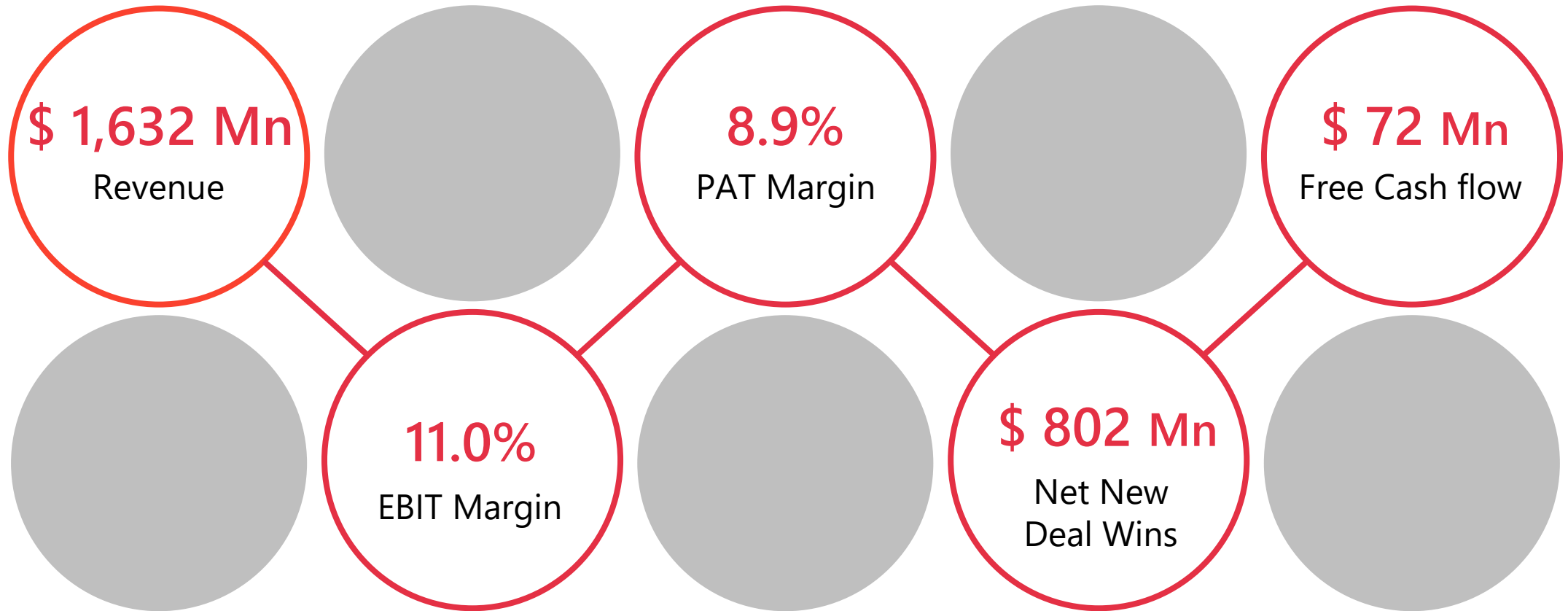


● EARNINGS PRESENTATION ● ● ● ● ● ● ● ● ● ● ● ● ● ● ●

● Q1 FY23 ● ● ● ● ● ● ● ● ● ● ● ● ● ● ●

● July 2022 ● ● ● ● ● ● ● ● ● ● ● ● ● ● ●

Q1'23 Snapshot



Business Highlights Q1 FY23



FINANCIAL



Revenue
1.5%
(3.5% cc)



EBIT %
220 bps



PAT %
350 bps



FCF to PAT %
50.2%



OPERATIONAL



Headcount
158,035
(+6,862)



IT LTM attrition
22.2%
(down 130 bps)



Utilization (incl trainees)
82.8%
(down 30 bps)



Active Customers
1262
(up by 38)



SEGMENT



CME
1.0%
(3.9% cc)



Enterprise
1.9%
(3.2% cc)



IT Services
1.4%
(3.3% cc)



BPS
2.1%
(5.1% cc)



GEOGRAPHY



Americas
4.4%
(+4.0% cc)



Europe
1.9%
(+3.9% cc)



ROW
0.4%
(+2.4% cc)

All trends are QoQ

Management Commentary

CP Gurnani
CEO, Tech Mahindra



We are starting this fiscal with a **renewed commitment towards delivering consistent organic growth**. We remain resilient and watchful given the dynamic global macro-economic environment and will continue to invest in new and emerging technologies to deliver differentiated offerings. **Our winning strategy rests on the pillars – ‘Purpose, People and Performance’** which is aiding us to **responsibly capitalize on the strong demand environment** in the market

Business Update Q1FY23

- ✓ 5G, Cloud AI-Ops continue to drive CME
- ✓ Focussed Insurance business launched
- ✓ Manufacturing @ \$1Bn run-rate

Strategy

ESG

- ✓ Ranked second with a sustainability score of 46, in the Capri Global Capital HURUN Impact 50 for SDG Goals
- ✓ Published the Integrated Annual Report for FY22



- ✓ Digital Product, Cloud Native Engg. are major trends in Insurance
- ✓ AI/ML, data engineering and experiences continues to drive global transformation demand

Customers

Operations

- ✓ Net Hiring of 6800+ people
- ✓ Quarterly Attrition has reduced sequentially
- ✓ Offshoring continues to increase

Vertical Performance: Q1'23



VERTICALS	Communications, Media & Entertainment	Banking, Financial Services & Insurance	Manufacturing	Technology	Retail, Transport & Logistics	Others
% SHARE	40.4%	16.7%	15.3%	9.7%	7.9%	10.0%
% QoQ	+1.0%	-2.9%	+3.9%	+6.4%	+5.5%	+0.2%
% YoY	+19.1%	+20.0%	+8.9%	+30.3%	+21.2%	+12.1%

Net New Deal Wins

Total **TCV** **Q1** FY23 : \$ 802Mn

Select Deals:

Selected by a **leading security services** company in Europe to transform and manage its cross functional arms through infrastructure, **cloud and application modernization** to **enhance End User experience**

Chosen by a leading financial institution in Europe to **digitally transform its end-to-end BPO + ITO services across different product divisions** and establish a more customer-centric service delivery model

Selected by a **leading Insurance Carrier in the US for Cloud transformation, End to End Infra managed services** including data center management and network services

Chosen by a telecom giant in the US to jointly scale its operations through the **co-creation of captive center** for BSS & OSS operations enabling the Telecom IT talent build-out for 5G and wireless technologies

Strategic Highlights



COLLABORATIONS

Tech Mahindra **launched AmplifAI- a suite of AI offerings** containing our platforms **GAiA**, an AI & ML Ops platform; **Sayint**, an advanced speech analytics solution and **MobiLytix**, AI-powered marketing studio to democratize & scale the deployment of AI in a responsible manner.

Tech Mahindra announced **collaboration with Keysight Technologies to certify 5G equipment in it's 5G O-RAN test lab facility** in New Jersey. This will enable the lab to perform end-to-end validation of designs developed by OEMs in compliance with ORAN alliance specifications.

Tech Mahindra has **announced a partnership with Amesto Aces AS**, to provide trained & certified Salesforce resources to its customers across Europe. Along with deep industry expertise this will help Amesto to address the current shortage of skilled resources in the region



OTHER HIGHLIGHTS

Makers Lab, R&D arm of Tech Mahindra, launched first-of-its-kind, 'Meta Village', a digital twin of Pargaon in Maharashtra to gamify learning on the Roblox platform. Using Roblox, students can learn coding in **Bharat MarkUp Language (BHAML)**, a platform built by Makers Lab to help code in native language.

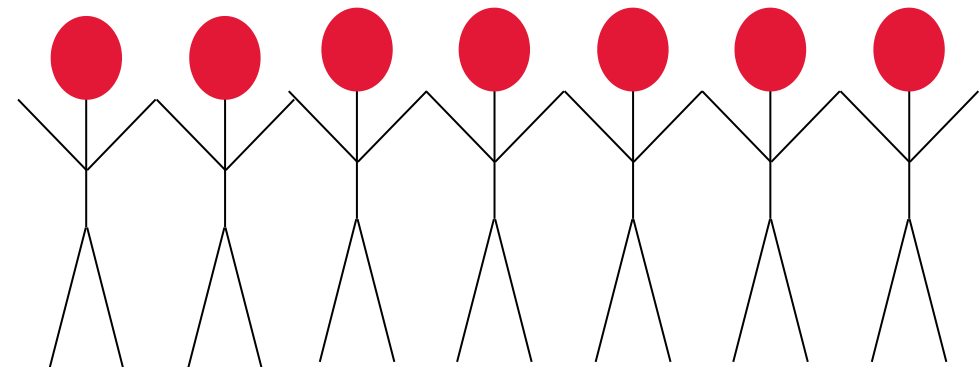
The **International Chess Federation and the All-India Chess federation strengthen** their partnership with Tech Mahindra, to provide next-generation digital fan experience by leveraging **Fan Nxt.Now**. As part of this global tie-up, Tech Mahindra will come on board as a **digital partner for the 44th edition of FIDE chess Olympiad** which will take place in India for the 1st time

People Updates

Tech Mahindra won the **Golden Peacock for HR Excellence** for the 3rd year in a row

Tech Mahindra has won the **“Most Preferred Workplace 2022-23”** at the **India Today Summit**

Improved Gender diversity from 34.1% to **34.4%**



ESG Focus: Sustainability

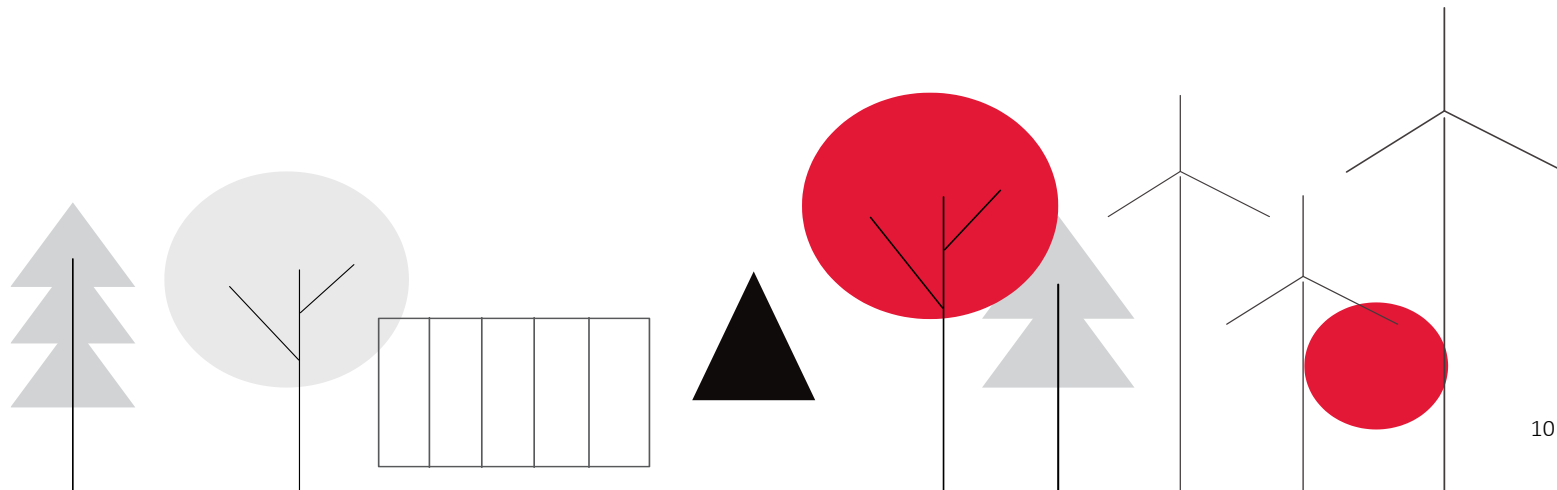
Ranked 2nd amongst the Top 35 companies in **Businessworld India's Most Sustainable Companies 2022** in this year's "The Sustainable World 2022 Summit" organized by Business World.

Ranked second with a sustainability score of 46, in the **Capri Global Capital HURUN** Impact 50 for SDG Goals

Published the **Integrated Annual Report for FY22**

Recorded healthy Sustainability savings:

- ▶ Increased **Renewable Energy** to 22.93%
- ▶ Reduced **Scope 1+2 emissions** by 10.09%
- ▶ Reduced **Energy Consumption** by 7.6%

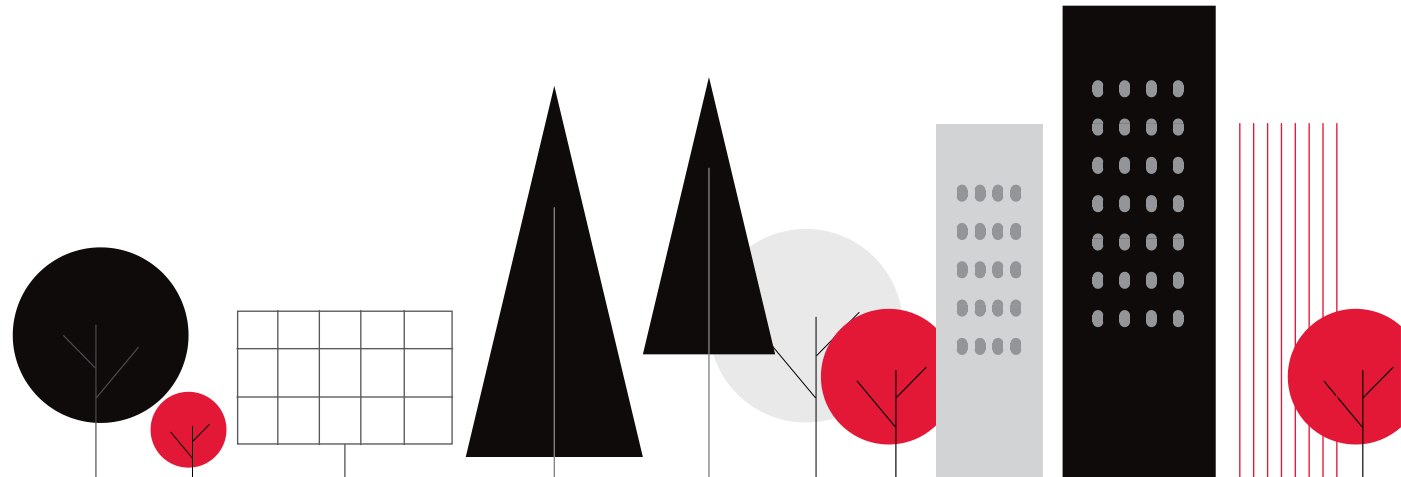


ESG Focus: Social

Students from economically challenged backgrounds studying in **our SMART Academy for Healthcare, Pune** received affiliations & training certifications from **NSDC, MSBVE** for vital technical-grade roles in medicine

A satellite Transgender Centre for beauty and wellness is recently inaugurated in Damana, Bhubaneswar, as extension of the existing training unit for Transgenders.

Pune Academy conducted **BLS upskilling workshop in 5 hospitals** including a government hospital for 200+ participants



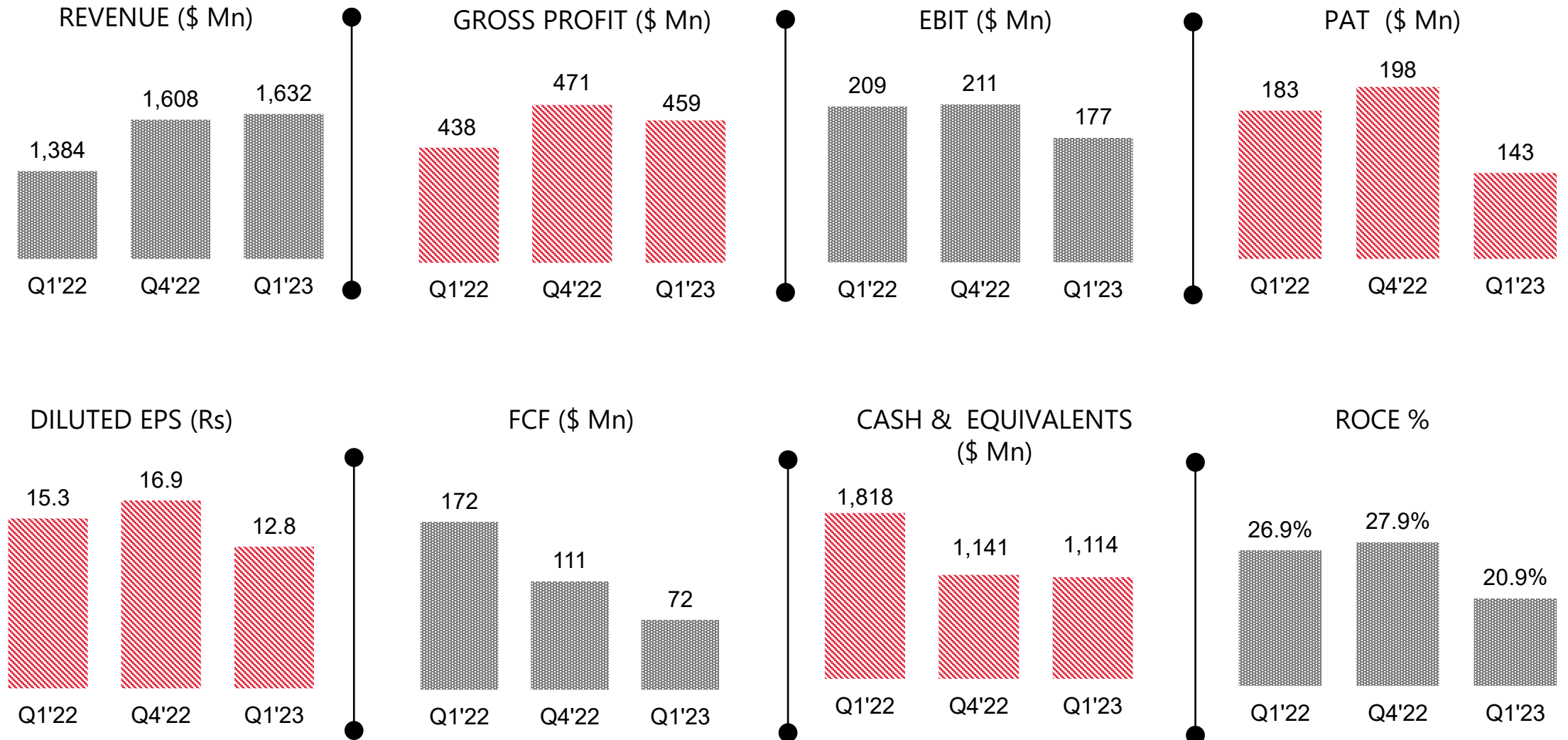
Management Commentary

Rohit Anand
CFO, Tech Mahindra

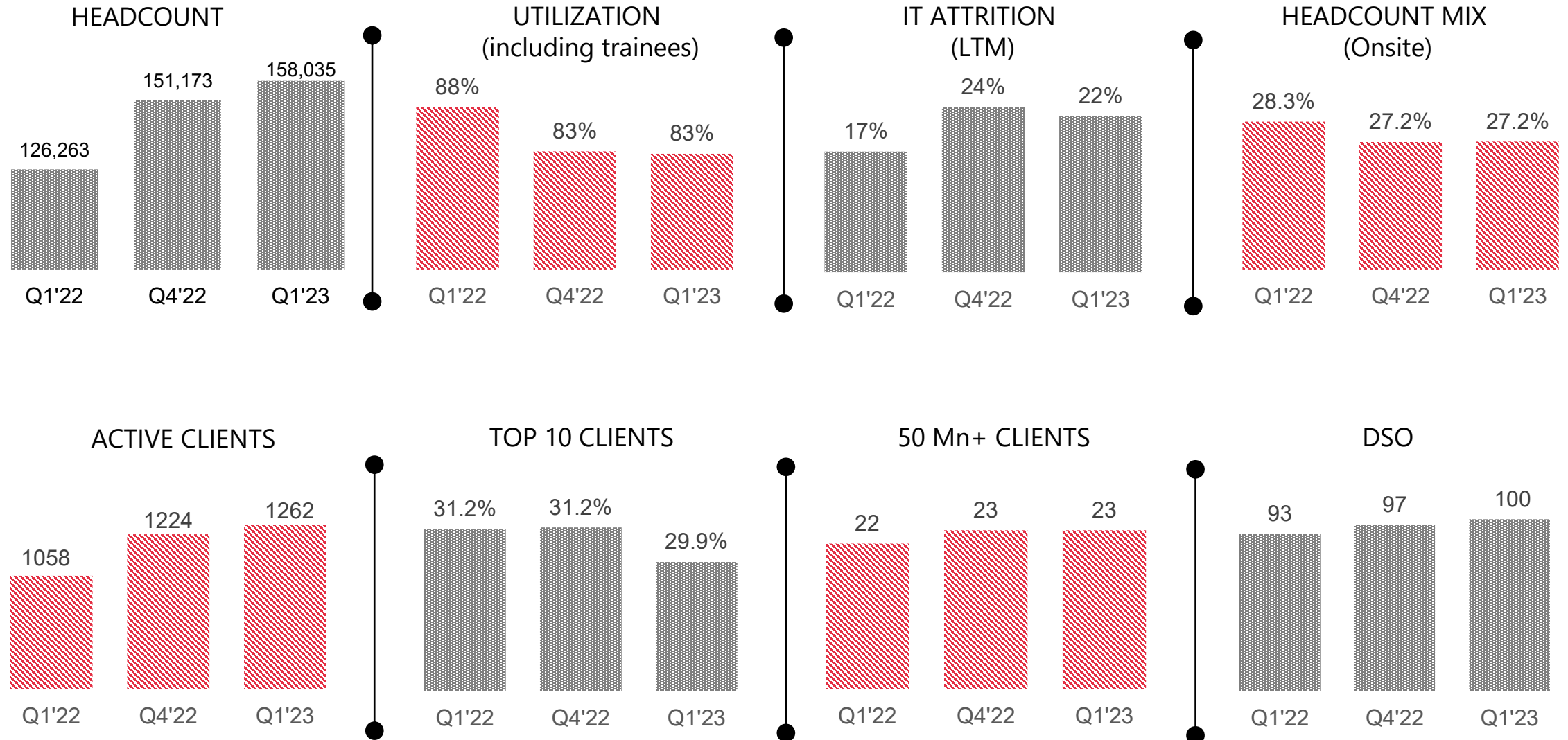


Delivery transformation, cost optimization and cash conversion will be key focus areas, as we continue to offset the strong supply side headwinds in the market. We aim to **expand our profitability through operational excellence** and improved operating metrics over the course of FY'23.

Financial Snapshot: Q1'23



Operational Snapshot: Q1'23



Other financial highlights



CASH CONVERSION

- ✓ Free cash flow at \$ 71.6 Mn, conversion to PAT at 50.2%
- ✓ DSO @100 days in Q1 FY23 compared to 97 days in Q4 FY22, largely driven by currency impact



TREASURY

- ✓ Hedge book at \$ 2,275 Mn compared to \$ 2,233 Mn in Q4 FY22
- ✓ USD / INR Q1 FY23 average exchange rate at 77.68, depreciation of 3.2% QoQ and depreciation of 5.4% YoY.



OTHERS

- ✓ Tax rate at 22.8% in Q1 FY23, compared to 17.5% in Q4 FY22

Financial Summary: Q1'23

in \$ Mn	Q1'23	QoQ	YoY
Revenue	1,632	1.5%	18.0%
EBIT	177	-16.2%	-15.3%
<i>EBIT %</i>	11.0%		
Other Income	16	-62.9%	-59.6%
Miscellaneous + Interest Income	9		
Exchange Gain/(Loss)	7		
Profit Before Tax	188	-24.0%	-22.7%
Provision for tax	43		
Profit After Tax	143	-28.0%	-22.0%
<i>PAT %</i>	8.9%		
EPS (Basic) in Rs	12.84		
EPS (Diluted) in Rs	12.78		