



Mindtree

Welcome to possible

Investor Presentation

April 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

We engineer meaningful technology solutions to help businesses and societies flourish.



\$847 M
FY 18 Revenue



17,723
Mindtree Minds



8.6%
FY18 growth

71%
US

21%
Europe

8%
APAC



43 | **17**
offices | countries



Top 7
IT company in
India, Fortune

Offerings

Travel, Transportation
& Hospitality

CPG, Retail &
Manufacturing

Banking, Financial
Services & Insurance

Technology &
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

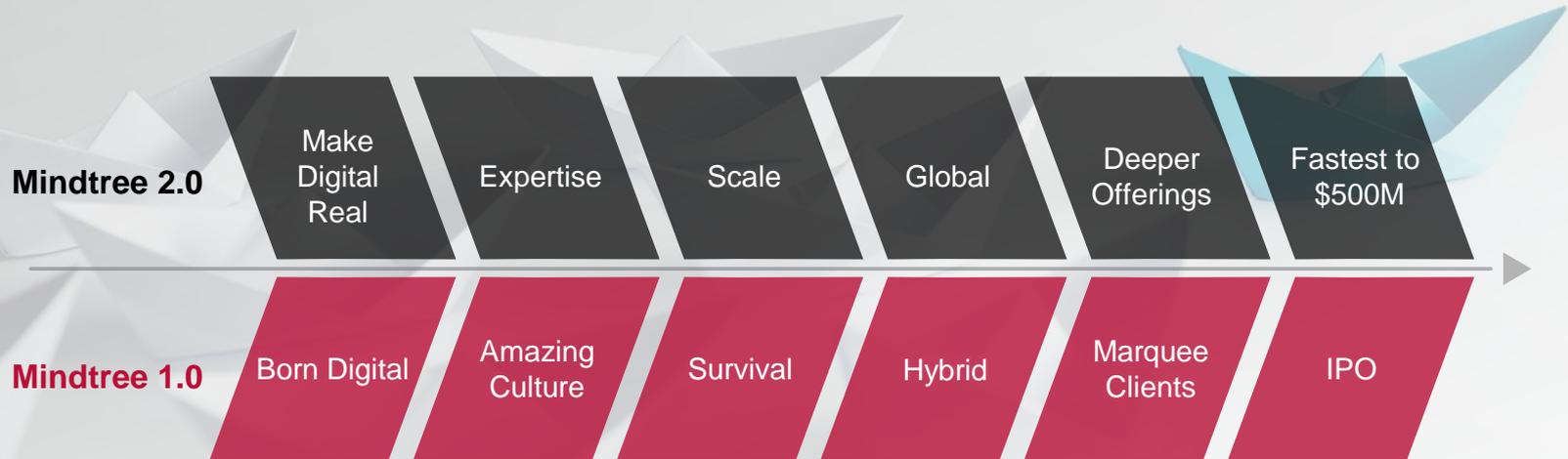
Project & Program Management

Agile Application Development &
Maintenance

Managed Services

Application Maintenance Services

A Special 18-Year Journey



Mindtree 3.0



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



Humane Automation

Balancing Automation with Talent Transformation

Recognitions



Leader Zone: Software Testing, NelsonHall's NEAT Evaluation



Leadership Zone: Digital, Product Engineering, Embedded Systems



Listed in Forbes India's Super 50 2016 for the 2nd consecutive year



Top 10 Provider in US and Europe



Ranked 3rd for Best Investor Relations - 2016 All-Asia Executive Team



Magnet 360 awarded Salesforce Marketing Cloud Innovation Award for 2016



Bluefin Solutions wins SAP Pinnacle Award



Microsoft Azure Innovation Partner of the Year, 2016

Solution Excellence with Challenging Engagements

Identity for 1.2 billion people

One of world's largest big data implementation. World's largest citizen identification program.

100 million passengers fly safe

Flight planning system. 180+airlines.
15000+ flight plans.

Managed \$1.5 Billion trade spend

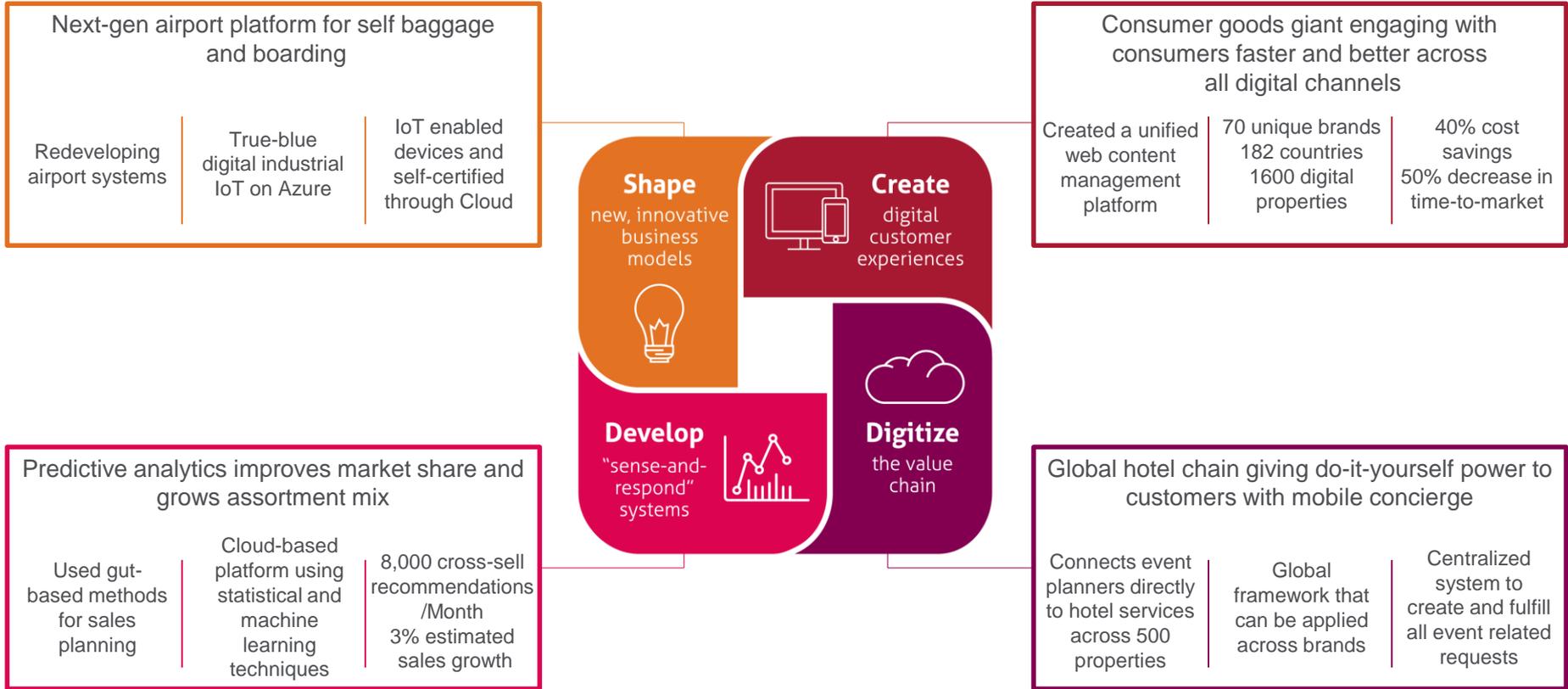
Trade promotion management & optimization. 30+ countries.

Saved \$60 Million in reinsurance costs

Improved underwriting practice efficiency.
Next generation global exposure solution.
40 million customers in 160 countries.



Make Digital Real – Delivering Unique Value to Clients





Q4 FY18 key metrics

Highlights – Fourth quarter and year ended March 31, 2018

Key financial metrics								
In \$ million	Q4 FY17	Q3 FY18	Q4 FY18	Q-o-Q growth	Y-o-Y growth	FY 17	FY 18	Y-o-Y growth
Revenue	195.6	214.3	226.2	5.5%	15.6%	779.8	846.8	8.6%
EBITDA	27.7	32.3	36.4	12.8%	31.2%	106.9	114.8	7.4%
EBITDA %	14.2%	15.1%	16.1%			13.7%	13.6%	
PAT	14.4	22.0	28.2	27.9%	95.2%	62.3	88.4	41.8%
PAT %	7.4%	10.3%	12.4%			8.0%	10.4%	
Diluted EPS ₹	5.77	8.61	11.08	28.7%	91.9%	24.89	34.28	37.8%

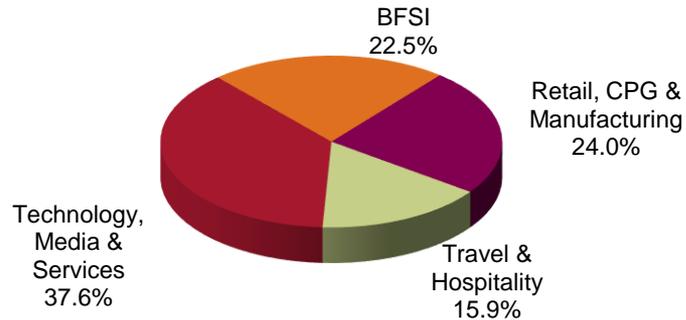
- Contract Closures crossed \$1 Billion during FY 18
- Last Twelve Months attrition rate at 12.5%, the lowest since Q3 FY14
- In FY18 - Digital Business grew 18.9%; Infrastructure Management and Tech Support grew 16.7%; Technology, Media & Services grew by 10.8%; Travel and Hospitality grew by 10.1%

High quality and diversity of revenues

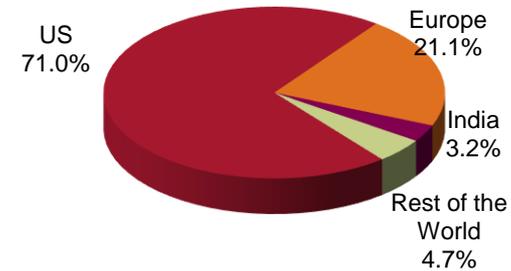
Client Contribution			
	Q4 FY17	Q3 FY18	Q4 FY18
Top Client	14.3%	16.6%	17.8%
Top 5 Clients	30.7%	31.6%	32.0%
Top 10 Clients	41.9%	43.7%	43.7%

Client Details			
	Q4 FY17	Q3 FY18	Q4 FY18
\$1MM+	111	114	118
\$5MM+	30	37	38
\$10MM+	16	15	17
\$25MM+	4	3	4
\$50MM+	1	1	1
\$100MM+	1	1	1

By Industry



By Geography



Other operating metrics

Revenue by Project Type			
	Q4 FY17	Q3 FY18	Q4 FY18
Fixed Cost, Fixed Monthly	52.8%	56.4%	56.8%
Time & Materials	47.2%	43.6%	43.2%

Utilization			
	Q4 FY17	Q3 FY18	Q4 FY18
Including Trainees	70.9%	72.8%	73.8%
Excluding Trainees	72.7%	74.3%	75.2%

Revenue Mix (Revenue)			
	Q4 FY17	Q3 FY18	Q4 FY18
Onsite	60.5%	57.9%	58.9%
Offshore	39.5%	42.1%	41.1%

Revenue Mix (Effort)			
	Q4 FY17	Q3 FY18	Q4 FY18
Onsite	24.4%	22.9%	22.8%
Offshore	75.6%	77.1%	77.2%

People

Key people metrics

	Q4 FY17	Q3 FY18	Q4 FY18
Total Mindtree Minds	16,470	17,200	17,723
Gross Addition	914	857	1,102
Attrition (Last Twelve Months)	15.1%	12.6%	12.5%
Experience (0-3 years)	26.2%	26.8%	26.9%
Average Experience (years)	7.1	7.2	7.3

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