



Mindtree

Welcome to possible

Investor Presentation

February 2014

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.

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



25

Global offices

40+

Fortune 500 customers

208

Active customers

435m+

Annual revenues in USD
4 year CAGR: 17%

13,000

Mindtree Minds

Our Focus

Verticals

BFSI
CPG, Manufacturing & Retail
Hi-Tech
Travel & Transportation

Services

Agile
Analytics & Information Management
Application Development & Maintenance
Business Technology Consulting
BPM & EAI
Cloud
Consulting & Enterprise Solutions
Digital Business
Engineering, Research & Development
ERP
Independent Testing
Infrastructure Management Services
Mainframe & Midrange
Mobility



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



2+ years. Application development and maintenance. Infrastructure management



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



Mindtree edge



Consulting-led approach

Power of partnerships

Meaningful technology solutions

Predictable delivery

Superior corporate governance

Human perspective with deep strategic thinking

Awards and recognition



ASIAMONEY

Ranked #2 in Corporate Governance Poll 2013



The Most Promising Company of the year 2013



zinnov

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



Winner Asian most admired knowledge enterprise – 2011 & 2012



AON Hewitt

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



Mindtree - a community of communities. HBR case study



Best managed Company for IT in Asia. Best managed Company in India



Forbes

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



Q3 FY14 key metrics

Highlights of the third quarter ended December 31, 2013

Key financial metrics					
In \$ million	Q3 FY13	Q2 FY14	Q3 FY14	Q-o-Q growth	Y-o-Y growth
Revenue	109.9	124.0	127.1	2.5%	15.7%
EBITDA	22.4	25.7	24.8	(3.8)%	10.4%
<i>EBITDA %</i>	20.4%	20.8%	19.5%		
PAT	18.4	20.7	14.2	(31.5)%	(22.7)%
<i>PAT %</i>	16.7%	16.7%	11.2%		
Diluted EPS (₹)	23.80	30.74	21.08	(31.4)%	(11.4)%

- BFSI increased by 5.5% q-o-q and 18.3% y-o-y. Travel and Transportation increased by 5.2% q-o-q and 20% y-o-y.
- Infrastructure Management & Tech Support has posted a growth of 11.9% q-o-q and 57.8% y-o-y.
- \$5 million clients grow to 22; \$10 million clients grow to 13; \$20 million clients grow to 6.
- Attrition on a trailing 12-month basis declined to 11.6% from 15.1% in Q3 of FY13.

High quality and diversity of revenues

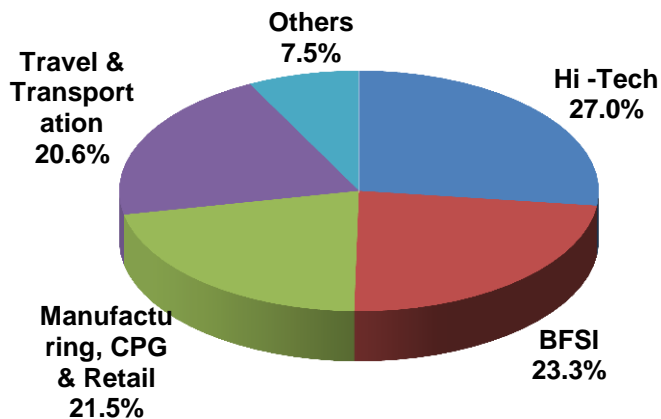
Client Contribution

	Q3 FY13	Q2 FY14	Q3 FY14
Top Client	8.2%	7.9%	7.8%
Top 5 Clients	33.7%	31.6%	32.3%
Top 10 Clients	47.1%	47.5%	48.9%

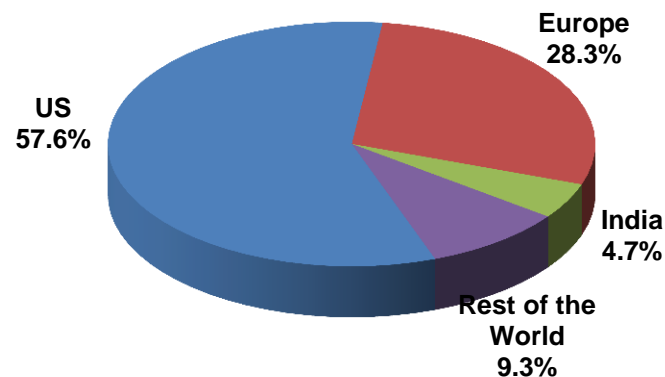
Client Details

	Q3 FY13	Q2 FY14	Q3 FY14
\$1MM+	70	70	68
\$5MM+	21	21	22
\$10MM+	9	10	13
\$20MM+	4	5	6
\$30MM+	3	3	3

By Industry



By Geography



Other operating metrics

Revenue by Project Type

	Q3 FY13	Q2 FY14	Q3 FY14
Fixed Cost, Fixed Monthly	42.3%	40.4%	41.4%
Time & Materials	57.7%	59.6%	58.6%

Utilization

	Q3 FY13	Q2 FY14	Q3 FY14
Including Trainees	71.4%	65.9%	67.4%
Excluding Trainees	73.1%	70.3%	68.7%

Revenue Mix (Revenue)

	Q3 FY13	Q2 FY14	Q3 FY14
Onsite	37.6%	41.4%	42.8%
Offshore	62.4%	58.6%	57.2%

Revenue Mix (Effort)

	Q3 FY13	Q2 FY14	Q3 FY14
Onsite	14.6%	16.5%	16.3%
Offshore	85.4%	83.5%	83.7%

People

Key people metrics			
	Q3 FY13	Q2 FY14	Q3 FY14
Total Mindtree Minds	10,952	12,941	12,992
Gross Addition	443	1,122	397
Quarterly Annualized Attrition	13.7%	13.0%	10.7%
Experience (0-3 years)	30.8%	32.4%	29.2%
Average Experience (years)	5.8	5.8	6.1



Welcome to possible

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