



Mindtree

Welcome to possible

Investor Presentation

January 2015



Safe Harbor

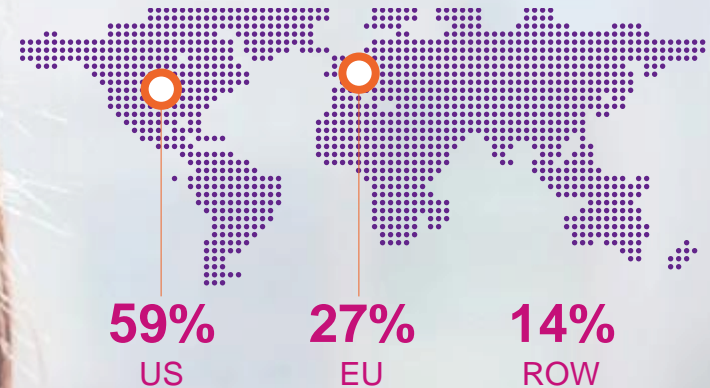
Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these 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

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



\$500M Annual Revenue



13,323
Mindtree Minds

201
Active Clients

25 Offices
Across the Globe

Breadth & Depth of Offerings

Retail, CPG & Manufacturing

Travel & Hospitality

Banking Financial Services, Insurance

Hi-Tech & Media Services

Solution Architecture – Central Architecture Group

Digital
(e-commerce, Marketing, Mobile)

Data-warehouse & Analytics

ERP
(SAP, Oracle)

Integration
(BPM, SOA)

Engineering R&D

Independent Testing

Infrastructure Management

Cloud

Project & Program Management

Agile Application Development & Application Maintenance

Managed Services

Application Maintenance Services (Lean)

A proven track record with global enterprises



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



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



11+ years. Application development and maintenance



4+ years. Web services. Maintenance and support



5+ years. Application development and maintenance. Infrastructure management



7+ years. Consulting, application development, maintenance, testing, support



Solution Excellence with Challenging Engagements

Identity for 1.2 billion people

One of world's largest big data implementation.
World's largest citizen identification program.

100 million passengers fly safe

Flight planning system. 180+airlines.
15000+ flight plans.

Managed \$1.5 Billion trade spend

Trade promotion management & optimization.
30+ countries.

Saved \$60 Million in reinsurance costs

Improved underwriting practice efficiency.
Next generation global exposure solution.
40 million customers in 160 countries.





Q3 FY15 key metrics

Highlights of the third quarter ended December 31, 2014

| Key financial metrics | | | | | |
|-----------------------|---------|---------|---------|--------------|--------------|
| In \$ million | Q3 FY14 | Q2 FY15 | Q3 FY15 | Q-o-Q growth | Y-o-Y growth |
| Revenue | 127.1 | 147.0 | 147.7 | 0.4% | 16.2% |
| EBITDA | 24.8 | 29.0 | 30.2 | 4.1% | 22.1% |
| EBITDA % | 19.5% | 19.8% | 20.5% | | |
| PAT | 14.2 | 22.7 | 22.8 | 0.3% | 60.5% |
| PAT % | 11.2% | 15.5% | 15.4% | | |
| Diluted EPS (₹) | 10.58 | 16.36 | 16.74 | 2.3% | 58.2% |

Diluted EPS in Q3 FY14 adjusted for 1:1 bonus issue.

- BFSI increased by 3.5% q-o-q and 17.0% y-o-y, Retail, CPG & Manufacturing increased by 2.9% q-o-q and 19.8% y-o-y.
- First client in the \$50 million category.
- Gross addition of 1016 people in the quarter.

High quality and diversity of revenues

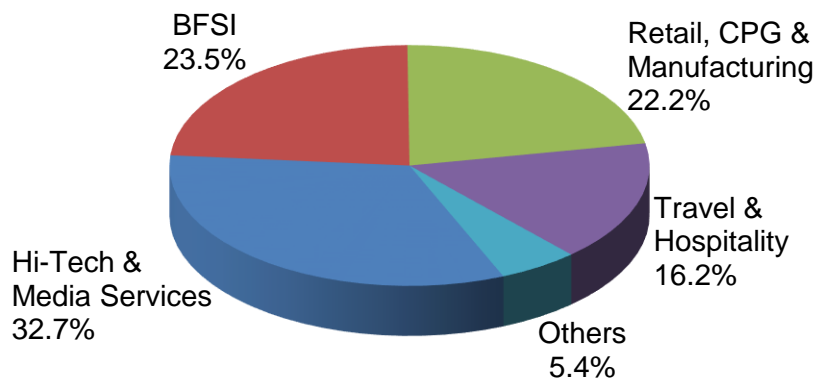
Client Contribution

| | Q3 FY14 | Q2 FY15 | Q3 FY15 |
|----------------|---------|---------|---------|
| Top Client | 7.8% | 9.1% | 9.6% |
| Top 5 Clients | 32.3% | 32.4% | 32.5% |
| Top 10 Clients | 48.9% | 48.8% | 48.1% |

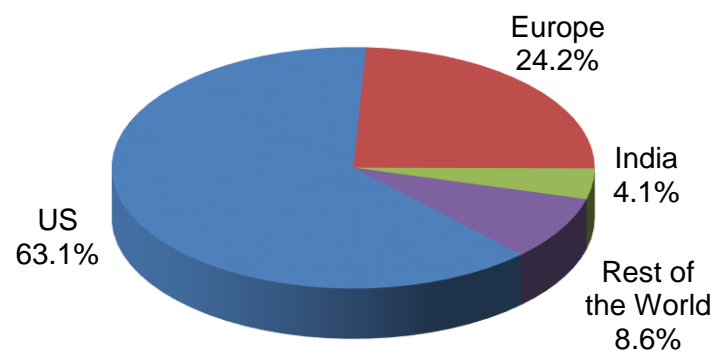
Client Details

| | Q3 FY14 | Q2 FY15 | Q3 FY15 |
|---------|---------|---------|---------|
| \$1MM+ | 68 | 77 | 83 |
| \$5MM+ | 22 | 27 | 27 |
| \$10MM+ | 13 | 13 | 13 |
| \$20MM+ | 6 | 7 | 6 |
| \$30MM+ | 3 | 4 | 4 |
| \$50MM+ | - | - | 1 |

By Industry



By Geography



Other operating metrics

Revenue by Project Type

| | Q3 FY14 | Q2 FY15 | Q3 FY15 |
|---------------------------|---------|---------|---------|
| Fixed Cost, Fixed Monthly | 41.4% | 43.6% | 46.5% |
| Time & Materials | 58.6% | 56.4% | 53.5% |

Utilization

| | Q3 FY14 | Q2 FY15 | Q3 FY15 |
|--------------------|---------|---------|---------|
| Including Trainees | 67.4% | 73.5% | 71.8% |
| Excluding Trainees | 68.7% | 74.2% | 74.2% |

Revenue Mix (Revenue)

| | Q3 FY14 | Q2 FY15 | Q3 FY15 |
|----------|---------|---------|---------|
| Onsite | 42.8% | 45.6% | 45.8% |
| Offshore | 57.2% | 54.4% | 54.2% |

Revenue Mix (Effort)

| | Q3 FY14 | Q2 FY15 | Q3 FY15 |
|----------|---------|---------|---------|
| Onsite | 16.3% | 17.6% | 18.2% |
| Offshore | 83.7% | 82.4% | 81.8% |

People

| Key people metrics | | | |
|--------------------------------|---------|---------|---------|
| | Q3 FY14 | Q2 FY15 | Q3 FY15 |
| Total Mindtree Minds | 12,992 | 13,018 | 13,323 |
| Gross Addition | 397 | 810 | 1016 |
| Attrition (Last Twelve Months) | 11.6% | 15.7% | 18.1% |
| Experience (0-3 years) | 29.2% | 29.0% | 25.5% |
| Average Experience (years) | 6.1 | 6.3 | 6.3 |



*“Let’s unleash
possibilities”*



Mindtree