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# Q3 FY16 Investor Presentation



“We help businesses accelerate digital innovation, securely”



# Q3FY16 Financial Review





# Q3 FY16 key highlights

Rs.187.28 Crore  
\$30.21M in Revenue

Rs.23.61 Crore  
\$3.81M in EBITDA

Rs.15.78 Crore  
\$2.54M in PBT

+6%  
Revenue QoQ

+13%  
EBITDA QoQ

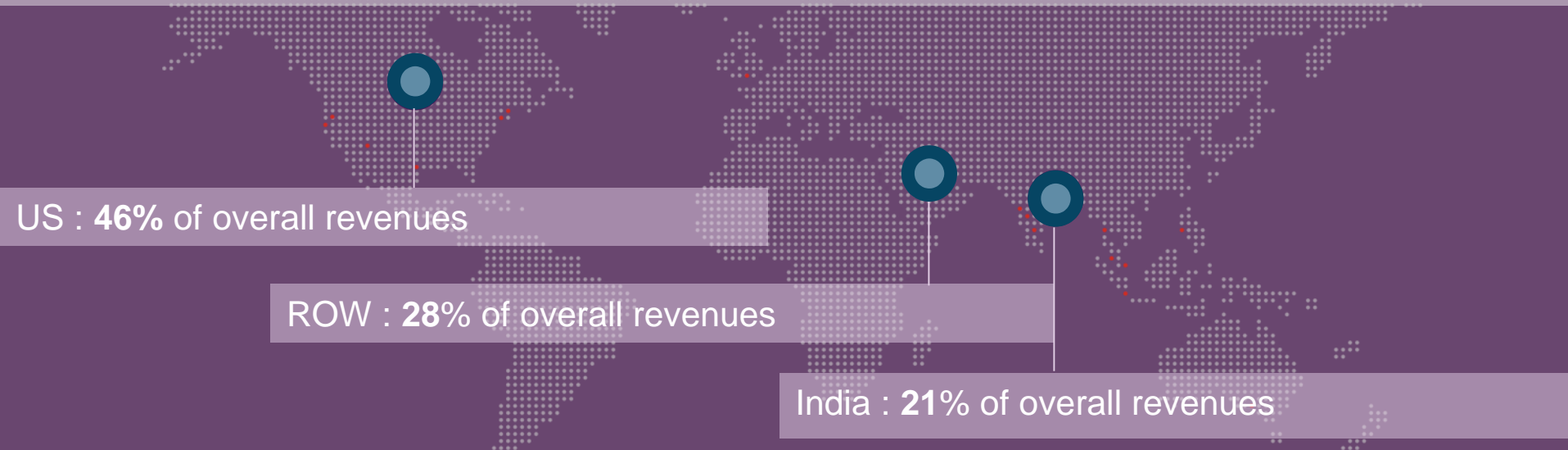
+4%  
PBT QoQ

# Q3FY16 Business Highlights

26 offices in  
15 countries

1450 +  
employees

6 customers over \$1M  
Q3FY16 revenue



- 30 clients from global Fortune 500 list
- Won a Single Sign-on migration to Ping with a leading Northeastern Bank in the USA
- Won a lending product implementation deal with largest bank in APAC
- Won a strategic deal with an insurance major to deliver just-in-time welcome kit

# Key Financial Metrics

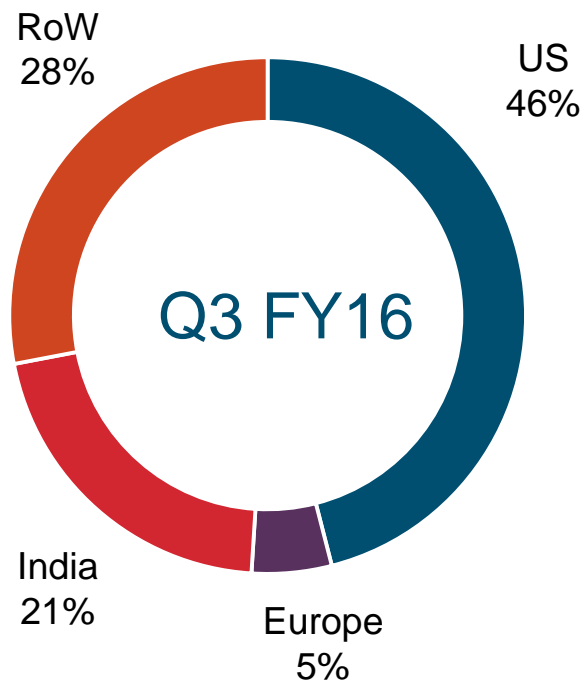
## Quarterly Metrics

(Rs. In Crores)

Metric	Q3 FY16	Q2 FY16	Q3 FY15*	Change QoQ	Change YoY
Revenue	187.28	176.84	172.10	+5.90%	+8.82%
EBITDA	23.61	20.93	24.67	+12.78%	-4.32%
EBITDA %	12.6%	11.8%	14.3%	+0.77%	-1.73%
PBT	15.78	15.22	16.66	+3.66%	-5.32%
PBT %	8.4%	8.6%	9.7%	-0.18%	-1.26%

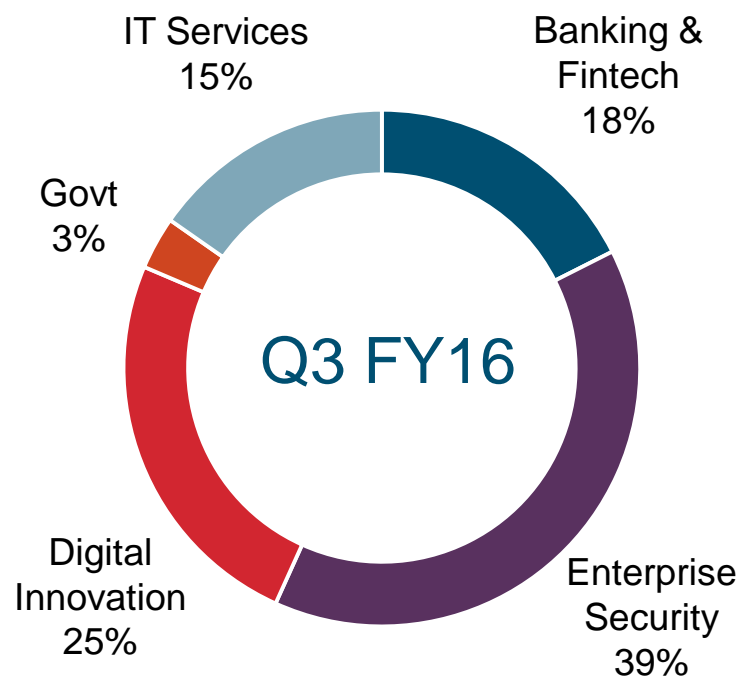
\* For like for like comparison, capitalization effect has been removed from Q3FY15. Including capitalization impact will result in EBITDA of 17.3% and PBT of 12.6%

# Revenue Distribution by Region



Region	Q3 FY16	Q2 FY16	Q3 FY15
US	46%	45%	44%
Europe	5%	6%	7%
India	21%	22%	23%
ROW	28%	27%	26%

# Revenue Distribution by Line of Business

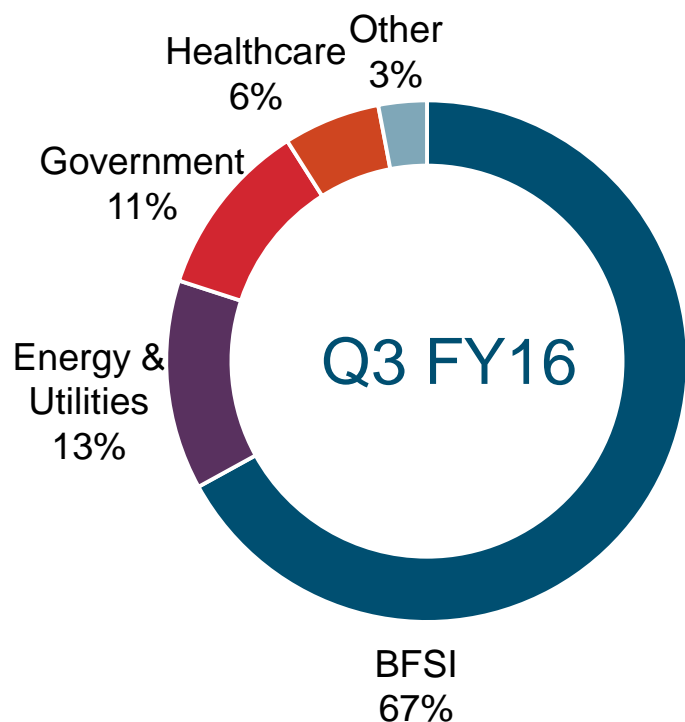


(Rs. In Crores)

LOB	Q3 FY16	Q2 FY16	Q3 FY15
Enterprise Security	73.41	71.50	61.88
Digital Innovation	46.17	36.89	10.27
Industry Sol – Banking & Fintech	32.87	32.35	39.59
Industry Sol – Govt	6.19	6.77	10.79
IT Services	28.64	29.33	49.57
<b>Total</b>	<b>187.28</b>	<b>176.84</b>	<b>172.10</b>



# Revenue Distribution by Industry



(Rs. In Crores)

Industry	Q3 FY16	Q2 FY16	Q3 FY15
BFSI	126.35	120.61	112.49
Energy & Utilities	24.47	23.28	22.58
Government	20.16	18.74	20.00
Healthcare	11.37	7.07	5.80
Others	4.93	7.14	11.23
<b>Total</b>	<b>187.28</b>	<b>176.84</b>	<b>172.10</b>

# Key Customer Metrics

## Revenue Contribution:

Customer	Q3 FY16	Q2 FY16	Q3 FY15
Top Client	6.8%	7.1%	6.4%
Top 5 Clients	25.1%	22.5%	19.2%
Top 10 Clients	35.9%	31.9%	27.4%

## Customer Engagement Size:

Quarterly Revenue	Q3 FY16	Q2 FY16	Q3 FY15
>\$1 Mn	6	5	4
\$0.5Mn - \$1Mn	6	6	5
<\$0.5 Mn	61	65	53

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

## Services Utilization:

Resource types	Q3 FY16	Q2 FY16	Q3 FY15
Onsite	85.4%	82.4%	80.2%
Offshore	68.2%	65.1%	69.8%

# Key Employee Metrics

Role	Q3 FY16	Q2 FY16	Q3 FY15
Technical (Delivery)	1225	1190	992
Trainees	32	59	48
Operations	78	75	70
Sales	97	95	45
Management	28	23	17
<b>Total</b>	<b>1460</b>	<b>1442</b>	<b>1172</b>
Attrition Rate (TTM basis)	17.4%	17.5%	15.1%
<b>Average Experience (years)</b>	<b>7.9</b>	<b>7.5</b>	<b>6.3</b>

# Thank You



- For further information, please contact:
- Tel: +91 22 6617 2600
- Email: [investor@aurionpro.com](mailto:investor@aurionpro.com)

