



CTE / **Q2FY17 INVESTOR PRESENTATION**

Nov 2016



TODAY

OPPORTUNITY

INTEGRATE

PROGRESS

RESULTS

"Big data and machine intelligence is everywhere - so the ability [for businesses] to find people, to talk specifically to them, to judge them, to rank what they're doing, to decide what to do with your products - changes every business globally."

Eric Schmidt, Executive Chairman of Alphabet

According to market leaders, this is a trillion dollar opportunity.

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 **Artificial Intelligence and Machine Learning**



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** as it is estimated that 2.5 quintillion bytes of data is created daily with enterprise-generated data expected to exceed 240 exabytes daily by 2020. In a KPMG survey of C-suite executives, 99% said that analysis of big data was important to their strategy.
- 4 A GLOBAL RESOURCE SHORTAGE FUELS OPPORTUNITY** with an estimated shortage of 290,000 data scientists in the U.S. by 2018 predicted by a McKinsey study.
- 5 COMPANIES SEEK END-TO-END PARTNERS** which CTE through its services, partnerships and experienced team is uniquely positioned to deliver.

The logo for Schneider Electric, featuring the word "Schneider" in a bold, sans-serif font above the word "Electric" in a smaller font, with a stylized circular icon to the left of "Electric".The logo for recall, featuring the word "recall" in a lowercase, italicized, sans-serif font.

We are focused on providing an integrated end-to-end solution for Big Data, Data Science and Cloud Services to **leading vertical customers** and partnering with **new innovative companies.**



Integrated End-to-end solution provider



Work with most innovative U.S. startups. Helps us identify cutting edge technologies & attract talent

Build & Manage Technologies for enterprise clients



Integrated Offering



Draw insights from data and assist CxOs make decisions

Data Support & Managed Services



Launching Cambridge DataScience in Q3FY17

/ To Launch Cambridge DataScience (CD) in Q3FY17 to assist CxOs make decisions by drawing substantial strengths in insights and data analytics.

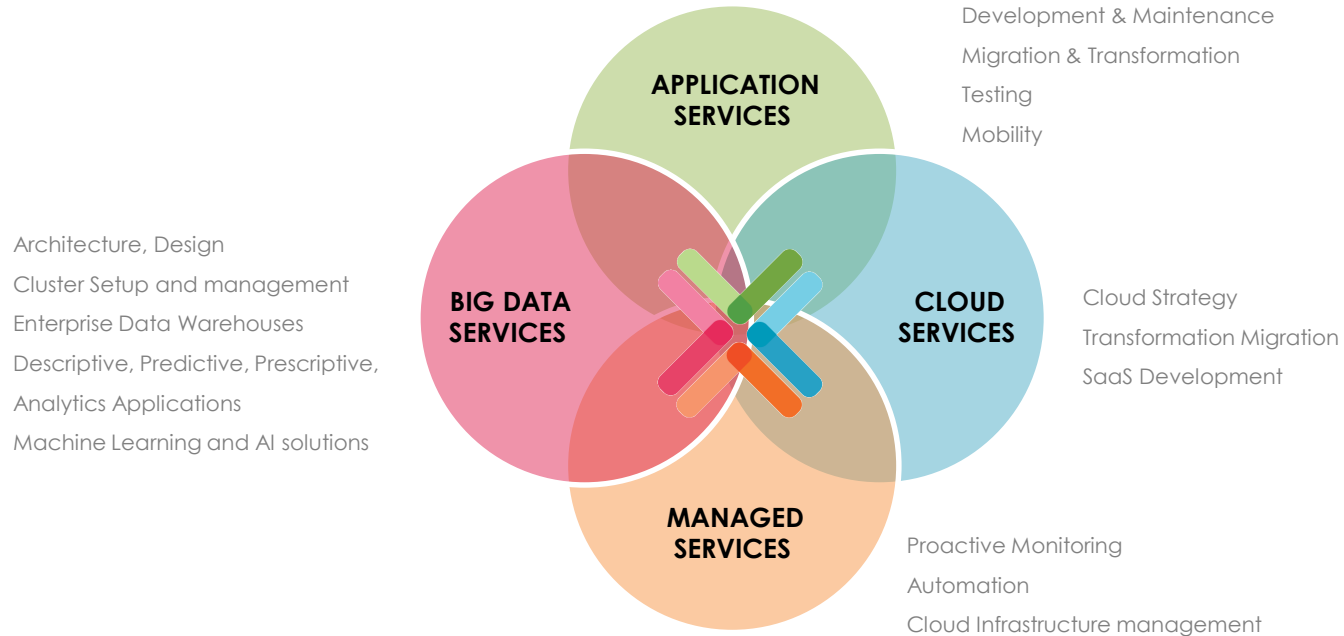
/ CTE will focus on providing an integrated end-to-end solution for Big Data, Data Science and Cloud services. In order to do this, we will build CD and integrate all the four divisions of CTE.

/ Focus will be to build infrastructure and team for CD over the next six months.



Cambridge Bigdata

/ Build and manage technologies for enterprise clients



Partners for growth & differentiation

ETL & ANALYTICS



ENTERPRISE SOLUTIONS



CLOUD COMPUTING



LOAD TESTING & MONITORING



IDENTITY MANAGEMENT



SOFTWARE ANALYTICS



MANAGED CLOUD



DATA VISUALIZATION



Focus verticals in the U.S.



Energy Utilities



Life Science
Pharma



Industrials



BFSI



Data
Infrastructure



Cambridge
Innovations



Cambridge
Bizserve

We now have a referenceable client in each vertical.
Our clients are world's leading companies in their respective verticals.

Cambridge Bizserve

- / Launched Cambridge Bizserve in Q4FY16, a vertical focused to effectively manage business processes and provide business insights through analytics to our clients.
- / Provides data support and managed services for the applications we built.
- / Presence in Hyderabad, Bangalore and Chennai.



Cambridge Innovation Initiative

/ Startups are driving adoption of disruptive technologies Big Data, Cloud, and Machine Learning.

/ Making them transformative.

/ CTE launched Cambridge Innovations (CI) in Q3FY16 to partner with the most innovative new U.S. startups and identify cutting edge technologies.



CI Goals

REVENUE

We have contracts to develop technologies for each company we invest in.

TALENT

We attract and upskill top talent by enabling them to work with innovative companies with the cutting edge technologies.

INVESTMENT RETURNS

We participate in the equity upside of each company.

We have made 10 investments so far



50 investments by March '19

Progress



Q2FY17

Appointment of Dr. Rajan Lukose

/ Announcing appointment of Dr. Rajan Lukose as CTO, CTE and Chief Scientist, CD

/ Experience: Sr. Research Scientist at HP, Xerox Palo Alto, 25+ patents, Over 20 publications

/ To focus on building a team/infrastructure for CD over the next six months and integrate all the divisions of CTE to drive efficiency and improve profitability

Performance

Reiterates its focus on AI and Machine Learning

On track and consistent with the growth

Expanded U.S. and India presence

Strengthened partnership ecosystem

Talent base of ~350, from ~180 in Mar '15

Invested in training and competency centers

Expect to achieve INR 100 cr revenue in FY17

Consolidated Income Statement

Particulars (In INR Mn)	Q2FY17	Q2FY16	Y-o-Y %	H1FY17	H1FY16	Y-o-Y %	FY16	FY15
Income from operations	253.1	154.4	64%	496.9	294.4	69%	658.2	322.5
Expenditure								
Employee Costs	103.5	74.1		211.5	145.7		340.7	185.5
Other Expenses	93.1	53.6		169.3	96.0		203.2	79.9
EBITDA	56.4	26.7	111%	115.9	52.6	120%	114.3	57.1
EBITDA Margin %	22%	17%		23%	18%		17%	18%
Other Income	3.7	3.8		4.1	7.1		13.9	10.2
Depreciation	9.3	13.8		24.5	27.6		57.8	30.8
Finance Costs	1.9	1.1		4.2	1.1		4.9	-
PBT	48.9	15.6		91.3	31.1		65.4	36.4
Tax Expenses	11.9	(12.3)		21.2	(8.8)		(25.1)	5.2
PAT	37.0	27.9	32%	70.0	39.9	75%	90.5	31.2
PAT Margin %	15%	18%		14%	13%		14%	10%
EPS (INR)	1.9	1.4		3.5	2.0		4.6	1.5

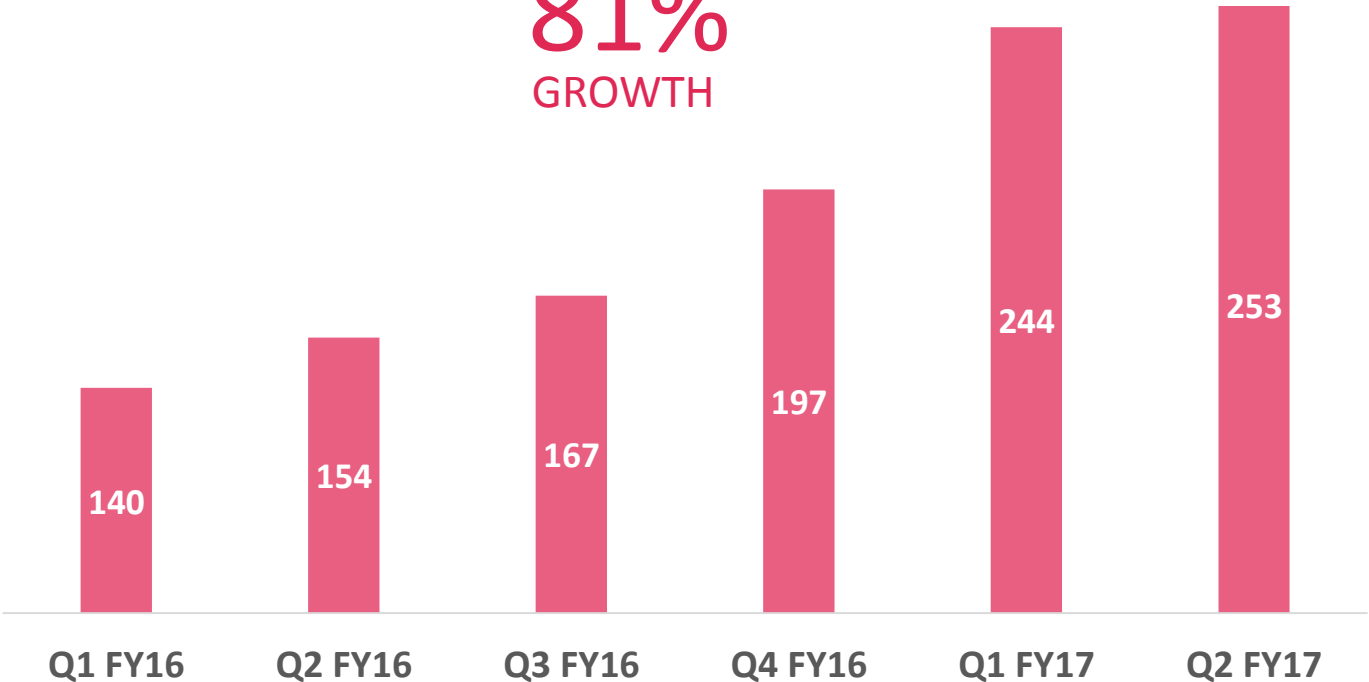
Consolidated Balance Sheet

Particulars (In INR Mn)	As on 30 Sep 2016	As on 31 Mar 2016
EQUITY AND LIABILITIES		
Networth	456.1	387.8
Non Current Liabilities & Provisions	16.4	16.7
Current Liabilities & Provisions	218.2	127.2
Total Liabilities	690.8	531.8
ASSETS		
Net Fixed Assets	167.7	190.0
Non Current Investments	245.2	73.5
Deferred Tax Asset	7.5	18.3
Long Term Loans and Advances	18.4	18.4
Current Assets	226.4	195.3
Cash and Cash Equivalents	25.5	36.0
Total Assets	690.8	531.8

Performance so far

Revenue
INR Mn

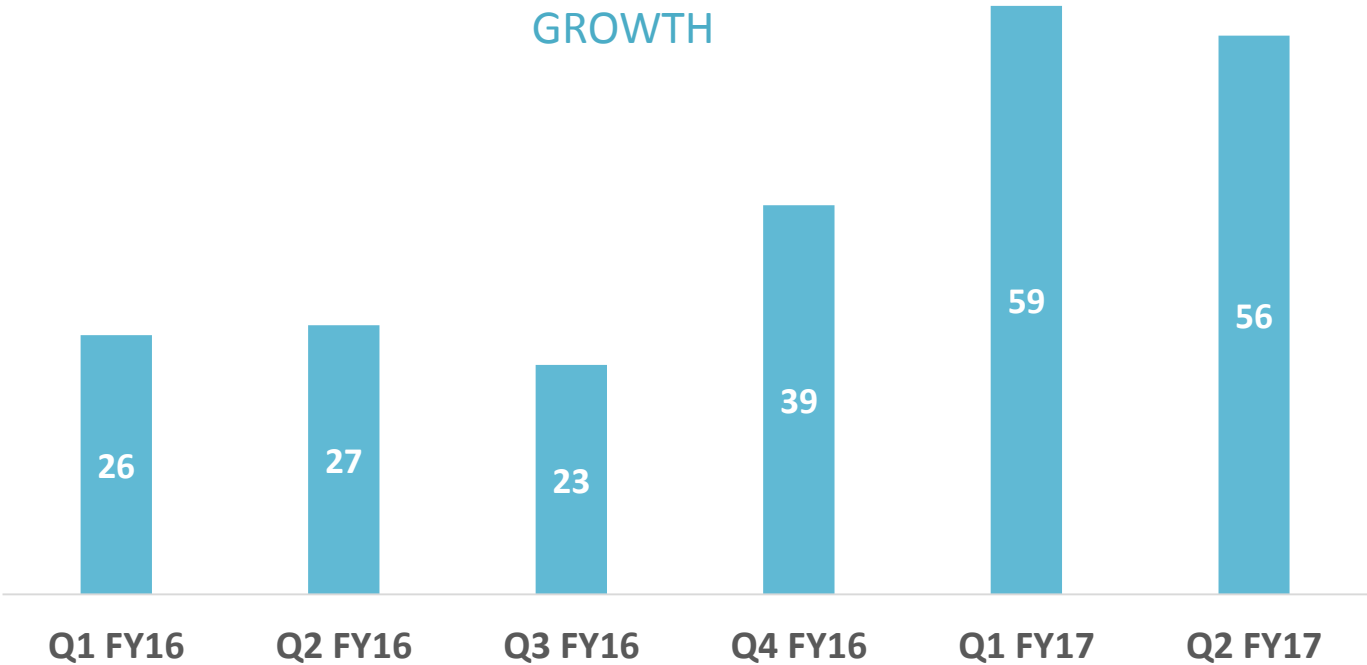
81%
GROWTH



Performance so far

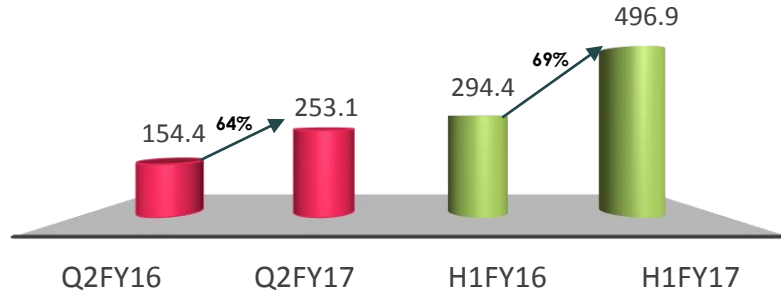
EBIDTA
INR Mn

117%
GROWTH



Highlights

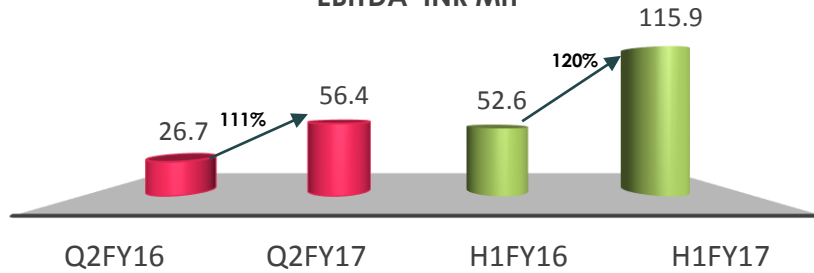
Revenues INR Mn



FOCUSED TO DELIVER

We are focused to deliver our business plan and achieve INR 100 cr in consolidated revenues in FY17

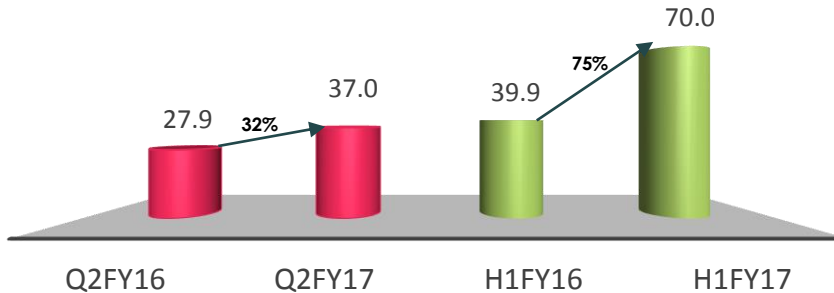
EBITDA INR Mn



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

PAT INR Mn



Takeaways

A big opportunity

We are building CTE as an integrated end-to-end solution provider for Big Data, Data Science and Cloud services

We are on plan

To Launch CD in Q3FY17, ahead of our plan
Integrates all four divisions of CTE in next six months
Appointment of Dr. Rajan Lukose as CTO, CTE and Chief Scientist, CD

Growth

Expect to achieve INR 100 cr in FY17
Focus to improve profitability

Safe Harbor

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THANK YOU

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