

PARTNERING for Prosperity

Annual Report 2016-17



Mindtree

Welcome to possible



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Partnering for Prosperity



To compete, thrive and remain relevant in this rapidly evolving digital world, a global company needs innovative and disruptive technologies to better compete and thrive. At Mindtree, our mission is to deliver meaningful technology solutions to new and existing clients that result in the best possible business outcomes. We believe that only a strong network of partners can help us accomplish our mission. In today's competitive market, no company can survive as an island. It takes an ecosystem of innovative technology partners working together to help clients not only compete, but flourish.

With the right partners, we can move faster and smarter. Partners bring many types of valuable resources to Mindtree that broaden our capabilities and help us differentiate our company in the marketplace. These resources include not only people and innovative technology, but also access to markets.

There is no perfect company that can deliver everything to everyone at just the right time. Only through strong partnerships can we consistently deliver what our clients seek. Here are some of the ways we approach our prospective partners:

Present-forward approach. We seek partners who are technology innovators and who will not only fulfill clients' needs today, but also do so well into the future. These are partners whose vision extends beyond short term solutions and focus on what's best for the long-term growth of our clients.

Future-backward approach. We also have a vision for where the future is headed, and we look for partners who can help us succeed in the years to come. For instance, while technologies such as blockchain are not a big part of our conversations with customers today, we expect them to be in the future. For that reason, we want partners who share this future-backward approach – seeing where the market is going in five to ten years and then setting a strategy to get there.



Partnerships Make Us Stronger

A successful partner ecosystem can have a multiplier effect on projects and customer value – producing more new capabilities and intellectual property than the sum of the parts. For that reason, we believe that taking the time to build a robust partner ecosystem is essential.

Since 1999, our partners have been foundational to Mindtree's success. Our partnerships have been mutually beneficial and helped achieve greater success. With the right partners, together we have been able to pursue new leads, improve operational efficiencies, expand our reach, exceed expectations on challenging projects and launch new services at market speed. With the right partners, we have tried out new ideas and expanded our footprint in the marketplace. One of these partners is Conversable, which provides chatbot technology connecting consumers and brands through conversation by bringing together artificial intelligence with messaging and voice. This provides more personalized customer care, while also reducing cost through automation.

Our partner ecosystem encompasses a range of partners who help us deliver the technologies, products and services our clients want. For Mindtree, that ecosystem includes global technology leaders such as Microsoft, SAP and Salesforce. There's a reason most of the world's organizations depend on the technologies these companies provide to conduct business and run their operations today.

Also, we believe a strategic partner ecosystem must include smaller, more innovative start-ups like DataStax, ThingWorx and Conversable that develop the specialty breakthrough technologies of tomorrow. These nimble companies generally powered by fearless, creative and ambitious minds are capable of producing innovative solutions and ideas at unmatched speed.

In the big picture, the true value of an effective ecosystem comes from creating a mix of partners and technologies that brings the best of all worlds to our clients.

Our Commitment to Our Partners

We understand that successful alliances are a two-way endeavor, and we aim to be the best possible partner to the companies we work with. We try to accomplish this in several ways.

We maintain an unusually high level of openness in our partnerships. In fact, we approach our partnerships as friendly alliances, rather than just contractual obligations. Through a shared vision and collaborative spirit, we engage with our partners to provide better, more effective solutions to our clients. And our clients recognize the value our partners bring to the table and appreciate the benefits they accrue through solutions that are uniquely crafted for them. For example, Mindtree's Digital Factory solution built on Sitecore provides a unified, automated, multi-channel marketing platform that services all of P&G's 65 unique brands.

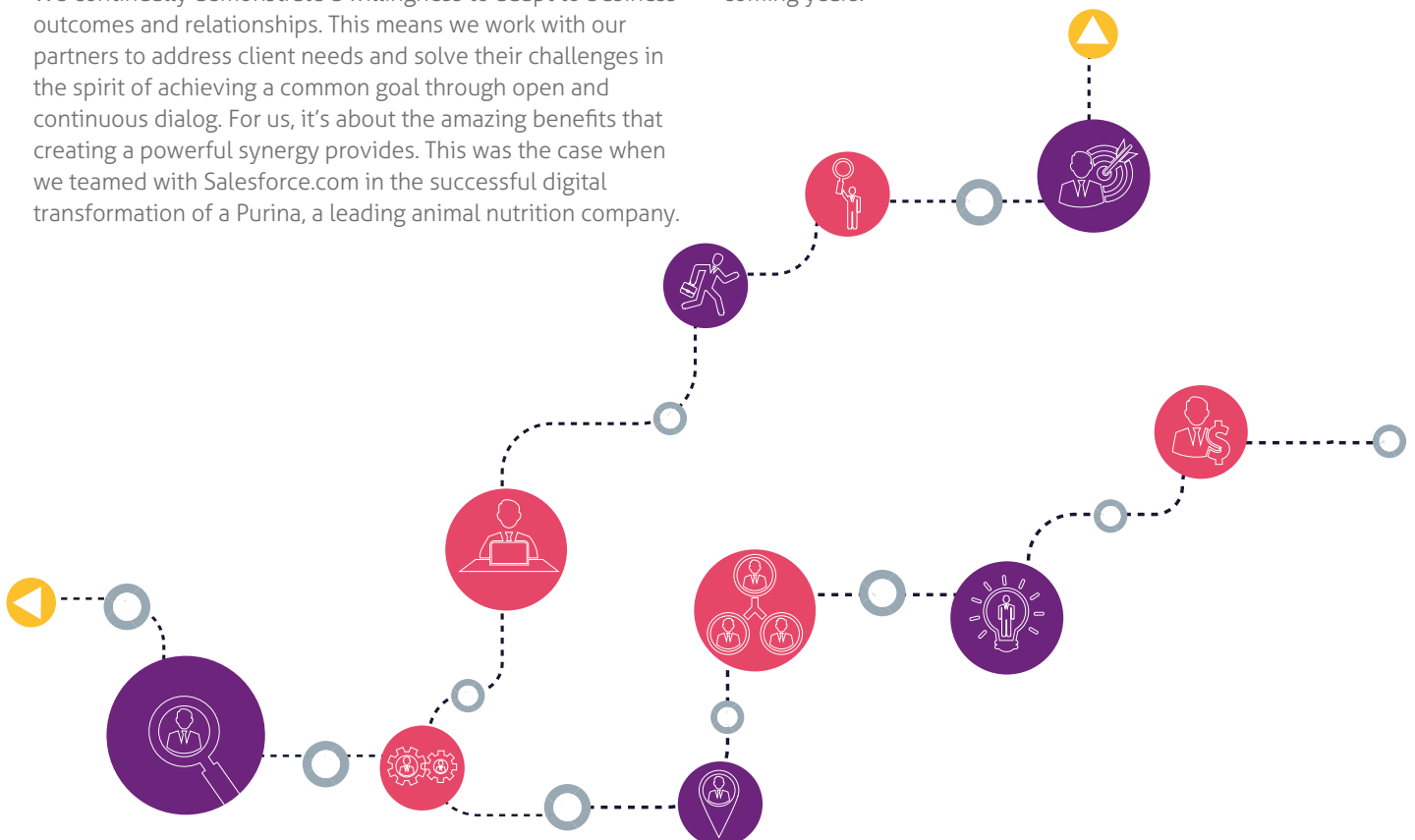
We continually demonstrate a willingness to adapt to business outcomes and relationships. This means we work with our partners to address client needs and solve their challenges in the spirit of achieving a common goal through open and continuous dialog. For us, it's about the amazing benefits that creating a powerful synergy provides. This was the case when we teamed with Salesforce.com in the successful digital transformation of a Purina, a leading animal nutrition company.

We believe that experimentation with our partners is a key factor that ensures ongoing innovation in the marketplace. This experimentation can take various forms. Sometimes it involves exploring a new solution to a technology problem in our centers of excellence; sometimes it may include strategizing on how to best develop new business models that create greater client value that lets us outdo the competition. Mindtree's Decision Moments is an insight platform powered by Microsoft Azure and Cortana Intelligence Suite that accelerates the transformation of data to insights to business actions, such as market mix modeling, next best product analysis, customer churn retention, and omni-channel customer personalization.

Finally, we believe in dedication and the courage of our convictions. We have to make hard choices at times and still stay true to the technologies, partners and products we've chosen in markets where there are multiple competitive offerings. Therefore, we choose to focus on what we consider key products and services and we do them well. We ask the same from our partners.

Partnering for Today and Tomorrow

At Mindtree, we are fortunate to have partnerships with many successful organizations. However, several key partners have been especially crucial to our ongoing success. In the following pages, we highlight six partner relationships with enterprises both large and small. We hope you enjoy our theme of partnership, and how partners are helping Mindtree achieve industry-leading growth today and in the coming years.





Microsoft

Microsoft® is one of the largest leading platform and productivity companies for the mobile-first, cloud-first world. Its mission is to empower every person and every organization on the planet to achieve more. The company generated \$85.3 billion in revenue, \$52.5 billion in gross margin, and \$20.2 billion in operating income in FY2016.

Microsoft's transformation from an operating system and office productivity company to a cloud powerhouse has been remarkable. Today, Microsoft Azure® is one of the largest public cloud platforms in the world, with a growing collection of integrated cloud services that developers and IT professionals use to build, deploy and manage applications through our global network of data centers. Microsoft Office 365® is a cloud-based service designed to meet robust security, reliability, and user productivity needs – with more than 70 million users every single month.

The Value of the Microsoft Partnership

Mindtree's alliance with Microsoft began in 1999 and has continued to grow and strengthen over the last 18 years. Mindtree was one of the early partners to work with Microsoft Azure in 2008. Thanks to Microsoft's partner-led sales model, Mindtree delivers value to its clients through our digital, testing, information management system (IMS) and other horizontal practices and industry verticals. In recognition of Mindtree's investments in delivering best-of-class Azure-based solutions that drove key client wins, Microsoft named Mindtree Top Emerging Global Azure Partner for 2015. As a Microsoft Gold Cloud Partner, Mindtree is one of just 25 partners who have access to all Microsoft resources to deliver the best possible solutions to our customers.

The Value We Bring to our Clients

Mindtree has more than 4000 Microsoft experts, representing a vast base of knowledge and skills in Azure, Office 365, SharePoint®, Microsoft.NET platform, SQL Server®, BizTalk® and Windows Server®. We leverage our close Microsoft partnership to deliver digital transformation services that our clients need to succeed in a cloud-first world:

- Planning and implementing enterprise-grade projects from on-premises Windows server deployments to Azure cloud deployments.
- Delivering web, mobile, social, service oriented, windows and rich Internet application solutions.
- Migrating legacy applications to the latest Microsoft technologies.



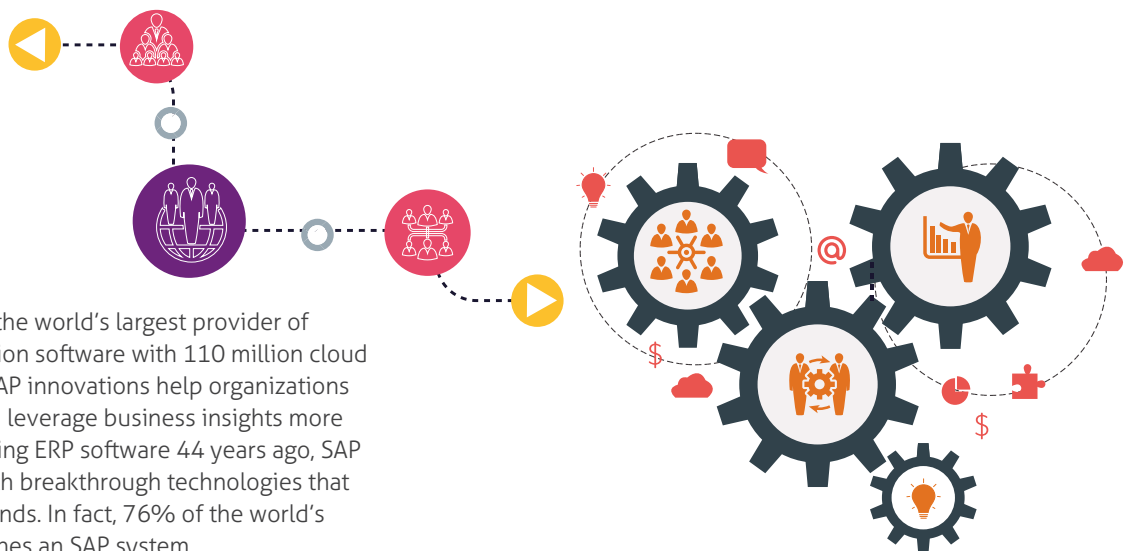
“ Mindtree Awards from Microsoft

- 2016 Microsoft Azure Innovation Partner of the Year
- 2015 Microsoft Emerging Azure Partner of the Year
- 2015 Microsoft Gold Competency in Collaboration and Deployment of Azure and O365 in China
- 2013 Microsoft Gold Competency Award in Business Intelligence, Portal and Collaboration
- 2011 Microsoft National Systems Integrator
- 2011 Microsoft Communication and Collaboration Partner of the Year for SharePoint
- 2011 Microsoft Application Platform Partner of the Year for Azure
- 2008 Microsoft Gold Partner for Cloud

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As a global systems integrator delivering digital transformation and technology services to our clients, we take an agile, collaborative approach to create customized solutions across the digital value chain. Our Microsoft cloud solution services include Azure cloud advisory, build, application development, migration, testing and management. Specific services include Azure cloud platform and application migration services for SAP®, SAP HANA®, SiteCore™, Duck Creek™ and Open Source. Our Office 365 services encompass Skype®, Yammer®, Exchange®, OneDrive®, Power BI™, Cortana® Analytics and SharePoint.

Our Microsoft Center of Excellence (COE) continues to deepen and widen our partnership with the Microsoft team, developing our own unique cloud offerings. Mindtree solutions built on Microsoft Azure include Gladius IoT video surveillance and management platform, Flooresense retail sales video and analytics platform, and ShotClasses mobile-based learning and assessment platform for customer-facing staff. For clients looking to drive effective marketing with big and fast data, Mindtree's Decision Moments platform accelerates data to insights to business action, providing market mix analysis and omni-channel customer personalization.



Founded in 1972, SAP is the world's largest provider of enterprise cloud application software with 110 million cloud subscribers worldwide. SAP innovations help organizations work more efficiently and leverage business insights more effectively. From pioneering ERP software 44 years ago, SAP continues to innovate with breakthrough technologies that shape IT and business trends. In fact, 76% of the world's transaction revenue touches an SAP system.

Among its industry-leading offerings is the SAP HANA cloud platform that enables customers to extend existing cloud applications or quickly develop entirely new ones. While SAP customers include 87% of the Forbes Global 2000 companies and 98% of the 100 most valued brands, 80% of SAP customers are small and medium businesses (SMEs).

The Value of the SAP Partnership

Since Mindtree and SAP became strategic partners in 2008, the relationship has only grown stronger, enhanced by the acquisition of Bluefin Solutions in 2015. Today, Mindtree Bluefin is considered one of SAP's go-to HANA innovation partners. We deploy cutting-edge enterprise solutions around the world such as the world's first SAP BW/4HANA proof of concept for Noble Drilling to the largest global deployment of Business Suite on HANA.

SAP has taken a "cloud-first" focus, and Mindtree Bluefin is uniquely positioned to advance its strategic vision. We are currently the only integrated service provider in the world with expertise on the SAP HANA platform across all three major public cloud platforms: Amazon Web Services, Microsoft Azure and Google Cloud. We are also one of a handful of "Lighthouse Partners," who offer customers SAP's re-imagined ERP solution, SAP S/4HANA, in the public cloud.

Beginning in 2025, SAP will no longer support ECC 6.0, its previous ERP solution. Enterprises must consider migrating to S/4HANA in the next few years. Mindtree Bluefin's depth of understanding in this area, along with our unrivaled ability to deploy the software suite on-premises, or on a private, managed, public or hybrid cloud, will provide enormous value and flexibility to those ECC 6.0 customers when they embark on their SAP platform modernization journey.

The Value We Bring to Our Clients

Our strong relationship with SAP, enriched by four SAP Mentors who are part of the Mindtree Bluefin team, gives us competitive advantages. We have access to the most

innovative enterprise technology and receive priority resolution to product issues. We bring expert consulting advice based on years of experience and a sound technological understanding that ensures customer success. In fact, Bluefin was the first to market with its U.S.-based SAP HANA practice in 2011. Along with the integration, upgrade, testing and managed services we offer our customers, Mindtree Bluefin is also a licensed reseller within the UK and APAC regions.

Our Centers of Excellence (CoE) cover seven areas: HANA & business intelligence, S/4HANA, enterprise performance management, customer engagement, mobility UX & development, database & technology, and project management. Each CoE has developed numerous proofs of concepts and solution accelerators to elevate user experience and streamline migrations and upgrades. The results of our CoE teams, thought leadership research and testing are regularly published in industry and technology publications, as well as on the Mindtree and SAP websites.

“Key SAP Partner Awards

- 2016 SAP Gold Partner Status for Bluefin
- 2015 SAP Pinnacle Awards - Customer Choice
- 2014 Prestige Class, SAP Partner of the Year (Singapore)
- 2013 SAP TechEd Mobile App Challenge First Prize
- 2012 SAP Customer & Partner Appreciation Awards (APAC)
- 2011 SAP Partner of the Year, SAP CRM Partner of the Year, SAP HANA Partner of the Year
- 2010 SAP BI Partner of the Year
- 2009 SAP Quality Award for Solution Manager Best Practice
- 2008 SAP Most Innovative Project for CRM

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Salesforce is the innovative company behind the world's number one CRM solution. In 1999, Salesforce pioneered a new technology model with its cloud platform, a pay-as-you-go business model focused on customer success. Since that time, the company has not only made its mark on cloud and mobility, but also redefined the company-customer relationship model.

Salesforce empowers companies to connect with their customers in a whole new way, run their business from anywhere on any device, create one-to-one customer journeys and make smarter, more predictive decisions in real time. According to Fortune Magazine, the company is among the top-10 software companies and remains one of the fastest growing in the world. In addition, Forbes has ranked Salesforce as one of the world's most innovative companies for five consecutive years.

The Value of the Salesforce Partnership

Magnet 360, a Mindtree company, has collaborated closely with Salesforce since 2004, serving clients internationally across every industry. Recognized for deep platform expertise, Magnet 360 is one of the strategic innovators within the Salesforce partner ecosystem. This includes our multi-cloud expertise, marketing automation knowledge, as well as our agile approach in implementing award-winning solutions on the Salesforce platform. In fact, we hold Salesforce Cloud Alliance Partner Fullforce certifications that attest to our valuable capabilities across several industries.

We understand the power of Salesforce solutions so intimately because we are also a highly-satisfied customer. Mindtree migrated to Salesforce's single integrated platform to consolidate key account data that had been stored in different company silos. After implementing Salesforce DemandFarm, we could track 47% of revenue for 22 top accounts. Based on its immediate impact, DemandFarm jumped to a 68% adoption rate—and rising—among our sales teams.

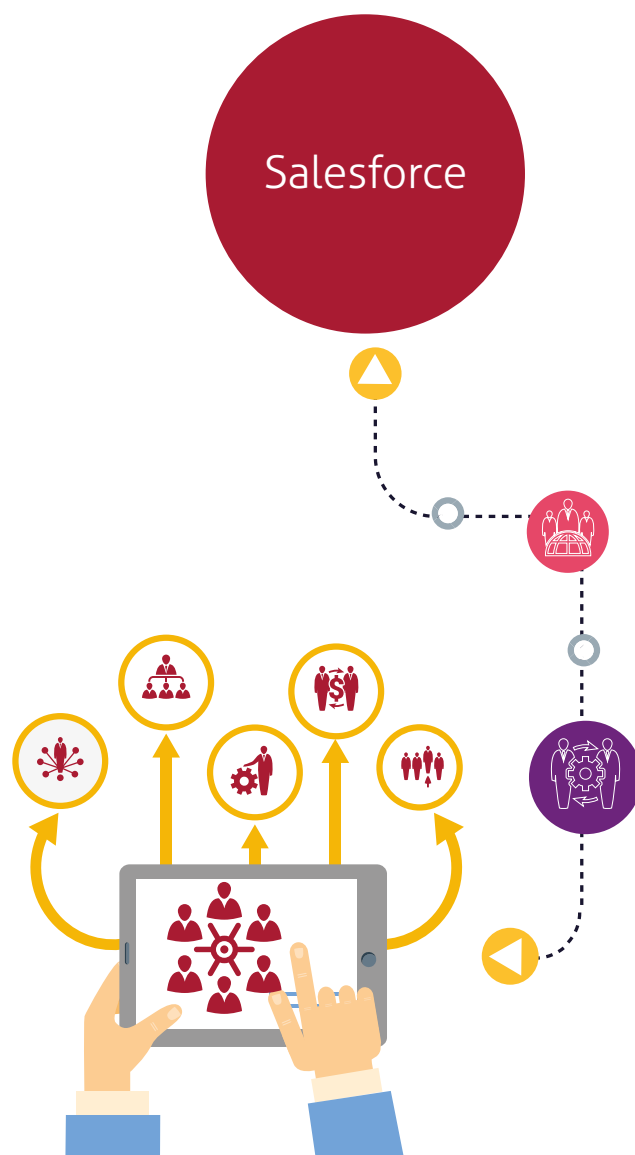
The Value We Bring to Our Clients

As a Salesforce Platinum partner, we specialize in Salesforce implementation strategies to drive digital growth through client engagement. Our Salesforce team, led by certified experts, uses an advanced solution framework and proprietary accelerators to reduce overall implementation costs and help our clients get the most out of their Salesforce investments.

“Key Salesforce Partner Awards

- 2016 Salesforce Partner Innovation Award for Best Cross-Cloud Solution (for Purina)
- 2015 Salesforce Platinum Status achieved
- 2013 Salesforce Partner Innovation Award for Service

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Our core Salesforce expertise combined with our skill in implementing and integrating Salesforce's marketing automation solutions in conjunction with Salesforce Community Cloud help us rise above competition. In addition, we have Salesforce-related expertise in several other areas, including web and mobile application development, maintenance and support, AppExchange product development, on-premises to cloud web and mobile application migration, application development on the Heroku platform, and cloud-based social listening solutions.

Our global Salesforce practice is invested in growing our capabilities around Salesforce Commerce Cloud and CPQ offerings to further align ourselves with Salesforce and meeting the growing needs of our clients. Our Salesforce partnership reinforces our clients' trust in Mindtree, and belief that, in concert with our partners, we offer the best foundation for leveraging the cloud to drive true digital transformation.



Informatica delivers comprehensive master data management (MDM) solutions, as well as big data processing, data quality, data integration, cloud integration and identity resolution. With Informatica, customers achieve a trusted, 360-degree view of relationships and interactions, allowing them to develop closer ties with their customers. More than 7,000 organizations around the world now use Informatica for data solutions to power their businesses.

For the 11th consecutive year, Informatica earned top marks in the annual Data Integration Customer Satisfaction Survey conducted by independent researcher Kantar TNS. Recently, Informatica garnered the highest overall scores for new version quality, ease of use, ease of installing software fixes, effectiveness of escalation management, and value received from customer training. In 2016, Gartner positioned Informatica as an industry leader in its inaugural Magic Quadrant for Master Data Management (MDM) Solutions report.

The Value of the Informatica Partnership

Mindtree has been an Informatica partner since 2014. Mindtree has developed reusable business intelligence (BI) components that accelerate Informatica's BI and data warehousing implementations. This consists of a data integration layer that consolidates data from multiple transaction systems, an intelligence layer that contains spend-related business metrics, and a presentation layer with intuitive, user-friendly dashboards for information delivery.

Mindtree hosts a center of excellence (CoE) for research on key technologies including data governance, data analytics, information management and MDM. At the CoE, we work directly with Informatica product teams to solve unique real-world client needs, provide technical feedback, and test the latest versions of existing and pre-release products.

The Value We Bring to Our Clients

Mindtree and Informatica connect the world's cloud data and turn it into actionable insights. Together, we drive data personalization for enterprises by providing a comprehensive view of their customers and the real-world use of their products and services.

As businesses continue to expand beyond on-premises solutions, they need partners who have the proven experience in connecting the world's cloud. Our industry-recognized expertise in Salesforce and SAP, combined with Informatica Cloud provides the confidence clients want to ensure high-performance integration at scale, real-time intelligent business processes, and a secure, customer 360-view value for clients. Together, we help our clients strengthen data compliance, reduce risk, lower costs and grow their business.

“Key Informatica and Mindtree Milestones

- 2017 Implemented big data and cloud integration solutions
- 2016 Multi-domain MDM wins with Customer 360 strategies
- 2015 Data integration and data quality-focused implementations
- 2015 Featured in IT Services Vendors listing in Marketplace”

Duck Creek Technologies

Duck Creek Technologies is a leading global provider of full-suite property and casualty (P&C) software and services for insurers of all sizes. In today's fast-paced and competitive insurance market, Duck Creek's cloud platform enables insurers to push market products and rate changes more quickly by providing a next-generation core that supports added digital, analytics and CRM capabilities.

In January 2017, Duck Creek Technologies earned the industry's top "Advanced and Agile Technology" XCelent award for the third consecutive year. The award recognizes Duck Creek's proven cloud-based software-as-a-service (SaaS) model backed by ongoing resources and expert support through its systems integration partner program. The award also recognizes Duck Creek's continuous product development model that features timely releases to keep clients current and aligned with the latest industry innovations.

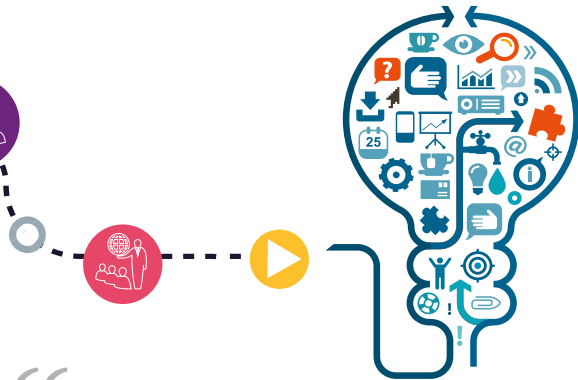
The Value of the Duck Creek Technologies Partnership

Mindtree has been a valuable Duck Creek partner since 2003. We provide significant expertise and value-add accelerators and services that reduce time, risk and costs for Duck Creek software implementations. We also offer technical support throughout the lifecycle of its software. We serve more Duck Creek clients than anyone else, and are the partner of choice for global systems integrators and services firms. In fact, Mindtree has one of the largest pools of industry-certified Duck Creek professionals in the world. We continuously invest in insurance and technology training, as well as certification programs for our workforce.

Our Kalinga-Duck Creek global learning center in Bhubaneswar, India, is a breeding ground for Duck Creek experts. It's where teams hone their expertise in process flow, service-oriented architecture (SOA), and ACORD web services standards, learning from experienced practitioners working on projects solving real-world problems. Solutions are evaluated with a critical eye toward their impacts on not only the specific business but also on Duck Creek's greater community of users.

The Value We Bring to our Clients

As a Platinum partner, we enjoy special access to Duck Creek products and engineering support. We are one of their most experienced and trusted systems integrators within the Duck Creek partner ecosystem, and are continually sought for advice on emerging Duck Creek technologies. For our Duck Creek clients, Mindtree offers a large inventory of accelerators, test integration technologies and upgrade services:



“Key Duck Creek and Mindtree Milestones

- 2017 Implementing the first full-suite Duck Creek system
- 2016 Deployed Duck Creek On-Demand
- 2016 Deployed first system in Australia”

Accelerators. Our extensive suite enables insurers to efficiently deploy new products or upgrade existing ones in shorter time with less risk. Our Duck Creek accelerators includes XactArch, XactAnalysis, XactConnect, XactData, and XactTest . We also offer a line of QuickStart templates, all well suited for waterfall, agile and hybrid design approaches.

Test automation. Our proprietary MindTest™ methodology streamlines release planning, test design, test case build and implementation, and severity-based test exit criteria for the Duck Creek Test Automation Center. In addition, we provide tools, reusable assets, best practices and resources that increase testing efficiency and accelerate product rollouts.

Upgrade services. Our Duck Creek upgrade and customization services for Duck Creek skins include manuscripts, themes, forms, task management, and more. Additional services cover database integration, custom components, interfaces, and hardware and software integration.

Together, Mindtree and Duck Creek have helped insurers reap a 43% ROI with automation and web-based underwriting solutions. We have helped global insurers save \$60 million in reinsurance costs, improved process efficiency by 30% and accelerated time to market for new lines of business and rate changes by 50%.