

# Q3 FY15 Earnings

Financial Year 2014-15



# Momentum sustained in Q3 FY15 with satisfactory revenue and income growth

Rs.172.10 Crore  
\$28.68M in Revenue

Rs. 29.69 Crore  
\$4.95M in EBIDTA

Rs. 20.55 Crore  
\$3.42M in Net Profit

+6%  
Revenue YoY

+81%  
Net Profit YoY

+27%  
EBITDA YoY

# Q3 FY15 Business Highlights

18 offices in  
11 countries

1,172  
employees

4 customers > \$1M  
Quarterly Revenue



N.A. Q3 revenue: **44%** of overall revenues

Europe Q3 revenue: **7%** of overall revenues

India Q3 revenue: **23%** of overall revenues

- 27 clients from global Fortune 500 list
- Fin. Services & IDAM practices assessed at CMMI Level 5
- Named in FinTech Forward 100 for 2014. Fourth time in six years

# Q3 FY15 Management Updates

- Intellvisions Merger Approved by Mumbai High Court.
  - Compliments Banking and Innovation Lab offerings as Intellvisions' Kiosk product line can transform the interactive digital customer experience.
- Key Additions to Management Team:

Nikhil Menon	Vice President, Head of Sales for ASEAN
Balaji Desikamani	Sr. Vice President, Global Head of Marketing
Sandeep Kaujalgi	Executive Vice President, Head of Sales, Innovation Lab, North America

# Q3 FY15 Customer Initiatives

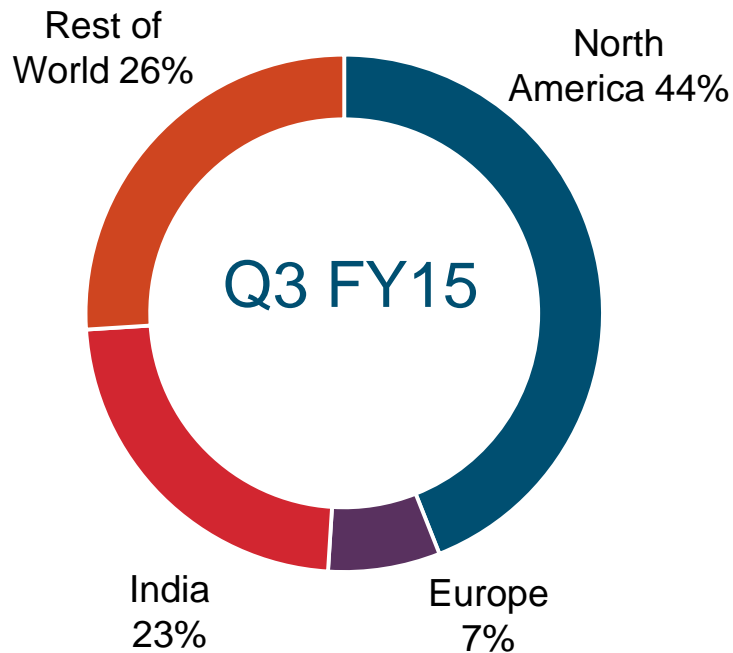
- Continued growth and upselling into key strategy accounts
- Innovation Lab: Rapid growth with adoption by 3 new customers in Q3 FY 15
- Strong interest from firms looking to partner and leverage our security expertise - SailPoint, Forgerock, SecureAuth, Okta, CA, Dell, etc.
- In-roads into Africa & Sri Lanka with significant wins in Supply Chain and Banking respectively.

# Key Financial Metrics

(Rs. In Crores)

Metric	Q3 FY15	Q2FY 15	Q3 FY14	Change QoQ	Change YoY
Revenue	172.10	184.31	162.53	-6.62%	5.89%
EBITDA	29.69	32.94	23.31	-9.86%	27.38%
EBITDA %	17.25%	17.87%	14.34%	-0.62%	2.91%
Net Profit	20.55	18.42	11.36	11.54%	80.88%
Net Profit %	11.94%	9.99%	6.99%	1.94%	4.95%

# Revenue Distribution by Region

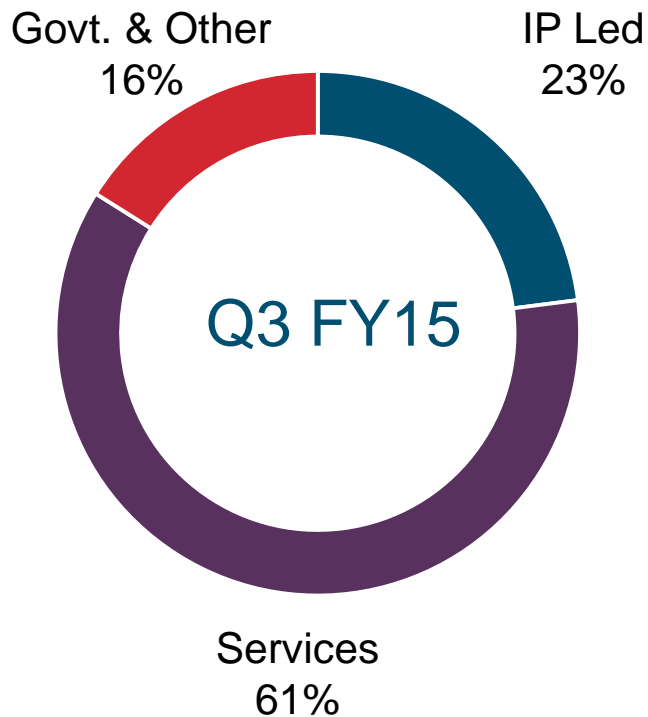


Region	Q3 FY15	Q2FY 15	Q3 FY14
North America	44%	42%	39%
Europe	7%	6%	11%
India	23%	23%	24%
ROW	26%	29%	26%

“Healthy mix of revenue share across geographies”



# Revenue Distribution by Offering Type



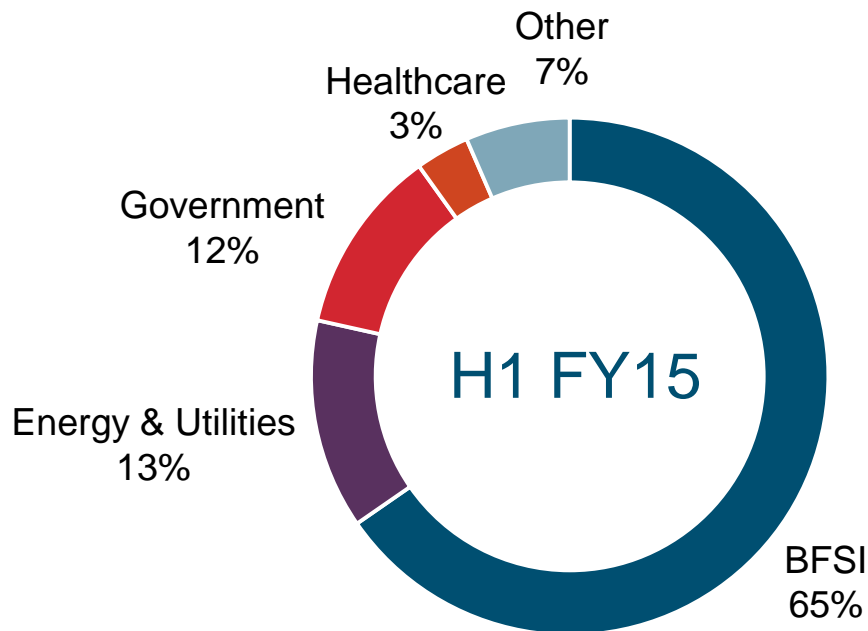
(Rs. In Crores)

Service Offerings	Q3 FY15	Q2FY 15	Q3 FY14
IP Led	39.39	41.74	30.62
Services	105.04	114.38	101.82
Government	10.79	10.20	1.42
Others	16.88	17.99	28.65
<b>Total</b>	<b>172.10</b>	<b>184.31</b>	<b>162.52</b>

“Ratio of services and IP led revenues stays healthy”



# Revenue Distribution by Industry



(Rs. In Crores)

Industry	Q3 FY 15
BFSI	112.49
Energy & Utilities	22.58
Government	20.00
Healthcare	5.80
Others	11.23
	<b>172.10</b>

“Demand in Financial Services continues to drive growth”

# Key Customer Metrics

## Revenue Contribution:

Customer	Q3 FY15	Q2FY 15	Q3 FY14
Top Client	6.4%	5.6%	4.2%
Top 5 Clients	19.2%	17.8%	16.1%
Top 10 Clients	27.4%	26.3%	24.1%

## Customer Engagement Size:

Quarterly Revenue	Q3 FY15	Q2FY 15	Q3 FY14
>\$1 Mn	4	5	3
\$0.5Mn - \$1Mn	5	6	6
<\$0.5 Mn	53	51	51

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

## Services Utilization:

Resource types	Q3 FY15	Q2FY 15	Q3 FY14
Onsite	80.2%	84.3%	80.6%
Offshore	69.8%	72.1%	64.8%

“Revenue from top clients continues to grow”

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