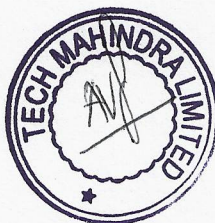




Tech Mahindra Limited Consolidated Fact Sheet Data.										
Particulars	P&L Summary (Rs in Mn)									
	FY 2017-18					FY 2018-19				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Revenue From Operations	73,361	76,063	77,760	80,545	307,729	82,763	86,298	89,437	88,923	347,421
Cost of services	52,818	53,789	53,807	54,886	215,300	57,340	56,923	59,845	59,482	233,590
Gross Profit	20,543	22,274	23,953	25,659	92,429	25,423	29,375	29,592	29,441	113,831
SGA	11,197	11,218	11,378	11,540	45,333	11,854	13,188	12,366	13,054	50,462
EBIDTA	9,346	11,056	12,575	14,119	47,096	13,569	16,187	17,226	16,387	63,369
EBIDTA %	12.7%	14.5%	16.2%	17.5%	15.3%	16.4%	18.8%	19.3%	18.4%	18.2%
Depreciation & Amortization	2,468	2,654	2,742	2,986	10,850	2,808	2,944	2,836	2,704	11,292
EBIT	6,878	8,402	9,833	11,133	36,246	10,761	13,243	14,390	13,683	52,077
EBIT %	9.4%	11.0%	12.6%	13.8%	11.8%	13.0%	15.3%	16.1%	15.4%	15.0%
Other income	4,109	3,222	2,321	4,513	14,165	1,114	1,751	806	1,671	5,342
Foreign Exchange (loss)/ gain	2,726	2,270	1,011	1,743	7,750	147	501	(779)	252	121
Interest, Dividend & Misc. income	1,383	952	1,310	2,770	6,415	967	1,250	1,585	1,419	5,221
Interest expense	370	386	341	527	1,624	305	388	358	281	1,332
Share of profit /(Loss) from associate	0	0	0	0	1	(118)	(133)	(132)	(272)	(655)
Profit Before Tax	10,617	11,239	11,814	15,118	48,788	11,452	14,473	14,706	14,801	55,432
Provision for taxes	2,699	2,847	2,570	2,810	10,926	2,457	3,914	2,638	3,535	12,544
Profit After Tax Before Minority Interest	7,918	8,392	9,244	12,308	37,862	8,995	10,560	12,068	11,266	42,888
Minority Interest	68	(31)	187	(88)	136	(16)	84	(39)	59	88
Net Profit After Minority Interest (Share of the Owners of the Company)	7,987	8,360	9,431	12,220	37,998	8,979	10,643	12,029	11,325	42,976
PAT %	10.9%	11.0%	12.1%	15.2%	12.3%	10.8%	12.3%	13.4%	12.7%	12.4%
EPS (In Rs)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Basic	9.10	9.52	10.73	13.84	43.02	10.12	11.99	13.55	12.77	48.47
Diluted	8.98	9.40	10.61	13.72	42.66	10.07	11.93	13.45	12.58	47.72
EPS (In Rs)- After Non Recurring / Exceptional Items										
Basic	9.10	9.52	10.73	13.84	43.02	10.12	11.99	13.55	12.77	48.47
Diluted	8.98	9.40	10.61	13.72	42.66	10.07	11.93	13.45	12.58	47.72
Total Headcount (As at period-end)	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
Software professionals	78,996	75,587	73,460	72,437		72,462	72,534	71,785	71,477	
BPO professionals	30,322	35,287	35,496	34,190		34,700	39,407	43,439	43,081	
Sales & support	6,662	6,351	6,285	6,180		6,390	6,450	6,618	6,524	
Total Headcount	115,980	117,225	115,241	112,807		113,552	118,391	121,842	121,082	
IT Attrition % (LTM) #	17%	16%	17%	18%		19%	20%	21%	21%	
IT Utilization % #	77%	81%	83%	84%		81%	81%	82%	82%	
IT Utilization % (Excluding Trainees) #	81%	81%	83%	84%		84%	83%	83%	82%	
Revenue By Geography % (Quarter Ended)	Q1	Q2	Q3	Q4	LTM	Q1	Q2	Q3	Q4	LTM
Americas	46.8%	45.3%	46.9%	47.4%	46.6%	48.2%	47.0%	47.4%	46.4%	47.2%
Europe	29.8%	30.0%	29.8%	29.6%	29.8%	30.0%	29.6%	28.9%	28.6%	29.3%
Rest of world	23.4%	24.7%	23.3%	23.0%	23.6%	21.9%	23.4%	23.7%	24.9%	23.5%
Total	100.0%	100.0%	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	Q4	LTM
Communication	45.2%	43.7%	42.8%	41.6%	43.3%	39.6%	41.5%	41.1%	42.7%	41.2%
Manufacturing	19.3%	19.0%	19.1%	19.3%	19.2%	20.1%	20.1%	20.5%	20.2%	20.2%
Technology,Media & Entertainment	6.0%	5.9%	6.5%	7.3%	6.5%	7.2%	7.3%	7.0%	7.5%	7.2%
Banking,Financial services & Insurance	14.4%	14.1%	13.3%	13.0%	13.7%	13.6%	13.5%	13.4%	13.1%	13.4%
Retail, Transport & Logistics	6.8%	7.2%	7.1%	6.2%	6.8%	6.1%	6.5%	6.7%	6.4%	6.4%
Others	8.3%	9.9%	11.3%	12.6%	10.6%	13.4%	11.2%	11.3%	10.2%	11.5%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100%	100%	100%
No. of Active Clients & % of Repeat Business	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
No. of Active Clients	864	885	903	913		926	930	935	938	
% of Repeat Business	97.2%	95.0%	92.9%	88.4%	93.4%	98.5%	97.4%	94.6%	88.7%	94.8%



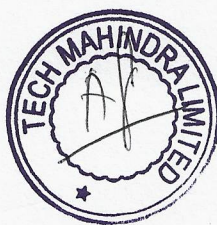


Tech Mahindra Limited Consolidated Fact Sheet Data.

Particulars	FY 2017-18					FY 2018-19				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
No. of Million \$ Clients										
≥ \$1 million clients	377	390	389	392		396	407	416	425	
≥ \$5 million clients	139	147	154	156		154	157	157	156	
≥ \$10 million clients	74	81	83	85		86	86	88	83	
≥ \$20 million clients	41	40	40	44		47	45	46	50	
≥ \$50 million clients	14	14	16	16		16	17	18	20	
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
Top 5	25.9%	24.8%	23.2%	23.2%	24.2%	21.9%	23.3%	22.6%	22.8%	22.7%
Top 10	36.3%	35.1%	33.2%	32.7%	34.3%	32.5%	32.7%	31.6%	32.0%	32.2%
Top 20	48.5%	46.2%	45.0%	45.7%	46.3%	46.2%	45.6%	44.0%	45.1%	45.2%
On/Off Break-up in % (IT Business Revenue)	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Onsite	63.7%	64.1%	65.8%	67.0%	65.1%	66.6%	64.5%	65.5%	65.2%	65.4%
Offshore	36.3%	35.9%	34.2%	33.0%	34.9%	33.4%	35.5%	34.5%	34.8%	34.6%
Rupee USD Rate	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
Period closing rate	64.57	65.28	63.87	65.17		68.47	72.49	69.77	69.16	
Period average Rate	64.44	64.45	64.35	64.64		67.51	70.68	71.11	70.32	
Proportion of Revenues From Major Currencies	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
USD	48.6%	46.9%	47.4%	49.4%	48.1%	49.3%	48.0%	47.7%	47.8%	48.2%
GBP	12.1%	12.0%	11.4%	12.1%	11.9%	11.6%	11.2%	11.1%	12.3%	11.6%
EUR	11.0%	11.2%	11.9%	11.7%	11.4%	11.4%	11.4%	11.0%	10.2%	11.0%
AUD	4.8%	4.9%	4.9%	4.6%	4.8%	4.8%	4.9%	5.1%	4.8%	4.9%
Others	23.4%	24.9%	24.5%	22.2%	23.8%	22.9%	24.5%	25.1%	26.9%	24.8%
Hedge Book	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
GBP In Mn	247.0	260.0	241.0	229.0		213.0	190.0	171.0	233.0	
Strike rate (INR)	97.0	95.4	94.2	94.4		95.1	97.0	98.5	99.7	
USD In Mn	878.0	646.0	577.0	598.0		894.0	1,069.0	1,084.0	934.0	
Strike rate (INR)	72.6	72.2	72.2	71.0		70.7	71.9	72.8	72.9	
EUR In Mn	165.2	256.0	236.0	244.0		228.0	220.0	202.0	293.0	
Strike rate (INR)	81.6	84.1	82.1	85.4		85.9	87.4	88.6	88.8	
Receivable Days (DSO)-Including Unbilled	104	106	105	102		108	112	107	102	
Borrowings	20,707	20,936	21,809	23,966		24,868	25,610	22,044	19,955	
Cash and Cash Equivalent	60,164	59,613	60,684	77,743		84,130	78,999	87,340	96,920	
Capital Expenditure (Quarter Ended)	1,447	4,548	1,647	2,093	9,735	1,868	1,507	2,245	2,050	7,669

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 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	Q4	Total
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	1,267.5	4,970.5
Cost of services	819.6	834.2	836.3	848.8	3,338.9	849.1	805.3	842.2	846.8	3,343.4
Gross Profit	318.5	345.0	372.8	395.5	1,431.8	375.0	412.9	418.5	420.7	1,627.2
SGA	173.7	174.0	176.9	178.3	702.9	175.4	186.1	173.9	185.9	721.3
EBIDTA	144.8	171.0	195.9	217.2	728.9	199.6	226.9	244.7	234.8	905.9
EBIDTA %	12.7%	14.5%	16.2%	17.5%	15.3%	16.4%	18.8%	19.3%	18.4%	18.2%
Depreciation & Amortization	38.3	41.1	42.7	46.1	168.2	41.5	41.6	39.8	38.5	161.4
EBIT	106.5	129.9	153.2	171.1	560.7	158.1	185.3	204.9	196.3	744.5
EBIT %	9.4%	11.0%	12.6%	13.7%	11.8%	13.0%	15.3%	16.1%	15.4%	15.0%
Other income	63.8	49.8	36.2	69.7	219.5	16.4	25.1	11.1	23.6	76.2
Foreign Exchange (loss)/ gain	42.4	35.0	15.8	27.1	120.4	2.3	7.4	(11.2)	3.4	1.9
Interest, Dividend & Misc. income	21.4	14.8	20.4	42.6	99.2	14.1	17.7	22.3	20.1	74.3
Interest expense	5.7	6.0	5.3	8.1	25.1	4.6	5.5	5.0	4.0	19.0
Share of profit /(Loss) from associate	0.0	0.0	0.0	0.0	0.0	(1.7)	(1.8)	(1.9)	(3.9)	(9.4)
Profit Before Tax	164.6	173.8	184.2	232.6	755.1	168.2	203.1	209.1	212.0	792.4
Provision for taxes	41.8	44.0	40.0	43.3	169.2	36.1	54.8	37.4	50.6	179.0
Profit After Tax Before Minority Interest	122.7	129.7	144.1	189.4	585.9	132.1	148.3	171.7	161.4	613.4
Minority Interest	1.1	(0.5)	2.9	(1.4)	2.2	(0.2)	1.2	(0.6)	0.9	1.3
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	162.3	614.6
PAT%	10.9%	11.0%	12.1%	15.2%	12.3%	10.8%	12.3%	13.4%	12.7%	12.4%
EPS (In USD)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Basic	0.14	0.15	0.17	0.21	0.67	0.15	0.17	0.19	0.18	0.69
Diluted	0.14	0.15	0.16	0.21	0.66	0.15	0.17	0.19	0.18	0.69
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	0.18	0.69
Diluted	0.14	0.15	0.16	0.21	0.66	0.15	0.17	0.19	0.18	0.69
Receivable Days (DSO)-Including Unbilled	104	106	105	102		108	112	107	102	
Borrowings	320.7	320.7	341.5	367.7		363.2	353.3	316.0	288.5	
Cash and Cash Equivalent	931.8	913.2	950.1	1,192.9		1,228.7	1,089.8	1,251.8	1,401.4	
Capital Expenditure (Quarter Ended)	22.5	70.6	25.6	32.4	151.0	27.7	21.3	31.6	29.2	109.7

Notes :

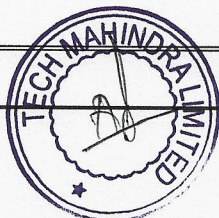
- 1) Figures rounded off to the nearest million.
- 2) Previous period figures have been regrouped/rearranged wherever necessary.
- 3) USD numbers based on convenience translation





Consolidated Balance Sheet as at March 31, 2019 (Rs. in Million)

	March 31, 2019	March 31, 2018
ASSETS		
Non-Current Assets		
(a) Property, Plant and Equipment	26,229	29,810
(b) Capital Work-in-Progress	2,763	2,399
(c) Investment Property	1,708	1,906
(d) Goodwill	28,163	27,727
(e) Other Intangible Assets	14,512	16,781
(f) Investment accounted using Equity method	361	1,010
(g) Financial Assets		
(i) Investments	7,159	11,448
(ii) Trade Receivables	63	138
(iii) Loans	43	52
(iv) Other Financial Assets	4,785	2,468
(h) Advance Income Taxes (Net of provisions)	21,397	17,775
(i) Deferred Tax Assets (Net)	6,091	5,766
(j) Other Non-Current Assets	5,537	6,022
Total Non - Current Assets	118,811	123,302
Current Assets		
(a) Inventories	752	659
(b) Financial Assets		
(i) Investments	65,899	35,949
(ii) Trade Receivables	69,586	64,979
(iii) Cash and Cash Equivalents	20,427	19,661
(iv) Other Balances with Banks	3,160	10,782
(vi) Other Financial Assets	29,064	29,521
(c) Other Current Assets	26,770	19,519
Total Current Assets	215,658	181,070
Total Assets	334,469	304,372
EQUITY AND LIABILITIES		
Equity		
(a) Equity Share Capital	4,437	4,417
(b) Other Equity	198,407	184,011
Equity Attributable to Owners of the Company	202,844	188,428
Non controlling Interest	4,777	5,091
Total Equity	207,621	193,519
Liabilities		
Non-current liabilities		
(a) Financial Liabilities		
(i) Borrowings	2,086	7,711
(ii) Other Financial Liabilities	3,009	5,729
(b) Provisions	5,801	5,551
(c) Deferred tax liabilities (Net)	11	58
(d) Other Non-Current Liabilities	325	333
Total Non - Current Liabilities	11,232	19,382
Current liabilities		
(a) Financial Liabilities		
(i) Borrowings	11,961	9,549
(ii) Trade Payables	24,893	20,368
(iii) Other Financial Liabilities	34,726	20,063
(b) Other Current Liabilities	17,605	15,778
(c) Provisions	3,952	4,030
(d) Current Tax Liabilities (Net of advance income taxes)	10,175	9,379
Total Current Liabilities	103,312	79,167
Suspense Account (Net)	12,304	12,304
Total Equity and Liabilities and Suspense Account	334,469	304,372





Consolidated Cash Flow Statement (Rs. in Million)

	Year Ended 31, 2019	March
A Cash Flow from Operating Activities		
Profit before Tax		55,432
Adjustments for :		
Depreciation and Amortisation Expense		11,292
'Allowances / (Reversal) for Doubtful Receivables / Advances and Deposits and Bad Debts written off (net)		3,452
Share of (Profit) / Loss of Associates		655
Net gain on disposal of Property, Plant and Equipment, Investment Property and Intangible Assets		(154)
Finance Costs		1,332
Unrealised Exchange (Gain) / Loss (net)		2,762
Share Based Payments to Employees		1,263
Interest Income		(2,077)
Rental Income		(292)
Dividend Income on Investments		(243)
Gain on sale of Investments, net		(871)
Unrealised gain on fair valuation of investments through Profit and Loss		(1,490)
Change in fair valuation of Contractual Obligation		445
		71,506
Changes in Working Capital		
Trade Receivables and Other Assets		(16,190)
Trade Payables, Other Liabilities and Provisions		5,616
		(10,574)
Cash generated from operating activities before taxes		60,932
Income taxes paid, net		(16,612)
Net cash generated from operating activities (A)		44,320
B Cash Flow from Investing Activities		
Purchase of Property, Plant and Equipment, Intangible Assets and Investment property		(8,046)
Proceeds from Sale of Property, Plant and Equipment, Intangible Assets and Investment property		253
Purchase of Mutual Funds, Debentures and Other Investments		(234,272)
Proceeds from sale / redemption of Mutual Funds, Debentures and Other Investments		211,056
Payment for acquisition of business and related obligations, net of cash acquired		(1,350)
Rental Income		315
Fixed Deposit/ Margin Money Placed		(76,166)
Fixed Deposit/ Margin Money Realized		85,564
Interest income received		1,482
Net cash (used in) investing activities (B)		(21,164)
C Cash Flow from Financing Activities		
Proceeds from Issuance of Equity Shares from exercise of stock options (net of refunds)		359
Payment of dividend (including dividend distribution tax thereon)		(14,907)
Deposits placed / earmarked for buyback of equity shares		(2,106)
Proceeds from Long-Term Borrowings		180
Repayment of Long-Term Borrowings		(6,656)
Movement in Short-Term Borrowings (net)		1,972
Finance Costs paid		(1,354)
Net cash (used in) financing activities (C)		(22,512)
Net Increase / (Decrease) in cash and cash equivalents during the year (D=A+B+C)		644
Effect of exchange rate changes on cash and cash equivalents (E)		122
Cash and Cash Equivalents at the beginning of the year (F)		19,661
Cash and Cash Equivalents at the end of the year (G=D+E+F)		20,427

Notes :

I Purchase of Property, Plant and Equipment and Intangible Assets include net movements 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 year ended, the Company has acquired assets on finance lease amounting to Rs. 383 million (year ended March 31, 2018 Rs. 825 million). The same are not reflected in the statement of cash flows being non cash in nature.

