



Mindtree

*Welcome to possible*

# Investor Presentation

July 2013

# 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.



28+

Global offices

40+

Fortune 500 customers

220+

Active customers

435m+

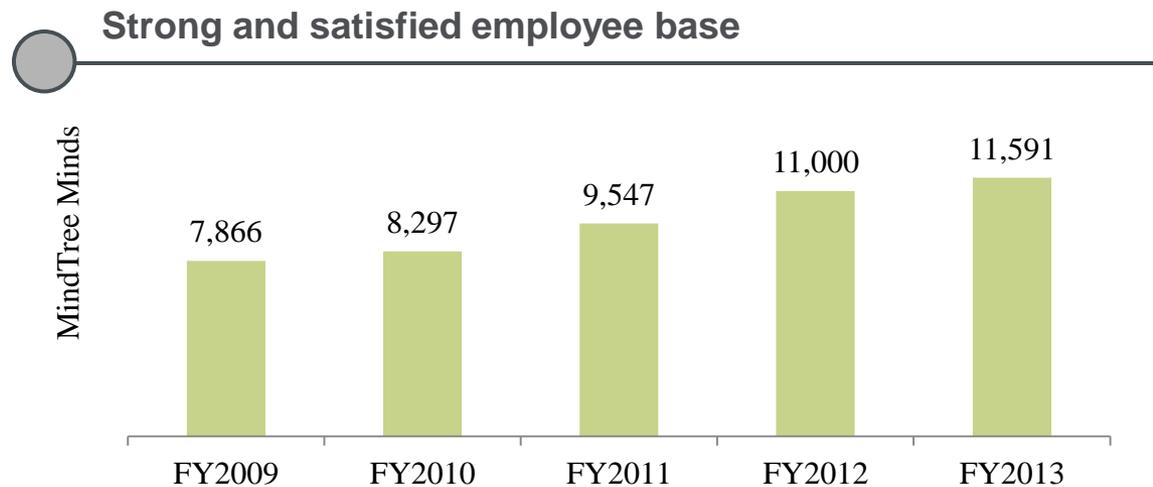
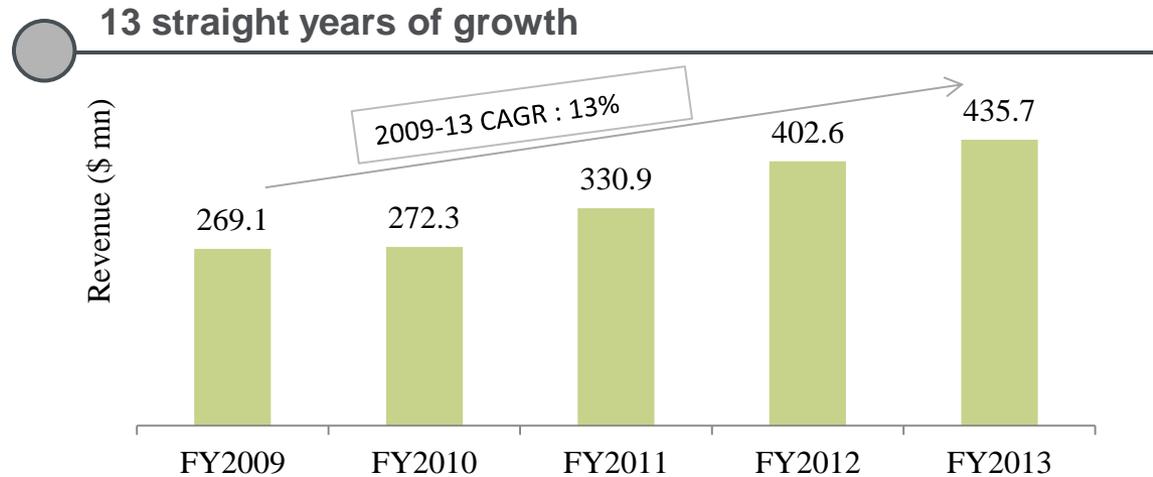
Annual revenues in USD

12,000+

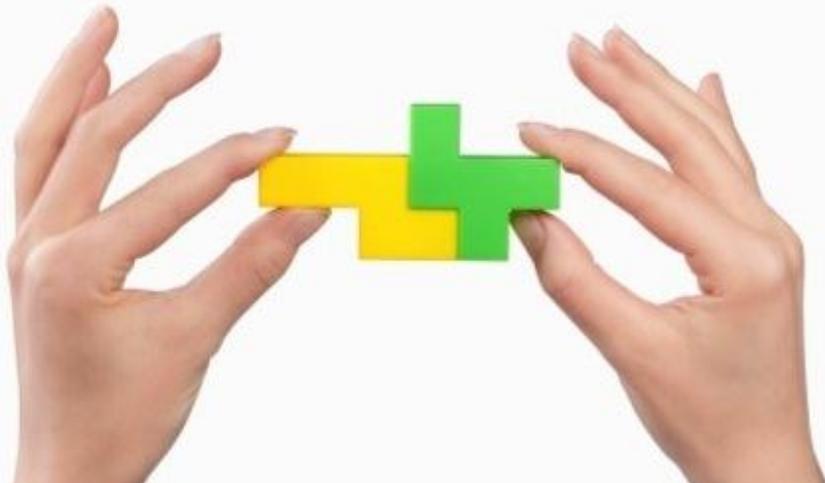
Mindtree Minds

# Mindtree at a glance

**Strong platform and scale to drive future growth**



# Our services focus



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



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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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8+ years. Product development and support. Independent testing



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5+ years. Application development and maintenance. Infrastructure management



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2+ years. Product development and independent testing



# Awards and recognition



Neo Advisory 100 list for ITO & product engineering - 2011



Ranked 424 in Fortune 500 India - 2013



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



Winner Asian most admired knowledge enterprise – 2011 & 2012



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



Mindtree - a community of communities. HBR case study



Best corporate governance, India, 2012 & 13



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

# Mindtree edge



Consulting-led approach

Power of partnerships

Meaningful technology solutions

Predictable delivery

Superior corporate governance

Human perspective with deep strategic thinking



## Q1 FY14 key financials

# Highlights of the first quarter ended June 30, 2013

Key financial metrics					
In \$ million	Q1 FY13	Q4 FY13	Q1 FY14	Q-o-Q growth	Y-o-Y growth
Revenue	105.5	113.0	117.7	4.1%	11.6%
EBITDA	22.0	21.5	21.6	0.8%	-1.6%
EBITDA %	20.8%	19.0%	18.4%		
PAT	16.7	14.6	24.6	69.0%	47.3%
PAT %	15.8%	12.9%	20.9%		
Diluted EPS (₹)	21.65	18.89	32.4	71.5%	49.7%

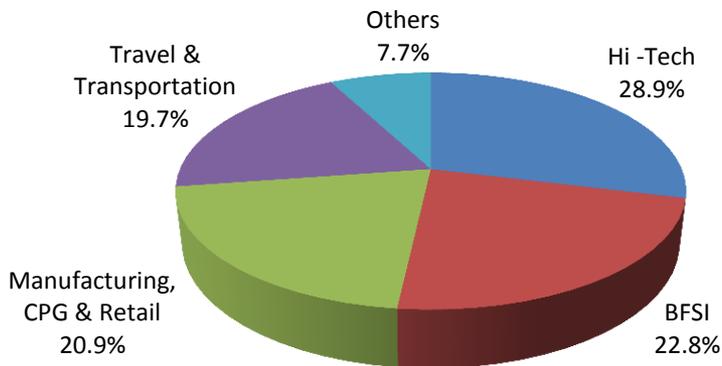
- Strong revenue growth of 4.1% in USD terms, 4.7% in constant currency terms.
- For the quarter, Net Profit margin increased by 800 bps, a growth of 72% q-o-q in rupee terms. ROCE improved to 50.1% from 31% in Q4FY13.
- Manufacturing, CPG & Retail increased by 9.5% q-o-q and 25.7% y-o-y. BFSI increased by 9.1% q-o-q and 15.7% y-o-y.
- \$10 million customers grow to 10.
- Attrition on LTM basis declined to 12.4% from 13.4% in Q4 FY13 and 17% in Q1 FY13.

# High quality and diversity of revenues

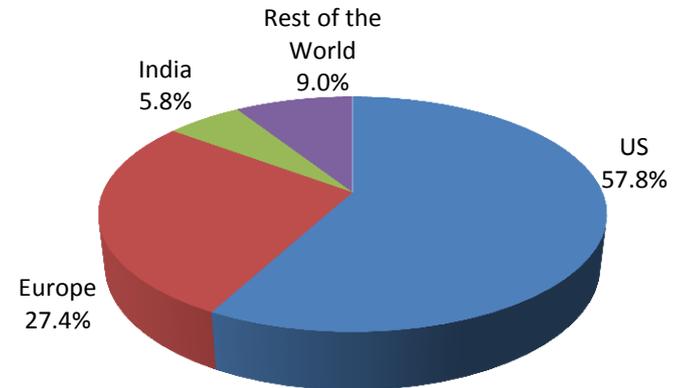
Client Contribution			
	Q1 FY13	Q4 FY13	Q1 FY14
Top Client	7.6%	8.0%	7.8%
Top 5 Clients	33.5%	31.7%	31.2%
Top 10 Clients	47.1%	45.7%	46.0%

Client Details			
	Q1 FY13	Q4 FY13	Q1 FY14
\$1MM+	78	74	72
\$5MM+	17	20	20
\$10MM+	8	9	10
\$20MM+	4	5	5

## By Industry



## By Geography



# Other operating metrics

## Revenue by Project Type

	Q1 FY13	Q4 FY13	Q1 FY14
Fixed Cost, Fixed Monthly	37.5%	41.3%	40.8%
Time & Materials	62.5%	58.7%	59.2%

## Utilization

	Q1 FY13	Q4 FY13	Q1 FY14
Including Trainees	68.9%	69.6%	69.6%
Excluding Trainees	71.5%	70.9%	74.0%

## Revenue Mix (Revenue)

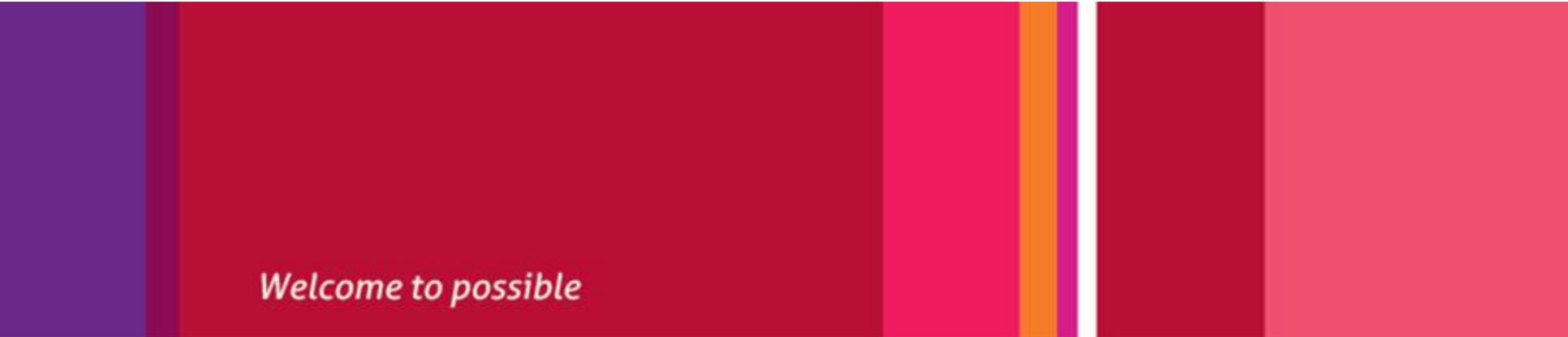
	Q1 FY13	Q4 FY13	Q1 FY14
Onsite	37.8%	37.4%	38.7%
Offshore	62.2%	62.6%	61.3%

## Revenue Mix (Effort)

	Q1 FY13	Q4 FY13	Q1 FY14
Onsite	14.0%	14.3%	15.1%
Offshore	86.0%	85.7%	84.9%

# People

Key people metrics			
	Q1 FY13	Q4 FY13	Q1 FY14
Total Mindtree Minds	10,830	11,591	12,239
Gross Addition	272	974	1,057
Quarterly Annualized Attrition	16.3%	11.6%	13.4%
Experience (0-3 years)	33.2%	31.9%	32.7%
Average Experience (years)	5.6	6	5.8



*Welcome to possible*

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