

MINDTREE 3.X: GREAT QUALITY DELIVERED FASTER

Mindtree is on a strong footing

- All-time high client satisfaction ratings setting the benchmark in the industry
- Strong demand, investments in the right areas and large deal wins leading to strong growth momentum
- Strong employee engagement practices - attrition rate, one of the lowest in the industry
- Strong value creation and disciplined capital allocation
- World-class board and strong corporate governance

What makes us special: A memorable future ready company

- Distinctive Culture
- Leadership and Talent
- Strong Corporate Governance
- Social Responsibility

Strong Conviction on Strategy

- “Make Digital Real” and “Execute Smart” continues to resonate well with customers
- Between “scale vs specialization”, Mindtree has chosen specialization by aspiring to be the best in chosen industries and offerings. “Great Quality Delivered Faster” is the how of strategy.
- Mindtree’s Digital Packages and Platforms – Accelerate growth via leadership in a core set of packaged applications
- Focused innovation for Run and Grow – To sustain regular business and drive growth through new initiatives and transformations
- Consulting first approach – Drive’s competitive business advantage to our customers
- Automation – Balancing talent transformation and improving efficiency
- Strategic Partnerships – Partnering with Microsoft, Adobe, Salesforce and SAP will help our customers digitalize their core and drive productivity
- Industry Recognition - Leading analysts and advisories have positioned us leadership quadrant across our offerings
- Beyond Digital - Re-imagining the enterprise – Fundamentally re-imagine an enterprise using next generation technologies, investing in academic partnerships and new offerings

EXECUTE SMART / RUN THE BUSINESS

- Enterprises are no longer looking at their technology outsourcing in silos. While saving costs is obvious, they are looking for faster time to market. As a result, they are partnering with technology company who is agile, nimble and can provide end-to-end IT life cycle automation
- Today's Digital is Tomorrow's Run
- Enterprises moving to a product driven setup



Mindtree's response to strategic shifts in clients

- Productized Enterprise IT - Leadership of Integrated product teams
- Investing in emerging tech - End-to-End IT lifecycle automation
- Data driven enterprise - Insights based on enterprise IT data
- Value at cost - Single thread delivery

Our Differentiation – Run and Grow businesses aligned for continuous delivery by being agile, using DevOps and Automation

- Platform led delivery for Product Operating model
- CAPE: Visualize and accelerate end-to-end IT lifecycle automation
- Invest in Cognitive Automation
- New Commercial Models
- Alignment of Org Structure – Application Management, Testing, Infrastructure Management, Agile and DevOps are now one organizational unit
- Redesign Learning & Skilling – Recommend, pathways and enable using Yorbit
- Recognition by the analyst and advisor Community

Road Ahead

- Helping customers modernize RUN & accelerate GROW
- Increased engagement with client leadership
- Larger deal size at higher margin for Mindtree

MAKE DIGITAL REAL

Our four pillars of digital is resonating well in the market driving outcome based continuous innovation

- **Delivering** contextual, connected, cognitive experiences
- **Ecosystem** led value chain digitization
- **Creating** insights fueled enterprise
- **Shaping** service models to drive competitive differentiation and retention



Blueprint to Build Digital Next Intelligent Enterprise

- **Digitalizing the Core**
 - Legacy Modernization
 - Operationalize with Platforms
 - Autonomous Multi-Speed
- **Intelligence Powered Humane Ecosystem**
 - Journey Science based Experience
 - Insights-as-a-Service
 - Democratized AI
- **Cognitive Experience Delivery by**
 - Digital Experience Platforms
 - Intelligent Edge
 - Ubiquitous Information

Strategy for Success in Digital

- Partner channel – Leverage partnerships to deliver digital transformational services that clients need to succeed in a cloud-first world
- Expertise – Subject matter experts on functional consulting and consumer experience
- Strong capabilities in cognitive experience
- Industry anchors and domain led digital expertise to drive solution-led digital selling
- Design led consulting first approach to engagements shaping larger front to end business transformation

ENTERPRISE RE-IMAGINATION: UNLOCKING NEW POSSIBILITIES

Why Re-imagination

Existing businesses are maturing. Clients are looking for –

- Entering new business lines with disruptive business models
- Total reimagination of Business Process Operations
- Drive substantial efficiency improvements in back office operations by Automation
- Be agile, nimble and startup like



What is Re-imagination

Leveraging core digital foundation and next generation digital technologies to fundamentally reimagine an enterprise along six dimensions with DOMAIN, TECHNOLOGY, CREATIVITY and CONTEXT being at the core

- New Business Models
- New Business Processes
- Offerings
- Market Segmentation
- Sales Channels
- Enterprise Experience

Our three pronged Strategy with emphasis on speed and positioning

- Immediate Priority: New Offerings to Traditional Models
- Medium-term Priority: New Offerings in New Models
- Long-term Priority: Traditional Offerings in New Models

Our Enterprise Re-imagination Ecosystem

- Customers
- Global Startup and Partner Community
- Academic Institutions
- Mindtree Industry Groups and CTO Labs
- Silicon Valley Enterprise Re-imagination Studio