

## Fact Sheet

Million dollars, except noted otherwise

	2021 (year ended 31/03/2022)						2022 (year ended 31/03/2023)			
	Q1	Q2	H1 FY21	Q3	Q4	Full FY21	Q1	Q2	H1 FY22	Q3
<b>Turnover</b>										
<b>Total Turnover</b>	\$284.6	\$237.9	\$522.5	\$274.4	\$324.6	\$1,121.6	\$370.7	\$320.4	\$691.1	\$398.8
<i>Year-Over-Year Growth Rate</i>							30%	35%	32%	45%
<i>Year-Over-Year Growth Rate, cc</i>								48%	44%	57%
<b>Verticals</b>										
Software & Cloud	\$263.6	\$215.0	\$478.5	\$247.3			\$331.8	\$264.6	\$596.4	\$304.2
<i>As % of Total Turnover</i>	92.6%	90.3%	91.6%	90.1%			89.5%	82.6%	86.3%	76.3%
<i>Year-Over-Year Growth Rate</i>							25.9%	23.1%	24.6%	23.0%
IT Services	\$15.2	\$15.3	\$30.5	\$19.2			\$30.0	\$31.3	\$61.3	\$57.0
<i>As % of Total Turnover</i>	5.3%	6.4%	5.8%	7.0%			8.1%	9.8%	8.9%	14.3%
<i>Year-Over-Year Growth Rate</i>							97.8%	104.9%	101.4%	197.1%
Hardware	\$5.8	\$7.7	\$13.5	\$7.898			\$8.9	\$24.4	\$33.3	\$37.6
<i>As % of Total Turnover</i>	2.0%	3.2%	2.6%	2.9%			2.4%	7.6%	4.8%	9.4%
<i>Year-Over-Year Growth Rate</i>							53.2%	216.9%	146.4%	376.2%
<b>Geographies</b>										
ROE*	\$27.1	\$35.4	\$62.4	\$52.877	\$25.1	\$140.4	\$32.5	\$51.9	\$84.4	\$59.4
<i>As % of Total Turnover</i>	9.5%	14.9%	11.9%	19.3%	7.7%		8.8%	16.2%	12.2%	14.9%
<i>Year-Over-Year Growth Rate</i>							20.0%	46.8%	35.2%	12.4%
EMEA	\$38.2	\$44.2	\$82.4	\$95.286	\$75.1	\$252.8	\$61.7	\$58.1	\$119.8	\$133.4
<i>As % of Total Turnover</i>	13.4%	18.6%	15.8%	34.7%	23.1%		16.6%	18.1%	17.3%	33.5%
<i>Year-Over-Year Growth Rate</i>							61.6%	31.5%	45.4%	40.0%
LATAM	\$60.6	\$38.9	\$99.5	\$48.036	\$61.8	\$209.4	\$69.2	\$56.1	\$125.3	\$53.2
<i>As % of Total Turnover</i>	21.3%	16.3%	19.0%	17.5%	19.1%		18.7%	17.5%	18.1%	13.3%
<i>Year-Over-Year Growth Rate</i>							14.1%	44.2%	25.9%	10.7%
APAC	\$162.3	\$123.4	\$285.7	\$109.874	\$173.5	\$569.1	\$209.9	\$169.2	\$379.1	\$158.2
<i>As % of Total Turnover</i>	57.0%	51.9%	54.7%	40.0%	53.5%		56.6%	52.8%	54.9%	39.7%
<i>Year-Over-Year Growth Rate</i>							29.3%	37.1%	32.7%	43.9%
ICO	-\$3.6	-\$3.9	-\$7.5	-\$31.650	-\$10.9	-\$50.1	-\$2.5	-\$14.9	-\$17.5	-\$5.4
<b>Recurring Turnover, as % of Total Turnover</b>										
Recurring turnover	60.1%	60.9%	60.5%				78.1%	66.2%	72.6%	76.3%
<b>Profitability</b>										
<b>IFRS</b>										
Gross profit	\$30.6	\$30.1	\$60.8	\$40.8	\$44.9	\$146.5	\$45.8	\$50.0	\$95.8	\$71.4
<i>As % of Total Turnover</i>	10.8%	12.7%	11.6%	14.9%	13.8%	13.1%	12.4%	15.6%	13.9%	17.9%
<i>Year-Over-Year Growth Rate</i>							49.5%	66.0%	57.7%	75.0%
Operating profit	\$5.6	\$1.2	\$6.8	\$10.5	\$3.5	\$20.8	\$0.3	\$0.4	\$0.7	\$5.8
<i>As % of Total Turnover</i>	2.0%	0.5%	1.3%	3.8%	1.1%	1.9%	0.1%	0.1%	0.1%	1.5%
Net Profit	\$4.5	-\$1.7	\$2.8	\$7.1	\$1.3	\$11.2	-\$6.8	-\$3.6	-\$10.4	-\$0.9
<i>As % of Total Turnover</i>	1.6%	-0.7%	0.5%	2.6%	0.4%	1.0%	-1.8%	-1.1%	-1.5%	-0.2%
Adjusted EBITDA	\$8.4	\$3.4	\$11.8	\$12.9	\$11.6	\$36.2	\$3.8	\$4.4	\$8.1	\$12.8
<i>As % of Total Gross Profit</i>	27.5%	11.3%	19.5%	31.5%	25.7%	24.7%	8.2%	8.7%	8.5%	17.9%
<i>Year-Over-Year Growth Rate</i>							-55.4%	28.3%	-31.3%	-0.7%
<b>People</b>										
Total headcount, End of Period	2,061	2,510		2,585	3,767		3,747	3,871		5,858
<i>Year-Over-Year Net Change in Total Professionals</i>							81.8%	54.2%		126.6%
<i>Services Professionals, End of Period (included in total)</i>	1,039	1,429		1,490	2,495		2,465	2,515		4,133
<i>Year-Over-Year Net Change in Delivery Professionals</i>							137.2%	76.0%		177.4%

### Footnotes:

(1) The financial results sets are sourced from the Group's management accounts for Q1, Q2 2022, Q1, Q2 2021 are unaudited

(2) \*RoE = Rest of Eurasia