



Mindtree

A Larsen & Toubro Group Company

Redefining Possibilities for Global Markets

Venu Lambu – Executive Director and President, Global Markets

Investor Day / December 3, 2020

Safe Harbor

This presentation may contain forward-looking statements, which involves 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.

2020—A year of paradigm shifts

“89% of enterprises surveyed are adopting digital technologies to redefine customer experience.”

—Everest Group Research

“..even as the pandemic reduces the flow of people, it will enable a different concept of labor mobility. If people can't relocate for work, work will relocate for people.

—Ernst & Young

“The U.S. has leapt 10 years forward in 90 days' time from physical channels to e-commerce.” —McKinsey

“One of the significant trends that this pandemic has brought about is the emergence of a 'no-shore' delivery model in the IT industry.” —Mindtree

“Cloud has become mainstream, all other opportunities and digital transformation is happening around it,”

—Mindtree

“By 2024, organizations will lower operational costs by 30% by combining hyperautomation technologies with redesigned operational processes.”

—Gartner

Changing buyer imperatives



Buyer priorities

- Cash conservation
- Spend optimisation
- Business resilience
- Economic uncertainty



Trend reversal

- Reducing capex outlays
- Rethink captive strategy to flex the spend
- Best of breed vs. vendor consolidation



Accelerating trends

- Cloud migration
- Automation
- Security and data protection
- Digital sales and marketing
- Data-driven decision making



New trends

- Remote work enablement
- Digital IT buying
- New growth opportunity
- Apps for worker productivity

Priorities for buyers

Catalyze digital-led growth

Rebaseline cost optimization play

Accelerate virtual operations and collaboration

What we are hearing from clients

“Reduction in resources for enterprises is accelerating investments in technology (cloud, automation, and re-platforming).”

CIO OF A MULTINATIONAL CAR RENTAL COMPANY

“Funding digital transformation initiatives will necessitate a re-think of the enterprise and service provider relationship to focus on a sustainable partnership model.”

CIO OF AN AMERICAN VIDEO GAME, CONSUMER ELECTRONICS AND GAMING MERCHANDISE RETAILER

“Not every financial product can use digital as the primary distribution channel, reiterating the importance of an omnichannel or a fit-for-purpose model.”

CIO OF A BRITISH MUTUAL INSURANCE COMPOSITE

What we are hearing from clients

"Reduction in resources for enterprises is accelerating investments in technology (cloud, automation, and

Repurpose Funds

"Funding digital transformation initiatives will necessitate a re-think of the enterprise and service provider relationship

Redefine Partnerships

"Not every financial product can use digital as the primary distribution channel, reiterating the importance of an omnichannel

Redefine Business Models

Our strategic focus areas

4

X

4

X

4

Industry groups

Service Lines

Geographies



RCM

Retail, Consumer Products, and Mfg.



BFSI

Banking, Financial Services, and Insurance



Customer Success



Data and Intelligence



North America



UK and Ireland



TTH

Travel, Transport, Logistics, and Hospitality



CMT

Communication, Media, and Technology



Cloud



Enterprise IT



Continental Europe



Asia Pacific and RoW

Note: We will also be focusing on the Health segment where we see rapid digital adoption and industry convergence

4 key industry groups

Play to our strengths in focus industry groups



Retail, Consumer Products, and Manufacturing



Banking, Financial Services, and Insurance



Travel, Transport, Logistics, and Hospitality



Communications, Media, and Technology

Note: We will also be focusing on the Health segment where we see rapid digital adoption and industry convergence.

4 key service lines

Business transformation partner to our clients in the digital era



Customer success



Data and intelligence



Cloud



Enterprise IT

Practices

Experience design

Salesforce

Marketing transformation

Enterprise collaboration

Digital mktg and commerce

Immersive and cognitive

Data modernization

Data ops and management

Insights and action

Data science and engineering

Cloud native services

Operations and management

Hybrid cloud services

Migration and modernization

Hyper-automated infrastructure

Application portfolio transformation

Quality engineering

Application development and maintenance

Mindtree Consulting

Mindtree consulting to deliver outcomes

Intelligent Marketing to deliver targeted campaigns, incremental revenue and savings in human capital

THE RESULTS



45M



Predictions
for targeted
marketing

£41M



Incremental
revenue in FY19/20

100+



Person days
saved per annum

4 key geographies

Revamp our geo priorities to provide differential focus



North America

USA and Canada

- Microsoft delivery center in Seattle
- Onsite digital engineering capabilities
- Salesforce competency centre in Minneapolis



UK, Ireland

- Digital Pumpkin as hub and spoke to co-innovate with customers at scale
- Scale Poland near-shore centre



Continental Europe

- Expand to new markets: Norway, Finland, Denmark, Benelux, France
- Scale Poland near-shore centre



Asia Pacific

- Banking, Financial Services, and Insurance & Retail focus in ANZ
- Global account coverage for APAC/ME

Winning through a robust partner ecosystem

ENTERPRISE PARTNERS

Significant revenue potential and growth momentum



CORE SERVICE LINE PARTNERS

Growth leader in its segment



EMERGING PARTNERS

Capability development based on industry priorities



ENGAGING PARTNERS APPROPRIATELY

Build capabilities through trainings and certifications

Co-innovate to build solutions on partner technology

Engineer large deals with partners

GTM structure for success

Double down focus on large deals
through Strategic Engagement Team

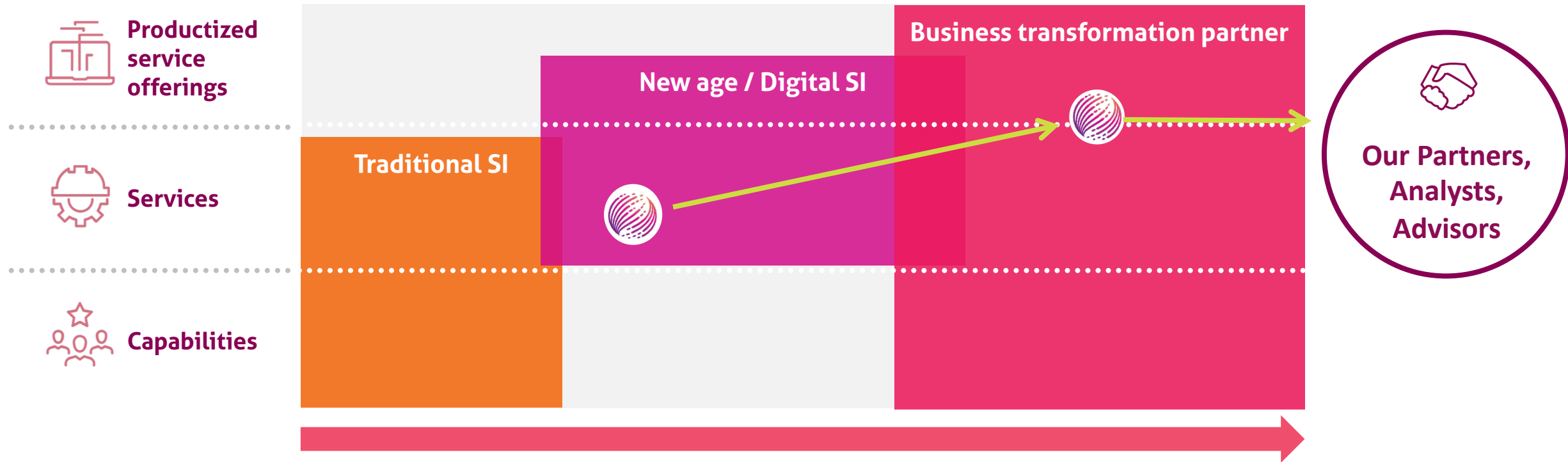
Increased account coverage
service line specialist sales aligned with a
digital brand

Geo-focused leadership
bespoke teams in Europe across Nordics,
Benelux, DACH

Leverage partner ecosystem
sell to/sell with partner engagements

Performance driven culture
building a highly motivated team

We aspire to be the 'go-to' business transformation partner



We have started transitioning from being a **service provider** with **deep technical skills** to becoming a **business transformation partner that delivers business outcomes for clients, leveraging technology** and the digital ecosystem.

Welcome to possible

