

**Tech Mahindra Limited (Consolidated) Fact Sheet Data for 11 Quarters**

**P&L Summary (Rs in Mn)**

Particulars	FY1011					FY1112					FY1213		
	Q1	Q2*	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2 *	Q3 #
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	17,911
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	11,246
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	6,665
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	2,902
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	3,763
Other Income	253	83	521	317	1,175	460	586	147	(211)	982	(174)	(640)	301
Interest Expense	264	270	252	213	999	223	334	338	131	1,026	240	228	263
Depreciation	354	347	347	387	1,435	334	507	390	383	1,613	421	481	505
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	3,297
Provision for taxes	312	418	359	226	1,316	509	393	294	242	1,437	585	251	808
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	2,488
Non Recurring / Exceptional Items*	-	-	-	-	-	-	-	-	(679)	(679)	-	-	-
Minority interest	(6)	7	(6)	(16)	(21)	(7)	(5)	(24)	-	(36)	-	-	(71)
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	2,417
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	341
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	2,758

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	21.61
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	20.73
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	21.61
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	20.73

Total Headcount (As at period-end)	FY1011				FY1112				FY1213		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2 *	Q3 #
S/w Professionals	25,711	24,449	24,673	26,282	27,920	26,665	25,218	24,833	24,768	24,224	25,009
BPO Professionals	8,426	8,489	8,489	11,011	13,804	15,875	16,419	14,792	14,608	25,003	22,565
Sales & Support	1,130	1,069	1,046	1,040	1,126	1,117	1,109	1,138	1,254	1,252	1,485
Total Employees	35,267	34,007	34,208	38,333	42,850	43,657	42,746	40,763	40,630	50,479	49,059

IT Attrition %	27%	33%	32%	22%	29%	20%	21%	19%	19%	20%	19%	16%	18%
IT Utilization %	69%	75%	76%	74%	73.5%	71%	72%	73%	74%	72.6%	74%	74%	76%
IT Utilization % (Excluding Trainees)	73%	78%	79%	79%	77%	77%	76%	75%	76%	76%	78%	77%	76%

Revenue by Geography (%)	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2 *	Q3 #
Americas	32%	25%	32%	32%	30%	32%	33%	33%	34%	33%	35%	33%	31%
Europe	55%	43%	54%	52%	50%	51%	47%	45%	46%	47%	45%	46%	46%
Rest of World	13%	32%	14%	16%	20%	17%	20%	22%	20%	20%	19%	20%	23%
Total	100%	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	140
% 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%	88.6%

No. of Million \$ Clients	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2 *	Q3 #
≥ \$1 million clients	52	52	53	55		57	60	63	60		56	57	58
≥ \$2 million clients	36	39	39	37		37	41	41	38		38	41	39
≥ \$5 million clients	20	21	20	21		24	27	28	28		28	27	25
≥ \$10 million clients	13	14	15	15		16	14	15	15		14	12	13
≥ \$15 million clients	8	8	8	8		7	8	9	9		8	7	7
≥ \$20 million clients	6	7	6	7		6	6	7	7		7	7	7
≥ \$25 million clients	4	5	5	4		4	4	4	5		5	6	6
≥ \$50 million clients	2	3	3	3		3	2	2	2		2	3	4

Client contribution to revenue	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2 *	Q3 #
Top client	45%	35%	44%	41%		40%	37%	35%	37%		36%	33%	29%
Top 5	74%	77%	72%	70%		69%	68%	67%	71%		73%	71%	74%
Top 10	82%	84%	81%	79%		78%	78%	77%	80%		82%	81%	82%

**Tech Mahindra Limited (Consolidated) Fact Sheet Data for 11 Quarters**

Particulars	FY1011					FY1112					FY1213		
	Q1	Q2*	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
<b>IT Business Revenue On/Off Break-up (in %)</b>													
Onsite	37%	30%	37%	37%	36%	37%	37%	39%	39%	38%	38%	39%	40%
Offshore	63%	70%	63%	63%	64%	63%	63%	61%	61%	62%	62%	61%	60%
<b>Rupee USD Rate</b>													
Period Closing rate	46.44	44.93	44.70	44.59		44.70	48.97	53.10	50.87		55.61	52.86	55.00
Period Average Rate	45.15	46.74	45.05	45.30		44.59	45.02	50.05	50.39		54.87	54.53	54.38
<b>Proportion of Revenues from Major Global Currencies</b>													
GBP	47.6%	37.5%	46.6%	44.7%		43.4%	40.2%	38.3%	40.5%		40.1%	40.2%	40.4%
USD	34.1%	26.2%	33.6%	33.3%		34.0%	36.0%	35.2%	35.3%		39.3%	38.7%	36.0%
Euro	6.2%	4.4%	6.4%	5.9%		6.3%	5.8%	6.3%	5.6%		5.0%	4.8%	5.2%
INR	4.4%	25.1%	7.7%	11.5%		7.6%	13.2%	10.2%	7.5%		6.4%	5.3%	4.3%
Others	7.7%	6.8%	5.7%	4.7%		8.7%	4.9%	10.0%	11.1%		9.3%	11.0%	14.1%
<b>Consolidated Hedge Book (In Mn)</b>													
GBP:USD	239.5	262.8	269.5	284.0		340.0	328.0	305.0	291.0		270.00	260.68	252.52
Strike rate (INR)	83.7	82.6	82.2	82.4		81.9	82.0	83.1	83.4		84.0	86.0	87.8
USD:INR	238.5	215.7	317.8	363.3		353.6	396.2	440.1	459.3		480.76	573.12	657.41
Strike rate (INR)	46.9	47.5	48.1	49.0		49.5	50.0	51.1	51.9		52.9	54.1	55.3
<b>Receivable days (DSO)-Including Unbilled</b>	96	98	81	95		97	106	100	97		98	100	109
<b>Borrowings</b>	14,591	14,264	13,477	12,227		12,822	14,217	13,762	11,266		8,864	12,864	13,179
<b>Cash and Cash Equivalent</b>	1,865	2,237	5,186	3,047		1,943	2,785	3,206	4,022		2,802	3,591	4,817
<b>Capital Expenditure</b>	324	331	257	549	1,460	560	884	846	667	2,956	273	298	238

**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)# Q3 F13 results include 19 days results of Comviva Technologies Limited which was acquired as 47.02% subsidiary effective 12th December 2012
- 6) Figures are regrouped/rearranged wherever necessary.

**Tech Mahindra Limited (Consolidated) Fact Sheet data for 11 Quarters**

**P&L Summary (US\$ in Mn)**

Particulars	FY1011					FY1112					FY1213		
	Q1	Q2*	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2*	Q3 #
<b>Revenue from services</b>	<b>251.1</b>	<b>328.2</b>	<b>268.9</b>	<b>278.5</b>	<b>1,126.6</b>	<b>289.8</b>	<b>296.2</b>	<b>288.7</b>	<b>281.6</b>	<b>1,156.3</b>	<b>281.3</b>	<b>299.2</b>	<b>329.4</b>
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	206.8
<b>Gross Profit</b>	<b>85.3</b>	<b>99.3</b>	<b>93.8</b>	<b>102.1</b>	<b>380.6</b>	<b>98.3</b>	<b>94.7</b>	<b>91.2</b>	<b>97.1</b>	<b>381.3</b>	<b>104.7</b>	<b>109.7</b>	<b>122.5</b>
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	53.3
<b>Operating Profit</b>	<b>46.4</b>	<b>60.3</b>	<b>55.4</b>	<b>57.1</b>	<b>219.3</b>	<b>54.1</b>	<b>45.3</b>	<b>46.4</b>	<b>47.7</b>	<b>193.5</b>	<b>60.1</b>	<b>61.9</b>	<b>69.2</b>
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)	5.5
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	4.8
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	9.3
<b>Profit before Tax</b>	<b>38.4</b>	<b>48.9</b>	<b>53.6</b>	<b>50.9</b>	<b>191.7</b>	<b>51.9</b>	<b>39.6</b>	<b>34.5</b>	<b>33.8</b>	<b>159.8</b>	<b>45.0</b>	<b>37.1</b>	<b>60.5</b>
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	14.8
<b>Profit after tax before exceptional, earlier period items and minority interest</b>	<b>31.6</b>	<b>40.0</b>	<b>45.6</b>	<b>45.9</b>	<b>163.0</b>	<b>40.5</b>	<b>30.9</b>	<b>28.9</b>	<b>28.9</b>	<b>129.2</b>	<b>34.3</b>	<b>32.6</b>	<b>45.7</b>
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)			(1.3)
<b>Profit after tax before earlier period items and share of profit/(loss) in Associate</b>	<b>31.4</b>	<b>40.1</b>	<b>45.5</b>	<b>45.6</b>	<b>162.6</b>	<b>40.4</b>	<b>30.8</b>	<b>28.4</b>	<b>15.0</b>	<b>114.6</b>	<b>34.3</b>	<b>32.6</b>	<b>44.4</b>
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	6.2
<b>Profit after tax</b>	<b>31.4</b>	<b>32.3</b>	<b>56.7</b>	<b>20.3</b>	<b>140.7</b>	<b>61.7</b>	<b>52.8</b>	<b>53.6</b>	<b>61.5</b>	<b>229.7</b>	<b>61.3</b>	<b>55.1</b>	<b>50.6</b>
<b>EPS (Rs)- Before non recurring / exceptional items</b>													
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	0.40
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	0.38
<b>EPS (Rs)- After non recurring / exceptional items</b>													
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	0.40
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	0.38
<b>Borrowings</b>	<b>314.2</b>	<b>317.5</b>	<b>301.5</b>	<b>274.2</b>		<b>286.8</b>	<b>290.3</b>	<b>259.2</b>	<b>221.5</b>		<b>159.4</b>	<b>243.4</b>	<b>239.6</b>
<b>Cash and Cash Equivalent</b>	<b>40.2</b>	<b>49.8</b>	<b>116.0</b>	<b>68.3</b>		<b>43.5</b>	<b>56.9</b>	<b>60.4</b>	<b>79.1</b>		<b>50.4</b>	<b>67.9</b>	<b>87.6</b>
<b>Capital Expenditure</b>	<b>8.2</b>	<b>7.4</b>	<b>5.7</b>	<b>12.1</b>	<b>33.3</b>	<b>12.6</b>	<b>19.6</b>	<b>16.8</b>	<b>13.2</b>	<b>62.2</b>	<b>4.9</b>	<b>5.3</b>	<b>4.4</b>

**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
- 5)# Q3 F13 results include 19 days results of Comviva Technologies Limited which was acquired as 47.02% subsidiary effective 12th December 2012
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