



Mindtree

A Larsen & Toubro Group Company



INVESTOR PRESENTATION
January 2020

Welcome to possible

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*



21,561
Mindtree Minds



\$1,001 M
Annual Revenue



320
Active Clients

715
Bots

75% US

17% Europe

8% APAC

14 of Fortune 100

43 Offices

18 Countries

*Data as of Q3FY20 except for annual revenue

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)

EAI
(BPM, SOA)

Engineering
R&D

Test
Engineering

Infrastructure
Management

Mainframe &
Midrange

Project & Program Management

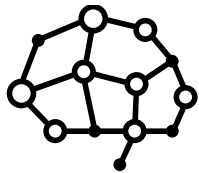
Agile Application
Development & Maintenance

Managed Services

Application Maintenance Services

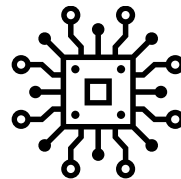
We are way ahead in the Digital evolution journey compared to industry

GREAT QUALITY, DELIVERED FASTER



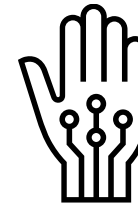
Digital Transformation

Delivering complex digital programs at scale with better quality and faster time to market



Integrated DevSecOps & Automation

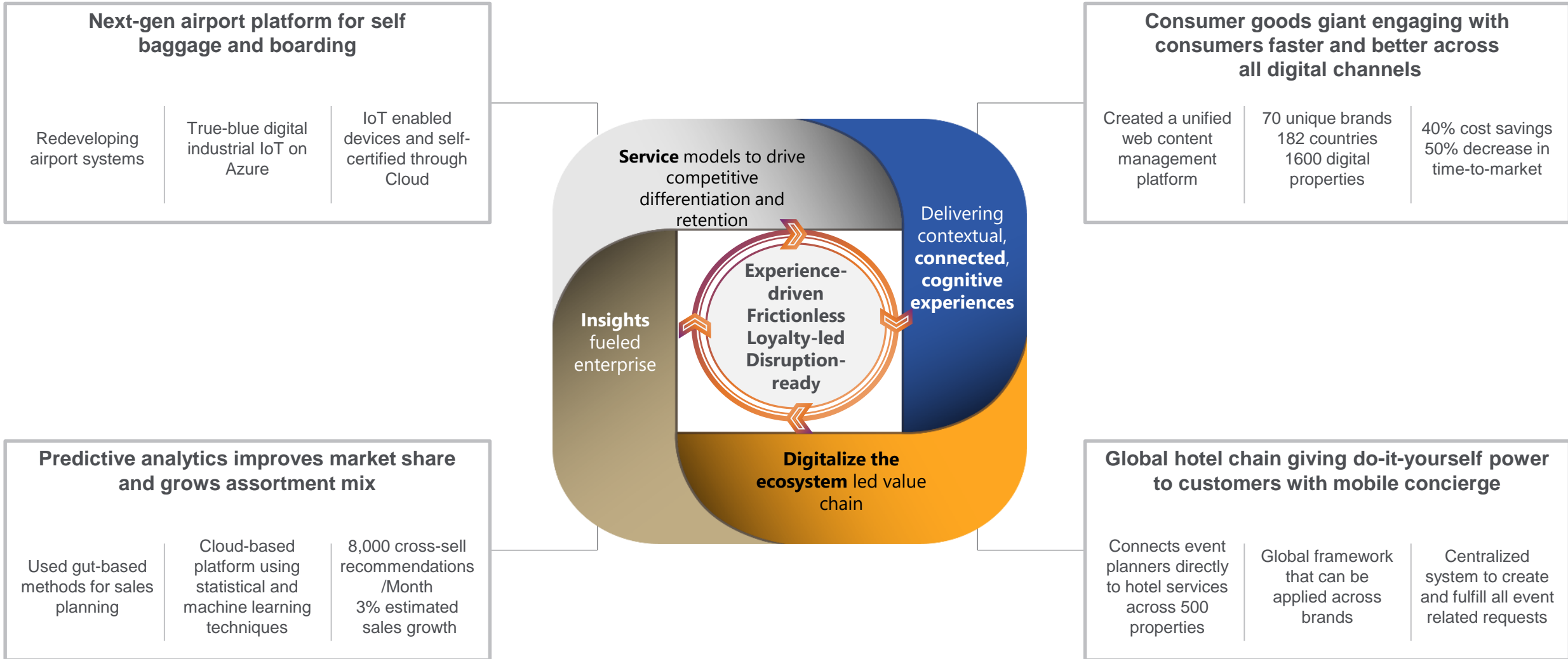
Transform Run organization driven by automation and integrated operations platform



Beyond Digital

Help Customers reimagine their Enterprise with IOT, AI, Blockchain etc.

Make Digital Real – Delivering Unique Value to Clients



Recognitions



Mindtree named the overall winner of the 2019 ISG Star of Excellence Award™, the industry's first and only recognition program that ranks providers on the quality of their services based on direct feedback from enterprise clients.



Mindtree has been appraised at Level 5 in the Capability Maturity Model Integration (CMMI)® V2.0, which represents a proven commitment to high quality software development processes and delivery standards. Mindtree is one of the first IT organizations to be globally recognized for the suite's Development and Services views



Mindtree received a prestigious award from South Asian Federation of Accountants (SAFA) as a mark of recognition of its strong ethics, excellence in financial reporting and corporate governance



Mindtree won the 6th Annual IDC Insights Awards 2019 for Excellence in Operations for its IT infrastructure services, [MWatch](#) platform, which enables the delivery of consistent and optimized infrastructure operations services through automation



Mindtree won the 2019 Paragon Awards™ in the Excellence category for our outstanding service delivery for a global airline



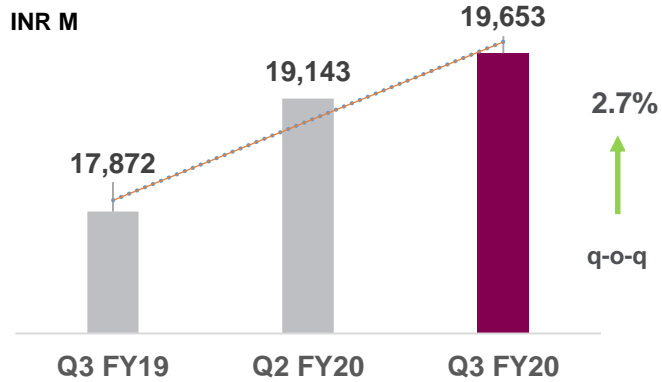
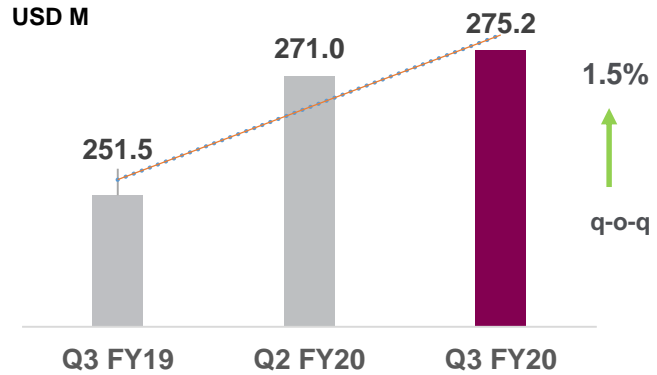
Mindtree Named Leader in the Landscape Transformation and Technical Transition Archetypes in the ISG Provider Lens™ SAP HANA and Leonardo Ecosystem Partners 2019 Archetype Report



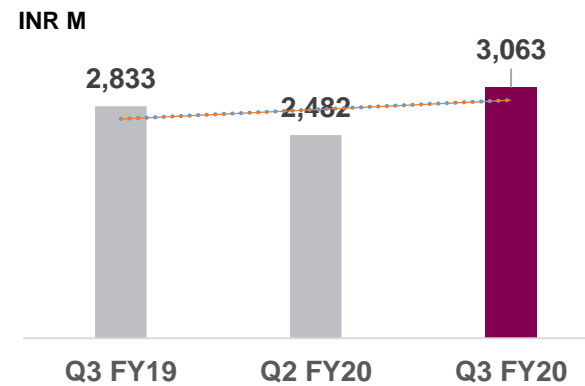
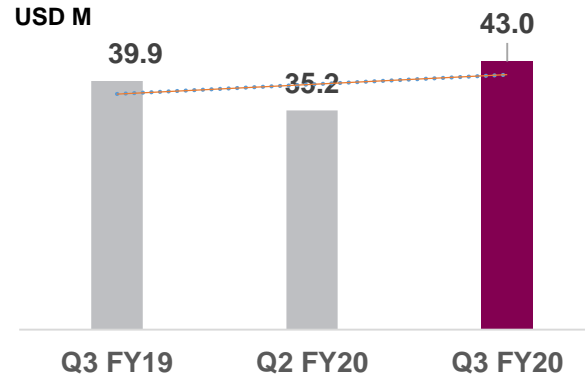
Quarterly Financial Overview

Performance Highlights

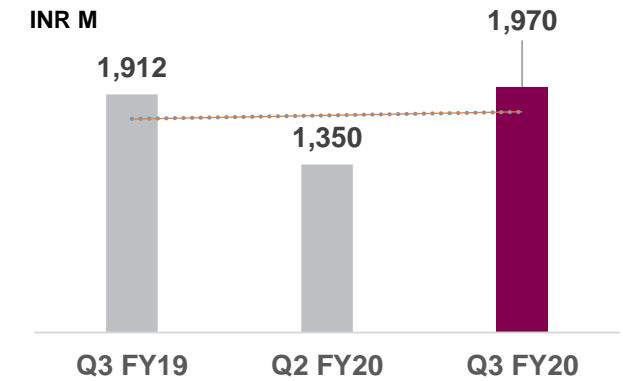
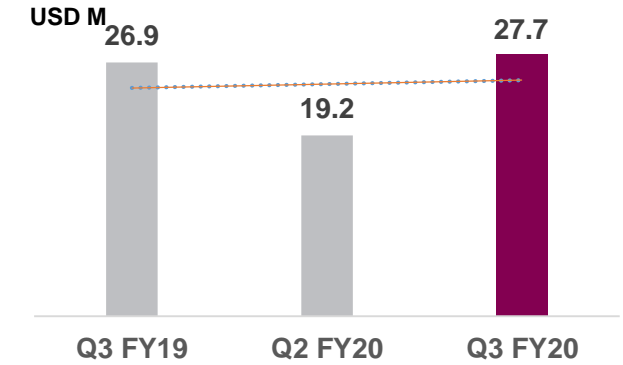
Revenue



EBITDA

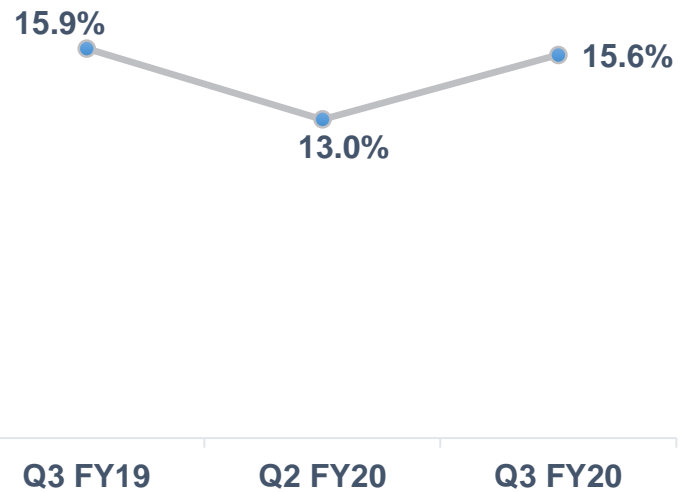


Net Profit

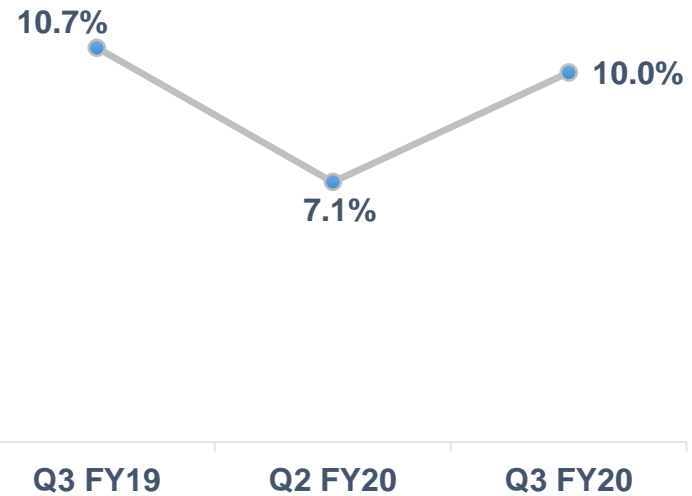


Key Ratios in \$ terms

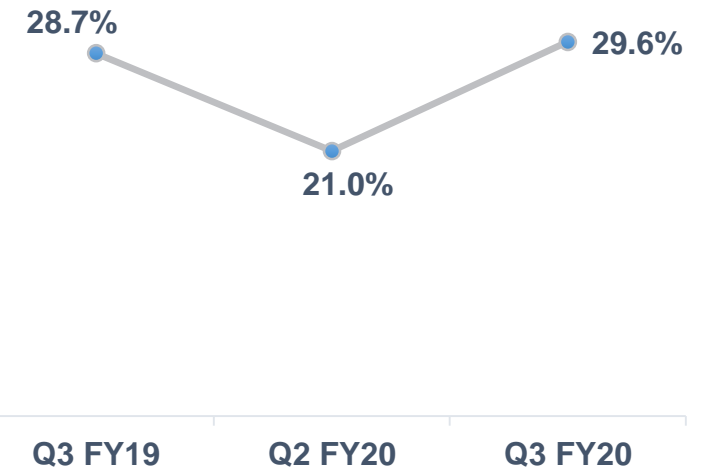
EBITDA %



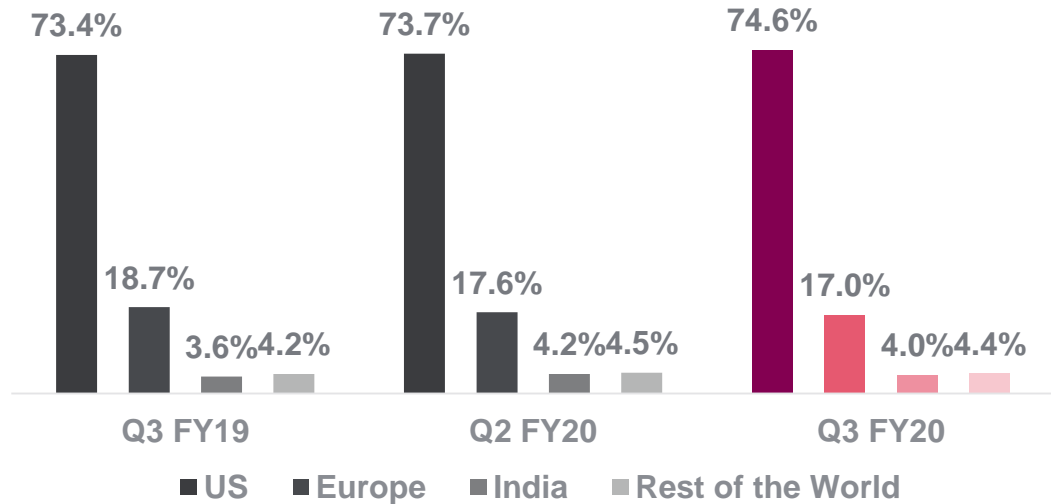
PAT %



ROCE %



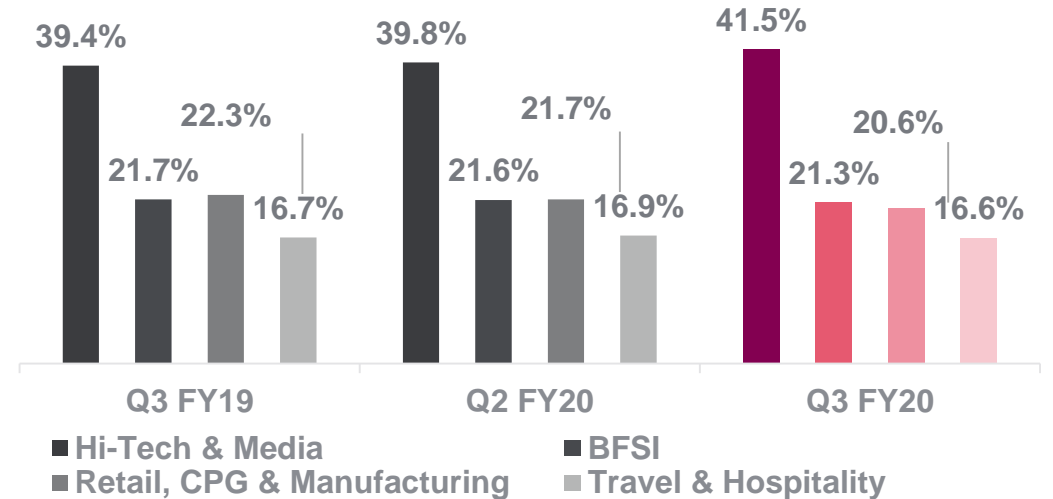
Market Distribution



US q-o-q growth 2.7%, y-o-y growth 11.2%

Europe q-o-q de-growth 2.4%, y-o-y de-growth 1.0%

Industry Distribution



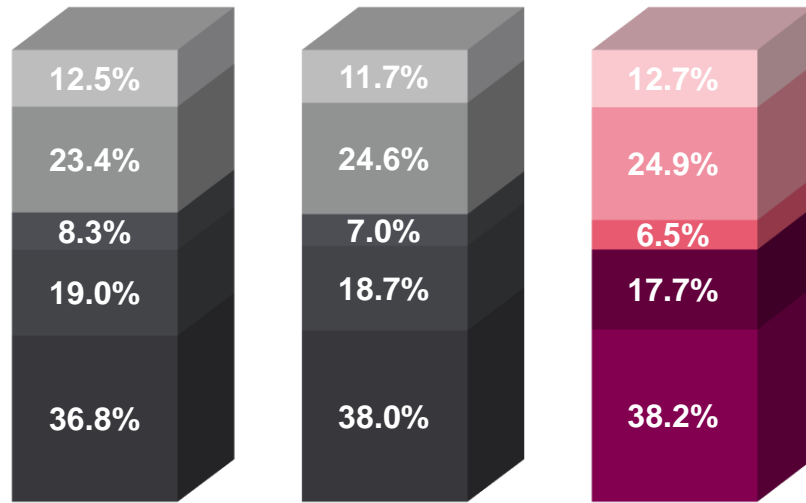
Hi-Tech & Media q-o-q growth 5.8%, y-o-y growth 15.2%

BFSI q-o-q growth 0.3%, y-o-y growth 7.7%

Travel & Hospitality q-o-q de-growth 0.3%, y-o-y growth 9.3%

Retail, CPG & Manf. q-o-q de-growth 3.6%, y-o-y growth 1.0%

Service Line Distribution



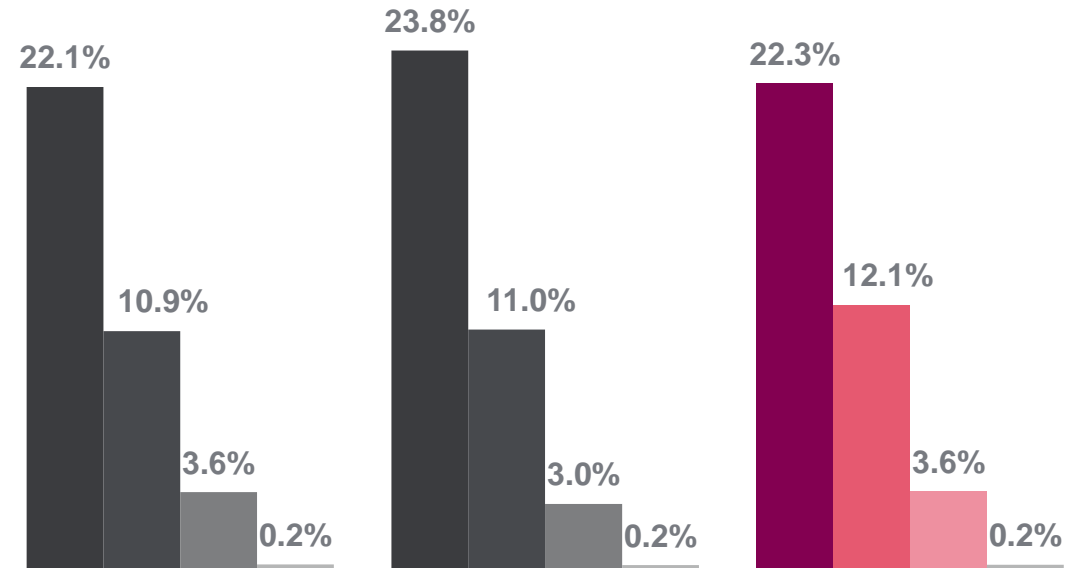
Q3 FY19

Q2 FY20

Q3 FY20

■ Digital ■ Test Eng ■ Package Solutions ■ IMTS ■ ADM and Product Eng

Digital Distribution



Q3 FY19

Q2 FY20

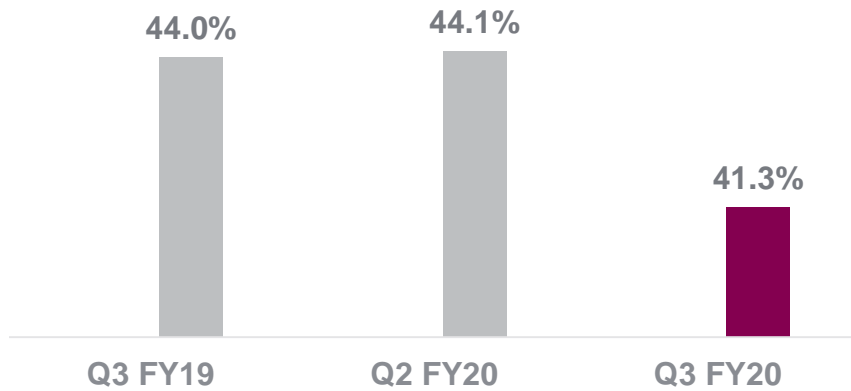
Q3 FY20

■ Interactive ■ Data Science and Engineering services ■ Cloud Services ■ Others

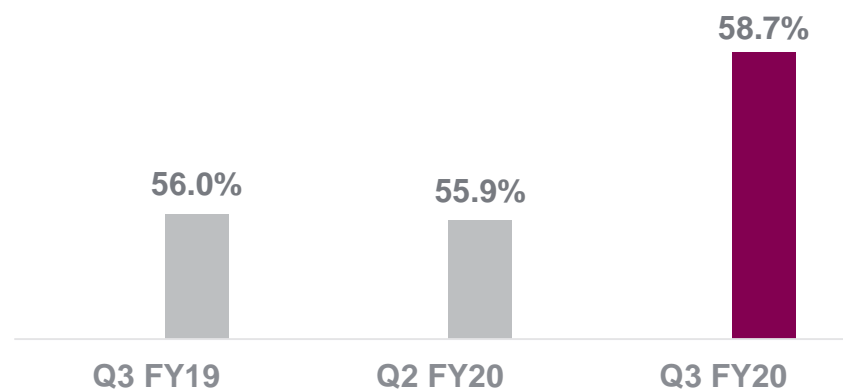
Digital q-o-q growth 2.1%, y-o-y growth 13.5%

Engagement and Client Composition

Time & Materials

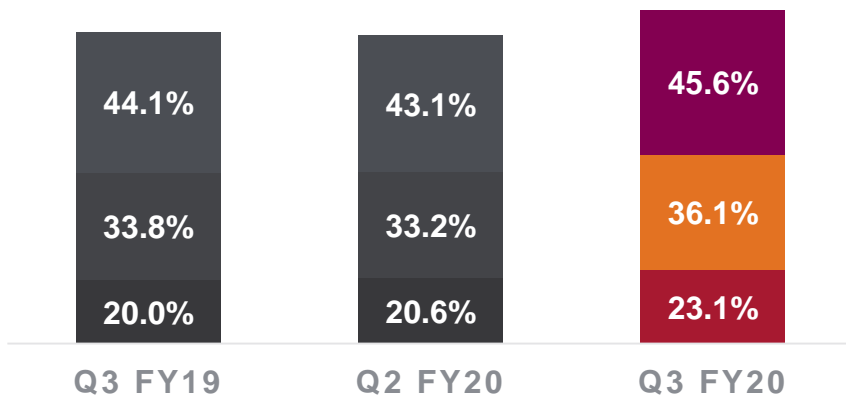


Fixed Cost, Fixed Monthly



▪ Revenue acceleration in focused strategic accounts

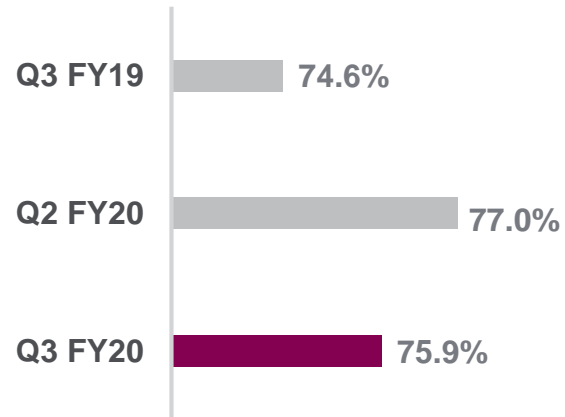
■ Top Client ■ Top 5 Clients ■ Top 10 Clients



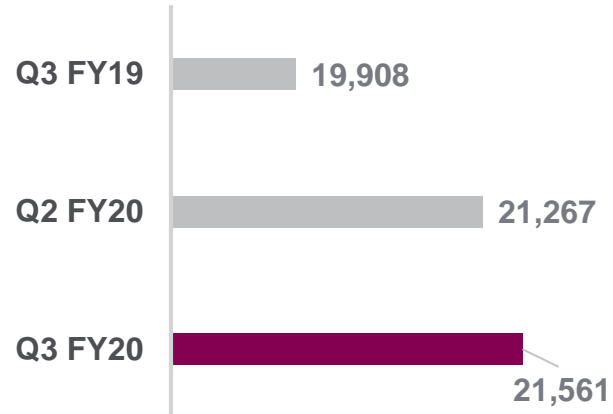
Revenue	Q3 FY19	Q2 FY20	Q3 FY20
\$100 mn clients	1	1	1
\$50 mn clients	1	1	1
\$25 mn clients	4	4	5
\$10 mn clients	21	21	22
\$5 mn clients	44	47	47
\$1 mn clients	116	130	134

Employee Metrics

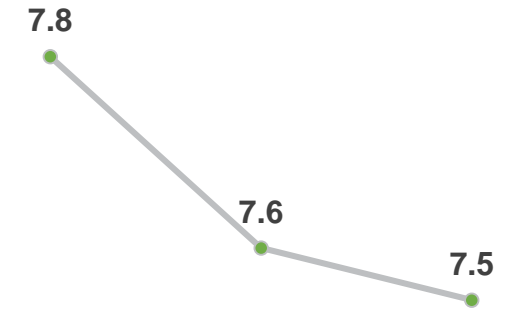
Utilization (incl' Trainees)



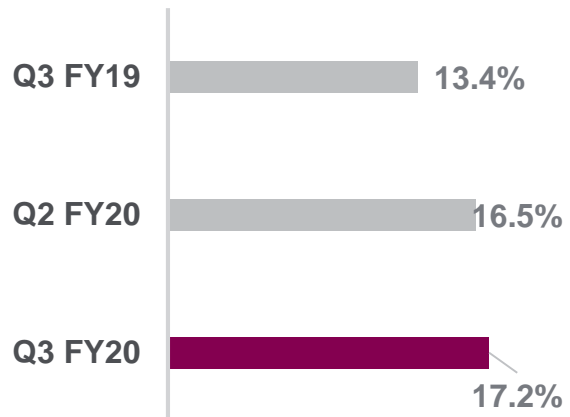
Headcount



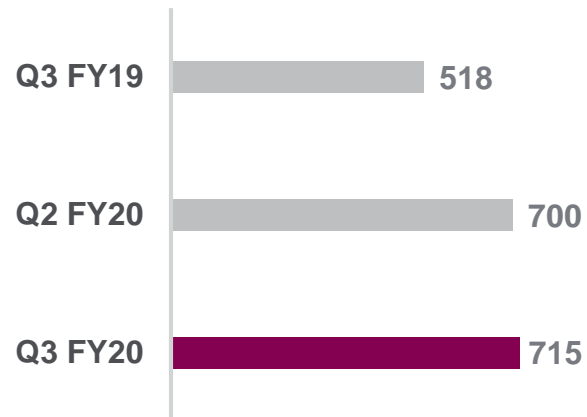
Average Experience in Years



Attrition



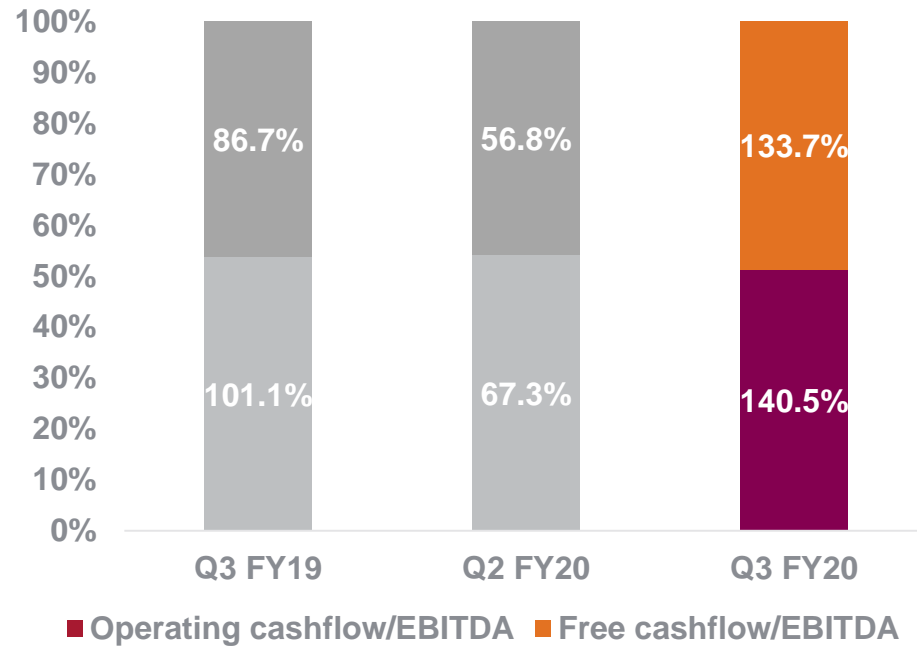
BOTs



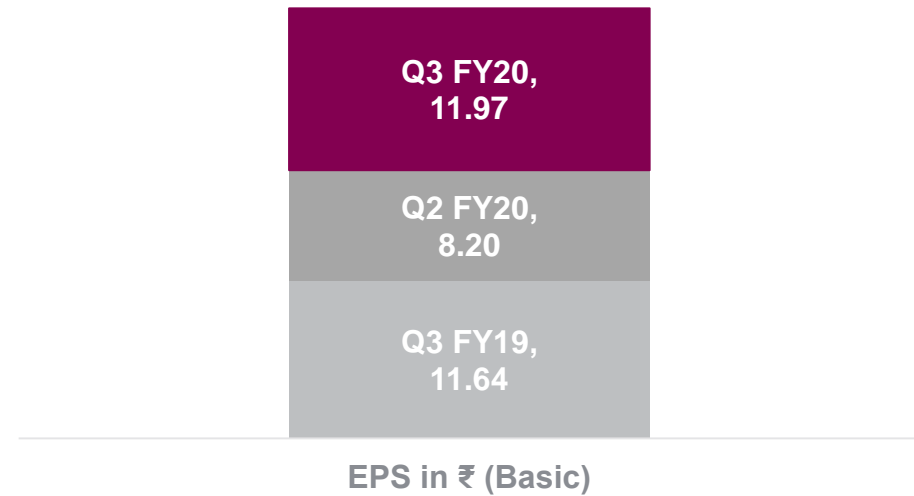
Q3 FY19 Q2 FY20 Q3 FY20

- Net additions during the quarter – 294
- Women employees – 32%
- Nationalities - 78

Cash Flow/EBITDA



Value Creation

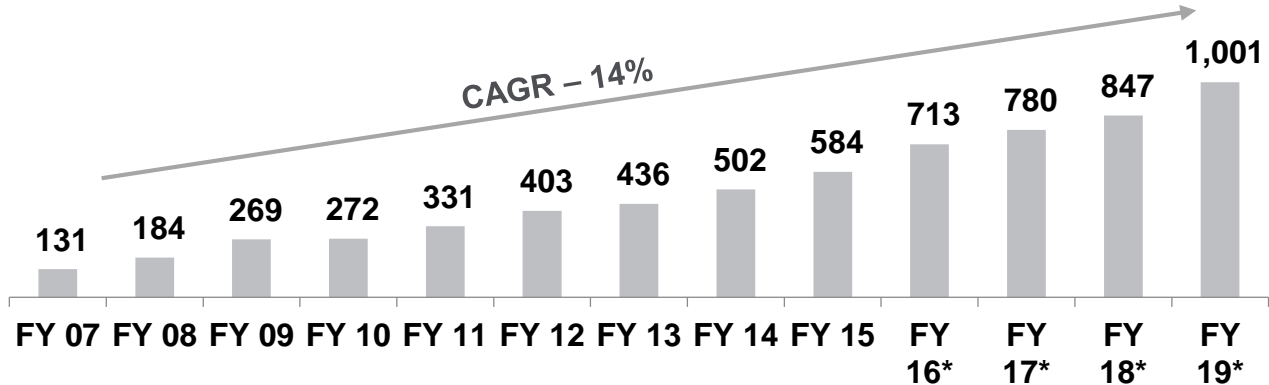




Annual Financial Overview

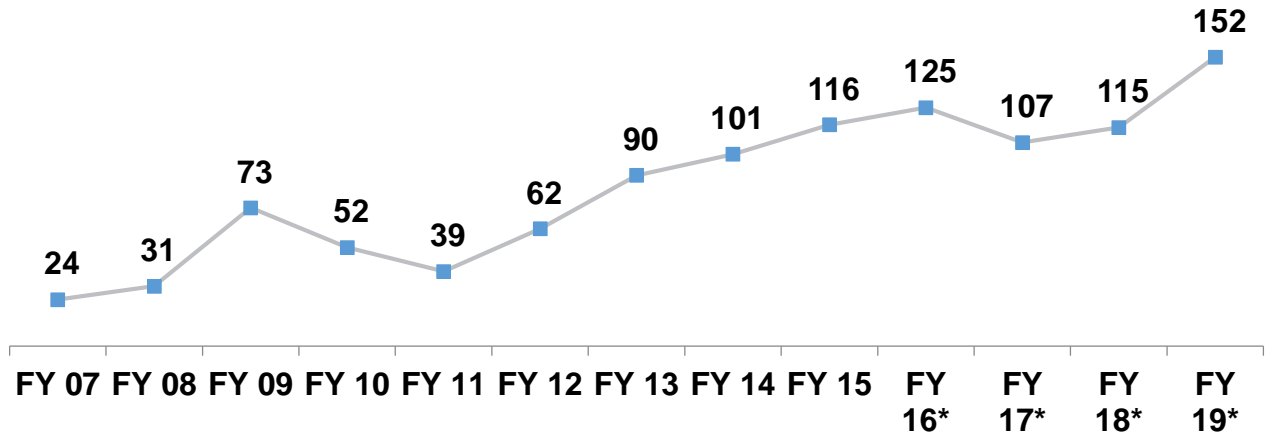
FY19 Achievements

Revenue in \$M



*FY19, FY18, FY17, and FY16 numbers are based on Indian Accounting Standards (Ind AS)

EBITDA in \$M



* FY19, FY18, FY17, and FY16 numbers are based on Indian Accounting Standards (Ind AS)

20 years

20K Mindtree minds

\$2.2+ Billion Market Cap

\$100M+ PAT

INR 13,399Cr TSR

Welcome to possible