



FACT SHEET AS ON 30TH JUNE 2016

CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Year Ended			
	Jun-16	Mar-16	Dec-15	Sep-15	Jun-15	Mar-15	Dec-14	Sep-14	Mar.31, 2016	Mar.31, 2015	Mar. 31, 2014	Mar. 31, 2013
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Audited	Audited	Audited
REVENUE - STREAMWISE												
Products	8.26	9.69	9.24	6.97	8.24	8.04	7.48	8.13	34.21	29.87	18.94	16.17
License	4.76	6.39	5.68	3.66	5.06	4.77	4.30	4.99	20.85	17.21	8.61	7.48
Recurring	3.50	3.30	3.56	3.31	3.19	3.27	3.18	3.13	13.36	12.66	10.33	8.69
Services	8.17	8.42	8.33	9.51	8.05	8.20	8.18	6.26	34.32	29.00	24.51	26.67
Resale of Material	0.06	0.24	0.07	0.04	0.04	0.09	0.01	0.11	0.40	0.60	0.40	1.70
TOTAL	16.49	18.36	17.64	16.52	16.34	16.33	15.66	14.50	68.94	59.47	43.85	44.53
REVENUE - BUSINESS UNITWISE												
ERP	8.13	7.26	8.77	7.31	7.47	7.59	7.60	6.32	30.82	27.17	23.22	35.25
HCM	4.27	5.71	4.74	4.49	3.80	4.15	2.55	2.31	18.79	11.53	5.41	Incl in ERP
Aviation	4.10	5.39	4.13	4.72	5.07	4.59	5.52	5.88	19.32	20.76	15.21	9.28
TOTAL	16.49	18.36	17.64	16.52	16.34	16.33	15.66	14.50	68.94	59.47	43.85	44.53
REVENUE - GEOGRAPHYWISE												
Americas	2.82	3.30	3.17	2.74	3.25	2.57	3.18	2.49	12.47	10.87	11.62	7.73
Europe	0.64	1.08	0.48	0.79	0.71	0.59	0.49	3.09	3.07	4.69	2.53	1.98
APAC	4.02	6.12	5.71	3.64	4.38	4.25	3.75	1.85	19.93	12.08	5.85	3.24
India	5.19	4.77	4.31	4.72	3.87	4.68	4.29	4.01	17.70	16.59	13.71	23.48
Middle East and North Africa	2.81	2.41	3.04	3.41	2.98	3.09	2.89	2.37	11.80	11.25	5.71	3.64
South Africa	1.02	0.68	0.93	1.23	1.15	1.16	1.07	0.68	3.97	3.98	4.43	4.47
TOTAL	16.49	18.36	17.64	16.52	16.34	16.33	15.66	14.50	68.94	59.47	43.85	44.53
NUMBER OF CUSTOMERS BASED ON TRAILING TWELVE MONTHS REVENUE												
> \$ 0.5 mn	33	32	25	24	20	21	18	18	32	21	15	9
< \$ 0.5 mn	822	816	777	734	702	685	739	673	816	685	665	685
TOTAL	855	848	802	758	722	706	757	691	848	706	680	694
CUSTOMER METRICS												
Revenue from New Customers (%)	18%	42%	41%	27%	26%	25%	26%	35%	35%	27%	22%	14%
Number of new customers added	26	49	43	40	25	37	29	25	157	123	133	104

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