

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

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

| Particulars  | FY1011       |              |              |              |               | FY1112       |              |              |              |               | FY1213       |
|--|--------------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|--------------|---------------|--------------|
|  | Q1           | Q2*          | Q3           | Q4           | Total         | Q1           | Q2           | Q3           | Q4           | Total         | Q1           |
| Revenue from services  | 11,337       | 15,339       | 12,111       | 12,615       | 51,402        | 12,925       | 13,333       | 14,449       | 14,190       | 54,897        | 15,434       |
| Cost of Services   | 7,458        | 10,701       | 7,882        | 7,987        | 34,028        | 8,540        | 9,069        | 9,861        | 9,312        | 36,782        | 9,684        |
| <b>Gross Profit</b>  | <b>3,879</b> | <b>4,638</b> | <b>4,229</b> | <b>4,628</b> | <b>17,374</b> | <b>4,385</b> | <b>4,264</b> | <b>4,588</b> | <b>4,879</b> | <b>18,115</b> | <b>5,750</b> |
| SGA  | 1,752        | 1,820        | 1,731        | 2,038        | 7,341         | 1,967        | 2,222        | 2,245        | 2,487        | 8,921         | 2,448        |
| <b>Operating Profit</b>  | <b>2,126</b> | <b>2,818</b> | <b>2,498</b> | <b>2,590</b> | <b>10,033</b> | <b>2,417</b> | <b>2,042</b> | <b>2,343</b> | <b>2,392</b> | <b>9,194</b>  | <b>3,302</b> |
| Other Income   | 253          | 83           | 521          | 317          | 1,175         | 460          | 586          | 147          | (211)        | 982           | (174)        |
| Interest Expense   | 264          | 270          | 252          | 213          | 999           | 223          | 334          | 338          | 131          | 1,026         | 240          |
| Depreciation   | 354          | 347          | 347          | 387          | 1,435         | 334          | 507          | 390          | 383          | 1,613         | 421          |
| <b>Profit before Tax</b>   | <b>1,761</b> | <b>2,285</b> | <b>2,420</b> | <b>2,307</b> | <b>8,774</b>  | <b>2,320</b> | <b>1,787</b> | <b>1,762</b> | <b>1,668</b> | <b>7,537</b>  | <b>2,467</b> |
| Provision for taxes  | 312          | 418          | 359          | 226          | 1,316         | 509          | 393          | 294          | 242          | 1,437         | 585          |
| <b>Profit after tax before exceptional, earlier period items and minority interest</b>               | <b>1,449</b> | <b>1,867</b> | <b>2,061</b> | <b>2,082</b> | <b>7,458</b>  | <b>1,812</b> | <b>1,394</b> | <b>1,468</b> | <b>1,426</b> | <b>6,099</b>  | <b>1,883</b> |
| Non Recurring / Exceptional Items*   | -            | -            | -            | -            | -             | -            | -            | -            | (679)        | (679)         | -            |
| Minority interest  | (6)          | 7            | (6)          | (16)         | (21)          | (7)          | (5)          | (24)         | -            | (36)          | -            |
| <b>Profit after tax before earlier period items and share of profit/(loss) in Associate</b>          | <b>1,443</b> | <b>1,874</b> | <b>2,055</b> | <b>2,065</b> | <b>7,437</b>  | <b>1,804</b> | <b>1,389</b> | <b>1,445</b> | <b>747</b>   | <b>5,385</b>  | <b>1,883</b> |
| Share of profit/(loss) including earlier period items in Associate: Satyam Computer Services Limited |              | (367)        | 515          | (1,144)      | (996)         | 960          | 1,016        | 1,315        | 2,278        | 5,570         | 1,502        |
| <b>Profit after tax</b>  | <b>1,443</b> | <b>1,507</b> | <b>2,570</b> | <b>921</b>   | <b>6,441</b>  | <b>2,765</b> | <b>2,405</b> | <b>2,760</b> | <b>3,025</b> | <b>10,954</b> | <b>3,385</b> |

|   |       |       |       |      |       |       |       |       |       |       |       |
|---|-------|-------|-------|------|-------|-------|-------|-------|-------|-------|-------|
| <b>EPS (Rs)- Before non recurring / exceptional items</b> |       |       |       |      |       |       |       |       |       |       |       |
| Basic   | 11.71 | 12.17 | 20.65 | 7.39 | 51.60 | 21.89 | 18.98 | 21.76 | 29.16 | 87.92 | 26.54 |
| Diluted   | 11.07 | 11.57 | 19.73 | 7.06 | 49.34 | 20.95 | 18.22 | 20.91 | 28.03 | 84.52 | 25.51 |
| <b>EPS (Rs)- After non recurring / exceptional items</b>  |       |       |       |      |       |       |       |       |       |       |       |
| Basic   | 11.71 | 12.17 | 20.65 | 7.39 | 51.60 | 21.89 | 18.98 | 21.76 | 27.49 | 86.25 | 26.54 |
| Diluted   | 11.07 | 11.57 | 19.73 | 7.06 | 49.34 | 20.95 | 18.22 | 20.91 | 26.43 | 82.91 | 25.51 |

| Total Headcount (As at period-end) | FY1011        |               |               |               | FY1112        |               |               |               | FY1213        |
|------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                                    | Q1            | Q2            | Q3            | Q4            | Q1            | Q2            | Q3            | Q4            | Q1            |
| S/w Professionals                  | 25,711        | 24,449        | 24,673        | 26,282        | 27,920        | 26,665        | 25,218        | 24,833        | 24,768        |
| BPO Professionals                  | 8,426         | 8,489         | 8,489         | 11,011        | 13,804        | 15,875        | 16,419        | 14,792        | 14,608        |
| Sales & Support                    | 1,130         | 1,069         | 1,046         | 1,040         | 1,126         | 1,117         | 1,109         | 1,138         | 1,254         |
| <b>Total Employees</b>             | <b>35,267</b> | <b>34,007</b> | <b>34,208</b> | <b>38,333</b> | <b>42,850</b> | <b>43,657</b> | <b>42,746</b> | <b>40,763</b> | <b>40,630</b> |

|  |     |     |     |     |     |     |     |     |     |     |     |
|--|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| <b>IT Attrition %</b>                        | 27% | 33% | 32% | 22% | 29% | 20% | 21% | 19% | 19% | 20% | 19% |
| <b>IT Utilization %</b>                      | 69% | 75% | 76% | 74% | 74% | 71% | 72% | 73% | 74% | 73% | 74% |
| <b>IT Utilization % (Excluding Trainees)</b> | 73% | 78% | 79% | 79% | 77% | 77% | 76% | 75% | 76% | 76% | 78% |

| Revenue by Geography (%) |             |             |             |             |             |             |             |             |             |             |             |
|--------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Americas                 | 32%         | 25%         | 32%         | 32%         | 30%         | 32%         | 33%         | 33%         | 34%         | 33%         | 35%         |
| Europe                   | 55%         | 43%         | 54%         | 52%         | 50%         | 51%         | 47%         | 45%         | 46%         | 47%         | 45%         |
| Rest of World            | 13%         | 32%         | 14%         | 16%         | 20%         | 17%         | 20%         | 22%         | 20%         | 20%         | 19%         |
| <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> |

|                              |       |       |       |       |       |       |       |       |       |       |       |
|------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| <b>No. of Active Clients</b> | 117   | 124   | 126   | 128   | 128   | 128   | 130   | 130   |       | 130   |       |
| <b>% of Repeat Business</b>  | 99.4% | 77.0% | 95.3% | 92.6% | 90.1% | 99.0% | 98.6% | 93.3% | 92.1% | 95.8% | 98.7% |

| No. of Million \$ Clients |    |    |    |    |    |    |    |    |  |    |  |
|---------------------------|----|----|----|----|----|----|----|----|--|----|--|
| ≥ \$1 million clients     | 52 | 52 | 53 | 55 | 57 | 60 | 63 | 60 |  | 56 |  |
| ≥ \$2 million clients     | 36 | 39 | 39 | 37 | 37 | 41 | 41 | 38 |  | 38 |  |
| ≥ \$5 million clients     | 20 | 21 | 20 | 21 | 24 | 27 | 28 | 28 |  | 28 |  |
| ≥ \$10 million clients    | 13 | 14 | 15 | 15 | 16 | 14 | 15 | 15 |  | 14 |  |
| ≥ \$15 million clients    | 8  | 8  | 8  | 8  | 7  | 8  | 9  | 9  |  | 8  |  |
| ≥ \$20 million clients    | 6  | 7  | 6  | 7  | 6  | 6  | 7  | 7  |  | 7  |  |
| ≥ \$25 million clients    | 4  | 5  | 5  | 4  | 4  | 4  | 4  | 5  |  | 5  |  |
| ≥ \$50 million clients    | 2  | 3  | 3  | 3  | 3  | 2  | 2  | 2  |  | 2  |  |

| Client contribution to revenue |     |     |     |     |     |     |     |     |  |     |  |
|--------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|--|-----|--|
| Top client                     | 45% | 35% | 44% | 41% | 40% | 37% | 35% | 37% |  | 36% |  |
| Top 5                          | 74% | 77% | 72% | 70% | 69% | 68% | 67% | 71% |  | 73% |  |
| Top 10                         | 82% | 84% | 81% | 79% | 78% | 78% | 77% | 80% |  | 82% |  |

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

| Particulars  | FY1011 |        |        |        |       | FY1112 |        |        |        |       | FY1213 |  |
|--|--------|--------|--------|--------|-------|--------|--------|--------|--------|-------|--------|--|
|  | Q1     | Q2*    | Q3     | Q4     | Total | Q1     | Q2     | Q3     | Q4     | Total | Q1     |  |
| <b>Revenue On/Off Break-up (in %)</b>                      |        |        |        |        |       |        |        |        |        |       |        |  |
| Onsite   | 37%    | 30%    | 37%    | 37%    | 36%   | 37%    | 37%    | 39%    | 39%    | 38%   | 38%    |  |
| Offshore   | 63%    | 70%    | 63%    | 63%    | 64%   | 63%    | 63%    | 61%    | 61%    | 62%   | 62%    |  |
| <b>Rupee USD Rate</b>                                      |        |        |        |        |       |        |        |        |        |       |        |  |
| Period Closing rate  | 46.44  | 44.93  | 44.70  | 44.59  |       | 44.70  | 48.97  | 53.10  | 50.87  |       | 55.61  |  |
| Period Average Rate  | 45.15  | 46.74  | 45.05  | 45.30  |       | 44.59  | 45.02  | 50.05  | 50.39  |       | 54.87  |  |
| <b>Proportion of Revenues from Major Global Currencies</b> |        |        |        |        |       |        |        |        |        |       |        |  |
| GBP  | 47.6%  | 37.5%  | 46.6%  | 44.7%  |       | 43.4%  | 40.2%  | 38.3%  | 40.5%  |       | 40.1%  |  |
| USD  | 34.1%  | 26.2%  | 33.6%  | 33.3%  |       | 34.0%  | 36.0%  | 35.2%  | 35.3%  |       | 39.3%  |  |
| Euro   | 6.2%   | 4.4%   | 6.4%   | 5.9%   |       | 6.3%   | 5.8%   | 6.3%   | 5.6%   |       | 5.0%   |  |
| INR  | 4.4%   | 25.1%  | 7.7%   | 11.5%  |       | 7.6%   | 13.2%  | 10.2%  | 7.5%   |       | 6.4%   |  |
| Others   | 7.7%   | 6.8%   | 5.7%   | 4.7%   |       | 8.7%   | 4.9%   | 10.0%  | 11.1%  |       | 9.3%   |  |
| <b>Consolidated Hedge Book (In Mn)</b>                     |        |        |        |        |       |        |        |        |        |       |        |  |
| GBP:INR  | 239.5  | 262.8  | 269.5  | 284.0  |       | 340.0  | 328.0  | 305.0  | 291.0  |       | 270.0  |  |
| Strike rate (INR)  | 83.75  | 82.63  | 82.24  | 82.38  |       | 81.94  | 82.03  | 83.12  | 83.37  |       | 84.00  |  |
| USD:INR  | 238.5  | 215.7  | 317.8  | 363.3  |       | 353.6  | 396.2  | 440.1  | 459.3  |       | 480.8  |  |
| Strike rate (INR)  | 46.93  | 47.51  | 48.10  | 48.96  |       | 49.50  | 49.98  | 51.10  | 51.87  |       | 52.88  |  |
| <b>Receivable days (DSO)-Including Unbilled</b>            | 96     | 98     | 81     | 95     |       | 97     | 106    | 100    | 97     |       | 98     |  |
| <b>Borrowings</b>  | 14,591 | 14,264 | 13,477 | 12,227 |       | 12,822 | 14,217 | 13,762 | 11,266 |       | 8,864  |  |
| <b>Cash and Cash Equivalent</b>                            | 1,865  | 2,237  | 5,186  | 3,047  |       | 1,943  | 2,785  | 3,206  | 4,022  |       | 2,802  |  |
| <b>Capital Expenditure</b>                                 | 324    | 331    | 257    | 549    | 1,460 | 560    | 884    | 846    | 667    | 2,956 | 273    |  |

**Notes :**

- 1) Figures rounded off to the nearest million.
- 2)\* Q2 F11 Revenue includes Rs. 2,989.5 Mn pass through revenue from a customer as part of an end to end implementation.
- 3) \*Q4 F12 Exceptional item includes dues of Rs.678.7 Mn from two Telecom Operators in India, provided as doubtful debts.
- 4) Figures are regrouped/rearranged wherever necessary.

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

P&L Summary (US\$ in Mn)

| Particulars  | FY1011       |              |              |              |              | FY1112       |              |              |              |              | FY1213       |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
|  | Q1           | Q2*          | Q3           | Q4           | Total        | Q1           | Q2           | Q3           | Q4           | Total        | Q1           |
| Revenue from services  | 251.1        | 328.2        | 268.9        | 278.5        | 1,126.6      | 289.8        | 296.2        | 288.7        | 281.6        | 1,156.3      | 281.3        |
| Cost of Services *   | 165.8        | 228.9        | 175.0        | 176.3        | 746.0        | 191.6        | 201.5        | 197.5        | 184.5        | 775.0        | 176.6        |
| <b>Gross Profit</b>  | <b>85.3</b>  | <b>99.3</b>  | <b>93.8</b>  | <b>102.1</b> | <b>380.6</b> | <b>98.3</b>  | <b>94.7</b>  | <b>91.2</b>  | <b>97.1</b>  | <b>381.3</b> | <b>104.7</b> |
| SGA  | 38.9         | 39.0         | 38.4         | 45.0         | 161.3        | 44.2         | 49.4         | 44.8         | 49.4         | 187.8        | 44.6         |
| <b>Operating Profit</b>  | <b>46.4</b>  | <b>60.3</b>  | <b>55.4</b>  | <b>57.1</b>  | <b>219.3</b> | <b>54.1</b>  | <b>45.3</b>  | <b>46.4</b>  | <b>47.7</b>  | <b>193.5</b> | <b>60.1</b>  |
| Other Income   | 5.7          | 1.8          | 11.4         | 7.0          | 26.0         | 10.3         | 13.0         | 3.2          | (3.6)        | 22.9         | (3.1)        |
| Interest Expense   | 5.9          | 5.8          | 5.6          | 4.7          | 21.9         | 5.0          | 7.5          | 7.2          | 2.8          | 22.5         | 4.4          |
| Depreciation   | 7.9          | 7.4          | 7.7          | 8.5          | 31.6         | 7.5          | 11.2         | 7.8          | 7.6          | 34.1         | 7.7          |
| <b>Profit before Tax</b>   | <b>38.4</b>  | <b>48.9</b>  | <b>53.6</b>  | <b>50.9</b>  | <b>191.7</b> | <b>51.9</b>  | <b>39.6</b>  | <b>34.5</b>  | <b>33.8</b>  | <b>159.8</b> | <b>45.0</b>  |
| Provision for taxes  | 6.8          | 9.0          | 8.0          | 5.0          | 28.7         | 11.4         | 8.7          | 5.6          | 4.9          | 30.6         | 10.6         |
| <b>Profit after tax before exceptional, earlier period items and minority interest</b>               | <b>31.6</b>  | <b>40.0</b>  | <b>45.6</b>  | <b>45.9</b>  | <b>163.0</b> | <b>40.5</b>  | <b>30.9</b>  | <b>28.9</b>  | <b>28.9</b>  | <b>129.2</b> | <b>34.3</b>  |
| Non Recurring / Exceptional Items*   |              |              |              |              |              |              |              |              | (13.8)       | (13.8)       |              |
| Minority interest  | (0.1)        | 0.2          | (0.1)        | (0.4)        | (0.5)        | (0.2)        | (0.1)        | (0.5)        |              | (0.7)        |              |
| <b>Profit after tax before earlier period items and share of profit/(loss) in Associate</b>          | <b>31.4</b>  | <b>40.1</b>  | <b>45.5</b>  | <b>45.6</b>  | <b>162.6</b> | <b>40.4</b>  | <b>30.8</b>  | <b>28.4</b>  | <b>15.0</b>  | <b>114.6</b> | <b>34.3</b>  |
| Share of profit/(loss) including earlier period items in Associate: Satyam Computer Services Limited |              | (7.8)        | 11.2         | (25.3)       | (21.9)       | 21.3         | 22.0         | 25.2         | 46.5         | 115.0        | 27.0         |
| <b>Profit after tax</b>  | <b>31.4</b>  | <b>32.3</b>  | <b>56.7</b>  | <b>20.3</b>  | <b>140.7</b> | <b>61.7</b>  | <b>52.8</b>  | <b>53.6</b>  | <b>61.5</b>  | <b>229.7</b> | <b>61.3</b>  |
| <b>EPS (Rs)- Before non recurring / exceptional items</b>  |              |              |              |              |              |              |              |              |              |              |              |
| Basic  | 0.26         | 0.26         | 0.46         | 0.16         | 1.14         | 0.49         | 0.42         | 0.44         | 0.58         | 1.85         | 0.48         |
| Diluted  | 0.25         | 0.25         | 0.44         | 0.16         | 1.09         | 0.47         | 0.40         | 0.42         | 0.55         | 1.78         | 0.47         |
| <b>EPS (Rs)- After non recurring / exceptional items</b>   |              |              |              |              |              |              |              |              |              |              |              |
| Basic  | 0.26         | 0.26         | 0.46         | 0.16         | 1.14         | 0.49         | 0.42         | 0.44         | 0.54         | 1.82         | 0.48         |
| Diluted  | 0.25         | 0.25         | 0.44         | 0.16         | 1.09         | 0.47         | 0.40         | 0.42         | 0.52         | 1.75         | 0.47         |
| <b>Borrowings</b>  | <b>314.2</b> | <b>317.5</b> | <b>301.5</b> | <b>274.2</b> |              | <b>286.8</b> | <b>290.3</b> | <b>259.2</b> | <b>221.5</b> |              | <b>159.4</b> |
| <b>Cash and Cash Equivalent</b>  | <b>40.2</b>  | <b>49.8</b>  | <b>116.0</b> | <b>68.3</b>  |              | <b>43.5</b>  | <b>56.9</b>  | <b>60.4</b>  | <b>79.1</b>  |              | <b>50.4</b>  |
| <b>Capital Expenditure</b>   | <b>8.2</b>   | <b>7.4</b>   | <b>5.7</b>   | <b>12.1</b>  | <b>33.3</b>  | <b>12.6</b>  | <b>19.6</b>  | <b>16.8</b>  | <b>13.2</b>  | <b>62.2</b>  | <b>4.9</b>   |

Notes :

- 1) Figures rounded off to the nearest million.
- 2)\* Q2 F11 Revenue includes US \$ 63.5 Mn (Rs. 2,989.5 Mn) pass through revenue from a customer as part of an end to end implementation.
- 3)\* Q4 F12 Exceptional item includes dues of US \$ 13.8 Mn (Rs.678.7 Mn) from two Telecom Operators in India, provided as doubtful debts.
- 4) Figures are regrouped/rearranged wherever necessary.