

CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Nine months Ended		Year Ended			
	Dec-19	Sep-19	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18	Mar-18	Dec. 31, 2019	Dec. 31, 2018	Mar.31, 2019	Mar.31, 2018	Mar.31, 2017	Mar.31, 2016 *
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited \$	Audited \$	Audited \$	Audited
REVENUE - STREAMWISE														
Products	10.36	10.90	9.07	11.78	12.11	11.25	10.78	10.02	30.33	34.19	45.98	37.91	30.75	34.21
License	5.14	5.92	4.31	7.08	7.55	6.82	6.43	5.58	15.38	20.84	27.92	21.59	16.89	20.85
Recurring	5.21	4.98	4.75	4.70	4.56	4.43	4.35	4.43	14.95	13.35	18.05	16.32	13.86	13.36
Services	10.31	10.51	10.93	8.36	7.90	7.53	7.85	8.52	31.75	23.28	31.65	35.13	35.54	34.32
BPO	1.11	0.97	0.80	0.77	0.73	0.73	0.70	0.69	2.89	2.16	2.93	2.84	2.47	2.13
Other Services ^	9.20	9.55	10.12	7.59	7.17	6.80	7.15	7.83	28.86	21.12	28.72	32.29	33.07	32.19
Resale of Material	0.15	0.08	0.16	0.04	0.06	0.25	0.39	0.03	0.39	0.69	0.73	0.11	0.95	0.40
TOTAL	20.81	21.50	20.15	20.18	20.07	19.03	19.02	18.56	62.46	58.16	78.35	73.15	67.24	68.94
REVENUE - BUSINESS UNITWISE														
ERP	6.44	10.54	8.11	7.37	5.84	6.04	8.99	7.34	25.05	20.75	28.12	31.32	31.88	30.82
HCM (HRP-HR & Payroll)	8.28	7.02	7.82	7.56	9.77	8.17	5.02	7.38	23.14	23.15	30.70	23.68	17.19	18.79
Aviation	6.09	3.94	4.22	5.25	4.46	4.82	5.01	3.84	14.28	14.27	19.53	18.14	18.18	19.32
TOTAL	20.81	21.50	20.15	20.18	20.07	19.03	19.02	18.56	62.46	58.16	78.35	73.15	67.24	68.94
REVENUE - GEOGRAPHYWISE														
Americas	3.85	3.60	3.58	4.89	4.12	4.67	3.54	2.97	11.03	12.36	17.26	14.42	12.90	12.47
Europe	0.60	0.52	0.84	0.59	0.42	0.56	0.47	0.50	1.95	1.45	2.05	2.12	2.25	3.07
APAC	9.34	10.46	7.41	7.97	8.21	7.53	8.58	5.50	27.22	24.30	32.27	24.65	20.14	19.93
India	4.24	5.13	6.54	3.86	3.92	3.96	4.36	4.88	15.89	12.21	16.07	18.60	18.15	17.70
MEA @	2.79	1.79	1.78	2.87	3.40	2.31	2.08	4.71	6.37	7.84	10.71	13.37	13.81	15.77
TOTAL	20.81	21.50	20.15	20.18	20.07	19.03	19.02	18.56	62.46	58.16	78.35	73.15	67.24	68.94
BOOKING - BUSINESS UNITWISE														
ERP	2.62	14.88	5.14	11.06	6.67	5.81	15.20	6.97	22.65	27.69	38.75	43.58	29.89	NA
HCM (HRP-HR & Payroll)	15.56	9.36	14.51	12.49	15.82	14.61	4.61	18.87	39.43	35.03	47.52	46.66	34.90	NA
Aviation	11.62	1.77	1.88	9.02	6.68	9.14	5.80	3.37	15.27	21.63	30.65	13.84	21.23	NA
TOTAL	29.80	26.01	21.53	32.57	29.17	29.56	25.61	29.21	77.35	84.34	116.91	104.08	86.02	-
UNEXECUTED ORDER BOOK #	176.29	168.24	168.00	166.00	168.00	161.00	150.49	153.00	176.29	168.00	166.00	153.00	115.94	NA
CUSTOMER METRICS														
Revenue from New Customers (%)	21%	24%	17%	36%	38%	27%	30%	33%	21%	32%	33%	24%	24%	35%
Revenue from Cloud orders (%)	45%	31%	36%	37%	35%	43%	41%	38%	37%	39%	39%	34%	NA	NA
Number of new customers added	13	17	14	16	25	15	24	25	44	64	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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