



## Fact Sheet

Million dollars, except noted otherwise

	2021 (year ended 31/03/2022)					2022 (year ended 31/03/2023)					FY21		FY22	
	Q1	Q2	Q3	Q4	Full FY21	Q1	Q2	Q3	Q4	Full FY22	H1 FY21	H2 FY21	H1 FY21	H2 FY21
<b>Turnover</b>														
<b>Total Turnover</b>	\$284.6	\$237.9	\$274.4	\$328.1	\$1,125.1	\$370.7	\$320.4	\$398.8	\$480.7	\$1,570.6	\$522.5	\$602.5	\$691.1	\$879.5
<i>Year-Over-Year Growth Rate</i>						30%	35%	45.3%	46.5%	39.6%			32.3%	46.0%
<i>Year-Over-Year Growth Rate, cc</i>							48%	57.0%	59.0%	52.0%				
<b>Verticals</b>														
Software & Cloud	\$263.6	\$215.0	\$247.3	\$281.1	\$1,007.0	\$331.8	\$264.6	\$304.2	\$394.4	\$1,295.0	\$478.5	\$528.4	\$596.4	\$698.6
<i>As % of Total Turnover</i>	92.6%	90.3%	90.1%	85.7%		89.5%	82.6%	76.3%	82.0%	82.5%	91.6%	87.7%	86.3%	79.4%
<i>Year-Over-Year Growth Rate</i>						25.9%	23.1%	23.0%	40.3%	28.6%			24.6%	32.2%
IT Services	\$15.2	\$15.3	\$19.2	\$30.7	\$80.4	\$30.0	\$31.3	\$57.0	\$49.7	\$168.1	\$30.5	\$49.9	\$61.3	\$106.7
<i>As % of Total Turnover</i>	5.3%	6.4%	7.0%	9.4%		8.1%	9.8%	14.3%	10.3%	10.7%	5.8%	8.3%	8.9%	12.1%
<i>Year-Over-Year Growth Rate</i>						97.8%	104.9%	197.1%	61.8%	109.1%			101.4%	113.8%
Hardware	\$5.8	\$7.7	\$7.9	\$16.3	\$37.7	\$8.9	\$24.4	\$37.6	\$36.6	\$107.5	\$13.5	\$24.2	\$33.3	\$74.2
<i>As % of Total Turnover</i>	2.0%	3.2%	2.9%	5.0%		2.4%	7.6%	9.4%	7.6%	6.8%	2.6%	4.0%	4.8%	8.4%
<i>Year-Over-Year Growth Rate</i>						53.2%	216.9%	376.2%	124.9%	185.3%			146.4%	207.0%
<b>Geographies</b>														
ROE*	\$27.1	\$35.4	\$52.9	\$30.8	\$146.2	\$32.5	\$51.9	\$59.4	\$52.6	\$196.4	\$62.4	\$83.7	\$84.4	\$112.0
<i>As % of Total Turnover</i>	9.5%	14.9%	19.3%	9.4%		8.8%	16.2%	14.9%	10.9%	12.5%	11.9%	13.9%	12.2%	12.7%
<i>Year-Over-Year Growth Rate</i>						20.0%	46.8%	12.4%	70.6%	34.4%			35.2%	33.8%
EMEA	\$38.2	\$44.2	\$95.3	\$73.7	\$251.4	\$61.7	\$58.1	\$133.4	\$109.3	\$362.5	\$82.4	\$169.0	\$119.8	\$242.7
<i>As % of Total Turnover</i>	13.4%	18.6%	34.7%	22.5%		16.6%	18.1%	33.5%	22.7%	23.1%	15.8%	28.0%	17.3%	27.6%
<i>Year-Over-Year Growth Rate</i>						61.6%	31.5%	40.0%	48.3%	44.2%			45.4%	43.6%
LATAM	\$60.6	\$38.9	\$48.0	\$61.8	\$209.4	\$69.2	\$56.1	\$53.2	\$60.7	\$239.2	\$99.5	\$109.9	\$125.3	\$113.9
<i>As % of Total Turnover</i>	21.3%	16.3%	17.5%	18.8%		18.7%	17.5%	13.3%	12.6%	15.2%	19.0%	18.2%	18.1%	13.0%
<i>Year-Over-Year Growth Rate</i>						14.1%	44.2%	10.7%	-1.8%	14.2%			25.9%	3.7%
APAC	\$162.3	\$123.4	\$109.9	\$173.5	\$569.1	\$209.9	\$169.2	\$158.2	\$260.6	\$797.9	\$285.7	\$283.4	\$379.1	\$418.8
<i>As % of Total Turnover</i>	57.0%	51.9%	40.0%	52.9%		56.6%	52.8%	39.7%	54.2%	50.8%	54.7%	47.0%	54.9%	47.6%
<i>Year-Over-Year Growth Rate</i>						29.3%	37.1%	43.9%	50.2%	40.2%			32.7%	47.8%
ICO	-\$3.6	-\$3.9	-\$31.7	-\$11.7	-\$50.9	-\$2.5	-\$14.9	-\$5.4	-\$2.5	-\$25.4	-\$7.5	-\$43.4	-\$17.5	-\$7.9
<b>Recurring Turnover, as % of Total Turnover</b>														
Recurring turnover	69.2%	70.0%	70.3%	64.4%	68.3%	78.1%	66.2%	61.6%	69.5%	68.8%				
<b>Profitability</b>														
<b>(Pre service cost reclassification)</b>														
Gross profit	\$30.6	\$30.1	\$40.8	\$45.3	\$146.9	\$45.8	\$50.0	\$71.4	\$67.7	\$235.0	\$60.8	\$86.1	\$95.8	\$139.2
<i>As % of Total Turnover</i>	10.8%	12.7%	14.9%	13.8%	13.1%	12.4%	15.6%	17.9%	14.1%	15.0%	11.6%	14.3%	13.9%	15.8%
<i>Year-Over-Year Growth Rate</i>						49.5%	66.0%	75.0%	49.6%	60.0%			57.7%	61.6%
<b>IFRS (Post service cost reclassification)</b>														
Gross profit	\$26.9	\$23.4	\$34.1	\$32.6	\$116.9	\$33.4	\$35.4	\$54.9	\$52.6	\$176.3	\$50.2	\$66.7	\$68.8	\$107.4
<i>As % of Total Turnover</i>	9.4%	9.8%	12.4%	9.9%	10.4%	9.0%	11.1%	13.8%	10.9%	11.2%	9.6%	11.1%	10.0%	12.2%
<i>Year-Over-Year Growth Rate</i>						24.3%	51.7%	61.0%	61.1%	50.7%			37.0%	61.1%
Operating profit	\$5.6	\$1.2	\$10.5	\$3.8	\$21.1	\$0.3	\$0.4	\$5.8	\$5.0	\$11.5	\$6.8	\$14.3	\$0.7	\$10.8
<i>As % of Total Turnover</i>	2.0%	0.5%	3.8%	1.2%	1.9%	0.1%	0.1%	1.5%	1.0%	0.7%	1.3%	2.4%	0.1%	1.2%
Net Profit	\$4.5	-\$1.7	\$7.1	\$1.9	\$11.8	-\$6.8	-\$3.6	-\$0.9	-\$7.8	-\$19.1	\$2.8	\$9.0	-\$10.4	-\$8.7
<i>As % of Total Turnover</i>	1.6%	-0.7%	2.6%	0.6%	1.0%	-1.8%	-1.1%	-0.2%	-1.6%	-1.2%	0.5%	1.5%	-1.5%	-1.0%
Adjusted EBITDA	\$8.4	\$3.4	\$12.9	\$15.0	\$39.6	\$3.8	\$4.4	\$12.8	\$11.6	\$32.5	\$11.8	\$27.8	\$8.1	\$24.4
<i>As % of Total Gross Profit (pre service cost reclassification)</i>	27.5%	11.3%	31.5%	33.0%	27.0%	8.2%	8.7%	17.9%	17.2%	13.8%	19.5%	32.3%	8.5%	17.5%
<i>Year-Over-Year Growth Rate</i>						-55.4%	28.3%	-0.7%	-22.3%	-18.0%			-31.3%	-12.3%
<i>As % of Total Gross Profit (post service cost reclassification)</i>	31.4%	14.6%	37.7%	45.8%	33.9%	11.3%	12.3%	23.3%	22.1%	18.4%	23.6%	41.7%	11.8%	22.7%



**Fact Sheet**

Million dollars, except noted otherwise

	2021 (year ended 31/03/2022)					2022 (year ended 31/03/2023)					FY21		FY22	
	Q1	Q2	Q3	Q4	Full FY21	Q1	Q2	Q3	Q4	Full FY22	H1 FY21	H2 FY21	H1 FY21	H2 FY21
<b>People</b>														
Total headcount, End of Period	2,061	2,510	2,585	3,767		3,747	3,871	5,858	6,422					
<i>Year-Over-Year Net Change in Total Professionals</i>						81.8%	54.2%	126.6%	70.5%					
<i>Services Professionals, End of Period (included in total)</i>	1,039	1,429	1,490	2,495		2,465	2,515	4,133	4,517					
<i>Year-Over-Year Net Change in Delivery Professionals</i>						137.2%	76.0%	177.4%	81.0%					

**Footnotes:**

(1) The financial results sets are sourced from the Group's management accounts for FY022, and are unaudited

(2) \*RoE = Rest of Eurasia