CAMBRIDGE
TECHNOLOGY

9th February, 2017

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

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

Dear Sir,

Sub: "CTE Q3FY17 INVESTOR PRESENTATION"
Ref: Regulation 30 of the Listing Regulations
BSE Scrip Code: 532801, NSE Code: CTE

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith the Investor Presentation captioned "CTE Q3FY17 INVESTOR PRESENTATION".

Thanking You,

Yours faithfully
For Cambridge Technology Enterprises Limited

Cambridge Technology Enterprises Ltd. Hyderabad

T V Siva Prasad
(CFO, Company Secretary & Compliance Officer)

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CAMBRIDGE TECHNOLOGY

CTE / **Q3FY17 INVESTOR PRESENTATION**

Feb 2017

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TODAY

OPPORTUNITY

INTEGRATE

PROGRESS

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** as it is estimated that 2.5 quintillion bytes of data is created daily with enterprise-generated data expected to exceed 240 exabytes daily by 2020. IBM predicts that analytics alone will be a USD 315 billion market by next year, roughly triple the size of India's IT exports. In a KPMG survey of C-suite executives, 99% said that analysis of big data was important to their strategy.

4 **A GLOBAL RESOURCE SHORTAGE FUELS OPPORTUNITY** with an estimated shortage of 290,000 data scientists in the U.S. by 2018 predicted by a McKinsey study.

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

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Sources: IBM, Mckinsey Global Institute, IDC, KPMG

We are focused on providing an integrated end-to-end solution for Big Data, Data Science and Cloud Services.

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Integrated Offering

CAMBRIDGE **INNOVATIONS**

Work with most innovative U.S. startups. Helps us identify cutting edge technologies & attract talent

Build & Manage Technologies for enterprise clients

CAMBRIDGE **BIGDATA**

Integrated Offering

CAMBRIDGE **DATASCIENCE**

Draw insights from data and assist CxOs make decisions

Data Support & Managed Services

CAMBRIDGE **BIZSERVE**

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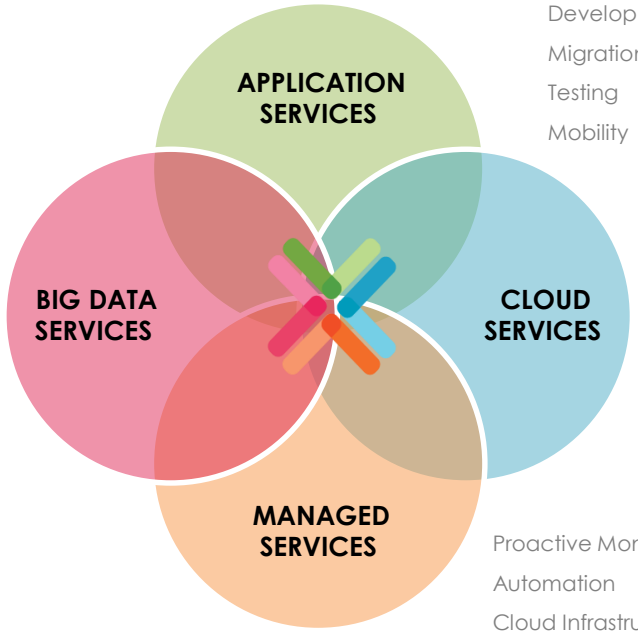
Cambridge Bigdata

/ Build and manage technologies for enterprise clients



Development & Maintenance
Migration & Transformation
Testing
Mobility

Architecture, Design
Cluster Setup and management
Enterprise Data Warehouses
Descriptive, Predictive, Prescriptive,
Analytics Applications
Machine Learning and AI solutions

Cloud Strategy
Transformation Migration
SaaS Development

Proactive Monitoring
Automation
Cloud Infrastructure management

CAMBRIDGE
BIGDATA

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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

Our clients are world's leading companies in their respective verticals.

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Cambridge Bizserve

/ Cambridge Bizserve focusses on effectively managing business processes and provide business insights through analytics to our clients.

/ Provides data support and managed services for the applications we built.

/ Presence in Hyderabad, Bangalore and Chennai.

CTE BizServe

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Cambridge Innovations

/ Cambridge Innovations works with the most innovative new U.S. startups and identify cutting edge technologies.

REVENUE

We have contracts to develop technologies for each company we invest in.

TALENT

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

INVESTMENT RETURNS

We participate in the equity upside of each company.

CTE Innovations

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We have made 10 investments so far

authess

CAUSEMO

roadZEN technologies

OURLY.help

VALET ANYWHERE

MyCrowd

Anthill ventures

PhotoKharma™

EnerAllies™

ComplyGlobal™ Compliance Simplified

50 investments by March '19

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Progress

Q3FY17

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Performance

Reiterates its focus on AI and Machine Learning

Building the base to deliver the next phase of growth

Focused on providing integrated offerings to clients

No impact of New US Visa Policy as we have less than 2% employees on H1B Visa

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Consolidated Income Statement

Particulars (In INR Mn)	Q3FY17	Q3FY16	Y-o-Y %	9MFY17	9MFY16	Y-o-Y %	FY16
Income from operations	257.1	166.5	54%	754.0	460.9	64%	658.2
Expenditure							
Employee Costs	100.1	85.5		311.7	231.3		340.7
Other Expenses	101.3	57.7		270.7	153.7		203.2
EBITDA	**55.6**	**23.1**	141%	**171.6**	**75.8**	126%	**114.3**
EBITDA Margin %	**22%**	**14%**		**23%**	**16%**		**17%**
Other Income	1.3	4.7		5.5	11.8		13.9
Depreciation	9.0	14.5		33.5	42.1		57.8
Finance Costs	2.5	1.6		6.8	2.7		4.9
PBT	45.4	11.7		136.7	42.8		65.4
Tax Expenses	(9.5)	(17.7)		11.7	(26.5)		(25.1)
PAT	**54.9**	**29.4**	86%	**125.0**	**69.4**	80%	**90.5**
PAT Margin %	**21%**	**18%**		**17%**	**15%**		**14%**
EPS (INR)	2.8	1.5		6.4	3.5		4.6

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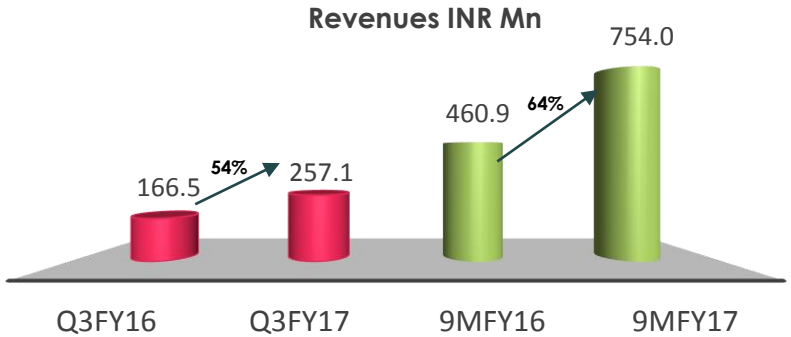
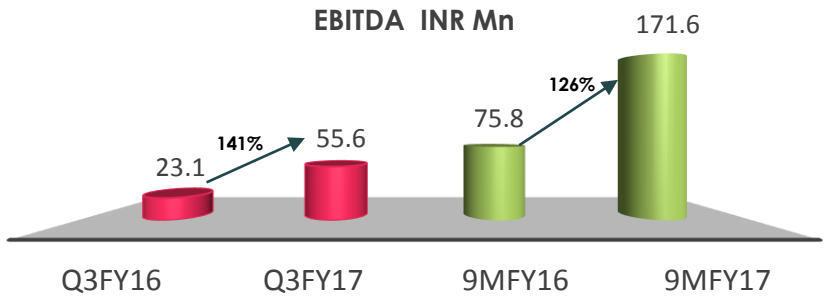
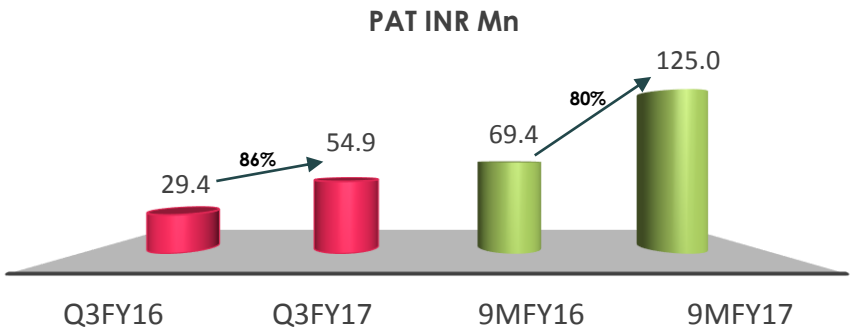
Highlights







BUILDING THE NEW BASE

We have progressed since FY15, when the revenues were INR 322 Mn and are focused on consolidating our base.

PROFITABLE AND SCALABLE

In the next six months, we will build and consolidate things that are profitable and scalable.

NOTE

*The Hon'ble High Court of Judicature at Hyderabad has approved the Scheme of Reduction of Capital and a certified copy of Order dated 5th October, 2016 has been received by the Company. The Company continued to provide amortization of Goodwill for FY16 and for the quarter ended 30 June, 2016 amounting to INR 30.5 Mn pending High Court Order. During the quarter, INR 15.2 Mn is reversed which is equivalent to 50% of the amount amortized.

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Takeaways

Markets are evolving

Markets are evolving and we are better positioned to take advantage of these market opportunities as we have spent the last few years building our base.

Focused on providing integrated offerings to clients

We are focused on providing an integrated offering and creating value with disruptive technologies for our clients.

Building the base to deliver the next phase of growth

This will be our focus for the next six months – to build and consolidate things that are profitable and scalable.

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Safe Harbor

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GRACIAS
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OBRIGADO
ARIGATO

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