

**INVESTOR DAY 2020**



CP GURNANI

**NXT.NOW**



**Never let a  
good crisis go  
to waste.**

Winston Churchill

# OUR STRATEGY : **NXT.NOW**



- 1 EXPONENTIALITY OF CONTENT
- 2 EXPLOSION OF INTELLIGENT DEVICES
- 3 POWER OF NEW TECHNOLOGIES



- 1 HUMAN CENTERED EXPERIENCE.NXT
- 2 BUSINESS.NXT
- 3 PLATFORMS.NXT
- 4 CLOUD.NXT



-  RUN BETTER
-  CHANGE FASTER
-  GROW GREATER

# NXT.NOW IS YIELDING RESULTS

**\$2.46 Bn**

> Net new deal wins

CME Growth  
back -  
6.8 % CC  
growth in FY20

Profitability  
improvement to  
14% EBIT

Momentum in  
BFSI, Hi-Tech, HLS

Efficient capital Allocation with  
over 400 Mn of cash return  
through dividends. Payout of  
77% to PAT in last 12 months

Over 900 Mn of Free  
Cash Flow generated, a  
conversion of 169% to  
PAT

# ENTERPRISE TRANSFORMATION HAS ACCELERATED



FOCUS ON 'TECH CENTRIC' BUSINESS MODELS



ACTIVE VARIABILIZATION OF SPEND



FASTRACKING 'DIGITAL'

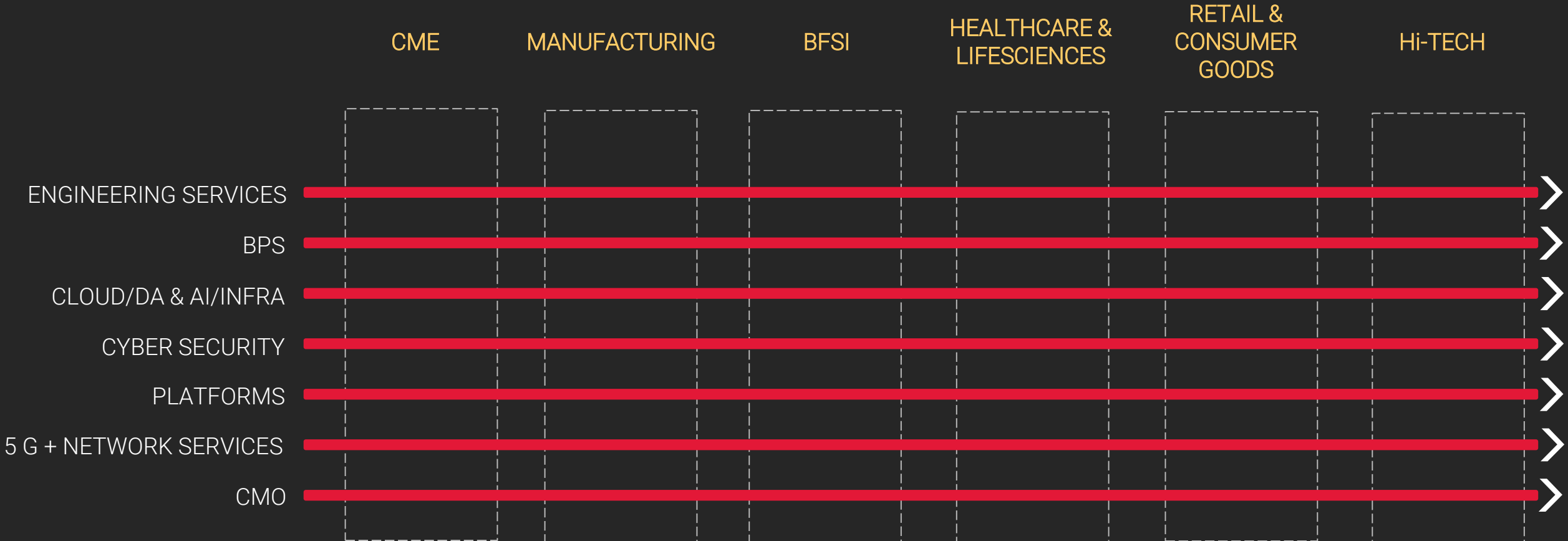


PREFERENCE FOR TRUSTED TRANSFORMATION PARTNER

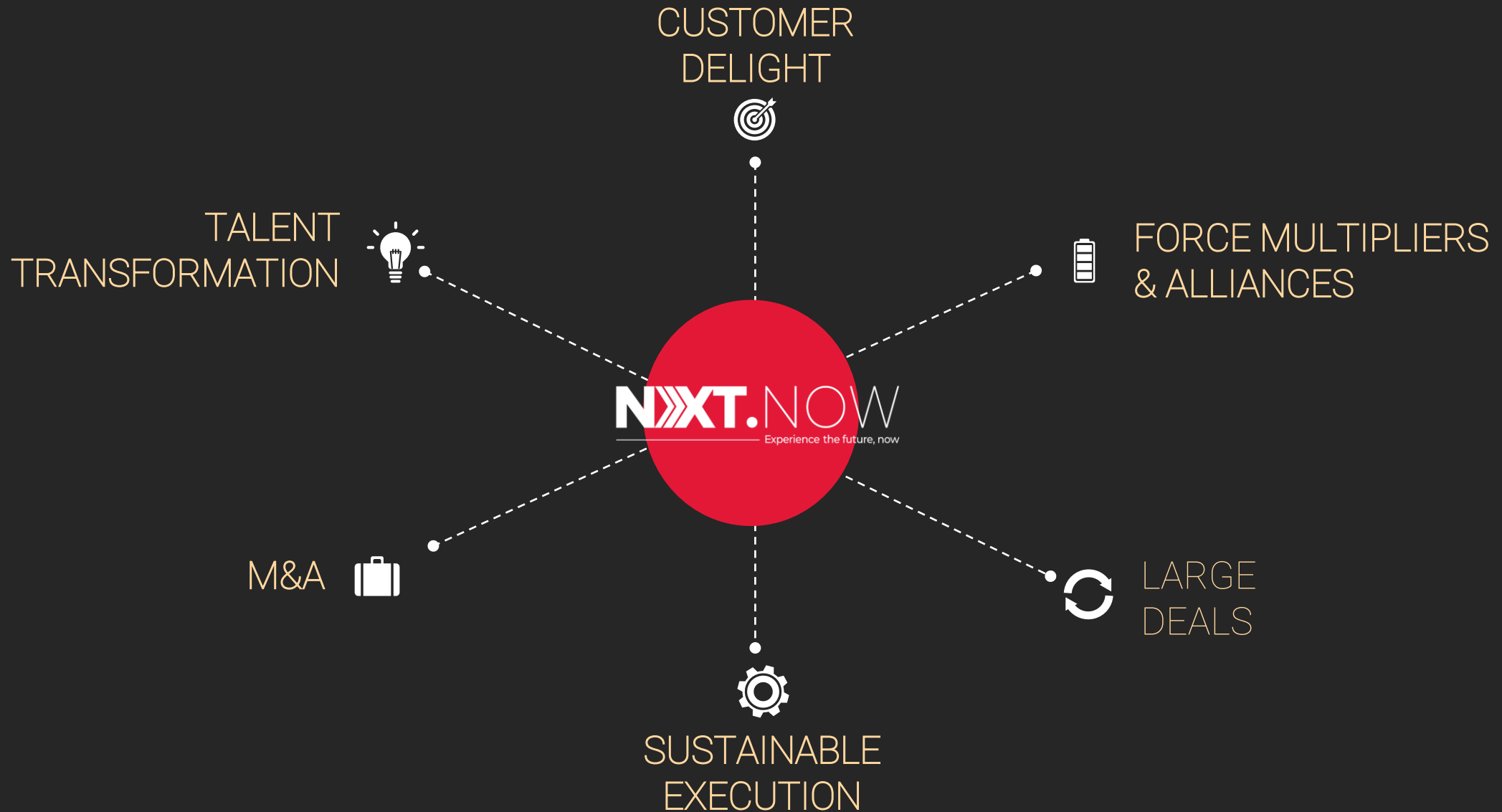


NEW EMERGING COMMERCIAL MODELS FOR DIGITAL PROPOSITIONS

# BIG OPPORTUNITY IN OUR FOCUS VERTICALS & COMPETENCIES



# WE ARE DOUBLING DOWN ON EXECUTION OF **NXT.NOW**



# DELIGHTED CUSTOMERS AS THE AXIS OF GROWTH



Client partner as  
**the CEO**



**Digital Sales**  
capability



Customer centric  
Innovation



Leading to  
**Sustainable  
Growth**



# SUSTAINABLE EXECUTION

What  
we sell



Right-sizing high potential geo's

AI based enhanced estimation

How we  
deliver



Embedding AI to enhance  
delivery platforms

Digital forecast to fulfilment

How we  
operate



Reversing the Pyramid

Leveraging Portfolio Synergies

Tuck Ins  
+ Carveouts

White Spaces  
+ Scale Up

Emerging  
Tech Investments

Acquisitions  
< 24 months



# TALENT TRANSFORMATION

Recognitions That Motivates Us To Do More

Leadership refresh

Building a bench of Young Leaders

Talent development across functions



Two Stevie Awards



21st among India's 100 'Best Companies to Work



Global Bloomberg GEI 2020

# CONTINUE TO DRIVE POSITIVE IMPACT THROUGH SUSTAINABILITY & CSR



Our promise

## Net zero carbon emission by 2030



**ID**  
INVESTOR DAY

# Tech Mahindra