

| | Virtusa Corporation Data Sheet** | | | | | | | |
|--|----------------------------------|----------|----------|----------|-----------|----------|----------|----------|
| | Quarter ended December 31, 2017 | | | | | | | |
| | 2017 | | | | | 2018 | | |
| | Q117 | Q217 | Q317 | Q417 | FY17 | Q118 | Q218 | Q318 |
| Revenue: | | | | | | | | |
| Revenue (USD in MM) | \$ 205.5 | \$ 210.1 | \$ 217.2 | \$ 226.0 | \$ 858.7 | \$ 227.3 | \$ 248.2 | \$ 263.8 |
| Q/Q | 20% | 2% | 3% | 4% | | 1% | 9% | 6% |
| Y/Y | 52% | 47% | 44% | 31% | 43% | 11% | 18% | 21% |
| Margin: | | | | | | | | |
| Gross margin | 25.3% | 27.5% | 28.7% | 29.1% | 27.7% | 26.9% | 28.1% | 30.5% |
| Operating margin | -0.9% | 1.7% | 3.0% | 4.5% | 2.1% | 2.7% | 4.1% | 5.2% |
| Non-GAAP Operating Margin | 3.8% | 6.2% | 7.5% | 8.3% | 6.5% | 5.9% | 8.0% | 9.9% |
| Revenue By Geography: | | | | | | | | |
| North America | 65% | 65% | 65% | 64% | 65% | 64% | 66% | 65% |
| Europe | 23% | 22% | 22% | 24% | 23% | 24% | 23% | 24% |
| ROW | 12% | 13% | 13% | 12% | 12% | 12% | 11% | 11% |
| Revenue By Industry Group: | | | | | | | | |
| BFSI | 63% | 65% | 64% | 63% | 64% | 65% | 68% | 69% |
| Communications and Tech | 26% | 25% | 26% | 27% | 26% | 25% | 23% | 22% |
| Media & Information and Other | 11% | 10% | 10% | 10% | 10% | 10% | 9% | 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 | 59% | 58% | 58% | 61% | 59% | 58% | 56% | 56% |
| Consulting | 41% | 42% | 42% | 39% | 41% | 42% | 44% | 44% |
| Effort Mix: | | | | | | | | |
| Offshore effort | 75% | 76% | 75% | 76% | 76% | 75% | 74% | 74% |
| Onsite effort | 25% | 24% | 25% | 24% | 24% | 25% | 26% | 26% |
| Revenue mix : | | | | | | | | |
| Offshore | 43% | 48% | 45% | 45% | 45% | 43% | 42% | 42% |
| Onsite | 57% | 52% | 55% | 55% | 55% | 57% | 58% | 58% |
| Clients: | | | | | | | | |
| Active clients | 179 | 187 | 189 | 191 | 191 | 196 | 198 | 200 |
| Number of New clients | 7 | 12 | 4 | 5 | 28 | 8 | 3 | 6 |
| Number of 10% clients | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Revenue from repeat clients >12 mont | 84% | 82% | 80% | 96% | 86% | 96% | 98% | 96% |
| Top client | 16% | 16% | 17% | 18% | 17% | 18% | 20% | 20% |
| Top 10 clients | 44% | 45% | 46% | 47% | 45% | 47% | 50% | 52% |
| Clients Contribution (TTM) | | | | | | | | |
| \$1M+ | 97 | 112 | 114 | 118 | 118 | 117 | 118 | 123 |
| \$5M+ | 32 | 31 | 30 | 33 | 33 | 38 | 39 | 35 |
| \$10M+ | 12 | 15 | 15 | 15 | 15 | 18 | 16 | 18 |
| \$25M+ | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 |
| \$50M+ | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 3 |
| \$100M+ | - | - | 1 | 1 | 1 | 1 | 1 | 1 |
| Utilization: | | | | | | | | |
| Utilization, excluding trainees | 71% | 78% | 79% | 82% | 77% | 82% | 82% | 83% |
| Billed days^ | 732,700 | 788,100 | 801,100 | 837,800 | 3,159,700 | 834,900 | 880,900 | 892,400 |
| Headcount: | | | | | | | | |
| Total employees | 17,790 | 17,196 | 17,500 | 17,750 | 17,750 | 18,120 | 18,452 | 19,062 |
| Non IT professionals | 1,715 | 1,749 | 1,695 | 1,623 | 1,623 | 1,636 | 1,665 | 1,707 |
| IT professionals | 16,075 | 15,447 | 15,805 | 16,127 | 16,127 | 16,484 | 16,787 | 17,355 |
| Net addition | -436 | -594 | 304 | 250 | (476) | 370 | 332 | 610 |
| Global Attrition TTM* | 21% | 25% | 27% | 27% | 27% | 24% | 21% | 19% |
| In-quarter attrition | 7.8% | 8.3% | 6.3% | 5.4% | 5.4% | 5.2% | 5.0% | 4.6% |
| Balance sheet & Cash flows | | | | | | | | |
| Cash, Cash Equivalents, Short term Inv | \$ 207.9 | \$ 227.3 | \$ 237.2 | \$ 237.0 | \$ 237.0 | \$ 235.1 | \$ 254.0 | \$ 303.9 |
| - Cash | \$ 140.3 | \$ 158.9 | \$ 133.9 | \$ 144.9 | \$ 144.9 | \$ 154.0 | \$ 162.3 | \$ 226.7 |
| - Short term investments | \$ 48.1 | \$ 42.5 | \$ 80.7 | \$ 72.0 | \$ 72.0 | \$ 62.4 | \$ 76.7 | \$ 66.5 |
| - Long term investments | \$ 19.4 | \$ 25.9 | \$ 22.5 | \$ 20.1 | \$ 20.1 | \$ 18.7 | \$ 15.1 | \$ 10.7 |
| Operating Cash Flows [#] | -7% | 12% | 6% | 1% | 3% | 0% | 12% | 9% |
| CAPEX [#] | 2% | 3% | 1% | 2% | 2% | 1% | 2% | 1% |
| Free cash flows [#] | -9% | 9% | 5% | -1% | 1% | -1% | 10% | 8% |
| DSO (days) | 82 | 78 | 78 | 80 | | 80 | 74 | 70 |

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

** Percentages depicted above are subject to rounding

[#] 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.

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.