



Mindtree

Welcome to possible

MAKE
DIGITAL



Investor Presentation

July 2016

Safe Harbor

Certain statements in this release concerning our future growth prospects are 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. Mindtree 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.

Mindtree at a glance

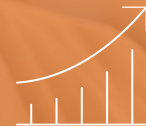
We engineer meaningful technology solutions to help businesses and societies flourish.



\$715 M
FY 16 Revenue



16,623
Mindtree Minds



22.5%
FY16 growth

65%
US

25%
Europe

10%
APAC



42 | **17**
offices | countries



Top 7
IT company in India

Offerings

Travel, Transportation
& Hospitality

CPG, Retail &
Manufacturing

Banking, Financial
Services & Insurance

Technology &
Media

Solution Architecture - Central Architecture Group

Digital
(e-commerce,
Marketing, Mobile,
Cloud)

Data-
warehouse
& Analytics

ERP
(SAP, Oracle)

EAI
(BPM, SOA)

Engineering
R&D

Independent
Testing

Infrastructure
Management

Mainframe &
Midrange

Project & Program Management

Agile Application Development &
Maintenance

Managed Services

Application Maintenance Services

Solution Excellence with Challenging Engagements

Identity for 1.2 billion people

One of world's largest big data implementation. World's largest citizen identification program.

100 million passengers fly safe

Flight planning system. 180+airlines.
15000+ flight plans.

Managed \$1.5 Billion trade spend

Trade promotion management & optimization. 30+ countries.

Saved \$60 Million in reinsurance costs

Improved underwriting practice efficiency.
Next generation global exposure solution.
40 million customers in 160 countries.



Consumer Goods Giant Engaging with Consumers Faster and Better Across all Digital Channels



Unified Digital
Marketing platform

70 unique brands
182 countries
1600 digital properties

40% cost savings
50% less time-to-
market

Acquisitions in 2015-16



#1 SAP HANA implementation partner



#1 Duck Creek implementation partner



Relational Solutions
a Mindtree company

Leader in demand signal repository &
trade promotion analytics



Platinum Salesforce implementation partner



Q1 FY17 key metrics

Highlights – First quarter ended June 30, 2016

Key financial metrics

In \$ million	Q1 FY16	Q4 FY16	Q1 FY17	Q-o-Q growth	Y-o-Y growth
Revenue	154.3	195.0	199.0	2%	29%
EBITDA	26.4	32.5	29.2	(10.2)%	10.8%
EBITDA %	17.1%	16.7%	14.7%		
PAT	20.3	19.6	18.5	(5.8)%	(8.7)%
PAT %	13.1%	10.1%	9.3%		
Diluted EPS (Rs)	7.63	7.91	7.35	(7.1)%	(3.7)%

The financial results above are in accordance with Ind AS (largely similar to IFRS). In line with the requirements for first time adoption of the new accounting standards, the financials for the prior periods have been restated

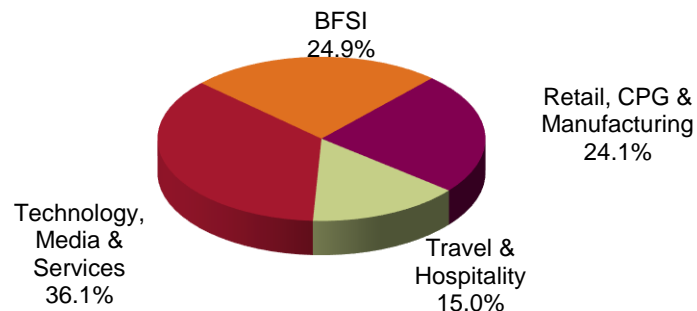
- Technology and Media Services grew by 4.2% Q-o-Q and 31.5% Y-o-Y. BFSI grew by 4% Q-o-Q and 19.3% Y-o-Y
- Digital business grew by 5.2% Q-o-Q & 47.8% Y-o-Y;
- \$10 Mn clients have grown by 1, taking the total count to 16

High quality and diversity of revenues

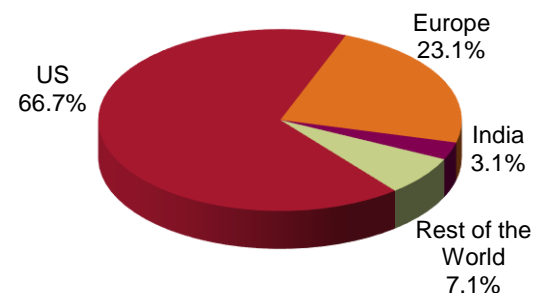
Client Contribution			
	Q1 FY16	Q4 FY16	Q1 FY17
Top Client	10.8%	11.6%	13.1%
Top 5 Clients	32.9%	29.5%	29.6%
Top 10 Clients	48.3%	42.6%	42.6%

Client Details			
	Q1 FY16	Q4 FY16	Q1 FY17
\$1MM+	88	101	98
\$5MM+	28	31	31
\$10MM+	13	15	16
\$25MM+	6	6	5
\$50MM+	2	2	2

By Industry



By Geography



Other operating metrics

Revenue by Project Type

	Q1 FY16	Q4 FY16	Q1 FY17
Fixed Cost, Fixed Monthly	48.9%	47.7%	48.7%
Time & Materials	51.1%	52.3%	51.3%

Utilization

	Q1 FY16	Q4 FY16	Q1 FY17
Including Trainees	70.3%	69.4%	71.4%
Excluding Trainees	71.9%	70.6%	72.0%

Revenue Mix (Revenue)

	Q1 FY16	Q4 FY16	Q1 FY17
Onsite	48.0%	57.6%	59.5%
Offshore	52.0%	42.4%	40.5%

Revenue Mix (Effort)

	Q1 FY16	Q4 FY16	Q1 FY17
Onsite	18.6%	22.3%	22.9%
Offshore	81.4%	77.7%	77.1%

People

Key people metrics

	Q1 FY16	Q4 FY16	Q1 FY17
Total Mindtree Minds	14,427	16,623	16,110
Gross Addition	900	1,020	210
Attrition (Last Twelve Months)	18.4%	15.7%	16.5%
Experience (0-3 years)	25.4%	27.5%	25.6%
Average Experience (years)	6.5	6.6	6.8

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