

Tech Mahindra Limited (Consolidated) Fact Sheet data for 12 Quarters

P&L Summary (US\$ in Mn)

Particulars	FY0506					FY0607					FY0708				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	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	257.8	934.7
Cost of Services	34.2	36.8	42.5	53.4	166.8	82.3	89.7	100.0	116.0	388.0	131.9	139.2	155.2	165.5	591.8
Gross Profit	21.2	19.8	31.1	41.2	113.2	47.2	60.6	70.5	81.7	260.0	79.0	81.6	89.9	92.4	342.9
SGA	11.5	10.3	12.1	19.2	53.0	18.5	22.8	24.3	31.1	96.7	32.1	33.1	36.1	36.2	137.5
Operating Profit	9.7	9.5	19.0	22.0	60.2	28.7	37.8	46.2	50.6	163.3	46.9	48.5	53.8	56.2	205.3
Other Income	0.8	2.4	1.5	2.8	7.6	0.3	(1.2)	(0.6)	3.0	1.5	3.2	6.1	7.6	9.2	26.1
Interest Expense								0.3	1.1	1.4	0.4	0.6	0.4	0.1	1.5
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	5.8	19.8
Profit before Tax	8.4	9.8	18.2	22.4	58.9	26.6	34.1	42.3	48.9	152.0	45.6	49.2	55.7	59.5	210.1
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	4.2	18.6
Profit after tax before Exceptional Items	7.7	8.6	16.6	20.0	52.9	23.4	30.5	37.3	44.3	135.6	41.2	44.6	50.4	55.3	191.5
Non Recurring / Exceptional Items									(118.6)	(118.6)				(109.9)	(109.9)
Minority Interest									(0.0)	(0.0)	0.1	0.0	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	37.3	(74.3)	17.0	41.3	44.7	50.4	(54.7)	81.7
Excess tax provision write back										7.3					
Profit after tax (including tax provision write back)	7.7	8.6	16.6	20.0	52.9	23.4	37.8	37.3	(74.3)	24.3	41.3	44.7	50.4	(54.7)	81.7

Note: Figures rounded off to the nearest millior

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	0.45	1.58
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	0.42	1.46
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	(0.46)	0.68
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	(0.43)	0.63

Total Headcount (As at period-end)	FY0506					FY0607					FY0708				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
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	18,430	
BPO Professionals								1,542	1,755		2,019	3,191	3,704	3,445	
Sales & Support	467	399	447	618		645	667	705	813		1,035	1,026	1,003	1,009	
Total Employees	6,598	7,261	7,984	10,493		12,366	15,080	17,774	19,749		21,146	23,100	23,155	22,884	

Revenue by Geography (%)															
North America	12%	17%	19%	21%	18%	18%	18%	19%	19%	18%	19%	19%	20%	20%	19%
Europe	81%	77%	76%	75%	77%	67%	73%	73%	76%	73%	74%	75%	70%	75%	74%
Rest of World	7%	6%	5%	4%	5%	15%	9%	8%	5%	9%	7%	6%	10%	5%	7%
Total	100%	100%	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	107	

No. of Million \$ Clients															
≥ \$1 million clients	13	14	14	14		17	17	22	29		31	32	41	44	
≥ \$2 million clients	7	7	7	9		10	12	15	18		18	17	21	25	
≥ \$5 million clients	2	3	4	6		7	8	8	8		9	12	12	13	
≥ \$10 million clients	1	1	2	2		5	5	5	6		6	6	6	6	
≥ \$15 million clients	1	1	1	2		3	4	4	4		5	4	6	6	
≥ \$20 million clients	1	1	1	2		2	3	3	3		3	3	3	3	
≥ \$25 million clients	1	1	1	1		2	2	2	2		3	3	3	3	
≥ \$50 million clients	1	1	1	1		1	1	1	2		2	2	2	2	

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

Revenue On/Off Break-up (in %)															
Onsite	39%	36%	31%	32%	34%	34%	38%	40%	41%	39%	43%	45%	44%	42%	44%
Offshore	61%	64%	69%	68%	66%	66%	62%	60%	59%	61%	57%	55%	56%	58%	56%

IT Utilization % including Trainees															
	69%	65%	73%	73%		74%	69%	67%	67%		67%	63%	69%	73%	68%