

CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Year Ended			
	Jun-18	Mar-18	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16	Sep-16	Mar.31, 2018	Mar.31, 2017	Mar.31, 2016 *	Mar.31, 2015
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited \$	Audited \$	Audited	Audited
REVENUE - STREAMWISE												
Products	10.78	10.02	11.28	9.43	7.18	7.32	6.54	8.64	37.91	30.75	34.21	29.87
License	6.43	5.58	7.00	5.48	3.53	3.91	3.10	5.12	21.59	16.89	20.85	17.21
Recurring	4.35	4.43	4.28	3.94	3.66	3.41	3.44	3.52	16.32	13.86	13.36	12.66
Services	7.85	8.52	8.11	8.58	9.92	9.01	10.26	8.09	35.13	35.54	34.32	29.00
BPO	0.70	0.69	0.72	0.73	0.70	0.65	0.65	0.59	2.84	2.47	2.73	1.57
Other Services ^	7.15	7.83	7.39	7.85	9.22	8.35	9.61	7.50	32.29	33.07	32.19	27.42
Resale of Material	0.39	0.03	0.01	0.01	0.06	0.72	0.05	0.12	0.11	0.95	0.40	0.60
TOTAL	19.02	18.56	19.40	18.02	17.17	17.05	16.85	16.84	73.15	67.24	68.94	59.47
REVENUE - BUSINESS UNITWISE												
ERP	8.99	7.34	7.49	8.65	7.85	8.58	7.26	7.92	31.32	31.88	30.82	27.17
HCM	5.02	7.38	6.58	5.15	4.58	3.70	4.65	4.57	23.68	17.19	18.79	11.53
Aviation	5.01	3.84	5.34	4.22	4.74	4.78	4.94	4.35	18.14	18.18	19.32	20.76
TOTAL	19.02	18.56	19.40	18.02	17.17	17.05	16.85	16.84	73.15	67.24	68.94	59.47
REVENUE - GEOGRAPHYWISE												
Americas	3.54	2.97	5.08	2.88	3.47	3.25	3.50	3.33	14.42	12.90	12.47	10.87
Europe	0.47	0.50	0.44	0.60	0.58	0.51	0.56	0.54	2.12	2.25	3.07	4.69
APAC	8.58	5.50	7.20	7.41	4.54	5.34	5.97	4.81	24.65	20.14	19.93	12.08
India	4.36	4.88	3.98	4.27	5.48	3.82	4.47	4.66	18.60	18.15	17.70	16.59
MEA @	2.08	4.71	2.71	2.86	3.10	4.13	2.35	3.50	13.37	13.81	15.77	15.24
TOTAL	19.02	18.56	19.40	18.02	17.17	17.05	16.85	16.84	73.15	67.24	68.94	59.47
BOOKING - BUSINESS UNITWISE												
ERP	15.20	6.97	10.35	11.80	14.46	12.10	7.35	6.83	43.58	29.89	NA	NA
HCM	4.61	18.87	10.39	10.41	7.00	6.72	16.00	7.76	46.66	34.90	NA	NA
Aviation	5.80	3.37	3.77	3.06	3.64	5.32	4.83	7.85	13.84	21.23	NA	NA
TOTAL	25.61	29.21	24.50	25.26	25.10	24.14	28.17	22.44	104.08	86.02	-	-
UNEXECUTED ORDER BOOK #	150.49	153.00	139.91	134.28	126.31	115.94	NA	NA	153.00	115.94	NA	NA
CUSTOMER METRICS												
Revenue from New Customers (%)	30%	33%	33%	18%	13%	30%	31%	20%	24%	24%	35%	27%
Revenue from Cloud orders (%)	41%	38%	32%	36%	22%	NA	NA	NA	34%	NA	NA	NA
Number of new customers added	24	25	27	18	15	20	34	40	85	120	157	123

* 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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