



Mindtree

A Larsen & Toubro Group Company

Registered Office Address:

Mindtree Limited

Global Village, RVCE Post, Mysore Road,
Bengaluru – 560059, Karnataka, India.

Corporate identity Number (CIN): L72200KA1999PLC025564

E-mail : info@mindtree.com

Ref: MT/STAT/CS/2022-23/051

July 13, 2022

To

BSE Limited

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

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
email : cmlist@nse.co.in

STOCK CODE/SYMBOL: 532819/MINDTREE

Dear Sirs,

Sub: Investor Presentation

We herewith enclose Investor Presentation for the quarter ended June 30, 2022. The same is being uploaded on the Company's website.

Thanking you.

Yours faithfully,

For Mindtree Limited

Subhodh Shetty
Company Secretary
M.No. A13722

Mindtree Ltd

Global Village

RVCE Post, Mysore Road

Bengaluru – 560059

T + 91 80 6706 4000

F +91 80 6706 4100

W www.mindtree.com

Analyze
Reimagine
Transform

**Mindtree Investor
Presentation & Factsheet for
Q1 FY23**



Safe Harbor

This presentation may contain forward-looking statements, which involve 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 onsite 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.

Company snapshot

Leading digital transformation partner with a history of over two decades

\$1.6B

As per Q1 FY23 run rate

37,400+

Mindtree Minds

274

active clients

Presence in

24

countries

Imperatives that drive our strategy

Build on our existing strengths



Develop strategic relationships and partnerships



Enhance focus on key growth opportunities

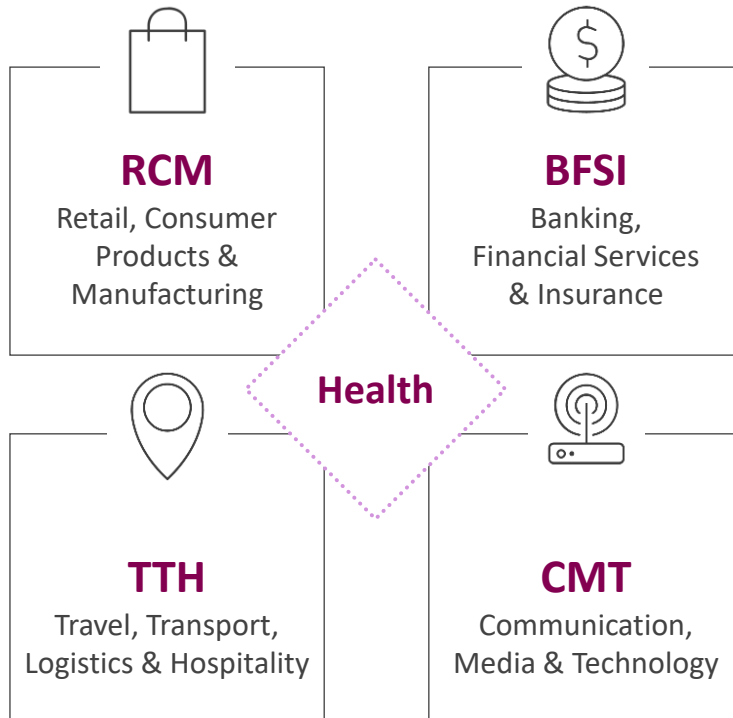


Continue to Simplify, Differentiate and Change

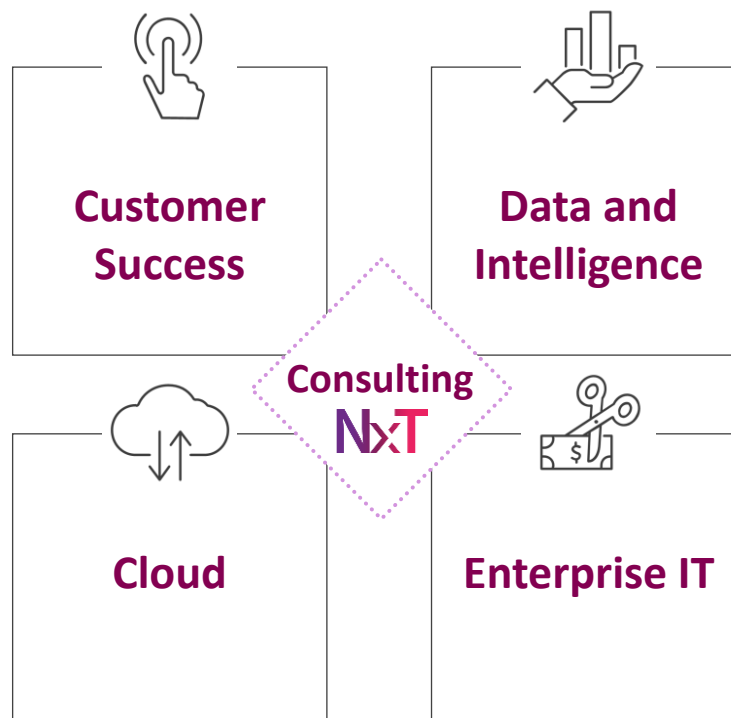


Strategy for profitable growth

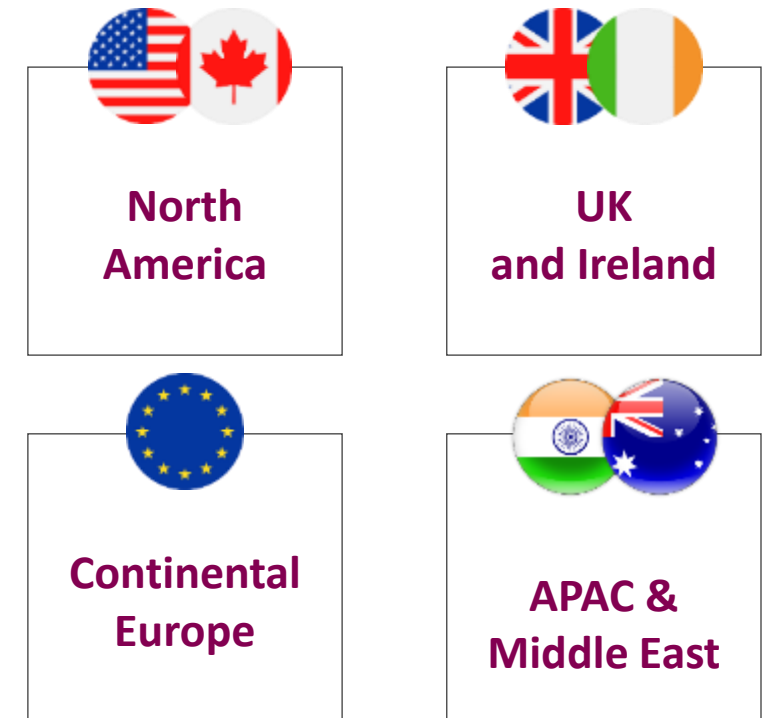
INDUSTRY GROUPS



SERVICE LINES




GEOGRAPHIES



Q1 FY23 financial highlights

PROFITABLE GROWTH

	\$399.3M Revenue	21.1% EBITDA	19.2% EBIT	15.1% PAT	₹28.6 EPS +37.2% YoY
---	----------------------------	------------------------	----------------------	---------------------	--------------------------------

ROBUST ORDER BOOK



\$570M

+13.1% YoY

Annuity &
Transformational

STRONG PERFORMANCE

4.0% QoQ and **28.6%** YoY revenue growth

33.8% YoY EBITDA growth, **39%** YoY EBIT growth

24.3% YoY revenue growth for Top 20 clients

RESILIENT BALANCE SHEET

\$500M

All time high
Cash & Cash Investment

41.3% ROCE

33.6% ROE



Strong performance for the quarter

REVENUE	\$399.3M		
	Q-o-Q	4.0%	▲
	Y-o-Y	28.6%	▲

EBITDA	\$84.2M 21.1%		
	Q-o-Q	▲ 4.5%	▲ 10 bps
	Y-o-Y	▲ 33.8%	▲ 80bps

EBIT	\$76.5M 19.2%		
	Q-o-Q	▲ 5.2%	▲ 30 bps
	Y-o-Y	▲ 39.0%	▲ 150 bps

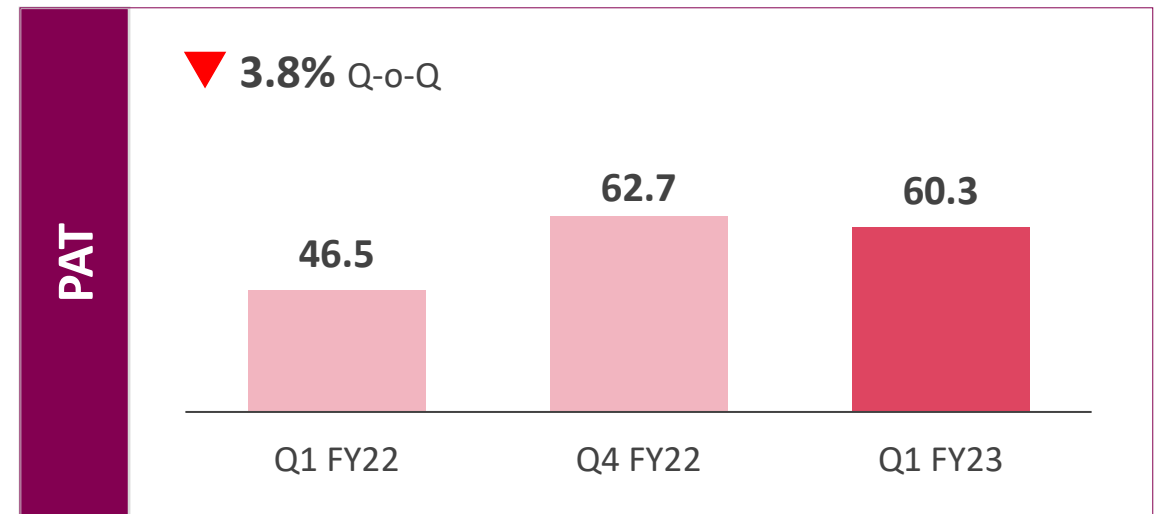
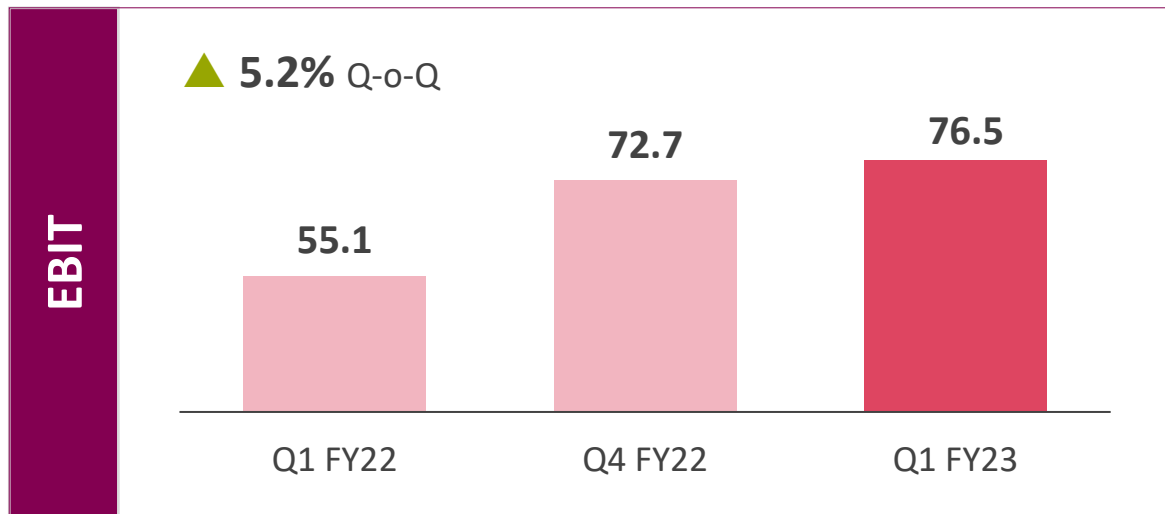
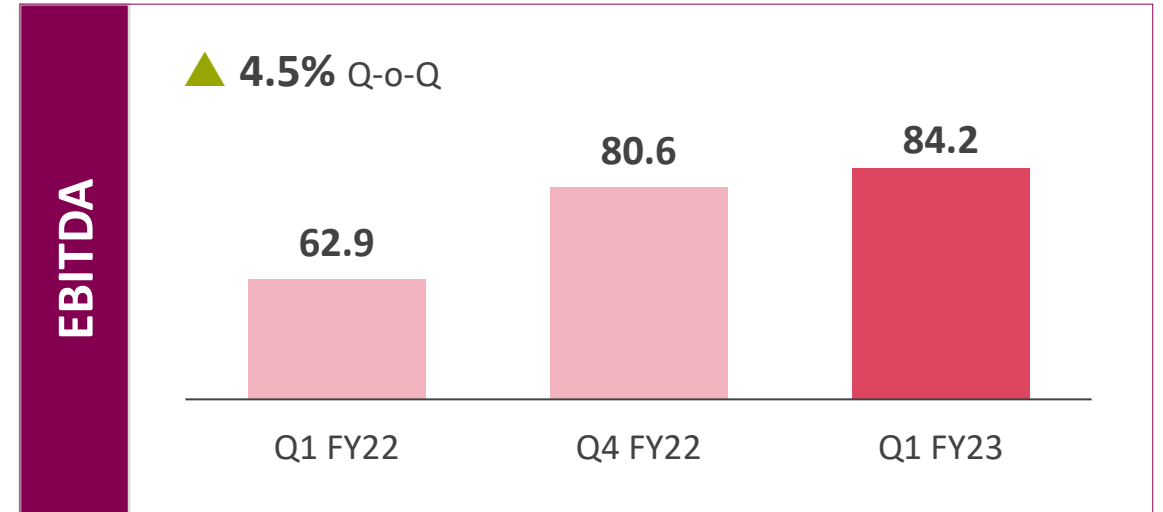
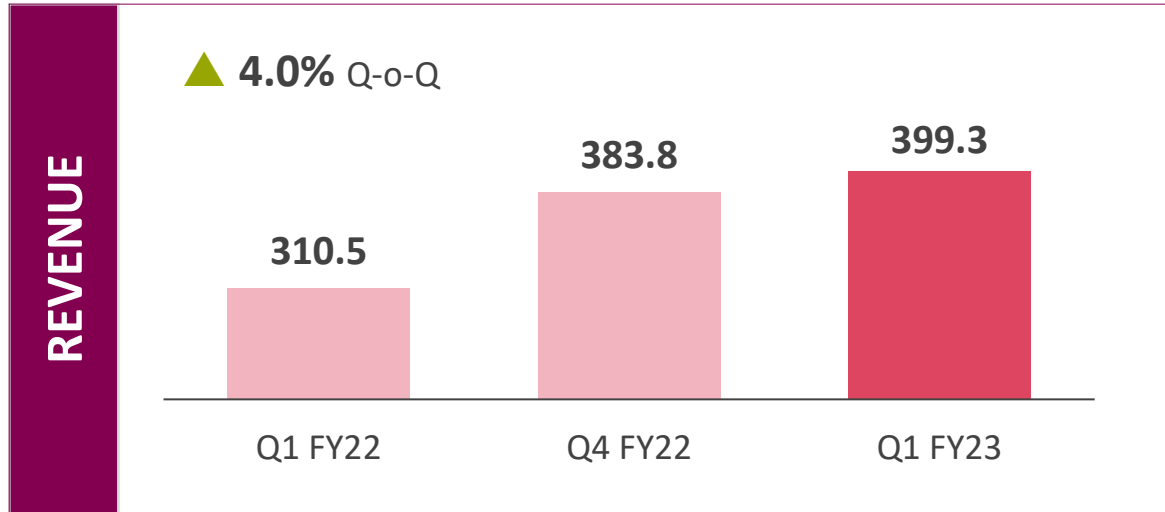
EPS	₹ 28.6		
	Q-o-Q	-0.3%	▼
	Y-o-Y	37.2%	▲



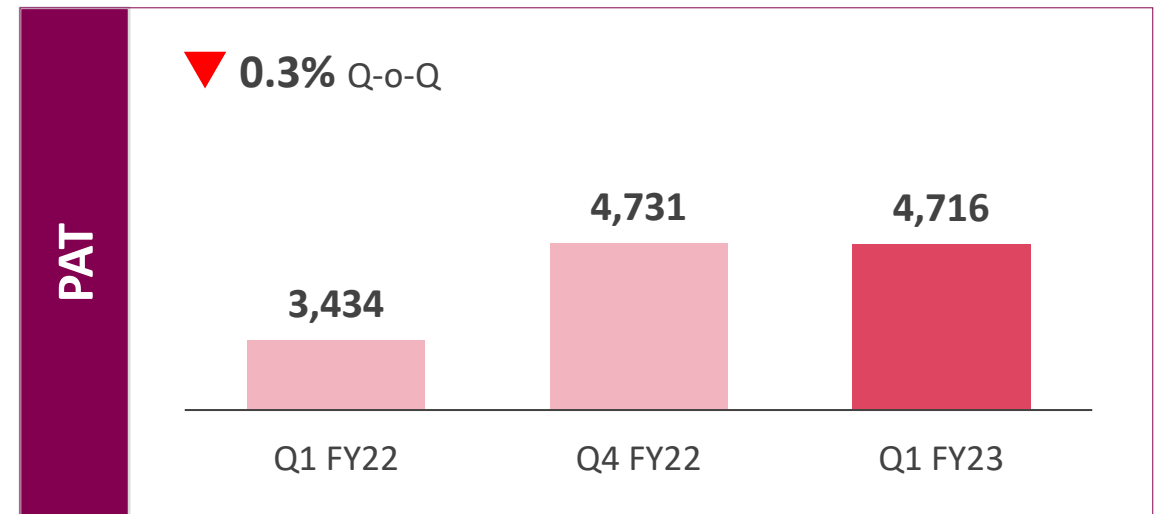
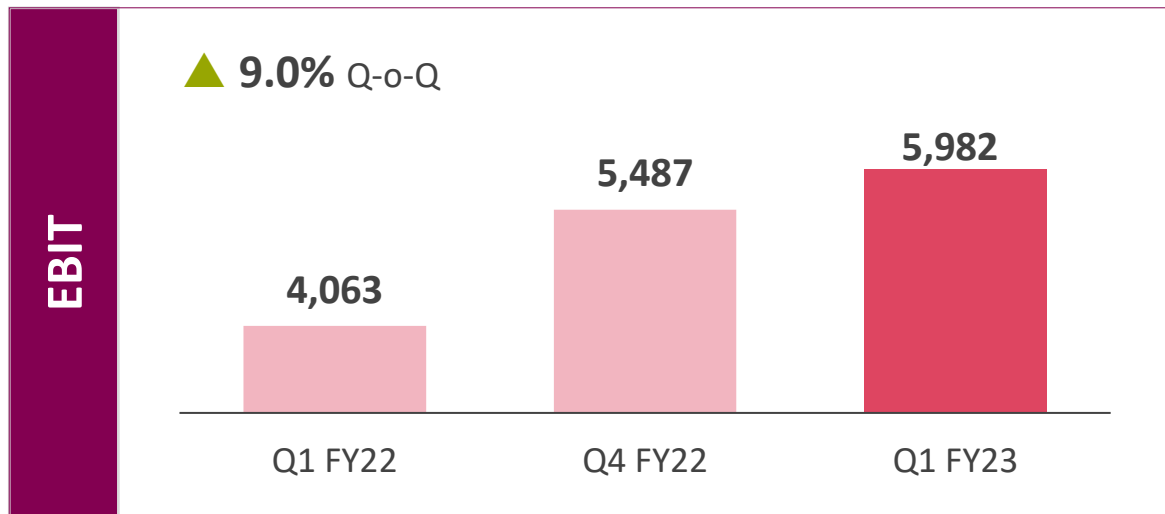
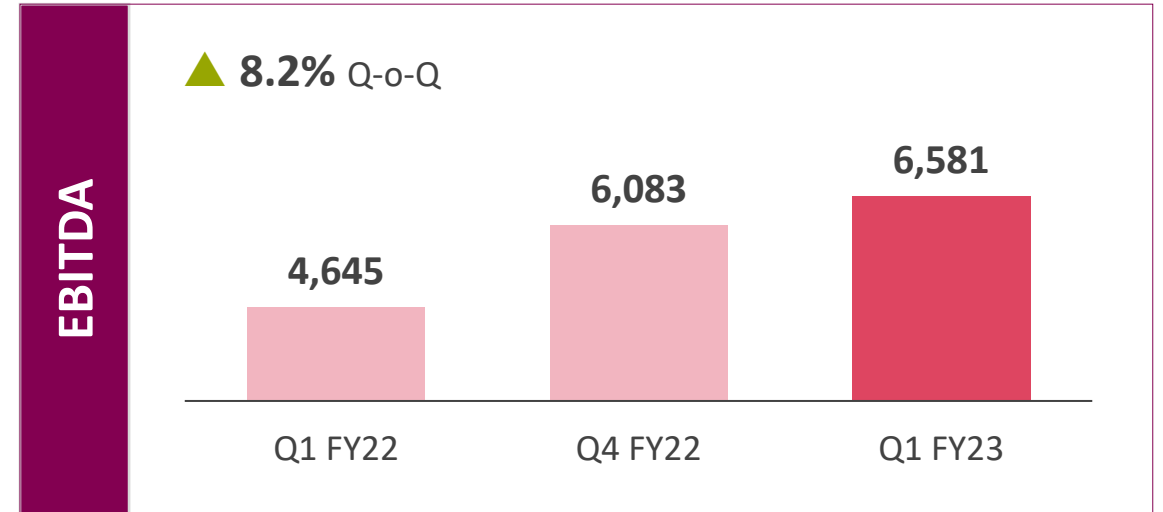
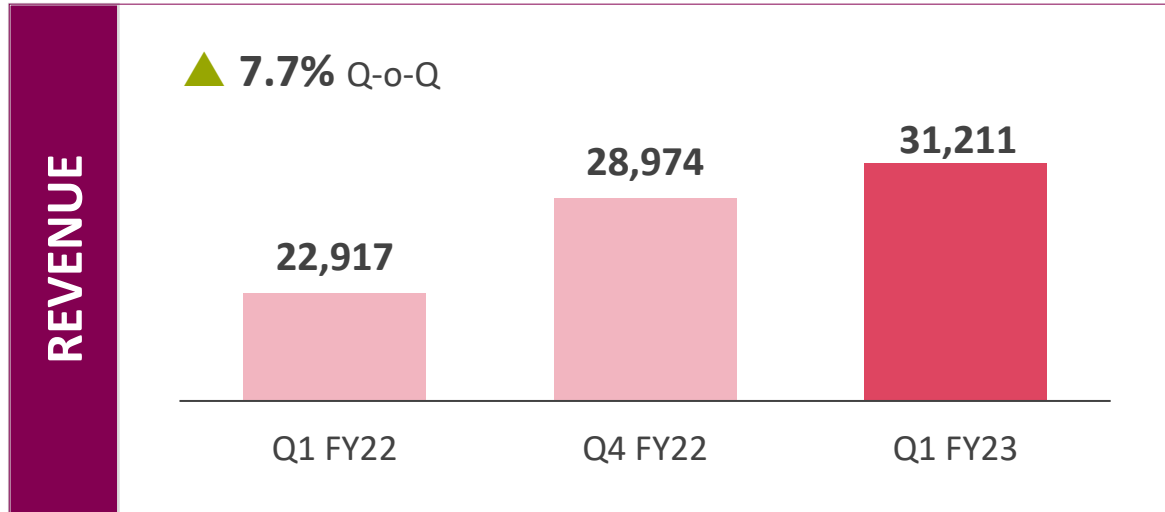
5.5%

Q-o-Q CC Revenue Growth






Q1 FY23 financials (USD in millions)

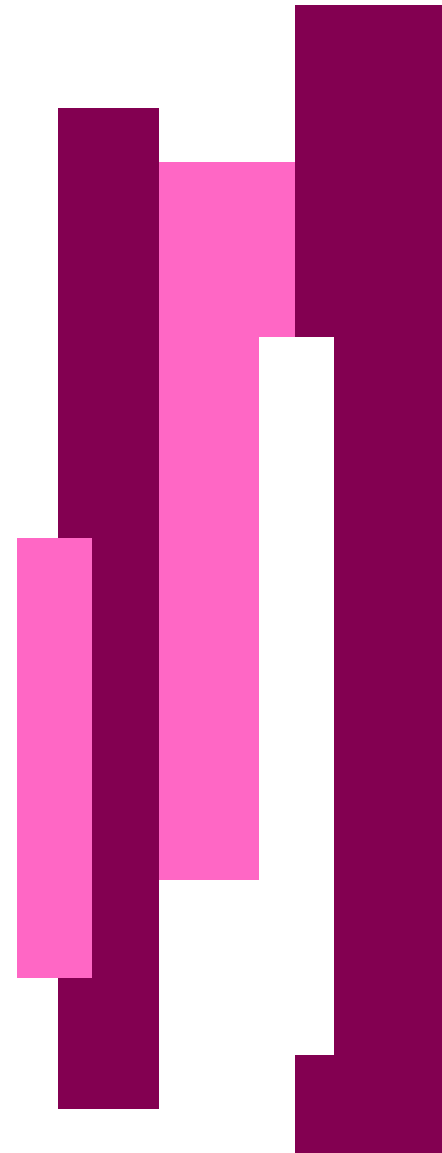


Q1 FY23 financials (INR in millions)











Revenue by Industry Groups

Industry Group Mix (Revenue %)	Q1 FY22	Q4 FY22	Q1 FY23	Q-o-Q USD Growth	Y-o-Y USD Growth
 BFSI	18.2	18.2	18.6	6.5% ▲	31.7% ▲
 CMT	45.4	43.3	44.1	5.9% ▲	24.7% ▲
 RCM	22.1	22.6	19.8	8.7% ▼	15.6% ▲
 TTH	13.3	14.4	15.4	11.2% ▲	48.9% ▲
 HCARE	1.0	1.5	2.0	43.5% ▲	170.4% ▲



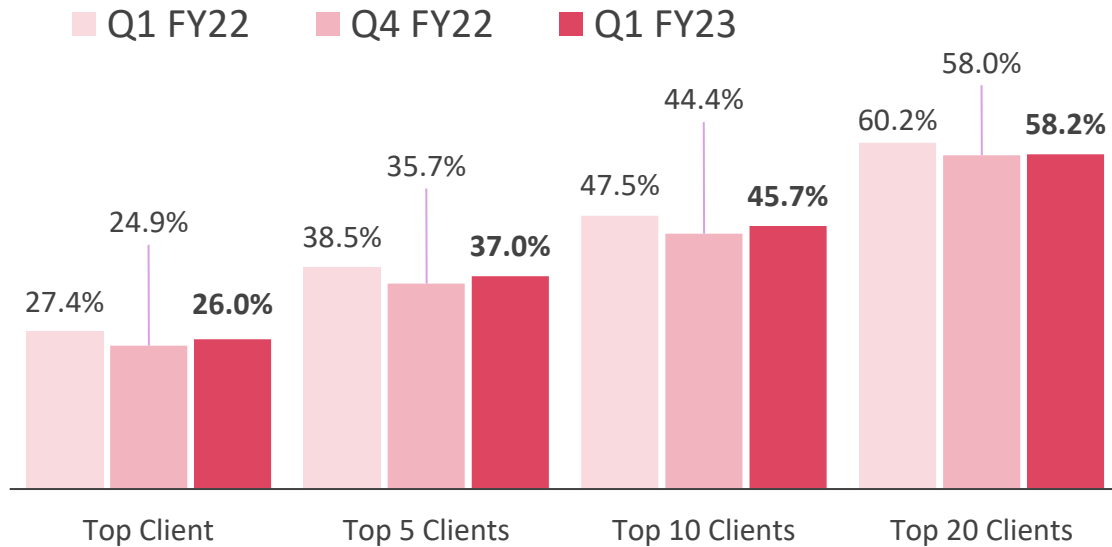
Revenue by Service Lines and Geographies

Service Lines Mix (Revenue %)		Q1 FY22	Q4 FY22	Q1 FY23	Q-o-Q USD Growth		Y-o-Y USD Growth	
	Customer Success	40.0	42.9	40.8	1.1 %	▼	31.4%	▲
	Data & Intelligence	15.0	14.9	15.9	11.3%	▲	36.1%	▲
	Cloud	19.9	19.1	19.5	6.6%	▲	26.4%	▲
	Enterprise IT	25.1	23.1	23.8	6.8%	▲	21.5%	▲

Geography Mix (Revenue %)		Q1 FY22	Q4 FY22	Q1 FY23	Q-o-Q USD Growth		Y-o-Y USD Growth	
	North America	76.6	73.6	76.8	8.5%	▲	28.9%	▲
	Continental Europe	8.6	9.0	7.9	9.2%	▼	17.8%	▲
	UK & Ireland	7.6	8.7	6.8	18.7%	▼	14.0%	▲
	APAC & Middle East	7.2	8.7	8.6	2.6%	▲	54.2%	▲

Client composition

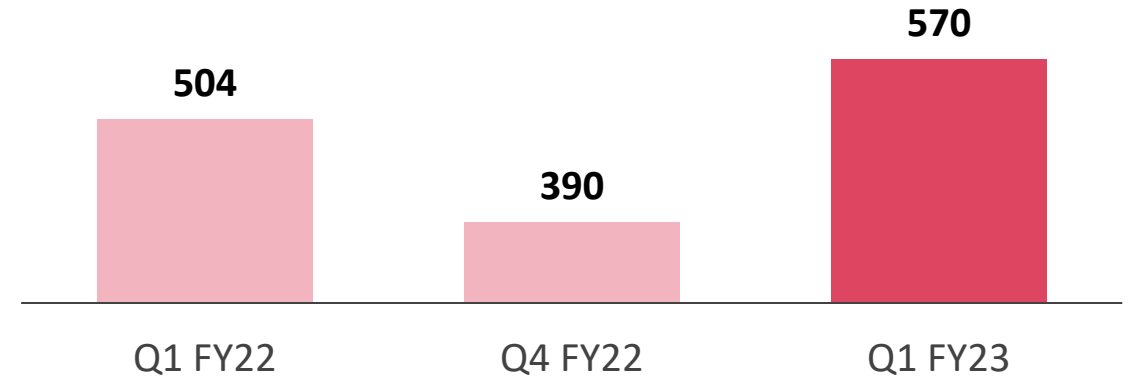
CLIENT CONTRIBUTION TO REVENUE (%)



ACTIVE CLIENTS AND NEW CLIENTS

Clients	Q1 FY22	Q4 FY22	Q1 FY23
Number of active clients	260	276	274
New clients added	7	11	13

TOTAL CONTRACT VALUE (\$ in Millions)



CLIENT METRICS

Revenue	Q1 FY22	Q4 FY22	Q1 FY23
\$1 M+ clients	120	139	145
\$5 M+ clients	47	56	58
\$10 M+ clients	25	32	35
\$20 M+ clients	8	14	18
\$50 M+ clients	1	1	1
\$100 M+ clients	1	1	1

Healthy deal wins – Mix of annuity and transformational



A healthcare technology provider awarded a three-year digital transformation contract to Mindtree for business-critical application development and maintenance services.



A leading global specialty insurance and reinsurance company selected Mindtree as a preferred partner for a multiyear managed services program spanning cloud, IT infrastructure, and security.



A leading hyperscaler selected Mindtree for a multiyear managed services deal as part of which Mindtree will provide a wide range of technology and program management support to the company's digital stores worldwide.



A leading U.S.-based airline chose Mindtree as a preferred digital product development partner. As part of the multiyear deal, Mindtree will help the airline accelerate growth by transforming its core systems and digital channels.



An Australian wealth management group selected Mindtree as a partner of choice for its core modernization and digital transformation program.



A leading audio technology company chose Mindtree as a preferred partner for a multiyear managed services deal consisting of cloud, development, and testing services.

Awards and recognitions

Recognized as a major contender by Everest Group in its Healthcare Payer Digital Services PEAK Matrix® Assessment 2022.

Named an Aspirant by Everest Group in its Sustainability Enablement Technology Services PEAK Matrix® Assessment 2022.

Achieved certification from the British Standards Institution (BSI) for seven ISO standards across 18 locations — including five new ones added this year — in the U.S., the UK, Poland, and India.



Topped CRISIL's ESG evaluation of more than 575 companies in India across 53 sectors and accorded the "Leadership" position in CRISIL's Sustainability Yearbook 2022

Ranked among Asia-Pacific's top ten companies on the FT-Nikkei-Statista Asia-Pacific Climate Leaders list for the greatest reduction in GHG Emissions over 2015-2020

Recognized with BEST awards by the Association for Talent Development (ATD) for driving impact and solving business challenges through talent development practices.




Won the Golden Peacock Award for Risk Management 2021 for business excellence and maturity in enterprise risk management.




Won the BW People HR Diversity and Inclusion Award for outstanding D&I initiatives.

Employee metrics


WORK ETHOS




Anchored by
PURPOSE



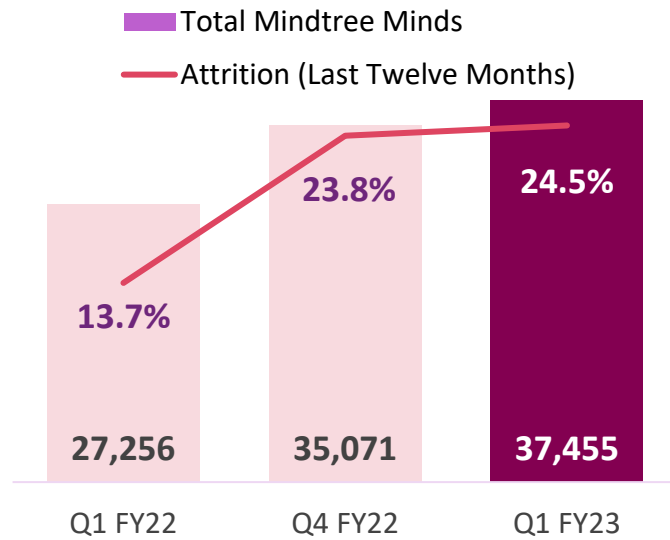
LEARNING
with Curiosity



CARING
for People



Delivering
Ambitious
RESULTS





>4,700

Gross addition in
Q1 FY23

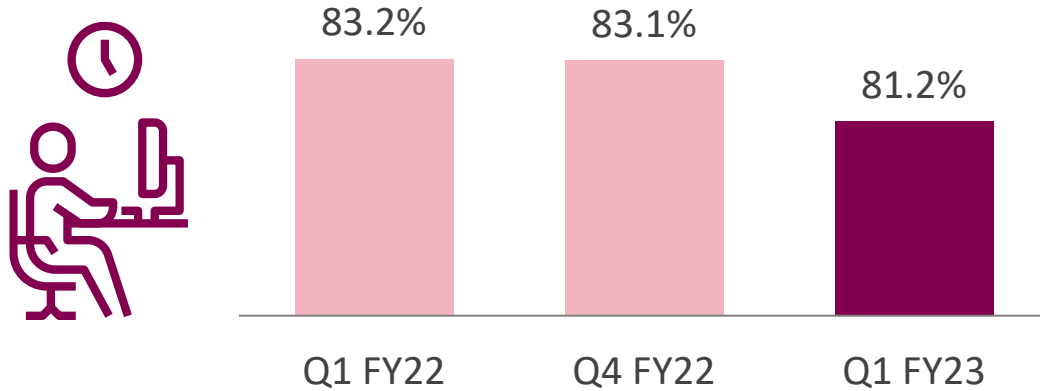
Better access to
future-ready talent is the
key reason we are a
partner of choice

	Q1 FY22	Q4 FY22	Q1 FY23
Software professionals	25,869	33,206	35,375
S&M	325	424	503
G&A	1062	1,441	1,577
Nationalities*	85	82	81
Women employees	32%	33%	32%

* Represents the count of countries to which Mindtree Minds belong

Employee metrics

UTILIZATION



Certified by Great Place to Work® Institute as a Great Place to Work® in India for 2022-23; second consecutive year that we received the certification.



EMPLOYEE ENGAGEMENT

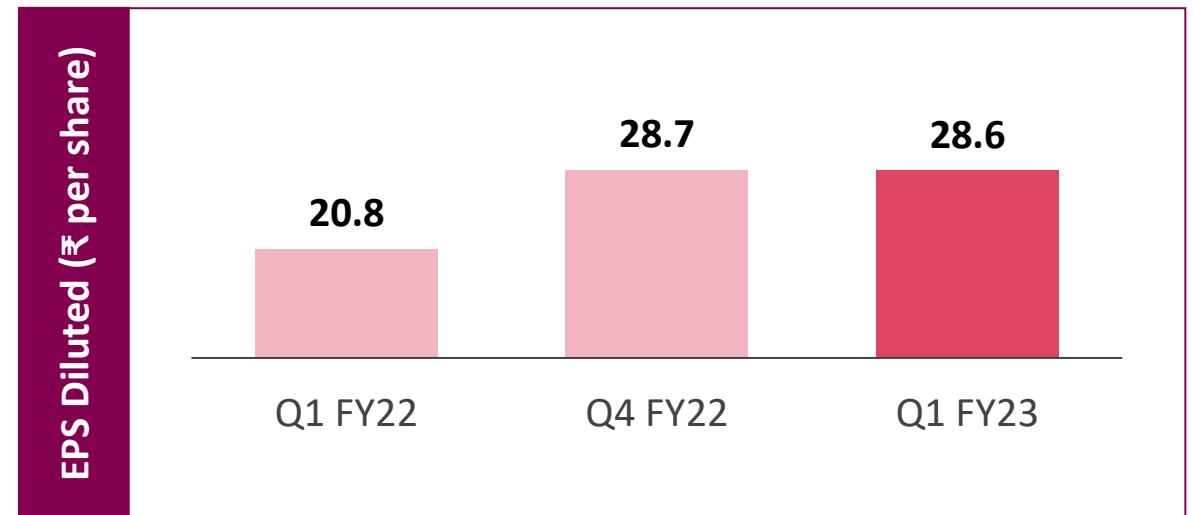
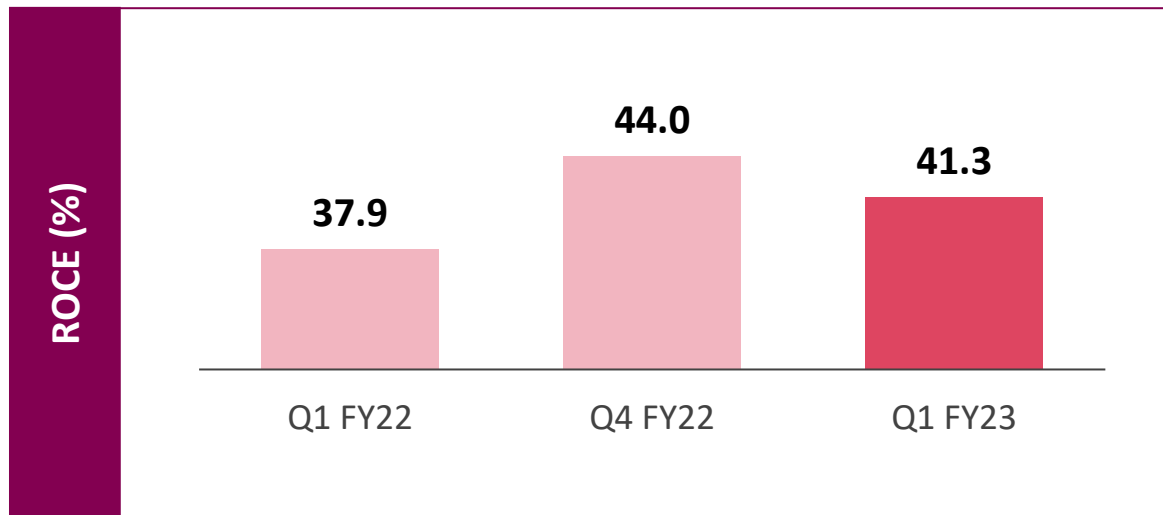
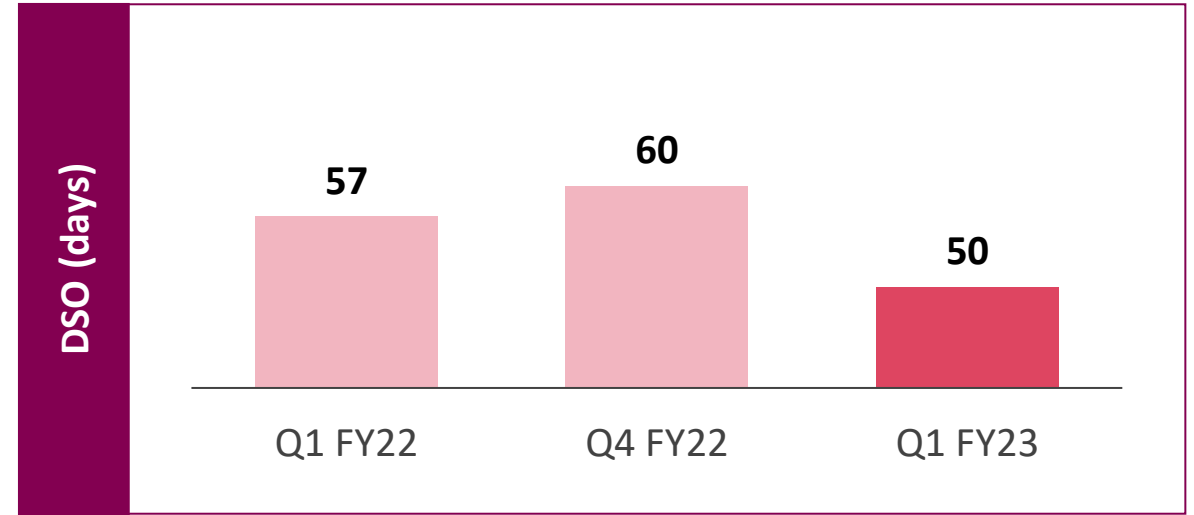
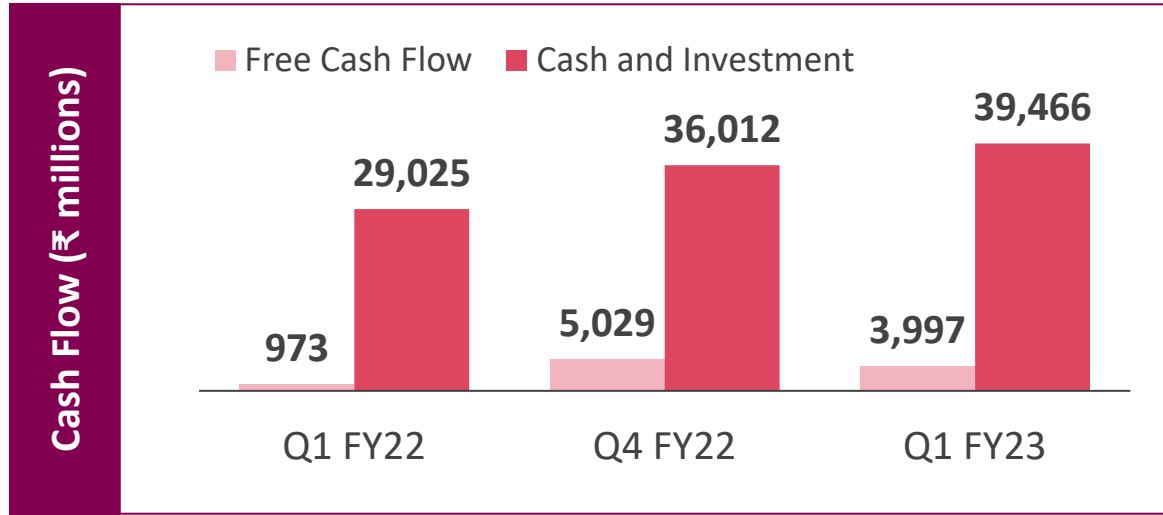
“One-size-fits-one” employee engagement and career enablement strategy, which consists of policies and processes customized to specific talent communities.



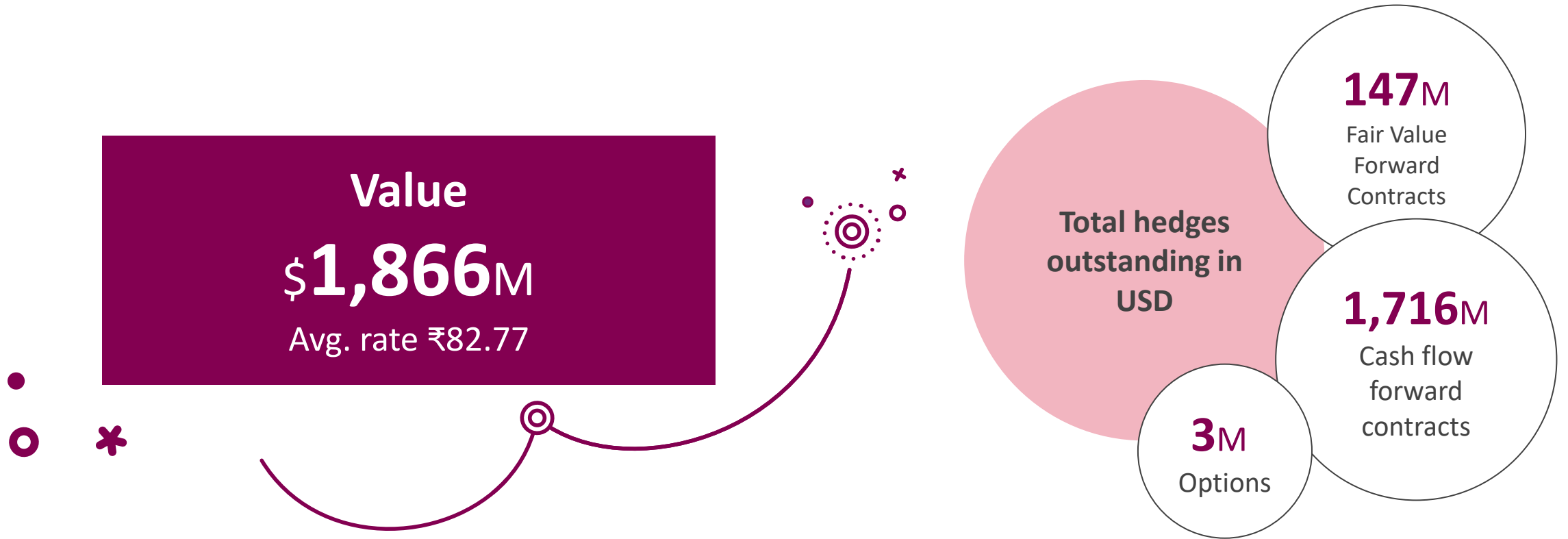
EFFORT MIX

Location %	Q1 FY22	Q4 FY22	Q1 FY23
Onsite	16.5	13.7	13.4
Offshore	83.5	86.3	86.6

Key financials and other metrics

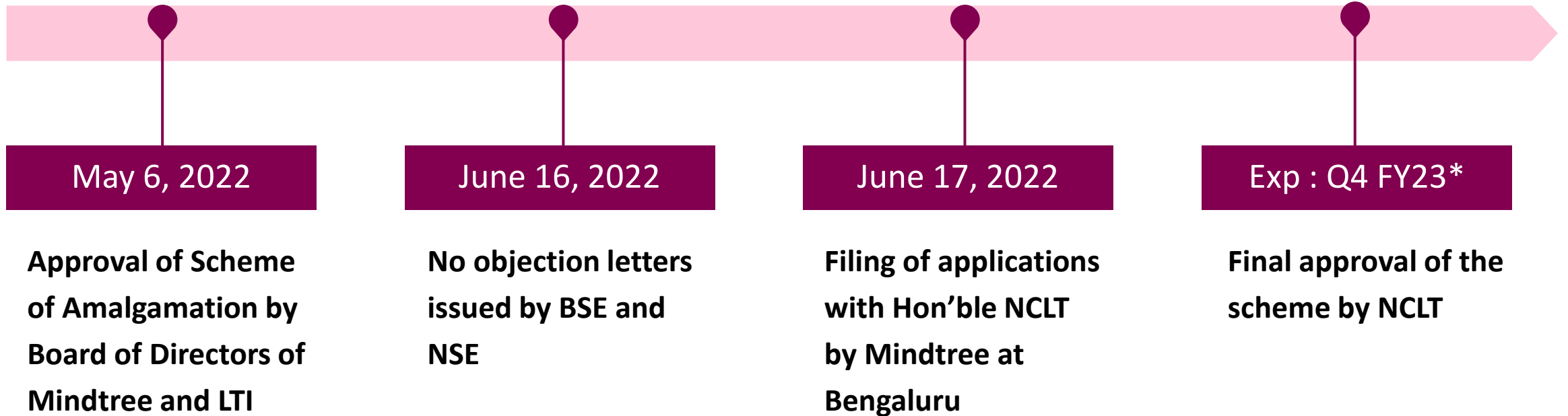


Hedge position and INR-USD rate



Rupee Dollar Rate	Q1 FY22	Q4 FY22	Q1 FY23
Period closing rate	74.36	75.90	78.95
Period average rate	73.81	75.49	78.16

Merger update - Indicative timelines and key approvals



Steering committee formed post-merger announcement. **Pre-integration process** commenced.

* Estimated timelines.



Mindtree

A Larsen & Toubro Group Company

Welcome to possible