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06th August, 2018

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 Year ended 31st March, 2018 (Post Demerger) and for the quarter ended on 30th June 2018.

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

Thanking you,

Yours faithfully,

For Aurionpro Solutions Limited

AURIONPRO SOLUTIONS LIMITED

Ninad Kelkar
Company Secretary

Encl: as above

Aurionpro Solutions Limited
Synergia IT Park, Plot No. R-270,
T.T.C. Industrial Estate, Gautam Nagar,
Near Rabale Police Station, Rabale,
Navi Mumbai - 400 701. MH - INDIA
phone +91 22 4040 7070
fax +91 22 4040 7080
info@aurionpro.com
www.aurionpro.com
CIN L99999MH1997PLC111637

Investor Presentation

August 2018

Safe Harbor

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Agenda

About **AURIONPRO**

Performance Highlights

DEMERGER Update

Business Offerings

- ISLA
- Banking & Fintech
- Government Solutions

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

Aurionpro at a Glance

AT A GLANCE

Founded in
1997

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	NA HQ.	Global HQ.
2005	San Ramon, CA	Mumbai

Revenue	Employees	Offices
18+ Mn USD	1100+	15 Offices in 12 countries

Global Customers	Solutions delivered	Clients
100+ Customers	22 Countries	10 Fortune 500 Clients

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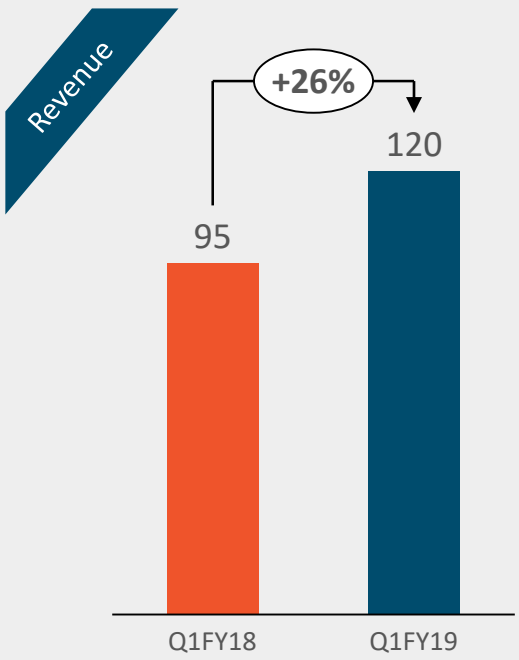
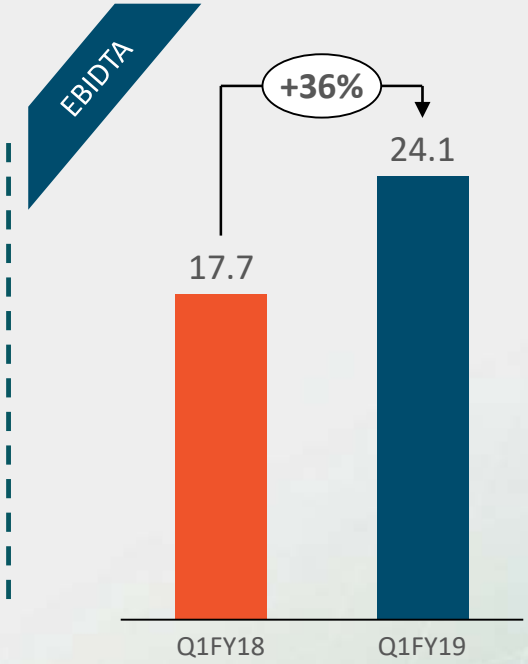
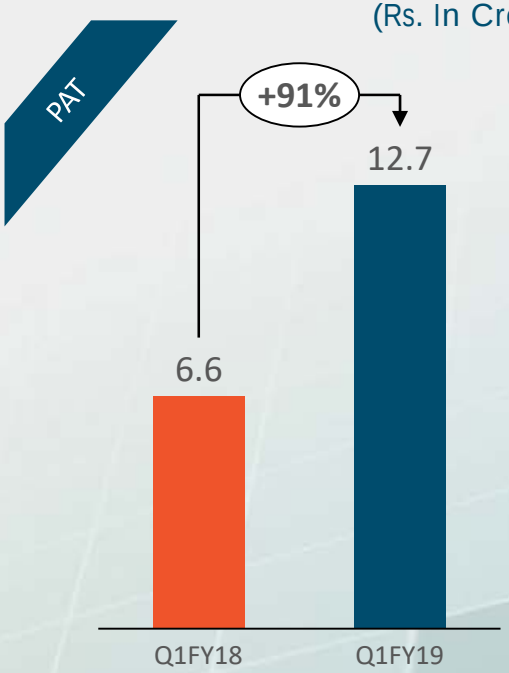
Performance Highlights

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

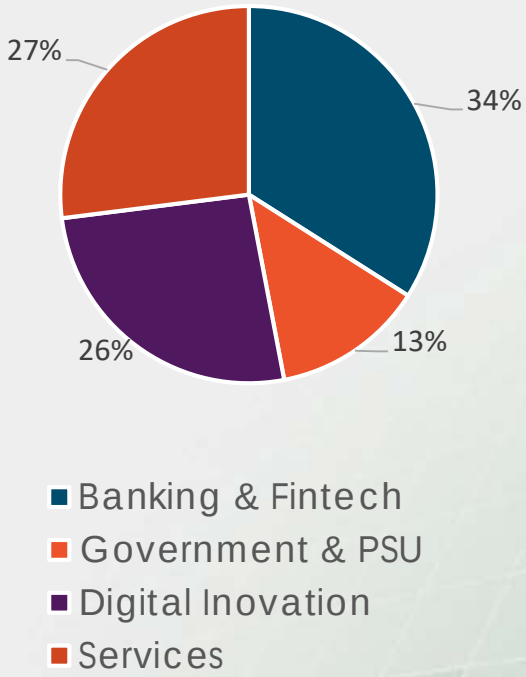
Profit & Loss Statement

(Rs. In Crores)

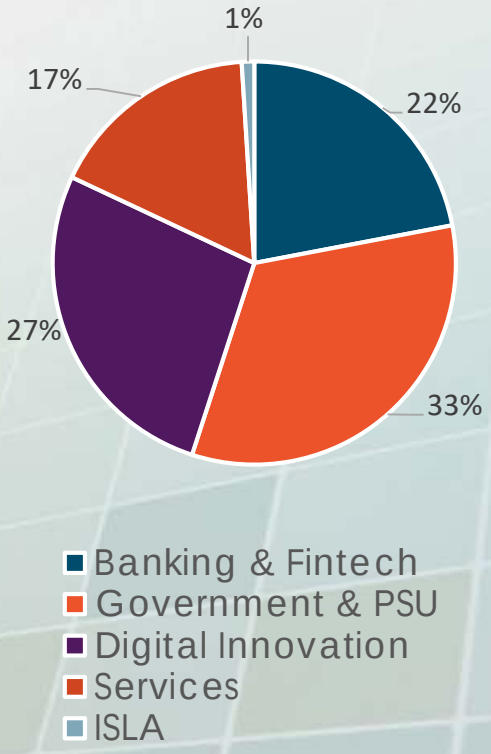
Particulars	Consolidated				
	Q1 FY19	Q1 FY18	Y-o-Y	Q4 FY18	Q-o-Q
Revenue from Operations	**120.18**	**94.85**	**26.7%**	**110.55**	**8.7%**
Less: Expenses					
Software Development Charges	40.22	34.39		36.74	
Changes in Inventories	(0.47)	(11.27)		(7.15)	
Employee Expenses	40.89	43.45		47.56	
Other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

Revenue Mix Across Segments

Q1 FY18 Revenue Mix across Segments



Q1 FY19 Revenue Mix across Segments



Q1 FY19 Business Updates

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.

Q1 FY19 Business Updates

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 15th September. Aurionpro has invested Rs. 22 Crores till date.

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Demerger Update

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**

1 Share of TSL

Consideration for Demerger

For every 2 Shares of ASL

(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

(Rs. In Crores)

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
Revenue	**492.48**	**418.55**	**87.51**
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
Total Expenses	**397.94**	**338.68**	**72.30**
EBIDTA	**94.54**	**79.86**	**15.21**
Other Income	5.33	5.69	0.38
Finance cost	19.23	13.97	5.26
Depreciation	34.49	32.25	2.24
PBT	**46.16**	**39.34**	**8.08**
Provision for tax	3.82	1.45	1.19
PAT from ordinary activities	**42.34**	**37.89**	**6.89**

Financial FY 18: Pre & Post Demerger

(Rs. In Crores)

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

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Business Offerings

Aurionpro's Offerings

ISLA

ISLA – MALWARE ISOLATION TECHNOLOGY

Consulting Services & Cloud Products

GOVERNMENT SERVICES

Banking & Fintech

CASH MANAGEMENT

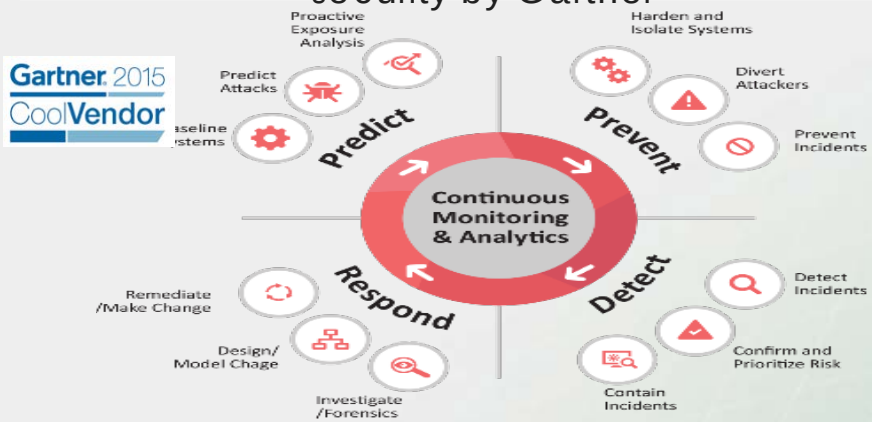
LOANS & ALTERNATE LENDING

DIGITAL EXPERIENCE PLATFORM

ISLA

- 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

Source : Gartner

Banking & Fintech – Loans & Alternate Lending

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

CIMB BANK

Maybank

بنك الإمارات دبي الوطني
Emirates NBD

UOB

OCBC Bank

Banking & Fintech – Digital Experience Platform

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

State Bank of India

VFS GLOBAL

مصرف الإمارات الإسلامي
EMIRATES ISLAMIC BANK

punjab national bank

بنك أبوظبي الوطني
NBAD

बैंक ऑफ़ बड़ौदा
Bank of Baroda

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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

सेन्ट्रल बैंक ऑफ़ इंडिया Central Bank of India 1911 से आपके लिए ''केंद्रित'' "CENTRAL" TO YOU SINCE 1911

AXIS BANK

بنك أبوظبي التجاري ADCB

بنك الاتحاد الوطني UNION NATIONAL BANK the bank that cares

AU SMALL FINANCE BANK

DFCC BANK Keep Growing

HDFC BANK

Government Solutions

- 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

Contact Us

Company :	Investor Relations Advisors :
Aurionpro Solutions Limited CIN: L99999MH1997PLC111637 Mr. Ninad Kelkar investor@aurionpro.com www.aurionpro.com	Strategic Growth Advisors Private Limited CIN: U74140MH2010PTC204285 Mr. Sagar Shroff / Ms. Ami Parekh sagar.shroff@sgapl.net / ami.parekh@sgapl.net +91 98205 19303 / +91 80824 66052 www.sgapl.net