



Mindtree

*Welcome to possible*

# Investor Presentation

May 2013

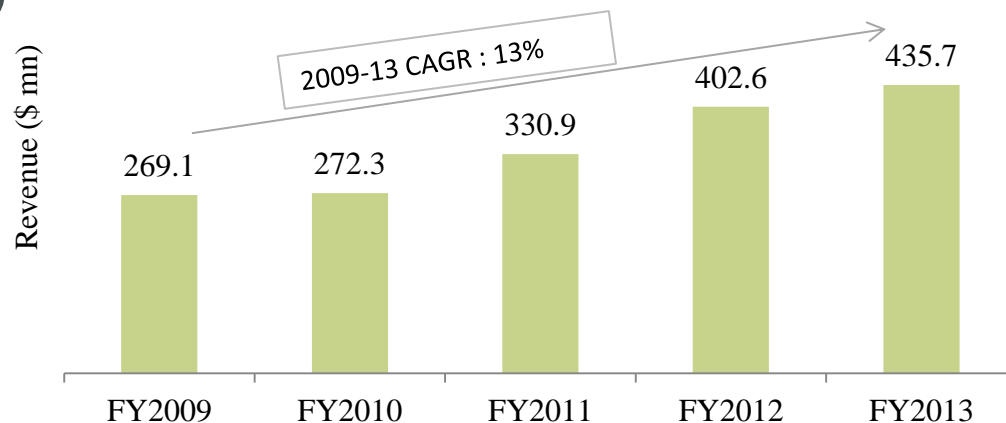
# Safe Harbor

*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.*

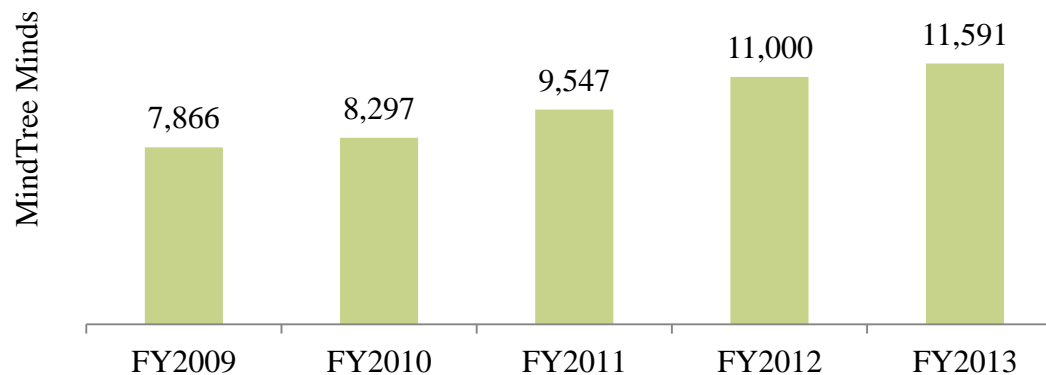
# Mindtree at a glance

**Strong platform and scale to drive future growth**

## 13 straight years of growth



## Strong and satisfied employee base





We engineer meaningful technology solutions to help businesses and societies flourish.

24

Global offices

40+

Fortune 500 customers

232+

Active customers

435m

Annual revenues in USD

11,500+

Mindtree Minds

# Our business focus

IT Services

Product Engineering



## Services

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Agile  
Analytics & Information Management  
Application Development & Maintenance  
Business Technology Consulting  
Cloud  
Digital Business  
Enterprise Application Integration  
ERP  
Independent Testing  
Infrastructure Management Services  
Mainframe & Midrange  
Mobility  
Open Source  
Product Engineering & Support

# A proven track record with global enterprises



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13+ years. End-to-end engineering partnership.



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12+ years. Application development, maintenance, business process management, independent testing



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11+ years. Application development and maintenance



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8+ years. Product development and support. Independent testing



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5+ years. Application development and maintenance. Infrastructure management



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2+ years. Product development and independent testing



# Awards and recognition



The gateway to the global sourcing of IT and BPO services

Neo Advisory 100 list for ITO and PES - 2011



Ranked 424 in Fortune 500 India - 2013



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



Winner Asian most admired knowledge enterprise award - 2011



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



Mindtree - a community of communities. HBR case study



Best corporate governance, India, 2012



Selected as one of the '200 best under a Billion companies

Assessed at CMMI Dev1.3 Level 5 and certified to ISO 27001, ISO 14000, ISO 20000

# Mindtree edge



Consulting-led approach

Power of partnerships

Meaningful technology solutions

Predictable delivery

Superior corporate governance

Human perspective with deep strategic thinking





## Q4 and FY2013 Key financials

# Highlights - fourth quarter and year ended March 31, 2013

Key financial metrics								
In \$ million	Q4 FY12	Q3 FY13	Q4 FY13	Q-o-Q growth	Y-o-Y growth	FY12	FY13	Y-o-Y growth
Revenue	105	109.9	113	2.9%	7.6%	402.6	435.7	8.2%
EBITDA	19.7	22.4	21.5	(4.3%)	9.1%	61.6	89.6	45.5%
EBITDA %	18.7%	20.4%	19.0%			15.3%	20.6%	
PAT	13.8	18.4	14.6	(20.8%)	5.8%	45.9	62.5	36.1%
PAT %	13.2%	16.7%	12.9%			11.4%	14.3%	
Diluted EPS (₹)	16.88	23.8	18.89	(20.6%)	11.9%	54.14	81.75	51%

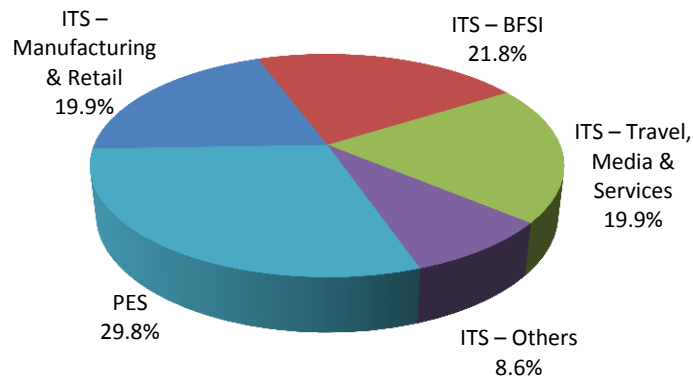
- Infrastructure Management and Technical Support (IMTS) increased by 8.8% q-o-q and 53.2% y-o-y. For the full year, IMTS grew by a robust 41%.
- IT Services had a good growth of 14.7% in FY13.
- \$20 million customers increased by 1 to 5.
- Quarterly annualized attrition declined to 11.6% from 13.7% in Q3 FY13 and 15.9% in Q4 FY12.
- For the full year, Net Profit margin increased by 290 bps, a growth of 55% in rupee terms. ROCE improved to 36% from 29% in FY12.

# High quality and diversity of revenues

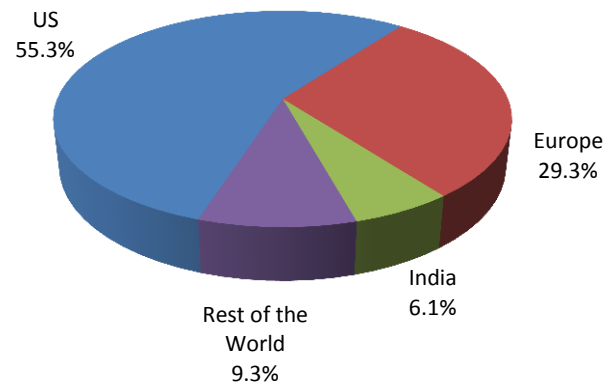
Client Contribution			
	Q4 FY12	Q3 FY13	Q4 FY13
Top Client	7.5%	8.2%	8%
Top 5 Clients	31.4%	33.7%	31.7%
Top 10 Clients	45.6%	47.1%	45.7%

Client Details			
	Q4 FY12	Q3 FY13	Q4 FY13
\$1MM+	77	70	74
\$5MM+	17	21	20
\$10MM+	7	9	9
\$20MM+	4	4	5

## By Industry



## By Geography



# Other operating metrics

Revenue by Business			
	Q4 FY12	Q3 FY13	Q4 FY13
IT Services	67.2%	70.1%	70.2%
Product Engineering Services (PES)	32.8%	29.9%	29.8%

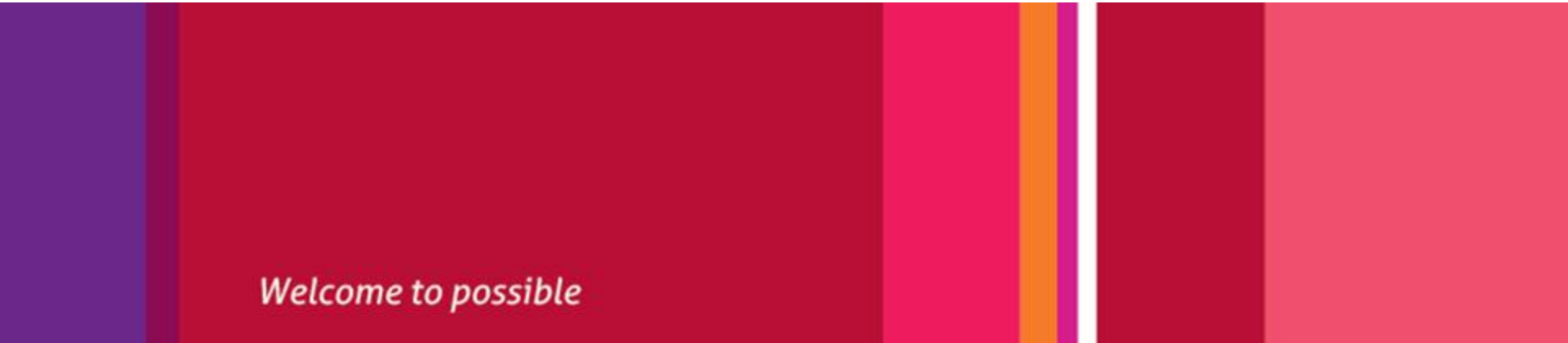
Revenue by Project Type			
	Q4 FY12	Q3 FY13	Q4 FY13
Fixed Cost, Fixed Monthly	37.9%	42.3%	41.3%
Time & Materials	62.1%	57.7%	58.7%

Revenue Mix			
	Q4 FY12	Q3 FY13	Q4 FY13
Onsite	34.5%	37.6%	37.4%
Offshore	65.5%	62.4%	62.6%

Utilization			
	Q4 FY12	Q3 FY13	Q4 FY13
Including Trainees	67.8%	71.4%	69.6%
Excluding Trainees	72.1%	73.1%	70.9%

# People

Key people metrics			
	Q4 FY12	Q3 FY13	Q4 FY13
Total Mindtree Minds	11,000	10,952	11,591
Gross Addition	502	443	974
Quarterly Annualized Attrition	15.9%	13.7%	11.6%
Experience (0-3 years)	35.4%	30.8%	31.9%
Average Experience (years)	5.3	5.8	6.0



*Welcome to possible*

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[www.mindtree.com/social](http://www.mindtree.com/social)