



FACT SHEET AS ON 31ST DECEMBER 2015

CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Nine months Ended		Year Ended		
	Dec-15	Sep-15	Jun-15	Mar-15	Dec-14	Sep-14	Jun-14	Mar-14	Dec. 31, 2015	Dec. 31, 2014	Mar.31, 2015	Mar. 31, 2014	Mar. 31, 2013
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Audited	Audited
REVENUE - STREAMWISE													
Products	9.24	6.97	8.24	8.04	7.48	8.13	6.19	6.37	24.47	21.81	29.87	18.94	16.17
License	5.68	3.66	5.06	4.77	4.30	4.99	3.13	3.72	14.40	12.43	17.21	8.61	7.48
Recurring	3.56	3.31	3.19	3.27	3.18	3.13	3.07	2.65	10.07	9.38	12.66	10.33	8.69
Services	8.33	9.51	8.05	8.20	8.18	6.26	6.31	5.39	25.91	20.78	29.00	24.51	26.67
Resale of Material	0.07	0.04	0.04	0.09	0.01	0.11	0.40	0.13	0.15	0.51	0.60	0.40	1.70
TOTAL	17.64	16.52	16.34	16.33	15.66	14.50	12.90	11.90	50.53	43.10	59.47	43.85	44.53
REVENUE - BUSINESS UNITWISE													
ERP	8.77	7.31	7.47	7.59	7.60	6.32	5.62	5.42	23.58	19.56	27.17	23.22	35.25
HCM	4.74	4.49	3.80	4.15	2.55	2.31	2.50	1.55	13.04	7.35	11.53	5.41	Incl in ERP
Aviation	4.13	4.72	5.07	4.59	5.52	5.88	4.78	4.93	13.91	16.18	20.76	15.21	9.28
TOTAL	17.64	16.52	16.34	16.33	15.66	14.50	12.90	11.90	50.53	43.10	59.47	43.85	44.53
REVENUE - GEOGRAPHYWISE (based on Customer Location)													
Americas	3.17	2.74	3.25	2.57	3.18	2.49	2.63	2.57	9.16	8.31	10.87	11.62	7.73
Europe	0.48	0.79	0.71	0.59	0.49	3.09	0.56	0.61	1.98	4.12	4.69	2.53	1.98
APAC	5.71	3.64	4.38	4.25	3.75	1.85	2.17	3.01	13.76	7.80	12.08	5.85	3.24
India	4.31	4.72	3.87	4.68	4.29	4.01	3.58	3.30	12.91	11.89	16.59	13.71	23.48
Middle East and North Africa	3.04	3.41	2.98	3.09	2.89	2.37	2.89	1.59	9.42	8.16	11.25	5.71	3.64
South Africa	0.93	1.23	1.15	1.16	1.07	0.68	1.07	0.82	3.31	2.82	3.98	4.43	4.47
TOTAL	17.64	16.52	16.34	16.33	15.66	14.50	12.90	11.90	50.53	43.10	59.47	43.85	44.53
NUMBER OF CUSTOMERS BASED ON TRAILING TWELVE MONTHS REVENUE													
> \$ 0.5 mn	25	24	20	21	18	18	16	15	25	18	21	15	9
< \$ 0.5 mn	777	734	702	685	739	673	666	665	777	739	685	665	685
TOTAL	802	758	722	706	757	691	682	680	802	757	706	680	694
CUSTOMER METRICS													
Revenue from New Customers (%)	41%	27%	26%	25%	26%	35%	23%	36%	31%	28%	27%	22%	14%
Number of new customers added	43	40	25	37	29	25	32	28	108	86	123	133	104

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