



Mindtree

A Larsen & Toubro Group Company

# Redefining Possibilities

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# Safe Harbor

This presentation may contain forward-looking statements, which involves 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.

# What's happening in the market

## 2008



Financial crisis from Wall St hits Main St

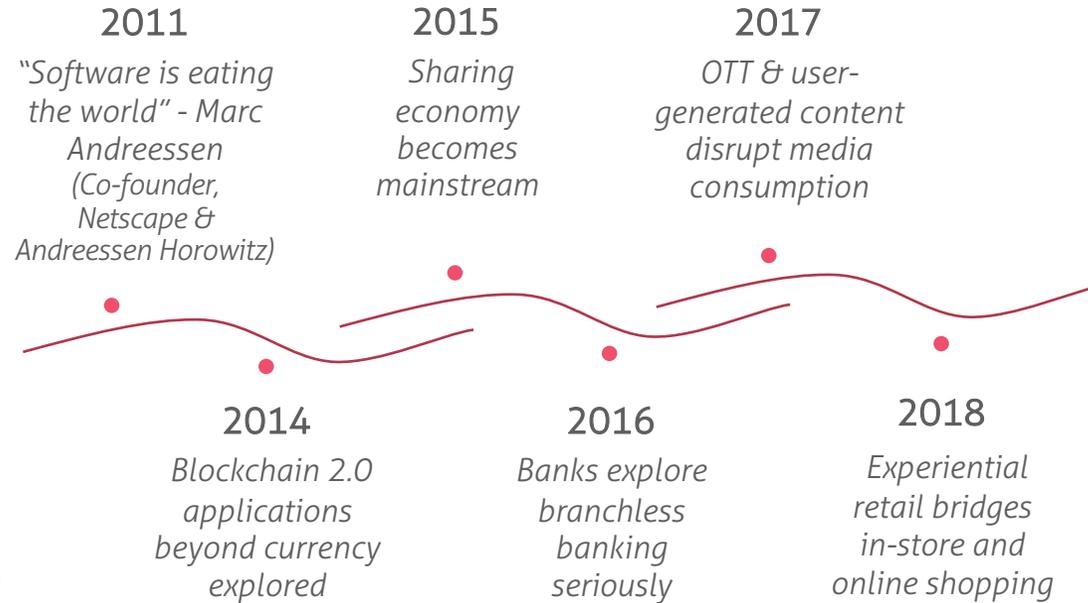
*Awareness and adoption of Digital*

## 2020



The pandemic impact from Main St spreads to Wall St

*Digital is now in the fast lane !*



Businesses have been "rewiring" themselves for Digital. A few watershed moments have accelerated the transition, creating fresh opportunities and "Redefined possibilities"!

# Evolving client priorities



# Imperatives that drive our strategy



# Our strategic focus areas

4

X

4

X

4

## Industry groups

## Service Lines

## Geographies



### RCM

Retail, Consumer Products, and Mfg.



### BFSI

Banking, Financial Services, and Insurance



Customer Success



Data and Intelligence



North America



UK and Ireland



### TTH

Travel, Transport, Logistics, and Hospitality



### CMT

Communication, Media, and Technology



Cloud



Enterprise IT



Continental Europe



Asia Pacific and RoW

*Note: We will also be focusing on the Health segment where we see rapid digital adoption and industry convergence*

# Strong partnership & IP ecosystem

## Service lines



Customer Success



Data & Intelligence



Cloud



Enterprise IT

## Mindtree IP and platforms

Mindtree Customer Data Hub

Decision Moments

ComPass

MVC

Intelyzers

RAPID 2.0

Mind FLOW

IMMERSIVE AURORA

APEX

MatchPoint

CAPE

MWwatch



## Partners



## Advisors & Analysts



Note: This is not an exhaustive list of our partners, advisors, and analysts

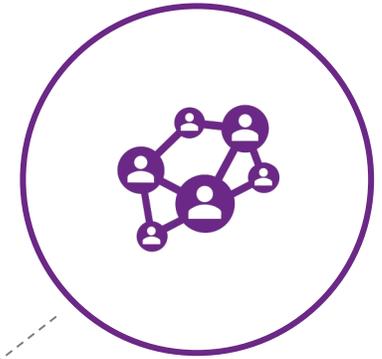
# Continued focus on driving profitable growth



Top Accounts  
Mining



Multi-Year  
Annuity Deals



Partnerships and  
Targeted M&A



Enterprise-scale  
Digital transformation



Seamless Delivery & Nimble  
Operations

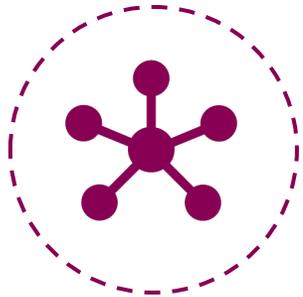
# People and Leadership



Focus on employee safety & wellness



Stable & Experienced leadership team



Constantly "Future-Ready Talent"



Diverse talent infusion with deep & complementary expertise

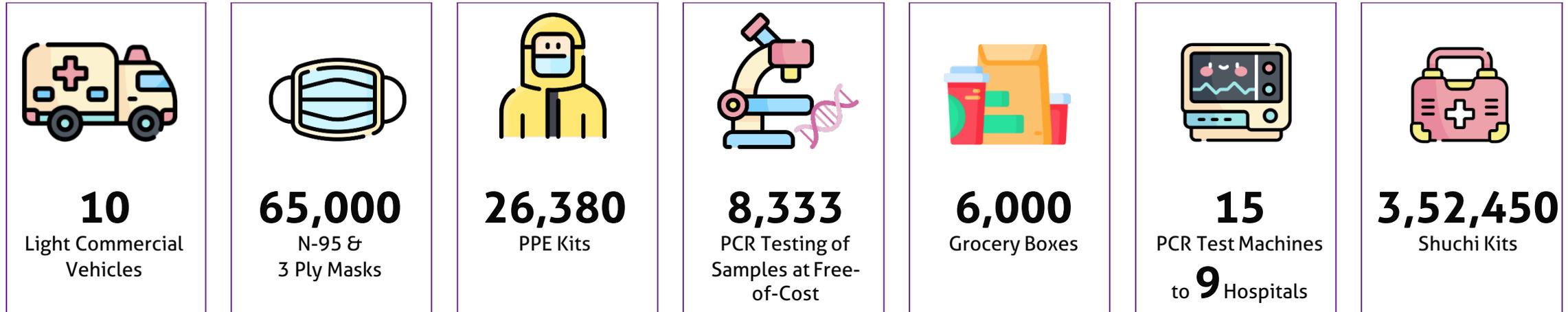


Strong technocratic & learning culture



Leadership fully aligned on strategy execution

# Giving back to the society



*Across the governments of Karnataka, Tamilnadu, Telangana, Odisha and Maharashtra*

## 70,000+ Beneficiaries PAN INDIA

- Improving physical well being, supporting children with special abilities with training & education
- Blood & Stem cell donations
- Mentoring & coaching rural children



## 10,000+ Beneficiaries

- **Protecting the Protector Campaign:** Proactively offered free COVID 19 tests to Karnataka State Police personnel to ensure that they are safe and healthy

# Looking Forward

**Digital** is now redefining business and operating models

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We are seeing pervasive assimilation of **Digital Ways of Working**

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We aspire to become a **business transformation partner** for our clients

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We will continue to make investments for **future-ready talent, strong IP & partner ecosystem** and **inorganic growth** opportunities

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We are well-positioned to ride the next "**S-Curve**" of profitable growth

*Welcome to possible*

