



Mindtree

A Larsen & Toubro Group Company

Maximizing Shareholder Value

Vinit Teredesai - Chief Financial Officer

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.

Mindtree at a Glance

Mindtree "Born Digital" in 1999 & now a Larsen & Toubro Group Company

Revenue

\$ 1,089 M
FY 2020

Mindtree Minds

21,827
Sep 2020

Decade of Growth

14.1% | **16.6%**
Revenue* | PAT*

**CAGR in \$ terms since FY 11*

Global Presence

18 | **43**
Countries | Offices

Strong Balance Sheet

\$ 281 M cash
Zero Debt

As of Sep 2020

Diversity & Inclusion

82 | **32%**
Nationalities | Women

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

Geared Up for Next Level

Profitable Growth



Geared Up for Next Level

Profitable Growth

Strategic Alignment

- Strengthen Long Standing Relationships with Marquee Clients
- Balanced Growth across Industry, Geography & Service Lines
- Cross selling, Partnerships & Alliances

Strong Parental Support

Building on Existing Strengths

Geared Up for Next Level

Profitable Growth

Experienced Leadership

- Driving Industry Leading Growth
- Winning & Delivering Large Strategic Annuity Deals
- Delivering Operational Efficiencies

Strong Parental Support

Building on Existing Strengths

Geared Up for Next Level

Profitable Growth

Value Creation

- Debt-free Balance Sheet with \$281 M Cash Balance
- Exploring Niche M&A opportunities
- Delivering consistent return to shareholder's

Strong Parental Support

Building on Existing Strengths

How have we fared so far.....

01



Order book

Strong Orderbook despite the COVID -19 impact

Y-o-Y (Overall)	Y-o-Y (Excl TTH)
+10.0%	+20.3%

02



Revenue

Growth excluding TTH

Y-o-Y (Overall)	Y-o-Y (Excl TTH)
(3.9%)	+6.1%

03



Margins

Margin expansion across all quarters

EBITDA	EBIT	PAT
+57.8%	+94.4%	+92.6%
+740 bps	+800 bps	+610 bps

04

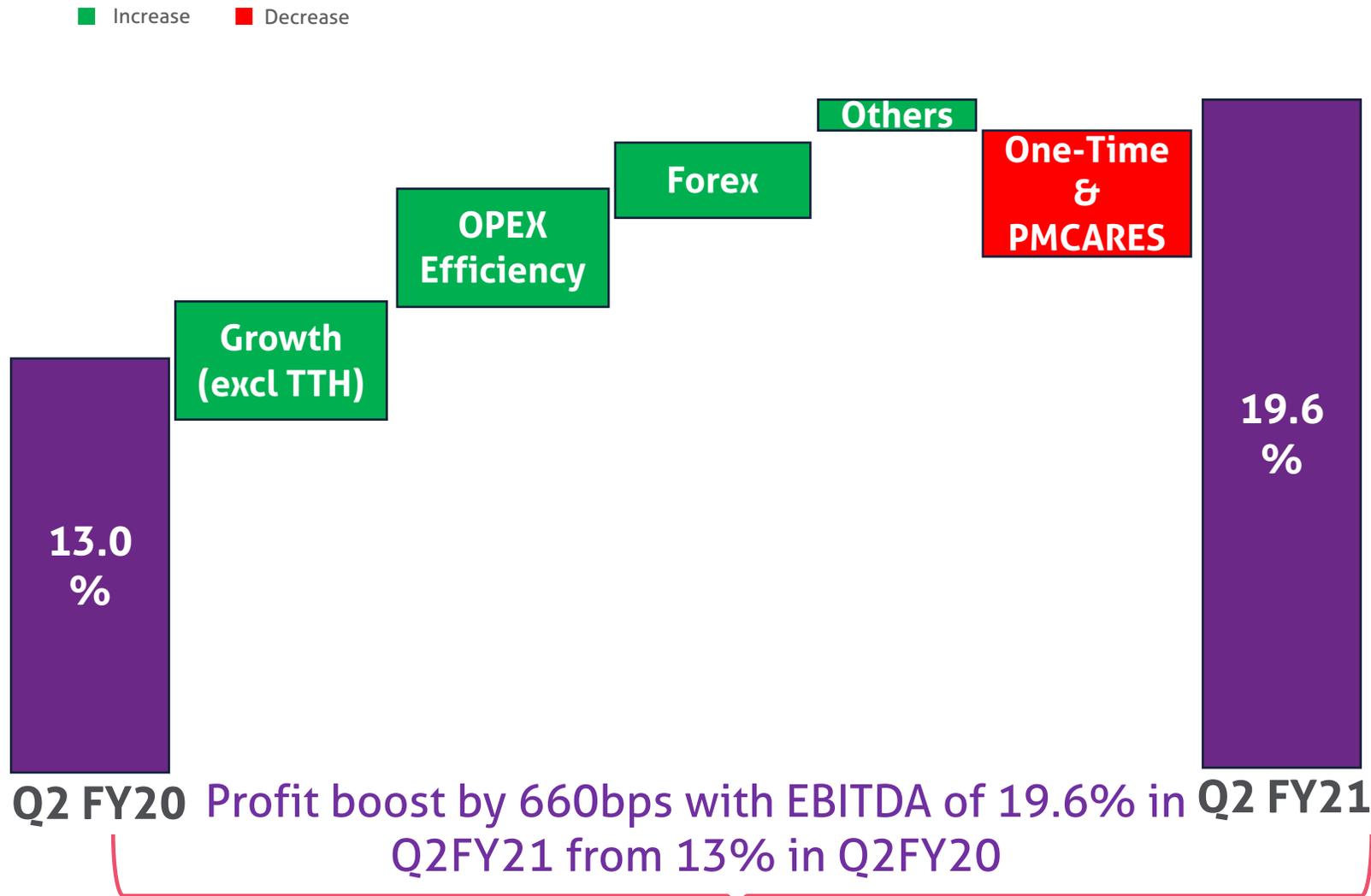


Value Creation

Committed to drive value

CASH	FCF/EBITDA	ROCE
\$281 M	142.1%	33.1 %
+159.4%	+78.1%	+13.6 %

Efforts to drive profitable growth



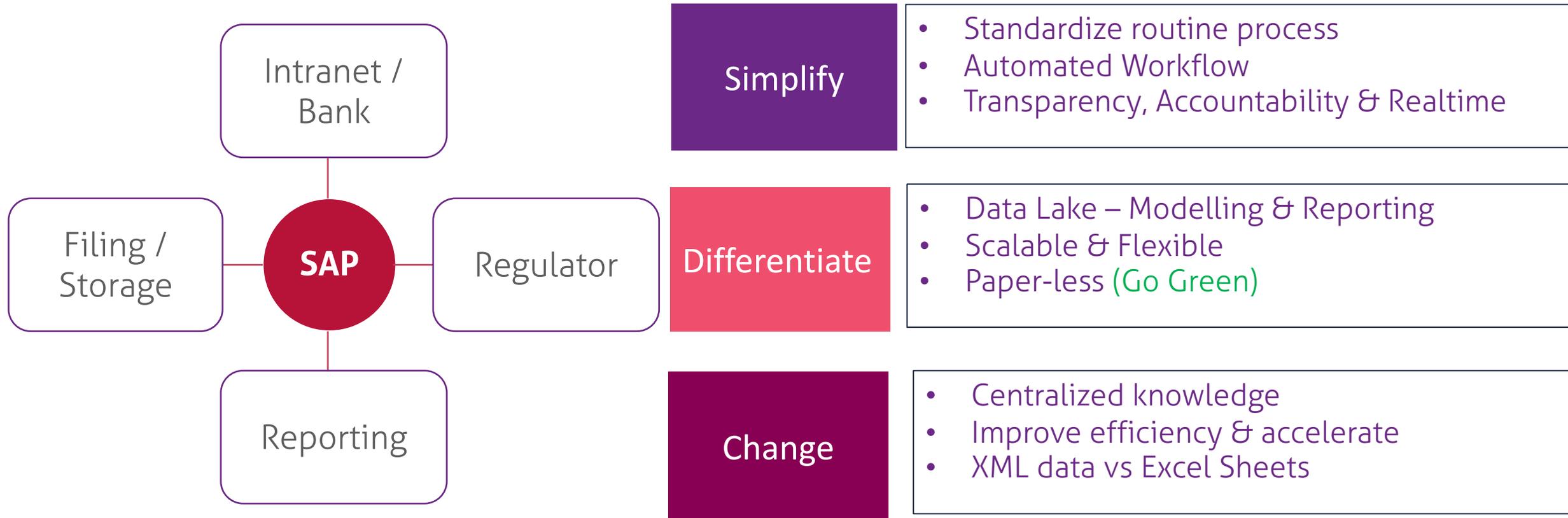
Operational Efficiency

- Higher Utilization
- Optimal onsite / offshore mix
- Leveraged SG&A cost
- Pyramid rationalization
- Broad based business growth
- Stable Pricing / Volume

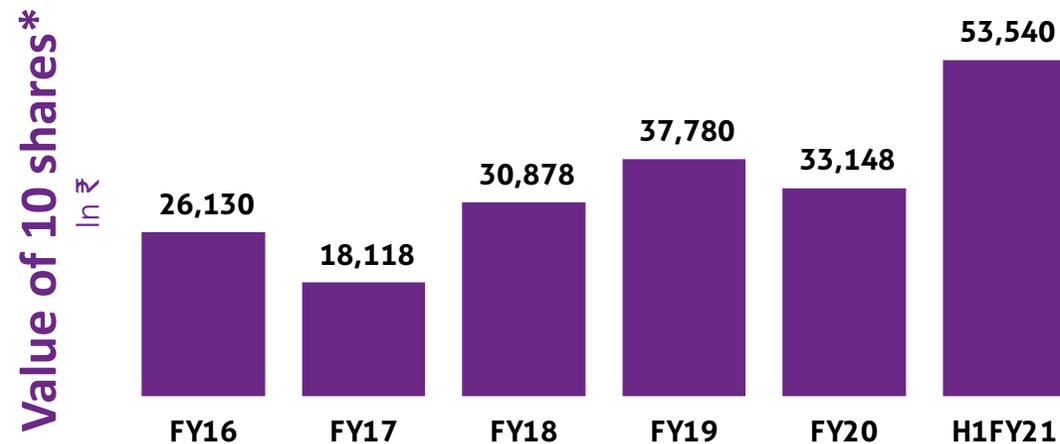
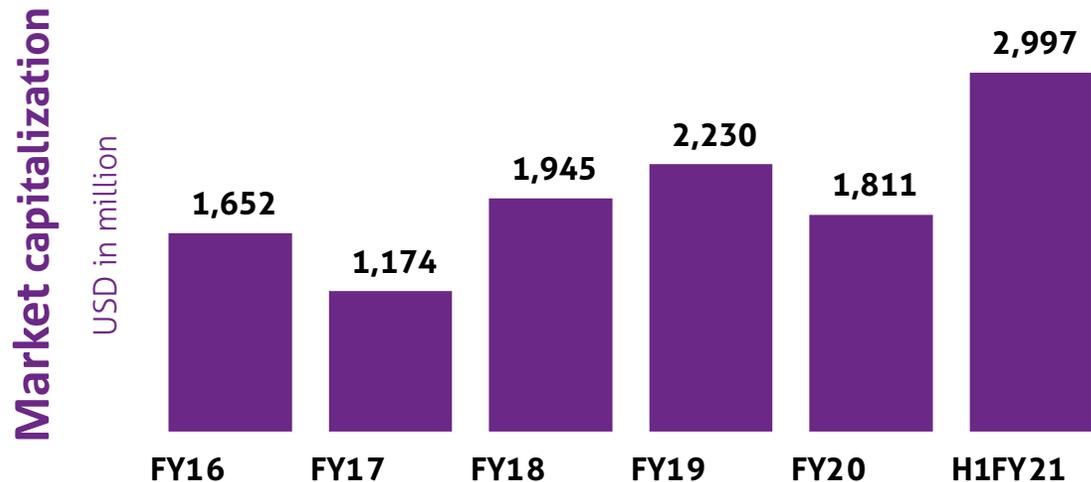
Digital Inside

Using technology to create BOT for repetitive, routine, and manual tasks.

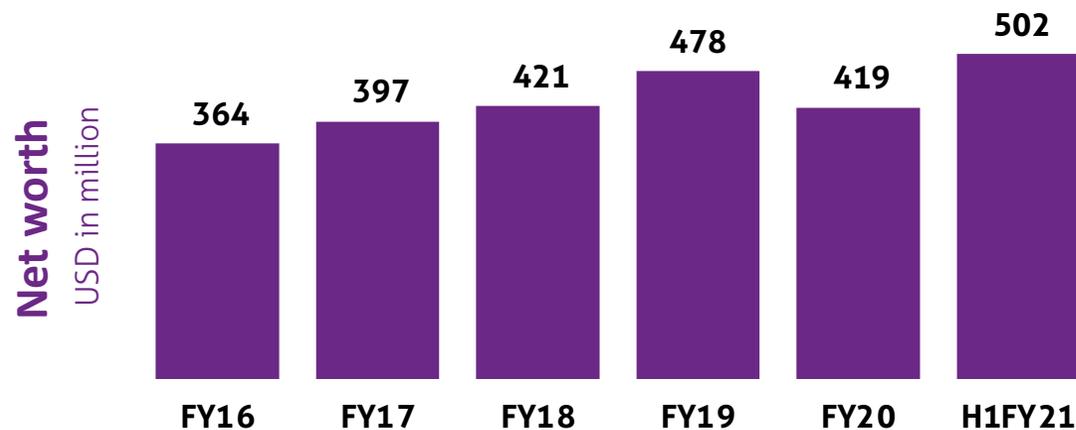
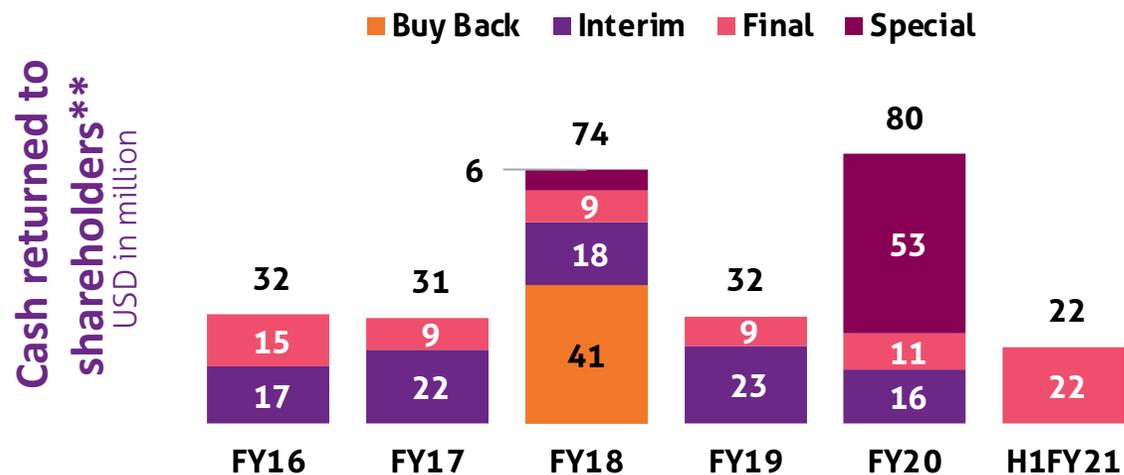
Supplier 360 Portal



Steady and ascent growth

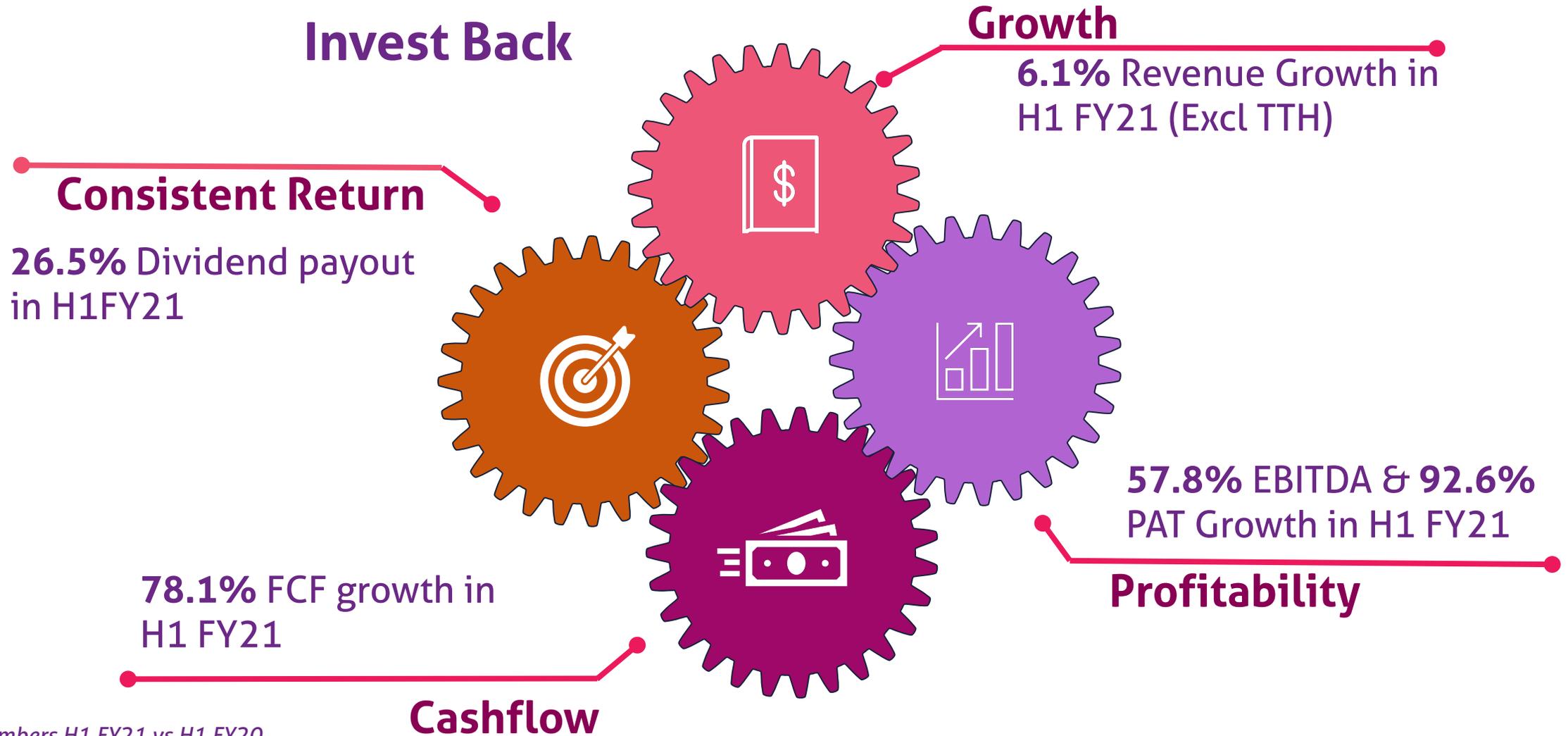


*Adjusted for bonus issue



**As per Cash Outflow

Summary & Looking Ahead



All numbers H1 FY21 vs H1 FY20

Welcome to possible

