

28th May 2021

To,
Deptt. of Corporate Services- Listing
BSE Limited
1st Floor, Rotunda Building,
Dalal Street,
Mumbai – 400 001

Sub: Investor Presentation

Dear Sir/Madam,

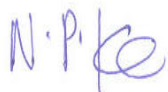
Kindly find enclosed herewith Investor Presentation of the Company for the year ended 31st March 2021.

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

Thanking you,

Yours faithfully,

For Aurionpro Solutions Limited



**Ninad Kelkar
Company Secretary**





aurionpro



INVESTOR PRESENTATION - FY 2021

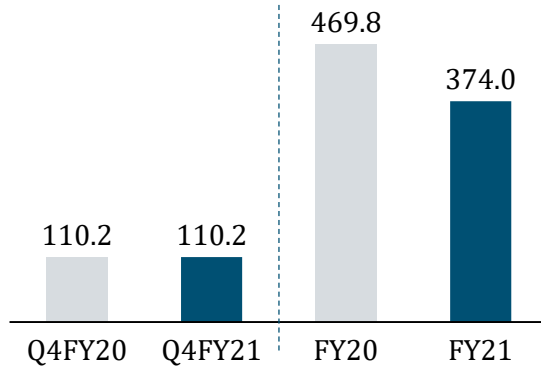
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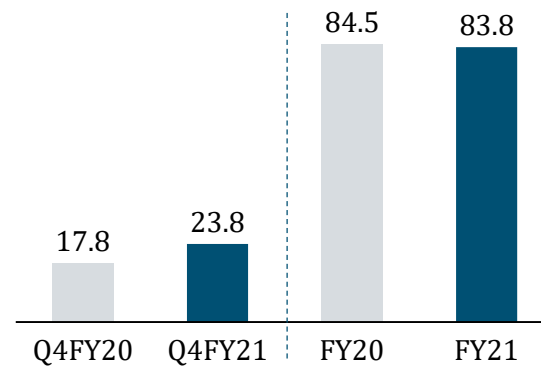
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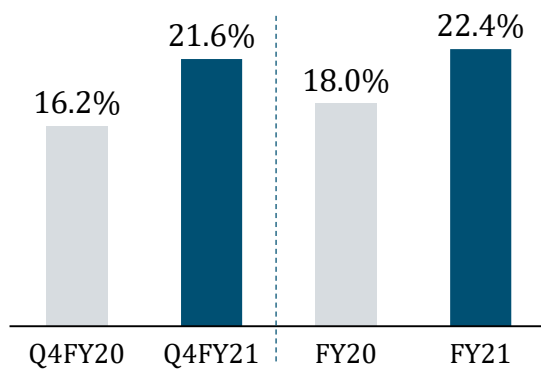
Revenue (INR Crs)



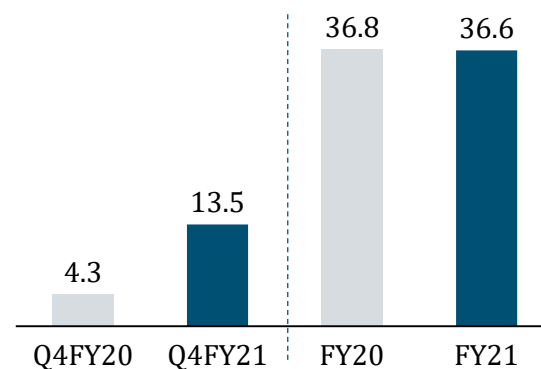
EBIDTA (INR Crs)



EBIDTA Margins



Adjusted PBT* (INR Crs)



- The Revenue for the Q4 stood at INR 110.2 Cr., continuing growth trajectory, showing uptick by more than 9% on Q on Q basis.
- EBIDTA for Q4 stood at INR 23.75 Cr as compared to INR 22.64 Cr in Q3, posting about 5% growth quarterly basis.
- EBIDTA margin across all the quarters remained robust, the same was 21.06% during Q4 and 22.4 % for FY 21 against 18% for FY 20.
- PBT for Q4 (before exceptional items and impairment) stood at INR 13.53 Cr. against INR 10.53 Cr. last quarter, 43.6% growth Q on Q.

Our Focus Area



Focus on our core high margin businesses, to improve operational efficiencies and cost rationalization.



Focus on key partnerships & strategic alliances which may enable deeper penetration in existing geographies and expansion in newer regions.



Foray into data center business which can emerge as a strong growth driver for the company in coming years.



Deleveraging Balance sheet, efficient management of capital and free cash generation.

Way Forward



Slew of product launches planned during the year, notably launch of cloud offerings in Banking segment and some innovative products in mobility segment.



Our products have reached maturity & investment cycles are over, thus reaping benefits from the next phase of growth



Smart City, Smart Mobility and Data Centre businesses combined under single SBU 'Tech Innovation Group' which may boost synergies.



Improvement in all financial ratios with strong runway for growth, free cash generation to aid future growth.

Q4 & FY21 Profit & Loss Account

Particulars (INR In Crs)	Q4FY21	Q4FY20	Y-o-Y	FY21	FY20	Y-o-Y
Revenue from Operations	110.17	110.23	-0.05%	374.02	469.76	-20.38%
Less: Expenses						
Operating Overheads	38.84	42.85		107.91	179.92	
Changes in Inventories	-1.83	0.03		0.64	7.65	
Employee Expenses	39.64	37.20		149.78	149.21	
Other Expenses	9.76	12.35		31.92	48.49	
Total Expenses	86.41	92.43		290.25	385.27	
EBITDA	23.76	17.80	33.45%	83.76	84.49	-0.86%
EBIDTA %	21.57%	16.15%		22.40%	17.99%	
Depreciation & Amortization	8.14	12.912		34.34	39.688	
Impairment of Intangibles	105.05	0.00		105.05	0.00	
Other Income	1.00	4.10		2.97	9.79	
EBIT	-88.43	8.99	NA	-52.65	54.59	NA
Finance Cost	3.75	4.68		15.80	18.22	
Exceptional Items	46.18	0.00		46.18	0.41	
PBT	-138.36	4.32	NA	-114.63	36.78	NA
Tax	0.21	0.62		2.93	2.59	
PAT	-138.57	3.70	NA	-117.57	34.19	NA

- ✓ Showing strong QoQ uptick with sustainable margin growth.
- ✓ Sale of cyber security business will envisaged significant lower expenses going forward.
- ✓ Growing AMC revenue from existing customers & new wins across geographies & products, we are expecting to maintain EBIDTA growth for years to come.
- ✓ Significant debt reduction plans laid in the current financial year moving towards becoming a net debt free company.
- ✓ Growth in EBIDTA with lower finance cost, we are confident of free cash flow generation for current FY itself.

Consolidated Balance Sheet

ASSETS (INR in Crs)	FY21	FY20
ASSETS		
Non-current assets		
Property, plant and equipment	54.67	61.96
Capital work-in-progress	13.41	4.85
Right to use	9.07	22.99
Other intangible assets	13.48	166.08
Intangible Assets under Development	-	129.13
Goodwill	65.89	65.94
Financial assets		
- Investments	35.92	41.69
- Other financial assets	12.41	13.48
Non-Current Tax Assets	8.12	40.96
Deferred tax assets (net)	8.18	9.06
Other non-current assets	0.72	2.19
Sub-total - Non-Current Assets	221.86	558.33
Inventories	26.00	26.64
Financial assets		
- Trade receivables	103.05	133.38
- Cash and cash equivalents	22.17	20.01
- Bank balances	16.40	12.30
- Other financial assets	63.24	75.00
Other current assets	110.30	150.67
Assets held for sale	52.01	0.00
Sub-total - Current Assets	393.17	418.00
TOTAL - ASSETS	615.03	976.33

LIABILITIES (INR in Crs)	FY21	FY20
EQUITY AND LIABILITIES		
Equity Share capital	22.80	22.80
Non Controlling Interest	3.12	87.55
Other equity	313.67	520.60
Sub-total - Shareholders' funds	339.59	630.95
Non-current liabilities		
- Borrowings	49.57	55.53
- Lease Liability	4.03	16.98
- Provisions	4.41	5.19
- Other Non-Current Liabilities	9.95	10.14
Sub-total - Non-current liabilities	67.95	87.84
Current liabilities		
Financial liabilities		
- Borrowings	36.96	40.39
- Lease Liability	6.30	7.67
- Trade payables	54.13	77.83
- Other financial liabilities	59.64	75.13
Other current liabilities	40.70	49.50
Provisions	4.55	5.04
Current tax liabilities (net)	5.21	1.97
Sub-total - Current liabilities	207.50	257.54
TOTAL - EQUITY AND LIABILITIES	615.03	976.33

Abridged Cash Flow Statement

Cash Flow Statement (INR in Crs)	Mar-21	Mar-20
Cash Flow from Operating Activities		
Profit before Tax	-189.07	34.28
Adjustment for Non-Operating Items	216.25	39.38
Operating Profit before Working Capital Changes	27.18	73.66
Changes in Working Capital	29.06	-43.03
Cash Generated from Operations	56.24	30.63
Less: Direct Taxes paid	-7.08	-8.70
Net Cash from Operating Activities	49.16	21.93
Cash Flow from Investing Activities	-9.96	-51.91
Cash Flow from Financing Activities	-37.04	14.77
Net increase/ (decrease) in Cash & Cash equivalent	2.16	-15.22
Cash & Cash Equivalents at the beginning of the period	20.01	35.23
Cash & Cash equivalents at the end of the period	22.17	20.01



Accelerating Digital Innovation

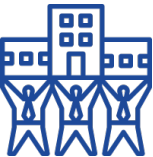
We enable possibilities beyond boundaries



24 Offices in
15 Countries



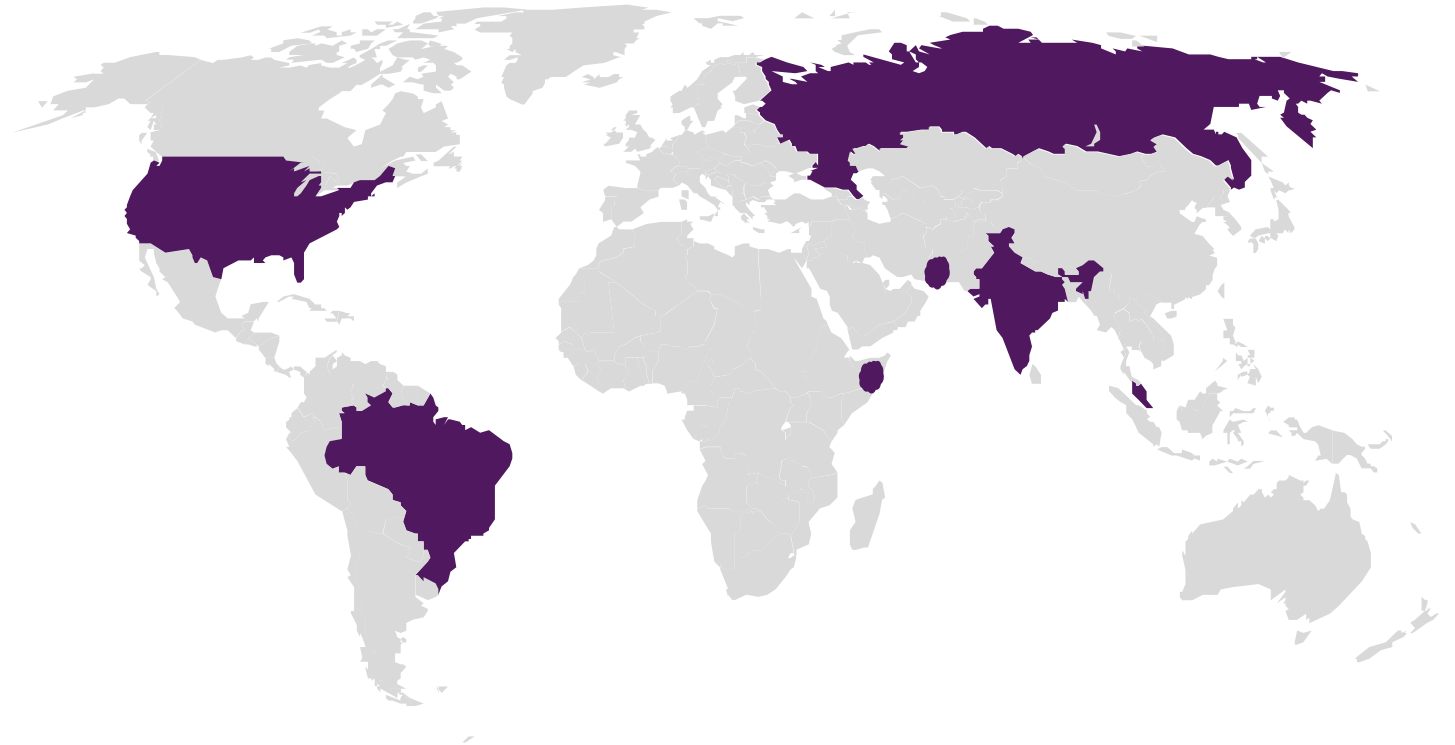
100+
Customers Globally



29
Fortune 500 Companies



1300+
Employee Strength



Expanding to Newer
Geographies

Penetrating Deeper in
Existing Geographies

Operating Leverage due
to Growing Deal Sizes

Focus on Customers Needs

With Industry Specific Expertise & Solutions

 Airport & Airlines	 Banking	 Government
 Healthcare	 Hotels & Hospitality	 Power & Utility
 Retail	 Real Estate	 Telecom

Branch Transformational Solutions for the Business...

...resulting in higher efficiency & elevating customer experience



OptiQ

Queue Management System



Iserve

Self Service Kiosk



Insight

Customer Feedback System



Experia

Digital Signage Solution

Success Stories: Enabling Possibilities Beyond Boundaries



World's largest single customer installation of **4,000+** units and still growing



20,000+ kiosk terminals installed for clients across the globe generating **Annuity Revenues**



100+ customers, with growing geographies & increasing deal size



Pioneers of Technological Innovation & Evolving



Enabling **Millions** of transactions every day



7 out of 10 Bank in India and Middle-East use our solution

iCashpro+

Integrated Transaction Banking Suite

Benchmarked to handle 1 million transactions per hour	24*7 Availability on back end	6000 - Concurrency
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A digital corporate banking front-end integrated with robust back-end processors for all the key transaction banking modules

Strong Back-end Capabilities



Secured



Scalability



API Infrastructure



Core Competent



Simplicity



Flexibility

Corporate Internet Banking

- Dashboard
- Account Statements
- Cheque Services
- Service Request
- Fixed Deposits
- Credit Cards

Payments

- Electronic Payments
- Paper Based Payments
- Cash Pay-outs
- General Payment Features

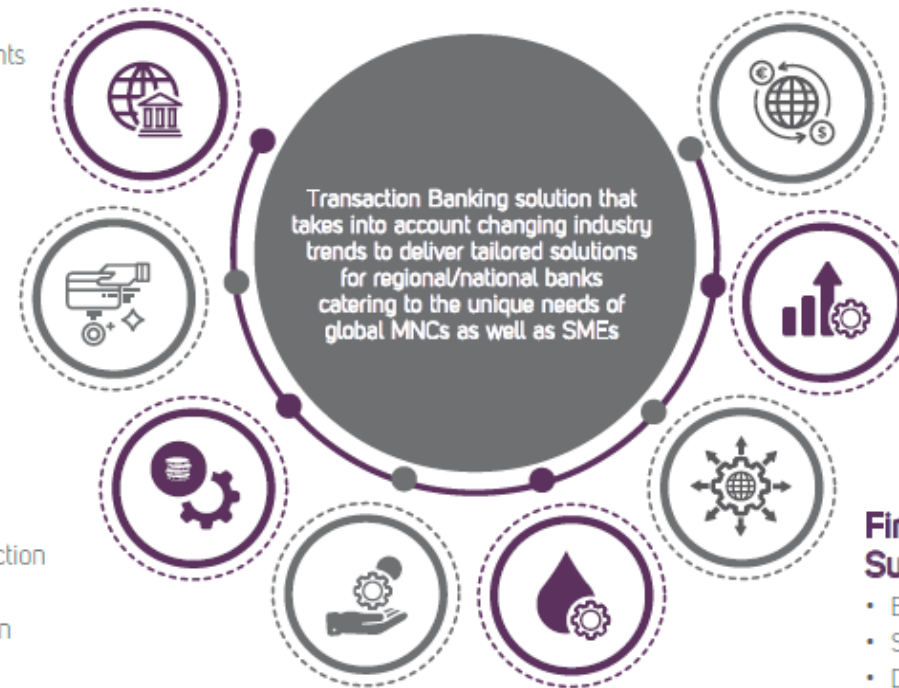
Collections

- Paper Based Collection
- Cash Collection
- Electronic Collection
- Virtual Accounts
- PDC Management

Receivables Management

- Account Receivables
- Accounts Payable
- Reconciliation

iCashpro+



Forex Services

- Customer Frontend
- Cross Border Funds Transfer
- Quick Inward Remittance
- Suite of Outward Remittance

Trade Finance

- Letter of Credits
- Bank Guarantees
- Shipping Guarantees
- Import Bills

Financial Supply Chain

- EIPP
- Supplier Financing
- Dealer Financing
- Factoring

Liquidity

- Sweeping
- Notional Pooling
- Inter Company Loans

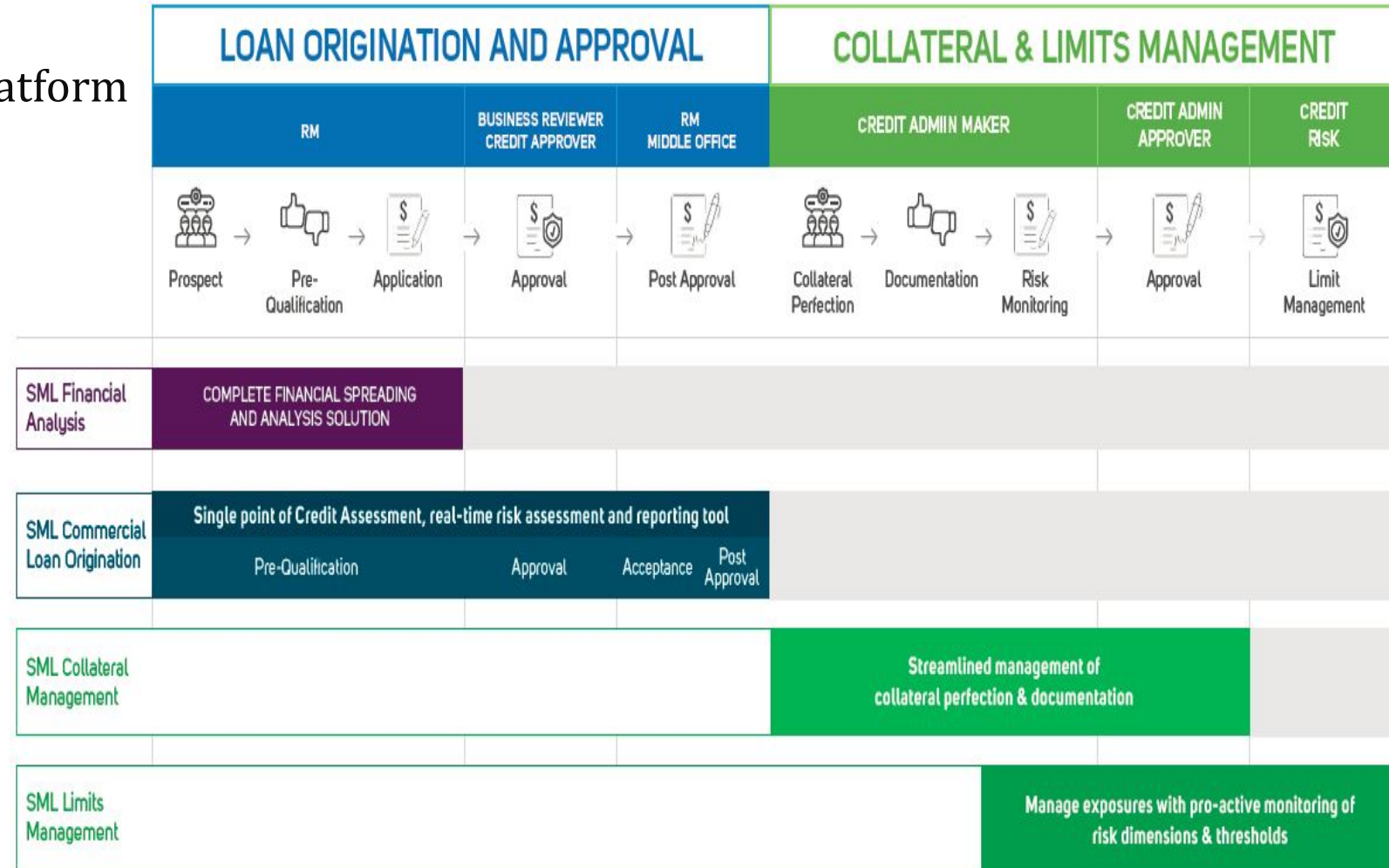
Smart Lender Suite

End-To-End Credit Risk Management Platform

Pioneer and thought leader for Corporate and SME Lending and Credit Risk Management platforms across ASEAN countries for past 15 years.

Commercial platform is used by leading banks in Asia and supports Assets exceeding 1 Trillion dollars

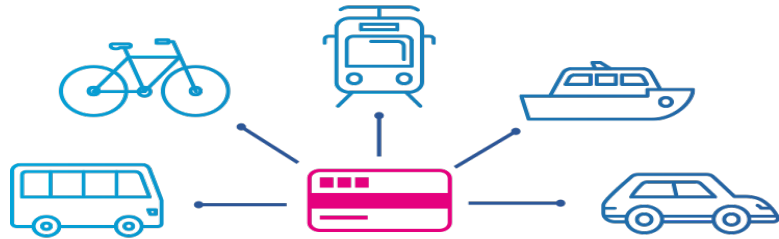
Collateral module is used by Standard Chartered (Globally for the Wholesale Bank), OCBC, Maybank, Vietinbank amongst others



The complete commercial lending solution designed by bankers for bankers

Smart Mobility

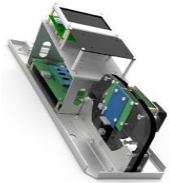
...with Automated Fare Collection System (AFC)



One Card One Nation



Automated Fare Gates



Contactless Token Validator



ECHO ETIM - TS



ETIM Pinpad



Hybrid Validator



Gate Validator



Onboard Bus Validator



Ticket Vending Machine

Smart Cities

... Turkey Solutions for Digital World



Smart Cities



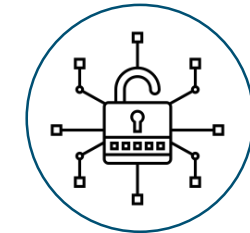
Smart Surveillance



Big Data Analytics



E-Governance Solutions



Cyber Crime Solutions

Leverage our core domain expertise and proficiency in technology to maximize the productivity of entities and thus support build a stronger economy and overall E-Governance



Thank You

aurionpro 

For Further information please contact:

Mr. Ninad Kelkar

Email: investor@aurionpro.com