

Investor Presentation
July 2020

Safe Harbor

This presentation may contain forward-looking statements, which involves a number of risks, and uncertainties that could cause our actual results to differ materially from those in such forward-looking statements.

The conditions caused by the COVID-19 pandemic could decrease customer's technology spending, affecting demand for our services, delaying prospective customers' purchasing decisions, and impacting our ability to provide on-site consulting services; all of which could adversely affect our future revenue, margin and overall financial performance. Our operations may also be negatively affected by a range of external factors related to the COVID-19 pandemic that are not within our control. We do not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.



Mindtree at a Glance*







21,955 Mindtree Minds **\$1,089 M**Annual Revenue

292Active Clients

79% US

13% Europe

8% APAC

14 of Fortune 100

41 Offices

18 Countries

*Data as of Q1FY21 except for annual revenue



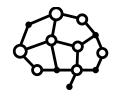
Offerings

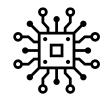
Communications, Travel, Transportation Banking, Financial CPG, Retail & Media & Services & Insurance & Hospitality Manufacturing **Technology** Solution Architecture - Central Architecture Group Data-Digital Mainframe & Engineering Test Infrastructure EAI **ERP** (e-commerce, warehouse (BPM, SOA) R&D Engineering Management Midrange Marketing, Mobile, (SAP) & Analytics Cloud) Project & Program Management Agile Application Managed Services **Application Maintenance Services** Development & Maintenance



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

Next-gen airport platform for self baggage and boarding

Redeveloping airport systems

True-blue digital industrial IoT on Azure

IoT enabled devices and selfcertified through Cloud

Service models to drive competitive differentiation and Delivering retention contextual, connected, **Experience**cognitive driven experiences **Frictionless** Insights **Loyalty-led** fueled **Disruption**enterprise ready **Digitalize the** ecosystem led value chain

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

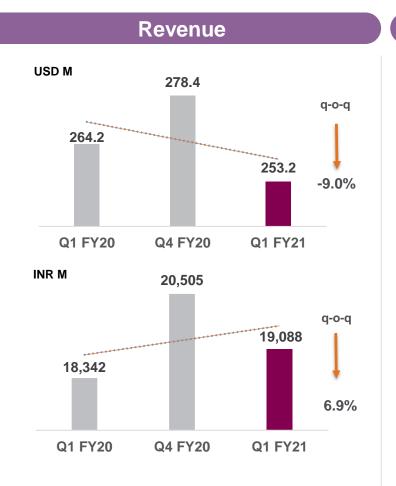
Connects event planners directly to hotel services across 500 properties

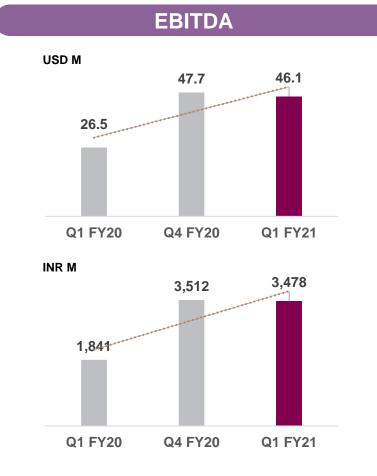
Global framework that can be applied across brands Centralized system to create and fulfill all event related requests

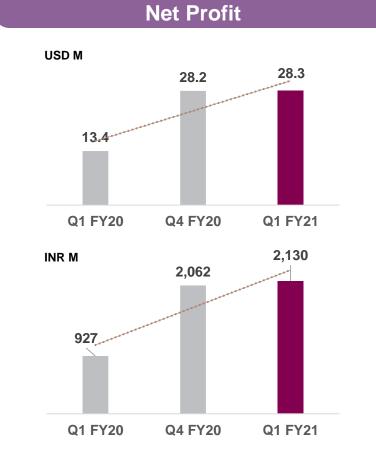


Quarterly Financial Overview

Performance Highlights

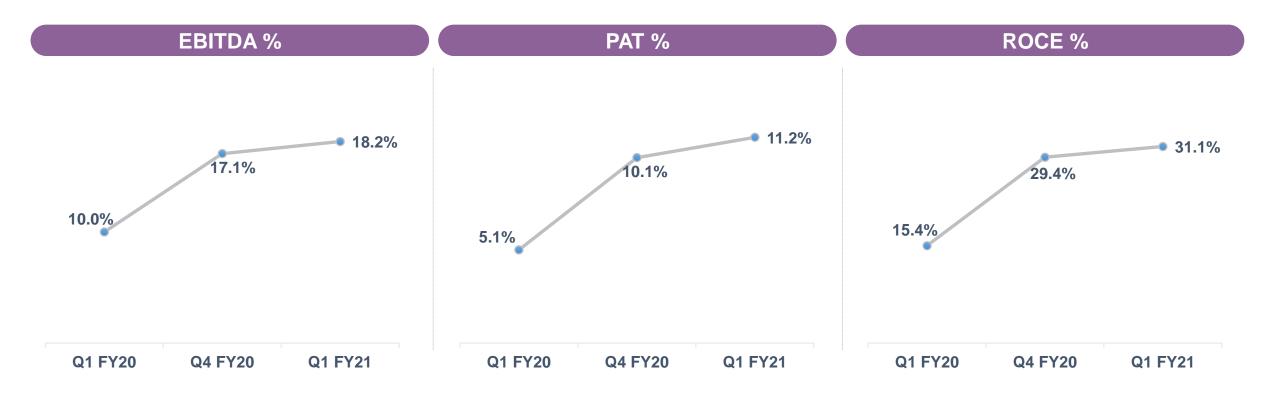








Key Ratios in \$ terms



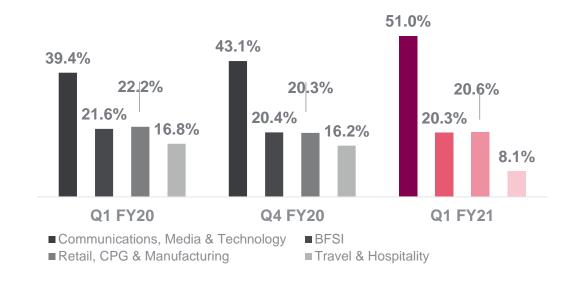


Market Distribution

73.7% 76.8% 79.0% 17.8% 15.3% 13.1% 4.1%4.4% Q1 FY20 Q4 FY20 Q1 FY21 US Europe India Rest of the World

US q-o-q de-growth 6.3%, y-o-y growth 2.9% Europe q-o-q de-growth 22.6%, y-o-y de-growth 29.8%

Industry Distribution



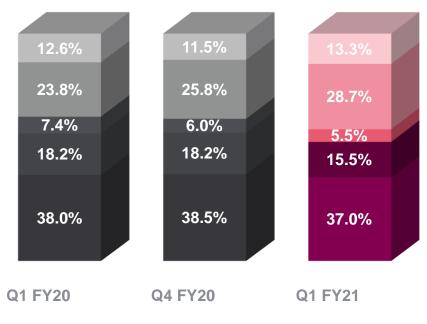
Communications, Media & Technology q-o-q growth 7.7%, y-o-y growth 24.1% Retail, CPG & Manufacturing. q-o-q de-growth 7.7%, y-o-y de-growth 11.3% BFSI q-o-q de-growth 9.5%, y-o-y de-growth 9.6%

Travel & Hospitality q-o-q de-growth 54.6%, y-o-y de-growth 53.9%

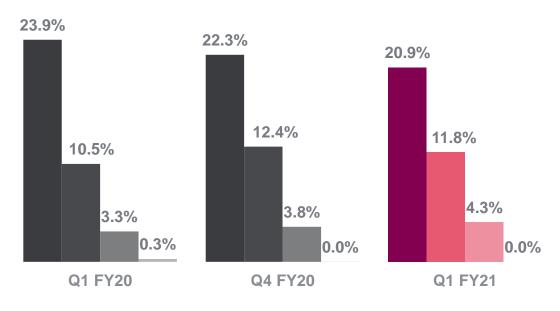


Service Line Distribution

Digital Distribution



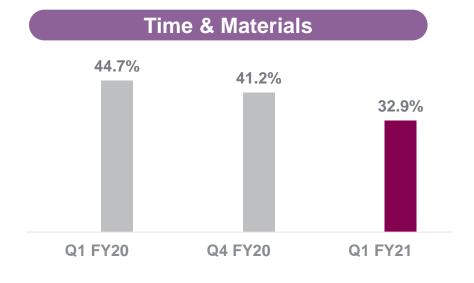




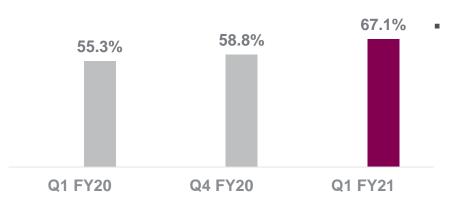
■ Interactive ■ Data Science and Engineering services ■ Cloud Services ■ Others



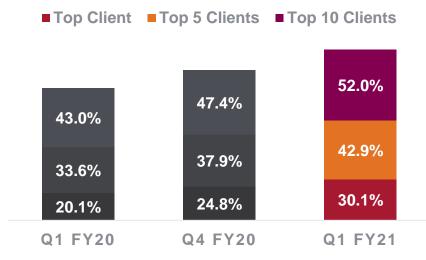
Engagement and Client Composition







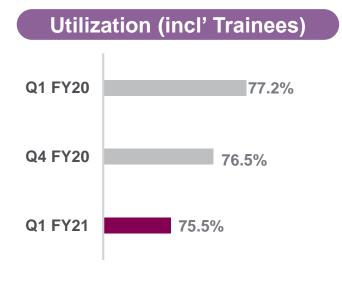
Revenue acceleration in focused strategic accounts

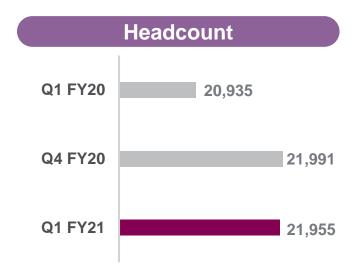


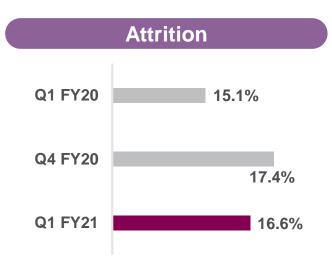
Revenue	Q1 FY20	Q4 FY20	Q1 FY21
\$100 mn clients	1	1	1
\$50 mn clients	1	1	1
\$25 mn clients	4	5	5
\$10 mn clients	23	23	23
\$5 mn clients	46	47	44
\$1 mn clients	122	134	127



Employee Metrics



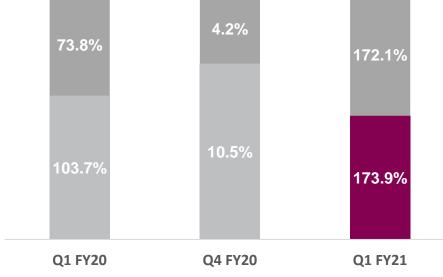




- Net additions during the quarter (36)
- Women employees 32%
- Nationalities 81



Cash Flow/EBITDA



■ Operating cashflow/EBITDA ■ Free cashflow/EBITDA

Value Creation



EPS in ₹ (Basic)



Welcome to possible