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

19,402
Mindtree Minds

$846 M
Annual Revenue

74% US
19% Europe
7% APAC

341
Active Clients

14 of Fortune 100
43 Offices
17 Countries
Our Towering Strengths

Leader in Digital
40% of revenue from Digital, 3X sector average

Leader in Agile
Only company in our sector with a dedicated onshore Agile Center-of-Excellence

Integrated Services
Integrated approach for Continuous Delivery

Amazing Culture
A level of expert thinking, unrelenting dedication and collaboration that you’ve never experienced
Our Strategy

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

Automation
Balancing Automation with Talent Transformation
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**
  - Created a unified web content management platform
  - 70 unique brands
  - 182 countries
  - 1600 digital properties
  - 40% cost savings
  - 50% decrease in time-to-market

- **Develop “sense-and-respond” systems**

- **Digitize the value chain**

- **Global hotel chain giving do-it-yourself power to customers with mobile concierge**
  - Centralized system to create and fulfill all event related requests
  - Connects event planners directly to hotel services across 500 properties
  - Global framework that can be applied across brands

- **Consumer goods giant engaging with consumers faster and better across all digital channels**
  - 70 unique brands
  - 182 countries
  - 1600 digital properties
  - 40% cost savings
  - 50% decrease in time-to-market

- **Used gut-based methods for sales planning**

- **Global framework that can be applied across brands**

- **Centralized system to create and fulfill all event related requests**

Confidential: For limited circulation only
Recognitions

“Rising Star” in Public Cloud Infrastructure Consulting and Implementation Services

Among the Large System Integrators for Agile and DevOps services

Leader in Continuous Testing Services in the Digital space

Adobe Experience Business Award for excellence in Omnichannel Experience Management

Leader in the Zinnov Zones for Product Engineering Services 2017

SAP Gold Quality Award in workforce planning using SAP Business Planning & Consolidation suite
Q2 FY19 key metrics
### Highlights – Second quarter ended Sept 30, 2018

- Travel & Hospitality grew by 7.7% q-o-q / 37% y-o-y;
- Hi-Tech & Media grew by 3.1% q-o-q / 25.7% y-o-y;
- BFSI grew by 2.3% q-o-q / 8.2% y-o-y;
- Digital business grew by 3.3% q-o-q / 34.9% y-o-y; IMTS grew by 10.6% q-o-q; 28.6% y-o-y;
- $10 million clients grew by 2, taking the count to 21; $5 million clients grew by 5, taking the count to 44

#### Key financial metrics

<table>
<thead>
<tr>
<th>In $ million</th>
<th>Q2 FY18</th>
<th>Q1 FY19</th>
<th>Q2 FY19</th>
<th>Q-o-Q growth</th>
<th>Y-o-Y growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>206.2</td>
<td>241.5</td>
<td>246.4</td>
<td>2.0%</td>
<td>19.5%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>23.9</td>
<td>34.0</td>
<td>38.0</td>
<td>11.5%</td>
<td>58.9%</td>
</tr>
<tr>
<td>EBITDA %</td>
<td>11.6%</td>
<td>14.1%</td>
<td>15.4%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PAT</td>
<td>19.3</td>
<td>23.3</td>
<td>29.1</td>
<td>24.9%</td>
<td>50.4%</td>
</tr>
<tr>
<td>PAT %</td>
<td>9.4%</td>
<td>9.6%</td>
<td>11.8%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Diluted EPS ₹</td>
<td>7.44</td>
<td>9.62</td>
<td>12.55</td>
<td>30.4%</td>
<td>68.5%</td>
</tr>
</tbody>
</table>

Confidential: For limited circulation only
High quality and diversity of revenues

### Client Contribution

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY18</th>
<th>Q1 FY19</th>
<th>Q2 FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top Client</td>
<td>16.1%</td>
<td>19.4%</td>
<td>20.2%</td>
</tr>
<tr>
<td>Top 5 Clients</td>
<td>30.1%</td>
<td>32.3%</td>
<td>33.8%</td>
</tr>
<tr>
<td>Top 10 Clients</td>
<td>41.9%</td>
<td>43.5%</td>
<td>44.8%</td>
</tr>
</tbody>
</table>

### Client Details

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY18</th>
<th>Q1 FY19</th>
<th>Q2 FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1MM+</td>
<td>114</td>
<td>117</td>
<td>111</td>
</tr>
<tr>
<td>$5MM+</td>
<td>38</td>
<td>39</td>
<td>44</td>
</tr>
<tr>
<td>$10MM+</td>
<td>16</td>
<td>19</td>
<td>21</td>
</tr>
<tr>
<td>$25MM+</td>
<td>3</td>
<td>4</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

- Hi-Tech & Media: 39.3%
- BFSI: 22.4%
- Travel & Hospitality: 16.7%
- Retail, CPG & Manufacturing: 21.7%

### By Geography

- US: 73.6%
- Europe: 18.7%
- India: 3.3%
- Rest of the World: 4.4%
Other operating metrics

<table>
<thead>
<tr>
<th>Revenue by Project Type</th>
<th>Q2 FY18</th>
<th>Q1 FY19</th>
<th>Q2 FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed Cost, Fixed Monthly</td>
<td>55.5%</td>
<td>56.4%</td>
<td>56.1%</td>
</tr>
<tr>
<td>Time &amp; Materials</td>
<td>44.5%</td>
<td>43.6%</td>
<td>43.9%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Utilization</th>
<th>Q2 FY18</th>
<th>Q1 FY19</th>
<th>Q2 FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Including Trainees</td>
<td>73.2%</td>
<td>75.4%</td>
<td>74.5%</td>
</tr>
<tr>
<td>Excluding Trainees</td>
<td>74.6%</td>
<td>76.3%</td>
<td>76.5%</td>
</tr>
</tbody>
</table>
# Mindtree Minds

## Employee Metrics

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY18</th>
<th>Q1 FY19</th>
<th>Q2 FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Mindtree Minds</td>
<td>16,910</td>
<td>18,990</td>
<td>19,402</td>
</tr>
<tr>
<td>Gross Addition</td>
<td>856</td>
<td>1,934</td>
<td>1,126</td>
</tr>
<tr>
<td>Attrition (Last Twelve Months)</td>
<td>13.0%</td>
<td>12.2%</td>
<td>13.0%</td>
</tr>
<tr>
<td>Experience (0-3 years)</td>
<td>26.31%</td>
<td>27.38%</td>
<td>25.04%</td>
</tr>
<tr>
<td>Average Experience (years)</td>
<td>7.3</td>
<td>7.2</td>
<td>7.4</td>
</tr>
<tr>
<td>BOTs*</td>
<td>-</td>
<td>406</td>
<td>484</td>
</tr>
</tbody>
</table>

*A BOT is defined as a software that acts autonomously, free from any interference, human or otherwise, to perform a significant task which will otherwise be performed by a human. This is a new metric introduced effective Q4FY18*
Welcome to possible