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14th February, 2017

To,
Deptt. of Corporate Services- Listing
National Stock Exchange of India Limited
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex, Bandra (E)
Mumbai – 400 051

Sub: Investor Presentation

Dear Sir/Madam,

Kindly find enclosed herewith Investor Presentation of the Company for the third quarter /nine months ended 31st December, 2016.

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

Thanking you,

Yours faithfully,

For Aurionpro Solutions Limited

Amit Sheth
Co-Chairman & Director

Aurionpro Solutions Ltd. Mumbai

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POSSIBILITIES BEYOND. ENABLED

Q3 FY17 Investor Presentation

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

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Q3FY17 Financial Review

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Q3 FY17 key highlights

Rs.146.79 Crore
$22.24 M in Revenue

Rs. 12.95 Crore
$1.96 M in EBITDA

Rs. 6.07 Crore
$0.92 M in PAT

+11.8 %
PAT QoQ

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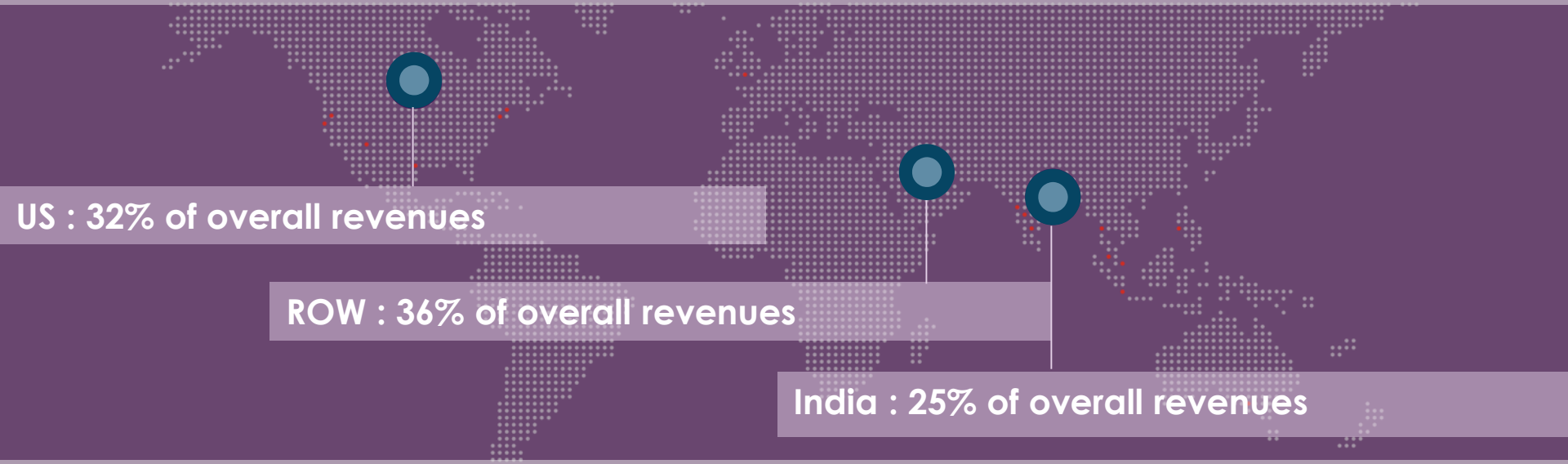
Q3FY17 Business Highlights

24 offices in 15 countries | 1370 + employees | 6 customers over $1M Q3FY17 revenue



- Won a large IAM engagement with an Australian Government Organization
- One of the big PSU banks in India chose iServe multi-function kiosk for transforming their retail banking
- Won a key Smart City project for the state of Chhattisgarh
- 29 Clients from Global Fortune 500 list

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Key Financial Metrics

Quarterly Metrics

(Rs. In Crores)

Metric	Q3 FY17	Q2 FY17	Q3 FY16	Change QoQ	Change YoY
Revenue	146.79	165.49	187.28‡	-11.3%	-21.6%
EBITDA	12.95δ	17.27	23.61	-25.0%	-45.1%
EBITDA %	8.8%	10.4%	12.6%	-1.6%	-3.8%
PAT*	6.07	5.43	14.08	11.8%	-56.9%
PAT %	4.1%	3.3%	7.5%	0.9%	-3.4%

* PAT is Net Profit after Minority Interests

δ Includes Rs 7.3 Cr of investment in ISLA Product Engineering & Business Development

‡ Q3FY16 Revenue includes IT services revenues of Rs 28.64 Cr

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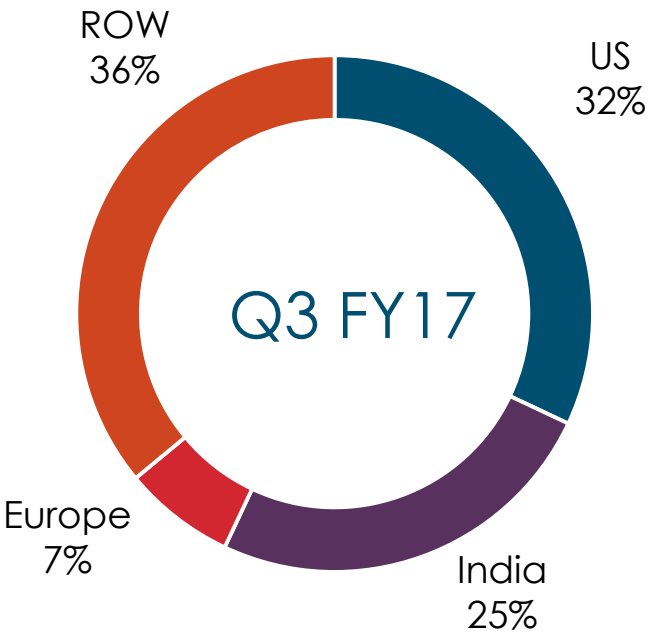
Revenue Distribution by Region



Region	Q3 FY17	Q2 FY17	Q3 FY16
US	32%	34%	46%
Europe	7%	7%	5%
India	25%	36%	21%
ROW	36%	23%	28%

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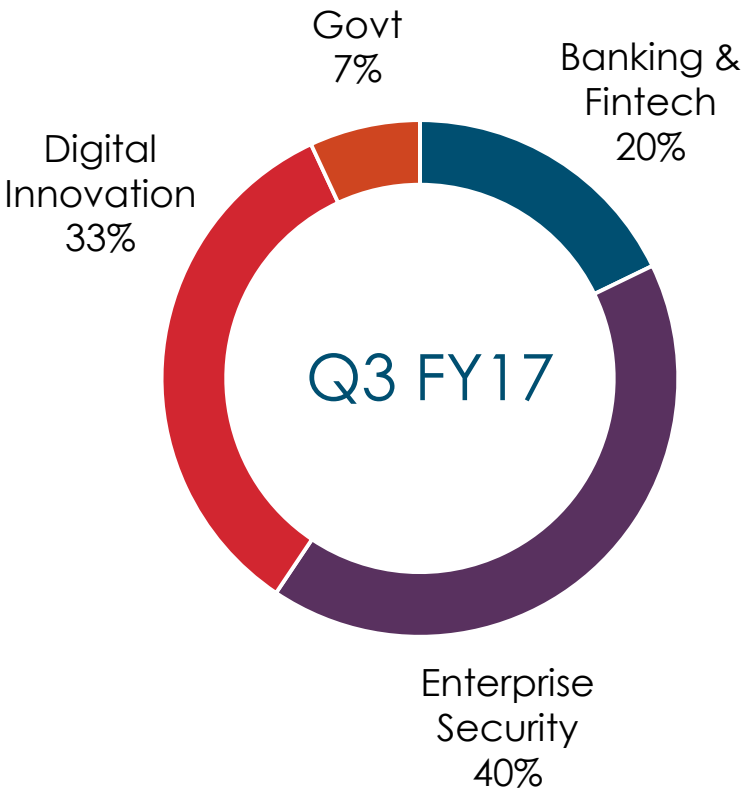
Revenue Distribution by Line of Business



(Rs. In Crores)

LOB	Q3 FY17	Q2 FY17	Q3 FY16
Enterprise Security	58.35	61.99	73.41
Digital Innovation	48.25	45.15	46.17
Industry Sol – Banking & Fintech	29.35	21.90	32.87
Industry Sol – Govt	10.84	36.45	6.19
IT Services	-	-	28.64
Total	**146.79**	**165.49**	**187.28**

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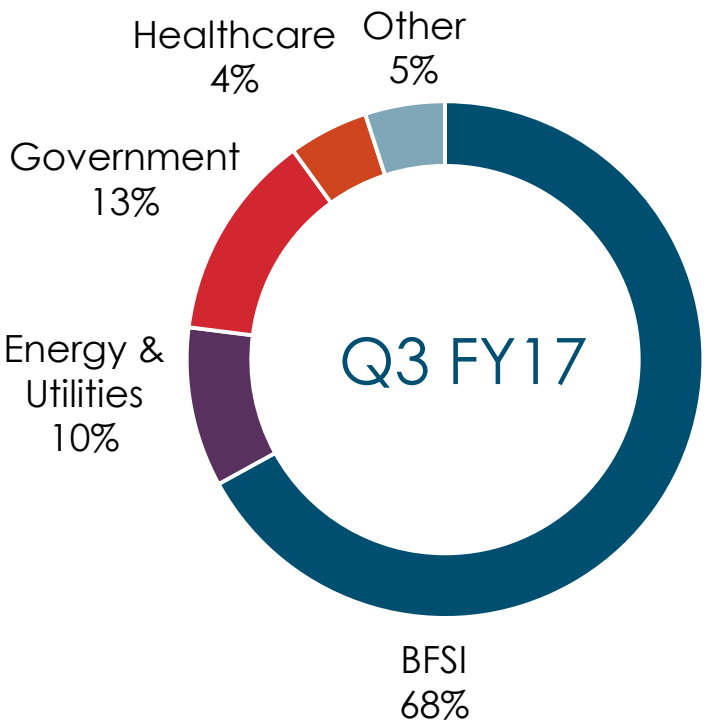
Revenue Distribution by Industry



(Rs. In Crores)

Industry	Q3 FY17	Q2 FY17	Q3 FY16
BFSI	100.28	106.13	126.35
Energy & Utilities	14.98	11.54	24.47
Government	19.23	38.14	20.16
Healthcare	6.45	4.83	11.37
Others	5.85	4.85	4.93
Total	**146.79**	**165.49**	**187.28**

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Key Customer Metrics

Revenue Contribution:

Customer	Q3 FY17	Q2 FY17	Q3 FY16
Top Client	9.2%	17.0%	6.8%
Top 5 Clients	23.5%	33.0%	25.1%
Top 10 Clients	34.5%	42.1%	35.9%

Customer Engagement Size:

Quarterly Revenue	Q3 FY17	Q2 FY17	Q3 FY16
>$1 Mn	6	6	6
$0.5Mn - $1Mn	7	8	6
<$0.5 Mn	62	57	61

(Clients below $100K in quarterly revenue not included)

Services Utilization:

Resource types	Q3 FY17	Q2 FY17	Q3 FY16
Onsite	80.9%	84.4%	85.4%
Offshore	72.9%	71.2%	68.2%

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Key Employee Metrics

Role	Q3 FY17	Q2 FY17	Q3 FY16
Technical (Delivery)	1186	1170	1225
Trainees	23	10	32
Operations	65	75	78
Sales	80	82	97
Management	21	21	28
Total	**1375**	**1358**	**1460**
Attrition Rate (TTM basis)	17.7%	18.6%	17.4%
Average Experience (years)	**6.93**	**6.92**	**7.86**

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Thank You

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