

FACT SHEET AS ON 30TH JUNE 2015

CONSOLIDATED INFORMATION												
	Figures in USD Million, except where stated otherwis											
	Quarter Ended									Year Ended		
	Jun-15	Mar-15	Dec-14	Sep-14	Jun-14	Mar-14	Dec-13	Sep-13	Jun-13	Mar.31,	Mar. 31,	Mar. 31,
	Juli 13	Widi-13	DCC-14	эср-14	Juli-14	IVIGI-14	DCC-13	3cp-13	Juli 13	2015	2014	2013
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Audited	Audited
	Onaddited	Onaddited	Onadunted	Onaddited	Onaddited	Onaddited	Oriadulted	Onadunted	Onadunca	Addited	Addited	Addited
REVENUE - STREAMWISE												
Products	8.24	8.04	7.48	8.13	6.19	6.37	4.97	3.86	3.62	29.87	18.94	16.17
License	5.06	4.77	4.30	4.99	3.13	3.72	2.14	1.36	1.30	17.21	8.61	7.48
Recurring	3.19	3.27	3.18	3.13	3.07	2.65	2.83	2.50	2.32	12.66	10.33	8.69
Services	8.05	8.20	8.18	6.26	6.31	5.39	5.83	6.27	7.12	29.00	24.51	26.67
Resale of Material	0.04	0.09	0.01	0.11	0.40	0.13	0.11	0.08	0.08	0.60	0.40	1.70
TOTAL	16.34	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	7.47	7.59	7.60	6.32	5.62	5.42	5.48	6.02	6.36	27.17	23.22	35.25
HCM	3.80	4.15	2.55	2.31	2.50	1.55	1.60	1.17	1.05	11.53	5.41	Incl in ERP
Aviation	5.07	4.59	5.52	5.88	4.78	4.93	3.81	3.02	3.41	20.76	15.21	9.28
TOTAL	16.34	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	3.25	2.57	3.18	2.49	2.63	2.57	3.58	2.34	3.15	10.87	11.62	7.73
Europe	0.71	0.59	0.49	3.09	0.56	0.61	0.69	0.76	0.44	4.69	2.53	1.98
APAC	4.38	4.25	3.75	1.85	2.17	3.01	1.05	0.91	0.81	12.08	5.85	3.24
India	3.87	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	2.98	3.09	2.89	2.37	2.89	1.59	1.44	1.49	1.15	11.25	5.71	3.64
South Africa	1.15	1.16	1.07	0.68	1.07	0.82	1.10	1.27	1.26	3.98	4.43	4.47
TOTAL	16.34	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												
NUMBER OF CUSTOMERS												
BASED ON TRAILING TWELVE												
MONTHS REVENUE > \$ 0.5 mn	20	21	18	18	16	15	16	13	12	21	15	9
< \$ 0.5 mn	702	685	739	673	666	665	729	717	716	685	665	685
TOTAL	722	706	757	691	682	680	745	730	710	706	680	694
CUSTOMER METRICS												
Revenue from New Customers	26%	25%	26%	35%	23%	36%	21%	16%	11%	27%	22%	14%
(%)	20%	2370	20/0	3370	23/0	30%	21/0	1070	11/0	21/0	22/0	1470
Number of new customers	25	37	29	25	32	28	31	40	34	123	133	104
added		37	2,	25	32	20	31	10	54	120	100	104

CONSOLIDATED INFORMATION

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