



Mindtree

A Larsen & Toubro Group Company

Investor Presentation
July 2020

Welcome to possible

Safe Harbor

This presentation may contain forward-looking statements, which involves a 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*



21,955
Mindtree Minds



\$1,089 M
Annual Revenue



292
Active Clients

79% US

13% Europe

8% APAC

14 of Fortune 100

41 Offices

18 Countries

*Data as of Q1FY21 except for annual revenue

Offerings

Communications,
Media &
Technology

Banking, Financial
Services & Insurance

Travel, Transportation
& Hospitality

CPG, Retail &
Manufacturing

Solution Architecture - Central Architecture Group

Digital
(e-commerce,
Marketing, Mobile,
Cloud)

Data-
warehouse
& Analytics

ERP
(SAP)

EAI
(BPM, SOA)

Engineering
R&D

Test
Engineering

Infrastructure
Management

Mainframe &
Midrange

Project & Program Management

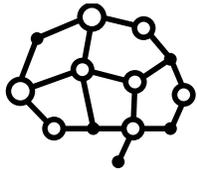
Agile Application
Development & Maintenance

Managed Services

Application Maintenance Services

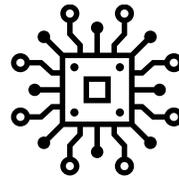
We are way ahead in the Digital evolution journey compared to industry

GREAT QUALITY, DELIVERED FASTER



Digital Transformation

Delivering complex digital programs at scale with better quality and faster time to market



Integrated DevSecOps & Automation

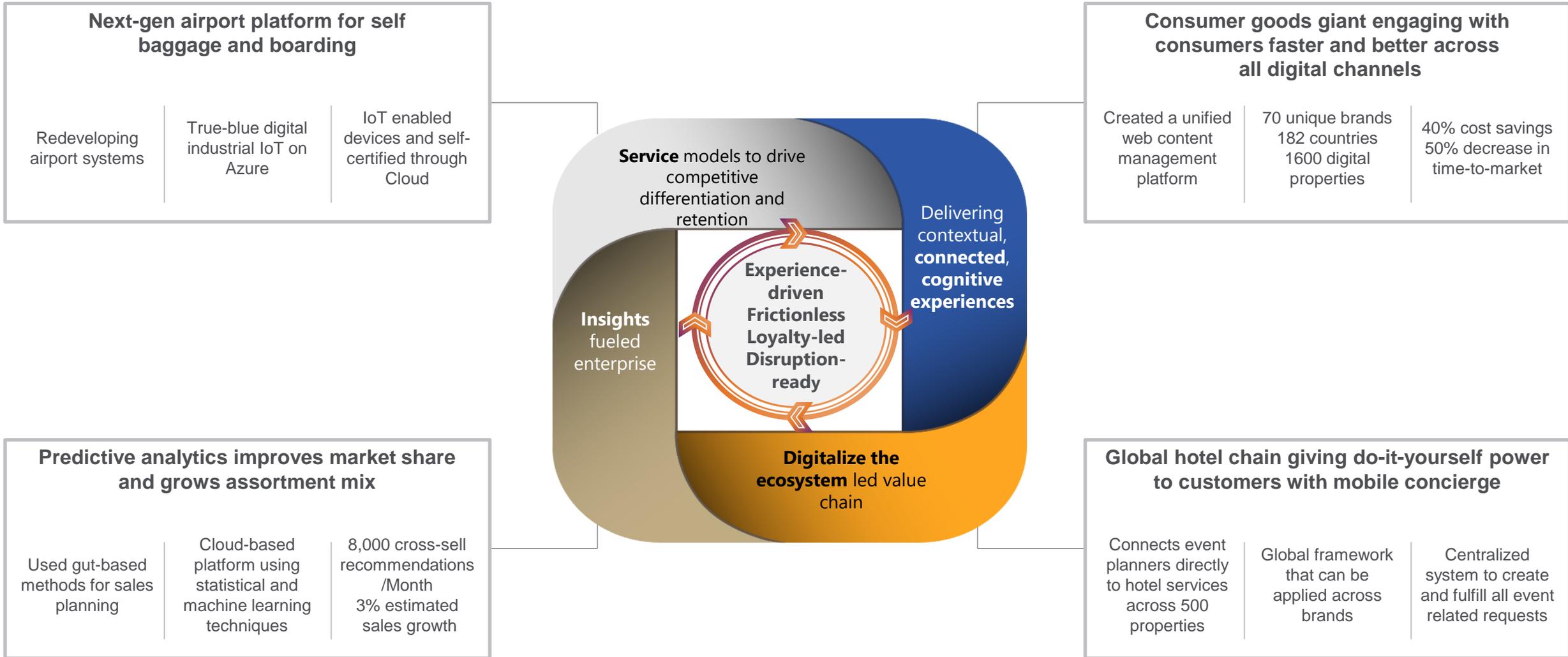
Transform Run organization driven by automation and integrated operations platform



Beyond Digital

Help Customers reimagine their Enterprise with IOT, AI, Blockchain etc.

Make Digital Real – Delivering Unique Value to Clients

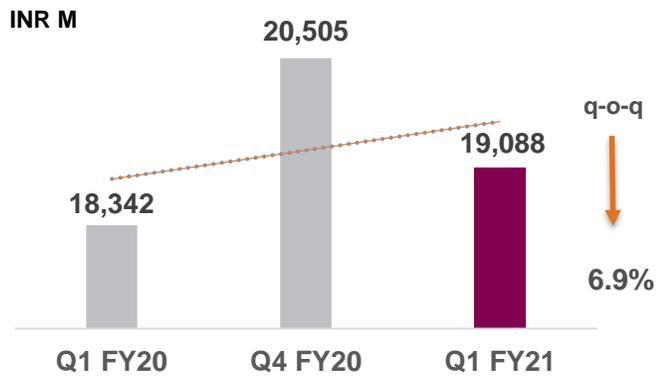
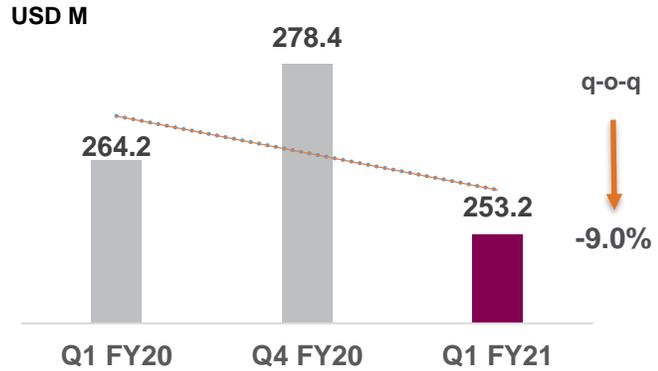




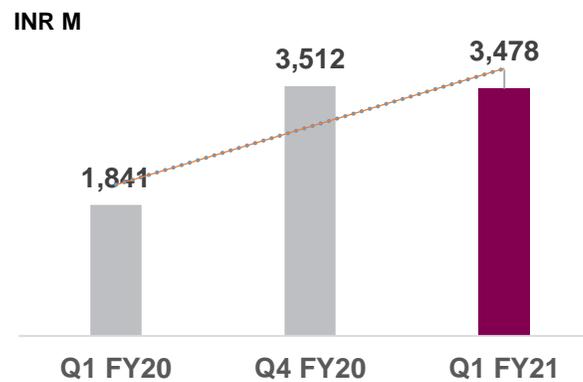
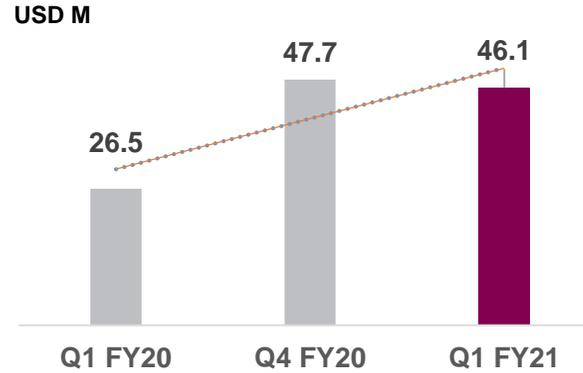
Quarterly Financial Overview

Performance Highlights

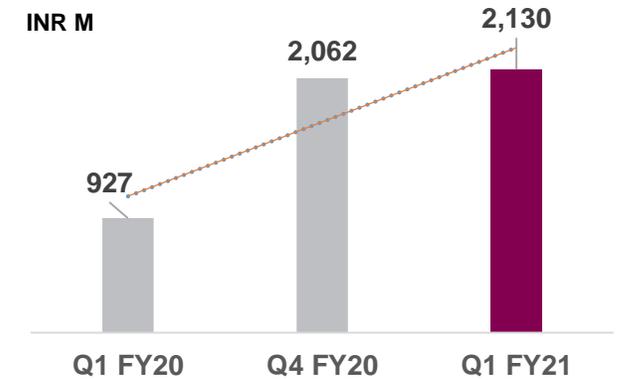
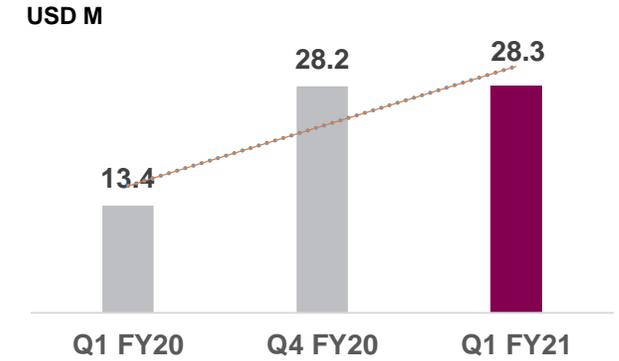
Revenue



EBITDA



Net Profit



Key Ratios in \$ terms

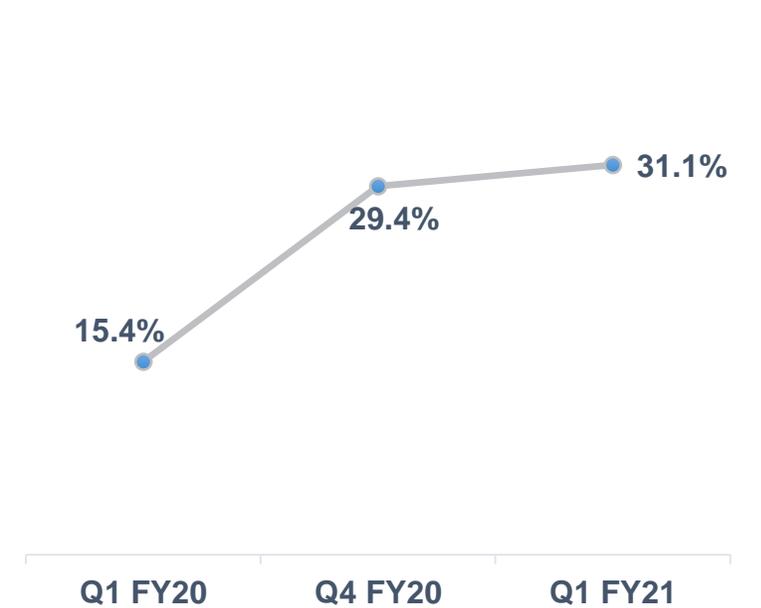
EBITDA %



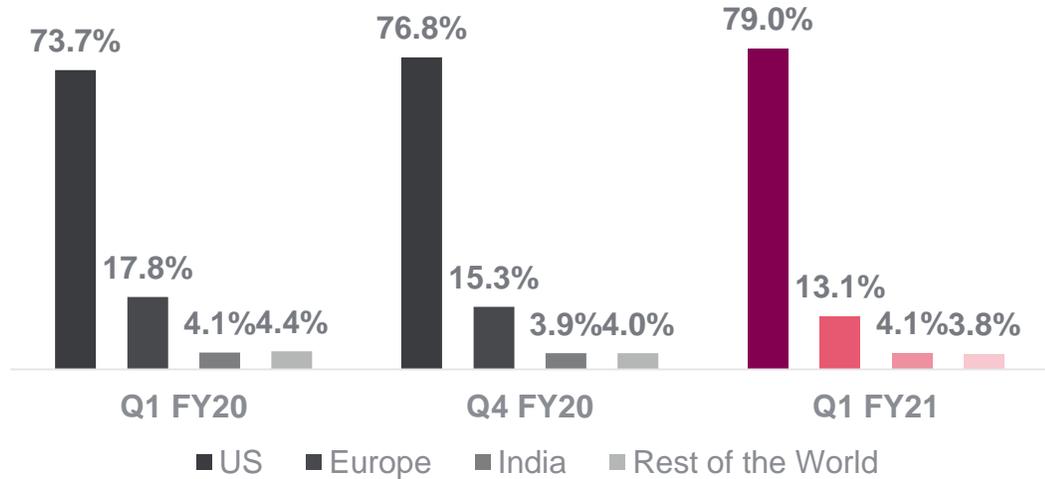
PAT %



ROCE %



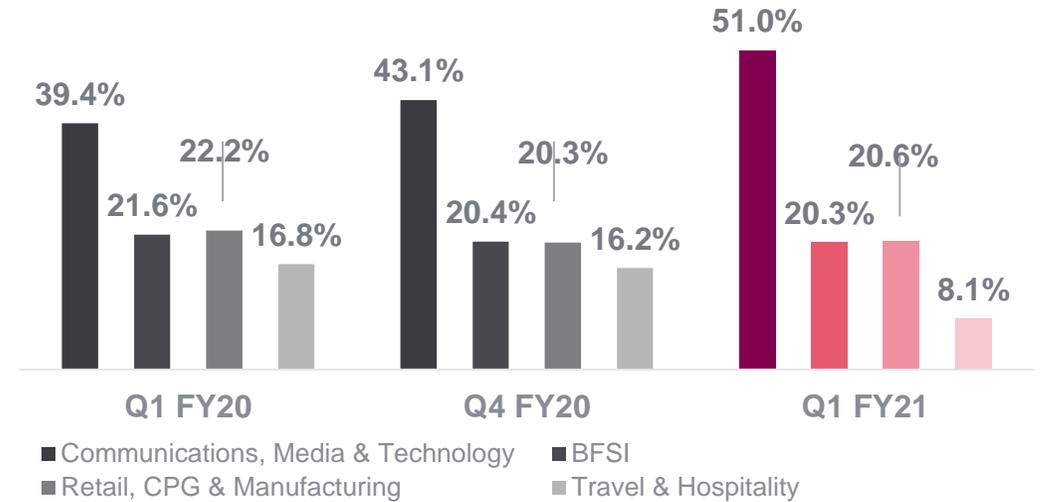
Market Distribution



US q-o-q de-growth 6.3%, y-o-y growth 2.9%

Europe q-o-q de-growth 22.6%, y-o-y de-growth 29.8%

Industry Distribution



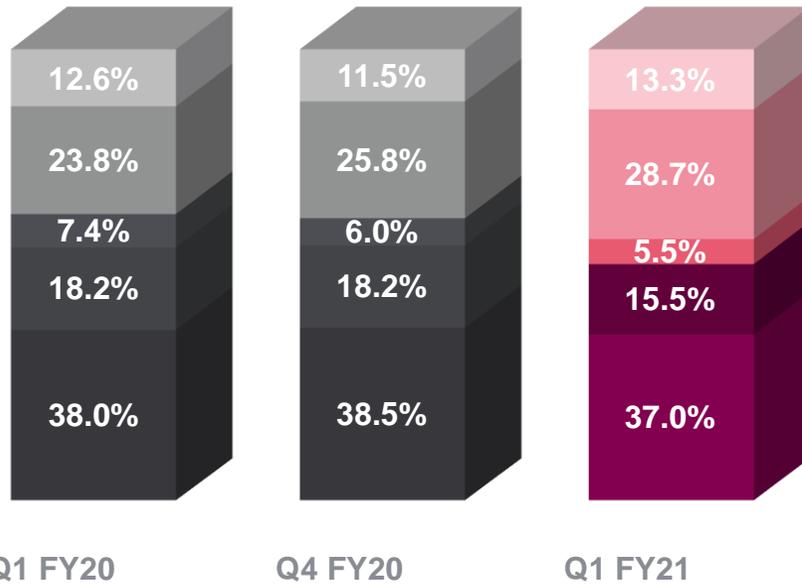
Communications, Media & Technology q-o-q growth 7.7%, y-o-y growth 24.1%

Retail, CPG & Manufacturing. q-o-q de-growth 7.7%, y-o-y de-growth 11.3%

BFSI q-o-q de-growth 9.5%, y-o-y de-growth 9.6%

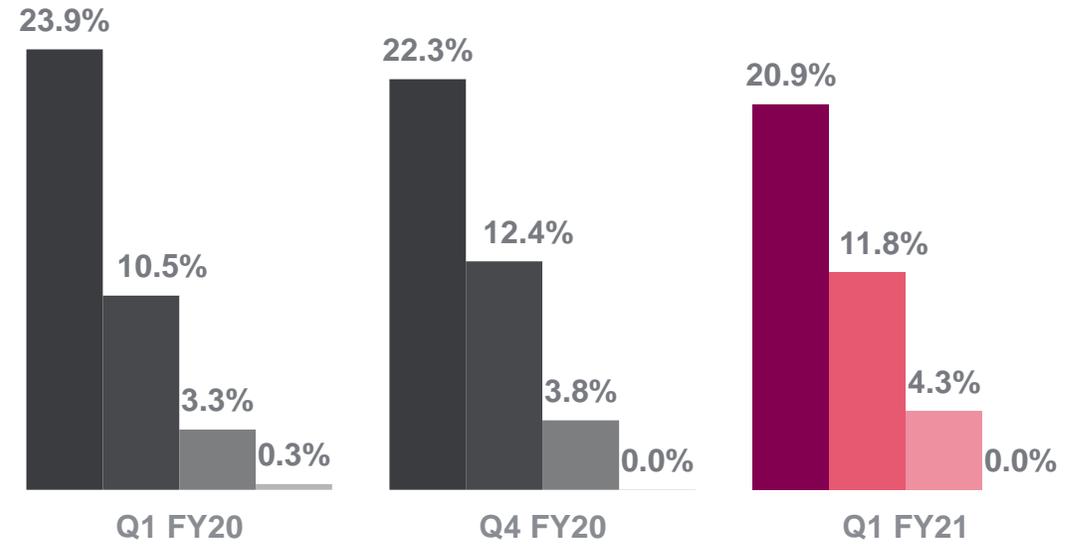
Travel & Hospitality q-o-q de-growth 54.6%, y-o-y de-growth 53.9%

Service Line Distribution



■ Digital ■ Test Eng. ■ Package Solutions ■ IMTS ■ ADM and Product Eng.

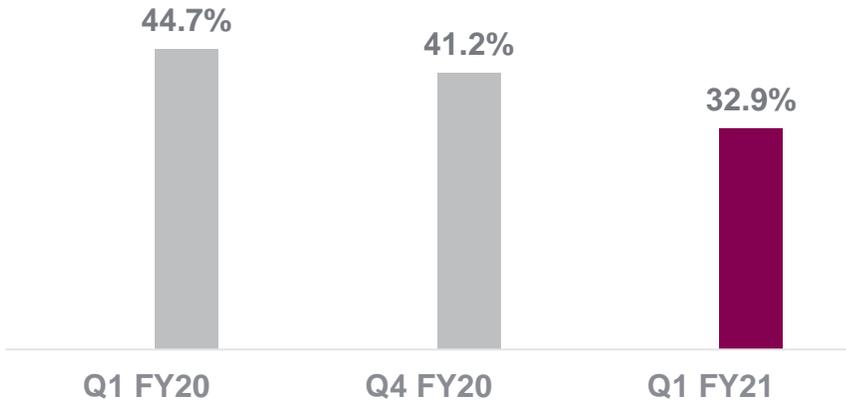
Digital Distribution



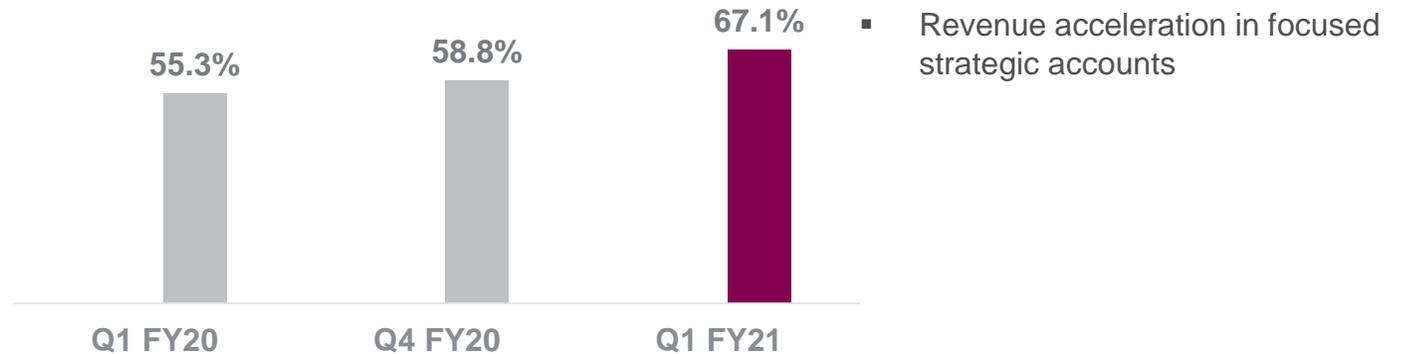
■ Interactive ■ Data Science and Engineering services ■ Cloud Services ■ Others

Engagement and Client Composition

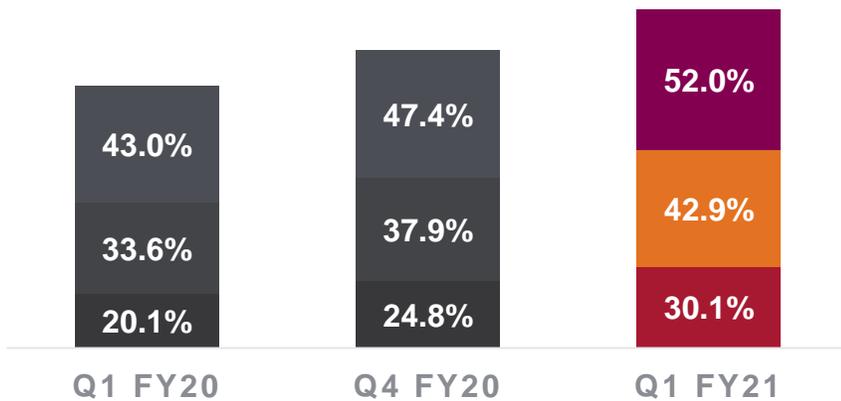
Time & Materials



Fixed Cost, Fixed Monthly



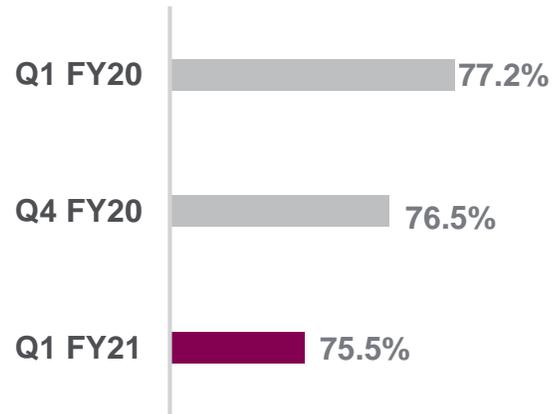
■ Top Client ■ Top 5 Clients ■ Top 10 Clients



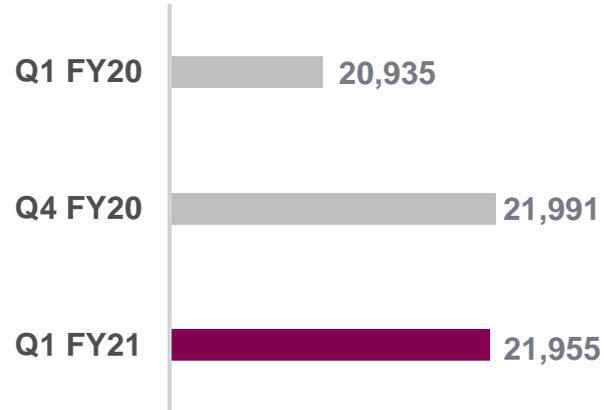
Revenue	Q1 FY20	Q4 FY20	Q1 FY21
\$100 mn clients	1	1	1
\$50 mn clients	1	1	1
\$25 mn clients	4	5	5
\$10 mn clients	23	23	23
\$5 mn clients	46	47	44
\$1 mn clients	122	134	127

Employee Metrics

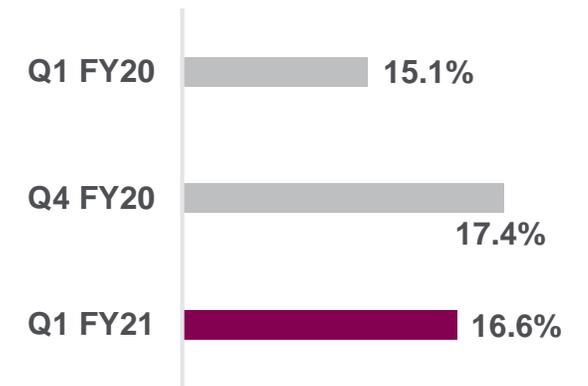
Utilization (incl' Trainees)



Headcount

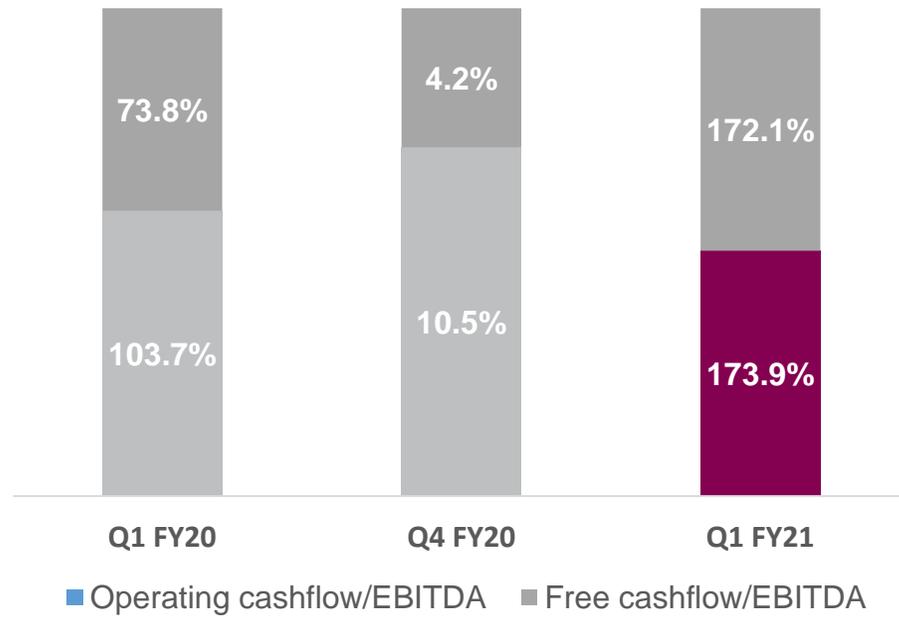


Attrition

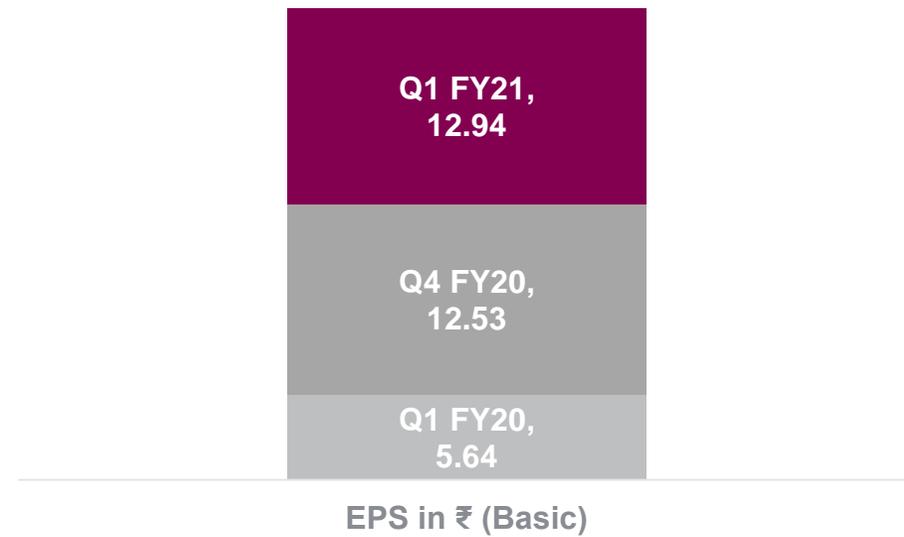


- Net additions during the quarter – (36)
- Women employees – 32%
- Nationalities - 81

Cash Flow/EBITDA



Value Creation



Welcome to possible