

CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Year Ended			
	Mar-19	Dec-18	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17	Jun-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
REVENUE - STREAMWISE												
Products	11.78	12.11	11.25	10.78	10.02	11.28	9.43	7.18	45.98	37.91	30.75	34.21
License	7.08	7.55	6.82	6.43	5.58	7.00	5.48	3.53	27.92	21.59	16.89	20.85
Recurring	4.70	4.56	4.43	4.35	4.43	4.28	3.94	3.66	18.05	16.32	13.86	13.36
Services	8.36	7.90	7.53	7.85	8.52	8.11	8.58	9.92	31.65	35.13	35.54	34.32
BPO	0.77	0.73	0.73	0.70	0.69	0.72	0.73	0.70	2.93	2.84	2.47	2.13
Other Services ^	7.59	7.17	6.80	7.15	7.83	7.39	7.85	9.22	28.72	32.29	33.07	32.19
Resale of Material	0.04	0.06	0.25	0.39	0.03	0.01	0.01	0.06	0.73	0.11	0.95	0.40
TOTAL	20.18	20.07	19.03	19.02	18.56	19.40	18.02	17.17	78.35	73.15	67.24	68.94
REVENUE - BUSINESS UNITWISE												
ERP	7.37	5.84	6.04	8.99	7.34	7.49	8.65	7.85	28.12	31.32	31.88	30.82
HCM	7.56	9.77	8.17	5.02	7.38	6.58	5.15	4.58	30.70	23.68	17.19	18.79
Aviation	5.25	4.46	4.82	5.01	3.84	5.34	4.22	4.74	19.53	18.14	18.18	19.32
TOTAL	20.18	20.07	19.03	19.02	18.56	19.40	18.02	17.17	78.35	73.15	67.24	68.94
REVENUE - GEOGRAPHYWISE												
Americas	4.89	4.12	4.67	3.54	2.97	5.08	2.88	3.47	17.26	14.42	12.90	12.47
Europe	0.59	0.42	0.56	0.47	0.50	0.44	0.60	0.58	2.05	2.12	2.25	3.07
APAC	7.97	8.21	7.53	8.58	5.50	7.20	7.41	4.54	32.27	24.65	20.14	19.93
India	3.86	3.92	3.96	4.36	4.88	3.98	4.27	5.48	16.07	18.60	18.15	17.70
MEA @	2.87	3.40	2.31	2.08	4.71	2.71	2.86	3.10	10.71	13.37	13.81	15.77
TOTAL	20.18	20.07	19.03	19.02	18.56	19.40	18.02	17.17	78.35	73.15	67.24	68.94
BOOKING - BUSINESS UNITWISE												
ERP	11.06	6.67	5.81	15.20	6.97	10.35	11.80	14.46	38.75	43.58	29.89	NA
HCM	12.49	15.82	14.61	4.61	18.87	10.39	10.41	7.00	47.52	46.66	34.90	NA
Aviation	9.02	6.68	9.14	5.80	3.37	3.77	3.06	3.64	30.65	13.84	21.23	NA
TOTAL	32.57	29.17	29.56	25.61	29.21	24.50	25.26	25.10	116.91	104.08	86.02	-
UNEXECUTED ORDER BOOK #	166.00	168.00	161.00	150.49	153.00	139.91	134.28	126.31	166.00	153.00	115.94	NA
CUSTOMER METRICS												
Revenue from New Customers (%)	36%	38%	27%	30%	33%	33%	18%	13%	33%	24%	24%	35%
Revenue from Cloud orders (%)	37%	35%	43%	41%	38%	32%	36%	22%	39%	34%	NA	NA
Number of new customers added	16	25	15	24	25	27	18	15	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 & 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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