ended March 31, 2014 was Rs. 32.19 compared to Rs.28.03 (diluted) for the year ended March 31, 2013
- Proposed dividend of Rs 2 per share against Rs. 1.25 per share

Commenting on result Samir Shah, Aurionpro's CEO said, "As we continue to consolidate businesses, we had an excellent quarter with all business units moving in right direction. Most significant development during quarter was revamp of the holding structure of the company. As a part of strategic exercise to build long-term value of business and to simplify the balance sheet structure, company has decided to shift all of its acquisition related debt to its subsidiary in Aurionpro USA. This will result in parent entity in India paying off all its term loans and company overall reducing its Interest burden as also eliminating exchange risk." Commenting further he added, "As part of the exercise there was a detailed financial, business and legal due diligence of the Aurionpro group underwent costing over Rs.5 Crores. As a prudent practice, company has decided to write off this as one of expenditure. Additionally as company focuses on improving the working capital cycle, it has decided again as a prudent practice, to write off bad debt and inventory impairment further amounting to Rs.6.78 Crores."

"We are pleased to deliver on our commitment to growing in our focus industries that are critical to our success and across key regions around the world," said Samir Shah, Aurionpro's CEO. "With our leadership position established as a premier provider of enterprise software and services and our sales team reorganized regionally to more effectively cross-sell the company's entire breadth of offerings, Aurionpro demonstrated revenue growth, made advances to capitalize on new opportunities, and reinforced our unwavering commitment to building growth."



"Our FY14-15 focus is squarely on margin growth along with continuous improvement of operational efficiencies, growing earnings and cash flow, and creating value for our stakeholders, all while investing in the markets in which we can win. These investments include broadening the reach of our product portfolio, expanding our distribution channels, both direct and through strategic partners, strengthening our presence in key industries such as financial services and the public sector, and furthering our reach into both our core geographies and fast-growing markets."

#### **FY13-14 Business Highlights:**

- IT services, Financial Services, Government, and Logistics sectors saw the most demand.
- Select customers included:
  - 5 out of the top 10 largest global banks, who selected Aurionpro to deliver business critical information security and web and mobile application development services, as well as lending, payments, and customer experience management software solutions.
  - The UK Cabinet Office, through which Aurionpro provides UK public sector organizations with an internal federated identity service.
  - Co-Operative Bank of Kenya and Cambodia's ACLEDA Bank, both of whom selected Aurionpro's iCashPro Internet Banking Suite.
  - Two premier logistics organizations in Indonesia, CKB and Indonesia Logistics Community Service (ILCS), both of whom selected Aurionpro's industry leading Supply Chain Management platform.
- Aurionpro was named to the FinTech 100, an annual listing of the top vertical technology vendors, as a leading provider of solutions for the financial services industry.
- Aurionpro's EMEA team won the Oracle Excellence Award for Specialized Partner of the Year: Middleware – UK.
- Aurionpro became an Oracle PartnerNetwork Platinum Level Partner and also achieved Oracle PartnerNetwork Specializations for Oracle Access Management Suite Plus 11G and for the Financial Services Industry.
- Aurionpro announced the successful completion of its initiatives to become ISO 20000-1 and ISO 27001 certified.
- Aurionpro's global delivery centers achieved CMMI Level 3 certification and earned SOC2 Type 1 certification. These certifications demonstrate the process maturity required to deliver secure and high quality software implementations.
- Several key Executive appointments were made during the course of the year, including:
  - Paresh Zaveri: a member of the founding team at Aurionpro, Paresh has assumed the Chairman role with a vision to capitalize on new opportunities while maintaining a focus on prudent strategies to deliver value.
  - Amit Sheth: a member of founding team at Aurionpro, Amit has taken over role of Vice Chairman and will focus on Strategic initiatives of the company.
  - Samir Shah - selected by Aurionpro's Board of Directors to lead the company as CEO, Samir, who has been with the company since inception and previously was the company's COO and Board member, will formulate strategies to bring the organization to new markets, develop innovative solutions and services offerings, and increase revenue and operating margins.
  - Dusan Jovanic - appointed CFO, Dusan has taken responsibility for financial operations globally. Dusan has more than 8 years with the firm.
  - Shekhar Mulatti – appointed as President for AsiaPac, Middle East and Africa business, is versatile banking and technology professional with 25 years experience.





- Ed Jackowiak – hired as Aurionpro’s EVP of Sales, North America, Ed is a seasoned Sales Executive with previous experience at Oracle, Vordel, and Bridgestream.

### About Aurionpro

Aurionpro Solutions (NSE: AURIONPRO) (BSE: 532668) is a publicly traded technology company that helps Fortune 1000 companies to be more efficient through domain-driven software and consulting offerings. Employing more than 1,400 individuals across North America, Asia, and Europe, the company has been recognized by Deloitte, Forbes, and the 2013 FinTech 100 as one of the world’s fastest growing technology companies. For more information, visit [www.aurionpro.com](http://www.aurionpro.com).

For further information please contact:

Tel: + 91 22 6617 2600

Email: [info@aurionpro.com](mailto:info@aurionpro.com)

For Aurionpro Solutions Limited:

Amit Sheth  
Vice Chairman and Managing Director

