

Q1 FY15 Earnings Presentation



Fiscal Year 2014-15



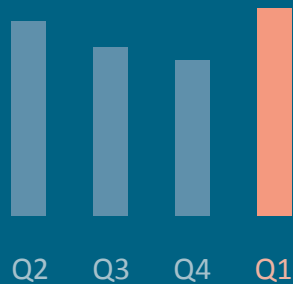
Q1 FY15 was a successful quarter achieving YoY revenue & income growth

Rs. 179 Crores
Revenue

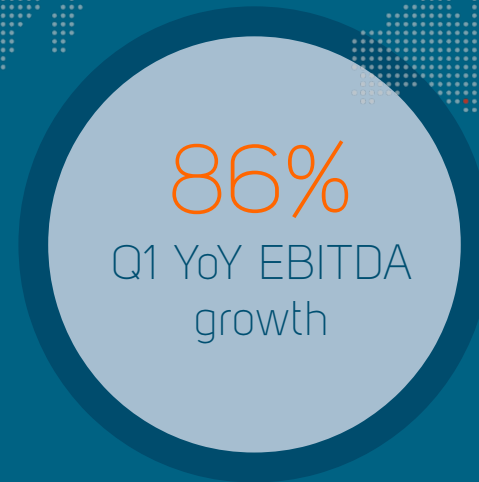
Rs. 31 Crores
EBITDA

Rs. 15 Crores
Net Profit

Quarterly YoY Growth:



16%
Q1 YoY revenue growth

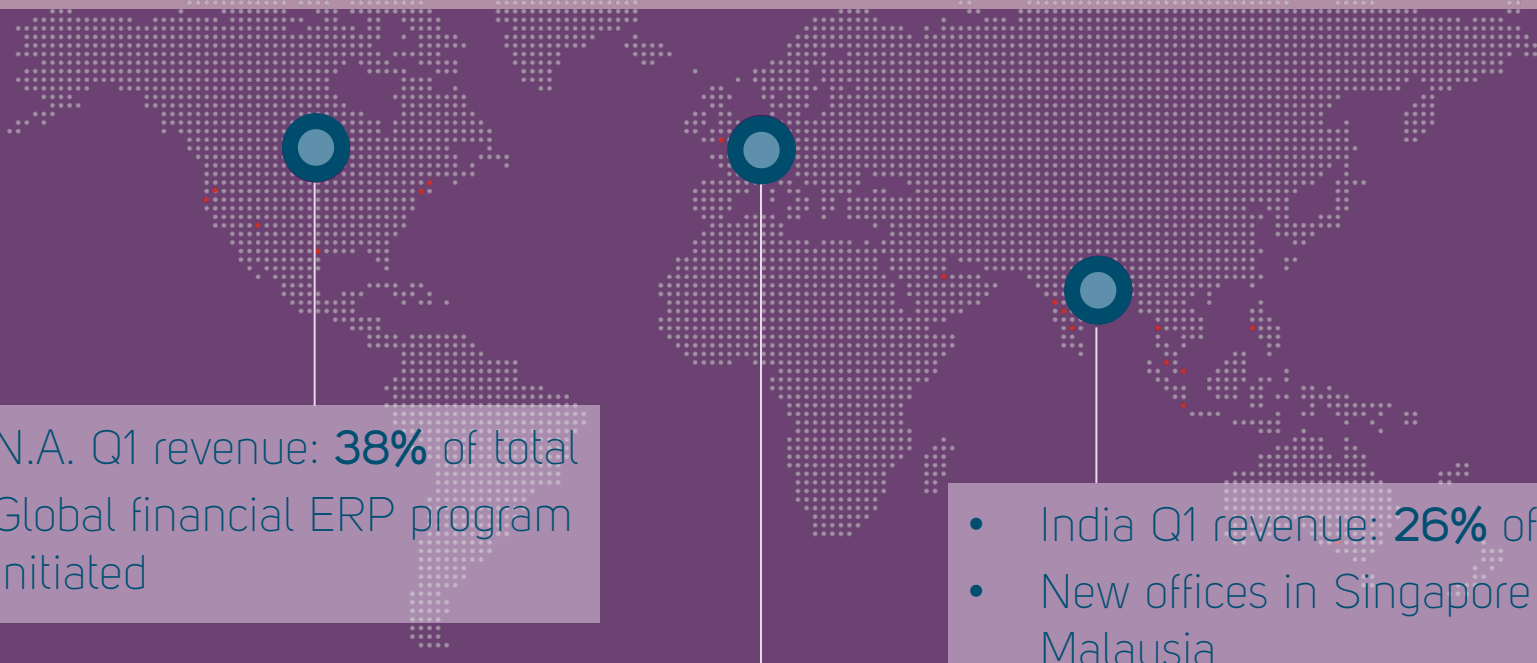


Q1 FY15 Business Highlights

17 offices
in 12 countries

1,118 employees

4 customers > \$1M
Quarterly Revenue

- 
- N.A. Q1 revenue: **38%** of total
 - Global financial ERP program initiated

- Europe Q1 revenue: **8%** of total
- Kicked off new partnership with HP to support customers' middleware initiatives

- India Q1 revenue: **26%** of total
- New offices in Singapore and Malaysia
- 5 new SCM customer acquisitions across Singapore, Hong Kong, and Indonesia



Aurionpro Drives Value Through Innovation

Select Customer Initiatives in Q1

- API-based Fitbit integration with a leading nutrition company's journaling app
- SCMProFit Phase 1 launch to 6 countries for a Pharma transportation services leader
- UK Ministry of Defence Identity Management initiative won the "Best Identity and Access Management Project" at the European Identity & Cloud Conference
- Successful go-live of the world's largest known Oracle WebCenter portal



Key Financial Metrics

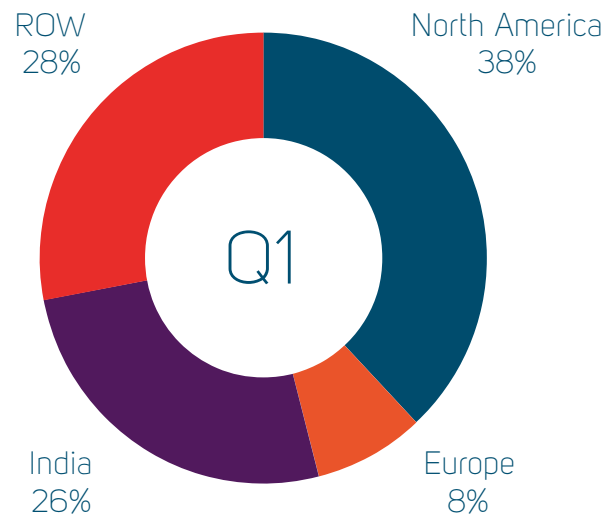
(Rs. In Crores)

Metric	Q1 FY15	Q4 FY14	Q1 FY14	Change QoQ	Change YoY
Revenue	178.94	170.77	153.74	4.8%	16.4%
EBITDA	31.40	17.53	16.85	79.1%	86.4%
EBITDA %	17.5%	10.3%	11.0%	7.3%	6.6%
PAT*	14.72	2.49	4.17	490.4%	253.1%
PAT* %	8.2%	1.5%	2.7%	6.8%	5.5%

(* Numbers exclude forex gain/(loss), MAT credits and deferred tax credits)

Revenue Distribution by Region

Revenue per Geography:



Region	Q1 FY15	Q4 FY14	Q1 FY14
North America	38%	37%	42%
Europe	8%	9%	9%
India	26%	29%	26%
ROW	28%	25%	22%

Revenue Distribution by Offering Type

Revenue per Service Offering:

Service Offering	Q1 FY15	FY14
IP Led	37.69	133.79
Services	102.86	367.72
Others	38.39	173.38
Total	178.94	674.89

(Rs. In Crores)

Key Customer Metrics

Revenue Contribution:

Customer	Q1 FY15	Q4 FY14	Q1 FY14
Top Client	4.7%	5.1%	4.9%
Top 5 Clients	18.2%	15.9%	15.7%
Top 10 Clients	24.5%	23.7%	24.1%

Customer Engagement Size:

Quarterly Revenue	Q1 FY15	Q4 FY14	Q1 FY14
>\$1 Mn	4	2	3
\$0.5Mn - \$1Mn	5	7	7
<\$0.5 Mn	55	53	54

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

Services Utilization:

Resource Type	Q1 FY15	Q4 FY14	Q1 FY14
Onsite	86.8%	81.9%	82.2%
Offshore	70.1%	67.4%	65.5%

Key Employee Metrics

Role	Q1 FY15	Q4 FY14	Q1 FY14
Technical (Delivery)	964	952	871
Trainees	25	17	14
Operations	76	74	69
Sales	38	36	35
Management	15	15	14
Total	1118	1,094	1,003
Attrition Rate (TTM basis)	14.3%	15.1%	16.2%
Average Experience (years)	6.7	6.5	6.1

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