

2nd July, 2018

The Listing Dept.,
Bombay Stock Exchange Ltd
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400 001

The Listing Dept.,
The National Stock Exchange of India Ltd
Exchange Plaza, Bandra Kurla Complex
Bandra (East),
Mumbai – 400 051

Dear Sir,

Sub: Press Release

Ref.: BSE Scrip Code: 532801, NSE Code CTE

With reference to the above, please find attached herewith the press release captioned “Cambridge Technology builds Smart Energy Management Solution for EnerAllies using IoT & ML”.

Thanking you,

Yours faithfully,
For Cambridge Technology Enterprises Limited



T V Siva Prasad
CFO & Company Secretary and Compliance Officer



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Client Update: Cambridge Technology builds Smart Energy Management Solution for EnerAllies using IoT & ML

Bengaluru, July 2, 2018: [Cambridge Technology Enterprises Limited](#) (NSE: CTE; BSE: 532801), a leading global technology company focused on Artificial Intelligence as a Service (AlaaS) to transform organizations into AI-first leaders, is excited to share the success story of building a smart energy management solution for its client EnerAllies using IoT and Machine Learning (ML) technologies.

We believe that the world is transforming. While the last generation of traditional Indian IT technology businesses were focused on cost arbitrage, Cambridge Technology (CT) is a front end innovation driven technology company focused on value. Over the last three years, the company has achieved tremendous success in building the foundation with 2.5x growth in number of employees, AWS certified workforce, strong partnerships and working with marquee clients who are leaders in their verticals. The consolidated revenues and profitability of the company has grown by more than 3 times from INR 32 cr in FY2014-15 to INR 99 cr in FY2017-18.

About EnerAllies

Based in Silicon Valley, EnerAllies is a private technology company reinventing energy management for small-format, multisite enterprises, with a focus on restaurant and retail brands such as Pizza Hut and Cycle Gear.

Many of its customers build their brand around providing a desirable, consistent customer experience no matter the location or the weather—right down to the temperature. EnerAllies, with the industry's only IoT software-centric approach helps these customers save on energy and repair costs, manage environmental comfort, and provide the industry's lowest total cost of ownership and fastest payback of 6-12 months.

Dynamic Optimization of HVAC for Retail and Restaurant Chains

EnerAllies provides an integrated suite of software and services that is proven to reduce heating, ventilation, and air conditioning (HVAC) energy costs by up to 30 percent annually; save on equipment repairs with predictive analytics; improve site comfort with local optimization technology; and enhance staff productivity through:

- Software automation
- Remote controls
- Proactive monitoring and
- Data insights services.

EnerAllies' patented software platform eliminates costly and complex hardware giving the company a low-cost leadership position.

Challenges

EnerAllies' intelligent HVAC Management and Optimization System dynamically connects devices across customer sites, constantly optimizing energy savings, equipment health, and comfort in real time at the individual device level. The company required high-performance, real-time control and monitoring, along with the ability to store and process a massive amount of data for machine learning and analytical insights.

The company needed a robust, cost-efficient infrastructure to reliably and securely connect a rapidly growing network of smart-connected thermostats and other IoT devices.

The Solution - Built for availability, security, and optimization

CT helped EnerAllies to move from a proprietary IoT system and infrastructure to a cloud platform. The solution also makes use of the advanced Machine Learning tool sets, which enables the application of algorithms and deep learning from pattern detection. Using the AI and ML solutions, CT developed a self-learning diagnostic platform that monitors on-premise equipment so customers can be notified of impending issues.

The system built by CT includes comprehensive security capabilities, including end-to-end encryption and multilevel security for cloud services.

“By using CT as our trusted strategic services partner, we are confident that we can give our clients a high-performance, secure, and reliable solution that can scale when they need it. By utilizing CT’s Cloud, IoT and ML resources we are able to accelerate time to market for enhancing our automation and predictive capabilities”, said Rob Keil, CEO and Co-founder of EnerAllies.

“EnerAllies’ use of advanced analytics powered by Machine Learning provides customers with an early warning of equipment failure so they can avoid catastrophic outages and reduce repair costs,” said Nitin Tyagi, Vice President - Enterprise Solutions at CT.

“EnerAllies is a leader in the transformation to smart, automated facilities for multi-site, small-box enterprises – an under-served market with a \$10B+ global market opportunity. It is performing extremely well and is on its path to transform the energy sector. We continue to partner with EnerAllies and remain committed to work with them towards achieving their technological and strategic roadmap,” said Aashish Kalra, Chairman of CT.

About Cambridge Technology

[Cambridge Technology \(CT\)](#) is a leading global technology company transforming organizations into “AI-first” leaders. CT is enabling its customers to create AI solutions that transform their businesses; by helping solve the world’s complex and most interesting business challenges with AI. CT gives organizations unparalleled access to cutting-edge technology by bringing together the best-in-industry using its years of expertise in building solutions for some of the world’s largest and most innovative enterprises; leveraging Big Data, Cloud & Machine Learning experience. CT’s products and services address all the transformational AI needs of an organization — from strategic workshops to implementation of transformative business solutions through its AI as a Service (AIaaS). CT’s expertise across multiple domains makes it the preferred choice for organizations seeking an AI Partner to innovate and leapfrog the market. CT is assessed at Maturity Level 5 for CMMI v1.3 with ISO 27001:2013 certification. For more information, visit www.ctepl.com or follow [@cam_technology](https://twitter.com/cam_technology) on twitter.

Forward-looking and Cautionary Statements

Certain statements in this press release may contain statements concerning our future growth prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to,

the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this press release. The Company assumes no obligation to update any forward-looking information contained in this press release. Any forward-looking statements and projections made by third parties included in this press release are not adopted by the Company and the Company is not responsible for such third party statements and projections.