

**06<sup>th</sup> August, 2018**

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

**Sub: Investor Presentation**

Dear Sir/Madam,

Kindly find enclosed herewith Investor Presentation of the Company for the Year ended 31<sup>st</sup> March, 2018 (Post Demerger) and for the quarter ended on 30<sup>th</sup> June 2018.

You are requested to upload the same on your web-site.

Thanking you,

Yours faithfully,

For Aurionpro Solutions Limited

  
Ninad Kelkar  
Company Secretary



Encl: as above



# Investor Presentation

August 2018



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About **AURIONPRO**



Performance Highlights



**DEMERGER** Update



Business Offerings

ISLA

Banking &  
Fintech

Government  
Solutions





“ We help businesses accelerate digital innovation, securely and efficiently ”



# Aurionpro at a Glance



## AT A GLANCE



**Aurionpro** is a leading technology products and solutions provider that helps enterprises Accelerate Digital Innovation, Securely and Efficiently.

We combine our core domain expertise and thought leadership in innovation and security domains with industry leading IP to deliver tangible business results for global corporations. Aurionpro has been consistently recognized amongst the top 100 technology solutions providers for Financial Services companies.



IPO  
2005



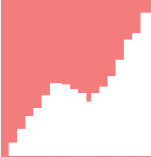
NA HQ.  
San Ramon,  
CA



Global HQ.  
Mumbai

### Revenue

18+  
Mn USD



### Employees



1100+

### Offices



15  
Offices  
in 12  
countries

### Global Customers

100+  
Customers

### Solutions delivered

22  
Countries

### Clients

10  
Fortune 500  
Clients



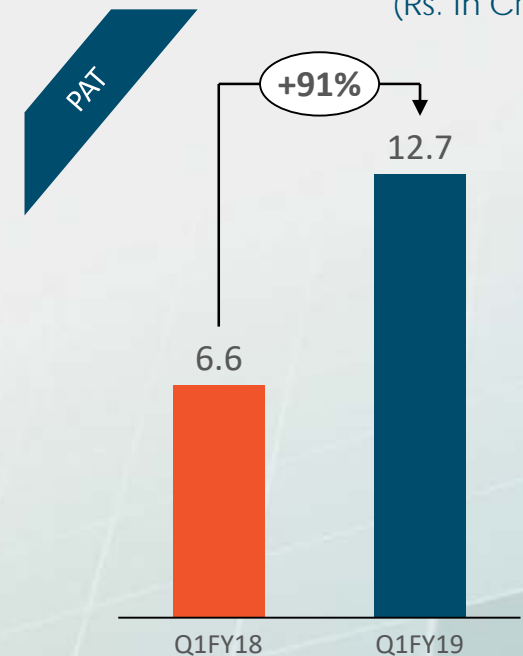
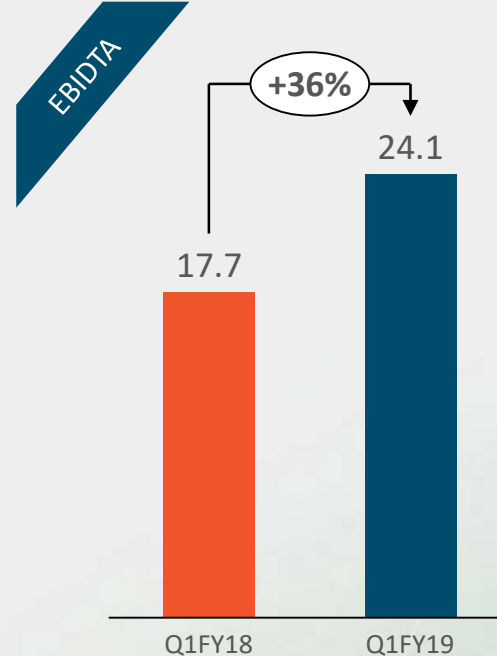
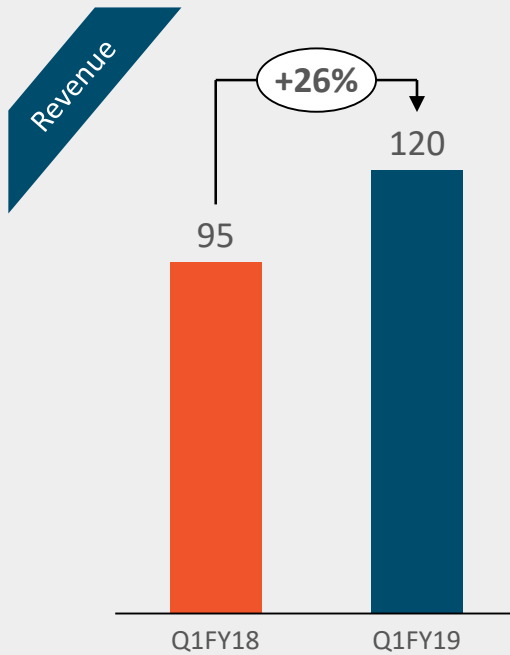


# Performance Highlights



# Performance Highlights

(Rs. In Crores)



## Revenue

Growth in revenue is due to sharp increase in Digital innovation and Government Business in the current quarter

## EBIDTA

Increase in EBIDTA is attributable to change in business mix and scale efficiency with increased License Sales

## PAT

Increase in PAT is due to Margin Expansion corroborated with low Finance cost and Depreciation





# Profit & Loss Statement



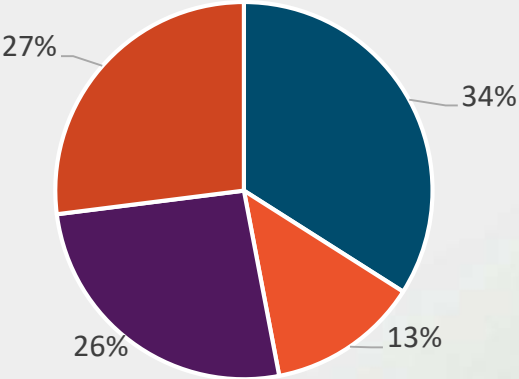
(Rs. In Crores)

Particulars	Consolidated				
	Q1 FY19	Q1 FY18	Y-o-Y	Q4 FY18	Q-o-Q
<b>Revenue from Operations</b>	<b>120.18</b>	<b>94.85</b>	<b>26.7%</b>	<b>110.55</b>	<b>8.7%</b>
Less: Expenses					
Software Development Charges	40.22	34.39		36.74	
Changes in Inventories	(0.47)	(11.27)		(7.15)	
Employee Expenses	40.89	43.45		47.56	
Other Expenses	15.44	10.57		12.24	
Total Expenses	<b>96.08</b>	<b>77.14</b>		<b>89.40</b>	
<b>EBITDA</b>	<b>24.10</b>	<b>17.71</b>	<b>36.1%</b>	<b>21.15</b>	<b>13.9%</b>
<b>EBIDTA %</b>	<b>20.0%</b>	<b>18.7%</b>	<b>130 bps</b>	<b>19.1%</b>	<b>90 bps</b>
Depreciation & Amortisation	7.68	8.15		8.11	
Other Income	2.98	1.38		3.25	
<b>EBIT</b>	<b>19.41</b>	<b>10.95</b>	<b>77.4%</b>	<b>16.30</b>	<b>19.1%</b>
Finance Cost	2.60	3.76		3.33	

# Revenue Mix Across Segments

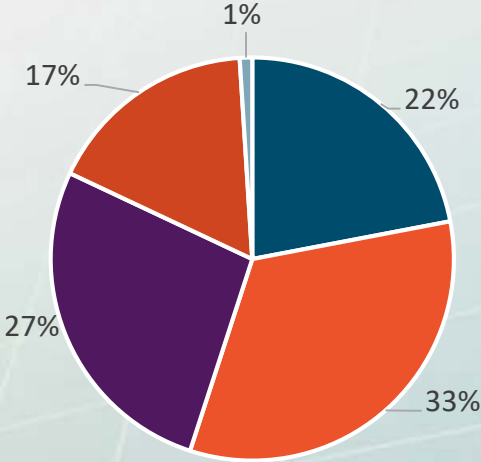


Q1 FY18 Revenue Mix across Segments



- Banking & Fintech
- Government & PSU
- Digital Innovation
- Services

Q1 FY19 Revenue Mix across Segments



- Banking & Fintech
- Government & PSU
- Digital Innovation
- Services
- ISLA



## ISLA

- HP Partnership operational with joint go to market defined
- Cyberinc is a Silver Plus Sponsor at Black Hat USA 2018. This is one of the marquee security events globally and attracts the best of cyber security companies.
- Released vPlaybook for Isla to enable the sales representatives in making effective and targeted pitch for Isla. The playbook contains short videos along with rich content to ensure higher conversion ratios.

## Banking & Fin Tech

- UOB Indonesia (UOBI), one of the subsidiary banks of UOB, partnered with Integro Technologies to extend their Credit Master Loan Origination Platform.
- Bank for Investment and Development of Vietnam (BIDV) & Sacombank, Vietnam, selected SmartLender Commercial with SmartLender Collateral & Limit Management (CLIMS).
- Loan Origination Platform, Phase 3, the rollout of CREST was achieved at RHB Bank BHD, Malaysia.
- SmartLender Commercial with SmartLender Collateral & Limit Management (CLIMS) software, an end-to-end Lending platform (nicknamed 'FALCON') deployed successfully at ENBD Bank, UAE.



## Banking & Fin Tech

- iCashpro+ form Transaction Bank Suite was selected by Nations Trust Bank, Sri Lanka.
- iCashpro+ (to enhance digital banking services, especially for SME and MSMEs) was selected by AU Small Finance Bank, India
- iCashPro+'s fully integrated PCM system was successfully deployed with the objective of delivering a superior service experience to businesses of any size, whether it be an enterprise business, mid-sized business or small business at DFCC Bank, Sri Lanka

## Government Solutions

- Aurionpro's Government Services Group has **won the Rajasthan Government's project** for supply and installation of mobile application development platform with perpetual licenses & operation, & maintenance support for three years.
- Consortium of SBI and Aurionpro is providing a world class solution on open loop to Noida Metro on a revenue share basis. The consortium will work on revenue sharing model with Noida Metro which is expected to open for the citizen on 15<sup>th</sup> September. Aurionpro has invested Rs. 22 Crores till date.





# Demerger Update

National Company Law Tribunal (NCLT) Bench has **APPROVED** the Scheme of Arrangement between **M/s. Aurionpro Solutions Ltd (ASL)** and **M/s. Trejhara Solutions Ltd (TSL)** and their respective Shareholders, vide their Order dated 27th July 2018. In the lieu of consideration, **Trejhara Solutions Ltd will issue 1 equity share for every 2 shares held in Aurionpro Solutions Ltd**



(Rs. In Crores)

(Rs. In Crores)

Particulars	P & L Summary (FY18)		
	Combined	ASL	TSL
Revenue*	492.48	418.54	87.50
EBIDTA	94.55	79.86	15.21
PAT	42.34	37.89	6.89

Particulars	P & L Summary (Q1 FY19)	
	ASL	TSL
Revenue*	120.19	17.06
EBIDTA	24.10	3.41
PAT	12.65	2.37

\*Post Demerger figures will not tally with Pre-Demerger entity due to effect of Intercompany transaction

# Financial FY 18: Pre & Post Demerger



(Rs. In Crores)

Profit and Loss account	Consolidated		
	Pre Demerger FY18	Post Demerger FY18	
	Aurionpro	Aurionpro	Trejhara
<b>Revenue</b>	<b>492.48</b>	<b>418.55</b>	<b>87.51</b>
Operating Expenses	161.29	129.22	45.73
Change in Inventories	(6.83)	(6.83)	-
Employee Benefit Expenses	193.57	174.29	19.27
S,G&A Expenses	49.91	42.00	7.30
<b>Total Expenses</b>	<b>397.94</b>	<b>338.68</b>	<b>72.30</b>
<b>EBIDTA</b>	<b>94.54</b>	<b>79.86</b>	<b>15.21</b>
Other Income	5.33	5.69	0.38
Finance cost	19.23	13.97	5.26
Depreciation	34.49	32.25	2.24
<b>PBT</b>	<b>46.16</b>	<b>39.34</b>	<b>8.08</b>
Provision for tax	3.82	1.45	1.19
<b>PAT from ordinary activities</b>	<b>42.34</b>	<b>37.89</b>	<b>6.89</b>



# Financial FY 18: Pre & Post Demerger

(Rs. In Crores)

Balance Sheet	Consolidated		
	Pre Demerger FY18	Post Demerger FY18	
	Aurionpro	Aurionpro	Trejhara
<b>ASSETS</b>			
Non- Current Assets	597.39	398.28	217.57
Current Assets	628.10	439.96	323.00
<b>Total Assets</b>	<b>1,225.49</b>	<b>838.24</b>	<b>540.58</b>
<b>EQUITY AND LIABILITIES</b>			
Equity	786.92	409.51	391.43
Non-Controlling Interest	120.88	120.88	-
Total Equity	907.80	530.39	391.43
<b>LIABILITIES</b>			
Non Current Liabilities	41.70	23.08	18.82
Current Liabilities			





ISLA



ISLA – MALWARE  
ISOLATION  
TECHNOLOGY

Consulting Services  
& Cloud Products



GOVERNME  
NT SERVICES

Banking &  
Fintech



CASH  
MANAGEME  
NT



LOANS &  
ALTERNATE LENDING



DIGITAL  
EXPERIENCE  
PLATFORM



- Acquired Spikes Security in May'16 to expand its footprints in Cybersecurity and Malware protection
- Isla has gained strong market acceptance and has over 40 customers globally.
- Included in "Cool Vendor" list by Gartner in Endpoint, Mobile, Network and Gateway Security, 2017.
- Recently bagged 2 big deals in India with large financial services organization.
- Signed up with Hewlett Packard Enterprise ( HPE) as a OEM and GTM partner to accelerate ISLA expansion
- Signed a distribution Partnership with ECS Computers Asia for rapid expansion in APAC region..
- Strengthened the Cyberinc leadership to quickly scale the product by on boarding product and technology head who are industry veterans

## Isolation named Top 10 New Tech for Cyber security by Gartner



Today **81%** of malware attacks are delivered through browsers costing up to 300 billion to **1 trillion USD/Year**

By 2021, **20%** of enterprises will adopt a remote browser solution to isolate internet browsing from enterprise systems, up from **less than 1%** in 2016

By 2021, **50%** of enterprises will actively isolate internet browsing activities to reduce the impact of attacks, up from **less than 5%** in 2016



## Smart-Lender Product Suite – End to end Lending Platform

- Commercial & Retail Loan Origination Systems
- Collateral & Limits Management Systems
- Strong presence in APAC and ME region – We serve top 5 banks in APAC region
- Creating an platform for banks as they move to Basel III norms

### Key Customers



## Aurionpro's Digital Experience Platform – End to end Digital Banking Solution

- Digital Bank Branches
- Digital Queue Management Systems
- Enabling digital branches and people-less banking
- Unique capability to combine software and hardware systems to bring end-to-end solution

## Key Customers



## iCashPro Product Suite – Complete Transaction Banking

### Suite

- Transaction Banking
- Financial Supply Chain Management
- Established and stable customer base in India and Middle East
- Electronic payments in India is expected to grow at CAGR of 24% by

2020 (BCG)

### Key Customers



- Focus into leveraging our IPs in Govt. space
- Recently won key deals –
- City Surveillance projects for seven Cities, Rajasthan
- Nagpur Metro – Automated Fare Collection
- Noida Metro – Automated Fare Collection
- Smart City, Chhattisgarh
- Smart City- 3D City, Jaipur



SMART CITIES



CYBER CRIME  
SOLUTION



E-OFFICE



E-DISTRICT



BIG DATA/ANALYTICS



SMART  
SURVEILLANCE



E-TREASURY



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**Company :**

**Investor Relations Advisors :**

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