

Mahindra Satyam Fact Sheet - Q1 FY13

Statement of Consolidated Income for the Quarter

Rs crore

Consolidated P&L Summary	Quarter Ended		Growth YoY	Qtr Ended	Growth QoQ
	30-Jun-12	30-Jun-11		31-Mar-12	
Revenues	1,880	1,434	31.1%	1,666	12.8%
C&B cost - Personnel and Sub Con	1,216	1,008		1,114	
Operating Expenses	256	213		261	
EBITDA	408	213	91.7%	292	39.8%
EBITDA Margins	21.7%	14.8%		17.5%	
Other Income	134	98		73	
Depreciation / Amortisation	49	38		42	
Interest and Financing Charges	3	5		3	
Exceptional Items	-	-		(109)	
Profit Before Tax	489	268	82.2%	430	13.8%
Provision for Tax	133	43		(94)	
Profit After Tax (after Minority Interest)	352	225	56.4%	534	-34.1%
EPS - Rs/Share for the Quarter	2.99	1.91		4.54	

Revenue by Geographical Segment

Particulars	Quarter ended				LTM	
	Consol	Standalone				
	30-Jun-12	30-Jun-12	31-Mar-12	30-Jun-11	30-Jun-12	30-Jun-11
Americas	54%	53%	51%	50%	51%	52%
Europe	22%	22%	24%	24%	24%	26%
Rest of the World	24%	25%	25%	25%	25%	22%
Total	100%	100%	100%	100%	100%	100%

Revenue by Project Type

Particulars	Quarter ended				LTM	
	Consol	Standalone				
	30-Jun-12	30-Jun-12	31-Mar-12	30-Jun-11	30-Jun-12	30-Jun-11
Fixed Price	48%	50%	49%	46%	49%	46%
Time & Materials	52%	50%	51%	54%	51%	54%
Total	100%	100%	100%	100%	100%	100%

Revenue by Location

Particulars	Quarter ended				LTM	
	Consol	Standalone				
	30-Jun-12	30-Jun-12	31-Mar-12	30-Jun-11	30-Jun-12	30-Jun-11
Offshore	48%	48%	48%	44%	48%	43%
Onsite	52%	52%	52%	56%	52%	57%
Total	100%	100%	100%	100%	100%	100%

Revenue by Industry

Particulars	Quarter ended				LTM	
	Consol	Standalone				
	30-Jun-12	30-Jun-12	31-Mar-12	30-Jun-11	30-Jun-12	30-Jun-11
Manufacturing	34%	33%	32%	32%	32%	31%
TME*	21%	21%	21%	20%	21%	20%
BFSI	19%	19%	19%	17%	20%	18%
Retail, T&L#	11%	10%	11%	12%	11%	11%
HLS^	7%	7%	6%	7%	6%	8%
Emerging Verticals	9%	10%	11%	11%	10%	12%
Total	100%	100%	100%	100%	100%	100%

*TME - Technology, Media & Entertainment

T&L - Transport & Logistics

^HLS - Healthcare & Lifesciences

Client Data

Particulars	Quarter ended				Year Ended	
	Consol	Standalone				
	30-Jun-12	30-Jun-12	31-Mar-12	30-Jun-11	31-Mar-12	31-Mar-11
Active Clients*	372	323	314	308	314	305
New Clients (gross)	50	33	38	31	140	131
Repeat business	98.3%	98.8%	99.2%	99.5%	98.1%	98.3%
Number of million dollar clients^						
1 Million dollar +	145	127	129	124	129	125
5 Million dollar +	51	48	46	45	46	44
10 Million dollar +	30	30	33	32	33	29
20 Million dollar +	16	17	16	12	16	11
50 Million dollar +	4	3	3	2	3	2
Client contribution to revenue						
Top client	11%	12%	10%	10%	10%	10%
Top 5 clients	27%	29%	28%	26%	27%	27%
Top 10 clients	41%	43%	41%	39%	40%	39%

* Customers clocking a minimum revenue on US\$ 100,000 on a Trailing Twelve Months basis

^ On TTM basis

Employee Metrics

Particulars	Quarter ended			Year Ended	
	30-Jun-12	31-Mar-12	30-Jun-11	31-Mar-12	31-Mar-11
Technical					
Billable	26,078	24,959	23,772	24,959	21,904
Trainees	1,447	1,514	1,243	1,514	1,020
Sales & Support*					
	2,766	2,659	2,468	2,659	2,433
Total Standalone	30,291	29,132	27,483	29,132	25,357
Subsidiaries					
Satyam BPO	3,206	2,925	2,712	2,925	2,724
Others	2,499	1,296	1,243	1,296	1,185
Tot. Consolidated	35,996	33,353	31,438	33,353	29,266
Attrition %	13.5%	15.0%	17.3%	15.0%	21.9%
Utilization % incl. trainees	72.5%				
Utilization % excl. trainees	77.1%				

*Technical Support Head count have been included in Sales & Support Headcount

Proportion of revenues from major global currencies:

Particulars	Quarter ended				Year Ended	
	Consol	Standalone				
	30-Jun-12	30-Jun-12	31-Mar-12	30-Jun-11	31-Mar-12	31-Mar-11
USD	60%	58%	56%	56%	56%	61%
AUD	10%	11%	11%	11%	11%	8%
EUR	7%	7%	8%	9%	9%	10%
GBP	6%	6%	7%	6%	7%	7%
Others	17%	17%	18%	18%	18%	14%

Rupee Dollar Rate

Particulars	Quarter ended			Year Ended	
	30-Jun-12	31-Mar-12	30-Jun-11	31-Mar-12	31-Mar-11
Period closing rate	55.61	-	-	-	-
Period Avg. rate*	54.91	50.08	44.82	48.79	45.60

*Going forward the company will be using the Period Average rate in place of the Realized Rate

Currency Rates for the Quarter (in USD)

Particulars	Period Average
USD	1.00
AUD	1.01
EUR	1.27
GBP	1.58

Constant Currency Reporting

Particulars	Consol
	30-Jun-12
Reported Revenue	
Revenue (\$m)	342
Seq. growth %	2.9%
Constant Currency Revenue	
Revenue (\$m)	348
Seq. growth %	4.6%

Consolidated Hedge Book

US\$ Million, except strike rate

Particulars	Quarter ended		
	30-Jun-12	31-Mar-12	30-Jun-11
Hedge Book	210	193	274
US\$ Strike Rate (INR)	53.58	50.69	46.88

Consolidated Receivables Data

in days

Particulars	Quarter ended			Year Ended	
	30-Jun-12	31-Mar-12	30-Jun-11	31-Mar-12	31-Mar-11
DSO*	95	97	91	97	94

*Inclusive of Unbilled debtors

Consolidated Cash & Cash Equivalents

Particulars - Rs Mn	Consol
	30-Jun-12
Fixed Deposits	22,862
Liquid Mutual Funds	1,560
Fixed Maturity	-
Operational Cash	6,159
Total	30,581

Consolidated Capital Expenditure

Particulars - Rs mn	Consol
	30-Jun-12
Capital Expenditure	673
Seats Added	1,200