

Tech Mahindra Limited (Consolidated) Fact Sheet data for 11 Quarters

P&L Summary (Rs in Mn)

Particulars	FY0607					FY0708					FY0809		
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2*	Q3
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	11,322
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	6,572
Gross Profit	2,147	2,812	3,181	3,615	11,755	3,272	3,317	3,560	3,658	13,807	4,339	5,454	4,750
SGA	840	1,058	1,098	1,375	4,372	1,338	1,346	1,431	1,434	5,550	1,470	1,520	1,570
Operating Profit	1,307	1,754	2,082	2,240	7,383	1,933	1,971	2,129	2,224	8,257	2,869	3,935	3,180
Other Income	11	(57)	(27)	132	60	131	249	300	364	1,044	261	(320)	(397)
Interest Expense			12	49	61	15	26	16	5	62	2	0	(0)
Depreciation	108	113	137	158	515	168	193	206	229	796	258	267	286
Profit before Tax	1,210	1,584	1,907	2,165	6,866	1,882	2,002	2,206	2,354	8,443	2,870	3,347	2,497
Provision for taxes	144	168	224	204	740	183	187	213	165	747	283	321	269
Profit after tax before Exceptional Items	1,066	1,416	1,683	1,961	6,126	1,699	1,815	1,993	2,189	7,696	2,587	3,027	2,228
Non Recurring / Exceptional Items				(5,249)	(5,249)				(4,401)	(4,401)			
Minority Interest				(1)	(1)	3	2	1	(1)	5	(2)	1	1
Profit after tax after Exceptional Items	1,066	1,416	1,683	(3,289)	876	1,703	1,816	1,994	(2,214)	3,299	2,585	3,028	2,228
Excess tax provision write back		339			339								
Profit after tax (including tax provision write back)	1,066	1,756	1,683	(3,289)	1,215	1,703	1,816	1,994	(2,214)	3,299	2,585	3,028	2,228

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	18.32
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	17.15
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	18.32
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	17.15

Total Headcount (As at period-end)	FY0607				FY0708				FY0809		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
S/w Professionals	11,721	14,413	15,527	17,181	18,092	18,883	18,448	18,430	19,386	20,273	20,779
BPO Professionals			1,542	1,755	2,019	3,191	3,704	3,445	3,882	3,734	3,527
Sales & Support	645	667	705	813	1,035	1,026	1,003	1,009	1,101	1,128	1,123
Total Employees	12,366	15,080	17,774	19,749	21,146	23,100	23,155	22,884	24,369	25,135	25,429

Revenue by Geography (%)													
North America	18%	18%	19%	19%	18%	19%	19%	20%	20%	19%	22%	23%	26%
Europe	67%	73%	73%	76%	73%	74%	75%	70%	75%	74%	72%	69%	65%
Rest of World	15%	9%	8%	5%	9%	7%	6%	10%	5%	7%	6%	8%	9%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

No. of Active Clients	65	70	78	83	87	96	105	107	110	110	110
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No. of Million \$ Clients													
≥ \$1 million clients	17	17	22	29	31	32	41	44	44	44	45	46	
≥ \$2 million clients	10	12	15	18	18	17	21	25	29	29	30	29	
≥ \$5 million clients	7	8	8	8	9	12	12	13	12	14	14	14	
≥ \$10 million clients	5	5	5	6	6	6	6	6	7	8	8	8	
≥ \$15 million clients	3	4	4	4	5	4	6	6	6	7	7	7	
≥ \$20 million clients	2	3	3	3	3	3	3	3	4	4	4	4	
≥ \$25 million clients	2	2	2	2	3	3	3	3	3	4	4	4	
≥ \$50 million clients	1	1	1	2	2	2	2	2	2	2	2	2	

Client contribution to revenue													
Top client	58%	64%	65%	67%	64%	65%	61%	65%	63%	60%	57%		
Top 5	86%	82%	82%	83%	85%	86%	82%	83%	84%	82%	79%		
Top 10	91%	90%	90%	89%	90%	89%	88%	89%	90%	89%	87%		

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

IT Utilization % including Trainees	74%	69%	67%	67%	67%	63%	69%	73%	68%	74%	69%	67%
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