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

20,204
Mindtree Minds

576
Bots

$1,001 M
Annual Revenue

73%
US

19%
Europe

8%
APAC

349
Active Clients

14
of Fortune 100

43
Offices

18
Countries
Our Towering Strengths

Leader in Digital
49% 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
Digitize the value chain
Develop “sense-and-respond” systems

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
40% cost savings
50% decrease in time-to-market

Connects event planners directly to hotel services across 500 properties
Global framework that can be applied across brands
Centralized system to create and fulfill all event related requests

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Recognitions

- Digital Business Transformation Archetype Report names Mindtree a Leader
- Avasant Applied AI & Advanced Analytics Services RadarView™ 2019 Report names Mindtree an Innovator
- Leader in Continuous Testing Services in the Digital space
- Adobe Experience Business Award for excellence in Omnichannel Experience Management
- Mindtree an overall Leader in Application & Platform Development
- SAP Gold Quality Award in workforce planning using SAP Business Planning & Consolidation suite
Q4 FY19 key metrics
Highlights – Fourth quarter and year ended March 31, 2019

Key financial metrics

<table>
<thead>
<tr>
<th>In $ million</th>
<th>Q4 FY18</th>
<th>Q3 FY19</th>
<th>Q4 FY19</th>
<th>Q-o-Q growth</th>
<th>Y-o-Y growth</th>
<th>FY 18</th>
<th>FY 19</th>
<th>Y-o-Y growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>226.2</td>
<td>251.5</td>
<td>262</td>
<td>4.2%</td>
<td>15.8%</td>
<td>846.8</td>
<td>1001.4</td>
<td>18.3%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>36.4</td>
<td>39.9</td>
<td>39.9</td>
<td>0.05%</td>
<td>9.7%</td>
<td>114.8</td>
<td>151.8</td>
<td>32.3%</td>
</tr>
<tr>
<td>EBITDA %</td>
<td>16.1%</td>
<td>15.9%</td>
<td>15.2%</td>
<td></td>
<td></td>
<td>13.6%</td>
<td>15.2%</td>
<td></td>
</tr>
<tr>
<td>PAT</td>
<td>28.2</td>
<td>26.9</td>
<td>28.2</td>
<td>5.0%</td>
<td>0.3%</td>
<td>88.4</td>
<td>107.5</td>
<td>21.7%</td>
</tr>
<tr>
<td>PAT %</td>
<td>12.4%</td>
<td>10.7%</td>
<td>10.8%</td>
<td></td>
<td></td>
<td>10.4%</td>
<td>10.7%</td>
<td></td>
</tr>
<tr>
<td>Diluted EPS ₹</td>
<td>11.08</td>
<td>11.62</td>
<td>12.05</td>
<td>3.7%</td>
<td>8.8%</td>
<td>34.28</td>
<td>45.85</td>
<td>33.7%</td>
</tr>
</tbody>
</table>

- 2X Industry leading growth for FY 19
- Broad-based growth across all verticals; geographies and customers resulting in revenue growth of 18.3% in FY 19
- In FY 19 - Travel and Hospitality grew by 28.7%; Hi-Tech & Media grew by 24%; Retail, CPG & Manufacturing grew by 13.5%; BFSI grew by 7.4%; Digital business grew by 32.2%
- EBIDTA crossed ₹1,000 Cr in FY 19
Broad based growth of revenue

<table>
<thead>
<tr>
<th>Client Contribution</th>
<th>Q4 FY18</th>
<th>Q3 FY19</th>
<th>Q4 FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top Client</td>
<td>17.8%</td>
<td>20.0%</td>
<td>19.8%</td>
</tr>
<tr>
<td>Top 5 Clients</td>
<td>32.0%</td>
<td>33.8%</td>
<td>33.2%</td>
</tr>
<tr>
<td>Top 10 Clients</td>
<td>43.7%</td>
<td>44.1%</td>
<td>42.9%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Client Details</th>
<th>Q4 FY18</th>
<th>Q3 FY19</th>
<th>Q4 FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1MM+</td>
<td>118</td>
<td>116</td>
<td>120</td>
</tr>
<tr>
<td>$5MM+</td>
<td>38</td>
<td>44</td>
<td>45</td>
</tr>
<tr>
<td>$10MM+</td>
<td>17</td>
<td>21</td>
<td>23</td>
</tr>
<tr>
<td>$25MM+</td>
<td>4</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 – Q4 FY 19

- Hi-Tech & Media: 39.6%
- BFSI: 21.8%
- Retail, CPG & Manufacturing: 22.2%
- Travel & Hospitality: 16.4%

By Geography – Q4 FY 19

- US: 73.6%
- Europe: 18.5%
- India: 3.7%
- Rest of the World: 4.2%
# Other operating metrics

## Revenue by Project Type

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY18</th>
<th>Q3 FY19</th>
<th>Q4 FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed Cost, Fixed Monthly</td>
<td>56.8%</td>
<td>56.0%</td>
<td>55.9%</td>
</tr>
<tr>
<td>Time &amp; Materials</td>
<td>43.2%</td>
<td>44.0%</td>
<td>44.1%</td>
</tr>
</tbody>
</table>

## Utilization

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY18</th>
<th>Q3 FY19</th>
<th>Q4 FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Including Trainees</td>
<td>73.8%</td>
<td>74.6%</td>
<td>75.3%</td>
</tr>
<tr>
<td>Excluding Trainees</td>
<td>75.2%</td>
<td>76.4%</td>
<td>77.1%</td>
</tr>
</tbody>
</table>
# Mindtree Minds

## Employee Metrics

<table>
<thead>
<tr>
<th></th>
<th>Q4 FY18</th>
<th>Q3 FY19</th>
<th>Q4 FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Mindtree Minds</td>
<td>17,723</td>
<td>19,908</td>
<td>20,204</td>
</tr>
<tr>
<td>Gross Addition</td>
<td>1,102</td>
<td>1,214</td>
<td>1,072</td>
</tr>
<tr>
<td>Attrition (Last Twelve Months)</td>
<td>12.5%</td>
<td>13.4%</td>
<td>14.2%</td>
</tr>
<tr>
<td>Average Experience (years)</td>
<td>7.3</td>
<td>7.8</td>
<td>7.4</td>
</tr>
<tr>
<td>BOTs*</td>
<td>335</td>
<td>518</td>
<td>576</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