

**Bringing it all together for
The ~~NEW~~ NORMAL**

NOW



JAGDISH MITRA

STORIES EMPHASIZING WHAT WE HEARD TODAY...

Human
Centered
Experience



Intelligence



Cloud



5G



Force multiplier
(Domain-Digital-Design)
solutions that cuts
across industries

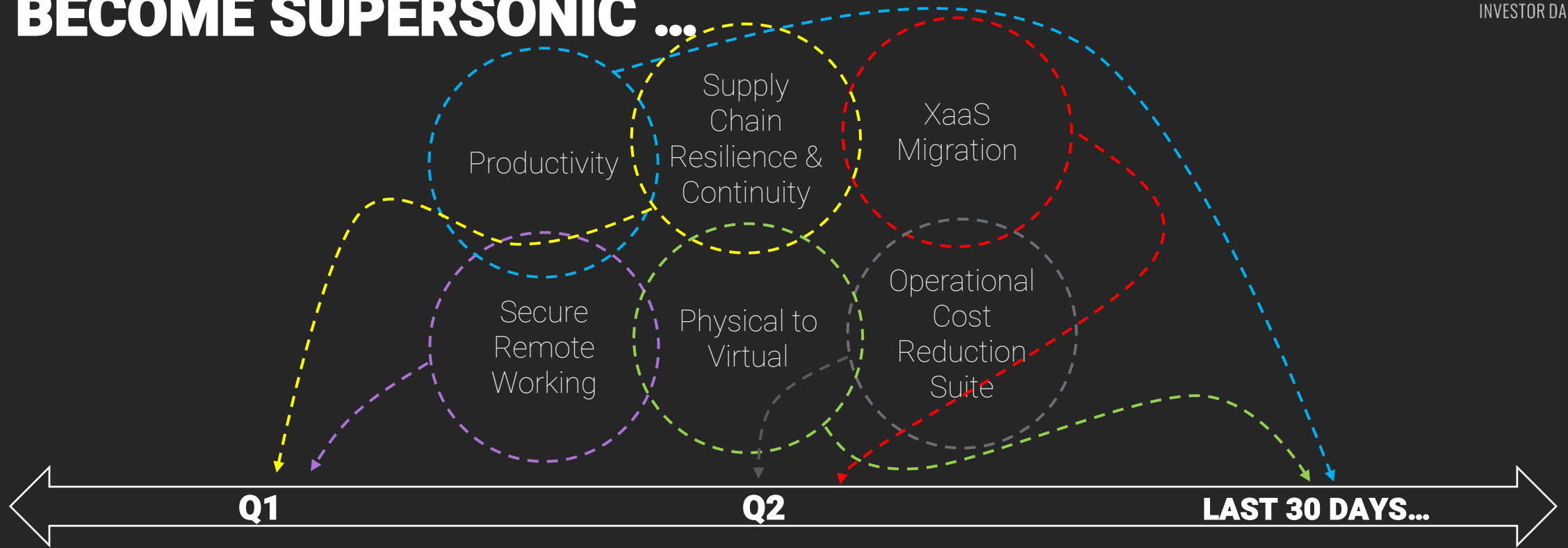


IP led large deal in AI
Ops, Cloud & Legacy
Transformation with a
self funding model



Business Potential in our top 50
Manufacturing customers :.
Engineering Cloud built in
collaboration with leading
partners

SPEED AND SCALE OF DIGITAL TRANSFORMATION HAS BECOME SUPERSONIC ...



Trending Themes >

Q1	Q2	LAST 30 DAYS...
Cost Take Out, Automation, Process Re-design, Security	Productivity solutions, Traceability, Cloudification, Carve-outs	Engagement, Experience and Service design, New Business Model

30% ↑

YoY growth in Revenue from Wave 2

20% ↑

Pipeline Growth in 6months

73

Large Deal Potential



INVESTOR DAY

FUTURE READY

IT IS THE SURVIVAL OF ...

FITTEST?

FASTEST?



SUSTAINABLE GROWTH: “NEXT BEST PORTFOLIO (NBP)”

ENABLED BY INSIGHTS, COLLABORATION AND DEEP TECHNOLOGY ...



NEEDLE ANALYSIS

Right challenge,
defined ROI



SENTIMENT ANALYSIS

Customer
Touchpoints



SOLUTION IDEATION

Design thinking →
Domain → Customers



COLLABORATIVE DISRUPTION

Technology, Startups
(Startnet, Makers Lab,
Alliance) – TechMNxt



Collaborative
Disruption

DIGITAL TRANSFORMATION OFFICE



Ideation	Biz Model
Process	Architecture

Innovation Champion
25 X 250 Solutions
~50% Digital
Force Multiplier Solutions
Digital First Wrapper
...etc.



Deep Tech
intervention

NBP SQUAD



Incentive	Tech
Domain	Partner



Nxt Best Portfolio



Engg. Cloud

Store-in-a-Box



Large Deal



many more



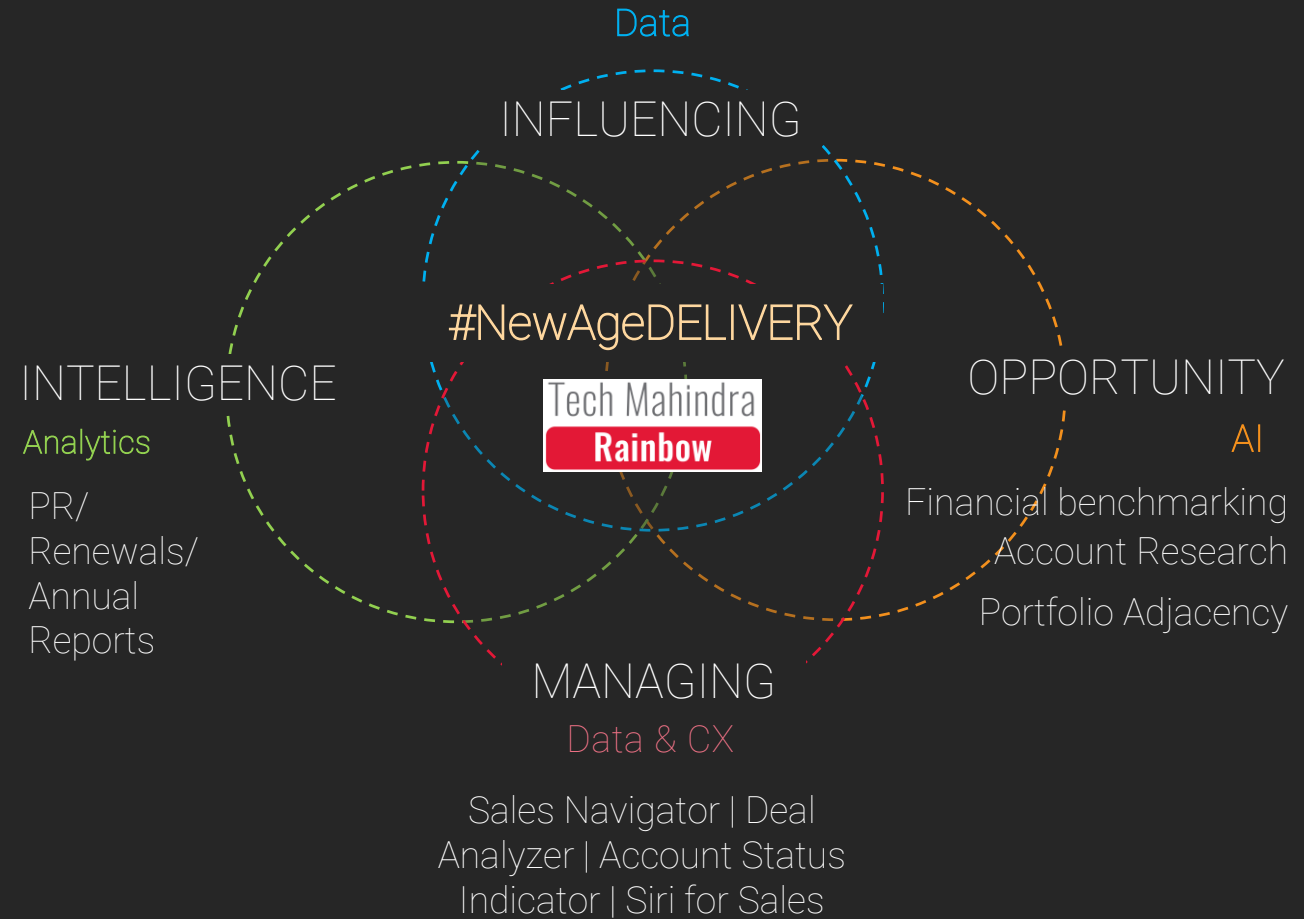
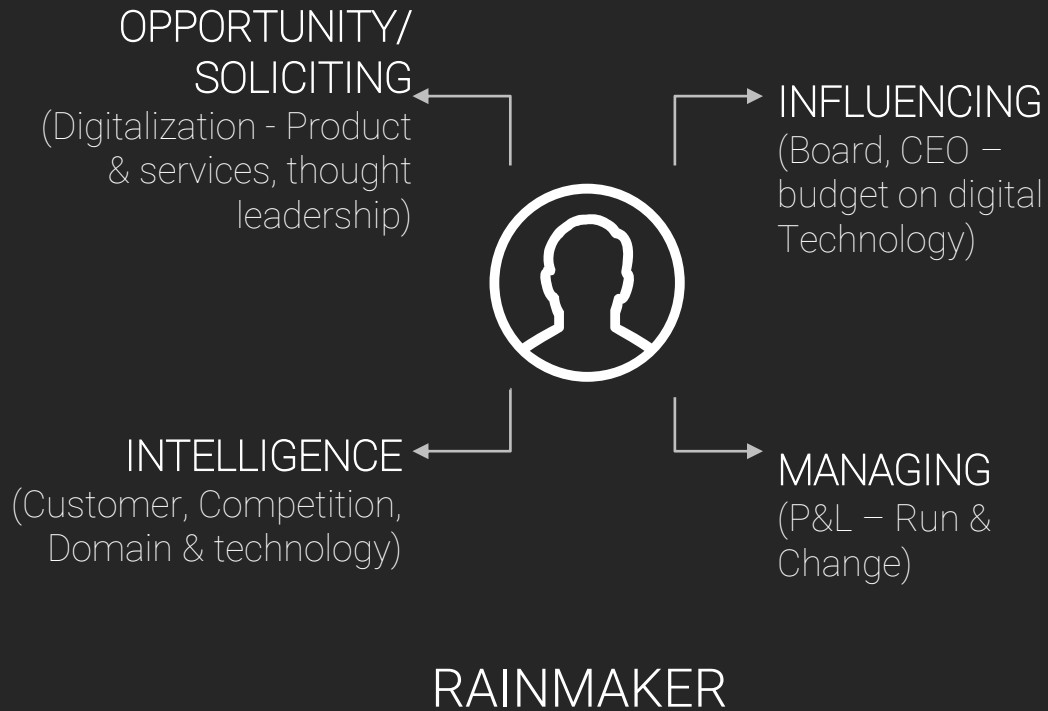
EXAMPLE: TECHM WAY OF LARGE DEALS ...



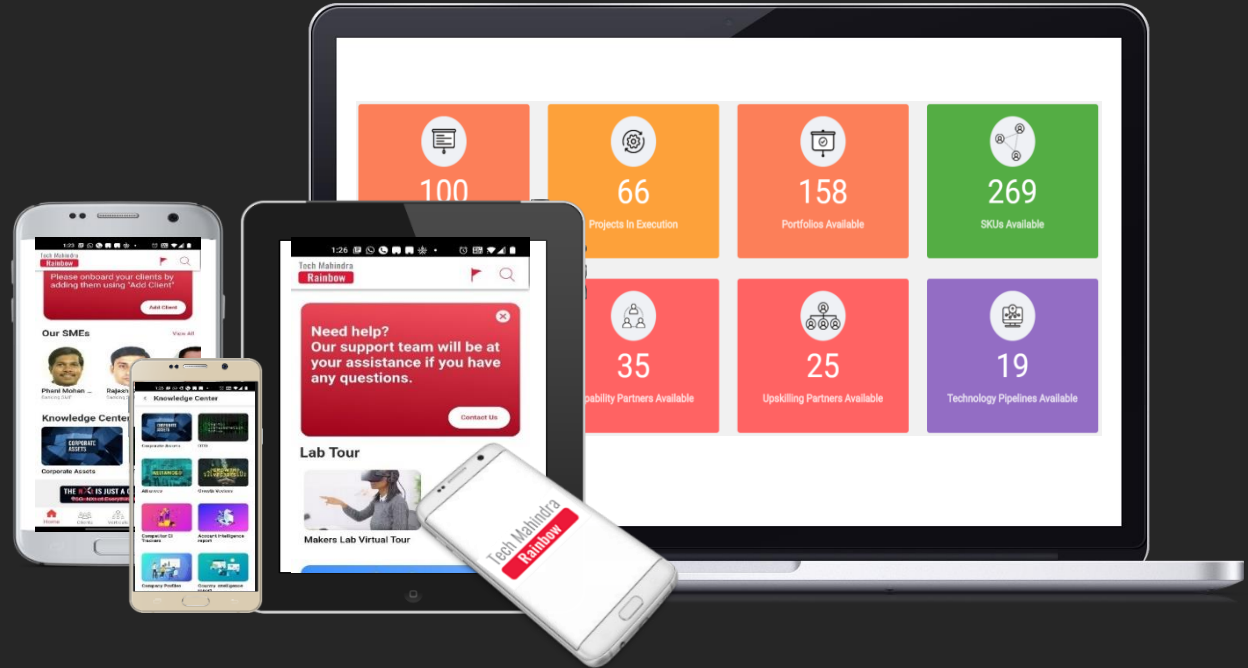
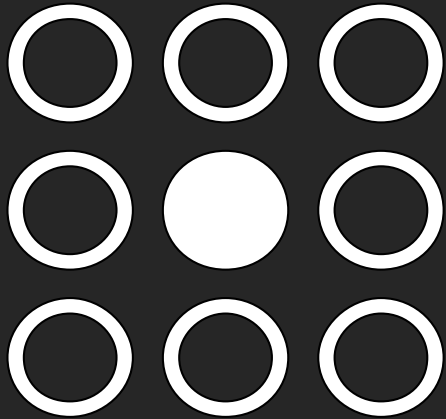
EMPOWERING OUR FRONT END WITH DATA AND AI POWERED TOOLS...



Deal Desk Client Connect
 Comp Intel CXO Tracker



CONTEXTUALIZED MARKET PENETRATION STRATEGY



T60, T300, T650

Reinforce

Retain

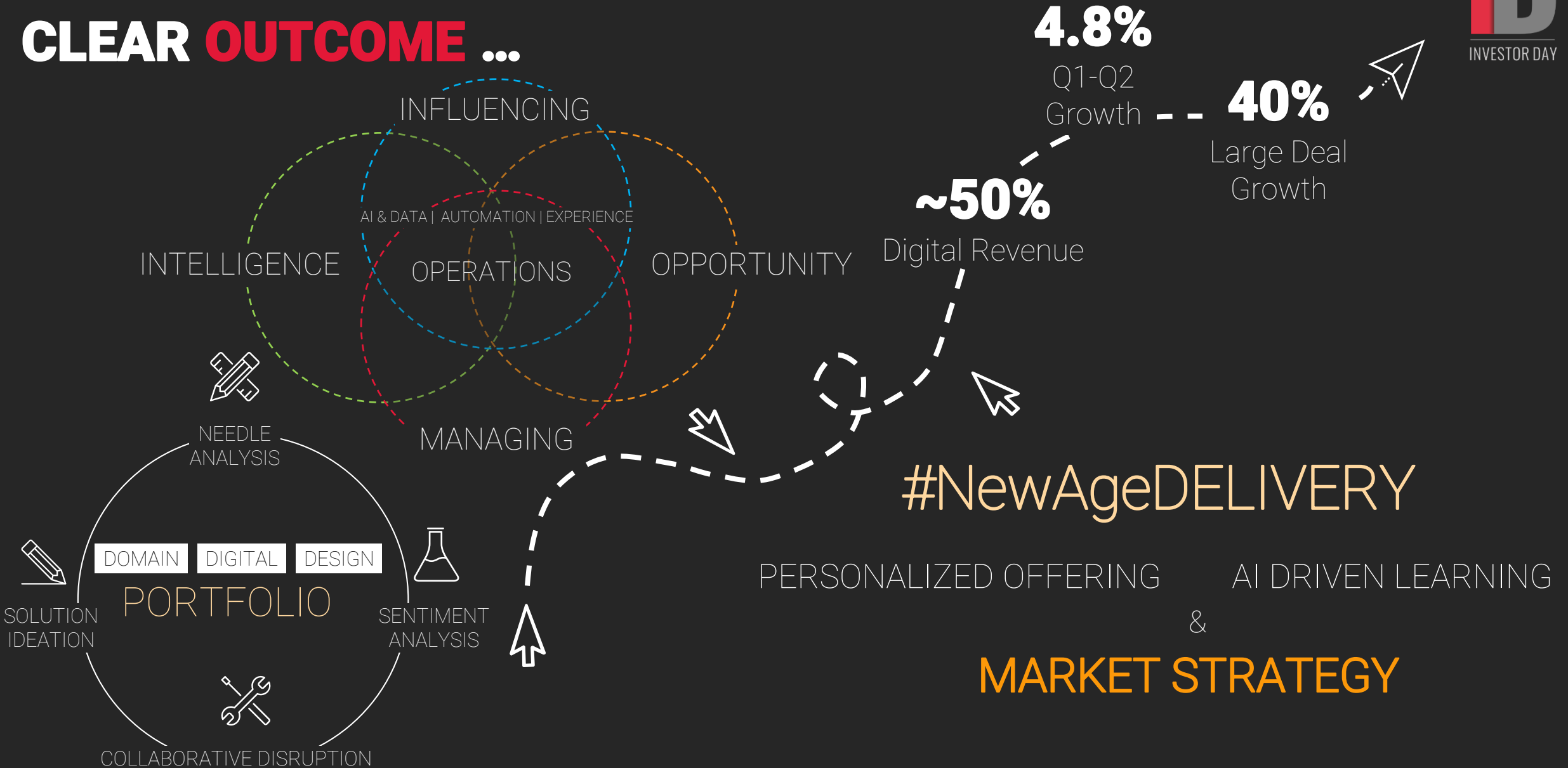
Rotate

Repurpose

Smart Insights: Knowledge Center on NXTBestOffering powered by

#NewAgeDELIVERY

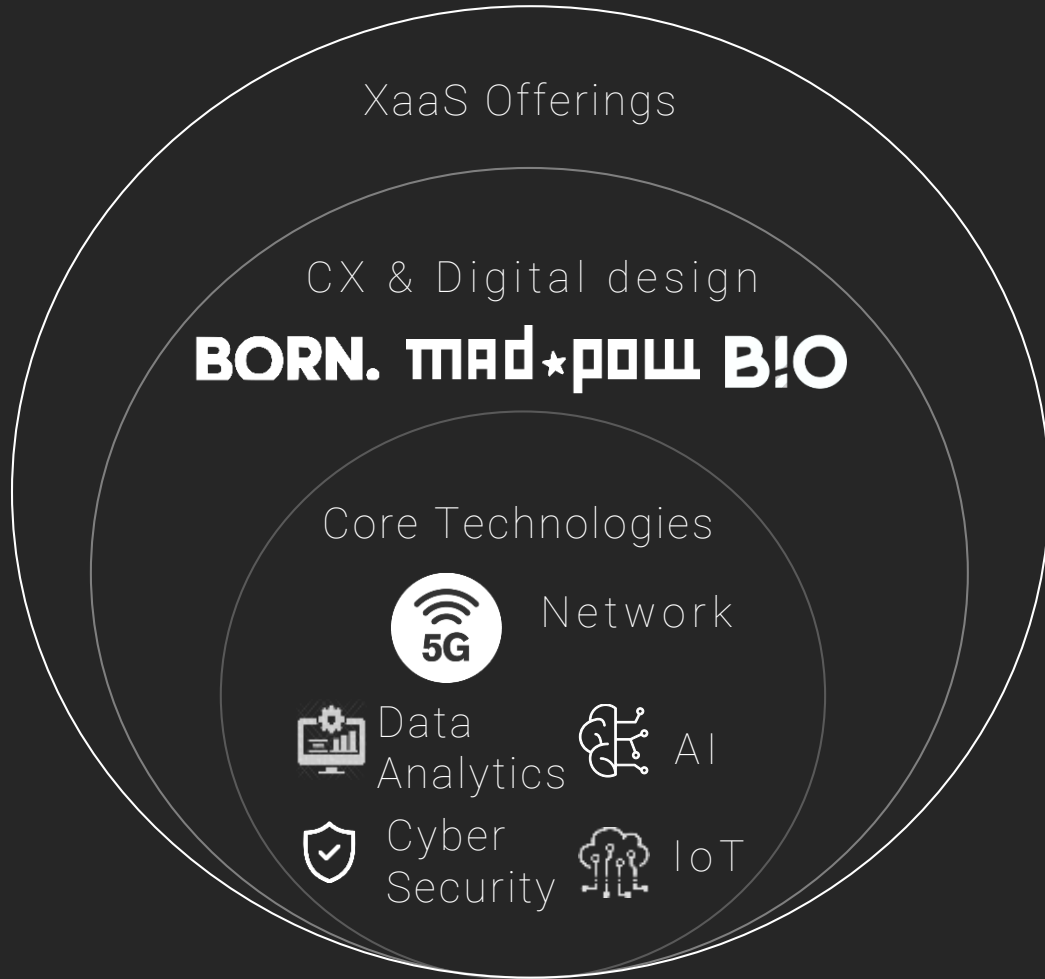
WITH DEMONSTRATION OF CLEAR **OUTCOME** ...



WE ARE ON A MISSION TO LEAPFROG TO THE FUTURE (NXT) ...AND WE ARE DOING IT NOW ... **TECHM.NXT.NOW**



MARKET TRANSFORMATION



CAPABILITY TRANSFORMATION





<p>Convergent Experiences Intelligent symphony of technology platforms & solutions</p>	<p>Design Experiences Reinvent possibilities in real and virtual world</p>	<p>Digital Experiences Transform the way individuals and enterprises live</p>
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September 18, 2019

Tech Mahindra Recognized as a Leader in Dow Jones Sustainability World Index 2019 for Fifth Consecutive Year

One of only 3 companies from India to be included in the DJSI World Index and one of the twelve Indian companies in the Emerging markets category

Amongst top 6 companies globally in the "IT services & Internet Software and Services" segment

New Delhi - September 18, 2019: Tech Mahindra, a leading provider of digital transformation, consulting and business reengineering services and solutions, has been recognized as a leader in the Dow Jones Sustainability indices (DJSI) 2019 for the fifth consecutive year. Tech Mahindra is one of three Indian companies to be included in the DJSI World Index and one of twelve Indian companies in the DJSI Emerging Markets category. The company is ranked amongst top six companies globally in the "IT services & Internet Software and Services" segment.

The DJSI ranking is a validation of Tech Mahindra's focus towards driving its sustainability agenda across environmental, social and governance parameters through specific initiatives, such as:



September 18, 2019

FORBES GLOBAL DIGITAL 100 #1 NON-US COMPANY

Amongst top 6 companies globally in the "IT services & Internet Software and Services" segment

BIGGEST RECOGNITION FOR INDIAN IT

Tech Mahindra

NXT.NOW

...is normal for us



ID
INVESTOR DAY

Tech Mahindra