

Tech Mahindra Limited Consolidated Fact Sheet Data.
P&L Summary (Rs in Mn)

Particulars	FY 2012-13*					FY 2013-14*	
	Q1	Q2	Q3	Q4	Total	Q1	Q2
Revenue From Services	33,727	35,237	36,683	37,673	143,320	41,032	47,715
Cost of services	21,007	22,271	22,761	23,968	90,006	25,693	28,826
Gross Profit	12,720	12,965	13,923	13,705	53,313	15,339	18,889
SGA	5,328	5,397	5,965	5,992	22,681	6,694	7,779
Operating Profit	7,392	7,569	7,958	7,714	30,633	8,645	11,110
Other income	1,129	(697)	1,308	381	2,122	2,073	380
Interest expense	251	214	204	253	921	223	241
Depreciation	915	908	866	1,207	3,896	1,174	1,222
Profit Before Tax	7,356	5,749	8,197	6,635	27,937	9,321	10,028
Provision for taxes	1,911	1,176	1,931	1,461	6,479	2,328	2,840
Profit After Tax Before Exceptional, Earlier Period Items and Minority Interest	5,446	4,573	6,265	5,174	21,458	6,993	7,188
Non recurring / exceptional Items	-	-	(2,940)	1,340	(1,601)	-	-
Minority interest	(40)	(15)	(109)	(137)	(301)	(130)	(4)
Profit After Tax	5,405	4,558	3,215	6,377	19,556	6,863	7,184

EPS (In Rs)- Before Non Recurring / Exceptional Items							
Basic	23.40	19.72	26.62	21.75	91.36	29.60	30.96
Diluted	22.88	19.27	25.99	21.22	89.10	29.00	30.27
EPS (In Rs)- After Non Recurring / Exceptional Items							
Basic	23.40	19.72	13.91	27.54	84.45	29.60	30.96
Diluted	22.88	19.27	13.58	26.86	82.36	29.00	30.27

Total Headcount (As at period-end)	FY 2012-13				FY 2013-14	
	Q1	Q2	Q3	Q4	Q1	Q2
Software professionals	52,416	52,375	53,072	52,126	53,337	55,432
BPO professionals	18,229	28,611	26,379	24,699	23,269	23,225
Sales & support	5,647	5,920	6,195	6,284	6,457	6,577
Total Employees	76,292	86,906	85,646	83,109	83,063	85,234

IT Attrition % (LTM)	17%	16%	16%	16%	-	15%	16%
IT Utilization %	75%	74%	76%	77%	76%	76%	75%
IT Utilization % (Excluding Trainees)	80%	78%	78%	79%	79%	78%	77%

Revenue By Geography % (Quarter Ended)					LTM		
Americas	46%	45%	43%	42%	44%	45%	44%
Europe	33%	34%	35%	33%	34%	32%	33%
Rest of world	21%	21%	22%	25%	22%	22%	23%
Total	100%	100%	100%	100%	100%	100%	100%

Revenue By Industry % (Quarter Ended)					LTM		
Telecom^	44%	45%	46%	48%	46%	48%	47%
Manufacturing	19%	19%	18%	19%	19%	19%	19%
Technology, media & entertainment	13%	13%	12%	12%	12%	12%	12%
Banking, financial services & insurance	11%	11%	11%	10%	11%	9%	9%
Retail, transport & logistics	6%	7%	7%	6%	6%	6%	7%
Others	7%	5%	6%	5%	6%	6%	6%
Total	100%	100%	100%	100%	100%	100%	100%

^Telecom vertical represents the unmerged Tech Mahindra telecom business

No. of Active Clients	484	475	475	516		567	576
% of Repeat Business	96%	95%	92%	94%	94%	97%	95%

No. of Million \$ Clients							
≥ \$1 million clients	188	200	206	205		215	223
≥ \$5 million clients	73	74	77	70		74	77
≥ \$10 million clients	39	43	48	42		46	48
≥ \$20 million clients	21	21	22	24		25	26
≥ \$50 million clients	7	9	9	9		10	10

Client Contribution To Revenue % (Quarter Ended)							
Top 5	40%	41%	39%	37%		37%	36%
Top 10	50%	51%	50%	50%		49%	48%
Top 20	62%	64%	62%	61%		60%	61%