

## FACT SHEET AS ON 31ST MARCH 2022

CONSOLIDATED INFORMATION													
										Figures in USD Million, except where stated otherwise			
	Quarter Ended								Year Ended				
	Mar-22	Dec-21	Sep-21	Jun-21	Mar-21	Dec-20	Sep-20	Jun-20	Mar.31, 2022	Mar.31, 2021	Mar.31, 2020	Mar.31, 2019	
	Unaudited	Audited \$	Audited \$	Audited \$	Audited \$								
<b>REVENUE - STREAMWISE</b>													
Recurring	8.04	8.44	8.00	8.15	8.39	7.86	7.80	7.26	32.64	31.30	27.26	22.43	
AMC / Subscription	5.26	5.55	5.37	5.49	5.85	5.53	5.52	5.05	21.66	21.94	20.11	18.05	
BPO Services	1.72	1.68	1.52	1.51	1.46	1.42	1.37	1.36	6.43	5.60	4.29	2.93	
Hosting Charges	1.06	1.22	1.12	1.16	1.09	0.91	0.91	0.85	4.55	3.76	2.86	1.44	
Non-recurring	8.55	8.56	11.15	11.07	12.20	15.49	13.75	12.18	39.29	53.62	53.77	55.93	
License	1.21	1.42	2.43	2.66	2.81	6.63	5.25	3.86	7.69	18.56	17.14	27.92	
Service	7.15	7.03	8.63	8.35	8.32	8.64	8.29	8.30	31.14	33.55	36.18	27.28	
Resale of Material	0.20	0.12	0.09	0.06	1.07	0.22	0.21	0.02	0.46	1.50	0.44	0.73	
<b>TOTAL</b>	<b>16.59</b>	<b>17.00</b>	<b>19.15</b>	<b>19.23</b>	<b>20.60</b>	<b>23.34</b>	<b>21.56</b>	<b>19.44</b>	<b>71.93</b>	<b>84.92</b>	<b>81.03</b>	<b>78.35</b>	
<b>REVENUE - BUSINESS UNITWISE</b>													
ERP	4.78	4.84	7.03	6.97	7.08	9.03	8.48	7.16	23.57	31.74	32.00	28.12	
HRP	6.52	6.33	6.30	6.41	7.24	6.49	7.64	6.24	25.55	27.59	30.26	30.70	
AAD	5.30	5.83	5.83	5.85	6.28	7.83	5.44	6.05	22.81	25.58	18.77	19.53	
<b>TOTAL</b>	<b>16.59</b>	<b>17.00</b>	<b>19.15</b>	<b>19.23</b>	<b>20.60</b>	<b>23.34</b>	<b>21.56</b>	<b>19.44</b>	<b>71.93</b>	<b>84.92</b>	<b>81.03</b>	<b>78.35</b>	
<b>REVENUE - GEOGRAPHYWISE</b>													
Americas	3.97	4.74	4.63	4.63	4.35	5.50	4.41	5.59	17.97	19.87	14.43	17.26	
Europe	1.07	0.94	1.01	1.09	1.84	1.92	0.53	0.48	4.11	4.75	2.51	2.05	
APAC	5.20	5.58	6.03	6.63	7.00	7.84	9.72	6.94	23.42	31.50	35.13	32.27	
India	3.95	3.70	5.21	3.85	5.23	6.29	4.42	4.26	16.71	20.18	20.28	16.07	
MEA @	2.41	2.03	2.27	3.02	2.18	1.79	2.47	2.18	9.71	8.62	8.67	10.71	
<b>TOTAL</b>	<b>16.59</b>	<b>17.00</b>	<b>19.15</b>	<b>19.23</b>	<b>20.60</b>	<b>23.34</b>	<b>21.56</b>	<b>19.44</b>	<b>71.93</b>	<b>84.92</b>	<b>81.03</b>	<b>78.35</b>	
<b>BOOKING - BUSINESS UNITWISE</b>													
ERP	3.59	4.30	6.08	6.61	7.15	4.79	12.99	7.05	20.58	31.98	26.70	38.75	
HRP	6.43	7.01	8.98	4.76	9.43	15.66	8.18	6.73	27.18	40.00	44.25	47.52	
AAD	1.80	2.24	4.61	8.38	6.94	17.95	5.37	7.58	17.03	37.85	19.54	30.65	
<b>TOTAL</b>	<b>11.82</b>	<b>13.55</b>	<b>19.67</b>	<b>19.74</b>	<b>23.52</b>	<b>38.40</b>	<b>26.53</b>	<b>21.37</b>	<b>64.78</b>	<b>109.82</b>	<b>90.49</b>	<b>116.91</b>	
<b>UNEXECUTED ORDER BOOK #</b>	<b>174.10</b>	<b>185.44</b>	<b>189.72</b>	<b>189.33</b>	<b>182.67</b>	<b>177.77</b>	<b>164.90</b>	<b>163.99</b>	<b>174.10</b>	<b>182.67</b>	<b>166.55</b>	<b>166.00</b>	
<b>CUSTOMER METRICS</b>													
Revenue from New Customers (%)	13%	10%	8%	10%	29%	31%	20%	18%	10%	25%	19%	33%	
Revenue from Cloud orders (%)	47%	51%	46%	51%	43%	44%	36%	37%	49%	40%	38%	39%	
Number of new customers added	10	7	12	12	14	9	15	12	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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