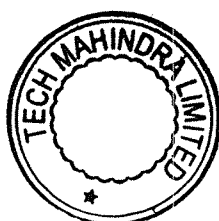


Tech Mahindra Limited Consolidated Fact Sheet Data.
P&L Summary (Rs in Mn)

Particulars	FY 2015-16					FY 2016-17	
	Q1	Q2	Q3	Q4	Total	Q1	Q2
Revenue From Services	62,938	66,155	67,011	68,837	264,942	69,209	71,674
Cost of services	44,441	44,999	46,068	47,783	183,290	48,807	49,717
Gross Profit	18,497	21,156	20,944	21,054	81,652	20,402	21,957
SGA	9,448	10,289	9,663	9,546	38,945	10,112	11,256
EBIDTA	9,050	10,868	11,281	11,509	42,707	10,291	10,701
EBIDTA %	14.4%	16.4%	16.8%	16.7%	16.1%	14.9%	14.9%
Depreciation & Amortization	1,724	1,965	1,727	2,173	7,589	2,019	2,447
EBIT	7,326	8,903	9,554	9,335	35,118	8,272	8,254
EBIT %	11.6%	13.5%	14.3%	13.6%	13.3%	12.0%	11.5%
Other income	1,244	976	592	1,627	4,439	2,458	1,387
Foreign Exchange (loss)/ gain	799	(206)	(135)	574	1,031	479	876
Interest, Dividend & Misc. income	446	1,182	726	1,053	3,408	1,979	511
Interest expense	215	175	246	335	970	274	345
Share of profit / (Loss) from associate	11	4	(1)	13	26	(23)	(2)
Profit Before Tax	8,366	9,708	9,899	10,640	38,612	10,433	9,294
Provision for taxes	2,142	1,906	2,329	1,806	8,183	2,468	2,860
Profit After Tax Before Minority Interest	6,224	7,802	7,569	8,833	30,429	7,965	6,434
Minority Interest	1	(42)	(83)	(223)	(346)	(464)	13
Net Profit After Minority Interest	6,225	7,761	7,487	8,611	30,083	7,501	6,447
PAT %	9.9%	11.7%	11.2%	12.5%	11.4%	10.8%	9.0%
EPS (In Rs)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4	Total	Q1	Q2
Basic	7.20	8.98	8.62	9.89	34.69	8.59	7.38
Diluted	7.02	8.75	8.42	9.67	33.89	8.44	7.25
EPS (In Rs)- After Non Recurring / Exceptional Items							
Basic	7.20	8.98	8.62	9.89	34.69	8.59	7.38
Diluted	7.02	8.75	8.42	9.67	33.89	8.44	7.25
Total Headcount (As at period-end)	Q1	Q2	Q3	Q4		Q1	Q2
Software professionals	73,046	72,645	72,828	72,125		73,590	78,404
BPO professionals	24,394	26,513	28,279	27,254		27,326	27,669
Sales & support	6,233	6,077	6,030	6,053		6,300	6,813
Total Employees	103,673	105,235	107,137	105,432		107,216	112,886
IT Attrition % (LTM) #	19%	20%	20%	21%		21%	19%
IT Utilization % #	74%	77%	77%	77%		78%	78%
IT Utilization % (Excluding Trainees) #	75%	79%	80%	80%		80%	82%
Revenue By Geography % (Quarter Ended)	Q1	Q2	Q3	Q4	LTM	Q1	Q2
Americas	47.7%	48.9%	47.8%	46.8%	47.8%	49.0%	48.3%
Europe	29.4%	29.3%	28.9%	28.5%	29.0%	28.3%	29.7%
Rest of world	22.9%	21.9%	23.2%	24.7%	23.2%	22.8%	22.0%
Total	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
Communication	52.7%	52.9%	51.3%	50.9%	52.0%	49.2%	48.4%
Manufacturing	17.1%	16.7%	17.1%	17.1%	17.0%	18.1%	19.2%
Technology, media & entertainment	7.3%	8.2%	7.4%	7.5%	7.6%	7.5%	7.2%
Banking, financial services & insurance	10.0%	9.6%	9.8%	10.6%	10.0%	11.3%	11.5%
Retail, transport & logistics	6.5%	6.0%	6.8%	6.2%	6.4%	6.5%	6.8%
Others	6.5%	6.6%	7.6%	7.7%	7.1%	7.3%	6.8%
Total	100.0%	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	Q2
No. of Active Clients	770	788	801	807		818	825
% of Repeat Business	98.6%	96.8%	95.7%	96.3%	96.8%	96.3%	95.6%
No. of Million \$ Clients	Q1	Q2	Q3	Q4		Q1	Q2
≥ \$1 million clients	296	298	326	319		317	341
≥ \$5 million clients	101	102	105	112		120	120
≥ \$10 million clients	60	62	63	63		64	66
≥ \$20 million clients	36	36	37	40		42	40
≥ \$50 million clients	13	14	14	14		14	14



Tech Mahindra Limited Consolidated Fact Sheet Data. P&L Summary (Rs in Mn)							
Particulars	FY 2015-16					FY 2016-17	
	Q1	Q2	Q3	Q4	Total	Q1	Q2
Client Contribution To Revenue % (Quarter Ended)							
Top 5	33.0%	31.5%	28.3%	27.9%	30.2%	28.8%	28.5%
Top 10	44.3%	43.3%	39.5%	39.0%	41.5%	40.0%	39.9%
Top 20	56.6%	56.0%	52.3%	51.9%	54.2%	52.6%	51.7%
On/Off Break-up in % (IT Business Revenue)							
Onsite	61.0%	61.7%	62.7%	63.2%	62.1%	63.4%	63.5%
Offshore	39.0%	38.3%	37.3%	36.8%	37.9%	36.6%	36.5%
Rupee USD Rate							
Period closing rate	63.64	65.58	66.15	66.26		67.52	66.61
Period average Rate	63.63	65.40	66.03	67.49		67.04	66.86
Proportion of Revenues From Major Currencies							
USD	51.1%	52.4%	51.3%	49.3%	51.1%	50.0%	48.9%
GBP	13.2%	12.7%	11.4%	10.8%	12.0%	10.4%	11.0%
EUR	11.7%	11.8%	11.3%	11.3%	11.5%	11.2%	12.7%
AUD	5.0%	4.5%	4.7%	4.5%	4.7%	4.7%	4.6%
Others	18.9%	18.5%	21.3%	24.1%	20.7%	23.7%	22.7%
Consolidated Hedge Position							
GBP In Mn	185.0	166.8	173.3	177.9		185.5	192.6
Strike rate (INR)	103.0	105.8	106.9	108.4		107.1	104.8
USD In Mn	1,459.3	1,504.5	1,341.7	1,297.2		1,246.6	1,087.9
Strike rate (INR)	66.6	68.5	69.5	71.1		71.5	72.4
EUR In Mn	149.0	138.3	172.1	161.5		136.6	131.2
Strike rate (INR)	81.0	82.5	81.5	82.9		82.1	82.4
Receivable Days (DSO)-Including Unbilled	113	108	104	106		106	107
Borrowings	7,996	8,537	8,881	10,920		13,504	13,740
Cash and Cash Equivalent	33,496	34,924	49,402	52,006		57,472	40,011
Capital Expenditure (Quarter Ended)	2,634	2,626	1,278	4,306	10,843	1,576	3,371

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 17 results include one months result of Pinarfarina Group, which was acquired as subsidiary , effective 30th May 2016
- 6) Q2 F17 results include results of Bio Agency which was acquired as subsidiary effective 1st July 2016 and Target Group which was acquired as subsidiary effective 17th Aug 2016
- 7) Financials for FY 2015-16 have been restated in accordance with Ind AS

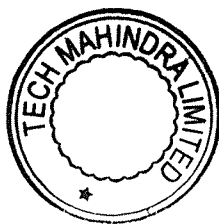


**Tech Mahindra Limited Consolidated Fact Sheet Data.
P&L Summary (US\$ in Mn)**

Particulars	FY 2015-16					FY 2016-17	
	Q1	Q2	Q3	Q4	Total	Q1	Q2
Revenue From Services	989.1	1,011.0	1,014.7	1,022.6	4,037.5	1,031.5	1,072.4
Cost of services	698.5	688.2	697.6	709.7	2,793.9	727.8	743.7
Gross Profit	290.7	322.8	317.1	312.9	1,243.5	303.7	328.7
SGA	148.5	157.3	146.3	141.7	593.9	150.3	168.4
EBIDTA	142.2	165.5	170.8	171.2	649.7	153.4	160.3
EBIDTA %	14.4%	16.4%	16.8%	16.7%	16.1%	14.9%	14.9%
Depreciation & Amortization	27.1	30.1	26.1	32.2	115.5	30.1	36.6
EBIT	115.1	135.5	144.6	139.0	534.2	123.3	123.7
EBIT %	11.6%	13.4%	14.3%	13.6%	13.2%	12.0%	11.5%
Other income	19.6	14.9	9.0	24.1	67.5	36.1	20.7
Foreign Exchange (loss)/ gain	12.6	(3.2)	(2.0)	8.5	15.9	6.7	13.1
Interest, Dividend & Misc. income	7.0	18.1	11.0	15.6	51.7	29.4	7.6
Interest expense	3.4	2.7	3.7	5.0	14.7	4.1	5.2
Share of profit /(Loss) from associate	0.2	0.1	(0.0)	0.2	0.4	(0.3)	(0.0)
Profit Before Tax	131.4	147.8	149.8	158.3	587.4	155.0	139.2
Provision for taxes	33.7	29.1	35.3	26.8	124.8	36.7	42.9
Profit After Tax Before Minority Interest	97.8	118.7	114.6	131.5	462.5	118.3	96.3
Minority Interest	0.0	(0.6)	(1.3)	(3.3)	(5.2)	(6.9)	0.2
Net Profit After Minority Interest	97.8	118.0	113.3	128.2	457.4	111.5	96.5
PAT%	9.9%	11.7%	11.2%	12.5%	11.4%	10.8%	9.0%
EPS (In USD)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4	Total	Q1	Q2
Basic	0.11	0.14	0.13	0.15	0.53	0.13	0.11
Diluted	0.11	0.13	0.13	0.14	0.51	0.13	0.11
EPS (In USD)- After Non Recurring / Exceptional Items							
Basic	0.11	0.14	0.13	0.15	0.53	0.13	0.11
Diluted	0.11	0.13	0.13	0.14	0.51	0.13	0.11
Receivable Days (DSO)-Including Unbilled	113	108	104	106		106	107
Borrowings	125.7	130.2	134.3	164.8		200.0	206.3
Cash and Cash Equivalent	526.3	532.5	746.8	784.9		851.2	600.7
Capital Expenditure (Quarter Ended)	41.4	40.0	19.3	63.8	164.5	23.5	50.4

Notes :

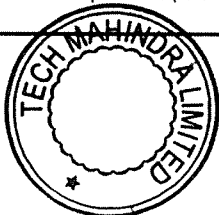
- 1) Figures rounded off to the nearest million.
- 2) Previous period figures have been regrouped/rearranged wherever necessary.
- 3) LTM: Last Twelve Months.
- 4) # Metrics for Organic business
- 5) Q1 FY 17 results include one months result of Pininfarina Group, which was acquired as subsidiary , effective 30th May 2016
- 6) Q2 F17 results include results of Bio Agency which was acquired as subsidiary effective 1st July 2016 and Target Group which was acquired as subsidiary effective 17th Aug 2016
- 7) Financials for FY 2015-16 have been restated in accordance with Ind AS



Consolidated Balance Sheet as at September 30, 2016	Note No.	September 30, 2016	March 31, 2016
ASSETS			
Non-Current Assets			
(a) Property, Plant and Equipment	3	30,307	23,795
(b) Capital Work-in-Progress		4,786	6,294
(c) Investment Property	4	1,111	546
(d) Goodwill	5	24,993	17,416
(e) Other Intangible Assets	6	7,731	1,030
(f) Financial Assets			
(i) Investments	7	733	1,178
(ii) Trade Receivables	8	166	-
(iii) Loans	9	10	-
(iv) Other Financial Assets	10	4,432	4,015
(g) Deferred Tax Assets (Net)	57	4,212	5,322
(h) Other Non-Current Assets	11	15,991	14,935
Total Non - Current Assets		94,472	74,531
Current Assets			
(a) Inventories	12	642	403
(b) Financial Assets			
(i) Investments	13	11,806	11,248
(ii) Trade Receivables	14	61,383	57,705
(iii) Cash and Cash Equivalents	15	19,193	23,978
(iv) Other Balances with Banks	16	8,842	16,202
(v) Loans	17	286	-
(vi) Other Financial Assets	18	31,509	27,650
(c) Other Current Assets	19	12,558	12,330
Total Current Assets		146,219	149,516
Total Assets		240,691	224,047
EQUITY AND LIABILITIES			
Equity			
(a) Equity Share Capital	20	4,377	4,355
(b) Other Equity	21	144,540	141,590
Equity Attributable to Owners of the Company		148,917	145,945
Non controlling Interest		4,794	1,936
Total Equity		153,711	147,881
Liabilities			
Non-current liabilities			
(a) Financial Liabilities			
(i) Borrowings	22	4,380	1,966
(ii) Other Financial Liabilities	23	2,618	542
(b) Provisions	24	6,391	5,311
(c) Other Non-Current Liabilities	25	65	34
Total Non - Current Liabilities		13,454	7,853
Current liabilities			
(a) Financial Liabilities			
(i) Borrowings	26	8,306	8,054
(ii) Trade Payables	27	24,333	22,759
(iii) Other Financial Liabilities	28	3,597	2,697
(b) Other Current Liabilities	29	13,673	12,384
(c) Provisions	30	3,322	3,199
(d) Current Tax Liabilities (Net)	57	7,991	6,916
Total Current Liabilities		61,222	56,009
Suspense Account (Net)	43	12,304	12,304
Total Equity and Liabilities		240,691	224,047



Consolidated Cash Flow Statement for the Half year ended September 30,2016		Half year ended	
		September 30, 2016	
A Cash Flow from Operating Activities			
Profit before Tax			19,727
Adjustments for :			
Depreciation and Amortization Expense	4,466		
Allowances for Doubtful Receivables and Bad Debts written off and Allowances for Doubtful Advances, Deposits and Advances written off	907		
Claims and Warranties (net)	110		
Share of (Profit) / Loss of Associates	25		
(Profit)/ Loss on sale of Property, Plant and Equipment	(28)		
Finance Costs	619		
Unrealized Exchange (Gain) / Loss (net)	(2,233)		
Share Based Payments to Employees	730		
Sundry Balances Written back	(969)		
Interest Income	(711)		
Rental Income from Investment property	(57)		
Dividend Income on Current Investments	(389)		
(Profit) / Loss on sale of Current Investments	(36)		
(Gain) / Loss on investments carried at fair value through profit and loss	(11)		
			2,423
Operating Profit before working capital changes			22,150
Trade Receivables and Other Assets	(3,036)		
Trade Payables, Other Liabilities and Provisions	3,228		
			192
Cash Generated from Operations			22,342
Income Tax Refund / (Paid) (net)			(5,029)
Net Cash Flow from / (used in) Operating Activities (A)			17,313
B Cash Flow from Investing Activities			
Purchase of Property, Plant and Equipment and Intangible Assets	(3,825)		
Proceeds from Sale of Property, Plant and Equipment and Intangible Assets	49		
Purchase of Current Investments	(79,734)		
Sale of Current Investments	79,996		
Purchase of Treasury Bonds and Bills	(12)		
Proceeds on Maturity of Treasury Bonds and Bills	8		
Investment in Subsidiaries (refer note 38A)	(13,265)		
Additional Investment in Associates	-		
Inter Corporate Deposits given	(286)		
Fixed Deposit / Margin Money Realized	45,092		
Fixed Deposit / Margin Money Placed	(37,341)		
Interest Received	711		
Net Cash Flow from / (used in) Investing Activities (B)			(8,607)
C Cash Flow from Financing Activities			
Proceeds from Issue of Equity Shares (Including Share Application Money)	233		
Dividend (Including Tax on Dividend) paid	(12,628)		
Proceeds from Long-Term Borrowings	66		
Repayment of Long-Term Borrowings	(1,755)		
Short-Term Borrowings (net)	(416)		
Finance Costs	(547)		
Net Cash Flow from / (used in) Financing Activities (C)			(15,047)
Net Increase / (Decrease) in Cash and Cash Equivalents (A+B+C)			(6,341)
Cash and Cash Equivalents at the beginning			23,938
Increase in Cash and Cash Equivalents on Acquisition (refer note 38A)			1,613
Cash and Cash Equivalents (refer note II) at the end			19,210



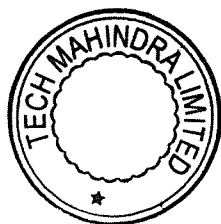
Notes :

I Purchase of Property, Plant and Equipment and Intangible Assets are stated inclusive of movements of 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 Particulars	September 30, 2016
Cash and Cash Equivalents *	19,193
Unrealized Loss/(Gain) on Foreign Currency Balances	17
Total	19,210

* Cash and Cash Equivalents Comprises of	September 30, 2016
(a) Cash in Hand	12
(a) Funds in Transit	802
Balances with Banks :	
(a) In Current Accounts	13,933
(b) In Deposit Accounts	4,446
	19,193

III Cash and Cash Equivalents include Equity Share Application Money of **Rs. 17 Million** (September 30, 2015 Rs 20 Million).



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