

# 03RD JANUARY, 2018

To,
Department of Corporate Services - Listing
Bombay Stock Exchange Limited
1st Floor, Rotunda Building,
Dalal Street,
Mumbai - 400 001.

Sub: Sale of IAM Business Unit.

Dear Sir/Madam,

On 3<sup>rd</sup> January 2018, Cyberinc, an Aurionpro subsidiary, entered into a definitive agreement with KPMG LLP, USA, for sale of its Identity and Access Management (IAM) business. The transaction is expected to close on January 31<sup>st</sup> 2018.

Cyberinc's IAM business is the largest independent IAM technology provider in the world. The proposed sale will require participation of Cyberinc US, UK, Australia and Aurionpro India. Cyberinc's IAM business contributed to about INR 172 crores in global revenues during the fiscal year FY 16-17 and India revenues stood at 22 crores or about 10% of the Indian entity for the same period. For H1 FY17-18, the revenues stood at INR 90 crores. The aggregate purchase price will be around INR 217.6 crores, all cash, and excludes the product - Cyberinc Entitlement Server. The purchaser does not belong to either the Promoters or their group companies and are unrelated parties.

This divestiture is a major milestone and a testament to the world-class business Aurionpro has built. It is further in line with Aurionpro's strategy of simplifying and sharpening focus on its core growth areas – Digital Innovation, Banking and Cybersecurity. Over the past few years, Aurionpro has been steadily restructuring its businesses to focus on IP and Product driven revenue growth. Cyberinc will now solely focus on Isla – its innovative, industry-leading product for Malware Isolation. It has already laid a strong foundation through consistent investments in engineering, R&D as well setting up a global network of resellers & distributors. Cyberinc now plans to aggressively increase market share by significantly scaling sales and marketing.

Aurionpro's leadership believes a product powered revenue growth will help accelerate yield to all stakeholders.

Thanking you,

For Aurionpro Solutions Limited

Ninad Kelkar Company Secretary

Encl: Press Release - "KPMG to acquire global Identity and Access Management (IAM) business of Cyberinc"

SOLUT

RO

Note: Cyberinc was represented by the law firm of ReedSmith LLP, globally.





#### **NEWS RELEASE**

Jan. 3, 2018

# KPMG TO ACQUIRE GLOBAL IDENTITY AND ACCESS MANAGEMENT BUSINESS OF CYBERING

Acquisition Expands KPMG's Enterprise Security Capabilities and Helps Firm to Meet Emerging Digital Consumer Identity Demand

**NEW YORK, January 3** – KPMG LLP has agreed to acquire the Identity and Access Management business of Silicon Valley-based Cyberinc, which provides cyber security solutions globally. Cyberinc, the largest independent identity and access management (IAM) technology provider in the world, will enhance KPMG's existing capabilities as a leader in information security consulting services\* and expand the firm's ability to provide clients with emerging and more agile IAM solutions. The transaction also bolsters KPMG's talent and resources in the rapidly growing area of digital consumer identity and privileged user management, which are evolving security-focused capabilities to enhance important elements of customer-engagement.

"Cyber security remains a top risk to organizations as threats grow in scale and cyber criminals develop new ways to access protected information," said Lynne Doughtie, U.S. Chairman and CEO of KPMG LLP. "KPMG's identity and access management solutions team can assist clients, across all industries, protect their information and enable their digital strategies and growth plans."

Cyberinc's IAM business is a 190-person global team with significant presence in the U.S., India, Australia, and the U.K., and extensive experience providing advisory, strategy, implementation services, and managed services for organizations that need to transform their enterprise or consumer identity capabilities.

"Over the last decade, Cyberinc's IAM business has risen to industry leadership position on the strength of some of the largest IAM deployments globally, investments in IP and an array of premium partnerships. I am very pleased that Cyberinc's truly world class team will continue this journey with KPMG," said Samir Shah, CEO, Cyberinc. "Cyber threats continue to accelerate and remain a top business risk. This transaction will allow us to sharply focus on Isla - our industry leading Malware Isolation Platform."

\*according to The Forrester Wave™, Information Security Consulting Services, Q3 2017

KPMG's strong position with existing information security alliance partners Oracle and Sailpoint, along with KPMG's recently announced alliance with Ping, will be further enhanced by the transaction with Cyberinc to better enable information protection for large enterprises while pursuing new digital interactions and business transformations.

"As organizations innovate and transform their back, middle and front offices, identity and access management solutions that effectively bridge the gap between risk mitigation and customer experience are key to driving sustainable growth," said Tony Buffomante, U.S. Leader of KPMG's Cyber Security Services practice. "The addition of the Cyberinc team and capabilities is yet another example of how KPMG is investing in cyber security and helping clients succeed on their digital journey."

Cyberinc is a subsidiary of Aurionpro Solutions Limited - a global technology product and solution provider, headquartered in Mumbai, India and San Ramon, California. The Cyberinc transaction is KPMG's second acquisition in this area, following the October 2014 acquisition of certain assets of Qubera Solutions, a privately-held Redwood City, C.A. - based cyber security firm that provides IAM services.

## **About KPMG**

KPMG LLP, the audit, tax and advisory firm (<u>www.kpmg.com/us</u>), is the independent U.S. member firm of KPMG International Cooperative ("KPMG International"). We operate in 154 countries and with more than 197,000 people working in member firms around the world. The independent member firms of the KPMG network are affiliated with KPMG International Cooperative, a Swiss entity. Each KPMG firm is a legally distinct and separate entity and describes itself as such. KPMG International has been named a Leader in the Forrester Research Inc. report, The Forrester Wave<sup>TM</sup>, Information Security Consulting Services, Q3 2017.

#### **About Cybering**

Cyberinc offerings include secure, scalable, high performance security products that protect from cyber-attacks, and solutions that help enterprises transition to next generation access management systems. Our flagship product offering, the Isla Malware Isolation platform can help deliver complete freedom from web based malware attacks. Combining our best in class products and services enables clients to effectively address their toughest cyber security challenges. For more information, please visit <a href="https://www.cyberinc.com">www.cyberinc.com</a>

## **Contacts:**

Balaji Desikamani

Cyberinc

+1 925-309-7083 /

balaji.desikamani@cyberinc.com

Christine Curtin / Michael Rudnick

KPMG LLP

201-307-8663 / 201-307-7398

ccurtin@kpmg.com / mrudnick@kpmg.com