

CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Half Year Ended		Year Ended		
	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16	Sep. 30, 2018	Sep. 30, 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	11.25	10.78	10.02	11.28	9.43	7.18	7.32	6.54	22.03	16.60	37.91	30.75	34.21
License	6.82	6.43	5.58	7.00	5.48	3.53	3.91	3.10	13.25	9.00	21.59	16.89	20.85
Recurring	4.43	4.35	4.43	4.28	3.94	3.66	3.41	3.44	8.78	7.60	16.32	13.86	13.36
Services	7.53	7.85	8.52	8.11	8.58	9.92	9.01	10.26	15.37	18.51	35.13	35.54	34.32
BPO	0.73	0.70	0.69	0.72	0.73	0.70	0.65	0.65	1.43	1.43	2.84	2.47	2.13
Other Services ^	6.80	7.15	7.83	7.39	7.85	9.22	8.35	9.61	13.94	17.08	32.29	33.07	32.19
Resale of Material	0.25	0.39	0.03	0.01	0.01	0.06	0.72	0.05	0.64	0.07	0.11	0.95	0.40
TOTAL	19.03	19.02	18.56	19.40	18.02	17.17	17.05	16.85	38.05	35.18	73.15	67.24	68.94
REVENUE - BUSINESS UNITWISE													
ERP	6.04	8.99	7.34	7.49	8.65	7.85	8.58	7.26	14.97	16.49	31.32	31.88	30.82
HCM	8.17	5.02	7.38	6.58	5.15	4.58	3.70	4.65	13.26	9.72	23.68	17.19	18.79
Aviation	4.82	5.01	3.84	5.34	4.22	4.74	4.78	4.94	9.82	8.96	18.14	18.18	19.32
TOTAL	19.03	19.02	18.56	19.40	18.02	17.17	17.05	16.85	38.05	35.18	73.15	67.24	68.94
REVENUE - GEOGRAPHYWISE													
Americas	4.67	3.54	2.97	5.08	2.88	3.47	3.25	3.50	8.24	6.35	14.42	12.90	12.47
Europe	0.56	0.47	0.50	0.44	0.60	0.58	0.51	0.56	1.03	1.18	2.12	2.25	3.07
APAC	7.53	8.58	5.50	7.20	7.41	4.54	5.34	5.97	16.08	11.94	24.65	20.14	19.93
India	3.96	4.36	4.88	3.98	4.27	5.48	3.82	4.47	8.30	9.75	18.60	18.15	17.70
MEA @	2.31	2.08	4.71	2.71	2.86	3.10	4.13	2.35	4.39	5.96	13.37	13.81	15.77
TOTAL	19.03	19.02	18.56	19.40	18.02	17.17	17.05	16.85	38.05	35.18	73.15	67.24	68.94
BOOKING - BUSINESS UNITWISE													
ERP	5.81	15.20	6.97	10.35	11.80	14.46	12.10	7.35	21.01	26.26	43.58	29.89	NA
HCM	14.61	4.61	18.87	10.39	10.41	7.00	6.72	16.00	19.22	17.40	46.66	34.90	NA
Aviation	9.14	5.80	3.37	3.77	3.06	3.64	5.32	4.83	14.94	6.70	13.84	21.23	NA
TOTAL	29.56	25.61	29.21	24.50	25.26	25.10	24.14	28.17	55.17	50.36	104.08	86.02	-
UNEXECUTED ORDER BOOK #	161.00	150.49	153.00	139.91	134.28	126.31	115.94	NA	161.00	134.28	153.00	115.94	NA
CUSTOMER METRICS													
Revenue from New Customers (%)	27%	30%	33%	33%	18%	13%	30%	31%	29%	15%	24%	24%	35%
Revenue from Cloud orders (%)	43%	41%	38%	32%	36%	22%	NA	NA	42%	NA	34%	NA	NA
Number of new customers added	15	24	25	27	18	15	20	34	39	33	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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