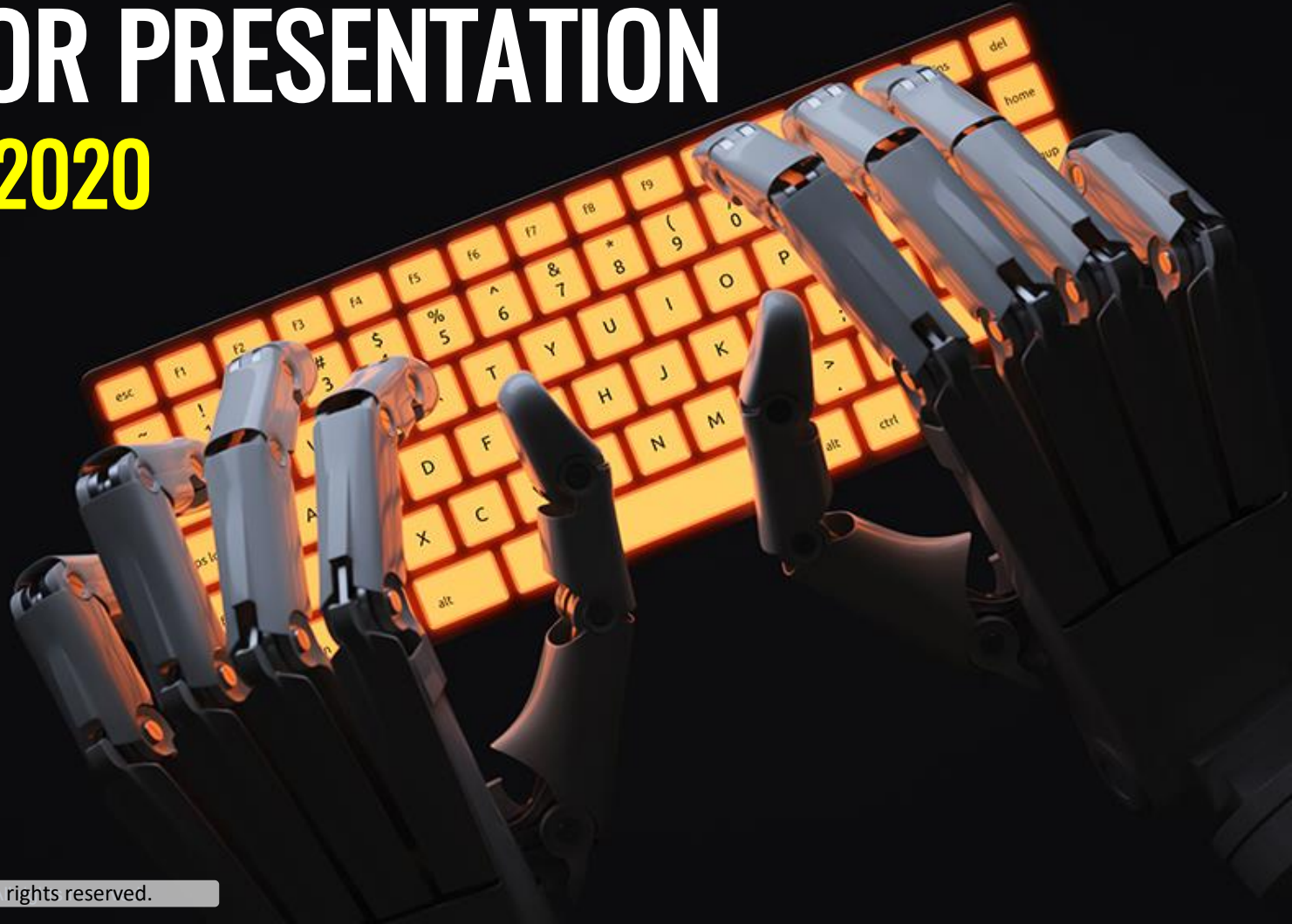


INVESTOR PRESENTATION

February 2020



Connected World. Connected Experiences.

Our positioning represents the new connected world, offering innovative and customer-centric services and solutions integrating technology with business, thereby enabling Enterprises, Associates and the Society to Rise™.





\$21 bn Revenue

Mahindra
Rise.

100+ Countries

250,000+ Associates

Mahindra Group

Mahindra Aftermarket

Mahindra Automotive

Mahindra Farm Equipment

Mahindra Financial Services

Mahindra Defence

Mahindra Holidays

Mahindra Logistics

Mahindra Components

Mahindra Energy

Mahindra Lifespaces

Tech Mahindra

Mahindra Partners

Rise™

CORE PURPOSE

We will challenge conventional thinking and innovatively use all our resources to drive positive change in the lives of our stakeholders and communities across the world, to enable them to Rise™.

THE RISE TENETS

ACCEPTING NO
LIMITS

ALTERNATIVE
THINKING

DRIVING
POSITIVE
CHANGE

CORE VALUES

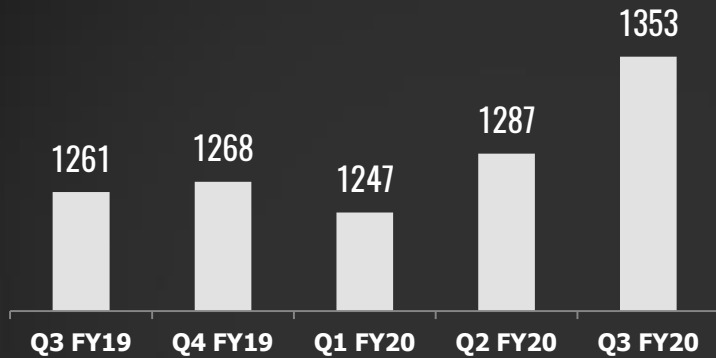
Professionalism
Good Corporate Citizenship
Customer First
Quality Focus
Dignity of the Individual



CREATING VALUE

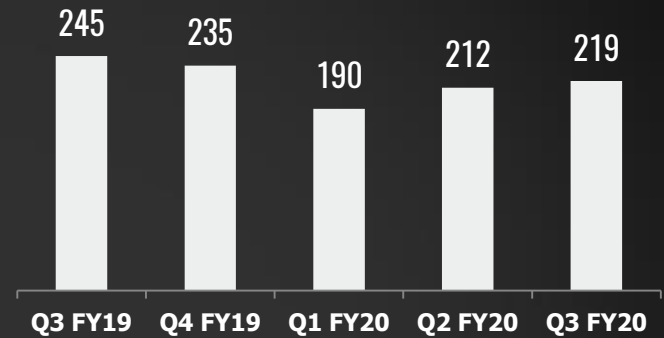
Revenue

USD Mn



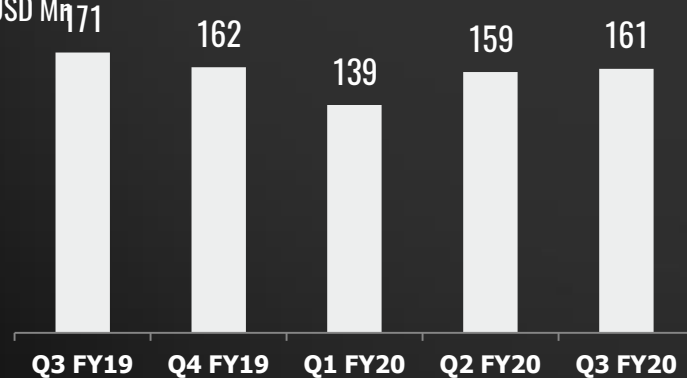
EBITDA

USD Mn



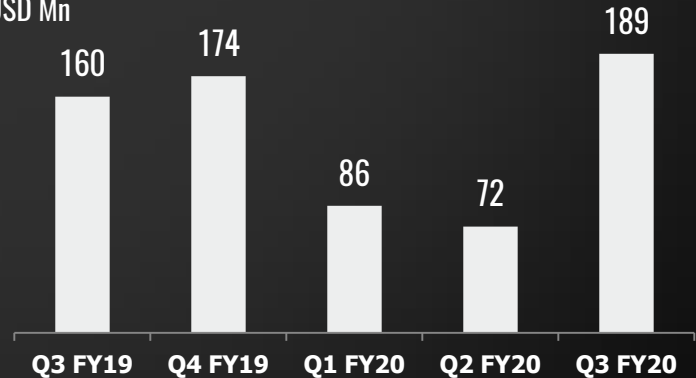
PAT

USD Mn

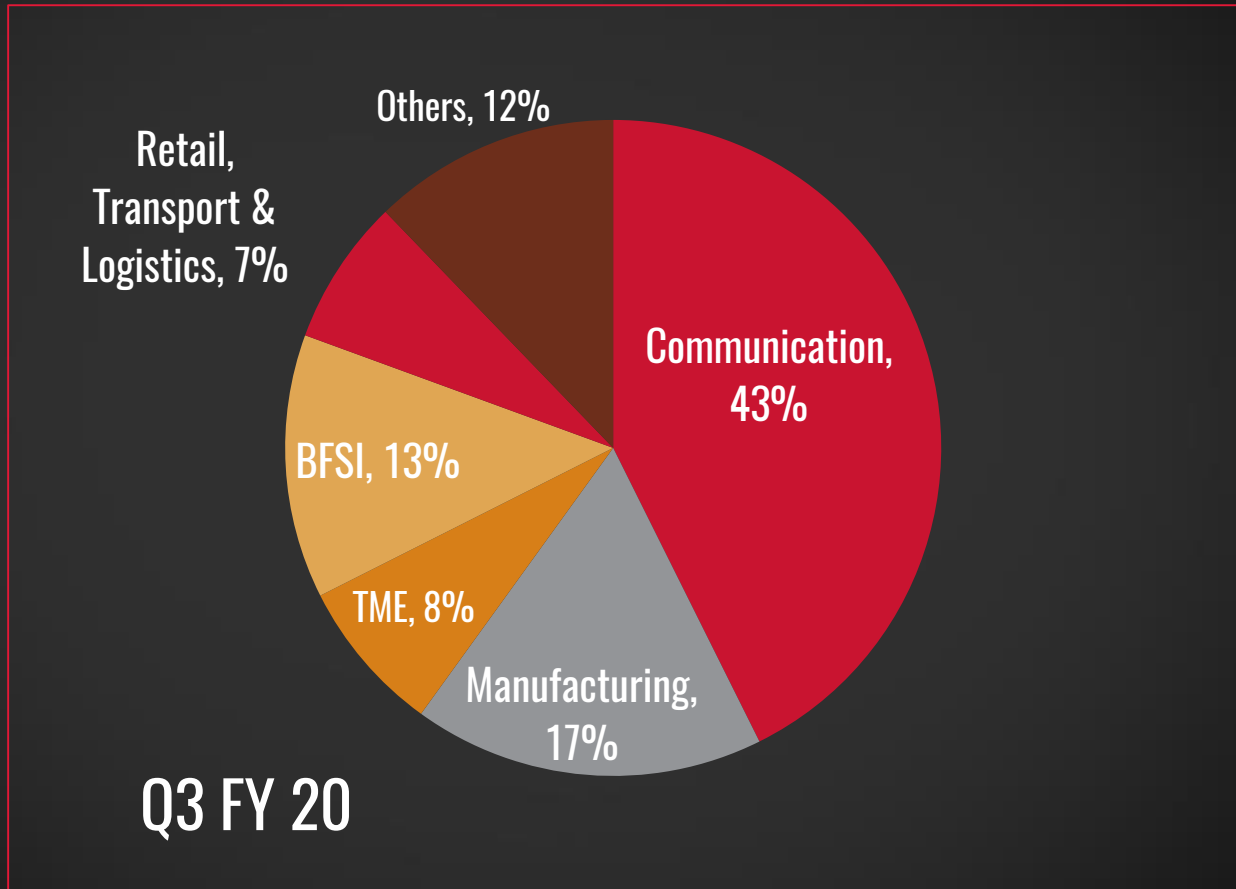


FCF

USD Mn

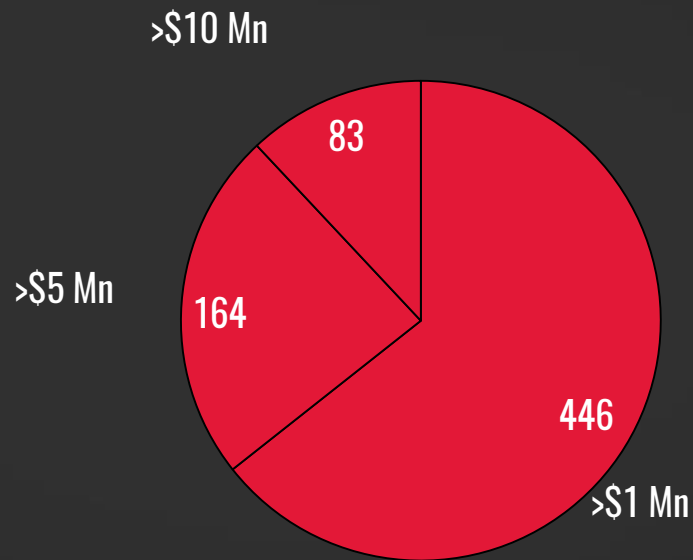


DEEP CAPABILITIES ACROSS VERTICALS



DE-RISKING OUR FUTURE

Diversified client base



Q3 FY 20

CONNECTED CUSTOMERS



9 OF TOP 10
in Automotive



5 OF TOP 10
in ISV's



5 OF TOP 10
in Communications
Services



5 OF TOP 6
in Communications
Equipment



6 OF TOP 10
in SemiConductors



7 OF TOP 10
in Consumer Goods



6 OF TOP 10
in Conglomerates



2 OF TOP 6
in Tech Infra



3 OF TOP 7
in Chemicals



4 OF TOP 10
in LifeScience



3 OF TOP 10
HealthCare
Equipment



3 OF TOP 10
in Financial
Services



6 OF TOP 10
in Discrete-E&E
and others



4 OF TOP 10
in Discrete Industry



5 OF TOP 10
in Banking



1 OF TOP 4
in Payer



2 OF TOP 10
in Insurance



4 OF TOP 10
Aerospace and
Defence



1 OF TOP 5
in Health
Insurance



3 OF TOP 10
in Process
Manufacturing



3 OF TOP 10
in Media and
Entertainment



18 iGREENFIELD
implementations in
Communications



2 OF TOP 10
in Oil and gas

DELIVERING IN 90 COUNTRIES

PERCENT OF REVENUE

Americas

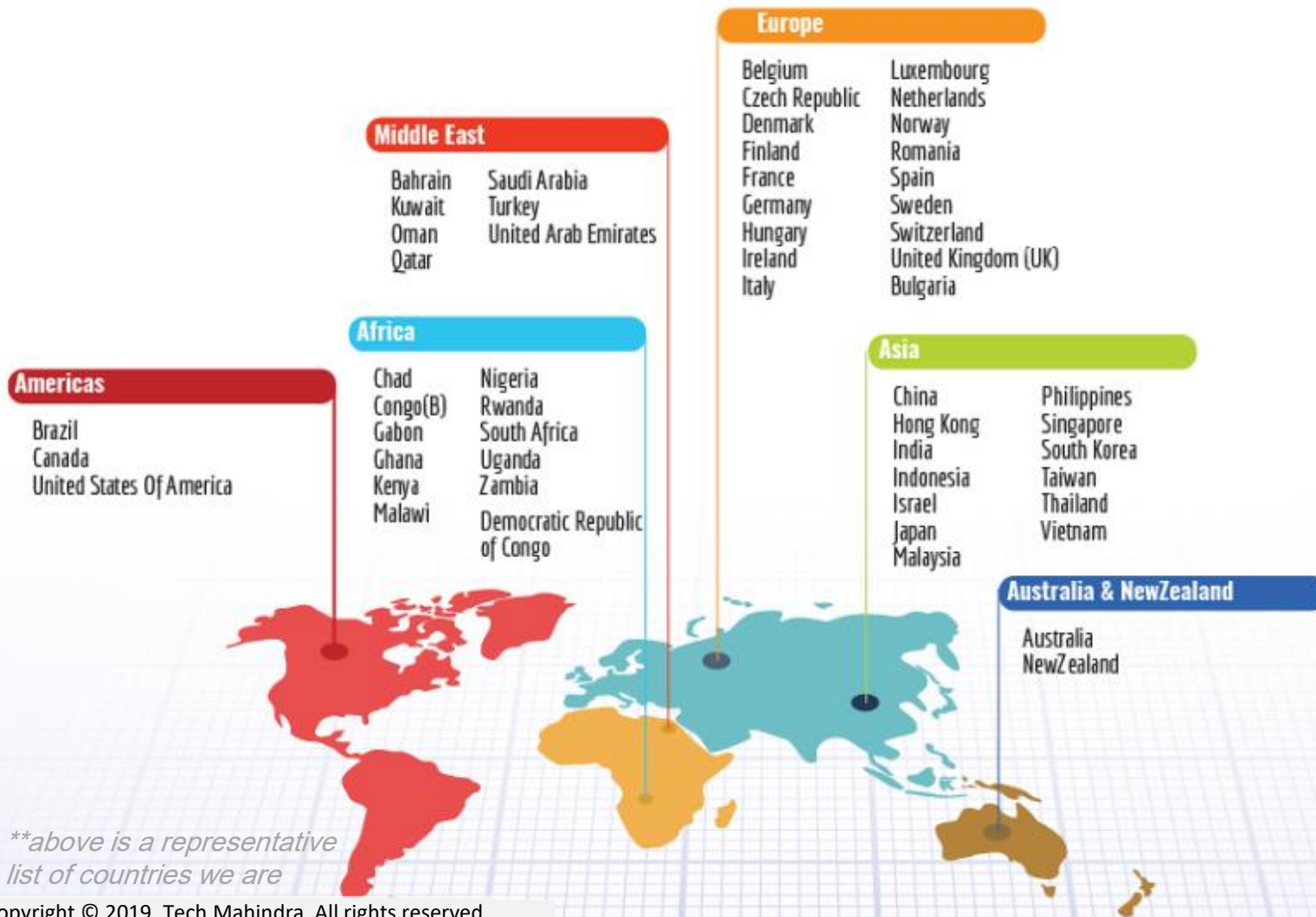
48%

Europe

27%

Rest of the World

25%



***above is a representative list of countries we are*

With '3-4-3' at the core

3 Mega Trends

Explosion of connected devices

Power of new technologies

Exponentiality of content consumption

4 Big Bets

Integrated Digital Customer Experience

People to People, People to Things, Things to Things, connected through IoT

Software Transformation

Network-of-the-Future

3 Objectives



Run Better



Change Faster



Grow Greater

ENABLED BY OUR APPROACH TO DIGITAL TRANSFORMATION



STRATEGY
& DESIGN



DIGITAL
CUSTOMER



INTELLIGENT
OPERATIONS



FUTURE
ENTERPRISE



DIGITAL INSIGHTS



DIGITAL FOUNDATION

WE BRING THESE TOGETHER WITH

pininfarina

BIO

mad*power

BORN

FUTURise = TECHMNXt



TechM NxT: DISRUPTIVE COLLABORATION..

Proximity to the customer with collective disruption



Rapid Prototyping

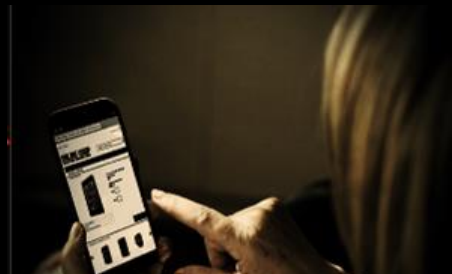
- FasteR
- BetteR
- LargeR
- CheapeR



Machine Learning/A.I.



Block-chain



Quantum Computing



Augmented/
Virtual Reality



IoT/Robotics



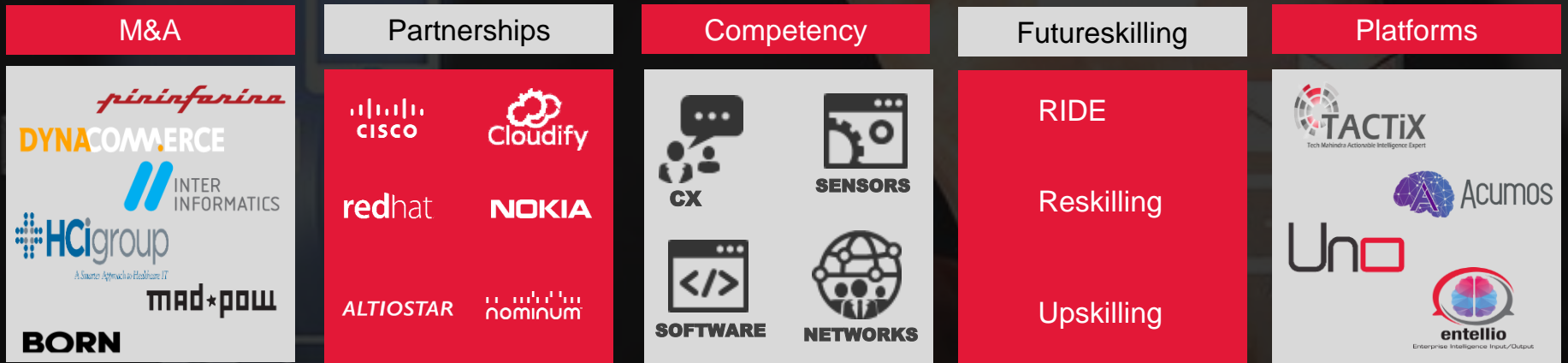
MAKERS LAB

AN i5 INITIATIVE

“Learn to define, refine and validate a human centered approach of innovation through **design thinking**”

Academia Connect

We continue to **Invest and Build**



OUR CONNECTED CULTURE



CONNECT

Aspirations to Achievements

- 360 degree L & D
- Young CEO
- 1000 Leaders
- Higher Education Support



CO-CREATE

New Approaches & Breakthrough Solutions

- IRIS
- MyBeat Plus
- KEE
- Intrapreneurship Program



CELEBRATE

Seamless Blending of Life & Work

- JOSH
- Family Connect
- Wealth of Wellness
- Tech Mahindra Foundation

130,800+ ASSOCIATES
29 YEARS AVERAGE AGE
3:1 GENDER DIVERSITY
60 NATIONALITIES



OUR CONNECTED SOCIETY

- **10** locations, **9** states / union territories across India
-

- **100,000+** direct beneficiaries, **500,000+** secondary beneficiaries – over **15,000** youth in jobs with India's most reputed brands at average monthly salaries ranging between **INR 8,000 & 12,000**

- **450+** activities, **9500+** volunteers, **43,000+** hours

FORBES

**#1 GLOBAL
DIGITAL
100**

NON-US COMPANY



Connected Future

Visit us at www.techmahindra.com

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