Cost of Services	Tech Mahindra Limited Consolidated Fact Sheet Data. P&L Summary (Rs in Mn)						
Revenue From Services	See the see			FY 2016-17			FY 2017-18
Cost of Services	Particulars	Q1	Q2	Q3	Q4	Total	Q1
Gross Profit SA 10,112 1,1256 1,1,155 1,1,156 1,1,176 1,1,191 1,1,191 BBDTA 10,291 1,1,256 1,1,155 1,1,156 1,1,176 1,1,171 1,1,191 BBDTA 10,291 1,0,701 1,1,556 1,1,176 1,1,191 1,1,191 BBDTA 10,291 1,0,701 1,1,556 1,1,176 1,1,191 1,1,191 BBDTA 1,4,97 1,1,1,157 1,1,1,191 1,1,191 BBDTA 1,4,97 1,1,1,157 1,1,1,157 1,1,1,101 1,1,1,1,1,1,1,1,1,1,1,1,1,1,1	Revenue From Services	69,209	71,674	75,575	74,950	2,91,408	73,361
SSA	Cost of services	48,807	49,717	52,352	54,785	2,05,661	52,818
BBDTA	Gross Profit	20,402	21,957	23,223	20,165	85,748	20,543
BIDTIAN   14.995		'				,	11,196
Depreciation & Amortization   2,019   2,447   2,480   3,235   3,781   2,486   EBIT   8,272   8,254   9,385   6,155   32,066   6,977   EBIT %   12,0%   11,5%   12,4%   8,2%   11,0%   9,4%   100   1						-	9,347
BBIT							12.7%
BBT K   12.0%   11.5%   12.4%   8.2%   11.0%   9.4%	·					·	
Other Income         2,458         1,387         1,552         2,378         7,776         4,007           Orregen Exchange (IoSS)/ gan         479         876         904         1,617         3,870         2,276           Interest, Dividend & Misc. Income         1,979         511         648         762         3,800         1,388           Share of profit /(Loss) from associate         (23)         (2)         2         0         8,233         9,00           Provision for Laxes         1,043         9,294         1,059         8,213         83,30         10,618           Provision for Laxes         2,468         3,096         2,141         2,316         10,021         2,698           Provision for Laxes         7,965         6,98         8,449         5,899         7,918           Items         7,967         6,98         8,449         5,899         7,918           Not Profit After Amortify Interest & Exceptional Items         7,493         6,200         8,559         5,880         28,129         7,986           Not Profit After Minority Interest & Exceptional Items         40         2         0         0         4         Total         0         1         0         0         0         1 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>-</td>							-
Foreign Exchange [loos]/ gain							
Interest Dividend & Misc. income  1,979 1,310 1,326 Interest Experies 274 345 349 318 1,286 370 Share of profit //Loss) from associate 2(3) 1(2) 2 0 0 (3) 0 (4) 0 (3) 0 (3) 0 (4) 0 (3) 0 (3) 0 (4) 0 (4) 0 (4) 0 (4) 0 (5) 0 (6) 0 (6) 0 (7) 0							-
Interest seponies   274   345   349   318   1,286   370							
Share of profit /(Loss) from associate							
Profit Before Tax	•						
Provision for Taxes							
Profit After Tax Before Minority Interest & Exceptional Items			-				
Net Profit After Minority Interest & Exceptional Items	Profit After Tax Before Minority Interest & Exceptional						
Net Profit After Minority Interest & Exceptional Items	Items Minority Interest		-	ŕ	·	•	
PAT %   10.85   8.7%   11.35   7.8%   9.7%   10.99		` '				, ,	
BPS (In Rs)- Before Non Recurring / Exceptional Items  Basic  8.59 7.10 9.79 6.72 32.14 9.10 Diluted 8.8.44 6.98 9.63 6.61 31.64 8.98 BPS (In Rs)- After Non Recurring / Exceptional Items Basic  8.59 7.10 9.79 6.72 32.14 9.10 Diluted 8.8.44 6.98 9.63 6.61 31.64 8.98 PS (In Rs)- After Non Recurring / Exceptional Items Basic  9.70 Diluted 8.44 6.98 9.63 6.61 31.64 8.98 Postal Recurring / Exceptional Items Basic  9.71 Diluted 8.8.44 6.98 9.63 6.61 31.64 8.98 Postal Recurring / Exceptional Items Basic  9.71 Diluted 8.8.44 6.98 9.63 6.61 31.64 8.98 Postal Recurring / Exceptional Items 8.99 Postal Recurring / Exceptional Items 9.70 Postal Recurring / Excepti	Net Profit After Minority Interest & Exceptional Items		-		·	Ť	
Basic 8.59 7.10 9.79 6.72 32.14 9.10 Diluted 8.44 6.98 9.63 6.61 31.64 8.98 ESF (In Rs)-After Non Recurring / Exceptional Items  Basic 8.59 7.10 9.79 6.72 32.14 9.10 Diluted 8.44 6.98 9.63 6.61 31.64 8.98  Essic 8.59 7.10 9.79 6.72 32.14 9.10 Diluted 8.44 6.98 9.63 6.61 31.64 8.98  Total Headcount (As at period-end)  Out 92 93 Q4 91 Software professionals 73.590 78.404 80.858 82.403 78.996 BPO professionals 73.591 78.404 17.795 11.7989 11.7989 11.7995 11.7999	PAT %	10.8%	8.7%	11.3%	7.8%	9.7%	10.9%
Diluted   8.44   6.98   9.63   6.61   31.64   8.98	EPS (In Rs)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4	Total	Q1
Basic   S.59   7.10   9.79   6.72   32.14   9.10	Basic	8.59	7.10	9.79	6.72	32.14	9.10
Basic   8.59   7.10   9.79   6.72   32.14   9.10	Diluted	8.44	6.98	9.63	6.61	31.64	8.98
Diluted   8.44   6.98   9.63   6.61   31.64   8.98							
Total Headcount (As at period-end)  Q1 Q2 Q3 Q4 Q4 Q1 30,322 50ftware professionals PO Pro							9.10
Software professionals   73,590   78,404   80,858   82,403   78,996	Diluted	8.44	6.98	9.63	6.61	31.64	8.98
Software professionals   73,590   78,404   80,858   82,403   78,996	Total Headcount (As at period-end)	Q1	Q2	Q3	Q4		Q1
Sales & support 6,300 6,813 6,865 6,876 6,876 6,662 Total Headcount 1,07,216 1,12,886 1,17,095 1,17,693 1,15,980  IT Attrition % (LTM) # 21% 19% 18% 17% 77% 77% 779  IT Utilization % # 78% 78% 77% 77% 77% 779  IT Utilization % (Excluding Trainees) # 80% 82% 83% 83% 81% 819  Revenue By Geography % (Quarter Ended) Q1 Q2 Q3 Q4 LTM Q1 Americas 49,0% 48,3% 46,7% 45,1% 47,2% 46,8% 20,00 29,3% 29,8% 28,3% 29,7% 29,4% 29,6% 29,3% 29,8% 28,00 29,3% 29,8% 29,8% 29,3% 29,8% 29,8% 29,3% 29,8% 29,8% 29,3% 29,8% 29,8% 29,8% 29,3% 29,8%		73,590	78,404	80,858	82,403		78,996
Total Headcount  1,07,216  1,12,886  1,17,095  1,17,693  1,15,980  1,17,995  1,17,693  1,15,980  17 Attrition % (LTM) #  17 Utilization % #  17 80%  17 80%  18 80%	BPO professionals	27 326	27.660	20.272	20.414		
IT Attrition % (LTM) #		27,320	27,669	29,372	28,414		30,322
Tutilization % #   78%   78%   77	•						30,322 6,662
Tutilization % #   78%   78%   77	Sales & support	6,300	6,813	6,865	6,876		· · · · · · · · · · · · · · · · · · ·
Revenue By Geography % (Quarter Ended)	Sales & support  Total Headcount	6,300 1,07,216	6,813 <b>1,12,886</b>	6,865 <b>1,17,095</b>	6,876 <b>1,17,693</b>		6,662 <b>1,15,980</b>
Revenue By Geography % (Quarter Ended)         Q1         Q2         Q3         Q4         LTM         Q1           Americas         49.0%         48.3%         46.7%         45.1%         47.2%         46.8%           Europe         28.3%         29.7%         29.4%         29.6%         29.3%         29.8%           Rest of world         22.8%         22.0%         23.9%         25.3%         23.5%         23.4%           Total         100.0%         100	Sales & support  Total Headcount  IT Attrition % (LTM) #	6,300 1,07,216	6,813 <b>1,12,886</b> 19%	6,865 <b>1,17,095</b> 18%	6,876 <b>1,17,693</b> 17%		6,662 <b>1,15,980</b> 17%
Americas       49.0%       48.3%       46.7%       45.1%       47.2%       46.8%         Europe       28.3%       29.7%       29.4%       29.6%       29.3%       29.8%         Rest of world       22.8%       22.0%       23.9%       25.3%       23.5%       23.4%         Total       100.0% <td>Sales &amp; support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #</td> <td>6,300 1,07,216 21% 78%</td> <td>6,813 <b>1,12,886</b> 19% 78%</td> <td>6,865 <b>1,17,095</b> 18% 77%</td> <td>6,876 <b>1,17,693</b> 17% 77%</td> <td></td> <td>6,662 <b>1,15,980</b> 17% 77%</td>	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #	6,300 1,07,216 21% 78%	6,813 <b>1,12,886</b> 19% 78%	6,865 <b>1,17,095</b> 18% 77%	6,876 <b>1,17,693</b> 17% 77%		6,662 <b>1,15,980</b> 17% 77%
Americas       49.0%       48.3%       46.7%       45.1%       47.2%       46.8%         Europe       28.3%       29.7%       29.4%       29.6%       29.3%       29.8%         Rest of world       22.8%       22.0%       23.9%       25.3%       23.5%       23.4%         Total       100.0% <td>Sales &amp; support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #</td> <td>6,300 1,07,216 21% 78%</td> <td>6,813 <b>1,12,886</b> 19% 78%</td> <td>6,865 <b>1,17,095</b> 18% 77%</td> <td>6,876 <b>1,17,693</b> 17% 77%</td> <td></td> <td>6,662 <b>1,15,980</b> 17% 77%</td>	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #	6,300 1,07,216 21% 78%	6,813 <b>1,12,886</b> 19% 78%	6,865 <b>1,17,095</b> 18% 77%	6,876 <b>1,17,693</b> 17% 77%		6,662 <b>1,15,980</b> 17% 77%
Europe 28.3% 29.7% 29.4% 29.6% 29.3% 29.8% Rest of world 22.8% 22.0% 23.9% 25.3% 23.5% 23.4% Total 100.0%	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #	6,300 1,07,216 21% 78% 80%	6,813 1,12,886 19% 78% 82%	6,865 1,17,095 18% 77% 83%	6,876 1,17,693 17% 77% 81%	LTM	6,662 <b>1,15,980</b> 17% 77% 81%
Total         100.0%         45.2%         A6.3%         47.8%         45.2%         A6.2%         45.2%         A6.2%         45.2%         A6.2%         45.2%         A6.3%         47.8%         45.2%         A6.2%         6.7%         6.0%         A6.2%         6.7%         6.0%         A6.2%         6.7%         6.0%         A6.2%         6.7%         6.0%         A6.3%         A7.4%         A1.4%         A	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)	6,300 1,07,216 21% 78% 80%	6,813 1,12,886 19% 78% 82%	6,865 1,17,095 18% 77% 83%	6,876 1,17,693  17% 77% 81%		6,662 1,15,980 17% 77% 81%
Revenue By Industry % (Quarter Ended)         Q1         Q2         Q3         Q4         LTM         Q1           Communication         49.2%         48.4%         47.3%         46.3%         47.8%         45.2%           Manufacturing         18.1%         19.2%         18.4%         19.2%         18.7%         19.3%           Technology, media & entertainment         7.3%         7.0%         6.4%         6.2%         6.7%         6.0%           Banking, financial services & insurance         11.5%         11.7%         13.1%         14.1%         12.6%         14.4%           Banking, financial services & insurance         6.5%         6.8%         7.6%         6.5%         6.9%         6.8%           Banking, financial services & insurance         11.5%         11.7%         13.1%         14.1%         12.6%         14.4%           Others         6.5%         6.8%         7.6%         6.5%         6.9%         6.8%           Others         7.3%         6.8%         7.1%         7.7%         7.2%         8.3%           Total         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)	6,300 1,07,216 21% 78% 80% Q1 49.0%	6,813 1,12,886 19% 78% 82% Q2 48.3%	6,865 1,17,095  18% 77% 83%  Q3 46.7%	6,876 1,17,693  17% 77% 81%  Q4 45.1%	47.2%	6,662 1,15,980 17% 77% 81% Q1 46.8%
Communication       49.2%       48.4%       47.3%       46.3%       47.8%       45.2%         Manufacturing       18.1%       19.2%       18.4%       19.2%       18.7%       19.3%         Technology, media & entertainment       7.3%       7.0%       6.4%       6.2%       6.7%       6.0%         Banking, financial services & insurance       11.5%       11.7%       13.1%       14.1%       12.6%       14.4%         Retail, transport & logistics       6.5%       6.8%       7.6%       6.5%       6.9%       6.8%         Others       7.3%       6.8%       7.1%       7.7%       7.2%       8.3%         Total       100.0% <td>Sales &amp; support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe</td> <td>6,300 1,07,216 21% 78% 80% Q1 49.0% 28.3%</td> <td>6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7%</td> <td>6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4%</td> <td>6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6%</td> <td>47.2% 29.3%</td> <td>6,662 1,15,980 17% 77% 81% Q1 46.8% 29.8%</td>	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe	6,300 1,07,216 21% 78% 80% Q1 49.0% 28.3%	6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7%	6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4%	6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6%	47.2% 29.3%	6,662 1,15,980 17% 77% 81% Q1 46.8% 29.8%
Communication       49.2%       48.4%       47.3%       46.3%       47.8%       45.2%         Manufacturing       18.1%       19.2%       18.4%       19.2%       18.7%       19.3%         Technology, media & entertainment       7.3%       7.0%       6.4%       6.2%       6.7%       6.0%         Banking, financial services & insurance       11.5%       11.7%       13.1%       14.1%       12.6%       14.4%         Retail, transport & logistics       6.5%       6.8%       7.6%       6.5%       6.9%       6.8%         Others       7.3%       6.8%       7.1%       7.7%       7.2%       8.3%         Total       100.0% <td>Sales &amp; support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe  Rest of world</td> <td>6,300 1,07,216 21% 78% 80% Q1 49.0% 28.3% 22.8%</td> <td>6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0%</td> <td>6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9%</td> <td>6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3%</td> <td>47.2% 29.3% 23.5%</td> <td>6,662 <b>1,15,980</b> 17% 77% 81%</td>	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe  Rest of world	6,300 1,07,216 21% 78% 80% Q1 49.0% 28.3% 22.8%	6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0%	6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9%	6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3%	47.2% 29.3% 23.5%	6,662 <b>1,15,980</b> 17% 77% 81%
Manufacturing       18.1%       19.2%       18.4%       19.2%       18.7%       19.3%         Technology, media & entertainment       7.3%       7.0%       6.4%       6.2%       6.7%       6.0%         Banking, financial services & insurance       11.5%       11.7%       13.1%       14.1%       12.6%       14.4%         Retail, transport & logistics       6.5%       6.8%       7.6%       6.5%       6.9%       6.8%         Others       7.3%       6.8%       7.1%       7.7%       7.2%       8.3%         Total       100.0% </td <td>Sales &amp; support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe  Rest of world  Total</td> <td>6,300 1,07,216  21% 78% 80%  Q1 49.0% 28.3% 22.8% 100.0%</td> <td>6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0% 100.0%</td> <td>6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9% 100.0%</td> <td>6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3% 100.0%</td> <td>47.2% 29.3% 23.5% 100.0%</td> <td>6,662 1,15,980 17% 77% 81% Q1 46.8% 29.8% 23.4% 100.0%</td>	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe  Rest of world  Total	6,300 1,07,216  21% 78% 80%  Q1 49.0% 28.3% 22.8% 100.0%	6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0% 100.0%	6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9% 100.0%	6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3% 100.0%	47.2% 29.3% 23.5% 100.0%	6,662 1,15,980 17% 77% 81% Q1 46.8% 29.8% 23.4% 100.0%
Technology, media & entertainment       7.3%       7.0%       6.4%       6.2%       6.7%       6.0%         Banking, financial services & insurance       11.5%       11.7%       13.1%       14.1%       12.6%       14.4%         Retail, transport & logistics       6.5%       6.8%       7.6%       6.5%       6.9%       6.8%         Others       7.3%       6.8%       7.1%       7.7%       7.2%       8.3%         Total       100.0%	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe  Rest of world  Total  Revenue By Industry % (Quarter Ended)	6,300 1,07,216  21% 78% 80%  Q1 49.0% 28.3% 22.8% 100.0%	6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0% 100.0%	6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9% 100.0%	6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3% 100.0%	47.2% 29.3% 23.5% 100.0% LTM	6,662 1,15,980 17% 77% 81% Q1 46.8% 29.8% 23.4% 100.0%
Banking, financial services & insurance       11.5%       11.7%       13.1%       14.1%       12.6%       14.4%         Retail, transport & logistics       6.5%       6.8%       7.6%       6.5%       6.9%       6.8%         Others       7.3%       6.8%       7.1%       7.7%       7.2%       8.3%         Total       100.0%	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe  Rest of world  Total  Revenue By Industry % (Quarter Ended)  Communication	6,300 1,07,216  21% 78% 80%  Q1 49.0% 28.3% 22.8% 100.0%	6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0% 100.0%  Q2 48.4%	6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9% 100.0%  Q3 47.3%	6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3% 100.0%  Q4 46.3%	47.2% 29.3% 23.5% 100.0% LTM 47.8%	6,662 1,15,980  17% 77% 81%  Q1 46.8% 29.8% 23.4% 100.0%  Q1 45.2%
Retail, transport & logistics       6.5%       6.8%       7.6%       6.5%       6.9%       6.8%         Others       7.3%       6.8%       7.1%       7.7%       7.2%       8.3%         Total       100.0% <t< td=""><td>Sales &amp; support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe  Rest of world  Total  Revenue By Industry % (Quarter Ended)  Communication  Manufacturing</td><td>6,300 1,07,216  21% 78% 80%  Q1 49.0% 28.3% 22.8% 100.0%  Q1 49.2% 18.1%</td><td>6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0% 100.0%  Q2 48.4% 19.2%</td><td>6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9% 100.0%  Q3 47.3% 18.4%</td><td>6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3% 100.0%  Q4 46.3% 19.2%</td><td>47.2% 29.3% 23.5% 100.0%  LTM 47.8% 18.7%</td><td>6,662 1,15,980 17% 77% 81% Q1 46.8% 29.8% 23.4% 100.0% Q1 45.2% 19.3%</td></t<>	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe  Rest of world  Total  Revenue By Industry % (Quarter Ended)  Communication  Manufacturing	6,300 1,07,216  21% 78% 80%  Q1 49.0% 28.3% 22.8% 100.0%  Q1 49.2% 18.1%	6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0% 100.0%  Q2 48.4% 19.2%	6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9% 100.0%  Q3 47.3% 18.4%	6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3% 100.0%  Q4 46.3% 19.2%	47.2% 29.3% 23.5% 100.0%  LTM 47.8% 18.7%	6,662 1,15,980 17% 77% 81% Q1 46.8% 29.8% 23.4% 100.0% Q1 45.2% 19.3%
Others         7.3%         6.8%         7.1%         7.7%         7.2%         8.3%           Total         100.0%	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe  Rest of world  Total  Revenue By Industry % (Quarter Ended)  Communication  Manufacturing	6,300 1,07,216  21% 78% 80%  Q1 49.0% 28.3% 22.8% 100.0%  Q1 49.2% 18.1% 7.3%	6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0% 100.0%  Q2 48.4% 19.2% 7.0%	6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9% 100.0%  Q3 47.3% 18.4% 6.4%	6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3% 100.0%  Q4 46.3% 19.2% 6.2%	47.2% 29.3% 23.5% 100.0%  LTM 47.8% 18.7% 6.7%	6,662 1,15,980  17% 77% 81%  Q1 46.8% 29.8% 23.4% 100.0%  Q1 45.2% 19.3% 6.0%
Total         100.0%<	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe  Rest of world  Total  Revenue By Industry % (Quarter Ended)  Communication  Manufacturing  Technology,media & entertainment	6,300 1,07,216  21% 78% 80%  Q1 49.0% 28.3% 22.8% 100.0%  Q1 49.2% 18.1% 7.3% 11.5%	6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0% 100.0%  Q2 48.4% 19.2% 7.0% 11.7%	6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9% 100.0%  Q3 47.3% 18.4% 6.4% 13.1%	6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3% 100.0%  Q4 46.3% 19.2% 6.2% 14.1%	47.2% 29.3% 23.5% 100.0%  LTM 47.8% 18.7% 6.7% 12.6%	6,662 1,15,980  17% 77% 81%  Q1  46.8% 29.8% 23.4% 100.0%  Q1  45.2% 19.3% 6.0% 14.4%
No. of Active Clients       818       825       837       843       864         % of Repeat Business       96.3%       95.6%       93.4%       93.5%       94.7%       97.2%         No. of Million \$ Clients       Q1       Q2       Q3       Q4       Q1         ≥ \$1 million clients       317       341       356       354       377         ≥ \$5 million clients       120       120       128       134       139         ≥ \$10 million clients       64       66       65       71       74         ≥ \$20 million clients       42       40       38       36       41	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe  Rest of world  Total  Revenue By Industry % (Quarter Ended)  Communication  Manufacturing  Technology,media & entertainment  Banking,financial services & insurance  Retail, transport & logistics	6,300 1,07,216  21% 78% 80%  Q1 49.0% 28.3% 22.8% 100.0%  Q1 49.2% 18.1% 7.3% 11.5% 6.5%	6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0% 100.0%  Q2 48.4% 19.2% 7.0% 11.7% 6.8%	6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9% 100.0%  Q3 47.3% 18.4% 6.4% 13.1% 7.6%	6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3% 100.0%  Q4 46.3% 19.2% 6.2% 14.1% 6.5%	47.2% 29.3% 23.5% 100.0%  LTM 47.8% 18.7% 6.7% 12.6% 6.9%	6,662 1,15,980 17% 77% 81% Q1 46.8% 29.8% 23.4% 100.0%
No. of Active Clients       818       825       837       843       864         % of Repeat Business       96.3%       95.6%       93.4%       93.5%       94.7%       97.2%         No. of Million \$ Clients       Q1       Q2       Q3       Q4       Q1         ≥ \$1 million clients       317       341       356       354       377         ≥ \$5 million clients       120       120       128       134       139         ≥ \$10 million clients       64       66       65       71       74         ≥ \$20 million clients       42       40       38       36       41	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe  Rest of world  Total  Revenue By Industry % (Quarter Ended)  Communication  Manufacturing  Technology, media & entertainment  Banking, financial services & insurance  Retail, transport & logistics  Others	6,300 1,07,216  21% 78% 80%  Q1 49.0% 28.3% 22.8% 100.0%  Q1 49.2% 18.1% 7.3% 11.5% 6.5% 7.3%	6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0% 100.0%  Q2 48.4% 19.2% 7.0% 11.7% 6.8% 6.8%	6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9% 100.0%  Q3 47.3% 18.4% 6.4% 13.1% 7.6% 7.1%	6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3% 100.0%  Q4 46.3% 19.2% 6.2% 14.1% 6.5% 7.7%	47.2% 29.3% 23.5% 100.0%  LTM 47.8% 18.7% 6.7% 12.6% 6.9% 7.2%	6,662 1,15,980  17% 77% 81%  Q1  46.8% 29.8% 23.4% 100.0%  Q1  45.2% 19.3% 6.0% 14.4% 6.8%
% of Repeat Business       96.3%       95.6%       93.4%       93.5%       94.7%       97.2%         No. of Million \$ Clients       Q1       Q2       Q3       Q4       Q1         ≥ \$1 million clients       317       341       356       354       377         ≥ \$5 million clients       120       120       128       134       139         ≥ \$10 million clients       64       66       65       71       74         ≥ \$20 million clients       42       40       38       36       41	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe  Rest of world  Total  Revenue By Industry % (Quarter Ended)  Communication  Manufacturing  Technology, media & entertainment  Banking, financial services & insurance  Retail, transport & logistics  Others	6,300 1,07,216  21% 78% 80%  Q1 49.0% 28.3% 22.8% 100.0%  Q1 49.2% 18.1% 7.3% 11.5% 6.5% 7.3% 100.0%	6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0% 100.0%  Q2 48.4% 19.2% 7.0% 11.7% 6.8% 6.8% 100.0%	6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9% 100.0%  Q3 47.3% 18.4% 6.4% 13.1% 7.6% 7.1% 100.0%	6,876 1,17,693  17% 77% 81%  Q4  45.1% 29.6% 25.3% 100.0%  Q4  46.3% 19.2% 6.2% 14.1% 6.5% 7.7% 100.0%	47.2% 29.3% 23.5% 100.0%  LTM 47.8% 18.7% 6.7% 12.6% 6.9% 7.2% 100.0%	6,662 1,15,980  17% 77% 81%  Q1  46.8% 29.8% 23.4% 100.0%  Q1  45.2% 19.3% 6.0% 14.4% 6.8% 8.3% 100.0%
≥ \$1	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe  Rest of world  Total  Revenue By Industry % (Quarter Ended)  Communication  Manufacturing  Technology, media & entertainment  Banking, financial services & insurance  Retail, transport & logistics  Others  Total	6,300 1,07,216  21% 78% 80%  Q1 49.0% 28.3% 22.8% 100.0%  Q1 49.2% 18.1% 7.3% 11.5% 6.5% 7.3% 100.0%	6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0% 100.0%  Q2 48.4% 19.2% 7.0% 11.7% 6.8% 6.8% 100.0%	6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9% 100.0%  Q3 47.3% 18.4% 6.4% 13.1% 7.6% 7.1% 100.0%	6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3% 100.0%  Q4 46.3% 19.2% 6.2% 14.1% 6.5% 7.7% 100.0%	47.2% 29.3% 23.5% 100.0%  LTM 47.8% 18.7% 6.7% 12.6% 6.9% 7.2% 100.0%	6,662 1,15,980  17% 77% 81%  Q1  46.8% 29.8% 23.4% 100.0%  Q1  45.2% 19.3% 6.0% 14.4% 6.8% 8.3% 100.0%
≥ \$1	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe  Rest of world  Total  Revenue By Industry % (Quarter Ended)  Communication  Manufacturing  Technology, media & entertainment  Banking, financial services & insurance  Retail, transport & logistics  Others  Total  No. of Active Clients & % of Repeat Business	6,300 1,07,216  21% 78% 80%  Q1 49.0% 28.3% 22.8% 100.0%  Q1 49.2% 18.1% 7.3% 11.5% 6.5% 7.3% 100.0%	6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0% 100.0%  Q2 48.4% 19.2% 7.0% 11.7% 6.8% 6.8% 100.0%  Q2 825	6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9% 100.0%  Q3 47.3% 18.4% 6.4% 13.1% 7.6% 7.1% 100.0%  Q3 837	6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3% 100.0%  Q4 46.3% 19.2% 6.2% 14.1% 6.5% 7.7% 100.0%	47.2% 29.3% 23.5% 100.0%  LTM 47.8% 18.7% 6.7% 12.6% 6.9% 7.2% 100.0%  Total	6,662 1,15,980  17% 77% 81%  Q1  46.8% 29.8% 23.4% 100.0%  Q1  45.2% 19.3% 6.0% 14.4% 6.8% 8.3% 100.0%
≥ \$5 million clients       120       120       128       134       139         ≥ \$10 million clients       64       66       65       71       74         ≥ \$20 million clients       42       40       38       36       41	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe Rest of world  Total  Revenue By Industry % (Quarter Ended)  Communication  Manufacturing  Technology, media & entertainment  Banking, financial services & insurance  Retail, transport & logistics  Others  Total  No. of Active Clients & % of Repeat Business  No. of Active Clients  % of Repeat Business	6,300 1,07,216  21% 78% 80%  Q1 49.0% 28.3% 22.8% 100.0%  Q1 49.2% 18.1% 7.3% 11.5% 6.5% 7.3% 100.0%  Q1 818 96.3%	6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0% 100.0%  Q2 48.4% 19.2% 7.0% 11.7% 6.8% 6.8% 100.0%  Q2 825 95.6%	6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9% 100.0%  Q3 47.3% 18.4% 6.4% 13.1% 7.6% 7.1% 100.0%  Q3 837 93.4%	6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3% 100.0%  Q4 46.3% 19.2% 6.2% 14.1% 6.5% 7.7% 100.0%  Q4 843 93.5%	47.2% 29.3% 23.5% 100.0%  LTM 47.8% 18.7% 6.7% 12.6% 6.9% 7.2% 100.0%  Total	6,662 1,15,980  17% 77% 81%  Q1  46.8% 29.8% 23.4% 100.0%  Q1  45.2% 19.3% 6.0% 14.4% 6.8% 8.3% 100.0%  Q1  864 97.2%
≥ \$10 million clients 64 66 65 71 74 ≥ \$20 million clients 42 40 38 36 41	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe Rest of world  Total  Revenue By Industry % (Quarter Ended)  Communication  Manufacturing  Technology, media & entertainment  Banking, financial services & insurance  Retail, transport & logistics  Others  Total  No. of Active Clients & % of Repeat Business  No. of Repeat Business  No. of Million \$ Clients	6,300 1,07,216  21% 78% 80%  Q1 49.0% 28.3% 22.8% 100.0%  Q1 49.2% 18.1% 7.3% 11.5% 6.5% 7.3% 100.0%  Q1 818 96.3%	6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0% 100.0%  Q2 48.4% 19.2% 7.0% 11.7% 6.8% 6.8% 100.0%  Q2 825 95.6%	6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9% 100.0%  Q3 47.3% 18.4% 6.4% 13.1% 7.6% 7.1% 100.0%  Q3 837 93.4%	6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3% 100.0%  Q4 46.3% 19.2% 6.2% 14.1% 6.5% 7.7% 100.0%  Q4 843 93.5%	47.2% 29.3% 23.5% 100.0%  LTM 47.8% 18.7% 6.7% 12.6% 6.9% 7.2% 100.0%  Total	6,662 1,15,980  17% 77% 81%  Q1 46.8% 29.8% 23.4% 100.0%  Q1 45.2% 19.3% 6.0% 14.4% 6.8% 8.3% 100.0%  Q1 864 97.2%
≥ \$20 million clients 42 40 38 36 41	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe  Rest of world  Total  Revenue By Industry % (Quarter Ended)  Communication  Manufacturing  Technology, media & entertainment  Banking, financial services & insurance  Retail, transport & logistics  Others  Total  No. of Active Clients & % of Repeat Business  No. of Active Clients  % of Repeat Business  No. of Million \$ Clients  ≥ \$1 million clients	6,300 1,07,216  21% 78% 80%  Q1 49.0% 28.3% 22.8% 100.0%  Q1 49.2% 18.1% 7.3% 11.5% 6.5% 7.3% 100.0%  Q1 818 96.3%	6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0% 100.0%  Q2 48.4% 19.2% 7.0% 11.7% 6.8% 6.8% 100.0%  Q2 825 95.6%  Q2 341	6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9% 100.0%  Q3 47.3% 18.4% 6.4% 13.1% 7.6% 7.1% 100.0%  Q3 837 93.4%  Q3 356	6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3% 100.0%  Q4 46.3% 19.2% 6.2% 14.1% 6.5% 7.7% 100.0%  Q4 843 93.5%  Q4 354	47.2% 29.3% 23.5% 100.0%  LTM 47.8% 18.7% 6.7% 12.6% 6.9% 7.2% 100.0%  Total	6,662 1,15,980  17% 77% 81%  Q1 46.8% 29.8% 23.4% 100.0%  Q1 45.2% 19.3% 6.0% 14.4% 6.8% 8.3% 100.0%  Q1 864 97.2%  Q1 377
	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe  Rest of world  Total  Revenue By Industry % (Quarter Ended)  Communication  Manufacturing  Technology, media & entertainment  Banking, financial services & insurance  Retail, transport & logistics  Others  Total  No. of Active Clients & % of Repeat Business  No. of Active Clients  % of Repeat Business  No. of Million \$ Clients  ≥ \$1 million clients  ≥ \$5 million clients	6,300 1,07,216  21% 78% 80%  Q1 49.0% 28.3% 22.8% 100.0%  Q1 49.2% 18.1% 7.3% 11.5% 6.5% 7.3% 100.0%  Q1 818 96.3%  Q1 317 120	6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0% 100.0%  Q2 48.4% 19.2% 7.0% 11.7% 6.8% 6.8% 100.0%  Q2 825 95.6%  Q2 341 120	6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9% 100.0%  Q3 47.3% 18.4% 6.4% 13.1% 7.6% 7.1% 100.0%  Q3 837 93.4%  Q3 356 128	6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3% 100.0%  Q4 46.3% 19.2% 6.2% 14.1% 6.5% 7.7% 100.0%  Q4 843 93.5%  Q4 354 134	47.2% 29.3% 23.5% 100.0%  LTM 47.8% 18.7% 6.7% 12.6% 6.9% 7.2% 100.0%  Total	6,662 1,15,980  17% 77% 81%  Q1 46.8% 29.8% 23.4% 100.0%  Q1 45.2% 19.3% 6.0% 14.4% 6.8% 8.3% 100.0%  Q1 864 97.2%  Q1 377 139
- T OHOUND TT	Sales & support  Total Headcount  IT Attrition % (LTM) #  IT Utilization % #  IT Utilization % (Excluding Trainees) #  Revenue By Geography % (Quarter Ended)  Americas  Europe  Rest of world  Total  Revenue By Industry % (Quarter Ended)  Communication  Manufacturing  Technology, media & entertainment  Banking, financial services & insurance  Retail, transport & logistics  Others  Total  No. of Active Clients & % of Repeat Business  No. of Active Clients  % of Repeat Business  No. of Million \$ Clients  ≥ \$1 million clients  ≥ \$5 million clients	6,300 1,07,216  21% 78% 80%  Q1 49.0% 28.3% 22.8% 100.0%  Q1 49.2% 18.1% 7.3% 11.5% 6.5% 7.3% 100.0%  Q1 818 96.3%  Q1 317 120 64	6,813 1,12,886  19% 78% 82%  Q2 48.3% 29.7% 22.0% 100.0%  Q2 48.4% 19.2% 7.0% 11.7% 6.8% 6.8% 100.0%  Q2 825 95.6%  Q2 341 120 66	6,865 1,17,095  18% 77% 83%  Q3 46.7% 29.4% 23.9% 100.0%  Q3 47.3% 18.4% 6.4% 13.1% 7.6% 7.1% 100.0%  Q3 837 93.4%  Q3 356 128 65	6,876 1,17,693  17% 77% 81%  Q4 45.1% 29.6% 25.3% 100.0%  Q4 46.3% 19.2% 6.2% 14.1% 6.5% 7.7% 100.0%  Q4 843 93.5%  Q4 354 134 71	47.2% 29.3% 23.5% 100.0%  LTM 47.8% 18.7% 6.7% 12.6% 6.9% 7.2% 100.0%  Total	6,662 1,15,980  17% 77% 81%  Q1 46.8% 29.8% 23.4% 100.0%  Q1 45.2% 19.3% 6.0% 14.4% 6.8% 8.3% 100.0%  Q1 864 97.2%  Q1 377

Tech Mahindra Limited Consolidated Fact Sheet Data. P&L Summary (Rs in Mn)						
Particulars	FY 2016-17					FY 2017-18
Client Contribution To Revenue %	Q1	Q2	Q3	Q4	Total	Q1
(Quarter Ended)	QI	QZ	Ųs	Q4	Total	Qı
Top 5	28.8%	28.5%	27.8%	26.6%	27.9%	25.9%
Top 10	40.0%	39.9%	38.4%	37.6%	38.9%	36.3%
Top 20	52.6%	51.7%	50.5%	49.0%	50.9%	48.5%
On/Off Break-up in % (IT Business Revenue)	Q1	Q2	Q3	Q4	Total	Q1
Onsite	63.4%	63.5%	63.9%	64.3%	63.8%	63.7%
Offshore	36.6%	36.5%	36.1%	35.7%	36.2%	36.3%
Rupee USD Rate	Q1	Q2	Q3	Q4		Q1
Period closing rate	67.52	66.61	67.92	64.85		64.57
Period average Rate	67.04	66.86	67.70	66.47		64.44
			_			
Proportion of Revenues From Major Currencies	Q1	Q2	Q3	Q4	Total	Q1
USD	50.0%	48.9%	48.6%	45.9%	48.3%	48.6%
GBP	10.4%	11.0%	12.0%	12.3%	11.4%	12.1%
EUR	11.2%	12.7%	11.5%	11.4%	11.7%	11.0%
AUD	4.7%	4.6%	4.4%	4.6%	4.6%	4.8%
Others	23.7%	22.7%	23.5%	25.8%	23.9%	23.4%
Consolidated Hedge Position	Q1	Q2	Q3	Q4		Q1
GBP In Mn	185.5	192.6	226.7	201.0		247.0
Strike rate (INR)	107.1	104.8	100.2	99.8		97.0
USD In Mn	1,246.6	1,087.9	1,123.2	1,030.2		878.0
Strike rate (INR)	71.5	72.4	72.5	72.9		72.6
EUR In Mn	136.6	131.2	110.2	138.3		165.2
Strike rate (INR)	82.1	82.4	81.7	81.9		81.6
Receivable Days (DSO)-Including Unbilled	106	107	102	95		104
Borrowings	13,504	13,740	14,331	13,662		20,707
Cash and Cash Equivalent	57,472	40,011	49,509	53,833		60,164
Cush and Cush Equivalent	37,472	40,011	43,303	33,033		00,104
Capital Expenditure (Quarter Ended)	1,576	3,371	1,903	2,844	9,694	1,447

## Notes:

- 1) Figures rounded off to the nearest million.
- 2) Previous period figures have been regrouped/rearranged wherever necessary.
- 3) LTM: Last Twelve Months.
- 4) # Metrics for Organic business
- 5) Q1 FY 17 results include one months result of Pininfarina Group, which was acquired as subsidiary, effective 30th May 2016
- 6) Q2 F17 results include results of Bio Agency which was acquired as subsidiary effective 1st July 2016 and Target Group which was acquired as subsidiary effective 17th Aug 2016
- 7) Q1 FY 18 results include result of The CJS Solutions Group LLC (HCI), which was acquired as subsidiary, effective 4th May 2017

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

			EV 2046 47			EV 2047 40
Particulars	FY 2016-17			FY 2017-18		
D	Q1	Q2	Q3	Q4	Total	Q1
Revenue From Services	1,031.5	1,072.4	1,116.1	1,131.2	4,351.1	1,138.1
Cost of services	727.8	743.7	773.4	826.1	3,070.9	819.6
Gross Profit	303.7	328.7	342.7	305.1	1,280.2	318.5
SGA	150.3	168.4	167.7	168.4	654.8	173.7
EBIDTA	153.4	160.3	175.0	136.7	625.3	144.8
EBIDTA %	14.9%	14.9%	15.7%	12.0%	14.4%	12.7%
Depreciation & Amortization	30.1	36.6	36.6	42.8	146.1	38.3
EBIT	123.3	123.7	138.4	93.8	479.2	106.5
EBIT %	12.0%	11.5%	12.4%	8.2%	11.0%	9.4%
Other income	36.1	20.7	22.9	35.6	115.3	63.8
Foreign Exchange (loss)/ gain	6.7	13.1	13.4	24.1	57.3	42.4
Interest, Dividend & Misc. income	29.4	7.6	9.6	11.5	58.0	21.4
Interest expense	4.1	5.2	5.1	4.8	19.2	5.7
Share of profit /(Loss) from associate	(0.3)	(0.0)	0.0	0.0	(0.4)	0.0
Profit Before Tax	155.0	139.2	156.2	124.7	575.0	164.6
Provision for taxes	36.7	46.4	31.6	35.3	149.9	41.8
Profit After Tax Before Minority Interest & Exceptional	440.2	02.0	424.6	00.4	425.4	422.7
Items	118.3	92.8	124.6	89.4	425.1	122.7
Minority Interest	(7.0)	0.1	1.5	(0.3)	(5.7)	1.1
Net Profit After Minority Interest & Exceptional Items	111.3	92.9	126.1	89.1	419.5	123.8
PAT%	10.8%	8.7%	11.3%	7.8%	9.7%	10.9%
		•	<u>,                                    </u>			
EPS (In USD)- Before Non Recurring / Exceptional Items	Q1	Q2	Q3	Q4	Total	Q1
Basic	0.13	0.11	0.14	0.10	0.48	0.14
Diluted	0.13	0.10	0.14	0.10	0.47	0.14
EPS (In USD)- After Non Recurring / Exceptional Items						
Basic	0.13	0.11	0.14	0.10	0.48	0.14
Diluted	0.13	0.10	0.14	0.10	0.47	0.14
Receivable Days (DSO)-Including Unbilled	106	107	102	95		104
Borrowings	200.0	206.3	211.0	210.7		320.7
Cash and Cash Equivalent	851.2	600.7	728.9	830.2		931.8
Carrier Court additions	001.2	000.7	, 20.5	030.2		
Capital Expenditure (Quarter Ended)	23.5	50.4	28.1	42.8	144.8	22.5
oupliar Experiation ( Quarter Ellaca)	25.5	50.4	20.1	72.0	177.0	22.3

## Notes:

- 1) Figures rounded off to the nearest million.
- 2) Previous period figures have been regrouped/rearranged wherever necessary.
- 3) LTM: Last Twelve Months.
- 4) # Metrics for Organic business
- 5) Q1 FY 17 results include one months result of Pininfarina Group, which was acquired as subsidiary, effective 30th May 2016
- 6) Q2 F17 results include results of Bio Agency which was acquired as subsidiary effective 1st July 2016 and Target Group which was acquired as subsidiary effective 17th Aug 2016
- 7) Q1 FY 18 results include result of The CJS Solutions Group LLC (HCI), which was acquired as subsidiary, effective 4th May 2017

(a) Inventories   12				Rs. in Million
Non-Current Assets   3   29999   30,717	Consolidated Balance Sheet as at June 30, 2017	Note No.	June 30, 2017	March 31, 2017
Non-Current Assets   3   29999   30,717				
Non-Current Assets   3   29999   30,717				
(a) Property, Piant and Equipment   (b) Capital Work in Progress   3,693   3,721   (b) Capital Work in Progress   3,693   3,723   (c) Investment Property   4   1,734   1,011   (d) Goodwill   5   30,256   26,279   (e) Intensible Assets   6   8,584   6,594   (f) Financial Assets   7   2,205   2,308   (ii) Trade Receivables   10   3,783   4,329   (iii) Itande Receivables   10   9   10   9   (iv) Other Financial Assets   10   3,783   4,329   (ij) Advance Income Taxes (Net)   56   3,435   2,674   (ij) Other Financial Assets   11   7,994   6,459   (ij) Other Non-Current Assets   11   7,994   6,459   (ij) Other Non-Current Assets   12   617   611   (ij) Investments   13   23,821   21,647   (ij) Trade Receivables   14   58,835   53,377   (iii) Cash and Cash Equivalents   15   24,635   20,013   (iii) Trade Receivables   14   58,835   53,377   (iii) Cash and Cash Equivalents   15   24,635   20,013   (iv) Other Biancies with Banks   16   11,708   21,273   (iv) Other Biancies with Banks   16   11,708   21,273   (iv) Other Biancies with Banks   16   11,708   21,273   (iv) Other Biances with Banks   16   11,708   21,273   (iv) Other Biancies with Banks   16   11,708   21,573   (iv) Other Biancies with Banks   17,75,562   1,63,265   (iv) Other Fiancial Habilities   20   4,395   4,388   (iv) Other Fiancial Habilities   20   4,395   4,388   (iv) Other Fiancial Liabilities   20   4,395   4,388   (iv) Other Fiancial Liabilities   20   4,395   4,388   (iv) Other Fiancial Liabilities   20   4,495   4,595   (iv) Other Fiancial Liabilities				
				20.747
Col Investment Property   4   1,734   1,011		3	-	•
(gl Goodwill   5   30,256   26,279   (el Intangible Assets   6   8,584   6,594   (f) Financial Assets   7   2,205   (f) Investments   7   2,205   (f) Ill Vinestments   7   2,205   (f) Ill Vinestments   8   161   156   (f) Ill Joans   9   10   3,983   4,329   (g) Advance Income Taxes (Net of provisions)   13,592   13,135   (g) Other Non Current Assets   11   7,994   6,459   (f) Other Non Current Assets   12   617   611   (g) Financial Assets   12   617   611   (g) Financial Assets   13   23,821   21,647   (g) Other Non Current Assets   14   58,835   53,377   (g) Other Rail Assets   15   24,635   20,013   (g) Other Rail Assets   15   24,635   20,013   (g) Other Rail Assets   15   24,635   20,013   (g) Other Financial Assets   15   24,635   20,013   (g) Other Financial Assets   15   24,635   20,013   (g) Other Financial Assets   19   20,502   21,517   (g) Other Financial Liabilities   21   21,67,565   21,63,265   (g) Other Financial Liabilities   21   21,67,566   21,69,984   (g) Other Financial Liabilities   22   4,641   (g) Other Financial Liabilities   23   5,716   4,965   (g) Other Non-Current Liabilities   25   349   305   (g) Other Financial Liabilities   25   349   305   (g) Other Financial Liabilities   25   349   305   (g) Other Financial Liabilities   26   3,991   8,342   (g) Other Financial Liabilities   27   24,502   23,117   (g) Other Financial Liabilities   29   16,232   3,117   (g) Other Financial Liabilities   29   16,232   3,117   (g)	1, , .			•
(e) Intangible Assets   6   8,584   6,594     (f) Friancial Assets   7   2,205   2,308     (ii) Trade Receivables   8   161   156     (iii) Loans   9   10   0   9     (iv) Other Friancial Assets   10   3,783   4,329     (ja) Advance Incomer Taxes (Net of provisions)   13,592   13,135     (ja) Advance Incomer Taxes (Net of provisions)   15,994   6,459     (ja) Advance Incomer Taxes (Net of provisions)   16   3,435   2,674     (ja) Incher Non Current Assets   10   3,783   4,329     (ja) Advance Incomer Taxes (Net of provisions)   16   3,435   2,674     (ja) Incher Non Current Assets   10   7,994   6,459     (ja) Incher Non Current Assets   11   7,994   6,459     (ja) Incher Non Current Assets   12   617   611     (ja) Incher Non Current Assets   12   617   611     (ja) Incher Non Current Assets   12   617   611     (ja) Incher Non Current Assets   13   23,821   21,647     (ja) Incher Non Current Assets   13   23,821   21,647     (ja) Incher Receivables   14   58,835   53,377     (ja) Incher Receivables   14   58,835   53,377     (ja) Incher Receivables   14   58,835   53,377     (ja) Incher Receivables   15   24,635   20,013     (ja) Other Stancial Assets   16   11,708   12,173     (ja) Other Assets   16   11,708   12,173     (ja) Other Financial Assets   17   4,286   4,286     (ja) Other Financial Assets   19   20,520   21,571     (ja) Other Financial Liabilities   21   1,67,562   1,63,265     (ja) Other Financial Liabilities   22   4,473   3,853     (ja) Other Financial Liabilities   23   5,716   4,965     (ja) Other Financial Liabilities   24   6,456   6,011     (ja) Other Financial Liabilities   25   349   305     (ja) Other Financial Liabilities   25   349   305     (ja) Other Financial Liabilities   26   9,991   8,342     (ja) Other Financial Liabilities   27   24,820   23,117     (jii) Other Financial Liabilities   27   3,96			•	•
(f) Financial Assets         7         2,205         2,308           (ii) Investments         7         2,205         2,308           (iii) Loans         8         161         156           (iii) Loans         9         10         3,783         3,232           (iv) Other Financial Assets         10         3,783         3,232         13,135         10,674         13,592         13,135         10,674         13,592         13,135         10,674         13,592         13,135         10,674         13,592         13,135         10,674         13,135         10,674         10,544         97,400         6,459         10,05,446         97,400         6,459         10,05,446         97,400         6,459         10,05,446         97,400         6,459         10,05,446         97,400         6,459         10,05,446         97,400         6,459         10,05,446         97,400         6,459         10,05,446         97,400         6,459         10,05,446         97,400         6,459         10,05,446         97,400         6,459         10,05,446         97,400         6,459         10,100         10,000         10,000         10,000         10,000         10,000         10,000         10,000         10,000         10,000	1, ,			
(ii) Irade Receivables	1, ,	6	8,584	6,594
(ii) Trade Receivables         8         161         156           (iii) Loans         9         10         9           (iii) Chare Financial Assets         10         3,783         4,329           (g) Advance Income Taxes (Net of provisions)         13,592         13,135         2,674           (i) Other Non-Current Assets         11         7,994         6,459           Total Non - Current Assets         11         7,994         6,459           Current Assets         12         617         611           (ii) Financial Assets         12         617         611           (ii) Financial Assets         13         23,821         21,647           (ii) Trade Receivables         14         58,835         53,377           (iii) Cash and Cash Equivalents         15         24,635         20,013           (iii) Cash and Cash Equivalents         15         24,635         20,013           (iv) Other Balances with Banks         16         11,708         12,73           (ii) Cother Financial Assets         18         31,091         29,322           (c) Other Current Assets         18         31,091         29,322           (c) Other Financial Liabilities         2,81,998         2,60,665				
(iii) Loans   9	1 ''		•	•
(iv) Other Financial Assets (g) Advance income Taxes (Net of provisions) (g) Advance income Taxes (Net of provisions) (h) Deferred Tax Assets (Net) (1) Other Non-Current Assets (10) Other Non-Current Assets (11) 7,994 6,459 (10) Other Non-Current Assets (11) 7,994 6,459 (10) Other Non-Current Assets (11) 7,994 6,459 (10) Other Assets (10) Inventories (10) Financial Assets (10) Inventories (11) Financial Assets (11) Financial Liabilities (Net) (10) Other Balances with Banks (16) 11,708 12,173 (10) Cash and Cash Equivalents (15) 24,635 20,013 (10) Other Balances with Banks (16) 11,708 12,173 (10) Cash and Cash Equivalents (18) 21,723 1,637 (10) Cash and Cash Equivalents (18) 21,723 1,637 (10) Cash and Cash Equivalents (18) 21,723 1,637 (10) Cash and Cash Equivalents (18) 21,723 1,75,131 1,63,000 (17) Cash and Cash Equivalent (18) 21,723 1,75,513 1,63,000 (17) Cash Carrent Assets (19) 20,520 21,571 (17),513 1,63,000 (17),513 1,513	1 ' '			
(g) Advance Income Taxes (Net of provisions)   56   3,435   3,635   2,674     (ii) Other Non-Current Assets   11   7,994   6,459     Total Non - Current Assets   12   1,05,446   97,400     Current Assets   12   617   611     (ii) Financial Assets   13   23,821   21,647     (ii) Trade Receivables   14   58,835   53,377     (iii) Cash and Cash Equivalents   15   24,635   20,013     (iv) Other Railances with Banks   16   11,708   12,173     (v) Loans   17   4,286   4,286     (vi) Other Financial Assets   19   20,520   21,571     (vi) Other Financial Assets   20,013   20,520     (vi) Other Financial Assets   20,013   20,520   21,571     (vi) Other Financial Liabilities   20   4,395   4,388     (vi) Other Equity   21   4,6437   2,60,665     (vi) Other Equity   21   4,75,562   4,631     (vi) Other Equity   22   4,173   3,853     (vi) Other Financial Liabilities   23   5,716   4,965     (vi) Other Financial Liabilities   24   6,456   6,201     (vi) Other Financial Liabilities   25   349   305     (vi) Other Current Liabilities   26   9,991   8,342     (vi) Other Financial Liabilities   27   24,820   23,117     (vi) Other Financial Liabilities   28   9,208   4,230     (vi) Other Financial Liabilities   29   16,232   6,622     (vi) Other Financial Liabilities   27   24,820   23,117     (vi) Other Financial Liabilities   28   9,208   4,230     (vi) Other Financial Liabilities   29   16,232   6,622     (vi) Other Financial Liabilities   29   16,232   6,632     (vi) Other Financial Liabilities   29   16,232   6,632     (vi) Other Financial Liabilities   28   9,208   4,230     (	1 ' '		_	
(ft) Deferred Tax Assets (Net) (7,994 6,459 10) Other Non-Current Assets (Net) (7,994 6,459 10) Other Non-Current Assets (1) (1) Other Non-Current Assets (1) Investments (1) Investment (1) Inves	1 ' '	10	•	•
(i) Other Non-Current Assets Current Assets (a) Inventories (b) Financial Assets (i) Investments (ii) Trade Receivables (iii) Cash and Cash Equivalents (iii) Cash and Cash Equivalents (iv) Other Balances with Banks (v) Loans (v) Other Balances with Banks (v) Loans (vi) Other Financial Assets (vi) Other Financial Assets (vi) Other Financial Assets (vi) Other Current Assets (r) Other Current Assets (r) Try, 15,131 (r) Try, 15,13	, , ,		-	•
1,05,446   97,400				-
Current Assets         (a) Inventoriers         12         617         611           (b) Financial Assets         (ii) Irrade Receivables         14         58,835         53,377           (iii) Cash and Cash Equivalents         15         24,635         20,013           (iv) Other Balances with Banks         16         11,708         12,733           (v) Loans         17         4,286         4,286           (vi) Other Financial Assets         18         31,991         29,322           (vi) Other Current Assets         19         20,520         21,571           Assets held-for-sale         44         139         265           Total Current Assets         1,75,652         1,63,000           Total Current Assets         2,81,098         2,60,665           EQUITY AND LIABILITIES         2,81,098         2,60,665           EQUITY AND LIABILITIES         20         4,395         4,388           (b) Other Equity         21         1,67,506         1,59,994           Non-controlling Interest         20         4,395         4,388           Total Equity         21         1,67,506         1,59,994           Non-controlling Interest         2,6322         4,641         4,641	[``	11		
(a) Inventories   12			1,05,446	97,400
(b) Financial Assets (i) Investments (ii) Irrade Receivables (iii) Cash and Cash Equivalents (iii) Cash and Cash Equivalents (iv) Other Balances with Banks (iv) Other Balances with Banks (iv) Other Financial Assets (iv) Other Financial Assets (iv) Other Financial Cash Equivalents (c) Other Current Assets (c) Other Current Liabilities (ii) Borrowings (iii) Other Financial Liabilities (i) Borrowings (iii) Other Financial Liabilities (ii) Borrowings (iii) Other Financial Liabilities (i) Borrowings (iii) Other Financial Liabilities (iii) Other Financial Liabilities (i) Borrowings (iii) Other Financial Liabilities (i) Borrowings (iii) Other Financial Liabilities (i	Current Assets			
(i) Investments (ii) Trade Receivables (iii) Carba and Cash Equivalents (iii) Cash and Cash Equivalents (iv) Other Balances with Banks (iv) Other Balances with Banks (iv) Other Financial Assets (iv) Other Financial Assets (iv) Other Financial Assets (iv) Other Current Assets (iv) Other Current Assets (c) Other Current Assets (a) Equity And LiAbilities (a) Equity Share Capital (b) Other Equity (b) Other Equity (a) Equity Share Capital (b) Other Share Capital (c) Equity S	(a) Inventories	12	617	611
(ii) Trade Receivables       14       58,835       53,377         (iii) Cash and Cash Equivalents       15       24,635       20,013         (iv) Other Balances with Banks       16       11,708       12,173         (vi) Loans       17       4,286       4,286         (vi) Other Financial Assets       18       31,091       29,322         (c) Other Current Assets       19       20,520       21,571         Assets held-for-sale       44       139       265         Total Current Assets       2,81,098       2,60,665         EQUITY AND LIABILITIES       2,81,098       2,60,665         EQUITY AND LIABILITIES       20       4,395       4,388         Equity Charles Equity       21       1,67,506       1,59,984         (ib) Other Equity       21       1,77,901       1,64,372         Non-current liabilities       3,24       1,73,223       1,69,013         Liabilities       3,383       5,716       4,965         (ib) Other Financial Liabi	(b) Financial Assets			
(iii) Cash and Cash Equivalents       15       24,635       20,013         (iv) Other Balances with Banks       16       11,708       12,773         (v) Loans       17       4,286       4,286         (vi) Other Financial Assets       18       31,091       29,322         (c) Other Current Assets       19       20,520       21,571         Assets held-for-sale       44       139       265         Total Current Assets       2,81,098       2,60,665         EQUITY AND LIABILITIES       20       4,395       4,388         (b) Other Equity       21       1,67,506       1,59,984         Equity Attributable to Owners of the Company       21       1,67,506       1,59,984         Yon controlling Interest       6,322       4,641       1,78,223       1,69,013         Liabilities       1,71,901       1,64,372       1,69,013       1,69,013         Liabilities       22       4,173       3,853       1,69,013         Liabilities       3) Financial Liabilities       22       4,173       3,853       1,69,013         Liabilities       3) Financial Liabilities       22       4,173       3,853       1,69,013       1,64,965       6,020       1,64,965       6,201 </td <td>(i) Investments</td> <td>13</td> <td>23,821</td> <td>21,647</td>	(i) Investments	13	23,821	21,647
(iv) Other Balances with Banks         16         11,708         12,173           (v) Loans         17         4,286         4,286           (vi) Other Financial Assets         18         31,991         29,322           (c) Other Current Assets         19         20,520         21,571           1,75,513         1,63,000         1,75,652         1,63,265           Total Current Assets         2,81,098         2,60,665           EQUITY AND LIABILITIES         20         4,395         4,388           (b) Other Equity         21         1,67,506         1,59,994           (a) Equity Share Capital         20         4,395         4,388           (b) Other Equity         21         1,67,506         1,59,994           Routy Attribable to Owners of the Company         1,71,901         1,64,372           Non-current liabilities         6,322         4,641           Total Equity         1,78,223         1,69,013           Liabilities         22         4,173         3,853           (ii) Other Financial Liabilities         23         5,716         4,965           (b) Provisions         24         6,456         6,201           (b) Other Non-Current Liabilities         25         349 <td>(ii) Trade Receivables</td> <td>14</td> <td>58,835</td> <td>53,377</td>	(ii) Trade Receivables	14	58,835	53,377
(v) Loans (vi) Other Financial Assets (vi) Other Financial Assets (vi) Other Current Assets 18 31,091 29,322 21,571 1,75,513 1,63,000 Assets held-for-sale Assets held-for-sale Assets A	(iii) Cash and Cash Equivalents	15	24,635	20,013
(vi) Other Financial Assets (c) Other Current Assets (d) Other Current Assets (e) Other Current Assets (f) Other Equity (g) Equity Share Capital (g) Equity Share Capital (g) Other Equity (g) Equity Share Capital (g) Other Equity (g) Equity Attributable to Owners of the Company (g) Capity Share Capital (g) Other Equity (g) Other Equity (g) Other Equity (g) Other I I I I I I I I I I I I I I I I I I I	(iv) Other Balances with Banks	16	11,708	12,173
19	(v) Loans	17	4,286	4,286
Assets held-for-sale Total Current Assets Total Assets Total Assets  Total Assets  Total Assets  Total Assets  Total Assets  EQUITY AND LIABILITIES Equity (a) Equity Share Capital (b) Other Equity 21 1,67,506 1,59,984 Equity Attributable to Owners of the Company Non controlling Interest Total Equity  Total Equity  Liabilities (a) Financial Liabilities (i) Borrowings (ii) Other Financial Liabilities (b) Provisions (c) Deferred tax liabilities (Net) (c) Deferred tax liabilities (d) Borrowings (d) Other Non-Current Liabilities (a) Financial Liabilities (ii) Total Non-Current Liabilities (iii) Trade Payables (ii) Gorrowings (iii) Other Financial Liabilities (ii) Borrowings (iii) Other Financial Liabilities (iii) Trade Payables (iv) Provisions (d) Current Liabilities (d) Other Current L	(vi) Other Financial Assets	18	31,091	29,322
Assets held-for-sale Total Current Assets Total Assets  Total Assets  Total Assets  EQUITY AND LIABILITIES Equity (a) Equity Share Capital (b) Other Equity Non controlling Interest Total Equity  I 1,78,223  I 1,69,013  Liabilities  Non-current liabilities (a) Financial Liabilities (b) Provisions (c) Deferred tax liabilities (a) Other Non-Current Liabilities (a) Other Non-Current Liabilities (a) Financial Liabilities (b) Other Financial Liabilities (a) Other Non-Current Liabilities (b) Provisions (c) Deformed tax liabilities (a) Financial Liabilities (a) Other Non-Current Liabilities (a) Other Non-Current Liabilities (b) Provisions (c) Deformed tax liabilities (a) Financial Liabilities (a) Financial Liabilities (a) Financial Liabilities (b) Other Financial Liabilities (c) Provisions (d) Other Financial Liabilities (e) Provisions (o) Financial Liabilities (o) Financ	(c) Other Current Assets	19	20,520	21,571
1,75,652			1,75,513	1,63,000
Total Assets   2,81,098   2,60,665	Assets held-for-sale	44	139	265
EQUITY AND LIABILITIES Equity (a) Equity Share Capital (b) Other Equity 20 4,395 4,388 (b) Other Equity 21 1,67,506 1,59,984 Equity Attributable to Owners of the Company Non controlling Interest 7,71,901 1,64,372 7,901 1,64,372 7,9	Total Current Assets		1,75,652	1,63,265
Equity   (a) Equity Share Capital   20	Total Assets		2,81,098	2,60,665
Equity   (a) Equity Share Capital   20	EQUITY AND LIABILITIES			
(a) Equity Share Capital       20       4,395       4,388         (b) Other Equity       21       1,67,506       1,59,984         Equity Attributable to Owners of the Company       1,71,901       1,64,372         Non controlling Interest       6,322       4,641         Total Equity       1,78,223       1,69,013         Liabilities       Non-current liabilities         (a) Financial Liabilities       (i) Borrowings       22       4,173       3,853         (ii) Other Financial Liabilities       23       5,716       4,965         (b) Provisions       24       6,456       6,201         (c) Deferred tax liabilities (Net)       25       349       305         Total Non - Current Liabilities       25       349       305         Current liabilities       16,749       15,419         (a) Financial Liabilities       26       9,991       8,342         (ii) Trade Payables       27       24,820       23,117         (iii) Other Financial Liabilities       28       9,208       4,230         (b) Other Current Liabilities       28       9,208       4,230         (c) Provisions       30       4,011       3,870         (d) Current Tax Lia				
(b) Other Equity       21       1,67,506       1,59,984         Equity Attributable to Owners of the Company       1,71,901       1,64,372         Non controlling Interest       6,322       4,641         Total Equity       1,78,223       1,69,013         Liabilities       Non-current liabilities         (a) Financial Liabilities       (i) Borrowings       22       4,173       3,853         (ii) Other Financial Liabilities       23       5,716       4,965         (b) Provisions       24       6,456       6,201         (c) Deferred tax liabilities (Net)       56       55       95         (d) Other Non-Current Liabilities       25       349       305         Total Non - Current Liabilities       16,749       15,419         Current liabilities       26       9,991       8,342         (ii) Borrowings       26       9,991       8,342         (iii) Trade Payables       27       24,820       23,117         (iii) Other Financial Liabilities       28       9,208       4,230         (b) Other Current Liabilities       29       16,232       16,124         (c) Provisions       30       4,011       3,870         (d) Current Tax Lia	1 · ·	20	4 205	4 200
Equity Attributable to Owners of the Company   1,71,901   1,64,372   6,322   4,641   1,78,223   1,69,013   1				· ·
Non controlling Interest   1,78,223   1,69,013		21		
Total Equity   1,78,223   1,69,013	1 · ·			
Liabilities   Non-current liabilities   (a) Financial Liabilities   (i) Borrowings   22   4,173   3,853   (ii) Other Financial Liabilities   23   5,716   4,965   (b) Provisions   24   6,456   6,201   (c) Deferred tax liabilities (Net)   56   55   95   (d) Other Non-Current Liabilities   25   349   305   (d) Other Non-Current Liabilities   16,749   15,419   (d) Financial Liabilities   (a) Financial Liabilities   26   9,991   8,342   (d) Financial Liabilities   27   24,820   23,117   (d) Other Financial Liabilities   28   9,208   4,230   (d) Current Liabilities   29   16,232   16,124   (c) Provisions   30   4,011   3,870   (d) Current Tax Liabilities (Net)   9,560   8,246   (d) Financial Current Liabilities   73,822   63,929   (d) Financial Current Liabilities   42   12,304   12,304   (d) Financial Current Curr	_			
Non-current liabilities   (a) Financial Liabilities   (i) Borrowings   22   4,173   3,853   (ii) Other Financial Liabilities   23   5,716   4,965   (b) Provisions   24   6,456   6,201   (c) Deferred tax liabilities (Net)   56   55   95   (d) Other Non-Current Liabilities   25   349   305   3			1,70,223	1,03,013
(a) Financial Liabilities       22       4,173       3,853         (ii) Other Financial Liabilities       23       5,716       4,965         (b) Provisions       24       6,456       6,201         (c) Deferred tax liabilities (Net)       56       55       95         (d) Other Non-Current Liabilities       25       349       305         Total Non - Current Liabilities       16,749       15,419         Current liabilities       26       9,991       8,342         (ii) Borrowings       26       9,991       8,342         (iii) Trade Payables       27       24,820       23,117         (iii) Other Financial Liabilities       28       9,208       4,230         (b) Other Current Liabilities       29       16,232       16,124         (c) Provisions       30       4,011       3,870         (d) Current Tax Liabilities       9,560       8,246         Total Current Liabilities       73,822       63,929         Suspense Account (Net)       42       12,304       12,304         Total Equity and Liabilities       2,81,098       2,60,665				
(i) Borrowings       22       4,173       3,853         (ii) Other Financial Liabilities       23       5,716       4,965         (b) Provisions       24       6,456       6,201         (c) Deferred tax liabilities (Net)       56       55       95         (d) Other Non-Current Liabilities       25       349       305         Total Non - Current Liabilities       16,749       15,419         Current liabilities       26       9,991       8,342         (i) Borrowings       26       9,991       8,342         (ii) Trade Payables       27       24,820       23,117         (iii) Other Financial Liabilities       28       9,208       4,230         (b) Other Current Liabilities       29       16,232       16,124         (c) Provisions       30       4,011       3,870         (d) Current Tax Liabilities (Net)       9,560       8,246         Total Current Liabilities       73,822       63,929         Suspense Account (Net)       42       12,304       12,304         Total Equity and Liabilities       2,81,098       2,60,665				
(ii) Other Financial Liabilities       23       5,716       4,965         (b) Provisions       24       6,456       6,201         (c) Deferred tax liabilities (Net)       56       55       95         (d) Other Non-Current Liabilities       25       349       305         Total Non - Current Liabilities       16,749       15,419         Current liabilities       16,749       15,419         Current liabilities       26       9,991       8,342         (ii) Borrowings       26       9,991       8,342         (iii) Other Financial Liabilities       28       9,208       4,230         (b) Other Current Liabilities       29       16,232       16,124         (c) Provisions       30       4,011       3,870         (d) Current Tax Liabilities       9,560       8,246         Total Current Liabilities       73,822       63,929         Suspense Account (Net)       42       12,304       12,304         Total Equity and Liabilities       2,81,098       2,60,665	1, ,			
(b) Provisions       24       6,456       6,201         (c) Deferred tax liabilities (Net)       56       55       95         (d) Other Non-Current Liabilities       25       349       305         Total Non - Current Liabilities       16,749       15,419         Current liabilities       26       9,991       8,342         (i) Borrowings       26       9,991       8,342         (ii) Trade Payables       27       24,820       23,117         (iii) Other Financial Liabilities       28       9,208       4,230         (b) Other Current Liabilities       29       16,232       16,124         (c) Provisions       30       4,011       3,870         (d) Current Tax Liabilities (Net)       9,560       8,246         Total Current Liabilities       73,822       63,929         Suspense Account (Net)       42       12,304       12,304         Total Equity and Liabilities       2,81,098       2,60,665				· ·
(c) Deferred tax liabilities (Net)       56       55       95         (d) Other Non-Current Liabilities       25       349       305         Total Non - Current Liabilities       16,749       15,419         Current liabilities       26       9,991       8,342         (i) Borrowings       26       9,991       8,342         (ii) Trade Payables       27       24,820       23,117         (iii) Other Financial Liabilities       28       9,208       4,230         (b) Other Current Liabilities       29       16,232       16,124         (c) Provisions       30       4,011       3,870         (d) Current Tax Liabilities (Net)       9,560       8,246         Total Current Liabilities       73,822       63,929         Suspense Account (Net)       42       12,304       12,304         Total Equity and Liabilities       2,81,098       2,60,665	1 ' '			•
(d) Other Non-Current Liabilities       25       349       305         Total Non - Current Liabilities       16,749       15,419         Current liabilities       26       9,991       8,342         (i) Borrowings       26       9,991       8,342         (ii) Trade Payables       27       24,820       23,117         (iii) Other Financial Liabilities       28       9,208       4,230         (b) Other Current Liabilities       29       16,232       16,124         (c) Provisions       30       4,011       3,870         (d) Current Tax Liabilities (Net)       9,560       8,246         Total Current Liabilities       73,822       63,929         Suspense Account (Net)       42       12,304       12,304         Total Equity and Liabilities       2,81,098       2,60,665	1, ,			•
Total Non - Current Liabilities       16,749       15,419         Current liabilities       26       9,991       8,342         (i) Borrowings       26       9,991       8,342         (ii) Trade Payables       27       24,820       23,117         (iii) Other Financial Liabilities       28       9,208       4,230         (b) Other Current Liabilities       29       16,232       16,124         (c) Provisions       30       4,011       3,870         (d) Current Tax Liabilities (Net)       9,560       8,246         Total Current Liabilities       73,822       63,929         Suspense Account (Net)       42       12,304       12,304         Total Equity and Liabilities       2,81,098       2,60,665	(c) Deferred tax liabilities (Net)	56	55	95
Current liabilities       (a) Financial Liabilities       26       9,991       8,342         (ii) Trade Payables       27       24,820       23,117         (iii) Other Financial Liabilities       28       9,208       4,230         (b) Other Current Liabilities       29       16,232       16,124         (c) Provisions       30       4,011       3,870         (d) Current Tax Liabilities (Net)       9,560       8,246         Total Current Liabilities       73,822       63,929         Suspense Account (Net)       42       12,304       12,304         Total Equity and Liabilities       2,81,098       2,60,665	(d) Other Non-Current Liabilities	25	349	305
(a) Financial Liabilities       26       9,991       8,342         (ii) Trade Payables       27       24,820       23,117         (iii) Other Financial Liabilities       28       9,208       4,230         (b) Other Current Liabilities       29       16,232       16,124         (c) Provisions       30       4,011       3,870         (d) Current Tax Liabilities       9,560       8,246         Total Current Liabilities       73,822       63,929         Suspense Account (Net)       42       12,304       12,304         Total Equity and Liabilities       2,81,098       2,60,665	Total Non - Current Liabilities		16,749	15,419
(i) Borrowings       26       9,991       8,342         (ii) Trade Payables       27       24,820       23,117         (iii) Other Financial Liabilities       28       9,208       4,230         (b) Other Current Liabilities       29       16,232       16,124         (c) Provisions       30       4,011       3,870         (d) Current Tax Liabilities (Net)       9,560       8,246         Total Current Liabilities       73,822       63,929         Suspense Account (Net)       42       12,304       12,304         Total Equity and Liabilities       2,81,098       2,60,665	Current liabilities			
(ii) Trade Payables       27       24,820       23,117         (iii) Other Financial Liabilities       28       9,208       4,230         (b) Other Current Liabilities       29       16,232       16,124         (c) Provisions       30       4,011       3,870         (d) Current Tax Liabilities (Net)       9,560       8,246         Total Current Liabilities       73,822       63,929         Suspense Account (Net)       42       12,304       12,304         Total Equity and Liabilities       2,81,098       2,60,665	(a) Financial Liabilities			
(iii) Other Financial Liabilities       28       9,208       4,230         (b) Other Current Liabilities       29       16,232       16,124         (c) Provisions       30       4,011       3,870         (d) Current Tax Liabilities (Net)       9,560       8,246         Total Current Liabilities       73,822       63,929         Suspense Account (Net)       42       12,304       12,304         Total Equity and Liabilities       2,81,098       2,60,665	(i) Borrowings	26	9,991	8,342
(b) Other Current Liabilities       29       16,232       16,124         (c) Provisions       30       4,011       3,870         (d) Current Tax Liabilities (Net)       9,560       8,246         Total Current Liabilities       73,822       63,929         Suspense Account (Net)       42       12,304       12,304         Total Equity and Liabilities       2,81,098       2,60,665	(ii) Trade Payables	27	24,820	23,117
(c) Provisions       30       4,011       3,870         (d) Current Tax Liabilities (Net)       9,560       8,246         Total Current Liabilities       73,822       63,929         Suspense Account (Net)       42       12,304       12,304         Total Equity and Liabilities       2,81,098       2,60,665	(iii) Other Financial Liabilities	28	9,208	4,230
(d) Current Tax Liabilities (Net)       9,560       8,246         Total Current Liabilities       73,822       63,929         Suspense Account (Net)       42       12,304       12,304         Total Equity and Liabilities       2,81,098       2,60,665	(b) Other Current Liabilities	29	16,232	16,124
(d) Current Tax Liabilities (Net)       9,560       8,246         Total Current Liabilities       73,822       63,929         Suspense Account (Net)       42       12,304       12,304         Total Equity and Liabilities       2,81,098       2,60,665	(c) Provisions	30		3,870
Total Current Liabilities       73,822       63,929         Suspense Account (Net)       42       12,304       12,304         Total Equity and Liabilities       2,81,098       2,60,665	(d) Current Tax Liabilities (Net)			· ·
Suspense Account (Net)       42       12,304       12,304         Total Equity and Liabilities       2,81,098       2,60,665	Total Current Liabilities			
	Suspense Account (Net)	42		
See accompanying notes forming part of the financial statements 1 to 63	Total Equity and Liabilities		2,81,098	2,60,665
	See accompanying notes forming part of the financial statements	1 to 63		

Г			Quarter Ended
	Consolidated Cash Flow Statement for the		June 30, 2017
_	Cash Flow from Operating Activities		
<b> </b> ^	·		10.010
	Profit before Tax		10,616
	Adjustments for:		
	Depreciation and Amortization Expense  Allowances for Doubtful Receivables and Bad Debts written off and Allowances for	2,468	
	Doubtful Advances, Deposits and Advances written off	97	
	Claims and Warranties (net)	74	
	Share of (Profit) / Loss of Associates	(0)	
	Net gain on disposal of Property, Plant and Equipment and Intangible Assets Finance Costs	(62) 370	
	Unrealized Exchange (Gain) / Loss (net)	(1,263)	
	Share Based Payments to Employees	233	
	Sundry Balances Written back Interest Income	(318)	
	Rental Income from Investment property	(46)	
	Dividend Income on Investments carried at fair value through profit and loss	(197)	
	Profit on sale of Investments carried at fair value through profit and loss Net gain on disposal of Immovable property	(52) (569)	
	(Gain) / Loss on investments carried at fair value through profit and loss	(74)	
			661
	Operating Profit before working capital changes		11,277
	Trade Receivables and Other Assets	(4,795)	
	Trade Payables, Other Liabilities and Provisions	3,135	
			(1,660)
	Cash Generated from Operations		9,617
	Income Tax Refund / (Paid) (net)		(1,970)
	Net Cash Flow from / (used in) Operating Activities (A)		7,647
В	Cash Flow from Investing Activities		
	Purchase of Property, Plant and Equipment and Intangible Assets Proceeds from Sale of Property, Plant and Equipment and Intangible Assets and	(1,662)	
	Immovable assets	890	
	Purchase of Current Investments	(27,865)	
	Sale of Current Investments	26,226	
	Purchase of Treasury Bonds and Bills Proceeds on Maturity of Treasury Bonds and Bills	2	
	Purchase of Market Linked Debentures	-	
	Investment in Associates and Subsidiaries (refer note 37A)	(6,720)	
	Purchase Price Adjustment Additional Investment in Associates	442	
	Rent received on Investment Property	22	
	Additions in Investment Property	-	
	Inter Corporate Deposits given  Fixed Deposit / Margin Money Realized	- 0 00F	
	Fixed Deposit / Margin Money Realized Fixed Deposit / Margin Money Placed	8,885 (8,421)	
	Interest Received	155	
	Net Cash Flow from / (used in) Investing Activities (B)		(8,046)
С	Cash Flow from Financing Activities		
	Proceeds from Issue of Equity Shares (Including Share Application Money)	43	
	Proceeds from Long-Term Borrowings Repayment of Long-Term Borrowings	4,872 (320)	
	Short-Term Borrowings (net)	(320) 577	
	Finance Costs	(281)	
	Net Cash Flow from / (used in) Financing Activities ( C )		4,891
	Net Increase / (Decrease) in Cash and Cash Equivalents (A+B+C)		4,492
	Cash and Cash Equivalents at the beginning of the		20,048
	Increase in Cash and Cash Equivalents on Acquisition (refer note 37A)		43
	Cash and Cash Equivalents (refer note IV) at the end of the		24,583

#### **Tech Mahindra Limited**

### Notes:

- Purchase of Property, Plant and Equipment and Intangible 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.
- During the quarter ended June 30, 2017, the Company has acquired assets on finance lease amounting to Rs. 447 million (Quarter ended June 30, 2016 Rs. 1 million). The same are not reflected in the statement of cash flows being non cash in nature. (refer note 3 and 4)
- During the year ended March 31, 2017 loan amounting to Rs 950 million taken by Pininfarina S.p.A was waived off by financial institution. The same is not reflected in the statement of cash flows being non cash in nature.

IV	Particulars	June 30, 2017
	Cash and Cash Equivalents *	24,635
	Unrealized (Gain)/Loss on Foreign Currency Balances	(52)
	Total	24,583

* Cash and Cash Equivalents Comprises of	June 30, 2017
(a) Cash in Hand	8
(b) Funds in Transit	285
Balances with Banks :	
(a) In Current Accounts	17,654
(b) In Deposit Accounts	6,688
	24,635

V Cash and Cash Equivalents include Equity Share Application Money of Rs. 16 Million (June 30, 2016 Rs. 39 Million).