

Tech Mahindra Limited (Consolidated) Fact Sheet data for 10 Quarters

P&L Summary (Rs in Mn)

Particulars	FY0506					FY0607					FY0708		
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Total
Revenue from services	2,419	2,469	3,326	4,212	12,427	5,871	6,976	7,698	8,745	29,290	8,763	8,976	17,739
Cost of Services	1,494	1,606	1,919	2,377	7,396	3,724	4,165	4,527	5,119	17,536	5,492	5,658	11,150
Gross Profit	925	862	1,407	1,836	5,030	2,147	2,812	3,171	3,625	11,755	3,272	3,317	6,589
SGA	502	448	547	855	2,351	840	1,058	1,098	1,392	4,389	1,338	1,346	2,684
Operating Profit	423	415	860	980	2,679	1,307	1,754	2,072	2,233	7,366	1,933	1,972	3,905
Other Income	36	108	70	127	340	11	-57	-32	154	77	131	249	380
Interest Expense								12	49	61	15	26	41
Depreciation	91	93	103	111	397	108	113	137	158	515	168	193	361
Profit before Tax	368	429	827	996	2,621	1,210	1,584	1,892	2,180	6,866	1,882	2,002	3,884
Provision for taxes	30	55	76	106	268	144	168	224	204	740	183	187	369
Profit after tax before Exceptional Items	338	374	751	891	2,354	1,066	1,416	1,668	1,976	6,126	1,699	1,815	3,514
Non Recurring / Exceptional Items									(5,249)	(5,249)			-
Minority Interest									(1)	(1)	3	2	5
Profit after tax after Exceptional Items	338	374	751	891	2,354	1,066	1,416	1,668	(3,274)	876	1,703	1,817	3,519
Excess tax provision write back							339			339			-
Profit after tax (including tax provision write back)	338	374	751	891	2,354	1,066	1,756	1,668	(3,274)	1,215	1,703	1,817	3,519

Note: Figures rounded off to the nearest million

EPS (Rs)- excluding non recurring / exceptional items													
Basic	3.31	3.64	7.28	8.55	22.77	9.54	15.67	14.59	17.04	56.18	14.04	14.99	
Diluted	2.72	3.16	6.25	6.92	18.72	8.35	13.79	12.82	15.03	49.56	12.92	13.87	
EPS (Rs)- including non recurring / exceptional items													
Basic	3.31	3.64	7.28	8.55	22.77	9.54	15.67	14.59	(28.58)	10.56	14.04	14.99	
Diluted	2.72	3.16	6.25	6.92	18.72	8.35	13.79	12.82	(25.21)	9.32	12.92	13.87	

Total Headcount (As at period-end)	FY0506				FY0607				FY0708	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
S/w Professionals	6,131	6,862	7,537	9,875	11,721	14,413	15,527	17,181	18,092	18,883
BPO Professionals							1,542	1,755	2,019	3,191
Sales & Support	467	399	447	618	645	667	705	813	1,035	1,026
Total Employees	6,598	7,261	7,984	10,493	12,366	15,080	17,774	19,749	21,146	23,100

Revenue by Geography (%)													
North America	12%	17%	19%	21%	18%	18%	18%	19%	19%	18%	19%	19%	
Europe	81%	77%	76%	75%	77%	67%	73%	73%	76%	73%	74%	75%	
Rest of World	7%	6%	5%	4%	5%	15%	9%	8%	5%	9%	7%	6%	
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	

No. of Active Clients												
	49	49	57	62	65	70	78	83	87	96		

No. of Million \$ Clients												
≥ \$1 million clients	13	14	14	14	17	17	22	29	31	32		
≥ \$2 million clients	7	7	7	9	10	12	15	18	18	17		
≥ \$5 million clients	2	3	4	6	7	8	8	8	9	12		
≥ \$10 million clients	1	1	2	2	5	5	5	6	6	6		
≥ \$15 million clients	1	1	1	2	3	4	4	4	5	4		
≥ \$20 million clients	1	1	1	2	2	3	3	3	3	3		
≥ \$25 million clients	1	1	1	1	2	2	2	2	3	3		
≥ \$50 million clients	1	1	1	1	1	1	1	2	2	2		

Client contribution to revenue												
Top client	72%	66%	68%	68%	58%	64%	65%	67%	64%	65%		
Top 5	85%	85%	84%	87%	86%	82%	82%	83%	85%	86%		
Top 10	88%	89%	90%	92%	91%	90%	90%	89%	90%	89%		

Revenue On/Off Break-up (in %)												
Onsite	39%	36%	31%	32%	34%	34%	38%	40%	41%	39%	43%	45%
Offshore	61%	64%	69%	68%	66%	66%	62%	60%	59%	61%	57%	55%

IT Utilization % including Trainees												
	69%	65%	73%	73%	74%	69%	67%	67%	67%	67%	63%	

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P&L Summary (US\$ in Mn)

Particulars	FY0506					FY0607					FY0708		
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Total
Revenue from services	55.3	56.6	73.6	94.6	280.1	129.5	150.3	170.5	197.7	648.0	210.9	220.8	431.7
Cost of Services	34.2	36.8	42.5	53.4	166.8	82.3	89.7	100.2	115.7	388.0	131.9	139.2	271.1
Gross Profit	21.2	19.8	31.1	41.2	113.2	47.2	60.6	70.2	82.0	260.0	79.0	81.6	160.5
SGA	11.5	10.3	12.1	19.2	53.0	18.5	22.8	24.3	31.5	97.1	32.1	33.1	65.2
Operating Profit	9.7	9.5	19.0	22.0	60.2	28.7	37.8	46.0	50.5	162.9	46.9	48.5	95.3
Other Income	0.8	2.4	1.5	2.8	7.6	0.3	-1.2	-0.7	3.5	1.9	3.2	6.1	9.3
Interest Expense	-	-	-	-	-	-	-	0.3	1.1	1.4	0.4	0.6	1.0
Depreciation	2.1	2.1	2.3	2.5	9.0	2.4	2.4	3.0	3.6	11.4	4.0	4.7	8.8
Profit before Tax	8.4	9.8	18.2	22.4	58.9	26.6	34.1	42.0	49.3	152.0	45.6	49.2	94.8
Provision for taxes	0.7	1.3	1.7	2.4	6.0	3.2	3.6	5.0	4.6	16.4	4.4	4.6	9.0
Profit after tax before Exceptional Items	7.7	8.6	16.6	20.0	52.9	23.4	30.5	37.0	44.7	135.6	41.2	44.6	85.8
Non Recurring / Exceptional Items	-	-	-	-	-	-	-	-	-118.6	-118.6	-	-	-
Minority Interest	-	-	-	-	-	-	-	-	0.0	0.0	0.1	0.0	0.1
Profit after tax after Exceptional Items	7.7	8.6	16.6	20.0	52.9	23.4	30.5	37.0	-73.9	17.0	41.3	44.7	86.0
Excess tax provision write back	-	-	-	-	-	-	7.3	-	-	7.3	-	-	-
Profit after tax (including tax provision write back)	7.7	8.6	16.6	20.0	52.9	23.4	37.8	37.0	-73.9	24.3	41.3	44.7	86.0

Note: Figures rounded off to the nearest million

EPS (US\$)- excluding non recurring / exceptional items													
Basic	0.08	0.08	0.16	0.19	0.51	0.21	0.34	0.32	0.39	1.24	0.34	0.37	
Diluted	0.06	0.07	0.14	0.16	0.42	0.18	0.30	0.28	0.34	1.10	0.31	0.34	
EPS (US\$)- including non recurring / exceptional items													
Basic	0.08	0.08	0.16	0.19	0.51	0.21	0.34	0.32	(0.65)	0.23	0.34	0.37	
Diluted	0.06	0.07	0.14	0.16	0.42	0.18	0.30	0.28	(0.57)	0.21	0.31	0.34	

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