

Revenue by Geographical Segment	MindTree			
	Quarter Ended			
	30-Sep-11		31-Dec-11	
	USD 000s	%	USD 000s	%
US	59,191	58.4%	58,249	56.2%
Europe	26,061	25.7%	29,158	28.1%
India	8,028	7.9%	7,439	7.2%
Rest of World	8,065	8.0%	8,850	8.5%
Total	101,345	100.0%	103,696	100.0%

Growth in USD terms (%)	MindTree	
	F12 Q3 Vs F12Q2	F12Q3 Vs F11Q3
Revenues	2.3%	21.6%
PAT	-0.1%	79.8%

Growth in INR terms (%)	MindTree	
	F12 Q3 Vs F12Q2	F12Q3 Vs F11Q3
Revenues	13.8%	35.1%
PAT	11.2%	98.7%

Rupee Dollar rate	MindTree	
	Quarter Ended	
	30-Sep-11	31-Dec-11
Period Closing rate	48.98	53.11
Period Average rate	45.06	50.15

Revenue by Business	MindTree	
	Quarter Ended	
	30-Sep-11	31-Dec-11
ITS	64.2%	66.9%
Product Engineering Services (PES)	35.8%	33.1%
Total	100.0%	100.0%

Revenue by Service Offering	MindTree	
	Quarter Ended	
	30-Sep-11	31-Dec-11
Development	39.7%	39.8%
Maintenance	24.7%	23.5%
Consulting & IP Licensing	4.6%	5.0%
Package Implementation	3.1%	5.0%
Independent Testing	18.2%	16.3%
Infrastructure Management & Tech Support	9.7%	10.4%
Total	100.0%	100.0%

Revenue by Industry	MindTree	
	Quarter Ended	Quarter Ended
	30-Sep-11	31-Dec-11
ITS - Manufacturing	15.4%	15.4%
ITS - BFSI	21.4%	20.9%
ITS - T & T	10.8%	12.3%
ITS - Others	16.6%	18.3%
PES	35.8%	33.1%
Total	100.0%	100.0%

Revenue by Project Type	MindTree	
	Quarter Ended	
	30-Sep-11	31-Dec-11
Fixed Cost , Fixed Monthly	33.7%	38.2%
Time & Materials	66.3%	61.8%
Total	100.0%	100.0%



Revenue Mix	MindTree	
	Quarter Ended	
	30-Sep-11	31-Dec-11
Effort		
Onsite	13.0%	13.1%
Offshore	87.0%	86.9%
Revenue		
Onsite	33.3%	34.0%
Offshore	66.7%	66.0%

Effort & Utilization	MindTree		
	Quarter Ended		Seq Growth
	30-Sep-11	31-Dec-11	
Billed Hours			
Onsite	463,438	454,411	-2.1%
Offshore	3,104,902	3,085,030	-0.6%
Total	3,568,340	3,539,441	-0.8%
Fee Revenue (\$ 000s)			
Onsite	33,250	34,864	4.9%
Offshore	66,740	67,757	1.5%
Total	99,990	102,621	2.6%
Utilization			
Including Trainees	71.3%	68.3%	
Excluding Trainees	77.7%	75.8%	

Client Details	MindTree	
	Quarter Ended	
	30-Sep-11	31-Dec-11
Number of active clients	270	258
New client added	15	9
Number of million dollar Clients		
\$ 1 Mn Clients	72	74
\$ 5 Mn Clients	17	16
\$ 10 Mn Clients	7	7
\$ 20 Mn Clients	2	3

Client contribution to revenue	MindTree	
	Quarter Ended	
	30-Sep-11	31-Dec-11
Top Customer	7.0%	8.2%
Top 5 Customers	28.0%	30.7%
Top 10 Customers	42.0%	44.0%
Fortune 500 accounts	43	44
Revenue from Repeat Business	99.0%	99.5%
DSO	70	72

MindTree Minds	MindTree	
	Quarter Ended	
	30-Sep-11	31-Dec-11
Total MindTree Minds	10,580	10,934
Software Professionals	9,903	10,268
Sales and Support	677	666
Gross Addition	1,478	846
Net Addition	1,003	354
Attrition (LTM)*	21.7%	19.4%
* Last Twelve Months		

MindTree Infrastructure	As at 31 December 2011			
	Completed		Available for expansion	
	Built up area (sq ft 000)	No of Seats	Built up area (sq ft 000)	No of Seats
Bangalore	1,092	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

