

Investor Presentation

January 2012



Our Growth

FY 2011: \$330M, 12 Straight Years of Growth

Our Global Presence

23 Offices. Revenue%: 56% U.S. / 28% Europe / 16% ROW

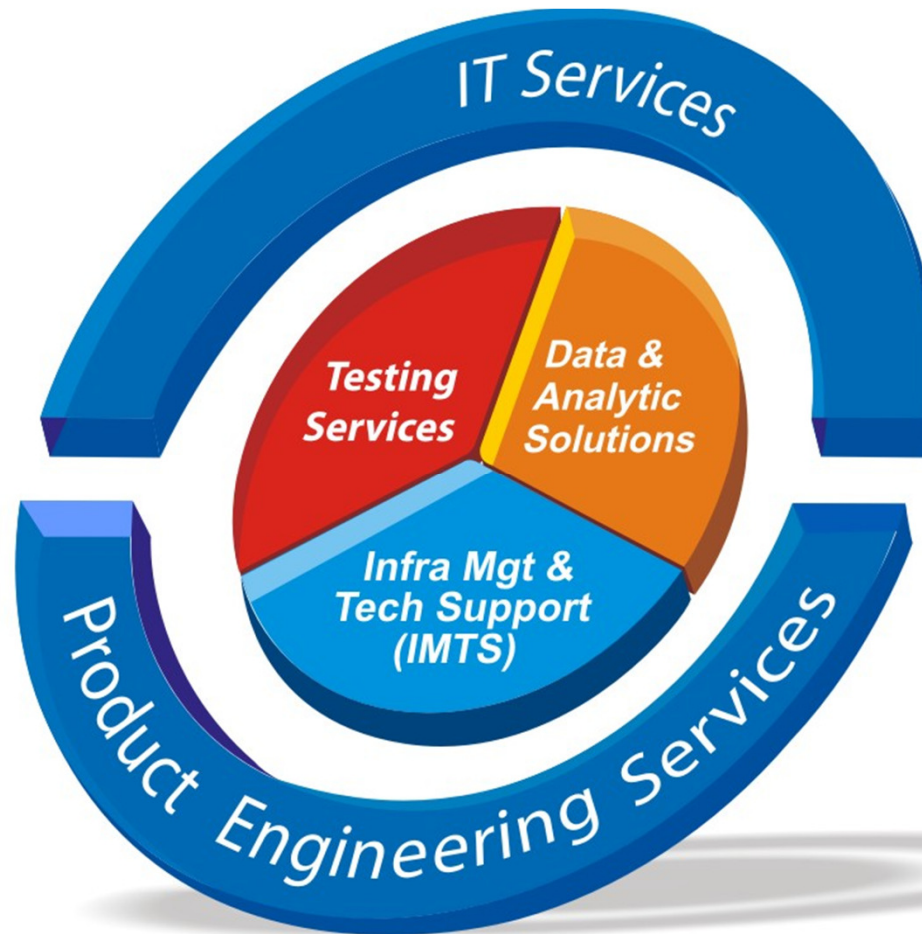
Our Customers

258 Active Customers, including 44 Fortune 500 Companies

Our People

10,900+ MindTree Minds. High Satisfaction

Our Service Offerings



Our Focus Areas: IT Services



Banking, Financial Services
& Insurance



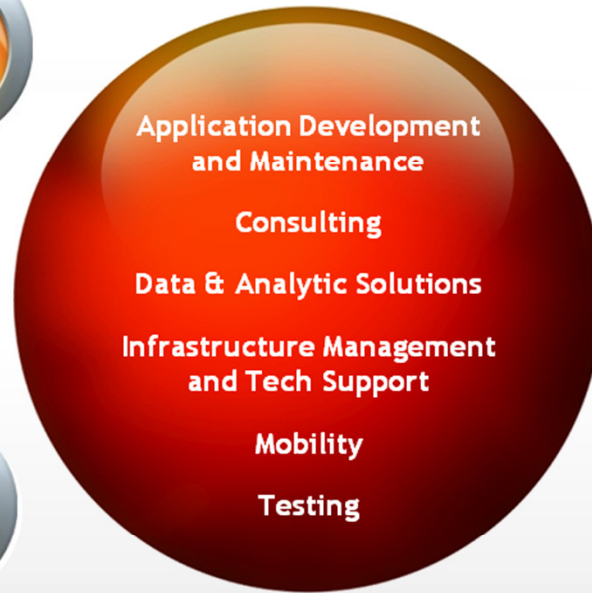
Manufacturing &
Consumer Goods



Retail & Media



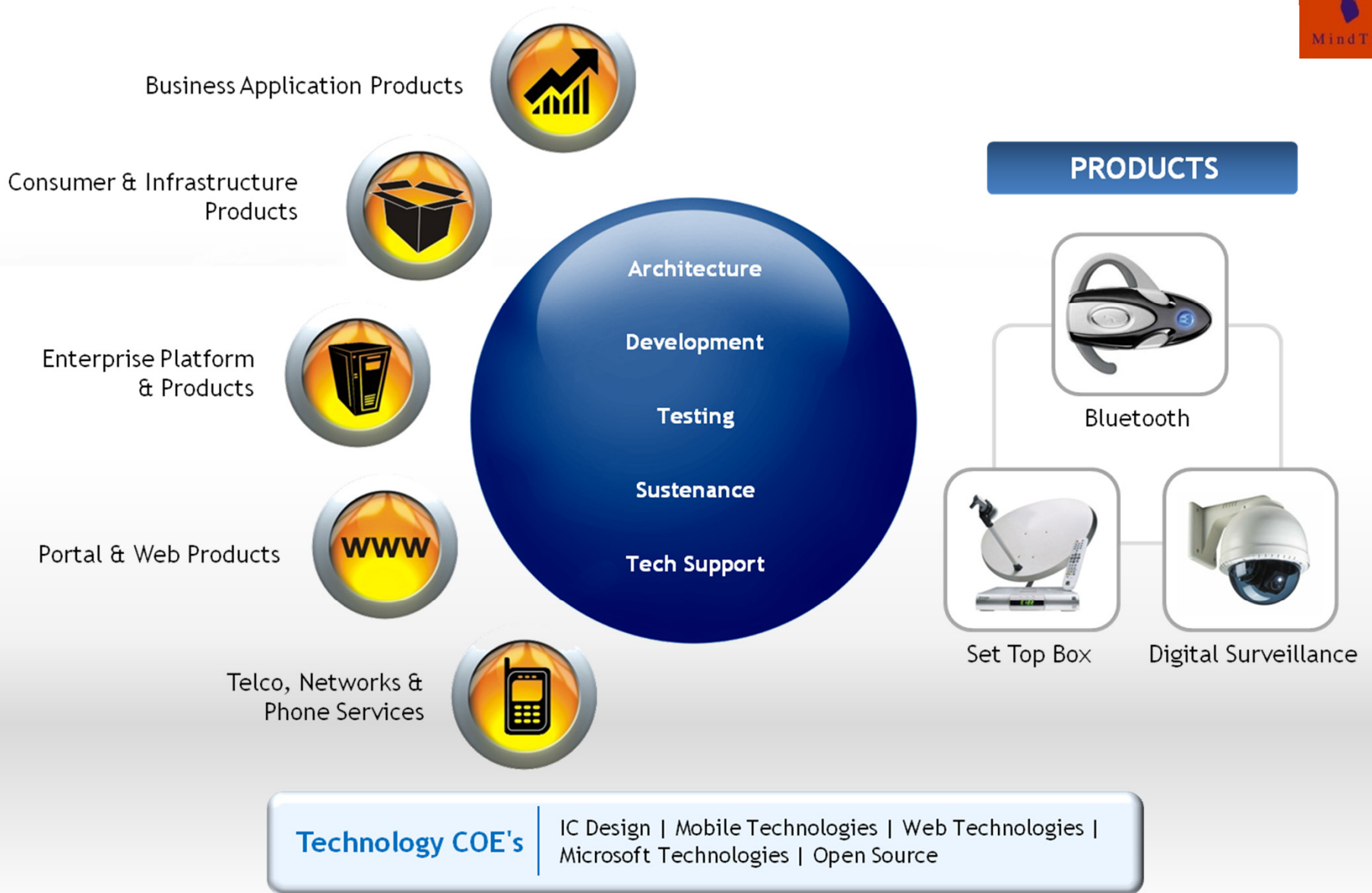
Travel, Hospitality
& Leisure



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



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
	11 years	App Dev, Maintenance & Independent Testing, Business Process Management
	11 years	Product Dev & Testing, Independent Testing
	11 years	App Dev & Maintenance
	10 years	Embedded Software & App Dev, Hardware Dev, Product Engineering
	10 years	App Dev, Maintenance, Mainframe, System Integration
	8 years	App Dev & Maintenance, Package Implementation, Independent Testing
	8 years	Product Dev & Support, Independent Testing
	7 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



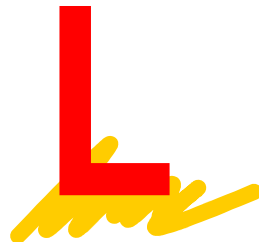
'Winner 2011'
Asian Most Admired Knowledge Enterprise Award for Fourth Consecutive Year

Our Values & Our DNA



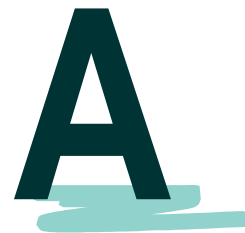
CARING

For each other, our clients and for our stakeholders



LEARNING

Personal development and innovation



ACHIEVING

Aspiration, accountability and action orientation



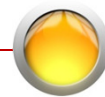
SHARING

Team work and knowledge creation



SOCIAL RESPONSIBILITY

Corporate citizenship and integrity

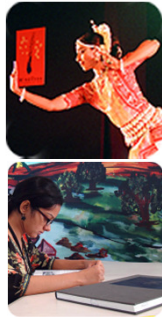


IMAGINATION ACTION JOY

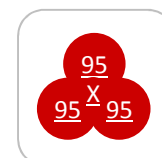
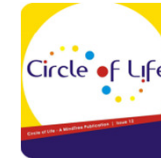
Our Unique Culture



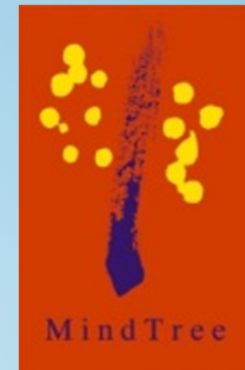
People | Programs | Innovation



All about **integrity**



SNAPSHOTS



Q3 FY12 - Update

Highlights of the Third Quarter ended December 31, 2011



MindTree Consolidated Q3 FY12			
	\$ MM	Q/Q \$	Y/Y \$
Revenue	103.7	2.3%	21.6%
EBITDA	17.9	37.7%	79.3%
EBITDA %	17.3%		
PAT	12.1	-0.1%	79.8%
PAT%	11.7%		

- In spite of Q3 being a seasonally weak quarter, EBITDA margins improved significantly (450 bps) mainly due to rupee depreciation and also a marginal increase due to continued focus towards operational excellence initiatives.
- IT Services business continues its momentum with a good 6.7% Q/Q growth. 8 consecutive quarters of 5%+ Q/Q growth.
- \$1 million customers increased by 2 to 74; and \$20 million customers increased by 1 to 3.

Key wins



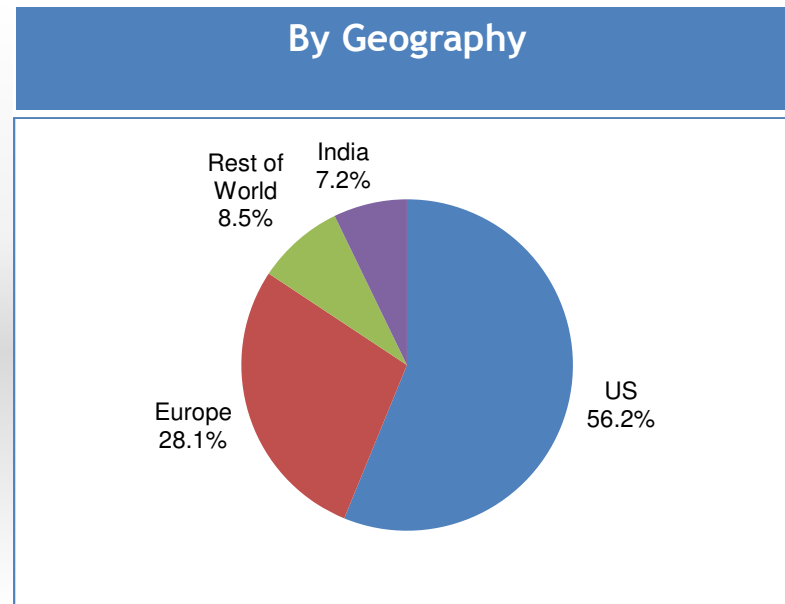
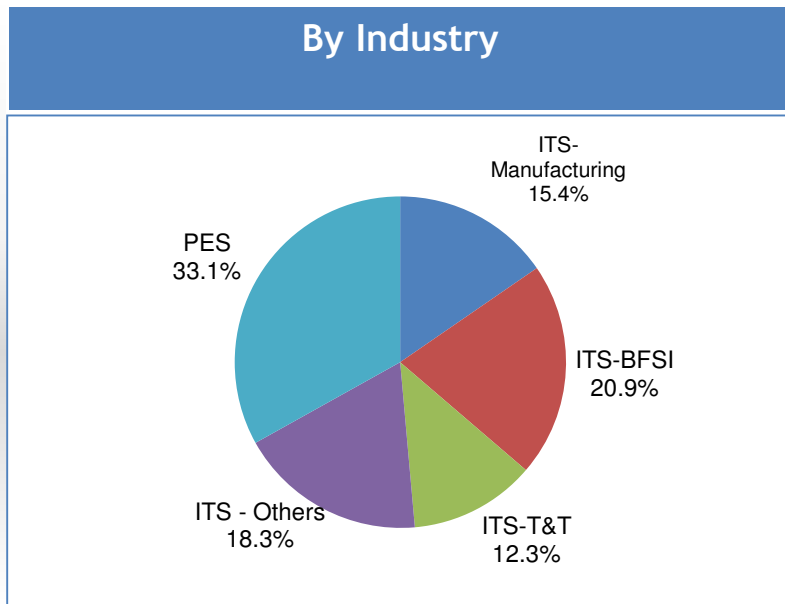
- Key wins are as follows:
 - A Global Hotel Chain. MindTree has been chosen as its partner for its transformational e-business initiative.
 - A Global Automobile Company. MindTree has been empanelled as an additional vendor to provide IT services.
 - A Global research based manufacturing Company. MindTree has been empanelled as an additional vendor to provide IT services.
 - A leading provider of technology based solutions for the ophthalmic industry. MindTree will provide Product Engineering Services.

High Quality and Diversity of Revenues



Client Contribution		
	Q2 FY12	Q3 FY12
Top Client	7.0%	8.2%
Top 5 Clients	28.0%	30.7%
Top 10 Clients	42.0%	44.0%

Client details		
	Q2 FY12	Q3 FY12
\$1MM+	72	74
\$5MM+	17	16
\$10MM+	7	7
\$20MM+	2	3



Other Operating Metrics



Revenue by Business		
	Q2 FY12	Q3 FY12
ITS	64.2%	66.9%
Product Engineering Services (PES)	35.8%	33.1%

Revenue by Project Type		
	Q2 FY12	Q3 FY12
Fixed Cost, Fixed Monthly	33.7%	38.2%
Time and Materials	66.3%	61.8%

Headcount and Utilization		
	Q2 FY12	Q3 FY12
Headcount	10,580	10,934
Utilization*	71.3%	68.3%

Revenue Mix		
	Q2 FY12	Q3 FY12
Onsite	33.3%	34.0%
Offshore	66.7%	66.0%

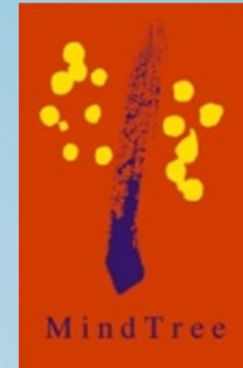
* - Including Trainees

People



People Data

	Q2 FY12	Q3 FY12
Total MindTree Minds	10,580	10,934
Gross addition	1,478	846
Attrition (Quarter-Annualized)	18.0%	18.0%
Experience (0-3 years)	34.6%	36.7%
Average Experience (years)	5.4	5.3



Our Mission

Successful Customers

Happy People

Innovative Solutions

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