



**Tech
Mahindra**

Connected World. Connected Solutions.

Financial Analyst Day
2014

The State of World Economy

**Modest Recovery –
Improving Conditions**

**Slow recovery –
Weak demand**

**Uneven growth –
Geo-Political
tensions**

**Steady Growth
Ahead**

**Maintaining
growth
Speed**

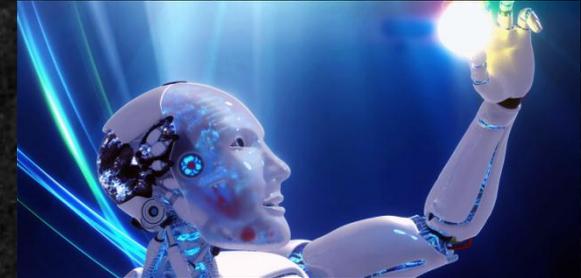
**Growth is
subdued**

3i's driving our world

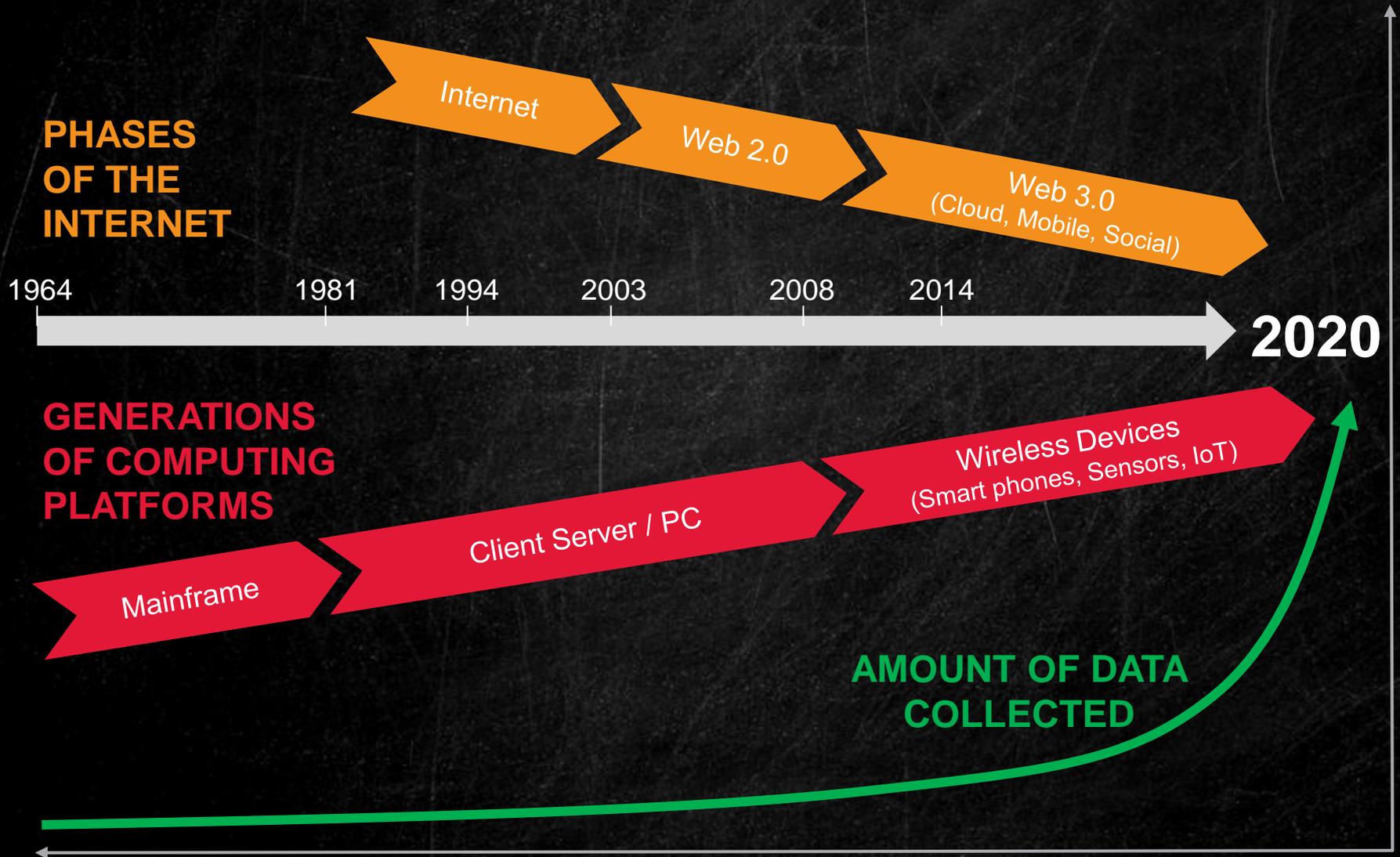
Instrumented

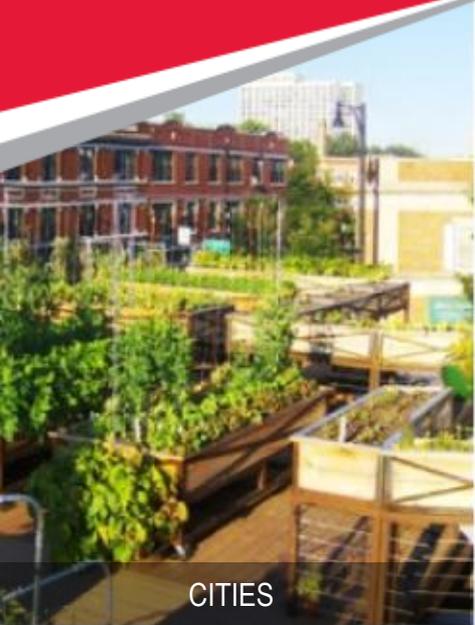
Interconnected

Intelligent



Next Generation Computing & Internet driving 3i





CITIES



EDUCATION



CITIZEN DOCTOR



3D PRINTING

Opportunities unlimited



QUANTIFIED EVERYWHERE



CONSCIOUS BRANDS



ANCIENT WISDOM



CYBORG MARKETING

Solutions unlimited: Our connected solutions



Connected Healthcare



Connected Education



Connected Car



Usage Based Insurance



Dashboard – Telco



Asset Tracking



Shelf Monitoring



Contextual Commerce



Farm to Fork



Utility Management



Wearable Device



Smart Cities

Our Strategy

OUR GROWTH STRATEGY

Business Momentum



2012
Telecom & Enterprise synergy

2015
Increasing vertical exposure / strengthening our market reach

Inorganic Growth



Business Services

Mobility, VAS & Emerging Market

Innovation & Entrepreneurship



Co-innovation

2 Entrepreneurship Investments

Simplification of Processes



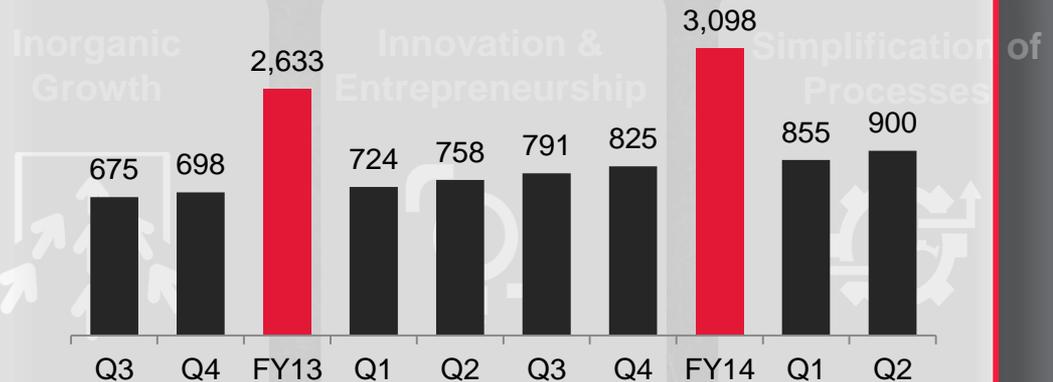
150 Solutions /
15 Platforms,
Industrialized offerings

POWERED BY INVESTMENTS IN PEOPLE

Our Strategy: Business Momentum

OUR GROWTH STRATEGY

Business Momentum



- Industry leading growth in FY14 and H1FY15 (CQGR 3.7%)
- 54% Stock Price increase during in FY15 (since 10th Apr, 14)
- 95,300 Associates
- EBIDTA at USD 180 mn; up 2.3% YoY. EBITDA margin at 20%
- Growth momentum in Enterprise: Large deals: BFSI 4 deals, Manufacturing 5 deals

POWERED BY INVESTMENTS IN PEOPLE

Our Strategy: Inorganic Growth

OUR GROWTH STRATEGY

Business Momentum



Inorganic Growth



E

BASF
The Chemical Company



VCUSTOMER

Mahindra
COMVIVA

Tech
Mahindra
COMPLEX

Mahindra Engineering

DION
Powering Financial Solutions

POWERED BY INVESTMENTS IN PEOPLE

Our Strategy: Innovation & Intrapreneurship

OUR GROWTH STRATEGY

Cloud • Networks •
Applications • SDN •
Visualization & Orchestration

sZense-EyE – Wearable
device for the Blind
(Patent Pending)



Wearable Device
Controls



Innovation &
Entrepreneurship



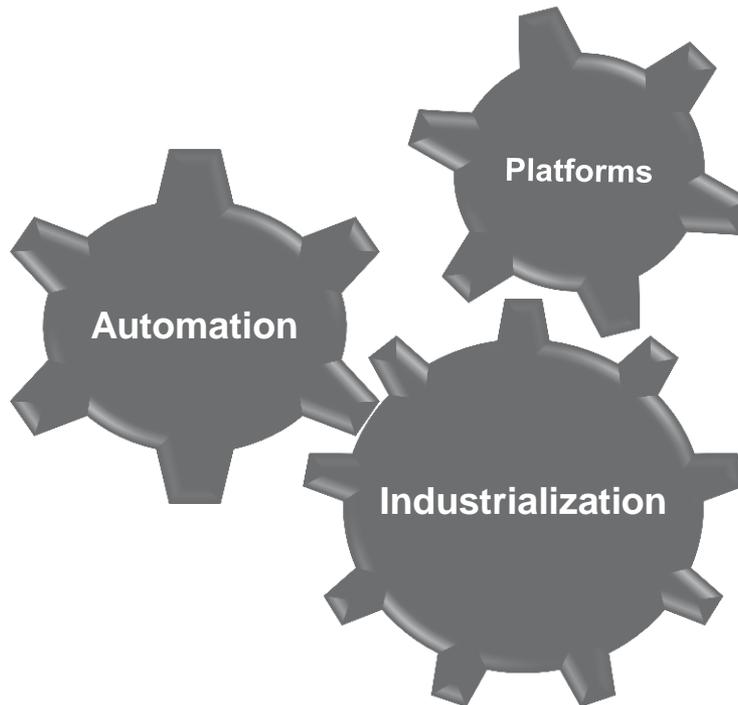
Simplification of
Processes



POWERED BY INVESTMENTS IN PEOPLE

Our Strategy: **Simplification of Processes**

OUR GROWTH
STRATEGY



**Simplification of
Processes**



POWERED BY INVESTMENTS IN PEOPLE

Our Strategy: Investments in People

OUR GROWTH STRATEGY

Introducing our new Shadow Board members 2014 - 2015

Tech Mahindra

New Members



Nikunj Nirmal
Program Manager,
IBG-TUS-03



Sandeep Bhatia
Assistant Manager,
SIPM



Akshay Bhandari
Account Manager,
Deutsche Telekom



Harshad Risbud
Manager - Finance



Anand Devi
Associate Group Manager
- PreSales, BFSI



Shanthi Ananthasubramanian
Customer Centricity
Manager, CCO

Existing Members



Jyoti Vishwan
Consultant - Cost and
Contract Mgmt.



Ashutosh Kiripathi
Lead Support, SBO ROW,
IBU-CC ROW



Kamal Gupta
Project Manager, ITC



Rahul Mohnot
Delivery Manager,
IBG Manufacturing

Congratulations to all!

Connected World.
Connected Solutions.

Young CEOs

Shadow Board

1000 Leaders

AIMERS

Global Leadership Cadre

Management Trainees

POWERED BY INVESTMENTS IN PEOPLE

Our Strategy: **Invest in Society**



Tech Mahindra Foundation works across two verticals: Employability and Education, with women's empowerment and inclusion of the persons with disability as the two cross cutting themes.

We work with more than 100 partners and more than 1,00,000 beneficiaries annually across 10 cities.

**50% OF ALL BENEFICIARIES ARE WOMEN
10% BENEFICIARIES ARE PERSONS WITH DISABILITY**



LIVING
THE
RISE™
WAY

Thank you

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