

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

P&L Summary (US\$ in Mn)

Particulars	FY0809					FY0910					FY1011				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2*	Q3	Q4	Total
Revenue from services	271.9	269.6	231.9	211.5	984.9	227.7	236.5	253.8	258.6	976.6	251.1	328.2	268.9	278.5	1,126.6
Cost of Services *	166.5	143.6	135.1	123.4	568.6	139.3	144.8	160.4	161.0	605.5	165.8	228.9	175.0	176.3	746.0
Gross Profit	105.4	126.0	96.9	88.2	416.4	88.3	91.7	93.4	97.7	371.1	85.3	99.3	93.8	102.1	380.6
SGA	35.8	35.2	32.2	31.3	134.5	30.3	31.2	33.1	36.5	131.2	38.9	39.0	38.4	45.0	161.3
Operating Profit	69.5	90.8	64.7	56.9	281.9	58.0	60.5	60.3	61.1	239.9	46.4	60.3	55.4	57.1	219.3
Other Income	6.2	(7.5)	(8.0)	1.5	(7.9)	(5.7)	5.6	0.2	16.2	16.3	5.7	1.8	11.4	7.0	26.0
Interest Expense	0.0	0.0	(0.0)	0.5	0.5	11.7	17.4	9.8	6.8	45.7	5.9	5.8	5.6	4.7	21.9
Depreciation	6.3	6.2	5.9	5.8	24.1	6.0	6.5	7.1	8.7	28.3	7.9	7.4	7.7	8.5	31.6
Profit before Tax	69.4	77.1	50.8	52.2	249.4	34.6	42.2	43.6	61.8	182.3	38.4	48.9	53.6	50.9	191.7
Provision for taxes	6.8	7.4	5.5	6.1	25.8	5.6	7.1	6.1	11.9	30.8	6.8	9.0	8.0	5.0	28.7
Profit after tax before exceptional, earlier period items and minority interests	62.5	69.7	45.3	46.1	223.6	29.1	35.0	37.5	49.9	151.5	31.6	40.0	45.6	45.9	163.0
Non Recurring / Exceptional Item:						(1.8)				(1.8)					
Minority interest	(0.0)	0.0	0.0	(0.0)	(0.0)	(0.2)	(0.1)	(0.2)	(0.1)	(0.6)	(0.1)	0.2	(0.1)	(0.4)	(0.5)
Profit after tax before earlier period items and share of profit/(loss) in Associate	62.5	69.7	45.3	46.1	223.6	27.1	34.9	37.3	49.8	149.1	31.4	40.1	45.5	45.6	162.6
Share of profit/(loss) including earlier period items in Associate: Satyam Computer Services Limited												(7.8)	11.2	(25.3)	(21.9)
Profit after tax	62.5	69.7	45.3	46.1	223.6	27.1	34.9	37.3	49.8	149.1	31.4	32.3	56.7	20.3	140.7

EPS (Rs)- Before non recurring / exceptional items															
Basic	0.52	0.58	0.38	0.38	1.83	0.23	0.28	0.30	0.41	1.22	0.26	0.26	0.46	0.16	1.14
Diluted	0.48	0.54	0.35	0.36	1.73	0.22	0.26	0.28	0.38	1.14	0.25	0.25	0.44	0.16	1.09
EPS (Rs)- After non recurring / exceptional items															
Basic	0.52	0.58	0.38	0.38	1.83	0.22	0.28	0.30	0.41	1.21	0.26	0.26	0.46	0.16	1.14
Diluted	0.48	0.54	0.35	0.36	1.73	0.21	0.26	0.28	0.38	1.13	0.25	0.25	0.44	0.16	1.09

Total Headcount (As at period-end)	FY0809					FY0910					FY1011				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
S/w Professionals	19,386	20,273	20,779	20,060	80,504	20,227	20,038	22,199	24,405	86,869	25,711	24,449	24,673	26,282	1,01,121
BPO Professionals	3,882	3,734	3,527	3,769	15,112	4,189	5,450	7,199	8,067	25,305	8,426	8,489	8,489	11,011	30,425
Sales & Support	1,101	1,128	1,123	1,143	4,505	1,066	1,027	1,006	1,052	4,151	1,130	1,069	1,046	1,040	4,385
Total Employees	24,369	25,135	25,429	24,972	1,00,121	25,482	26,515	30,404	33,524	1,16,345	35,267	34,007	34,208	38,333	1,39,815

Revenue by Geography (%)															
North America	22%	23%	28%	30%	25%	29%	28%	30%	30%	29%	32%	25%	32%	32%	30%
Europe	72%	69%	65%	62%	67%	61%	61%	56%	57%	59%	55%	43%	54%	52%	50%
Rest of World	6%	8%	9%	8%	8%	10%	11%	14%	13%	12%	13%	32%	14%	16%	20%
Total	100%	100%	100%	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	126	128
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No. of Million \$ Clients												
≥ \$1 million clients	44	45	46	44	47	47	49	48	52	52	53	55
≥ \$2 million clients	29	30	29	31	29	29	30	33	36	39	39	37
≥ \$5 million clients	12	14	14	13	15	17	18	18	20	21	20	21
≥ \$10 million clients	7	8	8	8	8	9	9	11	13	14	15	15
≥ \$15 million clients	6	7	7	7	8	7	8	8	8	8	8	8
≥ \$20 million clients	4	4	4	4	4	5	5	5	6	7	6	7
≥ \$25 million clients	3	4	4	4	4	4	4	4	4	5	5	4
≥ \$50 million clients	2	2	2	2	2	2	2	2	2	3	3	3

Client contribution to revenue												
Top client	63%	60%	57%	52%	52%	50%	46%	46%	45%	35%	44%	41%
Top 5	84%	82%	79%	78%	78%	75%	75%	72%	74%	77%	72%	70%
Top 10	90%	89%	87%	84%	86%	84%	82%	81%	82%	84%	81%	79%

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%	76%	74%	74%
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Notes :

- Figures rounded off to the nearest million.
- * Q2F11 Revenue includes US\$63.5 mn pass through revenue from a customer as part of an end to end implementation.