

Mahindra Satyam Fact Sheet - Q2 FY13

Statement of Consolidated Income for the Quarter

Rs crore

| Consolidated P&L Summary | Quarter Ended | | Growth YoY | Qtr Ended | Growth QoQ |
|---|---------------|--------------|--------------|--------------|---------------|
| | 30-Sep-12 | 30-Sep-11 | | 30-Jun-12 | |
| Revenues | 1,938 | 1,578 | 22.9% | 1,880 | 3.1% |
| C&B cost - Personnel and Sub Con | 1,231 | 1,046 | | 1,216 | |
| Operating Expenses | 290 | 290 | | 256 | |
| EBITDA | 417 | 242 | 72.6% | 408 | 2.4% |
| EBITDA Margins | 21.5% | 15.3% | | 21.7% | |
| Other Income | 0 | 97 | | 134 | |
| Depreciation / Amortisation | 43 | 40 | | 49 | |
| Interest and Financing Charges | 3 | 2 | | 3 | |
| Exceptional Items | - | - | | - | |
| Profit Before Tax | 372 | 297 | 25.3% | 489 | -23.9% |
| Provision for Tax | 93 | 58 | | 133 | |
| Profit After Tax (after Minority Interest) | 278 | 238 | 16.7% | 352 | -21.1% |
| EPS - Rs/Share for the Quarter | 2.36 | 2.02 | | 2.99 | |

Revenue by Geographical Segment

| Particulars | Quarter ended | | | | | LTM | |
|-------------------|---------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | Consol | | Standalone | | | 30-Sep-12 | 30-Sep-11 |
| | 30-Sep-12 | 30-Jun-12 | 30-Sep-12 | 30-Jun-12 | 30-Sep-11 | | |
| Americas | 55% | 54% | 53% | 53% | 52% | 52% | 51% |
| Europe | 22% | 22% | 22% | 22% | 24% | 23% | 26% |
| Rest of the World | 23% | 24% | 25% | 25% | 24% | 25% | 23% |
| Total | 100% | 100% | 100% | 100% | 100% | 100% | 100% |

Revenue by Project Type

| Particulars | Quarter ended | | | | | LTM | |
|------------------|---------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | Consol | | Standalone | | | 30-Sep-12 | 30-Sep-11 |
| | 30-Sep-12 | 30-Jun-12 | 30-Sep-12 | 30-Jun-12 | 30-Sep-11 | | |
| Fixed Price | 49% | 48% | 51% | 50% | 48% | 50% | 47% |
| Time & Materials | 51% | 52% | 49% | 50% | 52% | 50% | 53% |
| Total | 100% | 100% | 100% | 100% | 100% | 100% | 100% |

Revenue by Location

| Particulars | Quarter ended | | | | | LTM | |
|--------------|---------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | Consol | | Standalone | | | 30-Sep-12 | 30-Sep-11 |
| | 30-Sep-12 | 30-Jun-12 | 30-Sep-12 | 30-Jun-12 | 30-Sep-11 | | |
| Offshore | 48% | 48% | 48% | 48% | 48% | 48% | 44% |
| Onsite | 52% | 52% | 52% | 52% | 52% | 52% | 56% |
| Total | 100% | 100% | 100% | 100% | 100% | 100% | 100% |

Revenue by Industry

| Particulars | Quarter ended | | | | | LTM | |
|--------------------------|---------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | Consol | | Standalone | | | 30-Sep-12 | 30-Sep-11 |
| | 30-Sep-12 | 30-Jun-12 | 30-Sep-12 | 30-Jun-12 | 30-Sep-11 | | |
| Manufacturing | 35% | 34% | 34% | 33% | 32% | 33% | 32% |
| TME* | 20% | 21% | 20% | 21% | 21% | 20% | 20% |
| BFSI | 20% | 19% | 20% | 19% | 19% | 20% | 18% |
| Retail, T&L [#] | 12% | 11% | 12% | 10% | 11% | 11% | 11% |
| HLS [^] | 6% | 7% | 6% | 7% | 7% | 6% | 8% |
| Emerging Verticals | 7% | 8% | 8% | 10% | 10% | 10% | 11% |
| Total | 100% | 100% | 100% | 100% | 100% | 100% | 100% |

*TME - Technology, Media & Entertainment

[#] T&L - Transport & Logistics

[^] HLS - Healthcare & Lifesciences

Client Data

| Particulars | Quarter ended | | | | |
|---|---------------|-----------|-------------|-----------|-----------|
| | Consol | | Standalone* | | |
| | 30-Sep-12 | 30-Jun-12 | 30-Sep-12 | 30-Jun-12 | 30-Sep-11 |
| Active Clients | 363 | 372 | 323 | 323 | 312 |
| New Clients (gross) | 38 | 50 | 30 | 33 | 36 |
| Repeat business | 95.6% | 98.3% | 96.4% | 98.8% | 98.7% |
| Number of million dollar clients[^] | | | | | |
| 1 Million dollar + | 154 | 145 | 128 | 127 | 132 |
| 5 Million dollar + | 53 | 51 | 48 | 48 | 46 |
| 10 Million dollar + | 30 | 30 | 30 | 30 | 35 |
| 20 Million dollar + | 15 | 16 | 15 | 17 | 12 |
| 50 Million dollar + | 5 | 4 | 3 | 3 | 3 |
| Client contribution to revenue | | | | | |
| Top client | 11% | 11% | 12% | 12% | 10% |
| Top 5 clients | 28% | 27% | 30% | 29% | 27% |
| Top 10 clients | 41% | 41% | 44% | 43% | 39% |

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

[^] SA on TTM basis

Employee Metrics

| Particulars | Quarter ended | | | Year Ended | |
|------------------------------|---------------|---------------|---------------|---------------|---------------|
| | 30-Sep-12 | 30-Jun-12 | 30-Sep-11 | 31-Mar-12 | 31-Mar-11 |
| Technical | | | | | |
| Billable | 26,543 | 26,078 | 23,376 | 24,959 | 21,904 |
| Trainees | 1,573 | 1,447 | 2,029 | 1,514 | 1,020 |
| Sales & Support* | 2,830 | 2,766 | 2,634 | 2,659 | 2,433 |
| Total Standalone | 30,946 | 30,291 | 28,039 | 29,132 | 25,357 |
| Subsidiaries | | | | | |
| Satyam BPO | 3,219 | 3,206 | 2,807 | 2,925 | 2,724 |
| Others | 2,622 | 2,499 | 1,246 | 1,296 | 1,185 |
| Tot. Consolidated | 36,787 | 35,996 | 32,092 | 33,353 | 29,266 |
| Attrition % | 13.1% | 14.1% | 16.1% | 15.5% | 23.6% |
| Utilization % incl. trainees | 72.3% | 72.5% | | | |
| Utilization % excl. trainees | 76.5% | 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 | | | 31-Mar-12 | 31-Mar-11 |
| | 30-Sep-12 | 30-Jun-12 | 30-Sep-12 | 30-Jun-12 | 30-Sep-11 | | |
| USD | 59% | 60% | 57% | 58% | 55% | 56% | 61% |
| AUD | 9% | 10% | 10% | 11% | 11% | 11% | 8% |
| EUR | 8% | 7% | 8% | 7% | 10% | 9% | 10% |
| GBP | 6% | 6% | 6% | 6% | 7% | 7% | 7% |
| Others | 18% | 17% | 19% | 18% | 17% | 17% | 14% |

Rupee Dollar Rate

| Particulars | Quarter ended | | | Year Ended | |
|---------------------|---------------|-----------|-----------|------------|-----------|
| | 30-Sep-12 | 30-Jun-12 | 30-Sep-11 | 31-Mar-12 | 31-Mar-11 |
| Period closing rate | 52.86 | 55.61 | 48.98 | 51.22 | 44.71 |
| Period Avg. rate | 54.68 | 54.91 | 47.79 | 48.79 | 45.60 |

Currency Rates for the Quarter (in USD)

| Particulars | Period Average | |
|-------------|----------------|-----------|
| | 30-Sep-12 | 30-Jun-12 |
| USD | 1.00 | 1.00 |
| AUD | 1.04 | 1.01 |
| EUR | 1.29 | 1.27 |
| GBP | 1.62 | 1.58 |

Constant Currency Reporting

| Particulars | Consol | |
|----------------------------------|-----------|-----------|
| | 30-Sep-12 | 30-Jun-12 |
| Reported Revenue | | |
| Revenue (\$m) | 354 | 342 |
| Seq. growth % | 3.5% | 2.9% |
| Constant Currency Revenue | | |
| Revenue (\$m) | 353 | 348 |
| Seq. growth % | 3.2% | 4.6% |

Consolidated Hedge Book

US\$ Million, except strike rate

| Particulars | Quarter ended | | |
|------------------------|---------------|-----------|-----------|
| | 30-Sep-12 | 30-Jun-12 | 30-Sep-11 |
| Hedge Book | 204 | 210 | 221 |
| US\$ Strike Rate (INR) | 55.3 | 53.6 | 48.3 |

Consolidated Receivables Data

in days

| Particulars | Quarter ended | | |
|--------------------------|---------------|-----------|-----------|
| | 30-Sep-12 | 30-Jun-12 | 30-Sep-11 |
| DSO | 73 | 75 | 76 |
| DSO (including Unbilled) | 92 | 95 | 98 |

Consolidated Cash & Cash Equivalents

Rs Mn

| Particulars | Consol | |
|---------------------|---------------|---------------|
| | 30-Sep-12 | 30-Jun-12 |
| Fixed Deposits | 24,598 | 22,862 |
| Liquid Mutual Funds | 1,035 | 1,560 |
| Fixed Maturity | - | - |
| Operational Cash | 4991 | 6,159 |
| Total | 30,624 | 30,581 |

Consolidated Capital Expenditure

Rs Mn

| Particulars | Consol | |
|---------------------|-----------|-----------|
| | 30-Sep-12 | 30-Jun-12 |
| Capital Expenditure | 321 | 673 |
| Seats Added | 896 | 1,200 |