Mindtree
Welcome to possible

Investor Presentation
April 2017

Agile | Digital | Enterprise Applications | Managed Services

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.
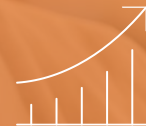
Mindtree at a glance

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

$780 M
FY 17 Revenue

16,470
Mindtree Minds

9.4%
FY17 growth

70% US | **21**% Europe | **9**% APAC

42 offices | **17** countries

Top 7
IT company in India, Fortune

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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

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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.
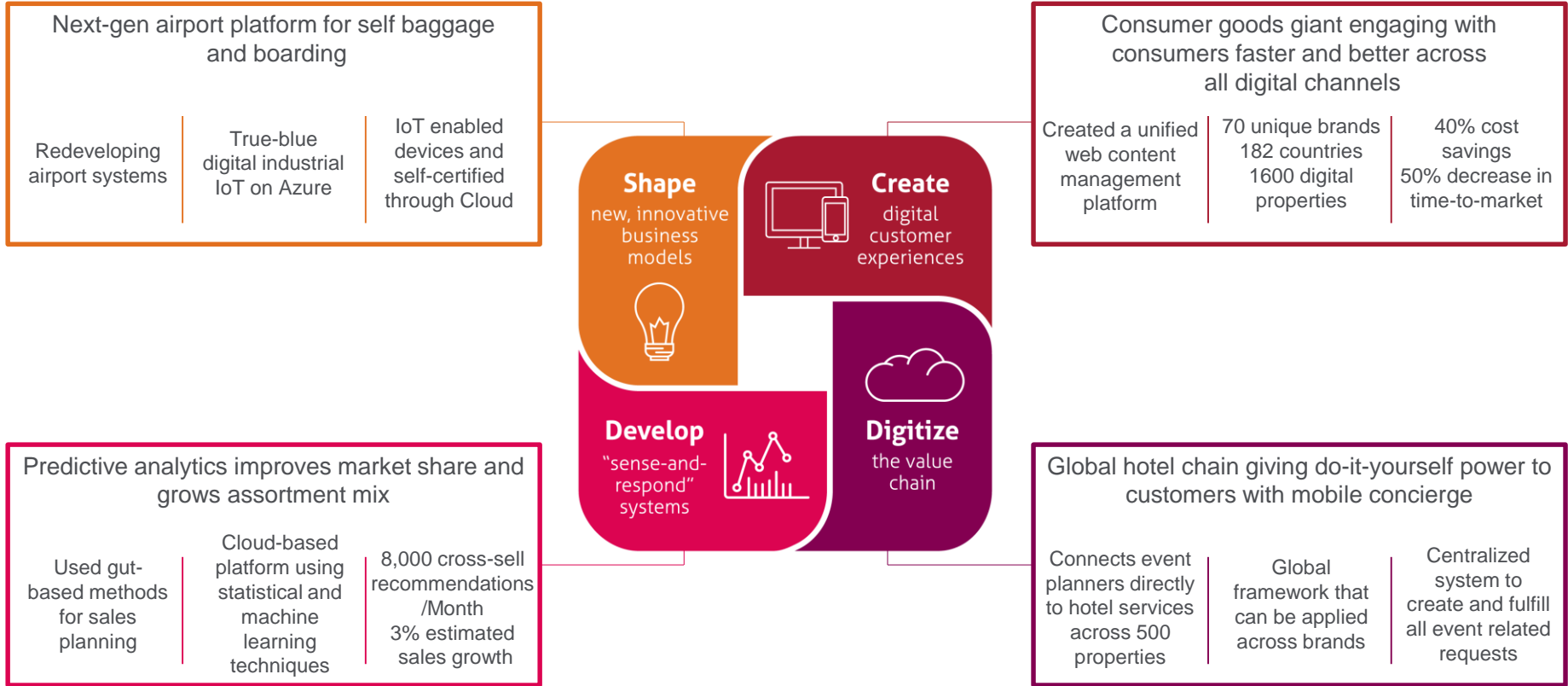
Managed $1.5 Billion trade spend
Trade promotion management & optimization. 30+ countries.

Saved $60 Million in reinsurance costs
Improved underwriting practice efficiency. Next generation global exposure solution. 40 million customers in 160 countries.

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Make Digital Real – Delivering Unique Value to Clients

Next-gen airport platform for self baggage and boarding

Redeveloping airport systems	True-blue digital industrial IoT on Azure	IoT enabled devices and self-certified through Cloud

Consumer goods giant engaging with consumers faster and better across all digital channels

Created a unified web content management platform	70 unique brands 182 countries 1600 digital properties	40% cost savings 50% decrease in time-to-market

Predictive analytics improves market share and grows assortment mix

Used gut-based methods for sales planning	Cloud-based platform using statistical and machine learning techniques	8,000 cross-sell recommendations /Month 3% estimated sales growth

Global hotel chain giving do-it-yourself power to customers with mobile concierge

Connects event planners directly to hotel services across 500 properties	Global framework that can be applied across brands	Centralized system to create and fulfill all event related requests

Shape new, innovative business models

Create digital customer experiences

Develop "sense-and-respond" systems

Digitize the value chain

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Q4 FY17 key metrics

Highlights – Fourth quarter & year ended March 31, 2017

Key financial metrics								
In $ million	Q4 FY16	Q3 FY17	Q4 FY17	Q-o-Q growth	Y-o-Y growth	FY 16	FY 17	Y-o-Y growth
Revenue	195	192.2	195.6	1.8%	0.3%	712.7	779.8	9.4%
EBITDA	32.5	25.8	27.7	7.4%	(14.6)%	125.2	106.9	(14.6)%
EBITDA %	16.7%	13.4%	14.2%			17.6%	13.7%	
PAT	19.5	15.3	14.4	(5.6)%	(25.9)%	84.3	62.3	(26.0)%
PAT %	10.0%	8.0%	7.4%			11.8%	8.0%	
Diluted EPS ₹	7.89	6.13	5.77	(5.9)%	(26.9)%	32.87	24.89	(24.3)%

The financial results above are in accordance with Ind AS (largely similar to IFRS) for the quarter & year ended March 31, 2017. Accordingly the figures for previous periods have been restated in accordance with Ind AS.
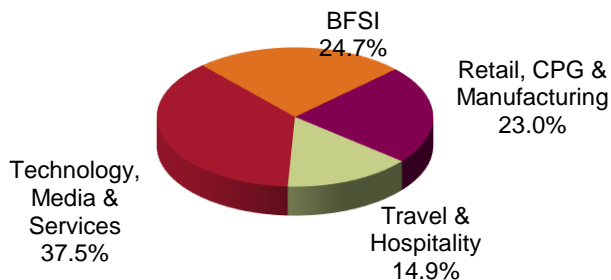
- Constant Currency Revenue growth of 11.2% in FY 17; 9.4% in reported terms

- Strong contract closures of $926 Mn during the year FY 17

- In FY 17 - Digital grew by 18.3%; Technology, Media & Services grew by 16.5%; Retail, CPG & Manufacturing grew by 6.9%; BFSI grew by 5.1%; Travel & Hospitality grew by 4.6%

- Quarterly Annualized Attrition is at 13.2% which is the best since 2014

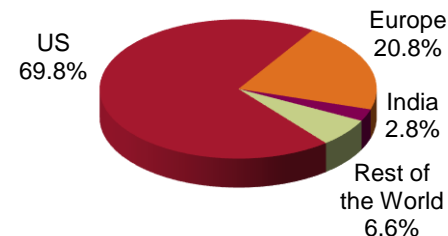Mindtree

High quality and diversity of revenues

Client Contribution

	Q4 FY16	Q3 FY17	Q4 FY17
Top Client	11.6%	14.1%	14.3%
Top 5 Clients	29.5%	30.1%	30.7%
Top 10 Clients	42.6%	42.3%	41.9%

Client Details

	Q4 FY16	Q3 FY17	Q4 FY17
$1MM+	101	106	111
$5MM+	31	30	30
$10MM+	15	17	16
$25MM+	6	4	4
$50MM+	2	1	1
$100MM+	-	1	1

By Industry

BFSI 24.7%
Retail, CPG & Manufacturing 23.0%
Technology, Media & Services 37.5%
Travel & Hospitality 14.9%

By Geography

US 69.8%
Europe 20.8%
India 2.8%
Rest of the World 6.6%

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Other operating metrics

Revenue by Project Type			
	Q4 FY16	**Q3 FY17**	**Q4 FY17**
Fixed Cost, Fixed Monthly	47.7%	52.5%	52.8%
Time & Materials	52.3%	47.5%	47.2%

Utilization			
	Q4 FY16	**Q3 FY17**	**Q4 FY17**
Including Trainees	69.4%	71.3%	70.9%
Excluding Trainees	70.6%	72.3%	72.7%

Revenue Mix (Revenue)			
	Q4 FY16	**Q3 FY17**	**Q4 FY17**
Onsite	57.6%	60.2%	60.5%
Offshore	42.4%	39.8%	39.5%

Revenue Mix (Effort)			
	Q4 FY16	**Q3 FY17**	**Q4 FY17**
Onsite	22.3%	23.5%	24.4%
Offshore	77.7%	76.5%	75.6%

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People

Key people metrics			
	Q4 FY16	**Q3 FY17**	**Q4 FY17**
Total Mindtree Minds	16,623	16,099	16,470
Gross Addition	1,020	470	914
Attrition (Last Twelve Months)	15.7%	16.1%	15.1%
Experience (0-3 years)	27.5%	23.2%	26.1%
Average Experience (years)	6.6	7.1	7.1

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