

CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Half Year Ended		Year Ended			
	Sep-20	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19	Dec-18	Sep. 30, 2020	Sep. 30, 2019	Mar.31, 2020	Mar.31, 2019	Mar.31, 2018	Mar.31, 2017
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited \$	Audited \$	Audited \$	Audited \$
REVENUE - STREAMWISE														
Products	10.78	8.91	6.98	10.36	10.90	9.07	11.78	12.11	19.68	19.97	37.25	45.98	37.91	30.75
License	5.25	3.86	1.82	5.14	5.92	4.31	7.08	7.55	9.11	10.24	17.14	27.92	21.59	16.89
Recurring	5.52	5.05	5.16	5.21	4.98	4.75	4.70	4.56	10.57	9.73	20.11	18.05	16.32	13.86
Services	10.57	10.52	11.56	10.31	10.51	10.93	8.36	7.90	21.08	21.44	43.33	31.65	35.13	35.54
BPO	1.37	1.36	1.40	1.11	0.97	0.80	0.77	0.73	2.73	1.77	4.29	2.93	2.84	2.47
Other Services ^	9.20	9.16	10.17	9.20	9.55	10.12	7.59	7.17	18.36	19.67	39.04	28.72	32.29	33.07
Resale of Material	0.21	0.02	0.06	0.15	0.08	0.16	0.04	0.06	0.23	0.24	0.44	0.73	0.11	0.95
TOTAL	21.56	19.44	18.60	20.81	21.50	20.15	20.18	20.07	40.99	41.65	81.03	78.35	73.15	67.24
REVENUE - BUSINESS UNITWISE														
ERP	8.48	7.16	6.97	6.44	10.54	8.11	7.37	5.84	15.63	18.65	32.00	28.12	31.32	31.88
HRP	7.64	6.24	7.13	8.28	7.02	7.82	7.56	9.77	13.87	14.84	30.26	30.70	23.68	17.19
AAD (Formerly AVN)	5.44	6.05	4.50	6.09	3.94	4.22	5.25	4.46	11.48	8.16	18.77	19.53	18.14	18.18
TOTAL	21.56	19.44	18.60	20.81	21.50	20.15	20.18	20.07	40.99	41.65	81.03	78.35	73.15	67.24
REVENUE - GEOGRAPHYWISE														
Americas	4.41	5.59	3.41	3.85	3.60	3.58	4.89	4.12	10.01	7.17	14.43	17.26	14.42	12.90
Europe	0.53	0.48	0.56	0.60	0.52	0.84	0.59	0.42	1.01	1.36	2.51	2.05	2.12	2.25
APAC	9.72	6.94	7.93	9.34	10.46	7.41	7.97	8.21	16.64	17.88	35.13	32.27	24.65	20.14
India	4.42	4.26	4.41	4.24	5.13	6.54	3.86	3.92	8.68	11.67	20.28	16.07	18.60	18.15
MEA @	2.47	2.18	2.30	2.79	1.79	1.78	2.87	3.40	4.65	3.57	8.67	10.71	13.37	13.81
TOTAL	21.56	19.44	18.60	20.81	21.50	20.15	20.18	20.07	40.99	41.65	81.03	78.35	73.15	67.24
BOOKING - BUSINESS UNITWISE														
ERP	12.99	7.05	4.05	2.62	14.88	5.14	11.06	6.67	20.04	20.02	26.70	38.75	43.58	29.89
HRP	8.18	6.73	4.81	15.56	9.36	14.51	12.49	15.82	14.91	23.87	44.25	47.52	46.66	34.90
AAD (Formerly AVN)	5.37	7.58	4.28	11.62	1.77	1.88	9.02	6.68	12.95	3.65	19.54	30.65	13.84	21.23
TOTAL	26.53	21.37	13.14	29.80	26.01	21.53	32.57	29.17	47.90	47.54	90.49	116.91	104.08	86.02
UNEXECUTED ORDER BOOK #	164.90	163.99	166.55	176.29	168.24	168.00	166.00	168.00	164.90	168.24	166.55	166.00	153.00	115.94
CUSTOMER METRICS														
Revenue from New Customers (%)	20%	18%	14%	21%	24%	17%	36%	38%	19%	20%	19%	33%	24%	24%
Revenue from Cloud orders (%)	36%	37%	40%	45%	31%	36%	37%	35%	36%	33%	38%	39%	34%	NA
Number of new customers added	15	12	6	13	17	14	16	25	27	31	50	80	85	120

\$ Figures, other than revenue, are unaudited.

Unexecuted orderbook comprises of new orders, renewals, reversals & adjustments for the base foreign currency rates in the current financial year.

^ Other Services also include infrastructure and hosting services.

@ Middle East and Africa (MEA) includes South Africa.

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