## ramco

## FACT SHEET AS ON 31ST DECEMBER 2022

Dec:22     Sep:22     Jun:22     Mar: 22     Dec:1     Jun:21     Mar: 21     Dec: 31     Mar:						CONSOLI	DATED INF	ORMATION	N							
Dec-22     Sep 22     Jun 22     Mar 22     Dec 31     Jun 21     Mar 31     Mar 31<											Figures in USD Million, except where stated otherwise					
Revenue     2022     2021     2022     2021     2020     2019       Revenue     Unaudited     Unaudited <th></th> <th colspan="8">Quarter Ended</th> <th>Nine mon</th> <th>ths Ended</th> <th colspan="4">Year Ended</th>		Quarter Ended								Nine mon	ths Ended	Year Ended				
Non-rectant		Dec-22	Sep-22	Jun-22	Mar-22	Dec-21	Sep-21	Jun-21	Mar-21	Dec. 31,	Dec. 31,	Mar.31,	Mar.31,	Mar.31,	Mar.31,	
Revenue - streamwise     Non-rectanglight     8.71     8.36     8.03     8.04     8.04     8.00     8.15     8.39     25.13     24.60     32.64     31.30     77.26     22.42       AMC / Subscription     5.49     5.26     5.55     5.57     5.49     5.54     15.44     1.64     5.64     3.04     4.29     29.29       Hosting Charaes     1.33     1.13     1.16     1.06     1.22     1.12     1.16     1.06     1.22     1.21     1.10     1.20     21.23     30.76     38.29     53.82     53.87     55.9     1.42     2.66     2.81     4.16     6.50     7.69     1.82     0.26     1.47     2.90     2.82     9.30     6.46     0.30     0.44     0.73     2.91     1.02     21.23     30.06     48.29     9.83     9.26     1.44     0.73     8.26     7.69     1.83     1.81     2.77     7.53     8.40     0.70     1.91     1.91     1.91     1.91     1.91     1.91     1.										2022	2021	2022	2021	2020	2019	
Recurring   8.71   8.36   8.03   8.04   8.44   8.00   8.15   8.38   25.13   24.60   32.64   31.30   27.26   22.4     AMC / Subscription   1.90   1.79   1.79   1.72   1.68   1.52   1.51   1.46   5.48   4.71   6.43   5.60   4.29   2.94     Hothm Charaes   1.33   1.11   1.16   1.06   1.22   1.16   1.06   2.22   3.076   39.29   53.62   3.377   55.9   55.9   5.95   5.85   1.15   1.07   1.20   21.23   30.76   39.29   53.62   53.77   7.48   27.97   55.93   55.93   5.48   7.13   1.24   2.90   2.12   30.76   39.29   53.62   53.77   7.48   2.79   2.48   1.48   0.06   1.07   0.32   0.26   0.46   1.50   0.44   0.77   0.08   2.60   0.45   5.30   7.14   2.79   0.27   0.27   0.26   0.46   0.25   0.44   0.75   0.26   0.41   1.74   2.75 <td></td> <td>Unaudited</td> <td>Audited \$</td> <td>Audited \$</td> <td>Audited \$</td> <td>Audited \$</td>		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited \$	Audited \$	Audited \$	Audited \$	
Recurring   8.71   8.36   8.03   8.04   8.44   8.00   8.15   8.38   25.13   24.60   32.64   31.30   27.26   22.4     AMC / Subscription   1.90   1.79   1.79   1.72   1.68   1.52   1.51   1.46   5.48   4.71   6.43   5.60   4.29   2.94     Hothm Charaes   1.33   1.11   1.16   1.06   1.22   1.16   1.06   2.22   3.076   39.29   53.62   3.377   55.9   55.9   5.95   5.85   1.15   1.07   1.20   21.23   30.76   39.29   53.62   53.77   7.48   27.97   55.93   55.93   5.48   7.13   1.24   2.90   2.12   30.76   39.29   53.62   53.77   7.48   2.79   2.48   1.48   0.06   1.07   0.32   0.26   0.46   1.50   0.44   0.77   0.08   2.60   0.45   5.30   7.14   2.79   0.27   0.27   0.26   0.46   0.25   0.44   0.75   0.26   0.41   1.74   2.75 <td>DEVENILIE - STREAMIN/ISE</td> <td></td>	DEVENILIE - STREAMIN/ISE															
AMAC/ Subscription     5.49     5.49     5.26     5.55     5.55     5.87     5.49     5.85     15.84     16.40     21.66     221.94     20.11     120.80       BPO Services     1.33     1.31     1.16     1.06     1.22     1.12     1.16     1.09     3.81     3.49     4.55     3.76     2.28     3.36     2.38     1.44     5.69     4.64     7.67     8.55     8.56     1.15     1.10     1.107     1.20     2.12.3     3.07     3.29     3.54     7.14     2.79       Service     5.33     5.53     5.54     7.15     7.03     8.63     8.53     8.52     1.66     5.00     7.19     8.49     4.83     5.36     7.193     8.49     8.103     7.83       Service     1.56     1.500     16.50     17.00     19.15     19.23     20.06     4.53     5.55     2.57     9.17     7.83     17.83     18.81     2.55     2.57     9.17     7.00     7.81       RP <td></td> <td>8.71</td> <td>8.36</td> <td>8.03</td> <td>8.04</td> <td>8.44</td> <td>8.00</td> <td>8.15</td> <td>8.39</td> <td>25.13</td> <td>24.60</td> <td>32.64</td> <td>31.30</td> <td>27.26</td> <td>22.43</td>		8.71	8.36	8.03	8.04	8.44	8.00	8.15	8.39	25.13	24.60	32.64	31.30	27.26	22.43	
BPO Services     1.90     1.79     1.72     1.68     1.52     1.51     1.46     5.48     4.71     6.43     5.60     4.29     2.90       Mosting Charaes     1.33     1.31     1.16     1.06     1.22     1.12     1.16     1.00     1.20     1.21     3.076     3.92     5.562     5.17     4.29       Service     5.33     5.53     5.84     7.15     7.03     8.63     8.35     8.32     1.66     2.4.00     31.14     33.55     36.18     2.7.7       Revice of Moterial     0.13     0.14     0.10     0.20     0.12     0.09     0.06     1.07     0.38     0.26     0.46     1.50     0.44     7.03     Revice of Moterial     7.03     8.43     6.63     6.64     7.04     1.83     1.81     7.73     8.492     8.103     7.63       Revenue - Business unitrwise     -     -     -     -     -     -     -     -     -     -     -     -     -     -															18.05	
Institu Choraes     1.33     1.13     1.16     1.06     1.22     1.12     1.16     1.00     3.81     3.49     4.455     3.76     2.86     1.47       Non-recurring     1.48     0.06     1.73     1.21     1.42     2.43     2.66     2.81     4.16     6.50     7.69     1.856     17.14     27.28       Service     1.33     0.14     0.10     0.20     0.12     0.09     0.06     1.07     0.33     0.26     0.46     1.50     0.44     0.77       TOTAL     1.5.66     1.5.00     1.5.79     1.5.59     1.7.00     1.9.15     1.9.13     2.0.28     0.26     0.46     1.50     0.44     0.77       TOTAL     1.5.66     1.5.00     1.5.79     1.6.59     1.7.00     1.9.15     1.9.23     2.0.01     4.6.36     5.5.3     7.1.23     4.4.23     7.1.74     3.2.00     7.0.3     2.5.5     2.7.59     3.0.76     3.0.6     3.0.7     1.9.3     1.9.33     1.9.03     1.9.33     1.9.03		1													2.93	
Non-recurring License     6.94     6.64     7.67     8.55     8.56     11.107     12.20     21.23     30.76     39.29     53.62     53.77     45.29       service     5.33     5.53     5.84     7.15     7.03     8.63     8.35     8.32     16.69     2.400     31.14     33.55     36.18     2.72.       Resole of Material     0.13     0.14     0.10     0.20     0.12     0.09     0.06     1.07     0.38     0.26     0.45     1.50     0.44     0.7       TOTAL     1.56     1.50     1.70     19.15     19.23     20.60     46.55     5.36     71.33     84.92     81.03     78.3       PERP     6.39     6.45     6.50     6.52     6.53     6.53     6.73     5.83     5.85     7.08     12.83     18.81     27.55     27.59     30.26     30.7       AAD     5.53     7.03     5.87     7.08     12.83     18.81     19.31     19.23     20.60     46.35	Hosting Charges			1.16	1.06	1.22	1.12			3.81					1.44	
License     1.48     0.96     1.73     1.21     1.42     2.43     2.66     2.81     4.16     6.50     7.69     18.56     17.44     27.9       Bervice     0.13     0.14     0.10     0.20     0.12     0.09     0.06     1.07     0.38     0.26     0.46     1.50     0.44     0.73       Revenue - Business Unitwise     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     -     - <th< td=""><td>Non-recurring</td><td>6.94</td><td>6.64</td><td>7.67</td><td>8.55</td><td>8.56</td><td>11.15</td><td>11.07</td><td>12.20</td><td>21.23</td><td>30.76</td><td>39.29</td><td>53.62</td><td>53.77</td><td>55.93</td></th<>	Non-recurring	6.94	6.64	7.67	8.55	8.56	11.15	11.07	12.20	21.23	30.76	39.29	53.62	53.77	55.93	
Rescie of Material     0.13     0.14     0.10     0.20     0.12     0.09     0.06     1.07     0.38     0.26     0.46     1.50     0.44     0.77       TOTAL     15.66     15.00     15.00     15.50     16.59     17.00     19.15     19.23     20.60     46.36     55.36     71.93     84.92     81.03     78.3       REVENUE - BUSINESS UNITWISE		1.48	0.96	1.73	1.21	1.42	2.43	2.66	2.81	4.16	6.50	7.69	18.56	17.14	27.92	
TOTAL     15.66     15.00     15.70     16.59     17.00     19.15     19.23     20.60     46.36     55.36     71.93     84.92     81.03     78.3       ERP     4.04     4.33     4.48     4.78     4.84     7.03     6.97     7.08     12.83     18.81     7.57     31.74     32.00     8.4     7.03     6.97     7.08     12.83     18.81     7.57     31.74     32.00     8.4     7.03     6.97     7.08     12.83     18.81     7.57     31.74     32.00     8.4     7.03     6.97     7.08     12.83     18.81     7.57     31.74     13.00     8.4.92     81.03     70.3     7.03     5.97     7.08     12.83     14.21     17.52     2.281     2.55     27.59     30.20     84.92     81.03     70.3     6.97     7.08     14.21     17.52     2.281     2.55     2.57     2.50     31.07     19.15     19.23     2.06     46.36     5.36     71.13     84.92     81.03 <td< td=""><td>Service</td><td>5.33</td><td>5.53</td><td>5.84</td><td>7.15</td><td>7.03</td><td>8.63</td><td>8.35</td><td>8.32</td><td>16.69</td><td>24.00</td><td>31.14</td><td>33.55</td><td>36.18</td><td>27.28</td></td<>	Service	5.33	5.53	5.84	7.15	7.03	8.63	8.35	8.32	16.69	24.00	31.14	33.55	36.18	27.28	
TOTAL     15.66     15.00     15.70     16.59     17.00     19.15     19.23     20.60     46.36     55.36     71.93     84.92     81.03     78.3       ERP     4.04     4.33     4.48     4.78     4.84     7.03     6.97     7.08     12.83     18.81     7.57     31.74     32.00     8.4     7.03     6.97     7.08     12.83     18.81     7.57     31.74     32.00     8.4     7.03     6.97     7.08     12.83     18.81     7.57     31.74     32.00     8.4     7.03     6.97     7.08     12.83     18.81     7.57     31.74     13.00     8.4.92     81.03     70.3     7.03     5.97     7.08     12.83     14.21     17.52     2.281     2.55     27.59     30.20     84.92     81.03     70.3     6.97     7.08     14.21     17.52     2.281     2.55     2.57     2.50     31.07     19.15     19.23     2.06     46.36     5.36     71.13     84.92     81.03 <td< td=""><td>Resale of Material</td><td>0.13</td><td>0.14</td><td>0.10</td><td>0.20</td><td>0.12</td><td>0.09</td><td>0.06</td><td>1.07</td><td>0.38</td><td>0.26</td><td>0.46</td><td>1.50</td><td>0.44</td><td>0.73</td></td<>	Resale of Material	0.13	0.14	0.10	0.20	0.12	0.09	0.06	1.07	0.38	0.26	0.46	1.50	0.44	0.73	
ERP   4.04   4.33   4.48   4.78   4.84   7.03   6.97   7.08   12.83   18.81   22.57   31.74   32.00   28.1     HRP   6.39   6.45   6.50   6.52   6.33   6.30   6.41   7.24   19.33   19.03   25.55   27.59   30.26   30.7     AAD   5.23   4.23   4.73   5.30   5.83   5.83   5.85   6.28   14.41   17.52   22.81   25.58   18.77   19.03     REVENUE - GEOGRAPHYWISE															78.35	
ERP   4.04   4.33   4.48   4.78   4.84   7.03   6.97   7.08   12.83   18.81   22.57   31.74   32.00   28.1     HRP   6.39   6.45   6.50   6.52   6.33   6.30   6.41   7.24   19.33   19.03   25.55   27.59   30.26   30.7     AAD   5.23   4.23   4.73   5.30   5.83   5.83   5.85   6.28   14.41   17.52   22.81   25.58   18.77   19.03     REVENUE - GEOGRAPHYWISE	PEVENIIE - BUSINESS UNITWISE															
HRP     6.39     6.45     6.50     6.52     6.33     6.30     6.41     7.24     19.33     19.03     25.55     27.59     30.26     30.7       AAD     5.23     4.23     4.73     5.30     5.83     5.85     6.28     14.21     17.52     22.81     25.55     18.77     19.57       OTAL     15.66     15.00     15.70     16.59     17.00     19.15     19.23     20.60     46.36     55.36     71.93     84.92     81.03     78.3       Revenue - GEOGRAPHYWISE		4.04	1 33	1 18	4 78	1 81	7.03	6 97	7.08	12.02	10 01	22 57	21 74	22.00	20 12	
AAD   5.23   4.23   4.73   5.30   5.83   5.83   5.85   6.28   14.21   17.52   22.81   25.58   18.77   195.578     TOTAL   15.66   15.00   15.70   16.59   17.00   19.15   19.23   20.60   46.36   55.36   71.93   84.92   81.03   78.3     REVENUE - GEOGRAPHYWISE																
TOTAL     15.66     15.00     15.70     16.59     17.00     19.15     19.23     20.60     46.36     55.36     71.93     84.92     81.03     78.33       REVENUE - GEOGRAPHYWISE     Americas     3.50     3.69     3.94     3.97     4.74     4.63     4.63     4.35     11.11     14.01     17.97     19.87     14.43     17.20       Europe     0.92     0.67     0.83     1.07     0.94     1.01     1.09     1.84     2.42     3.05     4.11     4.75     2.51     2.0       APAC     6.28     5.46     5.23     5.20     5.58     6.03     6.63     7.00     18.42     23.42     31.00     35.13     32.22       India     3.04     3.01     4.01     3.95     3.70     5.21     3.85     5.23     10.03     12.76     16.71     20.18     20.28     16.00       MEA @     1.93     2.18     1.69     2.41     2.03     2.27     3.02     2.18     5.80 <th7< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>19.53</td></th7<>															19.53	
Americas3.503.693.943.974.744.634.634.3511.1114.0117.9719.8714.4317.27Europe0.920.670.831.070.941.011.091.842.423.054.114.752.512.00APAC6.285.465.235.205.586.036.637.0017.0018.2423.4231.5035.1332.22India3.043.014.013.953.705.213.855.2310.0312.7616.7120.1820.2816.00MEA @1.932.181.692.412.032.273.022.185.807.309.718.628.6710.7TOTAL15.6615.0015.7016.5917.0019.1519.2320.6046.3655.3671.9384.9281.0378.3BOOKING - BUSINESS UNITWISE5.7916.7116.2616.9920.5831.9826.7038.7HRP10.865.4311.906.437.018.984.769.4328.2020.7527.1840.0044.2547.5AAD9.806.995.401.802.244.618.386.9422.917.0337.8519.5443.56AAD9.806.995.401.802.244.618.366.9422.1718.8621.4331.32 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>78.35</td></t<>															78.35	
Americas3.503.693.943.974.744.634.634.3511.1114.0117.9719.8714.4317.22Europe0.920.670.831.070.941.011.091.842.423.054.114.752.512.00APAC6.285.465.235.205.586.036.637.0017.0018.2423.4231.5035.1332.22India3.043.014.013.953.705.213.855.2310.0312.7616.7120.1820.2816.00MEA @1.932.181.692.412.032.273.022.185.807.309.718.628.6710.7TOTAL15.6615.0015.7016.5917.0019.1519.2320.6046.3655.3671.9384.9281.0378.3BOOKING - BUSINESS UNITWISE10.847.018.984.769.4322.0920.5831.9826.7038.7HRP10.865.4311.906.437.018.984.769.4328.2020.7527.1840.0044.2547.55AAD9.806.995.401.802.244.618.386.9422.917.0337.8519.5430.56IOTAL27.5617.3221.7711.8213.5519.6719.7423.5266.6452.9	REVENUE - GEOGRAPHYWISE															
Europe0.920.670.831.070.941.011.091.842.423.054.114.752.512.0APAC6.285.465.235.205.586.036.637.0017.0018.2423.4231.5035.1332.22India3.043.014.013.953.705.213.855.2310.0312.7616.7120.4820.6710.77TOTAL15.6615.0015.7016.5917.0019.1519.2320.6046.3655.3671.9384.9281.0378.33BOOKING - BUSINESS UNITWISEERP6.894.904.473.594.306.086.617.1516.2616.9920.5831.9826.7038.7HRP10.865.4311.906.437.018.984.769.4328.2020.7527.1840.0044.2547.5AAD9.806.995.401.802.244.618.386.6452.2317.0337.8519.5430.69BOOKING - GEO WISEAmericas9.966.115.202.572.428.547.899.4921.2718.8621.4331.3212.8125.66Lurope0.540.260.460.010.020.180.120.301.260.310.3211.512.201.22APAC15.115.186.28<		3 50	3 69	3 94	3 97	4 74	4.63	4 63	4 35	11 11	14 01	17.97	19.87	14 43	17.26	
APAC   6.28   5.46   5.23   5.20   5.58   6.03   6.63   7.00   17.00   18.24   23.42   31.50   35.13   32.2     India   3.04   3.01   4.01   3.95   3.70   5.21   3.85   5.23   10.03   12.76   16.71   20.18   20.28   16.00     MEA @   1.93   2.18   1.69   2.41   2.03   2.27   3.02   2.18   5.80   7.30   9.71   8.62   8.67   10.7     TOTAL   15.66   15.00   15.70   16.59   17.00   19.15   19.23   20.60   46.36   55.36   71.93   84.92   81.03   78.3     BOOKING - BUSINESS UNITWISE   E   E   E   E   E   E   5.43   11.90   6.43   7.01   8.98   4.76   9.420   20.75   27.18   40.00   44.25   47.55     AAD   9.80   6.99   5.40   1.80   2.24   4.61   8.38   6.94   22.19   15.23   17.03   37.85   19.54   47.55 </td <td></td> <td>1</td> <td></td>		1														
India   3.04   3.01   4.01   3.95   3.70   5.21   3.85   5.23   10.03   12.76   16.71   20.18   20.28   16.00     MEA @   1.93   2.18   1.69   2.41   2.03   2.27   3.02   2.18   5.80   7.30   9.71   8.62   8.67   10.7     TOTAL   15.66   15.00   15.70   16.59   17.00   19.15   19.23   20.60   46.36   55.36   71.93   84.92   81.03   78.3     BOOKING - BUSINESS UNITWISE   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E   E	1 .	1														
MEA @     1.93     2.18     1.69     2.41     2.03     2.27     3.02     2.18     5.80     7.30     9.71     8.62     8.67     10.7       TOTAL     15.66     15.00     15.70     16.59     17.00     19.15     19.23     20.60     46.36     55.36     71.93     84.92     81.03     78.33       BOOKING - BUSINESS UNITWISE     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E     E																
TOTAL     15.66     15.00     15.70     16.59     17.00     19.15     19.23     20.60     46.36     55.36     71.93     84.92     81.03     78.3       BOOKING - BUSINESS UNITWISE ERP     6.89     4.90     4.47     3.59     4.30     6.08     6.61     7.15     16.26     16.99     20.58     31.98     26.70     38.7       AAD     9.80     6.99     5.40     1.80     2.24     4.61     8.38     6.94     22.19     15.23     17.03     37.85     19.54     30.6       TOTAL     27.56     17.32     21.77     11.82     13.55     19.67     19.74     23.52     66.64     52.97     64.78     109.82     90.49     116.9       BOOKING - GEO WISE		1														
BOOKING - BUSINESS UNITWISE     6.89     4.90     4.47     3.59     4.30     6.08     6.61     7.15     16.26     16.99     20.58     31.98     26.70     38.7       HRP     10.86     5.43     11.90     6.43     7.01     8.98     4.76     9.43     28.20     20.75     27.18     40.00     44.25     38.7       AAD     9.80     6.99     5.40     1.80     2.24     4.61     8.38     6.94     22.19     15.23     17.03     37.85     19.54     30.66       TOTAL     27.56     17.32     21.77     11.82     13.55     19.67     19.74     23.52     66.64     52.97     64.78     109.82     90.49     116.9       BOOKING - GEO WISE																
ERP   6.89   4.90   4.47   3.59   4.30   6.08   6.61   7.15   16.26   16.99   20.58   31.98   26.70   38.7     HRP   10.86   5.43   11.90   6.43   7.01   8.98   4.76   9.43   28.20   20.75   27.18   40.00   44.25   47.55     AAD   9.80   6.99   5.40   1.80   2.24   4.61   8.38   6.94   22.19   15.23   17.03   37.85   19.54   30.6     TOTAL   27.56   17.32   21.77   11.82   13.55   19.67   19.74   23.52   66.64   52.97   64.78   109.82   90.49   116.9     BOOKING - GEO WISE </td <td></td> <td>15.66</td> <td>15.00</td> <td>15.70</td> <td>16.59</td> <td>17.00</td> <td>19.15</td> <td>19.23</td> <td>20.60</td> <td>46.36</td> <td>55.36</td> <td>/1.93</td> <td>84.92</td> <td>81.03</td> <td>/8.35</td>		15.66	15.00	15.70	16.59	17.00	19.15	19.23	20.60	46.36	55.36	/1.93	84.92	81.03	/8.35	
HRP   10.86   5.43   11.90   6.43   7.01   8.98   4.76   9.43   28.20   20.75   27.18   40.00   44.25   47.55     AAD   9.80   6.99   5.40   1.80   2.24   4.61   8.38   6.94   22.19   15.23   17.03   37.85   19.54   30.66     TOTAL   27.56   17.32   21.77   11.82   13.55   19.67   19.74   23.52   66.64   52.97   64.78   109.82   90.49   116.9     BOOKING - GEO WISE	BOOKING - BUSINESS UNITWISE															
AAD   9.80   6.99   5.40   1.80   2.24   4.61   8.38   6.94   22.19   15.23   17.03   37.85   19.54   30.66     TOTAL   27.56   17.32   21.77   11.82   13.55   19.67   19.74   23.52   66.64   52.97   64.78   109.82   90.49   116.9     BOOKING - GEO WISE		6.89	4.90	4.47	3.59	4.30	6.08	6.61	7.15	16.26	16.99	20.58	31.98	26.70	38.75	
TOTAL     27.56     17.32     21.77     11.82     13.55     19.67     19.74     23.52     66.64     52.97     64.78     109.82     90.49     116.9       BOOKING - GEO WISE	HRP	10.86	5.43	11.90	6.43	7.01	8.98	4.76	9.43	28.20	20.75	27.18	40.00	44.25	47.52	
BOCKING - GEO WISE     Sector	AAD	9.80	6.99	5.40	1.80		4.61		6.94	22.19	15.23	17.03	37.85	19.54	30.65	
Americas9.966.115.202.572.428.547.899.4921.2718.8621.4331.3212.8125.66Europe0.540.260.460.010.020.180.120.301.260.310.3211.512.201.22APAC15.115.186.283.838.433.864.676.3226.5716.9620.7932.1249.1260.33India1.072.308.760.892.223.523.415.5112.139.1510.0427.7318.3415.9MEA @0.873.481.074.510.473.563.661.905.427.6912.217.148.0313.66	TOTAL	27.56	17.32	21.77	11.82	13.55	19.67	19.74	23.52	66.64	52.97	64.78	109.82	90.49	116.91	
Europe0.540.260.460.010.020.180.120.301.260.310.3211.512.201.22APAC15.115.186.283.838.433.864.676.3226.5716.9620.7932.1249.1260.31India1.072.308.760.892.223.523.415.5112.139.1510.0427.7318.3415.9MEA @0.873.481.074.510.473.563.661.905.427.6912.217.148.0313.66																
APAC     15.11     5.18     6.28     3.83     8.43     3.86     4.67     6.32     26.57     16.96     20.79     32.12     49.12     60.31       India     1.07     2.30     8.76     0.89     2.22     3.52     3.41     5.51     12.13     9.15     10.04     27.73     18.34     15.9       MEA @     0.87     3.48     1.07     4.51     0.47     3.56     3.66     1.90     5.42     7.69     12.21     7.14     8.03     13.66		1													25.65	
India     1.07     2.30     8.76     0.89     2.22     3.52     3.41     5.51     12.13     9.15     10.04     27.73     18.34     15.9       MEA @     0.87     3.48     1.07     4.51     0.47     3.56     3.66     1.90     5.42     7.69     12.21     7.14     8.03     13.66		1													1.28	
MEA @ 0.87 3.48 1.07 4.51 0.47 3.56 3.66 1.90 5.42 7.69 12.21 7.14 8.03 13.6															60.36	
		1								-					15.97	
TOTAL 27.56 17.32 21.77 11.82 13.55 19.67 19.74 23.52 66.64 52.97 64.78 109.82 90.49 116.9															13.65	
	TOTAL	27.56	17.32	21.77	11.82	13.55	19.67	19.74	23.52	66.64	52.97	64.78	109.82	90.49	116.91	
UNEXECUTED ORDER BOOK # 190.98 181.70 177.77 174.10 185.44 189.72 189.33 182.67 190.98 185.44 174.10 182.67 166.55 166.00	UNEXECUTED ORDER BOOK #	190.98	181.70	177.77	174.10	185.44	189.72	189.33	182.67	190.98	185.44	174.10	182.67	166.55	166.00	
CUSTOMER METRICS	CUSTOMER METRICS															
	Revenue from New Customers (%)	15%						10%	29%	10%	9%	10%	25%	19%	33%	
Revenue from Cloud orders (%) 56% 55% 51% 47% 51% 46% 51% 43% 54% 49% 49% 40% 38% 39%	Revenue from Cloud orders (%)	56%	55%	51%	47%	51%	46%	51%	43%	54%	49%	49%	40%	38%	39%	
Number of new customers added     10     9     13     10     7     12     14     32     31     41     50     50     80	Number of new customers added	10	9	13	10	7	12	12	14	32	31	41	50	50	80	

\$ 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.

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

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