



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	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	10.07	11.93	13.45
EPS (In Rs)- After 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	10.07	11.93	13.45
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	Q4	LTM	Q1	Q2	Q3
Americas	46.8%	45.3%	46.9%	47.4%	46.6%	48.2%	47.0%	47.4%
Europe	29.8%	30.0%	29.8%	29.6%	29.8%	30.0%	29.6%	28.9%
Rest of world	23.4%	24.7%	23.3%	23.0%	23.6%	21.9%	23.4%	23.7%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Revenue By Industry % (Quarter Ended)	Q1	Q2	Q3	Q4	LTM	Q1	Q2	Q3
Communication	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 Limited Consolidated Fact Sheet Data.
P&L Summary (Rs in Mn)

Particulars	FY 2017-18					FY 2018-19		
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
Client Contribution To Revenue % (Quarter Ended)								
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 :

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





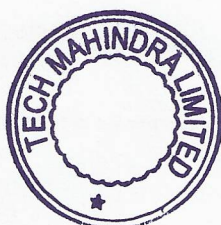
Tech Mahindra Limited Consolidated Fact Sheet Data.

P&L Summary (US\$ in Mn)

Particulars	FY 2017-18					FY 2018-19		
	Q1	Q2	Q3	Q4	Total	Q1	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 Items								
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

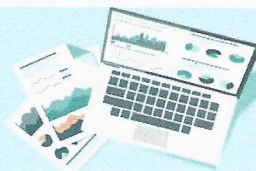




Condensed Consolidated Interim Balance Sheet as on December 31, 2018 (Rs. in Million)

	December 31, 2018	March 31, 2018
ASSETS		
Non-Current Assets		
(a) Property, Plant and Equipment	26,552	29,810
(b) Capital Work-in-Progress	2,721	2,399
(c) Investment Property	1,768	1,906
(d) Goodwill	28,440	27,727
(e) Other Intangible Assets	15,215	16,781
(f) Investment accounted using Equity method	631	1,010
(g) Financial Assets		
(i) Investments	15,148	11,448
(ii) Trade Receivables	142	138
(iii) Loans	44	52
(iv) Other Financial Assets	4,163	2,468
(h) Advance Income Taxes (Net of provisions)	22,044	17,775
(i) Deferred Tax Assets (Net)	5,971	5,766
(j) Other Non-Current Assets	4,868	6,022
Total Non - Current Assets	1,27,707	1,23,302
Current Assets		
(a) Inventories	638	659
(b) Financial Assets		
(i) Investments	40,350	34,449
(ii) Trade Receivables	76,370	64,979
(iii) Cash and Cash Equivalents	18,585	19,661
(iv) Other Balances with Banks	8,073	10,782
(v) Loans	5,000	1,500
(vi) Other Financial Assets	27,291	29,521
(c) Other Current Assets	22,165	19,519
Total Current Assets	1,98,472	1,81,070
Total Assets	3,26,179	3,04,372
EQUITY AND LIABILITIES		
Equity		
(a) Equity Share Capital	4,425	4,417
(b) Other Equity	2,03,470	1,84,011
Equity Attributable to Owners of the Company	2,07,895	1,88,428
Non controlling Interest	5,165	5,091
Total Equity	2,13,060	1,93,519
Liabilities		
Non-current liabilities		
(a) Financial Liabilities		
(i) Borrowings	2,084	7,711
(ii) Other Financial Liabilities	5,079	5,729
(b) Provisions	5,544	5,551
(c) Deferred tax liabilities (Net)	17	58
(d) Other Non-Current Liabilities	24	333
Total Non - Current Liabilities	12,748	19,382
Current liabilities		
(a) Financial Liabilities		
(i) Borrowings	13,966	9,549
(ii) Trade Payables	23,261	20,368
(iii) Other Financial Liabilities	18,924	20,063
(b) Other Current Liabilities	17,747	15,778
(c) Provisions	3,960	4,030
(d) Current Tax Liabilities (Net of advance income taxes)	10,209	9,379
Total Current Liabilities	88,067	79,167
Suspense Account (Net)	12,304	12,304
Total Equity and Liabilities and Suspense Account	3,26,179	3,04,372





Condensed Consolidated Interim Cash Flow Statement (Rs. in Million)

		Nine Month Period Ended
		December 31, 2018
A	Cash Flow from Operating Activities	
	Profit before Tax	40,631
	Adjustments for :	
	Depreciation and Amortisation Expense	8,588
	'Allowances / (Reversal) for Doubtful Receivables / Advances and Deposits and Bad Debts written off (net)	2,442
	Share of (Profit) / Loss of Associates	383
	Net gain on disposal of Property, Plant and Equipment, Investment Property and Intangible Assets	(152)
	Finance Costs	1,051
	Unrealised Exchange (Gain) / Loss (net)	1,316
	Share Based Payments to Employees	963
	Interest Income	(1,419)
	Rental Income	(192)
	Dividend Income on Investments	(185)
	Gain on sale of Investments, net	(609)
	Unrealised gain on fair valuation of investments through Profit and Loss	(1,023)
		51,794
	Changes in Working Capital	
	Trade Receivables and Other Assets	(12,818)
	Trade Payables, Other Liabilities and Provisions	5,121
		(7,697)
	Cash generated from operating activities before taxes	44,097
	Income taxes paid, net	(12,956)
	Net cash generated from operating activities (A)	31,141
B	Cash Flow from Investing Activities	
	Purchase of Property, Plant and Equipment, Intangible Assets and Investment property	(5,899)
	Proceeds from Sale of Property, Plant and Equipment, Intangible Assets and Investment property	308
	Purchase of Mutual Funds, Debentures and Other Investments	(1,71,177)
	Proceeds from sale / redemption of Mutual Funds, Debentures and Other Investments	1,63,296
	Payment for acquisition of business, net of cash acquired	(727)
	Rental Income	177
	Inter Corporate Deposits given	(9,500)
	Repayment of Inter Corporate Deposits	6,000
	Fixed Deposit/ Margin Money Placed	(60,308)
	Fixed Deposit/ Margin Money Realized	62,765
	Interest income received	1,007
	Net cash (used in) investing activities (B)	(14,058)
C	Cash Flow from Financing Activities	
	Proceeds from Issuance of Equity Shares from exercise of stock options (net of refunds)	274
	Payment of dividend (including dividend distribution tax thereon)	(14,908)
	Proceeds from Long-Term Borrowings	499
	Repayment of Long-Term Borrowings	(6,560)
	Movement in Short-Term Borrowings (net)	3,476
	Finance Costs paid	(1,054)
	Net cash (used in) financing activities (C)	(18,273)
	Net (Decrease) in cash and cash equivalents during the period (D=A+B+C)	(1,190)
	Effect of exchange rate changes on cash & cash equivalents (E)	114
	Cash and Cash Equivalents at the beginning of the period (F)	19,661
	Cash and Cash Equivalents at the end of the period (G=D+E+F)	18,585

Notes :

- I Purchase of Property, Plant and Equipment and Intangible Assets are stated inclusive of movement in 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.
- II During the period, the Company has acquired assets on finance lease amounting to Rs. 376 million (Nine months period ended December 31, 2017 Rs. 689 million). The same are not reflected in the statement of cash flows being non cash in nature.

