



Mindtree

Welcome to possible

Registered Office Address: Mindtree Ltd.
Global Village, RVCE Post, Mysore Road,
Bengaluru-560059, Karnataka, India.
Corporate Identity Number (CIN): L72200KA1999PLC025564
E-mail: info@mindtree.com

Ref: MT/STAT/CS/16-17/74

Aug 9, 2016

The Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex, Bandra East,
Mumbai 400 051

Dear Sirs,

Kind Attention - Mr. Gopala Krishna and Mr. Hari

Subject: Submission of Investor Presentation

In compliance with the Regulation 30 and 46(2) of SEBI (Listing Obligation and Disclosure Requirement), we herewith submit presentations made at the Investor and Analyst day on Aug 8, 2016.

Further, these presentations are also being uploaded on our website.

Please take the above intimation on records.

Yours sincerely,

for Mindtree Limited

Vedavalli S
Company Secretary



DRIVING EXPERTISE-LED TRANSFORMATION

Rostow Ravanan
CEO & Managing Director



Strategic Orientation

Mindtree has
taken a Unique
Strategic path...

- Sharp Focus on **Expertise**
- Account **Mining, Digital etc.**, are signposts
- Goal = **Growth & Margins**



The Market Reality

... to seize the New Normal

New tech adoption
at all time high

Digital is
mainstream

Push towards
Efficiency and
Automation

Competition from
new age companies
and startups

Tougher and longer
sales cycles

Geo-political
volatility creates
uncertainty

Staying Relevant

**Our Strategy
resonates**
with customers

and is endorsed
by industry analysts

The background of the slide features a black and white photograph of several classical columns with Corinthian capitals. The columns are slightly out of focus, creating a sense of depth. A semi-transparent white horizontal band runs across the middle of the image, serving as a backdrop for the text.

Clear Strategy +
Agile Structure +
Disciplined Execution =
RESULTS

Acquiring Growth & Value

**We are
continuing to
bolster our
advantage**



#1 SAP HANA
implementation
partner



Platinum Salesforce
implementation
partner



Leader in demand
signal repository &
trade promotion
analytics



#1 Duck Creek
implementation
partner





Leaders Zone for
Digital services

Leaders Zone in **Global
Service Provider**
Report



Leader in
Software Testing
services



Azure Innovation
Partner of the Year



Delivering Outcomes for Customers

**The industry is
acknowledging
our efforts**



Delivering Outcomes for Customers

**We see possibilities
where others see
a full stop.**

Customer Centricity

Expertise

Digital

Making Mindtree Memorable

Krishnakumar Natarajan
Executive Chairman



How are admirable companies assessed?



Attributes of a memorable company – Our view

Ideas and Positioning



- Disrupt competition
- Reshape possibilities for customers, employees and investors

Distinctive Culture



- Does this company work as distinctively as it competes?
- Strategy is culture. Culture is Strategy

Customer Connect beyond contract



- Does the company have an emotional and psychological contract with customers?
- Success >> Pure Economic Value

Conviction on Strategy



- Is the company as consistent as it is creative?
- Is the company confident about its ideas and culture?

Leadership and Talent



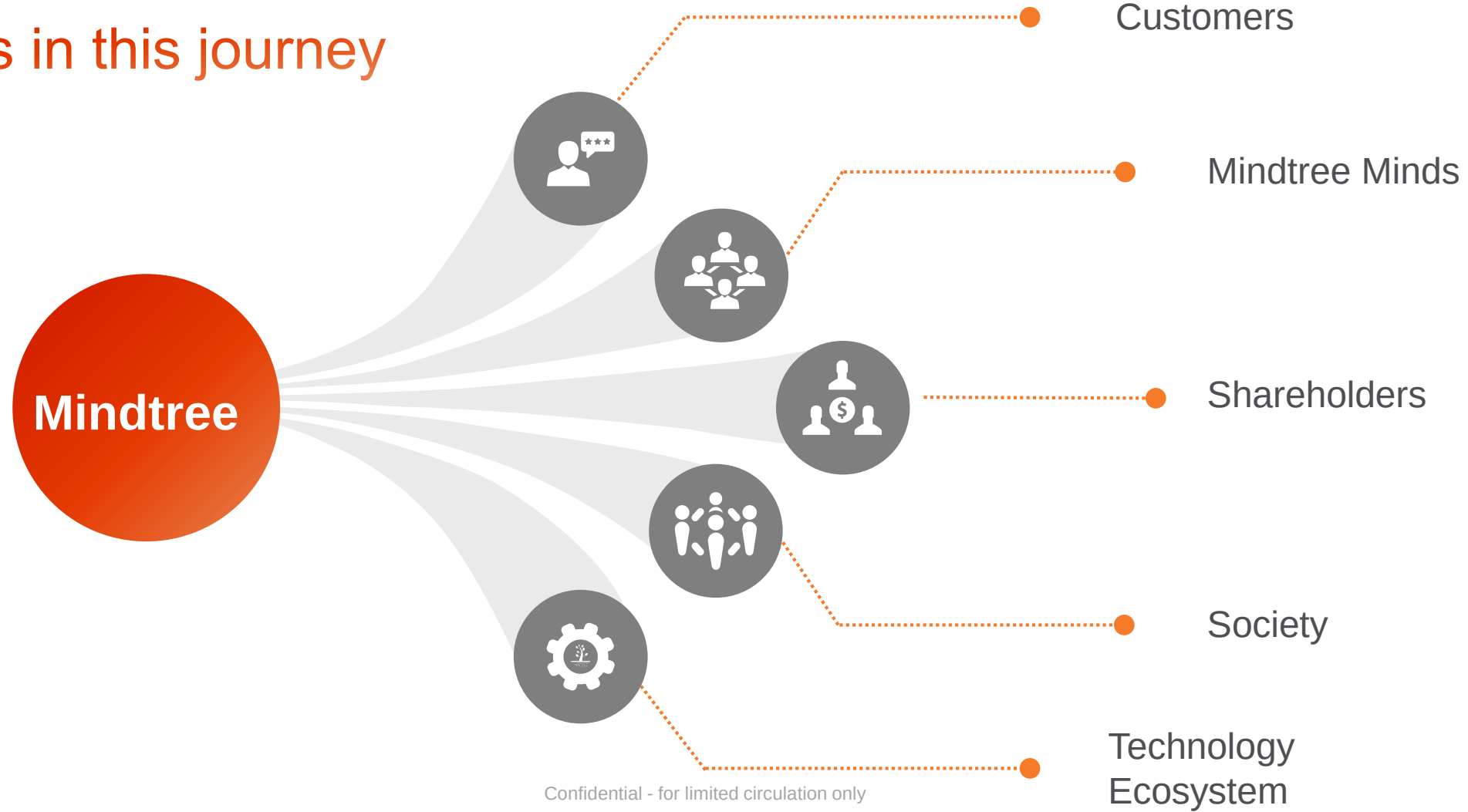
- Is the company a leader in creating leaders up and down its ranks?

Governance and Social Responsibility



- Strong corporate governance
- Leverage one's strength to create a long-lasting social impact

Stakeholders in this journey



Being Memorable is much more than being admirable

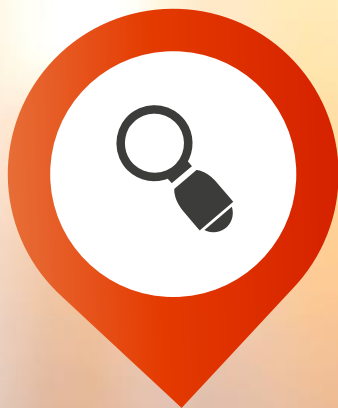
The signature of mediocrity is not an unwillingness to change. The signature of mediocrity is chronic inconsistency

- Jim Collins



Making Mindtree Memorable

Consistency in Positioning & Conviction on Strategy



**Continued focus on chosen
verticals and segments**



Digital Transformation



Expertise Led

Making Mindtree Memorable

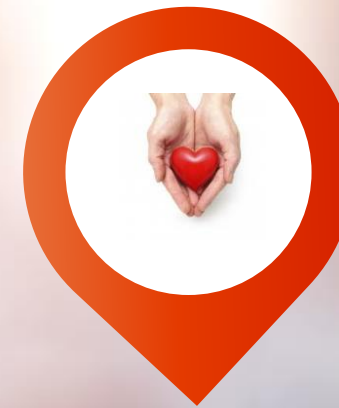
Distinctive Culture



**Culture of
“Possibilities”**



**Unlearning and learning
with agility**



**High Performance,
High Caring**

Making Mindtree Memorable

Customer Connect beyond contract



**Long standing
relationships**



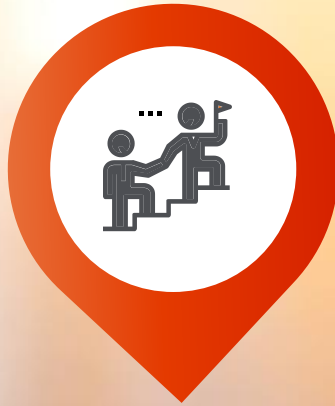
Trusted Advisor



**Startups – Bringing
innovation to customers**

Making Mindtree Memorable

Leadership and Talent



**Building Leadership at
all levels**



**Gender and Cultural
Diversity**



**Cultivating future
technologists**

Making Mindtree Memorable

Governance and Social Responsibility



Good to Great Boards

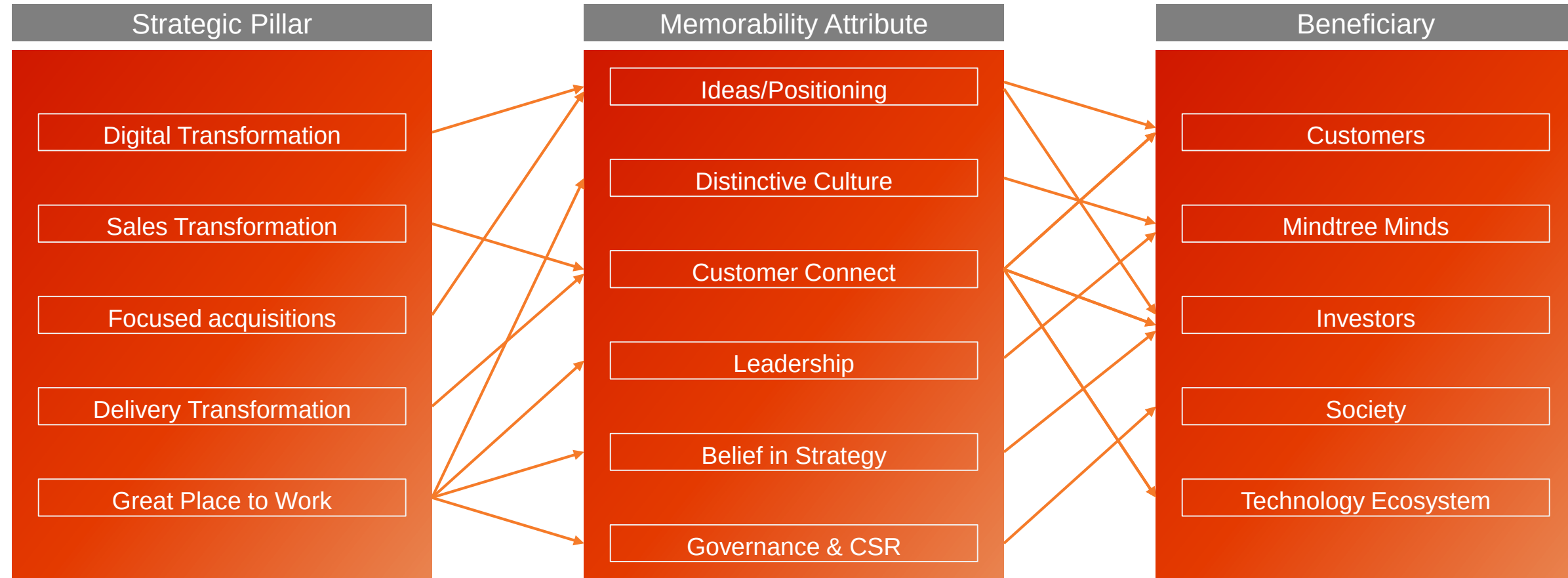


**Mindtree
Foundation**



**Technology interventions
solving social problems**

Our Strategy and Execution – Striving towards Memorability



Reimagining end-to-end IT Services

Paul Gottsegen
Chief Marketing and Strategy Officer

Manas Chakraborty
Head, Integrated Services Group



CIOs need to be the driving catalyst for business transformation...but don't have time or money to focus on fundamental change via *technology*

64%

OF CIOs

are regularly consulted
for the organization's
strategy & future

81%

OF EXECUTIVES

desire their CIO's to
take advantage of
digital initiatives

84%

IT BUDGETS

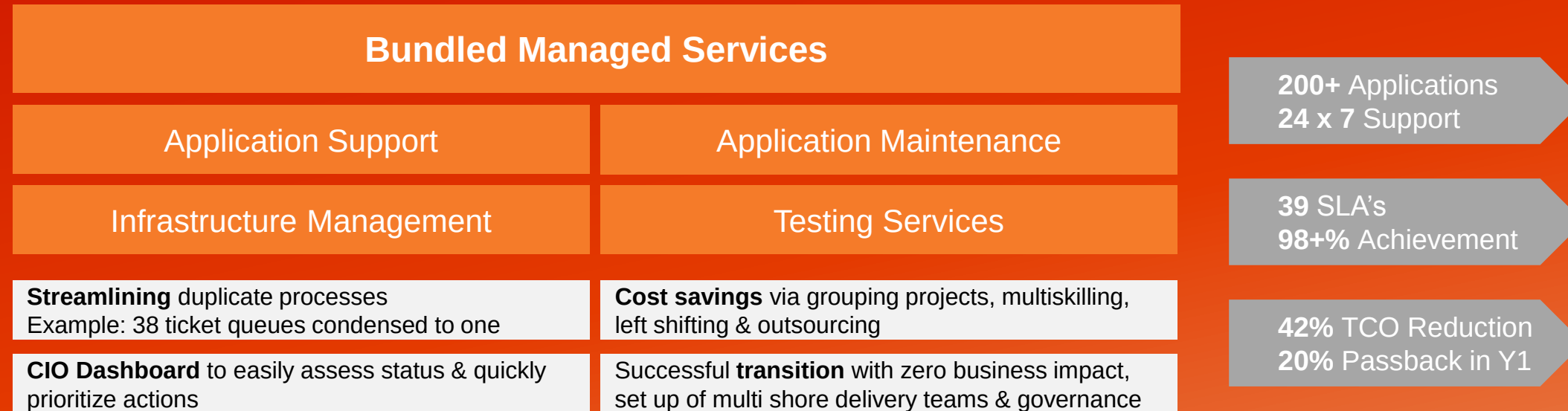
& majority of CIO's time
go into non business
innovation work

Primary Cause: Fragmented Delivery of IT

- 1 Multi-Vendors & differing levels of maturity within vendors & sub-departments
- 2 Rise of Departmental IT
- 3 Rapid technological changes and adoption

Technology company striving to be on competitive edge

- Due to poor IT services levels, CIO bandwidth largely consumed by fixing issues at the expense of transformation projects
- Siloed IT efforts limited the ability to streamline processes for efficiency & implement best practices
- Poor service level, duplicate & broken processes, no SLA-culture, no CIO Dashboard



Stark Choice on Managing end to end IT (Dev-Test-Apps-Ops)

[Monolithic]	[Composable]
Black box to client	Flexible solution composed on-demand
Lift and Shift	Integrate Agile, DevOps and Automation
Focus on Run the Business	Leverage existing client tools
Replace existing framework & tools	Pre-built API integrations
Strong lock-in	Full life cycle: Plan, Build, Test, Deploy, Run
Single vendor	RPA and machine learning

We propose a smart composable solution

UNIFIED & CONTINUOUS
DevOps, Agile, & Automation



Continuous Delivery

**ACROSS THE
FULL STACK**



DELIVERED VIA CAPE
Enterprise Platform



Our solution integrates multiple traditional IT Services - *Reimagining End-to-End IT*

A unique integrated way to manage End-to-End IT services in a modular approach, tailored for the customer landscape

IT “As a Service”

**Unified DevOps and
Agile**

**API driven
composable platform**

**Continuous
Automation**

Aligned with customer expectations and recommendations



Integrate multiple services
to glue lifecycle together



Move a smaller set of change
through the life cycle



LEAN and process
optimization



Use repurposed tool sets for end
to end services view

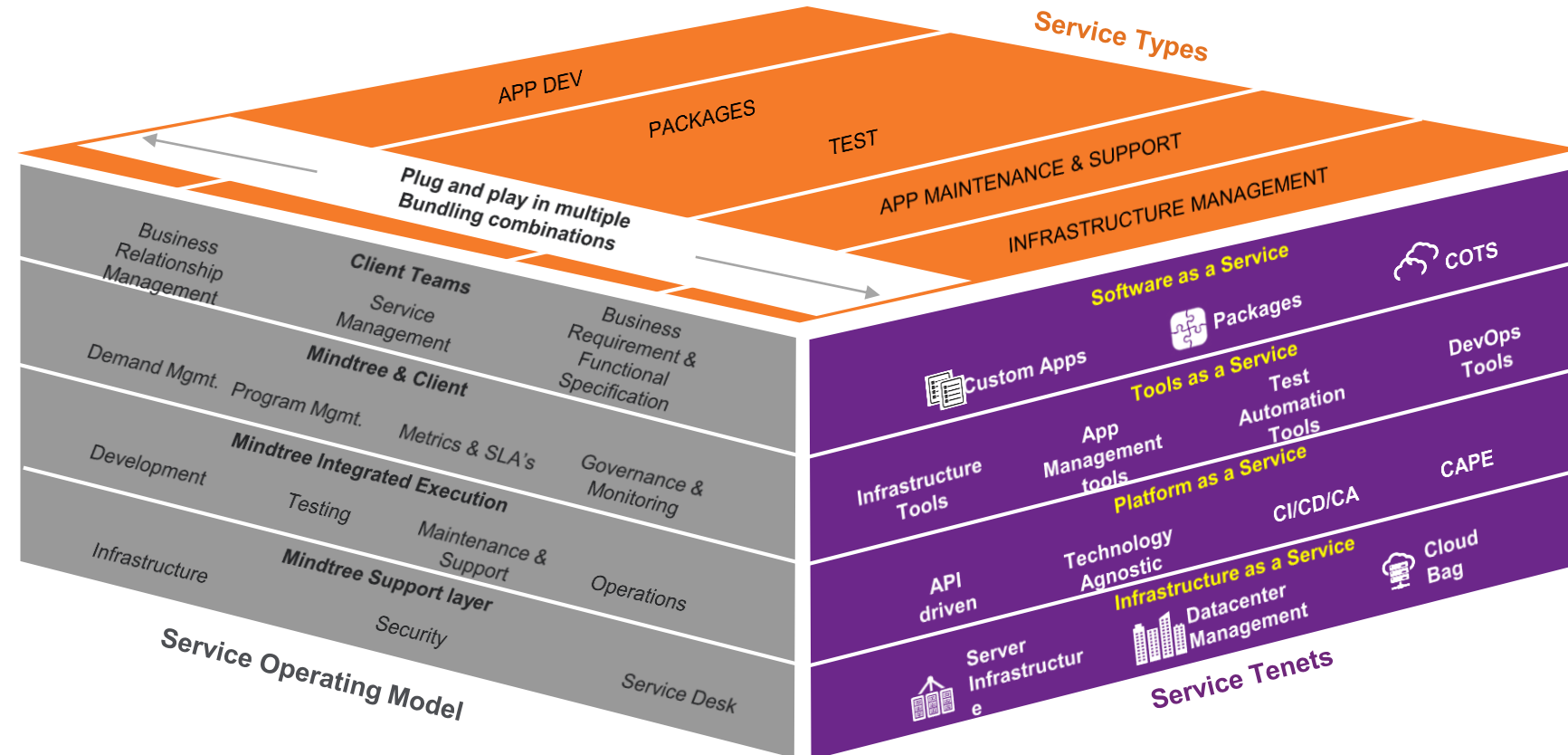


Work through an integrated
Operating Model



Automate the
entire lifecycle

...and is flexible, allowing it to plug and play in multiple bundling combinations



Cape Platform - Compose, Provision, Operate and Visualize the Enterprise

INFRASTRUCTURE



Infrastructure Provisioning

OPERATIONS



Infrastructure Management
and Monitoring

APP DEVELOPMENT & TEST



Agile DevOps
Tool Suite



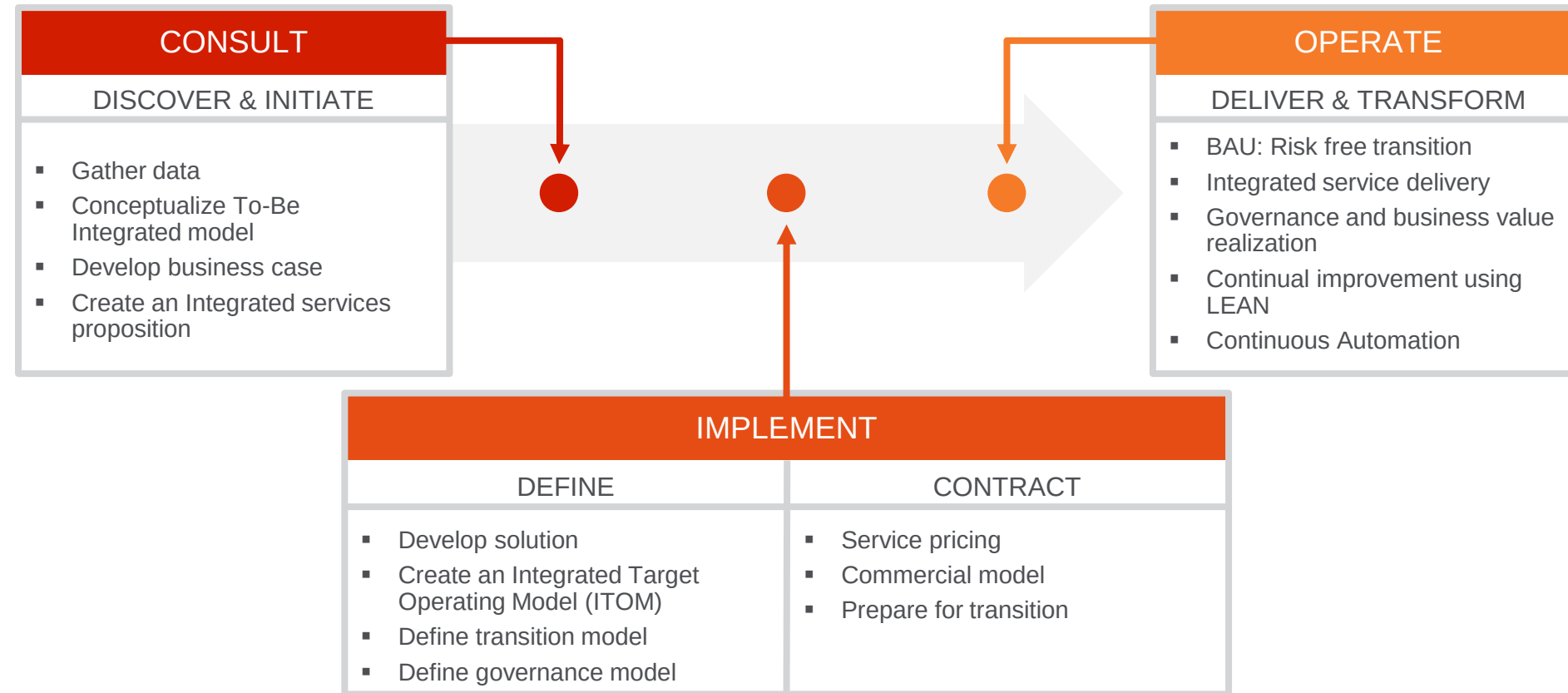
Dynamic Test Engineering

APP MAINTENANCE & SUPPORT

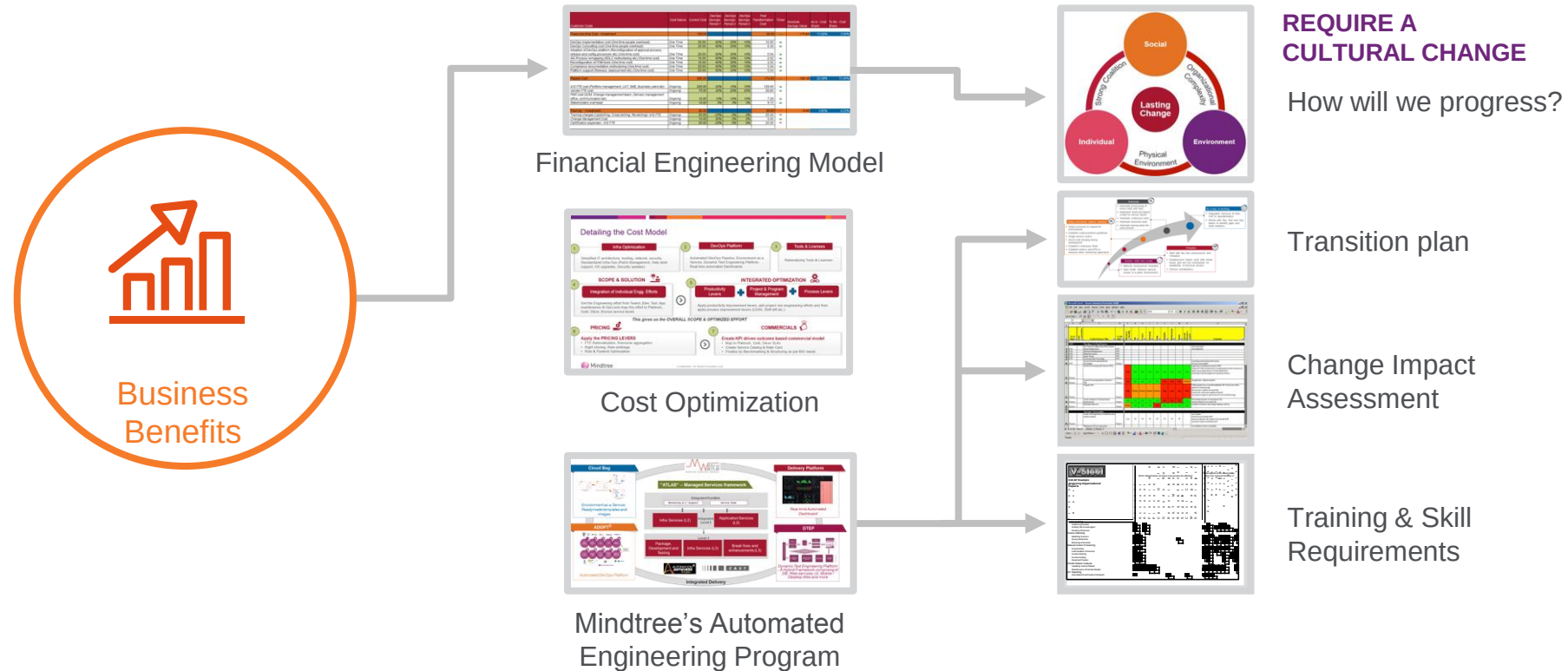


Managed Services
Framework

This is deployed via our three-step CIO model approach



Saving 25-30% on core operations



Initial Validation

Banking Client

"You guys are building some amazing stuff. Seem to be thinking about the future"

"I was surprised with what I saw, this is exactly what we are trying to build for the new digital platform. Very impressed"

Technology Client

Our solution is impressive and was keen to see our practical approach to implementing this in the right areas and see resultant benefits

Hospitality Client

"Very relevant given the pace & investments XX is putting in their IT."

Mindtree differentiators

- *Configurable* API driven **composable platform** tailored to specific customer needs
- *Flexible* solution customized to **leverage existing customer tool sets** with pre-built API's for seamless integration
- *Inbuilt Automation* suite comprising of comprehensive library of **RPA and Machine learning capabilities**
- *LEAN driven Business Value Realization* model to apply productivity, delivery and process optimization levers
- *Unifying Agile, DevOps & Automation* to manage End-to-End IT via (**'3 C' approach**) – CI/CD/CA
- *"As a Service" Offering* on **Pay Per Use** financial construct (Integrated options)
- *Collaborative CIO framework* (Consult, Implement, Operate) to onboard customers
- *Culture* – Focused on **change management**

Better positioned and willing to make it possible (Large vendors not wanting to cannibalize their existing revenues by bringing such disruptions)

Integrated optimization saves time and money

Infrastructure aggregation benefits across multi service line

Cycle time reduction to end to end automation

Licenses/tools optimization and rationalization

FTE rationalization due to service aggregation

Increased efficiency and elapsed time reduction across ADMS environment

SCALING THE DIGITAL QUOTIENT

Radha R
Head, Digital Business



The Digital Reality

Digital has become critical to how businesses innovate and differentiate from the competition

Clients want partners to offer business acumen and thought leadership — Not just technology prowess

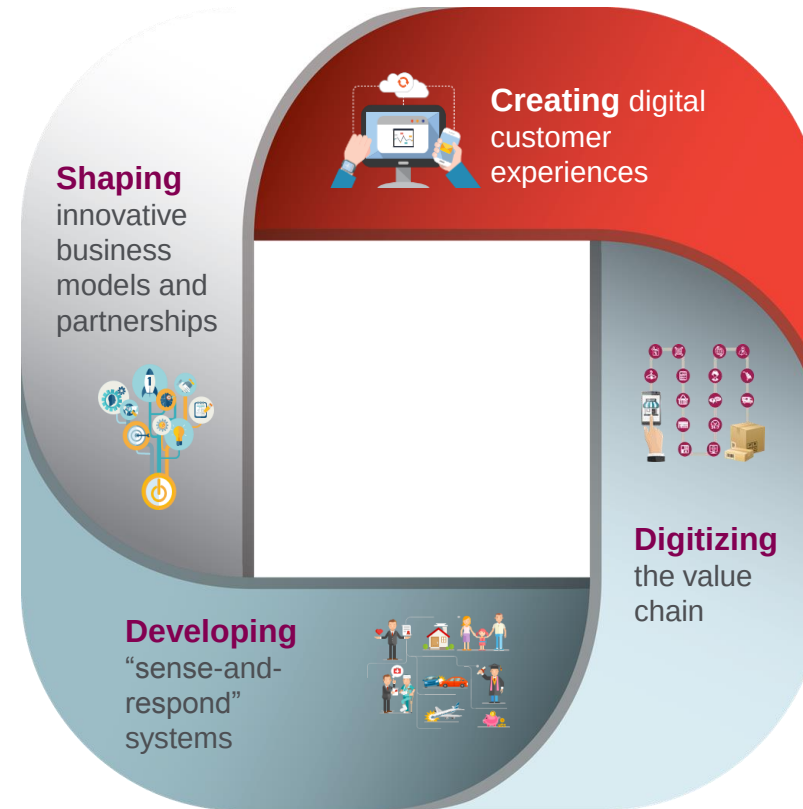
CXOs are playing a more formal and aggressive role

Industry is still struggling with the narrative as to what digital transformation entails—Beyond semantics

The new war for talent — Shortage of digital skills has gone unprecedented coupled with broken approaches to build digital skills

Solidified Our Positioning and Driving Digital Opportunities at Scale

Compelling POV with strong client referenceability



Services to Make Digital Real

Orchestrating ecosystem

API management Cloud orchestration Architecture design and management



Simplifying back-end

Application consolidation Data architecture Lean and agile implementation



Redesigning business processes



Defining digital business

Digital assessments/workshops Tool and partner evaluation



Creating touch point

App development factory user experience design Wearable apps and IOT Analytics

Implementing platforms

Next-generation content and commerce Personalization



Empowered to Win Big in Digital



**2016 MARKETING
INNOVATION AWARD**

5600

DIGITAL EXPERTS



LEADERSHIP IN DIGITAL

Microsoft Azure

2016 INNOVATION PARTNER

198 Clients

MAKE DIGITAL REAL



**DATA AND ANALYTICS
AWARD**

Anchor Partner to Orchestrate Digital Change



Driving
Business Outcomes

Revenue growth,
efficiency and
delight



Simplification and Flexibility

Industry Specific IP
and Acquisitions



Nurturing Talent

Digital Engineers of
tomorrow

Driving Business Outcomes

Revenue uplift

Widening the funnel
and driving faster
conversion

Efficiency

Driving costs down,
Improving speed to
execution and
collaboration

Service

Creating customer
delight

Global Hotel Chain Creating Personalized and Intimate Engagement with 100M Consumers across Channels

Core consumer profile
creation & enrichment

Identifying customer
uniquely at every touch
point to drive personalized
experience

Expanding customer
intimacy beyond loyalty
members to 100 million

Managing World's Leading Public PaaS Service to Boost Efficiency

Building out and managing
the largest Public PaaS
Service

Reduced build out from 60
days to 5

24% TCO reduction

Delighting Travelers with a 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

Delivered a Modern and Streamlined Employee Experience

Salesforce Service Cloud
for 800 service operators
across 35 countries

Fully customized and
branded self-service
community for 130K
employees

Improved agent experience,
shortened case resolution
times, and increased
productivity

Simplification and Flexibility

Industry Specific IP

Competitive advantage at speed

Acquisitions

Fortifying digital transformation offerings

Delivery Excellence

New delivery models, development approaches, and automation investments

Decision Moments: Simplifies and Accelerates Data Analytics

20 industry-specific machine-learning algorithms based on deep learning techniques

25 business apps across retail, consumer goods, travel, banking and insurance industries

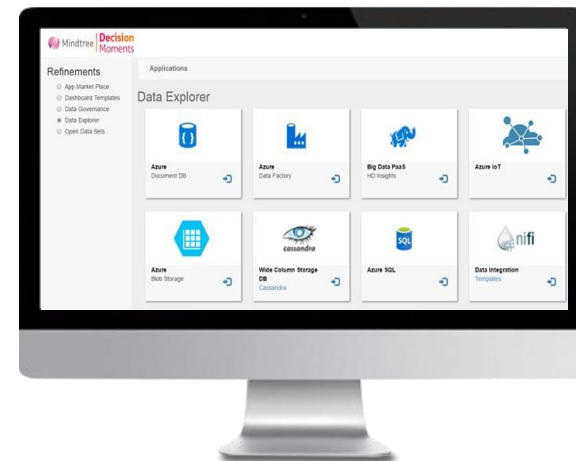
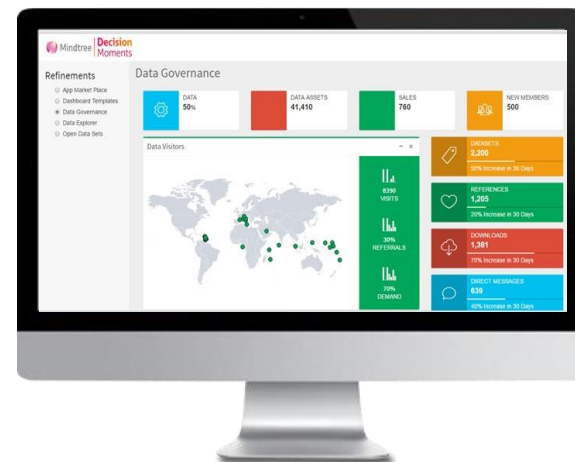
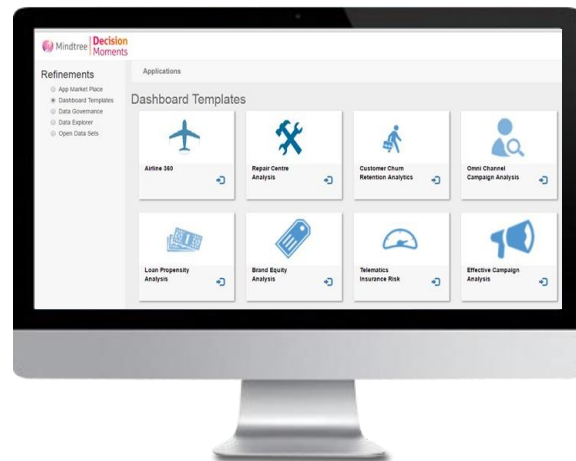
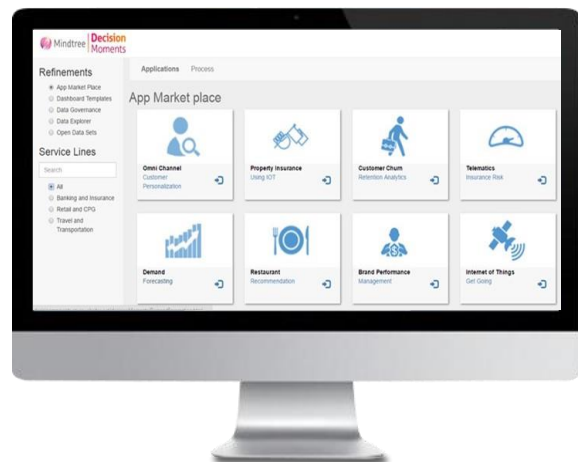
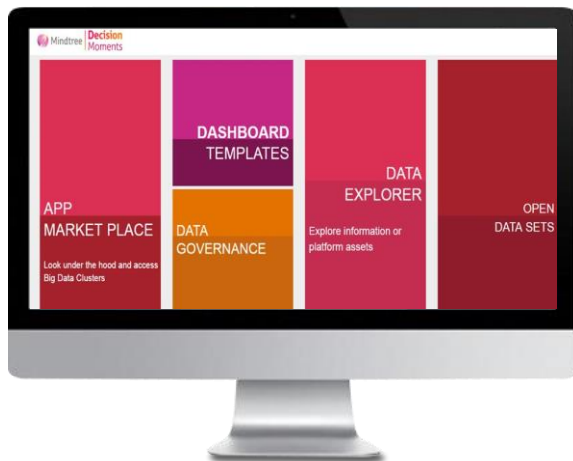
A data store with 35 pre-built technology components for big data programs

100 pre-populated data sets easily combine with heterogeneous data

Cloud-native solution powered by Microsoft Azure services, including the Cortana Intelligence Suite

Modeling sandbox to perform rapid exploratory data analysis before investing at scale

Easy to Use Data Science Platform



APEX (Assortment Planning Excellence) Platform



Recommends optimized assortments
for every store visit by sales reps



Drives assortment width and depth
while reducing out of stock (OOS)

Improves lines per productive call &
average order value per store

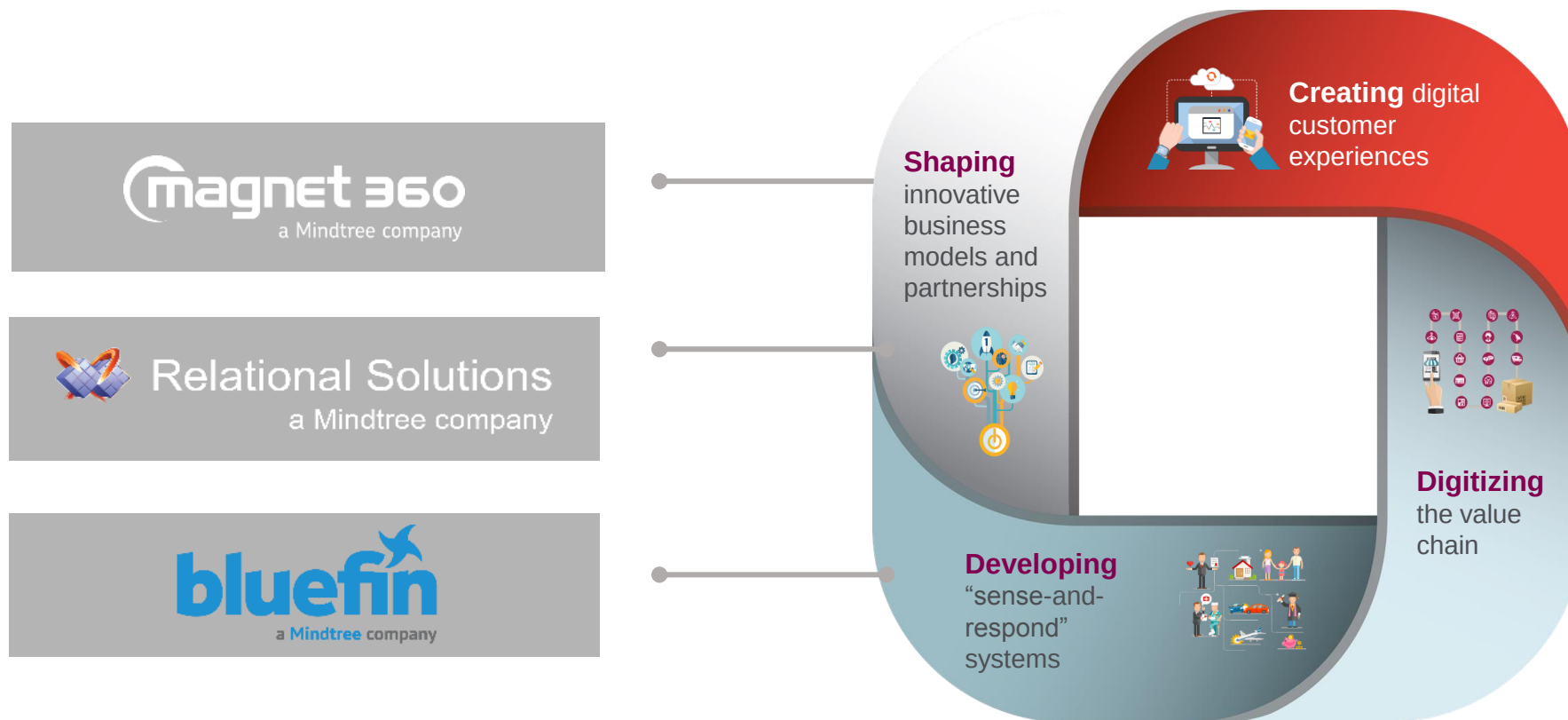
Predictive Analytics Improves Market Share and Grows Assortment Mix

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

Solidifying Digital Transformation Offerings



Winning, Engaging Talent

Digital Academy

New-age learning experiences

Digital Mindtree Mind

5000 multi-skilled engineers

Digital Orchestrator

Multi-dimensional expertise

ACCESS 500+ COURSES

PAVE YOUR LEARNING PATH

BITE SIZED CONTENT

POPULAR ONLINE TRAINING COURSES

FUN WHILE YOU LEARN

LEARN ANYTHING ANYWHERE ANYTIME

LEARN AT YOUR OWN PACE, PLACE AND TIME



**OPPORTUNITIES FOR
MULTISKILLING**

GO BEYOND YOUR COE & ACQUIRE NEW SKILLS



**VIRTUAL
CONTENT ON CLOUD**

NOW LEARN ON THE FLY



**SET YOUR OWN
LEARNING SCHEDULE**

AVAILABLE AROUND THE CLOCK

EXPERTS	RECOMMENDATIONS	NEW & TRENDING	LEARNING PATH
 PARTHASARATHY S Web Technology	Configure your interests to receive recommended Packages	NEW 101 PROJECT MANAGEMENT B... 🕒 02.14.51	0% COMPLETED TESTING
 CHIDANANDA RAJASEKHARA Cloud and Azure		NEW 101 POWER DRESSING & BOD... 🕒 00.56.14	0% COMPLETED LP2
 ABHIDEEP CHAKRAVARTY DevOps		101 PROJECT MANAGEMENT B... 🕒 02.14.51	
 PREETHY LOGANATHAN BI/Visualization			
 NEEL KAMAL Performance Testing			
 VIJAY PRASHANT			

Making Memorable Impressions of Mindtree Digital



Significant play with 38% revenues, well articulated POV, and strong client programs

Collaborative 'Anchor' partner to orchestrate digital change

Bringing the right multidimensional expertise
- Fusion of experience design, domain/industry, Data, Analytics, Agile, DevOps, Continuous integration

Deep rooted product engineering experience

Industry-specific IP and platforms to accelerate time-to-market

Shaping Market Leading Thought Leadership in Big Bet Areas



Global Customer and
Decision Maker Study



Personalization Ebook



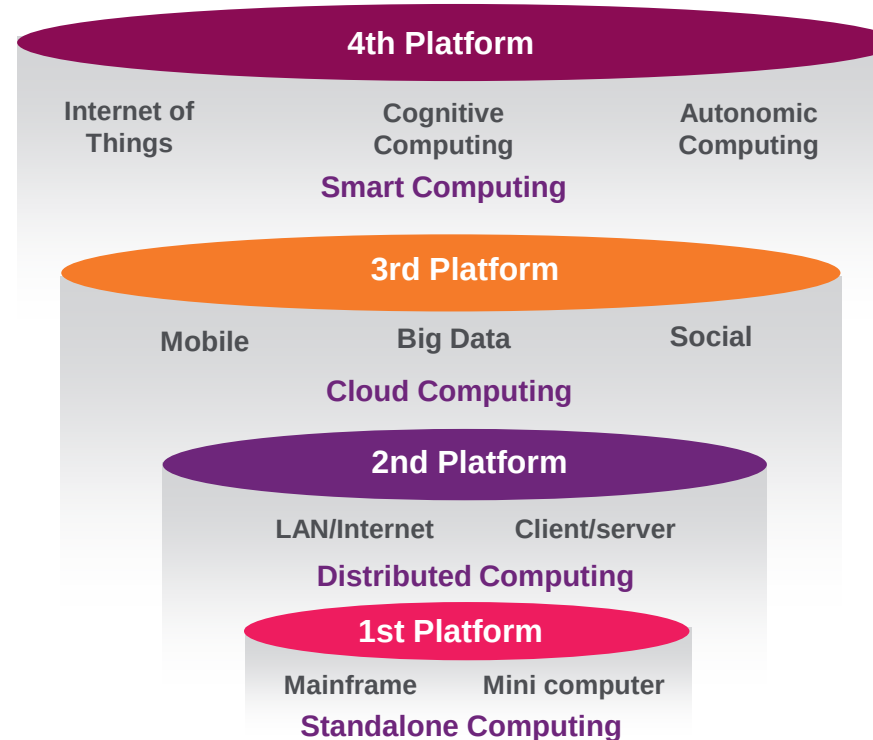
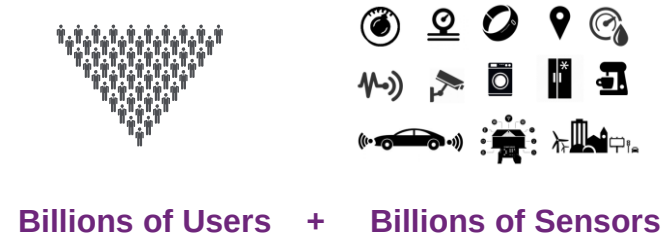
Digital Content Hub

Stepping into Emerging Horizons

Madhusudhan KM
Chief Technology Officer



Emergence of fourth platform



Recap from last year



Internet of Things



Cognitive
Computing



Autonomic
Computing

IoT enabled Connected Traveler



Hotel Check-in



Passenger
informed about
Taxi



Taxi to airport



Airport staff
informed about
passenger's
arrival 10min
before



Smart Check-in



Smart trolley for
Duty-free
shopping



Indoor
navigation for
shopping &
directions



Pre-ordered
movie and
personal juke-
box onboard



Taxi to home

IoT Enablement for Hearing Aid

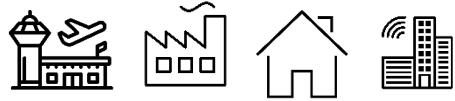
- Hearing Aid Companion App
- Remote setup by audiologists
- IFTTT integration for user driven recipes
- Environment data analytics to automatically suggest mode changes

- Integrates with Hearing Aid via Bluetooth
- Phone acts as gateway to enable internet connectivity
- Machine Data analytics for audio & settings data from device combined with phone data to recommend settings

- Improves usability for users while allowing them to maintain discretion
- Allows users to interact well with other smart devices

IoT Possibilities – Our Point of View

Smart Premises



- Safety & security
- Indoor navigation
- Home automation
- Energy monitoring
- Office automation

Smart Vehicles



- Safety & security
- Condition based maintenance
- Dynamic pricing models
- Connected Infotainment
- Autonomous vehicles

Smart People



- Workplace safety
- Health & Fitness
- Wellness management using implantable
- People tracking at workplace

Smart Assets



- Leasing & operating high value assets
- Predictive maintenance of industry machinery
- Near real time monitoring and provisioning of movable assets

Value Proposition

Operational efficiency | Revenue maximization | Customer engagement | Safety & Security

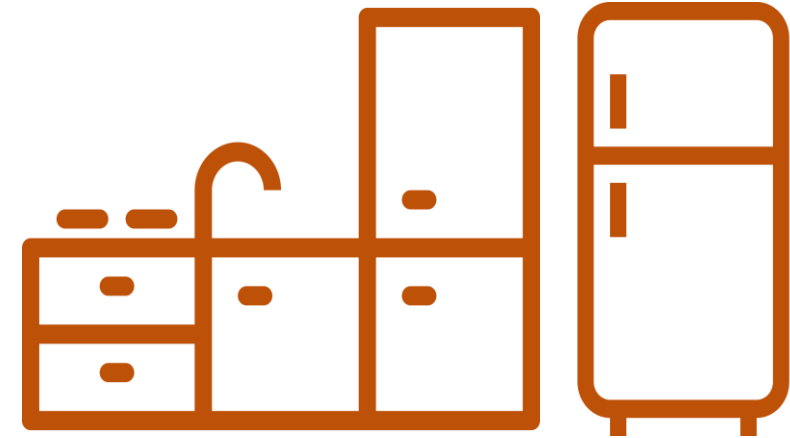
Computer Vision



Visual Commerce

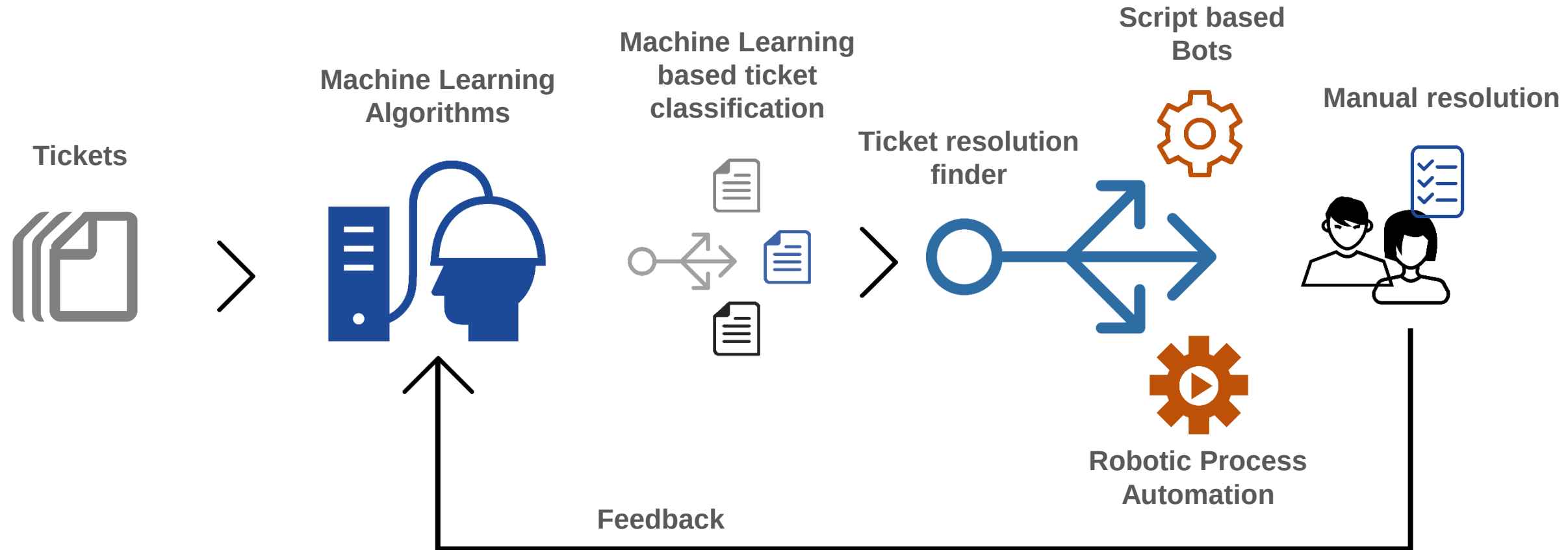


Face Recognition



Scene Detection

Cognitive Automation

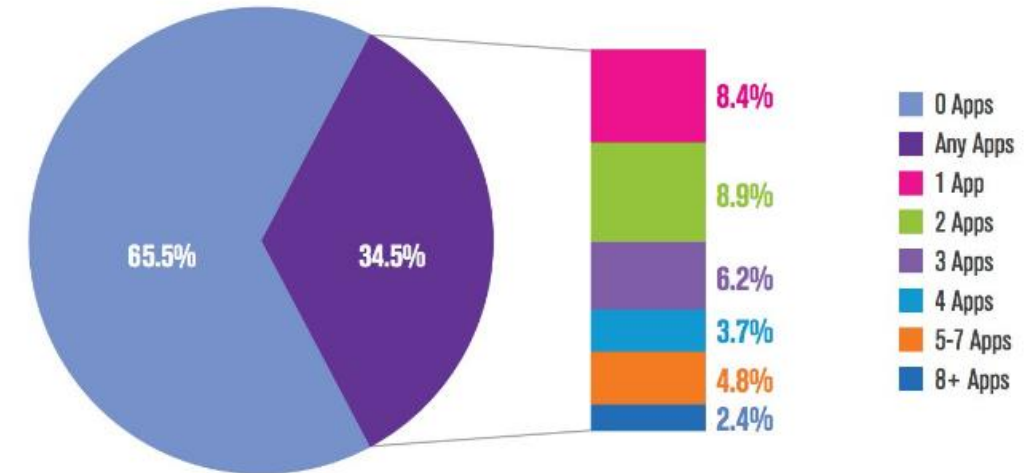


App Fatigue



Smartphone Users' Number of App Downloads Per Month

Source: comScore MobiLens, U.S., Age 18+, 3 Month Average Ending June 2014



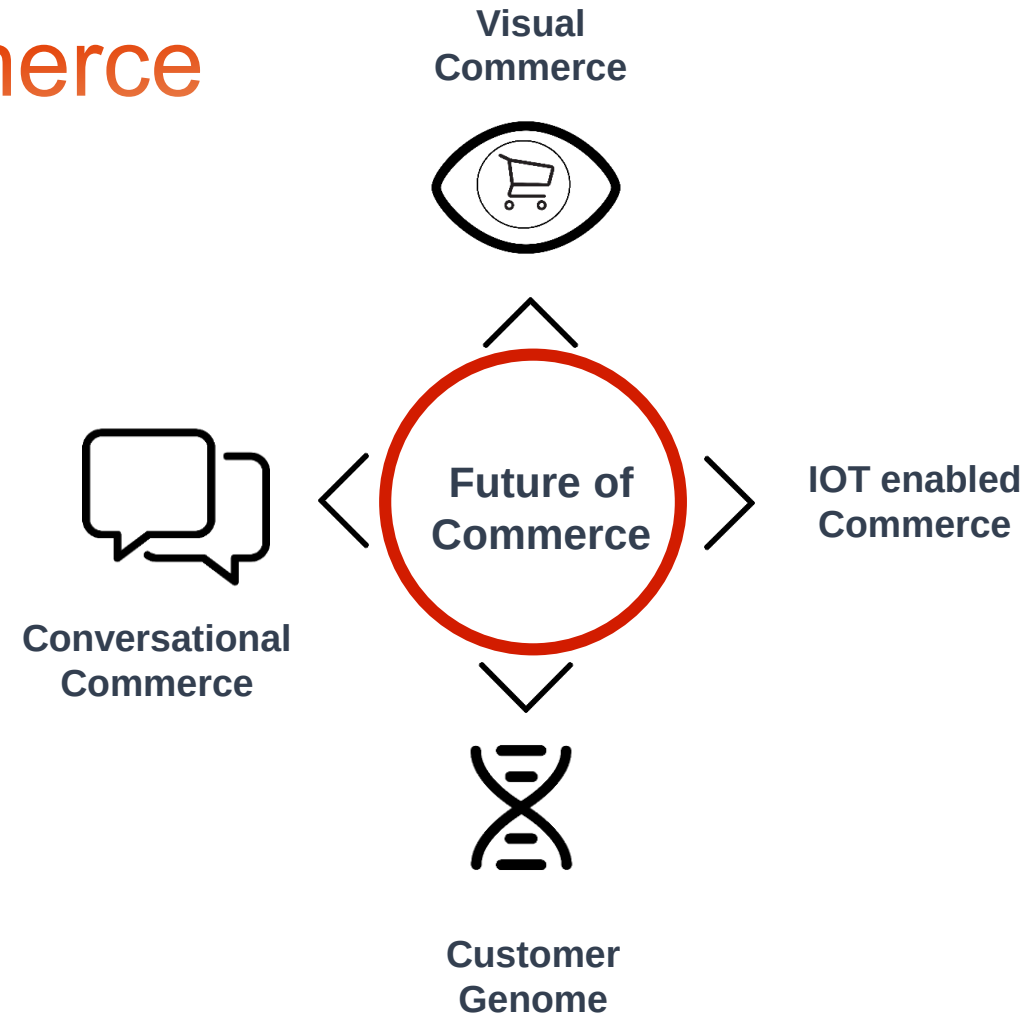
Most widely used mobile apps



Possibilities with Chat Bots



Re-imagining Commerce



Possibilities with Cognitive Computing



Travel

- Prediction of Airline Disruption
- Prediction of Hotel booking
- Dynamic pricing
- Personal Travel Manager



Retail

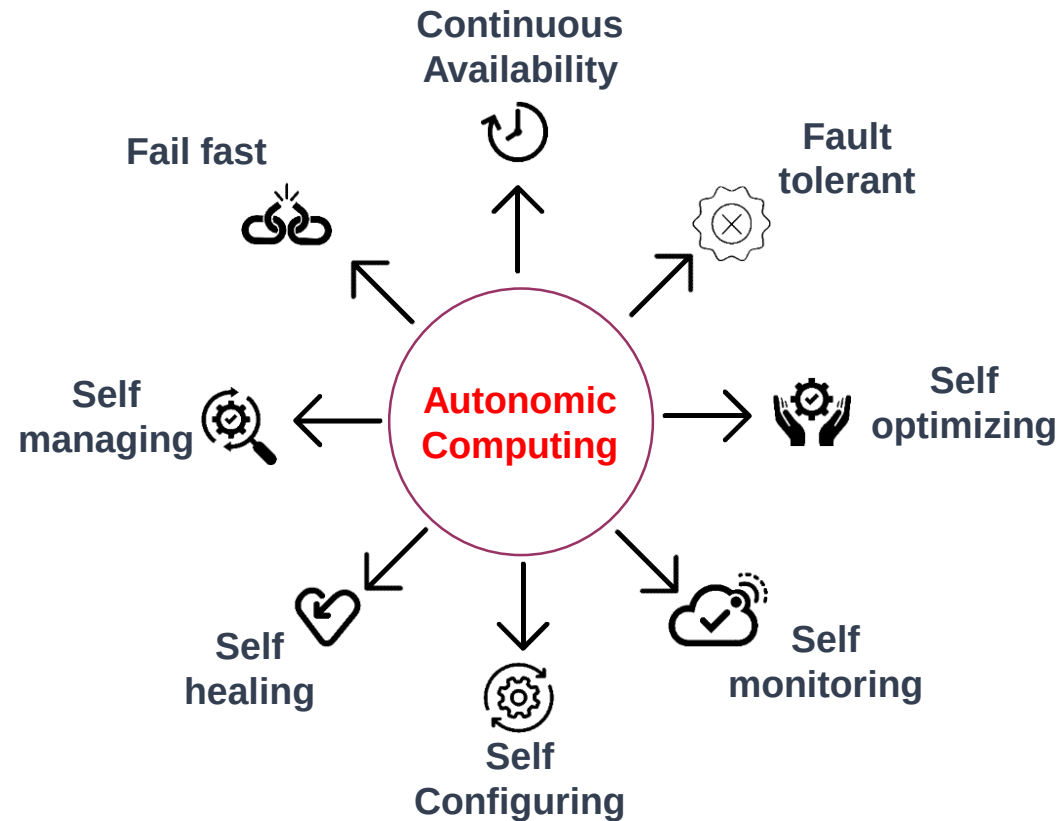
- Visual Commerce
- Clickable commerce
- Recommendation Engine
- Conversational Commerce



Finance

- Fraud Detection
- Prediction of loan defaulters
- Robo-advisors
- Conversational Banking

Autonomic Computing



**Fault tolerant
& Fail fast**

Circuit Breaker pattern using
Netflix Hystrix | Apache Chronos

**Self managing
& Self optimization**

Resource management frameworks like
Apache Yarn | Apache Mesos

**Self healing
& Self monitoring**

Process management frameworks like
Marathon

**Continuous
Availability**

Distributed Computing

Future Trends

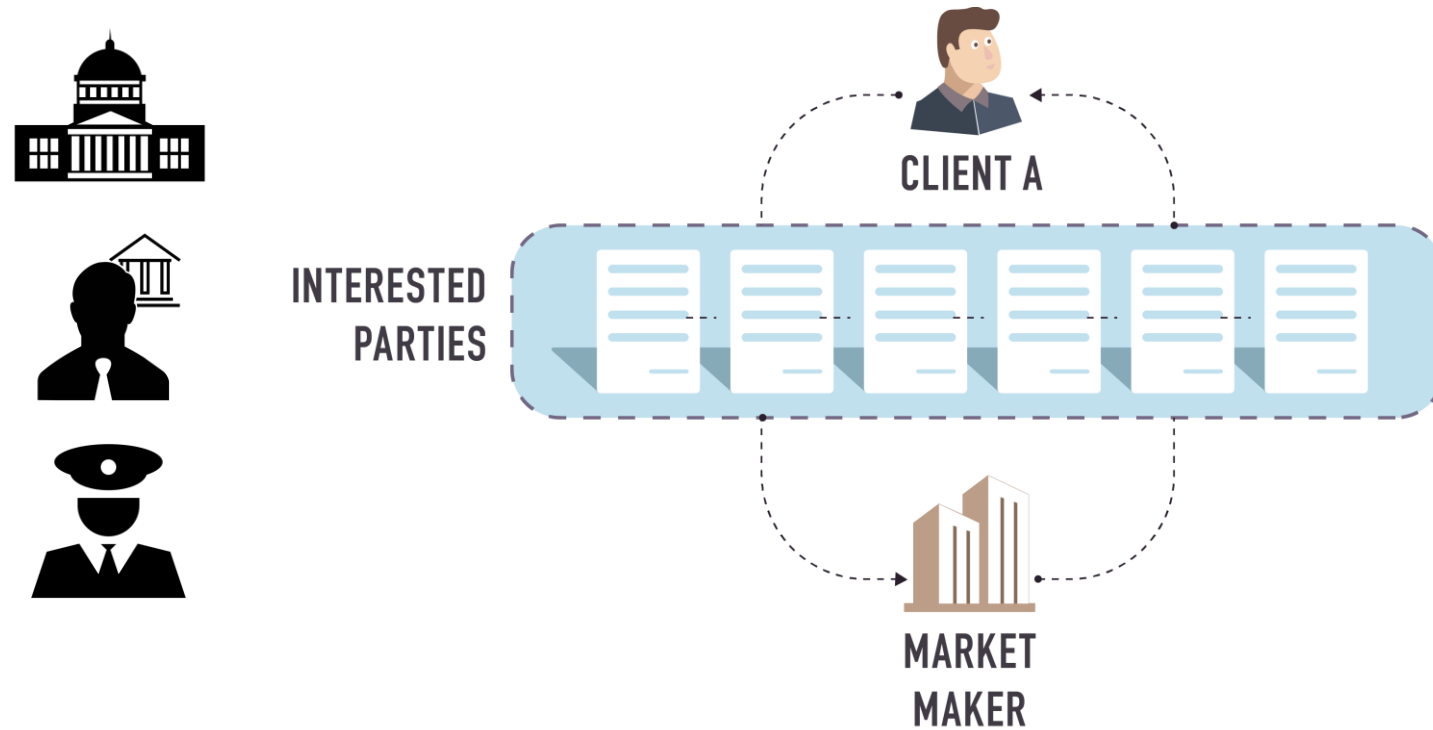


Blockchain



Virtual Reality
& Augmented Reality

Blockchain – Value proposition



Technical benefits

- Distributed & decentralized
- Transparent & immutable
- Secure
- Efficient

Business benefits

- Increased transparency
- Lower cost per transaction
- Speed of execution
- Inherently fraud resistant

Blockchain – Possibilities



FINANCE

- Securitization and risk transfer
- Real-time gross settlement systems
- Cross border payments
- Post-Trade processing & settlement



REAL ESTATE

- Records of property ownership
- House rental agreement & payments
- Property tax reconciliation & management



IDENTITY

- Digital ID verification (KYC documents)
- Content stamping system
- Notary services
- E-Voting
- Machine-to-machine commerce (digital identities)



CONTRACTS

- Intellectual property agreements
- Collaborative commerce
- Self executing wills

Virtual & Augmented Reality



Education



Travel



Real estate



Architecture

Summary - Stepping into new horizons

