Enabling multiple businesses across sectors and countries to Rise...

Mahindra & Mahindra

<table>
<thead>
<tr>
<th>People</th>
<th>Companies</th>
<th>Industries</th>
<th>Countries</th>
<th>Sectors</th>
</tr>
</thead>
<tbody>
<tr>
<td>260K</td>
<td>150+</td>
<td>22</td>
<td>100+</td>
<td>17</td>
</tr>
</tbody>
</table>

4 Core Business
- Automotive
- Farm
- Information Technology

9 Growth Gems
- Logistics
- Real Estate
- Sustainability
- Home Finance
- Aero & Defense

4 Digital Business
- First Cry
- Car & Bike
- Porter
- Digi Fin Company
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.

Core Values

Professionalism | Good Corporate Citizenship | Customer First | Quality Focus | Dignity of the Individual
Connected World.
Connected Experiences.
## Our Portfolio of SERVICES

<table>
<thead>
<tr>
<th>Infrastructure &amp; Cloud Services</th>
<th>Enterprise Security and Risk Management Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Engineering Services</td>
<td>Business Process Services</td>
</tr>
<tr>
<td>Application Services</td>
<td>Business Excellence Services (Consulting)</td>
</tr>
<tr>
<td>Data Analytics</td>
<td>Product Engineering</td>
</tr>
<tr>
<td>Network Services</td>
<td>Enterprise of Future</td>
</tr>
<tr>
<td>Testing Services</td>
<td>P2PR</td>
</tr>
<tr>
<td>Performance Engineering</td>
<td></td>
</tr>
</tbody>
</table>
Building an Organization Of The Future,  
THE TIME IS NOW.
With Our Strategy: **NXT.NOW™**

1. **Trends**
   1. Exponentiality Of Content
   2. Explosion Of Intelligent Devices
   3. Power Of New Technologies

2. **Big Bets**
   1. Human Centered Experience.NXT
   2. Business.NXT
   3. Platforms.NXT
   4. Cloud.NXT

3. **Objectives**
   - Run Better
   - Change Faster
   - Grow Greater
Future of Services is **NXT.NOW™**

**XAAS OFFERINGS**

- CX, HUMAN-CENTRED EXPERIENCES AND DIGITAL DESIGN
- CORE TECHNOLOGIES
- CLOUD
- ARTIFICIAL INTELLIGENCE
- IoT
- CYBER SECURITY
- BLOCKCHAIN

+ 5G

+ For Communications
+ For Ecosystem
+ For Enterprise

- Communications
- Banking, Financial Services & Insurance
- Manufacturing
- Hi-Tech
- Healthcare & Life Sciences
- Retail, CPG & Others
Future of Services is **NXT.NOW™**

**Leading products and software capabilities**

- Experience of executing 250+ hybrid cloud projects...
- End-to-end offerings suite from Advisory to Apps...
- ...supplemented by cloud consulting capabilities...

**Natural partners of choice on 5G for CME & Entertainment.**

- Modernizing networks for 25+ years
- ...with 12/ top 20 global CSPs
- Industry-first solutions in NetOps.AI (with AWS) and 5G Lab as a Service

**Distinctive Creative, Content & Commerce capabilities**

- Industry leading design and CX ...
- ... BPS.NXT for CX led Business operations

*representative list of verticals*
Natural Progression + Adaptive Evolution

The New NXT is all under one roof

CX  SX  PX  TX  DX  IX  OX
Customer Experience  Service Experience  Physical Experience  Technology Experience  Data Experience  Industry Experience  Operations/Process Experience

HUMAN CENTERED EXPERIENCES
Creating VALUE

### Revenue

<table>
<thead>
<tr>
<th>Quarter</th>
<th>USD Mn</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 FY23</td>
<td>1632</td>
</tr>
<tr>
<td>Q2 FY23</td>
<td>1638</td>
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<tr>
<td>Q3 FY23</td>
<td>1668</td>
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<tr>
<td>Q4 FY23</td>
<td>1668</td>
</tr>
<tr>
<td>Q1 FY24</td>
<td>1601</td>
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### EBITDA

<table>
<thead>
<tr>
<th>Quarter</th>
<th>USD Mn</th>
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<tr>
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<td>239</td>
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<tr>
<td>Q2 FY23</td>
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<td>Q3 FY23</td>
<td>260</td>
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<td>Q4 FY23</td>
<td>245</td>
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<tr>
<td>Q1 FY24</td>
<td>163</td>
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### PAT

<table>
<thead>
<tr>
<th>Quarter</th>
<th>USD Mn</th>
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<tbody>
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<td>Q1 FY23</td>
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<tr>
<td>Q2 FY23</td>
<td>159</td>
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<td>Q3 FY23</td>
<td>157</td>
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<td>Q4 FY23</td>
<td>136</td>
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<tr>
<td>Q1 FY24</td>
<td>84</td>
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</table>

### FCF

<table>
<thead>
<tr>
<th>Quarter</th>
<th>USD Mn</th>
</tr>
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<tbody>
<tr>
<td>Q1 FY23</td>
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</tr>
<tr>
<td>Q2 FY23</td>
<td>253</td>
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<tr>
<td>Q3 FY23</td>
<td>31</td>
</tr>
<tr>
<td>Q4 FY23</td>
<td>142</td>
</tr>
<tr>
<td>Q1 FY24</td>
<td>106</td>
</tr>
</tbody>
</table>
With Deep Capabilities
ACROSS VERTICALS & GEOGRAPHIES

Q1 FY24
- CME, 37.8%
- BFSI, 16.1%
- Technology, 10.7%
- Manufacturing, 16.9%
- Retail, Transport & Logistics, 7.9%
- Others, 10.6%

Q1 FY24
- Americas, 51.4%
- Europe, 24.6%
- Rest of World, 24.0%
Driving business results
With emphasis on ESG
Our Programs & Initiatives

- **Implemented internal Carbon Price**
- **Signatory to Business Ambition of 1.5°C**
- **Member of 1.5°C Supply Chain Leaders by Exponential Roadmap Initiative (ERI)**
- **Renewable Energy sourcing is 21.2%**
- **Published Integrated Annual Report assured by KPMG aligned to GRI standards and TCFD, CDSB, SASB and IIRC framework**

- **SBTi approved emission targets**
- **Supply Chain audits & assessment for 115+ key suppliers on ESG aspects**
- **Conducted Capacity Building Workshop for our 165+ key suppliers on Sustainability practices**
- **Programs with Customers for making Supply Chain Sustainable**
- **Co-creating solutions with Customers and partners to solve Sustainability issues**

- **Developing Green Solutions for Customers**
- **Signatory to UNGC**
- **3.7 million square feet of area of our campuses is Green Building certified**
- **Supporters of TCFD and Caring for Climate**
- **Developed roadmap to become Carbon Neutral by 2030**
Tech Mahindra emphasizes best corporate governance practices, ensuring that global best practices are followed across levels of the organisation. There are 6 Independent Non-executive Board members, half of which are women.
Thank You

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