

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%



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P&L Summary (Rs in Mn)

Particulars	FY 2013-14					FY 2014-15
	Q1	Q2	Q3	Q4	Total	Q1
On/Off Break-up in % (IT Business Revenue)						
Onsite	51%	51%	52%	53%	51%	54%
Offshore	49%	49%	48%	47%	49%	46%

Rupee USD Rate	Q1	Q2	Q3	Q4		Q1
Period closing rate	59.39	62.61	61.81	59.92		60.18
Period average Rate	56.57	62.91	61.92	61.46		59.87

Proportion of Revenues From Major Currencies	Q1	Q2	Q3	Q4	Total	Q1
USD	50%	48%	49%	49%	49%	50%
GBP	19%	20%	18%	16%	18%	16%
EUR	8%	9%	9%	10%	9%	10%
AUD	7%	7%	7%	8%	7%	7%
Others	15%	17%	17%	17%	17%	17%

Consolidated Hedge Position	Q1	Q2	Q3	Q4		Q1
GBP In Mn	267.9	244.2	211.0	170.5		144.3
Strike rate (INR)	91.58	92.4	94.2	95.3		97.1
USD In Mn	1,081.6	899.3	771.0	783.9		1,046.8
Strike rate (INR)	58.22	58.9	59.5	60.6		61.6

Receivable Days (DSO)-Including Unbilled	97	102	100	96		102
Borrowings	7,466	3,351	3,416	3,631		860
Cash and Cash Equivalent	36,547	32,727	34,593	35,992		36,692

Capital Expenditure (Quarter Ended)	2,333	1,497	1,316	2,708	7,854	2,600
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*** Notes :**

- 1) Figures rounded off to the nearest million.
- 2) Q1FY14 Merged results includes results of Complex IT which was acquired as 51 % subsidiary effective 2nd May2013.
- 3) Q3 FY14 Exceptional item represents write back of excess provision for contingencies provided in earlier years.
- 4) Q3 FY14 tax provision includes reversal of Rs. 2,266 Mn. provision no longer required, written back.
- 5) Attrition % for previous quarters (Q1 FY14 to Q4FY14) has been restated based on change in definition of voluntary attrition from Q1 FY15 onwards.
- 6) From Q1FY15 onwards, select TME clients have been mapped to Telecom vertical. Previous quarter percentages have been restated accordingly.
- 7) Previous period figures have been regrouped/rearranged wherever necessary.
- 8) LTM: Last Twelve Months.



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

Particulars	FY 2013-14*					FY 2014-15*
	Q1	Q2	Q3	Q4	Total	Q1
Revenue From Services	724.0	758.0	791.0	825.0	3,098.2	855.2
Cost of services	454.0	458.2	484.7	528.8	1,925.7	574.5
Gross Profit	270.0	299.8	306.4	296.2	1,172.5	280.7
SGA	117.8	124.0	122.9	120.6	485.3	126.0
Operating Profit	152.2	175.9	183.5	175.6	687.1	154.7
Other income	36.6	6.1	(7.4)	(14.4)	20.8	14.8
Foreign Exchange (loss)/ gain	23.6	(4.1)	(22.9)	(27.6)	(31.1)	1.8
Interest, Dividend & Misc. income	13.0	10.2	15.5	13.2	51.9	12.9
Interest expense	4.0	3.8	3.8	1.6	13.3	0.7
Depreciation	20.7	19.5	22.5	23.3	86.0	25.0
Profit Before Tax	164.0	158.6	149.7	136.4	608.7	143.8
Provision for taxes	41.1	44.9	4.2	34.2	124.5	38.4
Profit After Tax Before Exceptional, Earlier Period Items and Minority Interest	122.9	113.7	145.5	102.2	484.2	105.4
Non recurring / exceptional Items	-	-	19.4	-	19.4	-
Minority interest	(2.3)	(0.0)	(1.8)	(1.5)	(5.6)	(0.5)
Profit After Tax	120.6	113.7	163.1	100.7	498.0	104.9

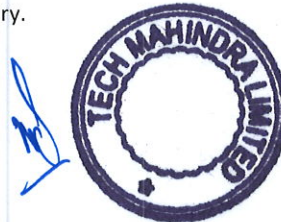
EPS (In USD)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4	Total	Q1
Basic	0.52	0.49	0.62	0.43	2.06	0.45
Diluted	0.51	0.48	0.60	0.42	2.01	0.44
EPS (In USD)- After Non Recurring / Exceptional Items						
Basic	0.52	0.49	0.70	0.43	2.15	0.45
Diluted	0.51	0.48	0.68	0.42	2.09	0.44

Receivable Days (DSO)-Including Unbilled	97	102	100	96		102
Borrowings	125.7	53.5	55.3	60.6		14.3
Cash and Cash Equivalent	615.4	522.7	559.7	600.7		609.7

Capital Expenditure (Quarter Ended)	41.2	23.8	21.2	44.6	130.9	43.6
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Audited Consolidated Balance Sheet as at		June 30, 2014	March 31, 2014
I	EQUITY AND LIABILITIES		
1	Shareholders' Funds		
	(a) Share Capital	2,344	2,335
	(b) Reserves and Surplus	97,642	89,470
		99,986	91,805
2	Share Application Money Pending Allotment	13	15
3	Minority Interest	1,463	1,438
4	Non-Current Liabilities		
	(a) Long-Term Borrowings	165	190
	(b) Other Long-Term Liabilities	3,039	3,757
	(c) Long-Term Provisions	3,759	4,138
		6,963	8,085
5	Current Liabilities		
	(a) Short-Term Borrowings	587	334
	(b) Trade Payables	15,056	14,722
	(c) Other Current Liabilities	12,726	18,024
	(d) Short-Term Provisions	14,589	12,669
		42,958	45,749
6	Amount Pending Investigation Suspense Account (Net)	12,304	12,304
		163,687	159,396
II	ASSETS		
1	Non-Current Assets		
	(a) Fixed Assets		
	(i) Tangible Assets	19,602	19,459
	(ii) Intangible Assets	811	845
	(iii) Capital Work-in-Progress	3,534	2,662
	(b) Non-Current Investments	12,194	12,194
	(c) Deferred Tax Asset	3,857	3,830
	(d) Long-Term Loans and Advances	9,588	9,137
	(e) Other Non-Current Assets	55	210
	(f) Goodwill on Consolidation	5,698	5,640
		55,339	53,977
2	Current Assets		
	(a) Current Investments	3,396	2,525
	(b) Inventory	112	98
	(c) Trade Receivables	43,202	43,486
	(d) Cash and Bank Balances	33,242	33,149
	(e) Short-Term Loans and Advances	13,359	14,544
	(f) Other Current Assets	15,037	11,617
		108,348	105,419
		163,687	159,396



Rs. in Million

AUDITED CONSOLIDATED CASH FLOW STATEMENT FOR THE		Quarter Ended June 30, 2014
A	Cash Flow from Operating Activities	
	Profit before Tax and Minority Interest	8,644
	Adjustments for :	
	Depreciation and Amortisation Expense	1,492
	Amortisation of Deferred Revenue	-
	Provision for Doubtful Receivables, Unbilled Revenue and other Advances, Bad debts, Deposits and Loans and Advances written off (net)	61
	Customer Claims and Warranties (net)	(83)
	(Profit) / Loss on Sale of Fixed Assets (net)	7
	Finance Costs	41
	Unrealised Exchange (Gain) / Loss (net)	(913)
	Employee Stock Compensation Cost	636
	Interest Income	(493)
	Dividend Income	(50)
	Operating Profit before working capital changes	9,342
	Trade Receivables and Other Assets	(2,099)
	Trade Payables, Other Liabilities and Provisions	(857)
		(2,956)
	Cash Generated from Operations	6,386
	Income Tax Refund / (Paid) (net)	257
	Net Cash Flow from / (used in) Operating Activities (A)	6,643
B	Cash Flow from Investing Activities	
	Purchase of Fixed Assets	(2,616)
	Proceeds from Sale of Fixed Assets	10
	Purchase of Current Investments	(7,717)
	Sale of Current Investments	6,896
	Acquisition of Company	-
	Additional investment in Subsidiaries	(650)
	Fixed Deposit / Margin Money Realised	1,961
	Fixed Deposit / Margin Money Placed	(181)
	Interest Received	268
	Net Cash Flow from / (used in) Investing Activities (B)	(2,029)
C	Cash Flow from Financing Activities	
	Proceeds from issue of Equity Shares (Including Share Application Money)	161
	Proceeds from Short-Term Borrowings	1,076
	Repayment of Short-Term Borrowings	(822)
	Repayment of Long-Term Borrowings	(3,025)
	Finance Costs	(333)
	Net Cash Flow from / (used in) Financing Activities (C)	(2,943)
	Net Increase / (Decrease) in Cash and Cash Equivalents (A+B+C)	1,671
	Cash and Cash Equivalents at the beginning of the quarter	14,519
	Increase in Cash and Cash Equivalents on Amalgamation	-
	Increase in Cash and Cash Equivalents on Acquisition	0
	Cash and Cash Equivalents	16,190



Tech Mahindra Limited

Notes :

- i) Purchase of Fixed Assets are stated inclusive of movements of Capital Work-in-Progress, Capital Creditors and Capital Advances between the commencement and end of the quarter and are considered as part of Investing Activity.

Rs. in Million	
Particulars	June 30, 2014
Cash and Cash Equivalents *	16,898
Unrealised Loss/(Gain) on Foreign Currency Balances	(708)
Total	16,190

* Cash and Cash Equivalents Comprises of	June 30, 2014
Cash on Hand	1
Funds in Transit	666
Balances with Banks :	
(a) In Current Accounts	15,608
(b) In Deposit Accounts	623
	16,898

Reconciliation of Cash and Cash Equivalents with the Balance Sheet	June 30, 2014
Cash and Bank Balances	33,242
Less:	
In Deposit Accounts	11,471
Unclaimed Dividend	37
Balances held as Margin Money/Security towards obtaining Bank Guarantees	4,659
Balance held under Escrow Account	177
Total Cash and Cash Equivalents	16,898

- iii) Cash and Cash Equivalents include Equity Share Application Money of Rs. 13 Million

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