



# Mindtree

*Welcome to possible*

Investor Presentation

April 2015



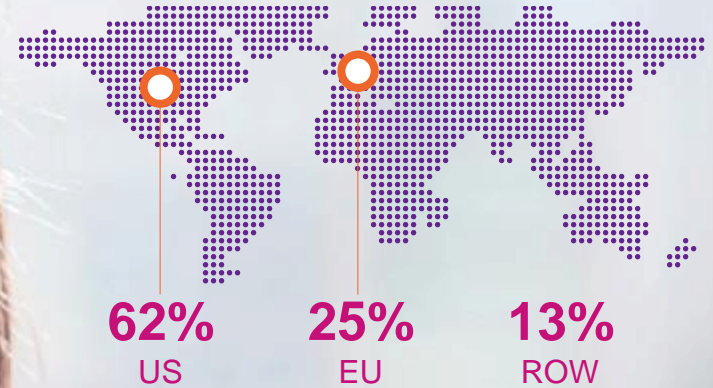
# Safe Harbor

*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."*

## \$584M Annual Revenue



**14,202**  
Mindtree Minds

**217**  
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



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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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4+ years. Web services. Maintenance and support



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5+ years. Application development and maintenance. Infrastructure management



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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.





## Q4 FY15 key metrics

# Highlights - fourth quarter and year ended March 31, 2015

Key financial metrics								
In \$ million	Q4 FY14	Q3 FY15	Q4 FY15	Q-o-Q growth	Y-o-Y growth	FY14	FY15	Y-o-Y growth
Revenue	132.8	147.7	147.8	0.1%	11.3%	501.5	583.80	16.4%
EBITDA	28.6	30.2	28.7	(5.0)%	0.4%	100.9	116.2	15.2%
EBITDA %	21.5%	20.5%	19.4%			20.1%	19.9%	
PAT	15.9	22.8	20.7	(9.2)%	30.5%	74.6	87.9	17.9%
PAT %	11.9%	15.4%	14.0%			14.9%	15.1%	
Diluted EPS (₹) *	11.71	16.74	15.32	(8.5)%	30.8%	53.85	63.85	18.6%

\*Diluted EPS in FY14 adjusted for 1:1 bonus issue.

- Industry leading revenue growth of 16.4% in \$ terms in FY15.
- Full year EPS grew by 18.6% to ₹63.85.
- Gross Addition of 1,517 people in the Quarter. Gross addition for the full year was 3,859.
- During FY15, \$30M clients grow from 3 to 4; \$10M clients grow from 13 to 14; \$5M clients grow from 24 to 28



# High quality and diversity of revenues

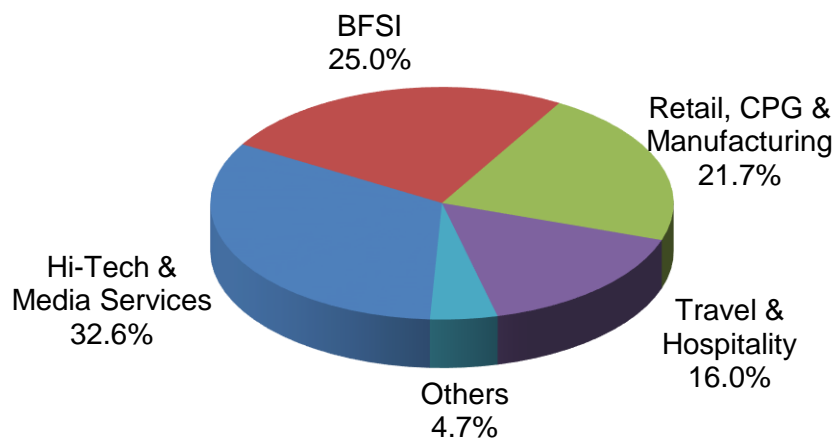
## Client Contribution

	Q4 FY14	Q3 FY15	Q4 FY15
Top Client	8.2%	9.6%	10.1%
Top 5 Clients	33.1%	32.5%	32.3%
Top 10 Clients	49.2%	48.1%	47.3%

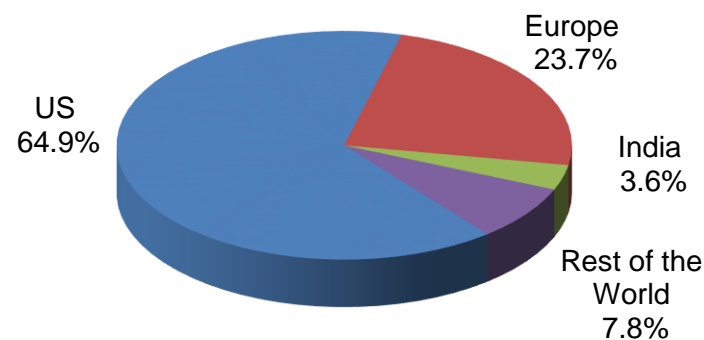
## Client Details

	Q4 FY14	Q3 FY15	Q4 FY15
\$1MM+	73	83	88
\$5MM+	24	27	28
\$10MM+	13	13	14
\$20MM+	6	6	6
\$30MM+	3	4	4
\$50MM+	-	1	1

## By Industry



## By Geography



# Other operating metrics

## Revenue by Project Type

	Q4 FY14	Q3 FY15	Q4 FY15
Fixed Cost, Fixed Monthly	42.5%	46.5%	46.5%
Time & Materials	57.5%	53.5%	53.5%

## Utilization

	Q4 FY14	Q3 FY15	Q4 FY15
Including Trainees	68.5%	71.8%	70.2%
Excluding Trainees	68.7%	74.2%	71.1%

## Revenue Mix (Revenue)

	Q4 FY14	Q3 FY15	Q4 FY15
Onsite	43.8%	45.8%	47.1%
Offshore	56.2%	54.2%	52.9%

## Revenue Mix (Effort)

	Q4 FY14	Q3 FY15	Q4 FY15
Onsite	17.2%	18.2%	18.5%
Offshore	82.8%	81.8%	81.5%

# People

Key people metrics			
	Q4 FY14	Q3 FY15	Q4 FY15
Total Mindtree Minds	12,926	13,323	14,202
Gross Addition	397	1,016	1,517
Attrition (Last Twelve Months)	12.7%	18.1%	18.2%
Experience (0-3 years)	27.9%	25.5%	25.3%
Average Experience (years)	6.3	6.3	6.3



*“Let’s unleash  
possibilities”*



Mindtree