

**CONSOLIDATED INFORMATION**

Figures in USD Million, except where stated otherwise

	Quarter Ended								Year Ended			
	Mar-16	Dec-15	Sep-15	Jun-15	Mar-15	Dec-14	Sep-14	Jun-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
<b>REVENUE - STREAMWISE</b>												
Products	9.69	9.24	6.97	8.24	8.04	7.48	8.13	6.19	34.21	29.87	18.94	16.17
License	6.39	5.68	3.66	5.06	4.77	4.30	4.99	3.13	20.85	17.21	8.61	7.48
Recurring	3.30	3.56	3.31	3.19	3.27	3.18	3.13	3.07	13.36	12.66	10.33	8.69
Services	8.42	8.33	9.57	8.05	8.20	8.18	6.26	6.31	34.32	29.00	24.51	26.67
Resale of Material	0.24	0.07	0.04	0.04	0.09	0.01	0.11	0.40	0.40	0.60	0.40	1.70
<b>TOTAL</b>	<b>18.36</b>	<b>17.64</b>	<b>16.52</b>	<b>16.34</b>	<b>16.33</b>	<b>15.66</b>	<b>14.50</b>	<b>12.90</b>	<b>68.94</b>	<b>59.47</b>	<b>43.85</b>	<b>44.53</b>
<b>REVENUE - BUSINESS UNITWISE</b>												
ERP	7.26	8.77	7.31	7.47	7.59	7.60	6.32	5.62	30.82	27.17	23.22	35.25
HCM	5.71	4.74	4.49	3.80	4.15	2.55	2.31	2.50	18.79	11.53	5.41	Incl in ERP
Aviation	5.39	4.13	4.72	5.07	4.59	5.52	5.88	4.78	19.32	20.76	15.21	9.28
<b>TOTAL</b>	<b>18.36</b>	<b>17.64</b>	<b>16.52</b>	<b>16.34</b>	<b>16.33</b>	<b>15.66</b>	<b>14.50</b>	<b>12.90</b>	<b>68.94</b>	<b>59.47</b>	<b>43.85</b>	<b>44.53</b>
<b>REVENUE - GEOGRAPHYWISE (based on Customer Location)</b>												
Americas	3.30	3.17	2.74	3.25	2.57	3.18	2.49	2.63	12.47	10.87	11.62	7.73
Europe	1.08	0.48	0.79	0.71	0.59	0.49	3.09	0.56	3.07	4.69	2.53	1.98
APAC	6.12	5.71	3.64	4.38	4.25	3.75	1.85	2.17	19.93	12.08	5.85	3.24
India	4.77	4.31	4.72	3.87	4.68	4.29	4.01	3.58	17.70	16.59	13.71	23.48
Middle East and North Africa	2.41	3.04	3.41	2.98	3.09	2.89	2.37	2.89	11.80	11.25	5.71	3.64
South Africa	0.68	0.93	1.23	1.15	1.16	1.07	0.68	1.07	3.97	3.98	4.43	4.47
<b>TOTAL</b>	<b>18.36</b>	<b>17.64</b>	<b>16.52</b>	<b>16.34</b>	<b>16.33</b>	<b>15.66</b>	<b>14.50</b>	<b>12.90</b>	<b>68.94</b>	<b>59.47</b>	<b>43.85</b>	<b>44.53</b>
<b>NUMBER OF CUSTOMERS BASED ON TRAILING TWELVE MONTHS REVENUE</b>												
> \$ 0.5 mn	32	25	24	20	21	18	18	16	32	21	15	9
< \$ 0.5 mn	816	777	734	702	685	739	673	666	816	685	665	685
<b>TOTAL</b>	<b>848</b>	<b>802</b>	<b>758</b>	<b>722</b>	<b>706</b>	<b>757</b>	<b>691</b>	<b>682</b>	<b>848</b>	<b>706</b>	<b>680</b>	<b>694</b>
<b>CUSTOMER METRICS</b>												
Revenue from New Customers (%)	42%	41%	27%	26%	25%	26%	35%	23%	35%	27%	22%	14%
Number of new customers added	49	43	40	25	37	29	25	32	157	123	133	104

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