

**FOR IMMEDIATE RELEASE**

## **MINDTECK APPOINTS FORMER IBM EXECUTIVE AS NEW CEO**

IT veteran Wayne Berkowitz takes the helm effective immediately

**Bangalore, India / February 8, 2012:** Mindteck (India) Limited (BSE: MDTK), a global product engineering and IT solutions company, is pleased to announce the appointment of Mr. Wayne Berkowitz as Chief Executive Officer and Managing Director. He replaces Mr. Pankaj Agarwal who resigned for personal reasons.

Mr. Berkowitz brings to Mindteck over 25 years of expertise in the IT sector, most notably with hands-on development of high performance sales teams, global operations management, and with consistent profit growth success. Board member Mr. Indresh Narain remarked, "Mr. Berkowitz joins us at an important time in Mindteck's ten-plus year history. Despite several challenging periods the world over, the company has posted good results, sustained an enviable client roster and continued improving upon its sound, high-quality deliverables. We're very pleased to have Mr. Berkowitz on board, as his insight, energy and proven skills are sure to help build the brand and increase shareholder value."

Until recently, Mr. Berkowitz was a channel marketing executive for IBM's Software Group in Somers, NY. As Director of Worldwide Business Partner Marketing, he had business partner marketing responsibility across the 7 software brands -- Lotus, Rational, Tivoli, Websphere, Industry Solutions, Information Management, and Business Analytics. This last position at IBM was preceded by eight others he held at IBM stretching over the course of 20 years, and only interrupted by an eight-year assignment with Parametric Technology Corporation (PTC), an enterprise software engineering company based in Needham, MA. (Nasdaq: PMTC)

Mr. Berkowitz's broad experience in both hardware and software spans several continents and key roles in finance, sales and marketing. His career started right out of college as a Staff Financial Analyst, working closely with manufacturing and development executives at IBM's Endicott, NY plant site. By 1986, he had moved on to IBM's Bakersfield, CA office where, as an Account Sales Representative, he began developing the sales acumen that ultimately led to his illustrious reputation for achieving results.

By 1996, Mr. Berkowitz was back on the east coast as IBM's AS/400 Program Manager-Worldwide Large Systems Sales, where he helped develop the sales strategy and was responsible for revenue and customer satisfaction for IBM's top 200 customers worldwide. This was followed by a two-year assignment in Paris, France as Manager of Europe, Middle East and Africa Midrange Systems Sales. In 1998, as one of IBM's focus points became Latin America, Mr. Berkowitz returned back to the White Plains, NY office to become Director of Midrange Sales, Latin America, whereupon he managed 120 sales and technical resources and increased the server business by 49%. Two years later he was promoted to Vice President of Sales, Printing Systems Division, and was responsible for sales and profit for the east coast region and managed another 150 sales and technical resources. In just shy of a year and a half, he achieved \$500M in hardware, maintenance, software and services revenue, as well as implemented a channel strategy that included a distributor model.

In 2001, Mr. Berkowitz left IBM to expand his expertise in the software realm, becoming Divisional Vice President of Sales for PTC. While in this first position for 15 months, Mr. Berkowitz led a new sales division (General Business Group), established a comprehensive channel strategy, and achieved impressive fiscal year 2002 results, including a 60% increase in Total Revenue, 288% increase in Channel Revenue, and an 18% reduction in expenses. This success led him to a two-year assignment in Tokyo, Japan as Divisional Vice President and General Manager, Asia Pacific, where he was responsible for the company's software sales, services, maintenance, and profit in the region. It was there that, once again, he built a high performance sales team that contributed to revenue and profit growth each year. Other contributing factors included launching several new product lines and establishing strategic partnerships with system integrators and resellers.

During 2005 to 2010, Mr. Berkowitz was back at PTC headquarters as Divisional Vice President of Worldwide Sales Operations. Throughout this final tenure at PTC before recruitment back to IBM, Mr. Berkowitz helped to lead the successful integration of five companies and held responsibility for the Product Sales Group (PSG), a new organization focused on driving sales amongst a select segment. He also managed and expanded the inside sales organization in the US, Europe and Asia, and managed the I-Center for presales technical/business development resources.

Commenting on his appointment, Mr. Berkowitz said, "I'm truly thrilled to be on board. Mindteck has a solid platform from which many exciting opportunities can take shape. For instance, building upon their strong partnerships and alliances hold much promise, as do their Cloud initiative, and their focus on Industries such as Life Sciences, Smart Energy, and Semiconductors. I look forward to building upon the momentum in the marketplace, and to continuing to provide value to our clients throughout the world."

Mr. Berkowitz holds a B.S. in Business Logistics from Pennsylvania State University. In the near future, he plans to move from Connecticut back to his home state of Pennsylvania where Mindteck's headquarters is located.

#### About Mindteck

Mindteck, a global product engineering and IT solutions company, provides end-to-end services to a Global 2000 and public sector clientele. Its depth of knowledge, expertise and focus in key industry sectors, such as Life Sciences, Smart Energy, Financial Services, Public Sector and Semiconductors is supported by dedicated, innovation-led and technology-specific Centers of Excellence. Presently, the company's employee count is over 1,000 throughout offices and development centers in India, the US, UK, Germany, Netherlands, Singapore, Malaysia and Bahrain. Mindteck (India) Limited is listed on the Bombay Stock Exchange (BSE 517344). [www.mindteck.com](http://www.mindteck.com)

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