

Aurionpro Solutions Limited

January 30, 2025

Facilities/Instruments	Amount (₹ crore)	Rating ¹	Rating Action
Long Term Bank Facilities	-	-	Reaffirmed at CARE BBB; Stable and Withdrawn
Short Term Bank Facilities	-	-	Reaffirmed at CARE A3+ and Withdrawn

Details of instruments/facilities in Annexure-1.

Rationale and key rating drivers

Care Ratings has reaffirmed and withdrawn the outstanding ratings of 'CARE BBB; Stable/ CARE A3+' assigned to the bank facilities of Aurionpro Solutions Limited (ASL) with immediate effect. The above action has been taken at the request of ASL and 'No Objection Certificate' received from the banks that have extended the facilities rated by CARE Ratings.

Analytical approach: Consolidated

CARE Ratings has considered the consolidated business and financial profile of ASL. Moreover, details about the same have been provided in Annexure-6.

Outlook: Stable

The stable outlook reflects that the company is likely to maintain its steady growth in revenue while continuing its current financial risk profile.

Detailed description of key rating drivers

Key strengths

Professionally qualified and experienced promoters

ASL has a qualified promoter and management team with a significant track-record in the IT and banking industry. The Managing Director of the company Mr. Paresh Zaveri holds a degree in engineering and MBA in finance. He has more than two decades of experience in corporate finance, supply chain, general management, and strategic planning. The Co-Chairman Mr. Amit Sheth, also an engineering graduate and Postgraduate in finance, has more than two decades of experience in corporate finance, technology etc. along with deep domain expertise in banking operations and cash management. The Group CEO Mr. Ashish Rai is a seasoned business leader with over 22 years of experience in building and leading fintech and enterprise software businesses across the globe.

Improvement in TOI with stable profitability margins

In FY24 the revenue increased by ~35% to Rs 887.47 crores owing to ASL's market position in the BFSI software segment, marked by diverse product portfolio providing solutions across lending, corporate banking, treasury, fraud prevention risk management, internet banking, payments and forex.

Comfortable and improved capital structure and coverage indicators

The overall gearing ratio of the company improved to 0.14x in FY24 vis-à-vis 0.22x in FY23. PBILDT interest coverage ratio of the company was 15.17x in FY24 (PY: 13.47).

Key weaknesses

Susceptibility of profitability to manpower costs amidst pricing pressure

IT sector is a manpower-intensive business model. The employee costs constituted nearly 30-35% of total revenue of the company. Hence, it remains exposed to industry wide risks of high attrition rates due to numerous growth opportunities available in the domestic market, wage inflation, etc. which can also put pressure on the margins. Hence, the ability of the Company to hire and retain talent coupled with its ability to manage their cost via efficient utilization rate remains critical.

Intense competition and industry risk

ASL is a relatively moderate-scale player in the IT services industry which is dominated by large multinationals with deep pockets. The industry faces intense competition due to low entry barriers. The IT industry also faces challenge from rapid technological changes, which may lead to obsolescence of certain software/services. The players in this industry is also exposed to macro-economic factors like adverse changes in U.S. laws, including those relating to outsourcing and immigration. In case of recession, the IT spending would be impacted in these regions and margins of the companies would be under pressure. IT being discretionary

¹Complete definition of ratings assigned are available at www.careratings.com and other CARE Ratings Limited's publications

spend, any cost reduction initiative would result in reduction in IT spends by the clients. However, the verticals and client segment that ASL operates in would minimize the impact of such recession.

Stretched collection period

The company has long collection period, it offers credit period of 60-90 days to its client both in India and Rest of the World. Collection period remained stretched at 99 days in FY24 as compared to 92 days in FY23. The credit risk profile of ASL thus remains sensitive to- the management of its working capital, including timely realisation of receivables from government entities and PSUs.

Liquidity: Adequate

Liquidity of ASL is adequate marked by free cash/bank balance of Rs 249.67 crores as on March 31,2024 and cash accruals of Rs 166.55 crores in FY24. Further, in H1FY25 the total debt of the company declined to Rs 31.32 crores as against of Rs 81.25 crores as March 31,2024.

Environment, social, and governance (ESG) risks

Environment Risk: The environmental risk for ASL is low as it provides software products and consulting services primarily to the banking vertical in India and abroad. It also provides self-serving technologies which enables financial institutions, utility, telecom and government organization to migrate, automate and manage customer facing business process to self- service channels.

Social Risk: ASL undertakes, promotes and funds various social initiatives in an organised manner, through Aurionpro Foundation, a section 8 Company under the Companies Act, 2013. Some of the initiatives include Support for Performing 200 Free Cataract Surgeries & Procuring Medical Equipment for Indigent Rural People in Bihar ; Construction of Toilets for School Children at Vaitarana, Igatpuri, Nasik District, Maharashtra; The company has donated its CSR fund to the Rotary Club of Powai Charitable Trust and the Malad Kandivli Education Society.

Governance Risk: ASL is professionally managed, and management has the freedom to run the enterprise within the framework of effective accountability.

Applicable criteria

[Consolidation](#)

[Definition of Default](#)

[Liquidity Analysis of Non-financial sector entities](#)

[Rating Outlook and Rating Watch](#)

[Financial Ratios – Non financial Sector](#)

[Withdrawal Policy](#)

[Service Sector Companies](#)

[Short Term Instruments](#)

About the company and industry

Industry classification

Macroeconomic indicator	Sector	Industry	Basic industry
Information Technology	Information Technology	IT - Services	IT Enabled Services

Aurionpro Solutions Limited (ASL), incorporated on October 31, 1997 is engaged in the business of providing solutions to corporate banking, treasury, fraud prevention and risk management, internet banking governance and compliance. ASL, which has grown inorganically over the years, is headquartered in Mumbai and operates through its subsidiaries and affiliates mainly in USA, UK, Singapore, Hong Kong, Malaysia, Thailand, Australia and India. ASL provides software products and consulting services primarily to the banking vertical in India and abroad.

Brief Financials (₹ crore)	March 31, 2023 (A)	March 31, 2024 (A)	H1FY25 (UA)
Total operating income	659.33	887.47	539.89
PBILDT	145.05	198.31	111.96
PAT	101.89	142.93	90.11

Overall gearing (times)	0.22	0.14	NA
Interest coverage (times)	13.47	15.17	NA

A: Audited UA: Unaudited; NA: Not available; Note: these are latest available financial results

Status of non-cooperation with previous CRA: Not applicable

Any other information: Not applicable

Rating history for last three years: Annexure-2

Detailed explanation of covenants of rated instrument / facility: Annexure-3

Complexity level of instruments rated: Annexure-4

Lender details: Annexure-5

Annexure-1: Details of instruments/facilities

Name of the Instrument	ISIN	Date of Issuance (DD-MM-YYYY)	Coupon Rate (%)	Maturity Date (DD-MM-YYYY)	Size of the Issue (₹ crore)	Rating Assigned and Rating Outlook
Fund-based-Long Term		-	-	-	0.00	Withdrawn
Non-fund-based - ST-Bank Guarantee		-	-	-	0.00	Withdrawn
Non-fund-based - ST-Bank Guarantee		-	-	-	0.00	Withdrawn
Non-fund-based - ST-Bank Guarantee		-	-	-	0.00	Withdrawn
Term Loan-Long Term		-	-	NA	0.00	Withdrawn

Annexure-2: Rating history for last three years

Sr. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating History			
		Type	Amount Outstanding (₹ crore)	Rating	Date(s) and Rating(s) assigned in 2024-2025	Date(s) and Rating(s) assigned in 2023-2024	Date(s) and Rating(s) assigned in 2022-2023	Date(s) and Rating(s) assigned in 2021-2022
1	Term Loan-Long Term	LT	-	-	1)CARE BBB; Stable (30-Jan-25)	1)CARE BBB; Stable (26-Dec-23)	1)CARE BBB; Stable (02-Dec-22)	1)CARE BBB; Stable (03-Jan-22)
2	Fund-based-Long Term	LT	-	-	1)CARE BBB; Stable (30-Jan-25)	1)CARE BBB; Stable (26-Dec-23)	1)CARE BBB; Stable (02-Dec-22)	1)CARE BBB; Stable (03-Jan-22)
3	Non-fund-based - ST-Bank Guarantee	ST	-	-	1)CARE A3+ (30-Jan-25)	1)CARE A3+ (26-Dec-23)	1)CARE A3+ (02-Dec-22)	1)CARE A3+ (03-Jan-22)
4	Non-fund-based - ST-Bank Guarantee	ST	-	-	1)CARE A3+ (30-Jan-25)	1)CARE A3+ (26-Dec-23)	1)CARE A3+ (02-Dec-22)	1)CARE A3+ (03-Jan-22)
5	Non-fund-based - ST-Bank Guarantee	ST	-	-	1)CARE A3+ (30-Jan-25)	1)CARE A3+ (26-Dec-23)	1)CARE A3+ (02-Dec-22)	1)CARE A3+ (03-Jan-22)

LT: Long term; ST: Short term; LT/ST: Long term/Short term

Annexure-3: Detailed explanation of covenants of rated instruments/facilities: Not applicable

Annexure-4: Complexity level of instruments rated

Sr. No.	Name of the Instrument	Complexity Level
1	Fund-based-Long Term	Simple
2	Non-fund-based - ST-Bank Guarantee	Simple
3	Term Loan-Long Term	Simple

Annexure-5: Lender details

To view the lender wise details of bank facilities please [click here](#)

Annexure-6: List of entities consolidated

Sr No	Name of the entity	Extent of consolidation	Rationale for consolidation
1	Aurionpro Solutions Pte Limited	Full	The subsidiaries/Joint Ventures are into same line of business and are operating under the common management.
2	PT Aurionpro Solutions	Full	
3	Aurofidel Outsourcing Ltd	Full	
4	Intellvisions Solutions Private Limited.	Full	
5	Aurionpro Transit technologies private limited.	Full	
6	Aurionpro Transit Solutions Pvt Ltd	Full	
7	Aurionpro Foundation (Section 8 Company)	Full	
8	Aurionpro Toshi Automatic Systems Private Limited	Full	
9	Aurionpro Payment Solutions Private Limited	Full	
10	Aurionpro Fintech Inc	Full	
11	Aurionpro Holdings Pte. Ltd.	Full	
12	Integro Technologies Pte. Ltd	Full	
13	Integro Technologies SDN BHD	Full	
14	Integro Technologies Co. Ltd	Full	
15	Aurionpro Market Systems Pte Ltd	Full	
16	Integrosys Corporation	Full	
17	Integro Technologies (Vietnam) Limited Liability Co.	Full	
18	Aurionpro Solutions (Africa) Ltd	Full	
19	Aurionpro Solutions PLC	Full	
20	Aurionpro Transit Pte. Ltd., Singapore	Full	
21	SC Soft SDN BHD	Full	
22	Shenzhen SC Trading Co. Limited	Full	
23	SC Soft Inc, Canada (w.e.f 16/03/2022)	Full	
24	Aurionpro Technology Solutions Pty Ltd, Australia (w.e.f 19/04/2022)	Full	
25	Real Patients Solutions Inc., USA (Formerly known as Hello Patients Solutions Inc., USA)	Full	
26	SC soft Americas LLC, USA	Full	
27	Aurionpro Transit Technologies Solutions Limited	Full	
28	Aurionpro Payment Solutions Pte Limited	Full	
29	Neo BNK Pte Ltd.	Full	
30	Intellvisions Software LLC,UAE	Proportionate	
31	Aurlonpro Middle East for Information Technology Company	Proportionate	

Note on complexity levels of rated instruments: CARE Ratings has classified instruments rated by it based on complexity. Investors/market intermediaries/regulators or others are welcome to write to care@careedge.in for clarifications.

Contact us

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About us:

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