



MindTree Limited

Registered Office: Global Village, RVCE Post, Mysore Road, Bangalore - 560 059

CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2010

(Rs. In Lakhs, except per share data)

| Particulars | Quarter ended | | | Nine months ended | | Year ended March 31, 2010 |
|--|-------------------|--------------------|-------------------|-------------------|-------------------|------------------------------|
| | December 31, 2010 | September 30, 2010 | December 31, 2009 | December 31, 2010 | December 31, 2009 | |
| | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | |
| Revenues | 38,476 | 38,438 | 33,185 | 111,785 | 95,160 | 129,598 |
| Cost of revenues | 25,858 | 25,592 | 20,351 | 74,553 | 58,520 | 79,825 |
| Gross profit | 12,618 | 12,846 | 12,834 | 37,232 | 36,640 | 49,773 |
| Selling, general and administrative expenses | 8,067 | 8,580 | 6,257 | 23,838 | 18,105 | 24,979 |
| Provision for bad and doubtful debts | 62 | (208) | 6 | 24 | 303 | 238 |
| Operating profit before interest and depreciation | 4,489 | 4,474 | 6,571 | 13,370 | 18,232 | 24,556 |
| Interest including finance charges | 11 | 3 | 6 | 16 | 255 | 267 |
| Depreciation | 2,057 | 1,772 | 1,678 | 5,281 | 4,882 | 6,518 |
| Operating profit | 2,421 | 2,699 | 4,887 | 8,073 | 13,095 | 17,771 |
| Foreign exchange gain/(loss) | 790 | 212 | 1,738 | 823 | 5,080 | 6,734 |
| Other income | 163 | 215 | 280 | 589 | 646 | 962 |
| Profit before tax | 3,374 | 3,126 | 6,905 | 9,485 | 18,821 | 25,467 |
| Provision for taxation | 237 | 940 | 1,712 | 2,627 | 3,216 | 3,796 |
| Deferred tax charge/(credit) | 87 | (138) | (261) | (97) | (434) | 288 |
| MAT credit entitlement | - | - | 77 | - | - | (101) |
| Net profit after tax | 3,050 | 2,324 | 5,377 | 6,955 | 16,039 | 21,484 |
| Paid up equity share capital (face value Rs. 10/- each) | 3,987 | 3,977 | 3,933 | 3,987 | 3,933 | 3,951 |
| Reserves | 69,993 | 66,613 | 57,921 | 69,993 | 57,921 | 63,112 |
| Basic EPS (Rs.) | 7.66 | 5.85 | 13.70 | 17.52 | 40.95 | 54.77 |
| Fully diluted EPS (Rs.) | 7.46 | 5.68 | 13.09 | 17.00 | 39.52 | 52.79 |
| Aggregate non-promoter shareholding | | | | | | |
| Number of shares | 27,098,508 | 26,942,632 | 26,464,915 | 27,098,508 | 26,464,915 | 26,684,801 |
| Percentage of shareholding | 67.96% | 67.74% | 67.29% | 67.96% | 67.29% | 67.53% |
| Promoters and promoter group shareholding | | | | | | |
| Pledged/Encumbered | | | | | | |
| Number of shares | - | - | - | - | - | - |
| Percentage of shares (as a % of the total shareholding of promoter and promoter group) | - | - | - | - | - | - |
| Percentage of shares (as a % of the total share capital of the company) | - | - | - | - | - | - |
| Non-encumbered | | | | | | |
| Number of shares | 12,775,653 | 12,829,693 | 12,867,293 | 12,775,653 | 12,867,293 | 12,830,193 |
| Percentage of shares (as a % of the total shareholding of the Promoter and Promoter group) | 100% | 100% | 100% | 100% | 100% | 100% |
| Percentage of shares (as a % of the total share capital of the company) | 32.04 | 32.26 | 32.71 | 32.04 | 32.71 | 32.47 |

SEGMENT WISE REVENUE AND RESULTS

Primary segment information (Rupees in lakhs)

| Particulars | Quarter ended | | | Nine months ended | | Year ended March 31, 2010 |
|---------------------------------|-------------------|--------------------|-------------------|-------------------|-------------------|------------------------------|
| | December 31, 2010 | September 30, 2010 | December 31, 2009 | December 31, 2010 | December 31, 2009 | |
| | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | |
| Segment revenue | | | | | | |
| PE Services | 13,823 | 14,549 | 13,987 | 42,405 | 41,483 | 55,425 |
| IT Services | 22,843 | 21,919 | 16,968 | 63,631 | 51,447 | 69,802 |
| Wireless Services | 1,810 | 1,970 | 2,230 | 5,749 | 2,230 | 4,371 |
| Total | 38,476 | 38,438 | 33,185 | 111,785 | 95,160 | 129,598 |
| Segment operating income | | | | | | |
| PE Services | 1,600 | 1,888 | 3,232 | 5,498 | 8,619 | 11,275 |
| IT Services | 3,282 | 3,248 | 2,446 | 8,540 | 8,246 | 11,368 |
| Wireless Services | (678) | (1,128) | 608 | (2,033) | 608 | 777 |
| Total | 4,204 | 4,008 | 6,286 | 12,005 | 17,473 | 23,420 |
| Unallocable | | | | | | |
| Expenses | 1,772 | 1,306 | 1,393 | 3,916 | 4,123 | 5,382 |
| Interest | 11 | 3 | 6 | 16 | 255 | 267 |
| Other income | 953 | 426 | 2,018 | 1,412 | 5,726 | 7,696 |
| Profit before tax | 3,374 | 3,126 | 6,905 | 9,485 | 18,821 | 25,467 |

Notes on segment information

Principal segments

In the earlier periods, the Company considered IT Services and Product Engineering services (PE Services) as the primary segments. In the beginning of the current year, the Company had restructured the business segments into Product Engineering Services (PE Services), IT Services and Next In Wireless (NIW). In the current quarter, the Company has restructured its wireless products business (NIW) and renamed it as Wireless Services.

Segmental capital employed

Segregation of assets, liabilities, depreciation and other non-cash expenses into various primary segments has not been carried out as the assets are used interchangeably between segments. Accordingly, no disclosure relating to segment assets and liabilities has been made.

AUDITED CONSOLIDATED STATEMENT OF ASSETS AND LIABILITIES

Rs in lakhs

| Particulars | As at | |
|---|-------------------|----------------|
| | December 31, 2010 | March 31, 2010 |
| | (Audited) | (Audited) |
| Shareholders funds | | |
| Share capital | 3,987 | 3,951 |
| Reserves and surplus | 69,993 | 63,112 |
| Unsecured loans | 431 | 306 |
| Total | 74,411 | 67,369 |
| Application of Funds | | |
| Fixed assets | 31,423 | 28,587 |
| Goodwill | - | 1,542 |
| Investments | 9,619 | 14,425 |
| Deferred tax assets | 2,232 | 2,136 |
| Current assets, loans and advances | | |
| Sundry debtors | 27,283 | 23,698 |
| Cash and bank balances | 4,136 | 4,033 |
| Loans and advances | 23,090 | 18,983 |
| Less: Current liabilities and provisions | | |
| Current liabilities | 19,406 | 21,135 |
| Provisions | 3,966 | 4,900 |
| Net current assets | 31,137 | 20,679 |
| Total | 74,411 | 67,369 |

Notes to consolidated financial results for the quarter and nine months ended December 31, 2010

1 The above results were reviewed by the Audit Committee and thereafter have been adopted by the Board at its meeting held on January 18, 2011

2 Item of expenditure exceeding 10% of total expenditure (Rupees in lakhs)

| Particulars | Quarter ended | | | Nine months ended | | Year ended March 31, 2010 |
|----------------|-------------------|--------------------|-------------------|-------------------|-------------------|------------------------------|
| | December 31, 2010 | September 30, 2010 | December 31, 2009 | December 31, 2010 | December 31, 2009 | |
| | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | |
| Personnel cost | 24,855 | 25,063 | 19,993 | 71,827 | 57,212 | 77,817 |

3 Information on investor complaints pursuant to clause 41 of the Listing Agreement for the quarter ended December 31, 2010:

| Nature of investor complaints | Opening balance | Additions | Disposal | Closing balance |
|-------------------------------|-----------------|-----------|----------|-----------------|
| Allotment/Refund/others | - | 13 | 13 | - |

4 During the quarter 101,836 shares have been issued upon exercise of stock options by employees.

5 EPS for the quarter is not annualized.

6 The year to date numbers are inclusive of MindTree Wireless Private Limited [formerly Kyocera Wireless (India) Private Limited], which has been acquired by the Company with effect from October 1, 2009. Hence, the year to date figures of the current period are not comparable with the same period for the previous year.

7 The Honourable High Court of Karnataka, on December 10, 2010, approved the scheme of amalgamation ('the Scheme') of MindTree Wireless Private Limited (MWPL) with the Company w.e.f April 1, 2010 (the Appointed Date). Pursuant to the Scheme, the Company has accounted for the amalgamation in its books during the current quarter and has also given effect of this amalgamation to prior quarters of the current financial year. As per the scheme, 412,500 equity shares held by the Company in MWPL were cancelled and extinguished and the assets and liabilities of MWPL were recognized in the books of the Company at their book values as on the Appointed Date. Cost of investment in excess of net assets recorded amounting to Rs 20 million was recognized as goodwill. The Management has assessed this goodwill as impaired and recognized an impairment loss to that extent during the current quarter.

8 Previous period figures have been reclassified/regrouped wherever necessary.

For and on behalf of the Board
For MindTree Limited

Bangalore, India
January 18, 2011

Krishnakumar Natarajan
CEO & Managing Director