

Head	Quarterly Data				
	Q1 18	Q4 17	QoQ%	Q1 17	YoY%
Revenues	162,204	156,104	3.9%	144,748	12.1%
Direct Costs	107,494	103,436	3.9%	94,576	13.7%
Gross Profit	54,710	52,667	3.9%	50,172	9.0%
Selling / General And Administration	28,168	26,401	6.7%	24,819	13.5%
EBITDA* excluding ESOP Costs	26,541	26,267	1.0%	25,353	4.7%
ESOP Costs	1,441	1,435	0.4%	810	77.9%
EBITDA	25,101	24,831	1.1%	24,543	2.3%
Depreciation and Amortization	2,342	2,467	-5.1%	2,373	-1.3%
Operating Profit = EBIT	22,759	22,365	1.8%	22,169	2.7%
Other Income (net)	134	56	138.2%	179	-25.0%
Forex Gains / (Losses)	3,000	1,984	51.2%	234	1181.4%
Profit Before Tax	25,893	24,404	6.1%	22,582	14.7%
Provision for Tax	5,181	5,613	-7.7%	5,354	-3.2%
Profit After Tax	20,712	18,791	10.2%	17,228	20.2%
Share of Profit in associate	(16)	(0)	N.A.	3	N.A.
PAT After Loss in Associate	20,728	18,792	10.3%	17,225	20.3%