Tech Mahindra Limited (Consolidated) Fact Sheet Data for 12 Quarters																		
P&L Summary (Rs in Mn)																		
Particulars			FY1011		FY1112							FY1213						
	Q1	Q2*	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2 *	Q3 #	Q4	Total			
Revenue from services	11,337	15,339	12,111	12,615	51,402	12,925	13,333	14,449	14,190	54,897	15,434	16,314	17,911	19,072	68,731			
Cost of Services	7,458	10,701	7,882	7,987	34,028	8,540	9,069	9,861	9,312	36,782	9,684	10,336	11,246	12,119	43,386			
Gross Profit	3,879	4,638	4,229	4,628	17,374	4,385	4,264	4,588	4,879	18,115	5,750	5,978	6,665	6,953	25,345			
SGA	1,752	1,820	1,731	2,038	7,341	1,967	2,222	2,245	2,487 2,392	8,921 9,194	2,448	2,601 3,377	2,902	3,152 3,801	11,103 14,243			
Operating Profit Other Income	2,126 253	2,818 83	2,498 521	2,590 317	10,033 1,175	2,417 460	2,042 586	2,343 147	(211)	9,194	3,302 (174)	(640)	3,763 301	(234)	(747)			
Interest Expense	253	270	252	213	999	223	334	338	131	1,026	240	228	263	299	1,030			
Depreciation	354	347	347	387	1,435	334	507	390	383	1,613	421	481	505	594	2,000			
Profit before Tax	1,761	2,285	2,420	2,307	8,774	2,320	1,787	1,762	1,668	7,537	2,467	2,029	3,297	2,673	10,465			
Provision for taxes	312	418	359	226	1,316	509	393	294	242	1,437	585	251	808	712	2,356			
Profit after tax before exceptional, earlier	1 4 4 0	1.007	2.001	2 002	7 450	1 012	1 204	1 400	1 420	C 000	1 002	1 770	2 400	1 0 1	0.110			
period items and minority interest	1,449	1,867	2,061	2,082	7,458	1,812	1,394	1,468	1,426	6,099	1,883	1,778	2,488	1,961	8,110			
Non Recurring / Exceptional Items*	-	-	-						(679)	(679)	-	-	-	-	-			
Minority interest	(6)	7	(6)	(16)	(21)	(7)	(5)	(24)	-	(36)	-	-	(71)	(125)	(196)			
Profit after tax before earlier period items	1,443	1,874	2,055	2,065	7,437	1,804	1,389	1,445	747	5,385	1,883	1,778	2,417	1,837	7,913			
and share of profit/(loss) in Associate	2,3	1,0.4	1,000	1,000	.,	1,004	2,005	1,5		5,005	1,000	_,5	_,,	_,	.,			
Share of profit/(loss) including earlier		(207)		11	(000)	0.00	1.010	1.245	2.270	E 530	1 502	1 405	244	1.000	4.000			
period items in Associate: Satyam		(367)	515	(1,144)	(996)	960	1,016	1,315	2,278	5,570	1,502	1,185	341	1,936	4,964			
Computer Services Limited Profit after tax	1,443	1,507	2,570	921	6,441	2,765	2,405	2,760	3,025	10,954	3,385	2,963	2,758	3,772	12,878			
	1,445	1,507	2,570	921	0,441	2,705	2,405	2,700	3,025	10,954	3,303	2,905	2,750	5,112	12,070			
EPS (Rs)- Before non recurring / exceptional																		
items																		
Basic	11.71	12.17	20.65	7.39	51.60	21.89	18.98	21.76	29.16	87.92	26.54	23.23	21.61	29.54	100.85			
Diluted	11.07	11.57	19.73	7.06	49.34	20.95	18.22	20.91	28.03	84.52	25.51	22.33	20.73	28.32	96.68			
EPS (Rs)- After non recurring / exceptional																		
items																		
Basic	11.71	12.17	20.65	7.39	51.60	21.89	18.98	21.76	27.49	86.25	26.54	23.23	21.61	29.54	100.85			
Diluted	11.07	11.57	19.73	7.06	49.34	20.95	18.22	20.91	26.43	82.91	25.51	22.33	20.73	28.32	96.68			
Total Headcount (As at period-end)			FY1011					FY1112					FY1213					
Total Headcount (As at period-end)	Q1	Q2	FY1011 Q3	Q4		Q1	Q2	FY1112 Q3	Q4		Q1	Q2 *	FY1213 Q3 #	Q4				
Total Headcount (As at period-end) S/w Professionals	Q1 25,711	Q2 24,449		Q4 26,282		Q1 27,920	Q2 26,665	FY1112 Q3 25,218	Q4 24,833		Q1 24,768	Q2 * 24,224		Q4 24,410				
			Q3					Q3	-			-	Q3 #					
S/w Professionals	25,711	24,449	Q3 24,673	26,282		27,920	26,665	Q3 25,218	24,833		24,768	24,224 25,003 1,252	Q3 # 25,009	24,410				
S/w Professionals BPO Professionals	25,711 8,426	24,449 8,489	Q3 24,673 8,489	26,282 11,011		27,920 13,804	26,665 15,875	Q3 25,218 16,419	24,833 14,792		24,768 14,608	24,224 25,003	Q3 # 25,009 22,565	24,410 21,552				
S/w Professionals BPO Professionals Sales & Support Total Employees	25,711 8,426 1,130 35,267	24,449 8,489 1,069 34,007	Q3 24,673 8,489 1,046 34,208	26,282 11,011 1,040 38,333		27,920 13,804 1,126 42,850	26,665 15,875 1,117 43,657	Q3 25,218 16,419 1,109 42,746	24,833 14,792 1,138 40,763		24,768 14,608 1,254 40,630	24,224 25,003 1,252 50,479	Q3 # 25,009 22,565 1,485 49,059	24,410 21,552 1,536 47,498				
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition %	25,711 8,426 1,130 35,267 27%	24,449 8,489 1,069 34,007 33%	Q3 24,673 8,489 1,046 34,208	26,282 11,011 1,040 38,333 22%	29%	27,920 13,804 1,126 42,850 20%	26,665 15,875 1,117 43,657 21%	Q3 25,218 16,419 1,109 42,746	24,833 14,792 1,138 40,763 19%	20%	24,768 14,608 1,254 40,630 19%	24,224 25,003 1,252 50,479 16%	Q3 # 25,009 22,565 1,485 49,059 18%	24,410 21,552 1,536 47,498 20%	18%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization %	25,711 8,426 1,130 35,267 27% 69%	24,449 8,489 1,069 34,007 33% 75%	Q3 24,673 8,489 1,046 34,208 32% 76%	26,282 11,011 1,040 38,333 22% 74%	74%	27,920 13,804 1,126 42,850 20% 71%	26,665 15,875 1,117 43,657 21% 72%	Q3 25,218 16,419 1,109 42,746 19% 73%	24,833 14,792 1,138 40,763 19% 74%	73%	24,768 14,608 1,254 40,630 19% 74%	24,224 25,003 1,252 50,479 16% 74%	Q3 # 25,009 22,565 1,485 49,059 18% 76%	24,410 21,552 1,536 47,498 20% 77%	75%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition %	25,711 8,426 1,130 35,267 27%	24,449 8,489 1,069 34,007 33%	Q3 24,673 8,489 1,046 34,208	26,282 11,011 1,040 38,333 22%		27,920 13,804 1,126 42,850 20%	26,665 15,875 1,117 43,657 21%	Q3 25,218 16,419 1,109 42,746	24,833 14,792 1,138 40,763 19%		24,768 14,608 1,254 40,630 19%	24,224 25,003 1,252 50,479 16%	Q3 # 25,009 22,565 1,485 49,059 18%	24,410 21,552 1,536 47,498 20%				
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization %	25,711 8,426 1,130 35,267 27% 69%	24,449 8,489 1,069 34,007 33% 75%	Q3 24,673 8,489 1,046 34,208 32% 76%	26,282 11,011 1,040 38,333 22% 74%	74%	27,920 13,804 1,126 42,850 20% 71%	26,665 15,875 1,117 43,657 21% 72%	Q3 25,218 16,419 1,109 42,746 19% 73%	24,833 14,792 1,138 40,763 19% 74%	73%	24,768 14,608 1,254 40,630 19% 74%	24,224 25,003 1,252 50,479 16% 74%	Q3 # 25,009 22,565 1,485 49,059 18% 76%	24,410 21,552 1,536 47,498 20% 77%	75%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % IT Utilization % (Excluding Trainees)	25,711 8,426 1,130 35,267 27% 69%	24,449 8,489 1,069 34,007 33% 75%	Q3 24,673 8,489 1,046 34,208 32% 76%	26,282 11,011 1,040 38,333 22% 74%	74%	27,920 13,804 1,126 42,850 20% 71%	26,665 15,875 1,117 43,657 21% 72%	Q3 25,218 16,419 1,109 42,746 19% 73%	24,833 14,792 1,138 40,763 19% 74%	73%	24,768 14,608 1,254 40,630 19% 74%	24,224 25,003 1,252 50,479 16% 74%	Q3 # 25,009 22,565 1,485 49,059 18% 76%	24,410 21,552 1,536 47,498 20% 77%	75%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % IT Utilization % (Excluding Trainees) Revenue by Geography (%)	25,711 8,426 1,130 35,267 27% 69% 73% 32% 55%	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43%	Q3 24,673 8,489 1,046 34,208 32% 76% 79% 32% 32% 54%	26,282 11,011 1,040 38,333 22% 74% 79% 32% 52%	74% 77% 30% 50%	27,920 13,804 1,126 42,850 20% 71% 77% 32% 51%	26,665 15,875 1,117 43,657 21% 72% 76% 33% 47%	Q3 25,218 16,419 1,109 42,746 73% 75% 33% 45%	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46%	73% 76% 33% 47%	24,768 14,608 1,254 40,630 19% 74% 78% 35% 45%	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46%	Q3 # 25,009 22,565 1,485 49,059 18% 76% 76% 76% 31% 46%	24,410 21,552 1,536 47,498 20% 77% 77% 29% 43%	75% 77% 32% 45%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % IT Utilization % (Excluding Trainees) Revenue by Geography (%) Americas Europe Rest of World	25,711 8,426 1,130 35,267 27% 69% 73% 73% 32% 55% 13%	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43% 32%	Q3 24,673 8,489 1,046 34,208 32% 76% 79% 32% 54% 14%	26,282 11,011 1,040 38,333 22% 74% 79% 32% 52% 16%	74% 77% 30% 50% 20%	27,920 13,804 1,126 42,850 20% 71% 77% 32% 51% 17%	26,665 15,875 1,117 43,657 21% 72% 76% 33% 47% 20%	Q3 25,218 16,419 1,109 42,746 19% 73% 75% 33% 45% 22%	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46% 20%	73% 76% 33% 47% 20%	24,768 14,608 1,254 40,630 19% 74% 78% 35% 45% 19%	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46% 20%	Q3 # 25,009 22,565 1,485 49,059 18% 76% 76% 76% 31% 46% 23%	24,410 21,552 1,536 47,498 20% 77% 77% 20% 43% 27%	75% 77% 32% 45% 23%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % IT Utilization % (Excluding Trainees) Revenue by Geography (%) Americas Europe	25,711 8,426 1,130 35,267 27% 69% 73% 32% 55%	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43%	Q3 24,673 8,489 1,046 34,208 32% 76% 79% 32% 32% 54%	26,282 11,011 1,040 38,333 22% 74% 79% 32% 52%	74% 77% 30% 50%	27,920 13,804 1,126 42,850 20% 71% 77% 32% 51%	26,665 15,875 1,117 43,657 21% 72% 76% 33% 47%	Q3 25,218 16,419 1,109 42,746 73% 75% 33% 45%	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46%	73% 76% 33% 47%	24,768 14,608 1,254 40,630 19% 74% 78% 35% 45%	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46%	Q3 # 25,009 22,565 1,485 49,059 18% 76% 76% 76% 31% 46%	24,410 21,552 1,536 47,498 20% 77% 77% 29% 43%	75% 77% 32% 45%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % (Excluding Trainees) IT Utilization % (Excluding Trainees) Revenue by Geography (%) Americas Europe Rest of World Total	25,711 8,426 1,130 35,267 27% 69% 73% 73% 32% 55% 13% 13%	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43% 32% 100%	Q3 24,673 8,489 1,046 34,208 34,208 32% 76% 79% 32% 54% 14% 100%	26,282 11,011 1,040 38,333 22% 74% 79% 32% 52% 16% 100%	74% 77% 30% 50% 20%	27,920 13,804 1,126 42,850 20% 71% 77% 32% 51% 17% 10%	26,665 15,875 1,117 43,657 21% 72% 76% 33% 47% 47% 20% 20%	Q3 25,218 16,419 1,109 42,746 19% 73% 75% 33% 45% 22% 100%	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46% 20% 100%	73% 76% 33% 47% 20%	24,768 14,608 1,254 40,630 19% 74% 78% 35% 45% 19% 100%	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46% 20% 100%	Q3 # 25,009 22,565 1,485 49,059 18% 76% 76% 31% 46% 23% 100%	24,410 21,552 1,536 47,498 20% 77% 77% 20% 29% 43% 27% 27% 100%	75% 77% 32% 45% 23%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % IT Utilization % (Excluding Trainees) Revenue by Geography (%) Americas Europe Rest of World Total No. of Active Clients	25,711 8,426 1,130 35,267 27% 69% 73% 32% 55% 13% 100% 117	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43% 32% 32% 100%	Q3 24,673 8,489 1,046 34,208 32% 76% 79% 32% 54% 14% 100% 126	26,282 11,011 1,040 38,333 22% 74% 79% 32% 52% 16% 10% 100%	74% 77% 30% 50% 20% 100%	27,920 13,804 1,126 42,850 20% 71% 77% 32% 51% 17% 10% 128	26,665 15,875 1,117 43,657 21% 72% 76% 33% 47% 20% 100%	Q3 25,218 16,419 1,109 42,746 19% 73% 75% 33% 45% 22% 100%	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46% 20% 100%	73% 76% 33% 47% 20% 100%	24,768 14,608 1,254 40,630 19% 74% 78% 35% 45% 19% 10% 100%	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46% 20% 100%	Q3 # 25,009 22,565 1,485 49,059 18% 76% 76% 31% 46% 23% 100%	24,410 21,552 1,536 47,498 20% 77% 77% 29% 43% 27% 100%	75% 77% 32% 45% 23% 100%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % (Excluding Trainees) IT Utilization % (Excluding Trainees) Revenue by Geography (%) Americas Europe Rest of World Total	25,711 8,426 1,130 35,267 27% 69% 73% 73% 32% 55% 13% 13%	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43% 32% 100% 124	Q3 24,673 8,489 1,046 34,208 32% 76% 79% 32% 54% 14% 100% 126	26,282 11,011 1,040 38,333 22% 74% 79% 32% 52% 16% 10% 100%	74% 77% 30% 50% 20% 100%	27,920 13,804 1,126 42,850 20% 71% 77% 32% 51% 17% 10%	26,665 15,875 1,117 43,657 21% 72% 76% 33% 47% 20% 100%	Q3 25,218 16,419 1,109 42,746 19% 73% 75% 33% 45% 22% 100%	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46% 20% 100%	73% 76% 33% 47% 20% 100%	24,768 14,608 1,254 40,630 19% 74% 78% 35% 45% 19% 100%	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46% 20% 100%	Q3 # 25,009 22,565 1,485 49,059 18% 76% 76% 31% 46% 23% 100%	24,410 21,552 1,536 47,498 20% 77% 77% 29% 43% 27% 100%	75% 77% 32% 45% 23% 100%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % (Excluding Trainees) IT Utilization % (Excluding Trainees) Revenue by Geography (%) Americas Europe Rest of World Total No. of Active Clients % of Repeat Business	25,711 8,426 1,130 35,267 27% 69% 73% 32% 55% 13% 100% 117	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43% 32% 32% 100%	Q3 24,673 8,489 1,046 34,208 32% 76% 79% 32% 54% 14% 100% 126	26,282 11,011 1,040 38,333 22% 74% 79% 32% 52% 16% 10% 100%	74% 77% 30% 50% 20% 100%	27,920 13,804 1,126 42,850 20% 71% 77% 32% 51% 17% 10% 128	26,665 15,875 1,117 43,657 21% 72% 76% 33% 47% 20% 100%	Q3 25,218 16,419 1,109 42,746 19% 73% 75% 33% 45% 22% 100%	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46% 20% 100%	73% 76% 33% 47% 20% 100%	24,768 14,608 1,254 40,630 19% 74% 78% 35% 45% 19% 10% 100%	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46% 20% 100%	Q3 # 25,009 22,565 1,485 49,059 18% 76% 76% 31% 46% 23% 100%	24,410 21,552 1,536 47,498 20% 77% 77% 29% 43% 27% 100%	75% 77% 32% 45% 23% 100%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % IT Utilization % (Excluding Trainees) Revenue by Geography (%) Americas Europe Rest of World Total No. of Active Clients	25,711 8,426 1,130 35,267 27% 69% 73% 32% 55% 13% 100% 117	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43% 32% 32% 100%	Q3 24,673 8,489 1,046 34,208 32% 76% 79% 32% 54% 14% 100% 126	26,282 11,011 1,040 38,333 22% 74% 79% 32% 52% 16% 10% 10% 128 92.6%	74% 77% 30% 50% 20% 100%	27,920 13,804 1,126 42,850 20% 71% 77% 32% 51% 17% 10% 128	26,665 15,875 1,117 43,657 21% 72% 76% 33% 47% 20% 100%	Q3 25,218 16,419 1,109 42,746 19% 73% 75% 33% 45% 22% 100%	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46% 20% 100%	73% 76% 33% 47% 20% 100%	24,768 14,608 1,254 40,630 19% 74% 78% 35% 45% 19% 10% 100%	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46% 20% 100%	Q3 # 25,009 22,565 1,485 49,059 18% 76% 76% 31% 46% 23% 100%	24,410 21,552 1,536 47,498 20% 77% 77% 29% 43% 27% 100%	75% 77% 32% 45% 23% 100%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % (Excluding Trainees) Revenue by Geography (%) Americas Europe Rest of World Total No. of Active Clients % of Repeat Business No. of Million \$ Clients	25,711 8,426 1,130 35,267 27% 69% 73% 32% 55% 13% 100% 117 99.4%	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43% 32% 100% 124 77.0%	Q3 24,673 8,489 1,046 34,208 34,208 32% 76% 79% 32% 54% 14% 100% 126 95.3%	26,282 11,011 1,040 38,333 22% 74% 79% 32% 52% 16% 10% 100%	74% 77% 30% 50% 20% 100%	27,920 13,804 1,126 42,850 20% 71% 77% 32% 51% 17% 100% 128 99.0%	26,665 15,875 1,117 43,657 21% 72% 76% 33% 47% 20% 100% 100%	Q3 25,218 16,419 1,109 42,746 19% 73% 75% 33% 45% 22% 100% 130 93.3%	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46% 20% 100% 100%	73% 76% 33% 47% 20% 100%	24,768 14,608 1,254 40,630 19% 74% 78% 35% 45% 19% 100% 100%	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46% 20% 100% 126 93.7%	Q3 # 25,009 22,565 1,485 49,059 18% 76% 76% 31% 46% 23% 23% 100% 140 88.6%	24,410 21,552 1,536 47,498 20% 77% 29% 43% 27% 43% 27% 100% 151 89.2%	75% 77% 32% 45% 23% 100% 92.5%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % (Excluding Trainees) IT Utilization % (Excluding Trainees) Revenue by Geography (%) Americas Europe Rest of World Total No. of Active Clients % of Repeat Business No. of Million \$ Clients ≥ \$1 million clients	25,711 8,426 1,130 35,267 27% 69% 73% 32% 55% 13% 100% 117 99.4%	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43% 32% 100% 124 77.0%	Q3 24,673 8,489 1,046 34,208 32% 76% 79% 32% 54% 14% 100% 126 95.3% 53 39	26,282 11,011 1,040 38,333 22% 74% 79% 32% 52% 16% 100% 128 92.6%	74% 77% 30% 50% 20% 100%	27,920 13,804 1,126 42,850 20% 71% 77% 32% 51% 10% 100% 128 99.0%	26,665 15,875 1,117 43,657 21% 72% 76% 33% 47% 20% 100% 128 98.6% 60	Q3 25,218 16,419 1,109 42,746 19% 73% 75% 33% 45% 22% 100% 130 93.3% 63	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46% 20% 100% 130 92.1%	73% 76% 33% 47% 20% 100%	24,768 14,608 1,254 40,630 19% 74% 78% 35% 45% 19% 100% 130 98.7%	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46% 20% 100% 126 93.7%	Q3 # 25,009 22,565 1,485 49,059 18% 76% 76% 31% 46% 23% 100% 140 88.6%	24,410 21,552 1,536 47,498 20% 77% 77% 29% 43% 27% 100% 151 89.2%	75% 77% 32% 45% 23% 100%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % (Excluding Trainees) IT Utilization % (Excluding Trainees) Revenue by Geography (%) Americas Europe Rest of World Total No. of Active Clients % of Repeat Business No. of Million \$ Clients ≥ \$1 million clients ≥ \$2 million clients	25,711 8,426 1,130 35,267 27% 69% 73% 32% 55% 13% 100% 1177 99.4% 552 326 320 13	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43% 32% 100% 124 77.0% 52 39 21 14	Q3 24,673 8,489 1,046 34,208 34,208 34,208 32% 54% 14% 100% 126 95.3% 53 399 200 15	26,282 11,011 1,040 38,333 22% 74% 79% 32% 52% 16% 100% 128 92.6% 55 37 211	74% 77% 30% 50% 20% 100%	27,920 13,804 1,126 42,850 20% 71% 77% 32% 51% 17% 100% 128 99.0% 557 37 37 244	26,665 15,875 1,117 43,657 21% 72% 76% 33% 47% 20% 100% 100% 128 98.6% 60 41 277 14	Q3 25,218 16,419 1,109 42,746 19% 73% 75% 33% 42,746 19% 73% 75% 33% 42,746 100% 130 93.3% 130 93.3% 130 93.3% 130 130 130 130 130 130 130 130	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46% 20% 100% 100% 130 92.1% 60 60 38 28 28 15	73% 76% 33% 47% 20% 100%	24,768 14,608 1,254 40,630 74% 78% 35% 45% 19% 100% 130 98.7% 56 38 28 28 14	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46% 20% 100% 100% 1266 93.7% 57 41 27 27	Q3 # 25,009 22,565 1,485 49,059 18% 76% 76% 31% 46% 23% 100% 140 88.6% 58 39 225 25 13	24,410 21,552 1,536 47,498 20% 77% 77% 29% 43% 27% 100% 151 89.2% 59 422 233 13	75% 77% 32% 45% 23% 100% 92.5%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % (Excluding Trainees) Revenue by Geography (%) Americas Europe Rest of World Total No. of Active Clients % of Repeat Business No. of Million \$ Clients ≥ \$1 million clients ≥ \$2 million clients ≥ \$1 million clients ≥ \$1 million clients ≥ \$15 million clients	25,711 8,426 1,130 35,267 27% 69% 73% 32% 55% 13% 100% 117 99.4% 52 36 20 133 8	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43% 32% 100% 124 77.0% 52 39 21 144 8	Q3 24,673 8,489 1,046 34,208 34,208 34,208 76% 79% 32% 54% 14% 10% 126 95.3% 53 39 20 15 58	26,282 11,011 1,040 38,333 22% 74% 79% 32% 52% 16% 100% 128 92.6% 555 37 21 155 8	74% 77% 30% 50% 20% 100%	27,920 13,804 1,126 42,850 20% 71% 77% 32% 51% 17% 100% 128 99.0% 57 37 24 16 7	26,665 15,875 1,117 43,657 21% 76% 33% 47% 20% 100% 100% 100% 128 98.6% 60 41 27 144 8	Q3 25,218 16,419 1,109 42,746 19% 73% 75% 33% 42,746 19% 73% 75% 33% 42,746 10% 130 93.3% 41 28 63 41 28 15,218 9	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46% 20% 100% 130 92.1% 60 388 228 155 9	73% 76% 33% 47% 20% 100%	24,768 14,608 1,254 40,630 19% 74% 78% 35% 45% 19% 100% 100% 130 98.7% 566 388 28 28 144 8	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46% 20% 100% 126 93.7% 57 41 27 41 27 122 7	Q3 # 25,009 22,565 1,485 49,059 18% 76% 76% 76% 76% 76% 76% 76% 76% 76% 76	24,410 21,552 1,536 47,498 20% 77% 29% 43% 27% 100% 151 89.2% 59 42 23 133 8	75% 77% 32% 45% 23% 100% 92.5%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % (Excluding Trainees) IT Utilization % (Excluding Trainees) IT Utilization % (Excluding Trainees) Revenue by Geography (%) Americas Europe Rest of World Total No. of Active Clients % of Repeat Business No. of Million \$ Clients ≥ \$1 million clients ≥ \$2 million clients ≥ \$5 million clients ≥ \$10 million clients ≥ \$10 million clients ≥ \$10 million clients ≥ \$10 million clients	25,711 8,426 1,130 35,267 27% 69% 73% 32% 55% 13% 100% 117 99.4% 52 366 20 13 88 6	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43% 32% 100% 124 77.0% 124 77.0% 52 39 21 14 8 8 7	Q3 24,673 8,489 1,046 34,208 34,208 32% 76% 79% 32% 54% 14% 100% 126 95.3% 53 39 20 15 8 8 6	26,282 11,011 1,040 38,333 22% 79% 32% 52% 16% 100% 128 92.6% 55 37 21 15 8 8	74% 77% 30% 50% 20% 100%	27,920 13,804 1,126 42,850 20% 71% 32% 51% 17% 100% 128 99.0% 57 37 24 16 77 6	26,665 15,875 1,117 43,657 21% 72% 76% 33% 47% 20% 100% 100% 128 98.6% 60 41 27 14 88 6	Q3 25,218 16,419 1,109 42,746 19% 73% 75% 33% 45% 22% 100% 130 93.3% 411 28 15 9 7 7	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46% 20% 100% 130 92.1% 60 388 28 15 99 7	73% 76% 33% 47% 20% 100%	24,768 14,608 1,254 40,630 19% 74% 78% 35% 45% 19% 100% 130 98.7% 56 38 28 28 14 88 7	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46% 20% 100% 126 93.7% 57 41 27 12 77 7	Q3 # 25,009 22,565 1,485 49,059 18% 76% 31% 46% 23% 46% 23% 100% 140 88.6% 58 39 25 13 77 7	24,410 21,552 1,536 47,498 20% 77% 29% 43% 27% 100% 151 89,2% 59 42 23 13 88 7	75% 77% 32% 45% 23% 100%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % (Excluding Trainees) IT Utilization % (Excluding Trainees) Revenue by Geography (%) Americas Europe Rest of World Total No. of Active Clients % of Repeat Business No. of Million \$ Clients 2 \$1 million clients 2 \$10 million clients 2 \$10 million clients 2 \$10 million clients 2 \$10 million clients 2 \$20 million clients 2 \$25 million clients 2 \$25 million clients	25,711 8,426 1,130 35,267 27% 69% 73% 32% 55% 13% 100% 117 99.4% 52 36 20 133 8	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43% 32% 100% 124 77.0% 52 39 21 14 8 77 5	Q3 24,673 8,489 1,046 34,208 32% 76% 79% 32% 54% 14% 100% 126 95.3% 53 39 20 115 8 6 6	26,282 11,011 1,040 38,333 22% 79% 32% 52% 10% 52% 10% 100% 128 92.6% 555 37 21 15 8 7 7 4	74% 77% 30% 50% 20% 100%	27,920 13,804 1,126 42,850 20% 71% 77% 32% 51% 17% 10% 10% 99.0% 57 37 37 24 16 7 6 6 4	26,665 15,875 1,117 43,657 21% 72% 76% 33% 47% 20% 100% 128 98.6% 60 41 27 14 8 6 6 4	Q3 25,218 16,419 1,109 42,746 19% 73% 75% 33% 45% 22% 100% 130 93.3% 63 41 288 15 9 7 4	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46% 20% 100% 130 92.1% 60 388 28 15 9 9 7 7 5	73% 76% 33% 47% 20% 100%	24,768 14,608 1,254 40,630 74% 78% 35% 45% 19% 100% 130 98.7% 566 388 28 144 8 7 7 5	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46% 20% 20% 100% 126 93.7% 93.7% 41 27 12 77 77 6	Q3 # 25,009 22,565 1,485 49,059 	24,410 21,552 1,536 47,498 20% 77% 77% 29% 43% 27% 100% 151 89.2% 59 42 23 13 89.2%	75% 77% 32% 45% 23% 100% 92.5%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % (Excluding Trainees) IT Utilization % (Excluding Trainees) IT Utilization % (Excluding Trainees) Revenue by Geography (%) Americas Europe Rest of World Total No. of Active Clients % of Repeat Business No. of Million \$ Clients ≥ \$1 million clients ≥ \$2 million clients ≥ \$5 million clients ≥ \$10 million clients ≥ \$10 million clients ≥ \$10 million clients ≥ \$10 million clients	25,711 8,426 1,130 35,267 27% 69% 73% 32% 55% 13% 100% 117 99.4% 52 366 20 13 88 6	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43% 32% 100% 124 77.0% 124 77.0% 52 39 21 14 8 8 7	Q3 24,673 8,489 1,046 34,208 34,208 32% 76% 79% 32% 54% 14% 100% 126 95.3% 53 39 20 15 8 8 6	26,282 11,011 1,040 38,333 22% 79% 32% 52% 16% 100% 128 92.6% 55 37 21 15 8 8	74% 77% 30% 50% 20% 100%	27,920 13,804 1,126 42,850 20% 71% 32% 51% 17% 100% 128 99.0% 57 37 24 16 77 6	26,665 15,875 1,117 43,657 21% 72% 76% 33% 47% 20% 100% 128 98.6% 60 41 27 14 8 6 6 4	Q3 25,218 16,419 1,109 42,746 19% 73% 75% 33% 45% 22% 100% 130 93.3% 411 28 15 9 7 7	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46% 20% 100% 130 92.1% 60 388 28 15 99 7	73% 76% 33% 47% 20% 100%	24,768 14,608 1,254 40,630 19% 74% 78% 35% 45% 19% 100% 130 98.7% 56 38 28 28 14 88 7	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46% 20% 100% 126 93.7% 57 41 27 12 77 7	Q3 # 25,009 22,565 1,485 49,059 18% 76% 31% 46% 23% 46% 23% 100% 140 88.6% 58 39 25 13 77 7	24,410 21,552 1,536 47,498 20% 77% 29% 43% 27% 100% 151 89,2% 59 42 23 13 88 7	75% 77% 32% 45% 23% 100% 92.5%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % IT Utilization % (Excluding Trainees) Revenue by Geography (%) Americas Europe Rest of World Total No. of Active Clients % of Repeat Business No. of Million \$ Clients \$ \$ of Repeat Business No. of Million Clients \$ \$ 5 million clients \$ \$ \$ 5 million clients \$ \$ \$ 5 million clients \$ \$ \$ 2 \$ 10 million clients \$ \$ \$ 2 \$ 10 million clients \$ \$ \$ 2 \$ 5 million clients \$ \$ \$ 2 \$ 5 million clients \$ \$ \$ 5 million clients \$ \$ \$ 5 million clients \$ \$ \$ 5 \$ 5 million clients \$ \$ \$ 5 \$ 5 million clients \$ \$ \$ 5 \$ 5 \$ 5 \$ 5 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	25,711 8,426 1,130 35,267 27% 69% 73% 32% 55% 13% 100% 117 99.4% 52 366 20 13 88 6	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43% 32% 100% 124 77.0% 52 39 21 14 8 77 5	Q3 24,673 8,489 1,046 34,208 32% 76% 79% 32% 54% 14% 100% 126 95.3% 53 39 20 115 8 6 6	26,282 11,011 1,040 38,333 22% 79% 32% 52% 10% 52% 10% 100% 128 92.6% 555 37 21 15 8 7 7 4	74% 77% 30% 50% 20% 100%	27,920 13,804 1,126 42,850 20% 71% 77% 32% 51% 17% 10% 10% 99.0% 57 37 37 24 16 7 6 6 4	26,665 15,875 1,117 43,657 21% 72% 76% 33% 47% 20% 100% 128 98.6% 60 41 27 14 8 6 6 4	Q3 25,218 16,419 1,109 42,746 19% 73% 75% 33% 45% 22% 100% 130 93.3% 63 41 288 15 9 7 4	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46% 20% 100% 130 92.1% 60 388 28 15 9 9 7 7 5	73% 76% 33% 47% 20% 100%	24,768 14,608 1,254 40,630 74% 78% 35% 45% 19% 100% 130 98.7% 566 388 28 144 8 7 7 5	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46% 20% 20% 100% 126 93.7% 93.7% 41 27 12 77 77 6	Q3 # 25,009 22,565 1,485 49,059 	24,410 21,552 1,536 47,498 20% 77% 77% 29% 43% 27% 100% 151 89.2% 59 42 23 13 89.2%	75% 77% 32% 45% 23% 100% 92.5%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % (Excluding Trainees) IT Utilization % (Excluding Trainees) Revenue by Geography (%) Americas Europe Rest of World Total No. of Active Clients % of Repeat Business No. of Million \$ Clients ≥ \$1 million clients ≥ \$2 million clients ≥ \$2 million clients ≥ \$10 million clients ≥ \$10 million clients ≥ \$20 million clients ≥ \$25 million clients	25,711 8,426 1,130 35,267 27% 69% 73% 32% 55% 13% 100% 117 99.4% 52 36 20 113 88 66 4 4 22	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43% 32% 100% 124 77.0% 52 39 21 144 8 7 52 39 21 144 8 7 5 52	Q3 24,673 8,489 1,046 34,208 34,208 32% 76% 79% 32% 54% 14% 100% 126 95.3% 53 39 20 155 8 6 6 5 3	26,282 11,011 1,040 38,333 22% 74% 79% 32% 52% 16% 100% 128 92.6% 128 92.6% 55 37 21 15 8 8 7 4 3 3	74% 77% 30% 50% 20% 100%	27,920 13,804 1,126 42,850 20% 71% 77% 32% 51% 100% 128 99.0% 128 99.0% 57 37 24 16 7 6 4 3 3 24 16 7 6 4 3 3 24 16 16 16 16 16 16 16 16 16 16	26,665 15,875 1,117 43,657 21% 72% 76% 33% 47% 20% 100% 128 98.6% 60 41 27 14 8 66 4 4 2 2 14 8 16 16 16 15,875 1,117 17 17 17 17 17 17 17 17 17	Q3 25,218 16,419 1,109 42,746 19% 73% 75% 33% 42,746 22% 100% 130 93.3% 130 93.3% 41 28 155 9 7 4 4 28 15 9 7 4 28 15 9 7 4 28 15 10 10 10 10 10 10 10 10 10 10	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46% 20% 100% 130 92.1% 60 388 28 155 99 77 5 2	73% 76% 33% 47% 20% 100%	24,768 14,608 1,254 40,630 19% 74% 78% 35% 45% 19% 100% 130 98.7% 56 388 28 38 28 144 88 7 7 5 5	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46% 20% 100% 126 93.7% 126 93.7% 41 27 122 77 7 6 6 33	Q3 # 25,009 22,565 1,485 49,059 18% 76% 76% 76% 31% 46% 23% 100% 100% 140 88.6% 58 39 25 133 77 7 6 6	24,410 21,552 1,536 47,498 20% 77% 77% 29% 43% 27% 100% 151 89.2% 59 42 23 113 88.2% 7 6 6 4 4	75% 77% 32% 45% 23% 100% 92.5%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % (Excluding Trainees) IT Utilization % (Excluding Trainees) Revenue by Geography (%) Americas Europe Rest of World Total No. of Active Clients % of Repeat Business No. of Million \$ Clients \$ \$ \$ 1 million clients \$ \$ \$ 10 million clients \$ \$ \$ 10 million clients \$ \$ \$ 2 million clients \$ \$ \$ \$ 0 million clients \$ 0 millio	25,711 8,426 1,130 35,267 27% 69% 73% 32% 55% 13% 100% 117 99.4% 552 36 20 113 8 8 6 4 4 20	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43% 32% 100% 124 77.0% 52 39 21 14 88 7 5 3 3	Q3 24,673 8,489 1,046 34,208 34,208 32% 76% 79% 32% 54% 14% 100% 126 95.3% 126 95.3% 53 39 20 15 8 8 8 6 6 5 3	26,282 11,011 1,040 38,333 22% 74% 79% 32% 52% 16% 100% 128 92.6% 555 37 21 15 8 8 7 4 3 4 1%	74% 77% 30% 50% 20% 100%	27,920 13,804 1,126 42,850 20% 71% 32% 51% 17% 100% 128 99.0% 57 37 24 16 77 6 4 3 4 0 4 0%	26,665 15,875 1,117 43,657 21% 72% 76% 33% 47% 20% 100% 128 98.6% 60 41 27 14 88.66 41 27 14 8.66 41 27 37%	Q3 25,218 16,419 1,109 42,746 19% 73% 75% 33% 45% 22% 100% 130 93.3% 63 41 28 15 9 7 4 22 35%	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46% 20% 100% 130 92.1% 60 388 28 105 99 7 7 5 2 2	73% 76% 33% 47% 20% 100%	24,768 14,608 1,254 40,630 19% 74% 78% 35% 45% 19% 100% 130 98.7% 56 38 28 14 88 7 55 22	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46% 20% 100% 126 93.7% 57 41 27 77 77 77 66 33 8 77	Q3 # 25,009 22,565 1,485 49,059 18% 76% 31% 46% 23% 46% 23% 100% 140 88.6% 58 39 25 13 77 7 7 7 6 6	24,410 21,552 1,536 47,498 20% 77% 77% 29% 43% 27% 100% 151 89,2% 59 42 23 113 89,2% 59 42 23 13 88,2% 6 42 25%	75% 77% 32% 45% 23% 100% 92.5%			
S/w Professionals BPO Professionals Sales & Support Total Employees IT Attrition % IT Utilization % (Excluding Trainees) Revenue by Geography (%) Americas Europe Rest of World Total No. of Active Clients % of Repeat Business No. of Million \$ Clients ≥ \$1 million clients ≥ \$2 million clients ≥ \$2 million clients ≥ \$15 million clients ≥ \$15 million clients ≥ \$20 million clients ≥ \$25 million clients	25,711 8,426 1,130 35,267 27% 69% 73% 32% 55% 13% 100% 117 99.4% 52 36 20 133 88 66 4 4 22	24,449 8,489 1,069 34,007 33% 75% 78% 25% 43% 32% 100% 124 77.0% 52 39 21 144 8 7 52 39 21 144 8 7 5 52	Q3 24,673 8,489 1,046 34,208 34,208 32% 76% 79% 32% 54% 14% 100% 126 95.3% 53 39 20 155 8 6 6 5 3	26,282 11,011 1,040 38,333 22% 74% 79% 32% 52% 16% 100% 128 92.6% 128 92.6% 55 37 21 15 8 8 7 4 3 3	74% 77% 30% 50% 20% 100%	27,920 13,804 1,126 42,850 20% 71% 77% 32% 51% 100% 128 99.0% 128 99.0% 57 37 24 16 7 6 4 3 3 24 16 7 6 4 3 3 24 16 16 16 16 16 16 16 16 16 16	26,665 15,875 1,117 43,657 21% 72% 76% 33% 47% 20% 100% 128 98.6% 60 41 27 14 8 66 4 4 2 2 14 8 16 16 16 15,875 1,117 17 17 17 17 17 17 17 17 17	Q3 25,218 16,419 1,109 42,746 19% 73% 75% 33% 42,746 22% 100% 130 93.3% 130 93.3% 41 28 155 9 7 4 4 28 15 9 7 4 28 15 9 7 4 28 15 10 10 10 10 10 10 10 10 10 10	24,833 14,792 1,138 40,763 19% 74% 76% 34% 46% 20% 100% 130 92.1% 60 388 28 155 99 77 5 2	73% 76% 33% 47% 20% 100%	24,768 14,608 1,254 40,630 19% 74% 78% 35% 45% 19% 100% 130 98.7% 56 388 28 38 28 144 88 7 7 5 5	24,224 25,003 1,252 50,479 16% 74% 77% 33% 46% 20% 100% 126 93.7% 126 93.7% 41 27 122 77 7 6 6 33	Q3 # 25,009 22,565 1,485 49,059 18% 76% 76% 76% 31% 46% 23% 100% 140 88.6% 58 39 25 133 77 7 6 6	24,410 21,552 1,536 47,498 20% 77% 77% 29% 43% 27% 100% 151 89.2% 59 42 23 113 88.2% 7 6 6 4 4	75% 77% 32% 45% 23% 100% 92.5%			

IT Business Revenue On/Off Break-up (in %) Onsite Offshore Rupee USD Rate Period Closing rate Period Average Rate Proportion of Revenues from Major Global Currencies GBP	Q1 37% 63%	Q2* 30% 70%	FY1011 Q3 37%	Q4	Total	Q1	Q2	FY1112					FY1213							
IT Business Revenue On/Off Break-up (in %) Onsite Offshore Rupee USD Rate Period Closing rate Period Average Rate Proportion of Revenues from Major Global Currencies GBP	37%	30%		Q4	Total	Q1	02								FY1213					
Onsite Offshore Offsh			37%				Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total					
Offshore Rupee USD Rate Period Closing rate Period Average Rate Proportion of Revenues from Major Global Currencies GBP			37%																	
Rupee USD Rate Period Closing rate Period Average Rate Period Average Rate Proportion of Revenues from Major Global Currencies GBP GBP	63%	70%	2.78	37%	36%	37%	37%	39%	39%	38%	38%	39%	40%	41%	40%					
Period Closing rate Period Average Rate Proportion of Revenues from Major Global Currencies GBP			63%	63%	64%	63%	63%	61%	61%	62%	62%	61%	60%	59%	60%					
Period Closing rate Period Average Rate Proportion of Revenues from Major Global Currencies GBP																				
Period Average Rate Proportion of Revenues from Major Global Currencies GBP																				
Proportion of Revenues from Major Global Currencies GBP	46.44	44.93	44.70	44.59		44.70	48.97	53.10	50.87		55.61	52.86	55.00	54.29						
Currencies GBP	45.15	46.74	45.05	45.30		44.59	45.02	50.05	50.39		54.87	54.53	54.38	53.99						
Currencies GBP																				
GBP																				
	47.6%	37.5%	46.6%	44.7%		43.4%	40.2%	38.3%	40.5%		40.1%	40.2%	40.4%	39.5%						
USD	34.1%	26.2%	33.6%	33.3%		34.0%	36.0%	35.2%	35.3%		39.3%	38.7%	36.0%	36.3%						
Euro	6.2%	4.4%	6.4%	5.9%		6.3%	5.8%	6.3%	5.6%		5.0%	4.8%	5.2%	6.1%						
INR	4.4%	25.1%	7.7%	11.5%		7.6%	13.2%	10.2%	7.5%		6.4%	5.3%	4.3%	4.3%						
Others	7.7%	6.8%	5.7%	4.7%		8.7%	4.9%	10.0%	11.1%		9.3%	11.0%	14.1%	13.7%						
Consolidated Hedge Book (In Mn)																				
	239.5	262.8	269.5	284.0		340.0	328.0	305.0	291.0		270.00	260.68	252.52	249.94						
Strike rate (INR)	83.7	82.6	82.2	82.4		81.9	82.0	83.1	83.4		84.0	86.0	87.8	89.8						
USD:INR	238.5	215.7	317.8	363.3		353.6	396.2	440.1	459.3		480.76	573.12	657.41	687.3						
Strike rate (INR)	46.9	47.5	48.1	49.0		49.5	50.0	51.1	51.9		52.9	54.1	55.3	56.8						
Receivable days (DSO)-Including Unbilled	96	98	-	95		97	106	100	97		98	100	109	95						
	14,591	14,264	13,477	12,227		12,822	14,217	13,762	11,266		8,864	12,864	13,179	13,804						
Cash and Cash Equivalent	1,865	2,237	5,186	3,047		1,943	2,785	3,206	4,022		2,802	3,591	4,817	7,102						
Capital Expenditure Notes :	324	331	257	549	1.460	560	884	846	667	2,956	273	298	238	1,306	2,115					

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)*Q4 F12 Exceptional item includes dues of Rs.678.7 Mn from two Telecom Operators in India, provided as doubtful debts.

A)* 02 F13 results include one month results of Hutchison Global Services (HGS) which was aquired as 100% subsidiary effective 4th Sep 2012 5)# Q3 F13 results include 19 days results of Comviva Technologies Limited which was acquired as 47.02% subsidiary effective 12th December 2012

6) Figures are regrouped/rearranged wherever necessary.

Tech Mahindra Limited (Consolidated) Fact Sheet data for 12 Quarters																
P&L Summary (US\$ in Mn)																
Particulars			FY1011					FY1112			FY1213					
	Q1	Q2*	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2*	Q3 #	Q4	Total	
Revenue from services	251.1	328.2	268.9	278.5	1,126.6	289.8	296.2	288.7	281.6	1,156.3	281.3	299.2	329.4	353.2	1,263.1	
Cost of Services	165.8	228.9	175.0	176.3	746.0	191.6	201.5	197.5	184.5	775.0	176.6	189.4	206.8	224.5	797.4	
Gross Profit	85.3	99.3	93.8	102.1	380.6	98.3	94.7	91.2	97.1	381.3	104.7	109.7	122.5	128.7	465.7	
SGA	38.9	39.0	38.4	45.0	161.3	44.2	49.4	44.8	49.4	187.8	44.6	47.8	53.3	58.4	204.2	
Operating Profit	46.4	60.3	55.4	57.1	219.3	54.1	45.3	46.4	47.7	193.5	60.1	61.9	69.2	70.3	261.5	
Other Income	5.7	1.8	11.4	7.0	26.0	10.3	13.0	3.2	(3.6)	22.9	(3.1)	(11.9)	5.5	(4.5)	(13.9)	
Interest Expense	5.9	5.8	5.6	4.7	21.9	5.0	7.5	7.2	2.8	22.5	4.4	4.2	4.8	5.6	19.0	
Depreciation	7.9	7.4	7.7	8.5	31.6	7.5	11.2	7.8	7.6	34.1	7.7	8.8	9.3	11.0	36.8	
Profit before Tax	38.4	48.9	53.6	50.9	191.7	51.9	39.6	34.5	33.8	159.8	45.0	37.1	60.5	49.3	191.8	
Provision for taxes	6.8	9.0	8.0	5.0	28.7	11.4	8.7	5.6	4.9	30.6	10.6	4.5	14.8	13.1	43.0	
Profit after tax before exceptional, earlier	31.6	40.0	45.6	45.9	163.0	40.5	30.9	28.9	28.9	129.2	34.3	32.6	45.7	36.1	148.8	
period items and minority interest	51.0	40.0	45.0	-3.5	105.0	40.5	30.5	20.5	20.5	125.2	54.5	52.0	45.7	50.1	140.0	
Non Recurring / Exceptional Items*									(13.8)	(13.8)						
Minority interest	(0.1)	0.2	(0.1)	(0.4)	(0.5)	(0.2)	(0.1)	(0.5)		(0.7)			(1.3)	(2.3)	(3.6)	
Profit after tax before earlier period items	31.4	40.1	45.5	45.6	162.6	40.4	30.8	28.4	15.0	114.6	34.3	32.6	44.4	33.9	145.2	
and share of profit/(loss) in Associate																
Share of profit/(loss) including earlier period																
items in Associate: Satyam Computer		(7.8)	11.2	(25.3)	(21.9)	21.3	22.0	25.2	46.5	115.0	27.0	22.4	6.2	35.7	91.3	
Services Limited																
Profit after tax	31.4	32.3	56.7	20.3	140.7	61.7	52.8	53.6	61.5	229.7	61.3	55.1	50.6	69.5	236.5	
EPS (Rs)- Before non recurring / exceptional																
items																
Basic	0.26	0.26	0.46	0.16	1.14	0.49	0.42	0.44	0.58	1.85	0.48	0.42	0.40	0.55	1.85	
Diluted	0.25	0.25	0.44	0.16	1.09	0.47	0.40	0.42	0.55	1.78	0.47	0.41	0.38	0.52	1.78	
EPS (Rs)- After non recurring / exceptional																
items																
Basic	0.26	0.26	0.46	0.16	1.14	0.49	0.42	0.44	0.54	1.82	0.48	0.42	0.40	0.55	1.85	
Diluted	0.25	0.25	0.44	0.16	1.09	0.47	0.40	0.42	0.52	1.75	0.47	0.41	0.38	0.52	1.78	
De una da car	244.2	247 -	201 -	274.2		200.0	200.0	250.2	224 -		450 4	242.4	220.0	254.2		
Borrowings	314.2	317.5	301.5	274.2		286.8	290.3	259.2	221.5		159.4	243.4	239.6	254.3		
Cash and Cash Equivalent	40.2	49.8	116.0	68.3		43.5	56.9	60.4	79.1		50.4	67.9	87.6	131.6		
				10.1	22.2	10.0	10.0	15.0	10.0	60.0					22.0	
Capital Expenditure	8.2	7.4	5.7	12.1	33.3	12.6	19.6	16.8	13.2	62.2	4.9	5.3	4.4	24.1	38.8	

Notes :

1) Figures rounded off to the nearest million.

2)* Q2 F11 Revenue includes US \$ 63.5 Mn (Rs. 2,989.5 Mn) pass through revenue from a customer as part of an end to end implementation

3)* Q4 F12 Exceptional item includes dues of US \$ 13.8 Mn (Rs.678.7 Mn) from two Telecom Operators in India, provided as doubtful debts

4)* Q2 F13 results include one month results of Hutchison Global Services (HGS) which was aquired as 100% subsidiary effective 4th Sep 201:

5)# Q3 F13 results include 19 days results of Comviva Technologies Limited which was acquired as 47.02% subsidiary effective 12th December 201.

6) Figures are regrouped/rearranged wherever necessary.