

Tech Mahindra Limited (Consolidated) Fact Sheet Data for 10 Quarters

P&L Summary (Rs in Mn)

Particulars	FY1011					FY1112					FY1213	
	Q1	Q2*	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
Revenue from services	11,337	15,339	12,111	12,615	51,402	12,925	13,333	14,449	14,190	54,897	15,434	16,314
Cost of Services	7,458	10,701	7,882	7,987	34,028	8,540	9,069	9,861	9,312	36,782	9,684	10,336
Gross Profit	3,879	4,638	4,229	4,628	17,374	4,385	4,264	4,588	4,879	18,115	5,750	5,978
SGA	1,752	1,820	1,731	2,038	7,341	1,967	2,222	2,245	2,487	8,921	2,448	2,601
Operating Profit	2,126	2,818	2,498	2,590	10,033	2,417	2,042	2,343	2,392	9,194	3,302	3,377
Other Income	253	83	521	317	1,175	460	586	147	(211)	982	(174)	(640)
Interest Expense	264	270	252	213	999	223	334	338	131	1,026	240	228
Depreciation	354	347	347	387	1,435	334	507	390	383	1,613	421	481
Profit before Tax	1,761	2,285	2,420	2,307	8,774	2,320	1,787	1,762	1,668	7,537	2,467	2,029
Provision for taxes	312	418	359	226	1,316	509	393	294	242	1,437	585	251
Profit after tax before exceptional, earlier period items and minority interest	1,449	1,867	2,061	2,082	7,458	1,812	1,394	1,468	1,426	6,099	1,883	1,778
Non Recurring / Exceptional Items*	-	-	-	-	-	-	-	-	(679)	(679)	-	-
Minority interest	(6)	7	(6)	(16)	(21)	(7)	(5)	(24)	-	(36)	-	-
Profit after tax before earlier period items and share of profit/(loss) in Associate	1,443	1,874	2,055	2,065	7,437	1,804	1,389	1,445	747	5,385	1,883	1,778
Share of profit/(loss) including earlier period items in Associate: Satyam Computer Services Limited		(367)	515	(1,144)	(996)	960	1,016	1,315	2,278	5,570	1,502	1,185
Profit after tax	1,443	1,507	2,570	921	6,441	2,765	2,405	2,760	3,025	10,954	3,385	2,963

EPS (Rs)- Before non recurring / exceptional items												
Basic	11.71	12.17	20.65	7.39	51.60	21.89	18.98	21.76	29.16	87.92	26.54	23.23
Diluted	11.07	11.57	19.73	7.06	49.34	20.95	18.22	20.91	28.03	84.52	25.51	22.33
EPS (Rs)- After non recurring / exceptional items												
Basic	11.71	12.17	20.65	7.39	51.60	21.89	18.98	21.76	27.49	86.25	26.54	23.23
Diluted	11.07	11.57	19.73	7.06	49.34	20.95	18.22	20.91	26.43	82.91	25.51	22.33

Total Headcount (As at period-end)	FY1011					FY1112					FY1213	
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
S/w Professionals	25,711	24,449	24,673	26,282		27,920	26,665	25,218	24,833		24,768	24,224
BPO Professionals	8,426	8,489	8,489	11,011		13,804	15,875	16,419	14,792		14,608	25,003
Sales & Support	1,130	1,069	1,046	1,040		1,126	1,117	1,109	1,138		1,254	1,252
Total Employees	35,267	34,007	34,208	38,333		42,850	43,657	42,746	40,763		40,630	50,479

IT Attrition %	27%	33%	32%	22%	29%	20%	21%	19%	19%	20%	19%	16%
IT Utilization %	69%	75%	76%	74%	74%	71%	72%	73%	74%	73%	74%	74%
IT Utilization % (Excluding Trainees)	73%	78%	79%	79%	77%	77%	76%	75%	76%	76%	78%	77%

Revenue by Geography (%)	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
Americas	32%	25%	32%	32%	30%	32%	33%	33%	34%	33%	35%	33%
Europe	55%	43%	54%	52%	50%	51%	47%	45%	46%	47%	45%	46%
Rest of World	13%	32%	14%	16%	20%	17%	20%	22%	20%	20%	19%	20%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

No. of Active Clients	117	124	126	128		128	128	130	130		130	126
% of Repeat Business	99.4%	77.0%	95.3%	92.6%	90.1%	99.0%	98.6%	93.3%	92.1%	95.8%	98.7%	93.7%

No. of Million \$ Clients												
≥ \$1 million clients	52	52	53	55		57	60	63	60		56	57
≥ \$2 million clients	36	39	39	37		37	41	41	38		38	41
≥ \$5 million clients	20	21	20	21		24	27	28	28		28	27
≥ \$10 million clients	13	14	15	15		16	14	15	15		14	12
≥ \$15 million clients	8	8	8	8		7	8	9	9		8	7
≥ \$20 million clients	6	7	6	7		6	6	7	7		7	7
≥ \$25 million clients	4	5	5	4		4	4	4	5		5	6
≥ \$50 million clients	2	3	3	3		3	2	2	2		2	3

Client contribution to revenue												
Top client	45%	35%	44%	41%		40%	37%	35%	37%		36%	33%
Top 5	74%	77%	72%	70%		69%	68%	67%	71%		73%	71%
Top 10	82%	84%	81%	79%		78%	78%	77%	80%		82%	81%

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Particulars	FY1011					FY1112					FY1213	
	Q1	Q2*	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
IT Business Revenue On/Off Break-up (in %)												
Onsite	37%	30%	37%	37%	36%	37%	37%	39%	39%	38%	38%	39%
Offshore	63%	70%	63%	63%	64%	63%	63%	61%	61%	62%	62%	61%
Rupee USD Rate												
Period Closing rate	46.44	44.93	44.70	44.59		44.70	48.97	53.10	50.87		55.61	52.86
Period Average Rate	45.15	46.74	45.05	45.30		44.59	45.02	50.05	50.39		54.87	54.53
Proportion of Revenues from Major Global Currencies												
GBP	47.6%	37.5%	46.6%	44.7%		43.4%	40.2%	38.3%	40.5%		40.1%	40.2%
USD	34.1%	26.2%	33.6%	33.3%		34.0%	36.0%	35.2%	35.3%		39.3%	38.7%
Euro	6.2%	4.4%	6.4%	5.9%		6.3%	5.8%	6.3%	5.6%		5.0%	4.8%
INR	4.4%	25.1%	7.7%	11.5%		7.6%	13.2%	10.2%	7.5%		6.4%	5.3%
Others	7.7%	6.8%	5.7%	4.7%		8.7%	4.9%	10.0%	11.1%		9.3%	11.0%
Consolidated Hedge Book (In Mn)												
GBP:INR	239.5	262.8	269.5	284.0		340.0	328.0	305.0	291.0		270.00	260.68
Strike rate (INR)	83.7	82.6	82.2	82.4		81.9	82.0	83.1	83.4		84.0	86.0
USD:INR	238.5	215.7	317.8	363.3		353.6	396.2	440.1	459.3		480.76	573.12
Strike rate (INR)	46.9	47.5	48.1	49.0		49.5	50.0	51.1	51.9		52.9	54.1
Receivable days (DSO)-Including Unbilled	96	98	81	95		97	106	100	97		98	100
Borrowings	14,591	14,264	13,477	12,227		12,822	14,217	13,762	11,266		8,864	12,864
Cash and Cash Equivalent	1,865	2,237	5,186	3,047		1,943	2,785	3,206	4,022		2,802	3,591
Capital Expenditure	324	331	257	549	1,460	560	884	846	667	2,956	273	298

Notes :

- 1) Figures rounded off to the nearest million.
- 2)* Q2 F11 Revenue includes Rs. 2,989.5 Mn pass through revenue from a customer as part of an end to end implementation.
- 3) *Q4 F12 Exceptional item includes dues of Rs.678.7 Mn from two Telecom Operators in India, provided as doubtful debts.
- 4)* Q2 F13 results include one month results of Hutchison Global Services (HGS) which was acquired as 100% subsidiary effective 4th Sep 2012
- 5) Figures are regrouped/rearranged wherever necessary.

Tech Mahindra Limited (Consolidated) Fact Sheet data for 10 Quarters

P&L Summary (US\$ in Mn)

Particulars	FY1011					FY1112					FY1213	
	Q1	Q2*	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2*
Revenue from services	251.1	328.2	268.9	278.5	1,126.6	289.8	296.2	288.7	281.6	1,156.3	281.3	299.2
Cost of Services *	165.8	228.9	175.0	176.3	746.0	191.6	201.5	197.5	184.5	775.0	176.6	189.4
Gross Profit	85.3	99.3	93.8	102.1	380.6	98.3	94.7	91.2	97.1	381.3	104.7	109.7
SGA	38.9	39.0	38.4	45.0	161.3	44.2	49.4	44.8	49.4	187.8	44.6	47.8
Operating Profit	46.4	60.3	55.4	57.1	219.3	54.1	45.3	46.4	47.7	193.5	60.1	61.9
Other Income	5.7	1.8	11.4	7.0	26.0	10.3	13.0	3.2	(3.6)	22.9	(3.1)	(11.9)
Interest Expense	5.9	5.8	5.6	4.7	21.9	5.0	7.5	7.2	2.8	22.5	4.4	4.2
Depreciation	7.9	7.4	7.7	8.5	31.6	7.5	11.2	7.8	7.6	34.1	7.7	8.8
Profit before Tax	38.4	48.9	53.6	50.9	191.7	51.9	39.6	34.5	33.8	159.8	45.0	37.1
Provision for taxes	6.8	9.0	8.0	5.0	28.7	11.4	8.7	5.6	4.9	30.6	10.6	4.5
Profit after tax before exceptional, earlier period items and minority interest	31.6	40.0	45.6	45.9	163.0	40.5	30.9	28.9	28.9	129.2	34.3	32.6
Non Recurring / Exceptional Items*									(13.8)	(13.8)		
Minority interest	(0.1)	0.2	(0.1)	(0.4)	(0.5)	(0.2)	(0.1)	(0.5)		(0.7)		
Profit after tax before earlier period items and share of profit/(loss) in Associate	31.4	40.1	45.5	45.6	162.6	40.4	30.8	28.4	15.0	114.6	34.3	32.6
Share of profit/(loss) including earlier period items in Associate: Satyam Computer Services Limited		(7.8)	11.2	(25.3)	(21.9)	21.3	22.0	25.2	46.5	115.0	27.0	22.4
Profit after tax	31.4	32.3	56.7	20.3	140.7	61.7	52.8	53.6	61.5	229.7	61.3	55.1
EPS (Rs)- Before non recurring / exceptional items												
Basic	0.26	0.26	0.46	0.16	1.14	0.49	0.42	0.44	0.58	1.85	0.48	0.42
Diluted	0.25	0.25	0.44	0.16	1.09	0.47	0.40	0.42	0.55	1.78	0.47	0.41
EPS (Rs)- After non recurring / exceptional items												
Basic	0.26	0.26	0.46	0.16	1.14	0.49	0.42	0.44	0.54	1.82	0.48	0.42
Diluted	0.25	0.25	0.44	0.16	1.09	0.47	0.40	0.42	0.52	1.75	0.47	0.41
Borrowings	314.2	317.5	301.5	274.2		286.8	290.3	259.2	221.5		159.4	243.4
Cash and Cash Equivalent	40.2	49.8	116.0	68.3		43.5	56.9	60.4	79.1		50.4	67.9
Capital Expenditure	8.2	7.4	5.7	12.1	33.3	12.6	19.6	16.8	13.2	62.2	4.9	5.3

Notes :

- 1) Figures rounded off to the nearest million.
- 2)* Q2 F11 Revenue includes US \$ 63.5 Mn (Rs. 2,989.5 Mn) pass through revenue from a customer as part of an end to end implementation.
- 3)* Q4 F12 Exceptional item includes dues of US \$ 13.8 Mn (Rs.678.7 Mn) from two Telecom Operators in India, provided as doubtful debts.
- 4)* Q2 F13 results include one month results of Hutchison Global Services (HGS) which was acquired as 100% subsidiary effective 4th Sep 2012
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