

Introduction to ValueLabs

Our vision is to help our clients unlock the potential of global delivery, by building world-class extended teams



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About us

- Consulting, OPD / maintenance, QA, PES, RIM, KPO
- 16 years old, 150+ clients worldwide, 3,000 employees. Targeting 3,500 by fiscal end.
- 50+% compounded annual growth rate since inception
- Presence across Asia, America, Middle East, Europe and Australia
- 13 offices and multiple development centres / disaster recovery sites
- Attrition less than a third of industry average. It was 4.5% in 2012.
- World-class infrastructure: over 400,000 square feet of space
- Mature processes around remote delivery. CMMI, ISO, HIPAA, SSAE 16



Named in “**10 Most Promising IMS Companies in India**”
by CIO Review



Named in “**2012 Global Services 100 List (GS100)**”.
Recognized as a leader in
Specialty ADM category



Ranked among the world's
largest (**Top 500**) software &
services companies by
Software Magazine in 2011



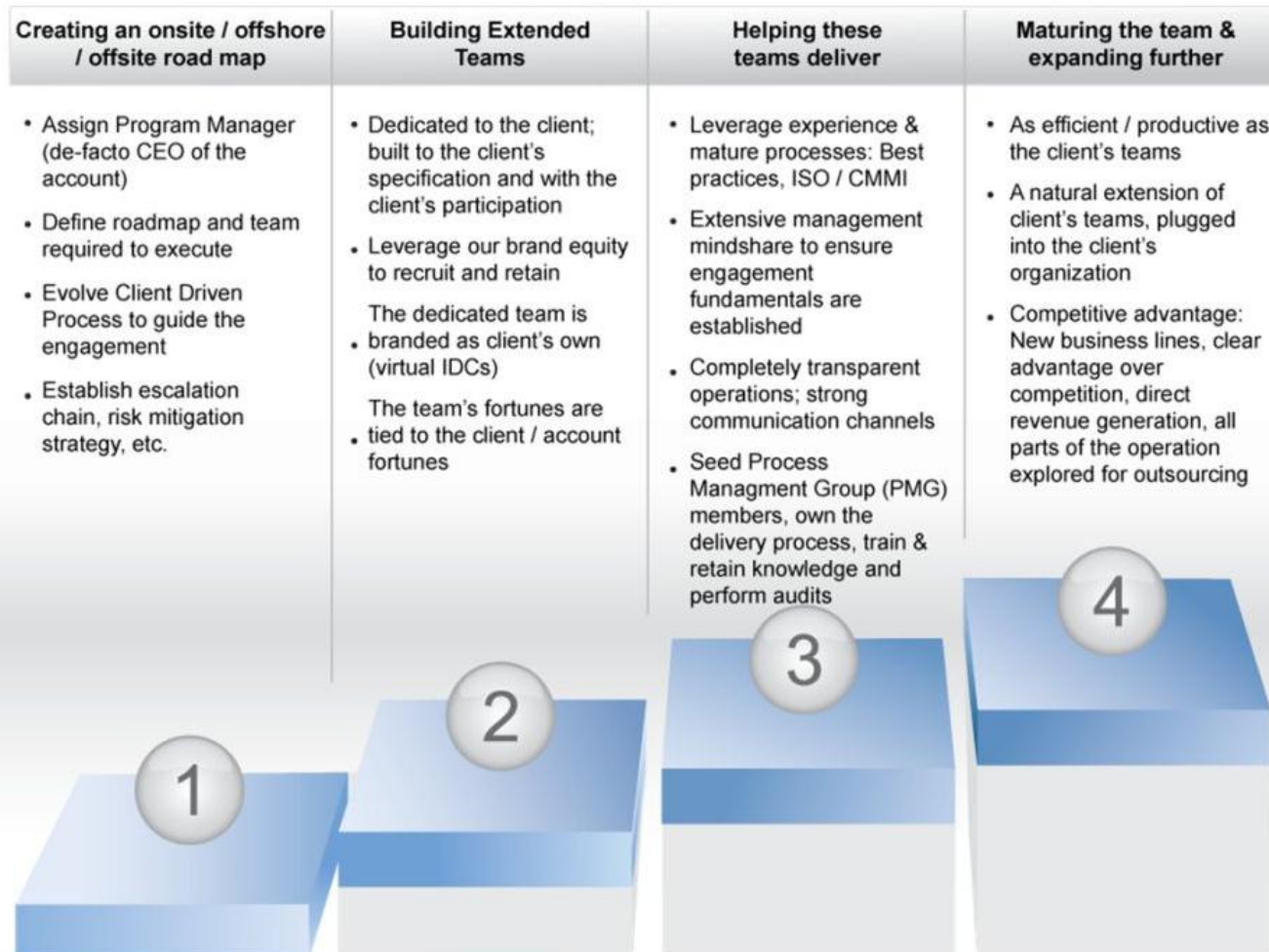
“**50 Best Companies to work for**” in India / 2009: The Great
Place To Work Institute /
Economic Times

Marquee clients...

| Americas | Europe |
|---|---|
| <ul style="list-style-type: none"> ▪ Strategic technology partner for the #1 online photo services company; for over a decade ▪ Strategic technology partner for the #1 mobile research company ▪ Strategic QA / testing partner for the #1 health information portal ▪ Strategic partner to a leader in the treatment of cancer and other inflammatory diseases ▪ Strategic partner to one of the largest handset makers in the world | <ul style="list-style-type: none"> ▪ Technology partner for one of the biggest retailers in the world ▪ Technology partner for one of the largest market research companies in the world (headquartered in Germany) ▪ Strategic technology partner for a leading real estate brokering company in the UK ▪ Technology partner for one of the largest new media companies in the world (headquartered in the UK) |
| Asia, Australia, Middle East | India |
| <ul style="list-style-type: none"> ▪ Strategic technology partner for the #1 Mobile operator in Malaysia; one of the most admired public companies there ▪ Testing partner for some of the largest banks in the Middle East ▪ Strategic technology partner for one of the largest providers of business solutions for small businesses (headquartered in Australia) ▪ Technology partner for some of the most progressive Government Establishments in the Middle East | <ul style="list-style-type: none"> ▪ Technology partner for one of the largest coal mining companies in India ▪ Built the #1 travel portal in India ▪ Technology partner for India's #1 local search engine ▪ Technology provider for one of the leading low-cost airlines in India ▪ Technology partner to one of the largest bus operators in the country |

Extended Team Model (ETM) advantage

- Forming strategic partnerships by building seamless extensions of the client's internal team



ETM incorporates the best of a captive center and a purely outsourced relationship

Our main facility



2 acres of land, 175,000 square feet space, 1550 people capacity, 5 floors / 14 quadrants
An entire floor for employee welfare: gym, canteen, dorm, library, meditation / yoga room...

Our new facility



About 150,000 square feet space, spread across 6 floors. The 'agile' readiness reflected in the seating, noise canceling features and video communication infrastructure...

Differentiators

Extended Teams

- Best of a captive center and a purely outsourced relationship

Mindshare

- Our engagement model, our partnership mindset as well as our organization structure will ensure that you get all the mindshare you need, and more!

Team stability

- Our staff retention and longevity provides immense confidence to our clients that the investment they make in their teams with us shows excellent ROI

Process maturity

- Combines our experience, industry best practices, standards like ISO / CMMI and client's way-of-working

Brand equity

- Strong brand equity built up in India as a result of doing the right things since inception

Innovation

- Our ability to bring a fresh perspective to every engagement and our execution capability enables us to deliver practical innovation enhancing the value of our service multi-fold

Service orientation

- We never forget that we are in the Software SERVICES business, an attitude that carries tremendous weight in our recruitment process. Our clients get teams that always go the extra mile to advance the client's business

Partnership mindset

- As a company, we take a very long-term view to each and every relationship. We invest time and effort that we know is required for the relationship to mature

Brand equity



Our ability to attract talent is second to none in the region
Case in point: a referral based walk-in interview (picture above) attracted 8,000 people, as
against an expectation of 600 people (Industry average)

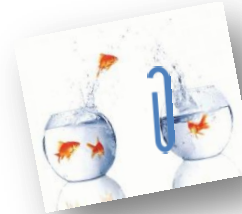
Brand equity



Highlights



15 of 150+ clients are **strategic partners**, with an average tenure of 6 years with ValueLabs



Attrition, at 4.5% in 2012, is way below industry averages



Cash flow **positive** from Day 1



Very generous with employees (free lunch / snacks / dinner, summer camps for kids)



A highly motivated and committed team, confident enough to encourage measurement of **“fun index”**



Average tenure of Program / Project Managers (120 in number) with us is over 9 years

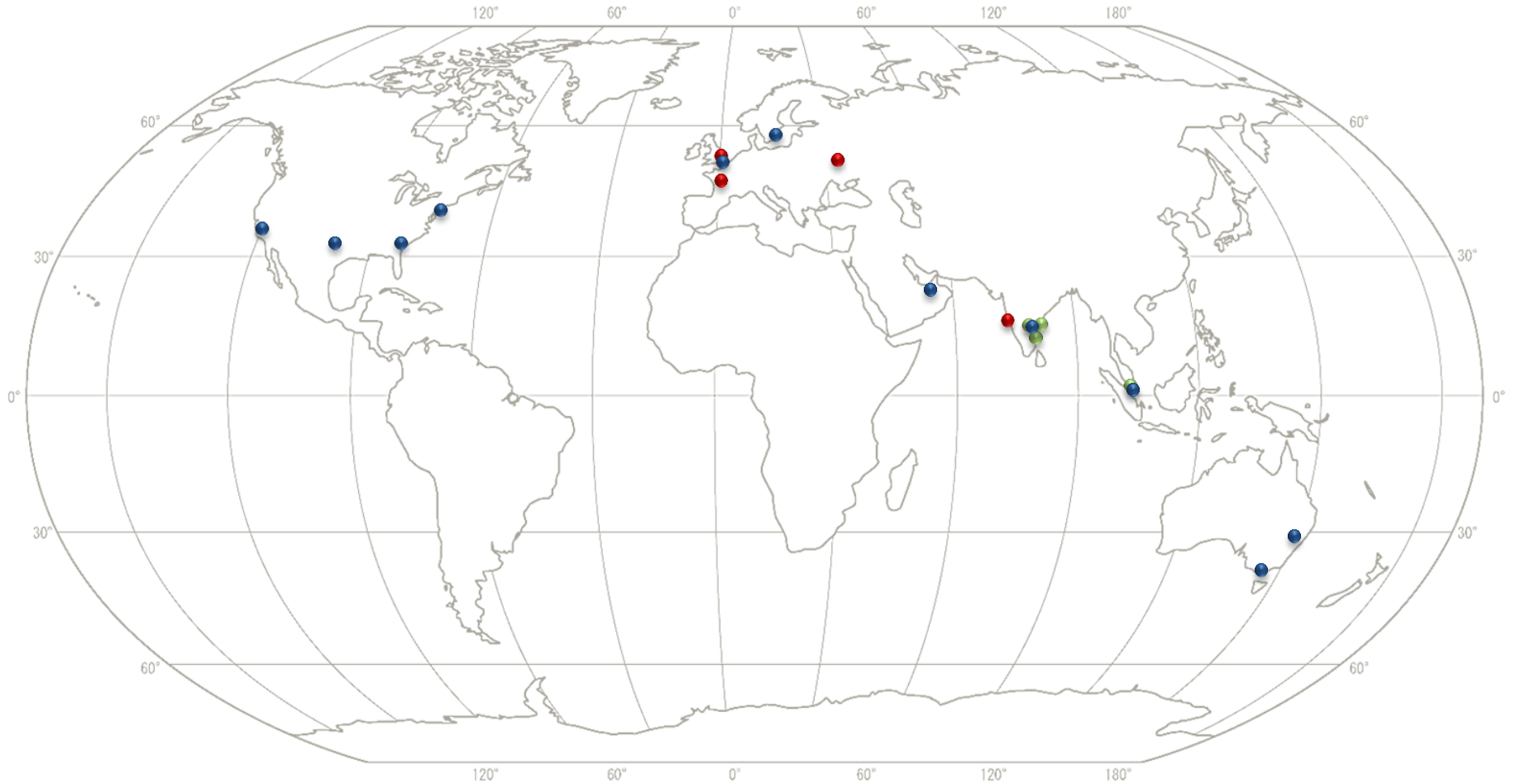


Expect to continue **rapid growth** y-o-y for 2014 and 2015



A fifth of the facility devoted for employee welfare (dorm, yoga / meditation room, gym)

Office locations



Current Development Centers: Hyderabad (3 centers) / Chennai / Visakhapatnam (India), Kuala Lumpur (Malaysia)

Current Sales Offices: USA (GA, CA, TX, NJ), UK (London), Sweden (Stockholm), UAE (Dubai), Australia (Melbourne, Sydney), Malaysia (KL), India (Hyderabad)

Proposed: Development centers (UK, Eastern Europe, Pune / India); Sales offices EU (The Netherlands)

There's more to **Value**
than meets the eye.



Thank you !

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