



INVESTOR DAY

NXT.NOW™

Experience
the future.
Now.

**Tech
Mahindra**

Enabling Business Transformation

NXT.NOW™

Experience
the future.
Now.

Hi-Tech

Jagdish Mitra

**Tech
Mahindra**

Recap

Our Journey So Far...

...moving towards the goal of BN \$ vertical

Strong ~ 1.7X Growth

START



By Revenue



PRESENT

FY 2019

FY 2022

Our Footprint

3 | **SEMICONDUCTOR**
3 of Top 5
Semiconductor Companies

5 | **HYPERSCALERS**
5 of 5 Big Tech /
Hyperscalers Companies

5 | **ISVs**
5 of 5 Top ISVs

Our Solution Portfolio

Product Engineering

Silicon Engineering

Storage
Engineering

Platform
Engineering

IT Transformation

As-a-
Service

Cognitive IT /
AI Led IT

Modernization

Digital Operations

Next Gen Service
Desk

Customer
Experience

Data Services &
Content Ops

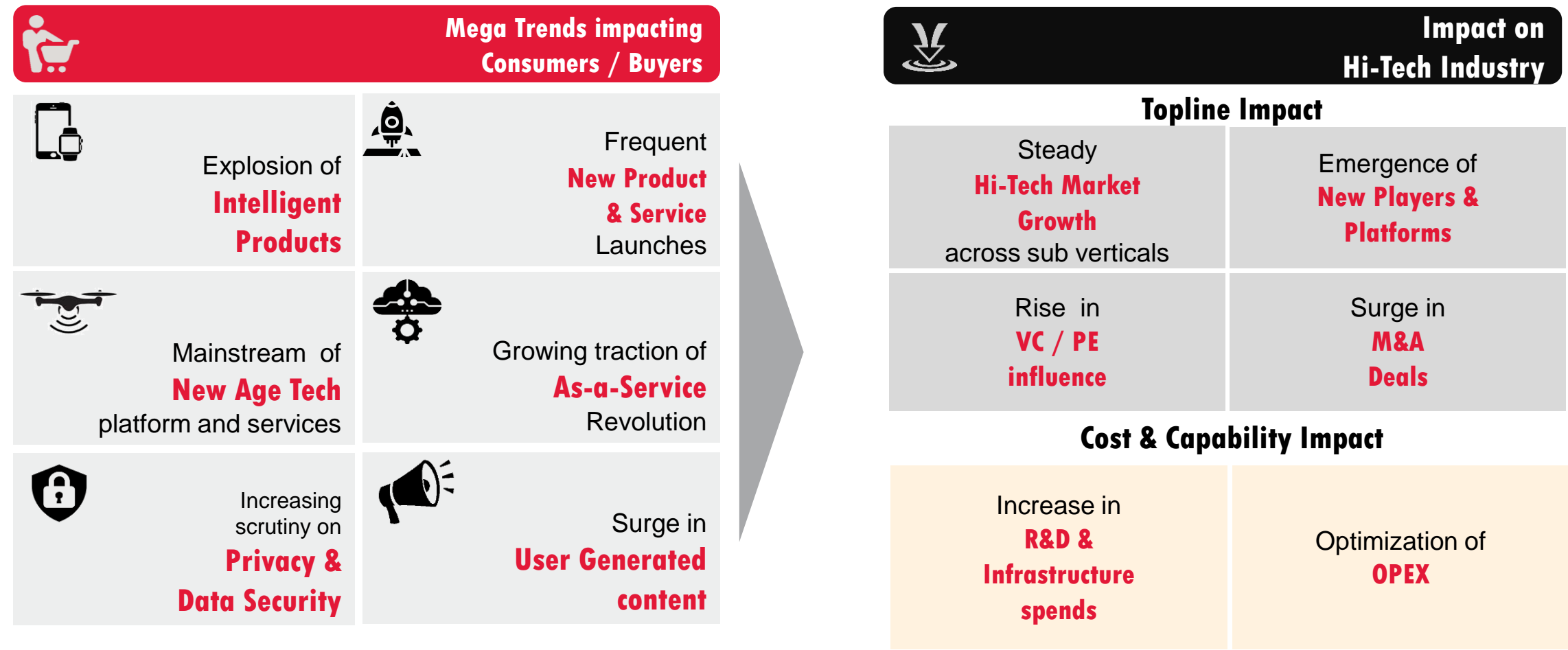
Our Impact

70+ | **CUSTOMERS**
360° Partnerships with multiple
Technology Leaders

50+ | **PRODUCTS
CO-DEVELOPED**
Co-developing products in co-
innovation model with our clients

Hi-Tech Market Trends (Imagine Future)

How Future is Shaping?




Our Impact

We are helping our partners ride these mega trends !!




Mega Trends



User Generated Content



New Product & Service



As-a-Service Revolution



How we supported

- Data Labelling & Translation, linguistic & transcription
- Review and content judgement for machine training

- User experience research
- API & Build management
- Product integration
- Dev community support

- Product licensing to as-a-service model
- Next generation SaaS IoT Platform on Azure



Impact We Made

Regulatory compliance

Increased customer engagement

Increased speed to market


New product introduction

Change in revenue stream

Higher product adoption

Investments We Made

How we achieved scale...

 PRODUCTS, PLATFORMS, AND SOLUTIONS	
SAYINT <i>AI based speech analytics platform</i>	MIR <i>Plug & Play Testing Framework</i>
DATAMINE <i>Data management, annotation, and collection tool</i>	CODECEPTJS – open-source contributor <i>Continuous Testing Framework</i>
ACUMOS <i>AI platform and open-source framework</i>	SPUTNIK <i>Accelerate Multi-cloud IaC Journey</i>
IAC LEGOS <i>Accelerate Cloud Journey with IaC Building Blocks</i>	VAULT AIDE <i>Secret Management Operational Excellence</i>
CONSUL MANAGER <i>Accelerate Multi-cloud Network Automation</i>	<i>and many more...</i>

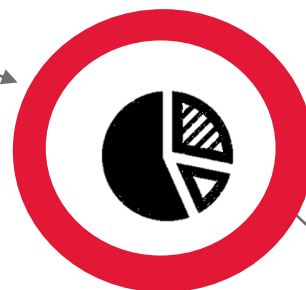
Growth Engines

Our growth drivers for the future...



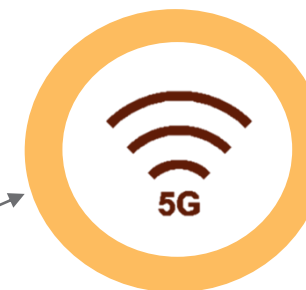
Globalize Hi-Tech

- Increase presence in Geos outside of North America – Taiwan, JPN, Europe, and India
- Capitalize on global and new tech hubs



New Segments

- Investment in derivative offerings and solutions to address requirements of New Tech verticals
 - Edutech
 - Fintech
 - Startup
 - Unicorns



5G Enablement

- Enable customers to leverage 5G for new products / markets
- Investment in 5G ready device labs and enterprise use cases

NXT.NOW™





Experience
the future.
Now.

**Tech
Mahindra**

Manufacturing Industry Vertical

Nilesh Auti

Our Customer's Strategy is driving a Purpose for our Business..

- | | | | |
|--|--|--|---|
|  <h2>Digital Adoption</h2> |  <h2>Investments</h2> |  <h2>Growth</h2> |  <h2>New business Models</h2> |
| <ul style="list-style-type: none"> ■ Cloud adoption in Production and R&D ■ Automotive took the lead with ADAS Cloud | <ul style="list-style-type: none"> ■ ~80% of R&D investment are in Autonomous and Green Products. ■ Cost take out of legacy Products in Auto, Industrial, Aero | <ul style="list-style-type: none"> ■ EV's growth by 30% till 2025 already advanced by 1 year ■ demand for new age 'SW' engineering | <ul style="list-style-type: none"> ■ From traditional B2B to B2B2C ■ Experience is key for automotive (Sharing and Mobility) ■ Industrial segment want to uplifts Industrial CX |

EXAMPLE



We are nearing 1bn run-rate & we are just getting started

We serve Largest & Start-up Companies in the world



Automotive



Industrial & Process



Aerospace & Defense



Growth Potential

We have a strategy in place to RISE!

	Chip to Cloud	Auto & Industrial CX	Manufacturing Cloud	Control Tower
Our Right to Win (Assets and IP)	<ul style="list-style-type: none">• Chip design• Auto OS and SW• SW-Embedded	<ul style="list-style-type: none">• Customer Experience via Born, MadPow, Perigord + SFDC, SAP, Pega• Frontline 4.0 IP	<ul style="list-style-type: none">• Engineering Cloud• Service Cloud• ADAS Cloud	<ul style="list-style-type: none">• 5G Industrial network• Smart Factory• SCM

Opportunity at hand

3X Growth in Pipeline through the last 4 Qtr
Forms 30% of Current pipeline



Road to Accelerated Growth



Automotive & Engineering will lead the growth



Higher growth will come from **Industrial - Process – Utility vertical**



Metal & Mining is new subvertical revenue stream



Non-Linear growth - **Engineering & Industrial cloud** (Cloud + 5G + Security)



Growth: From FY21 **REPAIR** phase to FY22 **RALLY** phase with 15%+ growth
Marching towards \$1.5bn **RISE**

NXT.NOW™

Experience
the future.
Now.

**Tech
Mahindra**

Banking, Financial Services and Insurance

Gautam Bhasin








The Billion Dollar Challenger in BFSI

Growing at a CAGR of 16% over the last 5 years

Achieving Scale by focus and differentiation

Identified Sub Verticals

-  Core Banking
-  Digital Lending
-  Insurance
-  Payments
-  Wealth Management

Deep Client Relationships

-  **Partner of Choice in**
 - Canadian Bank
 - Largest Indian Bank
 - UK L&A Insurer
 - Largest Life Insurer in ANZ
-  **Among top 2 vendors in**
 - Biggest global payments processor
 - UK based emerging markets bank
 - US West coast bank
-  **Among top 3 vendors in**
 - US wealth management and investment bank
 - Largest bank in Australia



Trending to

\$1 Bn
In FY22






3

Of the Top 10

Tech Mahindra
accounts are from
BFSI

The Vision ahead...

Supersizing the big bets to micro-verticals through an ecosystem of services, platforms and domain expertise

				
Core Banking	Lending	Payments	Wealth Management	Insurance
Core on cloud	Mortgage Hub	Cross Border payments	ESG led Investment	Underwriting and Claims on the cloud
Neo Banks Setup	Digital Lending	Real time transactions	Robo-advisory	Automated underwriting
Channel experience	Loan Servicing platform	ISO2022 Compliance	Data management – sourcing, quality ingestion and distribution	AI led claims decision support system
Platform modernisation	Big data analytics and alternative credit scoring	Blockchain based payments – Stablecoins, wallets, CBDCs	Hyperpersonalisation	



LoBs on Cloud



Analytics on unlimited data



Blockchain beyond PoC



AI enabled decisions across FSIs



Regulatory compliance

Run... and Transform

Accelerated Growth to the next Billion Dollar

Entry as a Challenger in tier 1 accounts

Empaneled as a differentiated supplier in 10+ fortune 100 banks in the last 2 years

Scalability of Top 10 and Next 10 accounts

Driving growth through the multi pillar growth plan

Large deals

Healthy pipeline of \$1200mn+

Platforms

Investing in as-a-service models and platforms

New age run and end to end transformation

Enabling change across the business value chain



NXT.NOW™

Experience
the future.
Now.

HEALTHCARE & LIFE SCIENCES

Vivek Agarwal

**Tech
Mahindra**

Healthcare & Life Sciences Practice Overview

400 M +
Global Revenue

Life Sciences

Digital R&D
Manufacturing and Industry 4.0
Digital Commercial

Med Tech

Design and Prototyping
Value Engineering & IoT
Software as a Medical Device
QA/RA



Provider

Virtual Care
EMR / EHR
Digital Transformation
Revenue Cycle Management

Payer

Member Management
Provider Network Management
Claims Management
Care Management

Delivering Nxt.Gen solutions across the "Care Continuum"

Provider Roadmap



Industry Trends

Consolidation

Unbundling of care

Value based care

Cost pressures

Addressable market spend

\$40 Billion
(10% CAGR FY25)

Our Big Bets

EMR-EHR Services
Infra & Cloud Play
Virtual Patient Care



Execution Strategy

Build Scale

Large deals (>100M)/ Year

Play to Strengths

Cerner | Epic | Hyperscalers

Leverage Platforms

HealthNxt

Pharma and Life Sciences Roadmap



Industry Trends

Discovery & Clinical Acceleration

Industry 4.0

Value based care

Personalized Medicine

Addressable market spend

\$ 30 Billion
(~9% CAGR FY25)

Our Big Bets

Research & Clinical Services
Manufacturing 4.0/ Supply Chain
Connected Factories
Patient Engagement and Digital Health



Execution Strategy

Build Scale

5 Accounts (50 Mn+)

Play to Strengths

Discovery & Clinical
Salesforce | PEGA | SAP

Leverage Platforms

Vaccine Ledger
GLAMS

INVESTOR DAY '21

NXT.NOWTM

IMAGINE.

BUILD.

RUN.

