

# Q2 FY15 Earnings

Financial Year 2014-15



# Q2 FY15 saw continuing revenue and income growth

Rs. 184.31 Crore  
\$30.7M in Revenue

Rs. 32.94 Crore  
\$5.4M in EBIDTA

Rs. 18.42 Crore  
\$3M in Net Profit

+14%  
Revenue YoY

+94%  
EBIDTA YoY

+10%  
Net Profit YoY

# Q2 FY15 Business Highlights

18 offices  
in 11 countries

1,167  
employees

5 customers > \$1M  
Quarterly Revenue

- N.A. Q2 revenue: **42%** of total
- 27 clients from global fortune 500 list
- Strategic partnership with Inspyrys' Next Generation Automation Solutions

- Europe Q2 revenue: **6%** of total
- Achieved 10<sup>th</sup> Oracle Partner Network Specialization award

- India Q2 revenue: **27%** of total
- Announced partnership with TrackIT, the largest RFID vendor in middle east

# Q2 FY15 Customer Initiatives

Aurionpro's Innovation Lab launched with two high profile companies: a mobile payments leader for financial inclusion and a trailblazer in small business financing.

Vietnam's leading bank to use our SmartLender platform.

Aurionpro was selected to lead an initiative to enhance and maintain the mygov.in portal, a strategic program of India's Prime Minister.

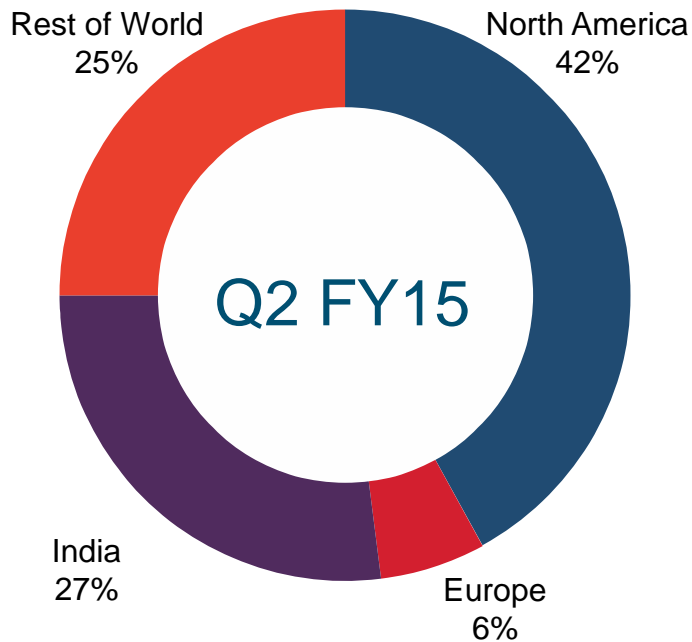
Aurionpro's Enterprise Security service offerings selected by: a leading American insurance company, one of the largest consumer auction websites, and a leading global travel software company.

# Key Financial Metrics

(Rs. In Crores)

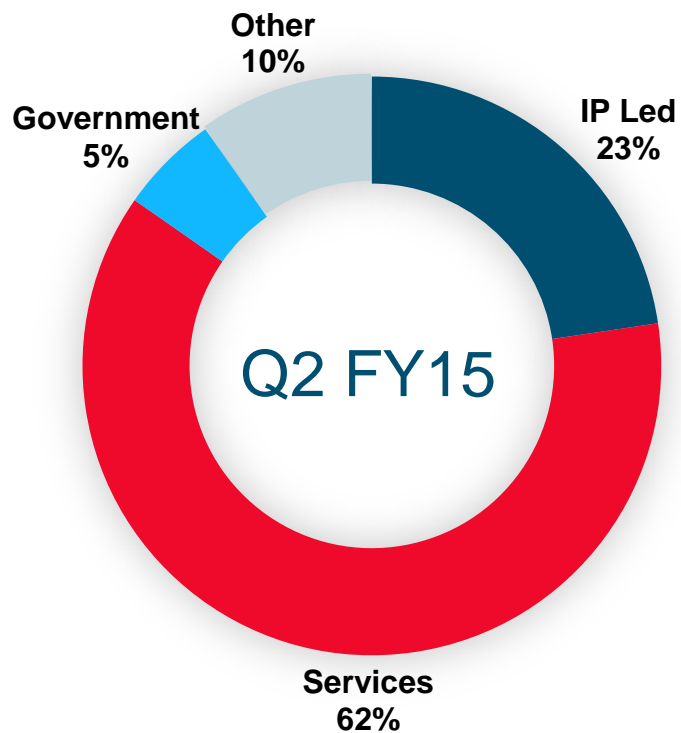
Metric	Q2 FY15	Q1 FY15	Q2 FY14	Change QoQ	Change YoY
Revenue	184.31	178.94	161.70	3.00%	13.98%
EBITDA	32.94	31.40	17.00	4.91%	93.77%
EBITDA %	17.87%	17.55%	10.51%	0.32%	7.36%
Net Profit	18.42	15.36	16.77	19.92%	9.84%
Net Profit %	9.99%	8.58%	10.37%	1.41%	-0.38%

# Revenue Distribution by Region



Region	Q2 FY15	Q1 FY15	Q2 FY14
North America	42%	38%	35%
Europe	6%	8%	12%
India	27%	26%	24%
ROW	25%	28%	29%

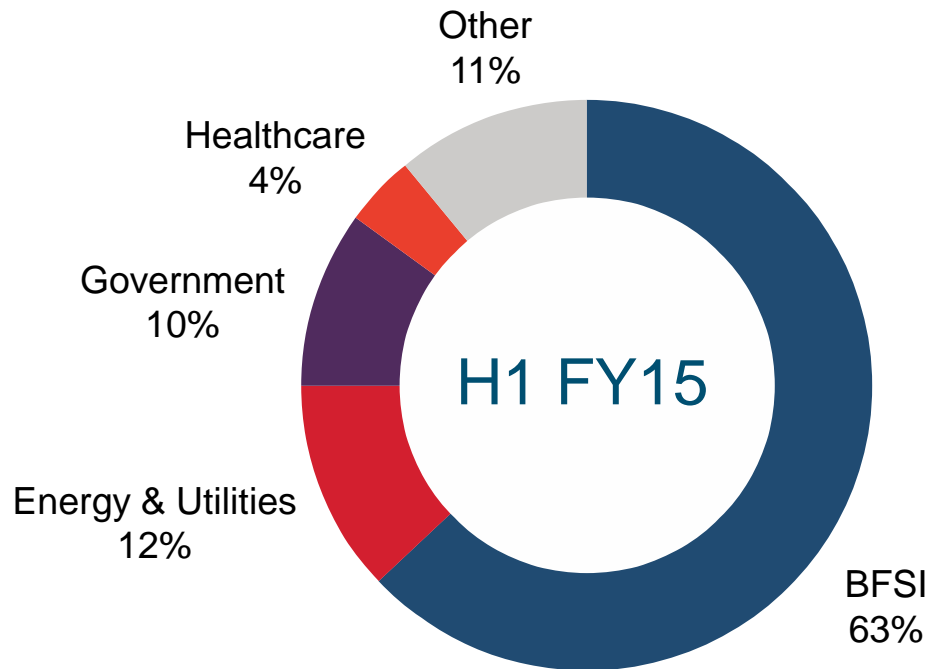
# Revenue Distribution by Offering Type



(Rs. In Crores)

Service Offering	Q2 FY15	Q1 FY15	Q2 FY14
IP Led	41.74	37.69	29.33
Services	114.38	102.86	100.36
Government	10.20	16.61	0.00
Other	17.99	21.78	32.01
<b>Total</b>	<b>184.31</b>	<b>178.94</b>	<b>161.70</b>

# Revenue Distribution by Industry



(Rs. In Crores)

Industry	H1 FY15
BFSI	227.89
Energy & Utilities	43.60
Government	35.50
Healthcare	15.82
Others	40.44
<b>Total</b>	<b>363.25</b>



# Key Customer Metrics

## Revenue Contribution:

Customer	Q2 FY15	Q1 FY15	Q2 FY14
Top Client	5.6%	4.7%	4.1%
Top 5 Clients	17.8%	18.2%	15.1%
Top 10 Clients	26.3%	24.5%	24.5%

## Customer Engagement Size:

Quarterly Revenue	Q2 FY15	Q1 FY15	Q2 FY14
> \$1M	5	4	3
\$0.5M – \$1M	6	5	8
< \$0.5M	51	55	49

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

## Services Utilization:

Resource Type	Q2 FY15	Q1 FY15	Q2 FY14
Onsite	84.3%	86.8%	79.8%
Offshore	72.1%	70.1%	62.2%

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