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.

$847 M
FY 18 Revenue

17,723
Mindtree Minds

8.6%
FY18 growth

71%
US

21%
Europe

8%
APAC

43
offices

17
countries

Top 7
IT company in India, Fortune
A Special 18-Year Journey

Mindtree 1.0
- Born Digital
- Amazing Culture
- Survival
- Hybrid
- Marquee Clients
- IPO

Mindtree 2.0
- Make Digital Real
- Expertise
- Scale
- Global
- Deeper Offerings
- Fastest to $500M
Mindtree 3.0

Consulting-First
Driving Competitive Business Advantage

Focused Innovation for Run and Grow
Driving Competitive Business Advantage

Digital Packages & Platforms
Leadership in a core set of winning packaged applications

Humane Automation
Balancing Automation with Talent Transformation
Recognitions

- NelsonHall: Leader Zone: Software Testing, NelsonHall’s NEAT Evaluation
- Zinnov: Leadership Zone: Digital, Product Engineering, Embedded Systems
- Forbes: Listed in Forbes India’s Top 10 Provider in US and Europe
- Institutional Investor: Ranked 3rd for Best Investor Relations - 2016 All-Asia Executive Team
- Salesforce Marketing Cloud: Magnet 360 awarded Salesforce Marketing Cloud Innovation Award for 2016
- SAP: Bluefin Solutions wins SAP Pinnacle Award
- Microsoft Azure: Microsoft Azure Innovation Partner of the Year, 2016
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

Next-gen airport platform for self baggage and boarding
Redeveloping airport systems
True-blue digital industrial IoT on Azure
IoT enabled devices and self-certified through Cloud

Predictive analytics improves market share and grows assortment mix
Used gut-based methods for sales planning
Cloud-based platform using statistical and machine learning techniques
8,000 cross-sell recommendations /Month 3% estimated sales growth

Shape new, innovative business models
Create digital customer experiences
Develop “sense-and-respond” systems
Digitize the value chain

Consumer goods giant engaging with consumers faster and better across all digital channels
Created a unified web content management platform
70 unique brands
182 countries
1600 digital properties
40% cost savings
50% decrease in time-to-market

Global hotel chain giving do-it-yourself power to customers with mobile concierge
Created a unified web content management platform
70 unique brands
182 countries
1600 digital properties
40% cost savings
50% decrease in time-to-market

Used gut-based methods for sales planning
Cloud-based platform using statistical and machine learning techniques
8,000 cross-sell recommendations /Month 3% estimated sales growth

Global framework that can be applied across brands
Centralized system to create and fulfill all event related requests
Connects event planners directly to hotel services across 500 properties
Q4 FY18 key metrics
Highlights – Fourth quarter and year ended March 31, 2018

Key financial metrics

<table>
<thead>
<tr>
<th>In $ million</th>
<th>Q4 FY17</th>
<th>Q3 FY18</th>
<th>Q4 FY18</th>
<th>Q-o-Q growth</th>
<th>Y-o-Y growth</th>
<th>FY 17</th>
<th>FY 18</th>
<th>Y-o-Y growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>195.6</td>
<td>214.3</td>
<td>226.2</td>
<td>5.5%</td>
<td>15.6%</td>
<td>779.8</td>
<td>846.8</td>
<td>8.6%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>27.7</td>
<td>32.3</td>
<td>36.4</td>
<td>12.8%</td>
<td>31.2%</td>
<td>106.9</td>
<td>114.8</td>
<td>7.4%</td>
</tr>
<tr>
<td>EBITDA %</td>
<td>14.2%</td>
<td>15.1%</td>
<td>16.1%</td>
<td></td>
<td></td>
<td>13.7%</td>
<td>13.6%</td>
<td></td>
</tr>
<tr>
<td>PAT</td>
<td>14.4</td>
<td>22.0</td>
<td>28.2</td>
<td>27.9%</td>
<td>95.2%</td>
<td>62.3</td>
<td>88.4</td>
<td>41.8%</td>
</tr>
<tr>
<td>PAT %</td>
<td>7.4%</td>
<td>10.3%</td>
<td>12.4%</td>
<td></td>
<td></td>
<td>8.0%</td>
<td>10.4%</td>
<td></td>
</tr>
<tr>
<td>Diluted EPS ₹</td>
<td>5.77</td>
<td>8.61</td>
<td>11.08</td>
<td>28.7%</td>
<td>91.9%</td>
<td>24.89</td>
<td>34.28</td>
<td>37.8%</td>
</tr>
</tbody>
</table>

- Contract Closures crossed $1 Billion during FY 18
- Last Twelve Months attrition rate at 12.5%, the lowest since Q3 FY14
- In FY18 - Digital Business grew 18.9%; Infrastructure Management and Tech Support grew 16.7%; Technology, Media & Services grew by 10.8%; Travel and Hospitality grew by 10.1%
High quality and diversity of revenues

<table>
<thead>
<tr>
<th>Client Contribution</th>
<th>Q4 FY17</th>
<th>Q3 FY18</th>
<th>Q4 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top Client</td>
<td>14.3%</td>
<td>16.6%</td>
<td>17.8%</td>
</tr>
<tr>
<td>Top 5 Clients</td>
<td>30.7%</td>
<td>31.6%</td>
<td>32.0%</td>
</tr>
<tr>
<td>Top 10 Clients</td>
<td>41.9%</td>
<td>43.7%</td>
<td>43.7%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Client Details</th>
<th>Q4 FY17</th>
<th>Q3 FY18</th>
<th>Q4 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1MM+</td>
<td>111</td>
<td>114</td>
<td>118</td>
</tr>
<tr>
<td>$5MM+</td>
<td>30</td>
<td>37</td>
<td>38</td>
</tr>
<tr>
<td>$10MM+</td>
<td>16</td>
<td>15</td>
<td>17</td>
</tr>
<tr>
<td>$25MM+</td>
<td>4</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>$50MM+</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>$100MM+</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
</tbody>
</table>

By Industry

- BFSI: 22.5%
- Technology, Media & Services: 37.6%
- Retail, CPG & Manufacturing: 24.0%
- Travel & Hospitality: 15.9%
- By Geography

- US: 71.0%
- Europe: 21.1%
- India: 3.2%
- Rest of the World: 4.7%
## Other operating metrics

### Revenue by Project Type

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY17</th>
<th>Q3 FY18</th>
<th>Q4 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed Cost, Fixed Monthly</td>
<td>52.8%</td>
<td>56.4%</td>
<td>56.8%</td>
</tr>
<tr>
<td>Time &amp; Materials</td>
<td>47.2%</td>
<td>43.6%</td>
<td>43.2%</td>
</tr>
</tbody>
</table>

### Utilization

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY17</th>
<th>Q3 FY18</th>
<th>Q4 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Including Trainees</td>
<td>70.9%</td>
<td>72.8%</td>
<td>73.8%</td>
</tr>
<tr>
<td>Excluding Trainees</td>
<td>72.7%</td>
<td>74.3%</td>
<td>75.2%</td>
</tr>
</tbody>
</table>

### Revenue Mix (Revenue)

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY17</th>
<th>Q3 FY18</th>
<th>Q4 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Onsite</td>
<td>60.5%</td>
<td>57.9%</td>
<td>58.9%</td>
</tr>
<tr>
<td>Offshore</td>
<td>39.5%</td>
<td>42.1%</td>
<td>41.1%</td>
</tr>
</tbody>
</table>

### Revenue Mix (Effort)

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY17</th>
<th>Q3 FY18</th>
<th>Q4 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Onsite</td>
<td>24.4%</td>
<td>22.9%</td>
<td>22.8%</td>
</tr>
<tr>
<td>Offshore</td>
<td>75.6%</td>
<td>77.1%</td>
<td>77.2%</td>
</tr>
</tbody>
</table>
# People

## Key people metrics

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY17</th>
<th>Q3 FY18</th>
<th>Q4 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Mindtree Minds</td>
<td>16,470</td>
<td>17,200</td>
<td>17,723</td>
</tr>
<tr>
<td>Gross Addition</td>
<td>914</td>
<td>857</td>
<td>1,102</td>
</tr>
<tr>
<td>Attrition (Last Twelve Months)</td>
<td>15.1%</td>
<td>12.6%</td>
<td>12.5%</td>
</tr>
<tr>
<td>Experience (0-3 years)</td>
<td>26.2%</td>
<td>26.8%</td>
<td>26.9%</td>
</tr>
<tr>
<td>Average Experience (years)</td>
<td>7.1</td>
<td>7.2</td>
<td>7.3</td>
</tr>
</tbody>
</table>
Welcome to possible