



Majesco Investor Presentation

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Who is Majesco?

Market



Serves P&C,
L&A and Group

Product



Solutions:
Core, Data, Digital



Industry Analyst
Rated Among Top 3

Customers



149 Customers



Global Footprint
NA - 89%
UK - 8%
APAC - 3%

Growth



43% Revenue
Growth FY16



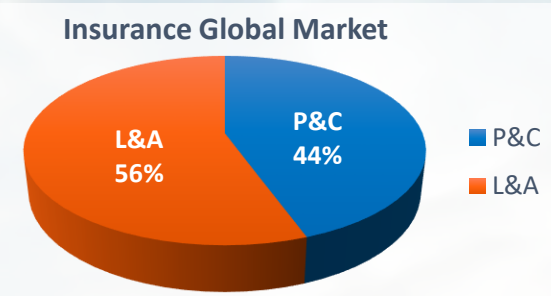
Insurance Growth
2 Year CAGR @ 23%

Large and Growing Insurance Opportunity

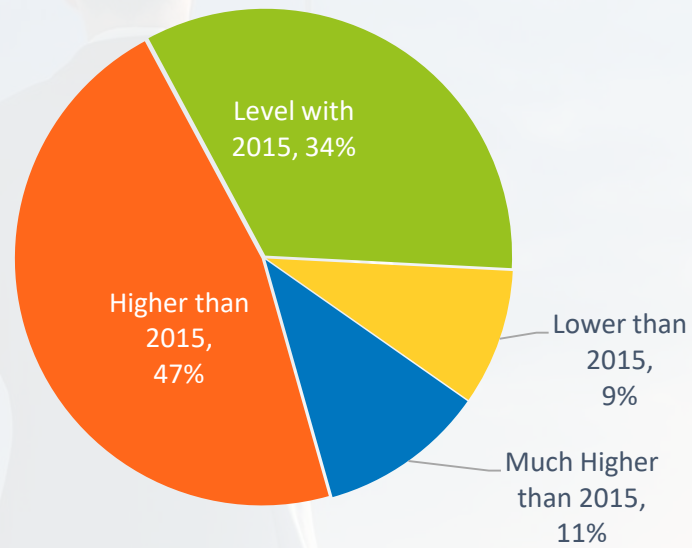


Big Market
Over 11,000 insurers globally

\$4,778B
Premium volume



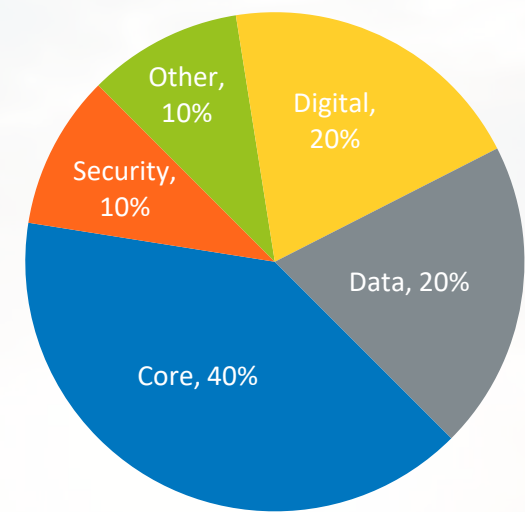
Insurers' 2016 Budgets Compared to 2015
(percentage of respondents)



Source: Novarica Research Council CIO Survey 2015Q3

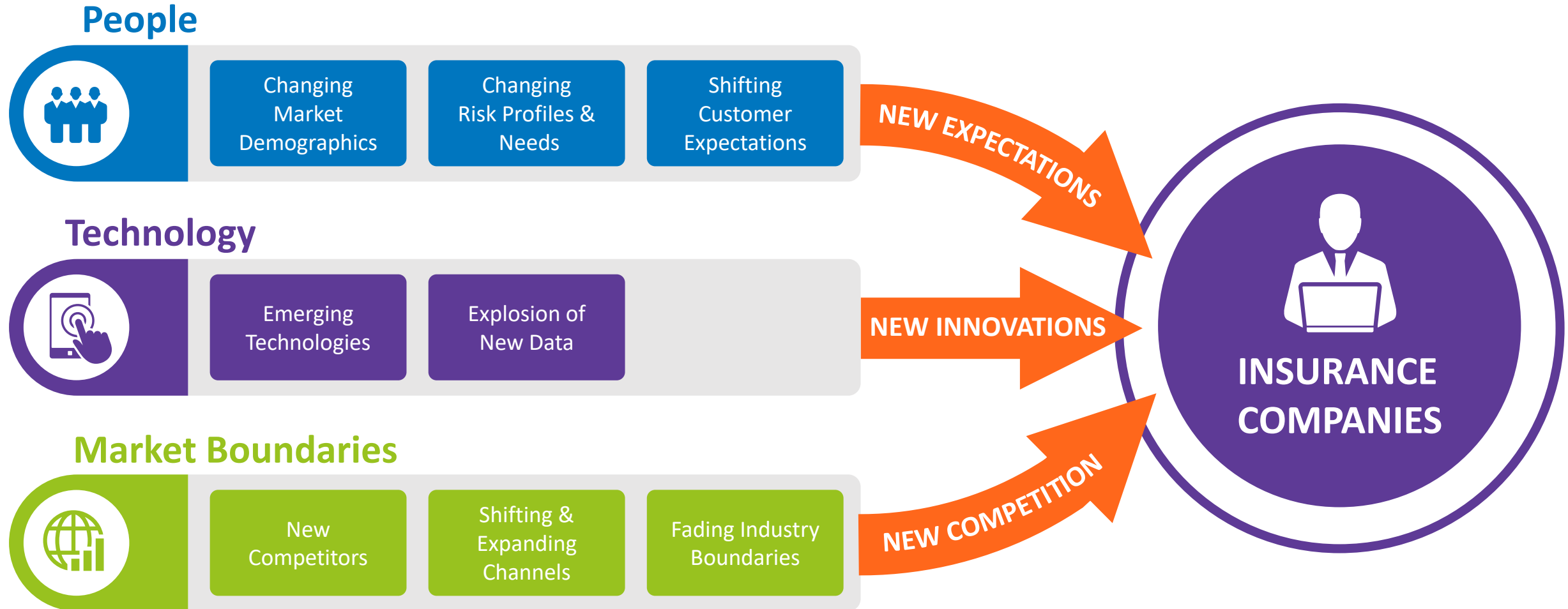


Estimated Insurer Average IT Budget Breakdown:
Digital, Data, Core, Security, Other



Source: Novarica estimates based on analysis of Research Council CIO Survey 2015Q3

Pressure on the Insurance Industry is coming from three directions



Market Dynamics Driven by Customer Demands



Strong **preference to buy** vs. build



Top 5 software suite vendors get majority of new deals



Increased **adoption of cloud** for core and more for innovation and speed

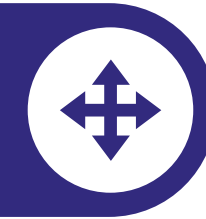
Demand for fewer trusted partners with size and scale



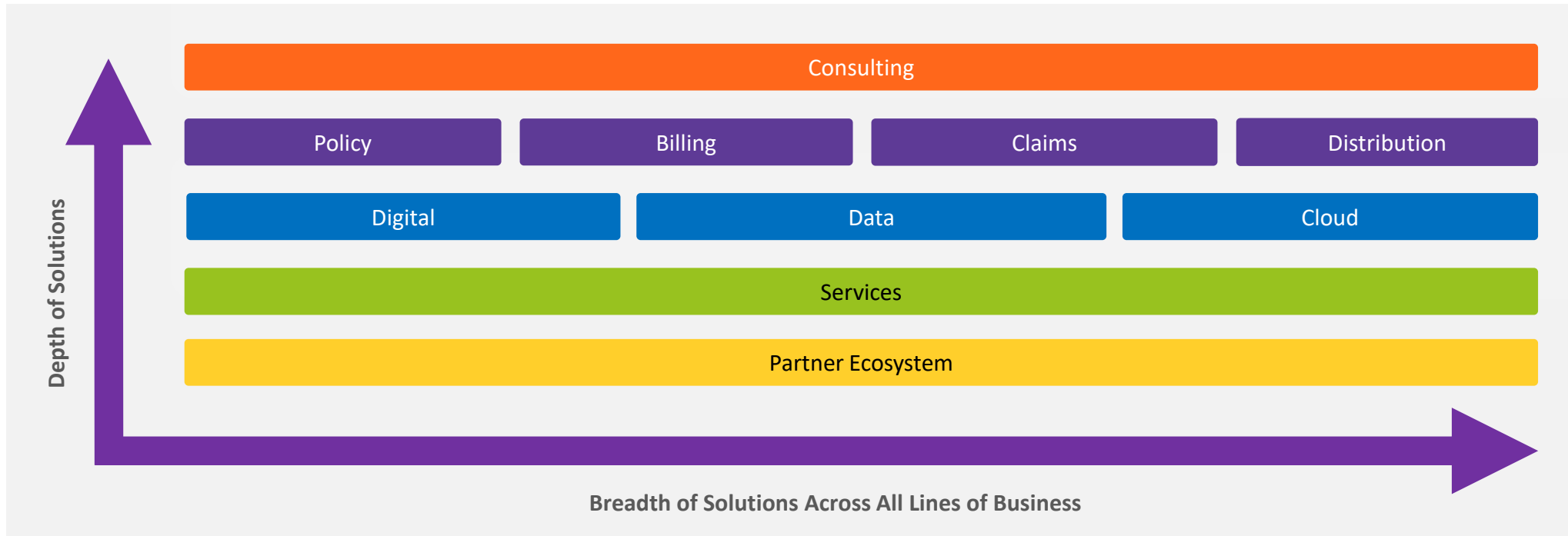
Digital and Data strategies drive need to improve customer experience and insights



Channel strategies demand distribution and digital solutions



Enabling the Entire Insurance Value Chain Across All Lines of Business



- » Multiple entry points to a relationship
- » Consulting and services around core to enable business transformation
- » Growth opportunities through cross-selling breadth and depth of solutions

Expanding Partner Ecosystem



Majesco CloudInsurer Platform – Market Leading Solution

Why Majesco is Uniquely Positioned

Majesco has all the components



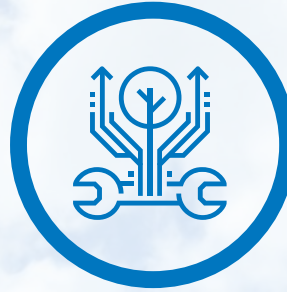
Core Software



Digital and Data Extensions



Ready to Use Content



Implementation and Post Production Services



Partner Ecosystem of Content and Solutions



Over 30 Customer Success Stories



More Experience than the Competition

Out-of-the-box Repeatable, Scalable Cloud Platform with Single Accountability

vs.

Build-it Model with Many Providers and Limited Control

Broad, Growing Client Base

Startups, Greenfield, Incubator - Market Entry



Mid-Market Compete & Grow

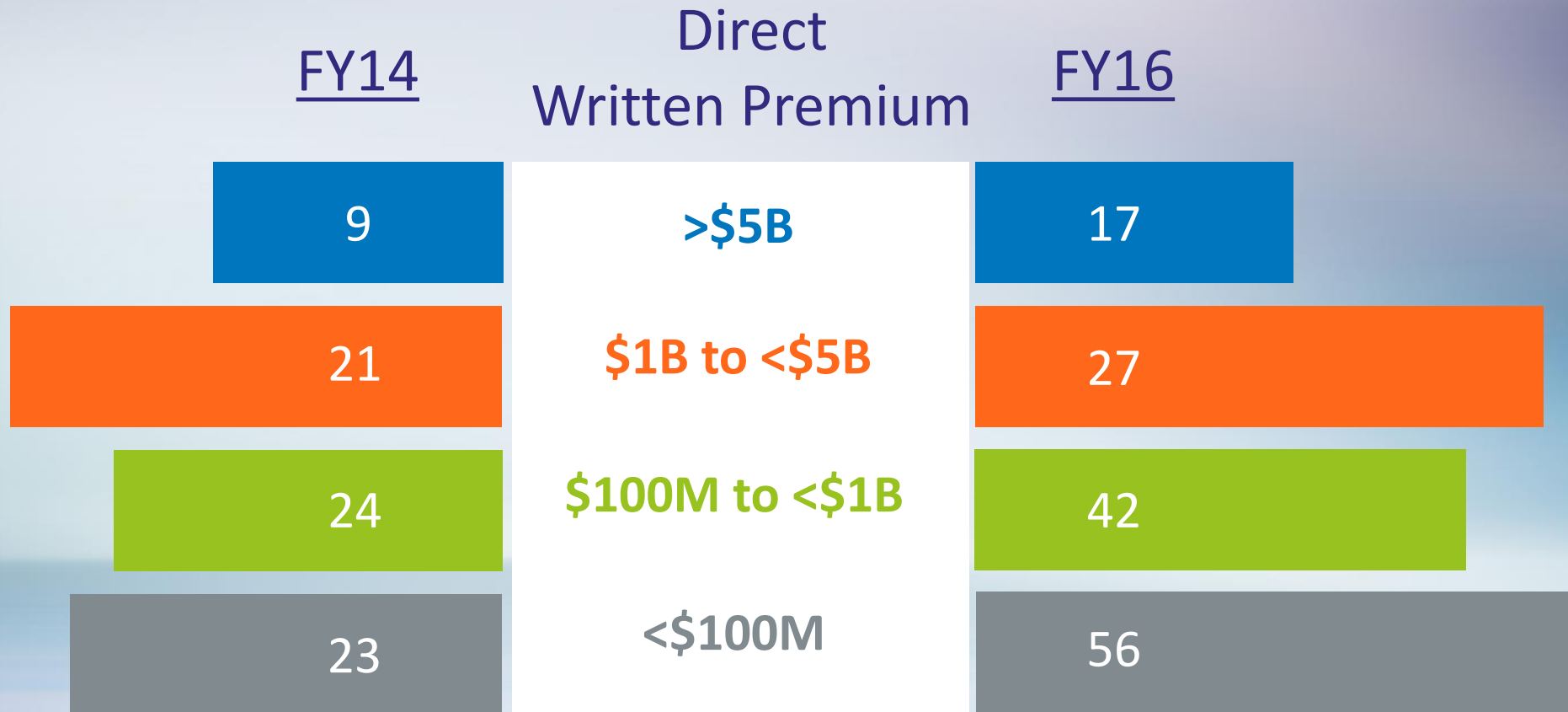


Large New Initiatives



Our clients represent 35% of North America P&C Industry DWP

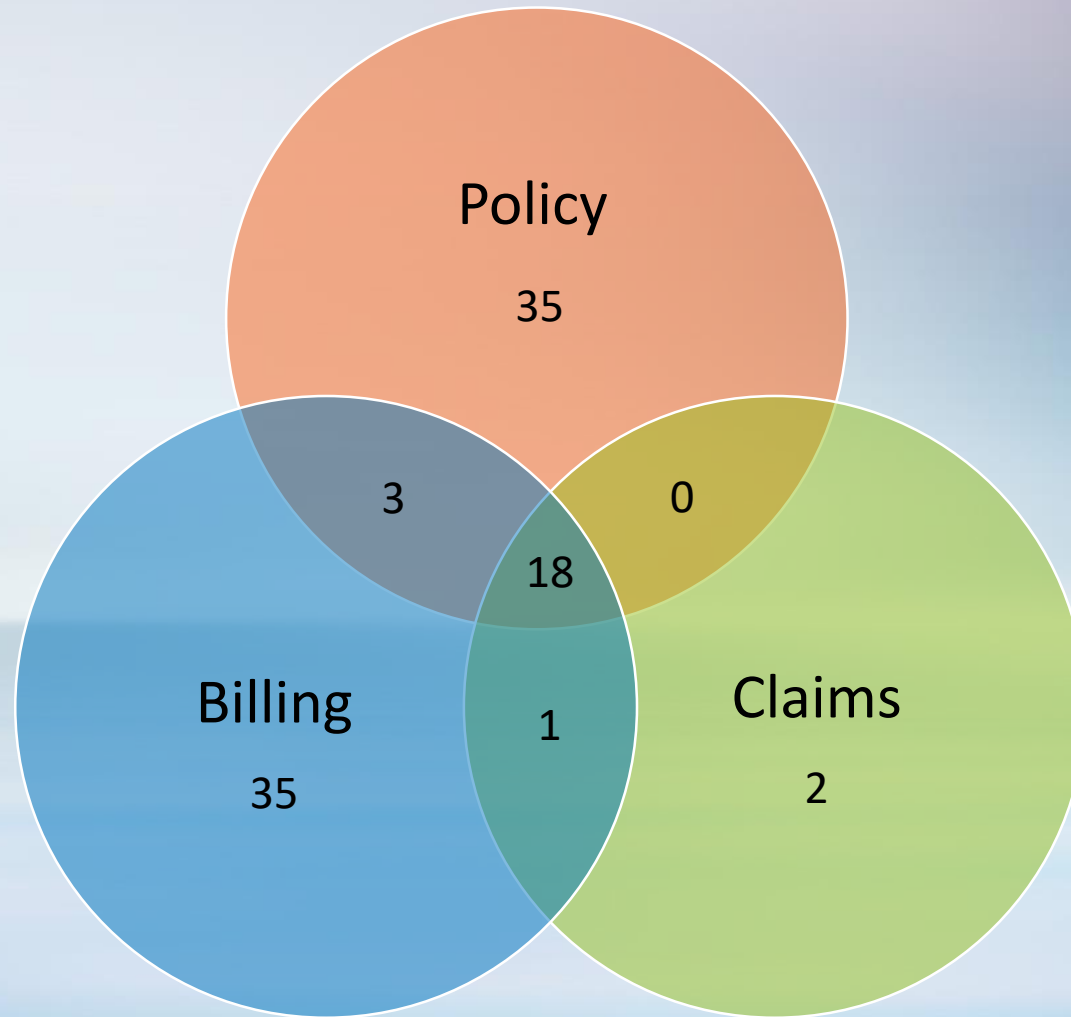
Insurance Customers by Tier



Source: Majesco

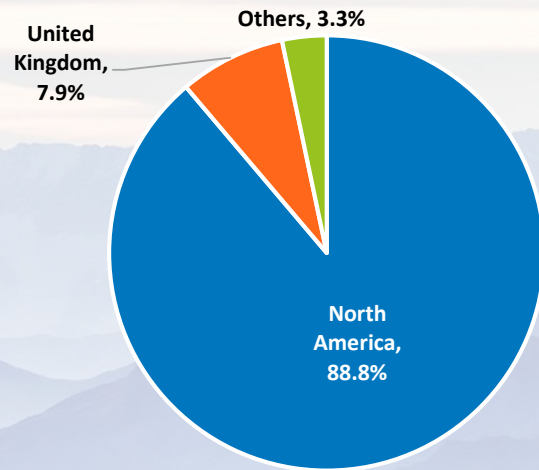
Customer Analysis – NA P&C Customer Grouping by Solution

- Total P&C customer base of 94
- Potential cross selling opportunities across the 3 products

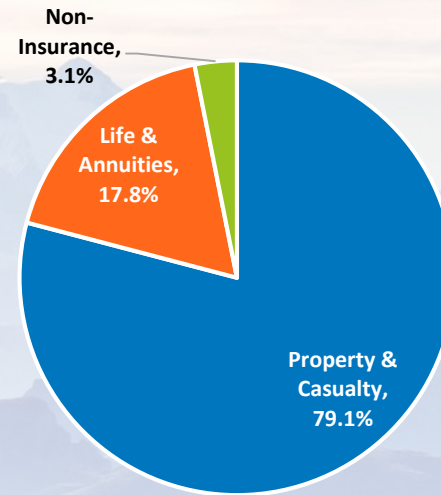


Fiscal 2016 Revenue Model

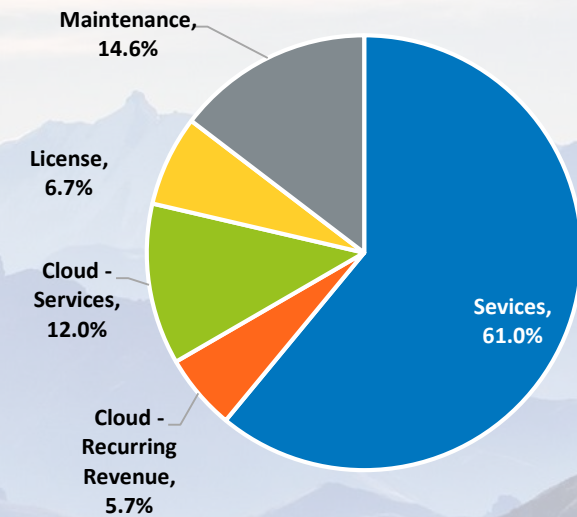
Revenue by Geography



Revenue by Line of Business



Revenue by Offering



Client Concentration %

% to Revenue	FY 2016	FY 2015
Top Client	10.2%	8.7%
Top 5 Clients	26.5%	30.9%
Top 10 Clients	40.7%	46.3%

Majesco Business Results Fiscal Year 2016

Customer Success



34
Go-Lives

Product



Investment
increased
by 57%



Product Innovation -
Majesco Business Analytics,
Majesco DigitalConnect,
Majesco Testing Services,
Cloud and updates to all core
software

Market Penetration



- 17 New Logos
- 43% revenue growth year on year
- 12 Month Executable Backlog up by 47%

Company Integration



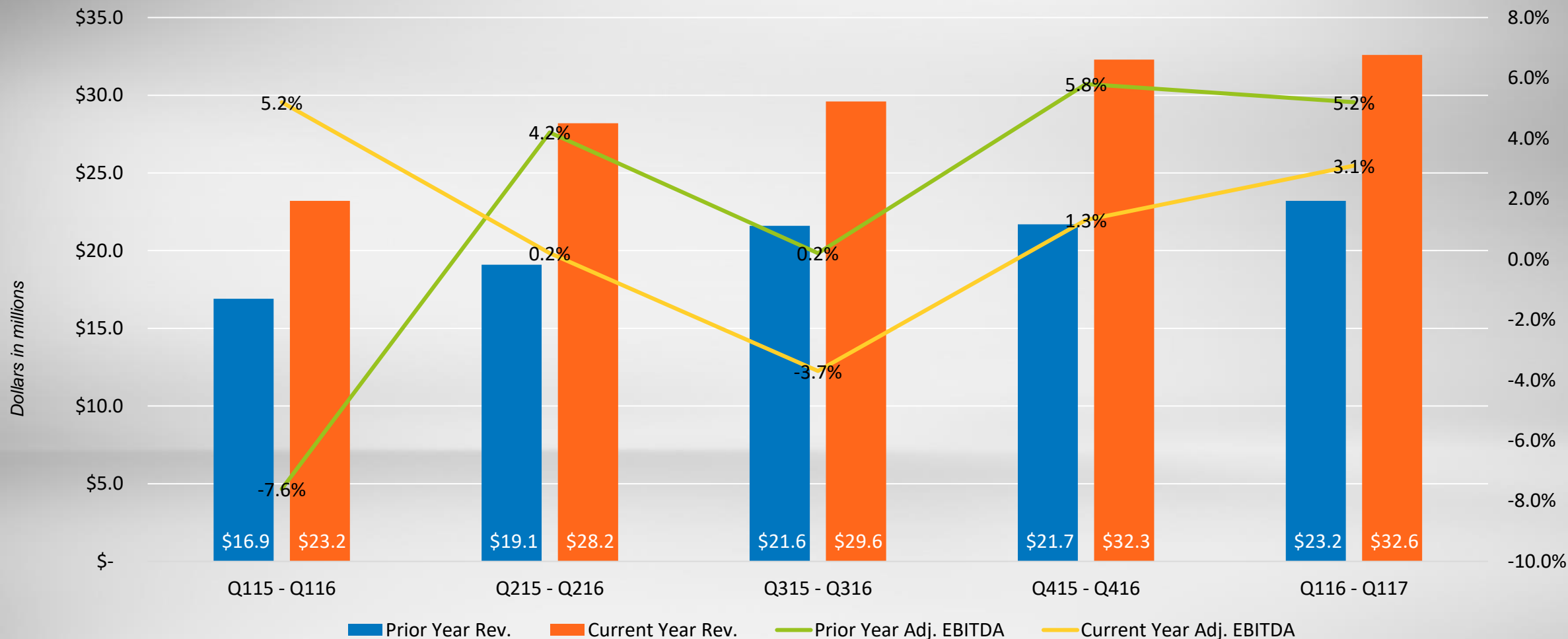
Cover-All and Agile
Technologies
successfully
integrated

Partner Ecosystem



- Deepened IBM & Deloitte SI partnerships
- Expanded ecosystem with 10 partners

Quarter on Quarter Revenue and Adjusted EBITDA



Note : The terms EBITDA and Adjusted EBITDA are not defined under U.S. generally accepted accounting principles (U.S. GAAP), and are not a measure of operating income, operating performance or liquidity presented in accordance with U.S. GAAP.

Fiscal 2017 First Quarter Highlights

Revenue



Increase in
Revenues

Financial Highlights



Adjusted EBITDA
margin of 3.1% is
up 180 basis points
from FY16 Q4

TTM Order Book



\$152.8 million

Revenue Highlights

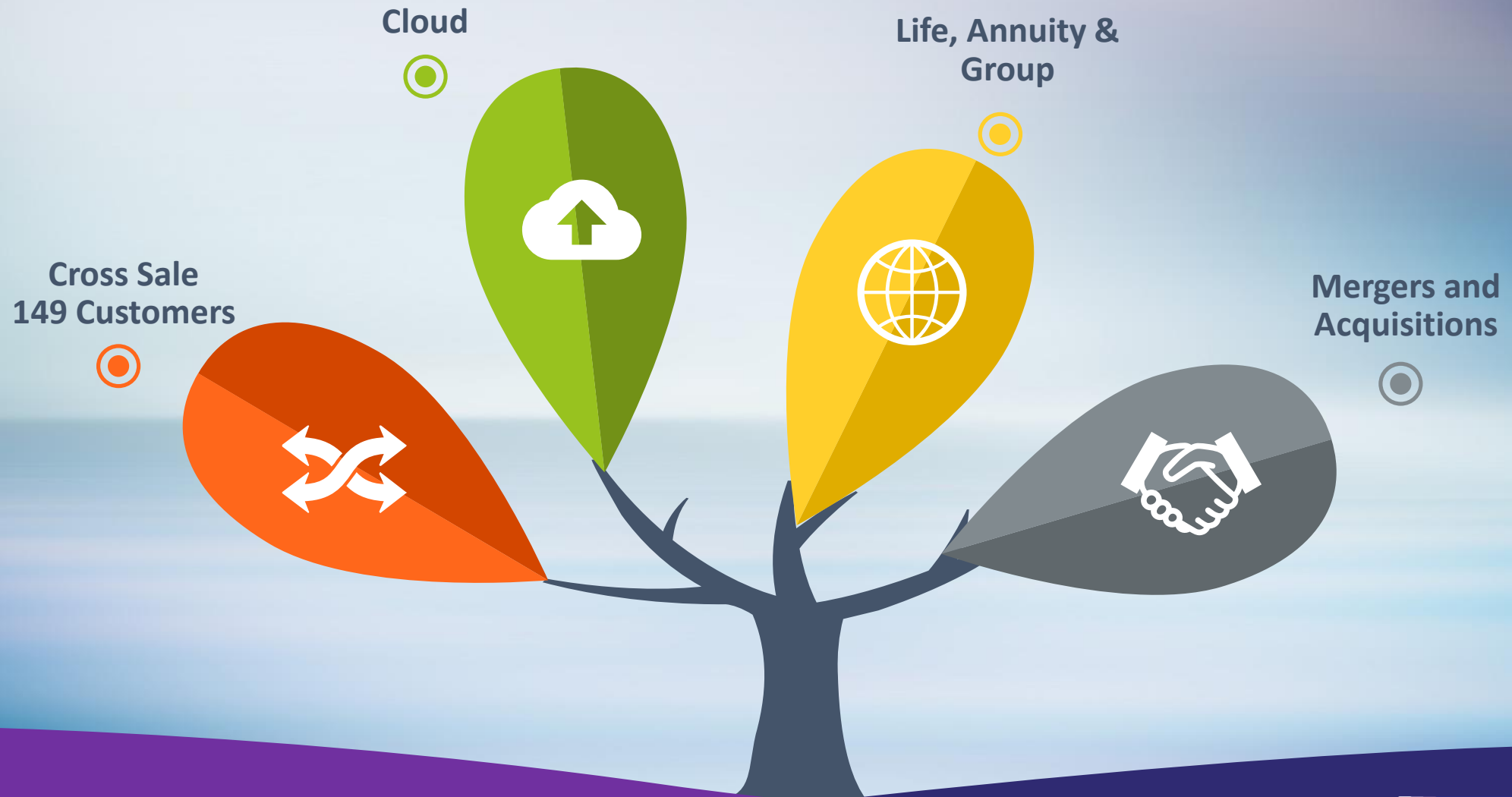


Implementation
revenues up 39.6%
as a result of last
year's 17 new
client wins



Cloud revenues
increased 42.0%
and represented
18.4% of FY17 Q1
revenues

Majesco Growth Drivers



An Opportunity to Create a Market Leader in the Insurance Solutions Space



Huge Market Opportunity

- Large Addressable market covering P&A and L&A industries globally
- 75% of Insurers currently use outdated IT systems and need to update their platforms
- Market is well poised for modern solutions like Majesco



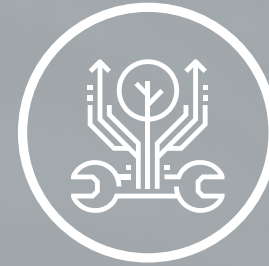
Leading Solution Portfolio

- Rated among top 3 solutions across majority of Property and Casualty and Life and Annuities software products
- Majesco offers clients a single point of accountability – from consulting to implementation to support services



Marquee Client Base

- 149 Global client base across all Tiers of Carriers



Growth Oriented Business model

- 43% Y-o-Y growth in 2016
- 149 customers presents significant upsell and cross-selling opportunities
- Growth in the L&A business (currently comprises only 18% of Majesco's revenues)



Cloud Offerings Are a Key Differentiator

- Majesco has invested in leading analytics and Cloud based capabilities
- Cloud solutions have seen rapid adoption by mid-sized insurance companies
 - Faster go to market
 - Lower cost of implementation
- More than 30 current Cloud customers
- Over 60% of the pipeline is in Cloud



Thank You