# MINDTREE LIMITED AND SUBSIDIARIES UNAUDITED CONDENSED CONSOLIDATED INTERIM STATEMENTS OF FINANCIAL POSITION

(Rupees in millions, except share data) As at As at December 31, 2012 Note March 31, 2012 Assets Intangible assets 5 32 42 Property, plant and equipment 4 2,532 2,388 Available-for-sale financial assets 6 11 11 510 590 Deferred tax assets 9 804 794 Other non-current assets **Total non-current assets** 3,889 3,825 Trade receivables 7 4,762 4,077 9 1,339 892 Other current assets Unbilled revenues 427 479 Available-for-sale financial assets 6 3,654 2,803 Current tax assets 873 742 14 Derivative assets 68 36 964 Cash and cash equivalents 8 602 **Total current assets** 12,087 9,631 **Total assets** 15,976 13,456 **Equity** Share capital 412 405 Share premium 2.166 1.876 9,905 Retained earnings 7,632 Other components of equity (166)Equity attributable to owners of the Company 12,573 9,747 Non-controlling interests **Total equity** 12,573 9,747 Liabilities Loans and borrowings 10 23 26 54 Other non-current liabilities 12 44 77 **Total non-current liabilities** 70 10 291 Loans and borrowings and book overdraft 537 Trade payables and accrued expenses 11 813 749 Unearned revenue 66 19 257 Current tax liabilities 205 Derivative liabilities 14 174 597 Employee benefit obligations 13 281 229 12 1,291 1,084 Other current liabilities 205 Provisions 12 167 **Total current liabilities** 3,326 3,639 **Total liabilities** 3,403 3,709 Total equity and liabilities 15,976 13,456

The accompanying notes form an integral part of these unaudited condensed consolidated interim financial statements

# MINDTREE LIMITED AND SUBSIDIARIES UNAUDITED CONDENSED CONSOLIDATED INTERIM STATEMENTS OF INCOME

				(Rupees in millions, except share data)		
		Three months ended	,	Nine months ended December 31,		
	Note	2012	2011	2012	2011	
Revenues		5,877	5,183	17,428	13,856	
Cost of revenues	16	(3,738)	(3,423)	(11,050)	(9,619)	
Gross profit		2,139	1,760	6,378	4,237	
Selling, general and administrative expenses	16	(1,140)	(1,052)	(3,285)	(2,808)	
Results from operating activities		999	708	3,093	1,429	
Foreign exchange gain/ (loss)		141	(23)	(188)	239	
Finance expenses		(2)	(2)	(10)	(4)	
Finance and other income	18	77	43	220	159	
Profit before tax		1,215	726	3,115	1,823	
Income tax expense	15	(275)	(127)	(628)	(293)	
Profit for the period	<u>-</u> _	940	599	2,487	1,530	
Attributable to:	_	_				
Owners of the Company		940	599	2,487	1,530	
Non-controlling interests	_	<u> </u>	-	<u> </u>	-	
	_	940	599	2,487	1,530	
Earnings per equity share:	19					
Basic		22.89	14.80	60.91	38.05	
Diluted		22.63	14.70	60.09	38.05	
Weighted average number of equity shares used in comput	ing earnings	per equity share:				
Basic	- 0	41,050,705	40,389,594	40,824,138	40,224,672	
Diluted		41,526,731	40,663,496	41,380,000	40,229,359	

The accompanying notes form an integral part of these unaudited condensed consolidated interim financial statements

# MINDTREE LIMITED AND SUBSIDIARIES UNAUDITED CONDENSED CONSOLIDATED INTERIM STATEMENTS OF CASH FLOW

(Rupees in millions, except share data) Nine months ended December 31,

	2012	2011
Cash flow from operating activities		
Profit for the period	2,487	1,530
Adjustments for:		
Depreciation & amortisation	466	523
Amortization of stock compensation	111	(38)
Interest expense	10	4
Income tax expense	628	293
Interest / dividend income	(159)	(104)
Gain on sale of property, plant and equipment	(4)	(1)
Gain on sale of available-for-sale financial assets	(55)	(14)
Unrealised exchange difference on derivatives	(265)	247
Effect of exchange differences on translation of foreign	31	6
currency borrowings		
Effect of exchange differences on translation of foreign	(34)	(32)
currency cash and cash equivalents		
Changes in operating assets and liabilities		
Trade receivables	(685)	(1,329)
Unbilled revenues	53	(20)
Other assets	(306)	(69)
Trade payables and accrued expenses	64	1,236
Unearned revenues	47	24
Other liabilities	299	(513)
Net cash provided by operating activities before taxes	2,688	1,743
Income taxes paid	(768)	(403)
Net cash provided by operating activities	1,920	1,340
Cash flow from investing activities		
Expenditure on property, plant and equipment	(661)	(303)
Proceeds from sale of property, plant and equipment	8	2
Interest /dividend received from available-for-sale financial assets	152	101
Inter-corporate deposits	(75)	45
Investments in available-for-sale financial assets	(7,527)	(6,250)
Redemption of available-for-sale financial assets	6,803	5,206
Net cash used in investing activities	(1,300)	(1,199)
Cash flow from financing activities		
Issue of share capital (net of issue expenses paid)	215	127
Interest paid on loans	(12)	(4)
Proceeds from working capital loans	719	260
Repayment of loans and borrowings	(941)	(5)
Dividends paid (including distribution tax)	(214)	(176)
Net cash provided by/ (used in) financing activities	(233)	202
Effect of exchange differences on translation of foreign	34	32
currency cash and cash equivalents		
Net increase in cash and cash equivalents	421	375
Cash and cash equivalents at the beginning of the period	477	371
Cash and cash equivalents at the end of the period (Note 8)	898	746

# MINDTREE LIMITED AND SUBSIDIARIES UNAUDITED CONDENSED CONSOLIDATED INTERIM STATEMENTS OF COMPREHENSIVE INCOME

		Three months ended December 31,		(Rupees in millions, except share data) Nine months ended December 31,		
	Note	2012	2011	2012	2011	
Profit for the period		940	599	2,487	1,530	
Other comprehensive income, net of taxes						
- Net change in fair value of cash flow hedges	14	(108)	(308)	170	(586)	
- Net change in fair value of available-for-sale financial assets	6	12	15	52	19	
Total other comprehensive income, net of taxes	_	(96)	(293)	222	(567)	
Total comprehensive income for the period	-	844	306	2,709	963	
Attributable to:						
Owners of the Company		844	306	2,709	963	
Non-controlling interests		-	-	-	-	
	<u>-</u>	844	306	2,709	963	

The accompanying notes form an integral part of these unaudited condensed consolidated interim financial statements

# MINDTREE LIMITED AND SUBSIDIARIES UNAUDITED CONDENSED CONSOLIDATED INTERIM STATEMENTS OF CHANGES IN EQUITY

(Rupees in millions, except share data)

								(Rupees in	шшин, слс	ept share data)
						Other compon	ents of equity	Equity		
Particulars	No. of shares	s Share capital	Share premium	Retained earnings	Share based payment reserve	Cash flow hedging reserve	Other reserves	attributable to owners of the Company	Non- controlling interests	Total equity
Balance as at April 1, 2011	40,035,187	400	1,680	5,628	61	63	16	7,848	-	7,848
Issue of equity shares on exercise of options	448,160	4	132	-	-	-	-	136	-	136
Profit for the period		-	-	1,529	-	-	-	1,529	-	1,529
Other comprehensive income		-	-	-	-	(586)	19	(567)	-	(567)
Compensation cost related to employee share based payment									-	
transaction		-	-	-	(47)	-	-	(47)		(47)
Cash dividend paid (including dividend tax thereon)		-	_	(176)	-	-	-	(176)		(176)
Balance as at December 31, 2011	40,483,347	404	1,812	6,981	14	(523)	35	8,723	-	8,723
Balance as at April 1, 2011	40,035,187	400	1,680	5,628	61	63	16	7,848	-	7,848
Issue of equity shares on exercise of options	508,736	5	196	-	-	-	-	201	-	201
Profit for the year		-	-	2,180	-	-	-	2,180	-	2,180
Other comprehensive income		-	-	-	-	(282)	33	(249)	-	(249)
Compensation cost related to employee share based payment									-	
transaction		-	-	-	(57)	-	-	(57)		(57)
Cash dividend paid (including dividend tax thereon)		-	-	(176)	-	-	-	(176)	-	(176)
As at March 31, 2012	40,543,923	405	1,876	7,632	4	(219)	49	9,747	-	9,747
Balance as at April 1, 2012	40,543,923	405	1,876	7,632	4	(219)	49	9,747	-	9,747
Issue of equity shares on exercise of options	664,698	7	290	-	-	-	-	297	-	297
Profit for the period		-	-	2,487	-	-	-	2,487	-	2,487
Other comprehensive income		-	-	-	-	170	52	222	-	222
Compensation cost related to employee share based payment									-	
transaction		-	-	-	34	-	-	34		34
Cash dividend paid (including dividend tax thereon)				(214)				(214)		(214)
As at December 31, 2012	41,208,621	412	2,166	9,905	38	(49)	101	12,573	-	12,573

The accompanying notes form an integral part of these unaudited condensed consolidated interim financial statements

Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

## 1. Company overview

Mindtree Limited ('Mindtree' or 'the Parent Company') together with its subsidiary Mindtree Software (Shenzhen) Co. Ltd, collectively referred to as 'the Company' or 'the Group' is an international Information Technology consulting and implementation Group that delivers business solutions through global software development. The Group is structured into two business units that focus on software development – Information Technology ('IT') Services and Product Engineering ('PE') Services. IT Services offer consulting and implementation and post production support for customers in manufacturing, financial services, travel and leisure and other industries, in the areas of ebusiness, data warehousing and business intelligence, supply chain management, ERP and maintenance and re-engineering of legacy mainframe applications. PE Services provides full life cycle product engineering, professional services and sustained engineering services. It also enables faster product realization by leveraging the expertise in the areas of hardware design, embedded software, middleware and testing and through Mindtree's own IP building blocks in the areas of Bluetooth, VOIP, IVP6, iSCSI and others in datacom, telecom, wireless, storage, industrial automation, avionics, consumer products and computing.

The Company is a public limited company incorporated and domiciled in India and has its registered office at Bangalore, Karnataka, India and has offices in United States of America, United Kingdom, Japan, Singapore, Australia, Germany, Switzerland, Sweden, UAE, Netherlands, Canada, France and Republic of China. The company has its primary listings on the Bombay Stock Exchange and National Stock Exchange in India. These condensed consolidated interim financial statements were authorized for issuance by the Company's board of directors on January 18, 2013.

## 2. Basis of preparation of financial statements

### (a) Statement of compliance

These unaudited condensed consolidated interim financial statements have been prepared in accordance with the International Financial Reporting Standards and its interpretations ("IFRS") issued by the International Accounting Standards Board ("IASB").

## (b) Basis of preparation

These unaudited condensed consolidated interim financial statements are prepared in accordance with International Accounting Standard (IAS 34), "Interim Financial Reporting".

They do not include all of the information required for full annual financial statements and should be read in conjunction with the unaudited consolidated financial statements and related notes included in the Company's annual report for the year ended March 31, 2012.

Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

## (c) Basis of measurement

The unaudited condensed consolidated interim financial statements have been prepared on a historical cost convention and on an accrual basis, except for the following material items that have been measured at fair value as required by relevant IFRS:-

- i. Derivative financial instruments; and
- ii. Available-for-sale financial assets; and
- iii. Share based payment transactions

#### (d) Functional and presentation currency

The unaudited condensed consolidated interim financial statements are presented in Indian rupees, which is the functional currency of the parent company and all its subsidiaries which is the currency of the primary economic environment in which the entity operates. All financial information presented in Indian rupees has been rounded to the nearest million.

#### (e) Use of estimates and judgments

The preparation of unaudited condensed consolidated interim financial statements in conformity with IAS 34 requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates. In preparing these unaudited condensed consolidated interim financial statements the significant judgments made by management in applying the Company's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the unaudited consolidated financial statements as at and for the year ended March 31, 2012.

### 3. Significant accounting policies

Please refer to the Company's Annual report for the year ended March 31, 2012 for a discussion on the Company's critical accounting policies.

New standards and interpretations issued but not yet adopted.

IFRS 9 Financial Instruments: In November 2009, the International Accounting Standards Board issued IFRS 9, Financial Instruments: Recognition and Measurement, to reduce the complexity of the current rules on financial instruments as mandated in IAS 39. The effective date for IFRS 9 is annual periods beginning on or after January 1, 2015 with early adoption permitted. IFRS 9 has fewer classification and measurement categories as compared to IAS 39 and has eliminated the categories of held to maturity, available for sale and loans and receivables. Further it eliminates the rule-based requirement of segregating embedded derivatives and tainting rules pertaining to held to maturity investments. For an investment in an equity instrument which is not held for trading, IFRS 9 permits an irrevocable election, on initial recognition, on an individual share-by-share basis, to present all fair value changes from the investment in other comprehensive income. No amount recognized in other comprehensive income would ever be reclassified to profit or loss. IFRS 9, was further amended in October 2010, and such amendment introduced requirements on accounting for financial liabilities. This

Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

amendment addresses the issue of volatility in the profit or loss due to changes in the fair value of an entity's own debt. It requires the entity, which chooses to measure a liability at fair value, to present the portion of the fair value change attributable to the entity's own credit risk in the other comprehensive income. The company is required to adopt IFRS 9 by accounting year commencing April 1, 2015. The company is currently evaluating the requirements of IFRS 9, and has not yet determined the impact on the consolidated financial statements.

IFRS 10, Consolidated Financial Statements, IFRS 11, Joint Arrangements and IFRS 12, Disclosure of Interests in Other Entities: In May 2011, the International Accounting Standards Board issued IFRS 10, IFRS 11 and IFRS 12. The effective date for IFRS 10, IFRS 11 and IFRS 12 is annual periods beginning on or after January 1, 2013 with early adoption permitted.

IFRS 10 Consolidated Financial Statements builds on existing principles by identifying the concept of control as the determining factor in whether an entity should be included within the consolidated interim financial statements of the parent company. IFRS 10 replaces the consolidation requirements in SIC-12 Consolidation of Special Purpose Entities and IAS 27 Consolidated and Separate Financial Statements. The standard provides additional guidance for the determination of control in cases of ambiguity such as franchiser relationship, de facto agent, silos and potential voting rights.

IFRS 11 Joint Arrangements determines the nature of an arrangement by focusing on the rights and obligations of the arrangement, rather than its legal form. IFRS 11 replaces IAS 31 Interests in Joint Ventures and SIC-13 Jointly-controlled Entities-Non-monetary Contributions by Venturers. IFRS 11 addresses only forms of joint arrangements (joint operations and joint ventures) where there is joint control whereas IAS 31 had identified three forms of joint ventures, namely jointly controlled operations, jointly controlled assets and jointly controlled entities. The standard addresses inconsistencies in the reporting of joint arrangements by requiring a single method to account for interests in jointly controlled entities, which is the equity method.

IFRS 12 Disclosure of Interests in Other Entities is a new and comprehensive standard on disclosure requirements for all forms of interests in other entities, including joint arrangements, associates, special purpose vehicles and other off balance sheet vehicles. One major requirement of IFRS 12 is that an entity needs to disclose the significant judgments and assumptions it has made in determining:

# Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

a. whether it has control, joint control or significant influence over another entity; and b. the type of joint arrangement when the joint arrangement is structured through a separate vehicle.

IFRS 12 also expands the disclosure requirements for subsidiaries with non-controlling interest, joint arrangements and associates that are individually material. IFRS 12 introduces the term 'structured entity' by replacing Special Purpose entities and requires enhanced disclosures by way of nature and extent of, and changes in, the risks associated with its interests in both its consolidated and unconsolidated structured entities.

The company will be adopting IFRS 10, IFRS 11 and IFRS 12 effective April 1, 2013. The company has evaluated the requirements of IFRS 10, IFRS 11 and IFRS 12 and the company does not believe that the adoption of these standards will have a material effect on its consolidated financial statements.

IFRS 13 Fair Value Measurement: In May 2011, the International Accounting Standards Board issued IFRS 13, Fair Value Measurement to provide specific guidance on fair value measurement and requires enhanced disclosures for all assets and liabilities measured at fair value, and not restricted to financial assets and liabilities. The standard introduces a precise definition of fair value and a consistent measure for fair valuation across assets and liabilities, with a few specified exceptions. The effective date for IFRS 13 is annual periods beginning on or after January 1, 2013 with early adoption permitted. The company is required to adopt IFRS 13 by accounting year commencing April 1, 2013 and is currently evaluating the requirements of IFRS 13, and has not yet determined the impact on the consolidated financial statements.

IAS 1 (Amended) Presentation of Financial Statements: In June 2011, the International Accounting Standard Board published amendments to IAS 1 Presentation of Financial Statements. The amendments to IAS 1 Presentation of Financial Statements require companies preparing financial statements in accordance with IFRS to group items within other comprehensive income that may be reclassified to the profit or loss separately from those items which would not be recyclable in the profit or loss section of the income statement. It also requires the tax associated with items presented before tax to be shown separately for each of the two groups of other comprehensive income items (without changing the option to present items of other comprehensive income either before tax or net of tax).

The amendments also reaffirm existing requirements that items in other comprehensive income and profit or loss should be presented as either a single statement or two consecutive statements. This amendment is applicable to annual periods beginning on or after July 1, 2012, with early adoption permitted. The company is required to adopt IAS 1 (Amended) by accounting year commencing April 1, 2013. The company has evaluated the requirements of IAS 1 (Amended) and the company does not believe that the adoption of IAS 1 (Amended) will have a material effect on its consolidated financial statements.

IAS 19 (Amended) Employee Benefits: In June 2011, International Accounting Standards Board issued IAS 19 (Amended), Employee Benefits. The effective date for adoption of IAS 19 (Amended) is annual periods beginning on or after January 1, 2013, though early adoption is permitted.

IAS 19 (Amended) has eliminated an option to defer the recognition of gains and losses through re-measurements and requires such gain or loss to be recognized through other comprehensive income in the year of occurrence to reduce volatility. The amended standard requires immediate recognition of effects of any plan amendments. Further it also requires assets in profit or loss to be restricted to government bond yields or corporate bond yields, considered for valuation of Projected Benefit Obligation,

Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

irrespective of actual portfolio allocations. The actual return from the portfolio in excess of or less than such yields is recognized through other comprehensive income.

These amendments enhance the disclosure requirements for defined benefit plans by requiring information about the characteristics of defined benefit plans and risks that entities are exposed to through participation in those plans.

The amendments need to be adopted retrospectively. The company is required to adopt IAS 19 (Amended) by accounting year commencing April 1, 2013. The company is currently evaluating the requirements of IAS 19 (Amended) and has not yet determined the impact on the consolidated financial statements.

# Mindtree Limited Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

# 4. Property, plant and equipment

Particulars	Land	Building	Computer systems*	Furniture, fixtures and equipment	Vehicles	Total
Gross carrying value:						
As at April 1, 2011	97	1,626	1,544	1,959	3	5,229
Additions	-	-	129	117	-	246
Disposal/adjustments		-	48	12	1	61
As at December 31, 2011	97	1,626	1,625	2,064	2	5,414
Accumulated depreciation/impairment:						
As at April 1, 2011	3	174	1,221	1,129	1	2,528
Depreciation	1	44	185	283	-	513
Disposal/adjustments	-	-	49	11	1	61
As at December 31, 2011	4	218	1,357	1,401	-	2,980
Capital work-in-progress						7
Net carrying value as at December 31, 2011	93	1,408	268	663	2	2,441
Gross carrying value:						
As at April 1, 2011	97	1,626	1,544	1,959	3	5,229
Additions	-	-	143	138	-	281
Disposal/adjustments	-	-	49	35	1	85
As at March 31, 2012	97	1,626	1,638	2,062	2	5,425
Accumulated depreciation/impairment:						
As at April 1, 2011	3	174	1,221	1,129	1	2,528
Depreciation	1	58	249	369	1	678
Disposal/adjustments	-	-	49	35	-	84
As at March 31, 2012	4	232	1,421	1,463	2	3,122
Capital work-in-progress						85
Net carrying value as at March 31, 2012	93	1,394	217	599	-	2,388
Gross carrying value:						
As at April 1, 2012	97	1,626	1,638	2,062	2	5,425
Additions	-	-	242	166	-	408
Disposal/adjustments	-	-	7	33	-	40
As at December 31, 2012	97	1,626	1,873	2,195	2	5,793
Accumulated depreciation/impairment:		,				,
As at April 1, 2012	4	232	1,421	1,463	2	3,122
Depreciation	1	42	168	245	-	456
Disposal/adjustments	-	-	5	30	-	35
As at December 31, 2012	5	274	1,584	1,678	2	3,543
Capital work-in-progress		-	7	,		282
Net carrying value as at December 31, 2012	92	1,352	289	517	-	2,532

Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

The depreciation expense is included in the following line items in the statement of income.

Particulars	Three m	onths ended	Nine months ended		
	Dec 31, 2012	Dec 31, 2011	Dec 31, 2012	Dec 31, 2011	
Cost of revenues	135	153	415	467	
Selling, general and administrative expenses	13	15	41	46	
Total	148	168	456	513	

<sup>\*</sup>Computer systems includes software.

Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

# 5. Intangible assets

The Company	has onl	y one	class of	intangible	asset i.e	intellectual	property	and	a
summary of cha	anges in	its carry	ving valı	ie is given h	elow:				

Particulars	Intellectual property
Gross carrying value:	
As at April 1, 2011	67
Additions	-
Disposal/adjustments	-
As at December 31, 2011	67
Accumulated amortisation/impairment:	
As at April 1, 2011	12
Amortisation	10
Disposal/adjustments	-
As at December 31, 2011	22
Net carrying value as at December 31, 2011	45
Particulars	Intellectual
	property
Gross carrying value:	
As at April 1, 2011	67
Additions	-
Disposal/adjustments	
As at March 31, 2012	67
Accumulated amortisation/impairment:	
As at April 1, 2011	12
Amortisation	13
Disposal/adjustments	<u> </u>
As at March 31, 2012	25
Net carrying value as at March 31, 2012	42
Particulars	Intellectual
	property
Gross carrying value:	
As at April 1, 2012	67
Additions	-
Disposal/adjustments	-
As at December 31, 2012	67
Accumulated amortisation/impairment:	
As at April 1, 2012	25
Amortisation	10
Disposal/adjustments	-
As at December 31, 2012	35
Net carrying value as at December 31, 2012	32

# Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

The amortisation expense is included in the following line items in the statement of income.

Particulars	Three m	onths ended	Nine months ended		
	Dec 31, 2012	Dec 31, 2011	Dec 31, 2012	Dec 31, 2011	
Cost of revenues	3	3	9	9	
Selling, general and administrative expenses	-	-	1	1	
Total	3	3	10	10	

## 6. Available for sale financial assets

Cost and fair value of investments in liquid and short term mutual fund units and unlisted equity securities are as follows:

Particulars	As at	As at
	December 31, 2012	March 31, 2012
Non-current		
Investment in unlisted equity securities		
Cost	8	8
Gross unrealised holding gains	3	3
Fair value	11	11
Current		
Investment in liquid and short term mutual funds		
Cost	3,531	2,751
Gross unrealised holding gains	123	52
Fair value	3,654	2,803
Total available-for-sale financial assets	3,665	2,814

## 7. Trade receivables

Particulars	As at	As at
	December 31, 2012	March 31, 2012
Trade receivables	4,810	4,117
Allowance for doubtful accounts receivable	(48)	(40)
Total	4,762	4,077

Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

# 8. Cash and cash equivalents

Cash and cash equivalents consist of the following:

Particulars	As at	As at
	December 31, 2012	March 31, 2012
Cash balances	-	-
Current and time deposits with banks	964	602
Cash and cash equivalents on statement of		
financial position	964	602
Book overdrafts used for cash management purposes	(66)	(125)
Cash and cash equivalents in the cash flow		
statement	898	477

Balance with banks amounting to Rs 4 and Rs 4 as of December 31, 2012 and March 31, 2012 respectively included above represents amount pledged with statutory and other authorities as margin money and unpaid dividends and are therefore restricted.

## 9. Other assets

Particulars	As at	As at March 31, 2012	
	<b>December 31, 2012</b>		
Non-current			
Capital advances	157	102	
Security deposits	458	490	
Prepaid expenses	177	202	
Others	12	-	
	804	794	
Current			
Interest bearing deposits with corporates	400	325	
Prepaid expenses	403	309	
Advance to employees	201	150	
Advance to suppliers	176	19	
Interest accrued and not due	23	17	
Deposits	67	34	
Others	69	38	
	1,339	892	
Total	2,143	1,686	

Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

# 10. Loans and borrowings

A summary of loans and borrowings is as follows:

Particulars	As at	As at	
	December 31, 2012	March 31, 2012	
Non-current			
Unsecured long-term loan	23	26	
	23	26	
Current			
Current portion of unsecured long-term loan and			
borrowings	5	5	
Secured bank loans	220	407	
Bank overdraft	66	125	
	291	537	
Total	314	563	

# 11. Trade payables and accrued expenses

Trade payables and accrued expenses consist of the following:

Particulars	As at	As at
	<b>December 31, 2012</b>	March 31, 2012
Trade payables	160	137
Accrued expenses	653	612
Total	813	749

Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

# 12. Other liabilities and provisions

Particulars	As at	As at March 31, 2012	
	December 31, 2012		
Non-current			
Interest accrued but not due on borrowings	-	1	
Others	54	43	
	54	44	
Current			
Interest accrued but not due on borrowings	2	2	
Advances from customers	62	69	
Employee and other liabilities	996	855	
Statutory dues payable	213	158	
Other liabilities	18	-	
	1,291	1,084	
Total	1,345	1,128	
Provisions			
Provision for discount	143	109	
Provision for post contract support services	5	5	
Others	57	53	
Total	205	167	

Provision for post contract support services represents cost associated with providing sales support services which are accrued at the time of recognition of revenues and are expected to be utilized within a period of 1 year.

Particulars	Nine months ended December 31,		
	2012	2011	
Balance as at beginning of the period	5	5	
Provision as at the end of the period	on as at the end of the period 5		

Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

## Provision for discount

Particulars	Nine months ended December 31,		
	2012	2011	
Balance as at beginning of the period	109	49	
Provisions made during the period	108	65	
Utilisations during the period	(74)	(29)	
Provision as at the end of the period	143	85	

# Other provisions

Other provisions primarily represent provision for tax related contingencies and litigations. The timing of cash flows in respect of these provisions cannot be reasonably determined.

Particulars	Nine months ended December 31,	
	2012	2011
Balance as at beginning of the period	53	2
Provisions made during the period	8	53
Utilisations during the period	(4)	(1)
Provision as at the end of the period	57	54

Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

## 13. Employee benefit obligations

Employee benefit obligations comprises of following:

Particulars	As at	As at March 31, 2012	
	<b>December 31, 2012</b>		
Gratuity	47	1	
Compensated absences	234	228	
Total	281	229	

## 14. Financial instruments

The following table presents the aggregate contracted principal amounts of the Company's derivative contracts outstanding:

Particulars	As at	As at	
	<b>December 31, 2012</b>	March 31, 2012	
Designated derivative instruments (Sell)			
In US \$	114	113	
In Euro	10	9	
Non-designated derivative instruments (Sell)			
In US \$	3	29	
Non-designated derivative instruments (Buy)			
In US \$	4	8	

The following table summarizes activity in the cash flow hedging reserve within equity related to all derivative instruments classified as cash flow hedges:

Particulars	As at	As at	
	<b>December 31, 2012</b>	<b>December 31, 2011</b>	
Balance at the beginning of the period	(250)	81	
Net (gain)/loss reclassified into the statement of income on occurrence of hedged transactions	232	(87)	
Changes in fair value of effective portion of derivatives	(45)	(599)	
Balance at the end of the period	(63)	(606)	

Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

### 15. Income taxes

Income tax expense in the statement of income consists of:

Particulars	Three months ende	Three months ended December 31,		Nine months ended December 31,	
	2012	2011	2012	2011	
Current taxes					
Domestic	214	56	486	187	
Foreign	48	81	156	177	
Total	262	137	642	364	
Deferred taxes					
Domestic	(14)	10	11	40	
Foreign	1	-	3	31	
Total	(13)	10	14	71	
Grand total	275	127	628	293	

During the period, the Company has recorded additional foreign tax credit of Rs 97 relating to financial year 2010-2011 and financial year 2011-2012. Accordingly, tax provision for current period is lower by Rs 97. The Company has reflected this credit in the Income tax return for the financial year 2011-2012 and revised return for the financial year 2010-2011.

Income tax expense has been allocated as follows:

Particulars	Three months ended December 31,		Nine months ended December 31,	
	2012	2011	2012	2011
Income tax expense as per the statement of income	275	127	628	293
Income tax included in other comprehensive income on:				
- unrealised gains on available-for-sale financial assets	3	2	19	3
- gains/(losses) on cash flow hedging derivatives	(30)	(53)	17	(101)
_	(27)	(51)	36	(98)
Total	248	76	664	195

# Mindtree Limited Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

# 16. Expenses by nature

Particulars	Three m	onths ended	Nine mo	Nine months ended	
	Dec 31, 2012	Dec 31, 2011	Dec 31, 2012	Dec 31, 2011	
Employee benefits	3,527	3,228	10,547	8,977	
Depreciation and amortisation charges	151	171	466	523	
Recruitment, staff welfare and training expenses	132	91	305	215	
Travel and conveyance	240	270	673	778	
Communication expenses	71	44	212	125	
Sub-contractor charges/Outsourced technical services/software purchases	242	219	694	534	
Consumables/maintenance and repairs	113	99	322	302	
Power and fuel	51	44	159	138	
Lease rentals/charges	139	130	422	347	
Printing and stationery	3	3	12	10	
Advertisement	1	3	4	6	
Bank charges	3	2	8	6	
Rates, taxes and insurance	23	40	67	111	
Marketing expenses	61	63	165	117	
Legal and professional expenses	78	50	191	151	
Provision for doubtful accounts receivable	-	8	8	33	
Others	43	10	80	54	
Total cost of revenues, selling, general and					
administrative expenses	4,878	4,475	14,335	12,427	

# 17. Employee benefits

Employee costs include:

Particulars	Three m	onths ended	Nine months ended		
	Dec 31, 2012	Dec 31, 2011	Dec 31, 2012	Dec 31, 2011	
Salary and allowances	3,213	2,976	9,616	8,337	
Defined benefit plan - Gratuity cost	-	-	28	28	
Contribution to provident and other funds	269	244	792	650	
Share based compensation	45	8	111	(38)	
Total	3,527	3,228	10,547	8,977	

The employee benefit cost is recognized in the following line items in the statement of income:

Particulars	Three m	onths ended	Nine months ended		
	Dec 31, 2012	Dec 31, 2011	Dec 31, 2012	Dec 31, 2011	
Cost of revenues	2,999	2,682	8,925	7,490	
Selling, general and administrative expenses	528	548	1,622	1,488	
Total	3,527	3,230	10,547	8,978	

Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

## 18. Finance and other income

Particulars	Three m	onths ended	Nine months ended		
	Dec 31, 2012	Dec 31, 2011	Dec 31, 2012	Dec 31, 2011	
Interest income	23	23	69	59	
Gain on sale of available-for-sale financial asset	s 14	-	55	14	
Gain on sale of property, plant and equipment	1	-	5	1	
Dividend income	39	18	90	45	
Others	-	2	1	40	
Total	77	43	220	159	

# 19. Earnings per equity share

Reconciliation of the number of equity shares used in the computation of basic and diluted earnings per equity share is set out below:

Particulars	Three months ended		Three	e months ended
	Decem	ber 31, 2012	Dec	ember 31, 2011
	Basic EPS	Diluted EPS	Basic EPS	Diluted EPS
Weighted average number of equity shares outstanding during the period	41,050,705	41,050,705	40,389,594	40,389,594
Weighted average number of equity shares resulting from assumed exercise of employee stock options		476,026	-	273,902
Weighted average number of equity shares for calculation of earnings per share	41,050,705	41,526,731	40,389,594	40,663,496

# Mindtree Limited Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

Particulars		Nine months ended December 31, 2012		e months ended ember 31, 2011
	Basic EPS	Diluted EPS	Basic EPS	Diluted EPS
Weighted average number of equity shares outstanding during the period	40,824,138	40,824,138	40,224,672	40,224,672
Weighted average number of equity shares resulting from assumed exercise of employee stock options		555,862	-	4,687
Weighted average number of equity shares for calculation of earnings per share	40,824,138	41,380,000	40,224,672	40,229,359

# 20. Related party relationships and transactions

Name of related party	Nature of relationship
Mindtree Software (Shenzhen) Co Ltd ('MSSL'), Republic of China	Subsidiary*
Amalgamated Bean Coffee Trading Company Limited ('ABCTCL') Tanglin Developments Limited ('TDL')	These entities are part of Coffee Day Group which through various entities holds 20.98% equity stake in Mindtree, and the group has a nominee on the Mindtree Board.
Janalakshmi Financial Services Private Limited	Entity with common key management person

<sup>\*</sup>Dissolved with effect from August 31, 2012.

# Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

Transactions with the above related parties during the period were:

Name of related party	Nature of transaction	Three months ended December		Nine months ended December	
			31,		31,
		2012	2011	2012	2011
Amalgamated Bean Coffee Trading	Procurement of supplies				
Company Limited		5	4	10	12
Tanglin Developments Limited	Leasing office buildings and land	10	12	223	210
	Advance towards electricity deposit paid and received back	100	_	100	_

Balances payable to related parties are as follows:

Name of related party	As at December 31, 2012	As at March 31, 2012
Tanglin Developments Limited	2	6

Balances receivable from related parties are as follows:

Name of related party	Nature of transactions	As at December 31, 2012	As at March 31, 2012
Tanglin Developments Limited	Rental deposits/ advance returnable on termination of lease	495	345
Janalakshmi Financial Services Private Limited	Interest bearing deposits	_*	125

<sup>\*</sup>Redeemed during the period including interest thereon.

Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

## Key management personnel:

Subroto Bagchi	Appointed as Chairman with effect from April 1, 2012
Dr. Albert Hieronimus	Appointed as Non-executive Vice Chairman with effect from April 1, 2012
N. Krishnakumar	CEO & Managing Director
S. Janakiraman	President & Chief Technology Officer
N S Parthasarathy*	President & COO
Anjan Lahiri*	President – IT Services
R. Srinivasan	Non-executive Director of Mindtree
V.G.Siddhartha	Non-executive Director of Mindtree
David B. Yoffie	Non-executive Director of Mindtree
Prof. Pankaj Chandra	Non-executive Director of Mindtree
Ramesh Ramanathan	Appointed as Non-executive Director of Mindtree with effect from May 2, 2012

<sup>\*</sup>The Board elected Anjan Lahiri, as an additional Board member to hold office with effect from October 24, 2012 till the date of the next Annual General Meeting of the Company. The Board also elected N S Parthasarathy as an Alternate Director to S Janakiraman, with effect from October 22, 2012.

Transactions with key management personnel are as given below:

Key management personnel comprise directors and members of the executive council. Particulars of remuneration and other benefits paid to key management personnel during the three months and nine months ended December 31, 2012 and December 31, 2011 have been detailed below:

Particulars	Three months ended December 31,		Nine months ended December 30,	
	2012	2011	2012	2011
Whole-time directors				
Salaries	8	4	16	11
Contribution to Provident fund	-	-	1	-
Bonus & Incentives	10	-	25	2
Reimbursement of expenses	1	1	2	2
<b>Total Remuneration</b>	19	5	44	15
Non-whole-time directors				
Commission	6	3	22	11
Director Fees				
<b>Total Remuneration</b>	25	8	66	26

Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

# 21. Segment information

The CEO & MD of the company has been identified as the Chief Operating Decision Maker (CODM). The CODM evaluates the Company's performance and allocates resources based on an analysis of various performance indicators by industry classes and geographic segmentation of customers. Accordingly, segment information has been presented both along industry classes and geographic segmentation of customers.

Industry segments for the company are primarily Information Technology ('IT') Services and Product Engineering ('PE') Services.

Geographical information on revenue and industry revenue information is collated based on individual customers invoices or in relation to which the revenue is otherwise recognized.

### **Industry Segments:**

Consolidated statement of income for the three months ended December 31, 2012	IT Services	PE Services	Total
Revenues	4,121	1,756	5,877
Operating expenses, net	3,373	1,354	4,727
Segmental operating income	748	402	1,150
Unallocable expenses			151
Profit for the year before finance expense, finance and other income			
and tax			999
Finance expense			(2)
Finance and other income			218
Profit before tax			1,215
Income tax expense			(275)
Profit after tax			940

# **Mindtree Limited** Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

Consolidated statement of income for	IT	PE Services	Total
the three months ended December	Services		
31, 2011			
Revenues	3,459	1,724	5,183
Operating expenses, net	2,833	1,476	4,309
Segmental operating income	626	248	874
Unallocable expenses			166
Profit for the year before finance			
expense, finance and other income and			
tax			708
Finance expense			(2)
Finance and other income			20
Profit before tax			726
Income tax expense			(127)
Profit after tax			599
Consolidated statement of income	IT	PE	Total
for the nine months ended	Services	Services	
December 31, 2012			
Revenues	12,070	5,358	17,428
Operating expenses, net	9,705	4,163	13,868
Segmental operating income	2,365	1,195	3,560
Unallocable expenses			654
Profit for the year before finance			
expense, finance and other income			
and tax			2,906
Finance expense			(10)
Finance and other income			219
Profit before tax			3,115

2000msc1 01, 2012			
Revenues	12,070	5,358	17,428
Operating expenses, net	9,705	4,163	13,868
Segmental operating income	2,365	1,195	3,560
Unallocable expenses			654
Profit for the year before finance			
expense, finance and other income			
and tax			2,906
Finance expense			(10)
Finance and other income			219
Profit before tax			3,115
Income tax expense			(628)
Profit after tax			2,487

Consolidated statement of income for	IT	PE Services	Total
the nine months ended December 31,	Services		
2011			
Revenues	9,012	4,844	13,856
Operating expenses, net	7,593	4,311	11,904
Segmental operating income	1,419	533	1,952
Unallocable expenses			523
Profit for the year before finance			
expense, finance and other income and			
tax			1,429
Finance expense			(4)
Finance and other income			398
Profit before tax			1,823
Income tax expense			(293)
Profit after tax			1,530

# Mindtree Limited Notes to the unaudited condensed consolidated interim financial statements (Rupees in millions, except share and per share data, unless otherwise stated)

# **Geographical segments**

Revenues	Three months ended		Three months ended Nine months e	
	De	December 31,		ecember 31,
	2012	2011	2012	2011
America	3,269	2,917	9,960	8,050
Europe	1,781	1,447	5,150	3,562
India	369	377	1,089	1,094
Rest of	458	442	1,229	1,150
World				
Total	5,877	5,183	17,428	13,856