

Tech Mahindra Limited (Consolidated) Fact Sheet data for 11 Quarters

P&L Summary (Rs in Mn)

Particulars	FY0506					FY0607					FY0708			
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Total
Revenue from services	2,419	2,469	3,326	4,212	12,427	5,871	6,976	7,690	8,753	29,290	8,763	8,976	9,704	27,443
Cost of Services	1,494	1,606	1,919	2,377	7,396	3,724	4,165	4,517	5,129	17,536	5,492	5,658	6,144	17,294
Gross Profit	925	862	1,407	1,836	5,030	2,147	2,812	3,173	3,623	11,755	3,272	3,317	3,560	10,149
SGA	502	448	547	855	2,351	840	1,058	1,098	1,392	4,389	1,338	1,346	1,431	4,115
Operating Profit	423	415	860	980	2,679	1,307	1,754	2,074	2,231	7,366	1,933	1,972	2,129	6,034
Other Income	36	108	70	127	340	11	-57	-27	149	77	131	249	300	680
Interest Expense								12	49	61	15	26	16	57
Depreciation	91	93	103	111	397	108	113	137	158	515	168	193	206	567
Profit before Tax	368	429	827	996	2,621	1,210	1,584	1,899	2,173	6,866	1,882	2,002	2,206	6,090
Provision for taxes	30	55	76	106	268	144	168	224	204	740	183	187	213	582
Profit after tax before Exceptional Items	338	374	751	891	2,354	1,066	1,416	1,675	1,969	6,126	1,699	1,815	1,993	5,507
Non Recurring / Exceptional Items									(5,249)	(5,249)				-
Minority Interest									(1)	(1)	3	2	1	6
Profit after tax after Exceptional Items	338	374	751	891	2,354	1,066	1,416	1,675	(3,281)	876	1,703	1,817	1,994	5,513
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	1,675	(3,281)	1,215	1,703	1,817	1,994	5,513

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	14.64	17.04	56.18	14.04	14.99	16.46	
Diluted	2.72	3.16	6.25	6.92	18.72	8.35	13.79	12.87	15.03	49.56	12.92	13.87	15.24	
EPS (Rs)- including non recurring / exceptional items														
Basic	3.31	3.64	7.28	8.55	22.77	9.54	15.67	14.64	(28.58)	10.56	14.04	14.99	16.46	
Diluted	2.72	3.16	6.25	6.92	18.72	8.35	13.79	12.87	(25.21)	9.32	12.92	13.87	15.24	

Total Headcount (As at period-end)	FY0506					FY0607					FY0708		
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
S/w Professionals	6,131	6,862	7,537	9,875		11,721	14,413	15,527	17,181		18,092	18,883	18,448
BPO Professionals								1,542	1,755		2,019	3,191	3,704
Sales & Support	467	399	447	618		645	667	705	813		1,035	1,026	1,003
Total Employees	6,598	7,261	7,984	10,493		12,366	15,080	17,774	19,749		21,146	23,100	23,155

Revenue by Geography (%)														
North America	12%	17%	19%	21%	18%	18%	18%	19%	19%	18%	19%	19%	20%	
Europe	81%	77%	76%	75%	77%	67%	73%	73%	76%	73%	74%	75%	70%	
Rest of World	7%	6%	5%	4%	5%	15%	9%	8%	5%	9%	7%	6%	10%	
Total	100%	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	105
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No. of Million \$ Clients														
≥ \$1 million clients	13	14	14	14		17	17	22	29		31	32	41	
≥ \$2 million clients	7	7	7	9		10	12	15	18		18	17	21	
≥ \$5 million clients	2	3	4	6		7	8	8	8		9	12	12	
≥ \$10 million clients	1	1	2	2		5	5	5	6		6	6	6	
≥ \$15 million clients	1	1	1	2		3	4	4	4		5	4	6	
≥ \$20 million clients	1	1	1	2		2	3	3	3		3	3	3	
≥ \$25 million clients	1	1	1	1		2	2	2	2		3	3	3	
≥ \$50 million clients	1	1	1	1		1	1	1	2		2	2	2	

Client contribution to revenue														
Top client	72%	66%	68%	68%		58%	64%	65%	67%		64%	65%	61%	
Top 5	85%	85%	84%	87%		86%	82%	82%	83%		85%	86%	82%	
Top 10	88%	89%	90%	92%		91%	90%	90%	89%		90%	89%	88%	

Revenue On/Off Break-up (in %)														
Onsite	39%	36%	31%	32%	34%	34%	38%	40%	41%	39%	43%	45%	44%	
Offshore	61%	64%	69%	68%	66%	66%	62%	60%	59%	61%	57%	55%	56%	

IT Utilization % including Trainees	69%	65%	73%	73%		74%	69%	67%	67%		67%	63%	69%
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Tech Mahindra Limited (Consolidated) Fact Sheet data for 11 Quarters

P&L Summary (US\$ in Mn)

Particulars	FY0506					FY0607					FY0708			
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	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	245.2	676.8
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	155.2	426.4
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	89.9	250.5
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	36.1	101.4
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	53.8	149.1
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	7.6	16.9
Interest Expense	-	-	-	-	-	-	-	0.3	1.1	1.4	0.4	0.6	0.4	1.4
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	5.2	14.0
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	55.7	150.6
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	5.4	14.4
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	50.4	136.2
Non Recurring / Exceptional Items	-	-	-	-	-	-	-	-	-118.6	-118.6	-	-	-	-
Minority Interest	-	-	-	-	-	-	-	-	0.0	0.0	0.1	0.0	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	50.4	136.3
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	50.4	136.3

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	0.42	
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	0.38	
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	0.42	
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	0.38	

Total Headcount (As at period-end)	FY0506					FY0607					FY0708			
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Rest of World	7%	6%	5%	4%	5%	15%	9%	8%	5%	9%	7%	6%	10%	
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≥ \$15 million clients	1	1	1	2		3	4	4	4		5	4	6	
≥ \$20 million clients	1	1	1	2		2	3	3	3		3	3	3	
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≥ \$50 million clients	1	1	1	1		1	1	1	2		2	2	2	

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Top client	72%	66%	68%	68%		58%	64%	65%	67%		64%	65%	61%	
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