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# Q3 FY16 Investor Presentation

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"We help businesses accelerate digital innovation, securely"

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# Q3FY16 Financial Review

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# Q3 FY16 key highlights

Rs.187.28 Crore
$30.21M in Revenue

Rs.23.61 Crore
$3.81M in EBITDA

Rs.15.78 Crore
$2.54M in PBT

+6%
Revenue QoQ

+13%
EBITDA QoQ

+4%
PBT QoQ

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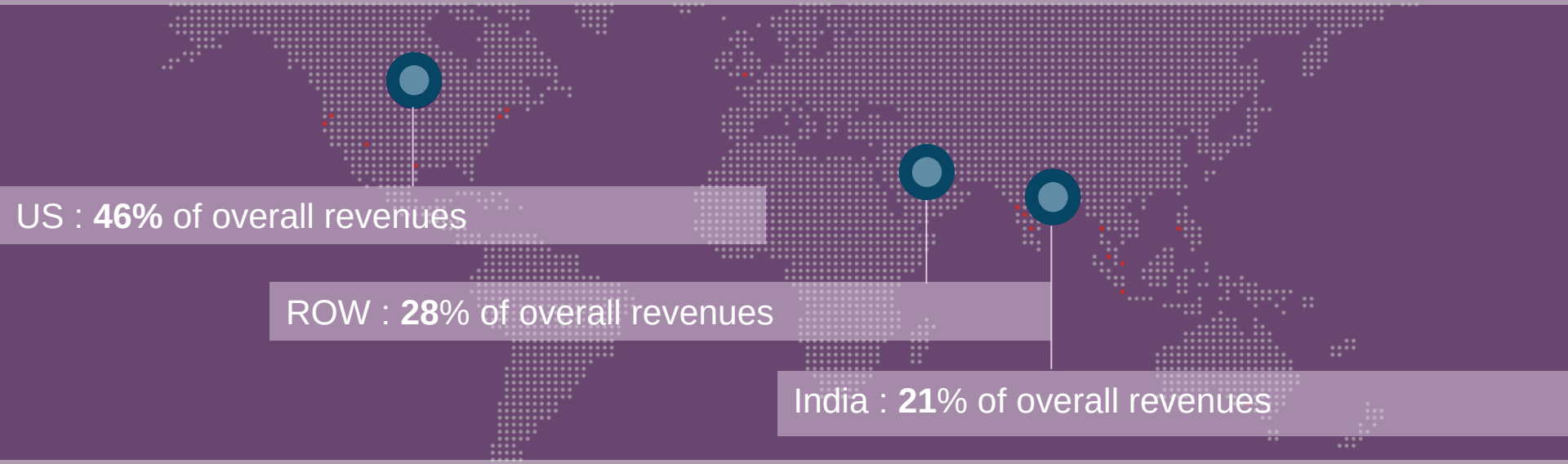
# Q3FY16 Business Highlights

26 offices in 15 countries

1450 + employees

6 customers over $1M Q3FY16 revenue




- 30 clients from global Fortune 500 list
- Won a Single Sign-on migration to Ping with a leading Northeastern Bank in the USA
- Won a lending product implementation deal with largest bank in APAC
- Won a strategic deal with an insurance major to deliver just-in-time welcome kit

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# Key Financial Metrics

## Quarterly Metrics

(Rs. In Crores)

| Metric | Q3 FY16 | Q2 FY16 | Q3 FY15* | Change QoQ | Change YoY |
|---|---|---|---|---|---|
| Revenue | 187.28 | 176.84 | 172.10 | +5.90% | +8.82% |
| EBITDA | 23.61 | 20.93 | 24.67 | +12.78% | -4.32% |
| EBITDA % | 12.6% | 11.8% | 14.3% | +0.77% | -1.73% |
| PBT | 15.78 | 15.22 | 16.66 | +3.66% | -5.32% |
| PBT % | 8.4% | 8.6% | 9.7% | -0.18% | -1.26% |

* For like for like comparison, capitalization effect has been removed from Q3FY15. Including capitalization impact will result in EBITDA of 17.3% and PBT of 12.6%

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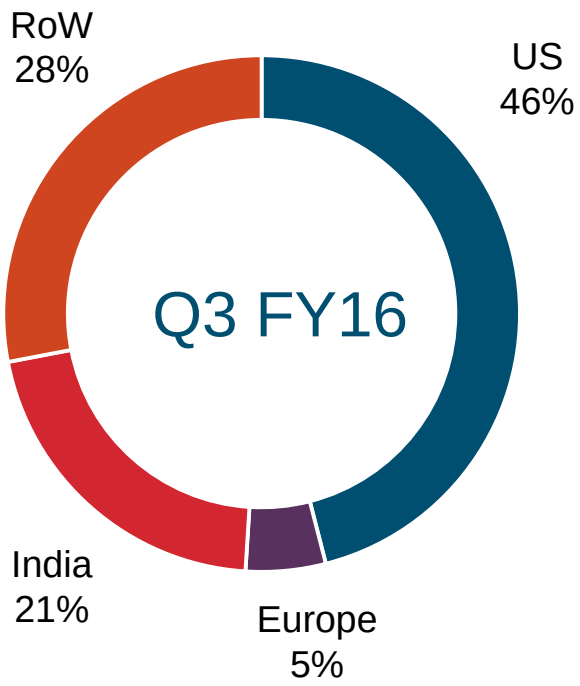
# Revenue Distribution by Region




| Region | Q3 FY16 | Q2 FY16 | Q3 FY15 |
|---|---|---|---|
| US | 46% | 45% | 44% |
| Europe | 5% | 6% | 7% |
| India | 21% | 22% | 23% |
| ROW | 28% | 27% | 26% |

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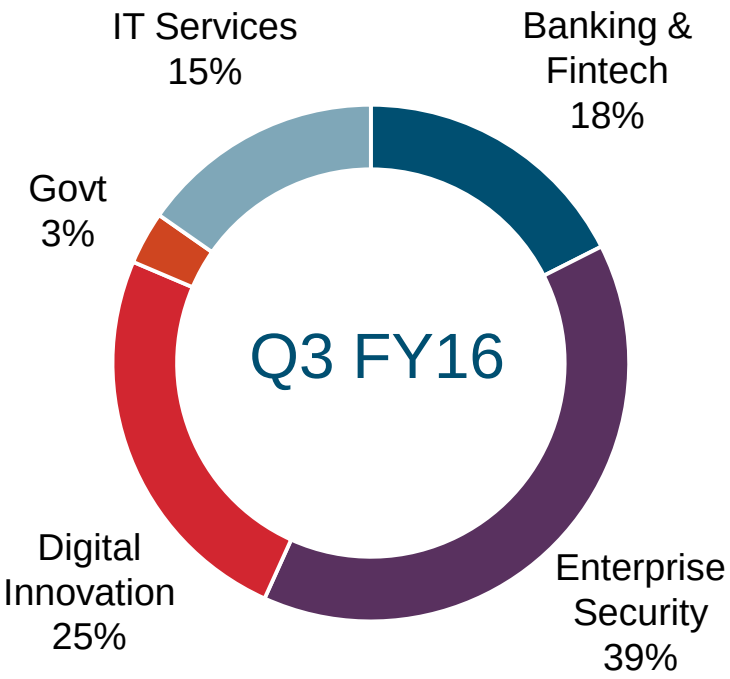
# Revenue Distribution by Line of Business




(Rs. In Crores)

| LOB | Q3 FY16 | Q2 FY16 | Q3 FY15 |
|---|---|---|---|
| Enterprise Security | 73.41 | 71.50 | 61.88 |
| Digital Innovation | 46.17 | 36.89 | 10.27 |
| Industry Sol – Banking & Fintech | 32.87 | 32.35 | 39.59 |
| Industry Sol – Govt | 6.19 | 6.77 | 10.79 |
| IT Services | 28.64 | 29.33 | 49.57 |
| **Total** | **187.28** | **176.84** | **172.10** |

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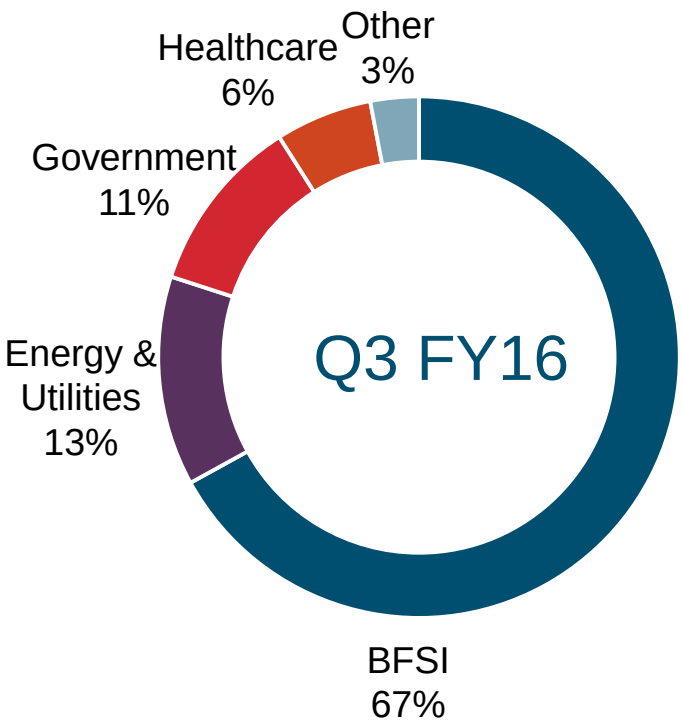
# Revenue Distribution by Industry




(Rs. In Crores)

| Industry | Q3 FY16 | Q2 FY16 | Q3 FY15 |
|---|---|---|---|
| BFSI | 126.35 | 120.61 | 112.49 |
| Energy & Utilities | 24.47 | 23.28 | 22.58 |
| Government | 20.16 | 18.74 | 20.00 |
| Healthcare | 11.37 | 7.07 | 5.80 |
| Others | 4.93 | 7.14 | 11.23 |
| **Total** | **187.28** | **176.84** | **172.10** |

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# Key Customer Metrics

## Revenue Contribution:

| Customer | Q3 FY16 | Q2 FY16 | Q3 FY15 |
|---|---|---|---|
| Top Client | 6.8% | 7.1% | 6.4% |
| Top 5 Clients | 25.1% | 22.5% | 19.2% |
| Top 10 Clients | 35.9% | 31.9% | 27.4% |

## Customer Engagement Size:

| Quarterly Revenue | Q3 FY16 | Q2 FY16 | Q3 FY15 |
|---|---|---|---|
| >$1 Mn | 6 | 5 | 4 |
| $0.5Mn - $1Mn | 6 | 6 | 5 |
| <$0.5 Mn | 61 | 65 | 53 |

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

## Services Utilization:

| Resource types | Q3 FY16 | Q2 FY16 | Q3 FY15 |
|---|---|---|---|
| Onsite | 85.4% | 82.4% | 80.2% |
| Offshore | 68.2% | 65.1% | 69.8% |

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# Key Employee Metrics

| Role | Q3 FY16 | Q2 FY16 | Q3 FY15 |
|---|---|---|---|
| Technical (Delivery) | 1225 | 1190 | 992 |
| Trainees | 32 | 59 | 48 |
| Operations | 78 | 75 | 70 |
| Sales | 97 | 95 | 45 |
| Management | 28 | 23 | 17 |
| **Total** | **1460** | **1442** | **1172** |
| Attrition Rate (TTM basis) | 17.4% | 17.5% | 15.1% |
| **Average Experience (years)** | **7.9** | **7.5** | **6.3** |

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# Thank You

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