



Mindtree

Welcome to possible

Investor Presentation

November 2012

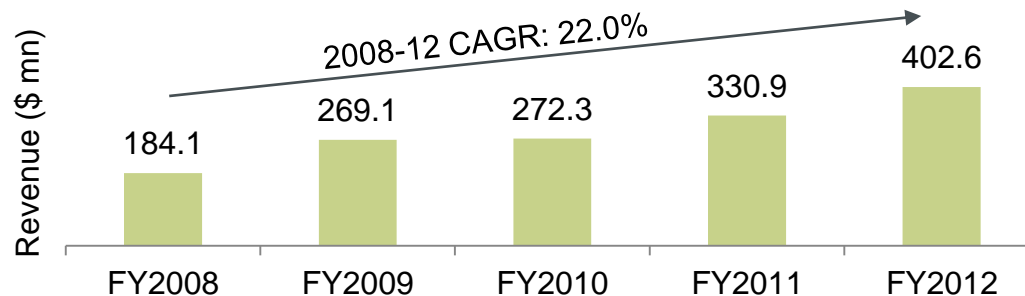
Safe Harbor

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 actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. Mindtree may, from time to time, make additional written and oral forward looking statements, including our reports to shareholders. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.

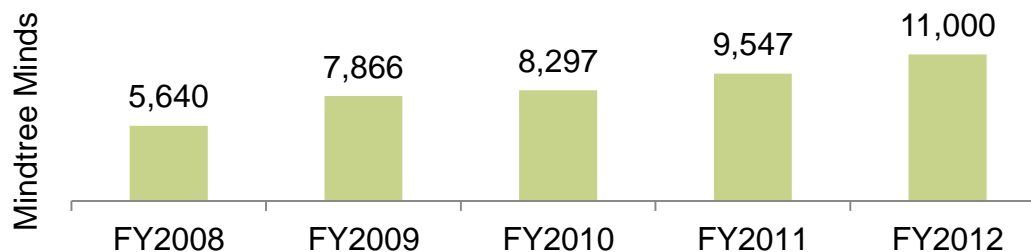
Mindtree at a glance

Strong platform and scale to drive future growth

13 straight years of growth



Strong and satisfied employee base



Global presence

24 offices; 247 active customers

Global delivery centers: Gainesville, Florida & Diegem, Belgium

Our business structure

IT services

+

Product engineering

Global IT solutions

IT services



Industry focus

BFSI

Manufacturing

Consumer packaged goods & Retail

Travel, hospitality & logistics

Services focus

Analytics & information management

Application development & maintenance

Business technology consulting

Digital business

Independent testing

Infrastructure management services

Product engineering



Industry focus

Consumer & communication

Enterprise software

Services focus

Product engineering & support

Analytics & information management

Independent testing

Infrastructure management services

A proven track record with global enterprises



13+ years. Improved adoption of Windows Azure. End-to-end engineering partnership.



12+ years. Help generate over USD 1 billion online revenue through eCommerce solution.



11+ years. 10,000 distributors & 41,000 salespersons sell, distribute and merchandise products everyday.



2+ years. Over 30% reduction in operational costs. 500+ customers. Co-innovated a cloud services aggregation platform.



5+ years. Migrated mission-critical flight planning system. Used by 180+ airlines.



2+ years. Identity for 1.2 billion people for the World's largest citizen identification program.





245+
 global brands
 trust Mindtree

Awards and recognition



Neo Advisory 100 list for ITO and PES - 2011



Best among tier 2. Dataquest top 50



Zinnov top 5 global R&D services providers 2010, 2011 and 2012



Winner '2011' Asian most admired knowledge enterprise award



Ranked # 2 within IT services. Top 25 best employers in India



Mindtree - a community of communities. HBR case study



Best corporate governance, India, 2012



2012 NASSCOM IT user award in 'Social Media Adoption'

Our values



Collaborative
Spirit



Unrelenting
Dedication



Expert
Thinking

Mindtree edge



Consulting-led approach

Power of partnerships

Meaningful technology solutions

Predictable delivery

Superior corporate governance

Human perspective with deep strategic thinking



Q2 FY2013 Key financials

Highlights of the second quarter ended Sept 30, 2012

Key financial metrics					
In \$ million	Q2 FY12	Q1 FY13	Q2 FY13	Q-o-Q growth	Y-o-Y growth
Revenue	101.3	105.5	107.3	1.7%	5.8%
EBITDA	13.0	22.0	23.7	8.0%	82.5%
<i>EBITDA %</i>	<i>12.9%</i>	<i>20.8%</i>	<i>22.1%</i>		
PAT	12.1	16.7	12.9	(23.0%)	6.2%
<i>PAT%</i>	<i>11.9%</i>	<i>15.8%</i>	<i>12.1%</i>		
Diluted EPS (Rs)	13.43	21.61	17.43	(19.3%)	29.8%

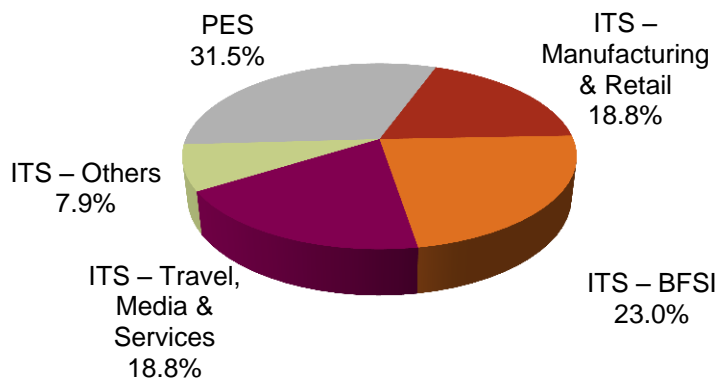
- On a constant currency basis the revenue growth was 2.2% q-o-q
- Volumes and pricing increased by 1.0% and 0.5% q-o-q, respectively
- EBITDA margin improvement of 130 bps over last quarter
 - 140 bps increase as a result of currency impact
 - 250 bps operational improvement
 - offset by 180 bps increase in salary expenses and 70 bps increase due to rebranding initiatives

High quality and diversity of revenues

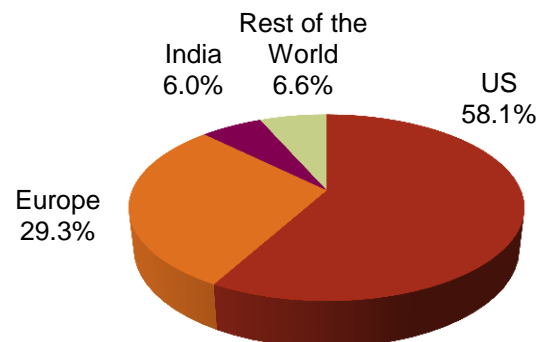
Client Contribution			
	Q2 FY12	Q1 FY13	Q2 FY13
Top Client	7.0%	7.6%	8.1%
Top 5 Clients	28.0%	33.5%	33.7%
Top 10 Clients	42.0%	47.1%	46.8%

Client Details			
	Q2 FY12	Q1 FY13	Q2 FY13
\$1MM+	72	78	73
\$5MM+	17	17	17
\$10MM+	7	8	8
\$20MM+	2	4	4

By Industry



By Geography



Other operating metrics

Revenue by Business

	Q2 FY12	Q1 FY13	Q2 FY13
IT Services	64.2%	69.0%	68.5%
Project Engineering Services (PES)	35.8%	31.0%	31.5%

Revenue by Project Type

	Q2 FY12	Q1 FY13	Q2 FY13
Fixed Cost, Fixed Monthly	33.7%	37.5%	38.8%
Time & Materials	66.3%	62.5%	61.2%

Revenue Mix

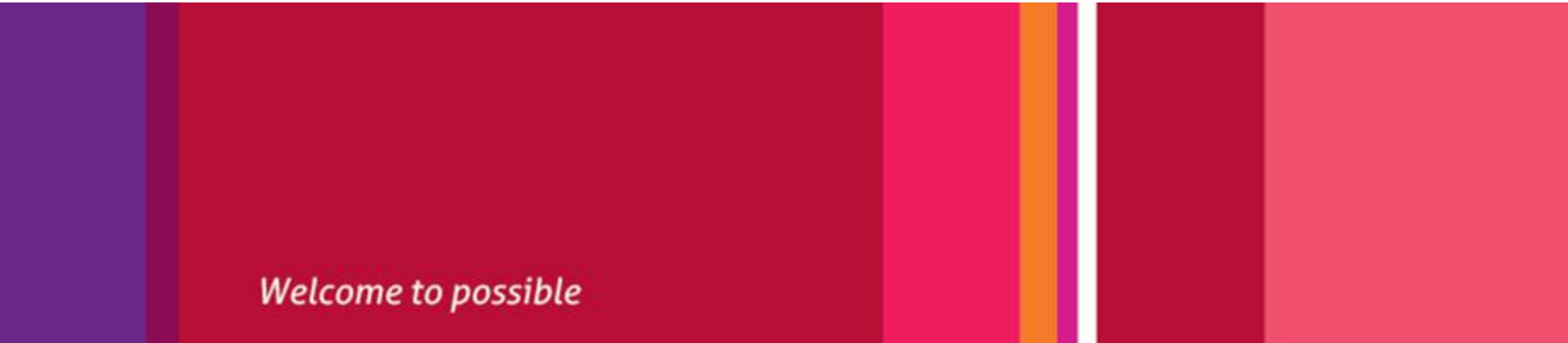
	Q2 FY12	Q1 FY13	Q2 FY13
Onsite	33.3%	37.8%	37.8%
Offshore	66.7%	62.2%	62.2%

Utilization

	Q2 FY12	Q1 FY13	Q2 FY13
Including Trainees	71.3%	68.9%	71.7%
Excluding Trainees	77.7%	71.5%	72.3%

People

Key people metrics			
	Q2 FY12	Q1 FY13	Q2 FY13
Total Mindtree Minds	10,580	10,830	10,883
Gross Addition	1,478	272	454
Quarterly Annualized Attrition	18.0%	16.3%	14.7%
Experience (0-3 years)	34.6%	33.2%	32.5%
Average Experience (years)	5.4	5.6	5.8



Welcome to possible

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www.mindtree.com/social