

**Virtusa Corporation Data Sheet\*\***

**Quarter ended March 31, 2020**

	2019					2020				
	Q119	Q219	Q319	Q419	FY19	Q120	Q220	Q320	Q420	FY20
<b>Revenue:</b>										
Revenue (USD in MM)	\$ 300.0	\$ 305.5	\$ 314.7	\$ 327.6	\$ 1,247.9	\$ 319.0	\$ 328.5	\$ 335.1	\$ 329.7	\$ 1,312.3
Q/Q	7%	2%	3%	4%		-3%	3%	2%	-2%	
Y/Y	32%	23%	19%	16%	22%	6%	8%	6%	1%	5%
<b>Margin:</b>										
Gross margin	27.8%	29.2%	29.6%	29.7%	29.1%	26.4%	27.4%	29.4%	24.3%	26.9%
Operating margin	4.6%	4.6%	6.1%	7.0%	5.6%	4.2%	5.9%	9.1%	5.2%	6.1%
Non-GAAP Operating Margin	9.1%	9.5%	10.4%	10.4%	9.9%	7.6%	8.9%	12.1%	6.0%	8.7%
<b>Revenue By Geography:</b>										
North America	70%	71%	71%	71%	71%	72%	74%	75%	74%	74%
Europe	22%	20%	21%	21%	21%	20%	17%	16%	17%	17%
ROW	8%	9%	8%	8%	8%	8%	9%	9%	9%	9%
<b>Revenue By Industry Group:</b>										
BFSI	63%	63%	63%	61%	62%	60%	59%	56%	55%	58%
Communications and Tech	28%	28%	28%	31%	29%	32%	33%	36%	36%	34%
Media & Information and Other	9%	9%	9%	8%	9%	8%	8%	8%	9%	8%
<b>Revenue by Product Type:</b>										
Time & materials	60%	60%	60%	57%	59%	60%	61%	57%	58%	59%
Fixed bid	40%	40%	40%	43%	41%	40%	39%	43%	42%	41%
<b>Revenue by Service Offering:</b>										
Application outsourcing	54%	53%	53%	56%	54%	57%	55%	55%	55%	56%
Consulting	46%	47%	47%	44%	46%	43%	45%	45%	45%	44%
<b>Effort Mix:</b>										
Offshore effort	73%	73%	73%	72%	73%	71%	71%	72%	72%	72%
Onsite effort	27%	27%	27%	28%	27%	29%	29%	28%	28%	28%
<b>Revenue mix :</b>										
Offshore	38%	41%	41%	42%	41%	37%	41%	40%	43%	40%
Onsite	62%	59%	59%	58%	59%	63%	59%	60%	57%	60%
<b>Clients:</b>										
Active clients	216	212	216	216	216	217	216	216	221	221
Number of New clients	3	2	7	4	16	6	5	6	6	23
Number of 10% clients	1	1	1	1	1	1	1	1	1	1
Revenue from repeat clients >12 months	89%	88%	88%	97%	91%	98%	98%	96%	96%	97%
Top client	17%	18%	18%	17%	18%	16%	16%	16%	18%	16%
Top 10 clients	54%	55%	56%	57%	55%	59%	57%	56%	55%	56%
<b>Clients Contribution (TTM)</b>										
\$1M+	130	134	134	129	129	126	126	132	132	132
\$5M+	38	34	36	38	38	39	39	37	35	35
\$10M+	21	21	20	22	22	21	23	23	21	21
\$25M+	6	8	8	8	8	8	11	11	11	11
\$50M+	4	4	5	5	5	5	5	5	5	5
\$100M+	1	1	1	1	1	1	1	1	1	1
<b>Utilization:</b>										
Utilization, excluding trainees	82%	83%	84%	83%	83%	81%	82%	82%	80%	81%
Billed days^	1,025,000	1,035,900	1,048,500	1,050,200	4,159,600	1,047,000	1,089,900	1,083,500	1,110,400	4,330,800
<b>Headcount:</b>										
Total employees	21,145	21,325	21,476	21,745	21,745	22,143	22,411	22,267	22,830	22,830
Non IT professionals	1,938	1,995	2,210	2,243	2,243	2,232	2,243	2,192	2,224	2,224
IT professionals	19,207	19,330	19,266	19,502	19,502	19,911	20,168	20,075	20,606	20,606
Net addition / (reduction)	654	180	151	269	1,254	398	268	(144)	563	1,085
Global Attrition TTM	20%	23%	26%	26%	26%	26%	26%	26%	26%	26%
In-quarter attrition	6.1%	7.5%	7.0%	5.4%		6.5%	7.2%	6.7%	5.6%	
<b>Balance sheet &amp; Cash flows</b>										
Cash, Cash Equivalents, Short term Investments & Long term	\$ 213.0	\$ 232.5	\$ 253.1	\$ 223.1	\$ 223.1	\$ 208.3	\$ 198.5	\$ 237.5	\$ 300.6	\$ 300.6
- Cash	\$ 154.8	\$ 177.0	\$ 210.6	\$ 189.7	\$ 189.7	\$ 190.0	\$ 183.4	\$ 217.4	\$ 290.8	\$ 290.8
- Short term investments	\$ 56.4	\$ 54.1	\$ 41.6	\$ 33.1	\$ 33.1	\$ 17.9	\$ 14.9	\$ 20.1	\$ 9.8	\$ 9.8
- Long term investments	\$ 1.8	\$ 1.4	\$ 0.9	\$ 0.3	\$ 0.3	\$ 0.4	\$ 0.2	\$ 0.0	\$ 0.0	\$ 0.0
Operating Cash Flows <sup>#</sup>	-2%	13%	12%	0%	5%	1%	7%	15%	2%	6%
CAPEX <sup>#</sup>	4%	2%	2%	3%	3%	1%	1%	1%	1%	1%
Free cash flows <sup>#</sup>	-6%	11%	10%	-4%	3%	0%	6%	14%	1%	5%
DSO (days)	79	76	71	76		75	74	69	78	

\*Trailing twelve months (TTM) Includes voluntary and Involuntary attrition,

\*\* Number and Percentages depicted above are subject to rounding

# As a % of revenue

^ Rounded to the nearest 100

Virtusa Corporation Non-GAAP Data Sheet															
Quarter ended March 31, 2020**															
	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD
	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	2020	2020	2020	2020	2020
<b>GAAP income from operations</b>	6,070	10,279	13,663	16,375	46,387	13,924	14,019	19,285	23,040	70,268	13,428	19,235	30,410	17,139	80,212
Add: Stock-based compensation expense	4,788	6,142	9,118	7,363	27,411	7,938	9,124	7,042	4,952	29,056	6,676	5,834	5,775	(2,569)	15,716
Add: acquisition-related charges and restructuring charges <sup>(a)</sup>	2,509	3,351	3,227	4,191	13,278	5,665	5,829	6,378	6,032	23,904	4,097	4,299	4,345	5,174	17,915
<b>Non-GAAP income from operations</b>	13,367	19,772	26,008	27,929	87,076	27,527	28,972	32,705	34,024	123,228	24,201	29,368	40,530	19,744	113,843
<b>GAAP Operating Margin</b>	2.7%	4.1%	5.2%	5.8%	4.5%	4.6%	4.6%	6.1%	7.0%	5.6%	4.2%	5.9%	9.1%	5.2%	6.1%
Effect of above adjustments to income from operations	3.2%	3.9%	4.7%	4.1%	4.0%	4.5%	4.9%	4.3%	3.4%	4.3%	3.4%	3.0%	3.0%	0.8%	2.6%
<b>Non-GAAP Operating Margin</b>	5.9%	8.0%	9.9%	9.9%	8.5%	9.1%	9.5%	10.4%	10.4%	9.9%	7.6%	8.9%	12.1%	6.0%	8.7%
<b>GAAP net income (loss) available to Virtusa common stockholders</b>	2,957	3,681	(11,142)	1,795	(2,709)	(7,383)	417	11,489	7,273	11,796	4,747	6,014	11,633	21,158	43,552
Add: Stock-based compensation expense	4,788	6,142	9,118	7,363	27,411	7,938	9,124	7,042	4,952	29,056	6,676	5,834	5,775	(2,569)	15,716
Add: acquisition-related charges and restructuring charges <sup>(a)</sup>	2,509	3,351	3,227	4,259	13,346	6,127	6,300	6,852	6,431	25,710	4,243	4,420	4,345	5,174	18,182
Add: Non-recurring third party financing costs <sup>(i)</sup>	-	-	-	701	701	-	-	-	-	-	-	-	-	-	-
Add: Impairment of investment <sup>(j)</sup>	-	-	-	-	-	-	-	885	526	1,411	-	-	184	-	184
Add: Other impairment charges <sup>(k)</sup>	-	-	-	-	-	-	-	-	3,955	3,955	-	-	-	-	-
Add: Foreign currency transaction (gains) or losses, net <sup>(l)</sup>	77	1,480	(2,576)	4,562	3,543	10,758	9,355	(8,319)	1,336	13,130	(1,202)	3,437	3,065	10,699	15,999
Add: Impact from Tax Act <sup>(m)</sup>	-	-	19,815	2,909	22,724	-	-	(1,628)	-	(1,628)	-	-	-	-	-
Add: Tax adjustments <sup>(n)</sup>	(2,522)	(4,066)	(3,210)	(4,239)	(14,037)	(1,817)	(8,126)	3,370	(9,792)	(16,365)	(1,650)	(2,664)	161	(21,927)	(26,080)
Noncontrolling interest, net of taxes <sup>(o)</sup>	(366)	(313)	(647)	(143)	(1,469)	127	50	(103)	(144)	(68)	(35)	7	(16)	-	(44)
<b>Non-GAAP net income available to Virtusa common stockholders</b>	7,443	10,275	14,585	17,207	49,510	15,750	17,120	19,588	14,537	66,997	12,779	17,048	25,147	12,535	67,509
<b>GAAP diluted earnings (loss) per share<sup>(p)</sup></b>	0.10	0.12	(0.38)	0.06	(0.09)	(0.25)	0.01	0.37	0.24	0.38	0.15	0.20	0.38	0.66	1.42
Effect of Stock-based compensation expense <sup>(q)</sup>	0.16	0.19	0.28	0.22	0.85	0.24	0.27	0.21	0.14	0.86	0.20	0.17	0.17	(0.07)	0.47
Effect of acquisition-related charges and restructuring charges <sup>(a)(q)</sup>	0.08	0.10	0.10	0.13	0.41	0.18	0.19	0.20	0.19	0.77	0.13	0.13	0.13	0.15	0.54
Effect of non-recurring third party financing costs <sup>(i)(q)</sup>	-	-	-	0.02	0.02	-	-	-	-	-	-	-	-	-	-
Effect of impairment of investment <sup>(j)(q)</sup>	-	-	-	-	-	-	-	0.03	0.01	0.04	-	-	0.01	-	-
Effect of other impairment charges <sup>(k)(q)</sup>	-	-	-	-	-	-	-	-	0.12	0.12	-	-	-	-	-
Effect Foreign currency transaction (gains) or losses, net <sup>(l)(q)</sup>	-	0.05	(0.08)	0.14	0.11	0.32	0.28	(0.25)	0.04	0.39	(0.04)	0.10	0.09	0.32	0.48
Effect of tax impact from Tax Act <sup>(m)(q)</sup>	-	-	0.60	0.09	0.70	-	-	(0.05)	-	(0.05)	-	-	-	-	-
Effect tax adjustment <sup>(n)(q)</sup>	(0.08)	(0.13)	(0.10)	(0.13)	(0.43)	(0.05)	(0.24)	0.10	(0.29)	(0.49)	(0.05)	(0.08)	-	(0.65)	(0.77)
Effect of noncontrolling interest <sup>(o)(q)</sup>	(0.01)	(0.01)	(0.02)	-	(0.05)	-	-	-	-	-	-	-	-	-	-
Effect of dividend on Series A Convertible Preferred Stock <sup>(r)(q)</sup>	-	0.03	0.03	0.03	0.10	0.03	0.03	-	0.03	0.13	0.03	0.03	-	-	0.13
Effect of change in shares for non-GAAP WASO <sup>(s)</sup>	-	-	0.04	(0.01)	0.01	0.03	-	-	(0.02)	(0.03)	(0.01)	(0.01)	-	-	(0.13)
<b>Non-GAAP diluted earnings per share<sup>(a)(q)</sup></b>	0.25	0.35	0.47	0.55	1.63	0.50	0.54	0.61	0.46	2.12	0.41	0.54	0.78	0.41	2.14

(a) Acquisition-related charges include, when applicable, amortization of purchased intangibles, external deal costs, transaction-related professional fees, acquisition-related retention bonuses, changes in the fair value of contingent consideration liabilities, accreted interest related to deferred acquisition payments, charges for impairment of acquired intangible assets and other acquisition-related costs including integration expenses consisting of outside professional and consulting services and direct and incremental travel costs. Restructuring charges, when applicable, include termination benefits, facility exit costs as well as certain professional fees related to restructuring. The following table provides the details of the acquisition-related charges and restructuring charges:

	Three Months Ended		Twelve Months Ended	
	March 31,		March 31,	
	2020	2019	2020	2019
Amortization of intangible assets	\$ 4,518	\$ 2,765	\$ 14,675	\$ 11,394
Acquisition cost and integration costs	\$ 656	\$ 2,858	\$ 3,240	\$ 12,101
Restructuring charges	\$ -	\$ 409	\$ -	\$ 409
Acquisition-related charges included in costs of revenue and operating expense	\$ 5,174	\$ 6,032	\$ 17,915	\$ 23,904
Accreted interest related to deferred acquisition payments	\$ -	\$ 399	\$ 267	\$ 1,806
<b>Total acquisition-related charges and restructuring charges</b>	<b>\$ 5,174</b>	<b>\$ 6,431</b>	<b>\$ 18,182</b>	<b>\$ 25,710</b>

(b) Foreign currency transaction gains and losses are inclusive of gains and losses on related foreign exchange forward contracts not designated as hedging instruments for accounting purposes.

(c) Tax adjustments reflect the tax effect of the non-GAAP adjustments using the tax rates at which these adjustments are expected to be realized for the respective periods, excluding the initial impact of our election to treat certain subsidiaries as disregarded entities for U.S. tax purposes. Tax adjustments also assumes application of foreign tax credit benefits in the United States.

(d) Noncontrolling interest represents the minority shareholders interest of Polaris.

(e) Non-GAAP diluted earnings per share is subject to rounding.

(f) During the three months ended March 31, 2020 all of the 3,000,000 shares of Series A Convertible Preferred Stock were included in the calculations of GAAP diluted earnings per share as their effect was dilutive using the if-converted method. During the three months ended March 31, 2019, all of the 3,000,000 shares of Series A Convertible Preferred Stock were excluded from the calculations of GAAP diluted earnings per share as their effect would have been anti-dilutive using the if-converted method. During the twelve months ended March 31, 2020 and 2019, all of the 3,000,000 shares of Series A Convertible Preferred Stock were excluded from the calculations of GAAP diluted earnings per share as their effect would have been anti-dilutive using the if-converted method.

The following table provides the non-GAAP net income available to Virtusa common stockholders and non-GAAP dilutive weighted average shares outstanding using the if-converted method to calculate the non-GAAP diluted earnings per share for the three and twelve months ended March 31, 2020 and 2019:

	Three Months Ended		Twelve Months Ended	
	March 31,		March 31,	
	2020	2019	2020	2019
Non-GAAP net income available to Virtusa common stockholders	\$ 12,535	\$ 14,537	\$ 67,509	\$ 66,997
Add: Dividends and accretion on Series A Convertible Preferred Stock	\$ 1,088	\$ 1,088	\$ 4,350	\$ 4,350
Non-GAAP net income available to Virtusa common stockholders and assumed conversion	\$ 13,623	\$ 15,625	\$ 71,859	\$ 71,347
GAAP dilutive weighted average shares outstanding	33,517,301	30,844,275	30,654,527	30,659,654
Add: Incremental dilutive effect of employee stock options and unvested restricted stock awards and restricted stock units	-	-	-	-
Add: Incremental effect of Series A Convertible Preferred Stock as converted	-	3,000,000	3,000,000	3,000,000
Non-GAAP dilutive weighted average shares outstanding	33,517,301	33,844,275	33,654,527	33,659,654

(g) To the extent the Series A Convertible Preferred Stock is dilutive using the if-converted method, the Series A Convertible Preferred Stock is included in the weighted average shares outstanding to determine non-GAAP diluted earnings per share.

(h) Impact from the U.S. government enacted comprehensive tax legislation ("Tax Act")

(i) Non-recurring third party financing costs related to the new credit facility

(j) Other-than-temporary impairment of a available-for-sale securities recognized in earnings

(k) Impairment related to a long-lived asset.

**Non-GAAP Financial Information**

This data sheet includes certain non-GAAP financial measures as defined by Regulation G by the Securities and Exchange Commission. These non-GAAP financial measures are not based on any comprehensive set of accounting rules or principles and should not be considered a substitute for, or superior to, financial measures calculated in accordance with GAAP, and may be different from non-GAAP measures used by other companies. In addition, these non-GAAP measures should be read in conjunction with Virtusa's financial statements prepared in accordance with GAAP.