

CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Year Ended		
	Mar-15	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13	Sep-13	Jun-13	Mar.31, 2015	Mar. 31, 2014	Mar. 31, 2013
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Audited
REVENUE - STREAMWISE											
Products	8.04	7.48	8.13	6.19	6.37	4.97	3.86	3.62	29.87	18.94	16.17
License	4.77	4.30	4.99	3.13	3.72	2.14	1.36	1.30	17.21	8.61	7.48
Recurring Services	3.27	3.18	3.13	3.07	2.65	2.83	2.50	2.32	12.66	10.33	8.69
Resale of Material	8.20	8.18	6.26	6.31	5.39	5.83	6.27	7.12	29.00	24.51	26.67
TOTAL	0.09	0.01	0.11	0.40	0.13	0.11	0.08	0.08	0.60	0.40	1.70
TOTAL	16.33	15.66	14.50	12.90	11.90	10.90	10.21	10.82	59.47	43.85	44.53
REVENUE - BUSINESS UNITWISE											
ERP	7.59	7.60	6.32	5.62	5.42	5.48	6.02	6.36	27.17	23.22	35.25
HCM	4.15	2.55	2.31	2.50	1.55	1.60	1.17	1.05	11.53	5.41	Incl in ERP
Aviation	4.59	5.52	5.88	4.78	4.93	3.81	3.02	3.41	20.76	15.21	9.28
TOTAL	16.33	15.66	14.50	12.90	11.90	10.90	10.21	10.82	59.47	43.85	44.53
REVENUE - GEOGRAPHYWISE (based on Customer Location)											
Americas	2.57	3.18	2.49	2.63	2.57	3.58	2.34	3.15	10.87	11.62	7.73
Europe	0.59	0.49	3.09	0.56	0.61	0.69	0.76	0.44	4.69	2.53	1.98
APAC	4.25	3.75	1.85	2.17	3.01	1.05	0.91	0.81	12.08	5.85	3.24
India	4.68	4.29	4.01	3.58	3.30	3.04	3.44	3.99	16.59	13.71	23.48
Middle East and North Africa	3.09	2.89	2.37	2.89	1.59	1.44	1.49	1.15	11.25	5.71	3.64
South Africa	1.16	1.07	0.68	1.07	0.82	1.10	1.27	1.26	3.98	4.43	4.47
TOTAL	16.33	15.66	14.50	12.90	11.90	10.90	10.21	10.82	59.47	43.85	44.53
NUMBER OF CUSTOMERS BASED ON TRAILING TWELVE MONTHS REVENUE											
> \$ 0.5 mn	21	18	18	16	15	16	13	12	21	15	9
< \$ 0.5 mn	685	739	673	666	665	729	717	716	685	665	685
TOTAL	706	757	691	682	680	745	730	728	706	680	694
CUSTOMER METRICS											
Revenue from New Customers (%)	25%	26%	35%	23%	36%	21%	16%	11%	27%	22%	14%
Number of new customers added	37	29	25	32	28	31	40	34	123	133	104

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