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POSSIBILITIES BEYOND. **ENABLED**

Q2 FY16 Investor Presentation

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"We help businesses accelerate digital innovation, securely"

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Q2FY16 Financial Review

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Q2 FY16 key highlights

Rs.176.84 Crore
$28.52M in Revenue

Rs.20.93 Crore
$3.38M in EBITDA

Rs.15.22 Crore
$2.45M in PBT

+8%
Revenue QoQ

-14%
EBITDA QoQ

-17%
PBT QoQ

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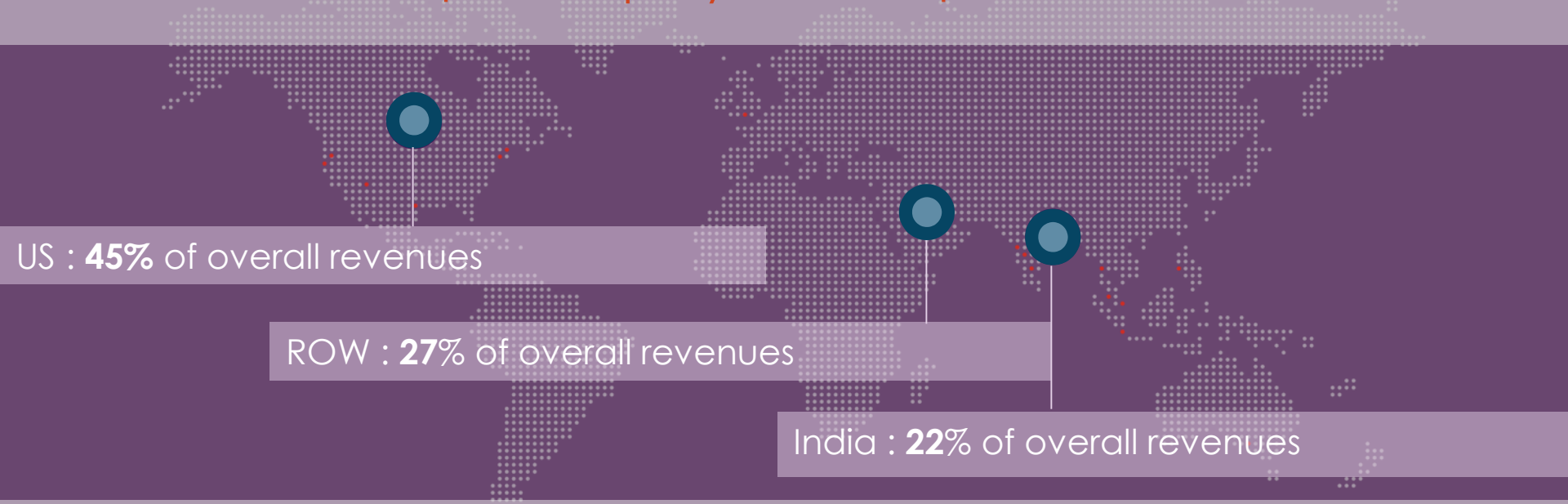
Q2FY16 Business Highlights

22 offices in 13 countries | 1440+ employees | 5 customers over $1M Q2FY16 revenue



- 24 clients from global Fortune 500 list
- Successful launch of ACE (Aurionpro Customer Engagement) platform at Money2020
- First SCM deal signed in Europe with ISS Polumbo
- First lending deal closed in ME with largest bank in GCC area

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Key Financial Metrics

Quarterly Metrics

(Rs. In Crores)

Metric	Q2 FY16	Q1 FY16	Q2 FY15*	Change QoQ	Change YoY
Revenue	176.84	164.28	184.31	+7.65%	-4.05%
EBITDA	20.93	24.26	32.94*	-13.71%	-36.46%
EBITDA %	11.8%	14.8%	17.9%	-2.93%	-6.04%
PBT	15.22	18.23	20.37*	-16.51%	-25.28%
PBT %	8.6%	11.1%	11.1%	-2.49%	-2.45%

* For like for like comparison, removing capitalization effect from Q2FY15 will result in EBITDA of 15.2% and PBT of 8.3%

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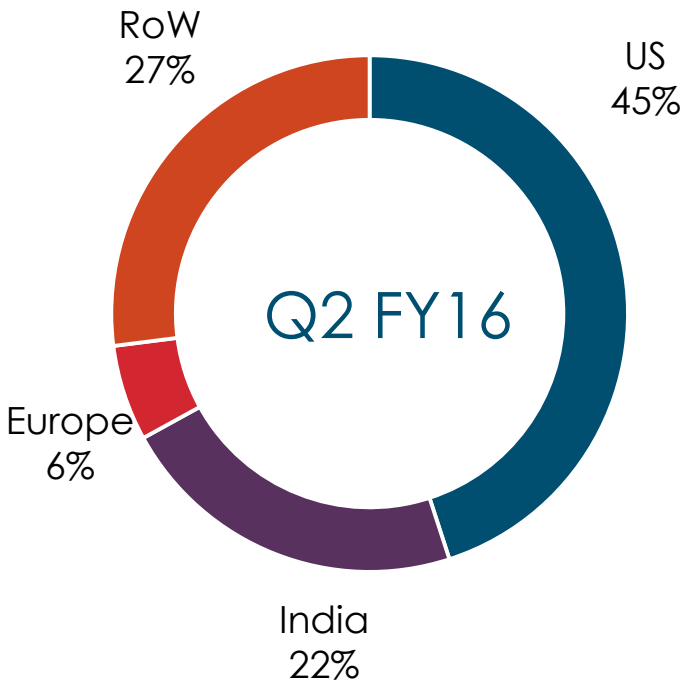
Revenue Distribution by Region



Region	Q2 FY16	Q1 FY16	Q2 FY15
US	45%	42%	42%
Europe	6%	7%	6%
India	22%	24%	23%
ROW	27%	27%	29%

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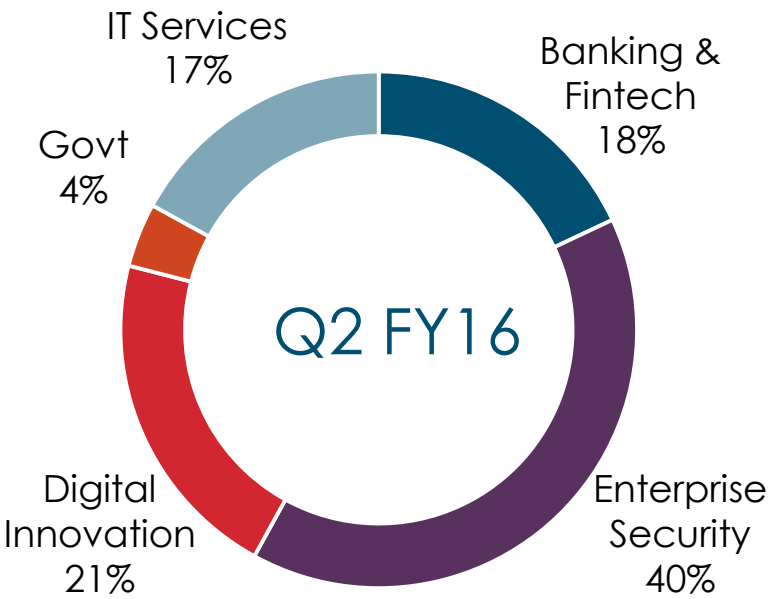
Revenue Distribution by Line of Business



(Rs. In Crores)

LOB	Q2 FY16	Q1 FY16	Q2 FY15
Enterprise Security	71.50	77.21	63.99
Digital Innovation	36.89	32.94	16.23
Industry Sol – Banking & Fintech	32.35	25.15	42.39
Industry Sol – Govt	6.77	6.54	10.20
IT Services	29.33	22.44	52.10
Total	**176.84**	**164.28**	**184.31**

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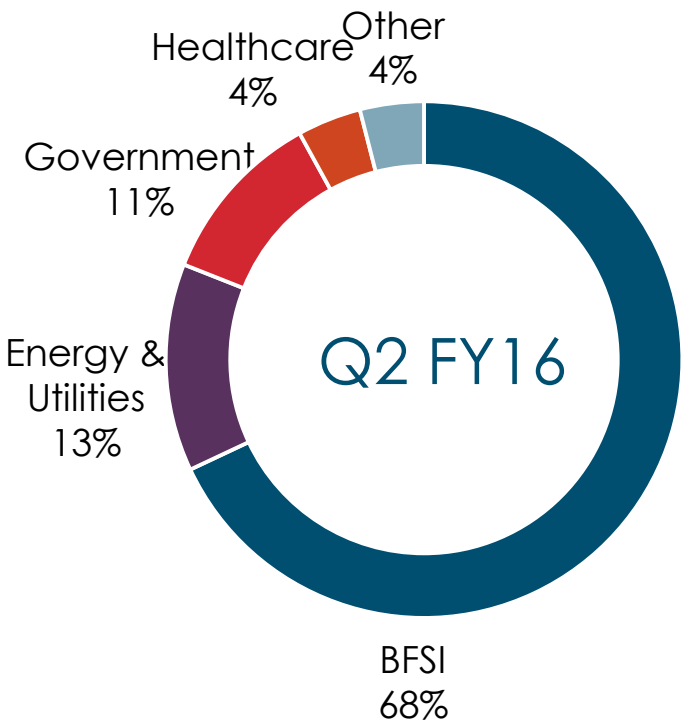
Revenue Distribution by Industry



(Rs. In Crores)

Industry	Q2 FY16	Q1 FY16	Q2 FY15
BFSI	120.61	109.83	115.63
Energy & Utilities	23.28	20.29	22.12
Government	18.74	16.60	18.01
Healthcare	7.07	6.97	8.03
Others	7.14	10.60	20.52
Total	**176.84**	**164.28**	**184.31**

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Key Customer Metrics

Revenue Contribution:

Customer	Q2 FY16	Q1 FY16	Q2 FY15
Top Client	7.1%	7.4%	5.6%
Top 5 Clients	22.5%	23.3%	17.8%
Top 10 Clients	31.9%	33.4%	26.3%

Customer Engagement Size:

Quarterly Revenue	Q2 FY16	Q1 FY16	Q2 FY15
>$1 Mn	5	5	5
$0.5Mn - $1Mn	6	8	6
<$0.5 Mn	65	59	51

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

Services Utilization:

Resource types	Q2 FY16	Q1 FY16	Q2 FY15
Onsite	82.4%	87.8%	84.3%
Offshore	65.1%	67.7%	72.1%

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Key Employee Metrics

Role	Q2 FY16	Q1 FY16	Q2 FY15
Technical (Delivery)	1190	1162	993
Trainees	59	53	45
Operations	75	81	74
Sales	95	80	40
Management	23	22	15
Total	**1442**	**1398**	**1167**
Attrition Rate (TTM basis)	17.5%	18.2%	14.7%
Average Experience (years)	**7.5**	**6.8**	**6.5**

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Thank You

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