22,007 22,271 22,761 23,988 90,006 25,936 6008 70	Tech Mahindra Limited Consolidated (Merged) Fact Sheet Data.						
Particulars Q1		P&L Sumn	nary (Rs in Mr	1)			
Q1	Particulars			FY 2012-13*			FY 2013-14*
Revenue From Services	Particulais	01	Q2	Q3	Q4	Total	01
Gross Profit 12,720 12,965 13,923 13,705 53,313 15,335 SACA 5,328 5,397 5,965 5,907 22,2881 6,009 Operating Profit 7,298 7,599 7,958 7,714 30,833 8,645 Other income 1,129 16,977 1,308 381 2,122 2,215 Interest expense 251 214 204 223 223 221 223 Operation 915 908 866 1,207 3,896 1,127 3,896 1,127 3,908 7,976 Profit fedore Tax 7,256 5,749 8,197 6,635 22,937 9,22 Profit factor Tax Before Exceptional, Earlier Period Remains and Minority Interest 4,011 1,175 1,191 1,461 6,479 2,225 Profit After Tax Before Exceptional, Earlier Period Roor recurring / exceptional flens 2,464 4,573 6,265 5,174 22,488 6,998 Profit After Tax 5,465 4,558 3,215 6,377 19,556 6,861 Profit After Tax 5,465 4,558 3,215 6,377 19,556 6,861 Profit After Tax 5,465 4,558 3,215 6,377 19,556 6,861 Profit After Tax 5,465 4,558 3,215 6,377 19,556 6,861 PS (in Rs)- After Non Recurring / Exceptional Items 23,80 19,77 25,99 21,22 38,310 22,00 Diluted 22,288 19,77 13,93 26,86 23,80 20,00 PS (in Rs)- After Non Recurring / Exceptional Items 23,80 19,77 25,99 21,22 38,310 20,00 PS (in Rs)- After Non Recurring / Exceptional Items 23,80 19,77 13,93 26,86 23,80 20,00 PS (in Rs)- After Non Recurring / Exceptional Items 23,80 19,77 25,99 21,22 38,310 20,00 PS (in Rs)- After Non Recurring / Exceptional Items 23,80 19,77 25,99 21,22 38,310 20,00 PS (in Rs)- After Non Recurring / Exceptional Items 23,80 19,77 25,99 21,22 38,310 20,00 PS (in Rs)- After Non Recurring / Exceptional Items 23,80 19,77 25,99 21,22 28,39 20,20 20,00 20	Revenue From Services		•	·			41,032
	Cost of services	21,007	22,271	22,761	23,968	90,006	25,693
Operating Profit 7,392 7,598 7,938 7,214 30,633 8,645 1,120 1,000	Gross Profit			-			15,339
Other Income 1,129 (607) 1,308 381 2,122 2,002 Literate depentes 231 214 204 253 302 222 Depreciation 915 908 866 1,207 3,306 1,176 Provision for Tax 7,336 5,749 8,197 6,635 22,349 9,321 Provision for Taxes 1,911 1,176 1,931 1,461 6,479 2,328 Rems and Minority Interest 6,001 5,466 4,573 6,265 5,174 21,458 6,993 Minority Interest (00) (15) (100) 1,301 (100) (150) (137) (201							6,694
Interest spense							
Depreciation			` '				
PPS (In Rs.) Editor No. Recurring / Exceptional Items PPS (In Rs.) Editor No. Recurring / Exceptional Items PPS (In Rs.) Editor No. Recurring / Exceptional Items PPS (In Rs.) Editor No. Recurring / Exceptional Items PPS (In Rs.) Editor No. Recurring / Exceptional Items PPS (In Rs.) Editor No. Recurring / Exceptional Items PPS (In Rs.) Editor No. Recurring / Exceptional Items PPS (In Rs.) Editor No. Recurring / Exceptional Items PPS (In Rs.) Editor No. Recurring / Exceptional Items PPS (In Rs.) Editor No. Recurring / Exceptional Items PPS (In Rs.) Editor No. Recurring / Exceptional Items PPS (In Rs.) Editor No. Recurring / Exceptional Items PPS (In Rs.) Editor No. Recurring / Exceptional Items PPS (In Rs.) Editor No. Recurring / Exceptional Items PPS (In Rs.) Editor No. Recurring / Exceptional Items PPS (In Rs.) Editor No. Recurring / Exceptional Items PPS (In Rs.) Affect No. Recurring / Exceptional Items PPS (In Rs.							
Provision for taxes							9,321
New Section	Provision for taxes	1,911	1,176	1,931	1,461		2,328
Profit After Tax	Profit After Tax Before Exceptional, Earlier Period Items and Minority Interest	5,446	4,573	6,265	5,174	21,458	6,993
Profit After Tax S,405 4,558 3,215 6,377 19,556 6,863	Non recurring / exceptional Items	-	-	(2,940)	1,340	(1,601)	-
PFS (In Rs) Before Non Recurring / Exceptional Items 23.40 19.72 26.62 21.75 91.36 29.06	Minority interest	(40)	(15)	(109)	(137)	(301)	(130)
Basic 23.40 19.72 26.62 21.75 91.36 29.06	Profit After Tax	5,405	4,558	3,215	6,377	19,556	6,863
Basic 23.40 19.72 26.62 21.75 91.36 29.06							
Diluted 22.88 19.27 25.99 21.22 89.10 29.00	EPS (In Rs)- Before Non Recurring / Exceptional Items						
Basic 23.40							29.60
Basic 23.40 19.72 13.91 27.54 84.45 29.66 Diluted 22.88 19.27 13.58 26.86 82.36 29.00 Total Headcount (As at period-end)	Diluted	22.88	19.27	25.99	21.22	89.10	29.00
Basic 23.40 19.72 13.91 27.54 84.45 29.66 Diluted 22.88 19.27 13.58 26.86 82.36 29.00 Total Headcount (As at period-end)	EDC (In Do) After Non-Branching (5						
Diluted 22.88 19.27 13.58 26.86 82.36 29.00		22.40	10.72	12.01	27 54	Q/ /E	20.50
Total Headcount (As at period-end)							
Q1	J. Marce	22.00	13.27	13.30	20.00	02.30	23.00
Software professionals	Total Headcount (As at period-end)			FY 2012-13			FY 2013-14
Software professionals							
BPO professionals 18,229 28,611 26,379 24,699 23,265 Total Employees 76,292 86,906 85,646 83,109 83,662 IT Attrition % (LTM) 17% 16% 16% 16% 16% 16% 77% 76% 76% 77% 76% 76% 17 Utilization % (Excluding Trainees) 80% 78% 80% 80% 80% 80% 80% 80% 80% 80% 80% 8				·			
Sales & support S,647 S,920 6,195 6,284 6,457 6701 Employees 76,292 86,906 85,646 83,109 83,661 83,661 83,109 83,661 83,661 83,109 83,661 83,66							53,337
Total Employees 76,292 86,906 85,646 83,109 83,066 Tattrition % (LTM)	·			·			-
Tattrition % (LTM)	- 1						
IT Utilization % 75% 74% 76% 77% 76% 76% 76% 77% 76% 76% 76% 77% 76% 76% 77% 76% 76% 77% 76% 76% 77% 76% 76% 77% 76% 76% 77% 76% 76% 77% 76% 76% 77% 76% 76% 77% 76% 76% 77% 76% 76% 77% 76% 76% 77% 76	Total Lingleyees	7 0,232	00,500	00,010	55,255		00,000
Tutilization Revenue By Geography Quarter Ended	IT Attrition % (LTM)	17%	16%	16%	16%	-	15%
Revenue By Geography % (Quarter Ended) Americas 46% 45% 43% 42% 44% 45% 45% 43% 35% 33% 34% 32% 32% 32% 32% 32% 32% 32% 32% 32% 32	IT Utilization %	75%	74%	76%	77%	76%	76%
Americas	IT Utilization % (Excluding Trainees)	80%	78%	78%	79%	79%	78%
Americas	Develope By Construction (V (Overhold Ended))					LTDA	
Europe		16%	15%	/130/	12%		15%
Rest of world 21% 21% 22% 25% 22% 22% 257 70tal 100% 100% 100% 100% 100% 100% 100% 100							
Total 100%							22%
Telecom^ 44% 45% 46% 48% 46% 48% Manufacturing 19% 19% 18% 19% 19% 19% Technology,media & entertainment 13% 13% 12%	Total						100%
Telecom^ 44% 45% 46% 48% 46% 48% Manufacturing 19% 19% 18% 19% 19% 19% Technology,media & entertainment 13% 13% 12%							
Manufacturing 19% 19% 18% 19% 12%	Revenue By Industry % (Quarter Ended)						
Technology,media & entertainment 13% 13% 12%							48%
Banking, financial services & insurance 11% 11% 11% 10% 11% 9% Retail, transport & logistics 6% 7% 7% 6%		-					
Retail, transport & logistics 6% 7% 7% 6%							9%
Others 7% 5% 6% 5% 6% 6% Total 100%							6%
Total 100%	Others						6%
No. of Active Clients No. of Active Clients No. of Repeat Business No. of Million \$ Clients Solution \$ Clients No. of Million \$ Clients Solution \$ Clients Solution \$ Clients Solution \$ Clients Solution Clients Top Solution Clients No. of Active Clients Solution Solutio	Total						100%
% of Repeat Business 96% 95% 92% 94% 94% 97% No. of Million \$ Clients \$\frac{1}{2}\$	^Telecom vertical represents the unmerged Tech Mahin	dra telecom bus	iness				
No. of Million \$ Clients 96% 95% 92% 94% 94% 97% No. of Million \$ Clients 188 200 206 205 215 ≥ \$5 million clients 73 74 77 70 74 ≥ \$10 million clients 39 43 48 42 46 ≥ \$20 million clients 21 21 22 24 25 ≥ \$50 million clients 7 9 9 9 9 10 Client Contribution To Revenue % (Quarter Ended) Top client 17% 15% 14% 13% 12% Top 5 40% 41% 39% 37% 37%	No. of Active Clients	484	475	475	516		567
≥ \$1 million clients	% of Repeat Business	96%		92%		94%	97%
≥ \$1 million clients							
≥ \$5 million clients		460	200	200	307		215
≥ \$10 million clients 39 43 48 42 46 ≥ \$20 million clients 21 21 22 24 22 ≥ \$50 million clients 7 9 9 9 9 10 Client Contribution To Revenue % (Quarter Ended) Top client 17% 15% 14% 13% 12% Top 5 40% 41% 39% 37% 37%							
≥ \$20 million clients 21 21 22 24 25 ≥ \$50 million clients 7 9 9 9 10 Client Contribution To Revenue % (Quarter Ended) Top client 17% 15% 14% 13% 12% Top 5 40% 41% 39% 37% 37%	·						46
≥ \$50 million clients 7 9 9 9 9 10 Client Contribution To Revenue % (Quarter Ended) Top client 17% 15% 14% 13% 12% Top 5 40% 41% 39% 37% 37%							25
Client Contribution To Revenue % (Quarter Ended) 17% 15% 14% 13% 12% Top 5 40% 41% 39% 37% 37%	≥ \$50 million clients						10
Top client 17% 15% 14% 13% 12% Top 5 40% 41% 39% 37% 37%							
Top client 17% 15% 14% 13% 12% Top 5 40% 41% 39% 37% 37%							
Top 5 40% 41% 39% 37%	Client Contribution To Revenue % (Quarter Ended)						
							12%
Top 10 50% 51% 50% 50% 49%							37%
	Top 10	50%	51%	50%	50%		49%

Tech Mahindra	Limited Consc	olidated (Merg	ed) Fact Shee	t Data.		
Particulars	FY 2012-13					FY 2013-14
	Q1	Q2	Q3	Q4	Total	Q1
On/Off Break-up in % (IT Business Revenue)						
Onsite	48%	48%	48%	48%	48%	519
Offshore	52%	52%	52%	52%	52%	49%
Rupee USD Rate						
Period closing rate	55.61	52.86	55.00	54.29		59.39
Period average Rate	54.81	54.69	54.36	53.96		56.57
Decreasion of Decreases From Maior Communica						
Proportion of Revenues From Major Currencies	51%	50%	47%	470/	49%	500
USD GBP	22%	22%	24%	47% 23%	23%	509 199
EURO	6%	6%	7%	7%	7%	89
AUD	8%	8%	9%	8%	8%	79
Others	13%	14%	14%	14%	14%	15%
Consolidated Hedge Position						
GBP In Mn	285.7	278.4	276.6	262.8		267.9
Strike rate (INR)	84.12	86.25	88.04	89.89		91.58
USD In Mn	666.5	747.9	910.3	911.0		1,081.6
Strike rate (INR)	53.02	54.39	55.64	56.93		58.22
Receivable Days (DSO)-Including Unbilled	98	96	98	96		97
Borrowings	9,144	10,660	10,955	11,596		7,466
Cash and Cash Equivalent	31,847	33,204	37,180	36,589		36,547
Capital Expenditure (Quarter Ended)	1,030	888	841	2,259	5,018	2,333

* Notes :

- 1) Figures rounded off to the nearest million.
- 2) We have not obtained the audit opinion on the merged entity's consolidated financials for FY 2012-13
- 3) Q1F13 Merged results includes results of Vcustomer LLC which was acquired as 100% subsidiary
- 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 Exceptional item includes Rs. 2,940 Mn. towards Aberdeen (UK) settlement.
- 6) Q3 F13 results include 19 days results of Comviva Technologies Limited which was acquired as 47.02% subsidiary effective 12th December 2012
- 7) Q4 F13 Exceptional item includes Rs. (-1,340) Mn. towards reversal of provision for impairment losses in subsidiaries.
- 8) Q1F14 Merged results includes results of Complex IT which was acquired as 51 % subsidiary effective 2nd May2013
- 9) Figures are reclassified wherever necessary.
- 10) LTM: Last Twelve Months

Tech Mahindra Limited Consolidated (Merged) Fact Sheet Data.								
P&L Summary (US\$ in Mn)								
			FY 2012-13*			FY 2013-14*		
Particulars	Q1	Q2	Q3	Q4	Total	Q1		
Revenue From Services	615.3	644.3	674.9	698.2	2,632.7	724.1		
Cost of services	383.2	407.2	418.7	444.2	1,653.4	454.0		
Gross Profit	232.1	237.1	256.1	254.0	979.3	270.0		
SGA	97.2	98.7	109.7	111.0	416.7	117.8		
Operating Profit	134.9	138.4	146.4	143.0	562.6	152.2		
Other income	20.6	(12.7)	24.1	7.1	39.0	36.6		
Interest expense	4.6	3.9	3.7	4.7	16.9	4.0		
Depreciation	16.7	16.6	15.9	22.4	71.6	20.7		
Profit Before Tax	134.2	105.1	150.8	123.0	513.1	164.0		
Provision for taxes	34.9	21.5	35.5	27.1	119.0	41.1		
Profit After Tax Before Exceptional, Earlier Period Items and Minority Interest	99.3	83.6	115.3	95.9	394.1	122.9		
Non recurring / exceptional Items			(54.1)	24.8	(29.3)	-		
Minority interest	(0.7)	(0.3)	(2.0)	(2.5)	(5.5)	(2.3)		
Profit After Tax	98.6	83.4	59.2	118.2	359.3	120.6		
EPS (In USD)- Before Non Recurring /								
Exceptional Items								
Basic	0.43	0.36	0.49	0.40	1.68	0.52		
Diluted	0.42	0.35	0.48	0.39	1.64	0.51		
EPS (In USD)- After Non Recurring /								
Exceptional Items								
Basic	0.43	0.36	0.26	0.51	1.55	0.52		
Diluted	0.42	0.35	0.25	0.50	1.51	0.51		
Receivable Days (DSO)-Including Unbilled	98	96	98	96		97		
Borrowings	164.4	201.7	199.2	213.6		125.7		
Cash and Cash Equivalent	572.7	628.1	676.0	673.9		615.4		

*Notes:

1) Figures rounded off to the nearest million.

Capital Expenditure (Quarter Ended)

- 2) We have not obtained the audit opinion on the merged entity's consolidated financials for FY 2012-13
- 3) Q1F13 Merged results includes results of Vcustomer LLC which was acquired as 100% subsidiary
- 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 Exceptional item includes Rs. 2,940 Mn. towards Aberdeen (UK) settlement.
- 6) Q3 F13 results include 19 days results of Comviva Technologies Limited which was acquired as 47.02% subsidiary effective 12th December 2012

16.2

15.5

41.9

92.4

41.2

7) Q4 F13 Exceptional item includes Rs. (-1,340) Mn. towards reversal of provision for impairment losses in subsidiaries.

18.8

- 8) Q1F14 Merged results includes results of Complex IT which was acquired as 51 % subsidiary effective 2nd May2013
- 9) Figures are reclassified wherever necessary.
- 10) LTM: Last Twelve Months