




CTE / **FY17 INVESTOR PRESENTATION**

May 2017



"We always overestimate the change that will occur in the next two years and underestimate the change that will occur in the next ten. Don't let yourself be lulled into inaction."

Bill Gates from his book 'The Road Ahead'.

A group of people are seated around a wooden table in a meeting or collaborative work environment. They are focused on their work, with some looking at laptops and others at notebooks. The scene is dimly lit, with a dark overlay across the entire image. The text 'Focus. Growth' is centered in white, bold font.

Focus. Growth

Our model is simple, we are focused on the convergence of **Big Data and Cloud** powered by AI and Machine Learning.

Market Opportunity

- 1** **BIG DATA AND THE CLOUD ARE GAME CHANGERS** transforming how businesses are defined, designed and delivered and enterprise value is captured. Every human life and business in this world will be transformed with this disruption and millions of transformative businesses will be created.
- 2** **THE CONVERGENCE OF BIG DATA AND CLOUD POWERED BY 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.

Integrated Offering



CAMBRIDGE
BIGDATA

Build & Manage
Technologies for
enterprise clients

Data Support &
Managed Services



CAMBRIDGE
BIZSERVE

Integrated
Offering



CAMBRIDGE
DATASCIENCE

Draw insights from
data and assist
CxOs make
decisions

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



CAMBRIDGE
INNOVATIONS



Our Services Growth Engines

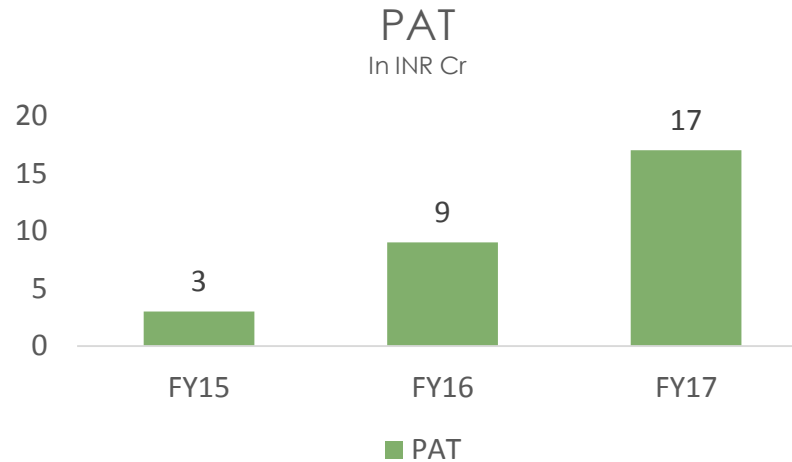
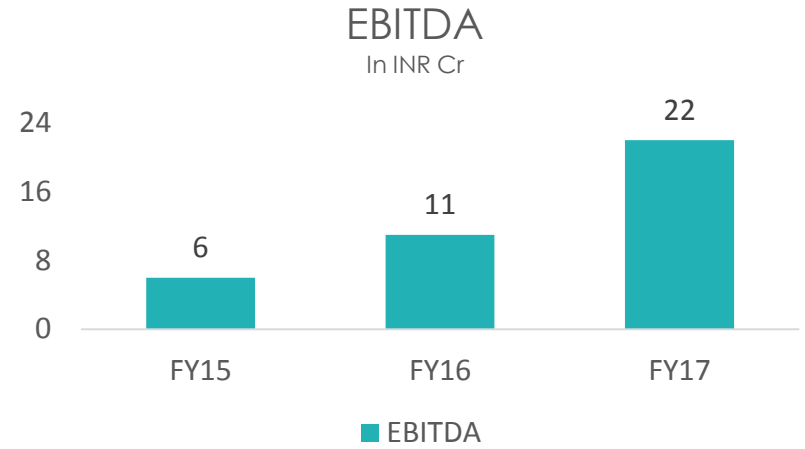
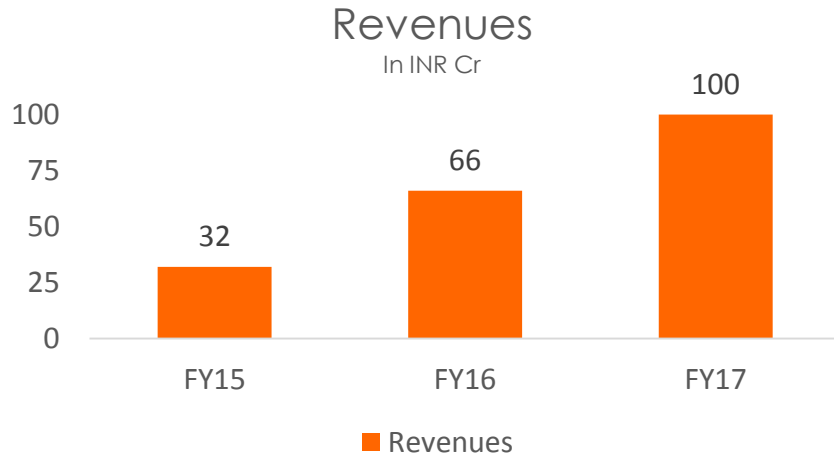


Since 2015, we have concentrated on our growth engines



	Business launched on Jan 1, 2015	
Metrics	On Jan 1, 2015	Current
No. of growth engines	0	4
Annual Revenues	USD 5 Mn	USD 15 Mn
Revenue Growth	-	3x
Annual EBITDA	USD 1 Mn	USD 3.2 Mn
EBITDA Growth	-	3x
Annual PAT	USD 0.5 Mn	USD 2.5 Mn
PAT Growth	-	5x
Employees	150	350
Offices	5	9
No. of investments	0	12

Financials



Vision 2020

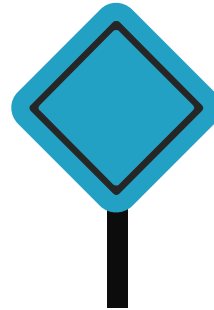
VISION 2020

THREE FOLD REVENUE STREAMS TO START YIELDING RESULTS IN 3 YEARS



Current Metrics

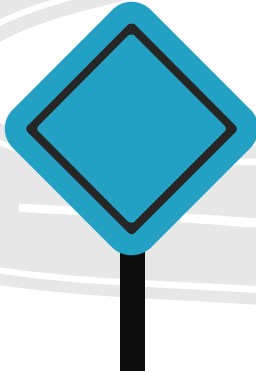
4 services offerings.
Annual revenues of USD 15 Mn, 3x growth since 2015



Revenue Stream # 1

Revenue from Organic Growth

Going forward, we expect an average annual revenue of approximately USD 10 Mn in our four service offerings



Revenue Stream # 2

Upside from equity in CI

We believe it will take us 3-5 years to generate liquidity from our investments.



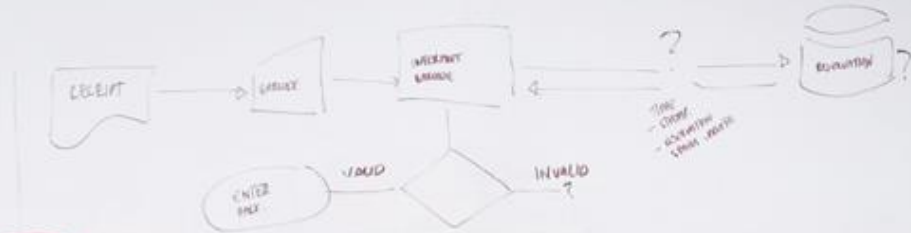
Revenue Stream # 3

Revenues from Inorganic Growth

Explore potential inorganic growth opportunities in the areas of Big Data or Data Science

Future – The Paradigm Shift

Traditional Indian IT businesses are focused on back end & cost.



We are a front end innovation driven business focused on value.

Safe Harbor

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THANK YOU

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