

Tech Mahindra Limited Consolidated Fact Sheet Data.
P&L Summary (Rs in Mn)

Particulars	FY 2013-14*					FY 2014-15*				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total^
Revenue From Services	41,032	47,715	48,985	50,581	188,314	51,215	54,879	57,517	61,168	226,213
Cost of services	25,693	28,826	30,012	32,470	117,001	34,392	36,160	37,656	42,526	151,578
Gross Profit	15,339	18,889	18,974	18,111	71,313	16,823	18,720	19,861	18,642	74,635
SGA	6,694	7,779	7,610	7,393	29,476	7,539	7,746	8,260	9,356	33,107
Operating Profit	8,645	11,110	11,363	10,718	41,837	9,284	10,973	11,601	9,286	41,528
Other income	2,073	380	(457)	(867)	1,130	893	576	190	(653)	1,065
Foreign Exchange (loss)/ gain	1,338	(261)	(1,415)	(1,670)	(2,008)	119	(458)	(356)	(1,541)	(2,234)
Interest, Dividend & Misc. income	735	641	958	804	3,138	774	1,034	546	888	3,299
Interest expense	223	241	236	97	798	41	41	38	177	299
Depreciation	1,174	1,222	1,396	1,429	5,222	1,492	1,425	1,441	1,721	6,114
Profit Before Tax	9,321	10,028	9,274	8,325	36,948	8,643	10,083	10,311	6,735	36,181
Provision for taxes	2,328	2,840	264	2,092	7,524	2,308	2,807	2,512	1,845	9,596
Profit After Tax Before Exceptional, Earlier Period Items and Minority Interest	6,993	7,188	9,010	6,233	29,423	6,336	7,277	7,799	4,890	26,586
Non recurring / exceptional Items	-	-	1,200	-	1,200	-	-	-	-	-
Minority interest	(130)	(4)	(111)	(91)	(336)	(29)	(80)	(31)	(170)	(310)
Profit After Tax	6,863	7,184	10,099	6,142	30,288	6,307	7,197	7,768	4,720	26,275
Special Adjustments-Profit earned by MESL from April to September 2014	-	-	-	-	-	-	-	285	1	1
Net Profit After Special Adjustments.	6,863	7,184	10,099	6,142	30,288	6,307	7,197	8,053	4,721	26,277

EPS (In Rs)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4 **	**
Basic	29.60	30.96	38.31	26.41	125.09	26.98	30.71	33.69	4.93	27.46
Diluted	29.00	30.27	37.37	25.71	121.76	26.15	29.81	32.76	4.80	26.74
EPS (In Rs)- After Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4 **	**
Basic	29.60	30.96	43.47	26.41	130.25	26.98	30.71	33.69	4.93	27.46
Diluted	29.00	30.27	42.41	25.71	126.78	26.15	29.81	32.76	4.80	26.74

Total Headcount (As at period-end)	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
Software professionals	53,337	55,432	57,601	60,997		64,095	66,175	67,592	72,952	
BPO professionals	23,269	23,225	23,213	21,830		21,936	22,433	23,566	22,693	
Sales & support	6,457	6,577	6,585	6,614		6,698	6,701	6,851	7,636	
Total Employees	83,063	85,234	87,399	89,441		92,729	95,309	98,009	103,281	

IT Attrition % (LTM) #	14%	14%	15%	15%		16%	18%	19%	19%	
IT Utilization % #	76%	75%	75%	74%		72%	73%	74%	71%	
IT Utilization % (Excluding Trainees) #	78%	77%	77%	78%		75%	76%	78%	74%	

Revenue By Geography % (Quarter Ended)	Q1	Q2	Q3	Q4	LTM	Q1	Q2	Q3	Q4	LTM
Americas	45.1%	44.2%	47.1%	44.9%	45.3%	46.8%	49.1%	48.8%	45.4%	47.5%
Europe	32.4%	33.0%	30.9%	30.6%	31.7%	31.1%	31.2%	31.4%	29.8%	30.7%
Rest of world	22.5%	22.8%	22.0%	24.4%	23.0%	22.1%	19.8%	19.8%	24.8%	21.8%
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	49.2%	48.3%	48.8%	50.8%	48.9%	50.7%	52.0%	50.9%	55.3%	52.0%
Manufacturing	19.2%	18.6%	19.0%	18.5%	18.8%	17.8%	17.7%	19.7%	16.5%	18.4%
Technology, media & entertainment	10.5%	10.5%	9.1%	8.6%	10.0%	8.9%	8.3%	7.3%	7.0%	7.8%
Banking, financial services & insurance	9.3%	9.4%	9.9%	10.1%	9.7%	10.3%	9.7%	9.8%	9.1%	9.6%
Retail, transport & logistics	6.0%	7.1%	6.9%	6.4%	6.5%	6.3%	6.2%	6.4%	6.2%	6.2%
Others	5.9%	6.3%	6.3%	5.6%	6.0%	6.0%	6.1%	6.0%	6.0%	6.0%
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	567	576	605	629		632	649	674	767	
% of Repeat Business	97%	95%	92%	88%	93%	99%	97%	95%	82%	93%

No. of Million \$ Clients	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
≥ \$1 million clients	215	223	239	239		242	245	254	291	
≥ \$5 million clients	74	77	75	75		80	86	88	96	
≥ \$10 million clients	46	48	47	52		51	50	51	56	
≥ \$20 million clients	25	26	25	27		29	30	32	35	
≥ \$50 million clients	10	10	11	11		11	12	13	13	

Client Contribution To Revenue % (Quarter Ended)	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Top 5	37%	36%	37%	36%	37%	37%	40%	37%	33%	36%
Top 10	49%	48%	49%	48%	49%	50%	51%	49%	45%	48%
Top 20	60%	61%	61%	61%	61%	62%	63%	61%	57%	60%



Tech Mahindra Limited Consolidated Fact Sheet Data. P&L Summary (Rs in Mn)										
Particulars	FY 2013-14					FY 2014-15				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
On/Off Break-up in % (IT Business Revenue)										
Onsite	50.9%	51.0%	52.3%	52.7%	50.8%	53.7%	55.2%	55.3%	61.1%	56.3%
Offshore	49.1%	49.0%	47.7%	47.3%	49.2%	46.3%	44.8%	44.7%	38.9%	43.7%
Rupee USD Rate	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
Period closing rate	59.39	62.61	61.81	59.92		60.18	61.75	63.04	62.50	
Period average Rate	56.57	62.91	61.92	61.46		59.87	60.94	62.15	62.07	
Proportion of Revenues From Major Currencies	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
USD	50.1%	48.1%	48.8%	48.6%	48.8%	49.8%	51.5%	51.1%	51.1%	50.8%
GBP	19.2%	19.7%	17.5%	16.4%	18.1%	16.2%	16.1%	14.9%	12.9%	14.9%
EUR	8.5%	8.7%	9.2%	9.9%	9.1%	10.2%	10.3%	11.9%	12.6%	11.3%
AUD	7.4%	6.8%	7.1%	7.7%	7.2%	6.7%	6.4%	5.8%	4.6%	5.8%
Others	14.8%	16.5%	17.4%	17.4%	16.7%	17.1%	15.6%	16.4%	18.9%	17.2%
Consolidated Hedge Position	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
GBP In Mn	267.9	244.2	211.0	170.5		144.3	123.3	108.0	187.3	
Strike rate (INR)	91.6	92.4	94.2	95.3		97.1	99.9	103.7	102.1	
USD In Mn	1,081.6	899.3	771.0	783.9		1,046.8	1,224.2	1,582.5	1,370.2	
Strike rate (INR)	58.2	58.9	59.5	60.6		61.6	63.0	65.2	66.0	
Receivable Days (DSO)-Including Unbilled	97	102	100	96		102	102	100	104	
Borrowings	7,466	3,351	3,416	3,631		860	630	642	7,000	
Cash and Cash Equivalent	36,547	32,727	34,593	35,992		36,692	34,336	42,135	32,121	
Capital Expenditure (Quarter Ended)	2,333	1,497	1,316	2,708	7,854	2,600	2,345	3,322	1,916	10,184

*** Notes :**

- Figures rounded off to the nearest million.
- Q1FY14 results includes results of Complex IT which was acquired as 51 % subsidiary effective 2nd May2013.
- Q3 FY14 Exceptional item represents write back of excess provision for contingencies provided in earlier years.
- Q3 FY14 tax provision includes reversal of Rs. 2,266 Mn. provision no longer required, written back.
- From Q1FY15 onwards, select TME clients have been mapped to Telecom vertical. Previous quarter percentages have been restated accordingly.
- Previous period figures have been regrouped/rearranged wherever necessary.
- LTM: Last Twelve Months.
- ^ 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
- # Q4 metrics for Organic business
- ** EPS for Q4 F15 and FY 14-15 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



Tech Mahindra Limited Consolidated Fact Sheet Data.
P&L Summary (US\$ in Mn)

Particulars	FY 2013-14*					FY 2014-15*				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total [^]
Revenue From Services	724.0	758.0	791.0	825.0	3,098.2	855.2	899.9	924.3	984.1	3,686.2
Cost of services	454.0	458.2	484.7	528.8	1,925.7	574.5	593.3	605.5	684.5	2,471.2
Gross Profit	270.0	299.8	306.4	296.2	1,172.5	280.7	306.6	318.7	299.6	1,215.0
SGA	117.8	124.0	122.9	120.6	485.3	126.0	127.1	132.8	150.6	539.7
Operating Profit	152.2	175.9	183.5	175.6	687.1	154.7	179.5	186.0	149.0	675.3
Other income	36.6	6.1	(7.4)	(14.4)	20.8	14.8	9.4	3.0	(10.6)	17.5
Foreign Exchange (loss)/ gain	23.6	(4.1)	(22.9)	(27.6)	(31.1)	1.8	(7.6)	(5.8)	(24.9)	(36.4)
Interest, Dividend & Misc. income	13.0	10.2	15.5	13.2	51.9	12.9	17.0	8.8	14.3	53.9
Interest expense	4.0	3.8	3.8	1.6	13.3	0.7	0.7	0.6	2.8	4.8
Depreciation	20.7	19.5	22.5	23.3	86.0	25.0	23.4	23.2	27.7	99.7
Profit Before Tax	164.0	158.6	149.7	136.4	608.7	143.8	164.9	165.2	107.9	588.3
Provision for taxes	41.1	44.9	4.2	34.2	124.5	38.4	45.9	40.3	29.6	156.1
Profit After Tax Before Exceptional, Earlier Period Items and Minority Interest	122.9	113.7	145.5	102.2	484.2	105.4	119.0	124.9	78.3	432.2
Non recurring / exceptional Items	-	-	19.4	-	19.4	-	-	-	-	-
Minority interest	(2.3)	(0.0)	(1.8)	(1.5)	(5.6)	(0.5)	(1.3)	(0.5)	(2.7)	(5.0)
Profit After Tax	120.6	113.7	163.1	100.7	498.0	104.9	117.7	124.4	75.6	427.2
Special Adjustments-Profit earned by MESL from April to September 2014	-	-	-	-	-	-	-	4.5	0.0	0.0
Net Profit After Special Adjustments.	120.6	113.7	163.1	100.7	498.0	104.9	117.7	128.9	75.6	427.2

EPS (In USD)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Basic	0.52	0.49	0.62	0.43	2.06	0.45	0.50	0.54	0.08	0.45
Diluted	0.51	0.48	0.60	0.42	2.01	0.44	0.49	0.53	0.08	0.44
EPS (In USD)- After Non Recurring / Exceptional Items										
Basic	0.52	0.49	0.70	0.43	2.15	0.45	0.50	0.54	0.08	0.45
Diluted	0.51	0.48	0.68	0.42	2.09	0.44	0.49	0.53	0.08	0.44

Receivable Days (DSO)-Including Unbilled	97	102	100	96		102	102	100	104	
Borrowings	125.7	53.5	55.3	60.6		14.3	10.2	10.2	112.0	
Cash and Cash Equivalent	615.4	522.7	559.7	600.7		609.7	556.0	668.4	514.0	

Capital Expenditure (Quarter Ended)	41.2	23.8	21.2	44.6	130.9	43.6	38.5	53.5	30.9	166.4
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Consolidated Balance Sheet as at		Note No.		March 31, 2015	March 31, 2014
I	EQUITY AND LIABILITIES				
1	Shareholders' Funds				
	(a) Share Capital	3	4,804		2,335
	(b) Reserves and Surplus	4	117,682		89,470
				122,486	91,805
	Share Application Money Pending Allotment (refer note 42)			3	15
3	Minority Interest			1,601	1,438
4	Non-Current Liabilities				
	(a) Long-Term Borrowings	5	460		190
	(b) Other Long-Term Liabilities	6	440		3,757
	(c) Long-Term Provisions	7	4,101		4,138
				5,001	8,085
5	Current Liabilities				
	(a) Short-Term Borrowings	8	6,286		334
	(b) Trade Payables	9	20,587		14,722
	(c) Other Current Liabilities	10	12,226		18,024
	(d) Short-Term Provisions	11	17,987		12,669
				57,086	45,749
6	Amount Pending Investigation Suspense Account (Net) (refer note			12,304	12,304
				198,481	159,396
II	ASSETS				
1	Non-Current Assets				
	(a) Fixed Assets	12			
	(i) Tangible Assets		22,040		19,459
	(ii) Intangible Assets		1,006		845
	(iii) Capital Work-in-Progress		5,677		2,662
				28,723	22,966
	(b) Goodwill on Consolidation			17,283	5,640
	(c) Non-Current Investments	13		12,987	12,194
	(d) Deferred Tax Asset (refer note 52)			3,901	3,830
	(e) Long-Term Loans and Advances	14		12,755	9,137
	(f) Other Non-Current Assets	15		306	210
				75,955	53,977
2	Current Assets				
	(a) Current Investments	16	8,041		2,525
	(b) Inventory	17	245		98
	(c) Trade Receivables	18	52,059		43,486
	(d) Cash and Bank Balances	19	24,049		33,149
	(e) Short-Term Loans and Advances	20	18,728		14,544
	(f) Other Current Assets	21	19,404		11,617
				122,526	105,419
				198,481	159,396
	See accompanying notes forming part of the financial statements	1 to 64			



Consolidated Cash Flow Statement for the		Year ended	
		March 31, 2015	March 31, 2014
A Cash Flow from Operating Activities			
Profit before Tax but after Exceptional Item		36,181	38,147
Less: Exceptional Item		-	1,200
Profit before Exceptional Item, Tax, Minority Interest and Share in Earnings of Associate		36,181	36,947
Adjustments for :			
Depreciation and Amortisation Expense	6,114		5,222
Amortisation of Deferred Revenue	(1)		(1,707)
Provision for Doubtful Receivables, Unbilled Revenue and other Advances, Bad debts, Deposits and Loans and Advances written off (net)	800		1,456
Provision for Impairment in Non-Current Investment	-		243
Customer Claims and Warranties (net)	94		136
(Profit) / Loss on Sale of Fixed Assets (net)	9		(113)
Finance Costs	299		799
Unrealised Exchange (Gain) / Loss (net)	(483)		1,043
Employee Stock Compensation Cost	2,268		1,312
Reversal of Provision no longer required on Non-Current Investments written back	-		(86)
Interest Income	(1,611)		(2,045)
Dividend Income	(354)		(156)
		7,135	6,104
Operating Profit before working capital changes		43,316	43,051
Trade Receivables and Other Assets	(8,521)		(20,435)
Trade Payables, Other Liabilities and Provisions	(96)		4,287
		(8,617)	(16,148)
Cash Generated from Operations		34,699	26,903
Income Tax Refund / (Paid) (net)		(10,725)	(10,941)
Net Cash Flow from / (used in) Operating Activities (A)		23,974	15,962
B Cash Flow from Investing Activities			
Purchase of Fixed Assets	(11,231)		(9,397)
Proceeds from Sale of Fixed Assets	99		259
Purchase of Current Investments	(68,197)		(47,298)
Sale of Current Investments	63,726		46,674
Purchase of Treasury Bonds	-		(7)
Acquisition of Company	(12,685)		(355)
Additional Investment in Subsidiaries (refer note 27 (o) and 27 (m))	(957)		(756)
Sale of investment in Subsidiary	-		217
Additions in Investment Property (refer note 47 (e))	(265)		-
Fixed Deposit / Margin Money Realised	28,772		31,640
Fixed Deposit / Margin Money Placed	(22,234)		(25,349)
Interest Received	2,168		2,476
Net Cash Flow from / (used in) Investing Activities (B)		(20,804)	(1,896)
C Cash Flow from Financing Activities			
Proceeds from Issue of Equity Shares (Including Share Application Money)	582		497
Repayment of Loan by Related party	10		-
Dividend (Including Tax on Dividend) paid	(5,496)		(1,359)
Proceeds from Long-Term Borrowings	21		221
Repayment of Long-Term Borrowings	(5,766)		(3,049)
Proceeds from Short-Term Borrowings	8,022		8,521
Repayment of Short-Term Borrowings	(4,633)		(13,580)
Finance Costs	(639)		(974)
Net Cash Flow from / (used in) Financing Activities (C)		(7,899)	(9,723)
Net Increase / (Decrease) in Cash and Cash Equivalents (A+B+C)		(4,729)	4,343
Cash and Cash Equivalents at the beginning of the		14,519	5,371
Increase in Cash and Cash Equivalents on Amalgamation (refer note 31 and 32)		821	5,023
Decrease in Cash and Cash Equivalents on Disposal of Subsidiary		-	(219)
Increase in Cash and Cash Equivalents on Acquisition (refer note 27 (e), (i) and (k))		1,449	1
Cash and Cash Equivalents (refer note (ii)) at the end of the		12,060	14,519



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

Particulars	March 31, 2015	March 31, 2014
Cash and Cash Equivalents *	12,082	15,167
Unrealised Loss/(Gain) on Foreign Currency Balances	(22)	(648)
Total	12,060	14,519

*** Cash and Cash Equivalents Comprises of**

	March 31, 2015	March 31, 2014
(a) Cash on Hand	10	2
Balances with Banks :		
(a) In Current Accounts	9,571	14,182
(b) In Deposit Accounts	2,119	896
(c) Funds in Transit	382	87
	12,082	15,167

Reconciliation of Cash and Cash Equivalents with the Balance Sheet

	March 31, 2015	March 31, 2014
Cash and Bank Balances (refer note 19)	24,049	33,149
Less:		
In Deposit Accounts	6,584	13,225
Unclaimed Dividend	38	37
Balances held as Margin Money/Security towards obtaining Bank Guarantees	5,331	4,543
Balance held under Escrow Account	14	177
Total Cash and Cash Equivalents	12,082	15,167

- iii) Cash and Cash Equivalents include Equity Share Application Money of **Rs. 3 Million** (March 31, 2014 Rs. 15 Million).

