

Vendor Tearsheet: TECH MAHINDRA

In 1Q22, the single quarter rank of Tech Mahindra in the Telco NI market was: 23. Telco NI represented the following share of 1Q22 total company revenues: 30.5%

CORPORATE OVERVIEW

1986 Founded	India HQ	VENDOR DESCRIPTION* "Tech Mahindra is a part of the eminent Mahindra Group. An enabler of digital transformation, consulting and business re-engineering services and solutions, we work with some of the world's leading clients and help them achieve tangible results. We have capabilities to deliver seamless and integrated experiences across digital, physical, and convergent dimensions." In the Communication vertical, Tech Mahindra says, "With an array of service offerings for Communication Service Providers (CSPs), Telecom Equipment Manufacturers (TEMs) and Independent Software Vendors (ISVs), Tech Mahindra is a chosen transformation partner for several leading wireline, wireless and broadband operators in Europe, Asia-Pacific and North America. We have successfully implemented more than 18 Greenfield Operations globally and have over 150 active customer engagements. We have been involved in transformation programs for around nine incumbent Communication Service Providers."
FACTS & FIGURES NSEI: TECHM Exchange & Ticker		
151,173 # of employees		

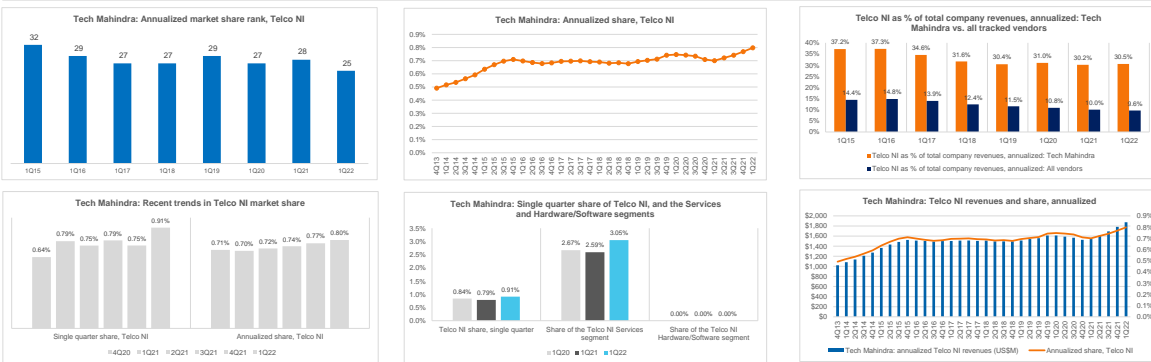
*Most vendor descriptions are sourced from company's public statements, such as public financial filings or annual reports. The goal is to make clear the company's position. Text outside quotation marks has been added by MTN Consulting. Employee figures are most recent published, generally last fiscal year end.

FINANCIAL HIGHLIGHTS - CORPORATE*

Market cap 1007 B INR	Last 12 months corporate revenues (US\$M) \$6,139	Telco NI revenues as % of total company, 1Q22 30.5%	Services revenues as a % of Telco NI, 1Q22 100.0%	R&D spending as a % of revenues, latest FY 0.1%
Revenues per employee per year (US\$K) \$40.6	Revenue growth, 3-year CAGR 7.3%	Operating margin, TTM 14.7%	Return on Assets 9.7%	Current ratio** 1.96

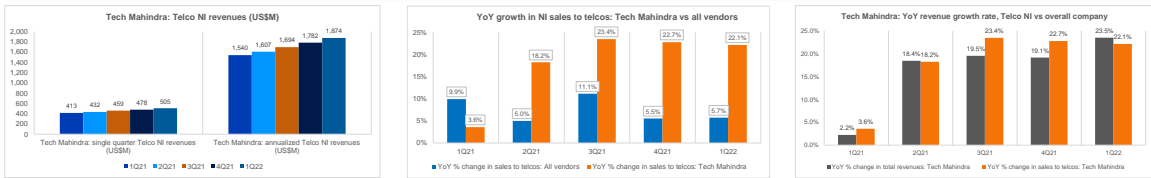
*Market cap, current ratio, operating margin, and return on equity updated July 20, 2022 per Yahoo Finance, or with reference to annual report. Telco NI and Services revenue estimates are per MTN Consulting. Other stats are as reported by the company.
**Current ratio is a liquidity ratio that measures a company's ability to pay short-term obligations or those due within one year: the formula is current assets divided by current liabilities.

GLOBAL NETWORK INFRASTRUCTURE SALES TO THE TELECOMMUNICATIONS NETWORK OPERATOR (TNO) MARKET VERTICAL



Source: MTN Consulting

RECENT SALES GROWTH RESULTS



Source: MTN Consulting

LATEST QUARTER RESULTS & RECENT DEVELOPMENTS

1Q22 results	Corporate revenues in 1Q22 totaled \$1653 million, versus \$1339 million in 1Q21. Telco NI revenues amounted to \$505 million in 1Q22, growing 22.1% compared to 1Q21. On an annualized basis, Telco NI represents 30.5% of total company revenues.
Outlook	Does not provide revenue guidance. For the communications segment, though, notes that "all the levers...on 5G are kicking for us", and it has "seen that grow consistently over the last few quarters....We are lucky and happy that our 5G investments are now yielding results."

M&A, KEY CUSTOMERS, & KEY COMPETITORS

Relevant M&A Activity	Acquired: Cerium Systems, in 1Q20; Bom Group in 4Q19; Lightbridge Communications in 4Q14.
Customers	Has ~150 currently active engagements with telecom operators. To date, company says it has implemented 18 greenfield network operations and 9 transformation programs for incumbent operators.
Competitors	Indian and multi-national (foreign) IT services providers, as well as in-house ("captive") units of prospective customers.

Note
Telco NI revenue estimate for Tech Mahindra: Assume telco is 75% of reported Communications vertical revenues