Mindtree
Welcome to possible

Investor Presentation

April 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.

Mindtree At A Glance

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

$500M Annual Revenue

58%	28%	14%
US	EU	ROW
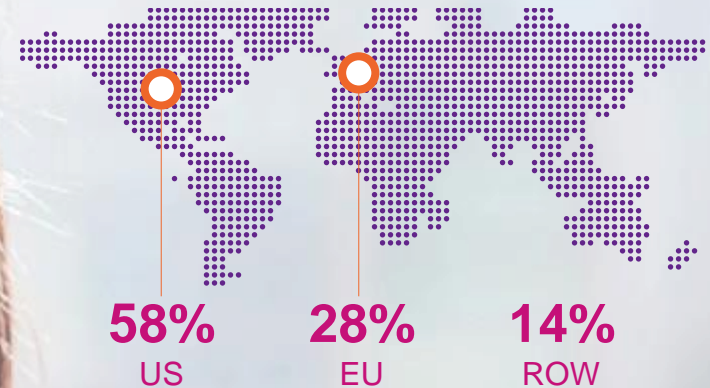
12,926
Mindtree Minds

207
Active Clients

25 Offices
Across the Globe

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Breadth & Depth of Offerings

CPG / Retail / Manufacturing	Travel & Transportation	Banking Financial Services, Insurance	Hi-Tech

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)

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A proven track record with global enterprises

Microsoft

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

avis budget group

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

Unilever

11+ years. Application development and maintenance

SOUTHWEST AIRLINES

4+ years. Web services. Maintenance and support

kpn

5+ years. Application development and maintenance. Infrastructure management

SITA

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.

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The Mindtree Edge

ACCESS - to our leaders, our experts, our best-practices

ATTENTION - to detail, to your feedback, to change management

AGILITY - in communication, in ramp-up speed, in resolving issues

ATTITUDE - fair, transparent, collaborative

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Recognition

INDIA BUSINESS 7 LEADER
CNBC TV18

Unanimous choice for
Most Promising Company of the Year
Jan 2014

Forbes Asia
Best Under A $ Billion

EUROMONEY
#1 ASIA BEST MANAGED COMPANIES 2014

HIGHEST RATED CEOs
glassdoor 2013

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Q4 FY14 key metrics

Highlights - fourth quarter and year ended March 31, 2014

Key financial metrics								
In $ million	Q4 FY13	Q3 FY14	Q4 FY14	*Q-o-Q growth*	*Y-o-Y growth*	FY13	FY14	*Y-o-Y growth*
Revenue	113.0	127.1	132.8	*4.4%*	*17.4%*	435.7	501.5	*15.1%*
EBITDA	21.5	24.8	28.6	*15.5%*	*33.2%*	89.6	100.9	*12.6%*
EBITDA %	*19.0%*	*19.5%*	*21.5%*			*20.6%*	*20.1%*	
PAT	14.6	14.2	15.9	*11.7%*	*8.9%*	62.5	74.6	*19.3%*
PAT %	*12.9%*	*11.2%*	*11.9%*			*14.3%*	*14.9%*	
Diluted EPS (₹)	18.89	21.08	23.41	*11.1%*	*24.0%*	81.75	107.60	*31.6%*

- Achieved significant milestones of crossing half a billion dollars in yearly revenues, $100 million in operating profits and ₹100 of EPS.

- ROCE for the full year improved to 38.8% as compared to 36.3% in FY13.

- For the full year, Retail, CPG and Manufacturing grew by 30.1%.

- For the full year, Infrastructure Management & Tech Support grew by a robust 52.2%.

- $5 million clients grow by 2 to 24; $1 million clients grow by 5 to 73.

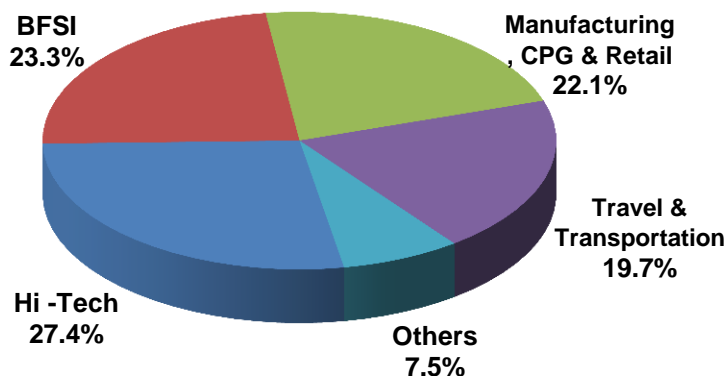Mindtree

High quality and diversity of revenues

Client Contribution	Q4 FY13	Q3 FY14	Q4 FY14
Top Client	8.0%	7.8%	8.2%
Top 5 Clients	31.7%	32.3%	33.1%
Top 10 Clients	45.7%	48.9%	49.2%

Client Details	Q4 FY13	Q3 FY14	Q4 FY14
$1MM+	74	68	73
$5MM+	20	22	24
$10MM+	9	13	13
$20MM+	5	6	6
$30MM+	3	3	3

By Industry

BFSI 23.3%
Manufacturing, CPG & Retail 22.1%
Travel & Transportation 19.7%
Others 7.5%
Hi -Tech 27.4%

By Geography

US 58.8%
Europe 28.0%
India 3.7%
Rest of the World 9.4%

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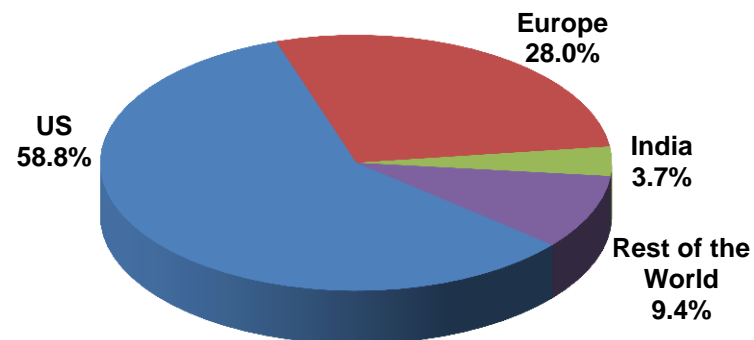
Other operating metrics

Revenue by Project Type			
	Q4 FY13	Q3 FY14	Q4 FY14
Fixed Cost, Fixed Monthly	41.3%	41.4%	42.5%
Time & Materials	58.7%	58.6%	57.5%

Utilization			
	Q4 FY13	Q3 FY14	Q4 FY14
Including Trainees	69.6%	67.4%	68.5%
Excluding Trainees	70.9%	68.7%	68.7%

Revenue Mix (Revenue)			
	Q4 FY13	Q3 FY14	Q4 FY14
Onsite	37.4%	42.8%	43.8%
Offshore	62.6%	57.2%	56.2%

Revenue Mix (Effort)			
	Q4 FY13	Q3 FY14	Q4 FY14
Onsite	14.3%	16.3%	17.2%
Offshore	85.7%	83.7%	82.8%

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People

Key people metrics			
	Q4 FY13	**Q3FY14**	**Q4 FY14**
Total Mindtree Minds	11,591	12,992	12,926
Gross Addition	974	397	397
Quarterly Annualized Attrition	11.6%	10.7%	14.3%
Experience (0-3 years)	31.9%	29.2%	27.9%
Average Experience (years)	6.0	6.1	6.3

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"Let's unleash possibilities"

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