

FACT SHEET AS ON 31ST DECEMBER 2020

CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Nine months Ended		Year Ended			
	Dec-20	Sep-20	Jun-20	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19	Dec. 31, 2020	Dec. 31, 2019	Mar.31, 2020	Mar.31, 2019	Mar.31, 2018	Mar.31, 2017
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited \$	Audited \$	Audited \$	Audited \$
REVENUE - STREAMWISE														
Products	12.16	10.78	8.91	6.98	10.36	10.90	9.07	11.78	31.82	30.33	37.25	45.98	37.91	30.75
License	6.63	5.25	3.86	1.82	5.14	5.92	4.31	7.08	15.72	15.38	17.14	27.92	21.59	16.89
Recurring	5.53	5.52	5.05	5.16	5.21	4.98	4.75	4.70	16.10	14.95	20.11	18.05	16.32	13.86
Services	10.96	10.57	10.52	11.56	10.31	10.51	10.93	8.36	32.04	31.75	43.33	31.65	35.13	35.54
BPO	1.42	1.37	1.36	1.40	1.11	0.97	0.80	0.77	4.14	2.89	4.29	2.93	2.84	2.47
Other Services ^	9.55	9.20	9.16	10.17	9.20	9.55	10.12	7.59	27.90	28.86	39.04	28.72	32.29	33.07
Resale of Material	0.22	0.21	0.02	0.06	0.15	0.08	0.16	0.04	0.44	0.39	0.44	0.73	0.11	0.95
TOTAL	23.34	21.56	19.44	18.60	20.81	21.50	20.15	20.18	64.31	62.46	81.03	78.35	73.15	67.24
REVENUE - BUSINESS UNITWISE														
ERP	9.03	8.48	7.16	6.97	6.44	10.54	8.11	7.37	24.65	25.05	32.00	28.12	31.32	31.88
HRP	6.49	7.64	6.24	7.13	8.28	7.02	7.82	7.56	20.36	23.14	30.26	30.70	23.68	17.19
AAD (Formerly AVN)	7.83	5.44	6.05	4.50	6.09	3.94	4.22	5.25	19.30	14.28	18.77	19.53	18.14	18.18
TOTAL	23.34	21.56	19.44	18.60	20.81	21.50	20.15	20.18	64.31	62.46	81.03	78.35	73.15	67.24
REVENUE - GEOGRAPHYWISE														
Americas	5.50	4.41	5.59	3.41	3.85	3.60	3.58	4.89	15.51	11.03	14.43	17.26	14.42	12.90
Europe	1.92	0.53	0.48	0.56	0.60	0.52	0.84	0.59	2.92	1.95	2.51	2.05	2.12	2.25
APAC	7.84	9.72	6.94	7.93	9.34	10.46	7.41	7.97	24.48	27.22	35.13	32.27	24.65	20.14
India	6.29	4.42	4.26	4.41	4.24	5.13	6.54	3.86	14.95	15.89	20.28	16.07	18.60	18.15
MEA @	1.79	2.47	2.18	2.30	2.79	1.79	1.78	2.87	6.45	6.37	8.67	10.71	13.37	13.81
TOTAL	23.34	21.56	19.44	18.60	20.81	21.50	20.15	20.18	64.31	62.46	81.03	78.35	73.15	67.24
BOOKING - BUSINESS UNITWISE														
ERP	4.79	12.99	7.05	4.05	2.62	14.88	5.14	11.06	24.83	22.65	26.70	38.75	43.58	29.89
HRP	15.66	8.18	6.73	4.81	15.56	9.36	14.51	12.49	30.57	39.43	44.25	47.52	46.66	34.90
AAD (Formerly AVN)	17.95	5.37	7.58	4.28	11.62	1.77	1.88	9.02	30.91	15.27	19.54	30.65	13.84	21.23
TOTAL	38.40	26.53	21.37	13.14	29.80	26.01	21.53	32.57	86.30	77.35	90.49	116.91	104.08	86.02
UNEXECUTED ORDER BOOK #	177.77	164.90	163.99	166.55	176.29	168.24	168.00	166.00	177.77	176.29	166.55	166.00	153.00	115.94
CUSTOMER METRICS														
Revenue from New Customers (%)	31%	20%	18%	14%	21%	24%	17%	36%	24%	21%	19%	33%	24%	24%
Revenue from Cloud orders (%)	44%	36%	37%	40%	45%	31%	36%	37%	39%	37%	38%	39%	34%	NA
Number of new customers added	9	15	12	6	13	17	14	16	36	44	50	80	85	120

\$ Figures, other than revenue, are unaudited.

Unexecuted orderbook comprises of new orders, renewals, reversals & adjustments for the base foreign currency rates in the current financial year.

^ Other Services also include infrastructure and hosting services.

@ Middle East and Africa (MEA) includes South Africa.

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