



Synergize & Simplify

#COMETOGETHER



Tech
Mahindra

ENTERPRISE- the **NXt** evolution

JAGDISH MITRA

Enterprise: Journey on a Page

The Birth of Enterprise Business

Tech Mahindra wins bid for Satyam
at 2,900cr

TNN | Apr 14, 2009, 00:53 IST



2009

A decade long Growth Spurt



Clients
On boarded

400+ Logos Added



Industry leading
Growth

2X Growth

2019

Stepping Stones



Deeper and Wider
Service Lines



Change in
Business Mix



New
Delivery Centers



Structure to
Increase Agility

FY19 shows



**Best ever
Enterprise pipeline**

20% YoY



**Strong Large
deal traction**

Large deal pipeline :
2x of FY20 start



**Early gains-
Industry solutions**

250+ engagements



**Digital business at
an all-time high**

40% of overall revenue

Looking Ahead

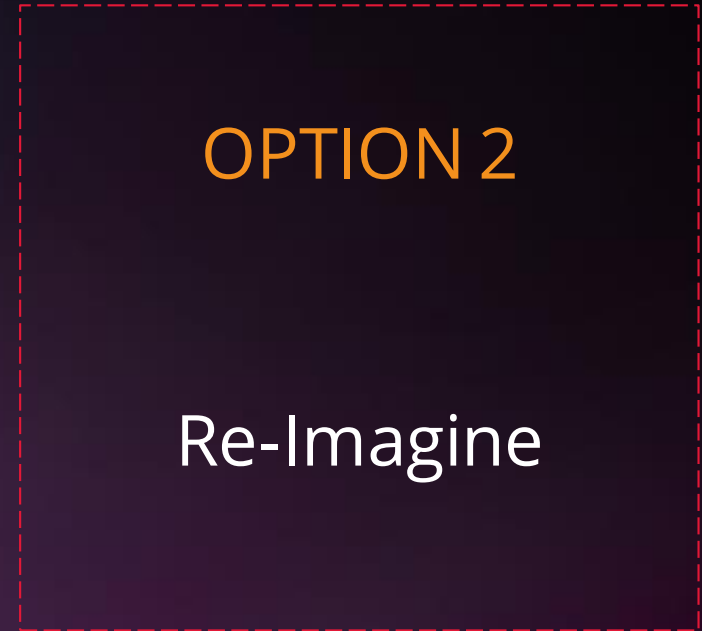
OPTION 1

Replicate



OPTION 2

Re-Imagine



To Address the needs of the AI First Customer

Service Lines

Network Services

Security

Engineering Services

Marketing

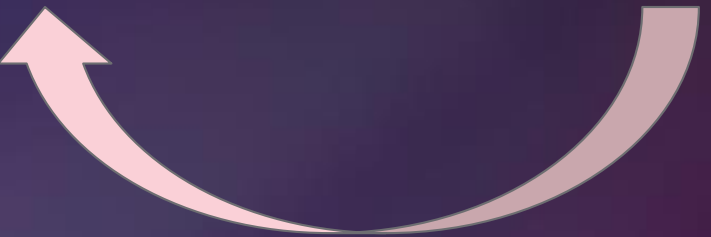
Business Process Services

Platform

IT



Customers



ALTIOSTAR



Partners &
Alliances

Portfolio



BORN



B!O





Quality of
revenue: Digital



Synergy enabled
growth



Integrated
Industry Solutions

Delivering Outcomes

5G

5G



AI



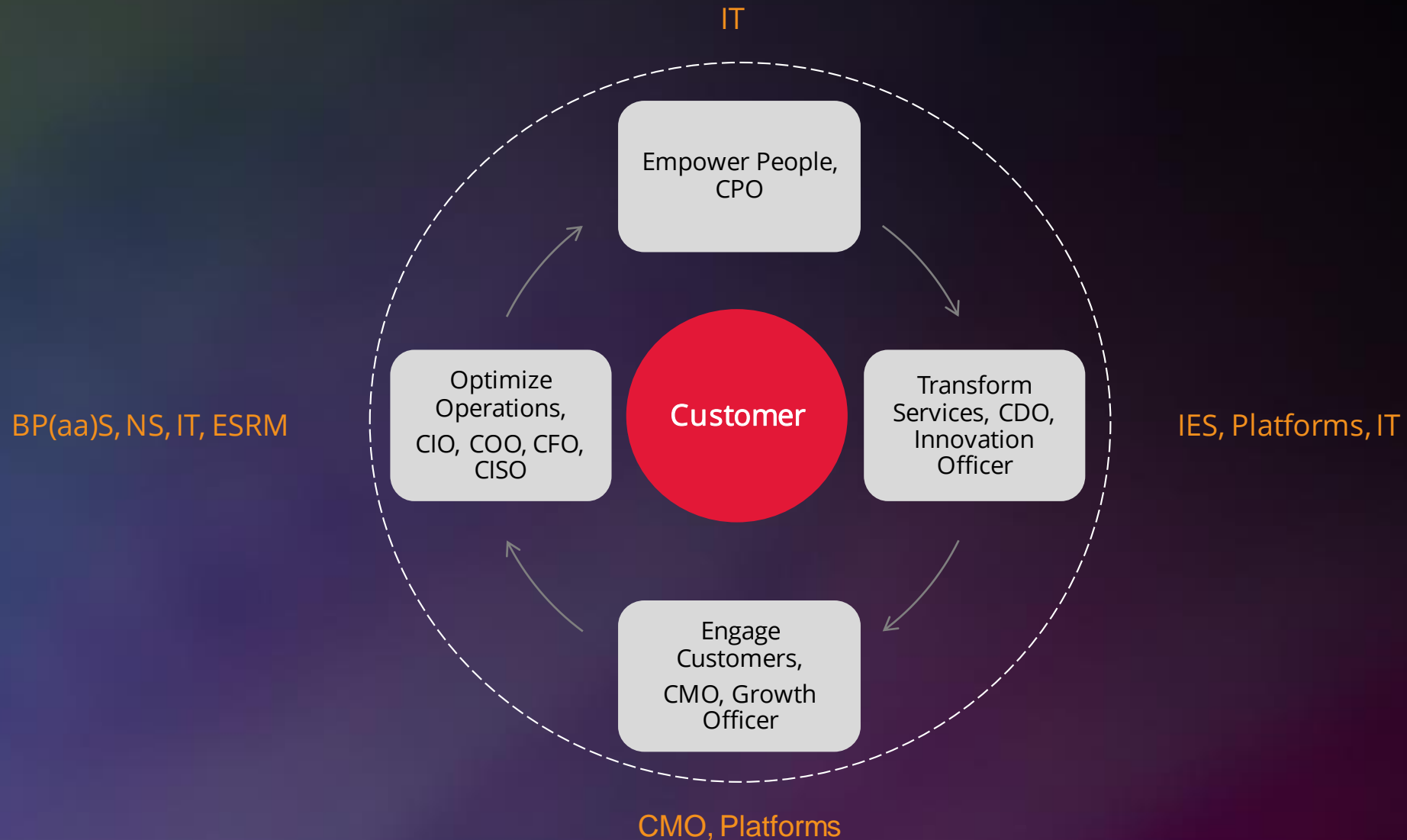
Cyber -
Security



Design

Powered by our
Force Multipliers

Engaging AI First Customers through our service lines





Simplified Focus:
Business Outcome



Synergy with
Portfolio



Agile Process
and Structure

Unlocking the
Winning Formula

Case Studies



Large Financial and
Media Conglomerate

NS + IT



Large non profit
Healthcare organization

BPS + HCI



Large manufacturing
organization

IT + IES + BP(aa)S

Expanding our Growth opportunity...

700+ Avenues for Growth

Verticals



MFG: \$524 bn

BFSI: \$671 bn

HLS: \$239 bn

Utilities: \$99 bn

RCG: \$456 bn

TTLH: \$310 bn

Oil & Gas: \$ 70 bn



Deep Client
Coverage



Digital
Transformation
Office



Integrated
Services Delivery

...by creating a Result
Driven Organization

AD
ANALYST DAY

Tech
Mahindra