

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

Particulars	FY 2013-14*					FY 2014-15*
	Q1	Q2	Q3	Q4	Total	Q1
Revenue From Services	41,032	47,715	48,985	50,581	188,314	51,215
Cost of services	25,693	28,826	30,012	32,470	117,001	34,392
Gross Profit	15,339	18,889	18,974	18,111	71,313	16,823
SGA	6,694	7,779	7,610	7,393	29,476	7,539
Operating Profit	8,645	11,110	11,363	10,718	41,837	9,284
Other income	2,073	380	(457)	(867)	1,130	893
Foreign Exchange (loss)/ gain	1,338	(261)	(1,415)	(1,670)	(2,008)	119
Interest, Dividend & Misc. income	735	641	958	804	3,138	774
Interest expense	223	241	236	97	798	41
Depreciation	1,174	1,222	1,396	1,429	5,222	1,492
Profit Before Tax	9,321	10,028	9,274	8,325	36,948	8,643
Provision for taxes	2,328	2,840	264	2,092	7,524	2,308
Profit After Tax Before Exceptional, Earlier Period Items and Minority Interest	6,993	7,188	9,010	6,233	29,423	6,336
Non recurring / exceptional items	-	-	1,200	-	1,200	-
Minority interest	(130)	(4)	(111)	(91)	(336)	(29)
Profit After Tax	6,863	7,184	10,099	6,142	30,288	6,307

EPS (In Rs)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4		Q1
Basic	29.60	30.96	38.31	26.41	125.09	26.98
Diluted	29.00	30.27	37.37	25.71	121.76	26.15
EPS (In Rs)- After Non Recurring / Exceptional Items						
Basic	29.60	30.96	43.47	26.41	130.25	26.98
Diluted	29.00	30.27	42.41	25.71	126.78	26.15

Total Headcount (As at period-end)	FY 2013-14				FY 2014-15
	Q1	Q2	Q3	Q4	Q1
Software professionals	53,337	55,432	57,601	60,997	64,095
BPO professionals	23,269	23,225	23,213	21,830	21,936
Sales & support	6,457	6,577	6,585	6,614	6,698
Total Employees	83,063	85,234	87,399	89,441	92,729

IT Attrition % (LTM)	14%	14%	15%	15%		16%
IT Utilization %	76%	75%	75%	74%		72%
IT Utilization % (Excluding Trainees)	78%	77%	77%	78%		75%

Revenue By Geography % (Quarter Ended)	Q1	Q2	Q3	Q4	LTM	Q1
Americas	45%	44%	47%	45%	45%	47%
Europe	32%	33%	31%	31%	32%	31%
Rest of world	22%	23%	22%	24%	23%	22%
Total	100%	100%	100%	100%	100%	100%

Revenue By Industry % (Quarter Ended)	Q1	Q2	Q3	Q4	LTM	Q1
Telecom	49%	48%	48%	50%	49%	50%
Manufacturing	19%	19%	19%	18%	19%	18%
Technology, media & entertainment	11%	11%	9%	9%	10%	9%
Banking, financial services & insurance	9%	9%	10%	10%	10%	10%
Retail, transport & logistics	6%	7%	7%	6%	7%	6%
Others	6%	6%	6%	6%	6%	6%
Total	100%	100%	100%	100%	100%	100%

No. of Active Clients	567	576	605	629		632
% of Repeat Business	97%	95%	92%	88%	93%	99%

No. of Million \$ Clients	Q1	Q2	Q3	Q4		Q1
≥ \$1 million clients	215	223	239	239		242
≥ \$5 million clients	74	77	75	75		80
≥ \$10 million clients	46	48	47	52		51
≥ \$20 million clients	25	26	25	27		29
≥ \$50 million clients	10	10	11	11		11

Client Contribution To Revenue % (Quarter Ended)	Q1	Q2	Q3	Q4	Total	Q1
Top 5	37%	36%	37%	36%	37%	37%
Top 10	49%	48%	49%	48%	49%	50%
Top 20	60%	61%	61%	61%	61%	62%

