

Pushing the limits of Possibility



INVESTOR PRESENTATION

Q2, July- September 2011-12

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 and 2011

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, Independent Verification & Validation, 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

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 Fast 500 APAC & Fast 50 India

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 Fast 500 APAC & Fast 50 India

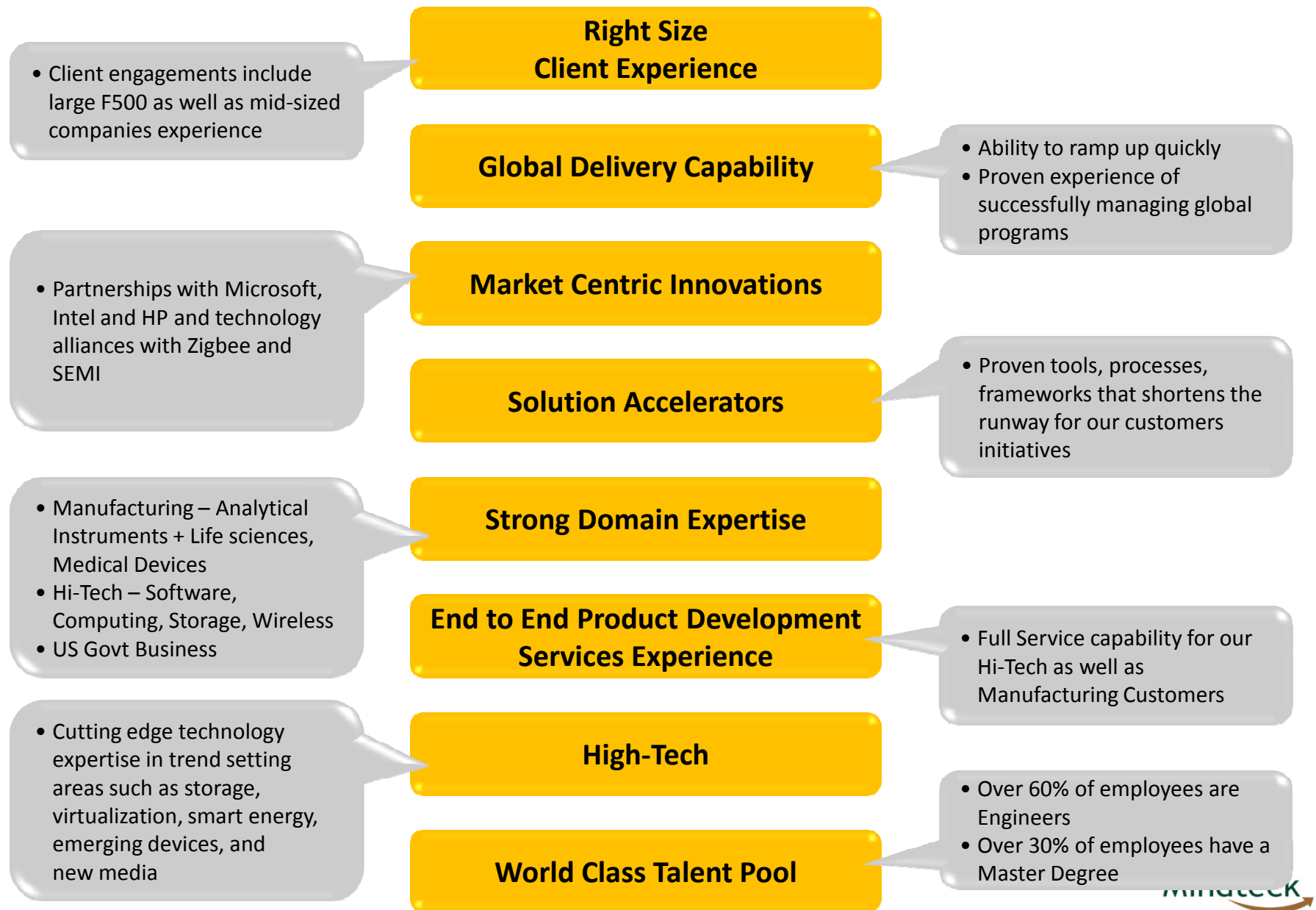
2010

Deloitte Fast 500 APAC & Fast 50 India

2011

Global Services Top 100

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

Application Development

- System Software
- Application Software
- Business Intelligence
- Knowledge Management

QA & Testing Services

- Application Software
- System Software
- Hardware / Device

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



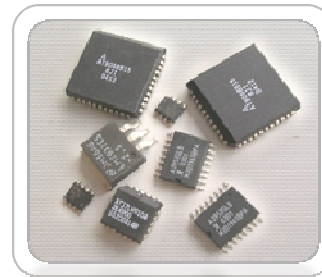
PDMS & ISM services for US federal governments in the fields of Health & Human Services, Education, Constituent Services, Public Safety

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

 HEWLETT PACKARD	 Atigeo™	Microsoft® GOLD CERTIFIED Partner	 SNIA	 semi MEMBER
 ZigBee® Alliance	 freescale™ semiconductor	 AMEL	 TEXAS INSTRUMENTS	 intel Software Partner
 MICROCHIP	 Wireless-Life Sciences Alliance	ORACLE® LIFE SCIENCES	EMC² documentum	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 – Q2 of FY 12



Highlights of the Quarter ended September 30, 2011.

Quarter Snapshot (\$ MM) – Corr. Qtr. FY11

	Q2 FY 12	Q2 FY 11	Growth (\$)
Revenue	12.41	14.75	-16%
EBITDA	(0.16)	1.05	-116%
PAT	(0.20)	0.70	-128%

Quarter Snapshot (Rs. MM) - Corr. Qtr. FY11

	Q2 FY 12	Q2 FY 11	Growth (Rs.)
Revenue	573.28	688.15	-17%
EBITDA	(7.58)	49.00	-115%
PAT	(9.09)	32.82	-128%

Consolidated Financials – Q2 of FY 12



Highlights of the Quarter ended September 30, 2011.

Quarter Snapshot (\$ MM) – Q on Q			
	Q2 FY 12	Q2 FY 11	Q/Q (\$)
Revenue	12.41	11.59	7%
EBITDA	(0.16)	0.14	-221%
PAT	(0.20)	(0.05)	268%

Quarter Snapshot (Rs. MM) – Q on Q			
	Q2 FY 12	Q2 FY 11	Q/Q (Rs.)
Revenue	573.28	524.04	9%
EBITDA	(7.58)	6.15	-223%
PAT	(9.09)	(2.42)	275%

Diversity of Revenues

Q2 FY12

Client Distribution	
Revenue Concentration	% of revenues
	Q2 FY12
Top Client	29%
Top 5	62%
Top 10	72%

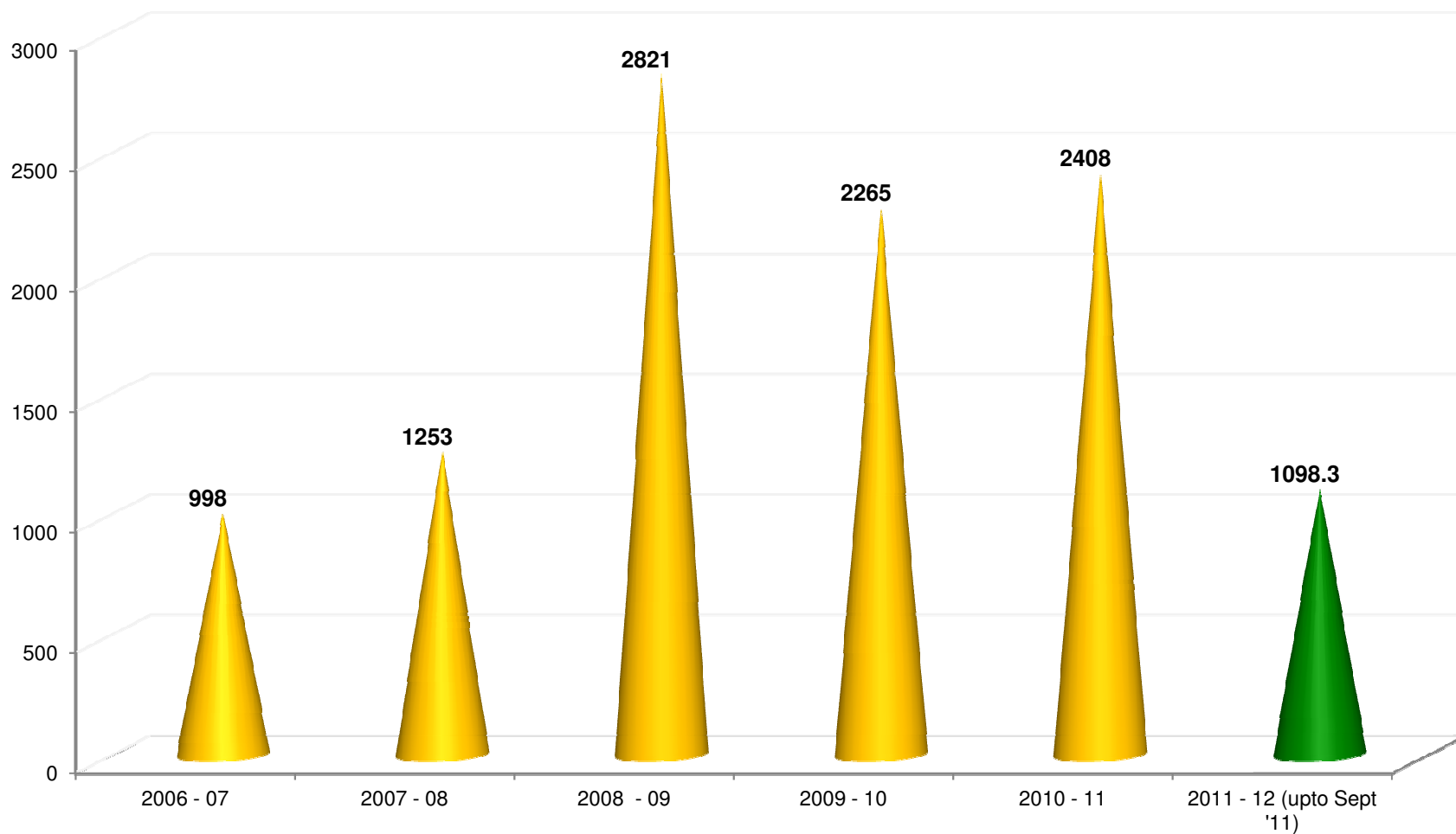
Across Geographies	
Revenue Concentration	% of revenues
	Q2 FY12
USA	83%
EMEA	10%
APAC	7%

Q1 FY12

Client Distribution	
Revenue Concentration	% of revenues
	Q1 FY12
Top Client	29%
Top 5	63%
Top 10	72%

Across Geographies	
Revenue Concentration	% of revenues
	Q1 FY12
USA	83%
EMEA	9%
APAC	8%

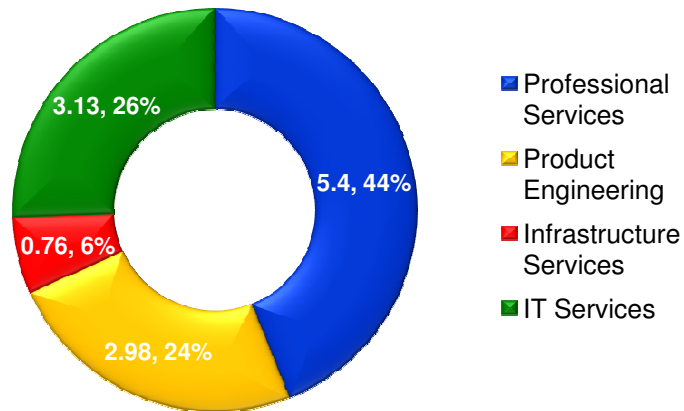
5 Year Revenue Record (Rs. Million)



Key Operating Metrics

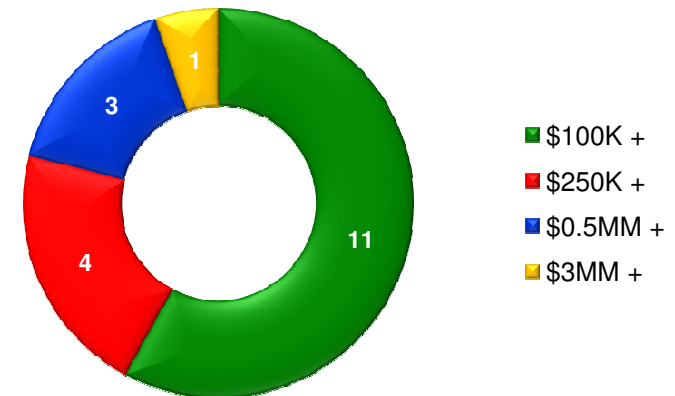
Revenue by Service Offerings (\$MM)

Q2 FY12



Key Customers

Q2 FY12



Headcount & Offshore Utilization*

	Q2 FY 12
Total Headcount (as Sept 30, 2011)	936
Offshore Utilization*	74%

*India offshore based delivery only

Onsite / Offshore Mix (Revenue)*

	Q2FY 12
Onsite	55%
Offshore	45%

* Excludes Professional Services

Mindteck Culture



Value our People



Focus on the Customer



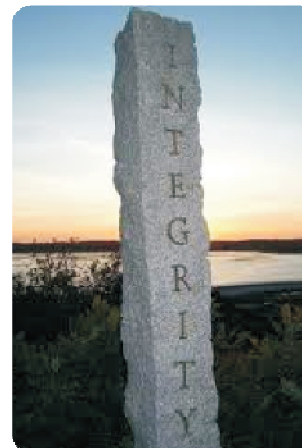
Collaborative Work Environment



Training and Development



Performance Driven



Act with Integrity



Fun at Work

Pushing the limits of Possibility



A New Beginning...

Mindteck