

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

P&L Summary (Rs in Mn)

Particulars	FY0910					FY1011					FY1112				
	Q1	Q2	Q3	Q4	Total	Q1	Q2*	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Revenue from services	11,130	11,418	11,873	11,833	46,254	11,337	15,339	12,111	12,615	51,402	12,925	13,333	14,449	14,190	54,897
Cost of Services*	6,838	6,986	7,514	7,373	28,711	7,458	10,701	7,882	7,987	34,028	8,540	9,069	9,861	9,312	36,782
Gross Profit	4,292	4,432	4,359	4,460	17,543	3,879	4,638	4,229	4,628	17,374	4,385	4,264	4,588	4,879	18,115
SGA	1,487	1,507	1,552	1,672	6,218	1,752	1,820	1,731	2,038	7,341	1,967	2,222	2,245	2,487	8,921
Operating Profit	2,805	2,925	2,807	2,788	11,325	2,126	2,818	2,498	2,590	10,033	2,417	2,042	2,343	2,392	9,194
Other Income	(261)	270	6	739	754	253	83	521	317	1,175	460	586	147	(211)	982
Interest Expense	571	843	459	311	2,184	264	270	252	213	999	223	334	338	131	1,026
Depreciation	296	312	331	399	1,339	354	347	347	387	1,435	334	507	390	383	1,613
Profit before Tax	1,677	2,040	2,023	2,817	8,556	1,761	2,285	2,420	2,307	8,774	2,320	1,787	1,762	1,668	7,537
Provision for taxes	268	345	285	542	1,440	312	418	359	226	1,316	509	393	294	242	1,437
Profit after tax before exceptional, earlier period items and minority interest	1,409	1,695	1,737	2,275	7,117	1,449	1,867	2,061	2,082	7,458	1,812	1,394	1,468	1,426	6,099
Non Recurring / Exceptional Items	(85)				(85)									(679)	(679)
Minority interest	(8)	(5)	(9)	(6)	(27)	(6)	7	(6)	(16)	(21)	(7)	(5)	(24)		(36)
Profit after tax before earlier period items and share of profit/(loss) in Associate	1,316	1,690	1,728	2,270	7,004	1,443	1,874	2,055	2,065	7,437	1,804	1,389	1,445	747	5,385
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
Profit after tax	1,316	1,690	1,728	2,270	7,004	1,443	1,507	2,570	921	6,441	2,765	2,405	2,760	3,025	10,954

EPS (Rs)- Before non recurring / exceptional items															
Basic	11.51	13.87	14.18	18.60	58.10	11.71	12.17	20.65	7.39	51.60	21.89	18.98	21.76	29.16	87.92
Diluted	10.84	12.99	13.26	17.41	54.37	11.07	11.57	19.73	7.06	49.34	20.95	18.22	20.91	28.03	84.52
EPS (Rs)- After non recurring / exceptional items															
Basic	10.81	13.87	14.18	18.60	57.41	11.71	12.17	20.65	7.39	51.60	21.89	18.98	21.76	27.49	86.25
Diluted	10.19	12.99	13.26	17.41	53.72	11.07	11.57	19.73	7.06	49.34	20.95	18.22	20.91	26.43	82.91

Total Headcount (As at period-end)	FY0910					FY1011					FY1112			
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4
S/w Professionals	20,227	20,038	22,199	24,405	87,869	25,711	24,449	24,673	26,282	101,115	27,920	26,665	25,218	24,833
BPO Professionals	4,189	5,450	7,199	8,067	24,905	8,426	8,489	8,489	11,011	36,415	13,804	15,875	16,419	14,792
Sales & Support	1,066	1,027	1,006	1,052	4,151	1,130	1,069	1,046	1,040	4,285	1,126	1,117	1,109	1,138
Total Employees	25,482	26,515	30,404	33,524	116,925	35,267	34,007	34,208	38,333	141,815	42,850	43,657	42,746	40,763

Revenue by Geography (%)															
Americas	29%	28%	30%	30%	29%	32%	25%	32%	32%	30%	32%	33%	33%	34%	33%
Europe	61%	61%	56%	57%	59%	55%	43%	54%	52%	50%	51%	47%	45%	46%	47%
Rest of World	10%	11%	14%	13%	12%	13%	32%	14%	16%	20%	17%	20%	22%	20%	20%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

No. of Active Clients	110	110	110	113		117	124	126	128		128	128	130	130
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No. of Million \$ Clients															
≥ \$1 million clients	47	47	49	48		52	52	53	55		57	60	63	60	
≥ \$2 million clients	29	29	30	33		36	39	39	37		37	41	41	38	
≥ \$5 million clients	15	17	18	18		20	21	20	21		24	27	28	28	
≥ \$10 million clients	8	9	9	11		13	14	15	15		16	14	15	15	
≥ \$15 million clients	8	7	8	8		8	8	8	8		7	8	9	9	
≥ \$20 million clients	4	5	5	5		6	7	6	7		6	6	7	7	
≥ \$25 million clients	4	4	4	4		4	5	5	4		4	4	4	5	
≥ \$50 million clients	2	2	2	2		2	3	3	3		3	2	2	2	

Client contribution to revenue															
Top client	52%	50%	46%	46%		45%	35%	44%	41%		40%	37%	35%	37%	
Top 5	78%	75%	75%	72%		74%	77%	72%	70%		69%	68%	67%	71%	
Top 10	86%	84%	82%	81%		82%	84%	81%	79%		78%	78%	77%	80%	

Revenue On/Off Break-up (in %)															
Onsite	38%	38%	39%	38%	38%	37%	30%	37%	37%	36%	37%	37%	39%	39%	38%
Offshore	62%	62%	61%	62%	62%	63%	70%	63%	63%	64%	63%	63%	61%	61%	62%

IT Utilization %	71%	75%	73%	73%	73%	69%	75%	76%	74%	74%	71%	72%	73%	74%	73%
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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 12 Quarters

P&L Summary (US\$ in Mn)

Particulars	FY0910					FY1011					FY1112				
	Q1	Q2	Q3	Q4	Total	Q1	Q2*	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Revenue from services	227.7	236.5	253.8	258.6	976.6	251.1	328.2	268.9	278.5	1,126.6	289.8	296.2	288.7	281.6	1,156.3
Cost of Services *	139.3	144.8	160.4	161.0	605.5	165.8	228.9	175.0	176.3	746.0	191.6	201.5	197.5	184.5	775.0
Gross Profit	88.3	91.7	93.4	97.7	371.1	85.3	99.3	93.8	102.1	380.6	98.3	94.7	91.2	97.1	381.3
SGA	30.3	31.2	33.1	36.5	131.2	38.9	39.0	38.4	45.0	161.3	44.2	49.4	44.8	49.4	187.8
Operating Profit	58.0	60.5	60.3	61.1	239.9	46.4	60.3	55.4	57.1	219.3	54.1	45.3	46.4	47.7	193.5
Other Income	(5.7)	5.6	0.2	16.2	16.3	5.7	1.8	11.4	7.0	26.0	10.3	13.0	3.2	(3.6)	22.9
Interest Expense	11.7	17.4	9.8	6.8	45.7	5.9	5.8	5.6	4.7	21.9	5.0	7.5	7.2	2.8	22.5
Depreciation	6.0	6.5	7.1	8.7	28.3	7.9	7.4	7.7	8.5	31.6	7.5	11.2	7.8	7.6	34.1
Profit before Tax	34.6	42.2	43.6	61.8	182.3	38.4	48.9	53.6	50.9	191.7	51.9	39.6	34.5	33.8	159.8
Provision for taxes	5.6	7.1	6.1	11.9	30.8	6.8	9.0	8.0	5.0	28.7	11.4	8.7	5.6	4.9	30.6
Profit after tax before exceptional, earlier period items and minority interest	29.1	35.0	37.5	49.9	151.5	31.6	40.0	45.6	45.9	163.0	40.5	30.9	28.9	28.9	129.2
Non Recurring / Exceptional Items	(1.8)				(1.8)									(13.8)	(13.8)
Minority interest	(0.2)	(0.1)	(0.2)	(0.1)	(0.6)	(0.1)	0.2	(0.1)	(0.4)	(0.5)	(0.2)	(0.1)	(0.5)		(0.7)
Profit after tax before earlier period items and share of profit/(loss) in Associate	27.1	34.9	37.3	49.8	149.1	31.4	40.1	45.5	45.6	162.6	40.4	30.8	28.4	15.0	114.6
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
Profit after tax	27.1	34.9	37.3	49.8	149.1	31.4	32.3	56.7	20.3	140.7	61.7	52.8	53.6	61.5	229.7
EPS (Rs)- Before non recurring / exceptional items															
Basic	0.23	0.28	0.30	0.41	1.22	0.26	0.26	0.46	0.16	1.14	0.49	0.42	0.44	0.58	1.85
Diluted	0.22	0.26	0.28	0.38	1.14	0.25	0.25	0.44	0.16	1.09	0.47	0.40	0.42	0.55	1.78
EPS (Rs)- After non recurring / exceptional items															
Basic	0.22	0.28	0.30	0.41	1.21	0.26	0.26	0.46	0.16	1.14	0.49	0.42	0.44	0.54	1.82
Diluted	0.21	0.26	0.28	0.38	1.13	0.25	0.25	0.44	0.16	1.09	0.47	0.40	0.42	0.52	1.75
Total Headcount (As at period-end)															
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
S/w Professionals	20,227	20,038	22,199	24,405		25,711	24,449	24,673	26,282		27,920	26,665	25,218	24,833	
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Americas	29%	28%	30%	30%	29%	32%	25%	32%	32%	30%	32%	33%	33%	34%	33%
Europe	61%	61%	56%	57%	59%	55%	43%	54%	52%	50%	51%	47%	45%	46%	47%
Rest of World	10%	11%	14%	13%	12%	13%	32%	14%	16%	20%	17%	20%	22%	20%	20%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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Revenue On/Off Break-up (in %)															
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Offshore	62%	62%	61%	62%	62%	63%	70%	63%	63%	64%	63%	63%	61%	61%	62%
IT Utilization %	71%	75%	73%	73%	73%	69%	75%	76%	74%	74%	71%	72%	73%	74%	73%

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.
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