



Mindtree

*Welcome to possible*

# Investor Presentation

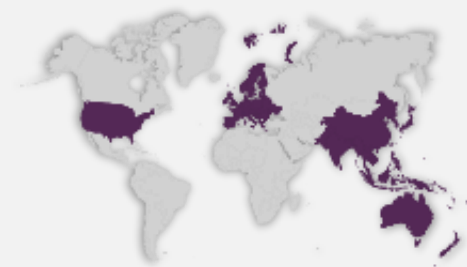
July 2018

Make Digital Real | Execute Smart

# 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



**19,000**

Mindtree Minds

**400+** Bots

**\$846 M**

Annual Revenue

**73%** US

**20%** Europe

**7%** APAC

**339**

Active Clients

**14** of Fortune 100

**43** Offices

**17** Countries

# Offerings

Travel, Transportation  
& Hospitality

CPG, Retail &  
Manufacturing

Banking, Financial  
Services & Insurance

Hi-Tech & 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

# Our Strategy



## Consulting-First

Driving Competitive Business Advantage



## Focused Innovation for Run and Grow

Driving Competitive Business Advantage



## Digital Packages & Platforms

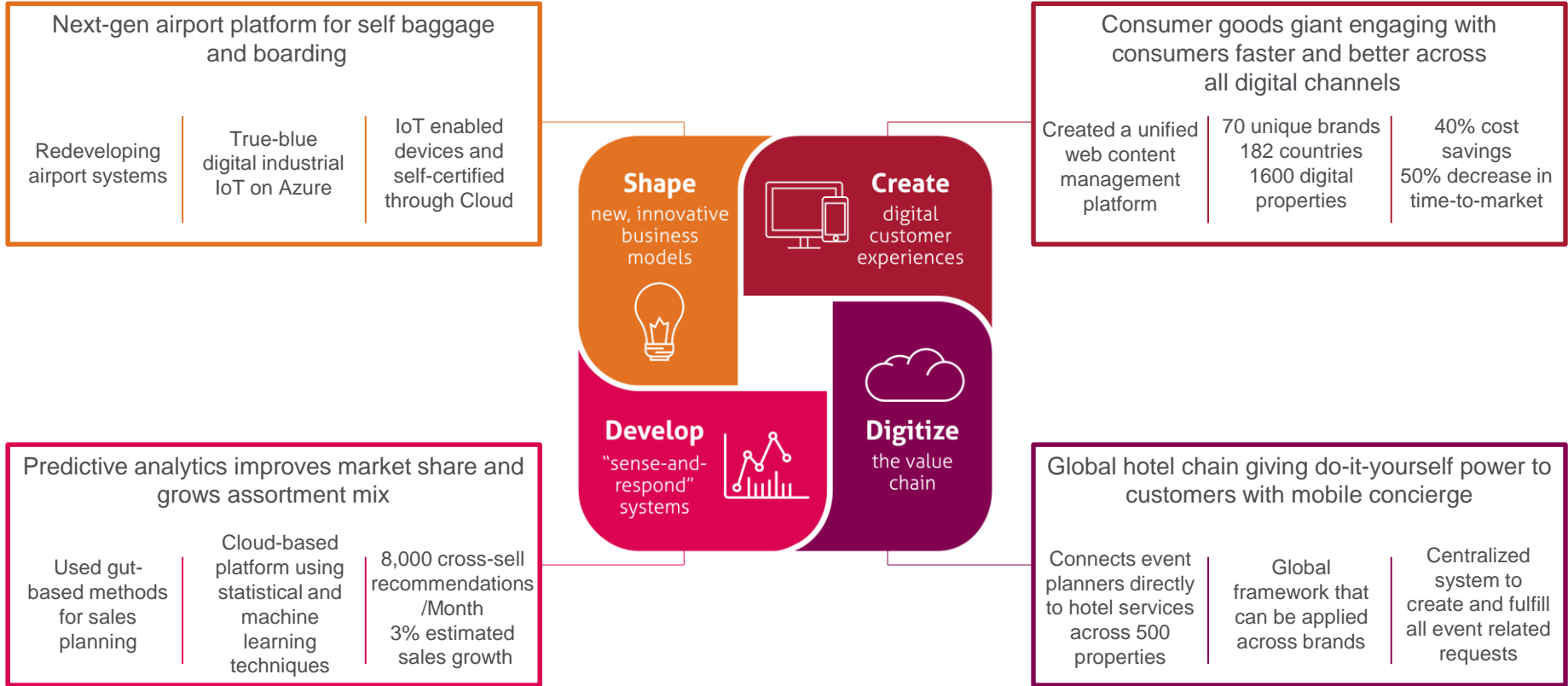
Leadership in a core set of winning packaged applications



## Automation

Balancing Automation with Talent Transformation

# Make Digital Real – Delivering Unique Value to Clients



# Recognitions



“Rising Star” in  
Public Cloud  
Infrastructure  
Consulting and  
Implementation  
Services



Among the Large  
System Integrators  
for Agile and  
DevOps services



Leader in  
Continuous Testing  
Services in the  
Digital space



Adobe  
Experience  
Business Award  
for excellence in  
Omnichannel  
Experience  
Management



Leader in the  
Zinnov Zones for  
Product  
Engineering  
Services 2017



SAP Gold Quality  
Award in workforce  
planning using SAP  
Business Planning  
& Consolidation  
suite



# Q1 FY19 key metrics



# Highlights – First quarter ended June 30, 2018

Key financial metrics					
In \$ million	Q1 FY18	Q4 FY18	Q1 FY19	Q-o-Q growth	Y-o-Y growth
Revenue	200.1	226.2	241.5	6.8%	20.7%
EBITDA	22.3	36.4	34.0	(6.5)%	52.9%
EBITDA %	11.1%	16.1%	14.1%		
PAT	18.9	28.2	23.3	(17.2)%	23.5%
PAT %	9.4%	12.4%	9.6%		
Diluted EPS ₹	7.23	11.08	9.62	(13.2)%	33.0%

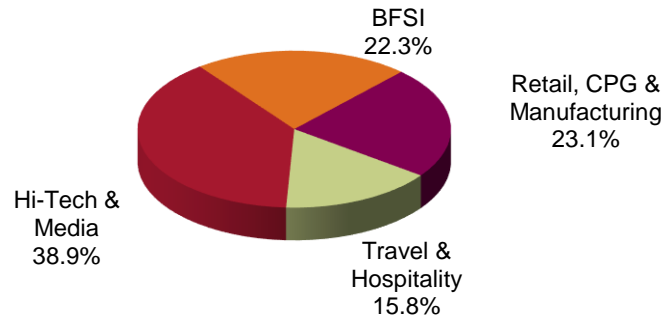
- Strong start to the year with \$15 Mn Incremental revenues in Q1 making it the best incremental growth since the last 11 quarters; Constant Currency growth of 8.2% q-o-q
- All-round good performance across verticals - Hi-Tech and Media grew 9.3% q-o-q; Travel and Hospitality grew by 6%; BFSI grew by 5%; Retail CPG and Manufacturing grew by 4.9%
- Digital business grew by 12.6% q-o-q and 35.4% y-o-y
- Last Twelve Months attrition further reduced to 12.2%
- Utilization(Including Trainees) has improved by 160 basis points to 75.4%

# High quality and diversity of revenues

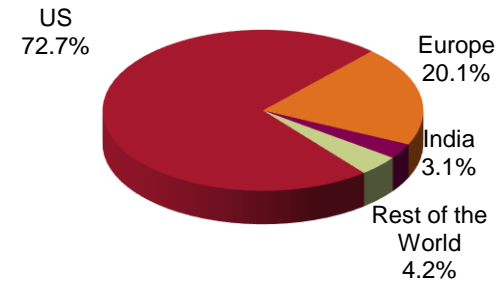
Client Contribution			
	Q1 FY18	Q4 FY18	Q1 FY19
Top Client	15.3%	17.8%	19.4%
Top 5 Clients	30.1%	32.0%	32.3%
Top 10 Clients	41.5%	43.7%	43.5%

Client Details			
	Q1 FY18	Q4 FY18	Q1 FY19
\$1MM+	113	118	117
\$5MM+	33	38	39
\$10MM+	16	17	19
\$25MM+	3	4	4
\$50MM+	1	1	1
\$100MM+	1	1	1

## By Industry



## By Geography



# Other operating metrics

Revenue by Project Type			
	Q1 FY18	Q4 FY18	Q1 FY19
Fixed Cost, Fixed Monthly	52.9%	56.8%	56.4%
Time & Materials	47.1%	43.2%	43.6%

Utilization			
	Q1 FY18	Q4 FY18	Q1 FY19
Including Trainees	73.2%	73.8%	75.4%
Excluding Trainees	73.8%	75.2%	76.3%

# Mindtree Minds

Employee Metrics			
	Q1 FY18	Q4 FY18	Q1 FY19
Total Mindtree Minds	16,561	17,723	18,990
Gross Addition	645	1,102	1,934
Attrition (Last Twelve Months)	14.0%	12.5%	12.2%
Experience (0-3 years)	27.22%	26.86%	27.38%
Average Experience (years)	7.2	7.3	7.2
BOTs*	-	335	406

\*A BOT is defined as a software that acts autonomously, free from any interference, human or otherwise, to perform a significant task which will otherwise be performed by a human. This is a new metric introduced effective Q4FY18

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