



## FACT SHEET AS ON 30TH SEPTEMBER 2016

### CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Half Year Ended		Year Ended			
	Sep-16	Jun-16	Mar-16	Dec-15	Sep-15	Jun-15	Mar-15	Dec-14	Sep. 30, 2016	Sep. 30, 2015	Mar.31, 2016	Mar.31, 2015	Mar. 31, 2014	Mar. 31, 2013
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Audited	Audited	Audited
<b>REVENUE - STREAMWISE</b>														
Products	8.64	8.26	9.69	9.24	6.97	8.24	8.04	7.48	16.90	15.20	34.21	29.87	18.94	16.17
License	5.12	4.76	6.39	5.68	3.66	5.06	4.77	4.30	9.88	8.70	20.85	17.21	8.61	7.48
Recurring	3.52	3.50	3.30	3.56	3.31	3.19	3.27	3.18	7.02	6.50	13.36	12.66	10.33	8.69
Services	8.09	8.17	8.42	8.33	9.51	8.05	8.20	8.18	16.26	17.58	34.32	29.00	24.51	26.67
Resale of Material	0.12	0.06	0.24	0.07	0.04	0.04	0.09	0.01	0.18	0.08	0.40	0.60	0.40	1.70
<b>TOTAL</b>	<b>16.84</b>	<b>16.49</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>33.34</b>	<b>32.86</b>	<b>68.94</b>	<b>59.47</b>	<b>43.85</b>	<b>44.53</b>
<b>REVENUE - BUSINESS UNITWISE</b>														
ERP	7.92	8.13	7.26	8.77	7.31	7.47	7.59	7.60	16.05	14.78	30.82	27.17	23.22	35.25
HCM	4.57	4.27	5.71	4.74	4.49	3.80	4.15	2.55	8.84	8.29	18.79	11.53	5.41	Incl in ERP
Aviation	4.35	4.10	5.39	4.13	4.72	5.07	4.59	5.52	8.45	9.79	19.32	20.76	15.21	9.28
<b>TOTAL</b>	<b>16.84</b>	<b>16.49</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>33.34</b>	<b>32.86</b>	<b>68.94</b>	<b>59.47</b>	<b>43.85</b>	<b>44.53</b>
<b>REVENUE - GEOGRAPHYWISE</b>														
Americas	3.33	2.82	3.30	3.17	2.74	3.25	2.57	3.18	6.15	5.99	12.47	10.87	11.62	7.73
Europe	0.54	0.64	1.08	0.48	0.79	0.71	0.59	0.49	1.18	1.50	3.07	4.69	2.53	1.98
APAC	4.81	4.02	6.12	5.71	3.64	4.38	4.25	3.75	8.82	8.01	19.93	12.08	5.85	3.24
India	4.66	5.19	4.77	4.31	4.72	3.87	4.68	4.29	9.86	8.60	17.70	16.59	13.71	23.48
Middle East and North Africa	2.76	2.81	2.41	3.04	3.41	2.98	3.09	2.89	5.57	6.39	11.80	11.25	5.71	3.64
South Africa	0.74	1.02	0.68	0.93	1.23	1.15	1.16	1.07	1.76	2.38	3.97	3.98	4.43	4.47
<b>TOTAL</b>	<b>16.84</b>	<b>16.49</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>33.34</b>	<b>32.86</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	31	33	32	25	24	20	21	18	31	24	32	21	15	9
< \$ 0.5 mn	832	822	816	777	734	702	685	739	832	734	816	685	665	685
<b>TOTAL</b>	<b>863</b>	<b>855</b>	<b>848</b>	<b>802</b>	<b>758</b>	<b>722</b>	<b>706</b>	<b>757</b>	<b>863</b>	<b>758</b>	<b>848</b>	<b>706</b>	<b>680</b>	<b>694</b>
<b>CUSTOMER METRICS</b>														
Revenue from New Customers (%)	20%	18%	42%	41%	27%	26%	25%	26%	18%	26%	35%	27%	22%	14%
Number of new customers added	40	26	49	43	40	25	37	29	66	65	157	123	133	104

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