

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

P&L Summary (Rs in Mn)

Particulars	FY0910					FY1011					FY1112		
	Q1	Q2	Q3	Q4	Total	Q1	Q2*	Q3	Q4	Total	Q1	Q2	Q3
Revenue from services	11,130	11,418	11,873	11,833	46,254	11,337	15,339	12,111	12,615	51,402	12,925	13,333	14,449
Cost of Services*	6,838	6,986	7,514	7,373	28,711	7,458	10,701	7,882	7,987	34,028	8,540	9,069	9,861
<b>Gross Profit</b>	<b>4,292</b>	<b>4,432</b>	<b>4,359</b>	<b>4,460</b>	<b>17,543</b>	<b>3,879</b>	<b>4,638</b>	<b>4,229</b>	<b>4,628</b>	<b>17,374</b>	<b>4,385</b>	<b>4,264</b>	<b>4,588</b>
SGA	1,487	1,507	1,552	1,672	6,218	1,752	1,820	1,731	2,038	7,341	1,967	2,222	2,245
<b>Operating Profit</b>	<b>2,805</b>	<b>2,925</b>	<b>2,807</b>	<b>2,788</b>	<b>11,325</b>	<b>2,126</b>	<b>2,818</b>	<b>2,498</b>	<b>2,590</b>	<b>10,033</b>	<b>2,417</b>	<b>2,042</b>	<b>2,343</b>
Other Income	(261)	270	6	739	754	253	83	521	317	1,175	460	586	147
Interest Expense	571	843	459	311	2,184	264	270	252	213	999	223	334	338
Depreciation	296	312	331	399	1,339	354	347	347	387	1,435	334	507	390
<b>Profit before Tax</b>	<b>1,677</b>	<b>2,040</b>	<b>2,023</b>	<b>2,817</b>	<b>8,556</b>	<b>1,761</b>	<b>2,285</b>	<b>2,420</b>	<b>2,307</b>	<b>8,774</b>	<b>2,320</b>	<b>1,787</b>	<b>1,762</b>
Provision for taxes	268	345	285	542	1,440	312	418	359	226	1,316	509	393	294
<b>Profit after tax before exceptional, earlier period items and minority interest</b>	<b>1,409</b>	<b>1,695</b>	<b>1,737</b>	<b>2,275</b>	<b>7,117</b>	<b>1,449</b>	<b>1,867</b>	<b>2,061</b>	<b>2,082</b>	<b>7,458</b>	<b>1,812</b>	<b>1,394</b>	<b>1,468</b>
Non Recurring / Exceptional Items	(85)				(85)								
Minority interest	(8)	(5)	(9)	(6)	(27)	(6)	7	(6)	(16)	(21)	(7)	(5)	(24)
<b>Profit after tax before earlier period items and share of profit/(loss) in Associate</b>	<b>1,316</b>	<b>1,690</b>	<b>1,728</b>	<b>2,270</b>	<b>7,004</b>	<b>1,443</b>	<b>1,874</b>	<b>2,055</b>	<b>2,065</b>	<b>7,437</b>	<b>1,804</b>	<b>1,389</b>	<b>1,445</b>
Share of profit/(loss) including earlier period items in Associate: Satyam Computer Services Limited							(367)	515	(1,144)	(996)	<b>960</b>	<b>1,016</b>	<b>1,315</b>
<b>Profit after tax</b>	<b>1,316</b>	<b>1,690</b>	<b>1,728</b>	<b>2,270</b>	<b>7,004</b>	<b>1,443</b>	<b>1,507</b>	<b>2,570</b>	<b>921</b>	<b>6,441</b>	<b>2,765</b>	<b>2,405</b>	<b>2,760</b>

EPS (Rs)- Before non recurring / exceptional items													
Basic	11.51	13.87	14.18	18.60	58.10	11.71	12.17	20.65	7.39	51.60	21.89	18.98	21.76
Diluted	10.84	12.99	13.26	17.41	54.37	11.07	11.57	19.73	7.06	49.34	20.95	18.22	20.91
EPS (Rs)- After non recurring / exceptional items													
Basic	10.81	13.87	14.18	18.60	57.41	11.71	12.17	20.65	7.39	51.60	21.89	18.98	21.76
Diluted	10.19	12.99	13.26	17.41	53.72	11.07	11.57	19.73	7.06	49.34	20.95	18.22	20.91

Total Headcount (As at period-end)	FY0910				FY1011				FY1112			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
S/w Professionals	20,227	20,038	22,199	24,405	25,711	24,449	24,673	26,282		27,920	26,665	25,218
BPO Professionals	4,189	5,450	7,199	8,067	8,426	8,489	8,489	11,011		13,804	15,875	16,419
Sales & Support	1,066	1,027	1,006	1,052	1,130	1,069	1,046	1,040		1,126	1,117	1,109
<b>Total Employees</b>	<b>25,482</b>	<b>26,515</b>	<b>30,404</b>	<b>33,524</b>	<b>35,267</b>	<b>34,007</b>	<b>34,208</b>	<b>38,333</b>		<b>42,850</b>	<b>43,657</b>	<b>42,746</b>

Revenue by Geography (%)													
Americas	29%	28%	30%	30%	29%	32%	25%	32%	32%	30%	32%	33%	33%
Europe	61%	61%	56%	57%	59%	55%	43%	54%	52%	50%	51%	47%	45%
Rest of World	10%	11%	14%	13%	12%	13%	32%	14%	16%	20%	17%	20%	22%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

No. of Active Clients													
	110	110	110	113		117	124	126	128		128	128	130

No. of Million \$ Clients													
≥ \$1 million clients	47	47	49	48		52	52	53	55		57	60	63
≥ \$2 million clients	29	29	30	33		36	39	39	37		37	41	41
≥ \$5 million clients	15	17	18	18		20	21	20	21		24	27	28
≥ \$10 million clients	8	9	9	11		13	14	15	15		16	14	15
≥ \$15 million clients	8	7	8	8		8	8	8	8		7	8	9
≥ \$20 million clients	4	5	5	5		6	7	6	7		6	6	7
≥ \$25 million clients	4	4	4	4		4	5	5	4		4	4	4
≥ \$50 million clients	2	2	2	2		2	3	3	3		3	2	2

Client contribution to revenue													
Top client	52%	50%	46%	46%		45%	35%	44%	41%		40%	37%	35%
Top 5	78%	75%	75%	72%		74%	77%	72%	70%		69%	68%	67%
Top 10	86%	84%	82%	81%		82%	84%	81%	79%		78%	78%	77%

Revenue On/Off Break-up (in %)													
Onsite	38%	38%	39%	38%	38%	37%	30%	37%	37%	36%	37%	37%	39%
Offshore	62%	62%	61%	62%	62%	63%	70%	63%	63%	64%	63%	63%	61%

IT Utilization %													
	71%	75%	73%	73%	73%	69%	75%	76%	74%	74%	71%	72%	73%

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) Figures are regrouped/rearranged wherever necessary.

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

P&L Summary (USD in Mn)

Particulars	FY0910					FY1011					FY1112		
	Q1	Q2	Q3	Q4	Total	Q1	Q2*	Q3	Q4	Total	Q1	Q2	Q3
Revenue from services	227.7	236.5	253.8	258.6	976.6	251.1	328.2	268.9	278.5	1,126.6	289.8	296.2	288.7
Cost of Services *	139.3	144.8	160.4	161.0	605.5	165.8	228.9	175.0	176.3	746.0	191.6	201.5	197.5
Gross Profit	88.3	91.7	93.4	97.7	371.1	85.3	99.3	93.8	102.1	380.6	98.3	94.7	91.2
SGA	30.3	31.2	33.1	36.5	131.2	38.9	39.0	38.4	45.0	161.3	44.2	49.4	44.8
Operating Profit	58.0	60.5	60.3	61.1	239.9	46.4	60.3	55.4	57.1	219.3	54.1	45.3	46.4
Other Income	(5.7)	5.6	0.2	16.2	16.3	5.7	1.8	11.4	7.0	26.0	10.3	13.0	3.2
Interest Expense	11.7	17.4	9.8	6.8	45.7	5.9	5.8	5.6	4.7	21.9	5.0	7.5	7.2
Depreciation	6.0	6.5	7.1	8.7	28.3	7.9	7.4	7.7	8.5	31.6	7.5	11.2	7.8
Profit before Tax	34.6	42.2	43.6	61.8	182.3	38.4	48.9	53.6	50.9	191.7	51.9	39.6	34.5
Provision for taxes	5.6	7.1	6.1	11.9	30.8	6.8	9.0	8.0	5.0	28.7	11.4	8.7	5.6
Profit after tax before exceptional, earlier period items and minority interest	29.1	35.0	37.5	49.9	151.5	31.6	40.0	45.6	45.9	163.0	40.5	30.9	28.9
Non Recurring / Exceptional Items	(1.8)				(1.8)								
Minority interest	(0.2)	(0.1)	(0.2)	(0.1)	(0.6)	(0.1)	0.2	(0.1)	(0.4)	(0.5)	(0.2)	(0.1)	(0.5)
Profit after tax before earlier period items and share of profit/(loss) in Associate	27.1	34.9	37.3	49.8	149.1	31.4	40.1	45.5	45.6	162.6	40.4	30.8	28.4
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
Profit after tax	27.1	34.9	37.3	49.8	149.1	31.4	32.3	56.7	20.3	140.7	61.7	52.8	53.6
EPS (Rs)- Before non recurring / exceptional items													
Basic	0.23	0.28	0.30	0.41	1.22	0.26	0.26	0.46	0.16	1.14	0.49	0.42	0.44
Diluted	0.22	0.26	0.28	0.38	1.14	0.25	0.25	0.44	0.16	1.09	0.47	0.40	0.42
EPS (Rs)- After non recurring / exceptional items													
Basic	0.22	0.28	0.30	0.41	1.21	0.26	0.26	0.46	0.16	1.14	0.49	0.42	0.44
Diluted	0.21	0.26	0.28	0.38	1.13	0.25	0.25	0.44	0.16	1.09	0.47	0.40	0.42
Total Headcount (As at period-end)													
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
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Revenue by Geography (%)													
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IT Utilization %	71%	75%	73%	73%	73%	69%	75%	76%	74%	74%	71%	72%	73%

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