

## FY2019 Q4 Investor Fact Sheet

### Majesco (Nasdaq: MJCO)

## The Future Of Insurance Starts Here

Majesco is partnering with the industry to create the future of insurance – agile, nimble, and lightning fast – a future with cloud-based solutions that have the power to transform all P&C, L&A, and Group Insurance businesses to meet the demands of tomorrow, today.

### About Majesco

Majesco provides technology, expertise, and leadership to help insurers modernize, innovate and connect to build the future of their business – and the future of insurance – at speed and scale. We believe insurance should be as easy, seamless and powerful as any business or personal service we expect. That’s why our technology works in the cloud to help Insurers transform complexity into simple experiences that make innovation faster and easier, connecting people and businesses to insurance in ways that are innovative, hyper-relevant, compelling and personal. Over 215 customers across P&C, L&A and Group count on Majesco to execute their digital transformation strategies. Our market-leading solutions include CloudInsurer™: P&C Core Suite (Policy, Billing, Claims); L&A and Group Core Suite (Policy, Billing, Claims); LifePlus Solutions; Distribution Management; and Data and Analytics Platform. Digital1st Insurance™: Digital1st eConnect™, Digital1st EcoExchange™ and Digital1st Platform™ – a cloud-native, microservices and open API platform.

### Compelling Market Opportunity

Insurance is a \$4.9 trillion industry ripe for disruption. The market opportunity for Majesco’s Solutions is over \$88 billion. Demand is growing as insurers of all sizes look to modernize and optimize their existing business by replacing legacy systems, move to the cloud, and engage their customers and channels more effectively. At the same time, insurers are looking to create new business for the future to meet the demands of their next generation of customers by introducing new products and services and find ways to capture unserved or under-served markets. Majesco is well positioned to capitalize on favorable market trends because of its scale, cloud technology, and breadth of solutions. We’re recognized in the industry for innovation and known for our strength in completeness of vision and capability.

### Compelling Growth Strategies

Majesco is focused on growing in three ways:

#### ORGANIC DEVELOPMENT

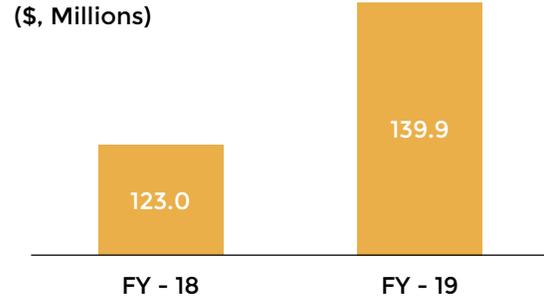
**P&C Solutions:** Expansion of existing customers through upsell and adoption; expansion of existing customers through cross-sell with Digital1st Insurance™ and expansion of new customers focused on growth and innovation.

**L&A and Group Solutions:** Focus on new customers in Group and Voluntary Benefits segment and on new Individual Life customers.

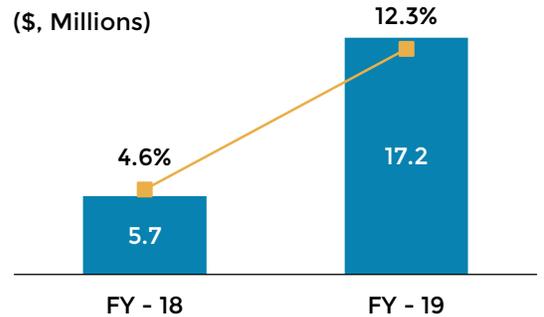
**PARTNERSHIPS:** Majesco’s strategic partnerships with IBM, Capgemini and Deloitte are crucial to working with Tier 1 and 2 insurers in P&C and L&A and Group, going well beyond the traditional systems integrator relationship. The IBM partnership is focused on using Majesco’s core platforms as an integral part of the IBM Insurance Platform on IBM Cloud. Capgemini has chosen the L&A and Group Core Suite as the platform of choice to support their transformation programs, and BPO and TPA initiatives. Majesco is also invested in its growing ecosystem of technology partners and InsurTechs who extend our value, connecting insurers with innovative capabilities and solutions that matter.

**M&A:** Majesco will focus on inorganic opportunities to accelerate new innovation, geographic expansion, and market share. The company recently acquired Exaxe, a cloud-based solutions provider that enhances Majesco’s exposure and accelerates growth opportunities the European Market.

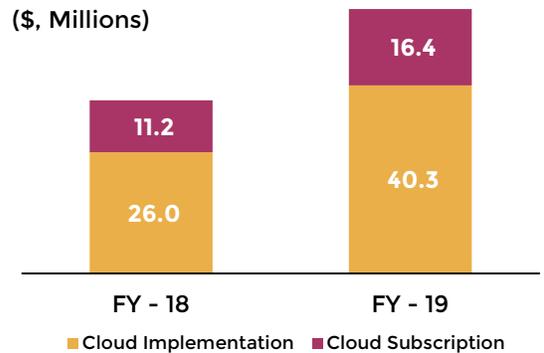
### Accelerating Revenue Growth



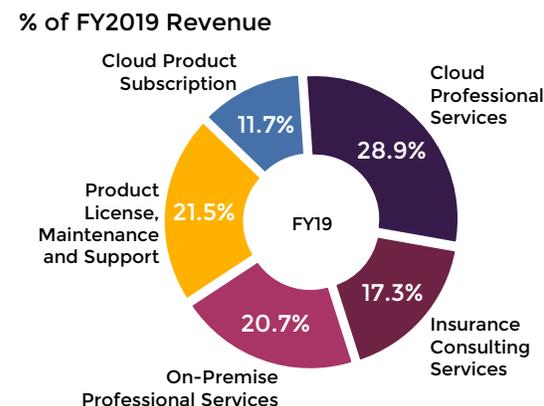
### Expanding EBITDA Margin



### Increasing Cloud Revenue



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Majesco is experiencing increasing demand for its cloud-based platform solutions. Business momentum continues to accelerate and contributed to increased quarterly revenue over the last seven quarters. Majesco's 12-month executable backlog remains strong and profitability continues to grow. The company has significantly improved its business execution and enhanced its competitive advantage, while the market dynamics for Majesco's platform solutions and services remain compelling.

To support the company's exciting growth opportunity, in September 2018 Majesco announced the appointment of Adam Elster as CEO. Mr. Elster has a strong background in the technology industry. Most recently he served as President, Global Field Operations of CA Technologies, a \$4.5 billion Fortune 500 organization and led high-performing teams in all aspects of sales, services, support and operations.

The CEO transition embodies Majesco's commitment to lead digital transformation in the global insurance industry. Insurance is in the early stages of digital disruption as insurers look for technology to keep pace with the market and new customer demands. Insurers across the industry are creating innovative new business models, products and services that leverage broad ecosystems and technology innovations such as cloud computing, APIs, microservices, artificial intelligence, machine learning and new data sources. As a result of this new market landscape, insurers are focusing on "speed to value" and looking for a strategic partner with the technology, expertise and leadership to help them define their future and thrive in it.

## FINANCIAL HIGHLIGHTS

FY 2018	\$123.0 million	\$5.7 million	4.6%	\$(5.0) million
<b>FY 2019</b>	<b>\$139.8 million</b>	<b>\$17.2 million</b>	<b>12.3%</b>	<b>\$6.9 million</b>
	Revenue up 14%	Adjusted, EBITDA	Adjusted, EBITDA as a % of Revenue	GAAP Net Income

**\$40M**  
Net Cash/Cash  
Equivalents

**CLOUD**  
**53%**  
YoY Growth in  
Cloud Business

**CUSTOMERS**  
**215**  
Total Customers  
with 18 Greenfields  
and Startups

**PARTNERS**  
**37**  
Total  
Partners

**\$69M**  
Gross Margin, Up  
22.6% YoY

**41%**  
Cloud percent of  
Total Revenue

**49**  
New  
Customers

**6**  
Partner-Based  
Tier 1 & Tier 2  
Deals

**\$97M**  
In Backlog,  
Up 7% YoY

**54**  
Total Cloud  
Customers

**14**  
Customer  
Go-Lives

**15**  
EcoExchange  
Apps

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. A reconciliation of Net Income to EBITDA and Adjusted EBITDA is provided on page 93 of Majesco's May 2019 Investor Presentation.