

**Tech Mahindra Limited (Consolidated) Fact Sheet data for 9 Quarters**

**P&L Summary (Rs in Mn)**

Particulars	FY0708					FY0809					FY0910
	Q1	Q2	Q3	Q4	Total	Q1	Q2*	Q3	Q4	Total	Q1
<b>Revenue from services</b>	<b>8,763</b>	<b>8,975</b>	<b>9,704</b>	<b>10,218</b>	<b>37,661</b>	<b>11,163</b>	<b>11,648</b>	<b>11,322</b>	<b>10,513</b>	<b>44,647</b>	<b>11,130</b>
Cost of Services*	5,492	5,658	6,144	6,560	23,854	6,825	6,194	6,572	6,114	25,705	6,838
<b>Gross Profit</b>	<b>3,272</b>	<b>3,317</b>	<b>3,560</b>	<b>3,658</b>	<b>13,807</b>	<b>4,338</b>	<b>5,454</b>	<b>4,750</b>	<b>4,399</b>	<b>18,942</b>	<b>4,292</b>
SGA	1,338	1,346	1,431	1,434	5,550	1,470	1,520	1,570	1,557	6,117	1,487
<b>Operating Profit</b>	<b>1,933</b>	<b>1,971</b>	<b>2,129</b>	<b>2,224</b>	<b>8,257</b>	<b>2,868</b>	<b>3,935</b>	<b>3,180</b>	<b>2,842</b>	<b>12,824</b>	<b>2,805</b>
Other Income	131	249	300	364	1,044	261	(320)	(397)	78	(378)	(261)
Interest Expense	15	26	16	5	62	2	0	(0)	23	25	571
Depreciation	168	193	206	229	796	258	267	286	286	1,097	296
<b>Profit before Tax</b>	<b>1,882</b>	<b>2,002</b>	<b>2,206</b>	<b>2,354</b>	<b>8,443</b>	<b>2,870</b>	<b>3,347</b>	<b>2,497</b>	<b>2,611</b>	<b>11,325</b>	<b>1,677</b>
Provision for taxes	183	187	213	165	747	283	321	269	306	1,179	268
<b>Profit after tax before Exceptional Items</b>	<b>1,699</b>	<b>1,815</b>	<b>1,993</b>	<b>2,189</b>	<b>7,696</b>	<b>2,587</b>	<b>3,027</b>	<b>2,228</b>	<b>2,305</b>	<b>10,146</b>	<b>1,409</b>
Non Recurring / Exceptional Items				(4,401)	(4,401)						(85)
Minority Interest	3	2	1	(1)	5	(2)	1	1	(0)	(1)	(8)
<b>Profit after tax</b>	<b>1,703</b>	<b>1,816</b>	<b>1,994</b>	<b>(2,214)</b>	<b>3,299</b>	<b>2,585</b>	<b>3,028</b>	<b>2,228</b>	<b>2,304</b>	<b>10,145</b>	<b>1,316</b>

Note: Figures rounded off to the nearest million

\* Q2F09 Cost of Services include UK Payee tax write back of Rs 673 mn (\$ 15.3 mn)

EPS (Rs)- excluding non recurring / exceptional items											
Basic	14.04	14.99	16.46	18.03	63.49	21.28	24.91	18.32	18.95	83.41	11.51
Diluted	12.92	13.87	15.24	16.73	58.91	19.83	23.23	17.15	17.90	78.82	10.84
EPS (Rs)- including non recurring / exceptional items											
Basic	14.04	14.99	16.46	(18.25)	27.20	21.28	24.91	18.32	18.95	83.41	10.81
Diluted	12.92	13.87	15.24	(16.94)	25.24	19.83	23.23	17.15	17.90	78.82	10.19

Total Headcount (As at period-end)	FY0708					FY0809					FY0910
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1
S/w Professionals	18,092	18,883	18,448	18,430		19,386	20,273	20,779	20,060		20,227
BPO Professionals	2,019	3,191	3,704	3,445		3,882	3,734	3,527	3,769		4,189
Sales & Support	1,035	1,026	1,003	1,009		1,101	1,128	1,123	1,143		1,066
<b>Total Employees</b>	<b>21,146</b>	<b>23,100</b>	<b>23,155</b>	<b>22,884</b>		<b>24,369</b>	<b>25,135</b>	<b>25,429</b>	<b>24,972</b>		<b>25,482</b>

Revenue by Geography (%)											
North America	19%	19%	20%	20%	19%	22%	23%	26%	30%	25%	29%
Europe	74%	75%	70%	75%	74%	72%	69%	65%	62%	67%	61%
Rest of World	7%	6%	10%	5%	7%	6%	8%	9%	8%	8%	10%
<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>

No. of Active Clients											
	87	96	105	107		110	110	110	108		110

No. of Million \$ Clients											
≥ \$1 million clients	31	32	41	44		44	45	46	44		47
≥ \$2 million clients	18	17	21	25		29	30	29	31		29
≥ \$5 million clients	9	12	12	13		12	14	14	13		15
≥ \$10 million clients	6	6	6	6		7	8	8	8		8
≥ \$15 million clients	5	4	6	6		6	7	7	7		8
≥ \$20 million clients	3	3	3	3		4	4	4	4		4
≥ \$25 million clients	3	3	3	3		3	4	4	4		4
≥ \$50 million clients	2	2	2	2		2	2	2	2		2

Client contribution to revenue											
Top client	64%	65%	61%	65%		63%	60%	57%	52%		52%
Top 5	85%	86%	82%	83%		84%	82%	79%	78%		78%
Top 10	90%	89%	88%	89%		90%	89%	87%	84%		86%

Revenue On/Off Break-up (in %)											
Onsite	43%	45%	44%	42%	44%	40%	40%	40%	39%	40%	38%
Offshore	57%	55%	56%	58%	56%	60%	60%	60%	61%	60%	62%

IT Utilization % including Trainees											
	67%	63%	69%	73%	68%	74%	69%	67%	70%	70%	71%

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**P&L Summary (US\$ in Mn)**

Particulars	FY0708					FY0809					FY0910
	Q1	Q2	Q3	Q4	Total	Q1	Q2 *	Q3	Q4	Total	Q1
Revenue from services	210.9	220.8	245.2	257.8	934.7	271.9	269.6	231.9	211.5	984.9	227.7
Cost of Services *	131.9	139.2	155.2	165.5	591.8	166.5	143.6	135.1	123.4	568.6	139.3
Gross Profit	79.0	81.6	89.9	92.4	342.9	105.4	126.0	96.9	88.2	416.4	88.3
SGA	32.1	33.1	36.1	36.2	137.5	35.8	35.2	32.2	31.3	134.5	30.3
Operating Profit	46.9	48.5	53.8	56.2	205.3	69.5	90.8	64.7	56.9	281.9	58.0
Other Income	3.2	6.1	7.6	9.2	26.1	6.2	(7.5)	(8.0)	1.5	(7.9)	(5.7)
Interest Expense	0.4	0.6	0.4	0.1	1.5	0.0	0.0	(0.0)	0.5	0.5	11.7
Depreciation	4.0	4.7	5.2	5.8	19.8	6.3	6.2	5.9	5.8	24.1	6.0
Profit before Tax	45.6	49.2	55.7	59.5	210.1	69.4	77.1	50.8	52.2	249.4	34.6
Provision for taxes	4.4	4.6	5.4	4.2	18.6	6.8	7.4	5.5	6.1	25.8	5.6
Profit after tax before Exceptional Items	41.2	44.6	50.4	55.3	191.5	62.5	69.7	45.3	46.1	223.6	29.1
Non Recurring / Exceptional Items				(109.9)	(109.9)						(1.8)
Minority Interest	0.1	0.0	0.0	(0.0)	0.1	(0.0)	0.0	0.0	(0.0)	(0.0)	(0.2)
Profit after tax	41.3	44.7	50.4	(54.7)	81.7	62.5	69.7	45.3	46.1	223.6	27.1

Note: Figures rounded off to the nearest million

\* Q2F09 Cost of Services include UK Payee tax write back of Rs 673 mn (\$ 15.3 mn)

EPS (US\$)- excluding non recurring / exceptional items											
Basic	0.34	0.37	0.42	0.45	1.58	0.52	0.58	0.38	0.38	1.83	0.23
Diluted	0.31	0.34	0.38	0.42	1.46	0.48	0.54	0.35	0.36	1.73	0.22
EPS (US\$)- including non recurring / exceptional items											
Basic	0.34	0.37	0.42	(0.46)	0.68	0.52	0.58	0.38	0.38	1.83	0.22
Diluted	0.31	0.34	0.38	(0.43)	0.63	0.48	0.54	0.35	0.36	1.73	0.21

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Rest of World	7%	6%	10%	5%	7%	6%	8%	9%	8%	8%	10%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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