

CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Year Ended			
	Mar-17	Dec-16	Sep-16	Jun-16	Mar-16	Dec-15	Sep-15	Jun-15	Mar. 31, 2017	Mar. 31, 2016 *	Mar. 31, 2015	Mar. 31, 2014
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited *	Unaudited *	Unaudited *	Unaudited *	Audited	Audited	Audited	Audited
REVENUE - STREAMWISE												
Products	7.32	6.54	8.64	8.26	9.69	9.24	6.97	8.24	30.75	34.21	29.87	18.94
License	3.91	3.10	5.12	4.76	6.39	5.68	3.66	5.06	16.89	20.85	17.21	8.61
Recurring	3.41	3.44	3.52	3.50	3.30	3.56	3.31	3.19	13.86	13.36	12.66	10.33
Services	9.01	10.26	8.09	8.17	8.42	8.33	9.51	8.05	35.54	34.32	29.00	24.51
BPO	0.65	0.65	0.59	0.57	0.52	0.53	0.55	0.52	2.47	2.13	1.57	1.37
Other Services	8.35	9.61	7.50	7.60	7.90	7.80	8.96	7.53	33.07	32.19	27.42	23.14
Resale of Material	0.72	0.05	0.12	0.06	0.24	0.07	0.04	0.04	0.95	0.40	0.60	0.40
TOTAL	17.05	16.85	16.84	16.49	18.36	17.64	16.52	16.34	67.24	68.94	59.47	43.85
REVENUE - BUSINESS UNITWISE												
ERP	8.58	7.26	7.92	8.13	7.26	8.77	7.31	7.47	31.88	30.82	27.17	23.22
HCM	3.70	4.65	4.57	4.27	5.71	4.74	4.49	3.80	17.19	18.79	11.53	5.41
Aviation	4.78	4.94	4.35	4.10	5.39	4.13	4.72	5.07	18.18	19.32	20.76	15.21
TOTAL	17.05	16.85	16.84	16.49	18.36	17.64	16.52	16.34	67.24	68.94	59.47	43.85
REVENUE - GEOGRAPHYWISE												
Americas	3.25	3.50	3.33	2.82	3.30	3.17	2.74	3.25	12.90	12.47	10.87	11.62
Europe	0.51	0.56	0.54	0.64	1.08	0.48	0.79	0.71	2.25	3.07	4.69	2.53
APAC	5.34	5.97	4.81	4.02	6.12	5.71	3.64	4.38	20.14	19.93	12.08	5.85
India	3.82	4.47	4.66	5.19	4.77	4.31	4.72	3.87	18.15	17.70	16.59	13.71
Middle East and North Africa	3.21	1.44	2.76	2.81	2.41	3.04	3.41	2.98	10.22	11.80	11.25	5.71
South Africa	0.92	0.91	0.74	1.02	0.68	0.93	1.23	1.15	3.59	3.97	3.98	4.43
TOTAL	17.05	16.85	16.84	16.49	18.36	17.64	16.52	16.34	67.24	68.94	59.47	43.85
NUMBER OF CUSTOMERS BASED ON TRAILING TWELVE MONTHS REVENUE												
> \$ 0.5 mn	26	31	31	33	32	25	24	20	26	32	21	15
< \$ 0.5 mn	725	796	832	822	816	777	734	702	725	816	685	665
TOTAL	751	827	863	855	848	802	758	722	751	848	706	680
BOOKING - BUSINESS UNITWISE												
ERP	12.10	7.35	6.83	3.61	NA	NA	NA	NA	29.89	NA	NA	NA
HCM	6.72	16.00	7.76	4.42	NA	NA	NA	NA	34.90	NA	NA	NA
Aviation	5.32	4.83	7.85	3.23	NA	NA	NA	NA	21.23	NA	NA	NA
TOTAL	24.14	28.17	22.44	11.26	-	-	-	-	86.02	-	-	-
CUSTOMER METRICS												
Revenue from New Customers (%)	30%	31%	20%	18%	42%	41%	27%	26%	24%	35%	27%	22%
Number of new customers added	20	34	40	26	49	43	40	25	120	157	123	133

* represents the figures published for the respective period without considering the IND AS adjustments.

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