



POSSIBILITIES BEYOND. **ENABLED**

# Q2 FY17 Investor Presentation



“ We help businesses accelerate digital innovation, securely and efficiently ”



Innovate



Secure



Optimize

# Q2FY17 Financial Review



# Q2 FY17 key highlights

Rs.165.49 Crore  
\$25.07M in Revenue

Rs.17.27 Crore  
\$2.62M in EBITDA

Rs.5.43 Crore  
\$0.82M in PAT

16.6%  
Revenue QoQ

15.7%  
EBITDA QoQ

76.0%  
PAT QoQ

# Q2FY17 Business Highlights

26 offices in  
15 countries

1350 +  
employees

6 customers over \$1M  
Q2FY17 revenue



US : **34%** of overall revenues

ROW : **23%** of overall revenues

India : **36%** of overall revenues

- Won first deal of Interact DX in Europe, a leading satellite telecom company
- Completed the largest IAM engagement and 1<sup>st</sup> product deployment in US
- Won largest deal in Asia for IAM engagement, one of the largest banks in Japan
- 28 Clients from Global Fortune 500 list

# Key Financial Metrics

## Quarterly Metrics

(Rs. In Crores)

Metric	Q2 FY17	Q1 FY17	Q2 FY16	Change QoQ	Change YoY
Revenue	165.49	141.94	176.84**	16.6%	-6.4%
EBITDA	17.27‡	14.92	20.93	15.7%	-17.5%
EBITDA %	10.4%	10.5%	11.8%	-0.1%	-1.4%
PAT <sup>δ</sup>	5.43‡	3.09*	12.37	76.0%	-56.1%
PAT %	3.3%	2.2%	7.0%	1.1%	-3.7%

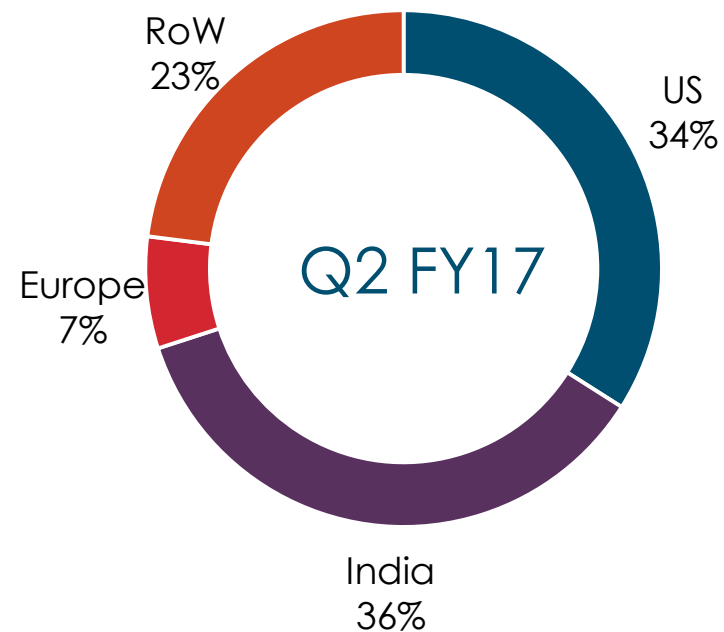
δ PAT is Net Profit after Minority interests

‡ Includes one time non-cash amount of Rs 4.96 Cr pertaining to Employee Stock revaluation during Spikes acquisition

\* PAT is after removing exceptional items for like to like comparison. PAT will be Rs 31.03 Cr after adding one-time gains from IT Services sale

\*\* Q2FY16 Revenue includes IT services revenues of Rs 29.33 Cr

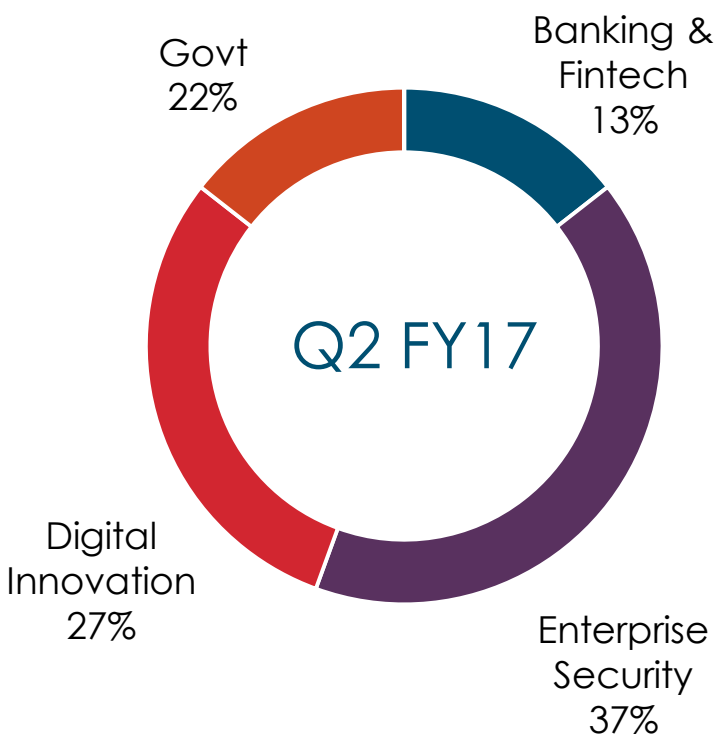
# Revenue Distribution by Region



Region	Q2 FY17	Q1 FY17	Q2 FY16
US	34%	36%	45%
Europe	7%	7%	6%
India	36%	24%	22%
ROW	23%	33%	27%

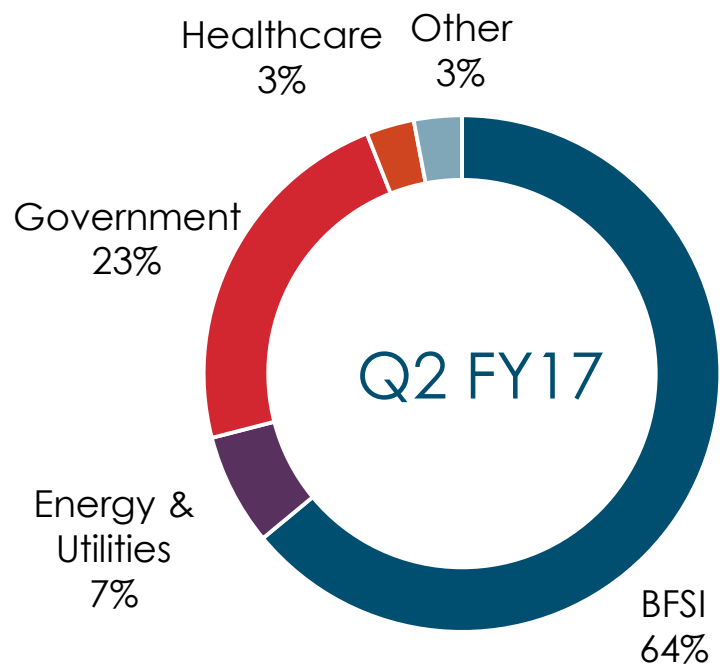
# Revenue Distribution by Line of Business

(Rs. In Crores)



LOB	Q2 FY17	Q1 FY17	Q2 FY16
Enterprise Security	61.99	60.01	71.50
Digital Innovation	45.15	44.94	36.89
Industry Sol – Banking & Fintech	21.90	29.97	32.35
Industry Sol – Govt	36.45	7.02	6.77
IT Services	-	-	29.33
<b>Total</b>	<b>165.49</b>	<b>141.94</b>	<b>176.84</b>

# Revenue Distribution by Industry



(Rs. In Crores)

Industry	Q2 FY17	Q1 FY17	Q2 FY16
BFSI	106.13	93.11	120.61
Energy & Utilities	11.54	16.78	23.28
Government	38.14	19.86	18.74
Healthcare	4.83	6.47	7.07
Others	4.85	5.72	7.14
<b>Total</b>	<b>165.49</b>	<b>141.94</b>	<b>176.84</b>

# Key Customer Metrics

## Revenue Contribution:

Customer	Q2 FY17	Q1 FY17	Q2 FY16
Top Client	17.0%	9.1%	7.1%
Top 5 Clients	33.0%	26.5%	22.5%
Top 10 Clients	42.1%	37.8%	31.9%

## Customer Engagement Size:

Quarterly Revenue	Q2 FY17	Q1 FY17	Q2 FY16
>\$1 Mn	6	7	5
\$0.5Mn - \$1Mn	8	7	6
<\$0.5 Mn	57	54	65

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

## Services Utilization:

Resource types	Q2 FY17	Q1 FY17	Q2 FY16
Onsite	84.4%	82.6%	82.4%
Offshore	71.2%	69.5%	65.1%

# Key Employee Metrics

Role	Q2 FY17	Q1 FY17	Q2 FY16
Technical (Delivery)	1170	1137	1190
Trainees	10	13	59
Operations	75	78	75
Sales	82	90	95
Management	21	19	23
<b>Total</b>	<b>1358</b>	<b>1337</b>	<b>1442</b>
Attrition Rate (TTM basis)	18.6%	17.4%	17.5%
<b>Average Experience (years)</b>	<b>6.9</b>	<b>7.7</b>	<b>7.5</b>

# Thank You



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