

Cybage Quarterly Performance Report: Apr-Jun '16

Not many believed it would. But it did. Brexit is done. And it has left behind a disturbing trail. A battered Pound summarizes the global business sentiment. So what does that mean to us? Not much. The volatility is temporary; besides, our exposure to the UK is a mere 2.4%. But is the rising western 'nationalism' a looming threat for our industry? The answer is no. There are many reasons. All can be captured in a simple statement: *Technology unites, not divides*. Uniting countries, organizations, and individuals. Unification is magical. Striding in unison with customers and employees, here is a glimpse of your Cybage's magic...

Major Milestones/Initiatives

- In a depleting quarter where most IT players released dismal top/bottom line performances, your Cybage came out unscathed and sturdier. The global headwinds were strong, yet we comfortably sailed over the 204 Crore mark with a respectful 2% Q-o-Q organic growth. Reassuringly, our pipeline is reflecting a steady traction going forward.
- In recognition of our last fiscal accomplishments and an encouraging outlook, your Cybage once again delivered industry-leading raises across our corporate hierarchy. Accompanying our appraisals, there were whopping 521 promotions, a new historical high. Cybagians, thank you for making it possible for your company to share its resounding success!
- While there was a net accrual of fifty resources to the Cybage family, our primary focus continues to be on stretching operational excellence and moving up the value chain with our customer partners. In particular, the past quarter saw a significant push on digital transformation deals with our long-running partners.
- The customer accrual number stood at ten. Notable highlights include three billion-dollar+ organizations, a top-5 Indian corporate house, and yet another conversion from our Pebble Beach Golf Meet. The month of June also saw the successful culmination of our first Prospect Meet in NYC with a healthy participation of forty-two potential customers.
- On the partnership/collaboration front, Cybage signed a couple of strategic associations—Drupal Association Support Partner and Microsoft Dynamics Partner. With respect to conference involvements, Cybage was a corporate Sponsor of Globalocity (Retail), Exhibitor at Hitec 16 (T&H), and participator at five Technology/Healthcare/Retail global networking events.

- Outside the workplace, Cybagian life was brimming with winners in sports, music, and social initiatives. And then there were those who further raised the winning bar! Leading the champions was Kruti Gandhi as she won the Code Diva (Top Female Coder) award at the TECHGIG Code Gladiators 2016 (India's biggest coding contest). Five more brilliant Cybagians made it to the finals: Chaitanya Gadkari, Chriagkumar Patel, Kanhaiya Singh, Rushil Shah, and Yogeshkumar Patel. Please join me in congratulating our champions who have made us proud.

What's Next?

In the foreseeable future, uncertainty is expected to persist in the global business landscape. As your organization has always believed, it is 'unpredictability' that presents an excellent opportunity to excel for 'predictable' institutions. At the starting line of steady organizations is your fundamentally correct Cybage. Our forthcoming leadership summit in Goa would be a saddling up exercise for the strides ahead.