



9<sup>th</sup> February, 2017

The Listing Dept.,  
Bombay Stock Exchange Ltd  
Phiroze Jeejeebhoy Towers  
Dalal Street, Fort, Mumbai – 400 001

The Listing Dept.,  
The National Stock Exchange of India Ltd  
Exchange Plaza, Bandra Kurla Complex  
Bandra (East), Mumbai – 400 051

Dear Sir,

**Sub:** "CTE Q3FY17 INVESTOR PRESENTATION"

**Ref:** Regulation 30 of the Listing Regulations

BSE Scrip Code: 532801, NSE Code: CTE

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith the Investor Presentation captioned "CTE Q3FY17 INVESTOR PRESENTATION".

Thanking You,

Yours faithfully

**For Cambridge Technology Enterprises Limited**

  
T V Siva Prasad

(CFO, Company Secretary &  
Compliance Officer)



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# CTE / **Q3FY17 INVESTOR PRESENTATION**

Feb 2017

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. IBM predicts that analytics alone will be a USD 315 billion market by next year, roughly triple the size of India's IT exports. 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.





We are focused on providing an integrated end-to-end solution for Big Data, Data Science and Cloud Services.



# *Integrated Offering*



CAMBRIDGE  
**INNOVATIONS**

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

Build & Manage Technologies for enterprise clients



CAMBRIDGE  
**BIGDATA**

Integrated  
Offering



CAMBRIDGE  
**DATASCIENCE**

Draw insights from data and assist CxOs make decisions

Data Support & Managed Services

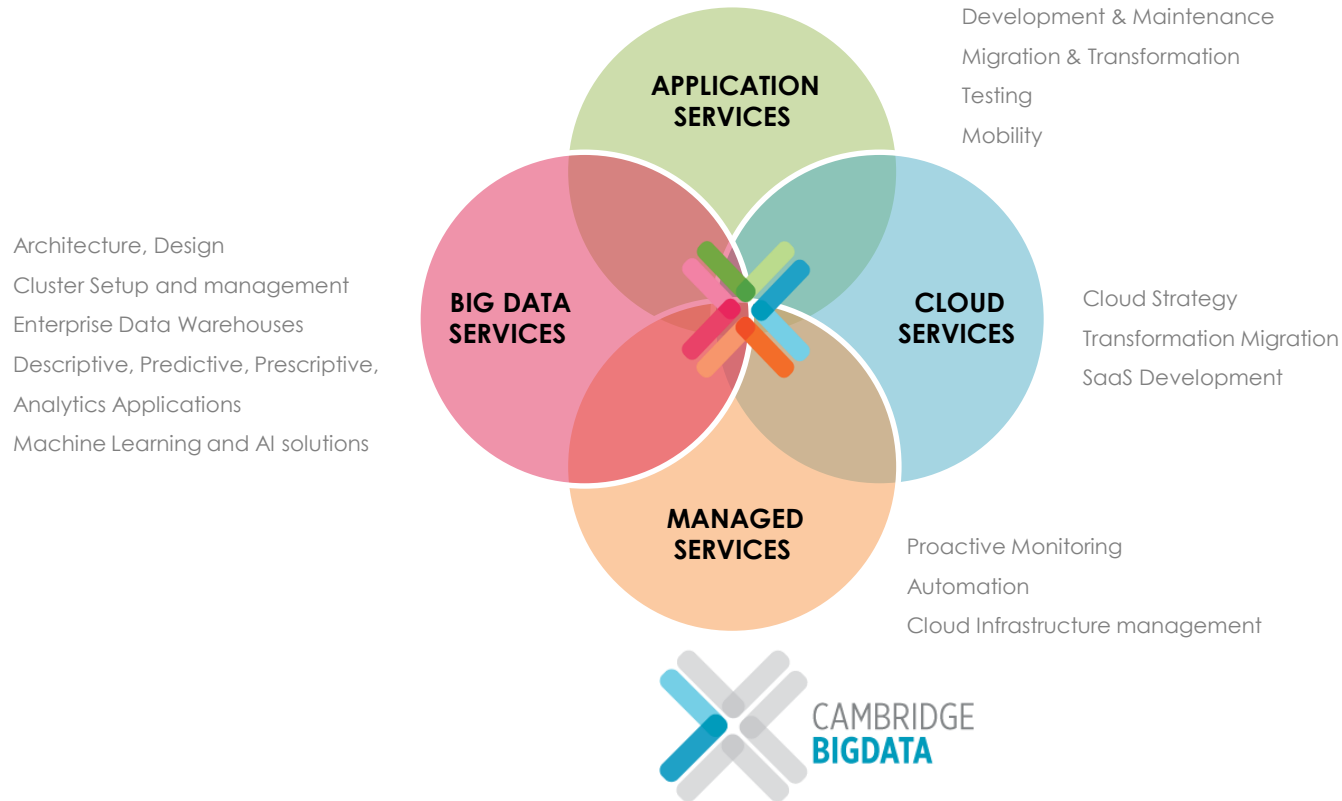


CAMBRIDGE  
**BIZSERVE**



# 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

Our clients are world's leading companies in their respective verticals.

# *Cambridge Bizserve*

- / Cambridge Bizserve focusses on effectively managing 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 Innovations*

/ Cambridge Innovations works with the most innovative new U.S. startups and identify cutting edge technologies.

## **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*



Q3FY17



# *Performance*

Reiterates its focus on AI and Machine Learning

Building the base to deliver the next phase of growth

Focused on providing integrated offerings to clients

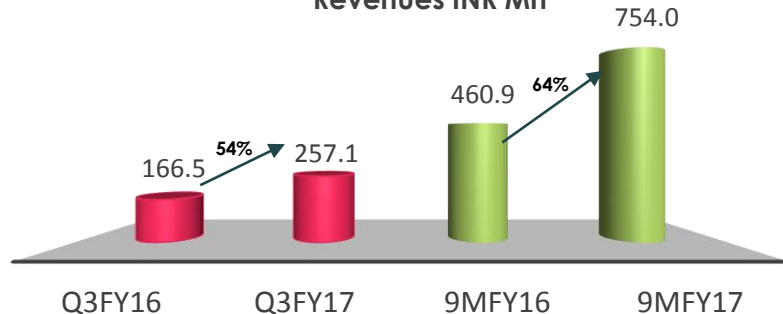
No impact of New US Visa Policy as we have less than 2%  
employees on H1B Visa

# Consolidated Income Statement

Particulars (In INR Mn)	Q3FY17	Q3FY16	Y-o-Y %	9MFY17	9MFY16	Y-o-Y %	FY16
Income from operations	257.1	166.5	54%	754.0	460.9	64%	658.2
Expenditure							
Employee Costs	100.1	85.5		311.7	231.3		340.7
Other Expenses	101.3	57.7		270.7	153.7		203.2
<b>EBITDA</b>	<b>55.6</b>	<b>23.1</b>	141%	<b>171.6</b>	<b>75.8</b>	126%	<b>114.3</b>
<b>EBITDA Margin %</b>	<b>22%</b>	<b>14%</b>		<b>23%</b>	<b>16%</b>		<b>17%</b>
Other Income	1.3	4.7		5.5	11.8		13.9
Depreciation	9.0	14.5		33.5	42.1		57.8
Finance Costs	2.5	1.6		6.8	2.7		4.9
PBT	45.4	11.7		136.7	42.8		65.4
Tax Expenses	(9.5)	(17.7)		11.7	(26.5)		(25.1)
<b>PAT</b>	<b>54.9</b>	<b>29.4</b>	86%	<b>125.0</b>	<b>69.4</b>	80%	<b>90.5</b>
<b>PAT Margin %</b>	<b>21%</b>	<b>18%</b>		<b>17%</b>	<b>15%</b>		<b>14%</b>
EPS (INR)	2.8	1.5		6.4	3.5		4.6

# Highlights

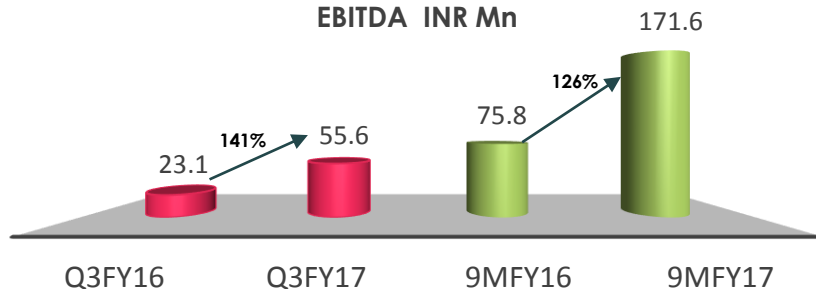
Revenues INR Mn



## BUILDING THE NEW BASE

We have progressed since FY15, when the revenues were INR 322 Mn and are focused on consolidating our base.

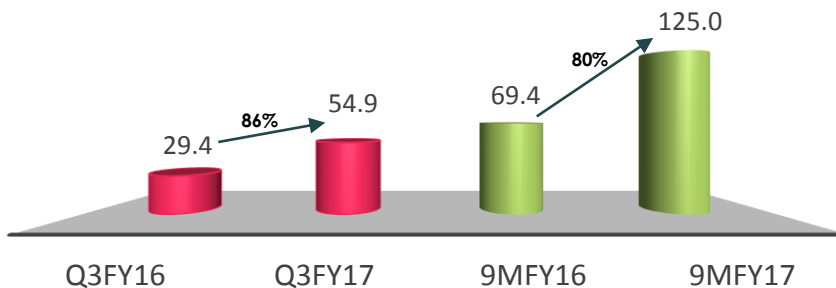
EBITDA INR Mn



## PROFITABLE AND SCALABLE

In the next six months, we will build and consolidate things that are profitable and scalable.

PAT INR Mn



## NOTE

\*The Hon'ble High Court of Judicature at Hyderabad has approved the Scheme of Reduction of Capital and a certified copy of Order dated 5th October, 2016 has been received by the Company. The Company continued to provide amortization of Goodwill for FY16 and for the quarter ended 30 June, 2016 amounting to INR 30.5 Mn pending High Court Order. During the quarter, INR 15.2 Mn is reversed which is equivalent to 50% of the amount amortized.

# *Takeaways*

## **Markets are evolving**

Markets are evolving and we are better positioned to take advantage of these market opportunities as we have spent the last few years building our base.

## **Focused on providing integrated offerings to clients**

We are focused on providing an integrated offering and creating value with disruptive technologies for our clients.

## **Building the base to deliver the next phase of growth**

This will be our focus for the next six months – to build and consolidate things that are profitable and scalable.

# *Safe Harbor*

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**THANK YOU**

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