

Tech Mahindra Limited (Consolidated) Fact Sheet data for 12 Quarters

P&L Summary (Rs in Mn)

Particulars	FY0708					FY0809					FY0910				
	Q1	Q2	Q3	Q4	Total	Q1	Q2*	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Revenue from services	8,763	8,975	9,704	10,218	37,661	11,163	11,648	11,322	10,513	44,647	11,130	11,418	11,873	11,833	46,254
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	7,514	7,373	28,711
Gross Profit	3,272	3,317	3,560	3,658	13,807	4,338	5,454	4,750	4,399	18,942	4,292	4,432	4,359	4,460	17,543
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	1,552	1,672	6,218
Operating Profit	1,933	1,971	2,129	2,224	8,257	2,868	3,935	3,180	2,842	12,824	2,805	2,925	2,807	2,788	11,325
Other Income	131	249	300	364	1,044	261	(320)	(397)	78	(378)	(261)	270	6	739	754
Interest Expense	15	26	16	5	62	2	0	(0)	23	25	571	843	459	311	2,184
Depreciation	168	193	206	229	796	258	267	286	286	1,097	296	312	331	399	1,339
Profit before Tax	1,882	2,002	2,206	2,354	8,443	2,870	3,347	2,497	2,611	11,325	1,677	2,040	2,023	2,817	8,556
Provision for taxes	183	187	213	165	747	283	321	269	306	1,179	268	345	285	542	1,440
Profit after tax before Exceptional Items	1,699	1,815	1,993	2,189	7,696	2,587	3,027	2,228	2,305	10,146	1,409	1,695	1,737	2,275	7,117
Non Recurring / Exceptional Items				(4,401)	(4,401)						(85)				(85)
Minority Interest	3	2	1	(1)	5	(2)	1	1	(0)	(1)	(8)	(5)	(9)	(6)	(27)
Profit after tax	1,703	1,816	1,994	(2,214)	3,299	2,585	3,028	2,228	2,304	10,145	1,316	1,690	1,728	2,270	7,004

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	Q3	Q4	Total
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	14.18	18.60	58.10
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	13.26	17.41	54.37
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	14.18	18.60	57.41
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	13.26	17.41	53.72

Total Headcount (As at period-end)	FY0708					FY0809					FY0910				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
S/w Professionals	18,092	18,883	18,448	18,430	73,853	19,386	20,273	20,779	20,060	80,508	20,227	20,038	22,199	24,405	87,869
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	7,199	8,067	25,405
Sales & Support	1,035	1,026	1,003	1,009	4,073	1,101	1,128	1,123	1,143	4,505	1,066	1,027	1,006	1,052	4,151
Total Employees	21,146	23,100	23,155	22,884	90,285	24,369	25,135	25,429	24,972	100,905	25,482	26,515	30,404	33,524	117,425

Revenue by Geography (%)	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
North America	19%	19%	20%	20%	19%	22%	23%	26%	30%	25%	29%	28%	30%	30%	29%
Europe	74%	75%	70%	75%	74%	72%	69%	65%	62%	67%	61%	61%	56%	57%	59%
Rest of World	7%	6%	10%	5%	7%	6%	8%	9%	8%	8%	10%	11%	14%	13%	12%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

No. of Active Clients	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
	87	96	105	107	395	110	110	110	108	438	110	110	110	113	443

No. of Million \$ Clients	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
≥ \$1 million clients	31	32	41	44	150	44	45	46	44	179	47	47	49	48	191
≥ \$2 million clients	18	17	21	25	81	29	30	29	31	119	29	29	30	33	121
≥ \$5 million clients	9	12	12	13	46	12	14	14	13	53	15	17	18	18	68
≥ \$10 million clients	6	6	6	6	24	7	8	8	8	37	8	9	9	11	45
≥ \$15 million clients	5	4	6	6	21	6	7	7	7	27	8	7	8	8	31
≥ \$20 million clients	3	3	3	3	12	4	4	4	4	16	4	5	5	5	19
≥ \$25 million clients	3	3	3	3	12	3	4	4	4	15	4	4	4	4	16
≥ \$50 million clients	2	2	2	2	8	2	2	2	2	8	2	2	2	2	8

Client contribution to revenue	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Top client	64%	65%	61%	65%	64%	63%	60%	57%	52%	58%	52%	50%	46%	46%	51%
Top 5	85%	86%	82%	83%	84%	84%	82%	79%	78%	81%	78%	75%	75%	72%	77%
Top 10	90%	89%	88%	89%	89%	90%	89%	87%	84%	88%	86%	84%	82%	81%	85%

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

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

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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	Q3	Q4	Total
Revenue from services	210.9	220.8	245.2	257.8	934.7	271.9	269.6	231.9	211.5	984.9	227.7	236.5	253.8	258.6	976.6
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	160.4	161.0	605.5
Gross Profit	79.0	81.6	89.9	92.4	342.9	105.4	126.0	96.9	88.2	416.4	88.3	91.7	93.4	97.7	371.1
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	33.1	36.5	131.2
Operating Profit	46.9	48.5	53.8	56.2	205.3	69.5	90.8	64.7	56.9	281.9	58.0	60.5	60.3	61.1	239.9
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	0.2	16.2	16.3
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	9.8	6.8	45.7
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	7.1	8.7	28.3
Profit before Tax	45.6	49.2	55.7	59.5	210.1	69.4	77.1	50.8	52.2	249.4	34.6	42.2	43.6	61.8	182.3
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	6.1	11.9	30.8
Profit after tax before Exceptional Items	41.2	44.6	50.4	55.3	191.5	62.5	69.7	45.3	46.1	223.6	29.1	35.0	37.5	49.9	151.5
Non Recurring / Exceptional Items				(109.9)	(109.9)						(1.8)				(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)	(0.2)	(0.1)	(0.6)
Profit after tax	41.3	44.7	50.4	(54.7)	81.7	62.5	69.7	45.3	46.1	223.6	27.1	34.9	37.3	49.8	149.1

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	Q3	Q4	Total
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	0.30	0.41	1.22
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	0.28	0.38	1.14
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	0.30	0.41	1.21
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	0.28	0.38	1.13

Total Headcount (As at period-end)	FY0708				FY0809				FY0910			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
S/w Professionals	18,092	18,883	18,448	18,430	19,386	20,273	20,779	20,060	20,227	20,038	22,199	24,405
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Total Employees	21,146	23,100	23,155	22,884	24,369	25,135	25,429	24,972	25,482	26,515	30,404	33,524

Revenue by Geography (%)	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
North America	19%	19%	20%	20%	19%	22%	23%	26%	30%	25%	29%	28%	30%	30%	29%
Europe	74%	75%	70%	75%	74%	72%	69%	65%	62%	67%	61%	61%	56%	57%	59%
Rest of World	7%	6%	10%	5%	7%	6%	8%	9%	8%	8%	10%	11%	14%	13%	12%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

No. of Active Clients	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
	87	96	105	107		110	110	110	108		110	110	110	113	

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≥ \$1 million clients	31	32	41	44		44	45	46	44		47	47	49	48	
≥ \$2 million clients	18	17	21	25		29	30	29	31		29	29	30	33	
≥ \$5 million clients	9	12	12	13		12	14	14	13		15	17	18	18	
≥ \$10 million clients	6	6	6	6		7	8	8	8		8	9	9	11	
≥ \$15 million clients	5	4	6	6		6	7	7	7		8	7	8	8	
≥ \$20 million clients	3	3	3	3		4	4	4	4		4	5	5	5	
≥ \$25 million clients	3	3	3	3		3	4	4	4		4	4	4	4	
≥ \$50 million clients	2	2	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	Q3	Q4	Total
Top client	64%	65%	61%	65%		63%	60%	57%	52%		52%	50%	46%	46%	
Top 5	85%	86%	82%	83%		84%	82%	79%	78%		78%	75%	75%	72%	
Top 10	90%	89%	88%	89%		90%	89%	87%	84%		86%	84%	82%	81%	

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

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