



Mindtree

Welcome to possible

MAKE
DIGITAL



Investor Presentation

January 2017

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

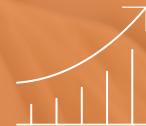
We engineer meaningful technology solutions to help businesses and societies flourish.



\$715 M
FY 16 Revenue



16,099
Mindtree Minds



22.5%
FY16 growth

69%
US

21%
Europe

10%
APAC



42 | **17**
offices | countries



Top 7
IT company in India

Offerings

Travel, Transportation
& Hospitality

CPG, Retail &
Manufacturing

Banking, Financial
Services & Insurance

Technology &
Media

Solution Architecture - Central Architecture Group

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

Data-
warehouse
& Analytics

ERP
(SAP, Oracle)

EAI
(BPM, SOA)

Engineering
R&D

Independent
Testing

Infrastructure
Management

Mainframe &
Midrange

Project & Program Management

Agile Application Development &
Maintenance

Managed Services

Application Maintenance Services

Solution Excellence with Challenging Engagements

Identity for 1.2 billion people

One of world's largest big data implementation. World's largest citizen identification program.

100 million passengers fly safe

Flight planning system. 180+airlines.
15000+ flight plans.

Managed \$1.5 Billion trade spend

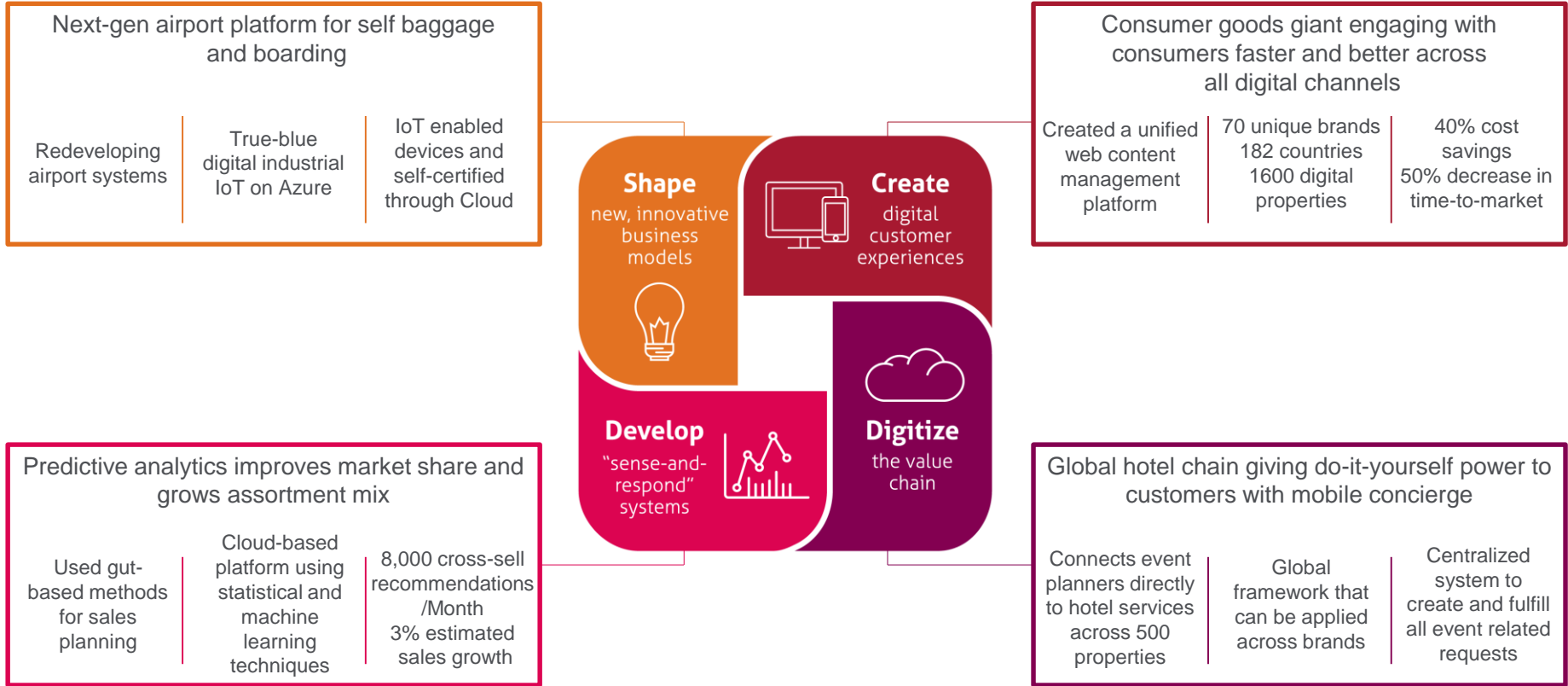
Trade promotion management & optimization. 30+ countries.

Saved \$60 Million in reinsurance costs

Improved underwriting practice efficiency.
Next generation global exposure solution.
40 million customers in 160 countries.



Make Digital Real – Delivering Unique Value to Clients



Acquisitions in 2015-16



#1 SAP HANA implementation partner



#1 Duck Creek implementation partner



Relational Solutions
a Mindtree company

Leader in demand signal repository &
trade promotion analytics



Platinum Salesforce implementation partner



Q3 FY17 key metrics

Highlights – Third quarter ended December 31, 2016

Key financial metrics

In \$ million	Q3 FY16	Q2 FY17	Q3 FY17	Q-o-Q growth	Y-o-Y growth
Revenue	183.6	193.0	192.2	(0.4)%	4.7%
EBITDA	32.5	24.1	25.8	7.0%	(20.5)%
EBITDA %	17.7%	12.5%	13.4%		
PAT	21.3	14.1	15.3	8.1%	(28.3)%
PAT %	11.6%	7.3%	8%		
Diluted EPS ₹	8.37	5.64	6.13	8.8%	(26.8)%

The financial results above are in accordance with Ind AS (largely similar to IFRS) for the quarter and nine months ended December 31, 2016. Accordingly the figures for previous periods have been restated in accordance with Ind AS.

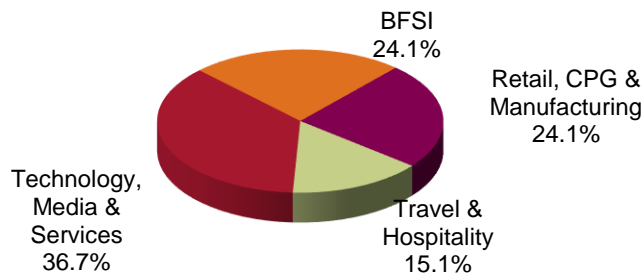
- Constant Currency Revenue growth of 0.4% Q-o-Q
- First client added to \$100 million category; \$10Mn Clients grew from 16 to 17
- Strong deal closures of \$314Mn during the quarter

High quality and diversity of revenues

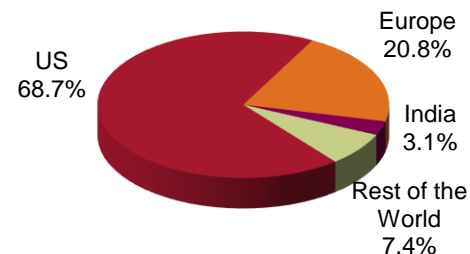
Client Contribution			
	Q3 FY16	Q2 FY17	Q3 FY17
Top Client	10.7%	14.4%	14.1%
Top 5 Clients	31.8%	30.0%	30.1%
Top 10 Clients	46.0%	42.5%	42.3%

Client Details			
	Q3 FY16	Q2 FY17	Q3 FY17
\$1MM+	93	107	106
\$5MM+	29	30	30
\$10MM+	13	16	17
\$25MM+	5	6	4
\$50MM+	2	2	1
\$100MM+	-	-	1

By Industry



By Geography



Other operating metrics

Revenue by Project Type

	Q3 FY16	Q2 FY17	Q3 FY17
Fixed Cost, Fixed Monthly	50.0%	50.6%	52.5%
Time & Materials	50.0%	49.4%	47.5%

Utilization

	Q2 FY16	Q2 FY17	Q3 FY17
Including Trainees	68.5%	71.4%	71.3%
Excluding Trainees	69.9%	73.1%	72.3%

Revenue Mix (Revenue)

	Q3 FY16	Q2 FY17	Q3 FY17
Onsite	54.4%	59.2%	60.2%
Offshore	45.6%	40.8%	39.8%

Revenue Mix (Effort)

	Q3 FY16	Q2 FY17	Q3 FY17
Onsite	21.1%	23.3%	23.5%
Offshore	78.9%	76.7%	76.5%

People

Key people metrics

	Q3 FY16	Q2 FY17	Q3 FY17
Total Mindtree Minds	16,243	16,219	16,099
Gross Addition	1,306	744	470
Attrition (Last Twelve Months)	16.0%	16.4%	16.1%
Experience (0-3 years)	27.6%	24.7%	23.2%
Average Experience (years)	6.5	6.8	7.1

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