

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

**P&L Summary (Rs in Mn)**

Particulars	FY0910					FY1011					FY1112
	Q1	Q2	Q3	Q4	Total	Q1	Q2*	Q3	Q4	Total	Q1
Revenue from services	11,130	11,418	11,873	11,833	46,254	11,337	15,339	12,111	12,615	51,402	12,925
Cost of Services*	6,838	6,986	7,514	7,373	28,711	7,458	10,701	7,882	7,987	34,028	8,540
<b>Gross Profit</b>	<b>4,292</b>	<b>4,432</b>	<b>4,359</b>	<b>4,460</b>	<b>17,543</b>	<b>3,879</b>	<b>4,638</b>	<b>4,229</b>	<b>4,628</b>	<b>17,374</b>	<b>4,385</b>
SGA	1,487	1,507	1,552	1,672	6,218	1,752	1,820	1,731	2,038	7,341	1,967
<b>Operating Profit</b>	<b>2,805</b>	<b>2,925</b>	<b>2,807</b>	<b>2,788</b>	<b>11,325</b>	<b>2,126</b>	<b>2,818</b>	<b>2,498</b>	<b>2,590</b>	<b>10,033</b>	<b>2,417</b>
Other Income	(261)	270	6	739	754	253	83	521	317	1,175	460
Interest Expense	571	843	459	311	2,184	264	270	252	213	999	223
Depreciation	296	312	331	399	1,339	354	347	347	387	1,435	334
<b>Profit before Tax</b>	<b>1,677</b>	<b>2,040</b>	<b>2,023</b>	<b>2,817</b>	<b>8,556</b>	<b>1,761</b>	<b>2,285</b>	<b>2,420</b>	<b>2,307</b>	<b>8,774</b>	<b>2,320</b>
Provision for taxes	268	345	285	542	1,440	312	418	359	226	1,316	509
<b>Profit after tax before exceptional, earlier period items and minority interest</b>	<b>1,409</b>	<b>1,695</b>	<b>1,737</b>	<b>2,275</b>	<b>7,117</b>	<b>1,449</b>	<b>1,867</b>	<b>2,061</b>	<b>2,082</b>	<b>7,458</b>	<b>1,812</b>
Non Recurring / Exceptional Items	(85)				(85)						
Minority interest	(8)	(5)	(9)	(6)	(27)	(6)	7	(6)	(16)	(21)	(7)
<b>Profit after tax before earlier period items and share of profit/(loss) in Associate</b>	<b>1,316</b>	<b>1,690</b>	<b>1,728</b>	<b>2,270</b>	<b>7,004</b>	<b>1,443</b>	<b>1,874</b>	<b>2,055</b>	<b>2,065</b>	<b>7,437</b>	<b>1,804</b>
Share of profit/(loss) including earlier period items in Associate: Satyam Computer Services Limited							(367)	515	(1,144)	(996)	960
<b>Profit after tax</b>	<b>1,316</b>	<b>1,690</b>	<b>1,728</b>	<b>2,270</b>	<b>7,004</b>	<b>1,443</b>	<b>1,507</b>	<b>2,570</b>	<b>921</b>	<b>6,441</b>	<b>2,765</b>

EPS (Rs)- Before non recurring / exceptional items											
Basic	11.51	13.87	14.18	18.60	58.10	11.71	12.17	20.65	7.39	51.60	21.89
Diluted	10.84	12.99	13.26	17.41	54.37	11.07	11.57	19.73	7.06	49.34	20.95
EPS (Rs)- After non recurring / exceptional items											
Basic	10.81	13.87	14.18	18.60	57.41	11.71	12.17	20.65	7.39	51.60	21.89
Diluted	10.19	12.99	13.26	17.41	53.72	11.07	11.57	19.73	7.06	49.34	20.95

Total Headcount (As at period-end)	FY0910					FY1011					FY1112
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1
S/w Professionals	20,227	20,038	22,199	24,405		25,711	24,449	24,673	26,282		27,920
BPO Professionals	4,189	5,450	7,199	8,067		8,426	8,489	8,489	11,011		13,804
Sales & Support	1,066	1,027	1,006	1,052		1,130	1,069	1,046	1,040		1,126
<b>Total Employees</b>	<b>25,482</b>	<b>26,515</b>	<b>30,404</b>	<b>33,524</b>		<b>35,267</b>	<b>34,007</b>	<b>34,208</b>	<b>38,333</b>		<b>42,850</b>

Revenue by Geography (%)											
Americas	29%	28%	30%	30%	29%	32%	25%	32%	32%	30%	32%
Europe	61%	61%	56%	57%	59%	55%	43%	54%	52%	50%	51%
Rest of World	10%	11%	14%	13%	12%	13%	32%	14%	16%	20%	17%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

No. of Active Clients	110	110	110	113		117	124	126	128		128

No. of Million \$ Clients											
≥ \$1 million clients	47	47	49	48		52	52	53	55		57
≥ \$2 million clients	29	29	30	33		36	39	39	37		37
≥ \$5 million clients	15	17	18	18		20	21	20	21		24
≥ \$10 million clients	8	9	9	11		13	14	15	15		16
≥ \$15 million clients	8	7	8	8		8	8	8	8		7
≥ \$20 million clients	4	5	5	5		6	7	6	7		6
≥ \$25 million clients	4	4	4	4		4	5	5	4		4
≥ \$50 million clients	2	2	2	2		2	3	3	3		3

Client contribution to revenue											
Top client	52%	50%	46%	46%		45%	35%	44%	41%		40%
Top 5	78%	75%	75%	72%		74%	77%	72%	70%		69%
Top 10	86%	84%	82%	81%		82%	84%	81%	79%		78%

Revenue On/Off Break-up (in %)											
Onsite	38%	38%	39%	38%	38%	37%	30%	37%	37%	36%	37%
Offshore	62%	62%	61%	62%	62%	63%	70%	63%	63%	64%	63%

IT Utilization %	71%	75%	73%	73%	73%	69%	75%	76%	74%	74%	71%

**Notes :**

1) Figures rounded off to the nearest million

2)\* Q2F11 Revenue includes Rs 2,989.5 mn pass through revenue from a customer as part of an end to end implementation.

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

**P&L Summary (USD in Mn)**

Particulars	FY0910					FY1011					FY1112
	Q1	Q2	Q3	Q4	Total	Q1	Q2*	Q3	Q4	Total	Q1
<b>Revenue from services</b>	<b>227.7</b>	<b>236.5</b>	<b>253.8</b>	<b>258.6</b>	<b>976.6</b>	<b>251.1</b>	<b>328.2</b>	<b>268.9</b>	<b>278.5</b>	<b>1,126.6</b>	<b>289.8</b>
Cost of Services *	139.3	144.8	160.4	161.0	605.5	165.8	228.9	175.0	176.3	746.0	191.6
<b>Gross Profit</b>	<b>88.3</b>	<b>91.7</b>	<b>93.4</b>	<b>97.7</b>	<b>371.1</b>	<b>85.3</b>	<b>99.3</b>	<b>93.8</b>	<b>102.1</b>	<b>380.6</b>	<b>98.3</b>
SGA	30.3	31.2	33.1	36.5	131.2	38.9	39.0	38.4	45.0	161.3	44.2
<b>Operating Profit</b>	<b>58.0</b>	<b>60.5</b>	<b>60.3</b>	<b>61.1</b>	<b>239.9</b>	<b>46.4</b>	<b>60.3</b>	<b>55.4</b>	<b>57.1</b>	<b>219.3</b>	<b>54.1</b>
Other Income	(5.7)	5.6	0.2	16.2	16.3	5.7	1.8	11.4	7.0	26.0	10.3
Interest Expense	11.7	17.4	9.8	6.8	45.7	5.9	5.8	5.6	4.7	21.9	5.0
Depreciation	6.0	6.5	7.1	8.7	28.3	7.9	7.4	7.7	8.5	31.6	7.5
<b>Profit before Tax</b>	<b>34.6</b>	<b>42.2</b>	<b>43.6</b>	<b>61.8</b>	<b>182.3</b>	<b>38.4</b>	<b>48.9</b>	<b>53.6</b>	<b>50.9</b>	<b>191.7</b>	<b>51.9</b>
Provision for taxes	5.6	7.1	6.1	11.9	30.8	6.8	9.0	8.0	5.0	28.7	11.4
<b>Profit after tax before exceptional, earlier period items and minority interest</b>	<b>29.1</b>	<b>35.0</b>	<b>37.5</b>	<b>49.9</b>	<b>151.5</b>	<b>31.6</b>	<b>40.0</b>	<b>45.6</b>	<b>45.9</b>	<b>163.0</b>	<b>40.5</b>
Non Recurring / Exceptional Items	(1.8)				(1.8)						
Minority interest	(0.2)	(0.1)	(0.2)	(0.1)	(0.6)	(0.1)	0.2	(0.1)	(0.4)	(0.5)	(0.2)
<b>Profit after tax before earlier period items and share of profit/(loss) in Associate</b>	<b>27.1</b>	<b>34.9</b>	<b>37.3</b>	<b>49.8</b>	<b>149.1</b>	<b>31.4</b>	<b>40.1</b>	<b>45.5</b>	<b>45.6</b>	<b>162.6</b>	<b>40.4</b>
Share of profit/(loss) including earlier period items in Associate: Satyam Computer Services Limited							(7.8)	11.2	(25.3)	(21.9)	21.3
<b>Profit after tax</b>	<b>27.1</b>	<b>34.9</b>	<b>37.3</b>	<b>49.8</b>	<b>149.1</b>	<b>31.4</b>	<b>32.3</b>	<b>56.7</b>	<b>20.3</b>	<b>140.7</b>	<b>61.7</b>
<b>EPS (Rs)- Before non recurring / exceptional items</b>											
Basic	0.23	0.28	0.30	0.41	1.22	0.26	0.26	0.46	0.16	1.14	0.49
Diluted	0.22	0.26	0.28	0.38	1.14	0.25	0.25	0.44	0.16	1.09	0.47
<b>EPS (Rs)- After non recurring / exceptional items</b>											
Basic	0.22	0.28	0.30	0.41	1.21	0.26	0.26	0.46	0.16	1.14	0.49
Diluted	0.21	0.26	0.28	0.38	1.13	0.25	0.25	0.44	0.16	1.09	0.47

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