Safe Harbor

This presentation may contain forward-looking statements, which involves a number of risks, and uncertainties that could cause our actual results to differ materially from those in such forward-looking statements. The conditions caused by the COVID-19 pandemic could decrease customer’s technology spending, affecting demand for our services, delaying prospective customers’ purchasing decisions, and impacting our ability to provide on-site consulting services; all of which could adversely affect our future revenue, margin and overall financial performance. Our operations may also be negatively affected by a range of external factors related to the COVID-19 pandemic that are not within our control. We do not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.
Mindtree at a Glance*

- 21,955 Mindtree Minds
- $1,089 M Annual Revenue
- 292 Active Clients

- 79% US
- 13% Europe
- 8% APAC

- 14 of Fortune 100
- 41 Offices
- 18 Countries

*Data as of Q1FY21 except for annual revenue
Offerings

<table>
<thead>
<tr>
<th>Communications, Media &amp; Technology</th>
<th>Banking, Financial Services &amp; Insurance</th>
<th>Travel, Transportation &amp; Hospitality</th>
<th>CPG, Retail &amp; Manufacturing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Solution Architecture - Central Architecture Group</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Digital (e-commerce, Marketing, Mobile, Cloud)</td>
<td>Data-warehouse &amp; Analytics</td>
<td>ERP (SAP)</td>
<td>EAI (BPM, SOA)</td>
</tr>
<tr>
<td>Project &amp; Program Management</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Agile Application Development &amp; Maintenance</td>
<td>Managed Services</td>
<td>Application Maintenance Services</td>
<td></td>
</tr>
</tbody>
</table>
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
Redeveloping airport systems  True-blue digital industrial IoT on Azure  IoT enabled devices and self-certified through Cloud

Service models to drive competitive differentiation and retention
Delivering contextual, connected, cognitive experiences

Insights fueled enterprise

Digitalize the ecosystem led value chain

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

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
Connects event planners directly to hotel services across 500 properties

Experience-driven Frictionless Loyalty-led Disruption-ready

Global framework that can be applied across brands
Centralized system to create and fulfill all event related requests
Quarterly Financial Overview
Performance Highlights

### Revenue

**USD M**
- Q1 FY20: 264.2
- Q4 FY20: 278.4
- Q1 FY21: 253.2
  - q-o-q: -9.0%

**INR M**
- Q1 FY20: 18,342
- Q4 FY20: 20,505
- Q1 FY21: 19,088
  - q-o-q: 6.9%

### EBITDA

**USD M**
- Q1 FY20: 26.5
- Q4 FY20: 47.7
- Q1 FY21: 46.1

**INR M**
- Q1 FY20: 1,841
- Q4 FY20: 3,512
- Q1 FY21: 3,478

### Net Profit

**USD M**
- Q1 FY20: 13.4
- Q4 FY20: 28.2
- Q1 FY21: 28.3

**INR M**
- Q1 FY20: 927
- Q4 FY20: 2,062
- Q1 FY21: 2,130
Key Ratios in $ terms

**EBITDA %**
- Q1 FY20: 10.0%
- Q4 FY20: 17.1%
- Q1 FY21: 18.2%

**PAT %**
- Q1 FY20: 5.1%
- Q4 FY20: 10.1%
- Q1 FY21: 11.2%

**ROCE %**
- Q1 FY20: 15.4%
- Q4 FY20: 29.4%
- Q1 FY21: 31.1%
Market Distribution

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY20</th>
<th>Q4 FY20</th>
<th>Q1 FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>US</td>
<td>73.7%</td>
<td>76.8%</td>
<td>79.0%</td>
</tr>
<tr>
<td>Europe</td>
<td>17.8%</td>
<td>15.3%</td>
<td>13.1%</td>
</tr>
<tr>
<td>India</td>
<td>4.1%</td>
<td>3.9%</td>
<td>4.1%</td>
</tr>
<tr>
<td>Rest of the World</td>
<td>4.4%</td>
<td>4.0%</td>
<td>3.8%</td>
</tr>
</tbody>
</table>

US q-o-q de-growth 6.3%, y-o-y growth 2.9%
Europe q-o-q de-growth 22.6%, y-o-y de-growth 29.8%

Industry Distribution

<table>
<thead>
<tr>
<th>Area</th>
<th>Q1 FY20</th>
<th>Q4 FY20</th>
<th>Q1 FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Communications, Media &amp; Technology</td>
<td>39.4%</td>
<td>22.2%</td>
<td>51.0%</td>
</tr>
<tr>
<td>Retail, CPG &amp; Manufacturing</td>
<td>21.6%</td>
<td>16.8%</td>
<td>20.3%</td>
</tr>
<tr>
<td>BFSI</td>
<td>16.8%</td>
<td>20.4%</td>
<td>20.6%</td>
</tr>
<tr>
<td>Travel &amp; Hospitality</td>
<td>16.2%</td>
<td>16.2%</td>
<td>8.1%</td>
</tr>
</tbody>
</table>

Communications, Media & Technology q-o-q growth 7.7%, y-o-y growth 24.1%
Retail, CPG & Manufacturing q-o-q de-growth 7.7%, y-o-y de-growth 11.3%
BFSI q-o-q de-growth 9.5%, y-o-y de-growth 9.6%
Travel & Hospitality q-o-q de-growth 54.6%, y-o-y de-growth 53.9%
Service Line Distribution

<table>
<thead>
<tr>
<th>Q1 FY20</th>
<th>Q4 FY20</th>
<th>Q1 FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>12.6%</td>
<td>11.5%</td>
<td>13.3%</td>
</tr>
<tr>
<td>23.8%</td>
<td>25.8%</td>
<td>28.7%</td>
</tr>
<tr>
<td>7.4%</td>
<td>6.0%</td>
<td>5.5%</td>
</tr>
<tr>
<td>18.2%</td>
<td>18.2%</td>
<td>15.5%</td>
</tr>
<tr>
<td>38.0%</td>
<td>38.5%</td>
<td>37.0%</td>
</tr>
</tbody>
</table>

Digital
Test Eng.
Package Solutions
IMTS
ADM and Product Eng.

Digital Distribution

<table>
<thead>
<tr>
<th>Q1 FY20</th>
<th>Q4 FY20</th>
<th>Q1 FY21</th>
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</thead>
<tbody>
<tr>
<td>23.9%</td>
<td>22.3%</td>
<td>20.9%</td>
</tr>
<tr>
<td>10.5%</td>
<td>12.4%</td>
<td>11.8%</td>
</tr>
<tr>
<td>3.3%</td>
<td>0.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>3.8%</td>
<td>0.0%</td>
<td>0.0%</td>
</tr>
</tbody>
</table>

Interactive
Data Science and Engineering services
Cloud Services
Others
Engagement and Client Composition

**Time & Materials**

- Q1 FY20: 44.7%
- Q4 FY20: 41.2%
- Q1 FY21: 32.9%

**Fixed Cost, Fixed Monthly**

- Q1 FY20: 55.3%
- Q4 FY20: 58.8%
- Q1 FY21: 67.1%

- Revenue acceleration in focused strategic accounts

### Top Client Revenue

<table>
<thead>
<tr>
<th>Revenue</th>
<th>Q1 FY20</th>
<th>Q4 FY20</th>
<th>Q1 FY21</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>5</td>
<td>5</td>
</tr>
<tr>
<td>$10 mn clients</td>
<td>23</td>
<td>23</td>
<td>23</td>
</tr>
<tr>
<td>$5 mn clients</td>
<td>46</td>
<td>47</td>
<td>44</td>
</tr>
<tr>
<td>$1 mn clients</td>
<td>122</td>
<td>134</td>
<td>127</td>
</tr>
</tbody>
</table>
### Employee Metrics

#### Utilization (incl’ Trainees)

- **Q1 FY20**: 77.2%
- **Q4 FY20**: 76.5%
- **Q1 FY21**: 75.5%

#### Headcount

- **Q1 FY20**: 20,935
- **Q4 FY20**: 21,991
- **Q1 FY21**: 21,955

#### Attrition

- **Q1 FY20**: 15.1%
- **Q4 FY20**: 17.4%
- **Q1 FY21**: 16.6%

- Net additions during the quarter – (36)
- Women employees – 32%
- Nationalities - 81
Cash Flow/EBITDA

Q1 FY20: 73.8%
Q4 FY20: 103.7%
Q1 FY21: 172.1%

Value Creation

Q1 FY21, 12.94
Q4 FY20, 12.53
Q1 FY20, 5.64

EPS in ₹ (Basic)
Welcome to possible