

Tech Mahindra Limited (Consolidated) Fact Sheet data for 13 Quarters

P&L Summary (Rs in Mn)

| Particulars | FY0405 | | | | | FY0506 | | | | | FY0607 | | | | | FY0708 |
|--|------------|------------|------------|--------------|--------------|------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------|---------------|--------------|
| | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3 | Q4 | Total | Q1 |
| Revenue from services | 2,200 | 2,551 | 2,335 | 2,370 | 9,456 | 2,419 | 2,469 | 3,326 | 4,212 | 12,427 | 5,871 | 6,976 | 7,698 | 8,745 | 29,290 | 8,763 |
| Cost of Services | 1,430 | 1,667 | 1,536 | 1,339 | 5,972 | 1,494 | 1,606 | 1,919 | 2,377 | 7,396 | 3,724 | 4,149 | 4,527 | 5,135 | 17,536 | 5,492 |
| Gross Profit | 770 | 884 | 799 | 1,031 | 3,484 | 925 | 862 | 1,407 | 1,836 | 5,030 | 2,147 | 2,827 | 3,171 | 3,610 | 11,755 | 3,272 |
| SGA | 522 | 517 | 551 | 545 | 2,134 | 502 | 448 | 547 | 855 | 2,351 | 840 | 1,058 | 1,098 | 1,392 | 4,389 | 1,338 |
| Operating Profit | 249 | 367 | 249 | 486 | 1,350 | 423 | 415 | 860 | 980 | 2,679 | 1,307 | 1,769 | 2,072 | 2,218 | 7,366 | 1,933 |
| Other Income | 45 | 42 | 0 | -2 | 85 | 36 | 108 | 70 | 127 | 340 | 11 | -57 | -32 | 154 | 77 | 131 |
| Interest Expense | | | | | | | | | | | | | 12 | 49 | 61 | 15 |
| Depreciation | 67 | 74 | 92 | 88 | 321 | 91 | 93 | 103 | 111 | 397 | 108 | 113 | 137 | 158 | 515 | 168 |
| Profit before Tax | 227 | 334 | 157 | 397 | 1,115 | 368 | 429 | 827 | 996 | 2,621 | 1,210 | 1,600 | 1,892 | 2,165 | 6,866 | 1,882 |
| Provision for taxes | 19 | 20 | 8 | 44 | 91 | 30 | 55 | 76 | 106 | 268 | 144 | 169 | 224 | 204 | 740 | 183 |
| Profit after tax before Exceptional Items | 208 | 315 | 149 | 353 | 1,024 | 338 | 374 | 751 | 891 | 2,354 | 1,066 | 1,431 | 1,668 | 1,961 | 6,126 | 1,699 |
| Non Recurring / Exceptional Items | | | | | | | | | | | | | | (5,249) | (5,249) | |
| Minority Interest | | | | | | | | | | | | | | (1) | (1) | 3 |
| Profit after tax after Exceptional Items | | | | | | | | | | | 1,066 | 1,431 | 1,668 | (3,289) | 876 | 1,703 |
| Excess tax provision write back | | | | | | | | | | | | 339 | | | 339 | |
| Profit after tax (including tax provision write back) | 208 | 315 | 149 | 353 | 1,024 | 338 | 374 | 751 | 891 | 2,354 | 1,066 | 1,771 | 1,668 | (3,289) | 1,215 | 1,703 |

Note: Figures rounded off to the nearest million

| EPS (Rs)- excluding non recurring / exceptional items | | | | | | | | | | | | | | | | |
|---|------|------|------|------|-------|------|------|------|------|-------|------|-------|-------|---------|-------|-------|
| Basic | 2.05 | 3.10 | 1.46 | 3.47 | 10.07 | 3.31 | 3.64 | 7.28 | 8.55 | 22.77 | 9.54 | 12.67 | 14.59 | 17.04 | 56.18 | 14.04 |
| Diluted | 2.01 | 3.05 | 1.34 | 3.09 | 8.97 | 2.72 | 3.16 | 6.25 | 6.92 | 18.72 | 8.35 | 11.14 | 12.82 | 15.03 | 49.56 | 12.92 |
| EPS (Rs)- including non recurring / exceptional items | | | | | | | | | | | | | | | | |
| Basic | 2.05 | 3.10 | 1.46 | 3.47 | 10.07 | 3.31 | 3.64 | 7.28 | 8.55 | 22.77 | 9.54 | 15.67 | 14.59 | (28.58) | 10.56 | 14.04 |
| Diluted | 2.01 | 3.05 | 1.34 | 3.09 | 8.97 | 2.72 | 3.16 | 6.25 | 6.92 | 18.72 | 8.35 | 13.79 | 12.82 | (25.21) | 9.32 | 12.92 |

| Total Headcount (As at period-end) | FY0405 | | | | | FY0506 | | | | | FY0607 | | | | | FY0708 |
|------------------------------------|--------------|--------------|--------------|--------------|-------|--------------|--------------|--------------|---------------|-------|---------------|---------------|---------------|---------------|-------|---------------|
| | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3 | Q4 | Total | Q1 |
| S/w Professionals | 4,378 | 4,734 | 5,016 | 5,232 | | 6,131 | 6,862 | 7,537 | 9,875 | | 11,721 | 14,413 | 15,527 | 17,181 | | 18,092 |
| BPO Professionals | | | | | | | | | | | | | 1,542 | 1,755 | | 2,019 |
| Sales & Support | 568 | 450 | 402 | 385 | | 467 | 399 | 447 | 618 | | 645 | 667 | 705 | 813 | | 1,035 |
| Total Employees | 4,946 | 5,184 | 5,418 | 5,617 | | 6,598 | 7,261 | 7,984 | 10,493 | | 12,366 | 15,080 | 17,774 | 19,749 | | 21,146 |

| Revenue by Geography (%) | | | | | | | | | | | | | | | | |
|--------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| North America | 8% | 7% | 6% | 6% | 7% | 12% | 17% | 19% | 21% | 18% | 18% | 18% | 19% | 19% | 18% | 19% |
| Europe | 90% | 89% | 88% | 90% | 89% | 81% | 77% | 76% | 75% | 77% | 67% | 73% | 73% | 76% | 73% | 74% |
| Rest of World | 3% | 4% | 6% | 4% | 4% | 7% | 6% | 5% | 4% | 5% | 15% | 9% | 8% | 5% | 9% | 7% |
| Total | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% |

| No. of Active Clients | | | | | | | | | | | | | | | | |
|-----------------------|----|----|----|----|--|----|----|----|----|--|----|----|----|----|--|----|
| | 30 | 34 | 40 | 45 | | 49 | 49 | 57 | 62 | | 65 | 70 | 78 | 83 | | 87 |

| No. of Million \$ Clients | | | | | | | | | | | | | | | | |
|---------------------------|----|----|----|----|--|----|----|----|----|--|----|----|----|----|--|----|
| ≥ \$1 million clients | 10 | 10 | 10 | 10 | | 13 | 14 | 14 | 14 | | 17 | 17 | 22 | 29 | | 31 |
| ≥ \$2 million clients | 6 | 7 | 7 | 6 | | 7 | 7 | 7 | 9 | | 10 | 12 | 15 | 18 | | 18 |
| ≥ \$5 million clients | 2 | 2 | 2 | 2 | | 2 | 3 | 4 | 6 | | 7 | 8 | 8 | 8 | | 9 |
| ≥ \$10 million clients | 1 | 1 | 1 | 1 | | 1 | 1 | 2 | 2 | | 5 | 5 | 5 | 6 | | 6 |
| ≥ \$15 million clients | 1 | 1 | 1 | 1 | | 1 | 1 | 1 | 2 | | 3 | 4 | 4 | 4 | | 5 |
| ≥ \$20 million clients | 1 | 1 | 1 | 1 | | 1 | 1 | 1 | 2 | | 2 | 3 | 3 | 3 | | 3 |
| ≥ \$25 million clients | 1 | 1 | 1 | 1 | | 1 | 1 | 1 | 1 | | 2 | 2 | 2 | 2 | | 3 |
| ≥ \$50 million clients | 1 | 1 | 1 | 1 | | 1 | 1 | 1 | 1 | | 1 | 1 | 1 | 2 | | 2 |

| Client contribution to revenue | | | | | | | | | | | | | | | | |
|--------------------------------|-----|-----|-----|-----|--|-----|-----|-----|-----|--|-----|-----|-----|-----|--|-----|
| Top client | 83% | 81% | 78% | 80% | | 72% | 66% | 68% | 68% | | 58% | 64% | 65% | 67% | | 64% |
| Top 5 | 90% | 88% | 85% | 86% | | 85% | 85% | 84% | 87% | | 86% | 82% | 82% | 83% | | 85% |
| Top 10 | 94% | 93% | 90% | 90% | | 88% | 89% | 90% | 92% | | 91% | 90% | 90% | 89% | | 90% |

| Revenue On/Off Break-up (in %) | | | | | | | | | | | | | | | | |
|--------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Onsite | 63% | 66% | 42% | 37% | 52% | 39% | 36% | 31% | 32% | 34% | 34% | 38% | 40% | 41% | 39% | 43% |
| Offshore | 37% | 34% | 58% | 63% | 48% | 61% | 64% | 69% | 68% | 66% | 66% | 62% | 60% | 59% | 61% | 57% |

| Utilization % including Trainees | | | | | | | | | | | | | | | | |
|----------------------------------|-----|-----|-----|-----|--|-----|-----|-----|-----|--|-----|-----|-----|-----|--|-----|
| | 73% | 74% | 72% | 72% | | 69% | 65% | 73% | 73% | | 74% | 69% | 67% | 67% | | 67% |