

Tech Mahindra Limited

Tech Mahindra Limited					
Audited Financial Results for the Quarter and Nine Months Ended 31st December 2006					
Particulars	Rs. In Million				
	Quarter ended 31st December		Nine months ended 31st December		Year ended 31st March
	2006	2005	2006	2005	2006
1 Income from Operations	7,169	3,213	19,110	8,069	11,971
2 Other Income	(36)	73	(82)	233	313
3 Total Income	7,133	3,286	19,028	8,302	12,284
Personnel Cost	2,160	1,173	6,032	3,343	4,676
Travelling Expenses	832	515	2,203	1,135	1,502
Operating and other expenses	2,346	735	6,134	2,013	3,326
4 Total Expenditure	5,338	2,423	14,369	6,491	9,504
5 Profit before Interest, Depreciation and Tax	1,795	863	4,659	1,811	2,780
6 Interest	13	-	13	-	-
7 Depreciation	125	98	320	277	374
8 Profit before Tax	1,657	765	4,326	1,534	2,406
9 Provision for Taxation	204	67	459	143	205
10 Profit after Tax	1,453	698	3,867	1,391	2,201
11 Excess Tax provision of earlier years	-	-	339	-	-
12 Profit available for appropriation	1,453	698	4,206	1,391	2,201
13 Paid-up Equity Share Capital	1,162	208	1,162	208	208
14 Reserves excluding revaluation reserve	10,689	6,000	10,689	6,000	5,771
15 Earnings Per Share (Rs.): (Not Annualized)					
- Basic	12.71	6.77	36.79	13.48	21.17
- Diluted	11.17	5.81	32.34	11.57	17.13
16 Aggregate of Non Promoter Shareholding					
- Number of shares	14,730,610	1,403,370	14,730,610	1,403,370	1,456,190
- Percentage of shareholding	12.68%	1.25%	12.68%	1.25%	1.30%

Segmentwise Revenue, Results and Capital Employed					
Particulars	Rs in Million				
	Quarter ended 31st December		Nine months ended 31st December		Year ended 31st March
	2006	2005	2006	2005	2006
<b>1 Segment Revenue</b>					
a) Telecom Service Provider	6,772	3,007	18,264	7,590	11,294
b) Telecom Equipment Manufacturer	175	96	348	215	292
c) BPO	39	-	39	-	-
d) Others	183	110	459	264	385
<b>Total</b>	<b>7,169</b>	<b>3,213</b>	<b>19,110</b>	<b>8,069</b>	<b>11,971</b>
Less: Inter Segment Revenue	-	-	-	-	-
<b>Net Sales/Income from Operations</b>	<b>7,169</b>	<b>3,213</b>	<b>19,110</b>	<b>8,069</b>	<b>11,971</b>
<b>2 Segment Profit before tax, interest and depreciation</b>					
a) Telecom Service Provider	2,630	1,068	6,966	3,149	4,586
b) Telecom Equipment Manufacturer	57	28	92	55	36
c) BPO	(16)	-	(16)	-	-
d) Others	81	45	146	100	111
<b>Total</b>	<b>2,752</b>	<b>1,141</b>	<b>7,188</b>	<b>3,304</b>	<b>4,733</b>
Less:					
(i) Interest	13	-	13	-	-
(ii) Other un-allocation expenditure Net off un-allocable income	1,082	376	2,849	1,770	2,327
<b>Total Profit before Tax</b>	<b>1,657</b>	<b>765</b>	<b>4,326</b>	<b>1,534</b>	<b>2,406</b>

Notes :  
**Primary Segments**  
The Primary Segment of the Company is business segment by category of customers in the Telecom Service Provider, Telecom Equipment Manufacturer sectors and Business Process Outsourcing.

**Segmental Capital Employed**  
Segregation of assets, liabilities, depreciation and other non-cash expenses into various primary segments has not been done as the assets are used interchangeably between segments. Accordingly no disclosure relating to Segmental assets and Liabilities has been made.

Tech Mahindra Limited					
Consolidated Financial Results for the Quarter and Nine Months Ended 31st December 2006					
Particulars	Rs. In Million				
	Quarter ended December 31st (Unaudited)		Nine Months ended 31st December (Unaudited)		Year ended 31st March (Audited)
	2006	2005	2006	2005	2006
1 Income from Operations	7,698	3,326	20,546	8,215	12,427
2 Other Income	(32)	70	(77)	213	340
3 Total Income	7,666	3,396	20,469	8,428	12,767
Personnel Cost	2,908	1,417	8,002	3,884	5,624
Travelling Expenses	921	535	2,433	1,214	1,816
Operating and other expenses	1,796	514	4,963	1,418	2,308
4 Total Expenditure	5,625	2,466	15,398	6,516	9,748
5 Profit before Interest, Depreciation and Tax	2,041	930	5,071	1,912	3,019
6 Interest	12	-	12	-	-
7 Depreciation	137	103	357	287	398
8 Profit before Tax	1,892	827	4,702	1,625	2,621
9 Provision for Taxation	224	76	537	162	267
10 Profit after Tax before minority interest and prior period items	1,668	751	4,165	1,463	2,354
11 Excess Tax provision of earlier years	-	-	339	-	-
12 Minority Interest	0	0	0	0	0
13 Profit after Tax, Minority interest and prior period items	1,668	751	4,504	1,463	2,354
14 Paid-up Equity Share Capital	1,162	208	1,162	208	208
15 Reserves excluding revaluation reserve	11,028	6,091	11,028	6,091	5,946
16 Earnings Per Share (Rs.): (Not Annualized)					
- Basic	14.59	7.28	39.40	14.18	22.63
- Diluted	12.82	6.25	34.63	12.18	18.32
17 Aggregate of Non Promoter Shareholding -					
- Number of shares	14,730,610	1,403,370	14,730,610	1,403,370	1,456,190
- Percentage of shareholding	12.68%	1.25%	12.68%	1.25%	1.30%

NOTES :-

- The quarterly results have been taken on records by the Board of Directors in its meeting held on 18th January 2007.
- During the quarter, the company has entered into a five year contract effective from January 01, 2007 with a customer for development of a global sourcing model for strategic outsourcing services. The company has paid an upfront discount of Rs 5,249,380,079 to the customer, which has been disclosed under "Loans and Advances".
- The Consolidated results are compiled from the audited results of Tech Mahindra Ltd & its subsidiaries in USA and India and unaudited results ( subject to Limited Review ) for its subsidiaries in Germany, Singapore, Indonesia and Thailand.
- Company has acquired 99.90% shareholding of Axes Technologies Private Limited, now renamed as Tech Mahindra (R&D Services) Limited, on 28th November '05 and the results include results of TMR&D and its Subsidiaries from that date.
- Information on investor complaints pursuant to clause 41 of the Listing Agreement for the quarter ended 31st December 2006

Nature of Investor complaints	Opening Balance	Additions	Disposal	Closing Balance
Allotment/Refund/Transfer/Others	NIL	477	464	13

6 Previous period figures have been regrouped/rearranged wherever necessary.

Date: 18th January, 2007

Vineet Nayyar  
Vice Chairman & MD