



INVESTOR DAY

Purpose driven.

People centric.

Performance led.

**Tech
Mahindra**

Outperforming expectations and **achieving** the best!

2030

Carbon Neutral

34.2%

Women Workforce

20+

New Age Technology Leaders

\$3 Billion

**Net New Deal wins
in LTM**

7.2%

**Highest quarterly sequential CC
growth in a Decade**

14,900+

**Associates hired in a single
quarter**

INR 45

**Dividend Payout
per share in FY 21**

\$965 Million

**Free Cash Flow
in FY 21**

\$20 Billion+

**Market
Capitalization**

Leveraging **NXT.NOW™**: Our Growth Gems and our Big Bets

CONNECTIVITY

Partner of choice on Transformation

Modernizing networks for 25+ years

All Tier 1 CSPs in all continents

EXPERIENCE

Distinctive Creative, Content & Commerce capabilities

Industry leading design and CX capabilities; 100+ awards including the Webby's, Stevies, W3 and others

BPS.NXT transforming Business operations and delivering new age customer experience



CLOUD

End-to-end offerings suite: 2X YoY Growth

Cloud Transformation Projects: 85% hybrid cloud, 55% multi-cloud

Partnered with 250+ customers in their cloud journey

ENGINEERING

Leading products and software capabilities

Product Engineering

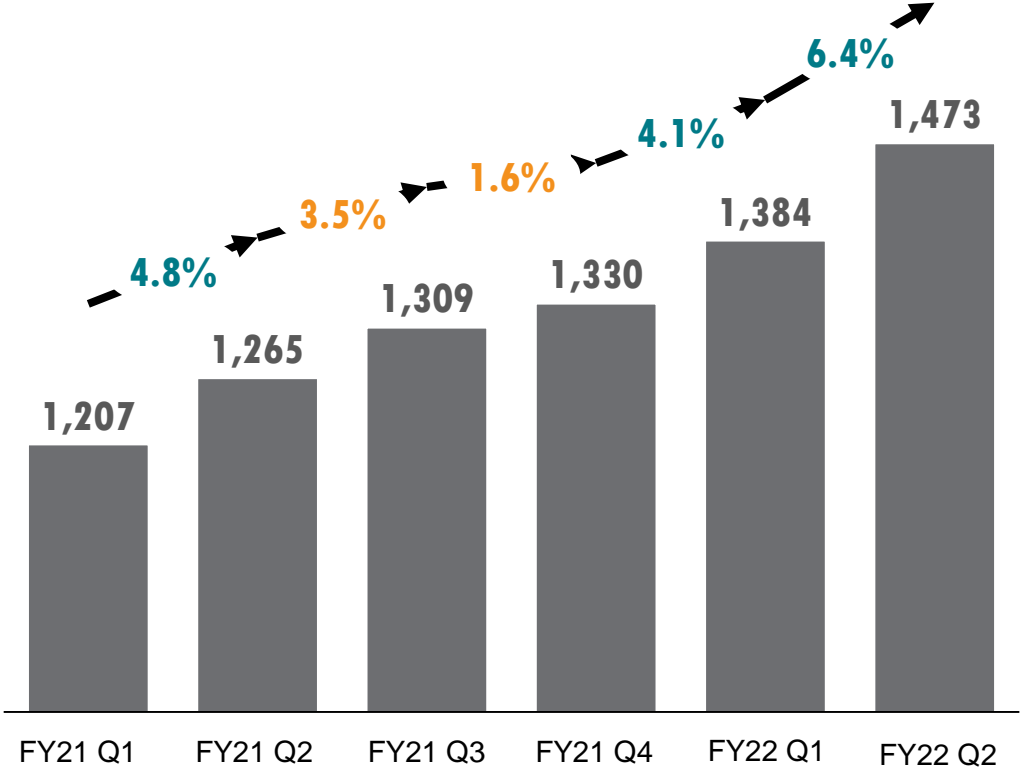
Embedded software capabilities covering 25 OEMs

Engineers at heart: Pininfarina designed Foxtron Model E electric (Oct 21)



We are rapidly **building scale and momentum** through our focus on large deals

Recorded highest sequential growth in a Decade; sustaining margins at 18.3%



Net New Deal bookings worth **\$3 Billion in LTM** with **2X growth in win rates**



\$200M+

UK based Telecom Company

\$200M+

US based private healthcare system

\$125M+

Fortune 500 Personal Care Corporation

\$350M

Europe Based Telecom Company

Building upon this momentum, we are accelerating our growth to achieve market-leading performance

Growth: On the path to \$ 1 Bn : 4 verticals along with CME and 4 competencies, also further accelerate our momentum on incubating SaaS Platform

Verticals



BFSI



MFG



HLS



Hi-Tech

Competencies



Cloud



Network Services



Engineering Services



Experience Design

SaaS Platforms



Scale for Excellence: Next Gen delivery

Platform led delivery

Capability Modernization – Building Digital Skills

Partnerships with Industry leaders and Start-ups to strengthen the core

M&A will continue to be integral to our growth story to strengthen vertical and digital capabilities



Discipline on Capital Allocation



Focus on Synergy



Focus on Integration

Programmatic M&A themes we are investing in

Cloud

AI

Cyber security

5G

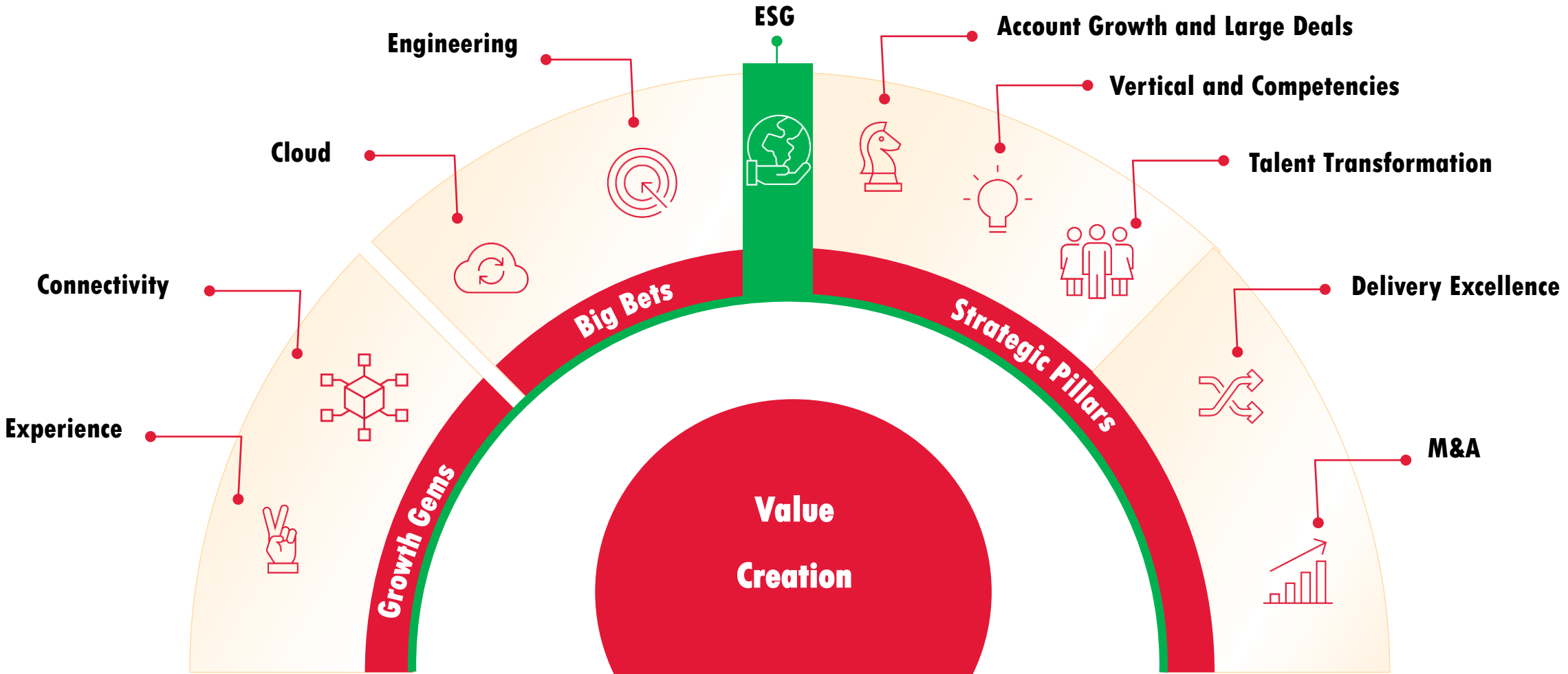
Data & Analytics

Digital Engineering

Digital Transformation & CX



NXT.NOW



NXT.NOWTM

Experience
the future.
Now.

**Tech
Mahindra**

INVESTOR DAY '21

NXT.NOWTM

IMAGINE.

BUILD.

RUN.

