Tech Mahindra

October 30, 2018

To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001. Scrip Code : 532755

To,

National Stock Exchange of Middla Mtd 986PLC041370 Exchange Plaza, 5th floor, Plot No. – C/1, G Block, Bandra-Kurla Complex, Bandra (E) Mumbai – 400 051. NSE Symbol : TECHM

Dear Sir(s),

Sub:- Outcome of Board Meeting held on October 29, 2018 and October 30, 2018

Pursuant to Regulation 33 read with Regulation 30 of the Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, (LODR), we wish to inform that the Board of Directors of the Company in its meeting held today, approved the audited financial results and consolidated financial results of the Company for second quarter and half year ended 30th September, 2018.

Please also note that the Board of Directors of the Company at this meeting have, inter alia, also considered and approved the proposal for Merger by Absorption of Tech Mahindra Growth Factories Limited (hereinafter collectively referred as the "Transferor Company"), a wholly owned subsidiary company with Tech Mahindra Limited ("the Company" or "Transferee Company") and their respective Shareholders in accordance with the provisions of Sections 230 to 234 and other applicable provision of Companies Act, 2013 (including any Statutory modification and re-enactment thereof).

The salient features of the proposed scheme are as under:

1. Tech Mahindra Growth Factories Limited is a wholly owned subsidiary of the Company. The business of TMGFL was to create certain new business avenues including education and training services for Corporate/Working professionals & students. The turnover of TMGFL was Rs. 66 million as on 31 March 2018.



Tech Mahindra Limited

Plot No.1, Rajiv Gandhi Infotech Park Phase III, Hinjewadi Pune Special Economic Zone Pune-411057, Maharashtra ,India

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Registered Office: Gateway Building, Apollo Bunder Mumbai 400 001, India



- 2. As TMGFL is a wholly owned subsidiary of the Company, no consideration (whether in cash or shares of the Company) will be issued pursuant to the Scheme and related party provisions under Section 188 of the Companies Act, 2013 are not applicable. Accordingly, there will also be no change in the shareholding pattern of the Company.
- 3. The Appointed Date of the Scheme is 1st April, 2019.
- 4. The scheme will be subject to the requisite statutory and regulatory approvals and sanction by the respective shareholders of each of the companies involved in the Scheme.

In this regard, please find enclosed:-

- 1. The Audited Financial Results and consolidated financial results of the Company, for the second quarter and half year ended 30th September 2018 together with Auditors' Report thereon.
- 2. Press Release on financial results.
- 3. Fact Sheet giving certain operational financial parameters which will be put up on the Company website.

This is for your information and record.

Thanking you,

For Tech Mahindra Limited

Anil[']Khatri Company Secretary

Encl:- As above



Profit after tax for the quarter at Rs. 10,643 Mn, up 27.3% over previous year Tech Mahindra Limited

Registered Office : Gateway Building, Apollo Bunder, Mumbai 400 001. Website : www.techmahindra.com. Email : investor.relations@techmahindra.com. CIN : L64200MH1986PLC041370

Consolidated Audited Financial Results for the quarter and six months period ended Se

| - | | | | | | | Rs.in Lakhs |
|----|--|---|---------------------------------------|---------------------------------------|---|---|---|
| | Destination | Quarter ended Six months period ended | | | | | Year ended |
| | Particulars | September 30, 2018 | June 30, 2018 | September 30, 2017 | September 30, 2018 | September 30, 2017 | March 31, 2018 |
| 1 | Revenue from Operations | 8,62,985 | 8,27,628 | 7,60,638 | 16,90,613 | 14,94,248 | 30,77,293 |
| 2 | Other Income | 17,508 | 11,144 | 32,224 | 28,652 | 73,291 | 1,41,64 |
| 3 | Total Revenue (1 + 2) | 8,80,493 | 8,38,772 | 7,92,862 | 17,19,265 | 15,67,539 | 32,18,94 |
| 4 | EXPENSES Employee Benefits Expense Subcontracting Expenses Finance Costs Depreciation and Amortisation Expense | 4,30,311 1,11,541 3,877 29,443 | 4,37,946 97,041 3,052 28,077 | 4,20,500 93,718 3,864 26,530 | 8,68,257 2,08,582 6,929 57,520 | 8,26,579 1,84,612 7,559 51,214 | 16,62,39 3,88,80 16,23 1,08,49 |
| | Other Expenses | 1,59,258 | 1,56,951 | 1,35,848 | 3,16,209 | 2,79,016 | 5,55,133 |
| _ | Total Expenses | 7,34,430 | 7,23,067 | 6,80,460 | 14,57,497 | 13,48,980 | 27,31,06 |
| 5 | Profit before share in profit/(loss) of associates and tax (3-4) | 1,46,063 | 1,15,705 | 1,12,402 | 2,61,768 | 2,18,559 | 4,87,875 |
| 6 | Share of Profit / (Loss) of Associates | (1,328) | (1,185) | (2) | (2,513) | | |
| 7 | Profit before Tax (5 + 6) | 1,44,735 | 1,14,520 | 1,12,400 | 2,59,255 | 2,18,559 | 4,87,88 |
| 8 | Tax Expense Current Tax Deferred Tax Total Tax Expense | 45,581 (6,440) 39,141 | 28,241 (3,668) 24,573 | 35,250 (6,776) 28,474 | 73,822 (10,108) 63,714 | 63,529 (8,075) 55,454 | 1,17,68 (8,42 1,09,26 |
| 9 | Profit after tax (7 - 8) | 1,05,594 | 89.947 | 83,926 | 1,95,541 | 1,63,105 | 3,78,62 |
| | Profit for the period attributable to: Owners of the Company Non Controlling Interests | 1,06,433 (839) | 89,787 160 | 83,615 311 | 1,96,220 (679) | 1,63,475 (370) | 3,79,98 (1,36 |
| 10 | Other Comprehensive Income | (7,304) | (1,711) | (10,850) | (9,015) | (16,794) | (21,89 |
| 11 | Total Comprehensive Income (9 + 10) | 98,290 | 88,236 | 73,076 | 1,86,526 | 1,46,311 | 3,56,72 |
| | Total Comprehensive Income for the period attributable to: Owners of the Company Non Controlling Interests | 97,649 641 | 87,937 299 | 71,804 1,272 | 1,85,586 940 | 1,44,510 1,801 | 3,55,19 1,530 |
| 12 | Paid-up Equity Share Capital (Face Value of Share Rs. 5) | 44,222 | 44,198 | 43,995 | 44,222 | 43,995 | 44,170 |
| 13 | Total Reserves | | | | | | 18,40,11 |
| 14 | Earnings Per Equity Share (Rs) (EPS for quarter and six months period ended are not annualised) Basic Diluted | 11.99 11.93 | 10.12 10.07 | 9.52 9.40 | 22.11 21.99 | 18.61 18.38 | 43.0 |

Standalone Information Quarter ended Six months period ended Year ended September 30, 2018 Particulars June 30, 2018 September 30, 2017 September 30, 2018 September 30, 2017 March 31, 2018
 Refer Note 4 below

 13,15,771
 11,67,529

 2,75,709
 2,61,806

 2,25,329
 2,17,390
 Revenue from Operations 6,87,086 6,28,685 5,92,050 23,66,470 Profit before tax 1,64,627 1,33,707 1,11,082 91,622 1,61,056 1,37,767 4,90,454 3,99,724 Profit after tax

Primary Segments
The Company identifies its Primary Business Segments based on the type of services offered, i.e. IT Services & BPO services.

| | | Six months p | Year ended | | | |
|---|-----------------------|---------------|-----------------------|-----------------------|-----------------------|-------------------|
| Particulars | September 30, 2018 | June 30, 2018 | September 30, 2017 | September 30, 2018 | September 30, 2017 | March 31, 2018 |
| Segment Revenue | | | Conten Distances | | | 2010 |
| a) IT | 7,96,487 | 7.66.151 | 7.08.752 | 15,62,638 | 13,95,072 | 28,57,148 |
| b) BPO | 66,498 | 61,477 | 51,886 | 1,27,975 | 99,176 | 2,20,145 |
| Total Sales / Income from operations | 8,62,985 | 8,27,628 | 7,60,638 | 16,90,613 | 14,94,248 | 30,77,293 |
| Segment Profit before tax, interest and depreciation | | | | | | |
| a) IT | 1,47,348 | 1,23,070 | 1,03,441 | 2,70,418 | 1,89,188 | 4,29,953 |
| b) BPO | 14,527 | 12,620 | 7,131 | 27,147 | 14,853 | 41,009 |
| Total | 1,61,875 | 1,35,690 | 1,10,572 | 2,97,565 | 2,04,041 | 4,70,962 |
| Less: | | | 80.45 | (1) (1 | | |
| (i) Finance costs | 3.877 | 3.052 | 3,864 | 6,929 | 7,559 | 16,238 |
| (ii) Other un-allocable expenditure Net off un-allocable income | 13,263 | 18,118 | (5,692) | 31,381 | (22,077) | (33,159) |
| Profit before tax | 1,44,735 | 1,14,520 | 1,12,400 | 2,59,255 | 2,18,559 | 4,87,883 |



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| | | | | Rs.in Lakhs |
|---|-----------------------|---------------|-----------------------|-------------------|
| Statement of segment Assets and Liabilities | September 30, 2018 | June 30, 2018 | September 30, 2017 | March 31, 2018 |
| Segment Assets | | | | |
| Trade and Other Receivables | | | | |
| IT | 9,88,806 | 9,14,307 | 8,09,990 | 8,44,610 |
| BPO | 62,940 | 57,272 | 54,079 | 61,820 |
| Total Trade Receivables | 10,51,746 | 9,71,579 | 8,64,069 | 9,06,430 |
| Goodwill | | | | |
| IT | 2,60,839 | 2,45,141 | 2,40,478 | 2,39,821 |
| BPO | 37,445 | 37,445 | 37,445 | 37,445 |
| Total Goodwill | 2,98,284 | 2,82,586 | 2,77,923 | 2,77,266 |
| Unallocable Assets | 18,69,800 | 19,08,387 | 16,28,082 | 18,60,029 |
| TOTAL ASSETS | 32,19,830 | 31,62,552 | 27,70,074 | 30,43,725 |
| Segment Liabilities | | | | |
| Unearned Revenue | | | | |
| IT | 28,922 | 24,674 | 24,789 | 27,520 |
| BPO | 161 | 180 | 331 | - |
| Total Unearned Revenue | 29,083 | 24,854 | 25,120 | 27,520 |
| Advance from Customers | | | | |
| IT | 37,053 | 30,427 | 24,625 | 33,359 |
| BPO | 6,380 | 4,820 | | |
| Total Advance from Customers | 43,433 | 35,247 | 24,625 | 33,359 |
| Unallocable Liabilities | 11,65,133 | 10,74,582 | 9,56,032 | 10,47,654 |
| TOTAL LIABILITIES | 12,37,649 | 11,34,683 | 10,05,777 | 11,08,533 |

i) Segmental Capital Employed

Segregation of assets into primary segments has been done to the extent applicable. Segregation of balance assets, liabilities, depreciation and other non-cash expenses into various primary segments has not been done as the related assets are used interchangeably between segments. Accordingly no disclosure relating to such has been made.

ii) The management allocates certain indirect expenses to operating segments. During the current period, management has allocated certain additional indirect expenses, which were previously reported as unallocable, to operating segments. This change in allocation is also reflected in prior period comparatives.

| Balance Sheet as at September 30, 2018 (Consolidated - Audited) | Rs.in La | |
|--|--------------------------------|----------------------------|
| Particulars | As at September 30, 2018 | As at March 31, 2018 |
| ASSETS | 00, 2010 | 2010 |
| Non-Current Assets | | |
| (a) Property, Plant and Equipment | 2,85,225 | 2,98,09 |
| | | 2002372233 |
| (b) Capital Work-in-Progress | 26,080 | 23,99 |
| (c) Investment Property | 18,490 | 19,05 |
| (d) Goodwill | 2,98,284 | 2,77,26 |
| (e) Other Intangible Assets | 1,58,070 | 1,67,81 |
| (f) Investment accounted using Equity method | 7,601 | 10,10 |
| (g) Financial Assets | | |
| (i) Investments | 1,06,407 | 1,14,48 |
| (ii) Trade Receivables | 1,483 | 1,38 |
| (iii) Loans | 546 | 52 |
| (iv) Other Financial Assets | 32,281 | 24,67 |
| (h) Advance Income Taxes (Net of provisions) | 2,11,206 | |
| | | 1,77,75 |
| (i) Deferred Tax Assets (Net) | 80,254 | 57,65 |
| (j) Other Non-Current Assets | 54,889 | 60,22 |
| Total Non - Current Assets | 12,80,816 | 12,33,02 |
| Current Assets | | |
| (a) Inventories | 8,454 | 6,59 |
| (b) Financial Assets | | |
| (i) Investments | 3,58,707 | 3,44,49 |
| (ii) Trade Receivables | 7,19,064 | 6,49,78 |
| (iii) Cash and Cash Equivalents | 1,97,867 | 1,96,60 |
| (iv) Other Balances with Banks | 79,306 | |
| | [1] OPERATION (1997) | 1,07,82 |
| (v) Loans | 45,000 | 15,00 |
| (vi) Other Financial Assets | 3,03,543 | 2,95,21 |
| (c) Other Current Assets | 2,27,073 | 1,95,18 |
| Total Current Assets | 19,39,014 | 18,10,70 |
| Total Assets | 32,19,830 | 30,43,72 |
| EQUITY AND LIABILITIES | | |
| Equity | | |
| (a) Equity Share Capital | 44,222 | 44,17 |
| (b) Other Equity | 18,85,472 | 18,40,11 |
| Equity Attributable to Owners of the Company | 19,29,694 | 18,84,28 |
| Non controlling Interest | 52,487 | 50,90 |
| Total Equity | 19,82,181 | 19,35,19 |
| Liabilities | 14 55 | |
| Non-current liabilities | | |
| (a) Financial Liabilities | | |
| (i) Borrowings | 36,343 | 77,11 |
| (ii) Other Financial Liabilities | 77,951 | 57,29 |
| (b) Provisions | 56,051 | 55,51 |
| (c) Deferred tax liabilities (Net) | 435 | 58 |
| (d) Other Non-Current Liabilities | 3,173 | |
| Total Non - Current Liabilities | | 3,33 |
| | 1,73,953 | 1,93,82 |
| Current liabilities | | |
| (a) Financial Liabilities | | |
| (i) Borrowings | 1,11,712 | 95,48 |
| (ii) Trade Payables | 2,43,572 | 2,03,67 |
| | 2,57,696 | 2,00,63 |
| (iii) Other Financial Liabilities | 1,69,786 | 1,57,77 |
| | | |
| (b) Other Current Liabilities | | |
| (b) Other Current Liabilities (c) Provisions | 38,460 | |
| (b) Other Current Liabilities (c) Provisions (d) Current Tax Liabilities (Net of advance income taxes) | 38,460 1,19,430 | 40,30 93,78 |
| (iii) Other Financial Liabilities (b) Other Current Liabilities (c) Provisions (d) Current Tax Liabilities (Net of advance income taxes) Total Current Liabilities | 38,460 | |
| (b) Other Current Liabilities (c) Provisions (d) Current Tax Liabilities (Net of advance income taxes) | 38,460 1,19,430 | 93,78 |

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Tech Mahindra Limited Registered Office : Gateway Building, Apollo Bunder, Mumbai 400 001. Website : www.techmahindra.com Email : investor.relations@techmahindra.com. CIN : L64200MH1986PLC041370

Notes :

The quarterly and six months period ended results have been reviewed by the Audit Committee and taken on record by the Board of Directors in its meeting held on October 1 30, 2018.

Certain matters relating to erstwhile Satyam Computer Services Limited (erstwhile Satyam):

Subsequent to the letter dated January 7, 2009, due to the confession of the then Chairman of erstwhile Satyam with respect to fraud, various regulators/investigating agencies such as the Serious Fraud Investigation Office (SFIO)/Registrar of Companies (ROC), Directorate of Enforcement (ED), Central Bureau of Investigation (CBI) had agencies such as the Serious Fraue investigation once (SFIO)/Registrat of companies (ROO), Directorate of Enforcement (ED), Central Bureau of investigation (CD) had initiated investigations on various matters and conducted inspections / issued notices calling for information which have been responded to. Certain non-compliances/breaches of laws and regulations by the erstwhile Satyam under the former Management (prior to Government nominated Board) were identified by various agencies which have been responded to/appropriately addressed by the erstwhile Satyam/Tech Mahindra Limited ('the Company') and the Company does not expect any further proceedings in this regard.

Proceedings in relation to 'Alleged Advances':

Proceedings in relation to 'Alleged Advances': Pursuant to the aforesaid letter dated January 7, 2009, the erstwhile Satyam received letters from 37 companies seeking confirmation by way of acknowledgement of receipt of certain alleged amounts by the erstwhile Satyam (referred to as 'alleged advances). These letters were followed by legal notices from them, claiming repayment of the alleged advances aggregating Rs. 123,040 Lakhs stated to be given as temporary advances but without any evidence in support of the nature of these transactions. The legal notices also claimed damages/compensation @18% per annum from the date of the advances till the date of the payment. The erstwhile Satyam has not acknowledged any liability to any of the 37 companies and has replied to the legal notices stating that the claims are legally untenable.

The 37 companies have filed petitions/suits for recovery against the erstwhile Satyam before the City Civil Court, Secunderabad (Court), with a prayer that these companies be declared as indigent persons for seeking exemption from payment of requisite court fees. Further, they have filed appeals before the Division Bench of the Honorable High Court of Andhra Pradesh, against the Orders of the Honorable High Court of Andhra Pradesh and the Honorable High Court of Judicature at Bombay sanctioning the scheme of merger of erstwhile Satyam with the Company w.e.f. April 1, 2011, which are yet to be heard. One of the aforesaid companies has also appealed against the Order rejecting the Petition for winding-up of the erstwhile Satyam. These matters have been combined for hearing.

The Directorate of Enforcement (ED) while investigating the matter under the Prevention of Money Laundering Act, 2002 (PMLA) had directed the erstwhile Satyam not to return the alleged advances until further instructions. In furtherance to the investigation, certain fixed deposits of the Company with certain banks, then aggregating to Rs. 82,200 Lakhs were alleged by ED to be 'proceeds of crime' and were provisionally attached vide Order dated October 18, 2012 by the ED (the Order). The Honble High December 11, 2012. The ED had challenged this interim Order passed by the Single Judge before the Division Bench of the Court. Vide order dated December 31, 2014, the Hon'ble High Court upon hearing the matter, has dismissed the Appeal filed by ED and affirmed the Stay granted by the Single Judge. Consequently, out of the aforesaid fixed deposits which were attached, fixed deposits aggregating Rs. 35,700 Lakhs have been redeemed. Certain banks have not honored the redemption claim and the Company is pursuing the matter lenally. Company is pursuing the matter legally.

In view of the aforesaid developments and also on an independent legal opinion the Management believes that the claim by the 37 companies for repayment of the alleged advances, including interest thereon is not legally tenable. Consequently, pending the final outcome of the proceedings, as a matter of prudence, the Company has accounted and disclosed the amount of Rs. 123,040 Lakhs as 'Suspense Account (net)'. Although remote, in the event that these cases are decided against the Company, there would be no effect on the financial results or financial position of the Company

3 Satyam Venture Engineering Services Private Limited (SVES)

Accounting for sales commission

The contingency provision in the books represents provision with respect to sales commission, if any, payable to Venture Global LLC for the period from financial year 2005-2006 to 2011-2012 amounting to Rs. 5,290 Lakhs.

During the financial year 2011-2012, the Board of SVES reassessed the need to accrue sales commission considering that no services were rendered by Venture Global LLC during the period from FY 2005-2006 to FY 2011-2012. Accordingly, the Board of SVES decided to write back sales commission amounting to Rs. 3,590 Lakhs pertaining to the years from FY 2005-2006 to FY 2010-2011 and to not accrue for sales commission for FY 2011-2012 amounting to Rs. 1,700 Lakhs. However, pending the final disposal of legal proceedings in relation to disputes between Tech Mahindra Ltd and Venture Global LLC, the Board decided to account for a contingency provision for the sales commission amounting to Rs. 5,290 Lakhs covering the period from FY 2005-2006 to FY 2011-2012. Considering the Order of the Honorable High Court of Andhra Pradesh dated August 23, 2013 directing all parties to maintain status quo, the Board based on a legal opinion decided not to reverse the contingency provision made in FY 2011-2012. Further, since the matter is subjudice, sales commission for subsequent periods has been disclosed as a contingent liability amounting to Rs. 15,940 Lakhs as on September 30, 2018 (March 31, 2018: Rs. 14,460 Lakhs).

Preparation of financial statements

At the Annual General Meetings of SVES held on October 29, 2012, September 10, 2013, September 22, 2014, September 07, 2015, July 29, 2016, July 19, 2017 and July 23, 2013 one of the shareholders abstained from voting on the resolution for adoption of audited financial statements as at and for the years ended March 31, 2012, March 31, 2013, March 31, 2014, March 31, 2015, March 31, 2016, March 31, 2017 and March 31, 2018 respectively. In the absence of unanimous consent of both the shareholders of SVES, the said financials have not been approved.

The financial statements as at and six months period ended September 30, 2018 have been drawn up incorporating the opening balances based on above said financial statements which have not been adopted by the Shareholders. Adjustments required, if any, will be made in accounts as and when determined.

- 4 Effective April 1, 2018, the Company has adopted Ind AS 115 using the cumulative effect method. The standard is applied retrospectively to contracts that are not completed as at the date of initial application and the comparative information is not restated. The effect of adoption of the standard did not have any significant impact on the financial statements of the Company.
- Tax expense for the six months period ended September 30, 2018 is net of provision of Rs. 9,030 Lakhs of earlier periods, no longer required, written back. (Quarter ended "QE" September 30, 2018: Rs. Nil) (QE June 30, 2018: Rs. 9,030 Lakhs) (QE September 30, 2017: Rs. 1,575 Lakhs) (Six months period ended September 30, 2017: Rs.

Tax expense for the year ended March 31, 2018 is net of provision of Rs. 25,728 Lakhs of earlier periods, no longer required, written back.

6 Previous period's figures have been regrouped wherever necessary.

7 Emphasis of Matters

The Emphasis of Matters in the Auditor's Report pertains to the following:

(i) With relation to Note 2 in respect of certain matters relating to erstwhile Satyam Computer Services Limited (erstwhile Satyam), amalgamated with the Company with effect from April 1, 2011 which are discussed below:

Certain non-compliances and breaches of laws and regulations by the erstwhile Satyam under the former Management (prior to Government nominated Board) identified by the various agencies have been responded to in earlier years and no further communication has been received by the Company on these matters and with the passage of time, the Company does not expect any further proceedings in this regard.

The Company's management, on the basis of current legal status and external legal opinion, as more fully described in note 2, has concluded that (i) claims made by 37 companies in the City Civil Court for alleged advances amounting to Rs. 123,040 Lakhs made by these companies to erstwhile Satyam and presented separately under 'Suspense account (net)' and (ii) the claims to these advances filed by Enforcement Directorate under the Prevention of Money Laundering Act in the High Court of Andhra Pradesh will not sustain on ultimate resolution by the respective Courts.

(ii) With relation to Note 3 in case of one of the subsidiaries of the Group, the other auditors in their auditor's report have drawn attention to a possible charge, that may arise in respect of the on-going dispute which is currently sub-judice between the promoters of the subsidiary on various issues relating to the shareholders agreement, the outcome of which is not determinable at this stage

Further, the auditors have drawn attention to the fact that the annual financial statements for the years ended from March 31, 2012 to March 31, 2018 have not been adopted by the members of that subsidiary in their respective annual general meetings in the absence of unanimous consent of both the shareholders in terms of the Articles of Association of the subsidiary company. The financial statements as at and for the quarter and six month period ended September 30, 2018 have been drawn up incorporating the opening balances based on the above mentioned financial statements which have not been adopted by the shareholders of the subsidiary company. Adjustments to the opening balances, if any, will be made in the financial statements as and when determined

8 Management response to Emphasis of Matters:

With regard to the Emphasis of Matters stated in Note 7 above, there are no additional developments on Emphasis of Matters mentioned in Notes 2 and 3 above which

The Financial Results have been made available to the Stock Exchanges where the Company's securities are listed and are posted on the Company's website

Date : October 30, 2018 Place : Mumbai



C.P. Gurnani Managing Director & CEO Chartered Accountants

5th Floor, Lodha Excelus, Apollo Mills Compound N. M. Joshi Marg, Mahalaxmi Mumbai - 400 011 India Telephone+91 (22) 4345 5300Fax+91 (22) 4345 5399

Independent Auditor's Report on quarterly and year-to-date Consolidated Financial Results of Tech Mahindra Limited pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To

Board of Directors of Tech Mahindra Limited

 We have audited the accompanying quarterly consolidated financial results of Tech Mahindra Limited (the Company), its subsidiaries (collectively referred to as 'the Group') and its associates for the quarter ended 30 September 2018 and the year-to-date results for the period from 1 April 2018 to 30 September 2018 (together 'consolidated financial results'), attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations').

These consolidated financial results have been prepared on the basis of the Condensed consolidated interim Ind AS financial statements, which are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial results based on our audit of such Condensed consolidated interim Ind AS financial statements, which have been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard (Ind AS) for Interim Financial Reporting (Ind AS 34), prescribed under Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations.

- 2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts disclosed in the financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
- 3. We draw attention to the following notes to the consolidated financial results:
 - a) Note 2 in respect of certain matters relating to erstwhile Satyam Computer Services Limited ("erstwhile Satyam"), amalgamated with the Company with effect from April 1, 2011 which are discussed below:
 - Non-compliances of laws and regulations by the erstwhile Satyam under the former Management (prior to Government nominated Board), identified by various agencies have been responded to in earlier years and no further communication has been received on these matters and with the passage of time, the Company does not expect any further proceedings in this regard.



B S R & Co (a partnership firm with Registration No. BA61223) converted into B S R & Co. LLP (a Limited Liability, Partnership with LLP Registration No. AAB-8181) with effect from October 14, 2013 Registered Office: 5th Floor, Lodha Excelus Apollo Mills Compound N. M. Joshi Marg, Mahalaxmi Mumbai - 400 011. India

Independent Auditor's Report on quarterly and year-to-date Consolidated Financial Results of Tech Mahindra Limited pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Continued)

- The Company's management, on the basis of current legal status and external legal opinion, has concluded that (i) claims made by 37 companies in the City Civil Court for alleged advances amounting to Rs. 123,040 lakhs made by these companies to erstwhile Satyam presented separately under 'Suspense account (net)' and (ii) the claims to these advances filed by Enforcement Directorate under the Prevention of Money Laundering Act in the High Court of Andhra Pradesh, will not sustain on ultimate resolution by the respective Courts.
- b) We further draw attention to Note 3 which more fully explains that in case of one of the subsidiaries of the Group, the other auditors in their auditor's report have drawn attention to a possible charge, that may arise in respect of the on-going dispute which is currently sub-judice between the promoters of the subsidiary on various issues relating to the shareholders agreement, the outcome of which is not determinable at this stage.

Further, the auditors have drawn attention to the fact that the annual financial statements for the years ended from 31 March 2012 to 31 March 2018 have not yet been adopted by the members of that subsidiary in the annual general meetings in the absence of unanimous consent of both the shareholders. The financial statements as at and for the quarter and year-to-date period ended 30 September 2018 have been drawn up by incorporating the opening balances based on the above mentioned financial statements. Adjustments to the opening balances, if any, will be made once the abovementioned financial statements are adopted.

Our opinion is not modified in respect of these matters.

4. We did not audit the financial information of 70 subsidiaries included in the quarterly consolidated financial results and consolidated year-to-date financial results, whose interim financial information reflects total revenue of Rs. 278,799 lakhs and Rs 560,661 lakhs for the quarter ended 30 September 2018 and period from 1 April 2018 to 30 September 2018 respectively, and total assets of Rs 765,227 lakhs as at 30 September 2018 and total profit after tax of Rs 652 lakhs and Rs 720 lakhs for the quarter ended 30 September 2018 and period from 1 April 2018 to 30 September 2018 to 30 September 2018 to 30 September 2018 respectively. This interim financial information has been audited by other auditors whose reports have been furnished to us, and our opinion on the consolidated financial results, to the extent they have been derived from such interim financial information is based solely on the report of such other auditors.

Our opinion is not modified in respect of this matter.



Independent Auditor's Report on quarterly and year-to-date Consolidated Financial Results of Tech Mahindra Limited pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Continued)

- 5. Based on our audit conducted as above, in our opinion and to the best of our information and according to the explanations given to us, these consolidated financial results:
- (i) include the quarterly financial results and year-to-date financial results of the entities listed in Annexure 1.
- (ii) are presented in accordance with the requirements of Regulation 33 of the Listing Regulations; and
- (iii) give a true and fair view of the consolidated net profit and other comprehensive income and other financial information for the quarter ended 30 September 2018 as well as the consolidated year-to-date results for the period from 1 April 2018 to 30 September 2018.

For **B S R & Co. LLP** *Chartered Accountants* Firm Registration No: 101248W/W-100022

Jamil Khatri Partner Membership No: 102527

Place: Mumbai Date: 30 October 2018

Annexure 1: List of entities consolidated as at 30 September 2018

i) List of subsidiaries:

Name of the subsidiary

- 1. Tech Mahindra GmbH
- 2. TechM IT-Services GmbH
- 3. Tech Mahindra Norway AS
- 4. Tech Mahindra (Singapore) Pte Limited
- 5. Tech Mahindra (Thailand) Limited
- 6. PT Tech Mahindra Indonesia
- 7. Tech Mahindra (Beijing) IT Services Limited
- 8. Tech Mahindra (Nigeria) Limited
- 9. Tech Mahindra (Bahrain) Limited S.P.C.
- 10. Tech Mahindra Business Services Limited
- 11. Comviva Technologies Limited
- 12. Comviva Technologies Madagascar Sarlu
- 13. Comviva Technologies Inc.
- 14. YABX Technologies (Netherlands) B.V.
- 15. Comviva Technologies Singapore Pte. Limited
- 16. Comviva Technologies FZ-LLC
- 17. Comviva Technologies B.V.
- Comviva Technologies Mexico, S de R.L. de C.V
- 19. ATS Advanced Technology Solutions S A
- 20. ATS Advanced Technology Solutions do Brasil Industria Comercio, Importacao e Exportacao Ltda
- 21. Comviva Technologies Colombia S.A.S
- 22. Comviva Technologies (Australia) Pty Ltd
- 23. Emagine International Pty Ltd
- 24. Terra Payment Services South Africa (Pty) Limited
- 25. Terra Payment Services (Netherlands) BV
- 26. Mobex Money Transfer Services Limited
- 27. Tech Mahindra ICT Services (Malaysia) SDN. BHD
- 28. FixStream Networks Inc.
- 29. FixStream India Private Limited
- 30. Mahindra Technologies Services, Inc
- 31. Mahindra Engineering Services (Europe) Limited
- 32. Inter-Informatics, spol. s r.o.

Name of the subsidiary

- 33. Terrapay Services (UK) Limited
- 34. Terra Payment Services (Tanzania) Limited
- 35. Terra Payment Services (Uganda) Limited
- 36. Terra Payment Services S.A.R.L Senegal
- 37. Terra Payment Services S.A.R.L Congo B
- 38. Terra Payment Services (UK) Limited
- 39. Terra Payment Services Botswana (Proprietary) Limited
- 40. Terra Payment Services (Mauritius)
- 41. Terra Payment Services S.A.R.L DRC
- 42. Terra Payment Services (India) Private Limited
- 43. Comviva Technologies Nigeria Limited
- 44. Hedonmark (Management Services) Limited
- 45. Tech Mahindra South Africa (Pty) Limited
- 46. Tech Mahindra (Shanghai) Co. Ltd
- 47. Tech Mahindra Holdco Pty Limited
- 48. Tech Mahindra (Nanjing) Co. Ltd
- 49. Tech Mahindra Technologies Inc.
- 50. Citisoft Plc.
- 51. Citisoft Inc.
- 52. Satyam Venture Engineering Services Private Limited
- 53. Satyam Venture Engineering Services (Shanghai) Co Limited
- 54. Satven GmbH
- 55. Tech Mahindra De Mexico S.DE.R.L.DE.C.V
- 56. vCustomer Philippines, Inc.
- 57. vCustomer Philippines (Cebu), Inc.
- 58. Tech Mahindra Servicos De InformaticaLtda

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- 59. LCC Projects BV
- 60. LCC Professionals, B.V.
- 61. LCC Muscat LCC
- 62. Tech Mahindra France SAS
- 63. LCC Telecom Infra Professionals BV
- 64. LCC Telecom Infra Projects BV

Annexure 1: (Continued)

- 65. Inter-Informatics SRL
- 66. Inter-Informatics s.r.o
- 67. Tech Mahindra (Americas) Inc.
- 68. Tech Talenta Inc
- 69. Lightbridge Communications Corporation
- 70. Tech Mahindra Network Design Services, Inc
- 71. Tech Mahindra Network Services International Inc.
- 72. Lightbridge Middle East Holdings, Inc.
- 73. Tech Mahindra Network Services Belgium
- 74. LCC Middle East FZ-LLC
- 75. LCC Engineering & Deployment Services Misr, LTD
- 76. LCC France SARL
- 77. LCC Telecom GmbH
- 78. LCC Design & Deployment Services Ltd.
- 79. LCC Italia s.r.l.
- 80. LCC Saudi Telecom Services, Ltd.
- LCC Saudi Arabia Telecom Services Co. Ltd/Jordan WLL
- LCC Central America de Mexico, SA de CV
- LCC Wireless Communications Services Marox, SARLAU
- 84. LCC Europe B.V
- LCC Installation & Services Professionals BV
- 86. LCC Installation & Services Projects BV
- 87. LCC Network Services, B.V.
- 88. LCC North Central Europe, B.V.
- 89. Sofgen Services Pte. Ltd.
- 90. Tech Mahindra DRC SARLU
- 91. NTH Dimension Ltd
- 92. Tech Mahindra Arabia Limited
- 93. Tech Mahindra Netherlands B.V.
- 94. Tech Mahindra Growth Factories Limited
- 95. Tech Mahindra Sweden AB
- 96. Tech Mahindra LLC

- 97. LCC Networks Poland Sp.z.o.o
- 98. Light Bridge Communications Corporation LLC
- 99. LCC Wireless Communications Espana, SA
- 100. LCC Telekomunikasyon Servis Limited
- 101. LCC Deployment Services UK, Ltd.
- 102. LCC United Kingdom, Ltd.
- 103. Tech Mahindra S.A.
- 104. Tech-Mahindra Bolivia S.R.L.
- 105. Leadcom Integrated Solutions Tchad SARL
- 106. Tech Mahindra Colombia S.A.S.
- 107. Leadcom DRC SPRL
- 108. Tech Mahindra Ecuador S. A.
- 109. Leadcom Integrated Solutions (SPV) SAS
- 110. Leadcom Gabon S.A.
- 111. STA Gabon
- 112. Leadcom Ghana Limited
- 113. Tech Mahindra Guatemala S.A.
- 114. Leadcom Integrated Solutions (L.I.S.) Ltd
- 115. Societe de Telecommunications Africaine (STA) Abidjan
- 116. Leadcom Integrated Solutions Kenya Limited
- 117. Leadcom Integrated Solutions Myanmar Co. Limited
- 118. Sofgen SA
- 119. Sofgen Consulting AG
- 120. Sofgen Sdn. Bhd.
- 121. Tech Mahindra Costa Rica Sociedad Anonima
- 122. LCC do Brasil Ltda.
- 123. LCC Diseno y Servicios de RED Peru S.R.L
- 124. Tech Mahindra Healthcare Systems Holdings LLC
- 125. Tech Mahindra Healthcare LLC
- 126. TC Inter-Informatics a.s.
- 127. The CJS Solutions Group, LLC
- 128. HCI Group UK Limited



Annexure 1: (Continued)

- 129. Tech Mahindra Vietnam Company Limited
- 130. Tech Mahindra Fintech Holdings Limited
- 131. Target Topco Limited
- 132. Target TG Investments Limited
- 133. Target Group Limited
- 134. Elderbridge Limited
- 135. Target Servicing limited
- 136. Target Financial System Limited
- 137. Harlosh Limited
- 138. Leadcom Integrated Solutions International B.V.
- 139. Tech Mahindra Panama S.A.
- 140. Tech Mahindra de Peru S.A.C.
- 141. Leadcom Integrated Solutions Rwanda Ltd
- 142. STA Dakar
- 143. Leadcom Integrated Solutions Tanzania Ltd.
- 144. Leadcom Uganda Limited
- 145. Coniber S.A.
- 146. Healthcare Clinical Informatics Limited
- 147. High Resolution Consulting Limited
- 148. High Resolution Resourcing Limited
- 149 HCI Group DMCC
- 150. CJS Solutions Group Canada ULC
- 151. HCI Group Australia Pty Ltd
- 152. Sofgen Holdings Limited
- 153. Sofgen Services Limited
- 154. Sofgen (UK) Limited
- 155. Sofgen Africa Limited

ii) List of Associates:

- 1. Avion Networks, Inc.
- 2. IQS Information Solutions WLL
- 3. Altiostar Networks, Inc.
- 4. SARL Djazatech
- 5. EURL LCC UK Algerie
- 6. Signature S.r.l.
- 7. Goodmind S.r.l.

- 156. The Bio Agency Limited
- 157. PF Holdings B.V.
- 158. Pininfarina S.p.A.
- 159. Pininfarina Extra S.r.l
- 160. Pininfarina of America Corp.
- 161. Pininfarina Deutschland Holding Gmbh
- 162. Pininfarina Shanghai Co., Ltd
- 163. Pininfarina Engineering S.r.l.
- 164. Pininfarina Deutschland Gmbh
- 165. Harlosh NZ Limited
- 166. Sofgen Limited
- 167. Sofgen Ireland Limited
- 168. Sofgen West Africa Limited
- 169. TML Benefit Trust



| | | | | | | Rs. in Lakhs | |
|---|--------------------------------|---|-----------------------|--|-----------------------|----------------|--|
| Particulars | 0 1 1 00 | Quarter ended | | Concernant and a second s | period ended | Year ended | |
| | September 30, 2018 | June 30, 2018 | September 30, 2017 | September 30, 2018 | September 30, 2017 | March 31, 2018 | |
| 1 Revenue from Operations | 6,87,086 | 6,28,685 | 5,92,050 | 13,15,771 | 11,67,529 | 23,66,470 | |
| 2 Other Income | 40,845 | 17,927 | 73,480 | 58,772 | 1,13,109 | 1,73,063 | |
| 3 Total Revenue (1 + 2) | 7,27,931 | 6,46,612 | 6,65,530 | 13,74,543 | 12,80,638 | 25,39,53 | |
| 4 EXPENSES | | | | | | | |
| Employee Benefit Expenses | 2,06,944 | 2,01,248 | 2,02,573 | 4,08,192 | 4,06,710 | 8,11,47 | |
| Subcontracting Expenses | 2,56,949 | 2,36,214 | 2,18,525 | 4,93,163 | 4,43,882 | 9,00,85 | |
| Finance Costs | 1,188 | 800 | 1,897 | 1,988 | 3,620 | 7,084 | |
| Depreciation and Amortisation Expense | 17,594 | 16,906 | 15,847 | 34,500 | 30,638 | 65,62 | |
| Other Expenses | 80,629 | 80,362 | 65,632 | 1,60,991 | 1,33,982 | 2,64,034 | |
| Total Expenses | 5,63,304 | 5,35,530 | 5,04,474 | 10,98,834 | 10,18,832 | 20,49,07 | |
| 5 Profit before Tax (3 - 4) | 1,64,627 | 1,11,082 | 1,61,056 | 2,75,709 | 2,61,806 | 4,90,45 | |
| 6 Tax Expense | the state of the second second | 10.000000000000000000000000000000000000 | and the second second | Lastrance | 201171-00-001270 | | |
| Current Tax | 33,965 | 22,606 | 26,474 | 56,571 | 47,258 | 93,17 | |
| Deferred Tax | (3,045) | (3,146) | (3,185) | (6,191) | (2,842) | (2,44) | |
| Total Tax Expense | 30,920 | 19,460 | 23,289 | 50,380 | 44,416 | 90,73 | |
| 7 Profit after tax (5 - 6) | 1,33,707 | 91,622 | 1,37,767 | 2,25,329 | 2,17,390 | 3,99,72 | |
| 8 Other Comprehensive Income | (26,306) | (8,591) | (18,360) | (34,897) | (30,704) | (41,96 | |
| 9 Total Comprehensive Income (7 + 8) | 1,07,401 | 83,031 | 1,19,407 | 1,90,432 | 1,86,686 | 3,57,75 | |
| 0 Paid-up Equity Share Capital (Face Value of Share Rs. 5) | 49,022 | 48,998 | 48,797 | 49,022 | 48,797 | 48,96 | |
| 1 Total Reserves | | | | | | 19,06,33 | |
| 2 Earnings Per Equity Share (Rs) | | | | | | | |
| (EPS for quarter and six months ended periods are not annualised) | | | | | | | |
| - Basic | 13.59 | 9.32 | 14.13 | 22.91 | 22.30 | 40.8 | |
| - Diluted | 13.53 | 9.28 | 2012/3.2003 | 22.80 | (i) Milling Cond. | 40.5 | |

Tech Mahindra Limited Registered Office : Gateway Building, Apollo Bunder, Mumbai 400 001. Website : www.techmahindra.com.

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Rs. in Lakhs

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| Particulars | As at September 30, | As at March 31, 201 |
|---|--|------------------------|
| ASSETS | 2018 | |
| Non-Current Assets | | |
| a) Property, Plant and Equipment | 2,10,353 | 2,23,80 |
| b) Capital Work-in-Progress | 2,10,353 | 2,23,00 |
| c) Investment Property | 12,210 | |
| d) Other Intangible Assets | | 12,890 |
| e) Financial Assets | 81,635 | 86,362 |
| (i) Investments | 0.00.047 | 0.00.50 |
| (iv) Other Financial Assets | 6,93,647 | 6,86,502 |
| | 29,492 | 21,34 |
| f) Advance Income Taxes (Net of provisions) g) Deferred Tax Assets (Net) | 1,40,287 | 1,25,73 |
| | 44,059 | 27,512 |
| h) Other Non-Current Assets | 34,034 | 38,16 |
| Fotal Non - Current Assets | 12,70,854 | 12,45,853 |
| Current Assets | | |
| a) Financial Assets | | |
| (i) Investments | 3,34,850 | 3,24,309 |
| (ii) Trade Receivables | 6,05,908 | 5,07,89 |
| (iii) Cash and Cash Equivalents | 1,00,314 | 88,92 |
| (iv) Other Balances with Banks | 75,309 | 1,04,110 |
| (v) Loans | 46,087 | 35,088 |
| (vi) Other Financial Assets | 2,33,468 | 2,23,568 |
| b) Other Current Assets | 1,62,792 | 1,51,172 |
| Fotal Current Assets | 15,58,728 | 14,35,059 |
| Fotal Assets | 28,29,582 | 26,80,91 |
| | | |
| EQUITY AND LIABILITIES | | |
| Equity | and the second | 10000000 |
| (a) Equity Share Capital | 49,022 | 48,969 |
| (b) Other Equity | 19,41,322 | 19,06,33 |
| Fotal Equity | 19,90,344 | 19,55,304 |
| iabilities | | |
| Non-current liabilities | | |
| a) Financial Liabilities | | |
| (i) Borrowings | 11,921 | 14,499 |
| (ii) Other Financial Liabilities | 64,786 | 46,123 |
| b) Provisions | 38,530 | 39,540 |
| Fotal Non - Current Liabilities | 1,15,237 | 1,00,162 |
| Current liabilities | 1,10,207 | 1,00,10 |
| a) Financial Liabilities | | |
| (i) Trade Payables | 2,79,393 | 2,02,96 |
| (ii) Other Financial Liabilities | 1,18,241 | 1,04,89 |
| b) Other Current Liabilities | 1,03,610 | 1,04,89 |
| c) Provisions | E 2 12 | 4 |
| d) Current Tax Liabilities (Net of advance income taxes) | 20,441 | 23,86 |
| fotal Current Liabilities | 79,276 | 68,32 |
| HINDS | 6,00,961 | 5,02,400 |
| Suspense Account (Net) | 1,23,040 | 1,23,040 |
| | CONTRACTOR AND | 26,80,91 |

Balance Sheet as at September 30, 2018 (Standalone - Audited)

Registered Office : Gateway Building, Apollo Bunder, Mumbai 400 001. Website : www.techmahindra.com. Email : investor.relations@techmahindra.com. CIN : L64200MH1986PLC041370

Standalone Audited Financial Results for the guarter and six months period ended September 30, 2018

Notes :

1 The quarterly and six months period ended results have been reviewed by the Audit Committee and taken on record by the Board of Directors in its meeting held on October 30, 2018.

2 Certain matters relating to erstwhile Satyam Computer Services Limited (erstwhile Satyam):

Subsequent to the letter dated January 7, 2009, due to the confession of the then Chairman of erstwhile Satyam with respect to fraud, various regulators/investigating agencies such as the Serious Fraud Investigation Office (SFIO)/Registrar of Companies (ROC), Directorate of Enforcement (ED), Central Bureau of Investigation (CBI) had initiated investigations on various matters and conducted inspections / issued notices calling for information which have been responded to. Certain non-compliances/breaches of laws and regulations by the erstwhile Satyam under the former Management (prior to Government nominated Board) were identified by various agencies which have been responded to/appropriately addressed by the erstwhile Satyam/Tech Mahindra Limited ('the Company') and the Company does not expect any further proceedings in this regard.

Proceedings in relation to 'Alleged Advances':

Pursuant to the aforesaid letter dated January 7, 2009, the erstwhile Satyam received letters from 37 companies seeking confirmation by way of acknowledgement of receipt of certain alleged amounts by the erstwhile Satyam (referred to as 'alleged advances'). These letters were followed by legal notices from them, claiming repayment of the alleged advances aggregating Rs. 123,040 Lakhs stated to be given as temporary advances but without any evidence in support of the nature of these transactions. The legal notices also claimed damages/compensation @18% per annum from the date of the advances till the date of repayment. The erstwhile Satyam has not acknowledged any liability to any of the 37 companies and has replied to the legal notices stating that the claims are legally untenable.

The 37 companies have filed petitions/suits for recovery against the erstwhile Satyam before the City Civil Court, Secunderabad (Court), with a prayer that these companies be declared as indigent persons for seeking exemption from payment of requisite court fees. Further, they have filed appeals before the Division Bench of the Honorable High Court of Andhra Pradesh, against the Orders of the Honorable High Court of Andhra Pradesh and the Honorable High Court of Judicature at Bombay sanctioning the scheme of merger of erstwhile Satyam with the Company w.e.f. April 1, 2011, which are yet to be heard. One of the aforesaid companies has also appealed against the Order rejecting the Petition for winding-up of the erstwhile Satyam. These matters have been combined for hearing.

The Directorate of Enforcement (ED) while investigating the matter under the Prevention of Money Laundering Act, 2002 (PMLA) had directed the erstwhile Satyam not to return the alleged advances until further instructions. In furtherance to the investigation, certain fixed deposits of the Company with certain banks, then aggregating to Rs. 82,200 Lakhs were alleged by ED to be 'proceeds of crime' and were provisionally attached vide Order dated October 18, 2012 by the ED (the Order). The Honorable High Court of Andhra Pradesh (the Court) had, pending further Orders, granted stay of the said Order and all proceedings thereto vide its Order dated December 11, 2012. The ED had challenged this interim Order passed by the Single Judge before the Division Bench of the Court. Vide order dated December 31, 2014, the Honorable High Court upon hearing the matter, has dismissed the Appeal filed by ED and affirmed the Stay granted by the Single Judge. Consequently, out of the aforesaid fixed deposits which were attached, fixed deposits aggregating Rs 35,700 Lakhs have been redeemed. Certain banks have not honored the redemption claim and the Company is pursuing the matter legally.

In view of the aforesaid developments and also on an independent legal opinion the Management believes that the claim by the 37 companies for repayment of the alleged advances, including interest thereon is not legally tenable. Consequently, pending the final outcome of the proceedings, as a matter of prudence, the Company has accounted and disclosed the amount of Rs. 123,040 Lakhs as 'Suspense Account (net)'. Although remote, in the event that these cases are decided against the Company, there would be no effect on the financial results or financial position of the Company.

- 3 Scheme of Amalgamation ('the scheme') of Sofgen India Private Limited with the Company has been approved by the National Company Law Tribunal (NCLT), Chennai Bench vide order dated June 12, 2018 and Mumbai Bench vide order dated August 8 2018 with an appointed date of April 1, 2018. The Company has filed the Order received from Chennai Bench with Registrar of Companies ('ROC') on July 13, 2018 and the order received from Mumbai Bench with ROC on August 17, 2018. The scheme has been accounted under the 'pooling of interests' method in accordance with Appendix C of Ind AS 103 'Business Combinations' and comparatives have been restated for amalgmation from the beginning of the previous year i.e. April 1, 2017.
- 4 Effective April 1, 2018, the Company has adopted Ind AS 115 using the cumulative effect method. The standard is applied retrospectively to contracts that are not completed as at the date

of initial application and the comparative information is not restated. The effect of adoption of the standard did not have any significant impact on the financial statements of the Company.

5 Tax expense for the six months period ended September 30, 2018 is net of provision of Rs. 8,890 Lakhs of earlier periods, no longer required, written back. (Quarter ended "QE" September 30, 2018: Rs. Nil) (QE June 30, 2018: Rs. 8,890 Lakhs) (QE September 30, 2017: Rs. 1,573 Lakhs) (Six months period ended September 30, 2017: Rs. 3,302 Lakhs).

Tax expense for the year ended March 31, 2018 is net of provision of Rs. 18,056 Lakhs of earlier periods, no longer required, written back.

6 Previous period's figures have been regrouped wherever necessary.

- 7 Emphasis of Matter
 - The Emphasis of Matter in the Auditor's Report pertains to the following:

With relation to Note 2 in respect of certain matters relating to erstwhile Satyam Computer Services Limited (erstwhile Satyam), amalgamated with the Company with effect from April 1, 2011 which are discussed below:

Certain non-compliances and breaches of laws and regulations by the erstwhile Satyam under the former Management (prior to Government nominated Board) identified by the various agencies have been responded to in earlier years and no further communication has been received on these matters and with the passage of time, the Company does not expect any further proceedings in this regard.

The Company's management, on the basis of current legal status and external legal opinion, as more fully described in Note 2, has concluded that (i) claims made by 37 companies in the City Civil Court for alleged advances amounting to Rs. 123,040 Lakhs made by these companies to erstwhile Satyam and presented separately under 'Suspense account (net)' and (ii) the claims to these advances filed by Enforcement Directorate under the Prevention of Money Laundering Act in the High Court of Andhra Pradesh will not sustain on ultimate resolution by the respective Courts.

8 Management response to Emphasis of Matter:

With regard to the Emphasis of Matter stated in Note 7 above, there are no additional developments on the Emphasis of Matter mentioned which require adjustments to the financial results.

9 The Financial Results have been made available to the Stock Exchanges where the Company's securities are listed and are posted on the Company's website (www.techmahindra.com).

Date : October 30, 2018 Place : Mumbai C. P. Gurnani Managing Director & CEO



BSR&Co.LLP

Chartered Accountants

5th Floor, Lodha Excelus, Apollo Mills Compound N. M. Joshi Marg, Mahalaxmi Mumbai - 400 011 India Telephone +91 (22) 4345 5300 Fax +91 (22) 4345 5399

Independent Auditor's Report on quarterly and year-to-date Standalone Financial Results of Tech Mahindra Limited pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

То

Board of Directors of Tech Mahindra Limited

1. We have audited the quarterly standalone financial results of Tech Mahindra Limited ('the Company') for the quarter ended 30 September 2018 and the year-to-date financial results for the period from 1 April 2018 to 30 September 2018 ('standalone financial results'), attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations').

These standalone financial results have been prepared on the basis of the Condensed standalone interim Ind AS financial statements, which are the responsibility of the Company's management. Our responsibility is to express an opinion on these standalone financial results based on our audit of such Condensed standalone interim Ind AS financial statements, which have been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard (Ind AS) for Interim Financial Reporting (Ind AS 34), prescribed under Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations.

- 2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts disclosed in the financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
- 3. We draw attention to note 2 of the standalone financial results in respect of certain matters relating to erstwhile Satyam Computer Services Limited ("erstwhile Satyam"), amalgamated with the Company with effect from 1 April 2011 which are discussed below:
 - Non-compliances of laws and regulations by the erstwhile Satyam under the former Management (prior to Government nominated Board) identified by various agencies, which have been responded to in earlier years and no further communication has been received on these matters and with the passage of time, the Company does not expect any further proceedings in this regard.
 - The Company's management, on the basis of current legal status and external legal opinion, has concluded that (i) claims made by 37 companies in the City Civil Court for alleged advances amounting to Rs. 123,040 lakhs made by these companies to erstwhile Satyam and presented separately under 'Suspense account (net)' and (ii) the claims to these advances filed by Enforcement Directorate under the Prevention of Money Laundering Act in the High Court of Andhra Pradesh, will not sustain on ultimate resolution by the respective Courts.

Our opinion is not modified in respect of these matters.

B S R & Co (a partnership firm with Registration No. BA61223) converted into B S R & Co. LLP (a Limited Liability, Partnership with LLP Registration No. AAB-8181) with effect from October 14, 2013 Registered Office: 5th Floor, Lodha Excelus, Apollo Mills Compound M M Joshi Marg, Mahalaxmi Mumbal - 400 011 India Registered Office: 5th Floor, Lodha Excelus Apollo Mills Compound

N. M. Joshi Marg, Mahalaxmi

Mumbai - 400 011. India

Independent Auditor's Report on quarterly and year-to-date Standalone Financial Results of Tech Mahindra Limited pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (continued)

- 4. Based on our audit conducted as above, in our opinion and to the best of our information and according to the explanations given to us, these quarterly standalone financial results:
 - (i) are presented in accordance with the requirements of Regulation 33 of the Listing Regulations; and
 - (ii) give a true and fair view of the net profit and other comprehensive income and other financial information for the quarter ended 30 September 2018 as well as the year-to-date standalone financial results for the period from 1 April 2018 to 30 September 2018.

For **B S R & Co. LLP** Chartered Accountants Firm registration No: 101248W/W-100022

Jamil Khatri Partner Membership No.: 102527

Place: Mumbai Date: 30 October 2018



Tech Mahindra Q2 PAT up 27% YoY

Revenue up 13% YoY and EBITDA up 46% YoY Q2 new deal wins of over US\$ 550 mn

Mumbai, October 30, 2018: Tech Mahindra Ltd., a specialist in digital transformation, consulting and business reengineering today announced the audited consolidated financial results for its second quarter ended Sep 30, 2018.

Financial highlights for the quarter (₹)

- Revenue at ₹ 8,630 crore; up 13.5% YoY, up 4.3% QoQ
 - EBITDA at ₹ 1,619 crore; up 46.4% YoY and 19.3% QoQ
 - EBITDA margins at 18.8%; up 430 bps YoY and 240 bps QoQ
- Consolidated PAT at ₹ 1,064 crore; up 27.3% YoY; and 18.5% QoQ
- Earnings per Share (EPS) was ₹ 12.0 for the quarter ended Sep 30, 2018

Financial highlights for the quarter (USD)

- Revenue at USD 1,218.2 mn; up 3.3% YoY and down 0.5% QoQ
 Revenue growth up 0.4% QoQ, in Constant Currency terms
- EBITDA at USD 226.9 mn; up 32.7% YoY and up 13.7% QoQ
- Consolidated PAT at USD 149.4 mn, up 15.6% YoY and up 13.3% QoQ

Other Highlights

- Total headcount at 118,391, up 4,839 QoQ
 - Software headcount stood at 72,534; BPO at 39,407
- Cash and Cash equivalent of ₹7,900 crore as of Sep 30, 2018
- The Active Client count stood at 930 in Q2, up by 4 QoQ



Connected World. Connected Experiences.

WHY DO I NEED AN AIP

C P Gurnani, Managing Director & Chief Executive Officer, Tech Mahindra said. "It's been a satisfying quarter where our focus on digital transformation has helped us deliver a robust performance. Our strong deal wins especially in the Communication vertical coupled with our 10% plus sequential growth in digital revenues are a validation of our Run, Change and Grow strategy. Barring declines in our implementation business in our healthcare vertical, we have clocked a good quarter in terms of both revenue growth and EBIDTA margin improvement. We will endeavor to maintain this momentum as we continue our journey."

Manoj Bhat, CFO, Tech Mahindra said. "This has been a strong quarter with improving operating metrics across most of our business lines. Our focus on optimizing our operations has led us to the highest EBITDA level and margin improvement in excess of 2% sequentially and 4% on a YoY basis"

Key Wins

- A leading Asia Pacific Telecommunication Company has chosen Tech Mahindra as its digital transformation partner to provide an end-to-end IT Outsourcing services. Tech Mahindra will consolidate and harmonize processes leveraging new age technologies, platforms and Bot's for delivering an enhanced customer experience at an optimal cost.
- Chosen by an emerging market Public Services group, to modernize and Automate Ports. Tech Mahindra will build and maintain Enterprise Business System (EBS), enabling faster request delivery of services, better turnaround time, improve efficiency, provide real-time management information system (MIS)
- Selected by a Tier 1 American Telco, for transforming its business network services, helping enrich the customer experience, augment service delivery and bring in productivity efficiencies'



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- Selected by a large American Logistic Company to transform its Contact center Customer experience and provide and Omni-channel experience, leveraging automation & Robotic Process Automation
- Chosen by a leading Asian Resource giant, for Implementation of SAP ERP and Hospital Information Management System (HIMS), helping the company to achieve a faster and effective decision making
- Bagged a contract from a North American Communication Service Provider region for its Enterprise wide testing services, helping bring in Project Efficiencies' and optimize cost.
- Chosen by a leading European-Telco for its strategic Network Transformation program. Tech Mahindra will one of the prime Integrator for their SDN/NFV transformation.
- Chosen by a leading US healthcare service provider for implementation, rollout, Training and Support of Electronic Health Records (EHR's).
- Bagged a contract from a large Nordic OEM for Device testing services.
- Won a deal from a leading American Healthcare Services provider for managing its security services stack.

Business Highlights

Tech Mahindra Ltd is setting up of a 5G Center of Excellence (CoE) powered by Intel technology in Redmond, Washington and Bengaluru. The CoE is targeted to help Communication Service Providers (CoSPs) optimize their Capital Expenditure (Capex) on 5G migrations and rollout and accelerate new revenue-generating services that will lead the transformation journey.





- Tech Mahindra and Government of Telangana Collaborate to Launch India's First Blockchain District to foster Growth of Indian Blockchain Ecosystem.
- Tech Mahindra announced a global strategic partnership with Avaamo, a leader in conversational artificial intelligence (AI). This partnership will include developing and delivering conversational AI solutions for global enterprises.
- Tech Mahindra to collaborate with Microsoft to create a Distributed Ledger Technology (DLT)based solution to build a robust ecosystem in line with the regulations issued by TRAI (Telecom Regulatory Authority of India). Based on Blockchain technology and built on Microsoft Azure the solution aims at mitigating the issue of unsolicited commercial communication (UCC) in the country

Awards & Recognition

- Tech Mahindra recognized as a leader in the Dow Jones Sustainability Indices 2018 for the fourth consecutive year. Tech Mahindra is one of four Indian companies to be included in the DJSI World Index and one of Ten Indian Companies in the DJSI Emerging Markets category.
- > Tech Mahindra is the highest ranked Non US Company in the Forbes Global Digital 100 list
- Tech Mahindra Wins Golden Peacock Global Award for Excellence in Corporate Governance 2018
- Tech Mahindra Business Process Services Recognized as a Leader in Customer Experience Services by Global Analyst Firm Nelson Hall





About Tech Mahindra

Tech Mahindra represents the connected world, offering innovative and customer-centric information technology experiences, enabling Enterprises, Associates and the Society to Rise[™]. We are a USD 4.9 billion company with 118,390+ professionals across 90 countries, helping over 930 global customers including Fortune 500 companies. Our convergent, digital, design experiences, innovation platforms and reusable assets connect across a number of technologies to deliver tangible business value and experiences to our stakeholders. Tech Mahindra is the highest ranked Non-U.S. company in the a Forbes Global Digital 100 list (2018) and the Forbes Fab 50 companies in Asia (2018)

We are part of the USD 21 billion Mahindra Group that employs more than 200,000 people in over 100 countries. The Group operates in the key industries that drive economic growth, enjoying a leadership position in tractors, utility vehicles, after-market, information technology and vacation ownership.

Connect with us on www.techmahindra.com || Our Social Media Channels

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Disclaimer

Certain statements in this release concerning the future prospects of Tech Mahindra Limited ("the Company" or "TechM") are forward-looking statements. These statements by their nature involve risks and uncertainties that could cause Company's actual results differ materially from such forward-looking statements. The Company, from time to time, makes written and oral forward-looking statements based on information available with the management of the Company and the Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.





Audited consolidated financial results for the quarter ended Sep 30, 2018 drawn under IND AS

| Consolidated Income Statement | | | (₹ Mn | | | |
|---|----------------|--------|--------|--|--|--|
| Particulars | Quarter Ending | | | | | |
| | Sep-18 | Jun-18 | Sep-17 | | | |
| Revenue | 86,298 | 82,763 | 76,064 | | | |
| Cost of Services | 56,923 | 57,340 | 53,789 | | | |
| Gross Profit | 29,375 | 25,423 | 22,275 | | | |
| SG&A | 13,189 | 11,854 | 11,218 | | | |
| EBITDA | 16,187 | 13,569 | 11,057 | | | |
| Other Income | 1,751 | 1,114 | 3,222 | | | |
| Interest Expense | 388 | 305 | 386 | | | |
| Depreciation & Amortization | 2,944 | 2,808 | 2,653 | | | |
| Profit before Tax | 14,473 | 11,452 | 11,240 | | | |
| Provision for taxes | 3,914 | 2,457 | 2,847 | | | |
| Minority Interest | 84 | (16) | 187 | | | |
| Share of profit / (loss) from associate | (133) | (118) | (31) | | | |
| Profit after tax | 10,643 | 8,979 | 8,362 | | | |
| EPS (₹) | | | | | | |
| Basic | 11.99 | 10.12 | 9.52 | | | |
| Diluted | 11.93 | 10.07 | 9.40 | | | |



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| Tech Mahi | ndra Limited Co P&L Summ | onsolidated F ary (Rs in Mn | | a. | | | |
|--|-----------------------------|--------------------------------|-----------------|----------------|---------------|---------------|--------------|
| | r dit Summ | | , FY 2017-18 | | | FY 201 | 8-19 |
| Particulars | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 |
| Revenue From Operations | 73,361 | 76,064 | 77,760 | 80,545 | 3,07,729 | 82,763 | 86,298 |
| Cost of revenue | 52,818 | 53,789 | 53,807 | 54,885 | 2,15,300 | 57,340 | 56,923 |
| Gross Profit | 20,543 | 22,275 | 23,953 | 25,660 | 92,429 | 25,423 | 29,375 |
| SGA | 11,197 | 11,218 | 11,378 | 11,541 | 45,333 | 11,854 | 13,189 |
| EBIDTA | 9,346 | 11,057 | 12,575 | 14,119 | 47,096 | 13,569 | 16,187 |
| EBIDTA % | 12.7% | 14.5% | 16.2% | 17.5% | 15.3% | 16.4% | 18.8% |
| Depreciation & Amortization | 2,468 | 2,653 | 2,742 | 2,986 | 10,850 | 2,808 | 2,944 |
| EBIT | 6,878 | 8,404 | 9,833 | 11,133 | 36,246 | 10,761 | 13,243 |
| EBIT % | 9.4% | 11.0% | 12.6% | 13.8% | 11.8% | 13.0% | 15.3% |
| Other income | 4,109 | 3,222 | 2,322 | 4,513 | 14,165 | 1,114 | 1,751 |
| Foreign Exchange (loss)/ gain | 2,726 | 2,270 | 1,012 | 1,743 | 7,750 | 147 | 501 |
| Interest, Dividend & Misc. income | 1,383 | 952 | 1,310 | 2,770 | 6,415 | 967 | 1,250 |
| Interest expense | 370 | 386 | 341 | 527 | 1,624 | 305 | 388 |
| Share of profit /(Loss) from associate | 0 | 0 | 0 | 0 | 1 | (118) | (133) |
| Profit Before Tax | 10,617 | 11,240 | 11,814 | 15,119 | 48,788 | 11,452 | 14,473 |
| Provision for taxes | 2,698 | 2,847 | 2,570 | 2,810 | 10,926 | 2,457 | 3,914 |
| Profit After Tax Before Minority Interest Minority Interest | 7,919 68 | 8,393 (31) | 9,244 187 | 12,309 (88) | 37,862 136 | 8,995 (16) | 10,559 84 |
| Net Profit After Minority Interest (Share of the Owners of | 08 | (31) | 10/ | (00) | 130 | (10) | 04 |
| the Company) | 7,987 | 8,362 | 9,431 | 12,221 | 37,998 | 8,979 | 10,643 |
| PAT % | 10.9% | 11.0% | 12.2% | 15.2% | 12.3% | 10.8% | 12.3% |
| EPS (In Rs)- Before Non Recurring / Exceptional Items | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 |
| Basic | 9.10 | 9.52 | 10.73 | 13.84 | 43.02 | 10.12 | 11.99 |
| Diluted | 8.98 | 9.40 | 10.61 | 13.72 | 42.66 | 10.07 | 11.93 |
| EPS (In Rs)- After Non Recurring / Exceptional Items | | | | | | | |
| Basic | 9.10 | 9.52 | 10.73 | 13.84 | 43.02 | 10.12 | 11.99 |
| Diluted | 8.98 | 9.40 | 10.61 | 13.72 | 42.66 | 10.07 | 11.93 |
| Total Headcount (As at period-end) | Q1 | Q2 | Q3 | Q4 | | Q1 | Q2 |
| Software professionals | 78,996 | 75,587 | 73,460 | 72,437 | | 72,462 | 72,534 |
| BPO professionals | 30,322 | 35,287 | 35,496 | 34,190 | 10.00 | 34,700 | 39,407 |
| Sales & support | 6,662 | 6,351 | 6,285 | 6,180 | | 6,390 | 6,450 |
| Total Headcount | 1,15,980 | 1,17,225 | 1,15,241 | 1,12,807 | | 1,13,552 | 1,18,391 |
| IT Attrition % (LTM) # | humana a | | | | | | |
| IT Utilization % # | 17% 77% | 16% 81% | 17% | 18% | in stand | 19% | 20% |
| IT Utilization % (Excluding Trainees) # | 81% | 81% | 83% 83% | 84% 84% | | 81% 84% | 81% 83% |
| To unization % (excluding framees) # | | | | | | | |
| Revenue By Geography % (Quarter Ended) | Q1 | Q2 | Q3 | Q4 | LTM | Q1 | Q2 |
| Americas | 46.8% | 45.3% | 46.9% | 47.4% | 46.6% | 48.2% | 47.0% |
| Europe | 29.8% | 30.0% | 29.8% | 29.6% | 29.8% | 30.0% | 29.6% |
| Rest of world | 23.4% | 24.7% | 23.3% | 23.0% | 23.6% | 21.9% | 23.4% |
| Total | 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 |
| Communication | 45.2% | 43.7% | 42.8% | 41.6% | 43.3% | 39.6% | 41.5% |
| Manufacturing | 19.3% | 19.0% | 19.1% | 19.3% | 19.2% | 20.1% | 20.1% |
| Technology,Media & Entertainment | 6.0% | 5.9% | 6.5% | 7.3% | 6.5% | 7.2% | 7.3% |
| Banking, Financial services & Insurance | 14.4% | 14.1% | 13.3% | 13.0% | 13.7% | 13.6% | 13.5% |
| Retail, Transport & Logistics | 6.8% | 7.2% | 7.1% | 6.2% | 6.8% | 6.1% | 6.5% |
| Others | 8.3% | 9.9% | 11.3% | 12.6% | 10.6% | 13.4% | 11.2% |
| Total | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| No. of Active Clients & % of Repeat Business | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 |
| No. of Active Clients | 864 | 885 | 903 | 913 | | 926 | 930 |
| % of Repeat Business | 97.2% | 95.0% | 92.9% | 88.4% | 93.4% | 98.5% | 97.4% |



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| Tech N | Aahindra Limited C | onsolidated I | Fact Sheet Da | ta. | | | |
|--|--------------------|---|---------------|--------|-------|--------|---------|
| | P&L Summ | nary (Rs in Mr | 1) | | | | |
| Particulars | | | FY 2017-18 | | | FY 201 | 8-19 |
| Client Contribution To Revenue % | | in the second | | | | | |
| (Quarter Ended) | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 |
| No. of Million \$ Clients | | | | | | | |
| ≥ \$1 million clients | 377 | 390 | 389 | 392 | 1 | 396 | 407 |
| ≥ \$5 million clients | 139 | 147 | 154 | 156 | | 154 | 157 |
| ≥ \$10 million clients | 74 | 81 | 83 | 85 | | 86 | 86 |
| ≥ \$20 million clients | 41 | 40 | 40 | 44 | | 47 | 45 |
| ≥ \$50 million clients | 14 | 14 | 16 | 16 | | 16 | 17 |
| | Q1 | Q2 | Q3 | Q4 | | Q1 | Q2 |
| Тор 5 | 25.9% | 24.8% | 23.2% | 23.2% | 24.2% | 21.9% | 23.3% |
| Top 10 | 36.3% | 35.1% | 33.2% | 32.7% | 34.3% | 32.5% | 32.7% |
| Top 20 | 48.5% | 46.2% | 45.0% | 45.7% | 46.3% | 46.2% | 45.6% |
| On/Off Break-up in % (IT Business Revenue) | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 |
| Onsite | 63.7% | 64.1% | 65.8% | 67.0% | 65.1% | 66.6% | 64.5% |
| Offshore | 36.3% | 35.9% | 34.2% | 33.0% | 34.9% | 33.4% | 35.5% |
| Rupee USD Rate | Q1 | Q2 | Q3 | Q4 | | Q1 | Q2 |
| Period closing rate | 64.57 | 65.28 | 63.87 | 65.17 | | 68.47 | 72.49 |
| Period average Rate | 64.44 | 64.45 | 64.35 | 64.64 | | 67.51 | 70.68 |
| Proportion of Revenues From Major Currencies | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 |
| USD | 48.6% | 46.9% | 47.4% | 49.4% | 48.1% | 49.3% | 48.0% |
| GBP | 12.1% | 12.0% | 11.4% | 12.1% | 11.9% | 11.6% | 11.2% |
| EUR | 11.0% | 11.2% | 11.9% | 11.7% | 11.4% | 11.4% | 11.4% |
| AUD | 4.8% | 4.9% | 4.9% | 4.6% | 4.8% | 4.8% | 4.9% |
| Others | 23.4% | 24.9% | 24.5% | 22.2% | 23.8% | 22.9% | 24.5% |
| Hedge Book | Q1 | Q2 | Q3 | Q4 | 1.1.1 | Q1 | Q2 |
| GBP In Mn | 247.0 | 260.0 | 241.0 | 229.0 | | 213.0 | 190.0 |
| Strike rate (INR) | 97.0 | 95.4 | 94.2 | 94.4 | | 95.1 | 97.0 |
| USD In Mn | 878.0 | 646.0 | 577.0 | 598.0 | | 894.0 | 1,069.0 |
| Strike rate (INR) | 72.6 | 72.2 | 72.2 | 71.0 | | 70.7 | 71.9 |
| EUR In Mn | 165.2 | 256.0 | 236.0 | 244.0 | | 228.0 | 220.0 |
| Strike rate (INR) | 81.6 | 84.1 | 82.1 | 85.4 | 1 | 85.9 | 87.4 |
| Receivable Days (DSO)-Including Unbilled | 104 | 106 | 105 | 102 | | 108 | 112 |
| Borrowings | 20,707 | 20,936 | 21,809 | 23,966 | 1.00 | 24,868 | 25,610 |
| Cash and Cash Equivalent | 60,164 | 59,613 | 60,684 | 77,743 | | 84,130 | 78,999 |
| Capital Expenditure (Quarter Ended) | 1,447 | 4,548 | 1,647 | 2,093 | 9,735 | 1,868 | 1,507 |

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



| Tech | n Mahindra Lin P&L | nited Consolic Summary (US | | eet Data. | | | |
|---|-----------------------|-------------------------------|-----------|-----------|---------|---------|---------|
| | , or c | | Y 2017-18 | | | FY 2018 | 3-19 |
| Particulars | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 |
| Revenue From Operations | 1,138.1 | 1,179.2 | 1,209.1 | 1,244.3 | 4,770.8 | 1,224.1 | 1,218.2 |
| Cost of revenue | 819.6 | 834.2 | 836.3 | 848.8 | 3,338.9 | 849.1 | 805.3 |
| Gross Profit | 318.5 | 345.0 | 372.8 | 395.5 | 1,431.8 | 375.0 | 412.9 |
| SGA | 173.7 | 174.0 | 176.9 | 178.3 | 702.9 | 175.4 | 186.1 |
| EBIDTA | 144.8 | 171.0 | 195.9 | 217.2 | 728.9 | 199.6 | 226.9 |
| EBIDTA % | 12.7% | 14.5% | 16.2% | 17.5% | 15.3% | 16.4% | 18.8% |
| Depreciation & Amortization | 38.3 | 41.1 | 42.7 | 46.1 | 168.2 | 41.5 | 41.6 |
| EBIT | 106.5 | 129.9 | 153.2 | 171.1 | 560.7 | 158.1 | 185.3 |
| EBIT % | 9.4% | 11.0% | 12.7% | 13.7% | 11.8% | 12.9% | 15.2% |
| Other income | 63.8 | 49.8 | 36.2 | 69.7 | 219.5 | 16.4 | 25.1 |
| Foreign Exchange (loss)/ gain | 42.4 | 35.0 | 15.8 | 27.1 | 120.4 | 2.3 | 7.4 |
| Interest, Dividend & Misc. income | 21.4 | 14.8 | 20.4 | 42.6 | 99.2 | 14.1 | 17.7 |
| Interest expense | 5.7 | 6.0 | 5.3 | 8.1 | 25.1 | 4.6 | 5.5 |
| Share of profit /(Loss) from associate | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | (1.7) | (1.8) |
| Profit Before Tax | 164.6 | 173.8 | 184.2 | 232.6 | 755.1 | 168.2 | 203.1 |
| Provision for taxes | 41.8 | 44.0 | 40.0 | 43.3 | 169.2 | 36.1 | 54.8 |
| Profit After Tax Before Minority Interest | 122.7 | 129.7 | 144.1 | 189.4 | 585.9 | 132.1 | 148.3 |
| Minority Interest | 1.1 | (0.5) | 2.9 | (1.4) | 2.2 | (0.2) | 1.2 |
| Net Profit After Minority Interest (Share of the Owners of the Company) | 123.8 | 129.3 | 147.0 | 188.0 | 588.1 | 131.8 | 149.4 |
| PAT% | 10.9% | 11.0% | 12.2% | 15.2% | 12.3% | 10.8% | 12.3% |
| EPS (In USD)- Before Non Recurring / Exceptional Items | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 |
| Basic | 0.14 | 0.15 | 0.17 | 0.21 | 0.67 | 0.15 | 0.17 |
| Diluted | 0.14 | 0.15 | 0.16 | 0.21 | 0.66 | 0.15 | 0.17 |
| EPS (In USD)- After Non Recurring / | | a | | | | | |
| Exceptional Items | | | | | | | |
| Basic | 0.14 | 0.15 | 0.17 | 0.21 | 0.67 | 0.15 | 0.17 |
| Diluted | 0.14 | 0.15 | 0.16 | 0.21 | 0.66 | 0.15 | 0.17 |
| Receivable Days (DSO)-Including Unbilled | 104 | 106 | 105 | 102 | | 108 | 112 |
| Borrowings | 320.7 | 320.7 | 341.5 | 367.7 | | 363.2 | 353.3 |
| Cash and Cash Equivalent | 931.8 | 913.2 | 950.1 | 1,192.9 | | 1,228.7 | 1,089.8 |
| Capital Expenditure (Quarter Ended) | 22.5 | 70.6 | 25.6 | 32.4 | 151.0 | 27.7 | 21.3 |

Notes :

1) Figures rounded off to the nearest million.

2) Previous period figures have been regrouped/rearranged wherever necessary.

3) USD numbers based on convenience translation



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TECH MAHINDRA



Tech Mahindra

| | Sep 30, 2018 | Mar 31, 2018 |
|---|--------------|--------------|
| ASSETS | Sep 30, 2018 | War 31, 2018 |
| Non-Current Assets | | |
| (a) Property, Plant and Equipment | 28,523 | 29,83 |
| (b) Capital Work-in-Progress | 2,608 | 2,39 |
| (c) Investment Property | 1,849 | 1,90 |
| (d) Goodwill | 29,828 | 27,72 |
| (e) Other Intangible Assets | 15,807 | 16,7 |
| (f) Investment accounted using Equity method | 760 | 1,0: |
| (g) Financial Assets | | |
| (i) Investments | 10,641 | 11,4 |
| (ii) Trade Receivables | 148 | 1 |
| (iii) Loans | 55 | |
| (iv) Other Financial Assets | 3,228 | 2,4 |
| (h) Advance Income Taxes (Net of provisions) | 21,121 | 17,7 |
| (i) Deferred Tax Assets (Net) | 8,025 | 5,7 |
| (j) Other Non-Current Assets | 5,489 | 6,0 |
| Total Non - Current Assets | 1,28,082 | 1,23,3 |
| Current Assets | | |
| (a) Inventories | 845 | 6 |
| (b) Financial Assets | | |
| (i) Investments | 35,871 | 34,4 |
| (ii) Trade Receivables | 71,906 | 64,9 |
| (iii) Cash and Cash Equivalents | 19,787 | 19,6 |
| (iv) Other Balances with Banks | 7,931 | 10,7 |
| (v) Loans | 4,500 | 1,5 |
| (vi) Other Financial Assets | 30,354 | 29,5 |
| (c) Other Current Assets | 22,707 | 19,5 |
| Total Current Assets | 1,93,901 | 1,81,0 |
| Total Assets | 3,21,983 | 3,04,3 |
| EQUITY AND LIABILITIES | | |
| Equity | | |
| (a) Equity Share Capital | 4,422 | 4,4 |
| (b) Other Equity | 1,88,547 | 1,84,0 |
| Equity Attributable to Owners of the Company | 1,92,969 | 1,88,4 |
| Non controlling Interest * | 5,249 | 5,0 |
| Total Equity | 1,98,218 | 1,93,5 |
| Liabilities | | |
| Non-current liabilities | | |
| (a) Financial Liabilities | | |
| (i) Borrowings | 3,634 | 7,7 |
| (ii) Other Financial Liabilities | 7,795 | 5,7 |
| (b) Provisions | 5,605 | 5,5 |
| (c) Deferred tax liabilities (Net) | 43 | 5,5 |
| (d) Other Non-Current Liabilities | 318 | 3 |
| Total Non - Current Liabilities | 17,395 | 19,3 |
| Current liabilities | 17,395 | 19,5 |
| (a) Financial Liabilities | | |
| (i) Borrowings | 11,171 | 9,5 |
| (ii) Trade Payables | 24,357 | 20,3 |
| (iii) Other Financial Liabilities | 25,770 | 20,3 |
| (b) Other Current Liabilities | 16,979 | 20,0 |
| (c) Provisions | 3,846 | 4,0 |
| (d) Current Tax Liabilities (Net of advance income taxes) | 11,943 | 4,0 9,3 |
| Total Current Liabilities | 94,066 | 9,3 79,1 |
| Suspense Account (Net) | 12,304 | 12,3 |
| | | |
| Total Equity and Liabilities and Suspense Account | 3,21,983 | 3,04,3 |

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Tech Mahindra

| | | Six Month Period Ended |
|---|---|------------------------|
| | | September 30, 2018 |
| | Cash Flow from Operating Activities | |
| ł | Profit before Tax | 25.92 |
| F | Adjustments for : | |
| [| Depreciation and Amortisation Expense | 5,75 |
| ŀ | Allowances for Doubtful Receivables / Advances and Deposits and Bad Debts written off (net) | 2,02 |
| 5 | Share of (Profit) / Loss of Associates | 25 |
| | Net gain on disposal of Property, Plant and Equipment, Investment Property and Intangible Assets | (3 |
| | inance Costs | 65 |
| | Unrealised Exchange (Gain) / Loss (net) | 2,34 |
| | Share Based Payments to Employees | 61 |
| | nterest Income | (7. |
| | Rental Income Dividend Income on Investments | (14 |
| | Gain on sale of Investments, net | (1) |
| | Jnrealised (gain) / loss on quarter end fair valuation of investments | (4) |
| | Operating Profit before working capital changes | 35,62 |
| | Changes in Working Capital | |
| | Irade Receivables and Other Assets | (13,89 |
| | Frade Payables, Other Liabilities and Provisions | 3,71 |
| | | (10,1 |
| | | |
| (| Cash generated from operating activities before taxes | 25,5 |
| 1 | ncome taxes paid, net | (8,1 |
| ٦ | Net cash generated from operating activities (A) | 17,34 |
| (| Cash Flow from Investing Activities | |
| | Durahasa of Departury Diant and Equinment Internible Acests and Investment preparty | (3,14 |
| | Purchase of Property, Plant and Equipment, Intangible Assets and Investment property Proceeds from Sale of Property, Plant and Equipment, Intangible Assets and Immovable assets | |
| | Purchase of Mutual Funds, Debentures and Other Investments | (1,25,3 |
| | Proceeds from sale / redemption of Mutual Funds, Debentures and Other Investments | 1,25,8 |
| | nvestment in Associates and Subsidiaries (net of cash acquired) | 1,25,6 |
| | Rental Income | 1 |
| | nter Corporate Deposits given | (4,5 |
| | Repayment of Inter Corporate Deposits | 1.5 |
| F | Fixed Deposit/ Margin Money Placed | (39,5 |
| | Fixed Deposit/ Margin Money Realized | 42,1 |
| 1 | nterest income received | 8 |
| 1 | Net cash (used in) investing activities (B) | (2,1 |
| | Cook Flow from Financias Asticities | |
| | Cash Flow from Financing Activities Proceeds from Issuance of Equity Shares from exercise of stock options (net of refunds) | |
| | Payment of cash dividend (including dividend distribution tax thereon) | 2 (14,9 |
| | Proceeds from Long-Term Borrowings | (14,5 |
| | Repayment of Long-Term Borrowings | (1,7 |
| | Vovement in Short-Term Borrowings (net) | 3 |
| | Finance Costs paid | (6 |
| 1 | Net cash (used in) financing activities (C) | (16,2 |
| , | Net increase in cash and cash equivalents during the period (D=A+B+C) | (9 |
| E | Effect of exchange rate changes on cash & cash equivalents (E) | 1,1 |
| (| Cash and Cash Equivalents at the beginning of the period (F) | 19,6 |
| | | |

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 quarter and are considered as part of Investing Activity.

Uring the quarter, the Company has acquired assets on finance lease amounting to Rs. 301 million (half year ended September 30, 2017 Rs. 589 million). The same are not reflected in the statement of cash flows being non cash in nature.





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Profit after tax for the quarter at Rs. 10,643 Mn, up 27.3% over previous year **Tech Mahindra Limited** Registered Office : Gateway Building, Apollo Bunder, Mumbai 400 001. Website : www.techmahindra.com. Email : investor.relations@techmahindra.com. CIN : L64200MH1986PLC041370 Extract of Audited Consolidated Financial Results of Tech Mahindra Limited and its subsidiaries for the quarter and six months period ended September 30, 2018. Rs.in Lakhs Six months Quarter ended Quarter ended period ended Particulars September 30, September 30, September 30, 2018 2017 2018 Total Revenue from Operations (Net) 1,690,613 862,985 760,638 2 Net Profit before tax 144,735 259,255 112,400 3 Net Profit for the period after tax (Share of the Owners of the Company) 106,433 196,220 83,615 Total Comprehensive Income for the period (comprising Profit for the period after tax and 4 98,290 186,526 73,076 Other Comprehensive Income after tax) 5 Equity Share Capital 44,222 44.222 43.995 **Total Reserves** 6 1,885,472 1,885,472 1,655,039 7 Earnings Per Equity Share (Rs.) - Basic 11.99 22.11 9.52 - Diluted 11.93 21.99 9 40

Notes :

The quarterly and six months period results have been reviewed by the Audit Committee and taken on record by the Board of Directors in its meeting 1 held on October 30, 2018.

Effective April 1, 2018, the Company has adopted Ind AS 115 using the cumulative effect method. The standard is applied retrospectively to contracts 2 that are not completed as at the date of initial application and the comparative information is not restated. The effect of adoption of the standard does not have any significant impact on the financial statements of the Company.

| Additional information on standalone financial results is as follows: | | Rs.in Lakhs | |
|---|--|---|--|
| Particulars | Quarter ended September 30, 2018 | Six months period ended September 30, 2018 | Quarter ended September 30, 2017 |
| Revenue from Operations | 687,086 | 1,315,771 | 592,050 |
| Profit before tax | 164,627 | 275,709 | 161,056 |
| Profit after tax | 133,707 | 225,329 | 137,767 |

3 The above is an extract of the detailed format of the Standalone and Consolidated Financial Results for the guarter and six months period ended September 30, 2018, filed with the Stock Exchanges under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The full format of the Standalone and Consolidated Financial Results for the quarter and six months period ended September 30, 2018 are available on the Stock Exchange websites. (www.nseindia.com/www.bseindia.com) and the Company's website (www.techmahindra.com).

The Auditors have issued an unqualified opinion on the Standalone and Consolidated results and have invited attention to certain matters (Emphasis of 4 Matters). The Emphasis of Matters are on account of the financial irregularities committed by the promoters of erstwhile Satyam Computer Services Limited (SCSL) before it was acquired by the Company and certain other related matters. SCSL was amalgamated with the Company in June 2013. The Emphasis of Matters and the Management Response on the same are available as part of the detailed Regulation 33 formats posted on the Stock Exchange websites (www.nseindia.com/www.bseindia.com) and the Company's website (www.techmahindra.com).

Date : October 30, 2018 Place : Mumbai

C. P. Gurnani **Managing Director & CEO**