

Quarterly Report

Second 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

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

High tech

(Smart Energy, Semi Conductor, Storage)

Financial Services/Insurance

IT Services

Client Profile

Global 2000/Public Sector

Over 100 Active Clients

Mostly from US, APAC and Western Europe

People

Over 1,000 professionals

25% with Masters degrees

Presence

Covering US, APAC, EMEA

11 Office Locations

4 Global Delivery Centers

(Kolkata, Singapore/KL, Bangalore,
Pennsylvania)

Quality

ISO 9001:2008; ISO 27001:2005; ISO 13485:2003

CMMI-Dev Ver. 1.3 – Level 5

Strong Vertical Focus

Life Sciences



High-tech



Public Sector



Smart Energy



Semiconductor

Key Alliances and Partnerships



Consolidated Financials

Quarter Snapshot – Corresponding Quarter FY 13

Highlights of the Quarter ended September 30, 2013.

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

	Q2 FY 14	Q2 FY 13	Growth (%)
Revenue	14.55	11.96	22%
EBITDA	1.59	0.46	246%
PAT	1.03	0.36	186%

Quarter Snapshot (INR MM) – Corresponding Quarter FY 13

	Q2 FY 14	Q2 FY 13	Growth (%)
Revenue	858.84	655.83	31%
EBITDA	93.71	25.46	268%
PAT	60.66	19.66	209%

Quarter Snapshot – Quarter on Quarter

Highlights of the Quarter ended September 30, 2013.

Quarter Snapshot (US\$ MM) – Quarter on Quarter

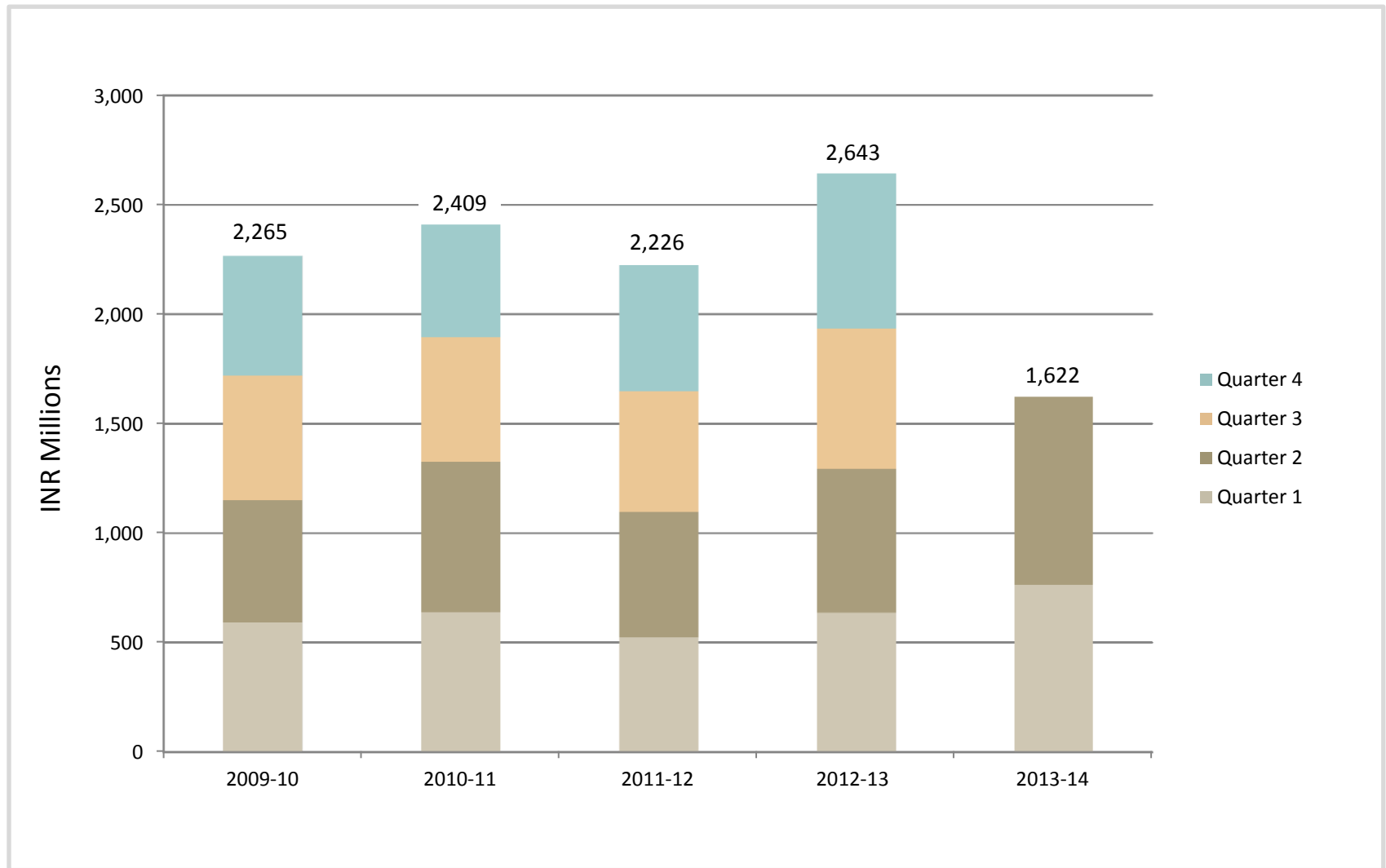
	Q2 FY 14	Q1 FY 14	Q/Q (%)
Revenue	14.55	13.67	6%
EBITDA	1.59	1.08	47%
PAT	1.03	0.58	78%

Quarter Snapshot (INR MM) – Quarter on Quarter

	Q2 FY 14	Q1 FY 14	Q/Q (%)
Revenue	858.84	762.95	13%
EBITDA	93.71	60.42	55%
PAT	60.66	32.57	86%

* Includes other income

Five-Year Revenue Record (INR Millions)



Diversity of Revenues

Client Distribution

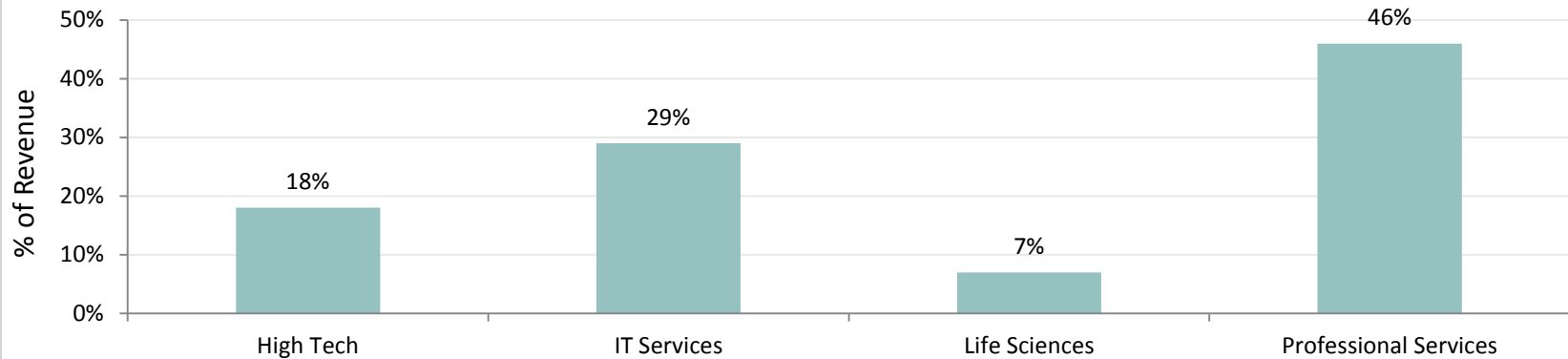
Revenue Concentration	% of Revenues Q2 FY 14
Top Client	20%
Top 5	65%
Top 10	76%

Across Geographies

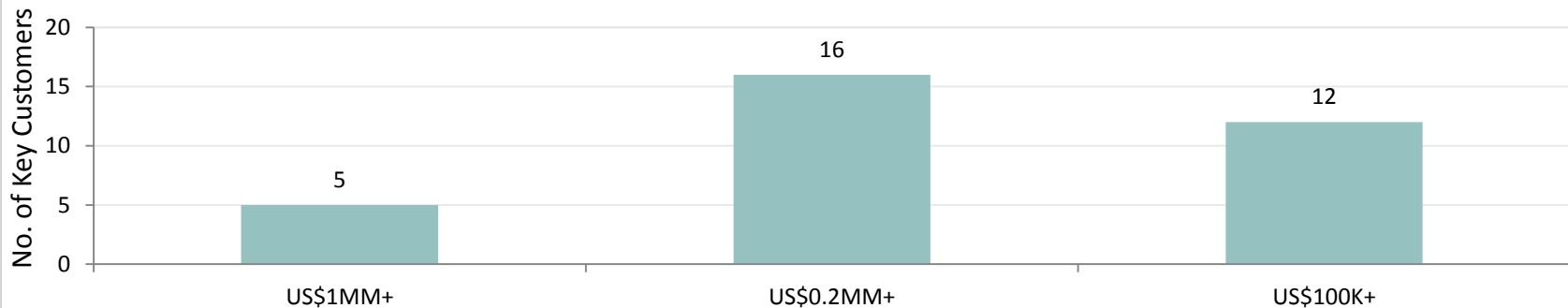
Revenue Concentration	% of Revenues Q2 FY 14
USA	80%
EMEA	13%
APAC	7%

Key Operating Metrics

Revenue by Service Offerings



Revenue by Key Customers*



* For the period ended September 30, 2013

Key Operating Metrics *(continued)*

Headcount and Offshore Utilization

	Q2 FY 14
Total Headcount (as on September 30, 2013)	959
Offshore Utilization*	84%

* India offshore-based delivery only

Onsite/Offshore Mix (Revenue)*

	Q2 FY 14
Onsite	54%
Offshore	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

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 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,
please contact:**

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