TECH MAHINDRA MACISHET





Tech Mahindra Limited Consolidated Fact Sheet Data.

	P&	L Summary (R						
Particulars			FY 2017-18	FY 2018-19				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
Revenue From Operations	73,361	76,064	77,760	80,544	3,07,729	82,763	86,298	89,437
Cost of services	52,818	53,789	53,807	54,886	2,15,300	57,340	56,923	59,845
Gross Profit	20,543	22,275	23,953	25,658	92,429	25,423	29,375	29,592
SGA	11,197	11,218	11,306	11,612	45,333	11,854	13,189	12,366
EBIDTA	9,346	11,057	12,647	14,046	47,096	13,569	16,187	17,226
EBIDTA %	12.7%	14.5%	16.3%	17.4%	15.3%	16.4%	18.8%	19.3%
Depreciation & Amortization	2,468	2,653	2,742	2,987	10,850	2,808	2,944	2,836
EBIT	6,878	8,403	9,905	11,059	36,246	10,761	13,243	14,390
EBIT %	9.4%	11.0%	12.7%	13.7%	11.8%	13.0%	15.3%	16.1%
Other income	4,109	3,222	2,250	4,584	14,165	1,114	1,751	806
Foreign Exchange (loss)/ gain	2,726	2,270	1,012	1,742	7,750	147	501	(779)
Interest, Dividend & Misc. income	1,383	952	1,238	2,842	6,415	967	1,250	1,585
Interest expense	370	386	341	526	1,623	305	388	358
Share of profit /(Loss) from associate	0	0	0	0	1	(118)	(133)	(132)
Profit Before Tax	10,617	11,240	11,814	15,117	48,788	11,452	14,473	14,706
Provision for taxes	2,699	2,847	2,570	2,810	10,926	2,457	3,914	2,638
Profit After Tax Before Minority Interest	7,918	8,393	9,244	12,307	37,862	8,995	10,559	12,068
Minority Interest	68	(31)	187	(88)	136	(16)	84	(39)
Net Profit After Minority Interest (Share of the Owners of								
the Company)	7,987	8,361	9,431	12,219	37,998	8,979	10,643	12,029
PAT %	10.9%	11.0%	12.1%	15.2%	12.3%	10.8%	12.3%	13.4%
EPS (In Rs)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
Basic	9.10	9.52	10.73	13.84	43.02	10.12	11.99	13.55
Diluted	8.98	9.40	10.61	13.72	42.66	10.12	11.93	
EPS (In Rs)- After Non Recurring / Exceptional Items	0.50	3.40	10.01	13.72	42.00	10.07	11.95	13.45
Basic	9.10	9.52	10.73	13.84	43.02	10.12	11.00	12.55
Diluted	8.98	9.40	10.61	13.72	42.66	10.12	11.99 11.93	13.55 13.45
Total Handsourt (As at wasted and)					12.00			
Total Headcount (As at period-end)	Q1	Q2	Q3	Q4		Q1	Q2	Q3
Software professionals	78,996	75,587	73,460	72,437		72,462	72,534	71,785
BPO professionals	30,322	35,287	35,496	34,190		34,700	39,407	43,439
Sales & support	6,662	6,351	6,285	6,180		6,390	6,450	6,618
Total Headcount	1,15,980	1,17,225	1,15,241	1,12,807		1,13,552	1,18,391	1,21,842
IT Attrition % (LTM) #	17%	16%	17%	18%		19%	20%	21%
IT Utilization % #	77%	81%	83%	84%		81%	81%	82%
IT Utilization % (Excluding Trainees) #	81%	81%	83%	84%		84%	83%	83%
Revenue By Geography % (Quarter Ended)	Q1	Q2	Q3	04	ITN#			
Americas	46.8%			Q4	LTM	Q1	Q2	Q3
Europe	29.8%	45.3% 30.0%	46.9%	47.4%	46.6%	48.2%	47.0%	47.4%
Rest of world			29.8%	29.6%	29.8%	30.0%	29.6%	28.9%
Total	23.4%	24.7%	23.3%	23.0%	23.6%	21.9%	23.4%	23.7%
Revenue By Industry % (Quarter Ended)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Communication	Q1	Q2	Q3	Q4	LTM	Q1	Q2	Q3
	45.2%	43.7%	42.8%	41.6%	43.3%	39.6%	41.5%	41.1%
Manufacturing	19.3%	19.0%	19.1%	19.3%	19.2%	20.1%	20.1%	20.5%
Technology, Media & Entertainment	6.0%	5.9%	6.5%	7.3%	6.5%	7.2%	7.3%	7.0%
Banking, Financial services & Insurance	14.4%	14.1%	13.3%	13.0%	13.7%	13.6%	13.5%	13.4%
Retail, Transport & Logistics	6.8%	7.2%	7.1%	6.2%	6.8%	6.1%	6.5%	6.7%
Others	8.3%	9.9%	11.3%	12.6%	10.6%	13.4%	11.2%	11.3%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100%
No. of Active Clients & % of Repeat Business	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
No. of Active Clients	864	885	903	913		926	930	935
% of Repeat Business	97.2%	95.0%	92.9%	88.4%	93.4%	98.5%	97.4%	94.6%





TECH MAHINDRA





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

	1 00	- Julimiai y (i	is in iving					
Particulars			FY 2018-19					
Client Contribution To Revenue %	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
(Quarter Ended)	Q1	Q2	ŲS	Q4	Total	Q1	Q2	ŲS
No. of Million \$ Clients								
≥ \$1 million clients	377	390	389	392		396	407	416
≥ \$5 million clients	139	147	154	156		154	157	157
≥ \$10 million clients	74	81	83	85		86	86	88
≥ \$20 million clients	41	40	40	44		47	45	\46
≥ \$50 million clients	14	14	16	16		16	17	18
	Q1	Q2	Q3	Q4		Q1	Q2	Q3
Top 5	25.9%	24.8%	23.2%	23.2%	24.2%	21.9%	23.3%	22.6%
Top 10	36.3%	35.1%	33.2%	32.7%	34.3%	32.5%	32.7%	31.6%
Top 20	48.5%	46.2%	45.0%	45.7%	46.3%	46.2%	45.6%	44.0%
On/Off Break-up in % (IT Business Revenue)	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
Onsite	63.7%	64.1%	65.8%	67.0%	65.1%	66.6%	64.5%	65.5%
Offshore	36.3%	35.9%	34.2%	33.0%	34.9%	33.4%	35.5%	34.5%
Rupee USD Rate	Q1	Q2	Q3	Q4		Q1	Q2	Q3
Period closing rate	64.57	65.28	63.87	65.17		68.47	72.49	69.77
Period average Rate	64.44	64.45	64.35	64.64		67.51	70.68	71.11
Proportion of Revenues From Major Currencies	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
USD	48.6%	46.9%	47.4%	49.4%	48.1%	49.3%	48.0%	47.7%
GBP	12.1%	12.0%	11.4%	12.1%	11.9%	11.6%	11.2%	11.1%
EUR	11.0%	11.2%	11.9%	11.7%	11.4%	11.4%	11.4%	11.0%
AUD	4.8%	4.9%	4.9%	4.6%	4.8%	4.8%	4.9%	5.1%
Others	23.4%	24.9%	24.5%	22.2%	23.8%	22.9%	24.5%	25.1%
Hedge Book	Q1	Q2	Q3	Q4		Q1	Q2	Q3
GBP In Mn	247.0	260.0	241.0	229.0		213.0	190.0	171.0
Strike rate (INR)	97.0	95.4	94.2	94.4		95.1	97.0	98.5
USD In Mn	878.0	646.0	577.0	598.0		894.0	1,069.0	1,084.0
Strike rate (INR)	72.6	72.2	72.2	71.0		70.7	71.9	72.8
EUR In Mn	165.2	256.0	236.0	244.0		228.0	220.0	202.0
Strike rate (INR)	81.6	84.1	82.1	85.4		85.9	87.4	88.6
Receivable Days (DSO)-Including Unbilled	104	106	105	102		108	112	107
Borrowings	20,707	20,936	21,809	23,966		24,868	25,610	22,044
Cash and Cash Equivalent	60,164	59,613	60,684	77,743		84,130	78,999	87,340
Capital Expenditure (Quarter Ended)	1,447	4,548	1,647	2,093	9,735	1,868	1,507	2,245

Notes:

- 1) Figures rounded off to the nearest million.
- 2) Previous period figures have been regrouped/rearranged wherever necessary.
- 3) USD numbers based on convenience translation
- 4) # Metrics for Organic business





TECH MAHINDRA MAGISHET





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

Particulars	FY 2017-18					FY 2018-19		
rai ticulais	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
Revenue From Operations	1,138.1	1,179.2	1,209.1	1,244.3	4,770.8	1,224.1	1,218.2	1,260.8
Cost of services	819.6	834.2	836.3	848.8	3,338.9	849.1	805.3	842.2
Gross Profit	318.5	345.0	372.8	395.5	1,431.8	375.0	412.9	418.5
SGA	173.7	174.0	175.8	179.4	702.9	175.4	186.1	173.9
EBIDTA	144.8	171.0	197.0	216.1	728.9	199.6	226.9	244.7
EBIDTA %	12.7%	14.5%	16.3%	17.4%	15.3%	16.4%	18.8%	19.3%
Depreciation & Amortization	38.3	41.1	42.7	46.1	168.2	41.5	41.6	39.8
EBIT	106.5	129.9	154.3	170.0	560.7	158.1	185.3	204.9
EBIT %	9.4%	11.0%	12.7%	13.7%	11.8%	13.0%	15.3%	16.1%
Other income	63.8	49.8	35.1	70.8	219.5	16.4	25.1	11.1
Foreign Exchange (loss)/ gain	42.4	35.0	15.8	27.1	120.4	2.3	7.4	(11.2)
Interest, Dividend & Misc. income	21.4	14.8	19.3	43.7	99.2	14.1	17.7	22.3
Interest expense	5.7	6.0	5.3	8.1	25.1	4.6	5.5	5.0
Share of profit /(Loss) from associate	0.0	0.0	0.0	0.0	0.0	(1.7)	(1.8)	(1.9)
Profit Before Tax	164.6	173.8	184.2	232.6	755.1	168.2	203.1	209.1
Provision for taxes	41.8	44.0	40.0	43.3	169.2	36.1	54.8	37.4
Profit After Tax Before Minority Interest	122.7	129.7	144.1	189.4	585.9	132.1	148.3	171.7
Minority Interest	1.1	(0.5)	2.9	(1.4)	2.2	(0.2)	1.2	(0.6)
Net Profit After Minority Interest (Share of the Owners of the Company)	123.8	129.3	147.0	188.0	588.1	131.8	149.4	171.1
PAT%	10.9%	11.0%	12.1%	15.2%	12.3%	10.8%	12.3%	13.5%
EPS (In USD)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
Basic	0.14	0.15	0.17	0.21	0.67	0.15	0.17	0.19
Diluted	0.14	0.15	0.16	0.21	0.66	0.15	0.17	0.19
EPS (In USD)- After Non Recurring / Exceptional						0.13	0.17	0.15
Items		h como						
Basic	0.14	0.15	0.17	0.21	0.67	0.15	0.17	0.19
Diluted	0.14	0.15	0.16	0.21	0.66	0.15	0.17	0.19
Receivable Days (DSO)-Including Unbilled	104	106	105	102		108	112	107
Borrowings	320.7	320.7	341.5	367.7		363.2	353.3	316.0
Cash and Cash Equivalent	931.8	913.2	950.1	1,192.9		1,228.7	1,089.8	1,251.8
Capital Expenditure (Quarter Ended)	22.5	70.6	25.6	32.4	151.0	27.7	21.3	31.6

Notes:

- 1) Figures rounded off to the nearest million.
- 2) Previous period figures have been regrouped/rearranged wherever necessary.
- 3) USD numbers based on convenience translation





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Condensed Consolidated Interim Balance Sheet as on December 31,2018 (Rs. in Million)

ACCETC	December 31, 2018	March 31, 2018
ASSETS		
Non-Current Assets		
(a) Property, Plant and Equipment (b) Capital Work-in-Progress	26,552	29,810
c) Investment Property	2,721	2,399
(d) Goodwill	1,768	1,900
(e) Other Intangible Assets	28,440	27,72
(f) Investment accounted using Equity method	15,215	16,78
g) Financial Assets	631	1,01
(i) Investments	15.140	44.44
(ii) Trade Receivables	15,148	11,44
(iii) Loans	142	13
(iv) Other Financial Assets	44	5
h) Advance Income Taxes (Net of provisions)	4,163	2,46
i) Deferred Tax Assets (Net)	22,044	17,77
j) Other Non-Current Assets	5,971	5,76
Total Non - Current Assets	4,868	6,02
Current Assets	1,27,707	1,23,30
a) Inventories	500	_
b) Financial Assets	638	65
(i) Investments	40.555	
(ii) Trade Receivables	40,350	34,44
(iii) Cash and Cash Equivalents	76,370	64,97
(iv) Other Balances with Banks	18,585	19,66
(v) Loans	8,073	10,78
(vi) Other Financial Assets	5,000	1,50
(c) Other Current Assets	27,291	29,52
Total Current Assets	22,165	19,51
Total Carrent Assets	1,98,472	1,81,07
Total Assets	3,26,179	3,04,37
EQUITY AND LIABILITIES		
Equity		
(a) Equity Share Capital	4,425	4,41
(b) Other Equity	2,03,470	1,84,01
Equity Attributable to Owners of the Company	2,07,895	1,88,42
Non controlling Interest Total Equity	5,165	5,09
Total Equity	2,13,060	1,93,51
Liabilities		
Non-current liabilities		
(a) Financial Liabilities		
(i) Borrowings	2,084	7,71
(ii) Other Financial Liabilities	5,079	5,72
b) Provisions	5,544	5,55
c) Deferred tax liabilities (Net)	17	5
d) Other Non-Current Liabilities	24	33
Total Non - Current Liabilities	12,748	19,38
Current liabilities		
a) Financial Liabilities		
(i) Borrowings	13,966	9,54
(ii) Trade Payables	23,261	20,36
(iii) Other Financial Liabilities	18,924	20,06
b) Other Current Liabilities	17,747	15,77
c) Provisions	3,960	4,03
d) Current Tax Liabilities (Net of advance income taxes)	10,209	9,37
otal Current Liabilities	88,067	79,16
Suspense Account (Net)	12,304	12,30
Total Equity and Liabilities and Suspense Account	351	
	3,26,179	





Cash Flow from Operating Activities Profit before Tax Adjustments for : Bepresation and Amortisation Expense Adjustments for : Bepresation of Amortisation Expense Adjustments for : Bepresation of Circuit (Profit) / Loss of Association Fine the Circuit (Profit) / Loss of Profit (Profit) / Loss of Profit) / Loss of Profit (Profit) / Loss of Profit (Profit) / Loss of Profit) / Loss of Profit (Profit)			Nine Month Period Ended
Profit before Tax Adjustments for: Depreciation and Amortisation Expense 8 Adjustments for: Depreciation and Amortisation Expense 8 Adjustments of (Reversal) for Doubtful Receivables / Advances and Deposits and Bad Debts written off (net) Share of (Profit) / Loss of Associates Net gain on disposal of Property, Plant and Equipment, Investment Property and Intangible Assets Finance Costs 1. Unrealized Exchange (Gain) / Loss (net) Share Based Payments to Employees Interest Income Rental Income Rental Income Rental Income on Investments Gain on sale of Investments, net Unrealized gain on fair valuation of Investments through Profit and Loss (1) Unrealized gain on fair valuation of Investments through Profit and Loss (2) Changes in Working Capital Trade Receivables and Other Assets Trade Payables, Other Liabilities and Provisions (3) Cash generated from operating activities before taxes (4) Net cash generated from operating activities (A) Cash Flow from Investing Activities Purchase of Property, Plant and Equipment, Intangible Assets and Investment property Purchase of Mutual Funds, Debentures and Other Investments Proceeds from Sale of Property, Plant and Equipment, Intangible Assets and Investment property Purchase of Mutual Funds, Debentures and Other Investments Proceeds from Sale of Property, Plant and Equipment, Intangible Assets and Investment property Purchase of Mutual Funds, Debentures and Other Investments Payment for acquisition of business, net of cash acquired Rental Income Inter Corporate Deposits given Repayment of Inter Corporate Deposits given Repayment of Inter Corporate Deposits Payment of Mutual Funds, Debendures and Other Investments Payment of Indived Inducting dividend distribution tax thereon) Proceeds from Insurance activities (B) Cash Flow from Financing Activities (B) Cash Flow from Financing Activities (C) Interest Income received Interest Inco			
Profit before Tax Adjustments for: Depreciation and Amortisation Expense 8 Adjustments for: Depreciation and Amortisation Expense 8 Adjustments of (Reversal) for Doubtful Receivables / Advances and Deposits and Bad Debts written off (net) Share of (Profit) / Loss of Associates Net gain on disposal of Property, Plant and Equipment, Investment Property and Intangible Assets Finance Costs 1. Unrealized Exchange (Gain) / Loss (net) Share Based Payments to Employees Interest Income Rental Income Rental Income Rental Income on Investments Gain on sale of Investments, net Unrealized gain on fair valuation of Investments through Profit and Loss (1) Unrealized gain on fair valuation of Investments through Profit and Loss (2) Changes in Working Capital Trade Receivables and Other Assets Trade Payables, Other Liabilities and Provisions (3) Cash generated from operating activities before taxes (4) Net cash generated from operating activities (A) Cash Flow from Investing Activities Purchase of Property, Plant and Equipment, Intangible Assets and Investment property Purchase of Mutual Funds, Debentures and Other Investments Proceeds from Sale of Property, Plant and Equipment, Intangible Assets and Investment property Purchase of Mutual Funds, Debentures and Other Investments Proceeds from Sale of Property, Plant and Equipment, Intangible Assets and Investment property Purchase of Mutual Funds, Debentures and Other Investments Payment for acquisition of business, net of cash acquired Rental Income Inter Corporate Deposits given Repayment of Inter Corporate Deposits given Repayment of Inter Corporate Deposits Payment of Mutual Funds, Debendures and Other Investments Payment of Indived Inducting dividend distribution tax thereon) Proceeds from Insurance activities (B) Cash Flow from Financing Activities (B) Cash Flow from Financing Activities (C) Interest Income received Interest Inco	. Cash Flow from O	parating Activities	
Adjustments for : Depreciation and Amortisation Expense 2 Allowances / (Reversal) for Doubtful Receivables / Advances and Deposits and Bad Debts written off (net) Share of (Profit) / Loss of Associates Net gain on disposal of Property, Plant and Equipment, Investment Property and Intangible Assets Finance Costs Unrealised Exchange (Gain / Loss (net) 1 Share Based Payments to Employees Interest Income Divided Income on Investments Gain on sale of Investments, net Unrealised gain on fair valuation of investments through Profit and Loss Changes in Working Capital Trade Receivables and Other Assets Trade Receivables and Other Assets 1 Trade Receivables and Provisions 5 Cash generated from operating activities before taxes 1 Income taxes paid, net 1 Recair Share Sh		relating Activities	40.4
Depreciation and Amortisation Expense Allowances / (Reversal) for Doubtful Receivables / Advances and Deposits and Bad Debts written off (net) Share of (Profit) / Loss of Associates Net gain on disposal of Property, Plant and Equipment, Investment Property and Intangible Assets Finance CoSts Unrealised Exchange (Saim) / Loss (net) Share Based Payments to Employees Interest Income Rental Income Bilded Income on Investments Gain on sale of Investments, net Unrealised gain on fair valuation of investments through Profit and Loss Changes in Working Capital Trade Receivables and other Assets Trade Payables, Other Liabilities and Provisions Trade Payables, Other Liabilities and Provisions Trade Payables, Other Liabilities and Provisions Stard Receivables and other Assets Income taxes paid, net			40.1
Allowances / (Reversal) for Doubtful Receivables / Advances and Deposits and Bad Debts written off (net) Share of (Profit) / Loss of Associates Net gain on disposal of Property, Plant and Equipment, investment Property and Intangible Assets Finance Costs Unrealised Exchange (Gain) / Loss (net) Share Based Payments to Employees Interest Income Rental Income on Investments Gain on sale of Investments, net Unrealised gain on fair valuation of investments through Profit and Loss Changes in Working Capital Trade Receivables and Other Assets Trade Payables, Other Labilities and Provisions (12 Cash generated from operating activities before taxes Income taxes paid, net Net cash generated from operating activities before taxes Income taxes paid, net Ret cash generated from operating activities (A) Cash Flow from Investing Activities Proceeds from Sale of Property, Plant and Equipment, Intangible Assets and Investment property Proceeds from Sale of Property, Plant and Equipment, Intangible Assets and Investment property Proceeds from sale / redemption of Mutual Funds, Debentures and Other Investments Proceeds from sale / redemption of Mutual Funds, Debentures and Other Investments Proceeds from sale / redemption of Mutual Funds, Debentures and Other Investments Proceeds from sale / redemption of Mutual Funds, Debentures and Other Investments Proceeds from Investing Activities Proceeds from Investing Activities Rental Income Interest Income Interest Income received Net cash (used in) Investing Activities (B) Cash Flow from Financing Activities (B) (14) Cash Flow from Financing Activities (B) (15) Cash Flow from Financing Activities (C) (16) Net Cash (used in) Investing activities (C) (17) Interest Income received (18) Net cash (used in) Investing activities (C) (18) Net Cash and Cash and cash equivalents during the period (D-A+8+C) (19) Cash and Cash			
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Purchase of Property, Plant and Equipment and Intangible Assets are stated inclusive of movem Capital Advances between the commencement and end of the period and are considered as pa

During the period, the Company has acquired assets on finance lease amounting to Rs. 376 mi

million). The same are not reflected in the statement of cash flows being non cash in nature.

n-Progress, Capital Creditors and

ridd ended December 31, 2017 Rs. 689