

# Quarterly Report

First Quarter, 2012-2013

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.

# Mindteck At-A-Glance

## Business

*Global provider of Product Engineering Solutions and IT Services*

Publicly traded in India (BSE 517344)

Onsite/Offsite/Offshore Delivery

Managed Services

Professional Services

## Vertical Focus

Life Sciences

Hi-Tech

(Smart Energy, Semiconductor, Product Engineering Services)

Public Sector

## Client Profile

*Global 2000/Public Sector*

Over 100 Active Clients

Mostly from US and Western Europe

## Presence

*Covering US, Europe, APAC, Middle East*

11 Office Locations

4 Global Development Centers

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

## People

*Over 1,000 professionals*

25% with Masters degrees

33% Engineers

# Strong Vertical Focus

## Life Sciences



## Hi-Tech



## Public Sector



Smart Energy



Semiconductor

# Key Alliances and Partnerships

|                                                                                   |                                                                                    |                                                                                     |                                                                                      |                                                                                     |
|-----------------------------------------------------------------------------------|------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
|  |   |   |   |  |
|  |   |   |   |  |
|                                                                                   |  |  |  |                                                                                     |

# Consolidated Financials – Q1 of FY 2013

## Highlights of the Quarter Ended June 30, 2012.

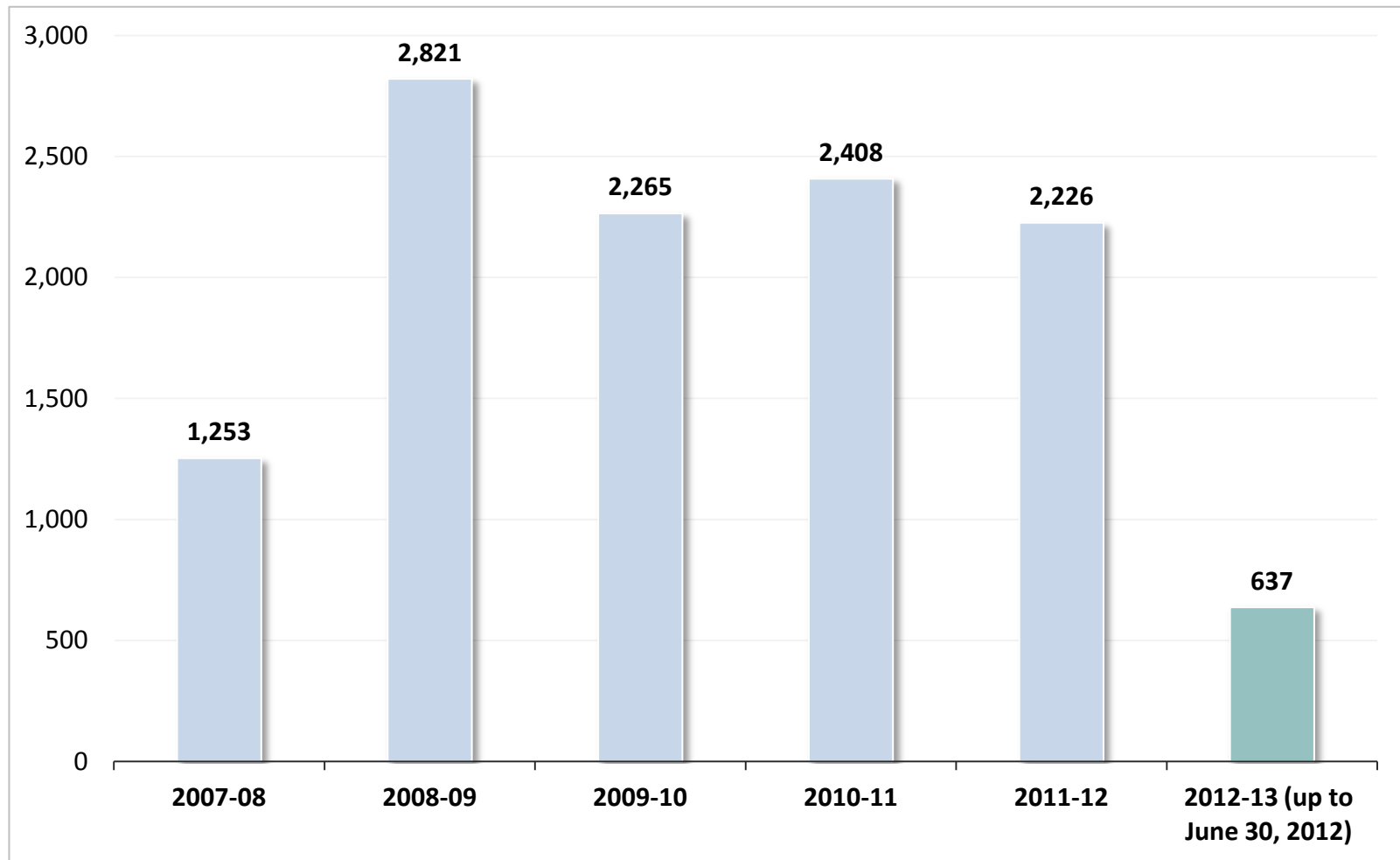
### Quarter Snapshot (\$ MM) – Corr. Qtr. FY12

|         | Q1 FY 13 | Q1 FY 12 | Growth (\$) |
|---------|----------|----------|-------------|
| Revenue | 11.68    | 11.59    | 1%          |
| EBITDA  | (0.37)   | 1.36     | -127%       |
| PAT     | (0.46)   | (0.05)   | -820%       |

### Quarter Snapshot (Rs. MM) - Corr. Qtr. FY12

|         | Q1 FY 13 | Q1 FY 12 | Growth (Rs.) |
|---------|----------|----------|--------------|
| Revenue | 637.47   | 525.04   | 21%          |
| EBITDA  | (19.98)  | 61.49    | -425%        |
| PAT     | (25.34)  | (2.42)   | -946%        |

# 5 Year Revenue Record (Rs. Million)



# Diversity of Revenues

## Client Distribution

| Revenue Concentration | % of Revenues Q1 FY 13 |
|-----------------------|------------------------|
| Top Client            | 25%                    |
| Top 5                 | 66%                    |
| Top 10                | 78%                    |

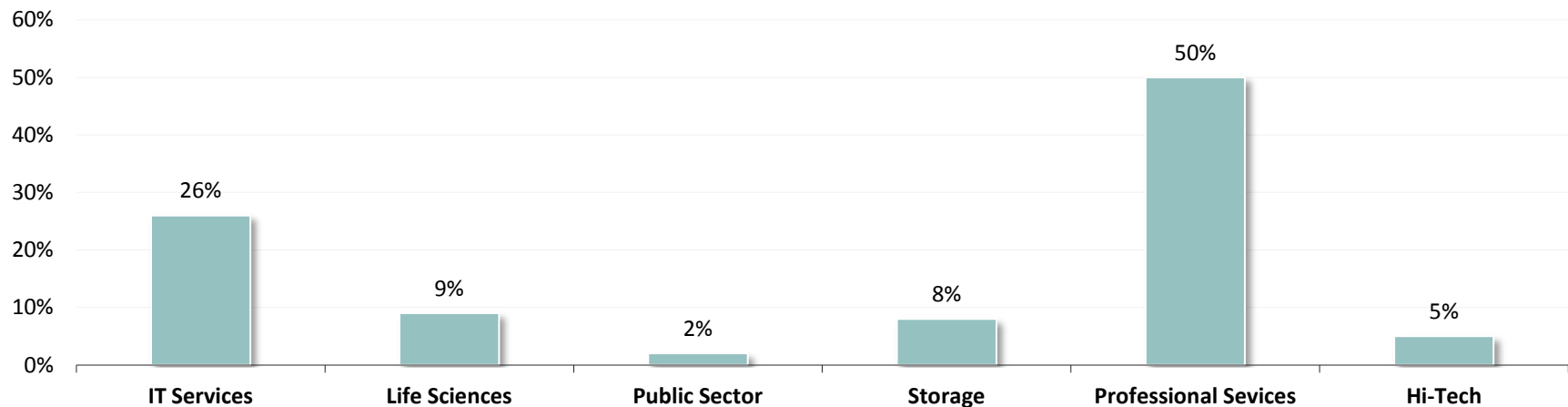
## Across Geographies

| Revenue Concentration | % of Revenues Q1 FY 13 |
|-----------------------|------------------------|
| USA                   | 83%                    |
| EMEA                  | 10%                    |
| APAC                  | 7%                     |

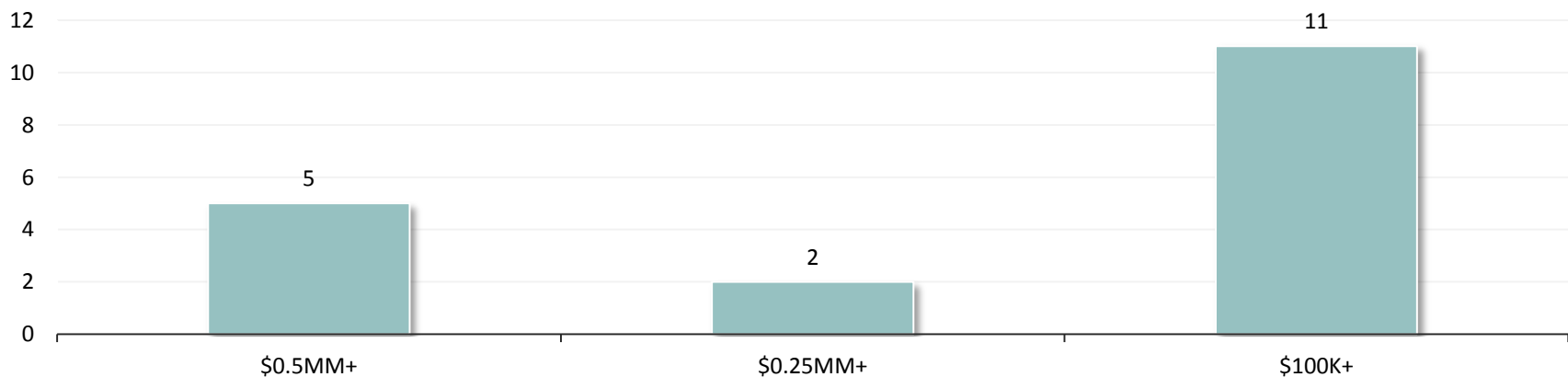


# Key Operating Metrics

Revenue by Service Offerings (\$MM)



Key Customers



# Key Operating Metrics *(continued)*

## Headcount & Offshore Utilization

|                                                 | Q1 FY 13 |
|-------------------------------------------------|----------|
| <b>Total Headcount</b><br>(as on June 30, 2012) | 915      |
| <b>Offshore Utilization*</b>                    | 67%      |

\* India offshore based delivery only.

## Onsite/Offshore Mix (Revenue)\*

|                 | Q1 FY 13 |
|-----------------|----------|
| <b>Onsite</b>   | 54%      |
| <b>Offshore</b> | 46%      |

\* Excludes Professional Services

# Mindteck Focus Areas 2013 – 2015



## Profit

- Delivery Excellence
- Practice Offerings
- Sales Go-To-Market
- Pricing Proposals
- Optimize Communications

## Customer Centric

- Exceed Client Expectations
- Sales
- Practice
- Delivery
- Improve Client Experience



## Culture

- Winning
- Confident
- Proud
- Want to join, stay and grow

# Introducing 'We Care'

WE CARE is a concept that we're introducing as the foundation for the way forward. It focuses on success for employees, our clients, shareholders, partners and the communities we serve.



# Mindteck Mission, Vision and Core Value

## **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.

## **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.

## **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,  
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