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ACCELERATING INNOVATION
SECURING ENTERPRISES

Q1 FY16 Investor Presentation

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"We help clients accelerate innovation, secure their enterprises and optimize business operations"

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Q1FY16 Financial Review

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Q1 FY16 key highlights

Rs.164.28 Crore
$26.50M in Revenue

Rs.24.26 Crore
$3.91M in EBITDA

Rs.18.23 Crore
$2.94M in PBT

-5%
Revenue QoQ

+4%
EBITDA QoQ

+16%
PBT QoQ

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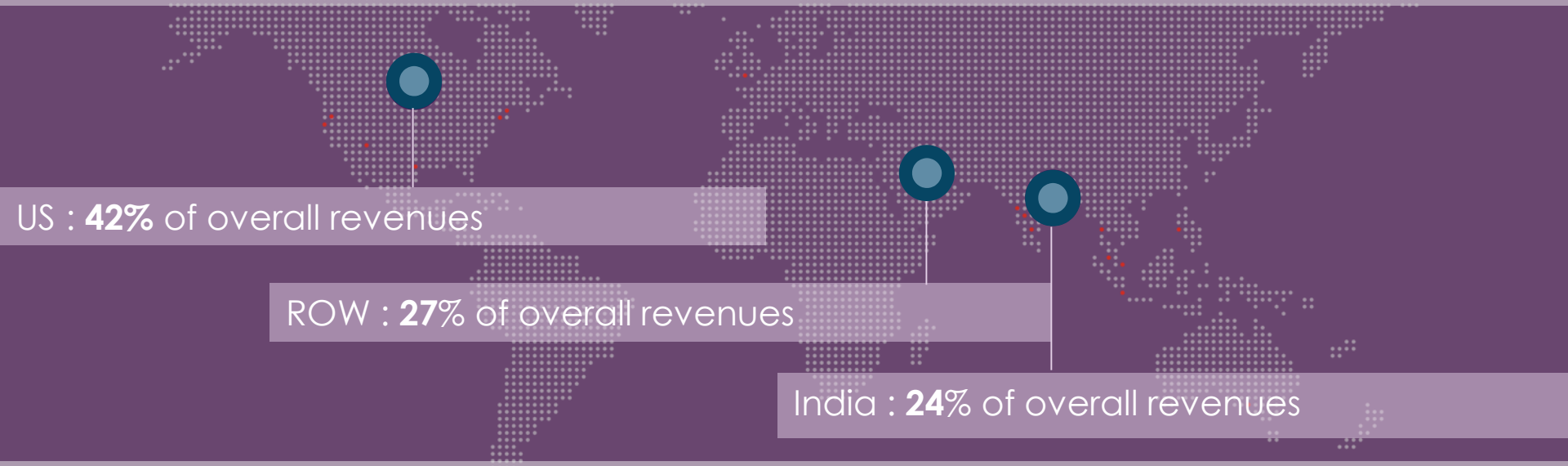
Q1FY16 Business Highlights

22 offices in 13 countries

1390+ employees

5 customers over $1M Q1FY16 revenue



- 20 clients from global Fortune 500 list
- First US win for Interactive Communication Suite in with BNY Mellon
- First pilot win for Smart Kiosk in US
- RHB Lending deal closed with 2 more slated for Q2 close

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Key Financial Metrics

Quarterly Metrics

(Rs. In Crores)

Metric	Q1 FY16	Q4 FY15*	Q1FY15	Change QoQ	Change YoY
Revenue	164.28	172.54	178.94	-4.78%	-8.19%
EBITDA	24.26	23.41	31.40	+3.59%	-22.75%
EBITDA %	14.8%	13.6%	17.5%	+1.19%	-2.78%
PBT	18.23	15.76**	16.89	+15.68%	+7.92%
PBT %	11.1%	9.1%	9.4%	+1.96%	+1.66%
PAT	16.52	17.53**	15.36	-5.77%	+7.56%
PAT %	10.1%	10.2%	8.6%	-0.11%	+1.47%

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

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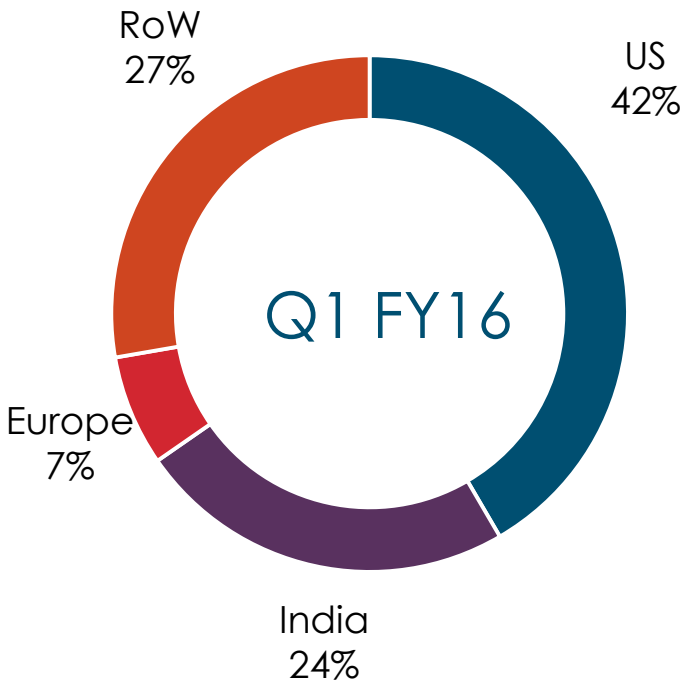
Revenue Distribution by Region



Region	Q1 FY16	Q4 FY15	Q1FY15
US	42%	36%	39%
India	24%	28%	25%
Europe	7%	6%	8%
RoW	27%	30%	28%

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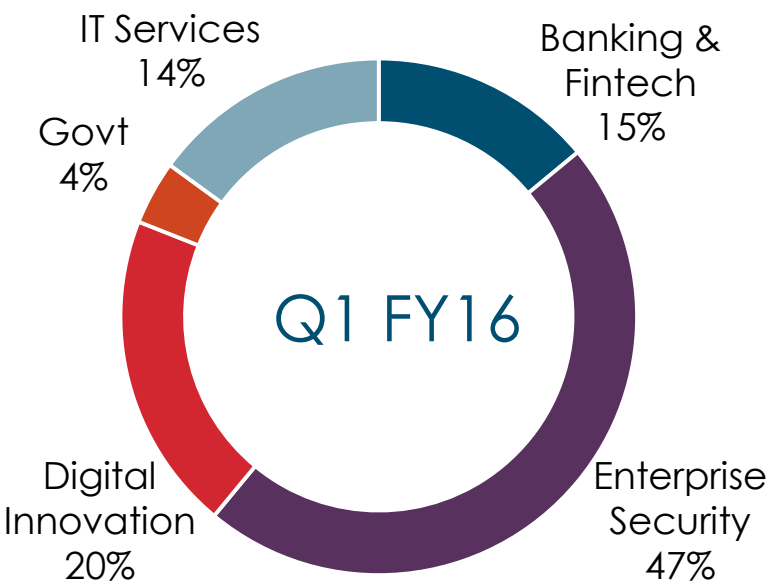
Revenue Distribution by Line of Business



(Rs. In Crores)

LOB	Q1 FY16	Q4 FY15*	Q1FY15
Enterprise Security	77.21	87.18	57.39
Digital Innovation	32.94	18.65	14.91
Industry Sol – Banking & Fintech	25.15	32.01	37.57
Industry Sol – Govt	6.54	11.38	16.61
IT Services	22.44	23.32	52.46
Total	**164.28**	**172.54**	**178.94**

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

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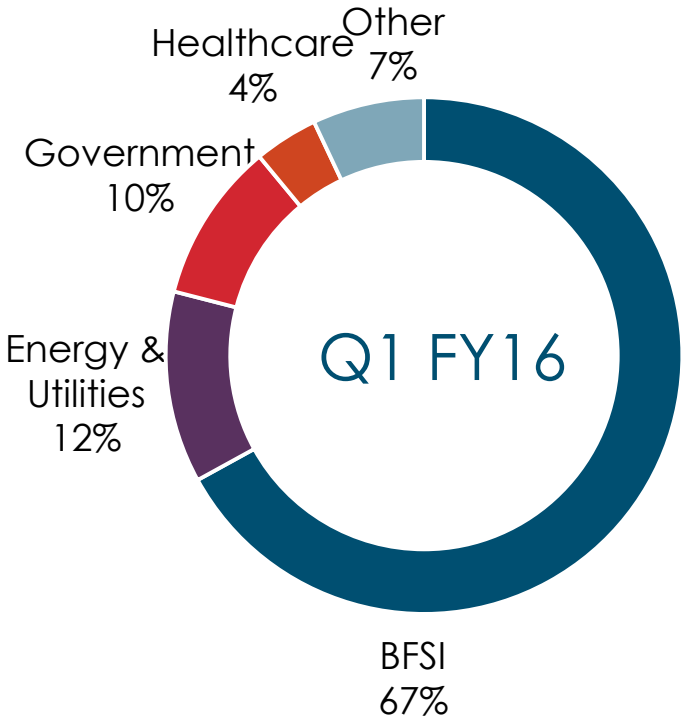
Revenue Distribution by Industry



(Rs. In Crores)

Industry	Q1 FY16	Q4 FY15*	Q1FY15
BFSI	109.82	107.67	112.26
Energy & Utilities	20.29	25.71	21.48
Government	16.60	22.47	17.49
Healthcare	6.97	5.48	7.79
Others	10.60	11.21	19.92
Total	**164.28**	**172.54**	**178.94**

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Key Customer Metrics

Revenue Contribution:

Customer	Q1 FY16	Q4 FY15	Q1FY15
Top Client	7.4%	5.1%	4.7%
Top 5 Clients	23.3%	18.5%	18.2%
Top 10 Clients	33.4%	28.5%	24.5%

Customer Engagement Size:

Quarterly Revenue	Q1 FY16	Q4 FY15	Q1FY15
>$1 Mn	5	6	4
$0.5Mn - $1Mn	8	11	5
<$0.5 Mn	59	65	55

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

Services Utilization:

Resource types	Q1 FY16	Q4 FY15	Q1FY15
Onsite	87.8%	88.0%	86.8%
Offshore	67.7%	70.0%	70.1%

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Key Employee Metrics

Role	Q1 FY16	Q4 FY15	Q1 FY15
Technical (Delivery)	1162	1122	964
Trainees	53	48	25
Operations	81	86	76
Sales	80	67	38
Management	22	21	15
Total	**1398**	**1344**	**1118**
Attrition Rate (TTM basis)	18.2%	18.8%	14.3%
Average Experience (years)	**6.8**	**6.4**	**6.7**

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Thank You

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