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

|  | ( Rupees in millions, except share data  As at  As at  Note June 30, 2012 March 31, 201 |               |                |
|--|---|---------------|----------------|
|  | Note  | June 30, 2012 | Waten 31, 2012 |
| Assets                                       |   |               |                |
| Intangible assets                            | 5   | 39            | 42             |
| Property, plant and equipment                | 4   | 2,404         | 2,388          |
| Available-for-sale financial assets          | 6   | 11            | 11             |
| Deferred tax assets                          |   | 661           | 590            |
| Other non-current assets                     | 9   | 821           | 794            |
| Total non-current assets                     | _   | 3,936         | 3,825          |
| Trade receivables                            | 7   | 4,768         | 4,077          |
| Other current assets                         | 9   | 1,037         | 892            |
| Unbilled revenues                            |   | 448           | 479            |
| Available-for-sale financial assets          | 6   | 3,103         | 2,803          |
| Current tax assets                           |   | 772           | 742            |
| Derivative assets                            | 14  | 25            | 36             |
| Cash and cash equivalents                    | 8   | 418           | 602            |
| Total current assets                         | <del>-</del>  | 10,571        | 9,631          |
| Total assets                                 | <del>-</del>  | 14,507        | 13,456         |
| Equity                                       | _   |               |                |
| Share capital                                |   | 407           | 405            |
| Share premium                                |   | 1,944         | 1,876          |
| Retained earnings                            |   | 8,492         | 7,632          |
| Other components of equity                   |   | (358)         | (166)          |
| Equity attributable to owners of the Company | _   | 10,485        | 9,747          |
| Non-controlling interests                    |   | -             | -              |
| Total equity                                 | _   | 10,485        | 9,747          |
| Liabilities                                  |   | , , , ,       | ,              |
| Loans and borrowings                         | 10  | 22            | 26             |
| Other non-current liabilities                | 12  | 43            | 44             |
| Total non-current liabilities                | <del>-</del>  | 65            | 70             |
| Loans and borrowings and book overdraft      | 10  | 728           | 537            |
| Trade payables and accrued expenses          | 11  | 717           | 749            |
| Unearned revenue                             |   | 48            | 19             |
| Current tax liabilities                      |   | 367           | 257            |
| Derivative Liabilities                       | 14  | 828           | 597            |
| Employee benefit obligations                 | 13  | 268           | 229            |
| Other current liabilities                    | 12  | 808           | 1,084          |
| Provisions                                   | 12  | 193           | 167            |
| Total current liabilities                    | 12 _  | 3,957         | 3,639          |
| Total liabilities                            | _   | 4,022         | 3,709          |
| Total equity and liabilities                 | _   | 14,507        | 13,456         |
| Tom equity und numinos                       | _   | 17,507        | 13,730         |

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

( Rupees in millions, except share data)
Three months ended June 30.

|   |                    | Three months end  | nded June 30, |  |
|---|--------------------|-------------------|---------------|--|
|   | Note               | 2012              | 2011          |  |
| Revenues  |                    | 5,611             | 4,118         |  |
| Cost of revenues                                      | 16                 | (3,550)           | (2,959)       |  |
| Gross Profit  |                    | 2,061             | 1,159         |  |
| Selling, general and administrative expenses          | 16                 | (1,086)           | (854)         |  |
| Results from operating activities                     |                    | 975               | 305           |  |
| Finance expenses                                      |                    | (4)               | (1)           |  |
| Finance and other income                              | 18                 | 149               | 129           |  |
| Profit before tax                                     |                    | 1,120             | 433           |  |
| Income tax expense                                    | 15                 | (260)             | (57)          |  |
| Profit for the period                                 |                    | 860               | 376           |  |
| Attributable to:                                      |                    |                   | _             |  |
| Owners of the Company                                 |                    | 860               | 376           |  |
| Non-controlling interests                             |                    | <u>-</u>          | -             |  |
|   |                    | 860               | 376           |  |
| Earnings per equity share:                            | 19                 | _                 | _             |  |
| Basic   |                    | 21.17             | 9.39          |  |
| Diluted   |                    | 20.88             | 9.30          |  |
| Weighted average number of equity shares used in con- | nputing earnings p | per equity share: |               |  |
| Basic   |                    | 40,617,464        | 40,089,411    |  |
| Diluted   |                    | 41,187,730        | 40,445,151    |  |

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

( Rupees in millions, except share data) Three months ended June 30, 2012 2011 Note Profit for the period 860 376 Other comprehensive income, net of taxes 14 - Net change in fair value of cash flow hedges (223)(6) - Net change in fair value of available-for-sale financial assets (201) (5) Total other comprehensive income, net of taxes Total comprehensive income for the period 659 371 Attributable to: Owners of the Company 659 371 Non-controlling interests 659 371

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

( Rupees in millions, except share data)

| ( Rupees in millions, except snare da                     |               |               |               |                   |                                   |                                 | ept snare data) |   |                                  |              |
|---|---------------|---------------|---------------|-------------------|-----------------------------------|---------------------------------|-----------------|---|----------------------------------|--------------|
|   |               |               |               |                   |                                   | Other compone                   | Equity          |   |                                  |              |
| Particulars   | No. of shares | Share capital | Share premium | Retained earnings | Share based<br>payment<br>reserve | Cash flow<br>hedging<br>reserve | Other reserves  | attributable<br>to owners of<br>the Company | Non-<br>controlling<br>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             | 92,428        | 1             | 26            | -                 | -                                 | -                               | -               | 27  | -                                | 27           |
| Profit for the period                                     |               | -             | -             | 376               | -                                 | -                               | -               | 376   | -                                | 376          |
| Other comprehensive income                                |               | -             | -             | -                 | -                                 | (6)                             | 1               | (5)   | -                                | (5)          |
| Compensation cost related to employee share based payment |               |               |               |                   |                                   |                                 |                 |   | -                                |              |
| transaction   |               | -             | -             | -                 | (36)                              | -                               | -               | (36)  |                                  | (36)         |
| Cash dividend paid (including dividend tax thereon)       |               | -             | -             | -                 | -                                 | -                               | -               | -   | -                                | -            |
| Balance as at June 30, 2011                               | 40,127,615    | 401           | 1,706         | 6,004             | 25                                | 57                              | 17              | 8,210                                       | -                                | 8,210        |
|   |               |               |               |                   |                                   |                                 |                 |   |                                  |              |
| 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             | 154,042       | 2             | 68            | -                 | -                                 | -                               | -               | 70  | -                                | 70           |
| Profit for the period                                     |               | -             | -             | 860               | -                                 | -                               | -               | 860   | -                                | 860          |
| Other comprehensive income                                |               | -             | -             | -                 | -                                 | (223)                           | 22              | (201)                                       | -                                | (201)        |
| Compensation cost related to employee share based payment |               |               |               |                   |                                   |                                 |                 |   | -                                |              |
| transaction   |               | -             | -             | -                 | 9                                 | -                               | -               | 9   |                                  | 9            |
| As at June 30, 2012                                       | 40,697,965    | 407           | 1,944         | 8,492             | 13                                | (442)                           | 71              | 10,485                                      | -                                | 10,485       |
|   |               |               |               | ·                 | <u> </u>                          |                                 | ·               |   |                                  |              |

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

( Rupees in millions, except share data)
Three months ended June 30,

|  | 2012    | 2011    |
|--|---------|---------|
| Cash flow from operating activities                                  |         |         |
| Profit for the period  | 860     | 376     |
| Adjustments for :  |         |         |
| Depreciation & amortisation  | 159     | 180     |
| Amortization of stock compensation                                   | 29      | (35)    |
| Interest expense   | 4       | 1       |
| Income tax expense   | 260     | 57      |
| Interest / dividend income   | (48)    | (32)    |
| Gain on sale of available-for-sale financial assets                  | (12)    | (6)     |
| Unrealised exchange difference on derivatives                        | (54)    | (59)    |
| Effect of exchange differences on translation of foreign             | 14      | -       |
| currency borrowings  |         |         |
| Effect of exchange differences on translation of foreign             | (10)    | 1       |
| currency cash and cash equivalents                                   | (10)    | •       |
| Changes in operating assets and liabilities                          |         |         |
| Trade receivables  | (691)   | (553)   |
| Unbilled revenues  | 31      | 22      |
| Other assets   | (185)   | 69      |
| Trade payables and accrued expenses                                  | (32)    | 424     |
| Unearned revenues  | 29      | 15      |
| Other liabilities  | (232)   | (370)   |
|  | 122     | 90      |
| Net cash provided by operating activities before taxes               |         |         |
| Income taxes paid  | (170)   | (67)    |
| Net cash provided by operating activities                            | (48)    | 23      |
| Cash flow from investing activities                                  | (155)   | (7.6)   |
| Expenditure on property, plant and equipment                         | (155)   | (76)    |
| Proceeds from sale of property, plant and equipment                  | 2       | -       |
| Interest /dividend received from available-for-sale financial assets | 45      | 37      |
| Inter-corporate deposits   | -       | 145     |
| Investments in available-for-sale financial assets                   | (2,356) | (1,491) |
| Redemption of available-for-sale financial assets                    | 2,101   | 1,440   |
| Net cash used in investing activities                                | (363)   | 55      |
| Cash flow from financing activities                                  |         |         |
| Issue of share capital (net of issue expenses paid)                  | 50      | 25      |
| Interest paid on loans   | (6)     | (1)     |
| Proceeds from loans and borrowings                                   | 247     | -       |
| Repayment of loans and borrowings                                    | (5)     | (5)     |
| Net cash provided by financing activities                            | 286     | 19      |
| Effect of exchange differences on translation of foreign             | 10      | (1)     |
| currency cash and cash equivalents                                   |         |         |
| Net increase/ (decrease) in cash and cash equivalents                | (115)   | 96      |
| Cash and cash equivalents at the beginning of the period             | 477     | 371     |
| Cash and cash equivalents at the end of the period (Note 8)          | 362     | 467     |

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 subsidiaries MindTree Software (Shenzhen) Co. Ltd, MindTree Wireless Pte. Ltd, Singapore 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 e-business, 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 July 15, 2012.

### 2. Basis of preparation of financial statements

#### (a) Statement of compliance

These unaudited condensed consolidated interim financial statements as at and for the three months ended June 30, 2012 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 judgements

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 audited 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.

### 4. Property, plant and equipment

| Particulars                             | Land | Building | Computer systems*                     | Furniture,<br>fixtures and<br>equipment | Vehicles | Total |
|---|------|----------|---------------------------------------|---|----------|-------|
| Gross carrying value:                   |      |          |                                       |   |          |       |
| As at April 1, 2011                     | 97   | 1,626    | 1,544                                 | 1,959                                   | 3        | 5,229 |
| Additions                               | -    | -        | 23                                    | 24                                      | -        | 47    |
| Disposal/adjustments                    | -    | -        | 14                                    | -                                       | 1        | 15    |
| As at June 30, 2011                     | 97   | 1,626    | 1,553                                 | 1,983                                   | 2        | 5,261 |
| Accumulated depreciation/impairment:    |      |          |                                       |   |          |       |
| As at April 1, 2011                     | 3    | 174      | 1,221                                 | 1,129                                   | 1        | 2,528 |
| Depreciation                            | -    | 15       | 62                                    | 100                                     | -        | 177   |
| Disposal/adjustments                    | -    | -        | 15                                    | -                                       | 1        | 16    |
| As at June 30, 2011                     | 3    | 189      | 1,268                                 | 1,229                                   | -        | 2,689 |
| Capital work-in-progress                |      |          | ,                                     | , .                                     |          | 40    |
| Net carrying value as at June 30, 2011  | 94   | 1,437    | 285                                   | 754                                     | 2        | 2,612 |
| 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                               |      | -        | 40                                    | 3                                       | -        | 43    |
| Disposal/adjustments                    | -    | -        | 3                                     | 9                                       | -        | 12    |
| As at June 30, 2012                     | 97   | 1,626    | 1,675                                 | 2,056                                   | 2        | 5,456 |
| Accumulated depreciation/impairment:    |      |          |                                       |   |          |       |
| As at April 1, 2012                     | 4    | 232      | 1,421                                 | 1,463                                   | 2        | 3,122 |
| Depreciation                            | -    | 14       | 61                                    | 81                                      | -        | 156   |
| Disposal/adjustments                    | -    | -        | 4                                     | 7                                       | -        | 11    |
| As at June 30, 2012                     | 4    | 246      | 1,478                                 | 1,537                                   | 2        | 3,267 |
| Capital work-in-progress                |      |          |                                       |   |          | 215   |
| Net carrying value as at June 30, 2012  | 93   | 1,380    | 197                                   | 519                                     |          | 2,404 |

<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)

The depreciation expense for the three months ended June 30, 2012 and June 30, 2011 is included in the following line items in the statement of income.

| Particulars                                  | Three months ended June 30, |      |  |
|--|-----------------------------|------|--|
|  | 2012                        | 2011 |  |
| Cost of revenues                             | 142                         | 161  |  |
| Selling, general and administrative expenses | 14                          | 16   |  |
| Total  | 156                         | 177  |  |

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 only one class of intangible asset i.e intellectual property and a summary of changes in its carrying value is given below:

| Particulars                             | Intellectual          |
|---|-----------------------|
| Gross carrying value:                   | property              |
| As at April 1, 2011                     | 67                    |
| Additions                               | -<br>-                |
| Disposal/adjustments                    | _                     |
| As at June 30, 2011                     | 67                    |
| Accumulated amortisation/impairment:    |                       |
| As at April 1, 2011                     | 12                    |
| Amortisation                            | 3                     |
| Disposal/adjustments                    | -<br>-                |
| As at June 30, 2011                     | 15                    |
| Net carrying value as at June 30, 2011  | 52                    |
|   |                       |
| 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                    |                       |
| 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 June 30, 2012                     | 67                    |
| Accumulated amortisation/impairment:    |                       |
| As at April 1, 2012                     | 25                    |
| Amortisation                            | 3                     |
| Disposal/adjustments                    | <u> </u>              |
| As at June 30, 2012                     | 28                    |
| Net carrying value as at June 30, 2012  | 39                    |

The amortisation expense for the three months ended June 30, 2012 and June 30, 2011 is included in the following line items in the statement of income.

| Particulars                                  | Three months ended June 3 |      |  |
|--|---------------------------|------|--|
|  | 2012                      | 2011 |  |
| Cost of revenues                             | 3                         | 3    |  |
| Selling, general and administrative expenses | -                         | -    |  |
| Total  | 3                         | 3    |  |

### 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          |
|--|---------------|----------------|
|  | June 30, 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   | 3,018         | 2,751          |
| Gross unrealised holding gains                   | 85            | 52             |
| Fair value                                       | 3,103         | 2,803          |
| Total available-for-sale financial assets        | 3,114         | 2,814          |

Net change in fair value of available-for-sale financial assets reclassified to the statement of income was Rs 40 and Rs 3 for the three months ending June 30, 2012 and June 30, 2011 respectively.

### 7. Trade receivables

| Particulars                                | As at         | As at          |  |
|--|---------------|----------------|--|
|  | June 30, 2012 | March 31, 2012 |  |
| Trade receivables                          | 4,815         | 4,117          |  |
| Allowance for doubtful accounts receivable | (47)          | (40)           |  |
| Total                                      | 4,768         | 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          |
|--|---------------|----------------|
|  | June 30, 2012 | March 31, 2012 |
| Cash balances                              | -             | -              |
| Current and time deposits with banks       | 418           | 602            |
| Cash and cash equivalents on statement of  |               |                |
| financial position                         | 418           | 602            |
| Book overdrafts used for cash management   |               |                |
| purposes                                   | (56)          | (125)          |
| Cash and cash equivalents in the cash flow |               |                |
| statement                                  | 362           | 477            |

Balance with banks amounting to Rs 4 and Rs 4 as of June 30, 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          |
|---|---------------|----------------|
|   | June 30, 2012 | March 31, 2012 |
| Non-current                               |               |                |
| Capital advances                          | 92            | 102            |
| Security deposits                         | 458           | 490            |
| Prepaid expenses                          | 187           | 202            |
| Others                                    | 84            | -              |
|   | 821           | 794            |
| Current                                   |               |                |
| Interest bearing deposits with corporates | 325           | 325            |
| Prepaid expenses                          | 212           | 309            |
| Advance to employees                      | 176           | 150            |
| Advance to suppliers                      | 177           | 19             |
| Interest accrued and not due              | 20            | 17             |
| Deposits                                  | 75            | 34             |
| Others                                    | 52            | 38             |
|   | 1,037         | 892            |
| Total                                     | 1,858         | 1,686          |

### 10. Loans and borrowings

A summary of loans and borrowings is as follows:

| Particulars                                     | As at         | As at          |
|---|---------------|----------------|
|   | June 30, 2012 | March 31, 2012 |
| Non-current                                     |               |                |
| Unsecured long term loan                        | 22            | 26             |
|   | 22            | 26             |
| Current   |               |                |
| Current portion of unsecured long term loan and |               |                |
| borrowings                                      | 5             | 5              |
| Secured bank loans                              | 667           | 407            |
| Bank overdraft                                  | 56            | 125            |
|   | 728           | 537            |
| Total   | 750           | 563            |

### 11. Trade payables and accrued expenses

Trade payables and accrued expenses consist of the following

| Particulars      | As at         | As at          |
|------------------|---------------|----------------|
|                  | June 30, 2012 | March 31, 2012 |
| Trade payables   | 133           | 137            |
| Accrued expenses | 584           | 612            |
| Total            | 717           | 749            |

### 12. Other liabilities and provisions

| Particulars                                  | As at         | As at          |
|--|---------------|----------------|
|  | June 30, 2012 | March 31, 2012 |
| Non-current                                  |               |                |
| Others                                       | 43            | 43             |
|  | 43            | 44             |
| Current                                      |               |                |
| Interest accrued but not due on borrowings   | 1             | 2              |
| Advances from customers                      | 70            | 69             |
| Employee related liabilities                 | 500           | 847            |
| Statutory dues payable                       | 237           | 158            |
| Other liabilities                            | -             | 8              |
|  | 808           | 1,084          |
| Total  | 851           | 1,128          |
| Provisions                                   |               |                |
| Provision for discount                       | 136           | 109            |
| Provision for post contract support services | 5             | 5              |
| Others                                       | 52            | 53             |
| Total  | 193           | 167            |

## MindTree Limited Notes to the unaudited condensed consolidate

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

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                           | Three months ended June 30, |      |
|---------------------------------------|-----------------------------|------|
|                                       | 2012                        | 2011 |
| Balance as at beginning of the period | 5                           | 5    |
| Provisions made during the period     | -                           | -    |
| Utilisations during the period        | -                           | -    |
| Released during the period            | -                           | -    |
| Provision as at the end of the period | 5                           | 5    |

### Provision for discount

| Particulars                           | Three months ended June 30, |      |
|---------------------------------------|-----------------------------|------|
|                                       | 2012                        | 2011 |
| Balance as at beginning of the period | 109                         | 49   |
| Provisions made during the period     | 42                          | 22   |
| Utilisations during the period        | (15)                        | (4)  |
| Released during the period            | -                           | -    |
| Provision as at the end of the period | 136                         | 67   |

### 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                           | Three months ended June 30, |      |
|---------------------------------------|-----------------------------|------|
|                                       | 2012                        | 2011 |
| Balance as at beginning of the period | 53                          | 2    |
| Provisions made during the period     | -                           | 5    |
| Utilisations during the period        | -                           | -    |
| Released during the period            | (1)                         | -    |
| Provision as at the end of the period | 52                          | 7    |

### 13. Employee benefit obligations

Employee benefit obligations comprises of following:

| Particulars          | As at         | As at          |
|----------------------|---------------|----------------|
|                      | June 30, 2012 | March 31, 2012 |
| Gratuity             | 20            | 1              |
| Compensated absences | 248           | 228            |
| Total                | 268           | 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          |
|--|---------------|----------------|
|  | June 30, 2012 | March 31, 2012 |
| Designated derivative instruments (Sell)     |               | _              |
| In US \$                                     | 120           | 113            |
| In Euro                                      | 9             | 9              |
| Non-designated derivative instruments (Sell) |               |                |
| In US \$                                     | 17            | 29             |
| In Euro                                      | -             | -              |
| Non-designated derivative instruments (Buy)  |               |                |
| In US \$                                     | 12            | 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         |
|--|---------------|---------------|
|  | June 30, 2012 | June 30, 2011 |
| Balance at the beginning of the period   | (250)         | 81            |
| Net (gain)/loss reclassified into the statement of income on occurrence of hedged transactions | 100           | (45)          |
| Changes in fair value of effective portion of derivatives                                      | (415)         | 38            |
| Balance at the end of the period   | (565)         | 74            |

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 | Three months ended June 30, |  |
|----------------|--------------|-----------------------------|--|
|                | 2012         | 2011                        |  |
| Current taxes  |              |                             |  |
| Domestic       | 249          | 57                          |  |
| Foreign        | 25           | 16                          |  |
| Total          | 274          | 73                          |  |
| Deferred taxes |              |                             |  |
| Domestic       | (13)         | (16)                        |  |
| Foreign        | (1)          | -                           |  |
| Total          | (14)         | (16)                        |  |
| Grand total    | 260          | 57                          |  |

Income tax expense has been allocated as follows:

| Particulars   | Three months ended June 30, |      |
|---|-----------------------------|------|
|   | 2012                        | 2011 |
| Income tax expense as per the statement of income         | 260                         | 57   |
| Income tax included in other comprehensive income on:     |                             |      |
| - unrealised gains on available-for-sale financial assets | 11                          | -    |
| - gains/(losses) on cash flow hedging derivatives         | (92)                        | 1    |
|   | (81)                        | 1    |
| Total   | 179                         | 58   |

### 16. Expenses by nature

| Particulars                                      | Three months ended June 30, |       |
|--|-----------------------------|-------|
|  | 2012                        | 2011  |
| Employee benefits                                | 3,438                       | 2,737 |
| Depreciation and amortisation charges            | 159                         | 180   |
| Impairment loss on goodwill                      | -                           | -     |
| Recruitment, staff welfare and training expenses | 83                          | 56    |
| Travel and conveyance                            | 219                         | 256   |
| Communication expenses                           | 75                          | 40    |
| Sub-contractor charges/Outsourced technical      |                             |       |
| services/software purchases                      | 211                         | 139   |
| Consumables/maintenance and repairs              | 99                          | 110   |
| Power and fuel                                   | 53                          | 50    |
| Lease rentals/charges                            | 145                         | 98    |
| Printing and stationery                          | 6                           | 3     |
| Advertisement                                    | 2                           | 2     |
| Bank charges                                     | 3                           | 1     |
| Rates, taxes and insurance                       | 25                          | 12    |
| Marketing expenses                               | 36                          | 34    |
| Legal and professional expenses                  | 54                          | 55    |
| Provision for doubtful accounts receivable       | 8                           | 20    |
| Others   | 20                          | 20    |
| Total cost of revenues, selling, general and     |                             |       |
| administrative expenses                          | 4,636                       | 3,813 |

## 17. Employee benefits

Employee costs include

| Particulars                               | Three months ended June 30, |       |  |
|---|-----------------------------|-------|--|
|   | 2012                        | 2011  |  |
| Salary and allowances                     | 3,128                       | 2,571 |  |
| Defined benefit plan - Gratuity cost      | 28                          | 28    |  |
| Contribution to provident and other funds | 253                         | 173   |  |
| Share based compensation                  | 29                          | (35)  |  |
| Total                                     | 3,438                       | 2,737 |  |

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

| Particulars                                  | Three months ended June 30, |       |  |
|--|-----------------------------|-------|--|
|  | 2012                        | 2011  |  |
| Cost of revenues                             | 2,872                       | 2,278 |  |
| Selling, general and administrative expenses | 566                         | 460   |  |
| Total  | 3,438                       | 2,738 |  |

### 18. Finance and other income

| Particulars Three months                            |      | ded June 30, |
|---|------|--------------|
|   | 2012 | 2011         |
| Interest income                                     | 22   | 17           |
| Gain on sale of available-for-sale financial assets | 12   | 6            |
| Gain on sale of property, plant and equipment       | -    | -            |
| Dividend income                                     | 26   | 14           |
| Exchange gain, net                                  | 88   | 91           |
| Others  | 1    | 1            |
| Total   | 149  | 129          |

### 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 June     | Three mont | hs ended June  |
|---|--------------|----------------|------------|----------------|
|   |              | 30, 2012       |            | 30, 2011       |
|   | Basic EPS    | Diluted<br>EPS | Basic EPS  | Diluted<br>EPS |
| Weighted average<br>number of equity<br>shares outstanding<br>during the year                                     | 40,617,464   | 40,617,464     | 40,089,411 | 40,089,411     |
| Weighted average<br>number of equity<br>shares resulting from<br>assumed exercise of<br>employee stock<br>options | -            | 570,266        | -          | 355,740        |
| Weighted average<br>number of equity<br>shares for calculation<br>of earnings per share                           | 40,617,464   | 41,187,730     | 40,089,411 | 40,445,151     |

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

### 20. Related party relationships and transactions

List of subsidiary as of June 30, 2012 is given below:

| Name of the subsidiary | Country of incorporation | Proportion of interest |
|------------------------|--------------------------|------------------------|
| MindTree Software      |                          |                        |
| (Shenzhen) Co Ltd.     | Republic of China        | 100%                   |

| Name of related party   | Nature of relationship  |
|---|---|
| MindTree Software<br>(Shenzhen) Co Ltd ('MSSL'),<br>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 17.7% equity stake in MindTree, and the group has a nominee on the MindTree Board. |
| Janalakshmi Financial<br>Services Private Limited   | Entity with common key management person  |

Transactions with the above related parties during the period were:

| Name of related                    | Nature of               | Three months ended June 30, |      |  |
|------------------------------------|-------------------------|-----------------------------|------|--|
| party                              | transaction             | 2012                        | 2011 |  |
| Amalgamated Bean<br>Coffee Trading | Procurement of supplies |                             |      |  |
| Company Limited                    |                         | 2                           | 3    |  |
| Tanglin                            | Leasing office          |                             |      |  |
| Developments                       | buildings and land      |                             |      |  |
| Limited                            | -                       | 79                          | 81   |  |

Balances payable to related parties are as follows:

| Name of related party               | As at <b>June 30, 2012</b> | As at March 31, 2012 |
|-------------------------------------|----------------------------|----------------------|
| MindTree Software (Shenzhen) Co Ltd | 3                          | 3                    |
| Tanglin Developments Limited        | 6                          | 6                    |

Balances receivable from related parties are as follows:

| Name of related party                                | Nature of transactions  | As at June 30, 2012 | As at March 31, 2012 |
|--|---|---------------------|----------------------|
| Tanglin<br>Developments<br>Limited                   | Rental deposits/<br>advance returnable on<br>termination of lease | 573                 | 345                  |
| Janalakshmi<br>Financial Services<br>Private Limited | Interest bearing deposits   | 125                 | 125                  |

### Key management personnel:

| Subroto Bagchi         | Appointed as Chairman with effect from April 1, 2012                         |
|------------------------|--|
| Dr. Albert Hieranimous | Appointed as Non-executive Vice Chairman with effect from April 1, 2012      |
| N. Krishnakumar        | CEO & Managing Director  |
| S. Janakiraman         | President & Group-CEO-PES  |
| 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 |

Transactions with key management personnel is 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 ended June 30, 2012 and June 30, 2011 have been detailed below:

| De official con-                  | Three months ended June 30, |      |  |
|-----------------------------------|-----------------------------|------|--|
| Particulars                       | 2012                        | 2011 |  |
| Whole-time directors              |                             |      |  |
| Salaries                          | 4                           | 4    |  |
| Contribution to Provident fund    | -                           | _    |  |
| Bonus & Incentives                | 7                           | 1    |  |
| Reimbursement of expenses         | 1                           | 1    |  |
| Share-Based payments as per IFRS2 | -                           | -    |  |
| <b>Total Remuneration</b>         | 12                          | 6    |  |
| Non-whole-time directors          |                             |      |  |
| Commission                        | 6                           | 5    |  |
| Director Fees                     | -                           | -    |  |
| <b>Total Remuneration</b>         | 6                           | 5    |  |

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 June     | IT<br>Services | PE<br>Services | Total |
|--|----------------|----------------|-------|
| 30, 2012   |                |                |       |
| Revenues   | 3,875          | 1,736          | 5,611 |
| Operating expenses, net  | 3,092          | 1,384          | 4,476 |
| Segmental operating income   | 783            | 352            | 1,135 |
| Unallocable expenses   |                |                | 160   |
| Profit for the year before finance expense, finance and other income |                |                |       |
| and tax  |                |                | 975   |
| Finance expense  |                |                | (4)   |
| Finance and other income   |                |                | 149   |
| Profit before tax  |                |                | 1,120 |
| Income tax expense   |                |                | (260) |
| Profit after tax   |                |                | 860   |

| Consolidated statement of income for  | IT       | PE Services | Total |
|---------------------------------------|----------|-------------|-------|
| the three months ended June 30,       | Services |             |       |
| 2011                                  |          |             |       |
| Revenues                              | 2,630    | 1,488       | 4,118 |
| Operating expenses, net               | 2,259    | 1,374       | 3,633 |
| Segmental operating income            | 371      | 114         | 485   |
| Unallocable expenses                  |          |             | 180   |
| Profit for the year before finance    |          |             |       |
| expense, finance and other income and |          |             |       |
| tax                                   |          |             | 305   |
| Finance expense                       |          |             | (1)   |
| Finance and other income              |          |             | 129   |
| Profit before tax                     |          |             | 433   |
| Income tax expense                    |          |             | (57)  |
| Profit after tax                      | ·        |             | 376   |

## **Geographical segments**

| Revenues      | Three months ende | Three months ended June 30, |  |  |
|---------------|-------------------|-----------------------------|--|--|
|               | 2012              | 2011                        |  |  |
| America       | 3,252             | 2,479                       |  |  |
| Europe        | 1,622             | 941                         |  |  |
| India         | 360               | 355                         |  |  |
| Rest of World | 377               | 343                         |  |  |
| Total         | 5,611             | 4,118                       |  |  |