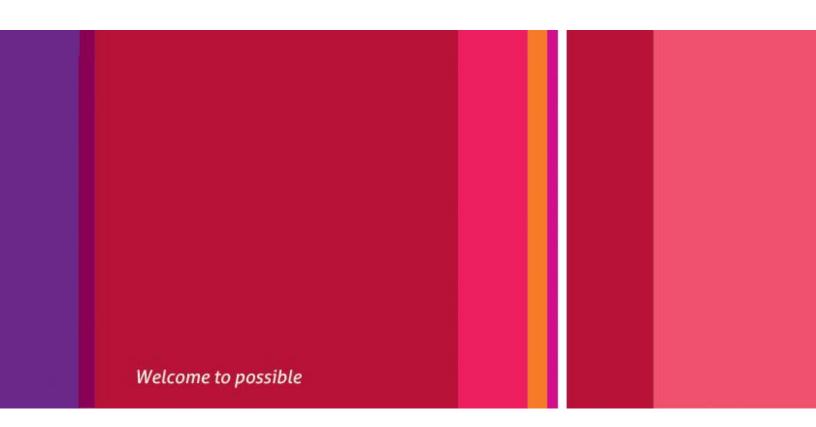


## Mindtree Limited

(NSE: MINDTREE, BSE: 532819)

Earnings release First quarter ended Jun 30, 2019

July 17, 2019





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### **Earnings Conference Call for Analysts / Investors**

### July 17, 2019 (5:30 PM IST)

Mindtree Limited will announce its financial results for the first quarter ended Jun 30, 2019 on Wednesday, July 17, 2019. The financial results will also be available in the investor section of the company's website <a href="https://www.mindtree.com/about/investors">https://www.mindtree.com/about/investors</a>

Tele conference call for investor and analyst community is on Wednesday, July 17, 2019 at 5.30 p.m. IST.

Replay of conference call available until Jul 31, 2019 +91 22 71945757 +91 22 66635757 (Playback id: 230712#)

Transcript will be available on www.mindtree.com after July 22, 2019

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### Mindtree reports 10.3% y-o-y Revenue growth

Bangalore (India) and Warren (NJ), July 17, 2019: Mindtree, a global technology services and Digital transformation company, guiding it's clients to achieve faster business outcomes, announced its consolidated results today for the first quarter ended June 30, 2019 as approved by its board of directors.

"We have delivered stable results in the face of many uncertainties, reflecting the unique strengths of Mindtree", said "Rostow Ravanan, CEO & Managing Director, Mindtree. "This quarter saw us achieve an all-time high contract closures which sets the pace for the rest of the year. While the external factors pose some challenges, nonetheless our focussed strategy and strong client relationships make us confident of delivering above Industry growth rates in FY 20 as well."

### Key financial highlights:

### Quarter ended June 30, 2019

- In USD:
  - Revenue at \$264.2 million (growth of 0.8% q-o-q / 9.4% y-o-y)
     Constant Currency growth of 1.1% q-o-q / 10.3% y-o-y
  - Net profit at \$13.4 million (decline of 52.7% q-o-q/ 42.7% y-o-y)
- In INR:
  - Revenue at ₹ 18,342 million (decline of 0.3% q-o-q / growth of 11.9% y-o-y)
  - Net profit at ₹ 927 million (decline of 53.3% q-o-q / 41.4% y-o-y)

### Other highlights:

- Clients:
  - o 346 active clients as of June 30, 2019
  - \$5 million clients grow by 1, total of 46
- People:
  - 20,935 Mindtree Minds as of June 30, 2019
  - Trailing 12 months attrition is 15.1%

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### BOTs\*:

- Automation is playing a significant role in modernizing our technology service delivery, enhancing both efficiency and speed-to-results for our clients. We are proud to report our BOTs strength that autonomously work along-side our Mindtree Minds, enabling our team to do more and accomplish larger goals
- We have 674 BOTs employed as of June 30, 2019

\*Software that acts autonomously, free from any interference, human or otherwise, to perform a significant task which will otherwise be performed by a human

Multi-year and multi-million dollar wins with leading global clients:

### New Clients:

- Mindtree signed a new contract with a leading Retail player in Consumer Electronics & Wireless Services to provide Scalable end to end managed services and drive Automation & Self Service ticketing
- Mindtree will be supporting to manage the Global key enterprise applications for a German automotive manufacturing company
- For a leading Insurance provider in North America, Mindtree will be managing their Policy & Billing platform implementation in Agile environment

### **Existing Clients:**

- Mindtree will provide Network Engineering & Operations on Azure platform for an existing
   Global leader in computer software and technology
- Mindtree will be providing Application Development Services in Data & Personalization initiatives for an existing leading player in Hospitality industry of North America

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### • Recognition:

- Mindtree received 'Best Compliance Framework of the Year' at the Compliance Leadership
   Summit & Awards 2019, hosted by UBS Forums
- Magnet360, the Mindtree Salesforce practice, has been named a Leader in the USA and a Rising Star in Germany in Professional Services for Salesforce Sales and Service Cloud in the U.S. ISG Provider Lens™ 2019 Salesforce Ecosystem Quadrant Study
- Mindtree has been recognized by Information Services Group (ISG), a leading global technology research and advisory firm, for its role in two of the top 25 examples of digital transformation in 2019, as featured in the newly published ISG book Digital Excellence: 25 Winning Partnerships

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### **About Mindtree**

Mindtree [NSE: MINDTREE] is a global IT consulting and services company which helps clients across 18 countries achieve business agility, competitive edge, and growth. We harness the power of Continuous Delivery, our digital expertise, industry knowledge, and research in emerging technologies to drive efficiencies and enable business innovation for over 346 clients.

Mindtree is consistently regarded as one of the best places to work. This is a reflection of our entrepreneurial, collaborative and dedicated "Mindtree Minds" who embody the winning culture that defines our commitment to excellence, innovation, and co-creation.

To learn more about us, visit www.mindtree.com or follow us @Mindtree Ltd

#### Safe harbour

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 our actual results to differ materially from those in such forward-looking statements. We do not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.

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### **Key Financial Metrics**

				Growt	th (%)
(₹ million)	Q1 FY2019	Q4 FY2019	Q1 FY2020	Q-o-Q	Y-o-Y
Revenue	16,395	18,394	18,342	(0.3)%	11.9%
EBITDA	2,310	2,803	1,841	(34.3)%	(20.3)%
Net Profit	1,582	1,984	927	(53.3)%	(41.4)%
Diluted EPS (Rs.)	9.62	12.05	5.64	(53.2)%	(41.4)%

					h (%)
(\$ million)	Q1 FY2019	Q4 FY2019	Q1 FY2020	Q-o-Q	Y-o-Y
Revenue	241.5	262.0	264.2	0.8%	9.4%
EBITDA	34.0	39.9	26.5	(33.6)%	(22.1)%
Net Profit	23.3	28.2	13.4	(52.7)%	(42.7)%

Rupee Dollar Rate	Q1 FY2019	Q4 FY2019	Q1 FY2020
Period Closing rate	68.45	69.18	68.94
Period Average rate	67.89	70.22	69.43

Hedges outstanding at 30-Jun-19		
Currency	Value	Avg. Rate/INR
USD	54.0	70.56
EURO	1.0	79.55
GBP	0.5	92.92

Total hedges outstanding in USD terms is 55.8M at an average ₹ rate of 70.58. These are fair value hedges expiring within 30-Sep-19.

### **Key Ratios**

Key Ratios	Q1 FY2019	Q4 FY2019	Q1 FY2020
EBITDA Margin (%)	14.1%	15.2%	10.0%
Effective Tax Rate (%)	26.8%	25.6%	26.6%
Net Profit Margin (%)	9.6%	10.8%	5.1%
ROCE (%)	29.1%	32.9%	15.4%
DSO (Days)	67	70	66

Effective Tax Rate = Tax / PBT

ROCE = EBIT / Average Capital Employed. ROCE is annualized

### **Key Performance Highlights**

- All time high deal closures of \$324M
- Utilization including trainees has improved to 77.2% in Q1 from 75.3% in previous quarter
- Improvement of 4 days in DSO
- Strong Cash flow conversions, EBITDA to operating cash flow conversion at 103.7% and to free cash flow is at 73.8%

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### **Key Revenue Metrics**

Revenue by Geography	Q1 FY2019	Q4 FY2019	Q1 FY2020
US	72.7%	73.6%	73.7%
Europe	20.1%	18.5%	17.8%
India	3.1%	3.7%	4.1%
Rest of the World	4.2%	4.2%	4.4%
Total	100.0%	100.0%	100.0%

Revenue by Industry	Q1 FY2019	Q4 FY2019	Q1 FY2020
Hi-Tech & Media	38.9%	39.6%	39.4%
BFSI	22.3%	21.8%	21.6%
Retail, CPG & Manufacturing	23.1%	22.2%	22.2%
Travel & Hospitality	15.8%	16.4%	16.8%
Total	100.0%	100.0%	100.0%

Revenue by Service Offering*	Q1 FY 2019	Q4 FY 2019	Q1 FY 2020
Interactive	21.7%	22.5%	23.9%
Data Science and Engineering services	10.3%	10.9%	10.5%
Cloud Services	2.8%	3.1%	3.3%
Others	0.1%	0.5%	0.3%
Digital	34.9%	37.0%	38.0%
Test Engineering	18.9%	18.4%	18.2%
Package Solutions	9.5%	8.0%	7.4%
Infrastructure Management & Tech Support	23.0%	23.4%	23.8%
ADM and Product Engineering	13.8%	13.2%	12.6%
Total	100.0%	100.0%	100.0%

<sup>\*</sup> Refer note on Service Offering

Revenue by Project Type	Q1 FY2019	Q4 FY2019	Q1 FY2020
Fixed Cost, Fixed Monthly	56.4%	55.9%	55.3%
Time & Materials	43.6%	44.1%	44.7%
Total	100.0%	100.0%	100.0%

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### **Effort and Utilization**

				Grow	th (%)
Metrics	Q1 FY2019	Q4 FY2019	Q1 FY2020	Q-o-Q	Y-o-Y
Billed Hours					
Onsite	1,603,168	1,714,802	1,762,770	2.8%	10.0%
Offshore	5,424,314	6,084,061	6,238,042	2.5%	15.0%
Total	7,027,482	7,798,863	8,000,812	2.6%	13.9%
Fee Revenue (\$ 000)					
Fee Revenue	237,427	258,256	260,339	0.8%	9.7%
Utilization					
Including Trainees	75.4%	75.3%	77.2%	]	
Excluding Trainees	76.3%	77.1%	77.9%	]	

Utilization is calculated as Billed Hours by Available Hours. Available hours does not exclude leave hours.

### **Key Client Metrics**

Metrics	Q1 FY2019	Q4 FY2019	Q1 FY2020
Client Details			
Number of Active clients	339	349	346
New Clients Added	24	15	12
\$1 mn clients	117	120	122
\$5 mn clients	39	45	46
\$10 mn clients	19	23	23
\$25 mn clients	4	4	4
\$50 mn clients	1	1	1
\$100 mn clients	1	1	1

Million Dollar Clients are based on trailing 12 months revenue.

Client Contribution to Revenue	Q1 FY2019	Q4 FY2019	Q1 FY2020
Top Client	19.4%	19.8%	20.1%
Top 5 Clients	32.3%	33.2%	33.6%
Top 10 Clients	43.5%	42.9%	43.0%

Contribution to revenues is based on revenues for the quarter.

Total Contract Value signed(TCV) (USD M)	Q1 FY2019	Q4 FY2019	Q1 FY2020
Renewals	255	158	248
New	51	84	76
Total	306	242	324
Expiring within 1 year	259	218	271
Expiring > 1 year	47	23	53
Digital	139	126	137

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### **Key Employee Metrics**

Mindtree Minds	Q1 FY2019	Q4 FY2019	Q1 FY2020
Total Mindtree Minds	18,990	20,204	20,935
Software Professionals	17,837	19,017	19,681
Sales	242	256	266
Support	911	931	988
Gross Additions	1,934	1,072	1,684
Net Additions	1,267	296	731
Attrition (Last Twelve Months)	12.2%	14.2%	15.1%
Women employees	30%	31%	30%
Nationalities*	60	70	73

<sup>\*</sup>Nationalities represent the count of countries to which Mindtree minds belong to.

BOTs*	406	576	674

<sup>\*</sup>A BOT is defined as a software that acts autonomously, free from any interference, human or otherwise, to perform a significant which will otherwise be performed by a human.

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# Audited Consolidated Financial Results for the Quarter Ended June 30, 2019 (₹ in millions, except per share data)

Rs in million, except per share data				t per share data
Particulars	Quarter ended			Year ended
	June 30, 2019	March 31, 2019	June 30, 2018	March 31, 2019
Revenue from operations	18,342	18,394	16,395	70,215
Other income, net	220	290	279	893
Total income	18,562	18,684	16,674	71,108
Expenses				
Employee benefits expense	12,532	11,504	10,395	44,212
Finance costs (refer note 6)	130	-	28	29
Depreciation and amortisation expense (refer note 6)	669	428	400	1,641
Other expenses	3,969	4,087	3,690	15,358
Total expenses	17,300	16,019	14,513	61,240
Profit before tax	1,262	2,665	2,161	9,868
Tax expense				
Current tax (refer note 8)	354	712	647	2,456
Deferred tax	(19)	(31)	(68)	(129)
Net profit for the period	927	1,984	1,582	7,541
Other comprehensive income:				
A. (i) Items that will not be reclassified to profit or loss	(35)	(7)	(45)	(86)
(ii) Income tax relating to items that will not be reclassified to profit or loss	8	2	11	21
B. Items that will be reclassified to profit or loss	-	-	121	262
Total other comprehensive income	(27)	(5)	87	197
Total comprehensive income for the period	900	1,979	1,669	7,738
Paid up equity share capital (face value Rs. 10/- each)	1,645	1,642	1,640	1,642
Reserves	31,888	31,419	27,067	31,419
Earnings per share (EPS):				
Basic EPS (Rs.)	5.64	12.08	9.65	45.94
Diluted EPS (Rs.)	5.64	12.05	9.62	45.85

#### AUDITED SEGMENT REVENUE AND RESULTS

Rs in million

Particulars		Quarter ended			
	June 30, 2019	March 31, 2019	June 30, 2018	March 31, 2019	
Segment revenue					
Retail, CPG and Manufacturing	4,077	4,076	3,782	15,660	
Banking, Financial Services and Insurance	3,953	4,015	3,655	15,472	
High Technology and Media	7,226	7,290	6,370	27,586	
Travel and Hospitality	3,086	3,013	2,588	11,497	
Total	18,342	18,394	16,395	70,215	
Segment results					
Retail, CPG and Manufacturing	575	674	615	2,579	
Banking, Financial Services and Insurance	190	184	121	628	
High Technology and Media	892	1,560	1,264	5,810	
Travel and Hospitality	184	385	310	1,628	
Total	1,841	2,803	2,310	10,645	
Unallocable					
Expenses	669	428	400	1,641	
Finance costs	130	-	28	29	
Other income	220	290	279	893	
Profit before tax	1,262	2,665	2,161	9,868	

#### Notes on segment information

### Principal segments

The Group is structured into four industry verticals – Retail, CPG and Manufacturing (RCM), Banking, Financial Services and Insurance (BFSI), High Technology and Media (Hi-tech) and Travel and Hospitality (TH). Accordingly, the Group has presented its segment results under these business segments.

#### Segment assets and liabilities

Segregation of assets, liabilities, depreciation and other non-cash expenses into various business segments has not been carried out as the assets are used interchangeably between segments. Accordingly, no disclosure relating to segment assets and liabilities has been made.



# Audited Consolidated Financial Results for the Quarter Ended June 30, 2019 (₹ in millions, except per share data)

Rs in million

Non-current assets	Particulars	As at	
			March 31, 2019
Property plant and equipment   3,777   3,757	ASSETS		
April   Apri	Non-current assets		
Signt-of-use assets (refer note 6)   5.988	Property, plant and equipment	3,777	3,757
	Capital work in progress	474	297
Other Intarplible assets         1,070         1,180           Investments         908         1,200           Loans         524         677           Deferred tax assets (Net)         407         388           Deferred tax assets (Net)         1,806         1,806           Differ non-current assets         1,806         1,816           Diversity         1,806         1,816           Investments         8,534         6,838           Investments         8,534         6,838           Investments         1,900         2,566           Cash and cash equivalents         2,52         12,500           Cash and cash equivalents         2,260         2,525           Cash and cash equivalents         2,100         2,52           Clother financial assets         2,100         2,52           Pittle current assets         2,100         2,52           Cother financial assets         2,185         2,265           Coulty And Liabilities         31,838         31,419           Coulty And Liabilities         31,838         31,419           Coulty And Liabilities         1,645         1,645           Coulty Financial asset is liabilities         1,645         1,645	Right-of-use assets (refer note 6)	5,998	-
irinancial assets         98         1.20           Loars         524         67           beferred tax assets (Net)         407         388           Other non-current assets         19,696         14,118           Autren assets         19,696         14,118           Functional assets         19,696         14,118           Investments         8,524         6,335           Investments         8,524         6,335           Investments         1,900         2,666           Investments         2,500         2,555           Investments         2,500         2,555           Investments         2,500         2,555           Investments         2,400         2,555           Cash and cash equivalents         2,400         2,555           Cash and cash equivalents         2,400         2,555           Cother financial assets         2,400         2,555           Cother financial assets         47,893         41,790           Cottal Acaset assets (Net)         47,893         41,790           Coultry And Liabilities         31,845         1,645         1,645           Equity         31,845         1,645         1,645         1,645 <td>Goodwill</td> <td>4,732</td> <td>4,732</td>	Goodwill	4,732	4,732
Investmerts   908   1.200   5.24   6.77   6.75	Other intangible assets	1,070	1,180
Loans         524         675           Deferred tax assets (Net)         407         388           Differ non-current assets         1,806         1,886           Current assets         19,696         14,118           Current assets         19,696         14,118           Current assets         19,696         14,118           Trade receivables         13,153         13,535           Cash and cash equivalents         1,900         2,556           Loans         2,50         12           Cother financial assets         2,185         2,267           COTAL ASSETS         2,185         2,267           COTAL ASSETS         47,893         41,790           Curry AND LUBILITIES         2,185         2,267           Equity         31,888         31,415           Current labilities         31,888         31,415           Current labilities         5,122         -           Concervent labilities         5,122	Financial assets		
befered tax assets (Net)         407         388           bither non-current assets         19,696         14,118           current assets         19,696         14,118           cirancial assets         1         1,503         1,353           livestments         8,534         6,633         13,153         13,355           Cash and cash equivalents         1,900         2,562         2,562         2,100         2,562           Clarent assets         2,400         2,522         2,195         2,240         2,522         2,195         2,240         2,522         2,195         2,240         2,522         2,195         2,240         2,522         2,195         2,240         2,522         2,195         2,240         2,522         2,195         2,240         2,522         2,77         2,77         2,77         2,77         2,77         2,77         2,77         2,77         2,77         2,77         2,77         2,77         3,73         3,179         3,179         3,179         3,179         3,179         3,188         3,1,419         3,188         3,1,419         3,188         3,1,419         3,1,419         3,1,511         3,1,511         3,1,511         3,1,511         3,1,511         3,1,511	Investments	908	1,200
Defen non-current assets   1,806   1	Loans	524	675
19,696	Deferred tax assets (Net)	407	388
Duried assets   Summaria ass	Other non-current assets	1,806	1,889
Duried assets   Summaria ass		19,696	14,118
Investments         8,834         6,836           Trade receivables         13,153         13,356           Cash and cash equivalents         1,900         2,568           Loans         25         123           Other financial assets         2,400         2,526           Other current assets         28,197         27,677           COTAL ASSETS         47,893         41,790           COUTY AND LIABILITIES         2,100         31,888         31,415           City spare capital         1,645         1,642	Current assets		
Investments         8,834         6,836           Trade receivables         13,153         13,356           Cash and cash equivalents         1,900         2,568           Loans         25         123           Other financial assets         2,400         2,526           Other current assets         28,197         27,677           COTAL ASSETS         47,893         41,790           COUTY AND LIABILITIES         2,100         31,888         31,415           City spare capital         1,645         1,642	Financial assets		
Trade receivables         13,153         13,356           Cash and cash equivalents         1,900         2,566           Loars         2,6         12           Other financial assets         2,400         2,526           Zuber current assets         2,185         2,267           ZOTAL ASSETS         47,893         41,790           COUNTY AND LIABILITIES         47,893         41,790           Equity         31,888         31,419           Cuber equity         31,888         31,419           Abbilities         33,533         33,614           Cherry in an equity         31,888         31,419           Abbilities         31,888         31,419           Calcase liabilities (refer note 6)         5         5           Chease liabilities (refer note 6)         5         5           Cheer outer it liabilities         1         1           Cherry innoical liabilities         5         1,72           Cherry innoical liabilities         5         1,72           Cherry innoical liabilities         5         1,72           Cherry innoical liabilities         1         1           Cherry innoical liabilities         5         1,72		8 534	6 836
Cash and cash equivalents         1,900         2,566           Loans         25         123           Other firancial assets         2,400         2,526           2,185         2,267         28,197         22,767           COTAL ASSETS         47,893         41,790           COUTY AND LIABILITIES         2000         3,188         31,419           City Spirit			
Loars         25         123           Other financial assets         2,400         2,525           2,105         2,267         2,267           COTAL ASSETS         47,893         41,795           Equity         47,893         41,795           Equity Share capital         1,645         1,645           Liabilities         31,888         31,415           Mon-current liabilities         33,533         33,061           Financial liabilities         5         5           Borrowings         -         5           Lease liabilities (refer note 6)         5,122         -           Other financial liabilities         1         1           Financial liabilities         5,123         175           Current liabilities         5,122         -           Current liabilities         5,122         -           Financial liabilities         5,123         175           Current liabilities         5,123         175           Current liabilities (refer note 6)         5,123         175           Lease liabilities (refer note 6)         5,25         -           Total outstanding dues of micro enterprises and small enterprises         2,46         2,13			
Other financial assets         2,400         2,526           Other current assets         2,8185         2,267           COTAL ASSETS         47,893         41,790           COUITY AND LIABILITIES         47,893         41,790           Equity         31,888         31,415           Charman         31,888         31,415           Charman         31,888         31,415           Charman         33,533         33,501           Labilities         31,888         31,415           Borrowings         -         5           Lease liabilities (refer note 6)         5,122         -           Other financial liabilities         1         1         1           Charman         1			
Other current assets         2,185         2,267           COTAL ASSETS         28,197         27,672           COUITY AND LIABILITIES         47,893         41,795           Equity         1,645         1,645         1,642           Cother equity         33,533         33,061           Liabilities         33,533         33,061           Liabilities         33,533         33,061           Liabilities         5         5           Concurrent liabilities         5         5           Borrowings         5         5         5           Lease liabilities (refer note 6)         5         5         5           Other financial liabilities         1			
COTAL ASSETS   28,197   27,672   27,6			
COTAL ASSETS   47,993   41,790   47,893   41,790   47,893   41,790   47,893   41,790   47,893   41,790   47,893   41,790   47,893   41,790   47,893   41,790   47,893   41,790   47,893   41,790   47,893   41,790   47,893   41,790   47,893   41,790   47,893   41,895   43,895   43,416   47,893   43,416   47,893   43,416   47,893   43,416   47,893   43,416   47,893   43,416   47,893   43,416   47,893   43,416   47,893   43,416   47,893   43,416   47,893   43,416   47,893   43,416   47,893   43,416   47,893   43,416   47,893   43,416   47,893   43,416   47,893   43,416   47,893   47,8	Other Current dasets		
Equity And LIABILITIES  Equity  Equity Share capital	TOTAL ASSETS		
Equity         Equity share capital         1,645         1,645         1,645         1,645         31,888         31,415         31,888         31,415         31,888         31,415         31,888         31,415         33,533         33,061         33,533         33,061         33,533         33,061         33,533         33,061         33,533         33,061         33,533         33,061         33,533         33,061         33,533         33,061         33,533         33,061         33,533         33,061         33,533         33,061         33,533         33,061         33,61         33,533         33,061         33,61         33,61         33,61         33,61         33,61         33,61         33,61         33,533         33,061         33,61		,,,,,	11,100
Equity share capital         1,645         1,642         31,888         31,415         31,888         31,415         31,888         31,415         31,415         31,415         33,533         33,061         33,533         33,061         33,533         33,061         33,533         33,061         33,533         33,061         33,533         33,061         33,533         33,061         33,533         33,061         33,506         34,506         33,506			
State   Stat		4 0 4 5	4 0 4 0
Sabilities   Sab			
Abort   Company   Compan	Other equity		
Non-current liabilities   Serrowings   Ser		33,533	33,061
Borrowings			
Borrowings	Non-current liabilities		
Lease liabilities (refer note 6)         5,122         -           Other financial liabilities         1         1           Other non current liabilities         5,123         173           Current liabilities         5,123         179           Current liabilities         5,123         179           Inancial liabilities (refer note 6)         579         -           Trade payables         4         3           Total outstanding dues of micro enterprises and small enterprises         4         3           Total outstanding dues of creditors other than micro enterprises and small enterprises         2,346         2,128           Other financial liabilities         2,362         2,434           Other current liabilities         1,743         1,837           Provisions         1,514         1,398           Current tax liabilities (Net)         689         745           9,237         8,556         14,360         8,725	Financial liabilities		
Other financial liabilities         1         1           Other non current liabilities         5,123         175           Current liabilities         5,123         175           Current liabilities         5,123         175           Current liabilities         5,123         175           Lease liabilities (refer note 6)         579         -           Trade payables         4         3           Total outstanding dues of micro enterprises and small enterprises         4         3           Total outstanding dues of creditors other than micro enterprises and small enterprises         2,346         2,126           Other current liabilities         2,362         2,430           Other current liabilities         1,743         1,837           Provisions         1,514         1,395           Current tax liabilities (Net)         689         744           9,237         8,550           14,360         8,729	Borrowings	-	5
Current liabilities	Lease liabilities (refer note 6)	5,122	-
Signature   Sign	Other financial liabilities	1	1
Current liabilities         579         -           Lease liabilities (refer note 6)         579         -           Trade payables         4         3           Total outstanding dues of micro enterprises and small enterprises         4         3           Total outstanding dues of creditors other than micro enterprises and small enterprises         2,346         2,128           Other financial liabilities         2,362         2,434           Other current liabilities         1,743         1,837           Provisions         1,514         1,398           Current tax liabilities (Net)         689         744           9,237         8,550           14,360         8,729	Other non current liabilities	-	173
Enancial liabilities		5,123	179
Lease liabilities (refer note 6)       579       -         Trade payables       4       3         Total outstanding dues of micro enterprises and small enterprises       2,346       2,126         Other financial liabilities       2,362       2,434         Other current liabilities       1,743       1,837         Provisions       1,514       1,395         Current tax liabilities (Net)       689       745         9,237       8,550         14,360       8,729	Current liabilities		
Trade payables         4         3           Total outstanding dues of micro enterprises and small enterprises         4         3           Total outstanding dues of creditors other than micro enterprises and small enterprises         2,346         2,126           Other financial liabilities         2,362         2,434           Provisions         1,743         1,837           Provisions         1,514         1,392           Current tax liabilities (Net)         689         748           9,237         8,550           14,360         8,729	Financial liabilities		
Trade payables         4         3           Total outstanding dues of micro enterprises and small enterprises         4         3           Total outstanding dues of creditors other than micro enterprises and small enterprises         2,346         2,126           Other financial liabilities         2,362         2,434           Provisions         1,743         1,837           Provisions         1,514         1,392           Current tax liabilities (Net)         689         748           9,237         8,550           14,360         8,729	Lease liabilities (refer note 6)	579	_
Total outstanding dues of micro enterprises and small enterprises         4         3           Total outstanding dues of creditors other than micro enterprises and small enterprises         2,346         2,126           Other financial liabilities         2,362         2,434           Provisions         1,743         1,837           Current tax liabilities (Net)         689         744           9,237         8,550           14,360         8,729	,		
Total outstanding dues of creditors other than micro enterprises and small enterprises         2,346         2,128           Other financial liabilities         2,362         2,434           Other current liabilities         1,743         1,837           Provisions         1,514         1,398           Current tax liabilities (Net)         689         74           9,237         8,550           14,360         8,729		1	3
Other financial liabilities       2,362       2,434         Other current liabilities       1,743       1,837         Provisions       1,514       1,398         Current tax liabilities (Net)       689       745         9,237       8,556         14,360       3,729			
Other current liabilities     1,743     1,837       Provisions     1,514     1,398       Current tax liabilities (Net)     689     748       9,237     8,550       14,360     8,729			
Provisions 1,514 1,399 Current tax liabilities (Net) 689 749 9,237 8,550 14,360 8,729			
Current tax liabilities (Net)         689         749           9,237         8,550           14,360         8,729			
9,237     8,550       14,360     8,729			
14,360 8,729	Out-on tax habilities (1461)		
	TOTAL EQUITY AND LIABILITIES	47,893	41,790

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# Audited Consolidated Financial Results for the Quarter Ended June 30, 2019 (₹ in millions, except per share data)

#### AUDITED CONSOLIDATED CASH FLOW INFORMATION

Rs	in	million

Particulars	Quarter ended	Quarter ended	Year ended
	June 30,	June 30,	March 31,
	2019	2018	2019
A. Net cash flow from operating activities	1,910	114	6,305
B. Net cash flow from/ (used in) investing activities	(1,763)	755	(1,933)
C. Net cash flow (used in) financing activities	(813)	(2,429)	(5,221)
D. Effect of exchange differences on translation of foreign currency cash and cash equivalents	5	75	133
Net increase / (decrease) in cash and cash equivalents (A+B+C+D)	(661)	(1,485)	(716)
Cash and cash equivalents at the beginning of the period	2,559	3,275	3,275
Cash and cash equivalents at the end of the period	1,898	1,790	2,559

#### Notes to audited consolidated financial results for the quarter ended June 30, 2019

- 1 The above results were reviewed by the Audit Committee and thereafter have been adopted by the Board at its meeting held on July 17, 2019.
- 2 The Board of Directors, at its meeting held on April 17, 2019, had declared an interim dividend of 30% (Rs 3 per equity share of par value Rs 10 each) which was paid during the period and resulted in a cash outflow of Rs 594 million including dividend distribution tax of Rs 101 million. The Board of Directors had recommended a final dividend of 40% (Rs 4 per equity share of par value Rs 10 each) for the financial year ended March 31, 2019 which was approved by the shareholders at the Twentieth Annual General Meeting of the Company held on July 16, 2019. Further, the Board of Directors had recommended a special dividend of 200% (Rs 20 per equity share of par value Rs 10 each) to celebrate the twin achievements of exceeding USD 1 billion annual revenue milestone and 20th anniversary of the Company which was also approved by the shareholders at the Twentieth Annual General Meeting of the Company held on July 16, 2019.
- 3 The statement of consolidated financial results have been audited by the Company's auditors. The Company's auditors have issued an unmodified audit opinion on the consolidated financial results. The audit report has been filed with the stock exchanges and is also available on the Company's website.
- 4 As per the arrangement mentioned in the draft letter of offer of Larsen & Toubro Limited ('L&T') dated April 02, 2019, received by the Company, the shares held by (a) V. G. Siddhartha (b) Coffee Day Trading Limited and (c) Coffee Day Enterprises Limited aggregating to 19.95% of the shares in Mindtree Limited was transferred to SCB Escrow A/C Project Carnation, Lotus & Marigold. The above shareholding interest was subsequently transferred to L&T during the quarter. The shareholding of L&T as at June 30, 2019 is 28.86% which has increased to 60.59% subsequent to the balance sheet date pursuant to which, the Company has become a subsidiary of L&T. Accordingly, L&T has become the Promoter / ultimate Parent Company.
- 5 The following board changes have taken place during July 2019:
- i) At the Board meeting held on July 5, 2019, Mr. Krishnakumar Natarajan, Executive Chairman, Mr. Parthasarathy NS, Executive Vice Chairman and Chief Operating Officer and Mr. Rostow Ravanan, CEO and Managing Director of the Company have submitted their resignations, as members of the Board of Directors of Mindtree Limited and as employees of the Company. They will stay as Board members till July 17, 2019 and as employees in line with their employment contracts to ensure smooth transition.
- ii) Mr. Subroto Bagchi, Non-Executive Director of the Company, who retires by rotation did not offer himself for re-appointment at the Twentieth Annual General Meeting held on July 16, 2019.
- iii) The Nomination and Remuneration Committee and the Board of Directors of the Company have approved and recommended the appointments of Mr. Sekharipuram Narayanan Subrahmanyan, Mr. Jayant Damodar Patil and Mr. Ramamurthi Shankar Raman as Non-Executive Directors of the Company with effect from July 16, 2019 and the shareholders have approved the same at the Twentieth Annual General Meeting of the Company held on July 16, 2019.
- iv) The Nomination and Remuneration Committee and the Board of Directors of the Company have approved and recommended the appointment of Mr. Prasanna Rangacharya Mysore as Independent Director of the Company for a period commencing from July 16, 2019 to March 31, 2022 and the shareholders have approved the same at the Twentieth Annual General Meeting of the Company held on July 16, 2019.
- v) The Nomination and Remuneration Committee and the Board of Directors of the Company have approved and recommended the appointment of Mrs. Deepa Gopalan Wadhwa as Independent Director of the Company for a term of five years from July 16, 2019 to July 15, 2024 and the shareholders have approved the same at the Twentieth Annual General Meeting of the Company held on July 16, 2019.
- 6 The Group has adopted Ind AS 116 'Leases' with the date of initial application being April 1, 2019. Ind AS 116 replaces Ind AS 17 Leases and related interpretation and guidance. The Group has applied Ind AS 116 using the modified retrospective approach, under which the cumulative effect of initial application is recognised in retained earnings at April 1, 2019. As a result, the comparative information has not been restated.

On transition to Ind AS 116, the Group recognised right-of-use assets amounting to Rs 6,369 million, related accumulated depreciation amounting to Rs 138 million, lease liabilities amounting to Rs 5,800 million and Rs 157 million (credit) in retained earnings as at April 1, 2019. The Group has discounted lease payments using the applicable incremental borrowing rate as at April 1, 2019 for measuring the lease liability.

During the quarter, the Group has recognized interest expense on lease liabilities amounting to Rs 130 million and depreciation on right-of-use assets amounting to Rs 233 million.

#### 7 Audited financial results of Mindtree Limited (Standalone Information)

#### Rs in million

Particulars		Quarter ended		
	June 30, 2019	March 31, 2019	June 30, 2018	March 31, 2019
Revenue from operations	18,342	18,394	16,395	70,215
Profit before tax	1,262	2,664	2,161	9,867
Profit after tax	927	1,983	1,582	7,540

Note: The audited results of Mindtree Limited for the above mentioned periods are available in the investors section in www.mindtree.com and also with the stock exchanges where it is listed. The information above has been extracted from the audited financial statements as stated.

- 8 Tax expense for the year ended March 31, 2019 is after considering the tax reversal arising pursuant to the Scheme of Amalgamation of the Company's wholly-owned subsidiary.
- 9 EPS for the interim periods are not annualized.

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### For more information, please contact:

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### 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 our actual results to differ materially from those in such forward-looking statements. We do not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.

Welcome to possible

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