



Mindtree

Welcome to possible

Investor Presentation

October 2018

Make Digital Real | Execute Smart

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



19,402

Mindtree Minds

484 Bots

\$846 M

Annual Revenue

74% US

19% Europe

7% APAC

341

Active Clients

14 of Fortune 100

43 Offices

17 Countries

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, Oracle)

EAI
(BPM, SOA)

Engineering
R&D

Independent
Testing

Infrastructure
Management

Mainframe &
Midrange

Project & Program Management

Agile Application Development &
Maintenance

Managed Services

Application Maintenance Services

Our Towering Strengths

Leader in **Digital**

40% of revenue from Digital, 3X sector average

Leader in **Agile**

Only company in our sector with a dedicated onshore Agile Center-of-Excellence

Integrated **Services**

Integrated approach for Continuous Delivery

Amazing **Culture**

A level of expert thinking, unrelenting dedication and collaboration that you've never experienced

Our Strategy



Consulting-First

Driving Competitive Business Advantage



Focused Innovation for Run and Grow

Driving Competitive Business Advantage



Digital Packages & Platforms

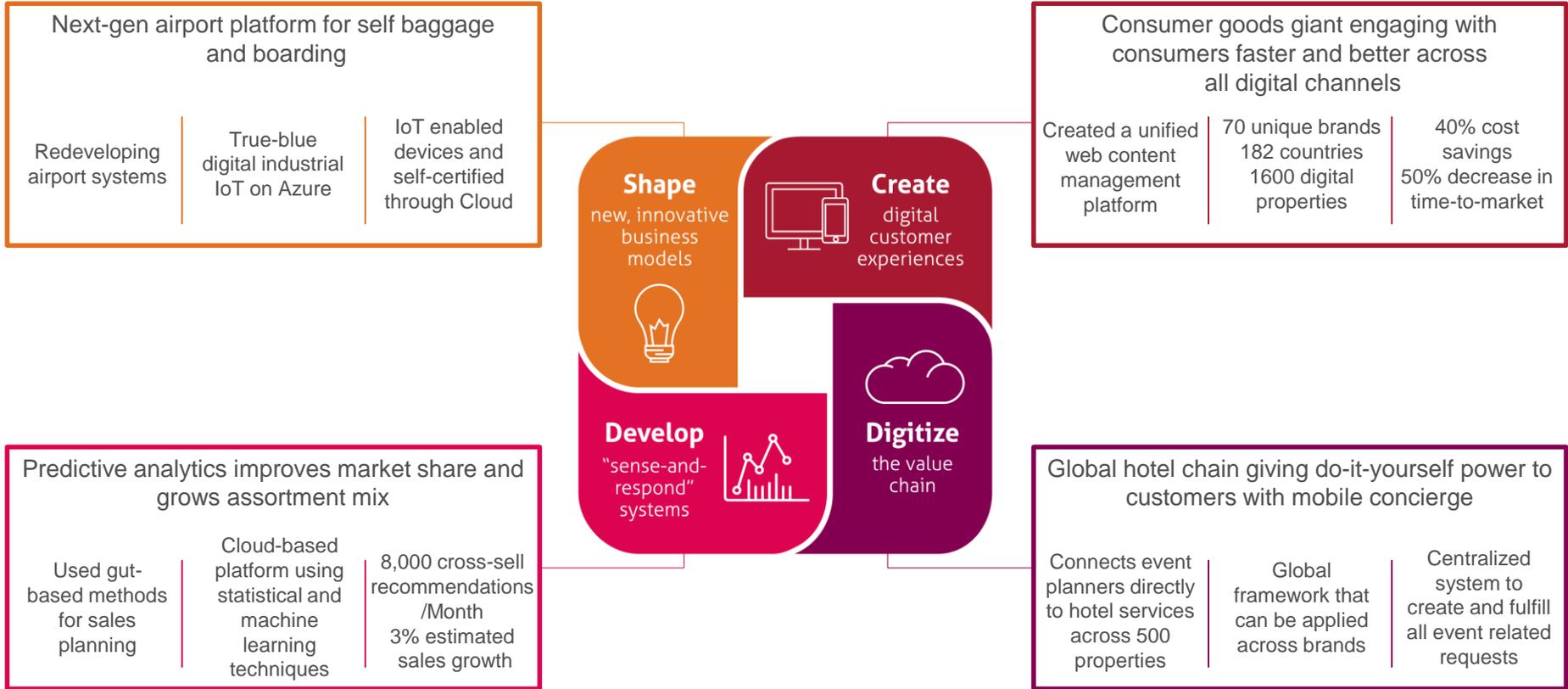
Leadership in a core set of winning packaged applications



Automation

Balancing Automation with Talent Transformation

Make Digital Real – Delivering Unique Value to Clients



Recognitions



“Rising Star” in
Public Cloud
Infrastructure
Consulting and
Implementation
Services



Among the Large
System Integrators
for Agile and
DevOps services



Leader in
Continuous Testing
Services in the
Digital space



Adobe
Experience
Business Award
for excellence in
Omnichannel
Experience
Management



Leader in the
Zinnov Zones for
Product
Engineering
Services 2017



SAP Gold Quality
Award in workforce
planning using SAP
Business Planning
& Consolidation
suite



Q2 FY19 key metrics

Highlights – Second quarter ended Sept 30, 2018

Key financial metrics					
In \$ million	Q2 FY18	Q1 FY19	Q2 FY19	Q-o-Q growth	Y-o-Y growth
Revenue	206.2	241.5	246.4	2.0%	19.5%
EBITDA	23.9	34.0	38.0	11.5%	58.9%
EBITDA %	11.6%	14.1%	15.4%		
PAT	19.3	23.3	29.1	24.9%	50.4%
PAT %	9.4%	9.6%	11.8%		
Diluted EPS ₹	7.44	9.62	12.55	30.4%	68.5%

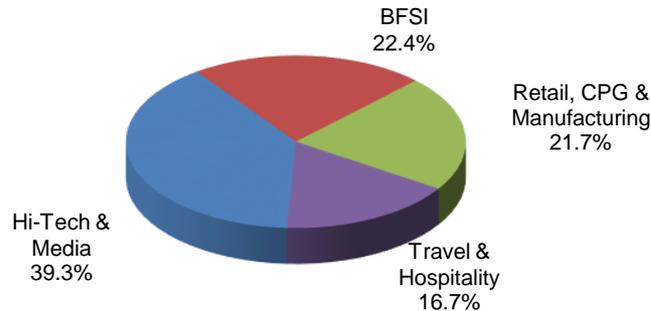
- Travel & Hospitality grew by 7.7% q-o-q / 37% y-o-y;
- Hi-Tech & Media grew by 3.1% q-o-q / 25.7% y-o-y;
- BFSI grew by 2.3% q-o-q / 8.2% y-o-y
- Digital business grew by 3.3% q-o-q / 34.9% y-o-y; IMTS grew by 10.6% q-o-q; 28.6% y-o-y;
- \$10 million clients grew by 2, taking the count to 21; \$5 million clients grew by 5, taking the count to 44

High quality and diversity of revenues

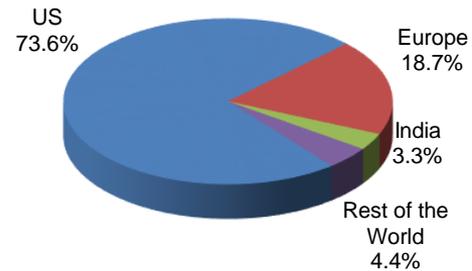
Client Contribution			
	Q2 FY18	Q1 FY19	Q2 FY19
Top Client	16.1%	19.4%	20.2%
Top 5 Clients	30.1%	32.3%	33.8%
Top 10 Clients	41.9%	43.5%	44.8%

Client Details			
	Q2 FY18	Q1 FY19	Q2 FY19
\$1MM+	114	117	111
\$5MM+	38	39	44
\$10MM+	16	19	21
\$25MM+	3	4	4
\$50MM+	1	1	1
\$100MM+	1	1	1

By Industry



By Geography



Other operating metrics

Revenue by Project Type			
	Q2 FY18	Q1 FY19	Q2 FY19
Fixed Cost, Fixed Monthly	55.5%	56.4%	56.1%
Time & Materials	44.5%	43.6%	43.9%

Utilization			
	Q2 FY18	Q1 FY19	Q2 FY19
Including Trainees	73.2%	75.4%	74.5%
Excluding Trainees	74.6%	76.3%	76.5%

Mindtree Minds

Employee Metrics			
	Q2 FY18	Q1 FY19	Q2 FY19
Total Mindtree Minds	16,910	18,990	19,402
Gross Addition	856	1,934	1,126
Attrition (Last Twelve Months)	13.0%	12.2%	13.0%
Experience (0-3 years)	26.31%	27.38%	25.04%
Average Experience (years)	7.3	7.2	7.4
BOTs*	-	406	484

*A BOT is defined as a software that acts autonomously, free from any interference, human or otherwise, to perform a significant task which will otherwise be performed by a human. This is a new metric introduced effective Q4FY18

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