Ref: MT/STAT/CS/20-21/226

To
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai 400 001
BSE : fax : 022 2272 3121/2041/ 61
Phone:022-22721233/4
e-mail: corp.relations@bseindia.com

December 3, 2020

To
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra East, Mumbai 400 051
NSE : fax : 022 2659 8237 / 38
Phone: (022) 2659 8235 / 36
e-mail : enlist@nse.co.in

Stock Code/Symbol: 532819/MINDTREE

Dear Sirs,

Sub: Investor Presentation

Please find enclosed Presentations made today at the ‘Possibilities Summit: Mindtree Investor Day 2020’. The same is also being uploaded on our website.

Thanking you.

Yours faithfully,
For Mindtree Limited

Subhodh Shetty
Company Secretary
Membership No. A13722

Mindtree Ltd
Global Village
RVCE Post, Mysore Road Bengaluru – 560059
T +9180 6706 4000 F +9180 6706 4100
Website: www.mindtree.com ·
Mindtree: Now and Beyond
S N Subrahmanyan (SNS),
CEO & MD of Larsen & Toubro Limited and
Non-Executive Vice Chairman of Mindtree

Video Break

Redefining Possibilities
Debashis Chatterjee (DC),
Chief Executive Officer & Managing Director

Redefining Possibilities in Global Markets
Venu Lambu,
Executive Director & President, Global Markets

Redefining Possibilities in Delivery
Dayapatra Nevatia,
Executive Director & Chief Operating Officer

Q&A - Strategy & way forward

Break

Industry Perspective (Guest speaker session)
Vittorio Cretella,
Chief Information Officer
PGG

Maximizing Shareholder Value
Vinit Teredesai,
Chief Financial Officer

Contactless Experiences
Radhakrishnan Rajagopalan,
SVP & Global Head of Customer Success, Data & Intelligence
Manikandesh Venkatachalam,
Chief Business Officer
Travel, Transportation & Hospitality

Q&A
Redefining Possibilities

Debashis Chatterjee – CEO and MD

Investor Day / December 3, 2020
Safe Harbor

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What’s happening in the market

2008

Financial crisis from Wall St hits Main St

Awareness and adoption of Digital

2011

“Software is eating the world” - Marc Andreessen
(Co-founder, Netscape & Andreessen Horowitz)

2014

Blockchain 2.0 applications beyond currency explored

2015

Sharing economy becomes mainstream

2016

Banks explore branchless banking seriously

2017

OTT & user-generated content disrupt media consumption

2018

Experiential retail bridges in-store and online shopping

2020

The pandemic impact from Main St spreads to Wall St

Digital is now in the fast lane!

Businesses have been “rewiring” themselves for Digital. A few watershed moments have accelerated the transition, creating fresh opportunities and “Redefined possibilities”!
Evolving client priorities

Near-term buying priorities focus on cash conservation and business resilience

Trend reversal with respect to capex outlay, captive strategy and vendor consolidation

Increasing adoption of cloud, automation, data-driven decision making and data security

New trends of remote work enablement, digital IT buying and strategic operating models
Imperatives that drive our strategy

Build on existing strengths

Enhanced focus on key growth opportunities

Develop strategic relationships and partnerships

Continue to Simplify, Differentiate, and Change
Our strategic focus areas

Industry groups

RCM
Retail, Consumer Products, and Mfg.

BFSI
Banking, Financial Services, and Insurance

TTH
Travel, Transport, Logistics, and Hospitality

CMT
Communication, Media, and Technology

Service Lines

Customer Success

Data and Intelligence

Cloud

Enterprise IT

Geographies

North America

UK and Ireland

Continental Europe

Asia Pacific and RoW

Note: We will also be focusing on the Health segment where we see rapid digital adoption and industry convergence
Strong partnership & IP ecosystem

Service lines
- Customer Success
- Data & Intelligence
- Cloud
- Enterprise IT

Mindtree IP and platforms
- Mindtree Customer Data Hub
- Decision Moments
  - APEX
  - MatchPoint
- Intelyzers
- RAPID

Partners
- salesforce
- Google Cloud
- AWS
- Microsoft Azure
- SAP
- servicenow

Advisors & Analysts
- ISG
- Gartner
- Forrester
- IDC
- Everest Group
- NelsonHall
- AVANT

Note: This is not an exhaustive list of our partners, advisors, and analysts.
Continued focus on driving profitable growth

- Top Accounts Mining
- Multi-Year Annuity Deals
- Partnerships and Targeted M&A
- Enterprise-scale Digital transformation
- Seamless Delivery & Nimble Operations

Redefining Possibilities

Mindtree
People and Leadership

- Focus on employee safety & wellness
- Constantly “Future-Ready Talent”
- Strong technocratic & learning culture
- Stable & Experienced leadership team
- Diverse talent infusion with deep & complementary expertise
- Leadership fully aligned on strategy execution
Giving back to the society

<table>
<thead>
<tr>
<th>Item</th>
<th>Quantity/Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Light Commercial Vehicles</td>
<td>10</td>
</tr>
<tr>
<td>N-95 &amp; 3 Ply Masks</td>
<td>65,000</td>
</tr>
<tr>
<td>PPE Kits</td>
<td>26,380</td>
</tr>
<tr>
<td>PCR Testing of Samples at Free-of-Cost</td>
<td>8,333</td>
</tr>
<tr>
<td>Grocery Boxes</td>
<td>6,000</td>
</tr>
<tr>
<td>PCR Test Machines to Hospitals</td>
<td>15 to 9</td>
</tr>
<tr>
<td>Shuchi Kits</td>
<td>3,52,450</td>
</tr>
</tbody>
</table>

Across the governments of Karnataka, Tamilnadu, Telangana, Odisha and Maharashtra

**70,000+ Beneficiaries PAN INDIA**

- Improving physical well being, supporting children with special abilities with training & education
- Blood & Stem cell donations
- Mentoring & coaching rural children

**10,000+ Beneficiaries**

- **Protecting the Protector Campaign:** Proactively offered free COVID-19 tests to Karnataka State Police personnel to ensure that they are safe and healthy
Looking Forward

**Digital** is now redefining business and operating models

We are seeing pervasive assimilation of **Digital Ways of Working**

We aspire to become a **business transformation partner** for our clients

We will continue to make investments for **future-ready talent, strong IP & partner ecosystem and inorganic growth opportunities**

We are well-positioned to ride the next **“S-Curve”** of profitable growth
Welcome to possible
Redefining Possibilities for Global Markets

Venu Lambu – Executive Director and President, Global Markets

Investor Day / December 3, 2020
Safe Harbor

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2020—A year of paradigm shifts

“89% of enterprises surveyed are adopting digital technologies to redefine customer experience.”
—Everest Group Research

“The U.S. has leapt 10 years forward in 90 days’ time from physical channels to e-commerce.”
—McKinsey

“..even as the pandemic reduces the flow of people, it will enable a different concept of labor mobility. If people can’t relocate for work, work will relocate for people.”
—Ernst & Young

“One of the significant trends that this pandemic has brought about is the emergence of a ‘no-shore’ delivery model in the IT industry.”
—Mindtree

“Cloud has become mainstream, all other opportunities and digital transformation is happening around it,”
—Mindtree

“By 2024, organizations will lower operational costs by 30% by combining hyperautomation technologies with redesigned operational processes.”
—Gartner
## Changing buyer imperatives

### Buyer priorities
- Cash conservation
- Spend optimisation
- Business resilience
- Economic uncertainty

### Trend reversal
- Reducing capex outlays
- Rethink captive strategy to flex the spend
- Best of breed vs. vendor consolidation

### Accelerating trends
- Cloud migration
- Automation
- Security and data protection
- Digital sales and marketing
- Data-driven decision making

### New trends
- Remote work enablement
- Digital IT buying
- New growth opportunity
- Apps for worker productivity

### Priorities for buyers
- Catalyze digital-led growth
- Rebaseline cost optimization play
- Accelerate virtual operations and collaboration
What we are hearing from clients

“Reduction in resources for enterprises is accelerating investments in technology (cloud, automation, and re-platforming).”

CIO OF A MULTINATIONAL CAR RENTAL COMPANY

“Funding digital transformation initiatives will necessitate a re-think of the enterprise and service provider relationship to focus on a sustainable partnership model.”

CIO OF AN AMERICAN VIDEO GAME, CONSUMER ELECTRONICS AND GAMING MERCHANDISE RETAILER

“Not every financial product can use digital as the primary distribution channel, reiterating the importance of an omnichannel or a fit-for-purpose model.”

CIO OF A BRITISH MUTUAL INSURANCE COMPOSITE
What we are hearing from clients

“Reduction in resources for enterprises is accelerating investments in technology (cloud, automation, and..."

CIO OF A MULTINATIONAL CAR RENTAL COMPANY

“Funding digital transformation initiatives will necessitate a re-think of the enterprise and service provider relationship..."

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“Not every financial product can use digital as the primary distribution channel, reiterating the importance of an omnichannel..."

CIO OF A BRITISH MUTUAL INSURANCE COMPOSITE

Redefine Business Models

Redefine Partnerships

Repurpose Funds
Our strategic focus areas

Industry groups

- RCM: Retail, Consumer Products, and Mfg.
- BFSI: Banking, Financial Services, and Insurance
- TTH: Travel, Transport, Logistics, and Hospitality
- CMT: Communication, Media, and Technology

Service Lines

- Customer Success
- Data and Intelligence
- Cloud
- Enterprise IT

Geographies

- North America
- UK and Ireland
- Continental Europe
- Asia Pacific and RoW

Note: We will also be focusing on the Health segment where we see rapid digital adoption and industry convergence
4 key industry groups Play to our strengths in focus industry groups

- Retail, Consumer Products, and Manufacturing
- Banking, Financial Services, and Insurance
- Travel, Transport, Logistics, and Hospitality
- Communications, Media, and Technology

Note: We will also be focusing on the Health segment where we see rapid digital adoption and industry convergence.
4 key service lines

Business transformation partner to our clients in the digital era

**Customer success**
- Experience design
- Salesforce
- Marketing transformation
- Enterprise collaboration
- Digital mktg and commerce
- Immersive and cognitive

**Data and intelligence**
- Data modernization
- Data ops and management
- Insights and action
- Data science and engineering

**Cloud**
- Cloud native services
- Operations and management
- Hybrid cloud services
- Migration and modernization

**Enterprise IT**
- Hyper-automated infrastructure
- Application portfolio transformation
- Quality engineering
- Application development and maintenance

Mindtree Consulting

Redefining Possibilities
Mindtree consulting to deliver outcomes

Intelligent Marketing to deliver targeted campaigns, incremental revenue and savings in human capital

THE RESULTS

45M Predictions for targeted marketing

£41M Incremental revenue in FY19/20

100+ Person days saved per annum
**4 key geographies** Revamp our geo priorities to provide differential focus

**North America**
USA and Canada
- Microsoft delivery center in Seattle
- Onsite digital engineering capabilities
- Salesforce competency centre in Minneapolis

**UK, Ireland**
- Digital Pumpkin as hub and spoke to co-innovate with customers at scale
- Scale Poland near-shore centre

**Continental Europe**
- Expand to new markets: Norway, Finland, Denmark, Benelux, France
- Scale Poland near-shore centre

**Asia Pacific**
- Banking, Financial Services, and Insurance & Retail focus in ANZ
- Global account coverage for APAC/ME
Winning through a robust partner ecosystem

<table>
<thead>
<tr>
<th>ENTERPRISE PARTNERS</th>
<th>CORE SERVICE LINE PARTNERS</th>
<th>EMERGING PARTNERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Significant revenue potential and growth momentum</td>
<td>Growth leader in its segment</td>
<td>Capability development based on industry priorities</td>
</tr>
</tbody>
</table>

- **ENTERPRISE PARTNERS**: Google Cloud Platform, salesforce, servicenow, Adobe
- **CORE SERVICE LINE PARTNERS**: databricks, snowflake, amazon web services
- **EMERGING PARTNERS**: Automation Anywhere, Murex, BIGCOMMERCE, COHESITY

**ENGAGING PARTNERS APPROPRIATELY**

- Build capabilities through trainings and certifications
- Co-innovate to build solutions on partner technology
- Engineer large deals with partners
GTM structure for success

Double down focus on large deals through Strategic Engagement Team

Increased account coverage
service line specialist sales aligned with a digital brand

Geo-focused leadership
bespoke teams in Europe across Nordics, Benelux, DACH

Leverage partner ecosystem
sell to/sell with partner engagements

Performance driven culture
building a highly motivated team
We aspire to be the ‘go-to’ business transformation partner

We have started transitioning from being a **service provider** with **deep technical skills** to becoming a **business transformation partner** that delivers **business outcomes for clients**, leveraging **technology** and the digital ecosystem.
Welcome to possible
Redefining Possibilities for Delivery

Dayapatra Nevatia – Executive Director and Chief Operating Officer

Investor Day / December 3, 2020
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How we delivered during the COVID-19 crisis

Client delivery

No
Billing loss or drop in service quality

61%
Minds reported increased productivity

6.5/7
Highest-ever customer satisfaction rating

People focus

1200+
Minds and dependents supported for testing

Exclusive tie-up with hospitals across all India locations

1 Million+ hours
spent by Mindtree Minds on learning

Seamless operations

Secured boundary and Internet

Threat intel from multiple sources

Early malware detection and response capability

Data leakage monitoring
Customer feedback on remote working

“Truly exceeds expectations. Mindtree has done an amazing job ensuring continuity and adapting to the need”
American multinational technology company

“The Mindtree team has been very flexible and has not sacrificed quality whatsoever. They have been proactive, understanding and did well in adapting”
An air transport communications and technology provider

“Mindtree team has done an excellent job in making sure of business continuity and resolved issues quickly and proactively”
An American financial services company

“WFH and challenges due to the pandemic crisis didn't affect productivity and output of the team. Team members handled the situation very well”
A German audio equipment manufacturing company
Changing business dynamics: Fueling an ever-evolving delivery

- **Rapid and scalable**
  - Created a data-driven marketing solution at scale for a global beauty brand

- **Business outcomes**
  - Built price elasticity estimator for an international airline

- **Business agility**
  - Implemented claims solution for a property insurer ahead of hurricane season

- **Boundary-less organization**
  - Plugged vulnerability and provided security consulting for a leading HR company

- **Aligning business and IT**
  - Integrated delivery spanning across 7 business portfolios for a real estate and relocations service provider
A 3-pronged approach for ‘Delivery of the future’
People Preparing talent for the future

Delivery leadership program ‘Capstone’

Robust ‘Full Stack Engineers’ framework

Nurturing multi-dimensional architects
Processes Growth-oriented delivery org design

- Product mindset
- Secure delivery framework
- ‘Transition’ in the new normal
Systems
Our enterprise components

- Service Requests
- (ERP) Order to Cash Process
- Governance Applications
- Automation Tools/Library
- Projects
- QA Tools
- Metrics
- Status Reports
- Approvals
- Financials
- Learning System
- Employee Applications
- Developer Tools & Software
- Schedules
- Reviews
- Cloud Subscriptions
- Staffing System
- License Management
- Dashboards
- Process Documentation

Redefining Possibilities
Reimagining the enterprise landscape with ‘Digital Inside’
Unified and Composable platform for the Enterprise

- Digitalization
- Process simplification
- On-demand provisioning
- Tools standardization
- Metrics automation

Unified Platform

My Workspace
My Project
My Portfolio
Delivery Org of the future

**Resilient** to crisis, utmost focus on security and earning our customers’ trust

Well positioned and prepared to cater to the **Emerging Business Dynamics**

**Nurturing** **Future Ready Talent** at all levels

Delivery org design with **Product mindset, Secure delivery** and **Robust remote transition**

**Digital Inside** initiative creating the futuristic systems powering our delivery
Welcome to possible
Maximizing Shareholder Value

Vinit Teredesai - Chief Financial Officer

Investor Day  /  December 3, 2020
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# Mindtree at a Glance

Mindtree “Born Digital” in 1999 & now a Larsen & Toubro Group Company

## Revenue

<table>
<thead>
<tr>
<th>Revenue</th>
<th>Mindtree Minds</th>
<th>Decade of Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ 1,089 M</td>
<td>21,827 Sep 2020</td>
<td>14.1% Revenue*</td>
</tr>
<tr>
<td>FY 2020</td>
<td></td>
<td>16.6% PAT*</td>
</tr>
</tbody>
</table>

*CAGR in $ terms since FY 11

## Global Presence

<table>
<thead>
<tr>
<th>Countries</th>
<th>Offices</th>
</tr>
</thead>
<tbody>
<tr>
<td>18</td>
<td>43</td>
</tr>
</tbody>
</table>

## Strong Balance Sheet

<table>
<thead>
<tr>
<th>Balance Sheet</th>
<th>Diversity &amp; Inclusion</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ 281 M cash</td>
<td>82 Nationalities</td>
</tr>
<tr>
<td>Zero Debt</td>
<td>32% Women</td>
</tr>
</tbody>
</table>

As of Sep 2020
## Our strategic focus areas

<table>
<thead>
<tr>
<th>Industry groups</th>
<th>Service Lines</th>
<th>Geographies</th>
</tr>
</thead>
<tbody>
<tr>
<td>RCM Retail, Consumer Products, and Mfg.</td>
<td>Customer Success</td>
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<td>CMT Communication, Media, and Technology</td>
<td>Enterprise IT</td>
<td>Asia Pacific and RoW</td>
</tr>
</tbody>
</table>

*Note: We will also be focusing on the Health segment where we see rapid digital adoption and industry convergence.*

Redefining Possibilities
Geared Up for Next Level

Profitable Growth

Strategic Alignment

Experienced Leadership

Value Creation

Strong Parental Support

Building on Existing Strengths
Geared Up for Next Level

Profitable Growth

Strategic Alignment

- Strengthen Long Standing Relationships with Marquee Clients
- Balanced Growth across Industry, Geography & Service Lines
- Cross selling, Partnerships & Alliances

Strong Parental Support

Building on Existing Strengths
Geared Up for Next Level

Profitable Growth

- Driving Industry Leading Growth
- Winning & Delivering Large Strategic Annuity Deals
- Delivering Operational Efficiencies

Experience Leadership

- Strong Parental Support
- Building on Existing Strengths
Geared Up for Next Level

Profitable Growth

Value Creation

- Debt-free Balance Sheet with $281 M Cash Balance
- Exploring Niche M&A opportunities
- Delivering consistent return to shareholder’s

Strong Parental Support

Building on Existing Strengths
How have we fared so far.....

01 Order book
Strong Orderbook despite the COVID -19 impact

<table>
<thead>
<tr>
<th>Y-o-Y (Overall)</th>
<th>Y-o-Y (Excl TTH)</th>
</tr>
</thead>
<tbody>
<tr>
<td>+10.0%</td>
<td>+20.3%</td>
</tr>
</tbody>
</table>

02 Revenue
Growth excluding TTH

<table>
<thead>
<tr>
<th>Y-o-Y (Overall)</th>
<th>Y-o-Y (Excl TTH)</th>
</tr>
</thead>
<tbody>
<tr>
<td>(3.9%)</td>
<td>+6.1%</td>
</tr>
</tbody>
</table>

03 Margins
Margin expansion across all quarters

<table>
<thead>
<tr>
<th>EBITDA</th>
<th>EBIT</th>
<th>PAT</th>
</tr>
</thead>
<tbody>
<tr>
<td>+57.8%</td>
<td>+94.4%</td>
<td>+92.6%</td>
</tr>
<tr>
<td>+740 bps</td>
<td>+800 bps</td>
<td>+610 bps</td>
</tr>
</tbody>
</table>

04 Value Creation
Committed to drive value

<table>
<thead>
<tr>
<th>CASH</th>
<th>FCF/EBITDA</th>
<th>ROCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>$281 M</td>
<td>142.1%</td>
<td>33.1%</td>
</tr>
<tr>
<td>+159.4%</td>
<td>+78.1%</td>
<td>+13.6%</td>
</tr>
</tbody>
</table>
Efforts to drive profitable growth

Operational Efficiency
- Higher Utilization
- Optimal onsite / offshore mix
- Leveraged SG&A cost
- Pyramid rationalization
- Broad based business growth
- Stable Pricing / Volume

Q2 FY20  13.0%  Profit boost by 660bps with EBITDA of 19.6% in Q2FY21 from 13% in Q2FY20

Q2 FY21  19.6%
Digital Inside

Using technology to create BOT for repetitive, routine, and manual tasks.

Supplier 360 Portal

- Simplify
  - Standardize routine process
  - Automated Workflow
  - Transparency, Accountability & Realtime

- Differentiate
  - Data Lake – Modelling & Reporting
  - Scalable & Flexible
  - Paper-less (Go Green)

- Change
  - Centralized knowledge
  - Improve efficiency & accelerate
  - XML data vs Excel Sheets

Intranet / Bank
Filing / Storage
Regulator
SAP
Reporting

Mindtree
Redefining Possibilities
Steady and ascent growth

**Market capitalization** (USD in million)
- FY16: 1,652
- FY17: 1,174
- FY18: 1,945
- FY19: 2,230
- FY20: 1,811
- H1FY21: 2,997

**Value of 10 shares** (in ₹)
- FY16: 26,130
- FY17: 18,118
- FY18: 30,878
- FY19: 37,780
- FY20: 33,148
- H1FY21: 53,540

*Adjusted for bonus issue

**Cash returned to shareholders** (USD in million)
- FY16: 32
- FY17: 31
- FY18: 15
- FY19: 32
- FY20: 53
- H1FY21: 22

**Net worth** (USD in million)
- FY16: 364
- FY17: 397
- FY18: 421
- FY19: 478
- FY20: 419
- H1FY21: 502

**As per Cash Outflow**
Summary & Looking Ahead

Invest Back

Consistent Return
26.5% Dividend payout in H1FY21

Growth
6.1% Revenue Growth in H1 FY21 (Excl TTH)

Profitability
57.8% EBITDA & 92.6% PAT Growth in H1 FY21

Cashflow
78.1% FCF growth in H1 FY21

All numbers H1 FY21 vs H1 FY20
Welcome to possible
Contactless Experiences

Radhakrishnan Rajagopalan & Manikandesh Venkatachalam

Investor Day / December 3, 2020
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Trends we see gaining traction

Customer
- Digital Shopping is here to stay
- Contactless Commerce
- Remote Sales and Customer Service
- Touchless Service

Operations
- Contactless Operations
- Smart Manufacturing
- Remote Monitoring and Control
- Remote Support

Workplace
- Remote Work
- Workplace Safety
- Focus on Resiliency than Efficiency
- Wider Use of Contingent Workers
Our Customer Engagement Solutions and Experience

**Our Solutions and Offerings for Customer Engagement**

- D2C/ B2B Commerce
- Virtual Marketplaces
- Virtual Tours
- Contactless Payments
- Collaborative Visual Configuration using AR/ VR
- Cognitive Customer Service
- Touchless Service such as voice-enabled kiosks during shopping, checkouts, payments, pickup & delivery

**Building Blocks/ Enabling Technologies**

- Marketing and Commerce Platforms
- Augmented Reality/ Virtual Reality
- Chatbots/ Voice Bots
- Robotic Process Automation
- Artificial Intelligence
- Internet of Things

**Success Stories**

- **Direct to Consumer for a leading CPG brand**
  - 30% Faster GTM
  - 30% Reduced Costs
  - 20% YOY growth in online buyers
  - Rapidly transform go-to-market for 15 brands by building direct to consumer channels

- **AR visualizer app for a multinational paint company**
  - 20mn+ Downloads
  - Augmented Reality app to help consumers experiment with real paint colors right from their home in 60+ markets

- **Enabling Virtual Banking for an American Banking**
  - 10+% From New Revenue Stream
  - Contactless Branch Exp.
  - Virtual Reality-based Walkthrough of the bank branch to address all queries and conduct transactions

- **Enabling Virtual Property Tour for a Real Estate Major**
  - 30+% Increase in Virtual Footfalls
  - 360 Degree Virtual Tour of properties for rentals or purchase on website and mobile app
  - 200+% Increase in time spent on website

Redefining Possibilities
Our Operations Solutions and Experience

**Our Solutions and Offerings for Customer Engagement**

- Solutions for retail, banking, hospitality, airlines such as voice-enabled kiosks
- Plant and Equipment Monitoring
- Remote Monitoring using IIoT
- AR-based Remote Assistance with digital share and annotation
- Vision and AI-based Quality Management
- Digital Twins
- Corrective Supply Chain Analytics for a CPG Major in emerging market
- Contactless Quality Control for a leading food manufacturer
- Remote Facilities Mgmt. Operations for Asset Management Company

**Building Blocks/ Enabling Technologies**

- Mobile Apps
- Computer Vision
- Chatbots/Voice Bots
- Industrial Internet of Things
- Artificial Intelligence
- Augmented Reality/Virtual Reality

**Success Stories**

- **Contactless Quality Control for a leading food manufacturer**
  - Reduced Defect Rate
  - Reduced Cost of Poor Production Process Quality
  - Automated the manual process of food packaging line inspection with IIoT, Computer Vision, AI

- **Corrective Supply Chain Analytics for a CPG Major in emerging market**
  - Closed the sales gap of affected channels
  - 80% Achievement Rate
  - Accurately predict and address demand disruptions during the lockdown with analytics models

- **Remote Facilities Mgmt. Operations for Asset Management Company**
  - Better Asset Utilization, Anomaly Detection
  - 18% Energy Efficiency Savings
  - IoT-based transformation of facilities ops. with video analytics, occupancy sensors, remote asset monitoring and control
Our Solutions and Offerings for Customer Engagement

- Virtual Communications and Collaboration Solutions for remote workers
- IoT & vision-based solutions for social distancing, live tracking, contact tracing, crowd density monitoring
- Hyperautomation
- Data-driven decision making
- Microlearning and immersive learning solutions
- Mobile Apps with assisted onboarding

Building Blocks/ Enabling Technologies

<table>
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<tr>
<th>Collaboration Platforms and Mobile Apps</th>
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<th>Visualization and Analytics</th>
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Success Stories

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<th>Remote Sales Platform for a CPG major</th>
<th>Enabling Employee Self Service for a Consumer Electronics Retailer</th>
<th>Safe Return to Workplace solutions for a leading IT Services Company</th>
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<td>Arrested the drop in retail sales</td>
<td>40% Lower Cost of Operations per Store</td>
<td>Employee Safety and Well being</td>
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<td>40% Lower Cost of Operations per Store</td>
<td>30% TCO Reduction</td>
<td>Safely reopen office locations</td>
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<td>Enabling field sales to take orders from distributors remotely through tele sales and WhatsApp</td>
<td>25% Reduction in on-field support</td>
<td>IoT, Vision, AI and Biometrics-based solutions to help employees return to work safely at the reopened offices</td>
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Changing customer experience needs

Touchless Check-in Kiosks
Biometric Identification
Contactless Boarding
Self Service Bag Drop
Digital Health Passport
Touchless Hotel Stay
Our experience in delivering solutions for customers

- Contactless arrivals & mobile key implementation for 3500 properties in a large hospitality global chain

- Automated refunds processing for a large North American Carrier. Voice based customer service agent for rebooking

- Car reservation and rental contactless flow implemented for large car rental company across US and Europe
Future business demand

Customer
- Automated Rebooking
- Touchless Kiosks
- Virtual Queues
- Touchless Retail

Operations
- Staff Biometric Screening
- Cleaning Schedules
- Contact Tracing
- Onboard Safety Protocols

Workplace
- Ground Handling Staff
- Technical Operations
- Call Center Operations
Welcome to possible