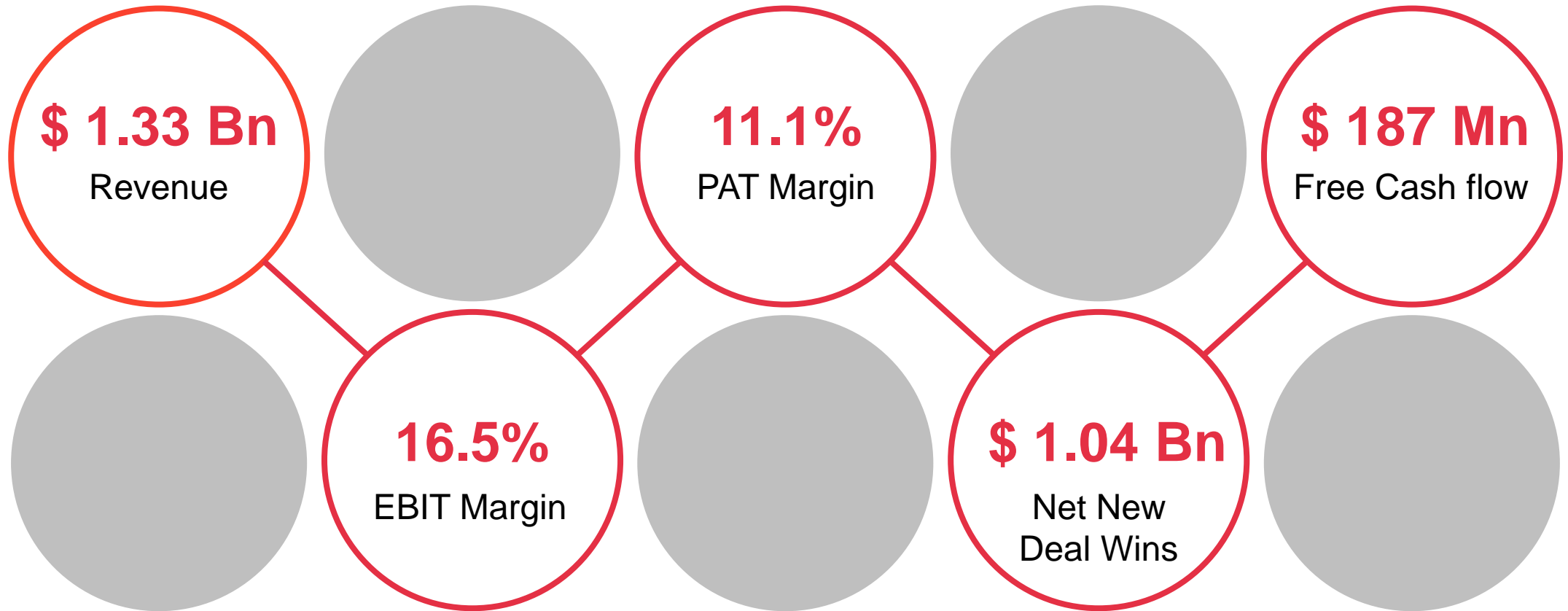


- EARNINGS PRESENTATION ● ● ● ● ● ● ● ● ● ● ● ● ● ●
- Q4 FY21 ● ● ● ● ● ● ● ● ● ● ● ● ● ●
- April 2021 ● ● ● ● ● ● ● ● ● ● ● ● ● ●

Q4'21 Snapshot



Business Highlights



FINANCIAL

Revenue
1.6%



EBIT %
60 bps



PAT %
250 bps



FCF to PAT %
127%



OPERATIONAL

Headcount
121,054
(-847)

IT LTM attrition
13.3%
(up 1.3 pp)



Utilization (incl trainees)
87.4%
(40 bps)



Active Customers
1007
(up by 10)



SEGMENT

Communications
1.4%



Enterprise
1.8%



IT Services
1.7%



BPS
0.8%



GEOGRAPHY

Americas
1.3%



Europe
2.0%

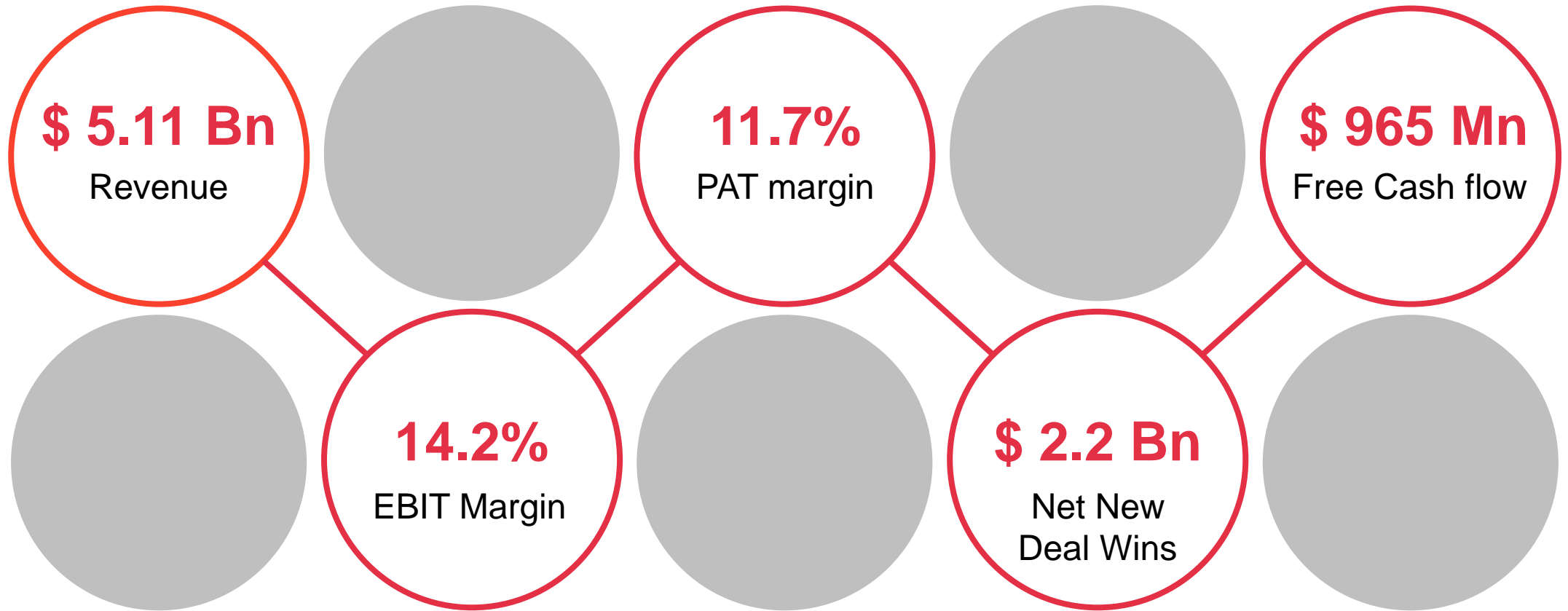


ROW
6.2%



All trends are QoQ

FY21 Snapshot



Business Highlights



FINANCIAL

Revenue
↓ 1.4%

EBIT %
↑ 260 bps

PAT %
↑ 80 bps

FCF to PAT %
162%



OPERATIONAL

Headcount
121,054
(-4182)

IT LTM attrition
↑ 13.3%
(down 5.8 pp)

Utilization (incl trainees)
↑ 85.4%
(310 bps)

Active Customers
↑ 1007
(up by 34)



SEGMENT

Communications
↓ 6.0%

Enterprise
↑ 1.9%

IT Services
↓ 2.2%

BPS
↑ 7.1%



GEOGRAPHY

Americas
↓ 2.6%

Europe
↓ 4.9%

ROW
↑ 4.8%

All trends are FY to FY

Management Commentary



CP Gurnani
CEO, Tech Mahindra



Our continued focus on cutting-edge technologies has expanded client engagement with **large deal wins** this quarter. We are witnessing a **strong demand acceleration** and are committed towards delivering a next-level human-centered **experience of the future, Now**. The **health and wellness** of our associates, and community at large, continues to be our prime focus, as we navigate through this pandemic together.



Business Update

- ✓ Human Centered Experience through **Nxt.Now**
- ✓ **Large Deal** conversions accelerating
- ✓ Focus verticals - **Manufacturing, BFSI, Comms** with steady growth

Strategy

ESG

- ✓ **Gold rating** with 94 percentile by **EcoVadis**
- ✓ Tech Mahindra Foundation has **touched over 20 lakh lives** through 355 COVID relief programs.



- ✓ Continued acceleration towards **Cloud, digital transformation, AI and Security**
- ✓ Engagements with **Hyperscalers, SaaS** & disruptive **OEMs**

Customers

Operations

- ✓ **Record cash flow** generation this year
- ✓ **Quarterly profitability** at a multi-year high
- ✓ Wage Hikes announced

Vertical Performance: Q4'21



VERTICALS	Communications	Manufacturing	Technology, media & entertainment	Banking, financial services & insurance	Retail, transport & logistics	Others
% SHARE	39.6%	16.3%	9.3%	16.5%	7.5%	10.8%
% QoQ	+1.4%	+1.9%	+0.5%	+4.9%	-3.2%	+1.7%
% YoY	-0.2%	-5.2%	+27.8%	+10.3%	+6.2%	-3.4%

Vertical Performance: FY'21



VERTICALS	Communications	Manufacturing	Technology, media & entertainment	Banking, financial services & insurance	Retail, transport & logistics	Others
% SHARE	39.7%	16.4%	9.4%	16.2%	7.6%	10.9%
% YoY	-6.0%	-10.6%	+20.0%	+17.5%	+7.6%	-11.4%

Net New Deal Wins



Won a **digital transformation deal** with **Telefonica Germany** to deliver faster product launches

Chosen by a European headquartered Food & Beverage chain to digitally **transform its core operations, enhance customer experience**

Won a deal with Global leading **Hyperscaler** and Technology company **for customer experience management**

Engaged by one of the leading American network equipment providers as a **cloud transformation partner**

Strategic Highlights



COLLABORATIONS

Tech Mahindra and **Celonis**, the global leader in Execution Management Systems (EMS) have **launched frictionless contact center BPO** transformation solution.

Achieved **SAP expertise** on Google cloud, demonstrating success in building customer solutions by leveraging **Google Cloud Platform (GCP)**.

Partnered with **ThoughtSpot**, the leader in search and **AI-driven analytics to offer scalable and AI-Driven analytics** for business insights.



SOLUTIONS & RECOGNITIONS

launched '**CLOUDEFENDER**' – a new cloud-based attack mitigation service, powered by Radware, a leading provider of cyber security and application delivery solutions.

Launched first-of-its-kind **phygital (physical and digital) Global Chess League**.

Tech Mahindra featured amongst **Forbes Top 50 Organizations in Blockchain** for 2021.

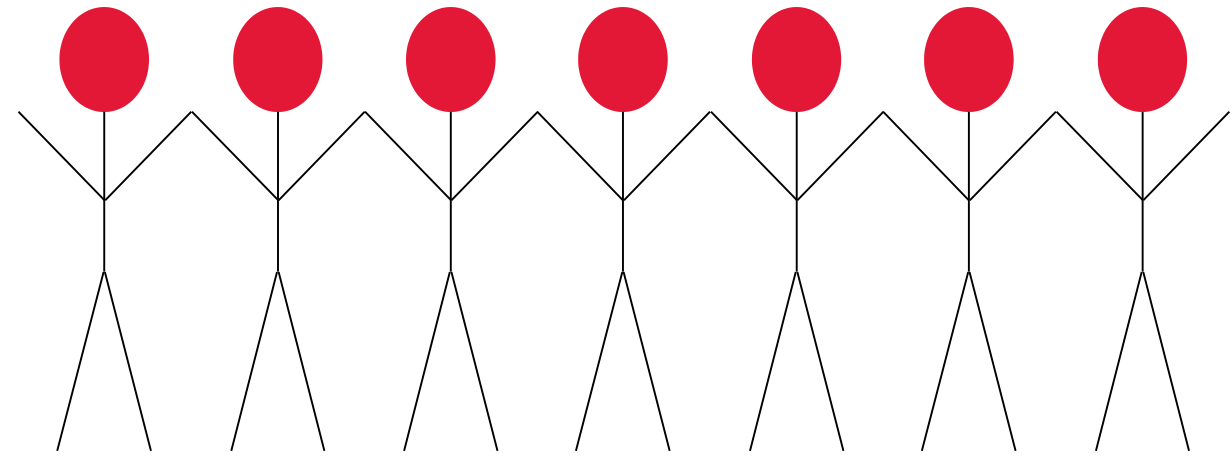
People Updates

TechM has been declared as '**Dream Company to work** for' by World HRD Congress.

Emerged Winners for **Learning Technology and Technology** in HR categories at the BusinessWorld HR Excellence Awards 2021.

TechM to **cover Vaccination Cost** for all employees and families, Also launched **dedicated Vaccination Programs** launched for Employees alongwith hospitals in major locations.

Massive **multi-skilling and upskilling of workforce** in FY21 through New Age Learning Platform.



ESG Focus: Sustainability

Awarded **Gold rating**
with 94 percentile by
EcoVadis.

Received the **Bronze**
Class distinction and
included in the '**S&P**
Global 2021 edition of
The **Sustainability**
Yearbook.

Amongst the '2021
Global 100 Most
Sustainable
Corporations' by
Corporate Knights.

Included in the Carbon
Disclosure Project (**CDP**)
Supplier Engagement
Leader board 2020.

ESG Focus: Social

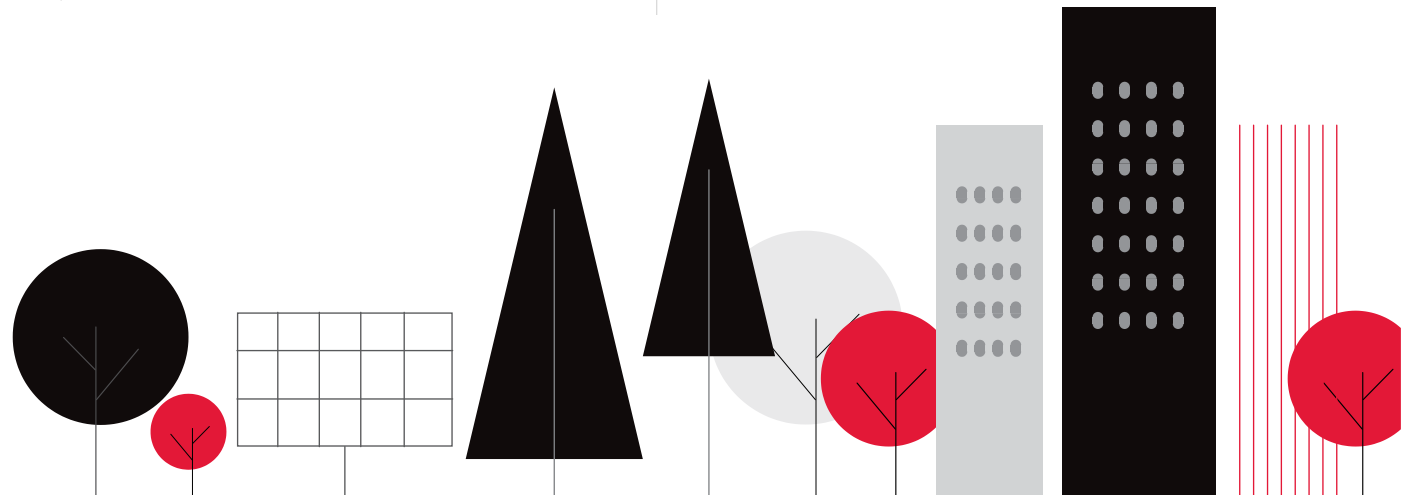
Tech Mahindra Foundation has **touched over 20 lakh lives** through 355 COVID relief programs.

CII Award for **CSR & COVID Relief Initiatives** for 2020-2021.

Distributed close to **400 tabs to children with disabilities** in its ARISE+ partner schools.

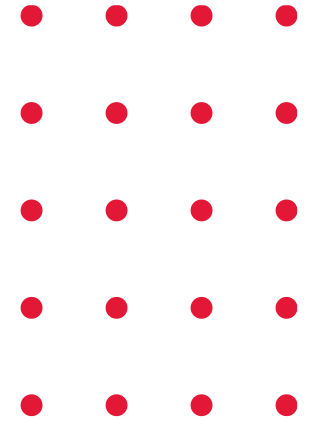
Tech Mahindra Foundation through its **digital teacher training initiatives** reached out to **~6000 teachers** in FY21.

Tech
Mahindra
FOUNDATION



Management Commentary

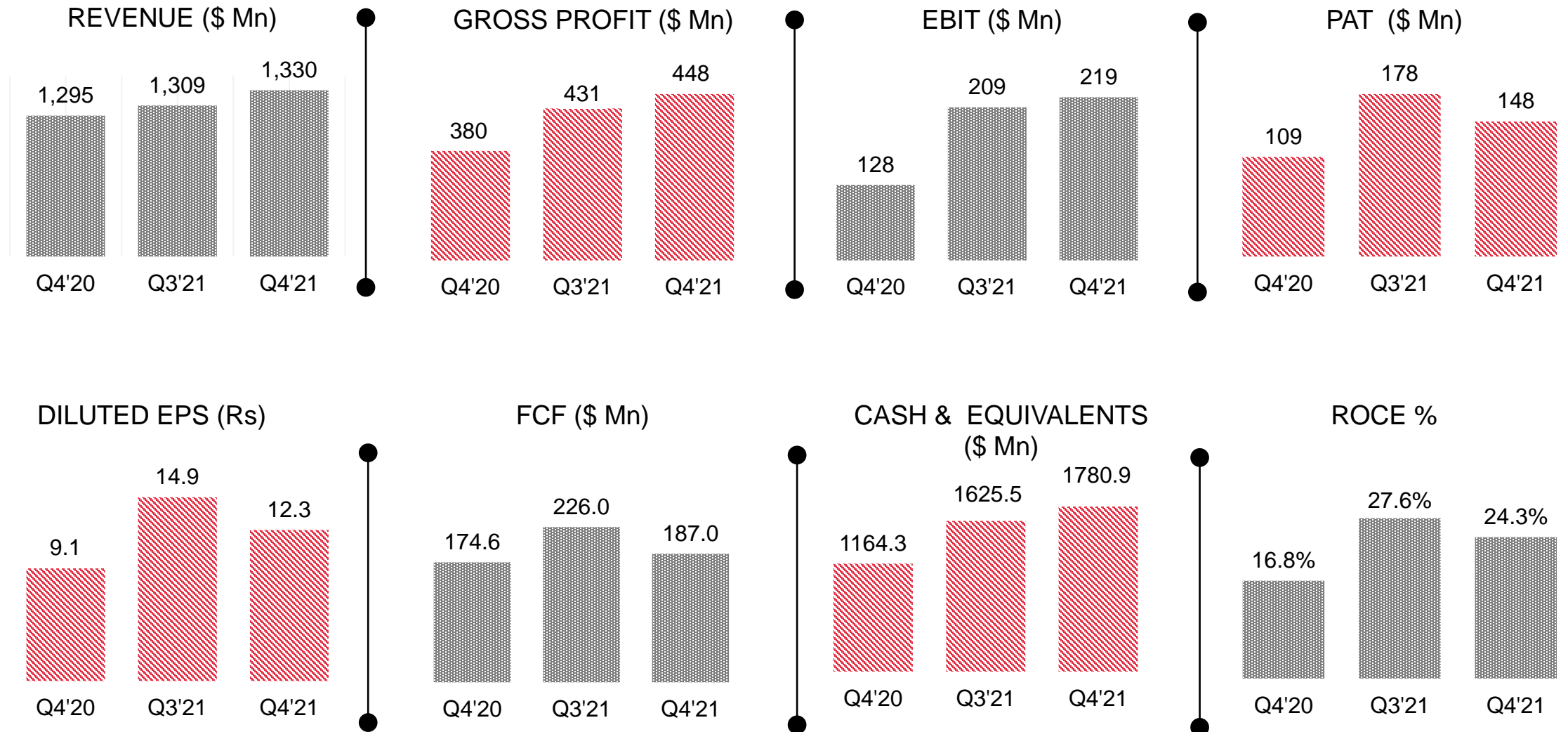
Milind Kulkarni
CFO, Tech Mahindra



We have witnessed **substantial margin improvement** and **cash flow generation** this year. Our focus on delivery transformation will continue, as we increasingly witness a **structural shift towards digital** to adapt to the new normal. We are positioned uniquely to gain from this shift, while **improving our financial and operating metrics** going forward.

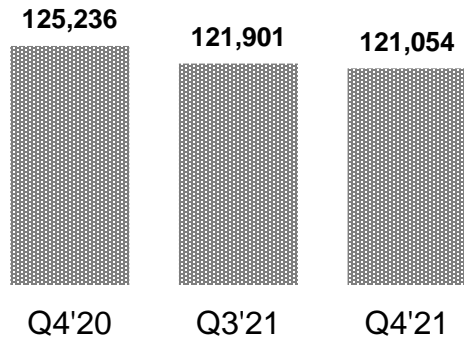


Financial Snapshot: Q4'21

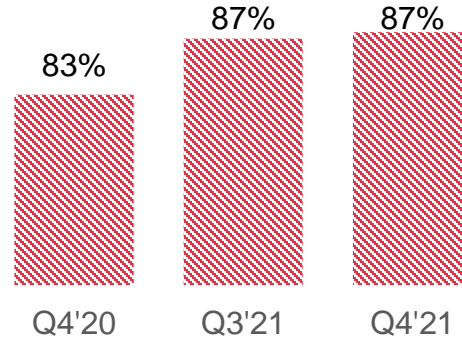


Operational Snapshot: Q4'21

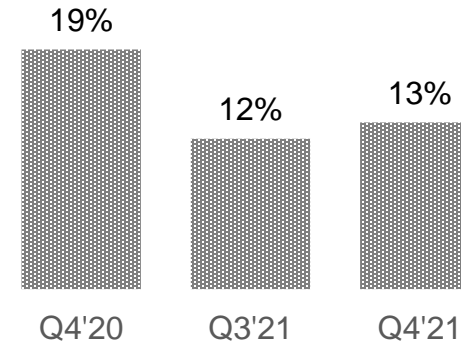
HEADCOUNT



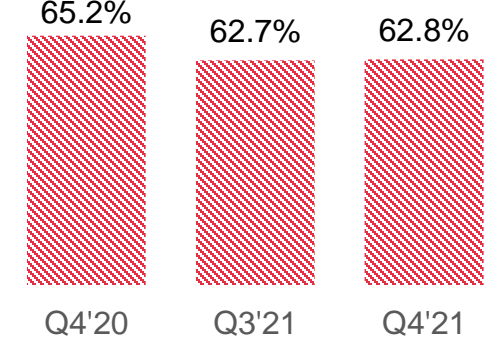
UTILIZATION (including trainees)



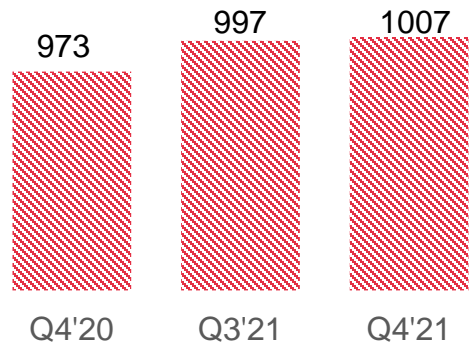
ATTRITION



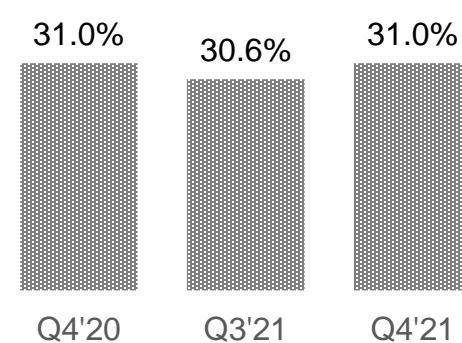
REVENUE MIX (Onsite)



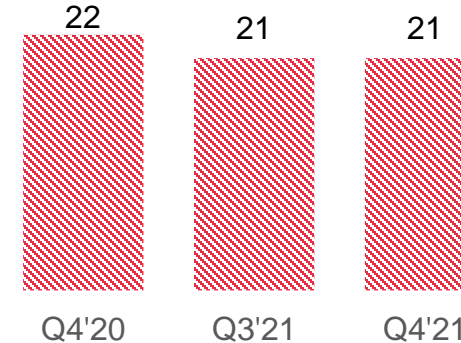
ACTIVE CLIENTS



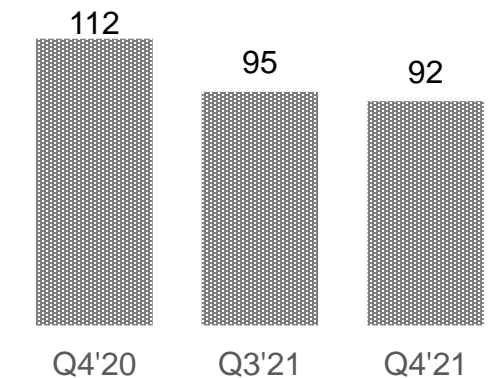
TOP 10% CLIENTS



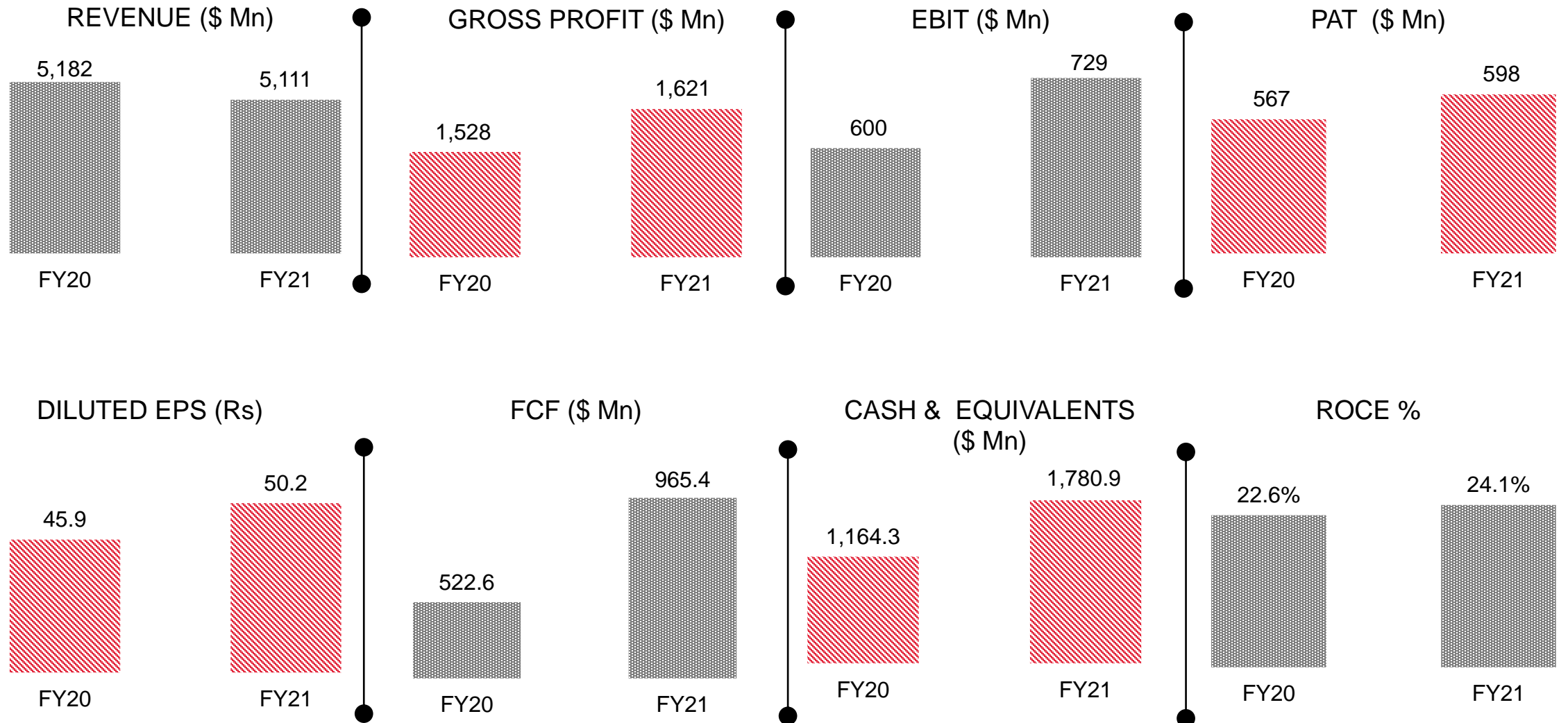
50 Mn+ CLIENTS



DSO



Financial Snapshot: FY21



Operational Snapshot: FY21



Other financial highlights



CASH CONVERSION

- ✓ Free cash flow at \$ 187 Mn, conversion to PAT at 127%.
- ✓ FY21 FCF at \$ 965 Mn, highest every FCF generation for the Company.
- ✓ DSO @ 92 days compared to 95 days in Q3 FY21, lowest till date.



TREASURY

- ✓ Hedge book at \$ 2.01 Bn compared to \$ 2.17 Bn in Q3 FY21.
- ✓ USD / INR Q4 FY21 average exchange rate at 73.18, appreciation of 0.8% QoQ and depreciation of 0.2% YoY.
- ✓ USD/INR for FY21 average exchange rate at 74.10, depreciation of 4.3% from FY20.



OTHERS

- ✓ Tax rate at 32.4% in Q4 FY21, compared to 24.8% in Q3 FY21 because of one-offs.
- ✓ FY21 Tax rate at 26.9% compared to 22.9% in FY20.

Capital Allocation

CAPITAL RETURN

- Announced **Final Dividend of Rs 15/ Share** and **Special Dividend of Rs 15/ Share**.
- **Total Dividend** (Final and Special) for FY21 is **Rs 45/ Share**, highest annual dividend.
- Total Payout Ratio for FY21 is highest for the company ever.

MERGERS & ACQUISITIONS

- Tech Mahindra **acquires 70% stake in Perigord Asset Holdings Ltd** to augment expertise in the global pharmaceutical, healthcare and life science (HLS) sectors
- Tech Mahindra **acquires 100% stake DigitalOnUs** stake to strengthen cloud-native development, hybrid cloud infrastructure and SRE(Site Reliability Engineering) automation
- Tech Mahindra acquires **100% stake in EventUs Solutions Group** to bolster capabilities in Contact Center Consulting and Customer Experience (CX)
- All transactions are subject to customary regulatory approvals

Financial Summary: Q4'21

in \$ Mn	Q4 FY 21	QoQ	YoY
Revenue	1329.6	1.6%	2.7%
EBIT	219.0	5.0%	70.8%
<i>EBIT %</i>	16.5%		
Other Income	4.4	-85.2%	-88.4%
Miscellaneous + Interest Income	13.0		
Exchange Gain/(Loss)	(8.6)		
Profit Before Tax	210.8	-9.4%	61.4%
Provision for tax	68.3		
Profit After Tax	147.7	-16.9%	35.5%
<i>PAT %</i>	11.1%		
EPS (Basic) in Rs	12.37	-17.4%	34.3%
EPS (Diluted) in Rs	12.26	-17.6%	34.1%

Financial Summary: FY21

in \$ Mn	FY 21	YoY
Revenue	5,111.1	-1.4%
EBIT	729.0	21.5%
<i>EBIT %</i>	<i>14.3%</i>	
Other Income	105.0	-37.3%
Miscellaneous + Interest Income	92.4	
Exchange Gain/(Loss)	12.6	
Profit Before Tax	803.8	13.0%
Provision for tax	216.2	
Profit After Tax	597.8	5.5%
<i>PAT %</i>	<i>11.7%</i>	
EPS (Basic) in Rs	50.64	9.6%
EPS (Diluted) in Rs	50.19	9.5%

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