



Mindtree

A Larsen & Toubro Group Company



INVESTOR PRESENTATION
October 2019

Welcome to possible

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*



21,267
Mindtree Minds



\$1,001 M
Annual Revenue



343
Active Clients

700
Bots

74% US

18% Europe

8% APAC

14 of Fortune 100

43 Offices

18 Countries

*Data as of Q2FY20 except for annual revenue

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

Test
Engineering

Infrastructure
Management

Mainframe &
Midrange

Project & Program Management

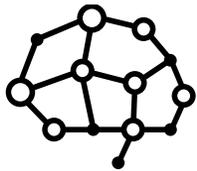
Agile Application
Development & Maintenance

Managed Services

Application Maintenance Services

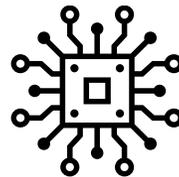
We are way ahead in the Digital evolution journey compared to industry

GREAT QUALITY, DELIVERED FASTER



Digital Transformation

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



Integrated DevSecOps & Automation

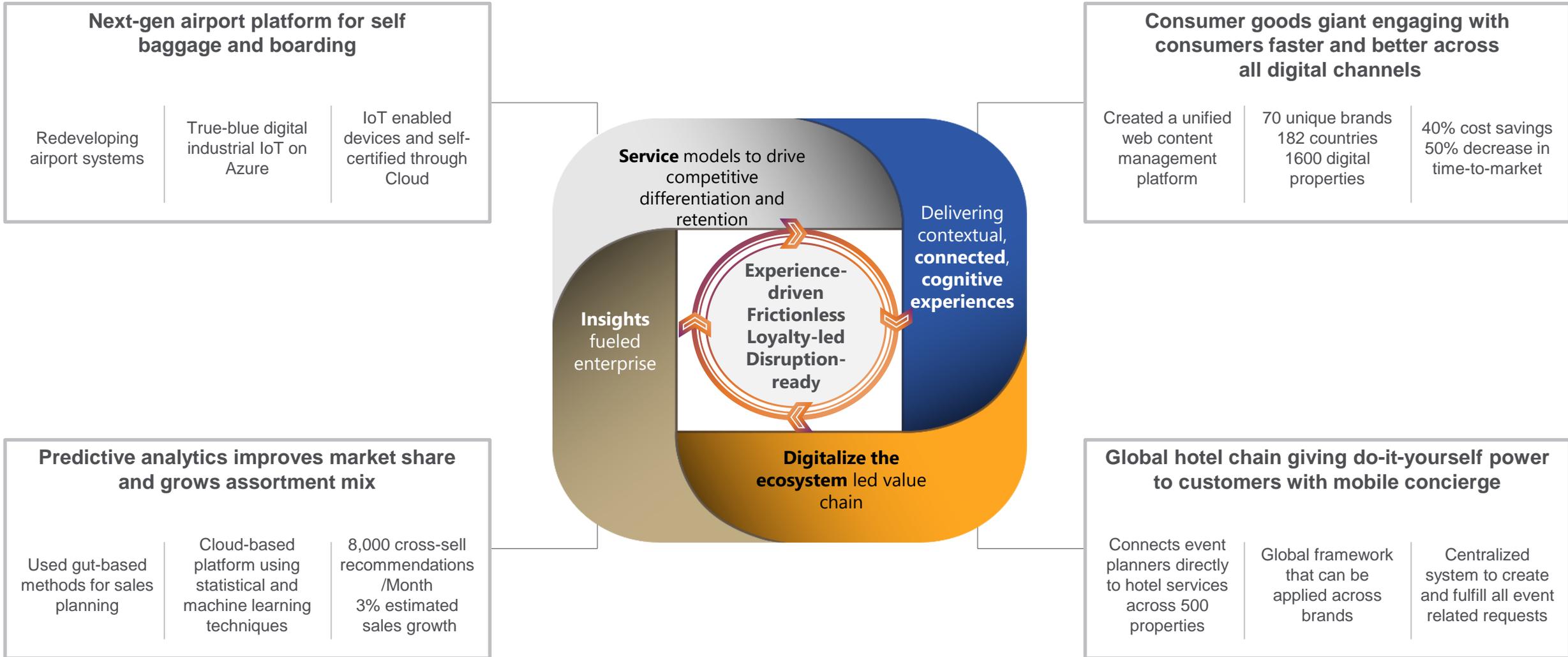
Transform Run organization driven by automation and integrated operations platform



Beyond Digital

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

Make Digital Real – Delivering Unique Value to Clients



Recognitions

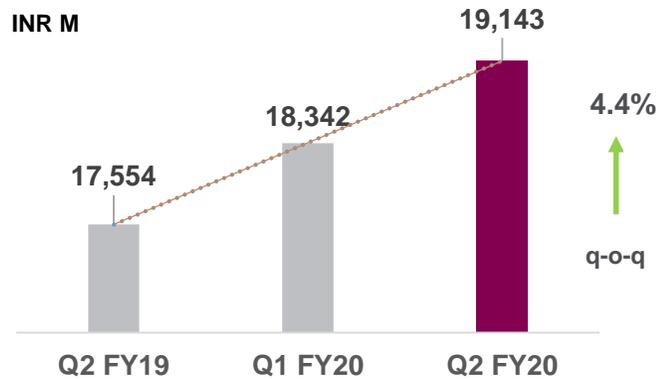
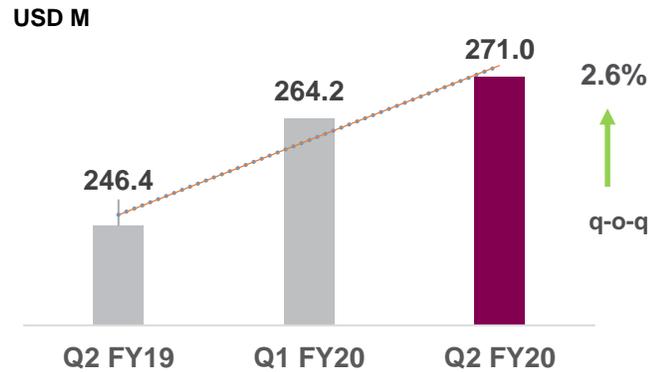




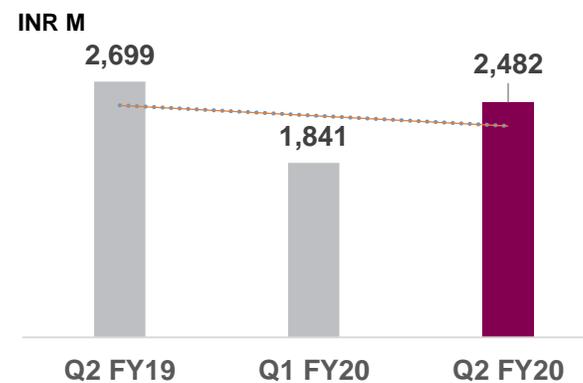
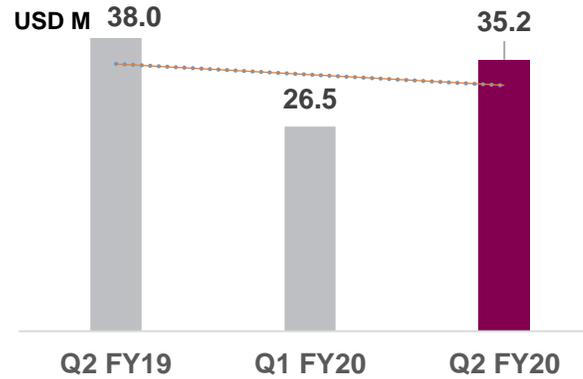
Quarterly Financial Overview

Performance Highlights

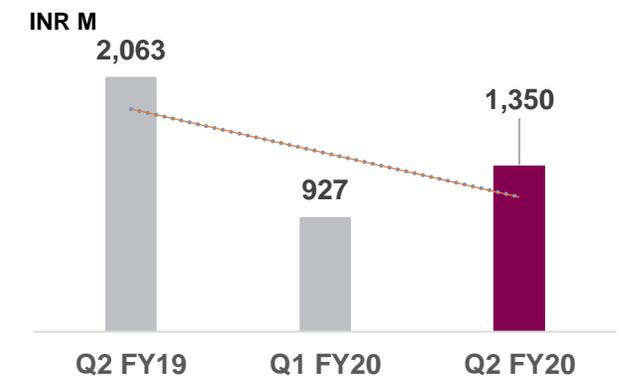
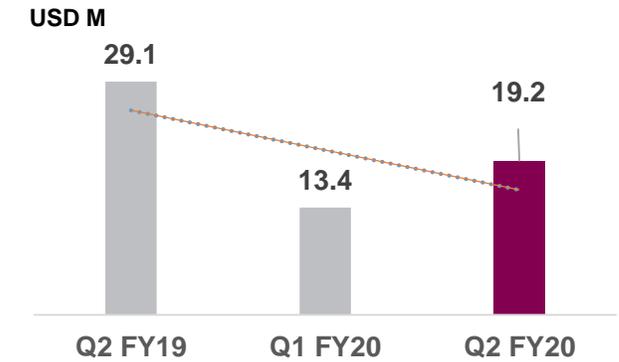
Revenue



EBITDA



Net Profit



Key Ratios in \$ terms

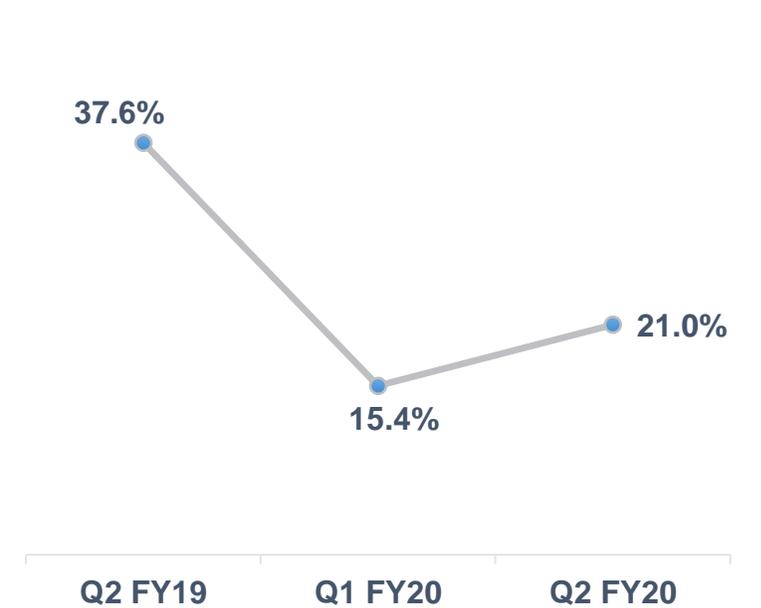
EBITDA %



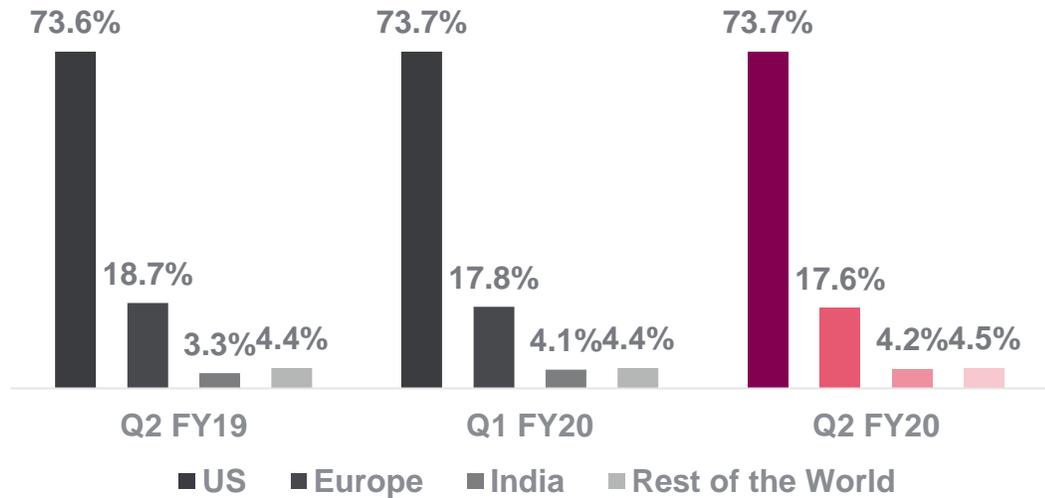
PAT %



ROCE %



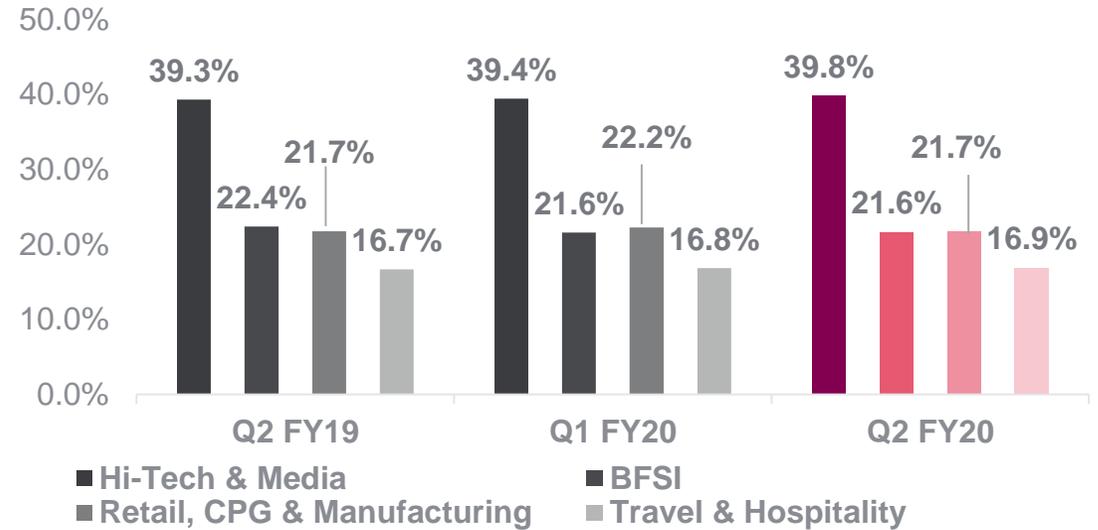
Market Distribution



US q-o-q growth 2.7%, y-o-y growth 10.2%

Europe q-o-q growth 1.5%, y-o-y growth 3.8%

Industry Distribution

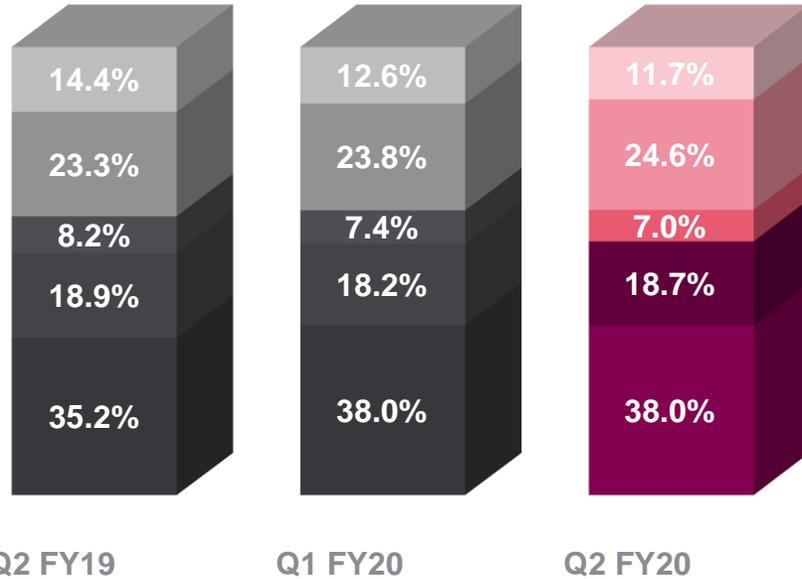


Hi-Tech & Media q-o-q growth 3.6%, y-o-y growth 11.4%

Travel & Hospitality q-o-q growth 3.3%, y-o-y growth 11.9%

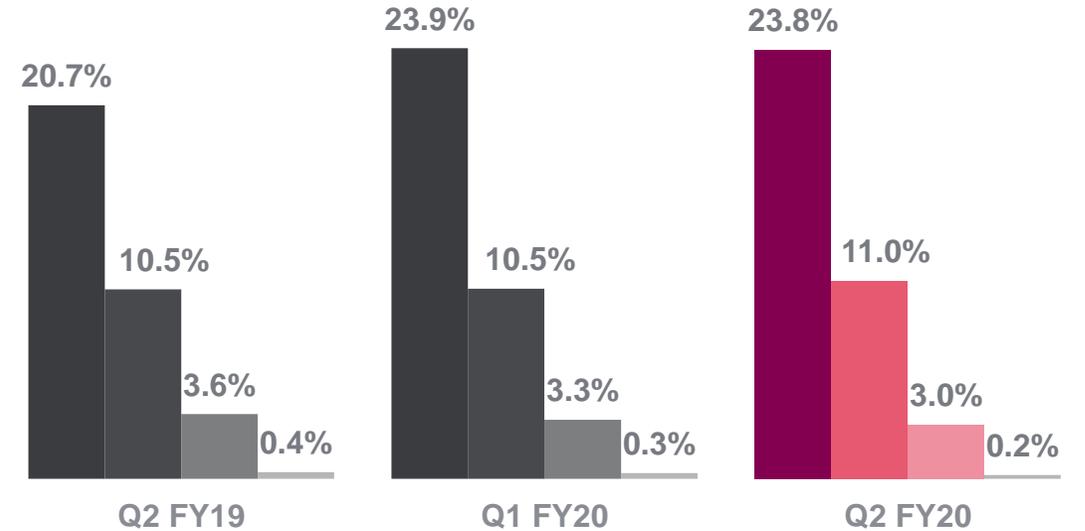
BFSI q-o-q growth 2.8%, y-o-y growth 6.3%

Service Line Distribution



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

Digital Distribution



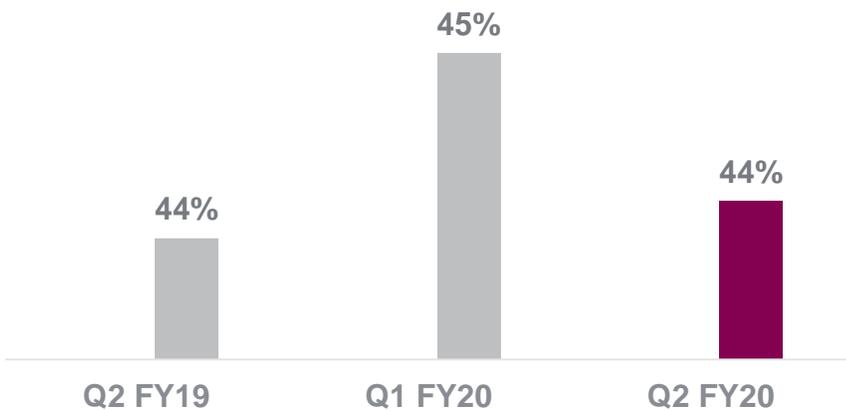
■ Interactive ■ Data Science and Engineering services ■ Cloud Services ■ Others

3 strategic pillars under Digital

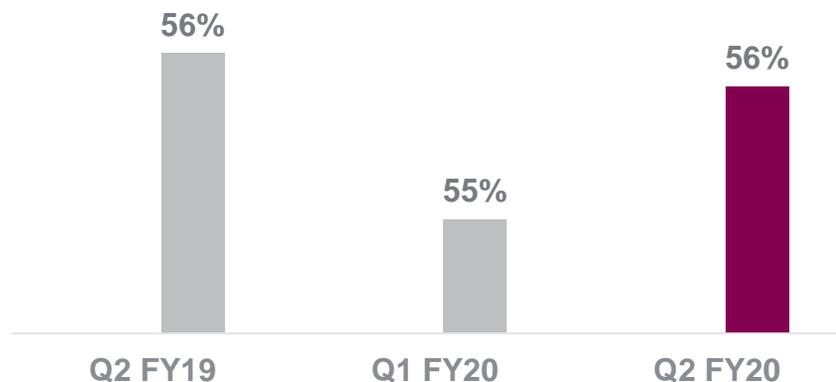
Digital q-o-q growth 2.5%, y-o-y growth 18.8%

Engagement and Client Composition

Time & Materials



Fixed Cost, Fixed Monthly



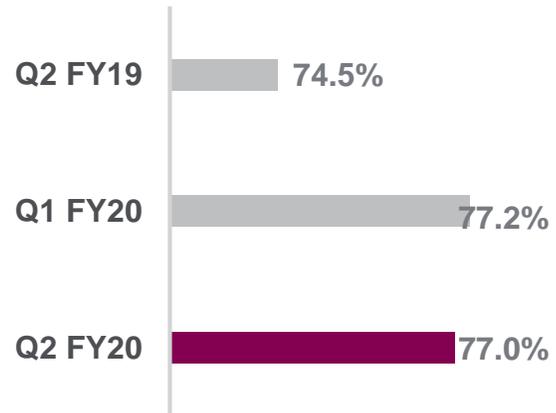
- Balanced revenue concentration
- Revenue acceleration in focused strategic accounts

■ Top Client ■ Top 5 Clients ■ Top 10 Clients

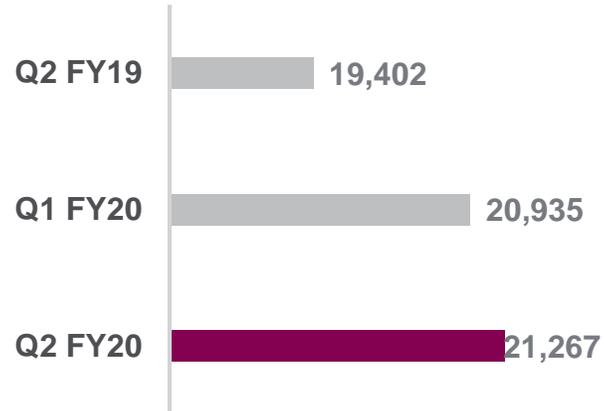
Revenue	Q2 FY19	Q1 FY20	Q2 FY20
\$100 mn clients	1	1	1
\$50 mn clients	1	1	1
\$25 mn clients	4	4	4
\$10 mn clients	21	23	21
\$5 mn clients	44	46	47
\$1 mn clients	111	122	130

Employee Metrics

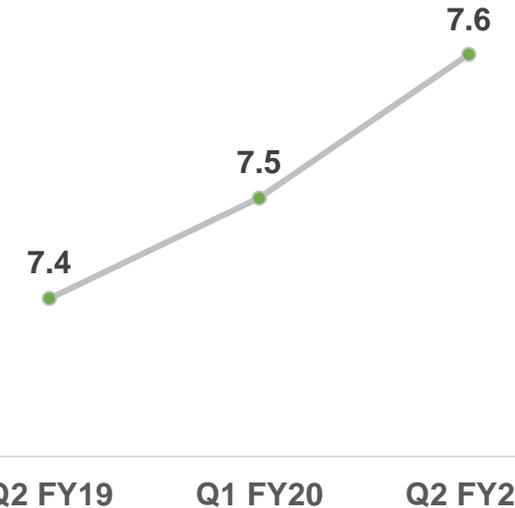
Utilization (incl' Trainees)



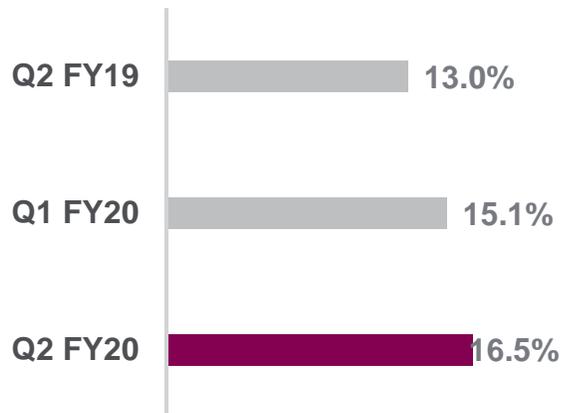
Headcount



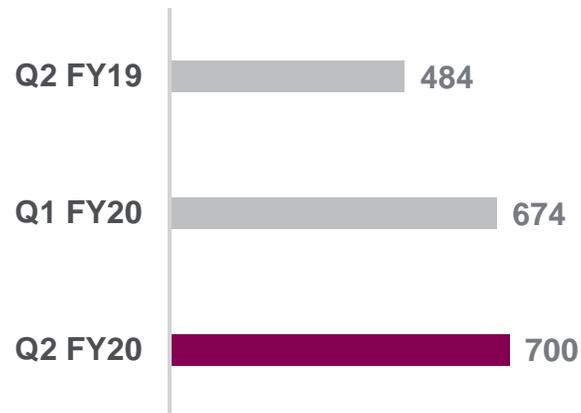
Average Experience in Years



Attrition

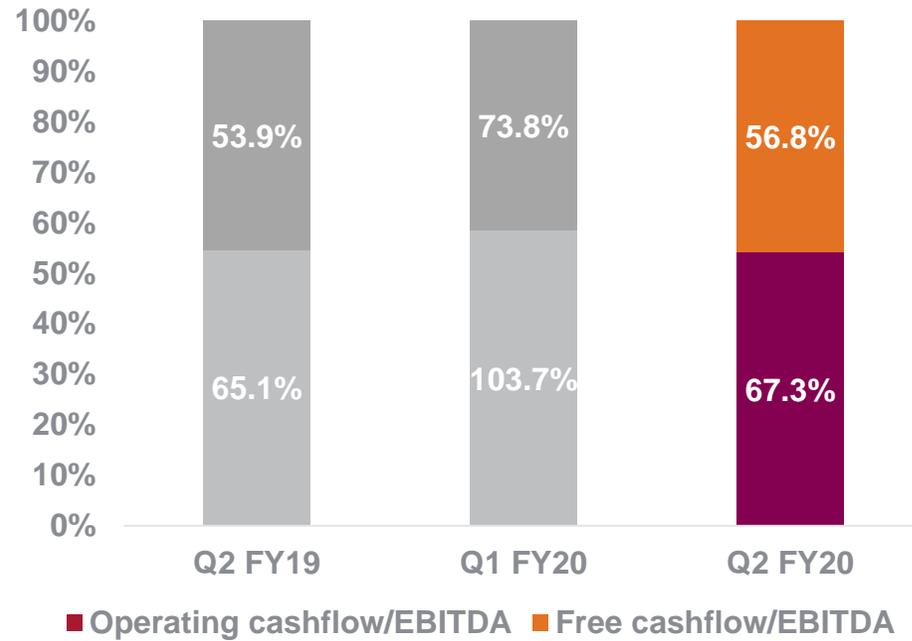


BOTs

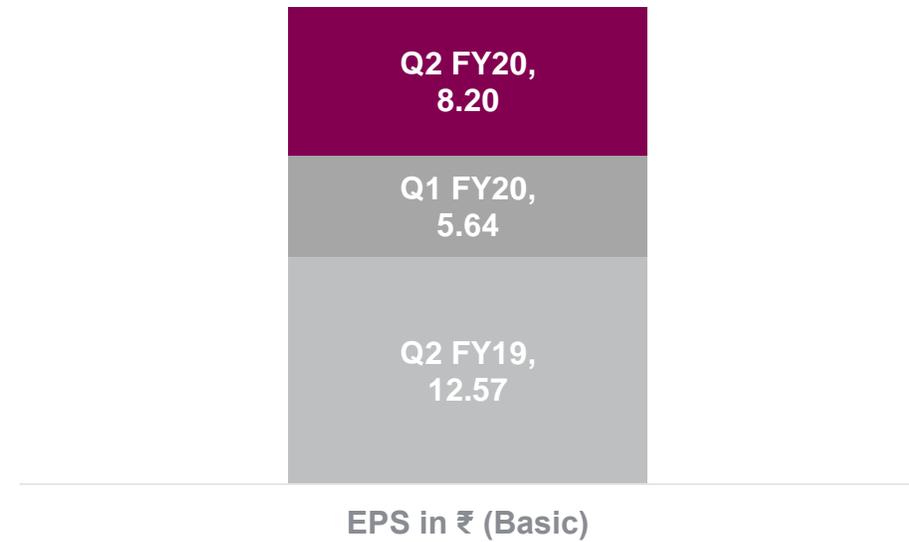


- Net additions during the quarter – 332
- Women employees – 32%
- Nationalities - 74

Cash Flow/EBITDA



Value Creation

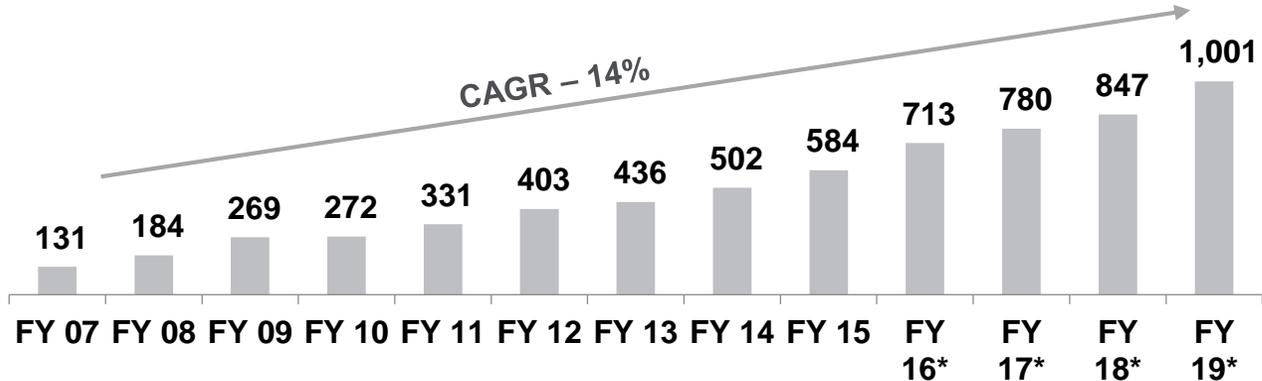




Annual Financial Overview

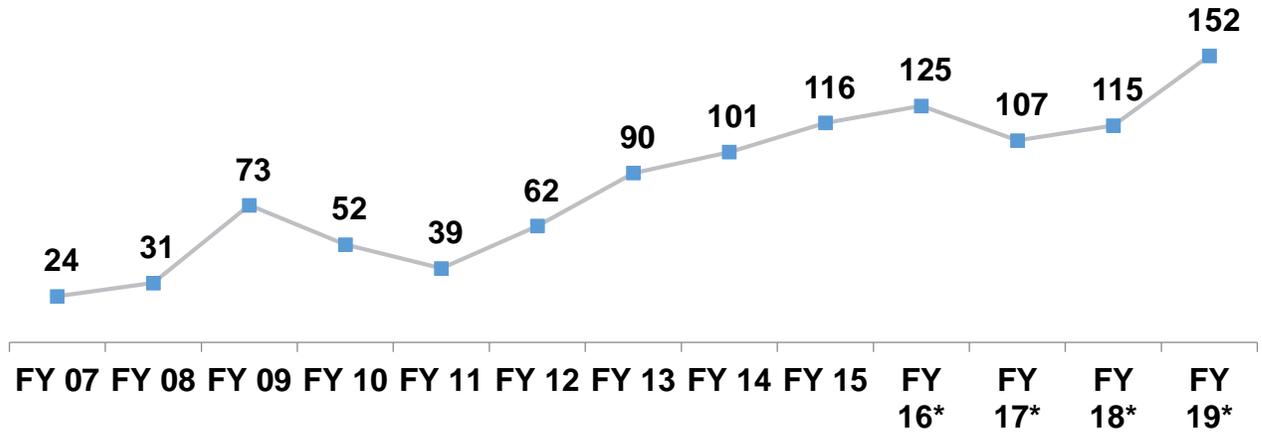
FY19 Achievements

Revenue in \$M



*FY19, FY18, FY17, and FY16 numbers are based on Indian Accounting Standards (Ind AS)

EBITDA in \$M



* FY19, FY18, FY17, and FY16 numbers are based on Indian Accounting Standards (Ind AS)

20 years

20K Mindtree minds

\$2.2+ Billion Market Cap

\$100M+ PAT

INR 13,399Cr TSR

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