



INVESTOR DAY

NXT.NOW™

Experience
the future.
Now.

**Tech
Mahindra**

INTEGRATED TRANSFORMATION

Rohit Anand
Simmi Dhamija

We Promised...

Sustainable Growth

**Margin
Improvement**

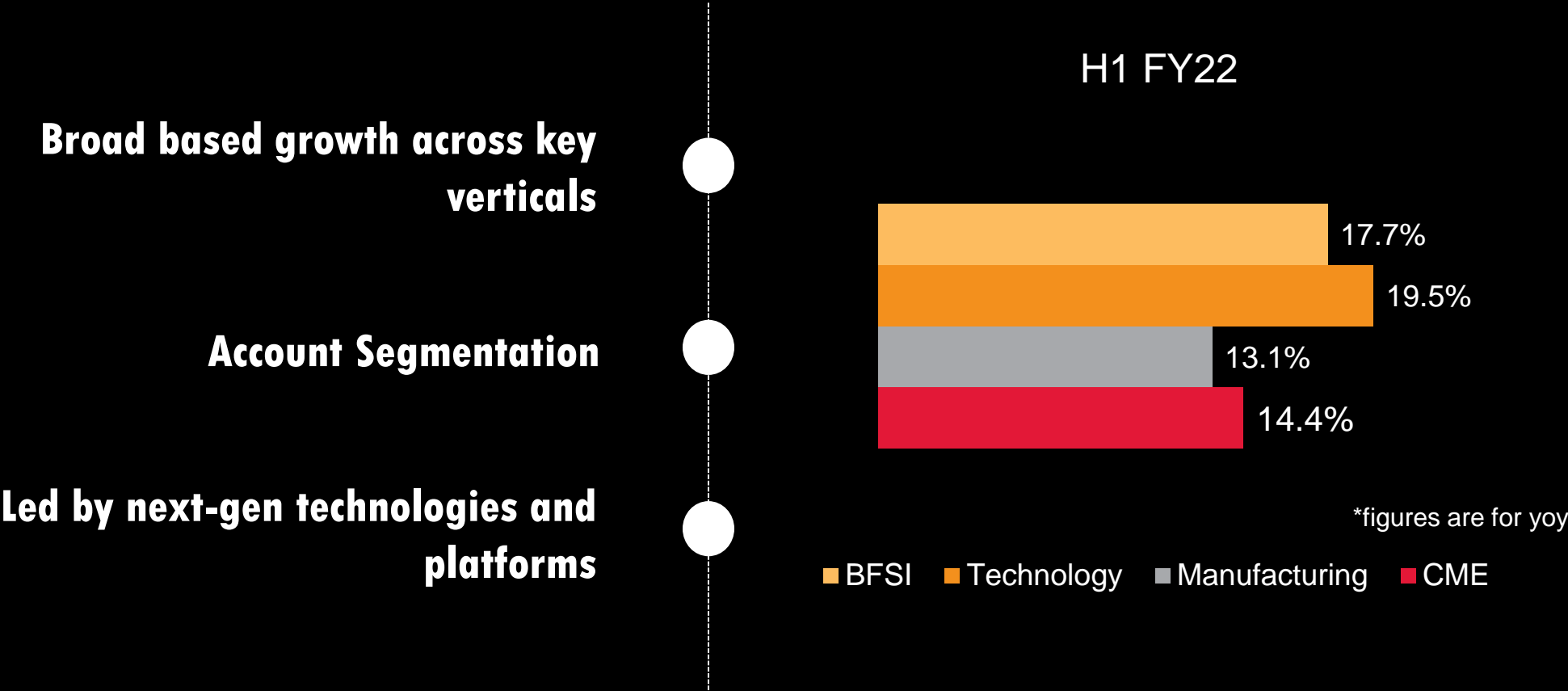
**Large Deal
Wins**

**Delivery
Excellence**

**Efficient
Capital
Allocation &
Distribution**

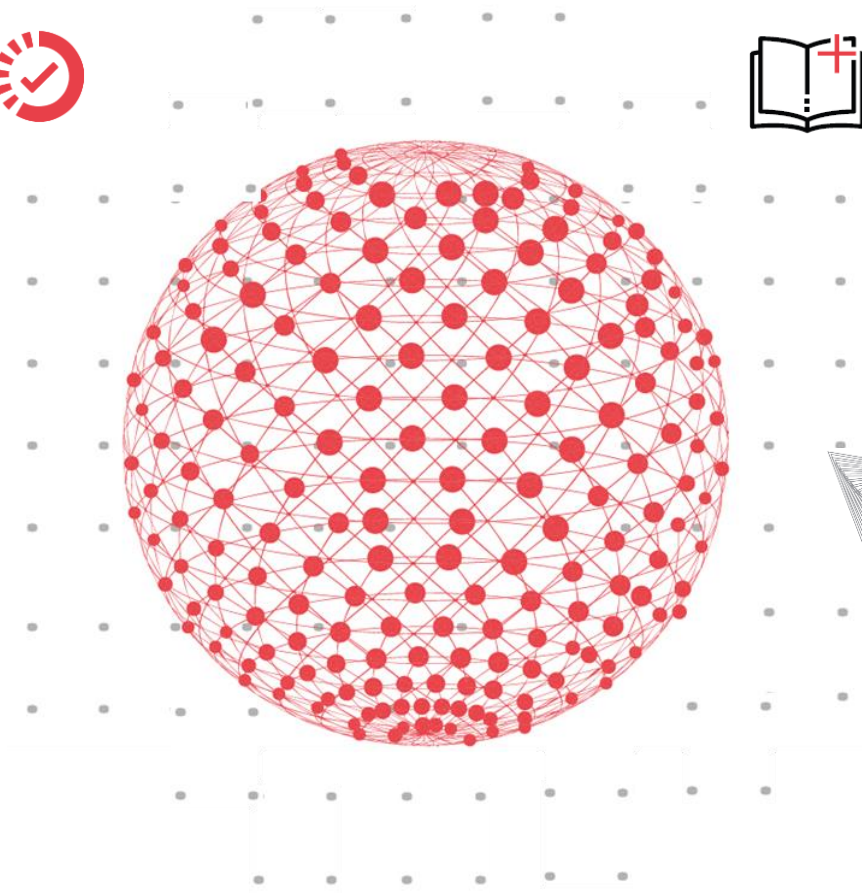
Sustainable Growth

Top 4 Verticals contributing 85%+ revenues growing at double digits consistently



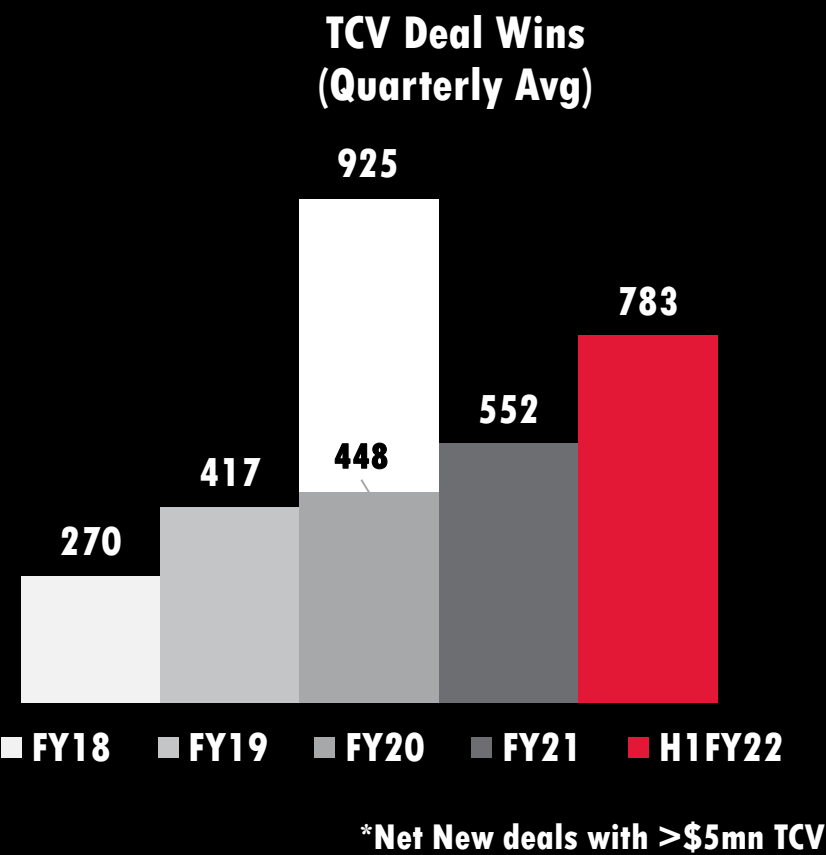
We are a Digital Major Company

Harnessing greater than 50% of overall revenues



Over \$3 bn Net New Deals in last 12 months

Average Deal Wins have been consistently increasing each year



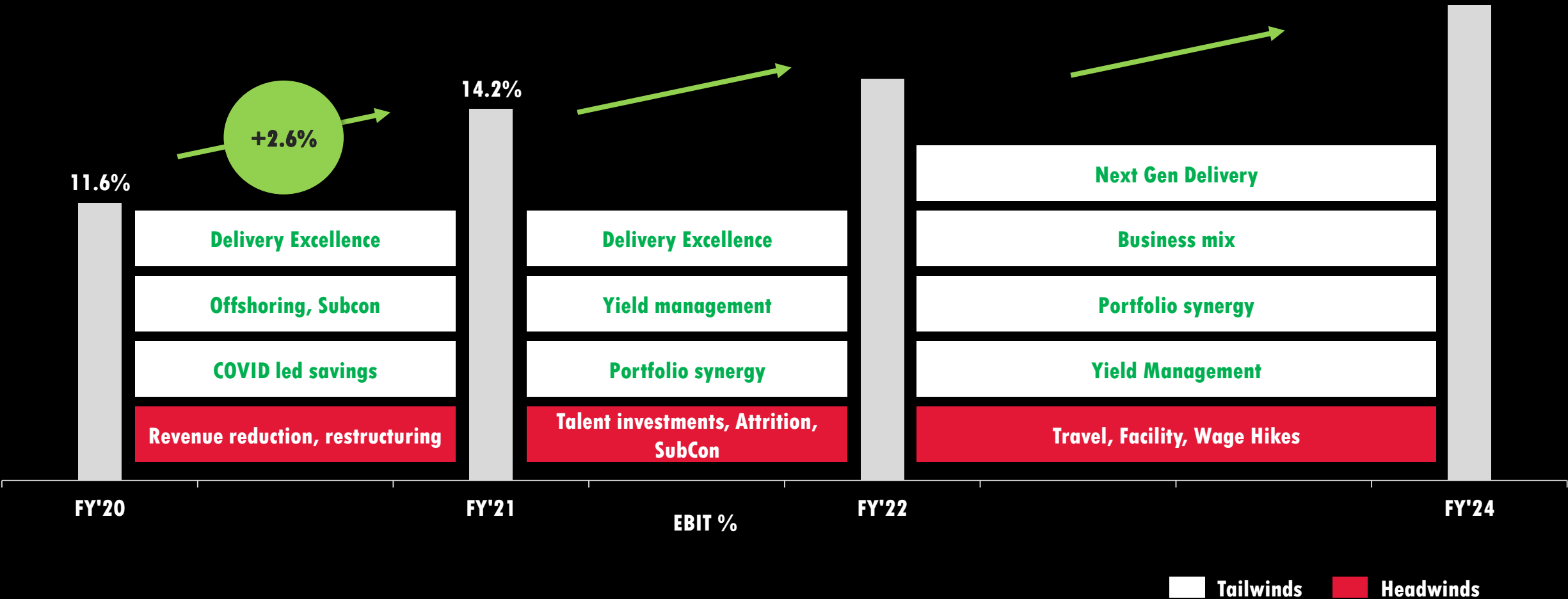
Strategic Focus

Proactive
Collaborative
Dedicated Squads




Deal Win Snapshot

Largest Deal Wins across all major verticals & key service lines in past 3 years			
BFSI	HLS	Communications	BPS

Margin Improvement Journey Continues...



As demonstrated by positive movement across key operational metrics

	<i>Metric</i>	<i>Performance</i> ¹
	Offshoring	>400bps improvement
	Utilization	maintained at ~87%
	Freshers	3x fresher intake

Note: (1) Period – Q3FY21 to Q2FY22

Service delivery transformation at the core, enabling business outcomes¹

NAD

Highly adaptable and composable platform that enables End-To-End IT Service delivery in a hyper-automated manner.

- Cloud Native
- Containers & Microservices
- Smart Planning
- Partner Eco System
- Massive Reuse
- Right Skilling



40-50% Cap Ex Reduction



30% Faster Time To Market



15-20% Op Ex Reduction



25-35% Increase in ARPE²



15-20% Time Savings & Enhanced End-Customer Experience



20-25% Lower Dev. Costs & New Revenue Channel Opportunities

Note:

(1) % Estimated benefits for Customers in full potential implementation

(2) ARPE: Average Revenue Per Employee

Leveraging digital capabilities to deliver success stories



~ 400 customers adopted GAiA/NAD



50+ alliance partners: Emerging and trending technologies



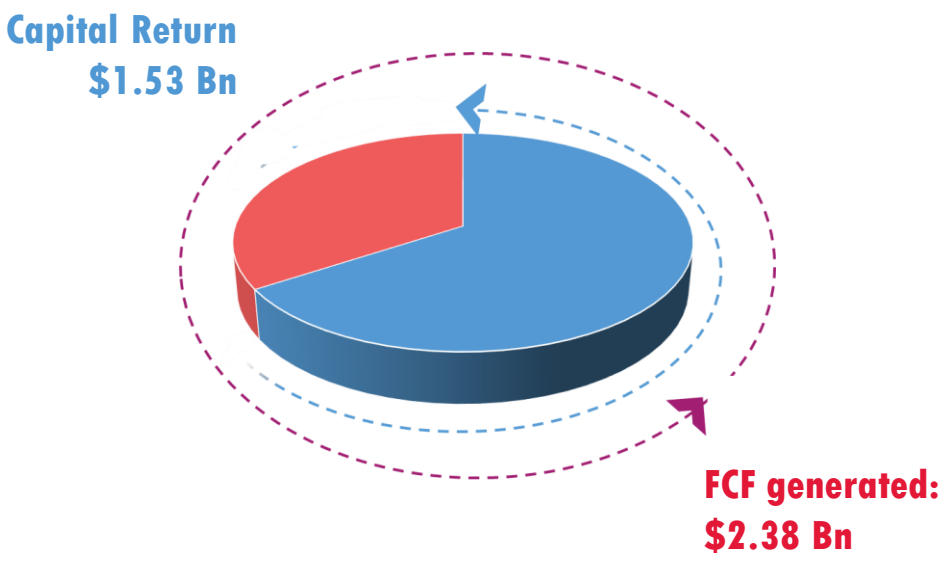
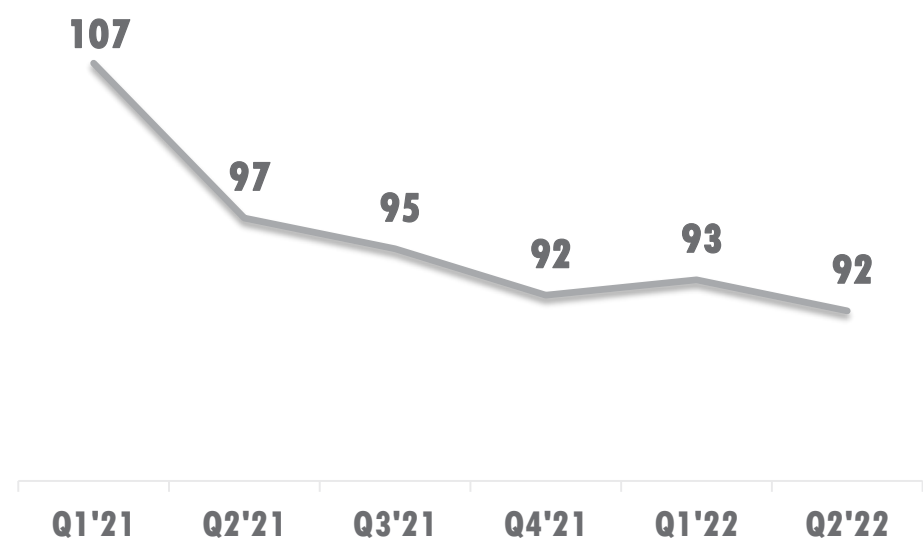
8K+ courses covering contemporary and digital technologies



Digital ready workforce: 80% associates certified on digital skills

Improved Cash Conversion & Efficient Capital allocation

Capital return as per the current policy to distribute cumulative excess cash (defined as free cash flow less investments for acquisitions and internal initiatives) through a combination of dividends and buyback



- DSO reduced by 15 Days in 6 quarters
- Highest Dividend of Rs 45/share in FY21 Followed by Special Dividend of Rs 15/- in Q2'22

- Led to higher FCF generation, followed by higher payouts over the last 3.5 years
- Returned 64.1% of FCF Generated over 3.5 years cumulative

Continued Consistency of Performance led by



**Sustainable
Profitable Growth**

Large Deals

Multi-Pillar Penetration

Deal Structuring



**Operational
Rigor**

Process Transformation

Delivery Excellence

Risk Management



**Prudent
Investments**

Investing for future

Digital Competencies

Portfolio Management



ESG

Carbon Neutral

Diversity & Inclusion

Corporate Governance

INVESTOR DAY '21

NXT.NOW™

IMAGINE.

BUILD.

RUN.

