

CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Nine months Ended		Year Ended		
	Dec-18	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17	Jun-17	Mar-17	Dec. 31, 2018	Dec. 31, 2017	Mar.31, 2018	Mar.31, 2017	Mar.31, 2016 *
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited \$	Audited \$	Audited
REVENUE - STREAMWISE													
Products	12.11	11.25	10.78	10.02	11.28	9.43	7.18	7.32	34.19	27.89	37.91	30.75	34.21
License	7.55	6.82	6.43	5.58	7.00	5.48	3.53	3.91	20.84	16.01	21.59	16.89	20.85
Recurring	4.56	4.43	4.35	4.43	4.28	3.94	3.66	3.41	13.35	11.88	16.32	13.86	13.36
Services	7.90	7.53	7.85	8.52	8.11	8.58	9.92	9.01	23.28	26.61	35.13	35.54	34.32
BPO	0.73	0.73	0.70	0.69	0.72	0.73	0.70	0.65	2.16	2.15	2.84	2.47	2.13
Other Services ^	7.17	6.80	7.15	7.83	7.39	7.85	9.22	8.35	21.12	24.46	32.29	33.07	32.19
Resale of Material	0.06	0.25	0.39	0.03	0.01	0.01	0.06	0.72	0.69	0.08	0.11	0.95	0.40
TOTAL	20.07	19.03	19.02	18.56	19.40	18.02	17.17	17.05	58.16	54.59	73.15	67.24	68.94
REVENUE - BUSINESS UNITWISE													
ERP	5.84	6.04	8.99	7.34	7.49	8.65	7.85	8.58	20.75	23.98	31.32	31.88	30.82
HCM	9.77	8.17	5.02	7.38	6.58	5.15	4.58	3.70	23.15	16.31	23.68	17.19	18.79
Aviation	4.46	4.82	5.01	3.84	5.34	4.22	4.74	4.78	14.27	14.30	18.14	18.18	19.32
TOTAL	20.07	19.03	19.02	18.56	19.40	18.02	17.17	17.05	58.16	54.59	73.15	67.24	68.94
REVENUE - GEOGRAPHYWISE													
Americas	4.12	4.67	3.54	2.97	5.08	2.88	3.47	3.25	12.36	11.44	14.42	12.90	12.47
Europe	0.42	0.56	0.47	0.50	0.44	0.60	0.58	0.51	1.45	1.62	2.12	2.25	3.07
APAC	8.21	7.53	8.58	5.50	7.20	7.41	4.54	5.34	24.30	19.14	24.65	20.14	19.93
India	3.92	3.96	4.36	4.88	3.98	4.27	5.48	3.82	12.21	13.72	18.60	18.15	17.70
MEA @	3.40	2.31	2.08	4.71	2.71	2.86	3.10	4.13	7.84	8.67	13.37	13.81	15.77
TOTAL	20.07	19.03	19.02	18.56	19.40	18.02	17.17	17.05	58.16	54.59	73.15	67.24	68.94
BOOKING - BUSINESS UNITWISE													
ERP	6.67	5.81	15.197	6.97	10.35	11.80	14.46	12.10	27.69	36.61	43.58	29.89	NA
HCM	15.82	14.61	4.61	18.87	10.39	10.41	7.00	6.72	35.03	27.79	46.66	34.90	NA
Aviation	6.68	9.14	5.80	3.37	3.77	3.06	3.64	5.32	21.63	10.46	13.84	21.23	NA
TOTAL	29.17	29.56	25.61	29.21	24.50	25.26	25.10	24.14	84.34	74.87	104.08	86.02	-
UNEXECUTED ORDER BOOK #	168.00	161.00	150.49	153.00	139.91	134.28	126.31	115.94	168.00	139.91	153.00	115.94	NA
CUSTOMER METRICS													
Revenue from New Customers (%)	38%	27%	30%	33%	33%	18%	13%	30%	32%	22%	24%	24%	35%
Revenue from Cloud orders (%)	35%	43%	41%	38%	32%	36%	22%	NA	39%	NA	34%	NA	NA
Number of new customers added	25	15	24	25	27	18	15	20	64	60	85	120	157

* represents the figures published for the respective period without considering the IND AS adjustments.

† 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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