



Registered Office: Tech Mahindra Limited, Gateway Building, Apollo Bunder, Mumbai - 400 001

## Consolidated PAT at Rs.2,404 million for the quarter, up 60% over previous year

### Consolidated Audited Financial Results for the Quarter and Half Year ended September 30th, 2011

Particulars	Rs. In Lakhs				
	Quarter ended 30th September	Quarter ended 30th June	Quarter ended 30th September	Half year ended 30th September	Year ended 31st March
	2011	2011	2010	2011	2010
1 Income from Operations	133329	129248	153390	262577	266758
2 Expenditure					
Personnel Cost	73108	65098	61783	138206	118847
Traveling Expenses	6796	8970	7912	15766	15874
Services rendered by Business Associates & Others	13966	13652	12447	27618	24677
Depreciation	5069	3344	3469	8413	7010
Operating and other expenses	19034	17360	43063	36394	57905
Total	117973	108424	128674	226397	224313
3 Profit from operations before Other Income and Interest	15356	20824	24716	36180	42445
4 Other Income					
Miscellaneous income	779	711	530	1490	803
Exchange gain / (loss)	8933	3898	(12)	12831	3793
Total	9712	4609	518	14321	4596
5 Profit before Interest	25068	25433	25234	50501	47041
6 Interest					
Interest Cost on Borrowing	1985	1906	2701	3891	5341
Currency Translation Loss / (Gain) on Foreign Currency Loan	5223	320	(312)	5543	1243
Total	7208	2226	2389	9434	6584
7 Profit before tax	17860	23207	22845	41067	40457
8 Provision for taxation	3926	5087	4185	9013	7308
9 Profit after tax before minority interest and share of profit / (loss) in Associate	13934	18120	18660	32054	33149
10 Minority Interest	(51)	(74)	76	(125)	15
11 Profit after tax and before share of profit/(loss) in Associate	13883	18046	18736	31929	33164
12 Share of profit/(loss) in Associate					
- Profit after Tax and minority Interest (excluding exceptional items )	10161	9604	-	19765	-
- Exceptional items	-	-	-	-	(27350)
13 Earlier period items -					
- Profit after tax and minority interest (excluding exceptional items)	-	-	10660	-	10660
- Exceptional items	-	-	(14330)	-	(14330)
14 Profit after Tax & share of profit / (loss) in Associate	24044	27650	15066	51694	29494
15 Paid-up Equity Share Capital (Face Value of Share Rs. 10)	12719	12699	12572	12719	12572
16 Loan Funds - Listed Debentures	60000	60000	67500	60000	67500
17 Reserves excluding revaluation reserve	-	-	-	-	-
18 Debenture Redemption Reserve	-	-	-	-	-
19 Earnings Per Share (Rs.): (Not Annualized)					
- Basic	18.98	21.89	12.17	40.81	23.83
- Diluted	18.22	20.95	11.57	39.17	22.66
20 Ratios					
- Debt Equity Ratio	-	-	-	0.41	0.52
- Debt Service Coverage Ratio (DSCR)	-	-	-	0.31	0.60
- Interest Service Coverage Ratio (ISCR)	-	-	-	3.84	6.45
21 Public Shareholding					
- Number of shares	36908875	36703840	34169990	36908875	34169990
- Percentage of shareholding	29.02%	28.90%	27.18%	29.02%	27.18%
22 Promoters and promoter group Shareholding					
a) Pledged/encumbered					
- Number of shares	-	-	-	-	-
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-	-
- Percentage of shares (as a % of the total share capital of the company)	-	-	-	-	-
b) Non-encumbered					
- Number of shares	90283901	90283901	91553901	90283901	91553901
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100%	100%	100%	100%	100%
- Percentage of shares (as a % of the total share capital of the company)	70.98%	71.10%	72.82%	70.98%	72.82%

"Note: Suggested definition for Coverage Ratios:  
ISCR = Earnings before Interest and Tax / Interest Expense.  
DSCR = Earnings before Interest and Tax / (Interest + Principal Repayment)"

Stand-Alone Information (Audited)					
Particulars	Quarter ended 30th September	Quarter ended 30th June	Quarter ended 30th September	Half year ended 30th September	Year ended 31st March
	2011	2011	2010	2011	2010
1) Revenues	126727	123436	149177	250163	258534
2) Profit before tax	14121	20668	22062	34789	37428
3) Profit after tax	10917	16220	18397	27137	31228

Segmentwise Revenue, Results and Capital Employed					
Particulars	Quarter ended 30th September	Quarter ended 30th June	Quarter ended 30th September	Half year ended 30th September	Year ended 31st March
	2011	2011	2010	2011	2010
<b>Segment Revenue</b>					
a) Telecom Service Provider	108663	106465	136912	215128	235873
b) Telecom Equipment Manufacturer	8064	8287	6843	16351	12680
c) BPO	12396	12211	7710	24607	14397
d) Others	4206	2285	1925	6491	3808
Total	133329	129248	153390	262577	266758
Less: Inter Segment Revenue	-	-	-	-	-
Net Sales / Income from operations	133329	129248	153390	262577	266758
<b>Segment Profit before tax, interest and depreciation</b>					
a) Telecom Service Provider	36814	36079	40139	72893	73706
b) Telecom Equipment Manufacturer	1281	2308	2383	3589	4279
c) BPO	4180	5027	3363	9207	6126
d) Others	314	375	528	689	1057
Total	42589	43789	46413	86378	85168
Less:					
(I) Interest	7208	2226	2389	9434	6584
(ii) Other un-allocable expenditure	17521	18356	21179	35877	38127
Net off un-allocable income	17521	18356	21179	35877	38127
Profit before tax	17860	23,207	22845	41067	40457

#### NOTES:

- The quarterly results have been reviewed by the Audit Committee and taken on records by the Board of Directors in its meeting held on 15th November 2011.
  - As required by AS 23 "Accounting for Investments in associates in Consolidated Financial Statements", the Company has followed equity method of accounting and results for the quarter ended 30th September 2011 include its share of profit in Satyam Computer Services Limited (SCSL) for the quarter ended 30th September 2011. The auditors of SCSL have qualified their consolidated limited review report for the quarter as well as half year ended 30th September 2011 expressing their inability to ascertain the impact and the consequential effects thereof on a number of items, including ongoing investigations and legal proceedings by various regulatory authorities, certain reservations and limitations in the investigation process carried out by the forensic auditors, in respect of financial irregularities under the previous management of SCSL on the financial statements of SCSL. Due to the above, the auditors of Tech Mahindra have also qualified their consolidated auditor's report in respect of its cumulative post acquisition share of loss (net) of SCSL, the amount of goodwill in the investment value, investment in SCSL and reserves and surplus in the consolidated financial statements of Tech Mahindra Limited.
  - The profit after tax and share of profit / (loss) in Associate for the quarter and half year ended 30th September 2011 and 2010 are not comparable as the figures in respect of September 2010 do not include share in profit of the associate for April to September 2010 as the financial results of the associate for the half year ended September 2010 were not available when TechM accounts for September 2010 were prepared and the results for September 2010 includes share of loss (net) in the associate of Rs.3670 lakhs for the earlier periods.
  - Revenue for the quarter and half year ended September 30, 2010 includes lease revenue of Rs. 27434 lakhs and operating and other expenses for the quarter and half year ended September 30, 2010 include expenses of Rs. 26296 lakhs in respect of hardware and software corresponding to the lease revenue.
  - Information on investor complaints pursuant to Clause 41 of the Listing Agreement for the quarter ended 30th September, 2011
- | Nature of Investor complaints    | Opening Balance | Additions | Disposal | Closing Balance |
|----------------------------------|-----------------|-----------|----------|-----------------|
| Allotment/Refund/Transfer/Others | Nil             | 45        | 45       | Nil             |
- Previous period figures have been regrouped/rearranged wherever necessary.
  - The standalone financial results have been made available to the Stock Exchanges where the company's securities are listed and are posted on the company's website [www.techmahindra.com](http://www.techmahindra.com).

#### Notes for Segmental Information:

##### Primary Segments

The Primary Segment of the Company is business segment by category of customers in the Telecom Service Provider, Telecom Equipment Manufacturer sectors, Business Process Outsourcing and Others.

##### Segmental Capital Employed

Segregation of assets, liabilities, depreciation and other non-cash expenses into various primary segments has not been done as the assets are used interchangeably between segments. Accordingly no disclosure relating to Segmental assets and liabilities has been made.

Statement of assets and liabilities (Consolidated - Audited)			
Rs. In Lakhs			
Particulars	As at September 30		As at 31st March
	2011	2010	2011
<b>Shareholders' funds</b>			
Share capital	12719	12572	12596
Reserves and surplus	368263	296650	322540
Loan Funds	142169	142636	122270
Minority Interest	1718	1373	1595
Deferred Revenue	48049	66746	58373
Total	572918	519977	517374
Fixed assets	78774	70688	72752
Investments	310649	297991	290804
Deferred tax assets	7123	3053	6376
<b>Current assets, loans and advances</b>			
Inventories	21	58	63
Sundry debtors	155143	128061	125664
Cash and bank balances	23975	17662	26650
Loans and advances	83298	82073	82155
<b>Less : Current liabilities and provisions</b>			
Current liabilities	59063	55722	56292
Provisions	27002	23887	30798
Net Current assets	176372	148245	147442
Total	572918	519977	517374

Date: 15th November, 2011

Vineet Nayyar  
Vice Chairman & Managing Director