



Mindtree Limited

(NSE: MINDTREE, BSE: 532819)

Shareholder report

Fourth quarter ended March 31, 2013 (Q4 FY2013)

April 25, 2013

Welcome to possible



Dear Shareholder,

FY12-13 was yet another landmark year for Mindtree. In a challenging market environment, we grew revenues quarter after quarter with better margins. We made solid investments in leadership development, brand building and sales force enhancement. These proactive interventions are necessary to stay relevant to our customers and people and in turn deliver sustainable growth.

In the coming year, we will continue to build on the above initiatives and we expect a better year for Mindtree.

Key highlights and summary financial results of the quarter and year are provided in the next section.

Thank you for your continued support.

Warm regards,

A handwritten signature in black ink that reads "N. Krishnakumar".

Krishnakumar Natarajan
CEO and Managing Director

Bangalore
April 25, 2013

Key financial highlights:**Quarter ended March 31, 2013**

- In USD terms:
 - Revenue at \$113 million (growth of 2.9% q-o-q / 7.6% y-o-y)
 - Net profit at \$14.6 million (decline of 20.8% q-o-q / growth of 5.8% y-o-y)

- In Rupee terms:
 - Revenue at ₹ 6,124 million (growth of 3.8% q-o-q / 16.5% y-o-y)
 - Net profit at ₹ 789 million (decline of 20.1% q-o-q / growth of 14.0% y-o-y)

Year ended March 31, 2013

- In USD terms:
 - Revenue at \$435.7million (growth of 8.2%)
 - Net profit at \$62.5 million (growth of 36.1%)

- In Rupee terms:
 - Revenue at ₹ 23,618 million (growth of 23.3%)
 - Net profit at ₹ 3,389 million (growth of 55%)

Other highlights:

- Customers:
 - 232 active customers as of March 31, 2013
 - \$20 million customers increased by 1 to 5

- Employees:
 - 11,591 employees as of March 31, 2013
 - Added 974 employees during the quarter on a gross basis

- Major client wins:
 - A large deal from an infrastructure services provider in one of the largest emerging market economies. In partnership with an existing customer, Mindtree will provide cloud platform support, in a multi-year engagement.
 - A large hotel chain. Mindtree will provide managed services for application and infrastructure support.

- A renowned non-profit, non-government organization. Mindtree will provide service desk and End User Computing (EUC) services for its users across multiple countries.
- Others:
 - Awarded 'Best Corporate Governance India', 2013 by World Finance magazine.
 - Ranked second in 'Best Overall for Corporate Governance (in India)' by Asiamoney and topped the category of 'Best for Investor Relations' in India.
 - A 7th time winner of India's Most Admired Knowledge Enterprise (MAKE) award.
 - Ranked the third best software company under the category of "Financial Sustainability Index", as part of the BS 1000 list released by the Business Standard magazine in 2012.
 - A global employee perception survey conducted by Glassdoor ranked Krishnakumar Natarajan at 28th in the list of Top 50 CEOs worldwide.
- Dividend:
 - The Board of Directors, at its meeting held on April 22, 2013, recommended an interim dividend of 40% (₹ 4 per equity share of par value ₹ 10 each) and a final dividend of 50% (₹ 5 per equity share of par value ₹ 10 each) for the year ended March 31, 2013, subject to approval by Shareholders at the forthcoming AGM. Along with the interim dividend of 30% (₹ 3 per equity share of par value ₹ 10 each) declared in October 2012, the total dividend for the year comes to 120% (₹ 12 per equity share of par value ₹ 10 each).
 - In view of the improved predictability and stability of the Company's operations, the Board intends to maintain similar or better levels of dividend payout over the next few years. However the actual dividend payout in each year will be subject to the investment requirements of the annual operating plan for the year and any other strategic priorities identified by the Company.

Extract of the Audited Financial Results for the Quarter and Year ended March 31, 2013
(Rs. in millions, except per share data)

Particulars	Standalone					Consolidated	
	Quarter ended			Year ended		Year ended	
	March 31, 2013	December 31, 2012	March 31, 2012	March 31, 2013	March 31, 2012	March 31, 2013	March 31, 2012
Income from software services	6,124	5,901	5,257	23,618	19,152	23,618	19,152
Expenses							
Employee benefit expenses	3,745	3,517	3,179	14,274	12,261	14,274	12,261
Depreciation	155	151	168	624	695	624	695
Other expenses	1,216	1,180	1,093	4,484	3,958	4,480	3,961
Profit from operations before other income and interest	1,008	1,053	817	4,236	2,238	4,240	2,235
Other income	154	70	51	350	188	350	188
Foreign exchange gain/(loss)	(153)	142	(37)	(340)	196	(340)	197
Profit before interest	1,009	1,265	831	4,246	2,622	4,250	2,620
Interest	1	2	3	10	5	10	5
Profit before tax	1,008	1,263	828	4,236	2,617	4,240	2,615
Tax expense	219	275	136	847	430	847	430
Net profit for the period	789	988	692	3,389	2,187	3,393	2,185
Paid up equity share capital (face value Rs. 10/- each)	415	412	405	415	405	415	405
Reserves	12,722	12,029	9,171	12,722	9,171	12,722	9,167
Basic EPS (Rs.)	19.04	24.08	17.08	82.70	54.27	82.79	54.23
Diluted EPS (Rs.)	18.89	23.80	16.88	81.66	54.18	81.75	54.14

AUDITED STATEMENT OF ASSETS AND LIABILITIES

Particulars	Standalone		Consolidated	
	As at		As at	
	March 31, 2013	March 31, 2012	March 31, 2013	March 31, 2012
Shareholders' funds				
Share capital	415	405	415	405
Reserves and surplus	12,722	9,171	12,722	9,167
	13,137	9,576	13,137	9,572
Non-current liabilities				
Long-term borrowings	32	37	32	37
Other long-term liabilities	57	46	57	46
	89	83	89	83
Current liabilities				
Short-term borrowings	217	407	217	407
Trade payables	189	107	189	104
Other current liabilities	2,166	2,455	2,166	2,456
Short-term provisions	1,112	724	1,112	724
	3,684	3,693	3,684	3,691
Total	16,910	13,352	16,910	13,346
Non-current assets				
Fixed assets				
Tangible assets	2,561	2,548	2,561	2,548
Intangible assets	28	43	28	43
Capital work-in-progress	571	85	571	85
Non-current investments	244	30	230	7
Deferred tax assets (net)	360	320	360	320
Long-term loans and advances	617	544	617	544
Other non-current assets	1,046	1,028	1,046	1,028
	5,427	4,598	5,413	4,575
Current assets				
Current investments	4,027	3,075	4,027	3,075
Trade receivables	4,508	4,078	4,508	4,078
Cash and bank balances	1,238	585	1,252	602
Short-term loans and advances	430	191	430	191
Other current assets	1,280	825	1,280	825
	11,483	8,754	11,497	8,771
Total	16,910	13,352	16,910	13,346

Key Ratios

Key Ratios	Quarter ended			Year ended	
	March 31, 2012	December 31, 2012	March 31, 2013	March 31, 2012	March 31, 2013
EBITDA Margin (%)	18.7%	20.4%	19.0%	15.3%	20.6%
Effective Tax Rate (%)	16.4%	21.8%	21.8%	16.4%	20.0%
Net Profit Margin (%)	13.2%	16.7%	12.9%	11.4%	14.3%
ROCE (%)	35.2%	41.0%	31.0%	29.4%	36.3%
DSO (Days)	73	73	70	73	70

Notes:

1 Effective Tax Rate = Tax / PBT

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

Note:

This report along with more information on our quarterly results is also available in the investors section of our website (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.

For more information, please contact investors@mindtree.com

Safe Harbor:

Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause our actual results to differ materially from those in such forward-looking statements. We do not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.