



Mindtree

Welcome to possible

Investor Presentation

April 2019

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



20,204

Mindtree Minds

576 Bots

\$1,001 M

Annual Revenue

73% US

19% Europe

8% APAC

349

Active Clients

14 of Fortune 100

43 Offices

18 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)

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**

49% 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

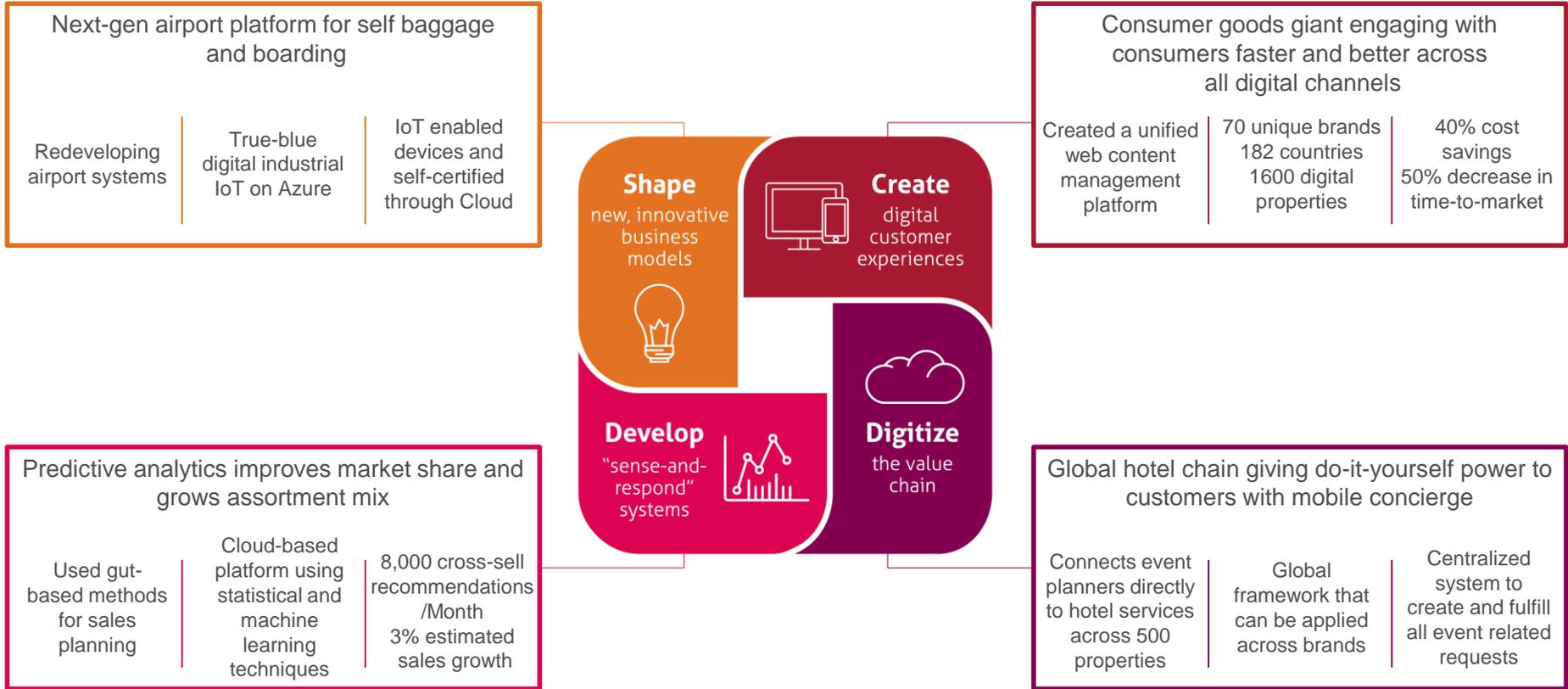
Leadership in a core set of winning packaged applications



Automation

Balancing Automation with Talent Transformation

Make Digital Real – Delivering Unique Value to Clients



Recognitions



ISG
INFORMATION
SERVICES
GROUP®

Digital Business
Transformation
Archetype Report
names Mindtree a
Leader



Avasant Applied AI
& Advanced Analytics
Services RadarView™
2019 Report names
Mindtree an
Innovator

FORRESTER®

Leader in
Continuous
Testing Services in
the Digital space



Adobe

Adobe Experience
Business Award for
excellence in
Omnichannel
Experience
Management

zinnov

Mindtree an overall
Leader in Application
& Platform
Development



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



Q4 FY19 key metrics

Highlights – Fourth quarter and year ended March 31, 2019

Key financial metrics

In \$ million	Q4 FY18	Q3 FY19	Q4 FY19	Q-o-Q growth	Y-o-Y growth	FY 18	FY 19	Y-o-Y growth
Revenue	226.2	251.5	262	4.2%	15.8%	846.8	1001.4	18.3%
EBITDA	36.4	39.9	39.9	0.05%	9.7%	114.8	151.8	32.3%
EBITDA %	16.1%	15.9%	15.2%			13.6%	15.2%	
PAT	28.2	26.9	28.2	5.0%	0.3%	88.4	107.5	21.7%
PAT %	12.4%	10.7%	10.8%			10.4%	10.7%	
Diluted EPS ₹	11.08	11.62	12.05	3.7%	8.8%	34.28	45.85	33.7%

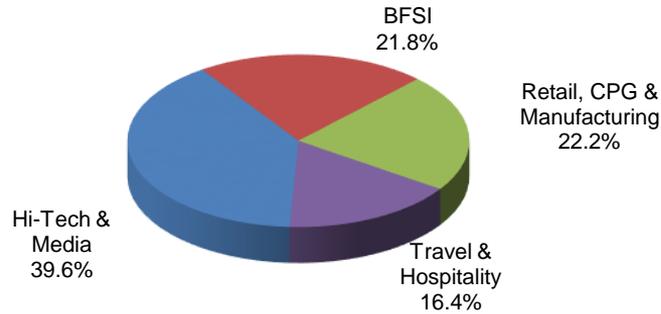
- 2X Industry leading growth for FY 19
- Broad-based growth across all verticals; geographies and customers resulting in revenue growth of 18.3% in FY 19
- In FY 19 - Travel and Hospitality grew by 28.7%; Hi-Tech & Media grew by 24%; Retail, CPG & Manufacturing grew by 13.5%; BFSI grew by 7.4%; Digital business grew by 32.2%
- EBIDTA crossed ₹1,000 Cr in FY 19

Broad based growth of revenue

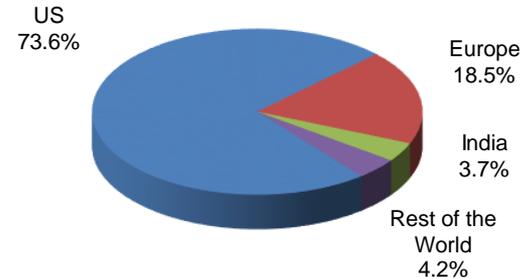
Client Contribution			
	Q4 FY18	Q3 FY19	Q4 FY19
Top Client	17.8%	20.0%	19.8%
Top 5 Clients	32.0%	33.8%	33.2%
Top 10 Clients	43.7%	44.1%	42.9%

Client Details			
	Q4 FY18	Q3 FY19	Q4 FY19
\$1MM+	118	116	120
\$5MM+	38	44	45
\$10MM+	17	21	23
\$25MM+	4	4	4
\$50MM+	1	1	1
\$100MM+	1	1	1

By Industry – Q4 FY 19



By Geography – Q4 FY 19



Other operating metrics

Revenue by Project Type			
	Q4 FY18	Q3 FY19	Q4 FY19
Fixed Cost, Fixed Monthly	56.8%	56.0%	55.9%
Time & Materials	43.2%	44.0%	44.1%

Utilization			
	Q4 FY18	Q3 FY19	Q4 FY19
Including Trainees	73.8%	74.6%	75.3%
Excluding Trainees	75.2%	76.4%	77.1%

Mindtree Minds

Employee Metrics			
	Q4 FY18	Q3 FY19	Q4 FY19
Total Mindtree Minds	17,723	19,908	20,204
Gross Addition	1,102	1,214	1,072
Attrition (Last Twelve Months)	12.5%	13.4%	14.2%
Average Experience (years)	7.3	7.8	7.4
BOTs*	335	518	576

**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*

Welcome to possible