

CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Nine months Ended		Year Ended		
	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16	Sep-16	Jun-16	Mar-16	Dec. 31, 2017	Dec. 31, 2016	Mar.31, 2017	Mar.31, 2016 *	Mar.31, 2015
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited \$	Audited	Audited
REVENUE - STREAMWISE													
Products	11.28	9.43	7.18	7.32	6.54	8.64	8.26	9.69	27.89	23.43	30.75	34.21	29.87
License	7.00	5.48	3.53	3.91	3.70	5.12	4.76	6.39	16.07	12.98	16.89	20.85	17.21
Recurring	4.28	3.94	3.66	3.41	3.44	3.52	3.50	3.30	11.88	10.46	13.86	13.36	12.66
Services	8.11	8.58	9.92	9.01	10.26	8.09	8.17	8.42	26.61	26.53	35.54	34.32	29.00
BPO	0.72	0.73	0.70	0.65	0.65	0.59	0.57	0.52	2.15	1.82	2.47	2.13	1.57
Other Services	7.39	7.85	9.22	8.35	9.61	7.50	7.60	7.90	24.46	24.71	33.07	32.19	27.42
Resale of Material	0.01	0.01	0.06	0.72	0.05	0.12	0.06	0.24	0.08	0.23	0.95	0.40	0.60
TOTAL	19.40	18.02	17.17	17.05	16.85	16.84	16.49	18.36	54.59	50.19	67.24	68.94	59.47
REVENUE - BUSINESS UNITWISE													
ERP	7.49	8.65	7.85	8.58	7.26	7.92	8.13	7.26	23.98	23.30	31.88	30.82	27.17
HCM	6.58	5.15	4.58	3.70	4.65	4.57	4.27	5.71	16.31	13.49	17.19	18.79	11.53
Aviation	5.34	4.22	4.74	4.78	4.94	4.35	4.10	5.39	14.30	13.40	18.18	19.32	20.76
TOTAL	19.40	18.02	17.17	17.05	16.85	16.84	16.49	18.36	54.59	50.19	67.24	68.94	59.47
REVENUE - GEOGRAPHYWISE													
Americas	5.08	2.88	3.47	3.25	3.50	3.33	2.82	3.30	11.44	9.65	12.90	12.47	10.87
Europe	0.44	0.60	0.58	0.51	0.56	0.54	0.64	1.08	1.62	1.74	2.25	3.07	4.69
APAC	7.20	7.41	4.54	5.34	5.97	4.81	4.02	6.12	19.14	14.80	20.14	19.93	12.08
India	3.98	4.27	5.48	3.82	4.47	4.66	5.19	4.77	13.72	14.33	18.15	17.70	16.59
MEA @	2.71	2.86	3.10	4.13	2.35	3.50	3.82	3.08	8.67	9.67	13.81	15.77	15.24
TOTAL	19.40	18.02	17.17	17.05	16.85	16.84	16.49	18.36	54.59	50.19	67.24	68.94	59.47
BOOKING - BUSINESS UNITWISE													
ERP	10.35	11.80	14.46	12.10	7.35	6.83	3.61	NA	36.61	17.79	29.89	NA	NA
HCM	10.39	10.41	7.00	6.72	16.00	7.76	4.42	NA	27.79	28.19	34.90	NA	NA
Aviation	3.77	3.06	3.64	5.32	4.83	7.85	3.23	NA	10.46	15.90	21.23	NA	NA
TOTAL	24.50	25.26	25.10	24.14	28.17	22.44	11.26	-	74.87	61.87	86.02	-	-
UNEXECUTED ORDER BOOK	139.91	134.28	126.31	115.94	NA	NA	NA	NA	139.91	NA	115.94	NA	NA
CUSTOMER METRICS													
Revenue from New Customers (%)	33%	18%	13%	30%	31%	20%	18%	42%	22%	23%	24%	35%	27%
Number of new customers added	27	18	15	20	34	40	26	49	60	100	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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