

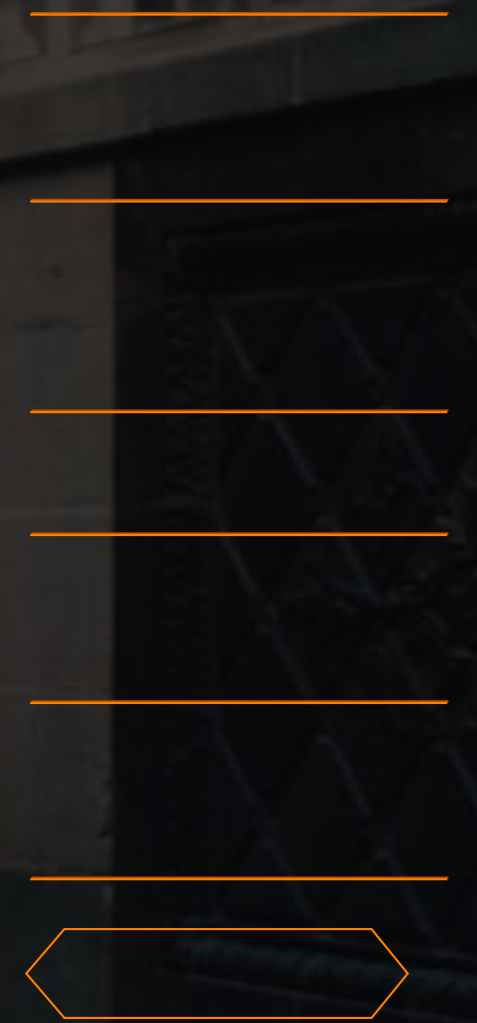


Mindtree

A Larsen & Toubro Group Company

# Welcome to Possible

Travel, Hospitality & Leisure Industry Focus





# FAST FACTS



Mindtree Minds  
**21,000+**



Annualized Revenue  
**\$1B+**



Active Clients  
**350**



Kalinga Global Learning Center  
**2,000**  
Mindtree minds trained annually



No of BOTS  
**764**

Global offices  
**45** offices across  
**17** countries

- Company HQ
- Delivery Center
- Delivery & Training Center

- Chicago, IL
- Cleveland, OH
- Dallas, TX
- Los Angeles, CA
- Minneapolis, MN
- New York, NY
- Phoenix, AZ
- San Jose, CA

- Schaumburg, IL
- Scottsdale, AZ
- Toronto, Canada
- Redmond, WA
- Warren, NJ

- Basel, Switzerland
- Brussels, Belgium
- Cologne, Germany
- Dublin, Ireland
- London, UK
- Munich, Germany
- Paris, France
- Solna, Sweden
- Vianen, Netherlands

- Dubai, UAE
- Kuala Lumpur, Malaysia
- Singapore
- Sydney, Australia
- Shanghai, China
- Tokyo, Japan

- Bangalore
- Bhubaneswar
- Chennai
- Hyderabad
- Pune



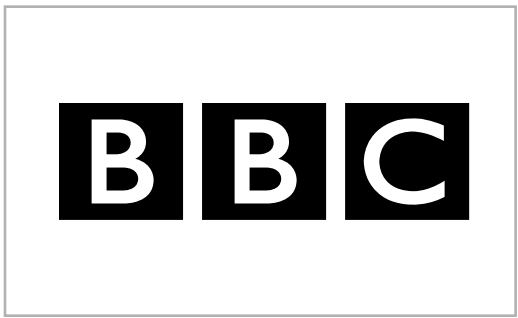
# YOUR TRUSTED PARTNER

Mindtree Named Leader in Overall Digital Services and Across Six Categories in Zinnov Zones for Digital Services 2019

Mindtree recognized as an Innovator in Avasant's Applied Intelligence and Advanced Analytics Services RadarView™ Report

Magnet360, Mindtree's Salesforce practice, named Leader for providing Professional Services for SF Sales and Service Cloud (USA) in the ISG Provider Lens Quadrant Report 2019

Mindtree has been placed on The Best of The Global Outsourcing 100® list by the International Association of Outsourcing Professionals (IAOP)



## CLIENTS SPEAK





# TRAVEL, HOSPITALITY & LEISURE FOCUS



Team size

**2500+**



Active customers

**35+**



Years of presence in T&H

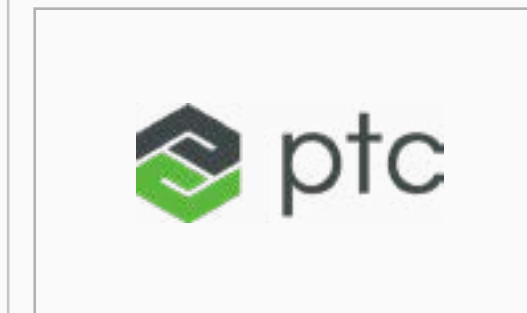
**20**



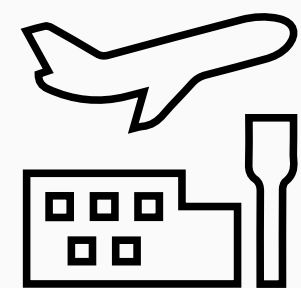
Share of Mindtree's Revenue

**17%**

## ENABLED THROUGH KEY PARTNERSHIPS



### AIRLINES & AIRPORTS



Airlines, Airports,  
Air Transport Solution Providers

### HOSPITALITY



Hotels, Cruises,  
Vacation Rentals & Exchanges,  
Fitness Clubs, Museums

### TRAVEL SERVICES



Car Rentals,  
Travel Services,  
Business & Leisure Travel

# WHAT WE OFFER



## CUSTOMER EXPERIENCE

Design House & Consulting	Web Ops - WCM, DAM, DAS	Mobility Ops	Digital Commerce	CRM (Salesforce)	Marketing excellence
Social media	Omni-channel platform & next-gen	Marketing analytics	Enterprise collaboration	Customer success	

## DATA & COGNITIVE

Data engineering consulting	Data science	Visualization	Analytics Tech.
	Modern Data Engineering	Traditional Business Intelligence/Data	Artificial Intelligence/ Machine Learning

## ENTERPRISE IT TRANSFORMATION

IMTS	Packaged solutions	Testing	AMS and RPA	Cloud strategy & app modernization
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## CLOUD-FIRST, PRODUCT-FIRST

Cloud migration factory	Cloud native product /platform devt.
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Cloud Ops and Next Gen Monitoring
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Managed Security Services
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Agile and Quality engineering – DevSecOps, Business Assurance for CI/CD
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# LONG STANDING PARTNERSHIPS IN TRAVEL, HOSPITALITY & LEISURE

## INSIGHTS

<p>Major Car Rental Provider</p> <p><b>21 Years</b></p> <p>Strategic Partner for E-Commerce globally, AMS Partner for EMEA</p>	<p>Largest Hospitality Chain</p> <p><b>7 Years</b></p> <p>Strategic Partner for Digital in Marketing &amp; Loyalty, Dev Partner for Revenue Management</p>	<p>Large Low-cost Airline</p> <p><b>12 Years</b></p> <p>Strategic Partner for Quality Assurance. Dev partner for Online / Mobile</p>	<p>ATI Technology Provider</p> <p><b>13 Years</b></p> <p>Strategic Product Dev, Application Dev &amp; Support, Infra Support Partner</p>
<p>Global Travel Management Company</p> <p><b>8 Years</b></p> <p>Strategic IT Partner for Global business travel entity</p>	<p>Large Network Carrier in ME</p> <p><b>7 Years</b></p> <p>Redesign, Build and Rollout of Cargo from Mainframe to Next Gen</p>	<p>Large Network Carrier in NA</p> <p><b>3 Years</b></p> <p>Sole Development partner for next gen platforms for Reservation Agents. Specialized testing across multiple portfolios</p>	<p>Large Network Carrier in EU</p> <p><b>3 Years</b></p> <p>Price elasticity model implementation and revenue management. Partner for Cross domain CoE's</p>
<p>Onboard Network Provider</p> <p><b>5 Years</b></p> <p>Wi-Fi portals, On-demand in-flight entertainment, API Integration, BI Dashboards</p>	<p>Largest Modern Art Museum</p> <p><b>6 Years</b></p> <p>Seamless online shopping experience, Queue busting application for front office</p>		



## VALUE DELIVERED TO THE INDUSTRY



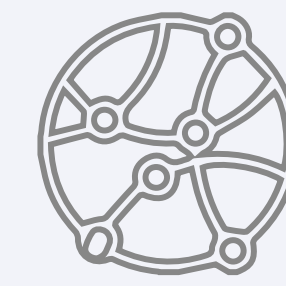
### REVENUE

- **\$2B** in sales each year
- **6%** growth in online revenue
- **€12M** revenue growth /annum and **8%** yield
- Revenue in excess of **\$5M y-o-y**



### COST

- **\$7M** in cost savings
- **18%** reduction in tickets
- **17%** increase in average savings per rebooking



### COVERAGE

- **150+** million passengers fly safely
- Onboard Wi-Fi services on over **8000** aircrafts is powered by us
- **80** airports & **2000** airport locations



## VALUES WE LIVE BY

**COLLABORATIVE** Spirit | **EXPERT** Thinking | **UNRELENTING** Dedication

## OUR HEADQUARTERS

### USA

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