

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

Particulars	FY 2017-18					FY 2018-19
	Q1	Q2	Q3	Q4	Total	Q1
Revenue From Services	73,361	76,064	77,760	80,545	3,07,729	82,763
Cost of services	52,818	53,789	53,807	54,885	2,15,300	57,340
Gross Profit	20,543	22,275	23,953	25,660	92,429	25,423
SGA	11,196	11,219	11,378	11,541	45,333	11,854
EBIDTA	9,347	11,056	12,575	14,119	47,096	13,569
EBIDTA %	12.7%	14.5%	16.2%	17.5%	15.3%	16.4%
Depreciation & Amortization	2,468	2,653	2,742	2,986	10,850	2,808
EBIT	6,879	8,403	9,833	11,133	36,246	10,761
EBIT %	9.4%	11.0%	12.6%	13.8%	11.8%	13.0%
Other income	4,107	3,224	2,322	4,513	14,165	1,114
Foreign Exchange (loss)/ gain	2,726	2,270	1,012	1,743	7,750	147
Interest, Dividend, Rent & Misc. income	1,381	954	1,310	2,770	6,415	967
Interest expense	370	386	341	527	1,624	305
Share of profit / (Loss) from associate	0	0	0	0	1	(118)
Profit Before Tax	10,616	11,240	11,814	15,119	48,788	11,452
Provision for taxes	2,698	2,847	2,570	2,810	10,926	2,457
Profit After Tax Before Minority Interest & Exceptional Items	7,918	8,393	9,244	12,309	37,862	8,995
Minority Interest	68	(31)	187	(88)	135	(16)
Net Profit After Minority Interest & Exceptional Items	7,986	8,362	9,431	12,221	37,998	8,979
PAT %	10.9%	11.0%	12.2%	15.2%	12.3%	10.8%

EPS (In Rs)- Before Non Recurring / Exceptional	Q1	Q2	Q3	Q4	Total	Q1
Basic	9.10	9.52	10.73	13.84	43.02	10.12
Diluted	8.98	9.40	10.61	13.72	42.66	10.07
EPS (In Rs)- After Non Recurring / Exceptional Items						
Basic	9.10	9.52	10.73	13.84	43.02	10.12
Diluted	8.98	9.40	10.61	13.72	42.66	10.07

Total Headcount (As at period-end)	Q1	Q2	Q3	Q4		Q1
Software professionals	78,996	75,587	73,460	72,437		72,462
BPO professionals	30,322	35,287	35,496	34,190		34,700
Sales & support	6,662	6,351	6,285	6,180		6,390
Total Headcount	1,15,980	1,17,225	1,15,241	1,12,807		1,13,552

IT Attrition % (LTM) #	17%	16%	17%	18%		19%
IT Utilization % #	77%	81%	83%	84%		81%
IT Utilization % (Excluding Trainees) #	81%	81%	83%	84%		84%

Revenue By Geography % (Quarter Ended)	Q1	Q2	Q3	Q4	LTM	Q1
Americas	46.8%	45.3%	46.9%	47.4%	46.6%	48.2%
Europe	29.8%	30.0%	29.8%	29.6%	29.8%	30.0%
Rest of world	23.4%	24.7%	23.3%	23.0%	23.6%	21.9%
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	45.2%	43.7%	42.8%	41.6%	43.3%	39.6%
Manufacturing	19.3%	19.0%	19.1%	19.3%	19.2%	20.1%
Technology, media & entertainment	6.0%	5.9%	6.5%	7.3%	6.5%	7.2%
Banking, financial services & insurance	14.4%	14.1%	13.3%	13.0%	13.7%	13.6%
Retail, transport & logistics	6.8%	7.2%	7.1%	6.2%	6.8%	6.1%
Others	8.3%	9.9%	11.3%	12.6%	10.6%	13.4%
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	864	885	903	913		926
% of Repeat Business	97.2%	95.0%	92.9%	88.4%	93.4%	98.5%

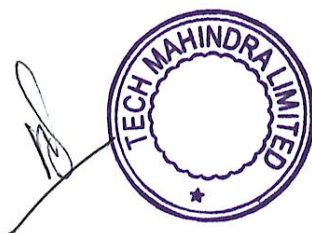
No. of Million \$ Clients	Q1	Q2	Q3	Q4		Q1
≥ \$1 million clients	377	390	389	392		396
≥ \$5 million clients	139	147	154	156		154
≥ \$10 million clients	74	81	83	85		86
≥ \$20 million clients	41	40	40	44		47
≥ \$50 million clients	14	14	16	16		16

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

Particulars	FY 2017-18					FY 2018-19
Client Contribution To Revenue % (Quarter Ended)	Q1	Q2	Q3	Q4	Total	Q1
Top 5	25.9%	24.8%	23.2%	23.2%	24.2%	21.9%
Top 10	36.3%	35.1%	33.2%	32.7%	34.3%	32.5%
Top 20	48.5%	46.2%	45.0%	45.7%	46.3%	46.2%
On/Off Break-up in % (IT Business Revenue)	Q1	Q2	Q3	Q4	Total	Q1
Onsite	63.7%	64.1%	65.8%	67.0%	65.1%	66.6%
Offshore	36.3%	35.9%	34.2%	33.0%	34.9%	33.4%
Rupee USD Rate	Q1	Q2	Q3	Q4		Q1
Period closing rate	64.57	65.28	63.87	65.17		68.47
Period average Rate	64.44	64.45	64.35	64.64		67.51
Proportion of Revenues From Major Currencies	Q1	Q2	Q3	Q4	Total	Q1
USD	48.6%	46.9%	47.4%	49.4%	48.1%	49.3%
GBP	12.1%	12.0%	11.4%	12.1%	11.9%	11.6%
EUR	11.0%	11.2%	11.9%	11.7%	11.4%	11.4%
AUD	4.8%	4.9%	4.9%	4.6%	4.8%	4.8%
Others	23.4%	24.9%	24.5%	22.2%	23.8%	22.9%
Hedge Book	Q1	Q2	Q3	Q4		Q1
GBP In Mn	247.0	260.0	241.0	229.0		213.0
Strike rate (INR)	97.0	95.4	94.2	94.4		95.1
USD In Mn	878.0	646.0	577.0	598.0		894.0
Strike rate (INR)	72.6	72.2	72.2	71.0		70.7
EUR In Mn	165.2	256.0	236.0	244.0		228.0
Strike rate (INR)	81.6	84.1	82.1	85.4		85.9
Receivable Days (DSO)-Including Unbilled	104	106	105	102		108
Borrowings	20,707	20,936	21,809	23,966		24,868
Cash and Cash Equivalent	60,164	59,613	60,684	77,743		84,130
Capital Expenditure (Quarter Ended)	1,447	4,548	1,647	2,093	9,735	1,868

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 18 results include result of The CJS Solutions Group LLC (HCI) , which was acquired as subsidiary , effective 4th May 2017.



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

Particulars	FY 2017-18					FY 2018-19
	Q1	Q2	Q3	Q4	Total	Q1
Revenue From Services	1,138.1	1,179.2	1,209.1	1,244.3	4,770.8	1,224.1
Cost of services	819.6	834.2	836.3	848.8	3,338.9	849.1
Gross Profit	318.5	345.0	372.8	395.5	1,431.8	375.0
SGA	173.7	174.0	176.9	178.3	702.9	175.4
EBIDTA	144.8	171.0	195.9	217.2	728.9	199.6
EBIDTA %	12.7%	14.5%	16.2%	17.5%	15.3%	16.4%
Depreciation & Amortization	38.3	41.1	42.7	46.1	168.2	41.5
EBIT	106.5	129.9	153.2	171.1	560.7	158.1
EBIT %	9.4%	11.0%	12.7%	13.7%	11.8%	12.9%
Other income	63.8	49.8	36.2	69.7	219.5	16.4
Foreign Exchange (loss)/ gain	42.4	35.0	15.8	27.1	120.4	2.3
Interest, Dividend, Rent & Misc. income	21.4	14.8	20.4	42.6	99.2	14.1
Interest expense	5.7	6.0	5.3	8.1	25.1	4.6
Share of profit /(Loss) from associate	0.0	0.0	0.0	0.0	0.0	(1.7)
Profit Before Tax	164.6	173.8	184.2	232.6	755.1	168.2
Provision for taxes	41.8	44.0	40.0	43.3	169.2	36.1
Profit After Tax Before Minority Interest & Exceptional Items	122.7	129.7	144.1	189.4	585.9	132.1
Minority Interest	1.1	(0.5)	2.9	(1.4)	2.2	(0.2)
Net Profit After Minority Interest & Exceptional Items	123.8	129.3	147.0	188.0	588.1	131.8
PAT%	10.9%	11.0%	12.2%	15.1%	12.3%	10.8%
EPS (In USD)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4	Total	Q1
Basic	0.14	0.15	0.17	0.21	0.67	0.15
Diluted	0.14	0.15	0.16	0.21	0.66	0.15
EPS (In USD)- After Non Recurring / Exceptional Items						
Basic	0.14	0.15	0.17	0.21	0.67	0.15
Diluted	0.14	0.15	0.16	0.21	0.66	0.15
Receivable Days (DSO)-Including Unbilled	104	106	105	102		108
Borrowings	320.7	320.7	341.5	367.7		363.2
Cash and Cash Equivalent	931.8	913.2	950.1	1,192.9		1228.7
Capital Expenditure (Quarter Ended)	22.5	70.6	25.6	32.4	151.0	27.7

Notes :

- Figures rounded off to the nearest million.
- Previous period figures have been regrouped/rearranged wherever necessary.
- Q1 FY 18 results include result of The CJS Solutions Group LLC (HCL) , which was acquired as subsidiary , effective 4th May 2017.



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Tech Mahindra Limited
Consolidated Balance Sheet as at June 30, 2018

Rs. in Million

Consolidated Balance Sheet as at	June 30, 2018	March 31, 2018
ASSETS		
Non-Current Assets		
(a) Property, Plant and Equipment	28,959	29,810
(b) Capital Work-in-Progress	2,576	2,399
(c) Investment Property	1,851	1,906
(d) Goodwill	28,259	27,727
(e) Intangible Assets	16,123	16,781
(f) Financial Assets		
(i) Investments	11,357	12,458
(ii) Trade Receivables	139	138
(iii) Loans	52	52
(iv) Other Financial Assets	2,874	2,468
(g) Advance Income Taxes (Net of provisions)	18,277	17,775
(h) Deferred Tax Assets (Net)	6,534	5,766
(i) Other Non-Current Assets	5,725	6,022
Total Non - Current Assets	1,22,726	1,23,302
Current Assets		
(a) Inventories	760	659
(b) Financial Assets		
(i) Investments	40,088	34,449
(ii) Trade Receivables	66,491	64,979
(iii) Cash and Cash Equivalents	20,882	19,661
(iv) Other Balances with Banks	10,778	10,782
(v) Loans	2,000	1,500
(vi) Other Financial Assets	28,438	29,521
(c) Other Current Assets	24,092	19,519
Total Current Assets	1,93,529	1,81,070
Total Assets	3,16,255	3,04,372
EQUITY AND LIABILITIES		
Equity		
(a) Equity Share Capital	4,420	4,417
(b) Other Equity	1,93,261	1,84,011
Equity Attributable to Owners of the Company	1,97,681	1,88,428
Non controlling Interest	5,106	5,091
Total Equity	2,02,787	1,93,519
Liabilities		
Non-current liabilities		
(a) Financial Liabilities		
(i) Borrowings	7,764	7,711
(ii) Other Financial Liabilities	6,745	5,729
(b) Provisions	5,403	5,551
(c) Deferred tax liabilities (Net)	56	58
(d) Other Non-Current Liabilities	309	333
Total Non - Current Liabilities	20,277	19,382
Current liabilities		
(a) Financial Liabilities		
(i) Borrowings	10,146	9,549
(ii) Trade Payables	21,339	20,368
(iii) Other Financial Liabilities	19,876	20,063
(b) Other Current Liabilities	15,796	15,778
(c) Provisions	3,670	4,030
(d) Current Tax Liabilities (Net of advance income taxes)	10,060	9,379
Total Current Liabilities	80,887	79,167
Suspense Account (Net)	12,304	12,304
Total Equity and Liabilities and Suspense Account	3,16,255	3,04,372

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Tech Mahindra Limited
Consolidated Cash Flow Statement for quarter ended June 30, 2018

Consolidated Cash Flow Statement for the	Quarter Ended
	30-Jun-18
A Cash Flow from Operating Activities	
Profit Before Tax	11,452
Adjustments for :	2,808
Depreciation and Amortisation Expense	994
Allowances for Doubtful Receivables / Advances and Deposits and Bad Debts written off (net)	118
Share of (Profit) / Loss of Associates	(10)
Net gain on disposal of Property, Plant and Equipment, Investment Property and Intangible Assets	305
Finance Costs	958
Unrealised Exchange (Gain) / Loss (net)	342
Share Based Payments to Employees	(353)
Interest Income	(76)
Rental Income	(59)
Dividend Income on Investments	(260)
Gain on sale of Investments, net	(155)
Unrealised (gain) / loss on quarter end fair valuation of investments	16,064
Changes in working capital	(6,506)
Trade Receivables and Other Assets	940
Trade Payables, Other Liabilities and Provisions	(5,566)
Cash generated from operating activities before taxes	10,498
Income taxes paid, net	(2,646)
Net cash generated from operating activities (A)	7,852
B Cash Flow from Investing Activities	(1,702)
Purchase of Property, Plant and Equipment, Intangible Assets and Investment property	27
Proceeds from Sale of Property, Plant and Equipment, Intangible Assets and Immovable assets	(49,146)
Purchase of Mutual Funds, Debentures and Other Investments	44,732
Proceeds from sale / redemption of Mutual Funds, Debentures and Other Investments	(66)
Investment in Associates and Subsidiaries (net of cash acquired)	50
Rental Income	(500)
Inter Corporate Deposits given	(20,427)
Fixed Deposit/ Margin Money Placed	20,378
Fixed Deposit/ Margin Money Realized	153
Interest income received	(6,501)
Net cash (used in) investing activities (B)	(1,702)
C Cash Flow from Financing Activities	115
Proceeds from Issuance of Equity Shares from exercise of stock options (net of refunds)	154
Proceeds from Long-Term Borrowings	(499)
Repayment of Long-Term Borrowings	225
Movement in Short-Term Borrowings (net)	(302)
Finance Costs paid	(307)
Net cash (used in) financing activities (C)	1,044
Net increase in cash and cash equivalents during the quarter (D=A+B+C)	177
Effect of exchange rate changes on cash & cash equivalents (E)	19,661
Cash and Cash Equivalents at the beginning of the quarter (F)	20,882
Cash and Cash Equivalents at the end of the quarter (G=D+E+F)	20,882
Notes :	
I. Purchase of Property, Plant and Equipment, Intangible Assets are stated inclusive of movements of Capital Work-in-Progress, Capital Creditors and Capital Advances between the beginning and the end of the quarter and are considered as part of Investing Activity.	
II. During the quarter, the Company has acquired assets on finance lease amounting to Rs. 204 million (quarter ended June 30, 2017 Rs. 447 million). The same are not reflected in the statement of cash flows being non cash in nature.	