

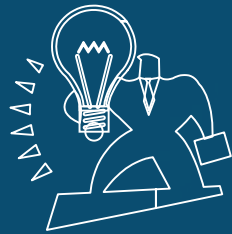


POSSIBILITIES BEYOND. **ENABLED**

Q4 FY16 Investor Presentation



“ We help businesses accelerate digital innovation, securely ”



Innovate



Secure



Optimize

FY16 Financial Review



Q4 FY16 key highlights

Rs.182.02 Crore
\$29.36 M in Revenue

Rs. 23.85 Crore
\$3.85 M in EBIDTA

Rs.12.00 Crore
\$1.93 M in PAT

**25 offices in
15 countries**

**1470+
employees**

**31 clients from global
Fortune 500 list**

FY16 key highlights

Rs.710.43 Crore
\$114.59 M in Revenue

Rs.92.65 Crore
\$14.94 M in EBIDTA

Rs.55.09 Crore
\$8.89 M in PAT

Key Financial Metrics

(Rs. In Crores)

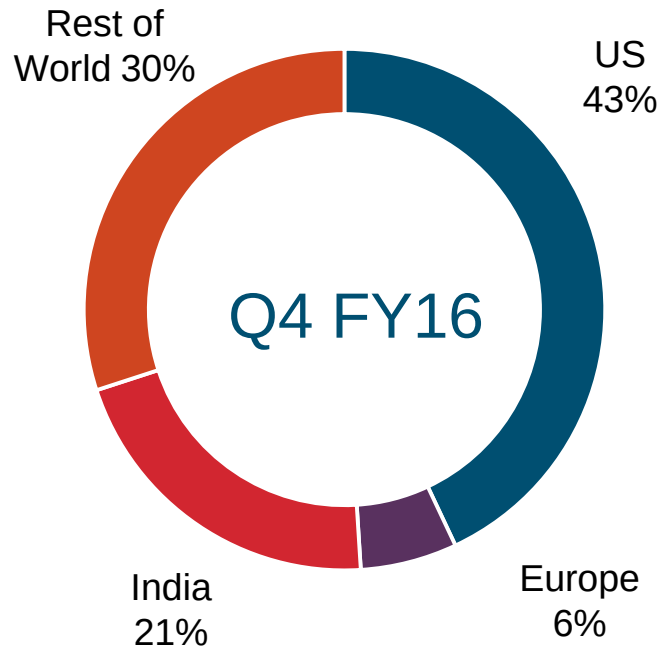
Metric	Q4 FY16	Q3 FY16	Q4 FY15*	Change QoQ	Change YoY	FY16	FY15	Change YoY
Revenue	182.02	187.28	172.54	-2.8%	5.5%	710.43	737.14	-3.6%
EBITDA	23.85	23.61	23.41	1.0%	1.9%	92.65	113.83**	-18.6%
EBITDA %	13.1%	12.6%	13.6%	0.5%	-0.5%	13.0%	15.4%	-2.4%
PAT	12.00#	14.13	17.53	-15.1%	-31.6%	55.09	68.24**	-19.3%
PAT %	6.6%	7.5%	10.2%	-0.9%	-3.6%	7.8%	9.3%	-1.5%

* Excluding 9 months (Q1-Q3FY15) revenues for Intellvisions that consolidated in Q4FY15 due to merger effect.

** For like for like comparison, capitalization effect has been removed from FY15. Including capitalization impact will result in EBITDA of 16.7% & PAT of 10.7%

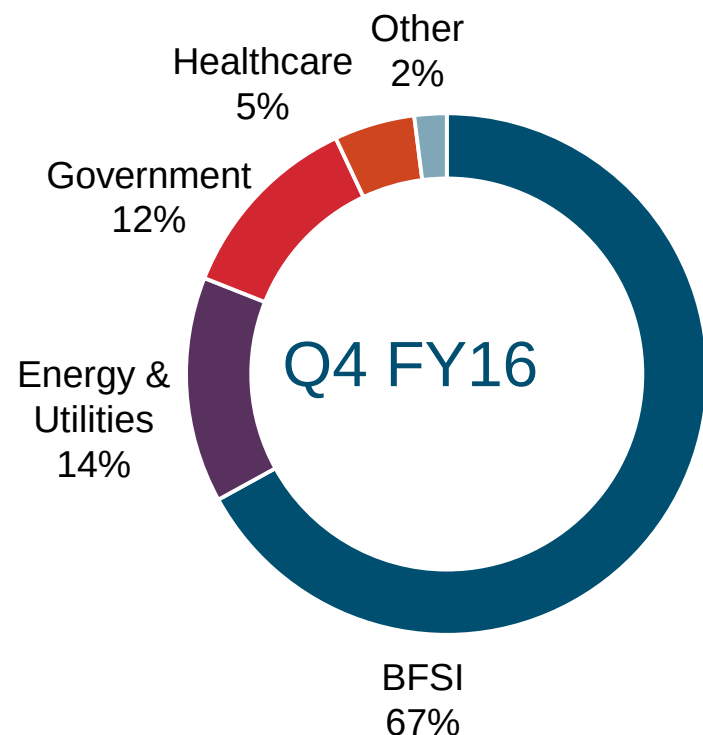
Includes ~ Rs. 3 Cr provision for warrants issued to lenders in the US.

Revenue Distribution by Region



Region	Q4 FY16	Q3 FY16	Q4 FY15	FY16
US	43%	46%	36%	44%
Europe	6%	5%	6%	6%
India	21%	21%	28%	22%
ROW	30%	28%	30%	28%

Revenue Distribution by Industry

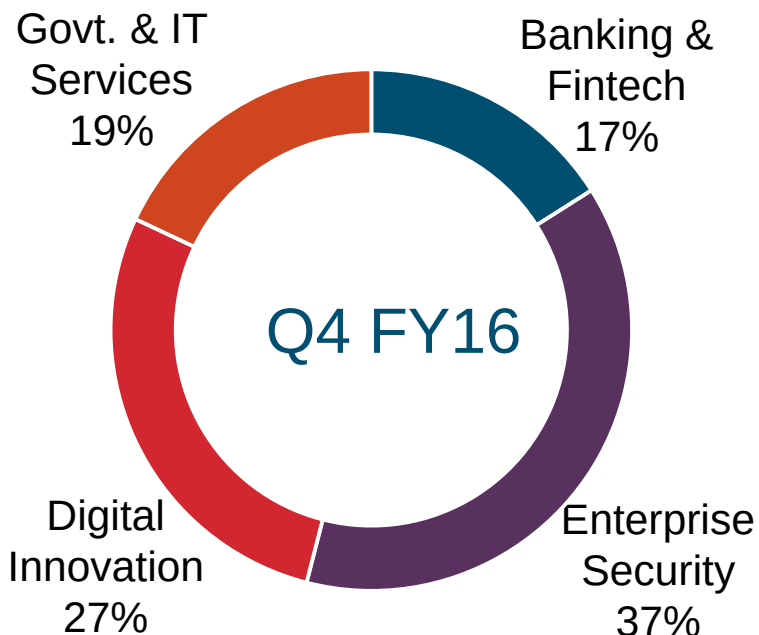


(Rs. In Crores)

Industry	Q4 FY16	Q3 FY 16	Q4 FY15*	FY 16
BFSI	122.11	126.35	107.67	478.91
Energy & Utilities	24.61	24.47	25.71	92.64
Government	21.31	20.16	22.47	76.81
Healthcare	9.96	11.37	5.48	35.37
Others	4.03	4.93	11.21	26.70
Total	182.02	187.28	172.54	710.43

* Excluding 9 months (Q1-Q3FY15) revenues for Intellvisions that consolidated in Q4FY15 due to merger effect.

Revenue Distribution by Market Offering



(Rs. In Crores)

Service Offerings	Q4 FY16	Q3 FY16	Q4 FY15*	FY16
Enterprise Security	67.79	73.41	87.18	289.92
Digital Innovation	49.22	46.17	18.65	165.23
Banking & Fintech	30.88	32.87	32.01	121.26
Government	6.21	6.19	11.38	25.71
IT Services	27.92	28.64	23.32	108.31
Total	182.02	187.28	172.54	710.43

* Excluding 9 months (Q1-Q3FY15) revenues for Intellvisions that consolidated in Q4FY15 due to merger effect.

Key Customer Metrics

Revenue Contribution:

Customer	Q4 FY16	Q3 FY16	Q4 FY15
Top Client	6.7%	6.8%	5.1%
Top 5 Clients	21.8%	25.1%	18.5%
Top 10 Clients	33.1%	35.9%	28.5%

Customer Engagement Size:

Quarterly Revenue	Q4 FY16	Q3 FY16	Q4 FY15
>\$1 Mn	6	6	6
\$0.5Mn - \$1Mn	8	6	11
<\$0.5 Mn	72	61	65

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

Services Utilization:

Resource types	Q4 FY16	Q3 FY16	Q4 FY15
Onsite	84.6%	85.4%	88.0%
Offshore	67.8%	68.2%	70.0%

Key Employee Metrics

Role	Q4 FY16	Q3 FY16	Q4 FY15
Technical (Delivery)	1250	1225	1122
Trainees	25	32	48
Operations	81	78	86
Sales	96	97	67
Management	22	28	21
Total	1474	1460	1344
Attrition Rate (TTM basis)	17.8%	17.4%	18.8%
Average Experience (years)	8.10	7.86	6.40

Thank You



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