

Note: MindTree Wireless has been merged with MindTree.
The results of MindTree include that of erstwhile MindTree Wireless

Revenue by Geographical Segment	MindTree			
	Quarter Ended			
	30-Sep-10		31-Dec-10	
	USD 000s	%	USD 000s	%
US	51,973	63.1%	51,504	60.4%
Europe	14,808	18.0%	16,535	19.4%
India	7,031	8.5%	7,165	8.4%
Rest of World	8,584	10.4%	10,046	11.8%
Total	82,396	100.0%	85,250	100.0%

Growth in USD terms (%)	MindTree	
	F11Q3 Vs F11Q2	F11Q3 Vs F10Q3
Revenues	3.5%	21.0%
PAT	34.6%	-41.1%

Growth in INR terms (%)	MindTree	
	F11Q3 Vs F11Q2	F11Q3 Vs F10Q3
Revenues	0.1%	15.9%
PAT	31.3%	-43.3%

Rupee Dollar rate	MindTree	
	Quarter Ended	
	30-Sep-10	31-Dec-10
Period Closing rate	44.94	44.71
Period Average rate	46.66	45.13

Revenue by Business	MindTree	
	Quarter Ended	
	30-Sep-10	31-Dec-10
ITS	57.0%	59.3%
Product Engineering Services (PES)*	43.0%	40.7%
Total	100.0%	100.0%

*RDS , SPE & Wireless Services form part of PES

Revenue by Service Offering	MindTree	
	Quarter Ended	
	30-Sep-10	31-Dec-10
Development	50.3%	45.6%
Maintenance	20.3%	21.6%
Consulting & IP Licensing	3.1%	4.0%
Package Implementation	2.8%	2.9%
Independent Testing	17.6%	17.8%
Infrastructure Management & Tech Support	5.9%	8.1%
Total	100.0%	100.0%

Revenue by Industry	MindTree	
	Quarter Ended	Quarter Ended
	30-Sep-10	31-Dec-10
ITS - Manufacturing	14.0%	15.1%
ITS - BFSI	18.1%	20.2%
ITS - T & T	12.6%	11.8%
ITS - Others	12.3%	12.2%
R&D Services (RDS)	11.8%	12.0%
Software Product Engineering (SPE)	26.1%	24.0%
Wireless Services	5.1%	4.7%
Total	100.0%	100.0%

Revenue by Project Type	MindTree	
	Quarter Ended	
	30-Sep-10	31-Dec-10
Fixed Cost , Fixed Monthly	33.9%	35.7%
Time & Materials	66.1%	64.3%
Total	100.0%	100.0%

Revenue Mix	MindTree	
	Quarter Ended	
	30-Sep-10	31-Dec-10
Effort		
Onsite	11.3%	11.1%
Offshore	88.7%	88.9%
Revenue		
Onsite	30.6%	29.4%
Offshore	69.4%	70.6%

Effort & Utilization	MindTree		
	Quarter Ended		Seq Growth
	30-Sep-10	31-Dec-10	
Billed Hours			
Onsite	352,197	344,840	-2.1%
Offshore	2,761,225	2,766,826	0.2%
Total	3,113,422	3,111,666	-0.1%
Fee Revenue (\$ 000s)			
Onsite	24,712	24,577	-0.5%
Offshore	56,049	59,091	5.4%
Total	80,761	83,668	3.6%
Utilization			
Including Trainees	70.0%	69.3%	
Excluding Trainees	73.0%	71.2%	

Client Details	MindTree	
	Quarter Ended	
	30-Sep-10	31-Dec-10
Number of active clients	261	269
New client added	21	30
Number of million dollar Clients		
\$ 1 Mn Clients	64	63
\$ 5 Mn Clients	14	14
\$ 10 Mn Clients	5	5

Client contribution to revenue	MindTree	
	Quarter Ended	
	30-Sep-10	31-Dec-10
Top Customer	6.8%	6.9%
Top 5 Customers	26.2%	25.6%
Top 10 Customers	39.9%	40.2%
Fortune 500 accounts	45	48
Revenue from Repeat Business	99.4%	98.3%
DSO	76	68

MindTree Minds	MindTree	
	Quarter Ended	
	30-Sep-10	31-Dec-10
Total MindTree Minds	9,584	9,671
Software Professionals	8,893	8,968
Sales and Support	691	703
Gross Addition	1,373	1,021
Net Addition	572	87
Attrition (LTM)*	21.9%	24.2%
* Last Twelve Months		

MindTree Infrastructure	As at 31 Dec 2010			
	Completed		Available for expansion	
	Built up area (sq ft 000)	No of Seats	Built up area (sq ft 000)	No of Seats
Bangalore	1,049	8,997	-	-
Chennai	156	1,213	144	1,385
Pune	115	938	34	400
Hyderabad	27	258	-	-
Total	1,347	11,406	178	1,785

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