

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

P&L Summary (Rs in Mn)

Particulars	FY0809					FY0910					FY1011
	Q1	Q2*	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1
Revenue from services	11,163	11,648	11,322	10,513	44,647	11,130	11,418	11,873	11,833	46,254	11,337
Cost of Services*	6,825	6,194	6,572	6,114	25,705	6,838	6,986	7,514	7,373	28,711	7,458
Gross Profit	4,338	5,454	4,750	4,399	18,942	4,292	4,432	4,359	4,460	17,543	3,879
SGA	1,470	1,520	1,570	1,557	6,117	1,487	1,507	1,552	1,672	6,218	1,752
Operating Profit	2,868	3,935	3,180	2,842	12,824	2,805	2,925	2,807	2,788	11,325	2,126
Other Income	261	(320)	(397)	78	(378)	(261)	270	6	739	754	253
Interest Expense	2	0	(0)	23	25	571	843	459	311	2,184	264
Depreciation	258	267	286	286	1,097	296	312	331	399	1,339	354
Profit before Tax	2,870	3,347	2,497	2,611	11,325	1,677	2,040	2,023	2,817	8,556	1,761
Provision for taxes	283	321	269	306	1,179	268	345	285	542	1,440	312
Profit after tax before Exceptional Items	2,587	3,027	2,228	2,305	10,146	1,409	1,695	1,737	2,275	7,117	1,449
Non Recurring / Exceptional Items						(85)				(85)	
Minority Interest	(2)	1	1	(0)	(1)	(8)	(5)	(9)	(6)	(27)	(6)
Profit after tax	2,585	3,028	2,228	2,304	10,145	1,316	1,690	1,728	2,270	7,004	1,443

Note: Figures rounded off to the nearest million

* Q2F09 Cost of Services include UK Payee tax write back of Rs 673 mn (\$ 15.3 mn)

EPS (Rs)- excluding non recurring / exceptional items											
Basic	21.28	24.91	18.32	18.95	83.41	11.51	13.87	14.18	18.60	58.10	11.71
Diluted	19.83	23.23	17.15	17.90	78.82	10.84	12.99	13.26	17.41	54.37	11.07
EPS (Rs)- including non recurring / exceptional items											
Basic	21.28	24.91	18.32	18.95	83.41	10.81	13.87	14.18	18.60	57.41	11.71
Diluted	19.83	23.23	17.15	17.90	78.82	10.19	12.99	13.26	17.41	53.72	11.07

Total Headcount (As at period-end)	FY0809					FY0910					FY1011
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1
S/w Professionals	19,386	20,273	20,779	20,060		20,227	20,038	22,199	24,405		25,711
BPO Professionals	3,882	3,734	3,527	3,769		4,189	5,450	7,199	8,067		8,426
Sales & Support	1,101	1,128	1,123	1,143		1,066	1,027	1,006	1,052		1,130
Total Employees	24,369	25,135	25,429	24,972		25,482	26,515	30,404	33,524		35,267

Revenue by Geography (%)											
North America	22%	23%	26%	30%	25%	29%	28%	30%	30%	29%	32%
Europe	72%	69%	65%	62%	67%	61%	61%	56%	57%	59%	55%
Rest of World	6%	8%	9%	8%	8%	10%	11%	14%	13%	12%	13%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

No. of Active Clients											
	110	110	110	108		110	110	110	113		117

No. of Million \$ Clients											
≥ \$1 million clients	44	45	46	44		47	47	49	48		52
≥ \$2 million clients	29	30	29	31		29	29	30	33		36
≥ \$5 million clients	12	14	14	13		15	17	18	18		20
≥ \$10 million clients	7	8	8	8		8	9	9	11		13
≥ \$15 million clients	6	7	7	7		8	7	8	8		8
≥ \$20 million clients	4	4	4	4		4	5	5	5		6
≥ \$25 million clients	3	4	4	4		4	4	4	4		4
≥ \$50 million clients	2	2	2	2		2	2	2	2		2

Client contribution to revenue											
Top client	63%	60%	57%	52%		52%	50%	46%	46%		45%
Top 5	84%	82%	79%	78%		78%	75%	75%	72%		74%
Top 10	90%	89%	87%	84%		86%	84%	82%	81%		82%

Revenue On/Off Break-up (in %)											
Onsite	40%	40%	40%	39%	40%	38%	38%	39%	38%	38%	37%
Offshore	60%	60%	60%	61%	60%	62%	62%	61%	62%	62%	63%

IT Utilization %											
	74%	69%	67%	70%	70%	71%	75%	73%	73%	73%	69%

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

P&L Summary (US\$ in Mn)

Particulars	FY0809					FY0910					FY1011
	Q1	Q2 *	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1
Revenue from services	271.9	269.6	231.9	211.5	984.9	227.7	236.5	253.8	258.6	976.6	251.1
Cost of Services *	166.5	143.6	135.1	123.4	568.6	139.3	144.8	160.4	161.0	605.5	165.8
Gross Profit	105.4	126.0	96.9	88.2	416.4	88.3	91.7	93.4	97.7	371.1	85.3
SGA	35.8	35.2	32.2	31.3	134.5	30.3	31.2	33.1	36.5	131.2	38.9
Operating Profit	69.5	90.8	64.7	56.9	281.9	58.0	60.5	60.3	61.1	239.9	46.4
Other Income	6.2	(7.5)	(8.0)	1.5	(7.9)	(5.7)	5.6	0.2	16.2	16.3	5.7
Interest Expense	0.0	0.0	(0.0)	0.5	0.5	11.7	17.4	9.8	6.8	45.7	5.9
Depreciation	6.3	6.2	5.9	5.8	24.1	6.0	6.5	7.1	8.7	28.3	7.9
Profit before Tax	69.4	77.1	50.8	52.2	249.4	34.6	42.2	43.6	61.8	182.3	38.4
Provision for taxes	6.8	7.4	5.5	6.1	25.8	5.6	7.1	6.1	11.9	30.8	6.8
Profit after tax before Exceptional Items	62.5	69.7	45.3	46.1	223.6	29.1	35.0	37.5	49.9	151.5	31.6
Non Recurring / Exceptional Items						(1.8)				(1.8)	
Minority Interest	(0.0)	0.0	0.0	(0.0)	(0.0)	(0.2)	(0.1)	(0.2)	(0.1)	(0.6)	(0.1)
Profit after tax	62.5	69.7	45.3	46.1	223.6	27.1	34.9	37.3	49.8	149.1	31.4

Note: Figures rounded off to the nearest million

* Q2F09 Cost of Services include UK Payee tax write back of Rs 673 mn (\$ 15.3 mn)

EPS (US\$)- excluding non recurring / exceptional items											
Basic	0.52	0.58	0.38	0.38	1.83	0.23	0.28	0.30	0.41	1.22	0.26
Diluted	0.48	0.54	0.35	0.36	1.73	0.22	0.26	0.28	0.38	1.14	0.25
EPS (US\$)- including non recurring / exceptional items											
Basic	0.52	0.58	0.38	0.38	1.83	0.22	0.28	0.30	0.41	1.21	0.26
Diluted	0.48	0.54	0.35	0.36	1.73	0.21	0.26	0.28	0.38	1.13	0.25

Total Headcount (As at period-end)	FY0809					FY0910					FY1011
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1
S/w Professionals	19,386	20,273	20,779	20,060		20,227	20,038	22,199	24,405		25,711
BPO Professionals	3,882	3,734	3,527	3,769		4,189	5,450	7,199	8,067		8,426
Sales & Support	1,101	1,128	1,123	1,143		1,066	1,027	1,006	1,052		1,130
Total Employees	24,369	25,135	25,429	24,972		25,482	26,515	30,404	33,524		35,267

Revenue by Geography (%)											
North America	22%	23%	26%	30%	25%	29%	28%	30%	30%	29%	32%
Europe	72%	69%	65%	62%	67%	61%	61%	56%	57%	59%	55%
Rest of World	6%	8%	9%	8%	8%	10%	11%	14%	13%	12%	13%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

No. of Active Clients	110	110	110	108		110	110	110	113		117
-----------------------	-----	-----	-----	-----	--	-----	-----	-----	-----	--	-----

No. of Million \$ Clients											
≥ \$1 million clients	44	45	46	44		47	47	49	48		52
≥ \$2 million clients	29	30	29	31		29	29	30	33		36
≥ \$5 million clients	12	14	14	13		15	17	18	18		20
≥ \$10 million clients	7	8	8	8		8	9	9	11		13
≥ \$15 million clients	6	7	7	7		8	7	8	8		8
≥ \$20 million clients	4	4	4	4		4	5	5	5		6
≥ \$25 million clients	3	4	4	4		4	4	4	4		4
≥ \$50 million clients	2	2	2	2		2	2	2	2		2

Client contribution to revenue											
Top client	63%	60%	57%	52%		52%	50%	46%	46%		45%
Top 5	84%	82%	79%	78%		78%	75%	75%	72%		74%
Top 10	90%	89%	87%	84%		86%	84%	82%	81%		82%

Revenue On/Off Break-up (in %)											
Onsite	40%	40%	40%	39%	40%	38%	38%	39%	38%	38%	37%
Offshore	60%	60%	60%	61%	60%	62%	62%	61%	62%	62%	63%

IT Utilization %	74%	69%	67%	70%	70%	71%	75%	73%	73%	73%	69%
------------------	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----