



Mindtree

*Welcome to possible*

Investor Presentation

October 2014



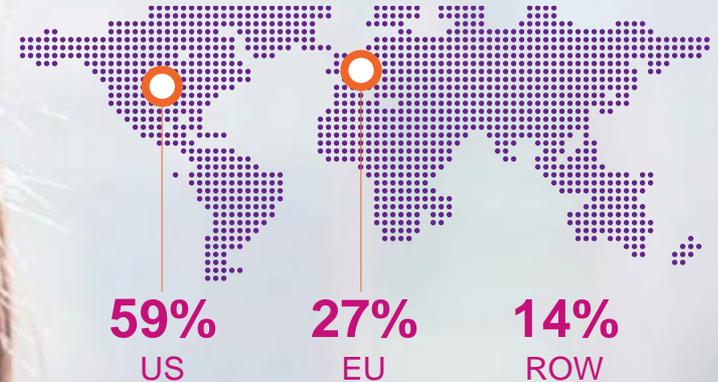
# Safe Harbor

*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



**13,018**  
Mindtree Minds

**200**  
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.





## Q2 FY15 key metrics

# Highlights of the second quarter ended September 30, 2014

Key financial metrics					
In \$ million	Q2 FY14	Q1 FY15	Q2 FY15	Q-o-Q growth	Y-o-Y growth
Revenue	124.0	141.3	147.0	4.1%	18.6%
EBITDA	25.7	28.2	29.0	2.9%	12.8%
EBITDA %	20.8%	20.0%	19.8%		
PAT	20.7	21.7	22.7	4.9%	9.7%
PAT %	16.7%	15.3%	15.5%		
Diluted EPS (₹)*	15.37	15.43	16.36	6.0%	6.4%

*Diluted EPS in Q2 FY14 adjusted for 1:1 bonus issue.*

- Retail, CPG & Manufacturing increased by 6.5% q-o-q and 19.0% y-o-y, Travel & Hospitality increased by 8.6% q-o-q and 30.5% y-o-y.
- Digital/SMAC services posted a growth of 8.7% q-o-q.
- \$30 million clients grow to 4; \$20 million clients grow to 7; \$5 million clients grow to 27.

# High quality and diversity of revenues

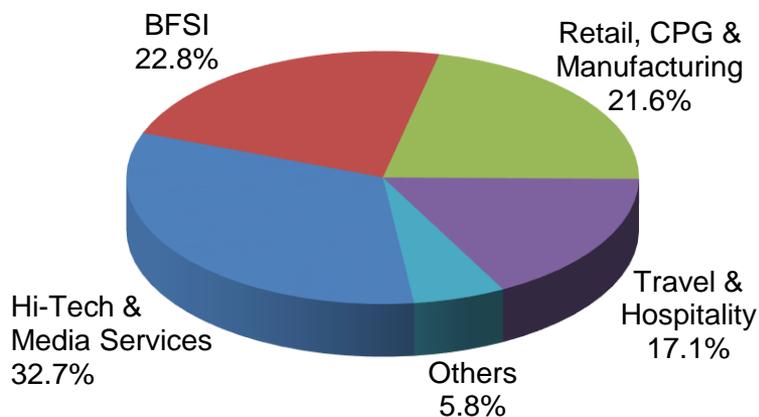
## Client Contribution

	Q2 FY14	Q1 FY15	Q2 FY15
Top Client	7.9%	8.7%	9.1%
Top 5 Clients	31.6%	32.3%	32.4%
Top 10 Clients	47.5%	49.0%	48.8%

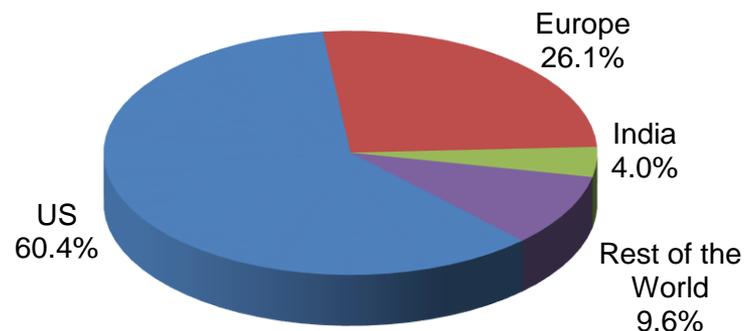
## Client Details

	Q2 FY14	Q1 FY15	Q2 FY15
\$1MM+	70	75	77
\$5MM+	21	26	27
\$10MM+	10	13	13
\$20MM+	5	6	7
\$30MM+	3	3	4

## By Industry



## By Geography



# Other operating metrics

## Revenue by Project Type

	Q2 FY14	Q1 FY15	Q2 FY15
Fixed Cost, Fixed Monthly	40.4%	43.8%	43.6%
Time & Materials	59.6%	56.2%	56.4%

## Utilization

	Q2 FY14	Q1 FY15	Q2 FY15
Including Trainees	65.9%	72.1%	73.5%
Excluding Trainees	70.3%	72.4%	74.2%

## Revenue Mix (Revenue)

	Q2 FY14	Q1 FY15	Q2 FY15
Onsite	41.4%	44.2%	45.6%
Offshore	58.6%	55.8%	54.4%

## Revenue Mix (Effort)

	Q2 FY14	Q1 FY15	Q2 FY15
Onsite	16.5%	17.0%	17.6%
Offshore	83.5%	83.0%	82.4%

# People

Key people metrics			
	Q2 FY14	Q1 FY15	Q2 FY15
Total Mindtree Minds	12,941	12,845	13,018
Gross Addition	1,122	516	810
Attrition (Last Twelve Months)	11.9%	14.2%	15.7%
Experience (0-3 years)	32.4%	28.0%	29.0%
Average Experience (years)	5.8	6.5	6.3



*“Let’s unleash  
possibilities”*



Mindtree