

## MindTree Ltd - Report for the first quarter ended June 30, 2012

Q1 has overall been a satisfying quarter for MindTree inspite of difficult macro conditions. Q1 revenue growth in USD terms was marginal at 0.4% QoQ. On constant currency terms, the growth is nearly 1.2%. Our margins have shown good improvement mainly due to rupee depreciation and operational improvement. We will continue to focus on operational efficiencies as we move forward.

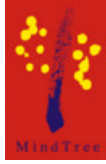
The global demand environment continues to be challenging as customers are cautious in their IT spending. However, with our strategic initiatives, we expect to achieve NASSCOM's current industry estimates for FY2013. Given the great progress we have made, we are embarking on multiple initiatives to enhance our competitiveness, that will elevate us to the next level.

### Key Financial Highlights

- *In USD terms:* Revenue at \$105.5 million (growth of 0.4% q-o-q / 14% y-o-y) and Net Profit at \$16.7 million (growth of 21.3% q-o-q / 116.2% y-o-y)
- *In Rupee terms:* Revenue at ₹5,630 million (growth of 7.1% q-o-q / 36.3% y-o-y) and Net Profit at ₹890 million (growth of 28.6% q-o-q / 157.2% y-o-y)

### Other Highlights:

- **Customers:** As of June 30, 2012, MindTree had 245 active customers. During the quarter, \$1 million customers increased by 1 to 78; \$10 million customers increased by 1 to 8.
- **Employees:** MindTree added 272 people on a gross basis during Q1 FY2013, taking its total strength to 10,830 as of June 30, 2012.
- **Major client wins:**
  - A large European travel and transportation company. MindTree will provide services in the area of e-commerce platforms for this existing client.
  - A large US bank. MindTree has been chosen as its application development partner.
  - A large provider of production management services to the entertainment industry. MindTree will provide product engineering services to develop a next generation production accounting and finance system.
  - A world leader in the computer and software technology industry. MindTree will provide consulting and support services for its cloud platform for this existing client.

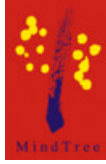


Summary financial results for the first quarter ended June 30, 2012 are enclosed for your reference. This report along with more information on our quarterly results is also available in the investors section of our website ([www.mindtree.com](http://www.mindtree.com)). This report is for information purposes. Investors should rely on their own analysis while taking investment decisions and not rely on this report alone.

In the spirit of sensitivity towards the environment we are circulating this over email to shareholders who have updated their e-mail addresses with the depository participant. Please update your email addresses with your depository participant.

With best regards  
Investor Relations Team  
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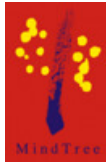
Date: July 18, 2012



**Extract from the Audited Standalone Financial Results for the Quarter Ended June 30, 2012**  
(Rs. in millions, except per share data)

Statement of Profit and Loss	Quarter ended			Year ended
	June 30, 2012	March 31, 2012	June 30, 2011	March 31, 2012
Income from software services	5,630	5,257	4,131	19,152
<b>Expenses</b>				
Employee benefit expenses	3,442	3,179	2,793	12,261
Depreciation	159	168	180	695
Other expenses	1,014	1,093	877	3,958
<b>Profit from operations before other income and interest</b>	<b>1,015</b>	<b>817</b>	<b>281</b>	<b>2,238</b>
Other income	52	51	31	188
Foreign exchange gain/(loss)	86	(37)	91	196
<b>Profit before interest</b>	<b>1,153</b>	<b>831</b>	<b>403</b>	<b>2,622</b>
Interest	3	3	-	5
<b>Profit before tax</b>	<b>1,150</b>	<b>828</b>	<b>403</b>	<b>2,617</b>
Tax expense	260	136	57	430
<b>Net profit for the period</b>	<b>890</b>	<b>692</b>	<b>346</b>	<b>2,187</b>
Paid up equity share capital (face value Rs. 10/- each)	407	405	401	405
Reserves	9,795	9,171	7,727	9,171
Basic EPS (Rs.)	21.91	17.08	8.63	54.27
Diluted EPS (Rs.)	21.61	16.88	8.55	54.18

Statement of Assets and Liabilities	As at	
	June 30, 2012	March 31, 2012
<b>Shareholders' funds</b>		
Share capital	407	405
Reserves and surplus	9,795	9,171
	<b>10,202</b>	<b>9,576</b>
<b>Non-current liabilities</b>		
Long-term borrowings	32	37
Other long-term liabilities	35	34
	<b>67</b>	<b>71</b>
<b>Current liabilities</b>		
Short-term borrowings	667	407
Trade payables	93	107
Other current liabilities	2,368	2,467
Short-term provisions	898	724
	<b>4,026</b>	<b>3,705</b>
<b>Total</b>	<b>14,295</b>	<b>13,352</b>
<b>Non-current assets</b>		
Fixed assets		
Tangible assets	2,436	2,548
Intangible assets	38	43
Capital work-in-progress	215	85
Non-current investments	30	30
Deferred tax assets (net)	334	320
Long-term loans and advances	581	544
Other non-current assets	927	1,000
	<b>4,561</b>	<b>4,570</b>
<b>Current assets</b>		
Current investments	3,342	3,075
Trade receivables	4,769	4,078
Cash and bank balances	400	585
Short-term loans and advances	416	219
Other current assets	807	825
	<b>9,734</b>	<b>8,782</b>
<b>Total</b>	<b>14,295</b>	<b>13,352</b>



## Key Ratios

<b>Key Ratios</b>	<b>Q1 FY2012</b>	<b>Q4 FY2012</b>	<b>Q1 FY2013</b>
EBITDA Margin (%)	11.2%	18.7%	20.8%
Effective Tax Rate (%)	14.1%	16.4%	22.6%
Net Profit Margin (%)	8.4%	13.2%	15.8%
ROCE (%)	20.2%	35.2%	44.1%
DSO (Days)	74	73	73

Notes:

1 Effective Tax Rate = Tax / PBT

2 ROCE = EBIT / Average Capital Employed. ROCE is annualized

### *Safe Harbor*

Certain statements made in this letter could be forward-looking statements. These statements are considering the environment we see as of today, and obviously carry a risk in terms of uncertainty because of which the actual results could be different. We do not undertake to update those statements periodically.