	Virtusa Corporation Data Sheet**												
				rter ended De		2017							
			2017	I	I		2018						
Revenue:	Q117	Q217	Q317	Q417	FY17	Q118	Q218	Q318					
Revenue (USD in MM) Q/Q Y/Y	\$ 205.5 20% 52%	\$ 210.1 2% 47%	\$ 217.2 3% 44%	\$ 226.0 4% 31%	\$ 858.7 43%	\$ 227.3 1% 11%	\$ 248.2 9% 18%	\$ 263.8 6% 21%					
Margin: Gross margin Operating margin	25.3% -0.9%	27.5% 1.7%	28.7% 3.0%	29.1% 4.5%	27.7% 2.1%	26.9% 2.7%	28.1% 4.1%	30.5% 5.2%					
Non-GAAP Operating Margin Revenue By Geography:	3.8%	6.2%	7.5%	8.3%	6.5%	5.9%	8.0%	9.9%					
North America Europe ROW	65% 23% 12%	65% 22% 13%	65% 22% 13%	64% 24% 12%	65% 23% 12%	64% 24% 12%	66% 23% 11%	65% 24% 11%					
Revenue By Industry Group: BFSI Communications and Tech Media & Information and Other	63% 26% 11%	65% 25% 10%	64% 26% 10%	63% 27% 10%	64% 26% 10%	65% 25% 10%	68% 23% 9%	69% 22% 9%					
Revenue by Product Type: Time & materials	59%	55%	57%	57%	57%	63%	61%	58%					
Fixed bid	41%	45%	43%	43%	43%	37%	39%	42%					
Revenue by Service Offering: Application outsourcing Consulting	59% 41%	58% 42%	58% 42%	61% 39%	59% 41%	58% 42%	56% 44%	56% 44%					
Effort Mix: Offshore effort Onsite effort	75% 25%	76% 24%	75% 25%	76% 24%	76% 24%	75% 25%	74% 26%	74% 26%					
Revenue mix : Offshore Onsite	43% 57%	48% 52%	45% 55%	45% 55%	45% 55%	43% 57%	42% 58%	42% 58%					
Clients:													
Active clients Number of New clients Number of 10% clients Revenue from repeat clients >12 mont Top client	179 7 1 84% 16%	187 12 1 82% 16%	189 4 1 80% 17%	191 5 1 96% 18%	191 28 1 86% 17%	196 8 1 96% 18%	198 3 1 98% 20%	200 6 1 96% 20%					
Top 10 clients Clients Contribution (TTM) \$1M+	44% 97	45% 112	46% 114	47% 118	45% 118	47% 117	50% 118	52% 123					
\$5M+ \$10M+ \$25M+ \$50M+ \$100M+	32 12 4 1	31 15 4 2	30 15 4 1	33 15 4 1	33 15 4 1	38 18 4 1	39 16 4 1	35 18 5 3					
Utilization: Utilization, excluding trainees Billed days^	71% 732,700	78% 788,100	79% 801,100	82% 837,800	77% 3,159,700	82% 834,900	82% 880,900						
Headcount: Total employees Non IT professionals IT professionals Net addition Global Attrition TTM* In-quarter attrition	17,790 1,715 16,075 -436 21% 7.8%	17,196 1,749 15,447 -594 25% 8.3%	17,500 1,695 15,805 304 27% 6.3%	17,750 1,623 16,127 250 27% 5.4%	17,750 1,623 16,127 (476) 27% 5.4%	18,120 1,636 16,484 370 24% 5.2%	18,452 1,665 16,787 332 21% 5.0%	19,062 1,707 17,355 610 19% 4.6%					
Balance sheet & Cash flows Cash, Cash Equivalents, Short term Invo- Cash - Short term investments - Long term investments Operating Cash Flows CAPEX Free cash flows	\$ 207.9 \$ 140.3 \$ 48.1 \$ 19.4 -7% 2% -9%	\$ 227.3 \$ 158.9 \$ 42.5 \$ 25.9 12% 3%	\$ 237.2 \$ 133.9 \$ 80.7 \$ 22.5 6% 1%	\$ 237.0 \$ 144.9 \$ 72.0 \$ 20.1 1% 2%	\$ 237.0 \$ 144.9 \$ 72.0 \$ 20.1 3% 2%		\$ 254.0 \$ 162.3 \$ 76.7 \$ 15.1 12% 2% 10%	\$ 303.9 \$ 226.7 \$ 66.5 \$ 10.7 9% 1%					
DSO (days) *Trailing twelve months (TTM) Includes volunta	82	78	78	80		80	74	70					

^{*}Trailing twelve months (TTM) Includes voluntary and Involuntary attrition

 $[\]ensuremath{^{**}}$ Percentages depicted above are subject to rounding

 $^{^{\}mbox{\tiny \#}}$ As a % of Revenue

[^] Rounded to the nearest 100

Reflects the retrospective cash flow application of ASU 2016-09 – Stock Compensation to each prior period presented.

								n Non-GAAP December 31															
All amounts in USD thousands, except per share amounts	Q1	Q2	03	Q4	YTD	01	O2	O3	04	YTD	Q1	02	03	04	YTD	01	02	Q3	Q4	YTD	01	02	Q3
All amounts in OSD thousands, except per share amounts	2014	2014	2014	2014	2014	2015	2015	2015	2015	2015	2016	2016	2016	2016	2016	2017	2017	2017	2017	2017	2018	2018	2018
GAAP income (loss) from operations	8.929	9.776	11.196	12.511	42,412	11.230	12.241	14.619	14.478	52.568	12,410	13.256	14.134	5.520	45.320	(1.848)	3.537	6.458	10.224	18.371	6.070	10.279	13.663
Add: Stock-based compensation expense	1,710	1,820	2,195	2,441	8,166	2,471	2,460	3,043	3,124	11,098	3,529	3,105	3,683	5,862	16,179	6,133	6,142	4,748	5,100	22,123	4,788	6,142	9,118
Add: acquisition-related charges and restructuring charges(a)	637	656	1.245	1.737	4.275	285	1.423	1.398	1.568	4.674	2.301	2.387	2.926	10.435	18.049	3.424	3.247	5.116	3.430	15.217	2.509	3.351	3.227
Non-GAAP income from operations	11,276	12,252	14,636	16,689	54,853	13,986	16,124	19,060	19,170	68,340	18,240	18,748	20,743	21,817	79,548	7,709	12,926	16,322	18,754	55,711	13,367	19,772	26,008
GAAP Operating Margin	9.9%	10.4%	11.1%	11.3%	10.7%	10.0%	10.4%	11.9%	11.5%	11.0%	9.2%	9.3%	9.4%	3.2%	7.6%	-0.9%	1.7%	3.0%	4.5%	2.1%	2.7%	4.1%	5.2%
Effect of above adjustments to income from operations	2.6%	2.6%	3.4%	3.7%	3.1%	2.5%	3.3%	3.6%	3.7%	3.3%	4.3%	3.8%	4.4%	9.5%	5.7%	4.7%	4.5%	4.5%	3.8%	4.3%	3.2%	3.9%	4.7%
Non-GAAP Operating Margin	12.5%	13.0%	14.5%	15.0%	13.8%	12.5%	13.7%	15.5%	15.2%	14.3%	13.5%	13.1%	13.8%	12.7%	13.3%	3.8%	6.2%	7.5%	8.3%	6.5%	5.9%	8.0%	9.9%
GAAP net income (loss) available to Virtusa common stockholders	7.522	7.478	9.328	10.047	34.375	9.003	10.114	11 779	11.550	42 446	10.113	11.086	11 212	12 290	44 902	(6.256)	2 214	4.435	10.445	11.858	2.957	3.681	(11,142)
Add: Stock-based compensation expense	1,710	1.820	2.195	2.441	8.166	2,471	2.460	3.043	3.124	11.098	3.529	3.105	3.683	5.862	16.179	6.133	6.142	4,433	5.100	22.123	4.788	6.142	9.118
Add: acquisition-related charges and restructuring charges (a)	637	656	1.245	1.737	4.275	285	1.423	1.398	1.568	4.674	2.301	2.387	2.926	10.435	18.049	3.424	3.247	5.116	3,430	15.217	2,509	3.351	3.227
Add: Foreign currency transaction (gains) or losses(b)	(387)	959	(138)	(38)	396	155	(85)	132	155	357	2,301	(219)	(201)	(6.655)	(7.050)	3,580	(2.030)	1,252	(5.811)	(3.009)	2,307	1.480	(2.576)
Add: Impact from Tax Act (h)	(307)	737	(130)	(30)	370	155	(03)	132	100	337	25	(217)	(201)	(0,000)	(1,000)	3,300	(2,030)	1,232	(5,611)	(3,007)	"	1,400	19.815
Tax adjustments (c)	(495)	(835)	(809)	(1.089)	(3.228)	(767)	(0.50)	64 0000	(1.281)	(4.202)	4 5 4 60	(1.398)	(4.04.0	or 0400	***	(1.397)	4 000	(4.198)	536	***	(2.522)	(4.066)	(3.210)
Noncontrolling interest, net of taxes (4)	(495)	(835)	(809)	(1,089)	(3,228)	(767)	(952)	(1,202)	(1,281)	(4,202)	(1,563)	(1,398)	(1,816)	(5,313)	(10,090)	(1,397)	(1,802)	(4,198)	(824)	(6,861)	(366)	(313)	(647)
Non-GAAP net income available to Virtusa common stockholders	8 987	10.078	11.821	13.098	43.984	11.147	12.960	15.150	15.116	54.373	14,405	14.961	15.905	16.619	61.890	5.285	8.414	11.034	12.896	37.629	7.443	10.275	14.585
NOT-GAAP HET III.OTHE AVAILABLE TO VII LUSA COMMINON STOCKHOIGETS	0,907	10,076	11,021	13,096	43,904	11,147	12,900	15,150	15,116	54,373	14,405	14,901	15,905	10,019	01,090	3,203	0,414	11,034	12,090	31,029	7,443	10,275	14,363
GAAP diluted earnings (loss) per share (f)	0.29	0.28	0.35	0.35	1.27	0.31	0.34	0.40	0.39	1.44	0.34	0.37	0.38	0.41	1.49	(0.21)	0.11	0.15	0.34	0.39	0.10	0.12	(0.38)
Effect of Stock-based compensation expense (6)	0.07	0.07	0.09	0.08	0.30	0.08	0.08	0.10	0.10	0.38	0.11	0.11	0.13	0.19	0.54	0.21	0.19	0.16	0.17	0.73	0.16	0.19	0.28
Effect of acquisition-related charges and restructuring charges (a) (g)	0.02	0.02	0.05	0.06	0.16	0.01	0.05	0.05	0.05	0.16	0.08	0.08	0.10	0.34	0.60	0.11	0.11	0.17	0.12	0.51	0.08	0.10	0.10
Effect Foreign currency transaction (gains) or losses(b) (g)	(0.01)	0.04	(0.01)		0.01	0.01	(0.00)	0.00	0.01	0.01	-	(0.01)	(0.01)	(0.21)	(0.23)	0.12	(0.07)	0.04	(0.19)	(0.10)	-	0.05	(0.08)
Effect of tax impact from Tax Act (g) (h)	(===,		(===,									()	()		()		()			(=)			0.60
Effect tax adjustment ^{(c) (g)}	(0.02)	(0.03)	(0.03)	(0.04)	(0.12)	(0.03)	(0.03)	(0.04)	(0.04)	(0.14)	(0.05)	(0.05)	(0.06)	(0.18)	(0.34)	(0.04)	(0.06)	(0.14)	0.02	(0.22)	(0.08)	(0.13)	(0.10)
Effect of noncontrolling interest (d) (g)		-														(0.01)	(0.01)	(0.01)	(0.03)	(0.06)	(0.01)	(0.01)	(0.02)
Effect of dividend on Series A Convertible Preferred Stock (1) (a)																					,,	0.03	0.03
Effect of change in shares for non-GAAP WASO (f)																						3.00	0.04
Non-GAAP diluted earnings per share (e) (a)	0.35	0.38	0.45	0.45	1.63	0.38	0.44	0.51	0.51	1.84	0.48	0.50	0.54	0.55	2.06	0.18	0.27	0.37	0.43	1.25	0.25	0.35	0.07
non-order unated currings per share	0.33	0.30	0.40	3.43	1.03	3.30	3.44	3.31	3.31	7.04	3.40	0.50	J.34	3.33	2.00	V. 10	J.21	0.31	3.43	1.23	0.23	3.33	0.47

(a) Acquisition-related charges include, when applicable, amortization of purchased intangibles, external deal costs, acquisition-related retention bonuses, changes in the fair value of contingent consideration liabilities, charges for impairment of acquired intangible assets and other acquisition-related costs including integration expenses consisting of outside professional and consuling services and direct and incremental Travel costs. Restructuring charges, when applicable, include termination benefits, as well as cortain professional fews related to the restructuring. The following table provides the details of the acquisition-related charges and restructuring charges:

		Three Mon Decemi					iths Ended iber 31,		
		2017		2016		2017		2016	
Amortization of intangible assets	\$	2,568	\$	2,403	S	7,671	\$	7,146	
Acquisition & integration costs	\$	431	\$	827	\$	431	\$	2,755	
Restructuring charges	\$	228	\$	1,886	\$	985	\$	1,886	
Total	s	3,227	\$	5,116	\$	9,087	\$	11,787	

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

(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

(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 and nine months ended December 31, 2017, the weighted average shares outstanding of Series A Convertible Preferred Stock of 3,000,000 and 2.637,363, respectively, 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 if-converted method to calculate the non-GAAP diluted earnings per share for the three and nine months ended December 31, 2017 and 2016:

		Three Months Ended December 31,				Nine Mont Decemb			
		2017		2016		2017		2016	
Non-GAAP net income available to Virtusa common stockholders	\$	14,585	\$	11,034	\$	32,303	\$	24,733	
Add: Dividends and accretion on Series A Convertible Preferred Stock	\$	1,087	\$		\$	2,175	\$	-	
Non-GAAP net income available to Virtusa common stockholders and assumed conversion	\$	15,672	\$	11,034	\$	34,478	\$	24,733	
GAAP dilutive weighted average shares outstanding Add: Dilutive effect of employee stock options and unvested restricted stoc	2 k	9,295,730	30	,151,590	29	,387,977	30	,129,378	
awards and restricted stock units		709,961		-		637,830		-	
Add: Series A Convertible Preferred Stock as converted		3,000,000			2	,000,000		-	
Non-GAAP dilutive weighted average shares outstanding	3	3,005,691	30	,151,590	32	,025,807	30	,129,378	

(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) The U.S. government enacted comprehensive tax legislation commonly referred to as the Tax Cuts and Jobs Act (the "Tax Act") in December 2017. This resulted in a tax expense of \$19.8 million for the three months enach December 31, 2017, comprised of a provisional repartiation tax expense of \$14 hillion and a provisional red deferred tax expenses of \$5.2 million. The adjustment to GAAP ent Income (loss) available to Vitrus common stockholders only includes these provisional impacts. It does not include the ongoing impacts of the lower U.S. statutory rate on current year earnings.

Non-GAAP Financial Information
This data sheet includes cortain 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 compenience 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 on-GAAP measures used by other companies. In addition, these non-GAAP measures should be read in conjunction with Virtua's financial statements prepared in accordance with GAAP.

Fourth Fiscal Quarter and Full Fiscal Year 2018 revised Guidance Assumptions

as of February 8, 2018

	Q4'18	FY'18
GAAP Effective Tax Rate*	NA	67.4%
Non-GAAP Effective Tax Rate**	NA	27.4%
Annual Effective Interest Rate Yield***	NA	2.2%
Debt Interest Rate****	4.3%	4.8%
Preferred Dividend	3.875%	3.875%
FX****		
GBP vs. USD (1)	1.39	1.33
INR vs. USD (2)	65.45	67.00
Capex as a % of total revenue	NA	1.6%

- * Our effective tax rate is sensitive to the geographical mix of profit for the fiscal year and is subject to change. Also, such rate does not include the effect of Minority interest on both the taxable income & Income tax expense. Tax rate includes \$19.8 million as a result of the Tax Act, comprised of repatriation tax expense of \$14.6 million and a re-measurement of U.S. deferred tax asset of \$5.2 million.
- ** Our Non-GAAP effective tax rate reflects the impact of Non-GAAP adjustments tax effected for statutory tax rates. Also, such rate does not include the effect of Minority interest on both the taxable income & Income tax expense.
- *** includes short and long-term investments.
- **** Debt interest rate is based on LIBOR plus the credit spread, and includes debt issuance fee amortization.
- ***** In our guidance, we have not considered any potential impact to other income associated with foreign exchange gains or losses.
- (1) Our guidance considers the impact to revenue and costs from hedging contracts already in place for our fourth quarter.
- (2) Indian rupee foreign currency hedge contracts are in place for the majority of our Indian rupee expenses for the fiscal year ending March 31, 2018. Our guidance considers the impact to costs from hedging contracts already in place for the quarter. Our guidance does not consider the possible impact of having ineffective hedging contracts for the remainder of the fiscal year 2018.

Forward-Looking Statements

Certain statements made in this document that are not based on historical information are forward-looking statements which are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These statements are neither promises nor guarantees, but are subject to a variety of risks and uncertainties, many of which are beyond Virtusa's control, which could cause actual results to differ materially from those contemplated in these forward-looking statements. Existing and prospective investors are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. Virtusa undertakes no obligation to update or revise the information contained in this document, whether as a result of new information, future events or circumstances or otherwise. For additional disclosure regarding these and other risks faced by Virtusa, see the disclosure contained in Virtusa's public filings with the Securities and Exchange Commission, including Virtusa's Annual Report on Form 10-K for the fiscal year ended March 31, 2017 and subsequent Quarterly Reports on Form 10-Q, as filed with the Securities and Exchange Commission.