

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 ^A	Q1	Q2	Q3	Q4	Total
Revenue From Services	51,215	54,879	57,517	61,168	226,213	62,938	66,155	67,011	68,837	264,942
Cost of services	34,291	36,049	37,557	42,445	151,186	44,415	44,957	46,066	47,788	183,226
Gross Profit	16,924	18,830	19,960	18,723	75,027	18,524	21,198	20,946	21,049	81,717
SGA	7,539	7,746	8,260	9,356	33,107	9,078	10,432	9,587	9,436	38,533
EBIDTA	9,385	11,084	11,700	9,367	41,921	9,445	10,767	11,359	11,613	43,184
EBIDTA %	18.3%	20.2%	20.3%	15.3%	18.5%	15.0%	16.3%	17.0%	16.9%	16.3%
Depreciation	1,492	1,425	1,441	1,721	6,114	1,733	1,974	1,736	2,177	7,620
EBIT	7,893	9,659	10,258	7,646	35,807	7,712	8,793	9,622	9,437	35,564
EBIT %	15.4%	17.6%	17.8%	12.5%	15.8%	12.3%	13.3%	14.4%	13.7%	13.4%
Other income	893	576	190	(653)	1,065	1,366	1,901	639	1,659	5,566
Foreign Exchange (loss)/ gain	119	(458)	(356)	(1,541)	(2,234)	932	(88)	(98)	643	1,390
Interest, Dividend & Misc. income	774	1,034	546	888	3,299	434	1,989	737	1,016	4,176
Interest expense	142	152	137	258	691	214	173	244	330	961
Profit Before Tax	8,643	10,083	10,311	6,735	36,181	8,864	10,522	10,017	10,765	40,169
Provision for taxes	2,308	2,807	2,512	1,845	9,596	2,098	2,604	2,327	1,571	8,601
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	9,194	31,567
Minority interest	(29)	(80)	(31)	(170)	(310)	(15)	(65)	(97)	(235)	(413)
Profit After Tax	6,307	7,197	7,768	4,720	26,275	6,750	7,853	7,593	8,959	31,154
Share of profit/(Loss) from associate	-	-	285	1	1	11	3	(1)	12	26
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	8,970	31,180
PAT %	12.3%	13.1%	14.0%	7.7%	11.6%	10.7%	11.9%	11.3%	13.0%	11.8%
EPS (In Rs)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4 *	Total*	Q1 *	Q2 *	Q3 *	Q4 *	Total*
Basic	26.98	30.71	33.69	4.93	27.46	7.03	8.17	7.89	9.31	32.34
Diluted	26.15	29.81	32.76	4.80	26.74	6.87	7.98	7.71	9.11	31.67
EPS (In Rs)- After Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4 *	Total*	Q1 *	Q2 *	Q3 *	Q4 *	Total*
Basic	26.98	30.71	33.69	4.93	27.46	7.03	8.17	7.89	9.31	32.34
Diluted	26.15	29.81	32.76	4.80	26.74	6.87	7.98	7.71	9.11	31.67
Total Headcount (As at period-end) @	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
Software professionals	65,336	67,365	68,742	74,048		73,046	72,645	72,828	72,125	
BPO professionals	21,936	22,433	23,566	22,693		24,394	26,513	28,279	27,254	
Sales & support	5,457	5,511	5,701	6,540		6,233	6,077	6,030	6,053	
Total Employees	92,729	95,309	98,009	103,281		103,673	105,235	107,137	105,432	
IT Attrition % (LTM) #	16%	18%	19%	19%		19%	20%	20%	21%	
IT Utilization % #	72%	73%	74%	71%		74%	77%	77%	77%	
IT Utilization % (Excluding Trainees) #	75%	76%	78%	74%		75%	79%	80%	80%	
Revenue By Geography % (Quarter Ended)	Q1	Q2	Q3	Q4	LTM	Q1	Q2	Q3	Q4	LTM
Americas	46.8%	49.1%	48.8%	45.4%	47.5%	47.7%	48.9%	47.8%	46.8%	47.8%
Europe	31.1%	31.2%	31.4%	29.8%	30.7%	29.4%	29.3%	28.9%	28.5%	29.0%
Rest of world	22.1%	19.8%	19.8%	24.8%	21.8%	22.9%	21.9%	23.2%	24.7%	23.2%
Total	100.0%	100.0%	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	Q4	LTM
Communication	50.7%	52.0%	50.9%	55.3%	52.0%	52.7%	52.9%	51.3%	50.9%	52.0%
Manufacturing	17.8%	17.7%	19.7%	16.5%	18.4%	17.1%	16.7%	17.1%	17.1%	17.0%
Technology, media & entertainment	8.9%	8.3%	7.3%	7.0%	7.8%	7.3%	8.2%	7.4%	7.5%	7.6%
Banking, financial services & insurance	10.3%	9.7%	9.8%	9.1%	9.6%	10.0%	9.6%	9.8%	10.6%	10.0%
Retail, transport & logistics	6.3%	6.2%	6.4%	6.2%	6.2%	6.5%	6.0%	6.8%	6.2%	6.4%
Others	6.0%	6.1%	6.0%	6.0%	6.0%	6.5%	6.6%	7.6%	7.7%	7.1%
Total	100.0%	100.0%	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^A	Q1	Q2	Q3	Q4	Total
No. of Active Clients	632	649	674	767		770	788	801	807	
% of Repeat Business	98.8%	97.1%	94.7%	82.2%	93.2%	98.6%	96.8%	95.7%	96.3%	96.8%
No. of Million \$ Clients	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
≥ \$1 million clients	242	245	254	291		296	298	326	319	
≥ \$5 million clients	80	86	88	96		101	102	105	112	
≥ \$10 million clients	51	50	51	56		60	62	63	63	
≥ \$20 million clients	29	30	32	35		36	36	37	40	
≥ \$50 million clients	11	12	13	13		13	14	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	Q4	Total
Client Contribution To Revenue % (Quarter Ended)										
Top 5	37.2%	39.5%	37.2%	33.1%	36.4%	33.0%	31.5%	28.3%	27.9%	30.2%
Top 10	49.6%	51.1%	49.2%	45.4%	48.3%	44.3%	43.3%	39.5%	39.0%	41.5%
Top 20	61.9%	62.5%	61.1%	56.7%	59.5%	56.6%	56.0%	52.3%	51.9%	54.2%
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%	63.2%	62.1%
Offshore	46.3%	44.8%	44.7%	38.9%	43.7%	39.0%	38.3%	37.3%	36.8%	37.9%
Rupee USD Rate										
Period closing rate	60.18	61.75	63.04	62.50		63.64	65.58	66.15	66.26	
Period average Rate	59.87	60.94	62.15	62.07		63.63	65.40	66.03	67.49	
Proportion of Revenues From Major Currencies										
USD	49.8%	51.5%	51.1%	51.1%	50.8%	51.1%	52.4%	51.3%	49.3%	51.1%
GBP	16.2%	16.1%	14.9%	12.9%	14.9%	13.2%	12.7%	11.4%	10.8%	12.0%
EUR	10.2%	10.3%	11.9%	12.6%	11.3%	11.7%	11.8%	11.3%	11.3%	11.5%
AUD	6.7%	6.4%	5.8%	4.6%	5.8%	5.0%	4.5%	4.7%	4.5%	4.7%
Others	17.1%	15.6%	16.4%	18.9%	17.2%	18.9%	18.5%	21.3%	24.1%	20.7%
Consolidated Hedge Position										
GBP In Mn	144.3	123.3	108.0	187.3		185.0	166.8	173.3	177.9	
Strike rate (INR)	97.1	99.9	103.7	102.1		103.0	105.8	106.9	108.4	
USD In Mn	1,304.2	1,530.4	1,082.4	855.7		1,459.3	1,504.5	1,341.7	1,297.2	
Strike rate (INR)	61.6	63.0	65.2	66.0		66.6	68.5	69.5	71.1	
EUR In Mn	48.0	37.9	111.0	155.9		149.0	138.3	172.1	161.5	
Strike rate (INR)	84.8	86.6	83.3	80.9		81.0	82.5	81.5	82.9	
Receivable Days (DSO)-Including Unbilled	102	102	100	104		113	108	104	106	
Borrowings	860	630	642	7,000		7,996	8,537	8,881	10,920	
Cash and Cash Equivalent	36,692	34,336	42,135	32,121		33,496	34,924	49,402	51,895	
Capital Expenditure (Quarter Ended)	2,600	2,345	3,322	1,916	10,184	2,634	2,626	1,278	4,306	10,843

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
- 8) @ Technical non billable headcount from "Sales & Support" has been re-classified into "Software Professionals". There is no change in utilization.

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	Q4	Total
Revenue From Services	855.2	899.9	924.3	984.1	3,686.2	989.1	1,011.0	1,014.7	1,022.6	4,037.5
Cost of services	572.8	591.5	604.0	683.1	2,464.7	698.1	687.6	697.6	709.2	2,792.4
Gross Profit	282.4	308.5	320.3	300.9	1,221.4	291.1	323.5	317.1	313.3	1,245.0
SGA	126.0	127.1	132.8	150.6	539.7	142.7	159.5	145.2	140.0	587.4
EBIDTA	156.4	181.4	187.6	150.3	681.7	148.4	164.0	171.9	173.3	657.7
EBIDTA %	18.3%	20.2%	20.3%	15.3%	18.5%	15.0%	16.2%	16.9%	17.0%	16.3%
Depreciation	25.0	23.4	23.2	27.7	99.7	27.2	30.2	26.3	32.3	116.0
EBIT	131.4	158.0	164.4	122.6	582.0	121.1	133.8	145.6	141.1	541.7
EBIT %	15.4%	17.6%	17.8%	12.5%	15.8%	12.2%	13.2%	14.4%	13.8%	13.4%
Other income	14.8	9.4	3.0	(10.6)	17.5	21.5	28.6	9.6	24.7	84.4
Foreign Exchange (loss)/ gain	1.8	(7.6)	(5.8)	(24.9)	(36.4)	14.7	(1.5)	(1.5)	9.6	21.2
Interest, Dividend & Misc. income	12.9	17.0	8.8	14.3	53.9	6.8	30.1	11.1	15.1	63.2
Interest expense	2.4	2.5	2.2	4.1	11.2	3.4	2.6	3.7	4.9	14.6
Profit Before Tax	143.8	164.9	165.2	107.9	588.3	139.3	159.8	151.5	160.9	611.5
Provision for taxes	38.4	45.9	40.3	29.6	156.1	33.0	39.5	35.2	23.3	131.0
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	137.5	480.4
Minority interest	(0.5)	(1.3)	(0.5)	(2.7)	(5.0)	(0.2)	(1.0)	(1.5)	(3.53)	(6.2)
Profit After Tax	104.9	117.7	124.4	75.6	427.2	106.1	119.2	114.9	134.0	474.2
Share of profit /(Loss) from associate	-	-	4.5	0.0	0.0	0.2	0.1	(0.0)	0.2	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	134.2	474.6
PAT%	12.3%	13.1%	13.9%	7.7%	11.6%	10.7%	11.8%	11.3%	13.1%	11.8%
EPS (In USD)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4*	Total*	Q1*	Q2*	Q3*	Q4*	Total*
Basic	0.45	0.50	0.54	0.08	0.45	0.11	0.12	0.12	0.14	0.49
Diluted	0.44	0.49	0.53	0.08	0.44	0.11	0.12	0.12	0.14	0.48
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	0.14	0.49
Diluted	0.44	0.49	0.53	0.08	0.44	0.11	0.12	0.12	0.14	0.48
Receivable Days (DSO)-Including Unbilled	102	102	100	104		113	108	104	106	
Borrowings	14.3	10.2	10.2	112.0		125.7	130.2	134.3	164.8	
Cash and Cash Equivalent	609.7	556.0	668.4	514.0		526.3	532.5	746.8	783.3	
Capital Expenditure (Quarter Ended)	43.6	38.5	53.5	30.9	166.4	41.4	40.0	19.3	63.8	164.5

Notes :

- Figures rounded off to the nearest million.
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- ^ 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.
- Q4 FY15 merged results include results of LCC & Sofgen ,which were acquired as 100 % subsidiary effective 2nd Jan 2015 and 14th Mar 2015 respectively
- # Metrics for Organic business
- * 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

Consolidated Balance Sheet as at		Note No.		March 31, 2016	March 31, 2015
I	EQUITY AND LIABILITIES				
1	Shareholders' Funds				
	(a) Share Capital	3	4,839		4,804
	(b) Reserves and Surplus	4	138,824		117,682
				143,663	122,486
2	Share Application Money Pending Allotment	40		14	3
3	Minority Interest			2,020	1,601
4	Non-Current Liabilities				
	(a) Long-Term Borrowings	5	1,967		460
	(b) Other Long-Term Liabilities	6	231		440
	(c) Long-Term Provisions	7	5,311		4,101
				7,509	5,001
5	Current Liabilities				
	(a) Short-Term Borrowings	8	8,055		6,286
	(b) Trade Payables (Includes dues to micro and small enterprises Rs. Nil (March 31, 2015 Rs. Nil))	9	22,755		20,587
	(c) Other Current Liabilities	10	14,657		12,226
	(d) Short-Term Provisions	11	24,093		17,987
				69,560	57,086
6	Suspense Account (Net)	32		12,304	12,304
				235,070	198,481
II	ASSETS				
1	Non-Current Assets				
	(a) Fixed Assets	12			
	(i) Tangible Assets		25,178		22,044
	(ii) Intangible Assets		911		1,002
	(iii) Capital Work-in-Progress		6,294		5,677
				32,383	28,723
	(b) Goodwill on Consolidation			17,357	17,283
	(c) Non-Current Investments	13		13,244	12,987
	(d) Deferred Tax Asset	49		5,575	3,901
	(e) Long-Term Loans and Advances	14		16,766	12,755
	(f) Other Non-Current Assets	15		294	306
				85,619	75,955
2	Current Assets				
	(a) Current Investments	16	11,690		8,041
	(b) Inventory	17	414		245
	(c) Trade Receivables	18	57,705		52,059
	(d) Cash and Bank Balances	19	40,138		24,049
	(e) Short-Term Loans and Advances	20	17,084		18,728
	(f) Other Current Assets	21	22,420		19,404
				149,451	122,526
				235,070	198,481
	See accompanying notes forming part of the financial statements	1 to 63			

Consolidated Cash Flow Statement for the		Year ended	
		March 31, 2016	March 31, 2015
A Cash Flow from Operating Activities			
Profit before Tax		40,169	36,181
Adjustments for :			
Depreciation and Amortisation Expense	7,620		6,114
Amortisation of Deferred Revenue	-		(1)
Provision for Doubtful Receivables, Unbilled Revenue and other Advances, Bad debts, Deposits and Loans and Advances written off (net)	1,497		800
Sundry Balances Written back	(319)		-
Customer Claims and Warranties (net)	284		94
(Profit) / Loss on Sale of Fixed Assets (net)	(109)		9
Finance Costs	961		691
Unrealised Exchange (Gain) / Loss (net)	286		(489)
Employee Stock Compensation Cost	1,608		2,268
Reversal of Provision for non-current investments no longer required (refer note 22)	(243)		-
Interest Income	(944)		(1,611)
Rent income	(4)		-
Dividend Income on Current Investments	(848)		(354)
		9,789	7,521
Operating Profit before working capital changes		49,958	43,702
Trade Receivables and Other Assets	(8,578)		(8,524)
Trade Payables, Other Liabilities and Provisions	3,786		26
		(4,792)	(8,498)
Cash Generated from Operations		45,166	35,204
Income Tax Refund / (Paid) (net)		(13,034)	(10,725)
Net Cash Flow from / (used in) Operating Activities (A)		32,132	24,479
B Cash Flow from Investing Activities			
Purchase of Fixed Assets	(9,192)		(11,231)
Proceeds from Sale of Fixed Assets	476		99
Purchase of Current Investments	(100,931)		(68,197)
Sale of Current Investments	98,156		63,726
Purchase of Treasury Bonds	(6)		-
Sale of Treasury Bonds	9		-
Acquisition of Company (refer note 31.2 (viii))	(70)		(12,685)
Additional Investment in Subsidiaries (refer note 31.2 (iii) and 31.2 (v))	(179)		(1,075)
Purchase Price Adjustment (refer note 28.A.(xiii))	395		-
Investment in Associate	(1)		-
Additions in Investment Property (refer note 47 (vi))	(73)		(265)
Fixed Deposit / Margin Money Realised	95,558		28,772
Fixed Deposit / Margin Money Placed	(99,761)		(22,234)
Interest Received	951		2,168
Net Cash Flow from / (used in) Investing Activities (B)		(14,668)	(20,922)
C Cash Flow from Financing Activities			
Proceeds from Issue of Equity Shares (Including Share Application Money)	362		582
Repayment of Loan by Related Party	6		10
Dividend (Including Tax on Dividend) paid	(6,245)		(5,496)
Proceeds from Long-Term Borrowings	427		21
Repayment of Long-Term Borrowings	(654)		(5,765)
Proceeds from Short-Term Borrowings	2,526		8,024
Repayment of Short-Term Borrowings	(1,150)		(4,635)
Finance Costs	(925)		(1,031)
Net Cash Flow from / (used in) Financing Activities (C)		(5,653)	(8,290)
Net Increase / (Decrease) in Cash and Cash Equivalents (A+B+C)		11,811	(4,733)
Cash and Cash Equivalents at the beginning of the		12,056	14,519
Increase in Cash and Cash Equivalents on Amalgamation (refer note 34)		-	821
Increase in Cash and Cash Equivalents on Acquisition (refer note 35)		66	1,449
Cash and Cash Equivalents (refer note (ii)) at the end of the		23,933	12,056

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	March 31, 2016	March 31, 2015
Cash and Cash Equivalents *	23,973	12,082
Unrealised Loss/(Gain) on Foreign Currency Balances	(40)	(26)
Total	23,933	12,056

* Cash and Cash Equivalents Comprises of	March 31, 2016	March 31, 2015
(a) Cash on Hand	11	10
(b) Funds in Transit	1,583	382
Balances with Banks :		
(a) In Current Accounts	13,549	9,571
(b) In Deposit Accounts	8,830	2,119
	23,973	12,082

Reconciliation of Cash and Cash Equivalents with the Balance Sheet	March 31, 2016	March 31, 2015
Cash and Bank Balances (refer note 19)	40,138	24,049
Less:		
In Deposit Accounts	15,678	6,584
Unclaimed Dividend	43	38
Balances held as Margin Money/Security towards obtaining Bank Guarantees	416	5,331
Balance held under Escrow Account	28	14
Total Cash and Cash Equivalents	23,973	12,082

- iii) Cash and Cash Equivalents include Equity Share Application Money of **Rs. 14 Million** (March 31, 2015 Rs. 3 Million).
- iv) See accompanying notes forming part of the financial statements