

Quarterly Report

Third Quarter, 2013-2014

Certain statements in this release concerning our future growth prospects may be 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. Mindteck 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.

About Mindteck

Business

Product Engineering and Information Technology Services

Clientele: Government and Global 2000 Companies

Publicly traded in India: BSE 517344

Delivery Models: Offshore/Offsite/Onsite/Near-Shore/BOT

Industries

BFSI Government Healthcare Life Sciences
Semiconductor Technology Telecom Utilities

Research and Development

Mindteck IPs
Knowledge Management

People

Over 1,000 professionals with deep domain expertise and niche technology skills

Global Presence

US, India, Europe, APAC and Middle East

10 Office Locations

4 Development Centers

(US, Singapore, India [Kolkata, Bangalore])

Focus Areas

Technology

Mobility
Cloud
Storage
ERP
Analytics and BI
Data Center Transformation
Portals
Embedded
Security

Services

Development
Reengineering
Testing
Sustenance
Systems Integration
Database Management
Data Warehousing
Talent Management
BPO/KPO

Centers of Excellence

Wireless Design

ZigBee
Bluetooth
802.15.4 protocols

Storage Testing

SAN/NAS Appliance Software

Mindteck IP

Wireless Stack
Embedded
Application Software
Process

Key Alliances and Partnerships



Consolidated Financials

Quarter Snapshot – Corresponding Quarter FY 13

Highlights of the Quarter ended December 31, 2013.

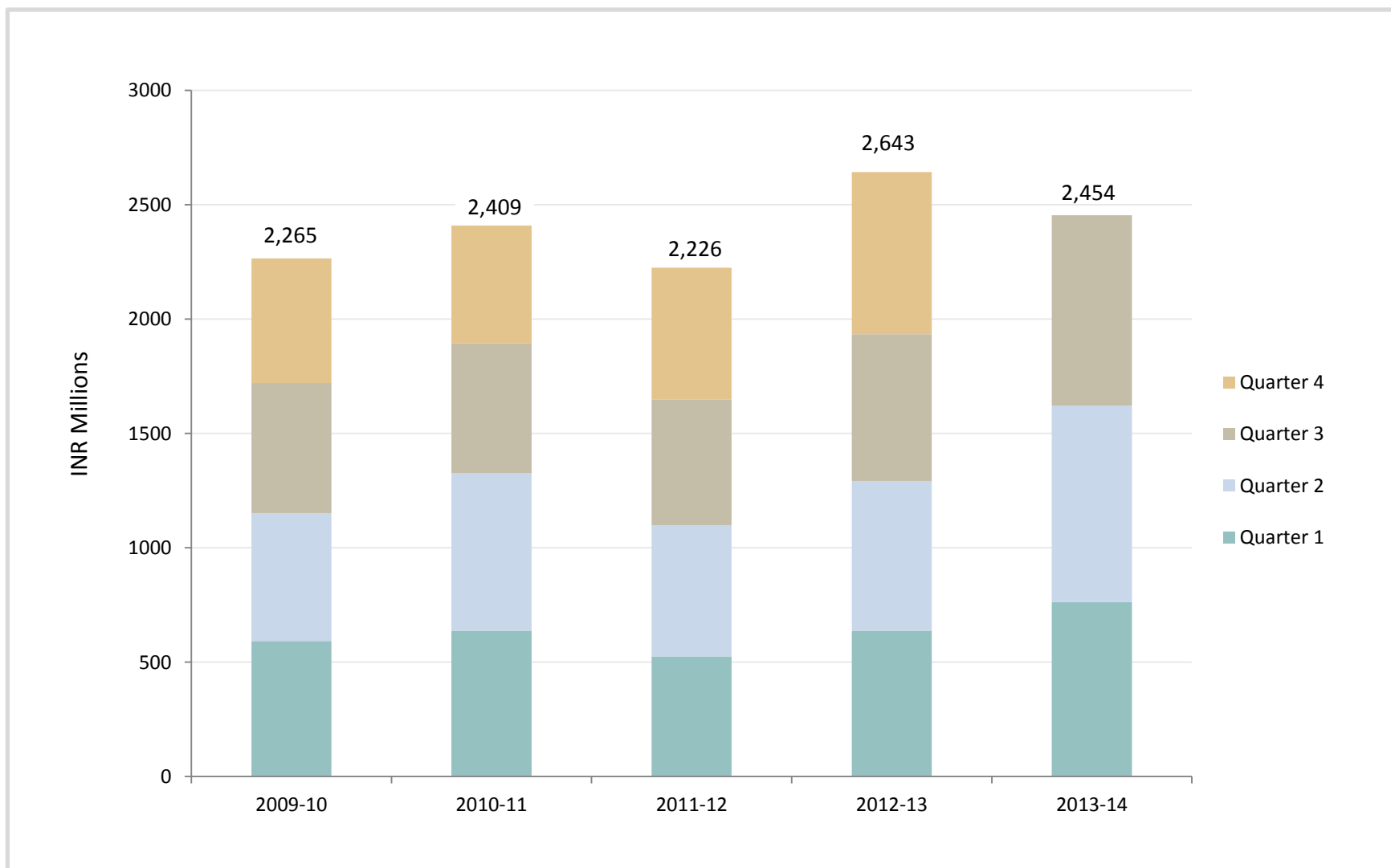
Quarter Snapshot (US\$ MM) – Corresponding Quarter FY 13

	Q3 FY 14	Q3 FY 13	Growth (%)
Revenue	13.88	11.72	18%
EBITDA	1.33	0.43	209%
PAT	0.87	0.29	200%

Quarter Snapshot (INR MM) – Corresponding Quarter FY 13

	Q3 FY 14	Q3 FY 13	Growth (%)
Revenue	832.65	640.51	30%
EBITDA	79.94	23.36	242%
PAT	52.06	15.84	229%

Five-Year Revenue Record (INR Millions)



Key Operating Metrics *(continued)*

Headcount and Offshore Utilization

	Q3 FY 14
Total Headcount (as on December 31, 2013)	927
Offshore Utilization*	81.9%

* India offshore-based delivery only

Onsite/Offshore Mix (Revenue)*

	Q3 FY 14
Onsite	54%
Offshore	46%

* Excludes Professional Services

Quality Certifications



ISO 9001:2008

re-certification audit successfully completed (January 2012)



ISO 13485:2003

re-certification audit successfully completed (March 2011)



ISO 27001:2005

re-certification audit successfully completed (March 2011)



CMMI-Dev Ver. 1.3 – Level 5

CMMI Assessment successfully completed - Sep 2013

Mindteck Vision, Mission and Core Value

Vision:

To excel at what we do and how we do it, and to do good by our clients, shareholders, employees, partners, and the communities where we conduct business.

Mission:

Be the strong niche player that consistently delivers exceptional technology solutions and fosters long-term client relationships to create sustainable value for all stakeholders.

Core Value: Excellence

- ☐ Focus on our clients and exceeding expectations
- ☐ Reward Employees who take initiative and produce results
- ☐ Deliver on our commitments inside and outside the company
- ☐ Maximize our resources to grow and thrive
- ☐ Act as one company, with respect and integrity at all times
- ☐ Be mindful about everything we do

**If you have any questions, or need assistance,
please contact:**

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Finance Controller

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