

CONSOLIDATED INFORMATION												
											Figures in USD Million, except where stated otherwise	
	Quarter Ended								Year Ended			
	Mar-18	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16	Sep-16	Jun-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
<b>REVENUE - STREAMWISE</b>												
<b>Products</b>	10.02	11.28	9.43	7.18	7.32	6.54	8.64	8.26	37.91	30.75	34.21	29.87
License	5.58	7.00	5.48	3.53	3.91	3.10	5.12	4.76	21.59	16.89	20.85	17.21
Recurring	4.43	4.28	3.94	3.66	3.41	3.44	3.52	3.50	16.32	13.86	13.36	12.66
<b>Services</b>	8.52	8.11	8.58	9.92	9.01	10.26	8.09	8.17	35.13	35.54	34.32	29.00
BPO	0.69	0.72	0.73	0.70	0.65	0.65	0.59	0.57	2.84	2.47	2.13	1.57
Other Services	7.83	7.39	7.85	9.22	8.35	9.61	7.50	7.60	32.29	33.07	32.19	27.42
Resale of Material	0.03	0.01	0.01	0.06	0.72	0.05	0.12	0.06	0.11	0.95	0.40	0.60
<b>TOTAL</b>	<b>18.56</b>	<b>19.40</b>	<b>18.02</b>	<b>17.17</b>	<b>17.05</b>	<b>16.85</b>	<b>16.84</b>	<b>16.49</b>	<b>73.15</b>	<b>67.24</b>	<b>68.94</b>	<b>59.47</b>
<b>REVENUE - BUSINESS UNITWISE</b>												
ERP	7.34	7.49	8.65	7.85	8.58	7.26	7.92	8.13	31.32	31.88	30.82	27.17
HCM	7.38	6.58	5.15	4.58	3.70	4.65	4.57	4.27	23.68	17.19	18.79	11.53
Aviation	3.84	5.34	4.22	4.74	4.78	4.94	4.35	4.10	18.14	18.18	19.32	20.76
<b>TOTAL</b>	<b>18.56</b>	<b>19.40</b>	<b>18.02</b>	<b>17.17</b>	<b>17.05</b>	<b>16.85</b>	<b>16.84</b>	<b>16.49</b>	<b>73.15</b>	<b>67.24</b>	<b>68.94</b>	<b>59.47</b>
<b>REVENUE - GEOGRAPHYWISE</b>												
Americas	2.97	5.08	2.88	3.47	3.25	3.50	3.33	2.82	14.42	12.90	12.47	10.87
Europe	0.50	0.44	0.60	0.58	0.51	0.56	0.54	0.64	2.12	2.25	3.07	4.69
APAC	5.50	7.20	7.41	4.54	5.34	5.97	4.81	4.02	24.65	20.14	19.93	12.08
India	4.88	3.98	4.27	5.48	3.82	4.47	4.66	5.19	18.60	18.15	17.70	16.59
MEA @	4.71	2.71	2.86	3.10	4.13	2.35	3.50	3.82	13.37	13.81	15.77	15.24
<b>TOTAL</b>	<b>18.56</b>	<b>19.40</b>	<b>18.02</b>	<b>17.17</b>	<b>17.05</b>	<b>16.85</b>	<b>16.84</b>	<b>16.49</b>	<b>73.15</b>	<b>67.24</b>	<b>68.94</b>	<b>59.47</b>
<b>BOOKING - BUSINESS UNITWISE</b>												
ERP	6.97	10.35	11.80	14.46	12.10	7.35	6.83	3.61	43.58	29.89	NA	NA
HCM	18.87	10.39	10.41	7.00	6.72	16.00	7.76	4.42	46.66	34.90	NA	NA
Aviation	3.37	3.77	3.06	3.64	5.32	4.83	7.85	3.23	13.84	21.23	NA	NA
<b>TOTAL</b>	<b>29.21</b>	<b>24.50</b>	<b>25.26</b>	<b>25.10</b>	<b>24.14</b>	<b>28.17</b>	<b>22.44</b>	<b>11.26</b>	<b>104.08</b>	<b>86.02</b>	<b>-</b>	<b>-</b>
<b>UNEXECUTED ORDER BOOK</b>	<b>153.00</b>	<b>139.91</b>	<b>134.28</b>	<b>126.31</b>	<b>115.94</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>153.00</b>	<b>115.94</b>	<b>NA</b>	<b>NA</b>
<b>CUSTOMER METRICS</b>												
Revenue from New Customers (%)	33%	33%	18%	13%	30%	31%	20%	18%	24%	25%	35%	27%
Revenue from Cloud orders (%)	38%	32%	36%	22%	NA	NA	NA	NA	34%	NA	NA	NA
Number of new customers added	25	27	18	15	20	34	40	26	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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