

Tech Mahindra Limited Consolidated Fact Sheet Data.
P&L Summary (Rs in Mn)

Particulars	FY 2015-16					FY 2016-17
	Q1	Q2	Q3	Q4	Total	Q1
Revenue From Services	62,938	66,155	67,011	68,837	264,942	69,209
Cost of services	44,431	44,973	46,082	47,803	183,290	48,807
Gross Profit	18,508	21,182	20,930	21,034	81,653	20,402
SGA	9,458	10,304	9,659	9,524	38,945	10,112
EBIDTA	9,050	10,878	11,270	11,510	42,707	10,291
EBIDTA %	14.4%	16.4%	16.8%	16.7%	16.1%	14.9%
Depreciation	1,724	1,965	1,727	2,174	7,589	2,019
EBIT	7,326	8,913	9,543	9,336	35,118	8,272
EBIT %	11.6%	13.5%	14.2%	13.6%	13.3%	12.0%
Other income	1,244	1,589	579	1,603	5,015	2,458
Foreign Exchange (loss)/ gain	799	(170)	(171)	551	1,008	479
Interest, Dividend & Misc. income	446	1,759	750	1,052	4,007	1,979
Interest expense	215	173	244	340	970	274
Share of profit / (Loss) from associate	11	3	(0)	13	26	(23)
Profit Before Tax	8,366	10,333	9,878	10,612	39,189	10,433
Provision for taxes	2,142	1,905	2,329	1,806	8,183	2,468
Profit After Tax Before Minority Interest	6,224	8,427	7,548	8,806	31,006	7,965
Minority Interest	1	(45)	(77)	(225)	(346)	(464)
Net Profit After Minority Interest	6,225	8,382	7,471	8,581	30,659	7,501
PAT %	9.9%	12.7%	11.1%	12.5%	11.6%	10.8%
EPS (In Rs)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4	Total	Q1
Basic	7.20	9.69	8.62	9.89	35.35	8.59
Diluted	7.02	9.44	8.42	9.67	34.54	8.44
EPS (In Rs)- After Non Recurring / Exceptional Items						
Basic	7.20	9.69	8.62	9.89	35.35	8.59
Diluted	7.02	9.44	8.42	9.67	34.54	8.44
Total Headcount (As at period-end)	Q1	Q2	Q3	Q4		Q1
Software professionals	73,046	72,645	72,828	72,125		73,590
BPO professionals	24,394	26,513	28,279	27,254		27,326
Sales & support	6,233	6,077	6,030	6,053		6,300
Total Employees	103,673	105,235	107,137	105,432		107,216
IT Attrition % (LTM) #	19%	20%	20%	21%		21%
IT Utilization % #	74%	77%	77%	77%		78%
IT Utilization % (Excluding Trainees) #	75%	79%	80%	80%		80%
Revenue By Geography % (Quarter Ended)	Q1	Q2	Q3	Q4	LTM	Q1
Americas	47.7%	48.9%	47.8%	46.8%	47.8%	49.0%
Europe	29.4%	29.3%	28.9%	28.5%	29.0%	28.3%
Rest of world	22.9%	21.9%	23.2%	24.7%	23.2%	22.8%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Revenue By Industry % (Quarter Ended)	Q1	Q2	Q3	Q4	LTM	Q1
Communication	52.7%	52.9%	51.3%	50.9%	52.0%	49.2%
Manufacturing	17.1%	16.7%	17.1%	17.1%	17.0%	18.1%
Technology, media & entertainment	7.3%	8.2%	7.4%	7.5%	7.6%	7.5%
Banking, financial services & insurance	10.0%	9.6%	9.8%	10.6%	10.0%	11.3%
Retail, transport & logistics	6.5%	6.0%	6.8%	6.2%	6.4%	6.5%
Others	6.5%	6.6%	7.6%	7.7%	7.1%	7.3%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
No. of Active Clients & % of Repeat Business	Q1	Q2	Q3	Q4	Total	Q1
No. of Active Clients	770	788	801	807		818
% of Repeat Business	98.6%	96.8%	95.7%	96.3%	96.8%	96.3%
No. of Million \$ Clients	Q1	Q2	Q3	Q4		Q1
≥ \$1 million clients	296	298	326	319		317
≥ \$5 million clients	101	102	105	112		120
≥ \$10 million clients	60	62	63	63		64
≥ \$20 million clients	36	36	37	40		42
≥ \$50 million clients	13	14	14	14		14

Tech Mahindra Limited Consolidated Fact Sheet Data.
P&L Summary (Rs in Mn)

Particulars	FY 2015-16					Q1
Client Contribution To Revenue % (Quarter Ended)	Q1	Q2	Q3	Q4	Total	Q1
Top 5	33.0%	31.5%	28.3%	27.9%	30.2%	28.8%
Top 10	44.3%	43.3%	39.5%	39.0%	41.5%	40.0%
Top 20	56.6%	56.0%	52.3%	51.9%	54.2%	52.6%
On/Off Break-up in % (IT Business Revenue)	Q1	Q2	Q3	Q4	Total	Q1
Onsite	61.0%	61.7%	62.7%	63.2%	62.1%	63.4%
Offshore	39.0%	38.3%	37.3%	36.8%	37.9%	36.6%
Rupee USD Rate	Q1	Q2	Q3	Q4	Total	Q1
Period closing rate	63.64	65.58	66.15	66.26		67.52
Period average Rate	63.63	65.40	66.03	67.49		67.04
Proportion of Revenues From Major Currencies	Q1	Q2	Q3	Q4	Total	Q1
USD	51.1%	52.4%	51.3%	49.3%	51.1%	50.0%
GBP	13.2%	12.7%	11.4%	10.8%	12.0%	10.4%
EUR	11.7%	11.8%	11.3%	11.3%	11.5%	11.2%
AUD	5.0%	4.5%	4.7%	4.5%	4.7%	4.7%
Others	18.9%	18.5%	21.3%	24.1%	20.7%	23.7%
Consolidated Hedge Position	Q1	Q2	Q3	Q4	Total	Q1
GBP In Mn	185.0	166.8	173.3	177.9		185.5
Strike rate (INR)	103.0	105.8	106.9	108.4		107.1
USD In Mn	1,459.3	1,504.5	1,341.7	1,297.2		1,246.6
Strike rate (INR)	66.6	68.5	69.5	71.1		71.5
EUR In Mn	149.0	138.3	172.1	161.5		136.6
Strike rate (INR)	81.0	82.5	81.5	82.9		82.1
Receivable Days (DSO)-Including Unbilled	Q1	Q2	Q3	Q4	Total	Q1
	113	108	104	106		106
Borrowings	Q1	Q2	Q3	Q4	Total	Q1
	7,996	8,537	8,881	10,920		13,504
Cash and Cash Equivalent	Q1	Q2	Q3	Q4	Total	Q1
	33,496	34,924	49,402	52,006		57,472
Capital Expenditure (Quarter Ended)	Q1	Q2	Q3	Q4	Total	Q1
	2,634	2,626	1,278	4,306	10,843	1,576

Notes :

- 1) Figures rounded off to the nearest million.
- 2) Previous period figures have been regrouped/rearranged wherever necessary.
- 3) LTM: Last Twelve Months.
- 4) # Metrics for Organic business
- 5) Q1 FY 17 results include one months result of Pininfarina Group, which was acquired as subsidiary , effective 30th May 2016
- 6) Financials for FY 2015-16 have been restated in accordance with Ind AS

Tech Mahindra Limited Consolidated Fact Sheet Data.
P&L Summary (US\$ in Mn)

Particulars	FY 2015-16					FY 2016-17
	Q1	Q2	Q3	Q4	Total	Q1
Revenue From Services	989.1	1,011.0	1,014.7	1,022.6	4,037.5	1,031.5
Cost of services	698.3	687.8	697.8	710.0	2,793.9	727.8
Gross Profit	290.8	323.2	316.9	312.6	1,243.6	303.7
SGA	148.6	157.5	146.3	141.4	593.9	150.3
EBIDTA	142.2	165.7	170.6	171.2	649.7	153.4
EBIDTA %	14.4%	16.4%	16.8%	16.7%	16.1%	14.9%
Depreciation	27.1	30.0	26.2	32.2	115.6	30.1
EBIT	115.1	135.7	144.4	139.0	534.1	123.3
EBIT %	11.6%	13.4%	14.2%	13.6%	13.2%	12.0%
Other income	19.6	24.3	8.8	23.8	76.4	36.1
Foreign Exchange (loss)/ gain	12.5	(2.6)	(2.6)	8.2	15.4	6.7
Interest, Dividend & Misc. income	7.0	26.9	11.4	15.6	61.0	29.4
Interest expense	3.4	2.6	3.7	5.0	14.8	4.1
Share of profit /(Loss) from associate	0.2	0.0	(0.0)	0.2	0.4	(0.3)
Profit Before Tax	131.4	157.4	149.5	157.9	596.1	155.0
Provision for taxes	33.7	29.1	35.3	26.8	124.7	36.7
Profit After Tax Before Minority Interest	97.8	128.2	114.2	131.1	471.4	118.3
Minority Interest	0.0	(0.7)	(1.2)	(3.3)	(5)	(6.9)
Net Profit After Minority Interest	97.8	127.5	113.1	127.8	466.1	111.5
PAT%	9.9%	12.6%	11.1%	12.5%	11.5%	10.8%
EPS (In USD)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4	Total	Q1
Basic	0.11	0.15	0.13	0.15	0.54	0.13
Diluted	0.11	0.14	0.13	0.14	0.53	0.13
EPS (In USD)- After Non Recurring / Exceptional Items						
Basic	0.11	0.15	0.13	0.15	0.54	0.13
Diluted	0.11	0.14	0.13	0.14	0.53	0.13
Receivable Days (DSO)-Including Unbilled	113	108	104	106		106
Borrowings	125.7	130.2	134.3	164.8		200.0
Cash and Cash Equivalent	526.3	532.5	746.8	784.9		851.2
Capital Expenditure (Quarter Ended)	41.4	40.0	19.3	63.8	164.5	23.5

Notes :

- 1) Figures rounded off to the nearest million.
- 2) Previous period figures have been regrouped/rearranged wherever necessary.
- 3) LTM: Last Twelve Months.
- 4) # Metrics for Organic business
- 5) Q1 FY 17 results include one months result of Pininfarina Group, which was acquired as subsidiary , effective 30th May 2016
- 6) Financials for FY 2015-16 have been restated in accordance with Ind AS

'Rs. in Millions

Consolidated Balance Sheet as at	Note No.	June 30, 2016	March 31, 2016
ASSETS			
Non-Current Assets			
(a) Property, Plant and Equipment	3	26,692	23,795
(b) Capital Work-in-Progress		6,724	6,294
(c) Investment Property	4	1,146	546
(d) Goodwill	5	17,776	17,418
(e) Other Intangible Assets	6	2,269	1,030
(f) Financial Assets			
(i) Investments	7	763	1,178
(ii) Trade Receivables	8	-	-
(iii) Other Financial Assets	9	2,533	2,800
(g) Deferred Tax Assets (Net)	55	5,822	5,322
(h) Other Non-Current Assets	10	18,134	16,153
Total Non - Current Assets		81,859	74,536
Current Assets			
(a) Inventories	11	650	403
(b) Financial Assets			
(i) Investments	12	20,841	11,248
(ii) Trade Receivables	13	58,855	57,705
(iii) Cash and Cash Equivalents	14	21,849	23,978
(iv) Other Balances with Banks	15	14,736	16,202
(v) Other Financial Assets	16	26,032	23,897
(c) Other Current Assets	17	18,689	16,085
Total Current Assets		161,652	149,518
Total Assets		243,511	224,054
EQUITY AND LIABILITIES			
Equity			
(a) Equity Share Capital	18	4,373	4,355
(b) Other Equity	19	150,391	141,590
Equity Attributable to Owners of the Company		154,764	145,945
Non controlling Interest		4,396	1,936
Total Equity		159,160	147,881
Liabilities			
Non-current liabilities			
(a) Financial Liabilities			
(i) Borrowings	20	4,167	1,967
(ii) Other Financial Liabilities	21	448	542
(b) Provisions	22	6,051	5,311
(c) Other Non-Current Liabilities	23	31	34
Total Non - Current Liabilities		10,697	7,854
Current liabilities			
(a) Financial Liabilities			
(i) Borrowings	24	8,323	8,054
(ii) Trade Payables	25	24,032	22,761
(iii) Other Financial Liabilities	26	2,839	2,701
(b) Other Current Liabilities	27	14,007	12,384
(c) Provisions	28	3,226	3,199
(d) Current Tax Liabilities (Net)	55	8,923	6,916
Total Current Liabilities		61,350	56,015
Suspense Account (Net)	41	12,304	12,304
Total Equity and Liabilities		243,511	224,054
See accompanying notes forming part of the financial statements	1 to 62		

Cash Flow Statement for the	Quarter ended	
	June 30, 2016	
A Cash Flow from Operating Activities		
Profit before Tax		10,433
Adjustments for :		
Depreciation and Amortization Expense	2,019	
Provision for Doubtful Receivables, Unbilled Revenue and other Advances, Bad debts, Deposits and Loans and Advances written off	321	
Customer Claims and Warranties (net)	43	
Sundry Balances Written Back	(974)	
(Profit) / Loss on Sale of Fixed Assets (net)	(15)	
Finance Costs	274	
Unrealized Exchange (Gain) / Loss (net)	546	
Employee Stock Compensation Cost (net)	404	
Interest Income	(467)	
Rent Income	(30)	
Dividend Income on Current Investments	(236)	
		1,885
Operating Profit before working capital changes		12,318
Trade Receivables and Other Assets	(2,690)	
Trade Payables, Other Liabilities and Provisions	1,762	
		(928)
Cash Generated from Operations		11,390
Income Tax Refund / (Paid) (net)		(761)
Net Cash Flow from / (used in) Operating Activities (A)		10,629
B Cash Flow from Investing Activities		
Purchase of Fixed Assets	(1,628)	
Proceeds from Sale of Fixed Assets	27	
Purchase of Current Investments	(31,935)	
Sale of Current Investments	22,967	
Purchase of Treasury Bonds	(2)	
Investment in Subsidiaries (refer note 36.A)	(1,884)	
Advance towards Investments (refer note 39.2)	(2,293)	
Fixed Deposit / Margin Money Realized	9,704	
Fixed Deposit / Margin Money Placed	(7,840)	
Interest Received	354	
Net Cash Flow from / (used in) Investing Activities (B)		(12,530)
C Cash Flow from Financing Activities		
Proceeds from Issue of Equity Shares (Including Share Application Money)	160	
Proceeds from Long-Term Borrowings	369	
Repayment of Long-Term Borrowings	(240)	
Proceeds / (Repayment) of Short-Term Borrowings (net)	(973)	
Finance Costs	(256)	
Net Cash Flow from / (used in) Financing Activities (C)		(940)
Net Increase / (Decrease) in Cash and Cash Equivalents (A+B+C)		(2,840)
Cash and Cash Equivalents at the beginning of the		23,978
Increase in Cash and Cash Equivalents on Acquisition (refer note)		758
Cash and Cash Equivalents (refer note II) at the end of the		21,896

Tech Mahindra Limited

Notes :

- I Purchase of Fixed Assets are stated inclusive of movements of Capital Work-in-Progress, Capital Creditors and Capital Advances between the commencement and end of the period and are considered as part of Investing Activity.

		Rs. in Millions
II	Particulars	June 30, 2016
	Cash and Cash Equivalents *	21,849
	Unrealized Loss/(Gain) on Foreign Currency Balances	43
	Total	21,892

		June 30, 2016
* Cash and Cash Equivalents Comprises of		
	(a) Cash in Hand	25
	(a) Funds in Transit	537
Balances with Banks :		
	(a) In Current Accounts	17,592
	(b) In Deposit Accounts	3,695
		21,849

- III Cash and Cash Equivalents include Equity Share Application Money of **Rs. 39 Million** (June 30, 2015 Rs 21 Million).
- IV See accompanying notes forming part of the financial statements