



INVESTOR DAY

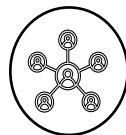
CP Gurnani

Enabling customers
RISE BEYOND...

From
RESILIENCE

To
RELEVANCE

NXT.NOW



Connectivity



Experience



Cloud



Engineering



Sustainability

Reflection of our performance!

\$1 Billion

Revenue from Enterprise Business in Q3

\$1 Billion

5G revenue run rate in FY23

\$2.3 Billion

Net New Deals win YTD

66

Newly Added Customers YTD

34.9%

Women Workforce in Q2

17.3%

Attrition LTM in Q3

INR 18

Interim Dividend Payout Per Share

86.4%

Utilization

22.93%

Increased consumption RE

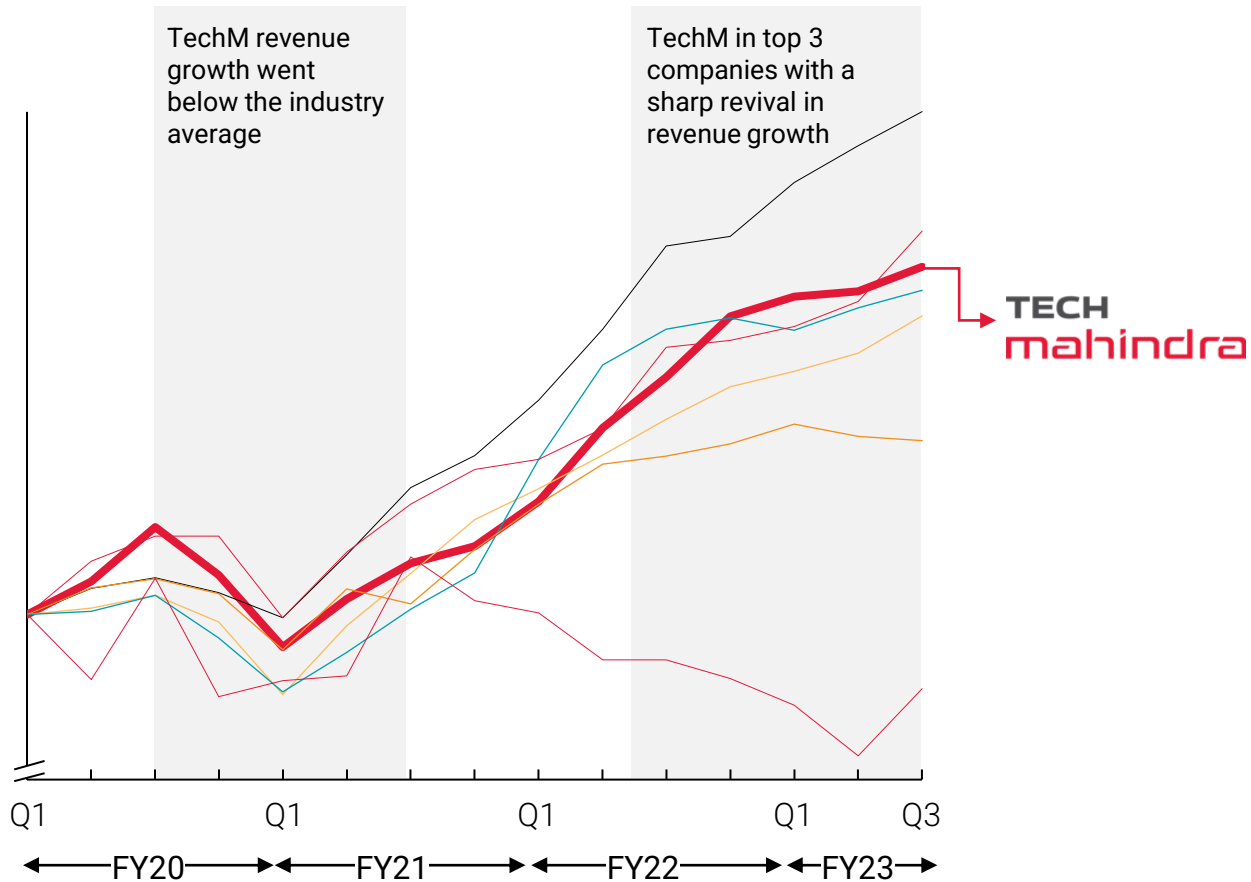
Number 1 position in the “TSV IT services & Internet Software and Services” segment of Dow Jones Sustainability Index

Recognized as the fastest growing brand globally in ‘**Brand Value Rank**’ by Brand Finance IT services top 25 report 2023.

A leader in 2022 Gartner Magic Quadrant for 4th year in a row

Our revenue growth in last 6 quarters

Revenue of TechM and peers (indexed to Q1FY20)



We have done better over last three years...
Going strong ...

- 1 Technology Big Bets
- 2 Customer Focus
- 3 Large Transformational Deals
- 4 Alliances and Partnerships

5 key trends shaping the “future of tech services”...

Trends shaping future of IT services



Enterprise Tech Intensity

CX, Digital Engineering



Cloud & Data Services

D&A, Cloud Native, Industry cloud, Security



Emerging Technologies

5G, Metaverse, Sustainability, Generative AI



Business Transformation

Industry solutions & Co creation



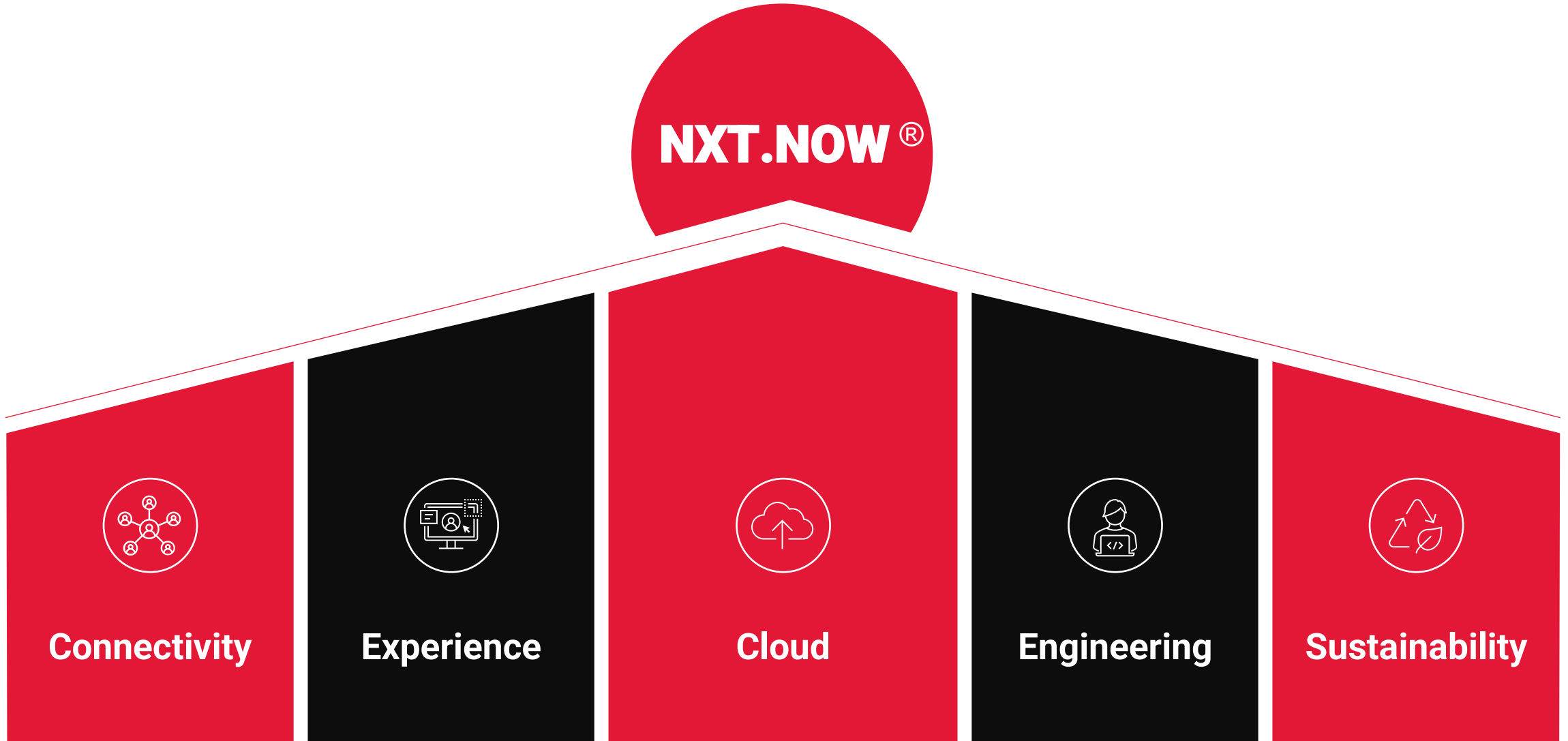
Partnerships

Focus on top 10 partners

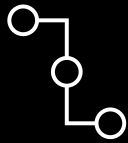
4 pillars of our strategy to execution .. focus on execution index



Our unique positioning through differentiated offerings



Connectivity++

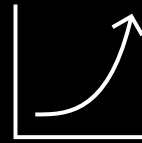


Simplify

Build Next Gen NOCs

Legacy Shutdowns

Streamline IT and BackOffice –
Make it Secure

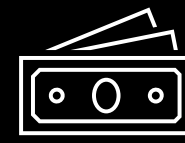


Modernize

5G and Cloud Acceleration

AI Intense New Stack - FiberCo

Next Gen Customer Engagements



Monetize

Connectivity++ all pervasive

Platform based growth

Vertical Use-Cases

Experience: Born XDS



Beautiful Work.
Award Winning.

We Win. Big.

We are probably the most awarded digital transformation company in the market.

- 4 Webbys 2022
- 12 DotComms 2022
- 9 W3s 2022



Bold.
Imagining a Future.

Results.

Our work is innovative and market making. We offer competitive dominance not just advantage.

- Hyper personalization
- Metaversian innovation



Results.
Execution at Scale

Upselling into clients.

Selling experience services at scale

- 70% y-o-y growth in upselling XDS
- 50 logos signed



Depth and Scope
of Offerings

Stella Framework.

One of the most comprehensive frameworks in the market.

- Stella synthesizes our M&A strategy with organic growth

Engineering Services

Key Achievements

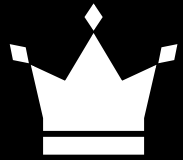
- 1 ~1 Billion Revenue
- 2 36% YoY Digital growth at industry best profitability
- 3 Positioned as a **Digital Leader**; Multiple awards and recognitions
- 4 MIH Partnership for Next Gen Software Defined Electric Vehicle
- 5 **Metaverse deal** shaping and engineering the first cognitive city of world
- 6 Strategic operational and planned **delivery hubs globally**

Approx. 85% of North American 5G Devices are assured by Tech Mahindra

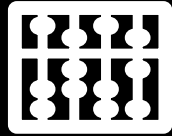
FY24 Key Growth Enablers

- 1 Expand & Deliver Growth with New Offerings: 5G & Video Engineering Electrification, Autonomous, IX.0
- 2 Phygital Engineering to **deliver Sustainable & Cognitive Experience**
- 3 Enhanced Coverage from **Core to RAN to Edge**
- 4 IP Creation & Acquisition, PE backed Sales & Synergy from portfolio companies
- 5 **New Talent Acquisitions & Leadership** enhancement
- 6 Forged Industry Leading **Partnerships**

BPS: An amazing run



Leadership In CX



Diversification Of Portfolio



Follow The Money



New Service Offerings

ONE OF THE FASTEST GROWING BPO IN THE WORLD.

Execution Focus 5 Key Areas



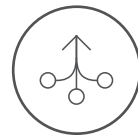
Maintaining the growth momentum



Closing gap on operational excellence to improve productivity, efficiency, and margins



Improving on the Products & Platforms business and Nex-gen Technology big bets to drive revenue growth



Value Creation from M&A, portfolio companies, and Joint Ventures



Continue driving a performance-led culture along with talent development, engagements, and new inductions

Purpose driven.

People centric.

Performance led.

Platform Enabled.

Process Oriented

TECH
mahindra