

Tech Mahindra Limited (Consolidated) Fact Sheet data for 12 Quarters

P&L Summary (US\$ in Mn)

Particulars	FY0607					FY0708					FY0809				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2 *	Q3	Q4	Total
Revenue from services	129.5	150.3	170.5	197.7	648.0	210.9	220.8	245.2	257.8	934.7	271.9	269.6	231.9	211.5	984.9
Cost of Services *	82.3	89.7	100.0	116.0	388.0	131.9	139.2	155.2	165.5	591.8	166.5	143.6	135.1	123.4	568.6
Gross Profit	47.2	60.6	70.5	81.7	260.0	79.0	81.6	89.9	92.4	342.9	105.4	126.0	96.9	88.2	416.4
SGA	18.5	22.8	24.3	31.1	96.7	32.1	33.1	36.1	36.2	137.5	35.8	35.2	32.2	31.3	134.5
Operating Profit	28.7	37.8	46.2	50.6	163.3	46.9	48.5	53.8	56.2	205.3	69.5	90.8	64.7	56.9	281.9
Other Income	0.3	(1.2)	(0.6)	3.0	1.5	3.2	6.1	7.6	9.2	26.1	6.2	(7.5)	(8.0)	1.5	(7.9)
Interest Expense			0.3	1.1	1.4	0.4	0.6	0.4	0.1	1.5	0.0	0.0	(0.0)	0.5	0.5
Depreciation	2.4	2.4	3.0	3.6	11.4	4.0	4.7	5.2	5.8	19.8	6.3	6.2	5.9	5.8	24.1
Profit before Tax	26.6	34.1	42.3	48.9	152.0	45.6	49.2	55.7	59.5	210.1	69.4	77.1	50.8	52.2	249.4
Provision for taxes	3.2	3.6	5.0	4.6	16.4	4.4	4.6	5.4	4.2	18.6	6.8	7.4	5.5	6.1	25.8
Profit after tax before Exceptional Items	23.4	30.5	37.3	44.3	135.6	41.2	44.6	50.4	55.3	191.5	62.5	69.7	45.3	46.1	223.6
Non Recurring / Exceptional Items				(118.6)	(118.6)				(109.9)	(109.9)					
Minority Interest				(0.0)	(0.0)	0.1	0.0	0.0	(0.0)	0.1	(0.0)	0.0	0.0	(0.0)	(0.0)
Profit after tax after Exceptional Items	23.4	30.5	37.3	(74.3)	17.0	41.3	44.7	50.4	(54.7)	81.7	62.5	69.7	45.3	46.1	223.6
Earlier year provisions written back		7.3			7.3										
Profit after tax (including tax provision write back)	23.4	37.8	37.3	(74.3)	24.3	41.3	44.7	50.4	(54.7)	81.7	62.5	69.7	45.3	46.1	223.6

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	0.21	0.34	0.32	0.39	1.24	0.34	0.37	0.42	0.45	1.58	0.52	0.58	0.38	0.38	1.83
Diluted	0.18	0.30	0.28	0.34	1.10	0.31	0.34	0.38	0.42	1.46	0.48	0.54	0.35	0.36	1.73
EPS (US\$)- including non recurring / exceptional items															
Basic	0.21	0.34	0.32	(0.65)	0.23	0.34	0.37	0.42	(0.46)	0.68	0.52	0.58	0.38	0.38	1.83
Diluted	0.18	0.30	0.28	(0.57)	0.21	0.31	0.34	0.38	(0.43)	0.63	0.48	0.54	0.35	0.36	1.73

Total Headcount (As at period-end)	FY0607					FY0708					FY0809			
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4
S/w Professionals	11,721	14,413	15,527	17,181		18,092	18,883	18,448	18,430		19,386	20,273	20,779	20,060
BPO Professionals			1,542	1,755		2,019	3,191	3,704	3,445		3,882	3,734	3,527	3,769
Sales & Support	645	667	705	813		1,035	1,026	1,003	1,009		1,101	1,128	1,123	1,143
Total Employees	12,366	15,080	17,774	19,749		21,146	23,100	23,155	22,884		24,369	25,135	25,429	24,972

Revenue by Geography (%)															
North America	18%	18%	19%	19%	18%	19%	19%	20%	20%	19%	22%	23%	26%	30%	25%
Europe	67%	73%	73%	76%	73%	74%	75%	70%	75%	74%	72%	69%	65%	62%	67%
Rest of World	15%	9%	8%	5%	9%	7%	6%	10%	5%	7%	6%	8%	9%	8%	8%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

No. of Active Clients														
	65	70	78	83		87	96	105	107		110	110	110	108

No. of Million \$ Clients														
≥ \$1 million clients	17	17	22	29		31	32	41	44		44	45	46	44
≥ \$2 million clients	10	12	15	18		18	17	21	25		29	30	29	31
≥ \$5 million clients	7	8	8	8		9	12	12	13		12	14	14	13
≥ \$10 million clients	5	5	5	6		6	6	6	6		7	8	8	8
≥ \$15 million clients	3	4	4	4		5	4	6	6		6	7	7	7
≥ \$20 million clients	2	3	3	3		3	3	3	3		4	4	4	4
≥ \$25 million clients	2	2	2	2		3	3	3	3		3	4	4	4
≥ \$50 million clients	1	1	1	2		2	2	2	2		2	2	2	2

Client contribution to revenue														
Top client	58%	64%	65%	67%		64%	65%	61%	65%		63%	60%	57%	52%
Top 5	86%	82%	82%	83%		85%	86%	82%	83%		84%	82%	79%	78%
Top 10	91%	90%	90%	89%		90%	89%	88%	89%		90%	89%	87%	84%

Revenue On/Off Break-up (in %)														
Onsite	34%	38%	40%	41%	39%	43%	45%	44%	42%	44%	40%	40%	40%	39%
Offshore	66%	62%	60%	59%	61%	57%	55%	56%	58%	56%	60%	60%	60%	61%

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