



# Mindtree

*Welcome to possible*

# MAKE DIGITAL



## Investor Presentation

January 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

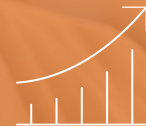
We engineer meaningful technology solutions to help businesses and societies flourish.



**\$584M**  
FY 15 Revenue



**16,243**  
Mindtree Minds



**16.4%**  
FY15 growth

**64%** | **26%** | **10%**  
US | Europe | APAC



**37** | **14**  
offices | countries



**Top 7**  
IT company in India

# Breadth & Depth of Offerings

CPG / Retail /  
Manufacturing

Travel & Transportation

Banking, Financial  
Services & Insurance

Technology & Media

Solution Architecture - Central Architecture Group

Digital  
(e-commerce,  
Marketing, Mobile)

Data-  
warehouse  
& Analytics

ERP  
(SAP, Oracle)

EAI  
(BPM, SOA)

Engineering  
R&D

Independent  
Testing

Infrastructure  
Management

Mainframe  
& Midrange

Cloud

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.



# Mindtree Acquires Magnet 360, a Salesforce Platinum Partner

Specializes in Salesforce cloud solutions for sales, service and marketing

- Based in Minneapolis, MN, Salesforce partner since 2004
- 100+ Salesforce Certified Experts
- Fits well in our Digital theme of enabling clients to **digitize their value chain**

 magnet 360

 **salesforce** platinum  
cloud alliance  
partner  
Salesforce Partner since 2004





## Q3 FY16 key metrics

# Highlights – Third quarter ended December 31, 2015

Key financial metrics					
In \$ million	Q3 FY15	Q2 FY16	Q3 FY16	Q-o-Q growth	Y-o-Y growth
Revenue	147.7	180.3	184.4	2.3%	24.8%
EBITDA	30.2	33.4	32.6	(2.3%)	7.7%
EBITDA %	20.5%	18.5%	17.7%		
PAT	22.8	24.3	22.8	(5.9%)	0.2%
PAT %	15.4%	13.5%	12.4%		
Diluted EPS (Rs)	16.74	18.82	17.95	(4.6%)	7.2%

- Revenue growth of 2.3% Q-o-Q, 24.8% Y-o-Y in Dollar terms. Constant Currency growth of 3% Q-o-Q. Excluding acquisitions during the year, revenue growth of 3.4% Q-o-Q, 17.3% Y-o-Y, constant currency growth of 4% Q-o-Q.
- BFSI increased by 4.1% Q-o-Q and 33.4% Y-o-Y., Travel and Hospitality increased by 15.5% Q-o-Q, 20.5% Y-o-Y.
- Gross Addition of 1,306 people in the Quarter.

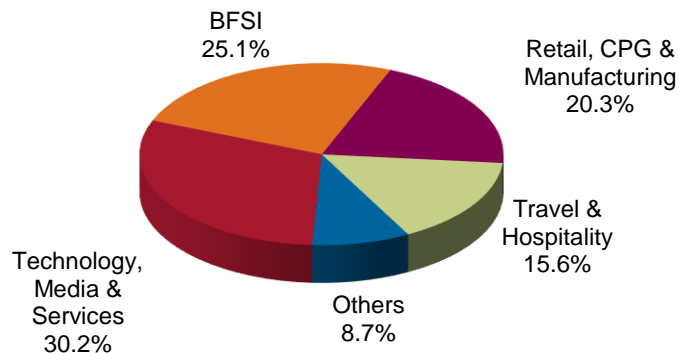


# High quality and diversity of revenues

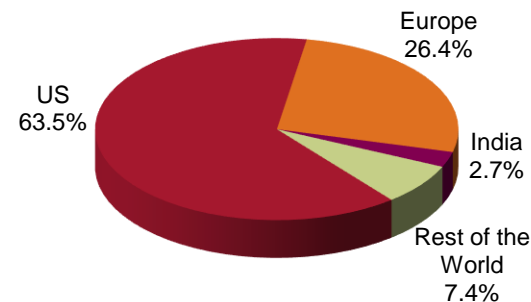
Client Contribution			
	Q3 FY15	Q2 FY16	Q3 FY16
Top Client	9.6%	10.7%	10.9%
Top 5 Clients	32.5%	31.8%	32.1%
Top 10 Clients	48.1%	45.5%	46.2%

Client Details			
	Q3 FY15	Q2 FY16	Q3 FY16
\$1MM+	83	92	93
\$5MM+	27	29	29
\$10MM+	13	13	13
\$25MM+	5	6	5
\$50MM+	1	2	2

## By Industry



## By Geography



## Other operating metrics

### Revenue by Project Type

	Q3 FY15	Q2 FY16	Q3 FY16
Fixed Cost, Fixed Monthly	46.5%	49.7%	50.0%
Time & Materials	53.5%	50.3%	50.0%

### Utilization

	Q3 FY15	Q2 FY16	Q3 FY16
Including Trainees	71.8%	71.4%	68.5%
Excluding Trainees	74.2%	73.3%	69.9%

### Revenue Mix (Revenue)

	Q3 FY15	Q2 FY16	Q3 FY16
Onsite	45.8%	52.4%	54.5%
Offshore	54.2%	47.6%	45.5%

### Revenue Mix (Effort)

	Q3 FY15	Q2 FY16	Q3 FY16
Onsite	18.2%	20.0%	21.1%
Offshore	81.8%	80.0%	78.9%

# People

## Key people metrics

	Q3 FY15	Q2 FY16	Q3 FY16
Total Mindtree Minds	13,323	15,582	16,243
Gross Addition	1,016	1,801	1,306
Attrition (Last Twelve Months)	18.1%	17.1%	16.0%
Experience (0-3 years)	25.5%	26.5%	27.7%
Average Experience (years)	6.3	6.5	6.5



*“Let’s unleash  
possibilities”*



Mindtree