

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			
	31-Dec-10		31-Mar-11	
	USD 000s	%	USD 000s	%
US	51,504	60.4%	51,752	60.0%
Europe	16,535	19.4%	18,920	21.9%
India	7,165	8.4%	7,754	9.0%
Rest of World	10,046	11.8%	7,838	9.1%
Total	85,250	100.0%	86,264	100.0%

Growth in USD terms (%)	MindTree	
	F11Q4 Vs F11Q3	F11Q4 Vs F10Q4
Revenues	1.2%	15.9%
PAT	4.6%	-40.2%

Growth in INR terms (%)	MindTree	
	F11Q4 Vs F11Q3	F11Q4 Vs F10Q4
Revenues	1.7%	13.6%
PAT	4.9%	-41.2%

Rupee Dollar rate	MindTree	
	Quarter Ended	
	31-Dec-10	31-Mar-11
Period Closing rate	44.71	44.60
Period Average rate	45.13	45.34

Revenue by Business	MindTree	
	Quarter Ended	
	31-Dec-10	31-Mar-11
ITS	59.3%	61.9%
Product Engineering Services (PES)*	40.7%	38.1%
Total	100.0%	100.0%

*RDS , SPE & Wireless Services form part of PES

Revenue by Service Offering	MindTree	
	Quarter Ended	
	31-Dec-10	31-Mar-11
Development	45.6%	42.9%
Maintenance	21.6%	23.9%
Consulting & IP Licensing	4.0%	4.0%
Package Implementation	2.9%	3.2%
Independent Testing	17.8%	17.8%
Infrastructure Management & Tech Support	8.1%	8.2%
Total	100.0%	100.0%

Revenue by Industry	MindTree	
	Quarter Ended	Quarter Ended
	31-Dec-10	31-Mar-11
ITS - Manufacturing	15.1%	16.0%
ITS - BFSI	20.2%	20.3%
ITS - T & T	11.8%	11.7%
ITS - Others	12.2%	13.9%
R&D Services (RDS)	12.0%	11.7%
Software Product Engineering (SPE)	24.0%	24.4%
Wireless Services	4.7%	2.0%
Total	100.0%	100.0%

Revenue by Project Type	MindTree	
	Quarter Ended	
	31-Dec-10	31-Mar-11
Fixed Cost , Fixed Monthly	35.7%	33.8%
Time & Materials	64.3%	66.2%
Total	100.0%	100.0%

Revenue Mix	MindTree	
	Quarter Ended	
	31-Dec-10	31-Mar-11
Effort		
Onsite	11.1%	11.7%
Offshore	88.9%	88.3%
Revenue		
Onsite	29.4%	30.9%
Offshore	70.6%	69.1%

Effort & Utilization	MindTree		
	Quarter Ended		Seq Growth
	31-Dec-10	31-Mar-11	
Billed Hours			
Onsite	344,840	372,718	8.0%
Offshore	2,766,826	2,801,923	1.3%
Total	3,111,666	3,174,641	2.0%
Fee Revenue (\$ 000s)			
Onsite	24,577	26,268	6.9%
Offshore	59,091	58,817	-0.5%
Total	83,668	85,085	1.7%
Utilization			
Including Trainees	69.3%	70.9%	
Excluding Trainees	71.2%	72.5%	

Client Details	MindTree	
	Quarter Ended	
	31-Dec-10	31-Mar-11
Number of active clients	269	277
New client added	30	39
Number of million dollar Clients		
\$ 1 Mn Clients	63	67
\$ 5 Mn Clients	14	14
\$ 10 Mn Clients	5	6

Client contribution to revenue	MindTree	
	Quarter Ended	
	31-Dec-10	31-Mar-11
Top Customer	6.9%	7.0%
Top 5 Customers	25.6%	24.7%
Top 10 Customers	40.2%	38.5%
Fortune 500 accounts	48	48
Revenue from Repeat Business	98.3%	98.4%
DSO	68	70

MindTree Minds	MindTree	
	Quarter Ended	
	31-Dec-10	31-Mar-11
Total MindTree Minds	9,671	9,547
Software Professionals	8,968	8,862
Sales and Support	703	685
Gross Addition	1,021	435
Net Addition	87	(124)
Attrition (LTM)*	24.2%	25.1%
* Last Twelve Months		

MindTree Infrastructure	As at 31 Mar 2011			
	Completed		Available for expansion	
	Built up area (sq ft 000)	No of Seats	Built up area (sq ft 000)	No of Seats
	Bangalore	1,049	9,004	-
Chennai	156	1,239	144	1,385
Pune	115	885	34	400
Hyderabad	27	256	-	-
Total	1,347	11,384	178	1,785

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