



## FACT SHEET AS ON 31ST DECEMBER 2023

CONSOLIDATED INFORMATION														
													Figures in USD Million, except where stated otherwise	
	Quarter Ended								Nine months Ended		Year Ended			
	Dec-23	Sep-23	Jun-23	Mar-23	Dec-22	Sep-22	Jun-22	Mar-22	Dec. 31, 2023	Dec. 31, 2022	Mar.31, 2023	Mar.31, 2022	Mar.31, 2021	Mar.31, 2020
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited \$	Audited \$	Audited \$	Audited \$
<b>REVENUE - STREAMWISE</b>														
Recurring	9.79	9.49	9.23	9.18	8.71	8.36	8.03	8.04	28.52	25.13	34.34	32.64	31.30	27.26
AMC / Subscription	6.23	5.83	5.58	5.85	5.49	5.26	5.08	5.26	17.64	15.84	21.71	21.66	21.94	20.11
BPO Services	2.07	2.11	2.17	1.90	1.90	1.79	1.79	1.72	6.34	5.48	7.38	6.43	5.60	4.29
Hosting Charges	1.50	1.56	1.48	1.43	1.33	1.31	1.16	1.06	4.54	3.81	5.25	4.55	3.76	2.86
Non-recurring	5.72	5.99	7.85	6.25	6.94	6.64	7.67	8.55	19.54	21.23	27.45	39.29	53.62	53.77
License	0.68	0.64	0.96	0.37	1.48	0.96	1.73	1.21	2.27	4.16	4.50	7.69	18.56	17.14
Service	4.98	5.23	6.68	5.78	5.33	5.53	5.84	7.15	16.89	16.69	22.47	31.14	33.55	36.18
Resale of Material	0.06	0.12	0.21	0.10	0.13	0.14	0.10	0.20	0.38	0.38	0.48	0.46	1.50	0.44
<b>TOTAL</b>	<b>15.51</b>	<b>15.48</b>	<b>17.08</b>	<b>15.43</b>	<b>15.66</b>	<b>15.00</b>	<b>15.70</b>	<b>16.59</b>	<b>48.06</b>	<b>46.36</b>	<b>61.79</b>	<b>71.93</b>	<b>84.92</b>	<b>81.03</b>
<b>REVENUE - BUSINESS UNITWISE</b>														
ERP	3.99	4.53	4.44	4.31	4.04	4.33	4.48	4.78	12.96	12.83	17.13	23.57	31.74	32.00
HRP	6.28	6.69	7.02	6.20	6.39	6.45	6.50	6.52	19.99	19.33	25.53	25.55	27.59	30.26
AAD	5.24	4.25	5.61	4.92	5.23	4.23	4.73	5.30	15.11	14.21	19.13	22.81	25.58	18.77
<b>TOTAL</b>	<b>15.51</b>	<b>15.48</b>	<b>17.08</b>	<b>15.43</b>	<b>15.66</b>	<b>15.00</b>	<b>15.70</b>	<b>16.59</b>	<b>48.06</b>	<b>46.36</b>	<b>61.79</b>	<b>71.93</b>	<b>84.92</b>	<b>81.03</b>
<b>REVENUE - GEOGRAPHYWISE</b>														
Americas	3.85	4.37	4.17	4.37	3.50	3.69	3.94	3.97	12.40	11.11	15.50	17.97	19.87	14.43
Europe	0.60	(0.47)	0.89	0.60	0.92	0.67	0.83	1.07	1.02	2.42	3.02	4.11	4.75	2.51
APAC	5.73	6.03	6.48	5.17	6.28	5.46	5.23	5.20	18.24	17.00	22.15	23.42	31.50	35.13
India	3.78	4.31	3.65	3.50	3.04	3.01	4.01	3.95	11.74	10.03	13.53	16.71	20.18	20.28
MEA @	1.55	1.24	1.87	1.79	1.93	2.18	1.69	2.41	4.66	5.80	7.59	9.71	8.62	8.67
<b>TOTAL</b>	<b>15.51</b>	<b>15.48</b>	<b>17.08</b>	<b>15.43</b>	<b>15.66</b>	<b>15.00</b>	<b>15.70</b>	<b>16.59</b>	<b>48.06</b>	<b>46.36</b>	<b>61.79</b>	<b>71.93</b>	<b>84.92</b>	<b>81.03</b>
<b>BOOKING - BUSINESS UNITWISE</b>														
ERP	2.37	3.32	2.63	3.26	6.89	4.90	4.47	3.59	8.33	16.26	19.52	20.58	31.98	26.70
HRP	2.64	10.62	12.53	12.15	10.86	5.43	11.90	6.43	25.79	28.20	40.34	27.18	40.00	44.25
AAD	2.00	2.65	7.98	8.00	9.80	6.99	5.40	1.80	12.63	22.19	30.19	17.03	37.85	19.54
<b>TOTAL</b>	<b>7.01</b>	<b>16.60</b>	<b>23.14</b>	<b>23.41</b>	<b>27.56</b>	<b>17.32</b>	<b>21.77</b>	<b>11.82</b>	<b>46.75</b>	<b>66.64</b>	<b>90.05</b>	<b>64.78</b>	<b>109.82</b>	<b>90.49</b>
<b>BOOKING - GEO WISE</b>														
Americas	2.15	1.21	4.93	1.12	9.96	6.11	5.20	2.57	8.29	21.27	22.38	21.43	31.32	12.81
Europe	0.01	0.85	9.29	0.18	0.54	0.26	0.46	0.01	10.15	1.26	1.44	0.32	11.51	2.20
APAC	3.47	10.81	4.52	4.76	15.11	5.18	6.28	3.83	18.80	26.57	31.33	20.79	32.12	49.12
India	1.03	2.48	3.22	6.52	1.07	2.30	8.76	0.89	6.73	12.13	18.65	10.04	27.73	18.34
MEA @	0.36	1.24	1.18	10.83	0.87	3.48	1.07	4.51	2.78	5.42	16.25	12.21	7.14	8.03
<b>TOTAL</b>	<b>7.01</b>	<b>16.60</b>	<b>23.14</b>	<b>23.41</b>	<b>27.56</b>	<b>17.32</b>	<b>21.77</b>	<b>11.82</b>	<b>46.75</b>	<b>66.64</b>	<b>90.05</b>	<b>64.78</b>	<b>109.82</b>	<b>90.49</b>
<b>UNEXECUTED ORDER BOOK #</b>	<b>180.32</b>	<b>193.01</b>	<b>196.03</b>	<b>195.70</b>	<b>190.98</b>	<b>181.70</b>	<b>177.77</b>	<b>174.10</b>	<b>180.32</b>	<b>190.98</b>	<b>195.70</b>	<b>174.10</b>	<b>182.67</b>	<b>166.55</b>
<b>CUSTOMER METRICS</b>														
Revenue from New Customers (%)	8%	6%	4%	10%	15%	7%	8%	13%	6%	10%	10%	10%	25%	19%
Revenue from Cloud orders (%)	59%	50%	60%	58%	56%	55%	51%	47%	56%	54%	55%	49%	40%	38%
Number of new customers added	5	9	6	13	10	9	13	10	20	32	45	41	50	50

\$ 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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