



Mindtree

Welcome to possible

MAKE
DIGITAL



Investor Presentation

April 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

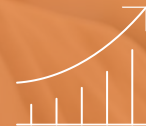
We engineer meaningful technology solutions to help businesses and societies flourish.



\$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

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.



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

Recent Acquisitions



#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



Q4 FY16 key metrics

Highlights – Fourth quarter and Year ended March 31, 2016

| Key financial metrics | | | | | | | | |
|-----------------------|---------|---------|---------|--------------|--------------|-------|-------|--------------|
| In \$ million | Q4 FY15 | Q3 FY16 | Q4 FY16 | Q-o-Q growth | Y-o-Y growth | FY 15 | FY 16 | Y-o-Y Growth |
| Revenue | 147.8 | 184.4 | 195.6 | 6.1% | 32.3% | 583.8 | 715.2 | 22.5% |
| EBITDA | 28.7 | 32.6 | 33.4 | 2.4% | 16.1% | 116.2 | 126.7 | 9.0% |
| EBITDA % | 19.5% | 17.7% | 17.1% | | | 19.9% | 17.7% | |
| PAT | 20.7 | 22.8 | 23.0 | 0.6% | 11.1% | 87.9 | 92.0 | 4.7% |
| PAT % | 14% | 12.4% | 11.7% | | | 15.1% | 12.9% | |
| Diluted EPS (Rs) | 7.66 | 8.97 | 9.27 | 3.3% | 21% | 31.94 | 35.89 | 12.4% |

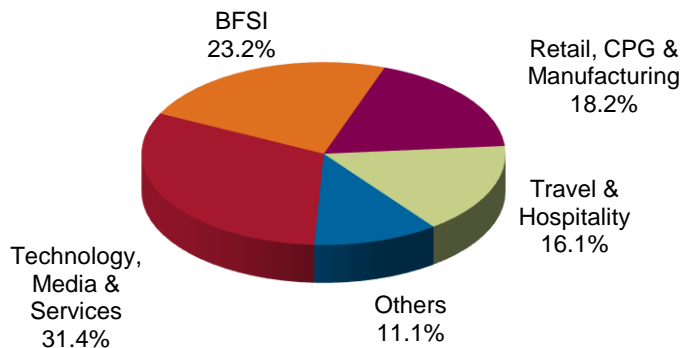
- Revenue growth of 22.5% in FY 16, constant currency growth of 26%. Excluding acquisitions during the year, revenue growth of 15.4%, constant currency growth of 18.6%.
- Technology and Media Services grew by 10.2% Q-o-Q and 27.4% Y-o-Y., Travel and Hospitality grew by 9% Q-o-Q, 33.1% Y-o-Y. All verticals posted double digit growth for the year.
- Digital business grew by 13.3% Q-o-Q & 58.2% Y-o-Y; For the full year digital grew by 37.6%

High quality and diversity of revenues

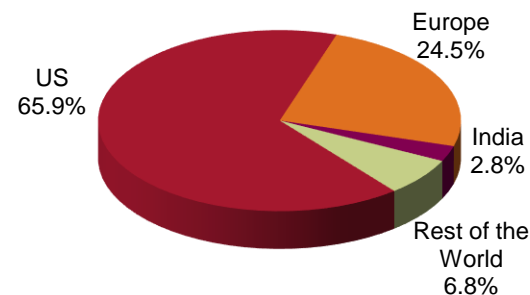
| Client Contribution | | | |
|---------------------|---------|---------|---------|
| | Q4 FY15 | Q3 FY16 | Q4 FY16 |
| Top Client | 10.1% | 10.9% | 11.7% |
| Top 5 Clients | 32.3% | 32.1% | 29.7% |
| Top 10 Clients | 47.3% | 46.2% | 42.7% |

| Client Details | | | |
|----------------|---------|---------|---------|
| | Q4 FY15 | Q3 FY16 | Q4 FY16 |
| \$1MM+ | 88 | 93 | 101 |
| \$5MM+ | 28 | 29 | 31 |
| \$10MM+ | 14 | 13 | 15 |
| \$25MM+ | 6 | 5 | 6 |
| \$50MM+ | 1 | 2 | 2 |

By Industry



By Geography



Other operating metrics

| Revenue by Project Type | | | |
|---------------------------|---------|---------|---------|
| | Q4 FY15 | Q3 FY16 | Q4 FY16 |
| Fixed Cost, Fixed Monthly | 46.5% | 50.0% | 47.7% |
| Time & Materials | 53.5% | 50.0% | 52.3% |

| Utilization | | | |
|--------------------|---------|---------|---------|
| | Q4 FY15 | Q3 FY16 | Q4 FY16 |
| Including Trainees | 70.2% | 68.5% | 69.4% |
| Excluding Trainees | 71.1% | 69.9% | 70.6% |

| Revenue Mix (Revenue) | | | |
|-----------------------|---------|---------|---------|
| | Q4 FY15 | Q3 FY16 | Q4 FY16 |
| Onsite | 47.1% | 54.5% | 57.6% |
| Offshore | 52.9% | 45.5% | 42.4% |

| Revenue Mix (Effort) | | | |
|----------------------|---------|---------|---------|
| | Q4 FY15 | Q3 FY16 | Q4 FY16 |
| Onsite | 18.5% | 21.1% | 22.3% |
| Offshore | 81.5% | 78.9% | 77.7% |

People

Key people metrics

| | Q4 FY15 | Q3 FY16 | Q4 FY16 |
|--------------------------------|---------|---------|---------|
| Total Mindtree Minds | 14,202 | 16,243 | 16,623 |
| Gross Addition | 1,517 | 1,306 | 1,020 |
| Attrition (Last Twelve Months) | 18.2% | 16.0% | 15.7% |
| Experience (0-3 years) | 25.3% | 27.7% | 27.5% |
| Average Experience (years) | 6.3 | 6.5 | 6.6 |

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