

Revenue by Geographical Segment	MindTree			
	Quarter Ended			
	31-Dec-11		31-Mar-12	
	USD 000s	%	USD 000s	%
US	58,249	56.2%	60,199	57.3%
Europe	29,158	28.1%	29,084	27.7%
India	7,439	7.2%	7,897	7.5%
Rest of World	8,850	8.5%	7,858	7.5%
Total	103,696	100.0%	105,038	100.0%

Growth in USD terms (%)	MindTree	
	F12 Q4 Vs F12Q3	F12Q4 Vs F11Q4
	Revenues	1.3%
PAT	13.8%	95.5%

Growth in INR terms (%)	MindTree	
	F12 Q4 Vs F12Q3	F12Q4 Vs F11Q4
	Revenues	1.2%
PAT	13.7%	115.3%

Rupee Dollar rate	MindTree	
	Quarter Ended	
	31-Dec-11	31-Mar-12
	Period Closing rate	53.11
Period Average rate	50.15	50.02

Revenue by Business	MindTree	
	Quarter Ended	
	31-Dec-11	31-Mar-12
ITS	66.9%	67.2%
Product Engineering Services (PES)	33.1%	32.8%
Total	100.0%	100.0%

Revenue by Service Offering	MindTree	
	Quarter Ended	
	31-Dec-11	31-Mar-12
Development	39.8%	40.8%
Maintenance	23.5%	23.4%
Consulting & IP Licensing	5.0%	4.6%
Package Implementation	5.0%	3.6%
Independent Testing	16.3%	17.9%
Infrastructure Management & Tech Support	10.4%	9.7%
Total	100.0%	100.0%

Revenue by Industry	MindTree	
	Quarter Ended	Quarter Ended
	31-Dec-11	31-Mar-12
ITS - Manufacturing	15.4%	15.4%
ITS - BFSI	20.9%	21.2%
ITS - T & T	12.3%	13.2%
ITS - Others	18.3%	17.4%
PES	33.1%	32.8%
Total	100.1%	100.0%

Revenue by Project Type	MindTree	
	Quarter Ended	
	31-Dec-11	31-Mar-12
Fixed Cost , Fixed Monthly	38.2%	37.9%
Time & Materials	61.8%	62.1%
Total	100.0%	100.0%



Revenue Mix	MindTree	
	Quarter Ended	
	31-Dec-11	31-Mar-12
Effort		
Onsite	13.1%	13.1%
Offshore	86.9%	86.9%
Revenue		
Onsite	34.0%	34.5%
Offshore	66.0%	65.5%

Effort & Utilization	MindTree		
	Quarter Ended		Seq Growth
	31-Dec-11	31-Mar-12	
Billed Hours			
Onsite	454,411	485,591	6.6%
Offshore	3,085,030	3,234,430	4.6%
Total	3,539,441	3,720,021	4.9%
Fee Revenue (\$ 000s)			
Onsite	34,864	35,908	3.0%
Offshore	67,757	68,025	0.4%
Total	102,621	103,933	1.3%
Utilization			
Including Trainees	68.3%	67.8%	
Excluding Trainees	75.8%	72.1%	

Client Details	MindTree	
	Quarter Ended	
	31-Dec-11	31-Mar-12
Number of active clients	258	237
New client added	9	6
Number of million dollar Clients		
\$ 1 Mn Clients	74	77
\$ 5 Mn Clients	16	17
\$ 10 Mn Clients	7	7
\$ 20 Mn Clients	3	4

Client contribution to revenue	MindTree	
	Quarter Ended	
	31-Dec-11	31-Mar-12
Top Customer	8.2%	7.5%
Top 5 Customers	30.7%	31.4%
Top 10 Customers	44.0%	45.6%
Fortune 500 accounts	44	37
Revenue from Repeat Business	99.5%	99.6%
DSO	72	73

MindTree Minds	MindTree	
	Quarter Ended	
	31-Dec-11	31-Mar-12
Total MindTree Minds	10,934	11,000
Software Professionals	10,268	10,330
Sales and Support	666	670
Gross Addition	846	502
Net Addition	354	66
Attrition (LTM)*	19.4%	18.2%
* Last Twelve Months		

MindTree Infrastructure	As at 31 March 2012			
	Completed		Available for expansion	
	Built up area (sq ft 000)	No of Seats	Built up area (sq ft 000)	No of Seats
Bangalore	1,092	9,381	-	-
Chennai	156	1,247	144	1,385
Pune	115	914	34	400
Hyderabad	51	392	-	-
Total	1,414	11,934	178	1,785

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

