

Revenue by Geographical Segment	MindTree			
	Quarter Ended			
	30-Jun-11		30-Sep-11	
	USD 000s	%	USD 000s	%
US	55,789	60.3%	59,191	58.4%
Europe	21,072	22.8%	26,061	25.7%
India	7,955	8.6%	8,028	7.9%
Rest of World	7,711	8.3%	8,065	8.0%
<b>Total</b>	<b>92,527</b>	<b>100.0%</b>	<b>101,345</b>	<b>100.0%</b>

Growth in USD terms (%)	MindTree	
	F12 Q2 Vs F12Q1	F12Q2 Vs F11Q2
Revenues	9.5%	23.0%
PAT	56.8%	142.3%

Growth in INR terms (%)	MindTree	
	F12 Q2 Vs F12Q1	F12Q2 Vs F11Q2
Revenues	10.6%	18.8%
PAT	58.0%	134.9%

Rupee Dollar rate	MindTree	
	Quarter Ended	
	30-Jun-11	30-Sep-11
Period Closing rate	44.70	48.98
Period Average rate	44.65	45.06

Revenue by Business	MindTree	
	Quarter Ended	
	30-Jun-11	30-Sep-11
ITS	63.8%	64.2%
Product Engineering Services (PES)	36.2%	35.8%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

Revenue by Service Offering	MindTree	
	Quarter Ended	
	30-Jun-11	30-Sep-11
Development	40.0%	39.7%
Maintenance	25.3%	24.7%
Consulting & IP Licensing	4.0%	4.6%
Package Implementation	2.9%	3.1%
Independent Testing	18.3%	18.2%
Infrastructure Management & Tech Support	9.5%	9.7%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

Revenue by Industry	MindTree	
	Quarter Ended	Quarter Ended
	30-Jun-11	30-Sep-11
ITS - Manufacturing	15.1%	15.4%
ITS - BFSI	21.5%	21.4%
ITS - T & T	11.4%	10.8%
ITS - Others	15.8%	16.6%
PES	36.2%	35.8%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

Revenue by Project Type	MindTree	
	Quarter Ended	
	30-Jun-11	30-Sep-11
Fixed Cost , Fixed Monthly	33.2%	33.7%
Time & Materials	66.8%	66.3%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>



Revenue Mix	MindTree	
	Quarter Ended	
	30-Jun-11	30-Sep-11
<b>Effort</b>		
Onsite	12.4%	13.0%
Offshore	87.6%	87.0%
<b>Revenue</b>		
Onsite	32.5%	33.3%
Offshore	67.5%	66.7%

Effort & Utilization	MindTree		
	Quarter Ended		Seq Growth
	30-Jun-11	30-Sep-11	
<b>Billed Hours</b>			
Onsite	417,828	463,438	11.0%
Offshore	2,952,513	3,104,902	5.2%
<b>Total</b>	<b>3,370,341</b>	<b>3,568,340</b>	<b>6.1%</b>
<b>Fee Revenue (\$ 000s)</b>			
Onsite	29,648	33,250	12.1%
Offshore	61,609	66,740	8.3%
<b>Total</b>	<b>91,257</b>	<b>99,990</b>	<b>9.6%</b>
<b>Utilization</b>			
Including Trainees	72.5%	71.3%	
Excluding Trainees	72.9%	77.7%	

Client Details	MindTree	
	Quarter Ended	
	30-Jun-11	30-Sep-11
Number of active clients	283	270
New client added	25	15
Number of million dollar Clients		
\$ 1 Mn Clients	67	72
\$ 5 Mn Clients	14	17
\$ 10 Mn Clients	7	7

Client contribution to revenue	MindTree	
	Quarter Ended	
	30-Jun-11	30-Sep-11
Top Customer	7.0%	7.0%
Top 5 Customers	24.9%	28.0%
Top 10 Customers	39.4%	42.0%
Fortune 500 accounts	42	43
Revenue from Repeat Business	98.5%	99.0%
DSO	74	70

MindTree Minds	MindTree	
	Quarter Ended	
	30-Jun-11	30-Sep-11
Total MindTree Minds	9,577	10,580
Software Professionals	8,887	9,903
Sales and Support	690	677
Gross Addition	630	1,478
Net Addition	30	1,003
Attrition (LTM)*	25.6%	21.7%
* Last Twelve Months		

MindTree Infrastructure	As at 30 September 2011			
	Completed		Available for expansion	
	Built up area (sq ft 000)	No of Seats	Built up area (sq ft 000)	No of Seats
Bangalore	1,066	9,114	-	-
Chennai	156	1,239	144	1,385
Pune	115	885	34	400
Hyderabad	51	400	-	-
<b>Total</b>	<b>1,388</b>	<b>11,638</b>	<b>178</b>	<b>1,785</b>

Note: Land available for expansion: 2 acres in Bangalore and 20 acres in Bhubaneswar

