



SHAPING THE FUTURE OF
INSURANCE

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World of Majesco

Revenue from operations

₹98,810 lakhs

▲ 22.59% y-o-y

EBITDA margin

11.9%

▲ 142.86% y-o-y

12-month Order Backlog

₹67,011 lakhs

▲ 10.49% y-o-y

Total clients

(21 new wins in FY 2018-19)

200+

Greenfields and
start-ups served

18

Total cloud clients

(who account for 40.6%
of total revenue)

54

Total partners

37

Partner-based
Tier 1/Tier 2 deals

6

EcoExchange apps

15

Faced with rapidly advancing technology and an evolving business ecosystem, Majesco converges at the answers to 'Which direction?' and 'How?'.

Every day around the world, we partner with our clients to turn rapid change into measurable opportunity.

We work in synergy with them, drawing upon our global capabilities to help identify, develop, implement and operate the innovative strategies and solutions needed to meet their customer expectations.

We apply innovation, high-quality delivery and end-to-end services to help clients succeed.

Our commitment has led us to meet clients' digital transformation needs through outstanding quality and holistic competence.

**IN ALL WE DO, WE ARE
GUIDED BY OUR VISION
FOR A BETTER WORLD,
TODAY AND TOMORROW.**



Corporate Identity

A trusted business transformation partner to insurers

Companies, in order to thrive in a changing world, are increasingly pursuing innovation – leveraging mobile, social and cloud technologies to improve decision making, automate processes and serve their stakeholder fraternity better – to meet the pace of transformative growth.

We exist at the intersection of technology, expertise and leadership, providing strategic digital solutions to insurance carriers worldwide. We help businesses modernize, innovate and connect to build their future and in turn the industry, at speed and scale.

WE ENVISION

A world where insurance makes life and business easier, more connected and better protected.

WE DELIVER

Cloud computing microservices-based and API-enabled core insurance platforms for P&C, L&A and Group markets.

WHAT SETS US APART



Technology

Our technology works in the cloud to help simplify complexities into seamless experiences for our clients.



Expertise

Our people are the best at what they do. We are obsessed with delivering trusted solutions that pre-empt our clients' needs.



Leadership

We are among the first in the industry to move to the cloud, helping insurers execute their digital transformation strategies.

WHAT BROUGHT US HERE

Founded Mastek
(enterprise
technology services)

**19
82**

Acquired STG
(US-based provider of
enterprise solutions of
P&C insurance)

**20
08**

- Demerged from Mastek
- Acquired Agile Technologies (US-based insurance strategic consulting services)

- Released Digital1st Insurance™ (a 100% cloud, API and microservices-based platform for next-generation insurance)
- Acquired Exaxe (Europe-based cloud solutions for individual life, pensions and wealth)

Acquired Entegram
(US-based insurance
services)

**20
05**

Acquired Data
Factory Tool Kit (DFTK)
and data migration
methodology
from Kognitio

**20
10**

**20
14**

- Released CloudInsurer™ (a 100% cloud-based P&C Group Core Suite and L&A Group Core Suite)
- Released Distribution Management

**20
18**

**20
16**

**20
07**

Acquired Vector
Technologies
(US-based L&A
policy administration
solutions provider)

**20
15**

Acquired Cover-All Systems
(a core P&C product and
service provider), which was
listed on NYSE and as a result
of a stock swap transaction,
reverse-merged and listed
Majesco, USA, on NYSE Market

**20
17**

- Released Enterprise Data Warehouse products
- Majesco core platform selected as technology foundation for IBM insurance offering
- Released v10 P&C Core Suite and L&A and Group Core Suite

**19
92**

Formed MajescoMastek
(insurance focused
products and services)

**20
13**

Acquired SEG (US-based
policy administration
software for individual
and group life health and
annuity insurance)

Portfolio Offering

A bouquet of future-focused integrated solutions

CLOUD ENABLES

Agility, innovation and speed in traditional businesses models and mature systems and processes through incremental improvements. We cater to the P&C, L&A and Group markets, combining advanced business intelligence and technological capabilities for all lines of business on single platform.

CLOUD-BASED INSURANCE PRODUCTS

Majesco CloudInsurer™

A cloud-based insurance platform powering insurers' ability to match the reality of increasing customer demands and stay ahead of a changing market. We derive our competitive edge from rapid delivery and value, a pay-as-you-grow model that is scalable, and seamless upgrades.

L&A and Group Core Suite

An advanced single platform for individual, group and voluntary benefits to grow our clients' businesses and ensure better outcomes. This includes, among others, a cutting-edge policy management platform, a enterprise billing solution and a claims management software that are preferred for their speed, ease of use and responsiveness.

P&C Core Suite

A powerful core systems suite empowering business growth and innovation for P&C personal, commercial, workers compensation and specialty insurance. This also includes, among others, flexible enterprise policy management, billing and claims platforms that improve customer journeys.

LifePlus Solutions

SaaS offerings (acquired through Exaxe) for the European market that enables individual life, pensions and wealth management companies to launch new products faster, administer products more efficiently and respond to the market in an agile manner.

P&C Data Solutions

A sophisticated platform that turns data into results, integrating, organizing and uncovering strategic insights. Data is a strategic asset that utilize to help our clients uncover new ways to connect with stakeholders. Our robust business intelligence and out-of-the-box analytics capabilities help accelerate digital transformation.

Distribution Management

Creation and execution of innovative distribution strategies to optimize existing channels and expand to new ones. Management of multi-channel distribution on a single platform, along with their complex compensation schemes and high-volume changes, and offer personalized payment schedules as well as self service.

18

Greenfields and start-ups

37

Partners

530

Engineers dedicated to R&D innovation

156

P&C module deployments

41

L&A module deployments

48

Clients using CloudInsurer™

DIGITAL1ST DELIVERS

An online ecosystem that develops business models in a platform economy, a cloud-native platform with DevOps automation, security and operational efficiency, a shape-to-scale platform that hones digital insurance business models, and an omni-channel distribution with open API architecture – catalysing innovation and experimentation through speed and variable pricing.

Since its launch in May 2018, eight clients, including insurers, reinsurers, InsurTech startups, insurance agents and brokers have chosen Majesco's Digital1st Platform™ to forge the future of insurance.

DIGITAL1ST INSURANCE™ PRODUCTS

Digital1st Platform™

A microservices-based digital insurance solution with a cloud-native configuration workbench and a runtime platform for launching and scaling personalized digital experiences.

Digital1st Engagement™

Pre-built engagement SaaS apps (portals, microservices and more) for global insurance for accelerating engaging and impactful customer journeys.

Digital1st EcoExchange™

A live marketplace of curated plug-and-play partner apps that help nurture a rich customer-centric ecosystem.

Operating Highlights

Setting new benchmarks

2018-19

Q1

Launched Digital1st Insurance™

Released a new version of Majesco Distribution Management

Released a new version of Majesco Data & Analytics Platform

Q2

Launched Digital1st Insurance™ EcoExchange with partner apps

Q3

Named a leader in Gartner Magic Quadrant for P&C Core Platforms, North America

Adam Elster named CEO of Majesco, USA, subsidiary of the Company

Acquired Exaxe, Europe-based cloud solutions for individual life, pensions and wealth

Launched Digital1st Insurance™ Electronic Billing and Payments App

2019-20

Q1

Q4

Shifted listing of Majesco, USA, from NYSE to NASDAQ

Closed oversubscribed rights offering, yielding US\$ 43.5 million

Developed three-year strategic plan

Denise Garth, Senior Vice President Strategic Marketing of Majesco, USA named #15 in the Top 50 InsurTech Influencer List

Co-presented with IBM at IBM Think Conference

Expanded Leadership Team; Wayne Locke named CFO and Jim Miller named CRO of Majesco, USA, a subsidiary of the Company

Recorded a 50% increase in attendance at Convergence 2019

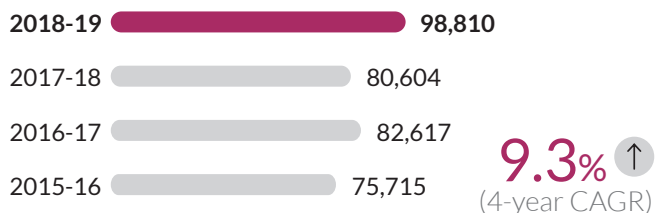
Refreshed brand narrative and launched a new website

Partnered with DataRobot to bring AI/ML to core insurance platforms

Key Performance Indicators

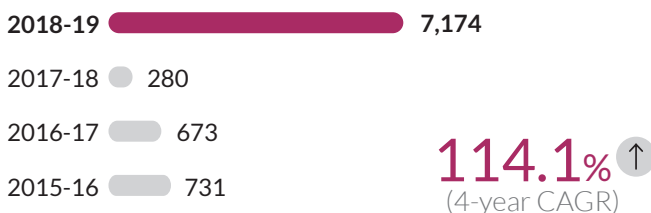
Progressing with confidence

Revenue from operations (₹ in lakhs)



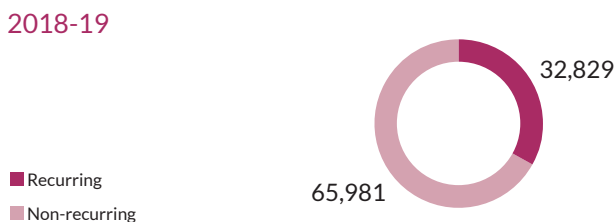
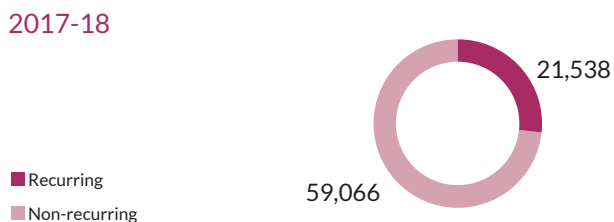
What this means: The increase in revenue was led by higher cloud revenue, new logos, footprint expansion within existing accounts and acquisition revenues from Exaxe.

Profit after tax (₹ in lakhs)



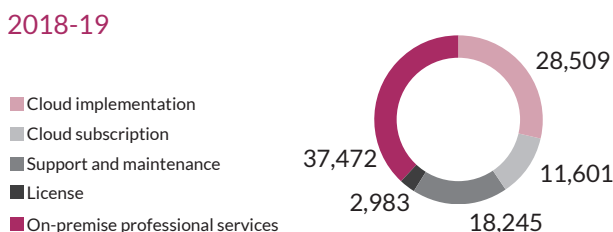
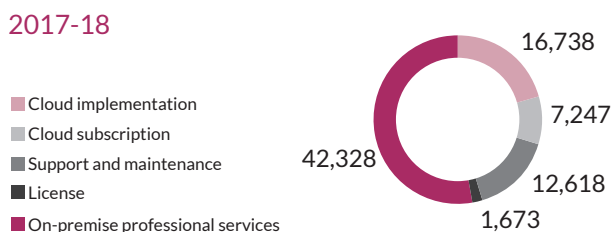
What this means: Higher profit is substantially driven by improved revenue profile with higher cloud-based revenues, improved operating efficiencies and cost management in general & administrative expenses.

Revenue split by recurrence (₹ in lakhs)



What this means: Recurring revenue includes cloud subscription, annual license fee and maintenance and support fees. Growth in recurring revenue was driven by higher earnings from cloud subscription.

Revenue split by segment (₹ in lakhs)



What this means: Cloud revenue growth is driven by strong revenues from the IBM project and new cloud wins. Strong growth in cloud revenue more than offsets drop in on-premise professional services revenue.