

Tech Mahindra Limited (Consolidated) Fact Sheet data for 9 Quarters

P&L Summary (Rs in Mn)

Particulars	FY0607					FY0708					FY0809
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1
Revenue from services	5,871	6,976	7,698	8,745	29,290	8,763	8,975	9,704	10,218	37,661	11,164
Cost of Services	3,724	4,165	4,517	5,129	17,536	5,492	5,658	6,144	6,560	23,854	6,825
Gross Profit	2,147	2,812	3,181	3,615	11,755	3,272	3,317	3,560	3,658	13,807	4,339
SGA	840	1,058	1,098	1,375	4,372	1,338	1,346	1,431	1,434	5,550	1,470
Operating Profit	1,307	1,754	2,082	2,240	7,383	1,933	1,971	2,129	2,224	8,257	2,869
Other Income	11	(57)	(27)	132	60	131	249	300	364	1,044	261
Interest Expense			12	49	61	15	26	16	5	62	2
Depreciation	108	113	137	158	515	168	193	206	229	796	258
Profit before Tax	1,210	1,584	1,907	2,165	6,866	1,882	2,002	2,206	2,354	8,443	2,870
Provision for taxes	144	168	224	204	740	183	187	213	165	747	283
Profit after tax before Exceptional Items	1,066	1,416	1,683	1,961	6,126	1,699	1,815	1,993	2,189	7,696	2,587
Non Recurring / Exceptional Items				(5,249)	(5,249)				(4,401)	(4,401)	
Minority Interest				(1)	(1)	3	2	1	(1)	5	(2)
Profit after tax after Exceptional Items	1,066	1,416	1,683	(3,289)	876	1,703	1,816	1,994	(2,214)	3,299	2,585
Excess tax provision write back		339			339						
Profit after tax (including tax provision write back)	1,066	1,756	1,683	(3,289)	1,215	1,703	1,816	1,994	(2,214)	3,299	2,585

Note: Figures rounded off to the nearest millior

EPS (Rs)- excluding non recurring / exceptional items											
Basic	9.54	15.67	14.64	17.04	56.18	14.04	14.99	16.46	18.03	63.49	21.28
Diluted	8.35	13.79	12.87	15.03	49.56	12.92	13.87	15.24	16.73	58.91	19.83
EPS (Rs)- including non recurring / exceptional items											
Basic	9.54	15.67	14.64	(28.58)	10.56	14.04	14.99	16.46	(18.25)	27.20	21.28
Diluted	8.35	13.79	12.87	(25.21)	9.32	12.92	13.87	15.24	(16.94)	25.24	19.83

Total Headcount (As at period-end)	FY0607					FY0708					FY0809
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1
S/w Professionals	11,721	14,413	15,527	17,181		18,092	18,883	18,448	18,430		19,386
BPO Professionals			1,542	1,755		2,019	3,191	3,704	3,445		3,882
Sales & Support	645	667	705	813		1,035	1,026	1,003	1,009		1,101
Total Employees	12,366	15,080	17,774	19,749		21,146	23,100	23,155	22,884		24,369

Revenue by Geography (%)											
North America	18%	18%	19%	19%	18%	19%	19%	20%	20%	19%	22%
Europe	67%	73%	73%	76%	73%	74%	75%	70%	75%	74%	72%
Rest of World	15%	9%	8%	5%	9%	7%	6%	10%	5%	7%	6%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

No. of Active Clients	65	70	78	83		87	96	105	107		110
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No. of Million \$ Clients											
≥ \$1 million clients	17	17	22	29		31	32	41	44		44
≥ \$2 million clients	10	12	15	18		18	17	21	25		29
≥ \$5 million clients	7	8	8	8		9	12	12	13		12
≥ \$10 million clients	5	5	5	6		6	6	6	6		7
≥ \$15 million clients	3	4	4	4		5	4	6	6		6
≥ \$20 million clients	2	3	3	3		3	3	3	3		4
≥ \$25 million clients	2	2	2	2		3	3	3	3		3
≥ \$50 million clients	1	1	1	2		2	2	2	2		2

Client contribution to revenue											
Top client	58%	64%	65%	67%		64%	65%	61%	65%		63%
Top 5	86%	82%	82%	83%		85%	86%	82%	83%		84%
Top 10	91%	90%	90%	89%		90%	89%	88%	89%		90%

Revenue On/Off Break-up (in %)											
Onsite	34%	38%	40%	41%	39%	43%	45%	44%	42%	44%	40%
Offshore	66%	62%	60%	59%	61%	57%	55%	56%	58%	56%	60%

IT Utilization % including Trainees	74%	69%	67%	67%		67%	63%	69%	73%	68%	74%
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P&L Summary (US\$ in Mn)

Particulars	FY0607					FY0708					FY0809
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1
Revenue from services	129.5	150.3	170.5	197.7	648.0	210.9	220.8	245.2	257.8	934.7	271.9
Cost of Services	82.3	89.7	100.0	116.0	388.0	131.9	139.2	155.2	165.5	591.8	166.5
Gross Profit	47.2	60.6	70.5	81.7	260.0	79.0	81.6	89.9	92.4	342.9	105.4
SGA	18.5	22.8	24.3	31.1	96.7	32.1	33.1	36.1	36.2	137.5	35.8
Operating Profit	28.7	37.8	46.2	50.6	163.3	46.9	48.5	53.8	56.2	205.3	69.5
Other Income	0.3	(1.2)	(0.6)	3.0	1.5	3.2	6.1	7.6	9.2	26.1	6.2
Interest Expense			0.3	1.1	1.4	0.4	0.6	0.4	0.1	1.5	0.0
Depreciation	2.4	2.4	3.0	3.6	11.4	4.0	4.7	5.2	5.8	19.8	6.3
Profit before Tax	26.6	34.1	42.3	48.9	152.0	45.6	49.2	55.7	59.5	210.1	69.4
Provision for taxes	3.2	3.6	5.0	4.6	16.4	4.4	4.6	5.4	4.2	18.6	6.8
Profit after tax before Exceptional Items	23.4	30.5	37.3	44.3	135.6	41.2	44.6	50.4	55.3	191.5	62.5
Non Recurring / Exceptional Items				(118.6)	(118.6)				(109.9)	(109.9)	
Minority Interest				(0.0)	(0.0)	0.1	0.0	0.0	(0.0)	0.1	(0.0)
Profit after tax after Exceptional Items	23.4	30.5	37.3	(74.3)	17.0	41.3	44.7	50.4	(54.7)	81.7	62.5
Earlier year provisions written back		7.3			7.3						
Profit after tax (including tax provision write back)	23.4	37.8	37.3	(74.3)	24.3	41.3	44.7	50.4	(54.7)	81.7	62.5

Note: Figures rounded off to the nearest millior

EPS (US\$)- excluding non recurring / exceptional items											
Basic	0.21	0.34	0.32	0.39	1.24	0.34	0.37	0.42	0.45	1.58	0.52
Diluted	0.18	0.30	0.28	0.34	1.10	0.31	0.34	0.38	0.42	1.46	0.48
EPS (US\$)- including non recurring / exceptional items											
Basic	0.21	0.34	0.32	(0.65)	0.23	0.34	0.37	0.42	(0.46)	0.68	0.52
Diluted	0.18	0.30	0.28	(0.57)	0.21	0.31	0.34	0.38	(0.43)	0.63	0.48

Total Headcount (As at period-end)	FY0607				FY0708				FY0809
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