Getting businesses to the future, faster
Get to the future, faster

Venu Lambu
Executive Director & President, Global Markets
# A Look Back at FY22

<table>
<thead>
<tr>
<th>STRATEGIC LEVERS FOR FY22</th>
<th>ACCOMPLISHMENTS</th>
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<tbody>
<tr>
<td>Expand Wallet Share</td>
<td>• 22 new logos added</td>
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<td>• 80%+ Revenue (YTD FY22) from FOCUS 100 accounts</td>
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<td>Whitespace Opportunities</td>
<td>• Incubated Health Industry Group</td>
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<td></td>
<td>• Acquired Mindtree NxT for Industry X.0 Capabilities</td>
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<td>Double Down in Europe</td>
<td>• Investment in Poland Nearshore Center</td>
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<td>• Expansion in Germany, Finland, and Denmark</td>
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<td>Hypergrowth with Hyperscalers</td>
<td>• Service Now Partnership Level from Premier to Elite</td>
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<td>• 13 New Solutions Launched on GCP</td>
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<td>• Earned AI/ ML Azure Specialization</td>
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<td>Industry Partnerships &amp; Consulting</td>
<td>• Strengthened Consulting with 70+ Consultants</td>
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<td>• Launched New Offerings the Areas of Sustainability (ESG), M&amp;A, Metaverse</td>
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<td>Market &amp; Thought Leadership</td>
<td>• 70+ Industry Analyst Mentions in Our Strength Areas</td>
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<td>• 'Strikingly Different’ Training for Sales</td>
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What Our Clients Are Saying

“Core modernization is not simply migrating platforms to cloud…”
CTO, A LEADING REAL ESTATE COMPANY

“There is a huge opportunity in AI/ML in transforming how business processes work…”
CHIEF INNOVATION OFFICER, A GLOBAL CHARITABLE INSTITUTION

“Sustainability has become a holistic agenda across our organization…”
SVP & CIO, A LEADING FOOD COMPANY

“...We are moving the personalization conversation a step further to customer empathy…”
SVP, CHIEF EXPERIENCE OFFICER, A LEADING CONFECTIONARY MAKER

“Strategic partnerships are the key when scaling needs to be done continuously for faster outcomes. Simplifying the ecosystem helps the organizations to scale better”
VP, LEADING GLOBAL HEALTHCARE COMPANY

“...learning has translated into extensive use of next generation technologies—automation, digital twinning, sensorization”
CIO & HEAD OF IT, LEADING GLOBAL CPG COMPANY
Market Analysts’ Views

The **Artificial Intelligence (AI)** market is expected to **break the $500 billion mark** in 2023.  
**IDC**

**Worldwide IT spending** is projected to total **$4.5 trillion in 2022**, an increase of **5.1% from 2021.**  
**GARTNER**

By 2025, **more than 50 billion devices** will be connected to the **Industrial Internet of Things (IIoT).**  
**MCKINSEY**

**Over half of enterprise IT spending** in key market segments to **shift to the cloud** by 2025.  
**GARTNER**

**Digital economy to hit 4.8 trillion USD during second digital revolution.**  
**OVUM**

**25% of people** will spend at least one hour per day in the **metaverse** by 2026.  
**GARTNER**
Digital Transformation is Multi-staged

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<th>DIGITIZE</th>
<th>REIMAGINE</th>
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<tr>
<td>Digitizing</td>
<td>Reimagining</td>
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<tr>
<td>existing business</td>
<td>digitized business</td>
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<tr>
<td>processes</td>
<td>process</td>
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<th>REDEFINE</th>
<th>FUTURE-READY</th>
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<td>Redefining</td>
<td>Getting to the</td>
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<tr>
<td>existing business</td>
<td>future-ready</td>
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<tr>
<td>model</td>
<td>businesses</td>
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Businesses are in different stages of digital transformation & can move based on their maturity
Our Big Bet

We are enabling our clients to...

Get to the future, faster

This is more than just increased digitization
Strategic Levers for FY23

- Reimagine the Ecosystem
- Build Full Stack Accounts
- Shift From Run IT to Product IT Ops
- Enable Industry Convergence
- Next-gen Delivery Capabilities for Integrated Solutions
- Edge to Experience for Industry X.0
Transforming a US-based Life, Annuity, and Retirement Provider
As a Digital Powerhouse Built for the Cloud

By Partnering Across Digital, Data, and Cloud for the Enterprise
Reimagine the Ecosystem

Unlocking Business Value: Energized Ecosystem

Strategic Tech Roadmap for Customers

Focus on Co-creation, Co-innovation, and Co-investment for Future-ready Solutions

Curated Ecosystem Partners to Reduce Complexity

Governed, funded, and enabled by a dedicated hyperscaler unit
Helping a Footwear Brand Transform the Digital Experience for Athletes

Shift From Run IT to Product IT Ops
Digital Smart Factory Strategic Assessment—65 factories, 40 mines, 5 core departments over 7 regions, to execute Industry 4.0 Projects

By Leveraging Edge-to-Experience Capabilities through Mindtree NxT
Helping a Leading US-based Real Estate Company Move from Traditional Business to a Platform Company with Capabilities for Exchange of Financial, Communication, and Tenant Services

By Business Model Reimagination Led by Consulting Engagement
Getting businesses to the future, faster

Travel, Transport & Hospitality

Manikandesh Venkatachalam
Chief Business Officer—Travel, Transportation and Hospitality
Strong Recovery Expected from March 2022

Omicron impact does appear to be isolated to January and February. And we expect a profit in March.

Robert E. Jordan Executive Vice President & Incoming Chief Executive Officer, Southwest Airlines Co.

We remain confident in a strong spring and summer travel season, with significant pent-up demand for consumer and business travel both domestically and internationally.

Edward Herman Bastian Chief Executive Officer & Director, Delta Air Lines, Inc

Bookings are recovering fast after dropping off due to Omicron however they are not back to pre-omicron levels yet.

Robert Isom Incoming Chief Executive Officer, American Airlines

While we have seen a modest impact in January related to Omicron, forward looking trends remain strong, illustrating the resiliency of our leisure-focused business model

Stephen P Weiss Chief Executive Officer, Marriott Vacations Group

We hope that the rollout of booster vaccines across Europe in recent weeks, and growing evidence that Omicron is less virulent than other variants, will enable EU governments to remove travel restrictions and restore consumer confidence in inter EU air travel well in advance of Easter

Michael O’Leary Chief Executive Officer, Ryanair
Changing Customer Needs and Demand Shifts

**TODAY**

**Re-imagining the Existing Business**
- Touchless Check-in Kiosks
- Contactless Arrival & Mobile Key
- Contactless Car Rental

**Digitizing Existing Business Processes**
- Reservation System Mainframe to Cloud Migration
- Call Center Modernization
- Automated Refunds Processing

**Finding Value**

**TOMORROW**

**Future Ready**
- Air Cargo Logistics Business
- Subscription Travel Model

**Redefining the Business Model**
- New Loyalty & Alliance Products
- Holidaying: Experiences, Not Destinations

**Existing Business**

**New Business**

Welcome to possible
Travel Cloud

Travel companies need to use cloud for innovation to unlock new business value. The hyperscalers have now enabled solutions with specific industry cloud focus to grow and innovate for the future.
Getting businesses to the future, faster

Banking, Financial Services & Insurance
Clients are Looking to Get to the Future, Faster

Entering 2022

- Banks emerged Stronger
- Rapid growth in Digitization
- Convergence of Industries
- Heightened M&A
- Drive to be Purpose Driven Organizations

Evolving Themes

1. Business-first Digital Transformation at Scale
2. Platform Stacks → Solution Stacks
3. Cloud at the Heart of the business
4. Empowering Customers
5. Agility + Efficient Operations
Evolving Mindtree BFSI — helping clients get to the Future, Faster

1. Discrete Initiatives → Transformation at Scale
   - ‘Full-stack’ transformation for a $500B AUM Asset Manager

2. Platform → Solution Stack
   - ‘Experience to Core’ transformation for a Medical Malpractice Insurer

3. Cloud → Partner of Choice
   - ‘Mainframe to Azure’ for a Retirement and Employee Benefits Insurer
   - ‘Multi-cloud’ for a Fortune 100 Cards & Payments processor

4. Domain Offerings → developed with Partners
   - Financial Engine for Well-being, ESG, BNPL

5. Enterprise Agility → M&A, Product IT
   - ‘M&A partner of choice’ for banks, ratings agencies and insurers

6. Remain Partner Of Choice → New Tech, MarTech
   - Crypto trading platform build for a UK financial institution
   - IoT partnership with a Global P&C Carrier

7. Focus for Growth → Global
   - Wins in Tier-1 financial institutions - US, Europe, ME, and ANZ
Reimagining the Ecosystem

<table>
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<tr>
<th>Reimagining the Ecosystem</th>
<th>Banking</th>
<th>Cards &amp; Payment</th>
<th>Capital Markets</th>
<th>P&amp;C</th>
<th>Life &amp; Annuities</th>
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<tr>
<td><strong>Industry Partnerships</strong></td>
<td>Mambu</td>
<td>Finstra</td>
<td>Murex</td>
<td>IHS Markit</td>
<td>Sapiens</td>
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<td>Cloud native composable core banking platform</td>
<td>Digitized loan origination platform built on Salesforce</td>
<td>Integrated trade and risk management suite</td>
<td>Enterprise Data Management tool</td>
<td>Full Suite P&amp;C platform — policy, billing and claims modules</td>
<td>Decision management platform for property &amp; casualty, life &amp; annuities and more</td>
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<td><strong>FinTech and InsurTech Partnerships</strong></td>
<td>Tookitaki</td>
<td>Neener Analytics</td>
<td>Q2</td>
<td>Capital Quant Solutions</td>
<td>Inspekt Labs</td>
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<td>AI/ML-based powered platform to reduce AML false positives</td>
<td>AI-powered financial risk decisioning using alternate data</td>
<td>Salesforce based digital lending platform</td>
<td>Deep learning / NLP platform to transform unstructured documents into structured insights</td>
<td>ESG investment research &amp; risk analytics platform</td>
<td>AI/Vision Learning solution for auto claim assessment</td>
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<td>Low code digital solutions for personal and commercial lines</td>
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Note: Partners depicted here are examples, list is not exhaustive.

Mindtree

Welcome to possible
Impact at Scale

Transformation Partner for Digital, Data, Cloud and Infrastructure for a US Fortune 250 Life, Annuity, and Retirements Provider

17 Million Lives Across Life, Annuity, and Retirement Plans
$303 Billion in AUM
17.5 Billion in GWP

Transforming Benefit Administration for a Global Supplementary Insurer

50 Million Lives Globally
7 Million Members (Employees)
470,000 Groups (Employers)
80,000+ Agents & Brokers

Product-IT Model Evolution, Modernization to Native Cloud, Data Fabric on the Cloud for a large Global Credit Ratings Agency

2.8+ Billion Consumer Credit Card Files Delivered
21.7 Million Mortgages and Home Equity Loans Enabled
85 New Products Delivered just in 2021

Built and Evolving the Centralized Global Risk Management System for a Fortune 100 Cards & Payments Major

52 Markets, Daily review of Risk Assessment
Over 3 Billion Risk Assessments Annually
Across 110 Million Credit Card Clients
Strategic Levers for FY23

1. Build Full Stack Accounts
2. Reimagine the Ecosystem
3. Shift From Run IT to Product IT Ops
4. Edge to Experience Capabilities for Industry X.0
5. Enable Industry Convergence
6. Next-gen Delivery Capabilities for Integrated Solutions

Welcome to possible
Getting businesses to the future, faster

Building Integrated Solution Capability for Future, Faster
Building Integrated Solution Capability for Future, Faster

Strengthening CAPABILITIES
Deepening our partnerships across hyperscalers, incubating emerging technologies and investing on platforms to drive efficiencies at scale

Autonomous WORKFORCE
Right blend of human and digital workforce coupled with environment for continuous learning to create self-sufficient teams

Synergizing SERVICE DELIVERY
Simplified & connected delivery construct for higher degree of collaboration and productivity to accelerate business outcome
Strengthening Our Core and Embracing Next-gen Tech Capabilities

**Synergizing Service Spectrum**
To provide integrated & holistic services addressing needs across the CxOs

- Platform & Operations Services
- Insights & Knowledge Services
- Immersive Experience Services

**Deepening Our Partnerships**
Dedicated competency center for hyperscalers and nurturing partnership on emerging technologies

- Joint GTM With Hyperscalers
- Strategic Platform Collaboration
- Training & Enablement

**Investing on Platforms**
Enabling scale and repeatability to accelerate customer's transformation journey

- Omni Channel
- Asset Insight/Smart Worker/Geospatial
- Customer Data Platform

**Incubating Technologies of the Future**
To build the right foundation and readiness to facilitate our customer’s transformation roadmap

- AR-VR
- Blockchain
- Web 3.0
- Meta
- Knowledge Graphs
- Process Analytics
Building An Autonomous Workforce

VERSATILE WORKFORCE

• Focus on full-stack developers across hyperscalers
• Improved productivity through automation & bot-based virtual assistants & advisers

IMMERSIVE

• Simulation-based virtual training environment for cross-skilling and upskilling
• Partners led training and certifications
• Collaboration with academia for creating industry-ready talent pool

ENGAGING

• Hybrid and Nomadic workplace—technology-driven, location-independent teams
• Platforms for communities to improve collaboration
Synergized the Service Delivery

Output / Outcome-based “As-a-service”
Next-gen Delivery Models

Xops-centric Unified Service Delivery for
Continuous Business Value Amplification

Offering-led Techno-functional Teams to Drive
Industry Solutions

Integrated Service Delivery to Drive 360° Digital Transformation
Helping Clients Get to the Future, Faster

Enabling a **dual mandate** of cost savings and revenue maximization