

CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Year Ended			
	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19	Dec-18	Sep-18	Mar.31, 2020	Mar.31, 2019	Mar.31, 2018	Mar.31, 2017
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited \$	Audited \$	Audited \$	Audited \$
REVENUE - STREAMWISE												
Products	8.91	6.98	10.36	10.90	9.07	11.78	12.11	11.25	37.25	45.98	37.91	30.75
License	3.86	1.82	5.14	5.92	4.31	7.08	7.55	6.82	17.14	27.92	21.59	16.89
Recurring	5.05	5.16	5.21	4.98	4.75	4.70	4.56	4.43	20.11	18.05	16.32	13.86
Services	10.52	11.56	10.31	10.51	10.93	8.36	7.90	7.53	43.33	31.65	35.13	35.54
BPO	1.36	1.40	1.11	0.97	0.80	0.77	0.73	0.73	4.29	2.93	2.84	2.47
Other Services ^	9.16	10.17	9.20	9.55	10.12	7.59	7.17	6.80	39.04	28.72	32.29	33.07
Resale of Material	0.02	0.06	0.15	0.08	0.16	0.04	0.06	0.25	0.44	0.73	0.11	0.95
TOTAL	19.44	18.60	20.81	21.50	20.15	20.18	20.07	19.03	81.03	78.35	73.15	67.24
REVENUE - BUSINESS UNITWISE												
ERP	7.16	6.97	6.44	10.54	8.11	7.37	5.84	6.04	32.00	28.12	31.32	31.88
HRP	6.24	7.13	8.28	7.02	7.82	7.56	9.77	8.17	30.26	30.70	23.68	17.19
AAD (Formerly AVN)	6.05	4.50	6.09	3.94	4.22	5.25	4.46	4.82	18.77	19.53	18.14	18.18
TOTAL	19.44	18.60	20.81	21.50	20.15	20.18	20.07	19.03	81.03	78.35	73.15	67.24
REVENUE - GEOGRAPHYWISE												
Americas	5.59	3.41	3.85	3.60	3.58	4.89	4.12	4.67	14.43	17.26	14.42	12.90
Europe	0.48	0.56	0.60	0.52	0.84	0.59	0.42	0.56	2.51	2.05	2.12	2.25
APAC	6.94	7.93	9.34	10.46	7.41	7.97	8.21	7.53	35.13	32.27	24.65	20.14
India	4.26	4.41	4.24	5.13	6.54	3.86	3.92	3.96	20.28	16.07	18.60	18.15
MEA @	2.18	2.30	2.79	1.79	1.78	2.87	3.40	2.31	8.67	10.71	13.37	13.81
TOTAL	19.44	18.60	20.81	21.50	20.15	20.18	20.07	19.03	81.03	78.35	73.15	67.24
BOOKING - BUSINESS UNITWISE												
ERP	7.05	4.05	2.62	14.88	5.14	11.06	6.67	5.81	26.70	38.75	43.58	29.89
HRP	6.73	4.81	15.56	9.36	14.51	12.49	15.82	14.61	44.25	47.52	46.66	34.90
AAD (Formerly AVN)	7.58	4.28	11.62	1.77	1.88	9.02	6.68	9.14	19.54	30.65	13.84	21.23
TOTAL	21.37	13.14	29.80	26.01	21.53	32.57	29.17	29.56	90.49	116.91	104.08	86.02
UNEXECUTED ORDER BOOK #	163.99	166.55	176.29	168.24	168.00	166.00	168.00	161.00	166.55	166.00	153.00	115.94
CUSTOMER METRICS												
Revenue from New Customers (%)	18%	14%	21%	24%	17%	36%	38%	27%	19%	33%	24%	24%
Revenue from Cloud orders (%)	37%	40%	45%	31%	36%	37%	35%	43%	38%	39%	34%	NA
Number of new customers added	12	6	13	17	14	16	25	15	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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