CAMBRIDGE
**TECHNOLOGY ENTERPRISES**

31st May, 2016

The Listing Dept.,
Bombay Stock Exchange Ltd
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400 001

Ph: 022-22721233/4
Fax: 022 2272 2039, 022 2272 3719

The Listing Dept.,
The National Stock Exchange of India Ltd
Exchange Plaza, Bandra Kurla Complex
Bandra (East),
Mumbai – 400 051

Ph: 022-26598100-8114
Fax No: 022- 26598120

Dear Sir,

Sub: Investor Presentation
Ref.: BSE Scrip Code: 532801, NSE Code CTE

Pursuant to Clause 30 of the SEBI (LODR) Regulations, please find attached herewith the Investor Presentation for Financial year ended 31st March 2016. Kindly take note of the same on records and acknowledge receipt of the same.

Thanking you,

Yours faithfully,
For Cambridge Technology Enterprises Ltd

T V Siva Prasad
CFO & Company Secretary

Cambridge Technology Enterprises Ltd. Hyderabad

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CAMBRIDGE
TECHNOLOGY ENTERPRISES

# CTE / **FY16 INVESTOR PRESENTATION**

May 2016

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TODAY

*OPPORTUNITY*

*PLAN*

*INNOVATION*

*RESULTS*

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"Big data and machine intelligence is everywhere - so the ability [for businesses] to find people, to talk specifically to them, to judge them, to rank what they're doing, to decide what to do with your products – changes every business globally."

Eric Schmidt, Executive Chairman of Alphabet

**According to market leaders, this is a trillion dollar opportunity.**

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**CTE** helps organisations seeking to realize their business potential to capture new enterprise value by leveraging the convergence of **big data and the cloud** and unleashing the potential of **Artificial Intelligence and Machine Learning**

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# *WE BELIEVE...*

1. **BIG DATA AND THE CLOUD ARE GAME CHANGERS** transforming how businesses are defined, designed and delivered and enterprise value is captured.

2. **AI AND MACHINE LEARNING WILL DEFINE INDUSTRIES** both new ones and old, transforming data into a valuable knowledge asset and a catalyst for disruption.

3. **THE TREND IS ACCELERATING** with 90% of the world's data having been created in the past 2 years and growing 40% annually.

4. **A GLOBAL RESOURCE SHORTAGE FUELS OPPORTUNITY** with an estimated shortage of 1.5M managers/analysts and 200K data scientists in the U.S. by 2018.

5. **COMPANIES SEEK END-TO-END PARTNERS** which CTE through its services, partnerships and experienced team is uniquely positioning to deliver.

Sources: IBM, Mckinsey Global Institute, IDC

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We are delivering end-to-end services to **leading vertical customers** and partnering with **new innovative companies**.

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# *2 year business plan*

## USD 2 Million in revenue/month

by March 2017

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# *Business plan pillars*

1

## BUILD PARTNERSHIPS

Forged partnerships with leading technology innovators (Pentaho, Amazon, Oracle)

2

## GET CUSTOMERS

Focus on referenceable clients across target verticals

3

## REACH SCALE

Recruit talent pool to support growth
Investing in training to build core foundation

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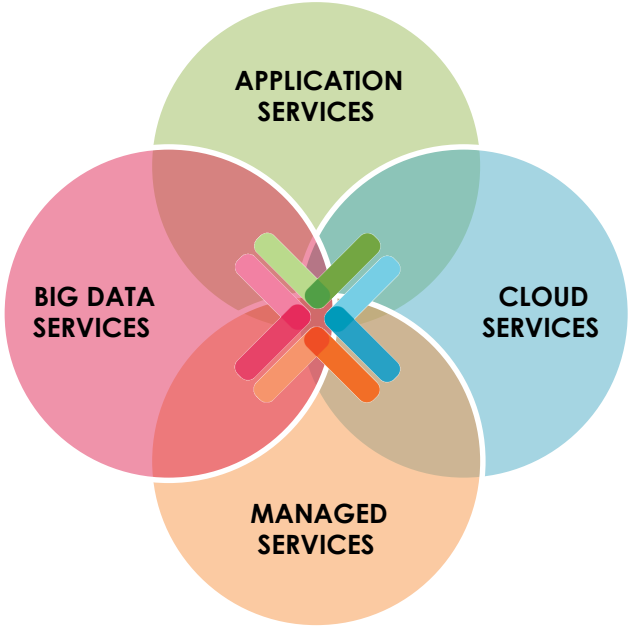
# *End-to-end big data & cloud services*




## APPLICATION

Development & Maintenance

Migration & Transformation

Testing

Mobility

## BIG DATA

Architecture, Design

Cluster Setup and management

Enterprise Data Warehouses

Descriptive, Predictive, Prescriptive, Analytics Applications

Machine Learning and AI solutions

## CLOUD

Cloud Strategy

Transformation Migration

SaaS Development

## MANAGED

Proactive Monitoring

Automation

Cloud Infrastructure management

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# *Partners for growth & differentiation*

| | |
|---|---|
| ETL & ANALYTICS | pentaho A Hitachi Group Company |
| ENTERPRISE SOLUTIONS | ORACLE Platinum Partner |
| CLOUD COMPUTING | amazon web services™ |
| LOAD TESTING & MONITORING | Apica |
| IDENTITY MANAGEMENT | FORGEROCK |
| SOFTWARE ANALYTICS | New Relic. |
| MANAGED CLOUD | rackspace. the open cloud company |
| DATA VISUALIZATION | tableau PARTNER |

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# *Focus verticals in the U.S.*

Energy Utilities | Life Science Pharma | Industrials | BFSI | Data Infrastructure | Cambridge Innovations | Cambridge BizServe

We now have a referenceable client in each vertical.
Our clients are world's leading companies in their respective verticals.

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# *Launched Cambridge BizServe*

/ Launched Cambridge BizServe in Q4FY16, a vertical focused to effectively manage business processes and provide business insights through analytics to our clients.

/ Cambridge BizServe is a fast growing vertical for CTE and accounts for approx. 5% of our consolidated revenues.

/ Our comprehensive offering enables our customers in:

- *Reducing their operational cost via support services*
- *Providing the right cloud framework*
- *Assisting in business decisions via analytics*

/ Offshore development centres in Hyderabad and Chennai.

CTE BizServe

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# *Innovation Initiative*

/ Startups are driving adoption of disruptive technologies Big Data, Cloud, and Machine Learning.

/ Making them transformative.

/ CTE launched Cambridge Innovations (CI) in Q3FY16 to partner with the most innovative new U.S. startups leveraging big data and the cloud for transformative disruption.

CTE Innovations

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# *CI Goals*

## REVENUE

We have contracts to develop technologies for each company we invest in. CI is a fast growing vertical for CTE and accounts for approx. 10% of our consolidated revenues.

## TALENT

We attract and upskill top talent by enabling them to work with innovative companies with the latest technologies.

## INVESTMENT RETURNS

We participate in the equity upside of each company.

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# *We have made 8 investments in FY16*

authess

CAUSEMO

roadZEN technologies

MyCrowd

OURLY.help

VALET ANYWHERE

PhotoKharma™

Anthill ventures

# *50 investments by March '19*

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# *Financials*

Q4FY16 FY16

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# *Performance*

On track and consistent with the growth

Expanded U.S. and India presence

Strengthened partnership ecosystem

Added 100 approx. to the global talent base

Invested in training and competency centers

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# *Consolidated Income Statement*

| Particulars (In INR Mn) | Q4FY16 | Q4FY15 | Y-o-Y % | FY16 | FY15 | Y-o-Y % |
|---|---|---|---|---|---|---|
| Income from operations | 197.2 | 117.0 | 69% | 658.2 | 322.5 | 104% |
| | | | | | | |
| Expenditure | | | | | | |
| Employee Costs | 109.3 | 52.8 | | 340.7 | 185.5 | |
| Other Expenses | 49.4 | 31.7 | | 203.2 | 79.9 | |
| **EBITDA** | **38.5** | **32.5** | 19% | **114.3** | **57.1** | 100% |
| Other Income | 2.0 | 5.8 | | 13.9 | 10.2 | |
| Depreciation | 15.6 | 26.6 | | 57.8 | 30.8 | |
| Finance Costs | 2.1 | - | | 4.9 | - | |
| PBT | 22.6 | 11.6 | | 65.4 | 36.4 | |
| Tax Expenses | 1.4 | 1.7 | | (25.1) | 5.2 | |
| **PAT** | **21.1** | **9.9** | 113% | **90.5** | **31.2** | 190% |
| EPS (INR) | 1.0 | 0.5 | | 4.6 | 1.5 | |

*In compliance of Accounting Standard on Deferred Taxes, considering increased visibility of profits, the Company has decided to recognize Deferred Tax Assets arising out of carry forward tax losses. Tax Benefit of INR 25 mn is net of opening deferred tax asset after adjusting deferred tax liability on FY16 profits.

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# Consolidated Balance Sheet

| Particulars (In INR Mn) | 31 March 2015 | 31 March 2016 |
|---|---|---|
| EQUITY AND LIABILITIES | | |
| Networth | 289.2 | 387.8 |
| Non Current Liabilities & Provisions | 11.5 | 16.7 |
| Current Liabilities & Provisions | 39.5 | 127.2 |
| **Total Liabilities** | **340.2** | **531.8** |
| | | |
| ASSETS | | |
| Net Fixed Assets | 153.7 | 190.0 |
| Non Current Investments | - | 73.5 |
| Net Deferred Tax Asset | 0.2 | 18.3 |
| Long Term Loans and Advances | 14.7 | 18.4 |
| Amount recoverable from ESOP Trust | - | 11.9 |
| Current Assets | 131.8 | 183.3 |
| Cash and Cash Equivalents | 39.6 | 36.0 |
| **Total Assets** | **340.2** | **531.8** |

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# *Performance so far*

| In INR Mn | Revenues | Y-o-Y % |
|---|---|---|
| **Q4FY15** | 117.0 | 96% |
| **Q1FY16** | 139.9 | 109% |
| **Q2FY16** | 154.4 | 110% |
| **Q3FY16** | 166.5 | 165% |
| **Q4FY16** | 197.2 | 69% |

In order to achieve minimum scale, we are focused to achieve a target of USD 2 Mn revenues per month by March 2017

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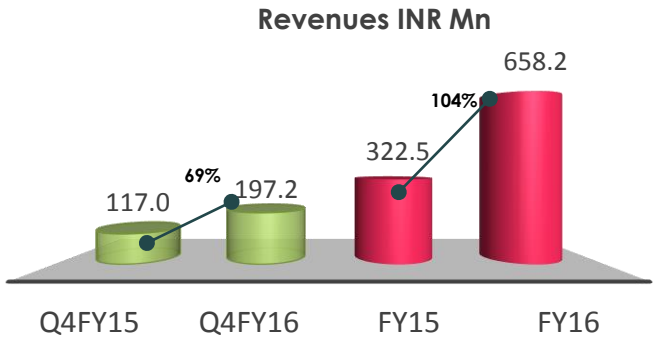
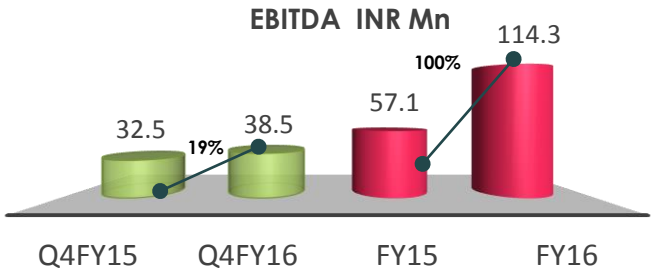
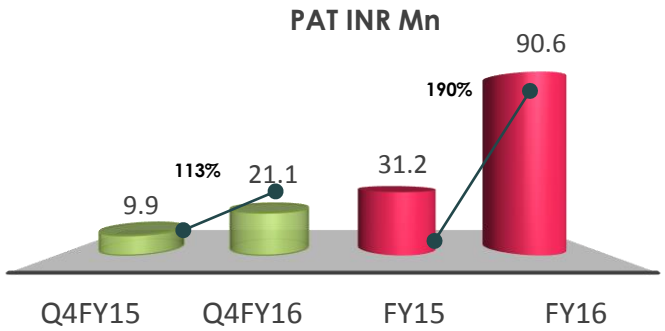
# Highlights




## FOCUSED TO DELIVER

We are focused to deliver our business plan and achieve a revenue run rate of USD 2 Mn per month by March 2017.

## SCALING OPERATIONS

We will continue to invest dollars and man-hours in recruitment & training. This effort is to build the talent for core foundation of growth

## NOTE

*In compliance of Accounting Standard on Deferred Taxes, considering increased visibility of profits, the Company has decided to recognize Deferred Tax Assets arising out of carry forward tax losses.
#Scheme of Reduction of Capital will result in reflecting the true and factual financial position of the Company after receiving approval from Hon'ble High Court.

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# *Takeaways*

## A big opportunity

We are building CTE as an end-to-end market leader in a >$1 trillion market.

## We are on plan

We are on track to achieve USD 2M monthly revenue run rate by Mar '17. While recruiting remains a challenge, we are making good progress here.

## Growth

Growth is being built by remaining cash flow positive, which helps us leapfrog growth by maximizing our ROI.

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# *Annexure*

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# Management

**Aashish Kalra, Chairman CTE & CI**
Aashish Kalra is a pioneering equity investor in Technology, Infrastructure, Real Estate, Energy, Logistics and Hospitality. Earlier as a co-founder of Cambridge Samsung Resources, a leading Systems Integrator, he concluded successful partnerships with Hewlett-Packard, Marubeni, NEC and other global 1000 companies. As the Chairman, he foresees the global operations of CTE, providing strategic vision and leadership to the company.

**Dharani Raghurama Swaroop, Whole Time Director**
D.R.R. Swaroop heads the overall operations in India and is specifically responsible for all the corporate governance and statutory compliances-related aspects of CTE. Prior to his association with CTE, Swaroop co-founded a successful IT systems integration company of more than 150 personnel.

**T.V. Siva Prasad, CFO & Company Secretary**
T.V. Siva Prasad has 15+ years of experience in accounting, finance and compliance. He has contributed in reputed companies such as Tata Projects Ltd., Dr. Reddy's Laboratories, United Breweries and Tech Mahindra. Siva is a qualified Chartered Accountant, an associate member of the Institute of Company Secretaries of India and holds an Executive PG Diploma in Management from Indian Institute of Foreign Trade.

**Nitin Tyagi, VP Enterprise Solutions**
Nitin Tyagi heads the technical delivery of enterprise products. He has over 15 years of professional global experience in the software industry and successfully led multiple consulting, client services, sales and delivery roles. Prior to CTE, Nitin led engineering, development, & commercial production efforts for Zintech Holding, B.V., Netherlands.

**Sudip Kar, VP Delivery**
Sudip Kar heads the delivery and client management at CTE. Prior to joining CTE, he was a founding member of a USA based start-up and successfully merged its technology with a French conglomerate. Over his 20 years of experience in the IT industry, Sudip worked in India as well as USA for various companies like HCL, HP and Delsoft.

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# Management

**Rajesh Krishnamoorthy, Head of Information Technology**
Rajesh Krishnamoorthy has 20 years of experience spanning technology, account management, presales and product development. He specializes in integration, open source product architecture, development and solution architecture as well as managing Big Data engagements. Raj is an alumni of CTE, having earlier worked in Cell Exchange.

**Radha Raghupathy, Director – Cambridge BizServe**
Radha has over two decades of comprehensive experience in Process Management, Operations Management, Team Management & Customer Relationship Management. She brings the expertise of managing global operations, setting up processes, business expansion and growth strategies.

**Alexis Kopikis, VP – Cambridge Innovations**
Alexis has founded five technology startups, and advised 30 others. Prior to Cambridge Innovations Alexis was a partner at PureTech Health (LON:PRTC), piloting the firm's digital health portfolio. Was the founder and CEO at The Sync Project, a data science company developing a platform to measure and harness the properties of music for health; Krush, Inc., a mobile commerce and demand prediction platform for retail; Convoq, a B2B web conferencing company and WorldStreet (acq. Thomson Reuters), a CRM company for the financial services industry.

**Hanumant Bhansali, Manager - Corporate Finance & Head - Investor Relations**
Hanumant Bhansali brings over 6 years of experience in Investment Banking and Corporate advisory. He brings in end to end transaction execution capabilities coupled with incisive business and financial analysis. He has successfully completed transactions across a range of sectors. Prior to CTE, Hanumant has contributed in reputed companies such as TCS, Seagull and Nine Rivers Capital Advisors. Hanumant is a MBA in Finance from Welingkar Institute of Management and B Tech from JNTU.

**Sundar Subramaniam, Cambridge Innovations**
Sundar has spent his career driving innovation and creating profitable companies in technology, energy and biotechnology. He is a proven leader in building lean, execution-oriented teams for software development. Sundar has founded and taken public multiple high-tech companies, including enterprise software and genomics information companies. Sundar was Adjunct Assistant Professor of Finance at Brandeis University. An MBA from MIT, and an MS from Harvard-MIT Health Science and Technology.

**Alan Roth, GC – Cambridge Innovations**
Alan Roth's wide and deep experience with closely and publicly-held, well-established and start-up, for-profit and non-profit businesses in many industries (though mostly tech) has enabled him to consistently close deals for his clients on the best possible terms. Alan graduated Amherst College magna cum laude, has a master's degree in Journalism from Columbia University, and took his JD at Stanford Law School.

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# THANK YOU

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