



INVESTOR DAY

NXT.NOW™

Experience
the future.
Now.

**Tech
Mahindra**

ENABLING BREAKTHROUGH DIGITAL EXPERIENCES POWERED THROUGH CLOUD

Suri Chawla

How Our Customers See Cloud Transformation Today

Cloud Is Powering The Digital Transformations And Differentiating Businesses

HORIZON 1 – Operational/Lift & Optimize

HORIZON 2 – Innovative/Cloud Native

HORIZON 3 – Transformational/New Revenue Streams

66% of enterprises face their biggest challenge of understanding app dependencies, in their cloud journey

50% of cloud projects are delayed by 2 years due to insufficient cloud skills

74% of organizations that started an application modernization project failed to meet timelines

84% organizations look for a Simple customized Digital transformation solution agnostic of technology or levers

Data based on TechMahindra's Nxt.Now research survey with **3000 decision-makers** across 32 industries (Jan-21 to Apr-21). Survey also included 93 F-500 companies, 327 CIOs/CTOs, 277 CDOs, and others

Snapshot So Far

Market Is Responding and Hyperscalers Practice Is Getting Deep



- Featured as “Leader” in the Managed Public Cloud Services
- Featured as “Leader” in the Consulting and Transformational Services for - Services and Solutions 2021 – USA & UK



- Featured as Disruptive Hyperscaler Cloud Service Providers in HfS Top 10: Hyperscaler Public Cloud Service 2021



Premier AWS Partner
AWS MSP & MAP
Certified



Premier GCP Partner



2021 Microsoft US
Partner Of The Year
Cloud Native App
Development



HashiCorp Partner Of
The Year Two
Consecutive Years

100+
Active
Engagements

5.5K+
Cloud
Professionals

20K+
Apps Assessed

250+
Cloud Projects

3K+
Apps Modernized

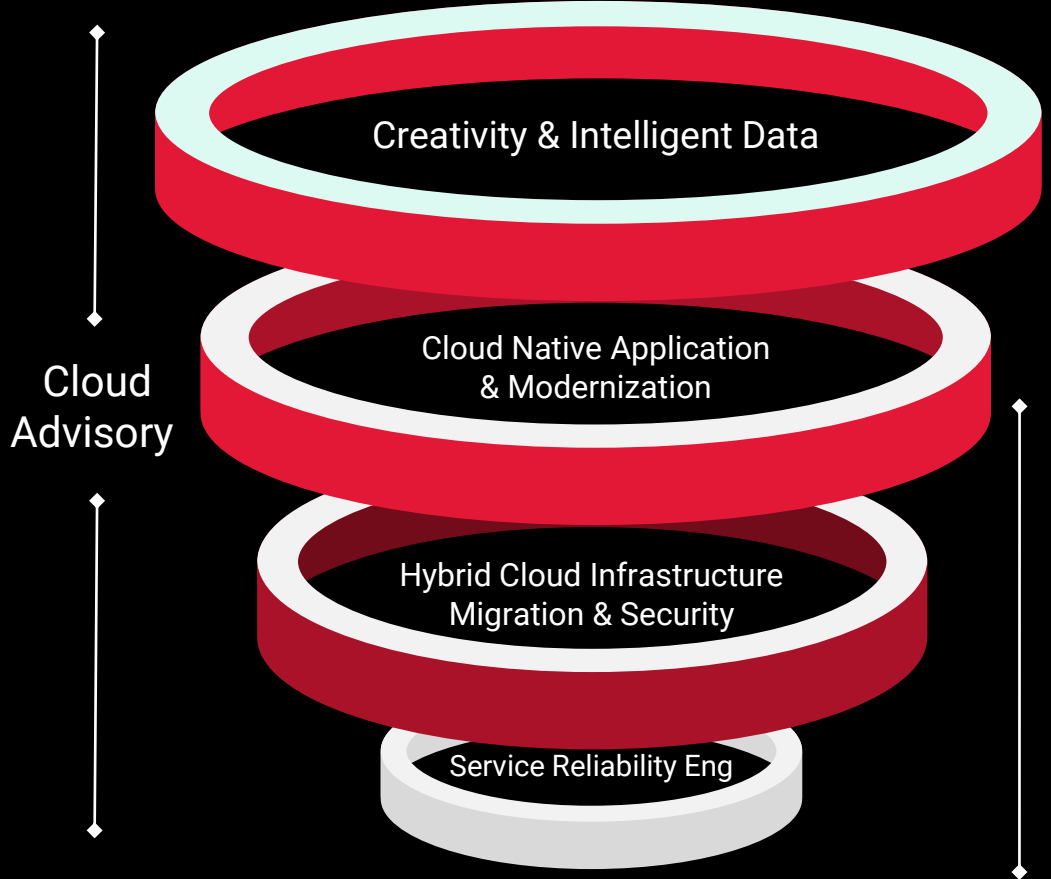
800+
Automation
Cookbooks

10K+
Apps Migrated

Customers Are Demanding For Integrated Cloud Transformation Offerings

Our Strategy, Capabilities and Integrated Portfolio Orientation Is Best Placed To Achieve Customer Demands

CLOUDNXT.NOW



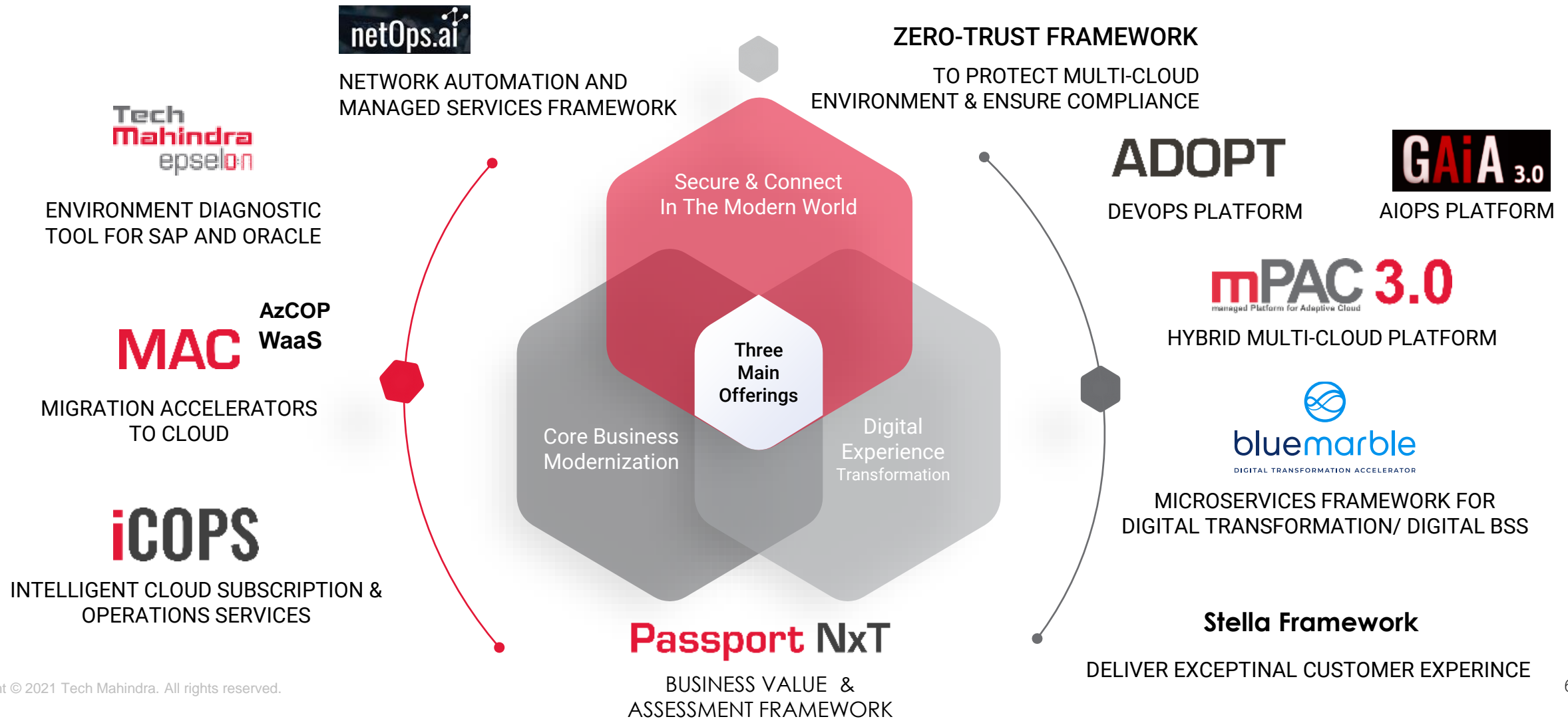
**ONE CLOUD
TECHM TEAM**

Combining The Power - Leadership, Domain, Technology & Location

FinOps & Managed Services

Accelerating The Cloud Transformation For Customers

Solutions / Ips / Frameworks Build Based On The Customer Maturity



Some of our Marquee Case Studies: End to End Transformation to a Hybrid Cloud

One Of The Largest American Multinational Conglomerate

- Taking SAP on AWS
- Highly available system with DR
- Accelerating Infrastructure automation
- Significant performance improvement with SAP data load
- Improved security & compliance posture
- Reduced Total Cost of Ownership

One Of The Most Popular Franchise Store In Europe

- Automation First & Cloud First approach
- Application & Data Transformation in Agile Model
- Service Catalogue: Highly Standardized service offerings with clearly defined outcomes, SLA etc.
- Utility Based Pricing: Consumption based pricing based on actual usage- Per device, Per store, Per user, etc.
- TPC Savings through Contract Novation
- Franchisee Out of the Box
- USD 100mn TCV, 5 years Managed Services contract

MNC company for manufacturing and supplying building and construction materials

- As an AWS Managed Services Partner (MSP), we resell the AWS consumption as well as provide 24*7 cloud operations support using our iCOPS Platform.
- Migrated 20+ years of multi-site data into a single data lake-style repository.
- Tech Mahindra could provide application availability at 99.95% to the customer at the lowest cost.

Our Big Bet – ‘Edge Computing’ Technology That Drives The future Of Enterprises

Tech Mahindra is a Leader in Communication Services Provider Worldwide

Huge Market Opportunity

70%

of Enterprises will be using the intelligent edge by 2023

5G & Edge Use Cases Enabling New Revenue Models

Virtual Health

Immersive Edge
On Maintenance

On Vehicle
Sensors

Industry 4.0
Connected Factories

Contactless Retail

Smart Cities

Our Investments Focus

Re-imagining Customer Experiences With
Cloud & Edge Computing

Building Extended Reality With
Edge For Customers

AI To Edge Pattern & solution
Development

Ensuring Security & Compliance For Edge

Edge Operating Model With Hyperscalers

TechM's Edge

Deep Understanding Of The
Domain ‘Communications
Service Providers’ and 5G use
cases - Recognized as a
‘Leader’ in 2021 Gartner®
Magic Quadrant™ for three
years in a row IT Services for

Early Movers - Already
released Platform to
Accelerate 5G adoption and
started working with many
customers on edge use cases

Industry 4.0 With Edge Computing- Enabling Digital Factories

01

Smart Logistics

Benefits: Faster Asset Movement

02

Real Time Insights

Benefits: Improved Machine Availability

03

Digital Twin

Benefits: Reduced Equipment Downtime

04

Operation Powered By AI

Benefits: Predictive and reduced wastage

Sample Digital Use Cases:

Largest manufacturers of medium- and heavy-duty trucks in the world

Industry 4.0 Roadmap with Solution architecture and ROI based business case development

Largest vehicle manufacturers by production in India

Digital Production & AI solutions deployed – AI based Paint shop optimization solution, Signature analytics. Chakan ~ Lighthouse factory for Industry 4.0 cases

Largest global market share for the tiny spindle motors that power hard-disk drive

An IoT solution for monitoring Motor health in near real time which will help to move from reactive to predictive maintenance

Prevailing Strategy For Our Cloud Future

Integrating Eight Cloud Pillars

Infrastructure, Cloud Native Engineering, IoT, Data, Security, Networks & Enterprise Cloud Applications

Deep Vertical Cloud Solutions & Edge Use Cases

5G/NetOps.AI, Aftereaze and More

Bringing CX and Data Together

Power Of XDS & Data Pillar

Dedicated Practices On Five Hyperscalers

AWS, AZURE, GCP, IBM & Oracle

Scaling Same Time Zone Delivery

Mexico, Canada, Eastern Europe & More

Bringing Next Gen Cloud Engineers

Cloud School Across Globe & Persona Driven



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INVESTOR DAY '21

NXT.NOWTM

IMAGINE.

BUILD.

RUN.

