

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

Particulars	FY 2014-15					FY 2015-16
	Q1	Q2	Q3	Q4	Total^	Q1
Revenue From Services	51,215	54,879	57,517	61,168	226,213	62,938
Cost of services	34,392	36,160	37,656	42,526	151,578	44,505
Gross Profit	16,823	18,720	19,861	18,642	74,635	18,433
SGA	7,539	7,746	8,260	9,356	33,107	9,078
Operating Profit	9,284	10,973	11,601	9,286	41,528	9,355
Other income	893	576	190	(653)	1,065	1,366
Foreign Exchange (loss)/ gain	119	(458)	(356)	(1,541)	(2,234)	932
Interest, Dividend & Misc. income	774	1,034	546	888	3,299	434
Interest expense	41	41	38	177	299	124
Depreciation	1,492	1,425	1,441	1,721	6,114	1,733
Profit Before Tax	8,643	10,083	10,311	6,735	36,181	8,864
Provision for taxes	2,308	2,807	2,512	1,845	9,596	2,098
Profit After Tax Before Exceptional, Earlier Period Items and Minority Interest	6,336	7,277	7,799	4,890	26,586	6,765
Minority interest	(29)	(80)	(31)	(170)	(310)	(15)
Profit After Tax	6,307	7,197	7,768	4,720	26,275	6,750
Share of profit/(Loss) from associate	-	-	285	1	1	11
Net Profit After Share of Profit/(loss) from associate	6,307	7,197	8,053	4,721	26,277	6,761

EPS (In Rs)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4 *	Total*	Q1 *
Basic	26.98	30.71	33.69	4.93	27.46	7.03
Diluted	26.15	29.81	32.76	4.80	26.74	6.87
EPS (In Rs)- After Non Recurring / Exceptional Items						
Basic	26.98	30.71	33.69	4.93	27.46	7.03
Diluted	26.15	29.81	32.76	4.80	26.74	6.87

Total Headcount (As at period-end)	Q1	Q2	Q3	Q4		Q1
Software professionals	64,095	66,175	67,592	72,952		71,997
BPO professionals	21,936	22,433	23,566	22,693		24,394
Sales & support	6,698	6,701	6,851	7,636		7,282
Total Employees	92,729	95,309	98,009	103,281		103,673

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

Revenue By Geography % (Quarter Ended)	Q1	Q2	Q3	Q4	LTM	Q1
Americas	46.8%	49.1%	48.8%	45.4%	47.5%	47.7%
Europe	31.1%	31.2%	31.4%	29.8%	30.7%	29.4%
Rest of world	22.1%	19.8%	19.8%	24.8%	21.8%	22.9%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Revenue By Industry % (Quarter Ended)	Q1	Q2	Q3	Q4	LTM	Q1
Communication	50.7%	52.0%	50.9%	55.3%	52.0%	52.7%
Manufacturing	17.8%	17.7%	19.7%	16.5%	18.4%	17.1%
Technology, media & entertainment	8.9%	8.3%	7.3%	7.0%	7.8%	7.3%
Banking, financial services & insurance	10.3%	9.7%	9.8%	9.1%	9.6%	10.0%
Retail, transport & logistics	6.3%	6.2%	6.4%	6.2%	6.2%	6.5%
Others	6.0%	6.1%	6.0%	6.0%	6.0%	6.5%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%



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P&L Summary (Rs in Mn)

Particulars	FY 2014-15					FY 2015-16
	Q1	Q2	Q3	Q4	Total [^]	Q1
No. of Active Clients	632	649	674	767		770
% of Repeat Business	99%	97%	95%	82%	93%	99%
No. of Million \$ Clients	Q1	Q2	Q3	Q4		Q1
≥ \$1 million clients	242	245	254	291		296
≥ \$5 million clients	80	86	88	96		101
≥ \$10 million clients	51	50	51	56		60
≥ \$20 million clients	29	30	32	35		36
≥ \$50 million clients	11	12	13	13		13
Client Contribution To Revenue % (Quarter Ended)	Q1	Q2	Q3	Q4	Total	Q1
Top 5	37%	40%	37%	33%	36%	33%
Top 10	50%	51%	49%	45%	48%	44%
Top 20	62%	63%	61%	57%	60%	57%
Particulars	FY 2014-15					FY 2015-16
	Q1	Q2	Q3	Q4	Total	Q1
On/Off Break-up in % (IT Business Revenue)						
Onsite	53.7%	55.2%	55.3%	61.1%	56.3%	61.0%
Offshore	46.3%	44.8%	44.7%	38.9%	43.7%	39.0%
Rupee USD Rate	Q1	Q2	Q3	Q4		Q1
Period closing rate	60.18	61.75	63.04	62.50		63.64
Period average Rate	59.87	60.94	62.15	62.07		63.63
Proportion of Revenues From Major Currencies	Q1	Q2	Q3	Q4	Total	Q1
USD	49.8%	51.5%	51.1%	51.1%	50.8%	51.1%
GBP	16.2%	16.1%	14.9%	12.9%	14.9%	13.2%
EUR	10.2%	10.3%	11.9%	12.6%	11.3%	11.7%
AUD	6.7%	6.4%	5.8%	4.6%	5.8%	5.0%
Others	17.1%	15.6%	16.4%	18.9%	17.2%	18.9%
Consolidated Hedge Position	Q1	Q2	Q3	Q4		Q1
GBP In Mn	144.3	123.3	108.0	187.3		185.0
Strike rate (INR)	97.1	99.9	103.7	102.1		103.0
USD In Mn	1,046.8	1,224.2	1,582.5	1,370.2		1,459.3
Strike rate (INR)	61.6	63.0	65.2	66.0		66.6
Receivable Days (DSO)-Including Unbilled	102	102	100	104		113
Borrowings	860	630	642	7,000		7,996
Cash and Cash Equivalent	36,692	34,336	42,135	32,121		33,496
Capital Expenditure (Quarter Ended)	2,600	2,345	3,322	1,916	10,184	2,634

Notes :

- Figures rounded off to the nearest million.
- 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
- # Metrics for Organic business
- * EPS for Q4 F15, FY 14-15 & Q1 F16 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



Consolidated Balance Sheet as at		Note No.	June 30, 2015		March 31, 2015	
I	EQUITY AND LIABILITIES					
1	Shareholders' Funds					
	(a) Share Capital	3	4,808		4,804	
	(b) Reserves and Surplus	4	123,382		117,682	
				128,190		122,486
2	Share Application Money Pending Allotment	41		21		3
3	Minority Interest			1,612		1,601
4	Non-Current Liabilities					
	(a) Long-Term Borrowings	5	378		460	
	(b) Other Long-Term Liabilities	6	693		440	
	(c) Long-Term Provisions	7	4,201		4,101	
				5,272		5,001
5	Current Liabilities					
	(a) Short-Term Borrowings	8	7,136		6,286	
	(b) Trade Payables	9	20,615		20,587	
	(c) Other Current Liabilities	10	13,900		12,226	
	(d) Short-Term Provisions	11	19,265		17,987	
				60,916		57,086
6	Amount Pending Investigation Suspense Account (Net)	33.3		12,304		12,304
				208,315		198,481
II	ASSETS					
1	Non-Current Assets					
	(a) Fixed Assets	12				
	(i) Tangible Assets		22,474		22,040	
	(ii) Intangible Assets		1,004		1,006	
	(iii) Capital Work-in-Progress		6,081		5,677	
				29,559		28,723
	(b) Goodwill on Consolidation			17,283		17,283
	(c) Non-Current Investments	13		13,225		12,987
	(d) Deferred Tax Asset	50		4,254		3,901
	(e) Long-Term Loans and Advances	14		12,876		12,755
	(f) Other Non-Current Assets	15		454		306
				77,651		75,955
2	Current Assets					
	(a) Current Investments	16	13,843		8,041	
	(b) Inventory	17	408		245	
	(c) Trade Receivables	18	55,469		52,059	
	(d) Cash and Bank Balances	19	19,598		24,049	
	(e) Short-Term Loans and Advances	20	18,351		18,728	
	(f) Other Current Assets	21	22,995		19,404	
				130,664		122,526
				208,315		198,481
	See accompanying notes forming part of the financial statements	1 to 58				



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

Particulars	FY 2014-15					FY 2015-16
	Q1	Q2	Q3	Q4	Total^	Q1
Revenue From Services	855.2	899.9	924.3	984.1	3,686.2	989.1
Cost of services	574.5	593.3	605.5	684.5	2,471.2	699.5
Gross Profit	280.7	306.6	318.7	299.6	1,215.0	289.6
SGA	126.0	127.1	132.8	150.6	539.7	142.7
Operating Profit	154.7	179.5	186.0	149.0	675.3	147.0
Other income	14.8	9.4	3.0	(10.6)	17.5	21.5
Foreign Exchange (loss)/ gain	1.8	(7.6)	(5.8)	(24.9)	(36.4)	14.7
Interest, Dividend & Misc. Income	12.9	17.0	8.8	14.3	53.9	6.8
Interest expense	0.7	0.7	0.6	2.8	4.8	1.9
Depreciation	25.0	23.4	23.2	27.7	99.7	27.2
Profit Before Tax	143.8	164.9	165.2	107.9	588.3	139.3
Provision for taxes	38.4	45.9	40.3	29.6	156.1	33.0
Profit After Tax Before Exceptional, Earlier Period Items and Minority Interest	105.4	119.0	124.9	78.3	432.2	106.3
Minority interest	(0.5)	(1.3)	(0.5)	(2.7)	(5.0)	(0.2)
Profit After Tax	104.9	117.7	124.4	75.6	427.2	106.1
Share of profit /(Loss) from associate	-	-	4.5	0.0	0.0	0.2
Net Profit After Share of Profit /(loss) from associate	104.9	117.7	128.9	75.6	427.2	106.2

EPS (In USD)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4*	Total*	Q1*
Basic	0.45	0.50	0.54	0.08	0.45	0.11
Diluted	0.44	0.49	0.53	0.08	0.44	0.11
EPS (In USD)- After Non Recurring / Exceptional Items						
Basic	0.45	0.50	0.54	0.08	0.45	0.11
Diluted	0.44	0.49	0.53	0.08	0.44	0.11

Receivable Days (DSO)-Including Unbilled	102	102	100	104		113
Borrowings	14.3	10.2	10.2	112.0		125.7
Cash and Cash Equivalent	609.7	556.0	668.4	514.0		526.3

Capital Expenditure (Quarter Ended)	43.6	38.5	53.5	30.9	166.4	41.4
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Notes :

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- 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.
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- # Metrics for Organic business
- * EPS for Q4 F15, FY 14-15 & Q1 F16 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



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.

ii) Particulars	Rs. in Million	
	June 30, 2015	June 30, 2014
Cash and Cash Equivalents *	12,496	16,898
Unrealised Loss/(Gain) on Foreign Currency Balances	1	(708)
Total	12,497	16,190

* Cash and Cash Equivalents Comprises of	June 30, 2015	June 30, 2014
(a) Cash on Hand	10	1
(b) Funds in Transit	123	666
Balances with Banks :		
(a) In Current Accounts	10,461	15,608
(b) In Deposit Accounts	1,902	623
	12,496	16,898

Reconciliation of Cash and Cash Equivalents with the Balance Sheet	June 30, 2015	June 30, 2014
Cash and Bank Balances (refer note 19)	19,598	33,242
Less:		
In Deposit Accounts	6,492	11,471
Unclaimed Dividend	38	37
Balances held as Margin Money/Security towards obtaining Bank Guarantees	564	4,659
Balance held under Escrow Account	8	177
Total Cash and Cash Equivalents	12,496	16,898

- iii) Cash and Cash Equivalents include Equity Share Application Money of Rs. 21 Million (June 30, 2014 Rs. 13 Million).



Consolidated Cash Flow Statement for the		Quarter ended	
		June 30, 2015	June 30, 2014
A Cash Flow from Operating Activities			
Profit before Tax, Minority Interest and Share in Earnings of Associate		8,864	8,644
Adjustments for :			
Depreciation and Amortisation Expense	1,733		1,492
Provision for Doubtful Receivables, Unbilled Revenue and other Advances, Bad debts, Deposits and Loans and Advances written off (net)	351		61
Provision for Impairment in Non-Current Investment	(243)		-
Customer Claims and Warranties (net)	62		(83)
(Profit) / Loss on Sale of Fixed Assets (net)	(5)		7
Finance Costs	124		41
Unrealised Exchange (Gain) / Loss (net)	(278)		(913)
Employee Stock Compensation Cost	378		636
Interest Income	(185)		(493)
Rent Income	(19)		
Dividend Income	(183)		(50)
		1,735	698
Operating Profit before working capital changes		10,599	9,342
Trade Receivables and Other Assets	(6,968)		(2,099)
Trade Payables, Other Liabilities and Provisions	746		(857)
		(6,222)	(2,956)
Cash Generated from Operations		4,377	6,386
Income Tax Refund / (Paid) (net)		(1,787)	257
Net Cash Flow from / (used in) Operating Activities (A)		2,590	6,643
B Cash Flow from Investing Activities			
Purchase of Fixed Assets	(2,399)		(2,616)
Proceeds from Sale of Fixed Assets	8		10
Purchase of Current Investments	(29,287)		(7,717)
Sale of Current Investments	23,668		6,896
Purchase of Treasury Bonds	(2)		-
Additional Investment in Subsidiaries	-		(650)
Fixed Deposit / Margin Money Realised	30,861		1,961
Fixed Deposit / Margin Money Placed	(26,012)		(181)
Interest Received	249		268
Net Cash Flow from / (used in) Investing Activities (B)		(2,914)	(2,029)
C Cash Flow from Financing Activities			
Proceeds from Issue of Equity Shares (Including Share Application Money)	76		161
Proceeds from Long-Term Borrowings	285		-
Repayment of Long-Term Borrowings	(138)		(3,025)
Proceeds from Short-Term Borrowings	1,970		1,076
Repayment of Short-Term Borrowings	(1,305)		(822)
Finance Costs	(123)		(333)
Net Cash Flow from / (used in) Financing Activities (C)		765	(2,943)
Net Increase / (Decrease) in Cash and Cash Equivalents (A+B+C)		441	1,671
Cash and Cash Equivalents at the beginning of the		12,056	14,519
Increase in Cash and Cash Equivalents on Acquisition		-	0
Cash and Cash Equivalents (refer note (II)) at the end of the		12,497	16,190

