

Pushing the limits of Possibility



INVESTOR PRESENTATION

Financial Year 2010- 2011

Mindteck

Safe Harbor

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

Mindteck

IT + Software Engineering Services Company

Clients

20+ Fortune 500 companies, 150+ Customers globally

Employees

Over 1000 globally

Awards

Deloitte Fastest 500, APAC in 2008, 2009 and 2010
Global Services Top 100 in 2009

Quality

SEI CMMi Level 5, ISO 9001:2008, BS7799/ISO 27001, and ISO 13485:2003 certified

Global Footprint: 15 offices in 8 countries



Overview

Business

Product Engineering and IT Solutions

Verticals

Life Sciences, Smart Energy, BFSI, Semiconductors, Public Sector, Storage

Services

Product Development, QA & Testing, Electronics Design Services, Operational Support Services

Locations

USA, UK, Netherlands, Germany, Bahrain, India, Singapore, Malaysia

Company

Publicly listed on Bombay Stock Exchange (BSE) in India

Clientele

Among Global 2000 companies

Quality

SEI CMMi Level 5, ISO 9001:2008, ISO 27001:2005, ISO 13485:2003

Key Milestones

1998

Hinditron Informatics renamed
as Mindteck India Limited
Started ODC for Novellus Inc

2001

Acquired Nicco Inc.
ISO 9001:1994 certification

2002

ISO 9001:2000 certification

2003

CMMi Level 4 certification
Started ODC for AMAT Inc

2005

Joined ZigBee Alliance
Launched subsidiary in Malaysia

2006

ISO 27001:2005 certification
Globally approved vendor for HP

2007

CMMi Level 5 certification
Electronic Design service
launched

2008

Deloitte Fastest 500
Acquired Infotech Consulting
and Primetech Solutions
Instrument Lab in Bangalore
and Kolkata
SEMI membership

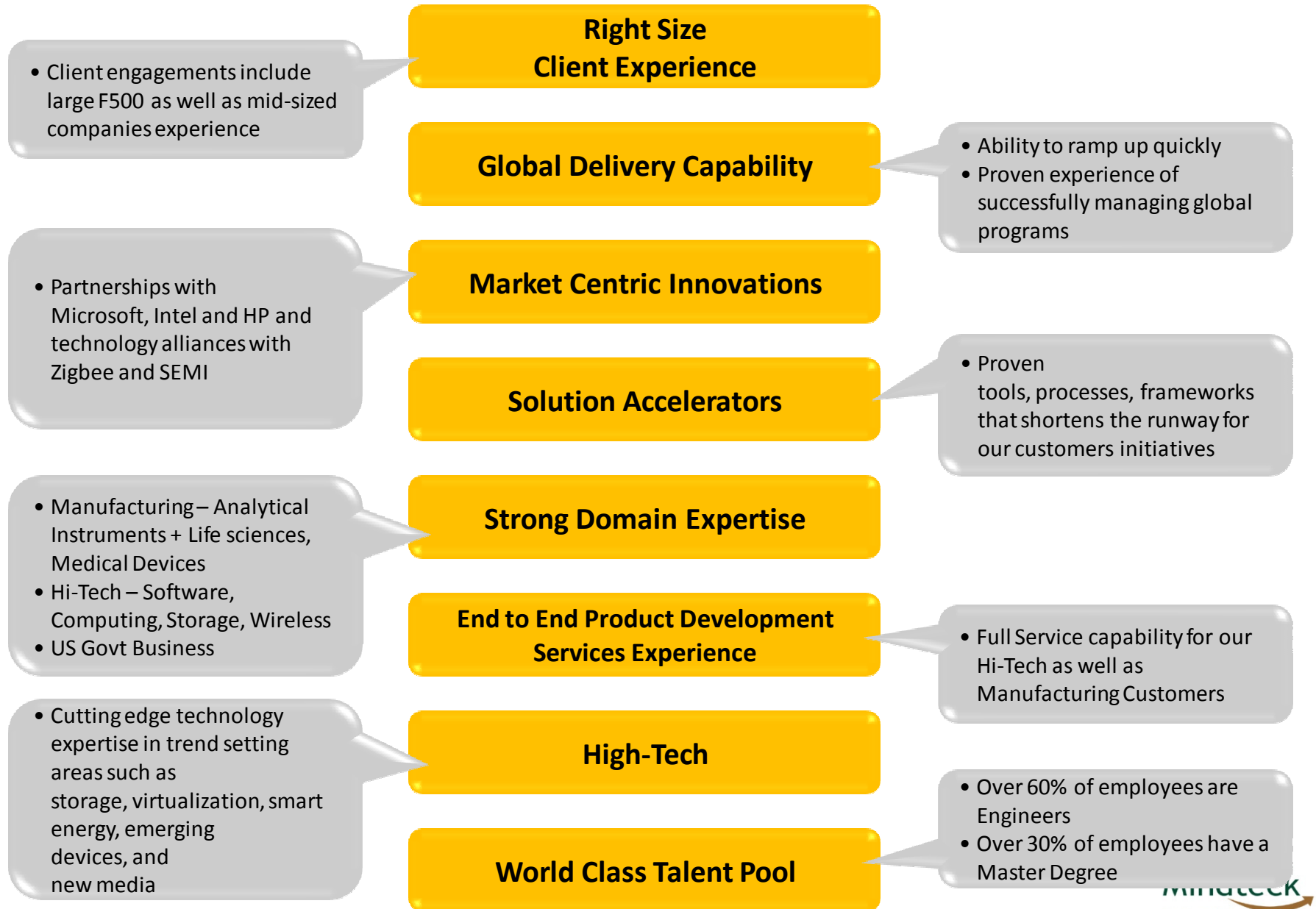
2009

Global Services Top 100
Services Ready partnership with
Microsoft globally
Deloitte Fastest 500

2010

Deloitte Fast 500 APAC and Fast
50 India

Key Differentiators



New Initiatives

Windows 7	Extensive research to study Windows 7 power consumption levels running on various hardware platforms to provide insight to CIOs and IT managers on leveraging Windows 7 to implement a comprehensive desktop power management strategy
Windows 7 Multi Touch Solution	Touch application developed using Gesture and Touch UI technologies, supporting both stylus and finger. Ergonomically designed to improve productivity for Analytical, Medical and Pharmaceutical applications
Virtualization Solutions	Help capitalise the value of virtualization by quantifying the real value of with the help of robust deployment models and ROI calculators for multiple deployment scenarios
Mobility Solutions	End to end Smartphone application development services addressing the complete lifecycle – Think & Sketch, Develop & Manage, Test and Maintain for iPhone, BlackBerry, Android and Windows Mobile
Smart Energy Lab	Smart Energy solutions for energy utility, transmission and distribution, and energy load and power harvesting companies – End-to-End Product Engineering, System Design and System Integration...etc.
Cloud Computing	Enable organizations to transition their enterprise applications to cloud infrastructure (public / private), offering flexible and scalable IT infrastructure that enables business agility
Solution Accelerators	Tools, framework, process and guidance that help reduce development time and time to market – Advanced Automated Testing Framework, Post Merger Technology Integration, MindMARQ, Equipment Simulation Framework, to name a few

Industry Verticals

Life Sciences



product engineering
solutions to Scientific
and Analytical
Instruments, Medical
Devices and
Pharmaceuticals

Smart Energy



smart grid technology
services and solutions
covering energy food
chain –
generators, distributors
and consumers

BFSI



development and
implementation
solutions for BFSI in
Governance, Risk, &
Compliance, and BPO
solutions for the
Insurance industry

Services

Product Development & Maintenance Services

- Product Engineering
- Application Software

IV & V (Testing) Services

- Application Software
- System Software
- Hardware / Device
- Automation

Electronics Design Services

- Hardware
- Firmware
- Mechanical

Operational Support Services

- SAP Support
- Infrastructure Support
- Business Process Outsourcing

Industry Verticals- Depth of Expertise

Life Sciences



Product engineering solutions to Scientific and Analytical Instruments, Medical Devices and Pharmaceuticals

Public Sector



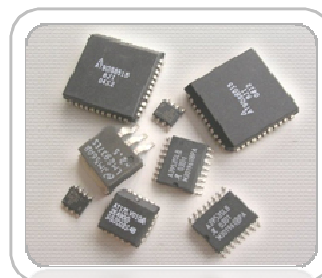
PDMS & ISM services for US federal governments in the fields of Health & Human Services, Education, Constituent Services, Public Safety

Energy



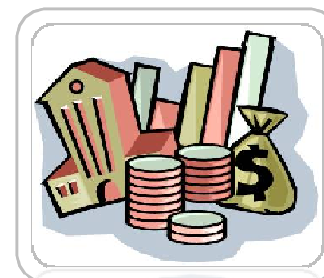
Smart Grid technology services and solutions covering energy food chain – generators, distributors and consumers

Semiconductor



In depth expertise and experience in Semiconductor Manufacturing Equipment Software Sub Systems

BFSI



Development & implementation solutions for Governance Risk & Compliance BPO solutions for Insurance industry

Key Alliances & Partnerships

				
				
 MICROCHIP	 Wireless-Life Sciences Alliance			Microsoft Bio-IT Alliance

Client Speak

"In contrast to our previous unsuccessful migration experience, Mindteck's technical expertise, excellent planning, and process driven execution approach helped ensure a successful and on-time migration. The Microsoft and Mindteck partnership helped build our confidence in the solution."

- Large provider of further and higher education in the UK

"The rigor that the team puts in across the board to make sure everything is up and running shows their commitment to the client and to quality. This makes them a world class team."

- One of the world's largest hi-tech companies

"Mindteck's proven capabilities in embedded systems development and expertise in ZigBee were instrumental in our decision to work with Mindteck"

- One of the leading manufacturers of Embedded Semiconductor Solutions

"The best aspect of our relationship with Mindteck is 'no surprises', i.e. consistency in delivering what was promised."

- One of the leading manufacturers of Analytical Instruments

"The team at Mindteck provided us with speed, attention to detail and produced exactly what we asked for."

- Director Engineering at leading designer and manufacturer of Ophthalmic and Analytical Instruments

Consolidated Financials – Q3 of FY 11



Highlights of the Financial Year Ended 31st March 2011.

YTD Snapshot (\$ MM)			
	FY 10-11	FY 09-10	Growth (\$)
Revenue	52.80	47.45	11%
EBITDA	3.10	2.18	43%
PAT	2.00	0.70	186%

YTD Snapshot (Rs. MM)			
	FY 10-11	FY 09-10	Growth (Rs.)
Revenue	2408.67	2265.40	6%
EBITDA*	141.44	103.86	36%
PAT	91.44	33.52	173%

* Includes other income

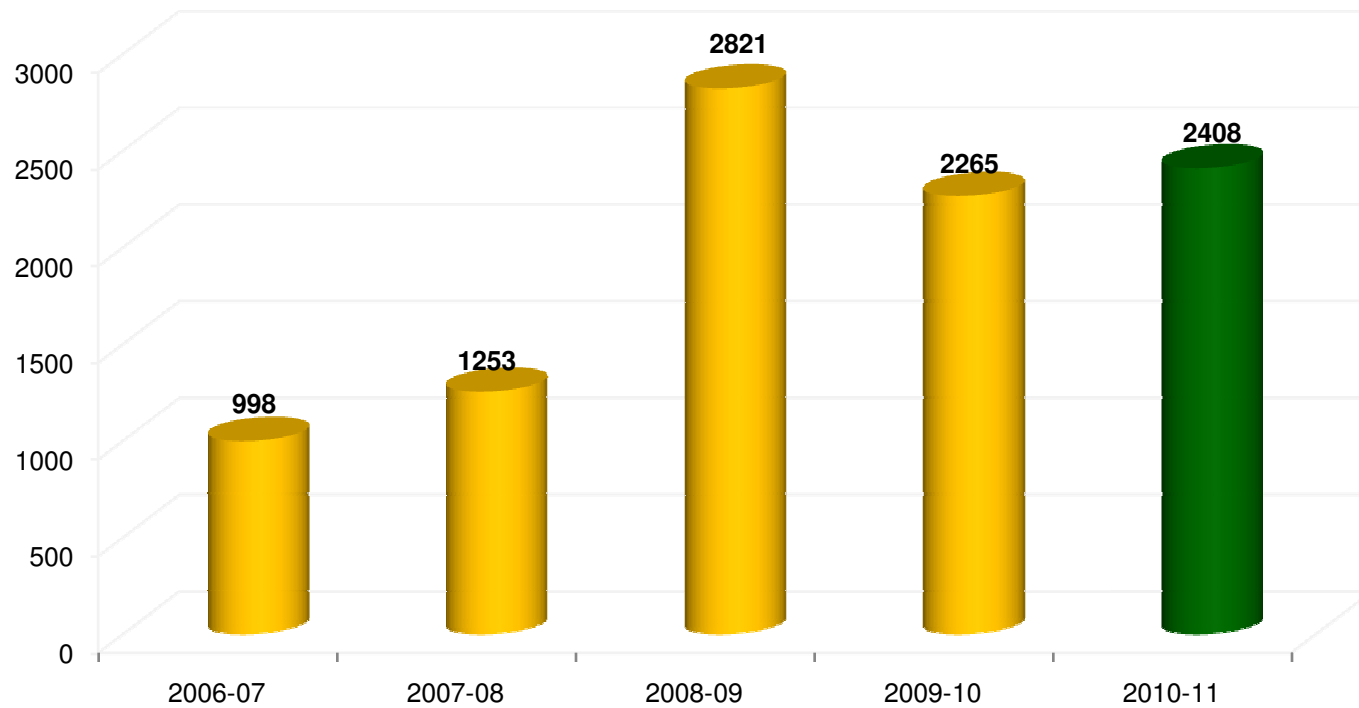
Diversity of Revenues

FY11

Client Distribution	
Revenue Concentration	% of revenues
	FY11
Top Client	26%
Top 5	66%
Top 10	75%

Across Geographies	
Revenue Concentration	% of revenues
	Q3 FY11
USA	86%
EMEA	7%
APAC	7%

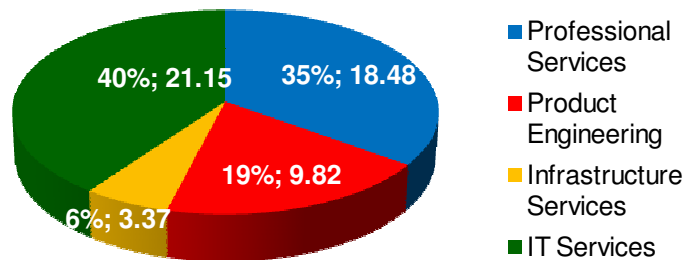
5 Year Revenue Record (Rs. Million)



Key Operating Metrics

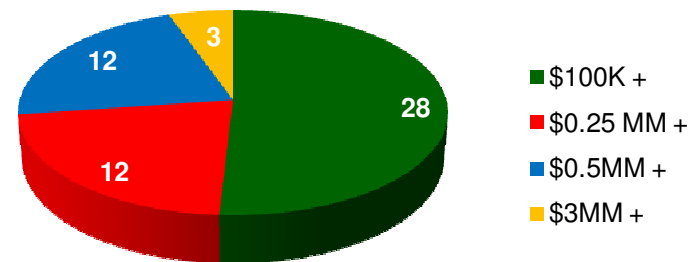
Revenue by Service Offerings(\$MM)

FY11



Key Customers

FY11



Headcount & Offshore Utilization

	FY11
Total Headcount (as of Dec 31, 2010)	879
Offshore Utilization*	75%

* Excludes Professional Services

Onsite / Offshore Mix (Revenue)*

	FY11
Onsite	68%
Offshore	32%

* Excludes Professional Services

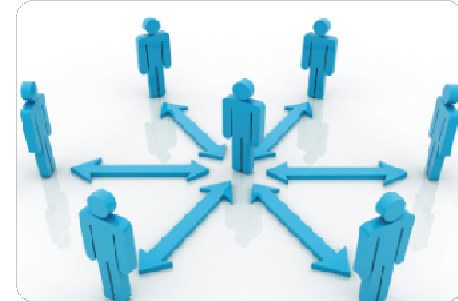
Mindteck Culture



Value our People



Focus on the Customer



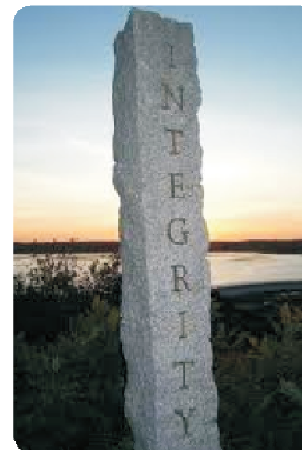
Collaborative Work Environment



Training and Development



Performance Driven



Act with Integrity



Fun at Work

Pushing the limits of Possibility



A New Beginning...

Mindteck