CAMBRIDGE
TECHNOLOGY ENTERPRISES

3rd February, 2016

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Dear Sir,

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

With reference to the above, please find attached herewith the Investor Presentation titled "CTE / Q3FY16 Investor Update".

Thanking you,
Yours faithfully,
For Cambridge Technology Enterprises Limited

TVSPrasad

T V Siva Prasad
CFO & Company Secretary and Compliance Officer

Cambridge Technology Enterprises Ltd. Hyderabad

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CAMBRIDGE
TECHNOLOGY ENTERPRISES

CTE / **Q3FY16 INVESTOR UPDATE**

Feb 2016

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TODAY

OPPORTUNITY

PLAN

INNOVATION

RESULTS

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We are creating an organization to capitalize on what Michael Dell calls the **‘next trillion dollar’** tech industry*

*and he’s underestimating it.

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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 **AI (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

Growth from Internal Accruals

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 (Oracle, Rackspace, Amazon)

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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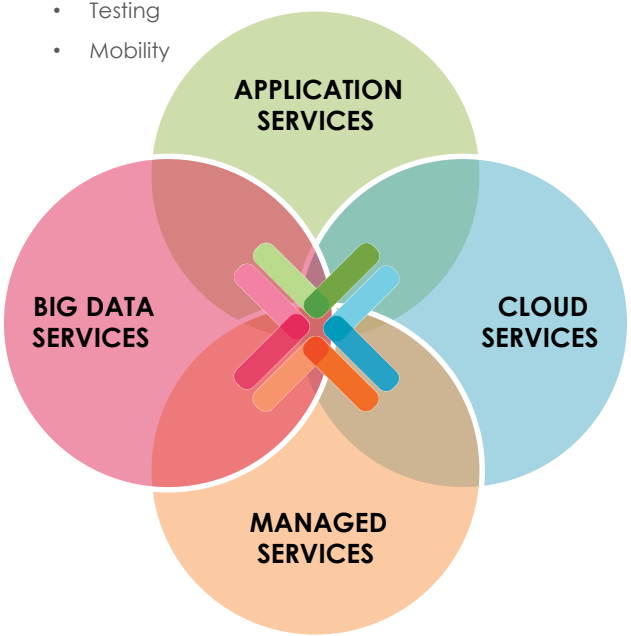
End-to-end big data & cloud services

APPLICATION SERVICES

- Development & Maintenance
- Migration & Transformation
- Testing
- Mobility

BIG DATA SERVICES

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



CLOUD SERVICES

- Cloud Strategy
- Transformation Migration
- SaaS Development

MANAGED SERVICES

- Proactive Monitoring
- Automation
- Cloud Infrastructure management

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Partners for growth & differentiation

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

Energy Utilities

Life Science
Pharma

Industrials

BFSI

Infrastructure

Retail

The USA
The Largest Market in the World

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Innovation Initiative

/ Start-ups are driving adoption of disruptive technologies Big Data, Cloud, and Machine Learning.

/ Making them transformative.

/ CTE launched CI to partner with the most innovative new U.S. start-ups leveraging big data and the cloud for transformative disruption.

CTE Innovations

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CTE Innovations

WHY CI MATTERS TO CTE

/ **generate revenue**, from contracts and build future clients for CTE from a pool of tomorrow's leaders.

/ **attract & retain talent**, gives our employees an advantage to work on innovative solutions.

/ capture **financial upside** from equity.

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CAMBRIDGE INNOVATIONS GOALS

/ Partner with the next wave of global leaders who leverage big data and the cloud, for transformative disruption.

/ Target **12 Investments** in U.S. based early stage ventures by March 2017.

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6 investments to date

12 investments by Mar 17

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Financials

Q3FY16 9MFY16

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Performance so far

Revenues (INR cr) in Quarter ending	2014	2015	Y-o-Y %
March 31st	5.9	11.7	96%
June 30th	6.6	13.9	109%
Sep 30th	7.3	15.4	110%
Dec 31st	6.2	16.6	165%

Given that we are sub scale, we are focused to ensure that we achieve a target of $2 Mn revenues per month by March 2017

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Consolidated Income Statement

Particulars (In INR Cr)	Q3FY16	Q3FY15	Y-o-Y %	9MFY16	9MFY15	Y-o-Y %	FY15
Income from operations	16.65	6.29	165%	46.09	20.34	127%	32.26
Other Income	0.47	0.35		1.18	0.65		1.02
Total Income	**17.12**	**6.64**		**47.28**	**21.00**		**33.28**
Expenditure							
Employee Costs	8.55	4.04		23.13	13.90		19.20
Other Expenses	5.77	2.06		15.37	5.84		7.34
EBITDA	**2.78**	**0.53**	426%	**8.77**	**1.25**	599%	**6.73**
EBITDA Margin	**16%**	**8%**		**19%**	**6%**		**20%**
Depreciation	1.45	0.14		4.21	0.42		3.09
Finance Costs	0.16	0.00		0.27	0.00		0.00
PBT	1.17	0.38		4.28	0.83		3.65
Tax Expenses	(1.77)	0.00		(2.65)	0.35		0.52
PAT	**2.94**	**0.38**	660%	**6.94**	**0.48**	1344%	**3.12**
PAT Margin	**17%**	**6%**		**15%**	**2%**		**9%**
EPS (INR)	1.50	0.20		3.54	0.24		1.59

*In compliance of Accounting Standard on Deferred Taxes, considering increased visibility of profits, the Company has decided to recognize Deferred Tax Assets of INR 4.3 cr arising out of carry forward tax losses. Of the above INR 4.3 cr, INR 1.8 cr and INR 1.4 cr were recognised in second and third quarter respectively with the balance to be recognized in the fourth quarter of the financial year 2015-16.

#As on Mar 31, 2015 Goodwill stood at INR 9.7 cr and impairment of goodwill in Q3FY16 was INR 0.61 cr. The company is awaiting approval from the High Court for writing off this Goodwill against balance lying in securities premium account.

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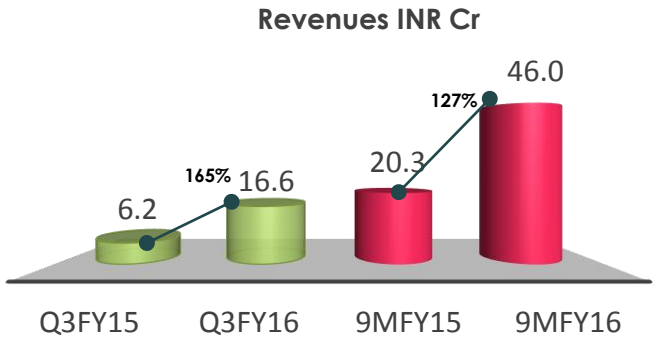
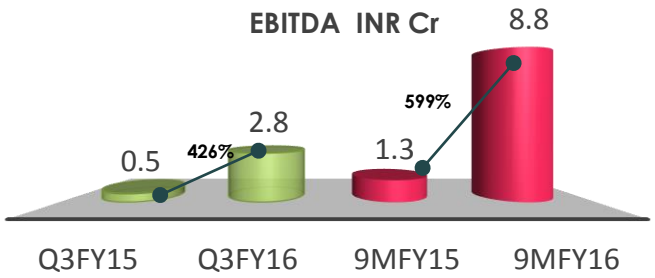
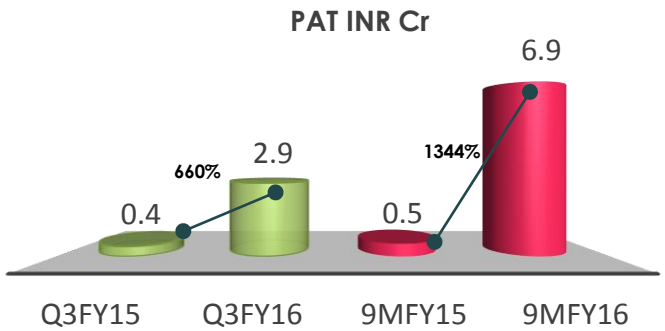
Highlights







EARLY IN OUR PLANS

We are SUB SCALE & growing from a low base. We believe that scale is somewhere near revenues of $2 Mn p.m. and are focused to deliver our business plan

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

Recognition of Deferred Tax Assets amounting to INR 1.4 cr in Q3FY16, resulted into tax benefit and subsequently higher PAT

Impairment of goodwill in Q3FY16 was INR 0.61 cr, awaiting approval from High Court to write it off completely against securities premium

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Takeaways

OPPORTUNITY

Building CTE as an end-to-end market leader in the
>$1 Trillion convergence of big data and the cloud market.
CI provides an opportunity to invest in a portfolio of innovative U.S. start-ups.

PLAN

Started in Jan 2015 on a low base.
Focused on achieving $2M revenues p.m. by Mar '17 and
12 investments in Cambridge Innovation by Mar '17.
We are sub scale and hiring quality remains a challenge.

GROWTH FROM INTERNAL ACCRUALS

Growth is being built from internal accruals by remaining cash flow positive.
Helps us leapfrog growth by maximizing our ROI.

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Annexure

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Management

Aashish Kalra, Chairman CTE and 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. Aashish holds a Master's degree in International Finance from Brandeis University, Waltham, USA.

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. Swaroop holds an Electrical Engineering degree from JNTU.

T.V. Siva Prasad, CFO and 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.

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. Sudip holds a degree in Computer Science and Engineering from Jadavpur University.

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. Nitin holds Masters in Computer Sciences.

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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. Raj's educational background includes a BE & an MBA.

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. He is a MBA in Finance from Welingkar Institute of Management and B Tech from JNTU.

Alexis Kopikis, VP – Cambridge Innovations
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.

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. He has a BA in Computer Science and Economics from 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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CTE Innovations

Portfolio Update

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authess

CONCEPT

Use data science to turn a book into a test

TEAM

Ex-Provost of MIT, Pearson Education, Google, FedEx
Boston, MA

HIGHLIGHTS

Closed seed round from U.S. and Indian investors
Strategic partnership with Manipal Global Education Group

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roadZEN technologies

CONCEPT

On-Demand roadside assistance

TEAM

Carnegie Mellon

HIGHLIGHTS

Largest on-demand service in India 18K providers in 1,500 cities
Partnered with Reliance General Insurance (1Mn cars/year)
Piloting payment processing with one of the largest oil companies in India.
Launching in next country in Asia in 2016.

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CAUSEMO

CONCEPT

Cause donation optimization platform

TEAM

Real Ventures, Atlas Venture, GSN

HIGHLIGHTS

Closed US $4M round

Closed Boys & Girls Clubs of America, Children's Miracle Network Hospitals, and Save the Children.

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PhotoKharma™

CONCEPT

Automatically send and get friend photos with face recognition

TEAM

New York, NY

HIGHLIGHTS

Raised USD $1.3M from Idealab, Bessemer, NY Angels

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MyCrowd

CONCEPT

On-Demand crowdsouced mobile app & website testing

TEAM

Overstat (Acq. IBM) Lockheed Martin
San Francisco, CA

HIGHLIGHTS

35K testers in 200 countries
450+ customers

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Anthill ventures

CONCEPT

Startup accelerator in India

TEAM

Siebel, Autodesk, EDS, Tynker, Medplus and Manage my Spa
Hyderabad, San Francisco, Indonesia

HIGHLIGHTS

12 investments made including
91 Springboard, Logic Roots, Custom Furnish, Mishtag, Ketto, Inquiz and Thrillophillia

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ARIGATO

THANK YOU

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