

# Investor Presentation

October 2011



## Our Growth

FY 2011: \$330M, 12 Straight Years of Growth  
A Milestone Quarter: Q2 FY12 Revenue-\$101.34 M

## Our Global Presence

23 Offices. Revenue%: 58% U.S. / 26% Europe / 16% ROW

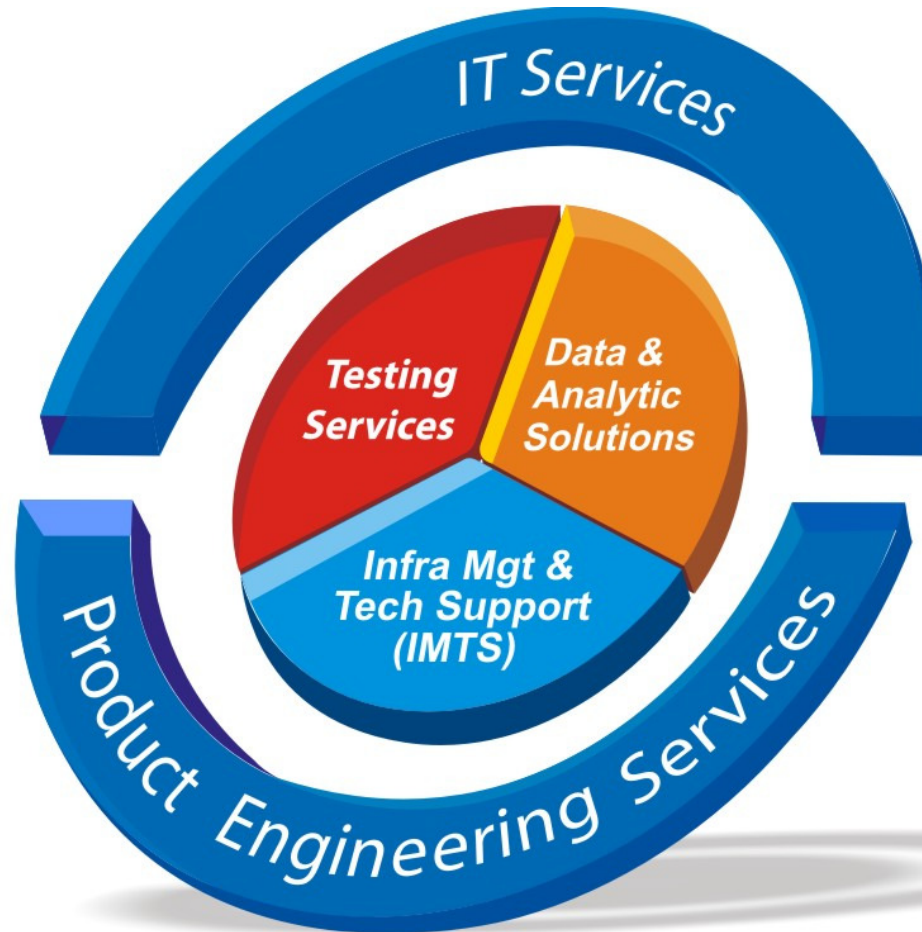
## Our Customers

270 Active Customers, including 43 Fortune 500 Companies

## Our People

10,500 MindTree Minds. High Satisfaction

# Our Service Offerings



# Our Focus Areas: IT Services



Banking, Financial Services  
& Insurance



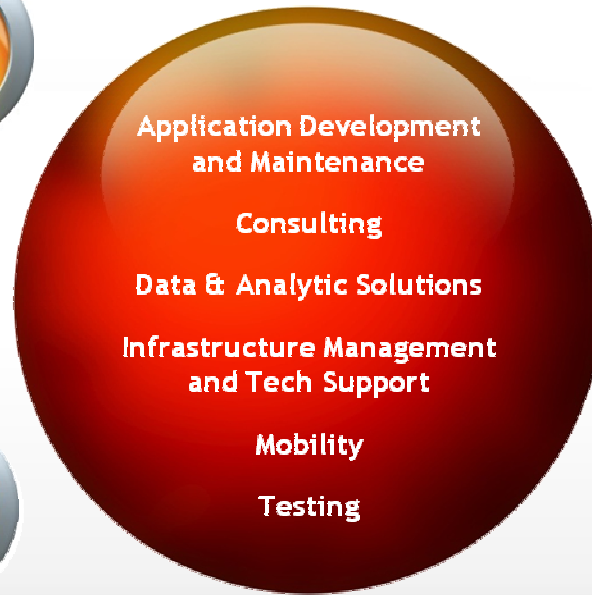
Manufacturing &  
Consumer Goods



Retail & Media



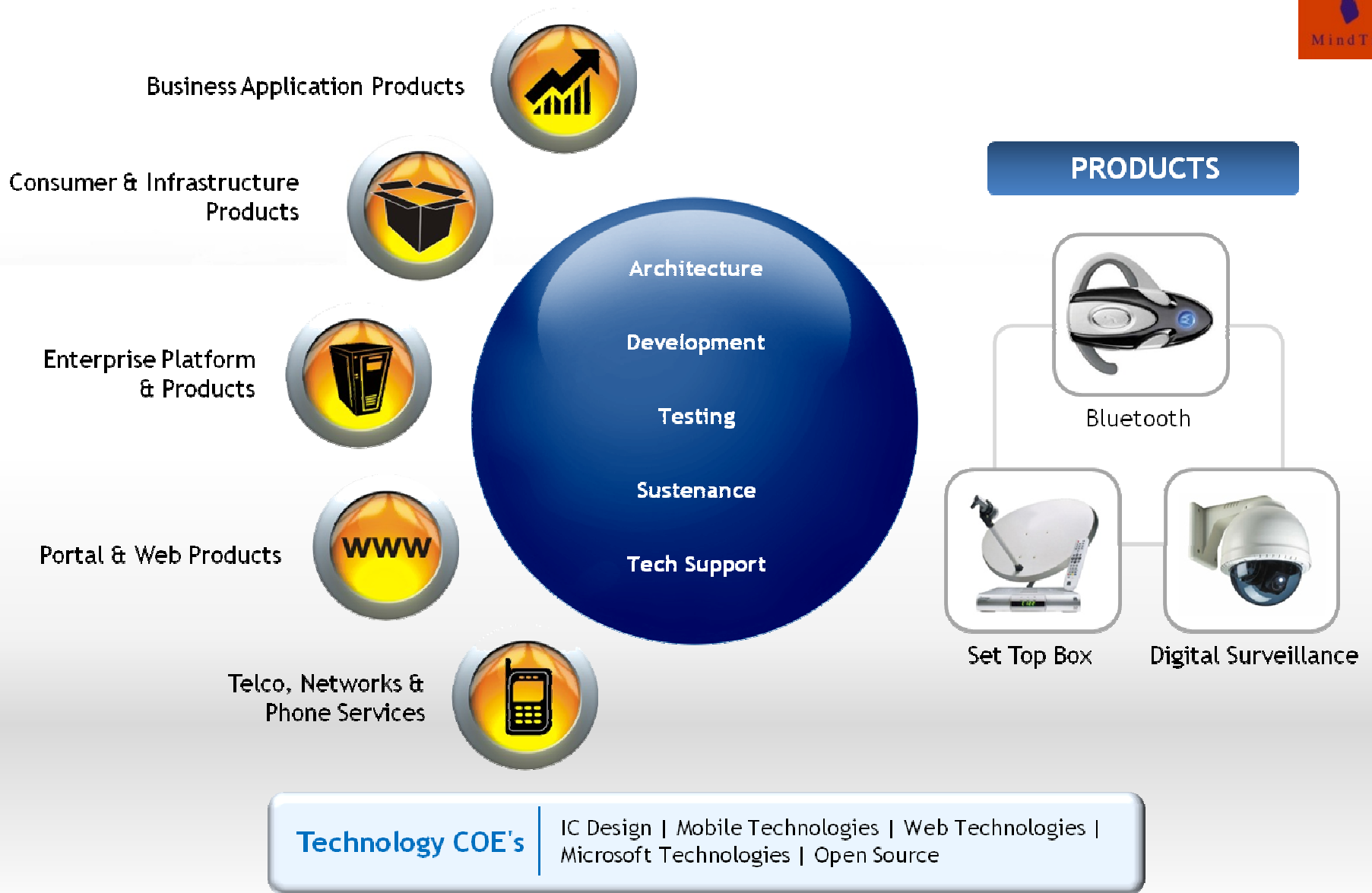
Travel, Hospitality  
& Leisure



**ITS Alliances**



# Our Focus Areas: Product Engineering Services





## Harnessing the Power of Data

### Analytics

- Predictive Modeling
- KPI Identification
- Exploratory Data Analysis
- Trend Analysis
- Scenario Prototyping

### Business Intelligence

- Advanced Visualization
- Static Reports
- Dashboards
- Package BI Implementations
- BI Centers-of-Excellence

### Information Management

- Data Strategy
- Master Data Management
- Enterprise Data Warehouse
- Data Modeling & Architecture
- Data Cleansing

### Research

- Data Mining
- Information Monetization
- Business Research
- Market Intelligence

## Providing Business Insights



delivering **PREDICTABLE QUALITY** through **INDEPENDENT TESTING**

## Testing Size & Focus

- Dedicated service with 2600+ test practitioners
- Contributes 25% of the MindTree's global revenues
- Services ranging from quality consulting to managed test services

## Excellence in Service Delivery

- Pillars of excellence - MindTest™, TestLabs, and TestingAcademy
- Domain, technology and process centric testing
- Best of breed test accelerators, point solutions & frameworks

## Quality & Cost Leadership

- Innovative business and engagement models
- Predictable cost models
- MindTest™- Integrated methodology for test quality management

## Thought Leadership

- Part of ISO working group in defining new testing standard - ISO / IEC 29119
- Industry -academia relationships to promote testing as a curriculum

Recognized as a Quality Vendor with offerings in "Test Consulting, TCoE, and Quality Management" by Forrester Research Inc.



## Infrastructure Management and Technical Support Services

Consulting Services	Implementation Services	Managed Services	Security Services	Technical Support
<ul style="list-style-type: none"><li>• Infrastructure Optimization</li><li>• Assessment and Design</li><li>• DC Design and Managed Hosting</li></ul>	<ul style="list-style-type: none"><li>• Migrations and Upgrade (Microsoft Platform)</li><li>• Managed Hosting Services</li></ul>	<ul style="list-style-type: none"><li>• Service Level Driven</li><li>• 24 x 7 Service Support</li><li>• ISO 20000 and ISO 27001 Certified</li><li>• Across Technology Domains</li></ul>	<ul style="list-style-type: none"><li>• Governance, Risk and Compliance</li><li>• Vulnerability and Threat Management</li><li>• Managed Security Services</li></ul>	<ul style="list-style-type: none"><li>• Tiered Support</li><li>• L1/ L2 Enterprise Product Support</li><li>• Managed Proactive Services</li><li>• Multi-Channel Delivery</li></ul>



Shared Services Delivery

MWatch - Integrated IT Infrastructure Management Platform



# Our Customers



# A Proven Track Record With Global Enterprises



Client	Age Of Relationship	What We Do For Them
	12 years	App Dev, Maintenance & Independent Testing, Business Process Management
	12 years	Product Dev & Testing, Independent Testing
	12 years	App Dev & Maintenance
	11 years	Embedded Software & App Dev, Hardware Dev, Product Engineering
	11 years	App Dev, Maintenance, Mainframe, System Integration
	9 years	App Dev & Maintenance, Package Implementation, Independent Testing
	9 years	Product Dev & Support, Independent Testing
	8 years	App Dev & Maintenance, Infrastructure Management

# A Proven Track Record With Global Enterprises



Client	Age Of Relationship	What We Do For Them
	7 years	Product Dev, Independent Testing, Tech Support
	7 years	VLSI and Software
	6 years	Product Development, Independent Testing, Maintenance
	6 years	App Dev, Maintenance & Independent Testing, System Integration
	5 years	App Dev, Maintenance & Testing
	5 years	Remote Infrastructure Management & Product Dev
	5 years	Consulting, App Dev & Maintenance, System Integration, Business Process Management
	2 year	Product Dev & Testing, Independent Testing

# Industry Recognition



**'Leading Mid-Size Provider'**  
Everest Research Institute



**2011 Global Services Neo Advisory 100 List for ITO and PES**



**'Ranked #13'**  
NASSCOM 2009-10 Top Software and Service Exporters



**'Best Among Tier II'**  
Dataquest Top 50



**'MindTree: A Community of Communities'**  
HBR Case Study



**Zinnov Top 5 Global R&D Service Providers 2010 and 2011**



**Ranked #2**  
within IT Services  
Top 25 Best Employers in India



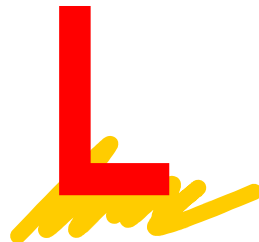
**'Winner 2011'**  
Asian Most Admired Knowledge Enterprise Award for Fourth Consecutive Year

# Our Values & Our DNA



## CARING

For each other, our clients and for our stakeholders



## LEARNING

Personal development and innovation



## ACHIEVING

Aspiration, accountability and action orientation



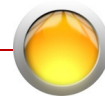
## SHARING

Team work and knowledge creation



## SOCIAL RESPONSIBILITY

Corporate citizenship and integrity

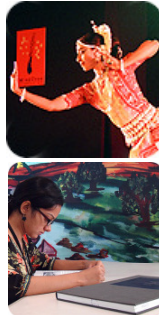


IMAGINATION ACTION JOY

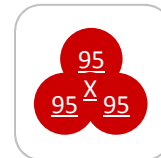
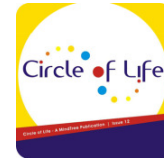
# Our Unique Culture



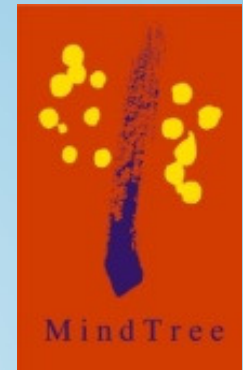
People | Programs | Innovation



All about integrity



SNAPSHOTS



## Q2 FY12 - Update

## Highlights of the Second Quarter ended September 30, 2011



MindTree Consolidated Q2 FY12			
	\$ MM	Q/Q \$	Y/Y \$
Revenue	101.34	9.5%	23.0%
EBITDA	13.01	26.0%	35.4%
EBITDA %	12.8%		
PAT	12.12	56.8%	142.3%
PAT%	12.0%		

- A milestone quarter: Revenue crosses \$100million and people strength crosses 10,000 MindTree Minds. Second successive quarter of strong performance validates our changed strategy.
- Robust revenue growth of 9.5% sequentially. PAT soars 56.8% QoQ and 142.3% YoY.
- IT Services business continues its stellar performance and posted a solid 10.1% growth QoQ and 38.3% YoY. PES also showed a good growth of 8.5% QoQ.
- \$1 million customers increased by 5 to 72; and \$5 million customers increased by 3 to 17.
- Increased focus on operational efficiency and the revenue momentum has helped us offset the impact of the wage revisions , 1000 campus additions and cross currency, all adding to a 3.2% negative impact.
- Utilization excluding trainees touch 77.7% (71.3% including trainees)
- Volume growth of 6.1% and price realization improvement of 3.5%, which included benefit of non linear revenue of about \$1m in the quarter.



## Key wins



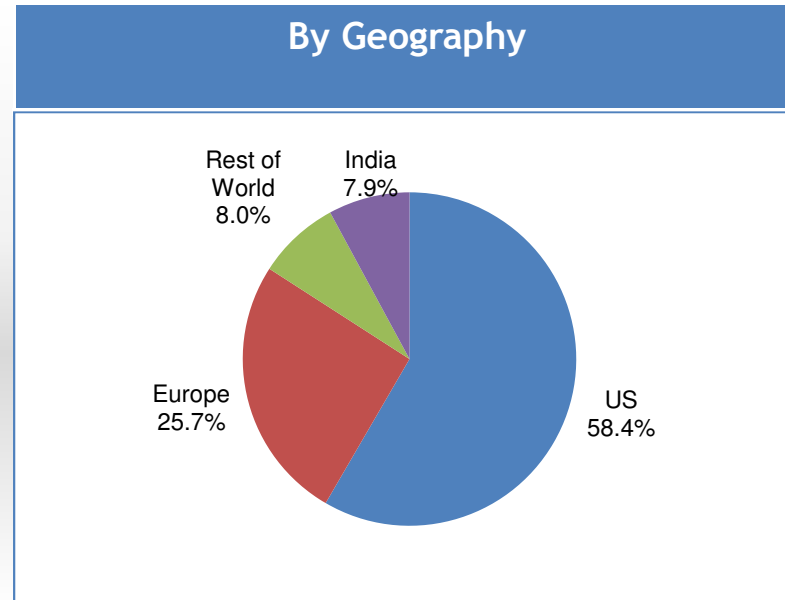
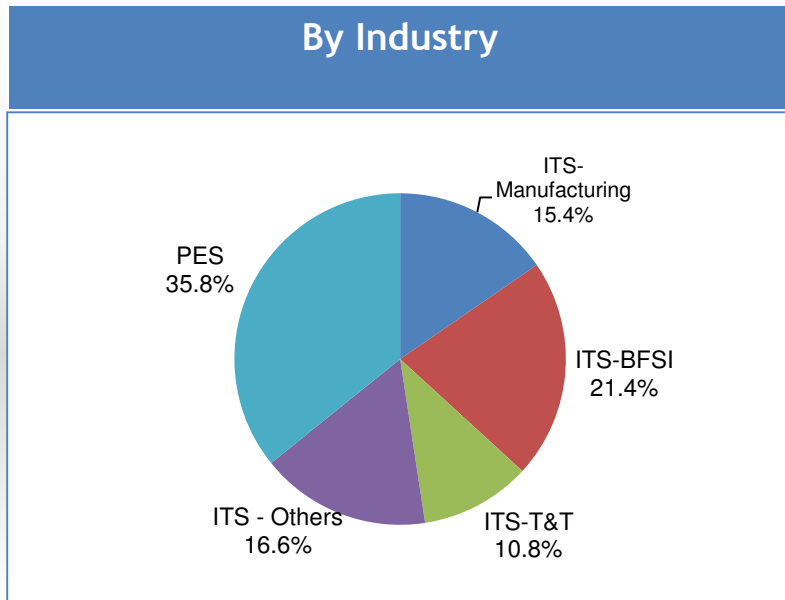
- Key wins are as follows:
  - A Global leader in the Payments Industry. MindTree will provide services in the areas of Business Intelligence and Analytics.
  - The World's largest broadcasting Company. MindTree will provide testing services for multiple platforms.
  - A leading Global Interactive Entertainment Software Company. MindTree is engaged in re-architecting and building platforms for their new customer support applications.
  - A leading Telecom Company based in Europe. MindTree has won a multi-million dollar deal over a five year period, in the area of ERP support services.

# High Quality and Diversity of Revenues



Client Contribution		
	Q1 FY12	Q2 FY12
Top Client	7.0%	7.0%
Top 5 Clients	24.9%	28.0%
Top 10 Clients	39.4%	42.0%

Client details		
	Q1 FY12	Q2 FY12
\$1MM+	67	72
\$5MM+	14	17
\$10MM+	7	7



# Other Operating Metrics



Revenue by Business		
	Q1 FY12	Q2 FY12
ITS	63.8%	64.2%
Product Engineering Services (PES)	36.2%	35.8%

Revenue by Project Type		
	Q1 FY12	Q2 FY12
Fixed Cost, Fixed Monthly	33.2%	33.7%
Time and Materials	66.8%	66.3%

Headcount and Utilization		
	Q1 FY12	Q2 FY12
Headcount	9,577	10,580
Utilization*	72.5%	71.3%

Revenue Mix		
	Q1 FY12	Q2 FY12
Onsite	32.5%	33.3%
Offshore	67.5%	66.7%

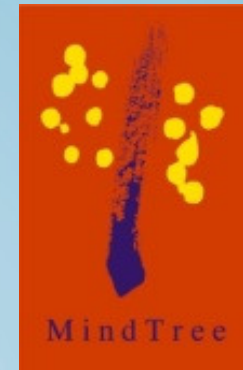
\* - Including Trainees

# People



## People Data

	Q1 FY12	Q2 FY12
<b>Total MindTree Minds</b>	9,577	10,580
<b>Gross addition</b>	630	1,478
<b>Attrition (Quarter-Annualized)</b>	25.1%	18.0%
<b>Experience (0-3 years)</b>	30.8%	34.6%
<b>Average Experience</b>	5.8	5.4

A decorative graphic on the left side of the slide depicts a tree with a white trunk and branches. The branches are adorned with several glowing yellow and orange spheres. The background behind the tree consists of various concentric circles and patterns in shades of light blue and white.

**Our Mission**

**Successful Customers**

**Happy People**

**Innovative Solutions**

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