

For Immediate Release

Majesco Q2FY16 Total Income at Rs. 188.8 crore

- **Operating Income up by 24.8% Q-o-Q**
- **Total Active Clients at 155**

Mumbai, November 5th, 2015: Majesco Ltd. (MJCO), (BSE: 539289), (NSE: MAJESCO), (formerly known as Minefields Computers Private Limited), a global provider of software, consulting and services for insurance business transformation, announced today its financial results for the **second quarter of FY16**.

Review of financial performance for the quarter ended 30th September, 2015

On a quarter-on-quarter basis:

- The operating income was Rs 187.4 crore during the quarter under review as compared to Rs 150.2 crore during the previous quarter reflecting an increase of 24.8% in rupee terms and a growth of 21.5% in constant currency terms.
- Total income was Rs 188.8 crore during the quarter under review as compared to Rs 154.4 crore during the previous quarter, up 22.3% on Q-o-Q basis.
- The Company reported adjusted EBITDA (before exceptional items) of Rs 1.33 crore (0.7% of operating income) in Q2FY16 as compared to Rs 8.54 crore (5.7% of operating income) in Q1FY16.
- Net loss stood at Rs 0.6 crore in Q2FY16 as against Net profit of Rs 1.5 crore in Q1FY16.
- The product research & development spends during the quarter stood at Rs 28.1 crore (14.9% of total income) as compared to Rs 20.3 crore (13.1% of total income) in Q1FY16.

For the half year ended 30th September, 2015:

- The operating income was Rs 337.6 crore for the six months period ended on 30th September, 2015.
- Total income was Rs 343.3 crore during the period of six months ended on 30th September, 2015
- The company reported an adjusted EBITDA (before exceptional items) of Rs 9.88 crore (2.9% of operating income) during H1FY16.

- Net profit stood at Rs 0.94 crore for the six months period ended on 30th September, 2015.
- The product research & development spends was at Rs 48.4 crore (14.1.% of total income) during H1FY16.

Operating highlights

- **New Account and Active clients during the quarter:** The Company added 3 new clients during Q2FY16 with an additional three upsell / cross sell wins to existing clients. Total active client count as of 30th September, 2015 was 155 as compared to 152 as on 30th June, 2015.
- **12m Order Backlog:** Majesco's 12-month order backlog was Rs 359.6 crore (\$54.8mn) as on 30th September, 2015 and in constant currency stood at Rs 352.4 crore as compared to Rs 401.0 crore (\$64.2mn) at the end of Q1FY16, reflecting a decrease of 10.3% QoQ in rupee terms (a decrease of 12.1% QoQ in constant currency).
- **Employees:** As on 30th September 2015, the company had a total of 2,164 employees, of which 1,623 employees were based offshore in India while the rest were at various onsite locations outside India. Employee count at the end of 30th June, 2015 was 2,095.
- **Billable utilization:** The Company's billable utilization stood at 84.5% in Q2FY16 as compared to 82.9% in Q1FY16.
- **New Implementation:** New implementations during the quarter included Society Insurance, which successfully completed its business transformation with Majesco Policy, and RVOS Insurance, which successfully completed its business transformation initiative using Majesco's P&C Suite.
- **Partnership:** Majesco extended its partnership with Deloitte Consulting UP. The partnership is expected to help P&C, L&A, and Group insurers implement Majesco's modern core solutions to realize system consolidations, improved flexibility, quicker response to market and regulatory changes, and increased speed-to-market for new products, among other potential benefits.
- **Cash & Cash Equivalents:** The total cash & cash equivalent stands at Rs 122.4 crore as on 30th September, 2015 as compared to Rs 102.5 crore at the end of 30th June, 2015.
- **Debt:** Total debt at September 30, 2015 was Rs 64.1 crore as compared to Rs 73.6 crore as at 30th June, 2015.

Commenting on the results, Mr. Ketan Mehta, Non – Executive Director, Majesco Ltd & CEO, Majesco (US), said: "During the second quarter, we completed the integration of Cover-All Technologies. The numbers are a reflection of the successful integration and we believe that this momentum will only grow as we continue to lay strong emphasis on investments to create a world class software, consulting and services company exclusively focused on the global insurance industry. I am pleased to announce that QBE, one of the world's 20 largest insurance and reinsurance companies, has selected Majesco to build a strategic platform for their speciality division. This

engagement will be implemented on Majesco's cloud offering which is the growing part of our business."

Mr. Farid Kazani, Managing Director, Majesco Ltd., said: "The P & C business which contributes 77% of the revenue has shown a good growth in this quarter. We are increasingly finding mindshare among marquee insurance players in the US and we are confident that this trend will keep growing in the coming quarters. And during the six month period ended 30th September 2015, we have increased our investments by 53% for R&D and Sales and Marketing to support our growth plans as compared to the previous year"

About Majesco

Majesco enables insurance business transformation for over 142 global customers by providing technology solutions which include software products, consulting and IT services. Our customers are carriers from the Property and Casualty, Life, Annuity and Group insurance segments worldwide. Majesco delivers proven software solutions and IT services in the core insurance areas such as policy administration, billing, claims, distribution and analytics. For more information, please visit us on the web at www.majesco.com

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Cautionary Language Concerning Forward-Looking Statements

This press release contains forward-looking statements within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act. These forward-looking statements are made on the basis of the current beliefs, expectations and assumptions of management, are not guarantees of performance and are subject to significant risks and uncertainty. These forward-looking statements should, therefore, be considered in light of various important factors, including those set forth in Majesco's reports that it files from time to time with the Securities and Exchange Commission and which you should review, including those statements under "Item 1A – Risk Factors" in Majesco's Annual Report on Form 10-K for the year ended March 31, 2015.

Important factors that could cause actual results to differ materially from those described in forward-looking statements contained in this press release include, but are not limited to: integration risks; changes in economic conditions, political conditions, trade protection measures, licensing requirements and tax matters; technology development risks; intellectual property rights risks; competition risks; additional scrutiny and increased expenses as a result of being a public company; the financial condition, financing requirements, prospects and cash flow of Majesco; loss of strategic relationships; changes in laws or regulations affecting the insurance industry in particular; restrictions on immigration; the ability and cost of retaining and recruiting key personnel; the ability to attract new clients and retain them and the risk of loss of large customers; continued compliance with evolving laws; customer data and cybersecurity risk; and Majesco's ability to raise capital to fund future growth.

These forward-looking statements should not be relied upon as predictions of future events and Majesco cannot assure you that the events or circumstances discussed or reflected in these statements will be achieved or will occur. If such forward-looking statements prove to be inaccurate, the inaccuracy may be material. You should not regard these statements as a representation or warranty by Majesco or any other person that we will achieve our objectives and plans in any specified timeframe, or at all. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. Majesco disclaims any obligation to publicly update or release any revisions to these forward-looking statements, whether as a result of new information, future events or otherwise, after the date of this press release or to reflect the occurrence of unanticipated events, except as required by law.