



## Consolidated Revenues at Rs. 51,402 million for the year, up 11% over previous year

### Consolidated Audited Financial Results for the Quarter and Year ended March 31, 2011

Particulars	Rs. In Lakhs			
	Quarter ended 31st March		Year ended 31st March	
	2011	2010	2011	2010
1 Income from Operations	126153	118330	514023	462540
2 Expenditure				
Personnel Cost	63117	50292	243687	207682
Travelling Expenses	9018	7640	34868	30790
Services rendered by Business Associates & Others	13400	14590	49460	47890
Depreciation	3870	3996	14350	13386
Operating and other expenses	14715	17921	85675	62921
Total -	104120	94439	428040	362669
3 Profit From Operations before Other Income, Interest and Exceptional Item	22033	23891	85983	99871
4 Other Income	3175	7394	11745	7544
5 Profit before Interest and Exceptional Item	25208	31285	97728	107415
6 Interest	2128	3110	9988	21840
7 Profit after Interest and before Exceptional Item	23080	28175	87740	85575
8 Exceptional Item	-	-	-	(849)
9 Profit before Tax	23080	28175	87740	84726
10 Provision for Taxation	2258	5418	13158	14398
11 Profit after tax before earlier period items, minority interest and share of profit/(loss) in Associate - SCSL	20822	22757	74582	70328
12 Share of profit/(loss) in Associate				
- Profit after tax and minority interest (excluding exceptional items)	19710	-	21060	-
- Exceptional items	(26990)	-	(27350)	-
13 Earlier period items - Share of profit/(loss) in Associate				
- Profit after tax and minority interest (excluding exceptional items)	(4500)	-	10660	-
- Exceptional items	340	-	(14330)	-
14 Profit before minority interest	9382	22757	64622	70328
15 Minority Interest	(163)	(55)	(203)	(275)
16 Profit after Tax	9219	22702	64419	70053
17 Paid-up Equity Share Capital (Face Value of Share Rs. 10)	12596	12232	12596	12232
18 Loan Funds	122270	136725	122270	136725
19 Reserves excluding revaluation reserve	292052	237552	292052	237552
20 Debenture Redemption Reserve	26368	19351	26368	19351
21 Earnings Per Share(Rs):(Not Annualized)Before Exceptional Item No.8				
- Basic	7.39	18.60	51.60	58.10
- Diluted	7.06	17.41	49.34	54.37
22 Earnings Per Share (Rs):(Not Annualized) After Exceptional Item No.8				
- Basic	7.39	18.60	51.60	57.41
- Diluted	7.06	17.41	49.34	53.72
23 Ratios				
- Debt Equity Ratio	-	-	0.38	0.55
- Debt Service Coverage Ratio (DSCR)	-	-	0.67	0.29
- Interest Service Coverage Ratio (ISCR)	-	-	9.78	4.92
24 Public Shareholding -				
- Number of shares	35671580	30766213	35671580	30766213
- Percentage of shareholding	28.32%	25.15%	28.32%	25.15%
25 Promoters and promoter group Shareholding				
a) Pledged/encumbered	-	-	-	-
- Number of shares	-	-	-	-
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-
- Percentage of shares (as a % of the total share capital of the company)	-	-	-	-
b) Non-encumbered				
- Number of shares	90283901	91553901	90283901	91553901
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100%	100%	100%	100%
- Percentage of shares (as a % of the total share capital of the company)	71.68%	74.85%	71.68%	74.85%

#### Stand-Alone Information (Audited)

Particulars	Rs. In Lakhs			
	Quarter ended 31st March		Year ended 31st March	
	2011	2010	2011	2010
Revenues	119893	116387	496549	448376
Profit before tax and exceptional item	19244	28557	80601	88274
Profit after tax before exceptional item	18249	23186	69672	75134
Profit after tax and exceptional item	18249	23186	69672	74285

Particulars	Rs. In Lakhs			
	Quarter ended 31st March		Year ended 31st March	
	2011	2010	2011	2010
<b>Segment Revenue</b>				
a) Telecom Service Provider	105675	101896	447218	397408
b) Telecom Equipment Manufacturer	7792	7034	26301	26435
c) BPO	10073	6824	32135	26601
d) Others	2613	2576	8369	12096
<b>Total</b>	<b>126153</b>	<b>118330</b>	<b>514023</b>	<b>462540</b>
Less :Inter Segment Revenue	-	-	-	-
<b>Net Sales/Income from Operations</b>	<b>126153</b>	<b>118330</b>	<b>514023</b>	<b>462540</b>
Segment Profit before tax , interest and depreciation				
a) Telecom Service Provider	38119	38352	148980	149697
b) Telecom Equipment Manufacturer	3067	2397	8797	8894
c) BPO	4593	2895	14012	12762
d) Others	505	955	1942	4085
<b>Total</b>	<b>46284</b>	<b>44599</b>	<b>173731</b>	<b>175438</b>
Less:				
(i) Interest	2128	3110	9988	21840
(ii) Other un-allocable expenditure Net off un-allocable income	21076	13314	76003	68023
(iii) Exceptional Item	-	-	-	(849)
<b>Profit before Tax</b>	<b>23080</b>	<b>28175</b>	<b>87740</b>	<b>84726</b>

#### NOTES:

- The quarterly results have been reviewed by the Audit Committee and taken on records by the Board of Directors in its meeting held on 26th May 2011.
- The Board of Directors have recommended a final dividend of Rs. 4 per equity share on par value of Rs.10/- (40%)
- As required by AS 23 "Accounting for Investments in Associates in Consolidated financial statements", the Company has followed Equity method of Accounting. Tech Mahindra Limited's results for the quarter ended 31st March 2011 include share in profits of Satyam Computer Services Limited (SCSL) for the quarter ended 31st March 2011. TechM's share of profit/(loss) in SCSL for the quarter ended December 31, 2010 has been included as earlier period item in current quarter ended 31st March 2011 and TechM share of profit / (loss) of SCSL from the date of acquisition till March 2010, has been included as prior period item for the year ended 31st March 2011.  
The auditors of SCSL have qualified the auditors' report for the year ended 31st March 2010 as well as year ended 31st March 2011 expressing their inability to ascertain the effects of number of items, including initiation of investigations and legal proceedings by various regulators, in respect of financial irregularities under the previous management, on the financial statements of SCSL.  
Due to the above, the auditors of Tech Mahindra have also qualified their consolidated audit report in respect of the post acquisition share of profit of SCSL, the amount of goodwill in the investment value, investment in SCSL and reserves & surplus in the consolidated financial statements of Tech Mahindra.
- During the previous year, a customer has restructured long term contracts with the Company from April 01, 2009 which involves changes in commercial including rate reduction and other agreed contract terms. As per the amended contracts the customer has paid the Company restructuring fees of Rs. 96819 Lakhs. The services under the restructured contracts would continue to be rendered over the life of the contract. The restructuring fees received would be amortized and recognized as revenue over the term of the contract on a straight line basis. The amount of Rs.20049 Lakhs has been recognized as revenue for the year and the balance amount of Rs.56721 Lakhs has been carried forward and disclosed as deferred revenue in the Balance Sheet. In addition, it also includes a part of contract termination fees received from a customer, to the extent there is a continuing customer involvement.
- Operating and other expenses for the year ended March 31, 2011 include Rs 28710 lakhs of hardware and software expenses accounted as finance lease for a customer.
- Information on investor complaints pursuant to clause 41 of the Listing Agreement for the quarter ended March 31, 2011

Nature of Investor complaints	Opening Balance	Additions	Disposal	Closing Balance
Allotment/Refund/Transfer/Others	1	54	55	0

7 Previous period figures have been regrouped/rearranged wherever necessary.

8 The standalone financial results have been made available to the Stock Exchanges where the company's securities are listed and are posted on the company's website www.techmahindra.com

#### Notes for Segmental Information:

##### Primary Segments

The Primary Segment of the Company is business segment by category of customers in the Telecom Service Provider, Telecom Equipment Manufacturer sectors, Business Process Outsourcing and others

##### Segmental Capital Employed

Segregation of assets, liabilities, depreciation and other non-cash expenses into various primary segments has not been done as the assets are used interchangeably between segments. Accordingly no disclosure relating to Segmental assets and liabilities has been made.

#### Statement of assets and liabilities (Consolidated - Audited)

Rs. In Lakhs

Particulars	As at March 31,	
	2011	2010
<b>Shareholders' funds</b>		
Share capital	12596	12232
Reserves and surplus	322544	276417
Loan Funds	122270	136725
Minority Interest	1595	1393
Deferred Revenue	58373	76770
<b>Total</b>	<b>517378</b>	<b>503537</b>
<b>Fixed assets</b>		
Investments	72747	72315
Deferred tax assets	290805	301450
	6376	2762
<b>Current assets, loans and advances</b>		
Sundry debtors	124681	104201
Cash and bank balances	26660	21874
Loans and advances	83213	87590
	<b>234554</b>	<b>213665</b>
<b>Less : Current liabilities and provisions</b>		
Current liabilities	56307	58955
Provisions	30797	27700
<b>Net Current assets</b>	<b>147450</b>	<b>127010</b>
<b>Total</b>	<b>517378</b>	<b>503537</b>

Date : 26th May 2011

Vineet Nayyar  
Vice Chairman & Managing Director