

# Quarterly Report

First Quarter, 2015-2016

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.

# Core Business

## INDUSTRIES



Government ■ Health Care & Medical Devices  
Life Sciences & Chemical Analysis ■ Smart Energy  
BFSI ■ Semiconductor & Storage

## SERVICES



Hardware Design ■ Reengineering ■ Mobility ■ IoT  
Systems Integration ■ Wireless Stack Development  
BPM ■ Platform Testing ■ Verification and Validation  
Application Development and Maintenance ■ ERP  
Infrastructure ■ Cloud and Data Center Migration

## IP



Ignite Smart City Solutions  
Ignite iThings IoT Hardware Platform  
Wireless Communication Stacks  
ProdXL Workstation Analytics  
Automated Presentation Manager Suite



## Consolidated Financials

# Quarter Snapshot – Corresponding Quarter FY 15

## Highlights of the Quarter ended June 30, 2015-16

Quarter Snapshot – Corresponding Quarter FY 14-15 (\$ MM)			
	Q1 FY 16	Q1 FY 15	Growth (%)
<b>Revenue</b>	12.63	13.78	-8.3%
<b>EBITDA</b>	1.18	1.30	-9.7%
<b>PAT</b>	0.79	0.83	-5.2%

Quarter Snapshot – Corresponding Quarter FY 14-15 (Rs. MM)			
	Q1 FY 16	Q1 FY 15	Growth (%)
<b>Revenue</b>	801.88	824.09	-2.7%
<b>EBITDA</b>	74.60	77.88	-4.2%
<b>PAT</b>	50.00	49.70	0.6%

# Quarter Snapshot – Quarter on Quarter

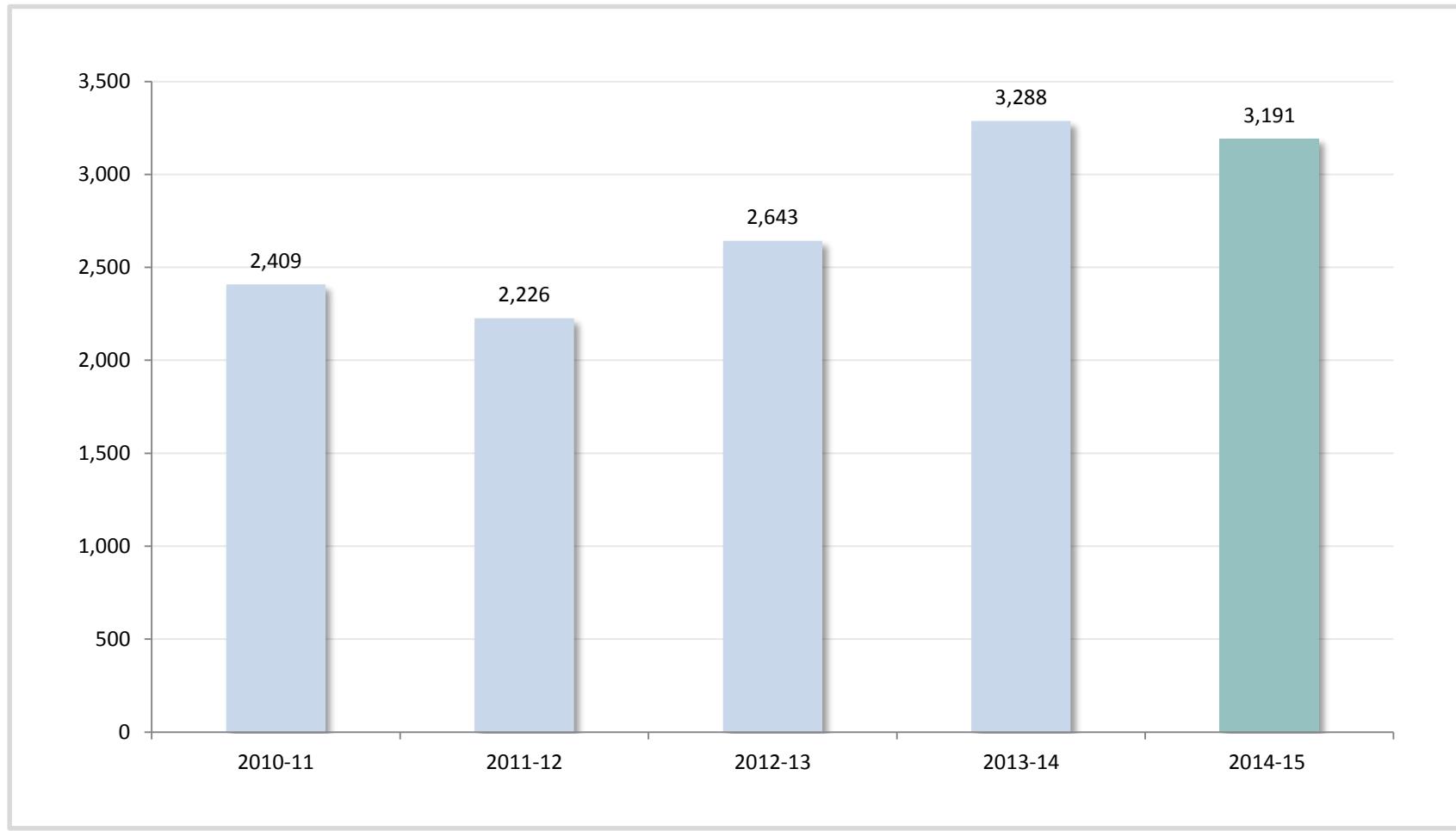
## Highlights of the Quarter ended June 30, 2015-16

Quarter Snapshot – Quarter on Quarter (\$ MM)			
	Q1 FY 16	Q4 FY 15	Q/Q (%)
<b>Revenue</b>	12.63	12.66	-0.2%
<b>EBITDA</b>	1.18	0.82	43.3%
<b>PAT</b>	0.79	0.54	46.6%

Quarter Snapshot – Quarter on Quarter (Rs. MM)			
	Q1 FY 16	Q4 FY 15	Q/Q (%)
<b>Revenue</b>	801.88	774.31	3.6%
<b>EBITDA</b>	74.60	50.17	48.7%
<b>PAT</b>	50.00	32.86	52.2%

*Includes other income*

# Five-Year Revenue Record (Rs. Million)



# Diversity of Revenue

## Client Distribution

Revenue Concentration	% of Revenue FY 2015 (YTD)
Top Client	18%
Top 5	58%
Top 10	70%

## Across Geographies

Revenue Concentration	% of Revenue FY 2015
USA	71%
IMEA	5%
APAC	17%
EUROPE	7%

# Mindteck Vision, Mission and Core Value

## **Vision:**

To excel at what we do and how we do it, and to do good to 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

# Honoring Our Commitments and Making a Difference



WE CARE is our framework for honoring our commitments and making a lasting difference both inside and outside the company.

Care is rooted in the ways we engage and enable, and fundamental to the way in which we steward community causes, champion others, foster careers in technology, as well as build and nurture relationships.

Corporate social responsibility is institutionalized under WE CARE, as are these innovative client-focused endeavors:

- **Mindteck Academy** helps build and develop an IT talent pool on-demand;
- **Transition Care** helps relieve the difficulties of employee layoffs;
- **Consultant Care** helps retain valuable IT talent and avoid disruption;
- **Client Care** ensures that our clients' total experience with us is superior.

# Mindteck Academy



*Meeting the demand  
for skilled technology  
professionals.*

*Fostering professional  
career growth in  
technology.*

Mindteck Academy – a unique IT workforce development solution designed to build opportunities for learning, hiring and economic growth in the communities we serve.

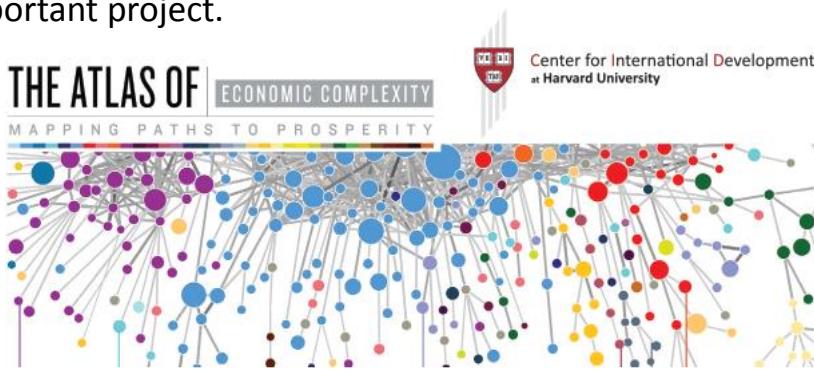
- *The underserved* – qualified military veterans, recent college graduates, displaced workers – learn the technology skills required for gainful employment;
- *Companies and government entities* struggling to overcome IT skill shortages hire local citizens who have been trained to exact specification and need;
- *Communities* grow as their unemployed or underemployed are hired or retrained.

Mindteck Academy has provided customized, face-to-face classroom IT training on a client-scheduled basis since 2011. In 2013, it began conducting ongoing online training and developing a steady pipeline of talented, job-ready IT professionals.

# Collaboration on Research Models with World-class Institutions

## Founding Member of 'The Atlas online'

Mindteck works with the Center for International Development (CID) at Harvard University – a leading research hub focused on resolving the dilemmas of public policy associated with generating stable, shared and sustainable prosperity in developing countries. We are a Founding Member of 'The Atlas online', and also provide ongoing technical advisory and big data services for this important project.



*'The Atlas online' ([www.atlas.cid.harvard.edu](http://www.atlas.cid.harvard.edu)) is a powerful, interactive tool of The Atlas of Economic Complexity that provides visualizations of growth opportunities for over one hundred countries worldwide. Investors, policymakers, entrepreneurs, and others use the tool to visualize a country's total trade, track how these dynamics change over time, and garner insights for fueling economic growth around the globe.*



## SinBerBEST (Singapore-Berkeley Building Efficiency and Sustainability in the Tropics)

Mindteck helped build a world-class research model for building efficiency through an engagement with SinBerBEST – a joint research collaboration between the University of California (Berkeley), Nanyang Technological University (NTU), the National University of Singapore (NUS), and other agencies and groups in Singapore.

We have designed the required hardware, firmware and applications to monitor and control a variety of building efficiency systems to ensure safe, reliable and energy-efficient operations. We are also enabling researchers around the world to conduct experiments remotely and locally using hardware emulation and simulation at various scales.

# Quality Certifications



## ISO 9001:2008

Re-certification audit successfully completed (February 2014)



## ISO 13485:2003

Re-certification audit successfully completed (February 2014)



## ISO 27001:2013

Re-certification audit successfully completed (February 2014)



**CMMI DEV / 5<sup>SM</sup>**

Exp. 2016-09-19 / Appraisal #21071

## CMMI Dev Ver. 1.3 Level 5

CMMI Assessment successfully completed (September 2013)

# Local Presence, Global Reach



**If you have any questions, or need assistance,  
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