CAMBRIDGE
TECHNOLOGY ENTERPRISES

Dt. 29th July, 2016

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: Investor Presentation on Q1 FY17.
Ref.: BSE Scrip Code: 532801, NSE Code CTE, ISIN NO.: INE 627H01017

With reference to the above please find attached herewith the Investors Presentation on Q1 FY17.

Thanking you,

Yours faithfully
For Cambridge Technology Enterprises Limited

Cambridge Technology Enterprises Ltd. Hyderabad

Dharani Raghurama Swaroop
Whole-Time Director

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CAMBRIDGE
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CTE / **Q1FY17 INVESTOR PRESENTATION**

July 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.

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Sources: IBM, Mckinsey Global Institute, IDC

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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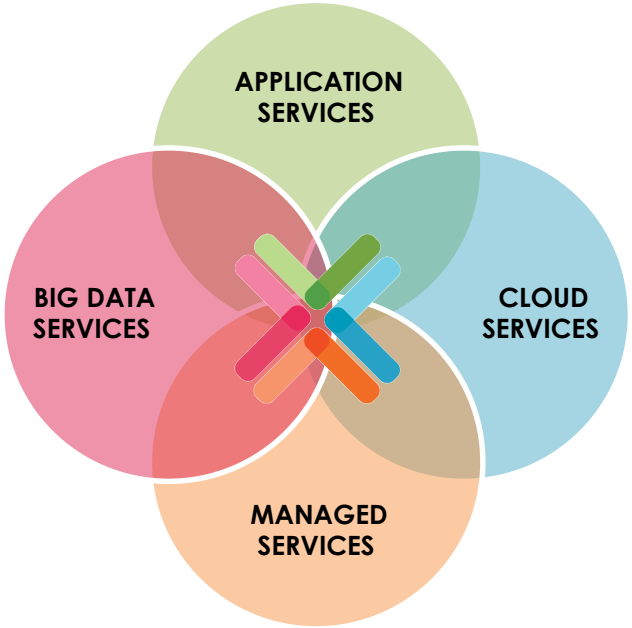
End-to-end big data & cloud services



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*

/ Presence 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

authess

CAUSEMO

roadZEN technologies

MyCrowd

OURLY.help

VALET ANYWHERE

PhotoKharma™

Anthill ventures

50 investments by March '19

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Financials

Q1FY17

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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)	Q1FY17	Q1FY16	Y-o-Y %	FY16	FY15	Y-o-Y %
Income from operations	243.7	139.9	74%	658.2	322.5	104%
Expenditure						
Employee Costs	136.7	71.6		340.7	185.5	
Other Expenses	47.5	42.4		203.2	79.9	
EBITDA	**59.4**	**25.9**	129%	**114.3**	**57.1**	100%
EBITDA Margin %	**24%**	**19%**		**17%**	**18%**	
Other Income	0.3	3.3		13.9	10.2	
Depreciation	15.1	13.7		57.8	30.8	
Finance Costs	2.2	-		4.9	-	
PBT	42.4	15.4		65.4	36.4	
Tax Expenses	9.3	3.4		(25.1)	5.2	
PAT	**33.0**	**11.9**	176%	**90.5**	**31.2**	190%
PAT Margin %	**14%**	**9%**		**14%**	**10%**	
EPS (INR)	1.7	0.6		4.6	1.5	

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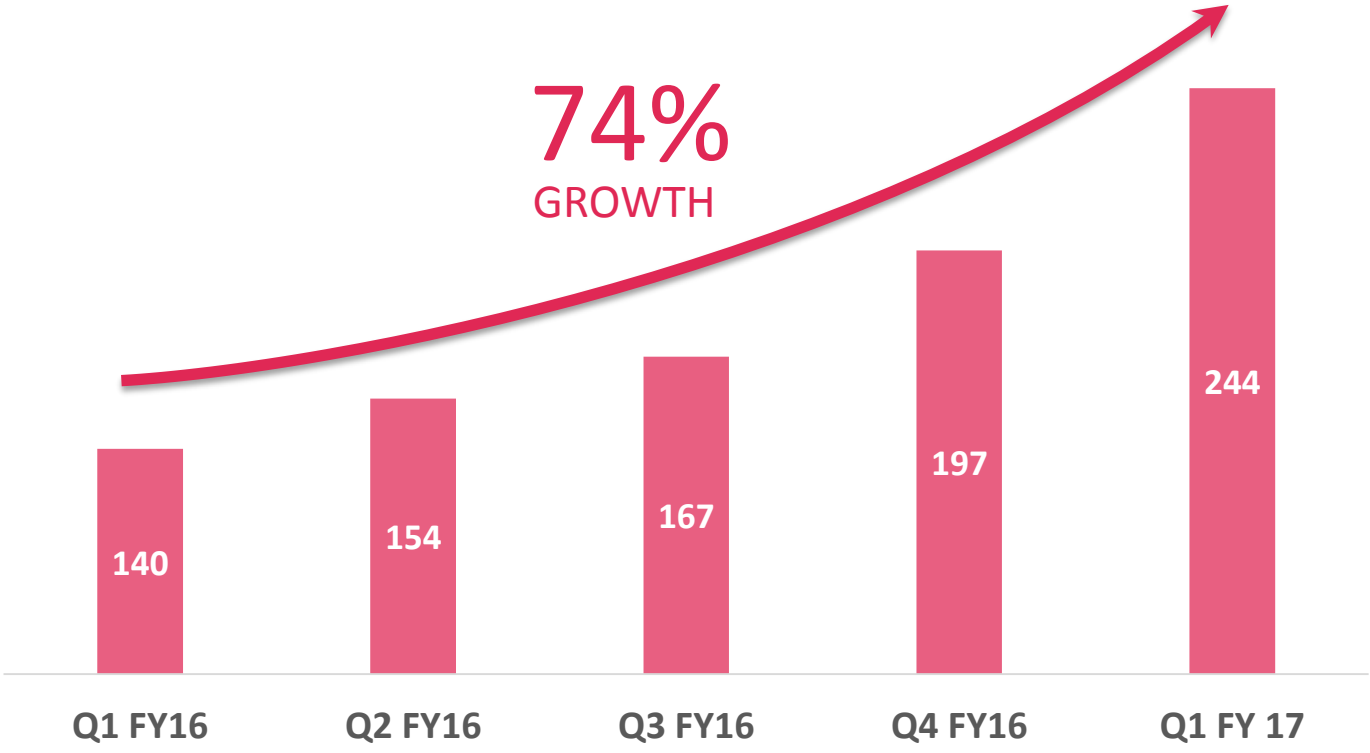
Performance so far

Revenue
INR Mn



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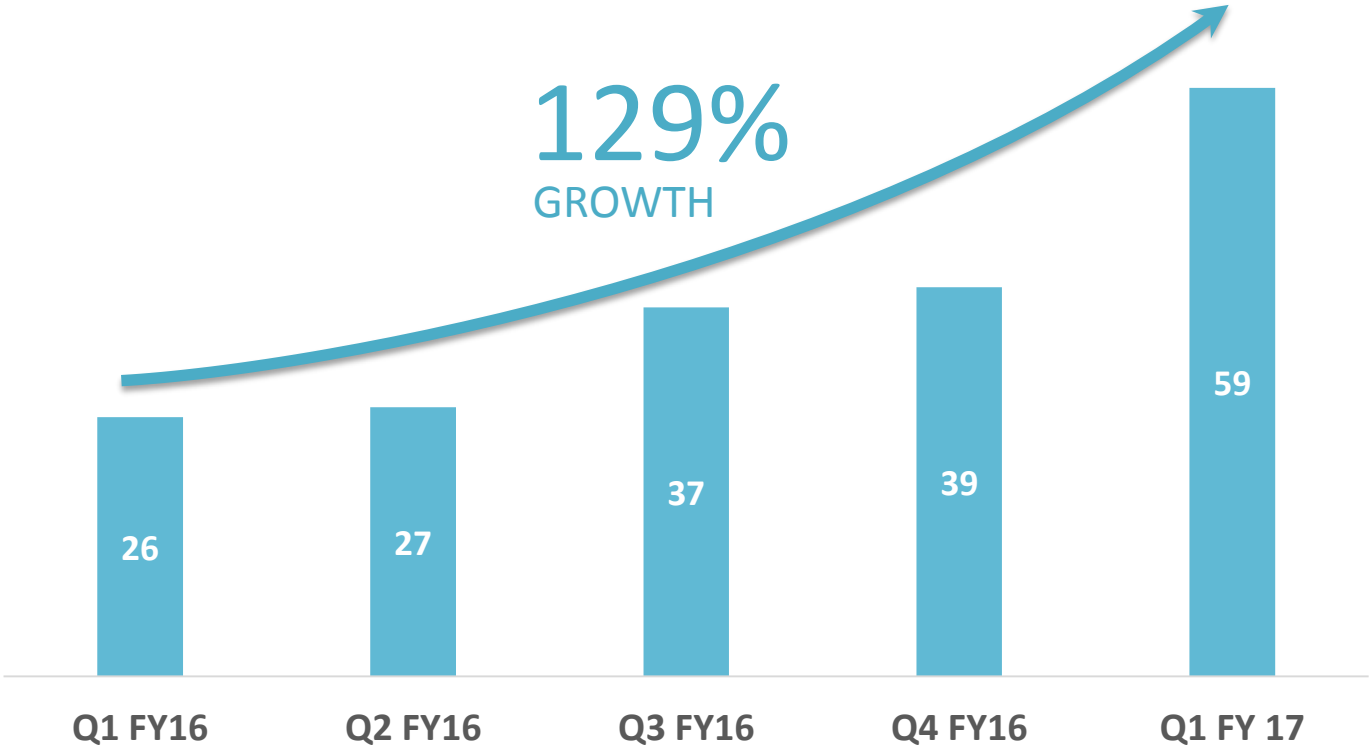
Performance so far

EBIDTA
INR Mn



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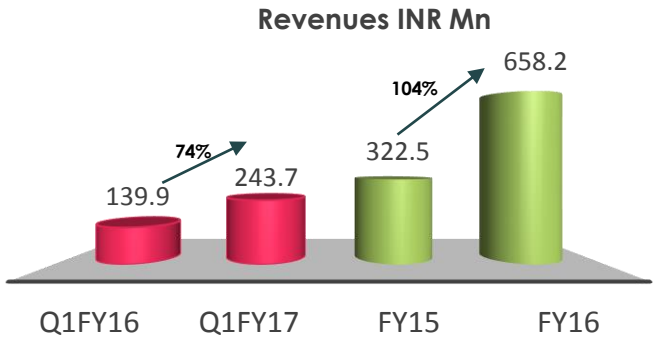
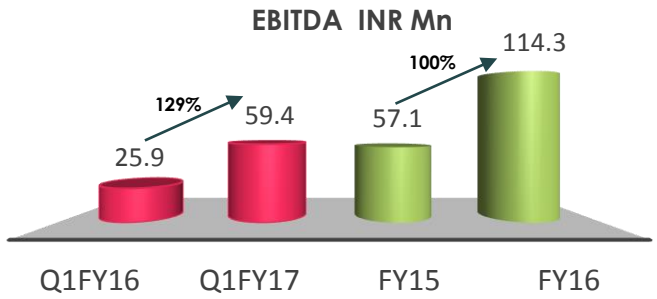
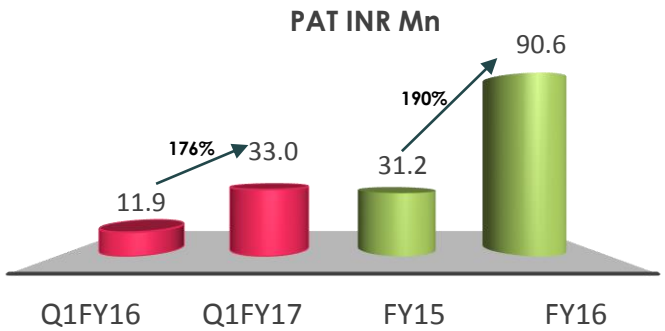
Highlights







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

Once we have achieved minimum scale of USD 2 Mn a month by Mar '17, the company will announce its growth plans for Mar '19. The company has provided guidance on CI for Mar '19.

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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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OBRIGADO
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THANK YOU

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