

**CONSOLIDATED INFORMATION**

Figures in USD Million, except where stated otherwise

|                                    | Quarter Ended |               |               |               |               |               |               |               | Year Ended    |               |               |                |
|------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
|                                    | Jun-19        | Mar-19        | Dec-18        | Sep-18        | Jun-18        | Mar-18        | Dec-17        | Sep-17        | Mar.31, 2019  | Mar.31, 2018  | Mar.31, 2017  | Mar.31, 2016 * |
|                                    | Unaudited     | Unaudited     | Unaudited     | Unaudited     | Unaudited     | Unaudited     | Unaudited     | Unaudited     | Audited \$    | Audited \$    | Audited \$    | Audited        |
| <b>REVENUE - STREAMWISE</b>        |               |               |               |               |               |               |               |               |               |               |               |                |
| Products                           | 9.07          | 11.78         | 12.11         | 11.25         | 10.78         | 10.02         | 11.28         | 9.43          | 45.98         | 37.91         | 30.75         | 34.21          |
| License                            | 4.31          | 7.08          | 7.55          | 6.82          | 6.43          | 5.58          | 7.00          | 5.48          | 27.92         | 21.59         | 16.89         | 20.85          |
| Recurring                          | 4.75          | 4.70          | 4.56          | 4.43          | 4.35          | 4.43          | 4.28          | 3.94          | 18.05         | 16.32         | 13.86         | 13.36          |
| Services                           | 10.93         | 8.36          | 7.90          | 7.53          | 7.85          | 8.52          | 8.11          | 8.58          | 31.65         | 35.13         | 35.54         | 34.32          |
| BPO                                | 0.80          | 0.77          | 0.73          | 0.73          | 0.70          | 0.69          | 0.72          | 0.73          | 2.93          | 2.84          | 2.47          | 2.13           |
| Other Services ^                   | 10.12         | 7.59          | 7.17          | 6.80          | 7.15          | 7.83          | 7.39          | 7.85          | 28.72         | 32.29         | 33.07         | 32.19          |
| Resale of Material                 | 0.16          | 0.04          | 0.06          | 0.25          | 0.39          | 0.03          | 0.01          | 0.01          | 0.73          | 0.11          | 0.95          | 0.40           |
| <b>TOTAL</b>                       | <b>20.15</b>  | <b>20.18</b>  | <b>20.07</b>  | <b>19.03</b>  | <b>19.02</b>  | <b>18.56</b>  | <b>19.40</b>  | <b>18.02</b>  | <b>78.35</b>  | <b>73.15</b>  | <b>67.24</b>  | <b>68.94</b>   |
| <b>REVENUE - BUSINESS UNITWISE</b> |               |               |               |               |               |               |               |               |               |               |               |                |
| ERP                                | 8.11          | 7.37          | 5.84          | 6.04          | 8.99          | 7.34          | 7.49          | 8.65          | 28.12         | 31.32         | 31.88         | 30.82          |
| HCM (HRP-HR & Pavroll)             | 7.82          | 7.56          | 9.77          | 8.17          | 5.02          | 7.38          | 6.58          | 5.15          | 30.70         | 23.68         | 17.19         | 18.79          |
| Aviation                           | 4.22          | 5.25          | 4.46          | 4.82          | 5.01          | 3.84          | 5.34          | 4.22          | 19.53         | 18.14         | 18.18         | 19.32          |
| <b>TOTAL</b>                       | <b>20.15</b>  | <b>20.18</b>  | <b>20.07</b>  | <b>19.03</b>  | <b>19.02</b>  | <b>18.56</b>  | <b>19.40</b>  | <b>18.02</b>  | <b>78.35</b>  | <b>73.15</b>  | <b>67.24</b>  | <b>68.94</b>   |
| <b>REVENUE - GEOGRAPHYWISE</b>     |               |               |               |               |               |               |               |               |               |               |               |                |
| Americas                           | 3.58          | 4.89          | 4.12          | 4.67          | 3.54          | 2.97          | 5.08          | 2.88          | 17.26         | 14.42         | 12.90         | 12.47          |
| Europe                             | 0.84          | 0.59          | 0.42          | 0.56          | 0.47          | 0.50          | 0.44          | 0.60          | 2.05          | 2.12          | 2.25          | 3.07           |
| APAC                               | 7.41          | 7.97          | 8.21          | 7.53          | 8.58          | 5.50          | 7.20          | 7.41          | 32.27         | 24.65         | 20.14         | 19.93          |
| India                              | 6.54          | 3.86          | 3.92          | 3.96          | 4.36          | 4.88          | 3.98          | 4.27          | 16.07         | 18.60         | 18.15         | 17.70          |
| MEA @                              | 1.78          | 2.87          | 3.40          | 2.31          | 2.08          | 4.71          | 2.71          | 2.86          | 10.71         | 13.37         | 13.81         | 15.77          |
| <b>TOTAL</b>                       | <b>20.15</b>  | <b>20.18</b>  | <b>20.07</b>  | <b>19.03</b>  | <b>19.02</b>  | <b>18.56</b>  | <b>19.40</b>  | <b>18.02</b>  | <b>78.35</b>  | <b>73.15</b>  | <b>67.24</b>  | <b>68.94</b>   |
| <b>BOOKING - BUSINESS UNITWISE</b> |               |               |               |               |               |               |               |               |               |               |               |                |
| ERP                                | 5.14          | 11.06         | 6.67          | 5.81          | 15.20         | 6.97          | 10.35         | 11.80         | 38.75         | 43.58         | 29.89         | NA             |
| HCM (HRP-HR & Payroll)             | 14.51         | 12.49         | 15.82         | 14.61         | 4.61          | 18.87         | 10.39         | 10.41         | 47.52         | 46.66         | 34.90         | NA             |
| Aviation                           | 1.88          | 9.02          | 6.68          | 9.14          | 5.80          | 3.37          | 3.77          | 3.06          | 30.65         | 13.84         | 21.23         | NA             |
| <b>TOTAL</b>                       | <b>21.53</b>  | <b>32.57</b>  | <b>29.17</b>  | <b>29.56</b>  | <b>25.61</b>  | <b>29.21</b>  | <b>24.50</b>  | <b>25.26</b>  | <b>116.91</b> | <b>104.08</b> | <b>86.02</b>  | <b>-</b>       |
| <b>UNEXECUTED ORDER BOOK #</b>     | <b>168.00</b> | <b>166.00</b> | <b>168.00</b> | <b>161.00</b> | <b>150.49</b> | <b>153.00</b> | <b>139.91</b> | <b>134.28</b> | <b>166.00</b> | <b>153.00</b> | <b>115.94</b> | <b>NA</b>      |
| <b>CUSTOMER METRICS</b>            |               |               |               |               |               |               |               |               |               |               |               |                |
| Revenue from New Customers (%)     | 17%           | 36%           | 38%           | 27%           | 30%           | 33%           | 33%           | 18%           | 33%           | 24%           | 24%           | 35%            |
| Revenue from Cloud orders (%)      | 36%           | 37%           | 35%           | 43%           | 41%           | 38%           | 32%           | 36%           | 39%           | 34%           | NA            | NA             |
| Number of new customers added      | 14            | 16            | 25            | 15            | 24            | 25            | 27            | 18            | 80            | 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 &amp; 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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