

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

Particulars	FY 2014-15					FY 2015-16		
	Q1	Q2	Q3	Q4	Total [^]	Q1	Q2	Q3
Revenue From Services	51,215	54,879	57,517	61,168	226,213	62,938	66,155	67,011
Cost of services	34,291	36,049	37,557	42,445	151,186	44,415	44,957	46,066
Gross Profit	16,924	18,830	19,960	18,723	75,027	18,524	21,198	20,946
SGA	7,539	7,746	8,260	9,356	33,107	9,078	10,188	9,587
Operating Profit	9,385	11,084	11,700	9,367	41,921	9,445	11,010	11,359
Other income	893	576	190	(653)	1,065	1,366	1,658	639
Foreign Exchange (loss)/ gain	119	(458)	(356)	(1,541)	(2,234)	932	(88)	(98)
Interest, Dividend & Misc. income	774	1,034	546	888	3,299	434	1,746	737
Interest expense	142	152	137	258	691	214	173	244
Depreciation	1,492	1,425	1,441	1,721	6,114	1,733	1,974	1,736
Profit Before Tax	8,643	10,083	10,311	6,735	36,181	8,864	10,522	10,017
Provision for taxes	2,308	2,807	2,512	1,845	9,596	2,098	2,604	2,327
Profit After Tax Before Exceptional, Earlier Period Items and Minority Interest	6,336	7,277	7,799	4,890	26,586	6,765	7,918	7,690
Minority interest	(29)	(80)	(31)	(170)	(310)	(15)	(65)	(97)
Profit After Tax	6,307	7,197	7,768	4,720	26,275	6,750	7,853	7,593
Share of profit/(Loss) from associate	-	-	285	1	1	11	3	(1)
Net Profit After Share of Profit/(loss) from associate	6,307	7,197	8,053	4,721	26,277	6,761	7,856	7,592
EPS (In Rs)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4 *	Total*	Q1 *	Q2 *	Q3 *
Basic	26.98	30.71	33.69	4.93	27.46	7.03	8.17	7.89
Diluted	26.15	29.81	32.76	4.80	26.74	6.87	7.98	7.71
EPS (In Rs)- After Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4 *	Total*	Q1 *	Q2 *	Q3 *
Basic	26.98	30.71	33.69	4.93	27.46	7.03	8.17	7.89
Diluted	26.15	29.81	32.76	4.80	26.74	6.87	7.98	7.71
Total Headcount (As at period-end)	Q1	Q2	Q3	Q4		Q1	Q2	Q3
Software professionals	64,095	66,175	67,592	72,952		71,997	71,657	71,892
BPO professionals	21,936	22,433	23,566	22,693		24,394	26,513	28,279
Sales & support	6,698	6,701	6,851	7,636		7,282	7,065	6,966
Total Employees	92,729	95,309	98,009	103,281		103,673	105,235	107,137
IT Attrition % (LTM) #	16%	18%	19%	19%		19%	20%	20%
IT Utilization % #	72%	73%	74%	71%		74%	77%	77%
IT Utilization % (Excluding Trainees) #	75%	76%	78%	74%		75%	79%	80%
Revenue By Geography % (Quarter Ended)	Q1	Q2	Q3	Q4	LTM	Q1	Q2	Q3
Americas	46.8%	49.1%	48.8%	45.4%	47.5%	47.7%	48.9%	47.8%
Europe	31.1%	31.2%	31.4%	29.8%	30.7%	29.4%	29.3%	28.9%
Rest of world	22.1%	19.8%	19.8%	24.8%	21.8%	22.9%	21.9%	23.2%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Revenue By Industry % (Quarter Ended)	Q1	Q2	Q3	Q4	LTM	Q1	Q2	Q3
Communication	50.7%	52.0%	50.9%	55.3%	52.0%	52.7%	52.9%	51.3%
Manufacturing	17.8%	17.7%	19.7%	16.5%	18.4%	17.1%	16.7%	17.1%
Technology, media & entertainment	8.9%	8.3%	7.3%	7.0%	7.8%	7.3%	8.2%	7.4%
Banking, financial services & insurance	10.3%	9.7%	9.8%	9.1%	9.6%	10.0%	9.6%	9.8%
Retail, transport & logistics	6.3%	6.2%	6.4%	6.2%	6.2%	6.5%	6.0%	6.8%
Others	6.0%	6.1%	6.0%	6.0%	6.0%	6.5%	6.6%	7.6%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
No. of Active Clients & % of Repeat Business	Q1	Q2	Q3	Q4	Total[^]	Q1	Q2	Q3
No. of Active Clients	632	649	674	767		770	788	801
% of Repeat Business	99%	97%	95%	82%	93%	99%	97%	96%
No. of Million \$ Clients	Q1	Q2	Q3	Q4		Q1	Q2	Q3
≥ \$1 million clients	242	245	254	291		296	298	326
≥ \$5 million clients	80	86	88	96		101	102	105
≥ \$10 million clients	51	50	51	56		60	62	63
≥ \$20 million clients	29	30	32	35		36	36	37
≥ \$50 million clients	11	12	13	13		13	14	14

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

Particulars	FY 2014-15					FY 2015-16		
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
Client Contribution To Revenue % (Quarter Ended)								
Top 5	37%	40%	37%	33%	36%	33%	32%	28%
Top 10	50%	51%	49%	45%	48%	44%	43%	40%
Top 20	62%	63%	61%	57%	60%	57%	56%	52%
On/Off Break-up in % (IT Business Revenue)								
Onsite	53.7%	55.2%	55.3%	61.1%	56.3%	61.0%	61.7%	62.7%
Offshore	46.3%	44.8%	44.7%	38.9%	43.7%	39.0%	38.3%	37.3%
Rupee USD Rate								
Period closing rate	60.18	61.75	63.04	62.50		63.64	65.58	66.15
Period average Rate	59.87	60.94	62.15	62.07		63.63	65.40	66.03
Proportion of Revenues From Major Currencies								
USD	49.8%	51.5%	51.1%	51.1%	50.8%	51.1%	52.4%	51.3%
GBP	16.2%	16.1%	14.9%	12.9%	14.9%	13.2%	12.7%	11.4%
EUR	10.2%	10.3%	11.9%	12.6%	11.3%	11.7%	11.8%	11.3%
AUD	6.7%	6.4%	5.8%	4.6%	5.8%	5.0%	4.5%	4.7%
Others	17.1%	15.6%	16.4%	18.9%	17.2%	18.9%	18.5%	21.3%
Consolidated Hedge Position								
GBP In Mn	144.3	123.3	108.0	187.3		185.0	166.8	173.3
Strike rate (INR)	97.1	99.9	103.7	102.1		103.0	105.8	106.9
USD In Mn	1,304.2	1,530.4	1,082.4	855.7		1,459.3	1,504.5	1,341.7
Strike rate (INR)	61.6	63.0	65.2	66.0		66.6	68.5	69.5
EUR In Mn	48.0	37.9	111.0	155.9		149.0	138.3	172.1
Strike rate (INR)	84.8	86.6	83.3	80.9		81.0	82.5	81.5
Receivable Days (DSO)-Including Unbilled	102	102	100	104		113	108	104
Borrowings	860	630	642	7,000		7,996	8,537	8,881
Cash and Cash Equivalent	36,692	34,336	42,135	32,121		33,496	34,924	49,402
Capital Expenditure (Quarter Ended)	2,600	2,345	3,322	1,916	10,184	2,634	2,626	1,278

Notes :

- 1) Figures rounded off to the nearest million.
- 2) Previous period figures have been regrouped/rearranged wherever necessary.
- 3) LTM: Last Twelve Months.
- 4) ^ MES merger was effective Dec'14 and Q3 & Q4 results include MES results.
Appointed date of Merger was 1st april 2014, hence consolidated FY 14-15 results include MES full year results.
- 5) Q4 FY15 merged results include results of LCC & Sofgen ,which were acquired as 100 % subsidiary effective 2nd Jan 2015 and 14th Mar 2015 respectively
- 6) # Metrics for Organic business
- 7) * EPS for Q4 F15, FY 14-15 & Q1 F16 onwards is post issue of bonus shares in 1:1 ratio and split of one share of Rs 10 into 2 shares of Rs 5 each

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

Particulars	FY 2014-15					FY 2015-16		
	Q1	Q2	Q3	Q4	Total [^]	Q1	Q2	Q3
Revenue From Services	855.2	899.9	924.3	984.1	3,686.2	989.1	1,011.0	1,014.7
Cost of services	572.8	591.5	604.0	683.1	2,464.7	698.1	687.6	697.6
Gross Profit	282.4	308.5	320.3	300.9	1,221.4	291.1	323.5	317.1
SGA	126.0	127.1	132.8	150.6	539.7	142.7	155.8	145.2
Operating Profit	156.4	181.4	187.6	150.3	681.7	148.4	167.7	171.9
Other income	14.8	9.4	3.0	(10.6)	17.5	21.5	24.9	9.6
Foreign Exchange (loss)/ gain	1.8	(7.6)	(5.8)	(24.9)	(36.4)	14.7	(1.5)	(1.5)
Interest, Dividend & Misc. income	12.9	17.0	8.8	14.3	53.9	6.8	26.4	11.1
Interest expense	2.4	2.5	2.2	4.1	11.2	3.4	2.6	3.7
Depreciation	25.0	23.4	23.2	27.7	99.7	27.2	30.2	26.3
Profit Before Tax	143.8	164.9	165.2	107.9	588.3	139.3	159.8	151.5
Provision for taxes	38.4	45.9	40.3	29.6	156.1	33.0	39.5	35.2
Profit After Tax Before Exceptional, Earlier Period Items and Minority Interest	105.4	119.0	124.9	78.3	432.2	106.3	120.2	116.3
Minority interest	(0.5)	(1.3)	(0.5)	(2.7)	(5.0)	(0.2)	(1.0)	(1.5)
Profit After Tax	104.9	117.7	124.4	75.6	427.2	106.1	119.2	114.9
Share of profit /(Loss) from associate	-	-	4.5	0.0	0.0	0.2	0.1	(0.0)
Net Profit After Share of Profit /(loss) from associate	104.9	117.7	128.9	75.6	427.2	106.2	119.3	114.9
EPS (In USD)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4*	Total*	Q1*	Q2*	Q3*
Basic	0.45	0.50	0.54	0.08	0.45	0.11	0.12	0.12
Diluted	0.44	0.49	0.53	0.08	0.44	0.11	0.12	0.12
EPS (In USD)- After Non Recurring / Exceptional Items								
Basic	0.45	0.50	0.54	0.08	0.45	0.11	0.12	0.12
Diluted	0.44	0.49	0.53	0.08	0.44	0.11	0.12	0.12
Receivable Days (DSO)-Including Unbilled	102	102	100	104		113	108	104
Borrowings	14.3	10.2	10.2	112.0		125.7	130.2	134.3
Cash and Cash Equivalent	609.7	556.0	668.4	514.0		526.3	532.5	746.8
Capital Expenditure (Quarter Ended)	43.6	38.5	53.5	30.9	166.4	41.4	40.0	19.3

Notes :

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Consolidated Balance Sheet as at		Note No.		December 31, 2015	March 31, 2015
I	EQUITY AND LIABILITIES				
1	Shareholders' Funds				
	(a) Share Capital	3	4,834		4,804
	(b) Reserves and Surplus	4	142,320		117,682
				147,154	122,486
2	Share Application Money Pending Allotment	41		30	3
3	Minority Interest			1,784	1,601
4	Non-Current Liabilities				
	(a) Long-Term Borrowings	5	501		460
	(b) Other Long-Term Liabilities	6	32		440
	(c) Long-Term Provisions	7	4,144		4,101
				4,677	5,001
5	Current Liabilities				
	(a) Short-Term Borrowings	8	7,943		6,286
	(b) Trade Payables	9	20,852		20,587
	(c) Other Current Liabilities	10	14,091		12,226
	(d) Short-Term Provisions	11	11,802		17,987
				54,688	57,086
6	Amount Pending Investigation Suspense Account (Net)	33.2		12,304	12,304
				220,637	198,481
II	ASSETS				
1	Non-Current Assets				
	(a) Fixed Assets	12			
	(i) Tangible Assets		23,520		22,044
	(ii) Intangible Assets		964		1,002
	(iii) Capital Work-in-Progress		5,551		5,677
				30,035	28,723
	(b) Goodwill on Consolidation			17,067	17,283
	(c) Non-Current Investments	13		13,266	12,987
	(d) Deferred Tax Asset	50		4,746	3,901
	(e) Long-Term Loans and Advances	14		14,489	12,755
	(f) Other Non-Current Assets	15		33	306
				79,636	75,955
2	Current Assets				
	(a) Current Investments	16	28,057		8,041
	(b) Inventory	17	425		245
	(c) Trade Receivables	18	54,121		52,059
	(d) Cash and Bank Balances	19	21,312		24,049
	(e) Short-Term Loans and Advances	20	15,061		18,728
	(f) Other Current Assets	21	22,025		19,404
				141,001	122,526
				220,637	198,481
	See accompanying notes forming part of the financial statements	1 to 59			

Consolidated Cash Flow Statement for the		Nine months ended	
		December 31, 2015	December 31, 2014
A Cash Flow from Operating Activities			
Profit before Tax, Minority Interest and Share in Earnings of Associate		29,403	29,447
Adjustments for :			
Depreciation and Amortisation Expense	5,443		4,393
Amortisation of Deferred Revenue	-		(1)
Provision for Doubtful Receivables, Unbilled Revenue and other Advances, Bad debts, Deposits and Loans and Advances written off (net)	1,261		667
Provision for Impairment in Non-Current Investment	(243)		-
Sundry Balances Written back	(319)		-
Customer Claims and Warranties (net)	225		(64)
(Profit) / Loss on Sale of Fixed Assets (net)	(46)		(12)
Finance Costs	631		122
Unrealised Exchange (Gain) / Loss (net)	18		(1,191)
Employee Stock Compensation Cost	1,287		1,880
Interest Income	(549)		(1,289)
Rent income	(21)		-
Dividend Income	(511)		(218)
		7,176	4,287
Operating Profit before working capital changes		36,579	33,734
Trade Receivables and Other Assets	(1,258)		(8,113)
Trade Payables, Other Liabilities and Provisions	2,133		2,392
		875	(5,721)
Cash Generated from Operations		37,454	28,013
Income Tax Refund / (Paid) (net)		(9,873)	(6,941)
Net Cash Flow from / (used in) Operating Activities (A)		27,581	21,072
B Cash Flow from Investing Activities			
Purchase of Fixed Assets	(6,592)		(8,168)
Proceeds from Sale of Fixed Assets	339		38
Purchase of Current Investments	(84,633)		(38,966)
Sale of Current Investments	65,128		36,505
Purchase of Treasury Bonds	(7)		-
Acquisition of Company	-		(661)
Additional Investment in Subsidiaries (refer note 35.1 (v) & 35.1 (vii))	(179)		(767)
Purchase Price Adjustment (refer note 28 (xii))	395		-
Investment in Associate	(1)		-
Additions in Investment Property (refer note 45 (vii))	(73)		-
Fixed Deposit / Margin Money Realised	77,771		11,357
Fixed Deposit / Margin Money Placed	(72,959)		(8,673)
Interest Received	576		1,125
Net Cash Flow from / (used in) Investing Activities (B)		(20,235)	(8,210)
C Cash Flow from Financing Activities			
Proceeds from Issue of Equity Shares (Including Share Application Money)	302		497
Repayment of Loan by Related party	6		6
Dividend (Including Tax on Dividend) paid	(6,245)		(5,496)
Proceeds from Long-Term Borrowings	412		-
Repayment of Long-Term Borrowings	(475)		(3,071)
Proceeds from Short-Term Borrowings	2,283		1,329
Repayment of Short-Term Borrowings	(945)		(1,247)
Finance Costs	(617)		(413)
Net Cash Flow from / (used in) Financing Activities (C)		(5,279)	(8,395)
Net Increase / (Decrease) in Cash and Cash Equivalents (A+B+C)		2,067	4,467
Cash and Cash Equivalents at the beginning of the		12,056	14,519
Increase in Cash and Cash Equivalents on Amalgamation (refer note 31)		-	821
Increase in Cash and Cash Equivalents on Acquisition		-	345
Cash and Cash Equivalents (refer note (ii)) at the end of the		14,123	20,152

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 period and are considered as part of Investing Activity.

Rs. in Million

ii) Particulars	December 31, 2015	December 31, 2014
Cash and Cash Equivalents *	14,131	20,799
Unrealised Loss/(Gain) on Foreign Currency Balances	(8)	(647)
Total	14,123	20,152

* Cash and Cash Equivalents Comprises of	December 31, 2015	December 31, 2014
(a) Cash on Hand	20	1
(b) Funds in Transit	312	510
Balances with Banks :		
(a) In Current Accounts	10,962	11,198
(b) In Deposit Accounts	2,837	9,090
	14,131	20,799

Reconciliation of Cash and Cash Equivalents with the Balance Sheet	December 31, 2015	December 31, 2014
Cash and Bank Balances (refer note 19)	21,312	36,283
Less:		
In Deposit Accounts	6,647	10,526
Unclaimed Dividend	44	39
Balances held as Margin Money/Security towards obtaining Bank Guarantees	467	4,903
Balance held under Escrow Account	23	16
Total Cash and Cash Equivalents	14,131	20,799

- iii) Cash and Cash Equivalents include Equity Share Application Money of **Rs. 30 Million** (December 31, 2014 Rs. 9 Million).