

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

P&L Summary (Rs in Mn)

Particulars	FY0809					FY0910					FY1011		
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2*	Q3
Revenue from services	11,163	11,648	11,322	10,513	44,647	11,130	11,418	11,873	11,833	46,254	11,337	15,339	12,111
Cost of Services*	6,825	6,194	6,572	6,114	25,705	6,838	6,986	7,514	7,373	28,711	7,458	10,701	7,882
Gross Profit	4,338	5,454	4,750	4,399	18,942	4,292	4,432	4,359	4,460	17,543	3,879	4,638	4,229
SGA	1,470	1,520	1,570	1,557	6,117	1,487	1,507	1,552	1,672	6,218	1,752	1,820	1,731
Operating Profit	2,868	3,935	3,180	2,842	12,824	2,805	2,925	2,807	2,788	11,325	2,126	2,818	2,498
Other Income	261	(320)	(397)	78	(378)	(261)	270	6	739	754	253	83	521
Interest Expense	2	0	(0)	23	25	571	843	459	311	2,184	264	270	252
Depreciation	258	267	286	286	1,097	296	312	331	399	1,339	354	347	347
Profit before Tax	2,870	3,347	2,497	2,611	11,325	1,677	2,040	2,023	2,817	8,556	1,761	2,285	2,420
Provision for taxes	283	321	269	306	1,179	268	345	285	542	1,440	312	418	359
Profit after tax before exceptional, earlier period items and minority interest	2,587	3,027	2,228	2,305	10,146	1,409	1,695	1,737	2,275	7,117	1,449	1,867	2,061
Non Recurring / Exceptional Items						(85)				(85)			
Minority interest	(2)	1	1	(0)	(1)	(8)	(5)	(9)	(6)	(27)	(6)	7	(6)
Profit after tax before earlier period items and share of profit/(loss) in Associate	2,585	3,028	2,228	2,304	10,145	1,316	1,690	1,728	2,270	7,004	1,443	1,874	2,055
Share of profit/(loss) including earlier period items in Associate: Satyam Computer Services Limited												(367)	515
Profit after tax	2,585	3,028	2,228	2,304	10,145	1,316	1,690	1,728	2,270	7,004	1,443	1,507	2,570

EPS (Rs)- Before non recurring / exceptional items													
Basic	21.28	24.91	18.32	18.95	83.41	11.51	13.87	14.18	18.60	58.10	11.71	12.17	20.65
Diluted	19.83	23.23	17.15	17.90	78.82	10.84	12.99	13.26	17.41	54.37	11.07	11.57	19.73
EPS (Rs)- After non recurring / exceptional items													
Basic	21.28	24.91	18.32	18.95	83.41	10.81	13.87	14.18	18.60	57.41	11.71	12.17	20.65
Diluted	19.83	23.23	17.15	17.90	78.82	10.19	12.99	13.26	17.41	53.72	11.07	11.57	19.73

Total Headcount (As at period-end)	FY0809					FY0910					FY1011		
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
S/w Professionals	19,386	20,273	20,779	20,060		20,227	20,038	22,199	24,405		25,711	24,449	24,673
BPO Professionals	3,882	3,734	3,527	3,769		4,189	5,450	7,199	8,067		8,426	8,489	8,489
Sales & Support	1,101	1,128	1,123	1,143		1,066	1,027	1,006	1,052		1,130	1,069	1,046
Total Employees	24,369	25,135	25,429	24,972		25,482	26,515	30,404	33,524		35,267	34,007	34,208

Revenue by Geography (%)													
North America	22%	23%	26%	30%	25%	29%	28%	30%	30%	29%	32%	25%	32%
Europe	72%	69%	65%	62%	67%	61%	61%	56%	57%	59%	55%	43%	54%
Rest of World	6%	8%	9%	8%	8%	10%	11%	14%	13%	12%	13%	32%	14%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

No. of Active Clients	110	110	110	108		110	110	110	113		117	124	126

No. of Million \$ Clients													
≥ \$1 million clients	44	45	46	44		47	47	49	48		52	52	53
≥ \$2 million clients	29	30	29	31		29	29	30	33		36	39	39
≥ \$5 million clients	12	14	14	13		15	17	18	18		20	21	20
≥ \$10 million clients	7	8	8	8		8	9	9	11		13	14	15
≥ \$15 million clients	6	7	7	7		8	7	8	8		8	8	8
≥ \$20 million clients	4	4	4	4		4	5	5	5		6	7	6
≥ \$25 million clients	3	4	4	4		4	4	4	4		4	5	5
≥ \$50 million clients	2	2	2	2		2	2	2	2		2	3	3

Client contribution to revenue													
Top client	63%	60%	57%	52%		52%	50%	46%	46%		45%	35%	44%
Top 5	84%	82%	79%	78%		78%	75%	75%	72%		74%	77%	72%
Top 10	90%	89%	87%	84%		86%	84%	82%	81%		82%	84%	81%

Revenue On/Off Break-up (in %)													
Onsite	40%	40%	40%	39%	40%	38%	38%	39%	38%	38%	37%	30%	37%
Offshore	60%	60%	60%	61%	60%	62%	62%	61%	62%	62%	63%	70%	63%

IT Utilization %	74%	69%	67%	70%	70%	71%	75%	73%	73%	73%	69%	75%	76%

Notes :

1) Figures rounded off to the nearest million

2)* Q2F11 Revenue includes Rs 2,989.5 mn pass through revenue from a customer as part of an end to end implementation.

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

P&L Summary (US\$ in Mn)

Particulars	FY0809					FY0910					FY1011		
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2*	Q3
Revenue from services	271.9	269.6	231.9	211.5	984.9	227.7	236.5	253.8	258.6	976.6	251.1	328.2	268.9
Cost of Services *	166.5	143.6	135.1	123.4	568.6	139.3	144.8	160.4	161.0	605.5	165.8	228.9	175.0
Gross Profit	105.4	126.0	96.9	88.2	416.4	88.3	91.7	93.4	97.7	371.1	85.3	99.3	93.8
SGA	35.8	35.2	32.2	31.3	134.5	30.3	31.2	33.1	36.5	131.2	38.9	39.0	38.4
Operating Profit	69.5	90.8	64.7	56.9	281.9	58.0	60.5	60.3	61.1	239.9	46.4	60.3	55.4
Other Income	6.2	(7.5)	(8.0)	1.5	(7.9)	(5.7)	5.6	0.2	16.2	16.3	5.7	1.8	11.4
Interest Expense	0.0	0.0	(0.0)	0.5	0.5	11.7	17.4	9.8	6.8	45.7	5.9	5.8	5.6
Depreciation	6.3	6.2	5.9	5.8	24.1	6.0	6.5	7.1	8.7	28.3	7.9	7.4	7.7
Profit before Tax	69.4	77.1	50.8	52.2	249.4	34.6	42.2	43.6	61.8	182.3	38.4	48.9	53.6
Provision for taxes	6.8	7.4	5.5	6.1	25.8	5.6	7.1	6.1	11.9	30.8	6.8	9.0	8.0
Profit after tax before exceptional, earlier period items and minority interest	62.5	69.7	45.3	46.1	223.6	29.1	35.0	37.5	49.9	151.5	31.6	40.0	45.6
Non Recurring / Exceptional Items						(1.8)				(1.8)			
Minority interest	(0.0)	0.0	0.0	(0.0)	(0.0)	(0.2)	(0.1)	(0.2)	(0.1)	(0.6)	(0.1)	0.2	(0.1)
Profit after tax before earlier period items and share of profit/(loss) in Associate	62.5	69.7	45.3	46.1	223.6	27.1	34.9	37.3	49.8	149.1	31.4	40.1	45.5
Share of profit/(loss) including earlier period items in Associate: Satyam Computer Services Limited												(7.8)	11.2
Profit after tax	62.5	69.7	45.3	46.1	223.6	27.1	34.9	37.3	49.8	149.1	31.4	32.3	56.7
EPS (Rs)- Before non recurring / exceptional items													
Basic	0.52	0.58	0.38	0.38	1.83	0.23	0.28	0.30	0.41	1.22	0.26	0.26	0.46
Diluted	0.48	0.54	0.35	0.36	1.73	0.22	0.26	0.28	0.38	1.14	0.25	0.25	0.44
EPS (Rs)- After non recurring / exceptional items													
Basic	0.52	0.58	0.38	0.38	1.83	0.22	0.28	0.30	0.41	1.21	0.26	0.26	0.46
Diluted	0.48	0.54	0.35	0.36	1.73	0.21	0.26	0.28	0.38	1.13	0.25	0.25	0.44
Total Headcount (As at period-end)													
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3
S/w Professionals	19,386	20,273	20,779	20,060		20,227	20,038	22,199	24,405		25,711	24,449	24,673
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IT Utilization %	74%	69%	67%	70%	70%	71%	75%	73%	73%	73%	69%	75%	76%

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