



Mindtree

Welcome to possible

Investor Presentation

July 2014



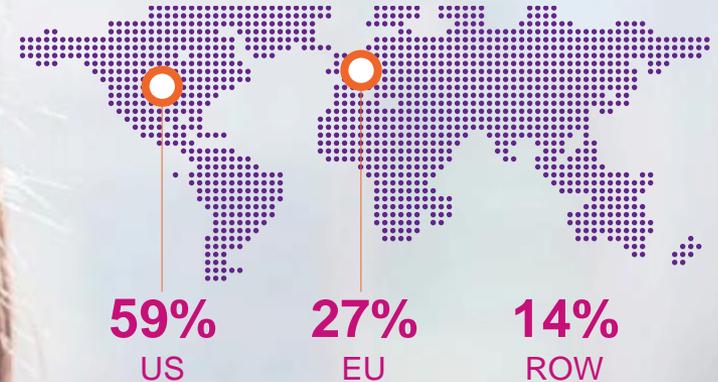
Safe Harbor

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



12,845
Mindtree Minds

206
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



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



5+ years. Application development and maintenance. Infrastructure management



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.





Q1 FY15 key metrics

Highlights of the first quarter ended June 30, 2014

Key financial metrics					
In \$ million	Q1 FY14	Q4 FY14	Q1 FY15	Q-o-Q growth	Y-o-Y growth
Revenue	117.7	132.8	141.3	6.4%	20.1%
EBITDA	21.6	28.6	28.2	(1.3)%	30.4%
EBITDA %	18.4%	21.5%	20.0%		
PAT	24.6	15.9	21.7	36.7%	(11.9)%
PAT %	20.9%	11.9%	15.3%		
Diluted EPS (₹)*	16.17	11.74	15.43	31.4%	(4.6)%

Diluted EPS adjusted for 1:1 bonus issue.

- Strong revenue growth of 6.4% q-o-q and 20.1% y-o-y.
- Hi-Tech and Media services increased by 9.5% q-o-q and 15.2% y-o-y, Travel & Hospitality increased by 13.2% q-o-q and 35.6% y-o-y.
- Package Implementation has posted a growth of 37.5% q-o-q and 101.5% y-o-y.
- \$5 million clients grow to 26; \$1 million clients grow to 75.
- ROCE for the quarter improved to 39% as compared to 31.1% in the previous quarter.

High quality and diversity of revenues

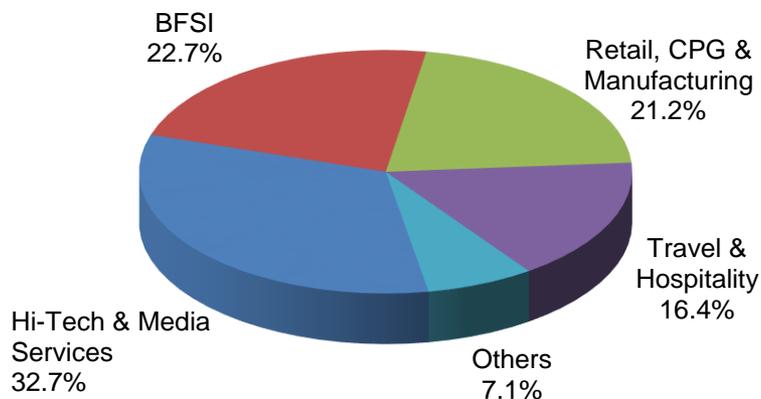
Client Contribution

	Q1 FY14	Q4 FY14	Q1 FY15
Top Client	7.8%	8.2%	8.7%
Top 5 Clients	31.2%	33.1%	32.3%
Top 10 Clients	46.0%	49.2%	49.0%

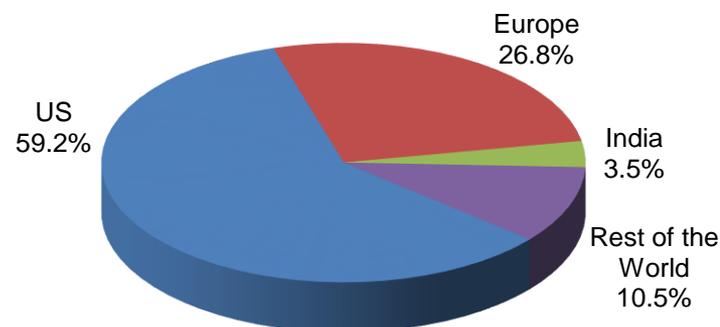
Client Details

	Q1 FY14	Q4 FY14	Q1 FY15
\$1MM+	72	73	75
\$5MM+	20	24	26
\$10MM+	10	13	13
\$20MM+	5	6	6
\$30MM+	3	3	3

By Industry



By Geography



Other operating metrics

Revenue by Project Type

	Q1 FY14	Q4 FY14	Q1 FY15
Fixed Cost, Fixed Monthly	40.8%	42.5%	43.8%
Time & Materials	59.2%	57.5%	56.2%

Utilization

	Q1 FY14	Q4 FY14	Q1 FY15
Including Trainees	69.6%	68.5%	72.1%
Excluding Trainees	74.0%	68.7%	72.4%

Revenue Mix (Revenue)

	Q1 FY14	Q4 FY14	Q1 FY15
Onsite	38.7%	43.8%	44.2%
Offshore	61.3%	56.2%	55.8%

Revenue Mix (Effort)

	Q1 FY14	Q4 FY15	Q1 FY15
Onsite	15.1%	17.2%	17.0%
Offshore	84.9%	82.8%	83.0%

People

Key people metrics			
	Q1 FY14	Q4 FY14	Q1 FY15
Total Mindtree Minds	12,239	12,926	12,845
Gross Addition	1,057	397	516
Attrition (Last Twelve Months)	12.4%	12.7%	14.2%
Experience (0-3 years)	32.7%	27.9%	28.0%
Average Experience (years)	5.8	6.3	6.5



*“Let’s unleash
possibilities”*



Mindtree