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*

- **21,561** Mindtree Minds
- **$1,001 M** Annual Revenue
- **320** Active Clients

- **715** Bots
- **75%** US
- **17%** Europe
- **8%** APAC
- **14** of Fortune 100
- **43** Offices
- **18** Countries

*Data as of Q3FY20 except for annual revenue*
Offerings

Solution Architecture - Central Architecture Group

Digital (e-commerce, Marketing, Mobile, Cloud) | Data-warehouse & Analytics | ERP (SAP) | EAI (BPM, SOA) | Engineering R&D | Test Engineering | Infrastructure Management | Mainframe & Midrange

Project & Program Management

Agile Application Development & Maintenance | Managed Services | Application Maintenance Services
We are way ahead in the Digital evolution journey compared to industry

GREAT QUALITY, DELIVERED FASTER

Digital Transformation
Delivering complex digital programs at scale with better quality and faster time to market

Integrated DevSecOps & Automation
Transform Run organization driven by automation and integrated operations platform

Beyond Digital
Help Customers reimagine their Enterprise with IOT, AI, Blockchain etc.
Make Digital Real – Delivering Unique Value to Clients

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

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

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

Global hotel chain giving do-it-yourself power to customers with mobile concierge
- 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

Digitalize the ecosystem led value chain
- Delivering contextual, connected, cognitive experiences
- Experience-driven
- Frictionless
- Loyalty-led
- Disruption-ready
- Service models to drive competitive differentiation and retention

Insights fueled enterprise

Mindtree
Recognitions

Mindtree named the overall winner of the 2019 ISG Star of Excellence Award™, the industry’s first and only recognition program that ranks providers on the quality of their services based on direct feedback from enterprise clients.

Mindtree has been appraised at Level 5 in the Capability Maturity Model Integration (CMMI)® V2.0, which represents a proven commitment to high quality software development processes and delivery standards. Mindtree is one of the first IT organizations to be globally recognized for the suite’s Development and Services views.

Mindtree received a prestigious award from South Asian Federation of Accountants (SAFA) as a mark of recognition of its strong ethics, excellence in financial reporting and corporate governance.

Mindtree won the 6th Annual IDC Insights Awards 2019 for Excellence in Operations for its IT infrastructure services, MWatch platform, which enables the delivery of consistent and optimized infrastructure operations services through automation.

Mindtree won the 2019 Paragon Awards™ in the Excellence category for our outstanding service delivery for a global airline.

Quarterly Financial Overview
Performance Highlights

**Revenue**

<table>
<thead>
<tr>
<th></th>
<th>USD M</th>
<th>INR M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3 FY19</td>
<td>251.5</td>
<td>17,872</td>
</tr>
<tr>
<td>Q2 FY20</td>
<td>271.0</td>
<td>19,143</td>
</tr>
<tr>
<td>Q3 FY20</td>
<td>275.2</td>
<td>19,653</td>
</tr>
</tbody>
</table>

**EBITDA**

<table>
<thead>
<tr>
<th></th>
<th>USD M</th>
<th>INR M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3 FY19</td>
<td>39.9</td>
<td>2,833</td>
</tr>
<tr>
<td>Q2 FY20</td>
<td>35.2</td>
<td>2,482</td>
</tr>
<tr>
<td>Q3 FY20</td>
<td>43.0</td>
<td>3,063</td>
</tr>
</tbody>
</table>

**Net Profit**

<table>
<thead>
<tr>
<th></th>
<th>USD M</th>
<th>INR M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3 FY19</td>
<td>26.9</td>
<td>1,912</td>
</tr>
<tr>
<td>Q2 FY20</td>
<td>19.2</td>
<td>1,350</td>
</tr>
<tr>
<td>Q3 FY20</td>
<td>27.7</td>
<td>1,970</td>
</tr>
</tbody>
</table>
Key Ratios in $ terms

### EBITDA %
- Q3 FY19: 15.9%
- Q2 FY20: 13.0%
- Q3 FY20: 15.6%

### PAT %
- Q3 FY19: 10.7%
- Q2 FY20: 7.1%
- Q3 FY20: 10.0%

### ROCE %
- Q3 FY19: 28.7%
- Q2 FY20: 21.0%
- Q3 FY20: 29.6%
Market Distribution

- **US q-o-q growth 2.7%, y-o-y growth 11.2%**
- **Europe q-o-q de-growth 2.4%, y-o-y de-growth 1.0%**

Industry Distribution

- **Hi-Tech & Media q-o-q growth 5.8%, y-o-y growth 15.2%**
- **BFSI q-o-q growth 0.3%, y-o-y growth 7.7%**
- **Travel & Hospitality q-o-q de-growth 0.3%, y-o-y growth 9.3%**
- **Retail, CPG & Manf. q-o-q de-growth 3.6%, y-o-y growth 1.0%**
Digital q-o-q growth 2.1%, y-o-y growth 13.5%
Engagement and Client Composition

**Time & Materials**

- Q3 FY19: 44.0%
- Q2 FY20: 44.1%
- Q3 FY20: 41.3%

**Fixed Cost, Fixed Monthly**

- Q3 FY19: 56.0%
- Q2 FY20: 55.9%
- Q3 FY20: 58.7%

- Revenue acceleration in focused strategic accounts

### Revenue Analysis

<table>
<thead>
<tr>
<th>Client Size</th>
<th>Q3 FY19</th>
<th>Q2 FY20</th>
<th>Q3 FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>$100 mn clients</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>$50 mn clients</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>$25 mn clients</td>
<td>4</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>$10 mn clients</td>
<td>21</td>
<td>21</td>
<td>22</td>
</tr>
<tr>
<td>$5 mn clients</td>
<td>44</td>
<td>47</td>
<td>47</td>
</tr>
<tr>
<td>$1 mn clients</td>
<td>116</td>
<td>130</td>
<td>134</td>
</tr>
</tbody>
</table>

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Mindtree
Employee Metrics

### Utilization (incl’ Trainees)
- **Q3 FY19**: 74.6%
- **Q2 FY20**: 77.0%
- **Q3 FY20**: 75.9%

### Attrition
- **Q3 FY19**: 13.4%
- **Q2 FY20**: 16.5%
- **Q3 FY20**: 17.2%

### Headcount
- **Q3 FY19**: 19,908
- **Q2 FY20**: 21,267
- **Q3 FY20**: 21,561

### BOTs
- **Q3 FY19**: 518
- **Q2 FY20**: 700
- **Q3 FY20**: 715

### Average Experience in Years
- **Q3 FY19**: 7.8
- **Q2 FY20**: 7.6
- **Q3 FY20**: 7.5

- Net additions during the quarter – 294
- Women employees – 32%
- Nationalities - 78
Cash Flow/EBITDA

- Q3 FY19: 101.1%
- Q2 FY20: 56.8%
- Q3 FY20: 133.7%

Value Creation

- Q3 FY20, 11.97
- Q2 FY20, 8.20
- Q3 FY19, 11.64

EPS in ₹ (Basic)
Annual Financial Overview
FY19 Achievements

Revenue in $M

FY 07 FY 08 FY 09 FY 10 FY 11 FY 12 FY 13 FY 14 FY 15 FY 16 FY 17 FY 18 FY 19
131 184 269 272 331 403 436 502 584 713 780 847 1,001

CAGR – 14%

*FY19, FY18, FY17, and FY16 numbers are based on Indian Accounting Standards (Ind AS)

EBITDA in $M

FY 07 FY 08 FY 09 FY 10 FY 11 FY 12 FY 13 FY 14 FY 15 FY 16 FY 17 FY 18 FY 19
24 31 52 39 62 90 101 116 125 107 115 152

* FY19, FY18, FY17, and FY16 numbers are based on Indian Accounting Standards (Ind AS)

- 20 years
- 20K Mindtree minds
- $2.2+ Billion Market Cap
- $100M+ PAT
- INR 13,399Cr TSR
Welcome to possible