


**CTE**

**CAMBRIDGE TECHNOLOGY ENTERPRISES**

**Q2FY16 / INVESTOR PRESENTATION**

Nov 2015



The background of the slide features a complex, abstract network of thin, light blue lines that form a dense, interconnected web. The lines are more concentrated in the center and become sparser towards the edges, creating a sense of depth and connectivity. The overall color palette is a soft, pale blue against a white background.

**CTE** helps organisations seeking to realize their business potential to capture new enterprise value by leveraging the convergence of **big data and the cloud.**

# 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 THE TREND IS ACCELERATING** with 90% of the world's data having been created in the past 2 years and growing 40% annually.
- 3 A GLOBAL RESOURCE SHORTAGE FUELS OPPORTUNITY** with an estimated shortage of 1.5M managers/analysts and 200K data scientists in the U.S. by 2018.
- 4 COMPANIES SEEK END-TO-END PARTNERS** which CTE through its services, partnerships and experienced team is uniquely positioning to deliver.

# *Our end-to-end services*

## **APPLICATION SERVICES**

Development & Maintenance  
Migration & Transformation  
Testing  
Mobility



## **CLOUD SERVICES**

Cloud Strategy  
Transformation Migration  
SaaS Development

## **BIG DATA SERVICES**

Architecture, Design  
Cluster Setup and management  
Enterprise Data Warehouses  
Descriptive, Predictive, Prescriptive,  
Analytics Applications

## **MANAGED SERVICES**

Proactive Monitoring  
Automation  
Cloud Infrastructure management

## *2 Year business plan*

**USD 1 Million in revenue/month**

by March 2016

**USD 2 Million in revenue/month**

by March 2017

# *Business plan pillars*

1

## **BUILD PARTNERSHIPS**

In first 6 months of current fiscal, forged partnerships with leading technology innovators (Oracle, Rackspace, Amazon)

2

## **GET VERTICAL CUSTOMERS**

Focus on referenceable clients across target verticals

3

## **REACH OPTIMAL SCALE**

Recruit talent pool to support growth to USD 2M of revenue per month  
Target to double employees from 250 to approximately 500 by Mar 2017  
Investing in training to build core foundation

# Partners for growth & differentiation

ENTERPRISE SOLUTIONS



CLOUD COMPUTING



LOAD TESTING & MONITORING



IDENTITY MANAGEMENT



SOFTWARE ANALYTICS



MANAGED CLOUD



DATA VISUALIZATION



# *Vertical focus*



Energy Utilities



Life Science  
Pharma



Industrials



BFSI



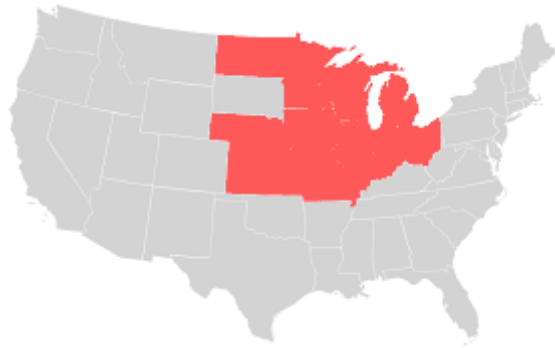
Infrastructure



Retail



# *Geographic focus*



US Mid-West



India

# Key Clients



Emphasis on **mid-west region of the US** has yielded big benefits. Apart from US, we have also laid importance on India.

Contracts from **leading companies** in industries from shipping, infrastructure, textiles, manufacturing, to banking and finance.

# Leadership



## **Aashish Kalra, Chairman**

Aashish Kalra is a pioneering equity investor in Technology, Infrastructure, Real Estate, Energy, Logistics and Hospitality. Earlier as a co-founder of Cambridge Samsung Resources, a leading Systems Integrator, he concluded successful partnerships with Hewlett-Packard, Marubeni, NEC and other global 1000 companies. As the Chairman, he foresees the global operations of CTE, providing strategic vision and leadership to the company. Aashish holds a Master's degree in International Finance from Brandeis University, Waltham, USA.



## **Sudip Kar, VP Delivery**

Sudip Kar heads the delivery and client management at CTE. Prior to joining CTE, he was a founding member of a USA based start-up and successfully merged its technology with a French conglomerate. Over his 20 years of experience in the IT industry, Sudip worked in India as well as USA for various companies like HCL, HP and Delsoft. Sudip holds a degree in Computer Science and Engineering from Jadavpur University.



## **Dharani Raghurama Swaroop, Whole Time Director**

D.R.R. Swaroop heads the overall operations in India and is specifically responsible for all the corporate governance and statutory compliances-related aspects of CTE. Prior to his association with CTE, Swaroop co-founded a successful IT systems integration company of more than 150 personnel. Swaroop holds an Electrical Engineering degree from JNTU.



## **Nitin Tyagi, VP Enterprise Solutions**

Nitin Tyagi heads the technical delivery of enterprise products. He has over 15 years of professional global experience in the software industry and successfully led multiple consulting, client services, sales and delivery roles. Prior to CTE, Nitin led engineering, development, & commercial production efforts for Zintech Holding, B.V., Netherlands. Nitin holds Masters in Computer Sciences.



## **T.V. Siva Prasad, CFO and Secretary**

T.V. Siva Prasad has 15+ years of experience in accounting, finance and compliance. He has contributed in reputed companies such as Tata Projects Ltd., Dr. Reddy's Laboratories, United Breweries and Tech Mahindra. Siva is a qualified Chartered Accountant, an associate member of the Institute of Company Secretaries of India and holds an Executive PG Diploma in Management from Indian Institute of Foreign Trade.



## **Rajesh Krishnamoorthy, Head of Information Technology**

Rajesh Krishnamoorthy has 20 years of experience spanning technology, account management, presales and product development. He specializes in integration, open source product architecture, development and solution architecture as well as managing Big Data engagements. Raj is an alumni of CTE, having earlier worked in Cell Exchange. Raj's educational background includes a BE & an MBA.

# *Results*



# Consolidated Income Statement

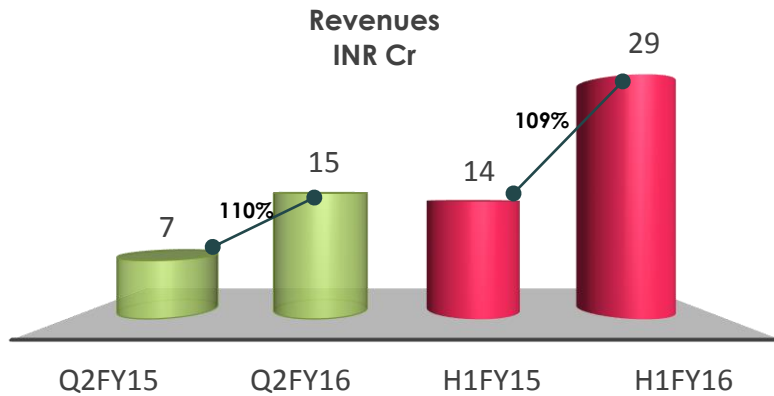
Particulars (In INR Cr)	Q2FY16	Q2FY15	Y-o-Y %	H1FY16	H1FY15	Y-o-Y %	FY15
Operating Income	15.44	7.37	110%	29.44	14.06	109%	32.26
Other Income	0.39	0.26		0.72	0.31		1.02
<b>Total Income</b>	<b>15.83</b>	<b>7.63</b>		<b>30.16</b>	<b>14.36</b>		<b>33.28</b>
Expenditure							
Employee Costs	7.41	5.07		14.58	9.86		19.20
Other Operating Exp	5.36	2.05		9.60	3.78		7.34
<b>EBITDA</b>	<b>3.06</b>	<b>0.52</b>	493%	<b>5.99</b>	<b>0.72</b>	726%	<b>6.73</b>
<b>EBITDA Margin</b>	<b>19.3%</b>	<b>6.8%</b>		<b>19.8%</b>	<b>5.0%</b>		<b>20.2%</b>
Depreciation	1.38	0.14		2.76	0.28		3.09
Finance Costs	0.11	0.00		0.11	0.00		0.00
PBT	1.56	0.38		3.11	0.45		3.65
Tax Expenses	(1.24)*	0.12		(0.89)	0.35		0.52
<b>PAT</b>	<b>2.79</b>	<b>0.25</b>	1013%	<b>4.00</b>	<b>0.09</b>	4189%	<b>3.12</b>
<b>PAT Margin</b>	<b>17.6%</b>	<b>3.2%</b>		<b>13.2%</b>	<b>0.1%</b>		<b>9.3%</b>
EPS (INR)	1.43	0.13		2.04	0.05		1.59

\* In compliance of Accounting Standard on Deferred Taxes, considering increased visibility of profits, the Company has decided to recognize Deferred Tax Assets of INR 4.3 cr arising out of carry forward tax losses. Of the above INR 4.3 cr, INR 1.8 cr was recognised in second quarter and the balance INR 2.5 cr to be recognised in the remaining two quarters of the financial year 2015-16.

# Consolidated Balance Sheet

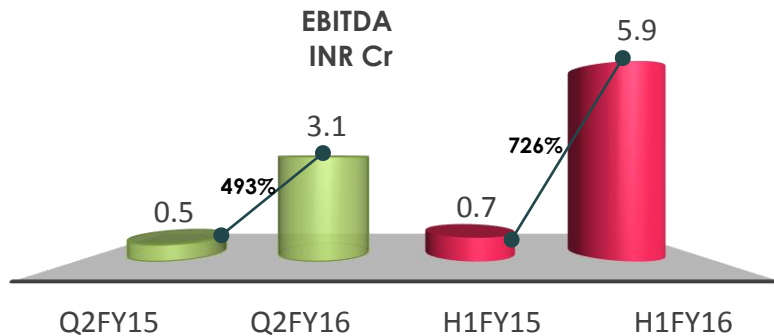
Particulars (In INR Cr)	As on 30 Sep 2015	31 Mar 2015
<b>EQUITY AND LIABILITIES</b>		
Networth	33.43	28.92
Non Current Liabilities & Provisions	1.55	0.68
Current Liabilities & Provisions	9.08	3.95
Net Deferred Tax Liability	(1.26)	(0.02)
<b>Total Liabilities</b>	<b>42.80</b>	<b>33.52</b>
<b>ASSETS</b>		
Net Fixed Assets	16.75	15.37
Non Current Investments	2.12	-
Long Term Loans and Advances	4.55	1.88
Current Assets:		
Trade Receivables	10.33	7.75
Short Term Loans and Advances	0.47	0.48
Other Current Assets	4.02	3.90
Other Non Current Assets	3.14	2.18
Cash and Cash Equivalents	1.39	1.96
<b>Total Assets</b>	<b>42.80</b>	<b>33.52</b>

# Highlights



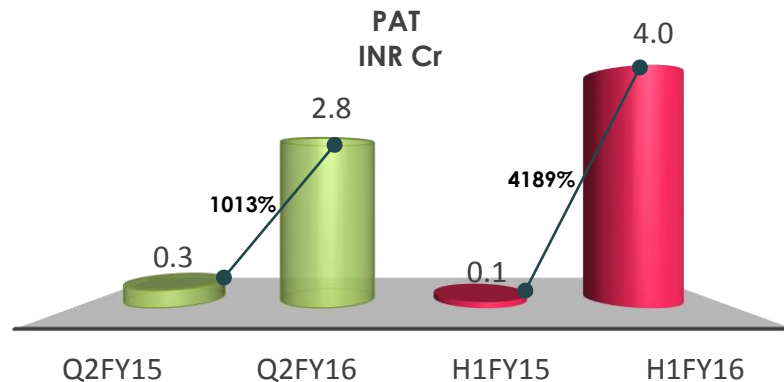
## EARLY IN OUR PLANS

We are SUB SCALE & growing from a low base. We believe that scale is somewhere near revenues of USD 2 Mn p.m. and are focused to deliver our 2 year business plan



## 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



## NOTE

Recognition of Deferred Tax Assets amounting to INR 1.8 cr in Q2FY16, resulted into tax benefit and subsequently higher PAT

# *Highlights*

With continued significant value creation,  
we target to be a dividend paying company by FY16.





# *Takeaways*

## **Strong First Step**

Started in Jan 2015 on a low base, Focused on achieving our target of USD 2 Mn p.m. revenues by Mar 17

## **Stable Leadership**

Increased focus on customers, partners, delivery and scaling

## **Depth of Offerings**

Focus on convergence of big data and the cloud

## **Geographic Focus**

Service mostly global fortune 500 companies based in the U.S.

## **Investing in Talent**

From 250 to 500 superior employees  
Investment in recruitment and training top priority

# *Safe Harbor*

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