

CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Nine months Ended				Year Ended			
	Dec-16	Sep-16	Jun-16	Mar-16	Dec-15	Sep-15	Jun-15	Mar-15	Dec. 31, 2016	Dec. 31, 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		
REVENUE - STREAMWISE																
Products	6.54	8.64	8.26	9.69	9.24	6.97	8.24	8.04	23.43	24.47	34.21	29.87	18.94	16.17		
License	3.10	5.12	4.76	6.39	5.68	3.66	5.06	4.77	12.98	14.40	20.85	17.21	8.61	7.48		
Recurring	3.44	3.52	3.50	3.30	3.56	3.31	3.19	3.27	10.46	10.07	13.36	12.66	10.33	8.69		
Services	10.26	8.09	8.17	8.42	8.33	9.51	8.05	8.20	26.53	25.91	34.32	29.00	24.51	26.67		
Resale of Material	0.05	0.12	0.06	0.24	0.07	0.04	0.04	0.09	0.23	0.15	0.40	0.60	0.40	1.70		
TOTAL	16.85	16.84	16.49	18.36	17.64	16.52	16.34	16.33	50.19	50.53	68.94	59.47	43.85	44.53		
REVENUE - BUSINESS UNITWISE																
ERP	7.26	7.92	8.13	7.26	8.77	7.31	7.47	7.59	23.30	23.58	30.82	27.17	23.22	35.25		
HCM	4.65	4.57	4.27	5.71	4.74	4.49	3.80	4.15	13.49	13.04	18.79	11.53	5.41	Incl in ERP		
Aviation	4.94	4.35	4.10	5.39	4.13	4.72	5.07	4.59	13.40	13.91	19.32	20.76	15.21	9.28		
TOTAL	16.85	16.84	16.49	18.36	17.64	16.52	16.34	16.33	50.19	50.53	68.94	59.47	43.85	44.53		
REVENUE - GEOGRAPHYWISE																
Americas	3.50	3.33	2.82	3.30	3.17	2.74	3.25	2.57	9.65	9.16	12.47	10.87	11.62	7.73		
Europe	0.56	0.54	0.64	1.08	0.48	0.79	0.71	0.59	1.74	1.98	3.07	4.69	2.53	1.98		
APAC	5.97	4.81	4.02	6.12	5.71	3.64	4.38	4.25	14.80	13.76	19.93	12.08	5.85	3.24		
India	4.47	4.66	5.19	4.77	4.31	4.72	3.87	4.68	14.33	12.91	17.70	16.59	13.71	23.48		
Middle East and North Africa	1.44	2.76	2.81	2.41	3.04	3.41	2.98	3.09	7.01	9.42	11.80	11.25	5.71	3.64		
South Africa	0.91	0.74	1.02	0.68	0.93	1.23	1.15	1.16	2.67	3.31	3.97	3.98	4.43	4.47		
TOTAL	16.85	16.84	16.49	18.36	17.64	16.52	16.34	16.33	50.19	50.53	68.94	59.47	43.85	44.53		
NUMBER OF CUSTOMERS BASED ON TRAILING TWELVE MONTHS REVENUE																
> \$ 0.5 mn	31	31	33	32	25	24	20	21	31	25	32	21	15	9		
< \$ 0.5 mn	796	832	822	816	777	734	702	685	796	777	816	685	665	685		
TOTAL	827	863	855	848	802	758	722	706	827	802	848	706	680	694		
BOOKING - BUSINESS UNITWISE																
ERP	7.35	6.83	3.61	NA	NA	NA	NA	NA	17.79	NA	NA	NA	NA	NA		
HCM	16.00	7.76	4.42	NA	NA	NA	NA	NA	28.19	NA	NA	NA	NA	NA		
Aviation	4.83	7.85	3.23	NA	NA	NA	NA	NA	15.90	NA	NA	NA	NA	NA		
TOTAL	28.17	22.44	11.26	NA	NA	NA	NA	NA	61.87	NA	NA	NA	NA	NA		
CUSTOMER METRICS																
Revenue from New Customers (%)	31%	20%	18%	42%	41%	27%	26%	25%	23%	31%	35%	27%	22%	14%		
Number of new customers added	34	40	26	49	43	40	25	37	100	108	157	123	133	104		

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