

**Tech Mahindra Limited (Consolidated) Fact Sheet data for 10 Quarters**

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

Particulars	FY0607					FY0708					FY0809	
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2*
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	11,648
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	6,194
<b>Gross Profit</b>	<b>2,147</b>	<b>2,812</b>	<b>3,181</b>	<b>3,615</b>	<b>11,755</b>	<b>3,272</b>	<b>3,317</b>	<b>3,560</b>	<b>3,658</b>	<b>13,807</b>	<b>4,339</b>	<b>5,454</b>
SGA	840	1,058	1,098	1,375	4,372	1,338	1,346	1,431	1,434	5,550	1,470	1,520
<b>Operating Profit</b>	<b>1,307</b>	<b>1,754</b>	<b>2,082</b>	<b>2,240</b>	<b>7,383</b>	<b>1,933</b>	<b>1,971</b>	<b>2,129</b>	<b>2,224</b>	<b>8,257</b>	<b>2,869</b>	<b>3,935</b>
Other Income	11	(57)	(27)	132	60	131	249	300	364	1,044	261	(320)
Interest Expense			12	49	61	15	26	16	5	62	2	0
Depreciation	108	113	137	158	515	168	193	206	229	796	258	267
<b>Profit before Tax</b>	<b>1,210</b>	<b>1,584</b>	<b>1,907</b>	<b>2,165</b>	<b>6,866</b>	<b>1,882</b>	<b>2,002</b>	<b>2,206</b>	<b>2,354</b>	<b>8,443</b>	<b>2,870</b>	<b>3,347</b>
Provision for taxes	144	168	224	204	740	183	187	213	165	747	283	321
<b>Profit after tax before Exceptional Items</b>	<b>1,066</b>	<b>1,416</b>	<b>1,683</b>	<b>1,961</b>	<b>6,126</b>	<b>1,699</b>	<b>1,815</b>	<b>1,993</b>	<b>2,189</b>	<b>7,696</b>	<b>2,587</b>	<b>3,027</b>
Non Recurring / Exceptional Items				(5,249)	(5,249)				(4,401)	(4,401)		
Minority Interest				(1)	(1)	3	2	1	(1)	5	(2)	1
<b>Profit after tax after Exceptional Items</b>	<b>1,066</b>	<b>1,416</b>	<b>1,683</b>	<b>(3,289)</b>	<b>876</b>	<b>1,703</b>	<b>1,816</b>	<b>1,994</b>	<b>(2,214)</b>	<b>3,299</b>	<b>2,585</b>	<b>3,028</b>
Excess tax provision write back		339			339							
<b>Profit after tax (including tax provision write back)</b>	<b>1,066</b>	<b>1,756</b>	<b>1,683</b>	<b>(3,289)</b>	<b>1,215</b>	<b>1,703</b>	<b>1,816</b>	<b>1,994</b>	<b>(2,214)</b>	<b>3,299</b>	<b>2,585</b>	<b>3,028</b>

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	9.54	15.67	14.64	17.04	56.18	14.04	14.99	16.46	18.03	63.49	21.28	24.91
Diluted	8.35	13.79	12.87	15.03	49.56	12.92	13.87	15.24	16.73	58.91	19.83	23.23
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	24.91
Diluted	8.35	13.79	12.87	(25.21)	9.32	12.92	13.87	15.24	(16.94)	25.24	19.83	23.23

Total Headcount (As at period-end)	FY0607					FY0708					FY0809	
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2
S/w Professionals	11,721	14,413	15,527	17,181		18,092	18,883	18,448	18,430		19,386	20,273
BPO Professionals			1,542	1,755		2,019	3,191	3,704	3,445		3,882	3,734
Sales & Support	645	667	705	813		1,035	1,026	1,003	1,009		1,101	1,128
<b>Total Employees</b>	<b>12,366</b>	<b>15,080</b>	<b>17,774</b>	<b>19,749</b>		<b>21,146</b>	<b>23,100</b>	<b>23,155</b>	<b>22,884</b>		<b>24,369</b>	<b>25,135</b>

Revenue by Geography (%)												
North America	18%	18%	19%	19%	18%	19%	19%	20%	20%	19%	22%	23%
Europe	67%	73%	73%	76%	73%	74%	75%	70%	75%	74%	72%	69%
Rest of World	15%	9%	8%	5%	9%	7%	6%	10%	5%	7%	6%	8%
<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>	<b>100%</b>

No. of Active Clients	65	70	78	83		87	96	105	107		110	110
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No. of Million \$ Clients												
≥ \$1 million clients	17	17	22	29		31	32	41	44		44	45
≥ \$2 million clients	10	12	15	18		18	17	21	25		29	30
≥ \$5 million clients	7	8	8	8		9	12	12	13		12	14
≥ \$10 million clients	5	5	5	6		6	6	6	6		7	8
≥ \$15 million clients	3	4	4	4		5	4	6	6		6	7
≥ \$20 million clients	2	3	3	3		3	3	3	3		4	4
≥ \$25 million clients	2	2	2	2		3	3	3	3		3	4
≥ \$50 million clients	1	1	1	2		2	2	2	2		2	2

Client contribution to revenue												
Top client	58%	64%	65%	67%		64%	65%	61%	65%		63%	60%
Top 5	86%	82%	82%	83%		85%	86%	82%	83%		84%	82%
Top 10	91%	90%	90%	89%		90%	89%	88%	89%		90%	89%

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

IT Utilization % including Trainees	74%	69%	67%	67%		67%	63%	69%	73%	68%	74%	69%
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**Tech Mahindra Limited (Consolidated) Fact Sheet data for 10 Quarters**

**P&L Summary (US\$ in Mn)**

Particulars	FY0607					FY0708					FY0809	
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2 *
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	269.6
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	143.6
<b>Gross Profit</b>	<b>47.2</b>	<b>60.6</b>	<b>70.5</b>	<b>81.7</b>	<b>260.0</b>	<b>79.0</b>	<b>81.6</b>	<b>89.9</b>	<b>92.4</b>	<b>342.9</b>	<b>105.4</b>	<b>126.0</b>
SGA	18.5	22.8	24.3	31.1	96.7	32.1	33.1	36.1	36.2	137.5	35.8	35.2
<b>Operating Profit</b>	<b>28.7</b>	<b>37.8</b>	<b>46.2</b>	<b>50.6</b>	<b>163.3</b>	<b>46.9</b>	<b>48.5</b>	<b>53.8</b>	<b>56.2</b>	<b>205.3</b>	<b>69.5</b>	<b>90.8</b>
Other Income	0.3	(1.2)	(0.6)	3.0	1.5	3.2	6.1	7.6	9.2	26.1	6.2	(7.5)
Interest Expense			0.3	1.1	1.4	0.4	0.6	0.4	0.1	1.5	0.0	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	6.2
<b>Profit before Tax</b>	<b>26.6</b>	<b>34.1</b>	<b>42.3</b>	<b>48.9</b>	<b>152.0</b>	<b>45.6</b>	<b>49.2</b>	<b>55.7</b>	<b>59.5</b>	<b>210.1</b>	<b>69.4</b>	<b>77.1</b>
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	7.4
<b>Profit after tax before Exceptional Items</b>	<b>23.4</b>	<b>30.5</b>	<b>37.3</b>	<b>44.3</b>	<b>135.6</b>	<b>41.2</b>	<b>44.6</b>	<b>50.4</b>	<b>55.3</b>	<b>191.5</b>	<b>62.5</b>	<b>69.7</b>
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)	0.0
<b>Profit after tax after Exceptional Items</b>	<b>23.4</b>	<b>30.5</b>	<b>37.3</b>	<b>(74.3)</b>	<b>17.0</b>	<b>41.3</b>	<b>44.7</b>	<b>50.4</b>	<b>(54.7)</b>	<b>81.7</b>	<b>62.5</b>	<b>69.7</b>
Earlier year provisions written back		7.3			7.3							
<b>Profit after tax (including tax provision write back)</b>	<b>23.4</b>	<b>37.8</b>	<b>37.3</b>	<b>(74.3)</b>	<b>24.3</b>	<b>41.3</b>	<b>44.7</b>	<b>50.4</b>	<b>(54.7)</b>	<b>81.7</b>	<b>62.5</b>	<b>69.7</b>

Note: Figures rounded off to the nearest million

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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	0.58
Diluted	0.18	0.30	0.28	0.34	1.10	0.31	0.34	0.38	0.42	1.46	0.48	0.54
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	0.58
Diluted	0.18	0.30	0.28	(0.57)	0.21	0.31	0.34	0.38	(0.43)	0.63	0.48	0.54

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