

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

P&L Summary (Rs in Mn)

| Particulars | FY0809 | | | | | FY0910 | | | | | FY1011 | |
|--|--------------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|
| | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2* |
| 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 | 15,339 |
| 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 | 10,701 |
| Gross Profit | 4,338 | 5,454 | 4,750 | 4,399 | 18,942 | 4,292 | 4,432 | 4,359 | 4,460 | 17,543 | 3,879 | 4,638 |
| SGA | 1,470 | 1,520 | 1,570 | 1,557 | 6,117 | 1,487 | 1,507 | 1,552 | 1,672 | 6,218 | 1,752 | 1,820 |
| Operating Profit | 2,868 | 3,935 | 3,180 | 2,842 | 12,824 | 2,805 | 2,925 | 2,807 | 2,788 | 11,325 | 2,126 | 2,818 |
| Other Income | 261 | (320) | (397) | 78 | (378) | (261) | 270 | 6 | 739 | 754 | 253 | 83 |
| Interest Expense | 2 | 0 | (0) | 23 | 25 | 571 | 843 | 459 | 311 | 2,184 | 264 | 270 |
| Depreciation | 258 | 267 | 286 | 286 | 1,097 | 296 | 312 | 331 | 399 | 1,339 | 354 | 347 |
| 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 | 2,285 |
| Provision for taxes | 283 | 321 | 269 | 306 | 1,179 | 268 | 345 | 285 | 542 | 1,440 | 312 | 418 |
| Profit after tax before exceptional, earlier period items and minority interest | 2,587 | 3,027 | 2,228 | 2,305 | 10,146 | 1,409 | 1,695 | 1,737 | 2,275 | 7,117 | 1,449 | 1,867 |
| Non Recurring / Exceptional Items | | | | | | (85) | | | | (85) | | |
| Minority interest | (2) | 1 | 1 | (0) | (1) | (8) | (5) | (9) | (6) | (27) | (6) | 7 |
| Profit after tax before earlier period items | 2,585 | 3,028 | 2,228 | 2,304 | 10,145 | 1,316 | 1,690 | 1,728 | 2,270 | 7,004 | 1,443 | 1,874 |
| Earlier period items-share of profit/(loss) in Associate: Satyam Computer Services Limited | | | | | | | | | | | | |
| - Profit after tax and minority interest | | | | | | | | | | | | 1,066 |
| -Exceptional Items | | | | | | | | | | | | (1,433) |
| 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 | 1,507 |

| | | | | | | | | | | | | |
|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 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 | 12.17 |
| Diluted | 19.83 | 23.23 | 17.15 | 17.90 | 78.82 | 10.84 | 12.99 | 13.26 | 17.41 | 54.37 | 11.07 | 11.57 |
| 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 | 12.17 |
| Diluted | 19.83 | 23.23 | 17.15 | 17.90 | 78.82 | 10.19 | 12.99 | 13.26 | 17.41 | 53.72 | 11.07 | 11.57 |

| Total Headcount (As at period-end) | FY0809 | | | | FY0910 | | | | FY1011 | |
|------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| S/w Professionals | 19,386 | 20,273 | 20,779 | 20,060 | 20,227 | 20,038 | 22,199 | 24,405 | 25,711 | 24,449 |
| BPO Professionals | 3,882 | 3,734 | 3,527 | 3,769 | 4,189 | 5,450 | 7,199 | 8,067 | 8,426 | 8,489 |
| Sales & Support | 1,101 | 1,128 | 1,123 | 1,143 | 1,066 | 1,027 | 1,006 | 1,052 | 1,130 | 1,069 |
| Total Employees | 24,369 | 25,135 | 25,429 | 24,972 | 25,482 | 26,515 | 30,404 | 33,524 | 35,267 | 34,007 |

| | | | | | | | | | | | | |
|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Revenue by Geography (%) | | | | | | | | | | | | |
| North America | 22% | 23% | 26% | 30% | 25% | 29% | 28% | 30% | 30% | 29% | 32% | 25% |
| Europe | 72% | 69% | 65% | 62% | 67% | 61% | 61% | 56% | 57% | 59% | 55% | 43% |
| Rest of World | 6% | 8% | 9% | 8% | 8% | 10% | 11% | 14% | 13% | 12% | 13% | 32% |
| Total | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% |

| | | | | | | | | | | | | |
|------------------------------|-----|-----|-----|-----|--|-----|-----|-----|-----|--|-----|-----|
| No. of Active Clients | 110 | 110 | 110 | 108 | | 110 | 110 | 110 | 113 | | 117 | 124 |
|------------------------------|-----|-----|-----|-----|--|-----|-----|-----|-----|--|-----|-----|

| | | | | | | | | | | | | |
|----------------------------------|----|----|----|----|--|----|----|----|----|--|----|----|
| No. of Million \$ Clients | | | | | | | | | | | | |
| ≥ \$1 million clients | 44 | 45 | 46 | 44 | | 47 | 47 | 49 | 48 | | 52 | 52 |
| ≥ \$2 million clients | 29 | 30 | 29 | 31 | | 29 | 29 | 30 | 33 | | 36 | 39 |
| ≥ \$5 million clients | 12 | 14 | 14 | 13 | | 15 | 17 | 18 | 18 | | 20 | 21 |
| ≥ \$10 million clients | 7 | 8 | 8 | 8 | | 8 | 9 | 9 | 11 | | 13 | 14 |
| ≥ \$15 million clients | 6 | 7 | 7 | 7 | | 8 | 7 | 8 | 8 | | 8 | 8 |
| ≥ \$20 million clients | 4 | 4 | 4 | 4 | | 4 | 5 | 5 | 5 | | 6 | 7 |
| ≥ \$25 million clients | 3 | 4 | 4 | 4 | | 4 | 4 | 4 | 4 | | 4 | 5 |
| ≥ \$50 million clients | 2 | 2 | 2 | 2 | | 2 | 2 | 2 | 2 | | 2 | 3 |

| | | | | | | | | | | | | |
|---------------------------------------|-----|-----|-----|-----|--|-----|-----|-----|-----|--|-----|-----|
| Client contribution to revenue | | | | | | | | | | | | |
| Top client | 63% | 60% | 57% | 52% | | 52% | 50% | 46% | 46% | | 45% | 35% |
| Top 5 | 84% | 82% | 79% | 78% | | 78% | 75% | 75% | 72% | | 74% | 77% |
| Top 10 | 90% | 89% | 87% | 84% | | 86% | 84% | 82% | 81% | | 82% | 84% |

| | | | | | | | | | | | | |
|---------------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Revenue On/Off Break-up (in %) | | | | | | | | | | | | |
| Onsite | 40% | 40% | 40% | 39% | 40% | 38% | 38% | 39% | 38% | 38% | 37% | 30% |
| Offshore | 60% | 60% | 60% | 61% | 60% | 62% | 62% | 61% | 62% | 62% | 63% | 70% |

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

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.

