

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

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

Particulars	FY0708					FY0809					FY0910	
	Q1	Q2	Q3	Q4	Total	Q1	Q2*	Q3	Q4	Total	Q1	Q2
<b>Revenue from services</b>	<b>8,763</b>	<b>8,975</b>	<b>9,704</b>	<b>10,218</b>	<b>37,661</b>	<b>11,163</b>	<b>11,648</b>	<b>11,322</b>	<b>10,513</b>	<b>44,647</b>	<b>11,130</b>	<b>11,418</b>
Cost of Services*	5,492	5,658	6,144	6,560	23,854	6,825	6,194	6,572	6,114	25,705	6,838	6,986
<b>Gross Profit</b>	<b>3,272</b>	<b>3,317</b>	<b>3,560</b>	<b>3,658</b>	<b>13,807</b>	<b>4,338</b>	<b>5,454</b>	<b>4,750</b>	<b>4,399</b>	<b>18,942</b>	<b>4,292</b>	<b>4,432</b>
SGA	1,338	1,346	1,431	1,434	5,550	1,470	1,520	1,570	1,557	6,117	1,487	1,507
<b>Operating Profit</b>	<b>1,933</b>	<b>1,971</b>	<b>2,129</b>	<b>2,224</b>	<b>8,257</b>	<b>2,868</b>	<b>3,935</b>	<b>3,180</b>	<b>2,842</b>	<b>12,824</b>	<b>2,805</b>	<b>2,925</b>
Other Income	131	249	300	364	1,044	261	(320)	(397)	78	(378)	(261)	270
Interest Expense	15	26	16	5	62	2	0	(0)	23	25	571	843
Depreciation	168	193	206	229	796	258	267	286	286	1,097	296	312
<b>Profit before Tax</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>	<b>2,497</b>	<b>2,611</b>	<b>11,325</b>	<b>1,677</b>	<b>2,040</b>
Provision for taxes	183	187	213	165	747	283	321	269	306	1,179	268	345
<b>Profit after tax before Exceptional Items</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>	<b>2,228</b>	<b>2,305</b>	<b>10,146</b>	<b>1,409</b>	<b>1,695</b>
Non Recurring / Exceptional Items				(4,401)	(4,401)						(85)	
Minority Interest	3	2	1	(1)	5	(2)	1	1	(0)	(1)	(8)	(5)
<b>Profit after tax</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>	<b>2,228</b>	<b>2,304</b>	<b>10,145</b>	<b>1,316</b>	<b>1,690</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	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
Basic	14.04	14.99	16.46	18.03	63.49	21.28	24.91	18.32	18.95	83.41	11.51	13.87
Diluted	12.92	13.87	15.24	16.73	58.91	19.83	23.23	17.15	17.90	78.82	10.84	12.99
EPS (Rs)- including non recurring / exceptional items												
Basic	14.04	14.99	16.46	(18.25)	27.20	21.28	24.91	18.32	18.95	83.41	10.81	13.87
Diluted	12.92	13.87	15.24	(16.94)	25.24	19.83	23.23	17.15	17.90	78.82	10.19	12.99

Total Headcount (As at period-end)	FY0708					FY0809					FY0910	
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
S/w Professionals	18,092	18,883	18,448	18,430	73,843	19,386	20,273	20,779	20,060	80,508	20,227	20,038
BPO Professionals	2,019	3,191	3,704	3,445	12,359	3,882	3,734	3,527	3,769	15,912	4,189	5,450
Sales & Support	1,035	1,026	1,003	1,009	4,073	1,101	1,128	1,123	1,143	4,497	1,066	1,027
<b>Total Employees</b>	<b>21,146</b>	<b>23,100</b>	<b>23,155</b>	<b>22,884</b>	<b>90,275</b>	<b>24,369</b>	<b>25,135</b>	<b>25,429</b>	<b>24,972</b>	<b>100,917</b>	<b>25,482</b>	<b>26,515</b>

Revenue by Geography (%)	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
North America	19%	19%	20%	20%	19%	22%	23%	26%	30%	25%	29%	28%
Europe	74%	75%	70%	75%	74%	72%	69%	65%	62%	67%	61%	61%
Rest of World	7%	6%	10%	5%	7%	6%	8%	9%	8%	8%	10%	11%
<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	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
	87	96	105	107	395	110	110	110	108	438	110	110

No. of Million \$ Clients	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
≥ \$1 million clients	31	32	41	44	150	44	45	46	44	179	47	47
≥ \$2 million clients	18	17	21	25	81	29	30	29	31	119	29	29
≥ \$5 million clients	9	12	12	13	46	12	14	14	13	53	15	17
≥ \$10 million clients	6	6	6	6	24	7	8	8	8	31	8	9
≥ \$15 million clients	5	4	6	6	21	6	7	7	7	27	8	7
≥ \$20 million clients	3	3	3	3	12	4	4	4	4	16	4	5
≥ \$25 million clients	3	3	3	3	12	3	4	4	4	15	4	4
≥ \$50 million clients	2	2	2	2	8	2	2	2	2	8	2	2

Client contribution to revenue	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
Top client	64%	65%	61%	65%	63%	63%	60%	57%	52%	58%	52%	50%
Top 5	85%	86%	82%	83%	84%	84%	82%	79%	78%	81%	78%	75%
Top 10	90%	89%	88%	89%	90%	90%	89%	87%	84%	88%	86%	84%

Revenue On/Off Break-up (in %)	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
Onsite	43%	45%	44%	42%	44%	40%	40%	40%	39%	40%	38%	38%
Offshore	57%	55%	56%	58%	56%	60%	60%	60%	61%	60%	62%	62%

IT Utilization %	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
	67%	63%	69%	73%	68%	74%	69%	67%	70%	70%	71%	75%

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

Particulars	FY0708					FY0809					FY0910	
	Q1	Q2	Q3	Q4	Total	Q1	Q2 *	Q3	Q4	Total	Q1	Q2
<b>Revenue from services</b>	<b>210.9</b>	<b>220.8</b>	<b>245.2</b>	<b>257.8</b>	<b>934.7</b>	<b>271.9</b>	<b>269.6</b>	<b>231.9</b>	<b>211.5</b>	<b>984.9</b>	<b>227.7</b>	<b>236.5</b>
Cost of Services *	131.9	139.2	155.2	165.5	591.8	166.5	143.6	135.1	123.4	568.6	139.3	144.8
<b>Gross Profit</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>	<b>96.9</b>	<b>88.2</b>	<b>416.4</b>	<b>88.3</b>	<b>91.7</b>
SGA	32.1	33.1	36.1	36.2	137.5	35.8	35.2	32.2	31.3	134.5	30.3	31.2
<b>Operating Profit</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>	<b>64.7</b>	<b>56.9</b>	<b>281.9</b>	<b>58.0</b>	<b>60.5</b>
Other Income	3.2	6.1	7.6	9.2	26.1	6.2	(7.5)	(8.0)	1.5	(7.9)	(5.7)	5.6
Interest Expense	0.4	0.6	0.4	0.1	1.5	0.0	0.0	(0.0)	0.5	0.5	11.7	17.4
Depreciation	4.0	4.7	5.2	5.8	19.8	6.3	6.2	5.9	5.8	24.1	6.0	6.5
<b>Profit before Tax</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>	<b>50.8</b>	<b>52.2</b>	<b>249.4</b>	<b>34.6</b>	<b>42.2</b>
Provision for taxes	4.4	4.6	5.4	4.2	18.6	6.8	7.4	5.5	6.1	25.8	5.6	7.1
<b>Profit after tax before Exceptional Items</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>	<b>45.3</b>	<b>46.1</b>	<b>223.6</b>	<b>29.1</b>	<b>35.0</b>
Non Recurring / Exceptional Items				(109.9)	(109.9)						(1.8)	
Minority Interest	0.1	0.0	0.0	(0.0)	0.1	(0.0)	0.0	0.0	(0.0)	(0.0)	(0.2)	(0.1)
<b>Profit after tax</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>	<b>45.3</b>	<b>46.1</b>	<b>223.6</b>	<b>27.1</b>	<b>34.9</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 (US\$)- excluding non recurring / exceptional items	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
Basic	0.34	0.37	0.42	0.45	1.58	0.52	0.58	0.38	0.38	1.83	0.23	0.28
Diluted	0.31	0.34	0.38	0.42	1.46	0.48	0.54	0.35	0.36	1.73	0.22	0.26
EPS (US\$)- including non recurring / exceptional items												
Basic	0.34	0.37	0.42	(0.46)	0.68	0.52	0.58	0.38	0.38	1.83	0.22	0.28
Diluted	0.31	0.34	0.38	(0.43)	0.63	0.48	0.54	0.35	0.36	1.73	0.21	0.26

Total Headcount (As at period-end)	FY0708				FY0809				FY0910	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
S/w Professionals	18,092	18,883	18,448	18,430	19,386	20,273	20,779	20,060	20,227	20,038
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Revenue by Geography (%)	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
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Europe	74%	75%	70%	75%	74%	72%	69%	65%	62%	67%	61%	61%
Rest of World	7%	6%	10%	5%	7%	6%	8%	9%	8%	8%	10%	11%
<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	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
	87	96	105	107		110	110	110	108		110	110

No. of Million \$ Clients	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
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≥ \$2 million clients	18	17	21	25		29	30	29	31		29	29
≥ \$5 million clients	9	12	12	13		12	14	14	13		15	17
≥ \$10 million clients	6	6	6	6		7	8	8	8		8	9
≥ \$15 million clients	5	4	6	6		6	7	7	7		8	7
≥ \$20 million clients	3	3	3	3		4	4	4	4		4	5
≥ \$25 million clients	3	3	3	3		3	4	4	4		4	4
≥ \$50 million clients	2	2	2	2		2	2	2	2		2	2

Client contribution to revenue	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
Top client	64%	65%	61%	65%		63%	60%	57%	52%		52%	50%
Top 5	85%	86%	82%	83%		84%	82%	79%	78%		78%	75%
Top 10	90%	89%	88%	89%		90%	89%	87%	84%		86%	84%

Revenue On/Off Break-up (in %)	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
Onsite	43%	45%	44%	42%	44%	40%	40%	40%	39%	40%	38%	38%
Offshore	57%	55%	56%	58%	56%	60%	60%	60%	61%	60%	62%	62%

IT Utilization %	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
	67%	63%	69%	73%	68%	74%	69%	67%	70%	70%	71%	75%