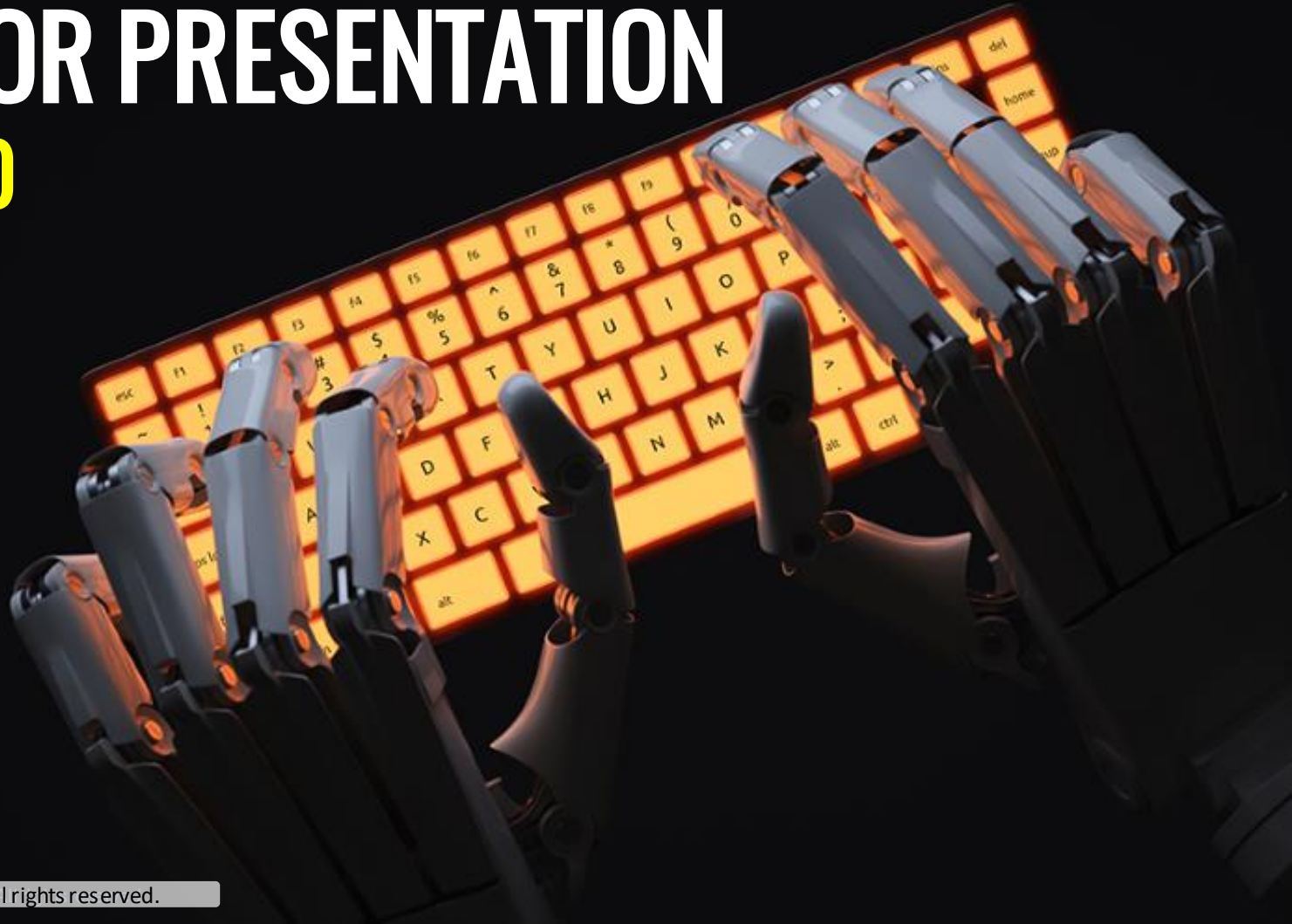


INVESTOR PRESENTATION


May 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™.



The background of the slide is a photograph of a young girl in a school uniform (purple dress over a white shirt) with a red hair tie, touching the chrome grille of a white Mahindra SUV. The SUV is parked outdoors on a dirt road with trees in the background.

Mahindra
Rise.

\$21 bn Revenue

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

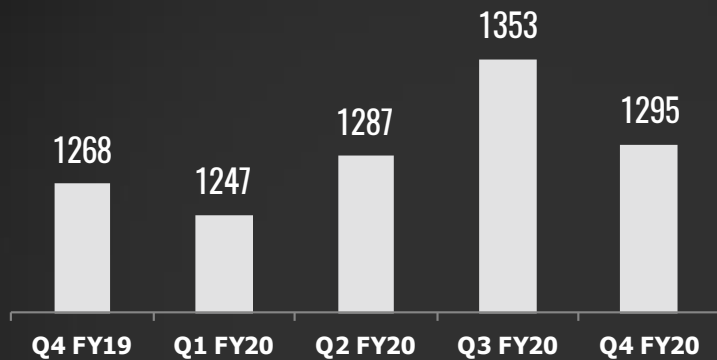
Professionalism
Good Corporate Citizenship
Customer First
Quality Focus
Dignity of the Individual



CREATING VALUE

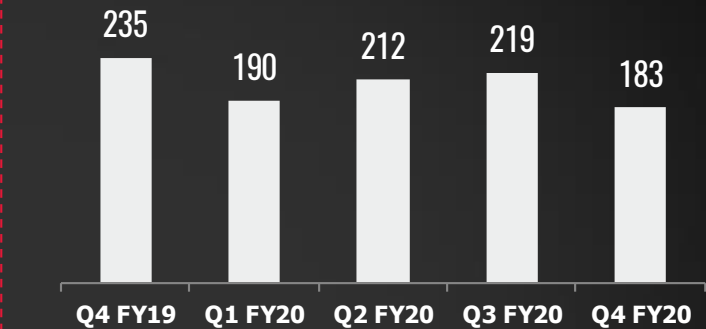
Revenue

USD Mn



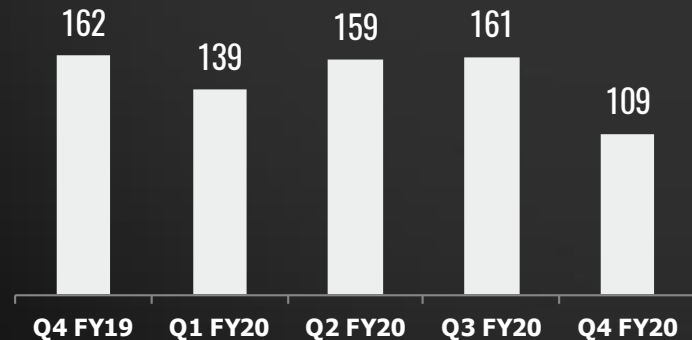
EBITDA

USD Mn



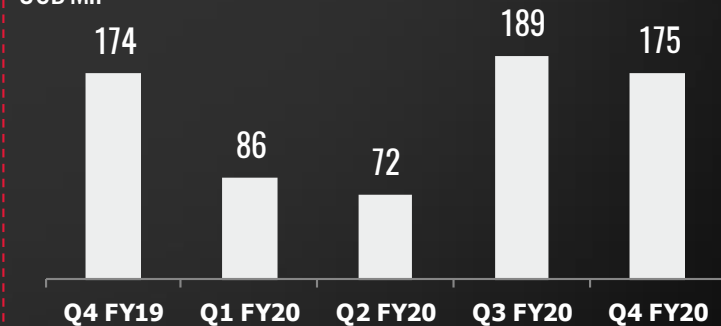
PAT

USD Mn

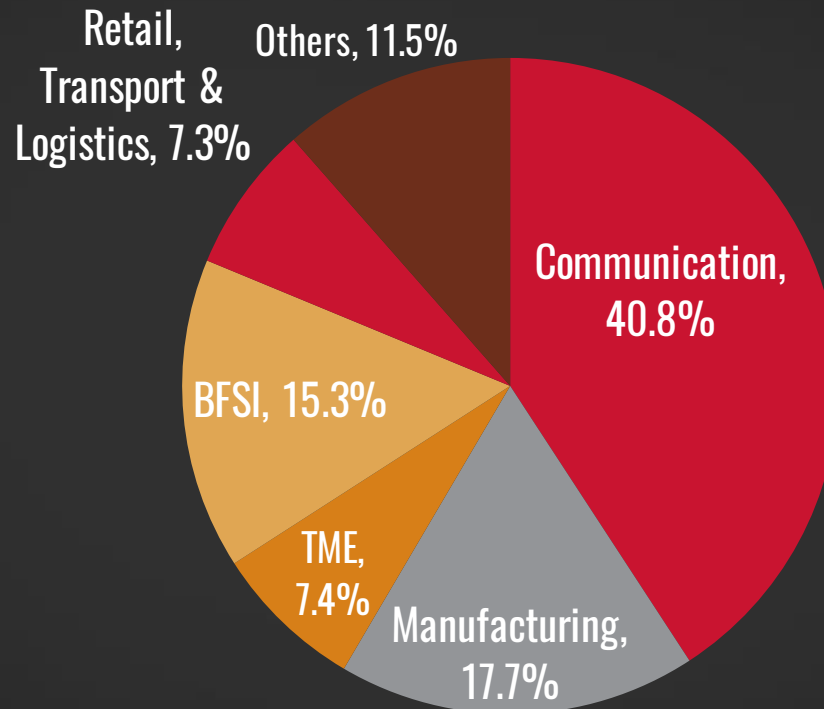


FCF

USD Mn



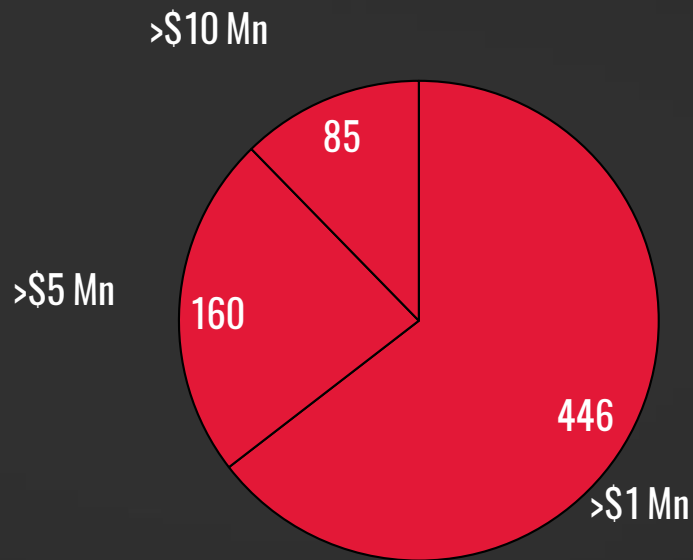
DEEP CAPABILITIES ACROSS VERTICALS



Q4 FY 20

DE-RISKING OUR FUTURE

Diversified client base



Q4 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

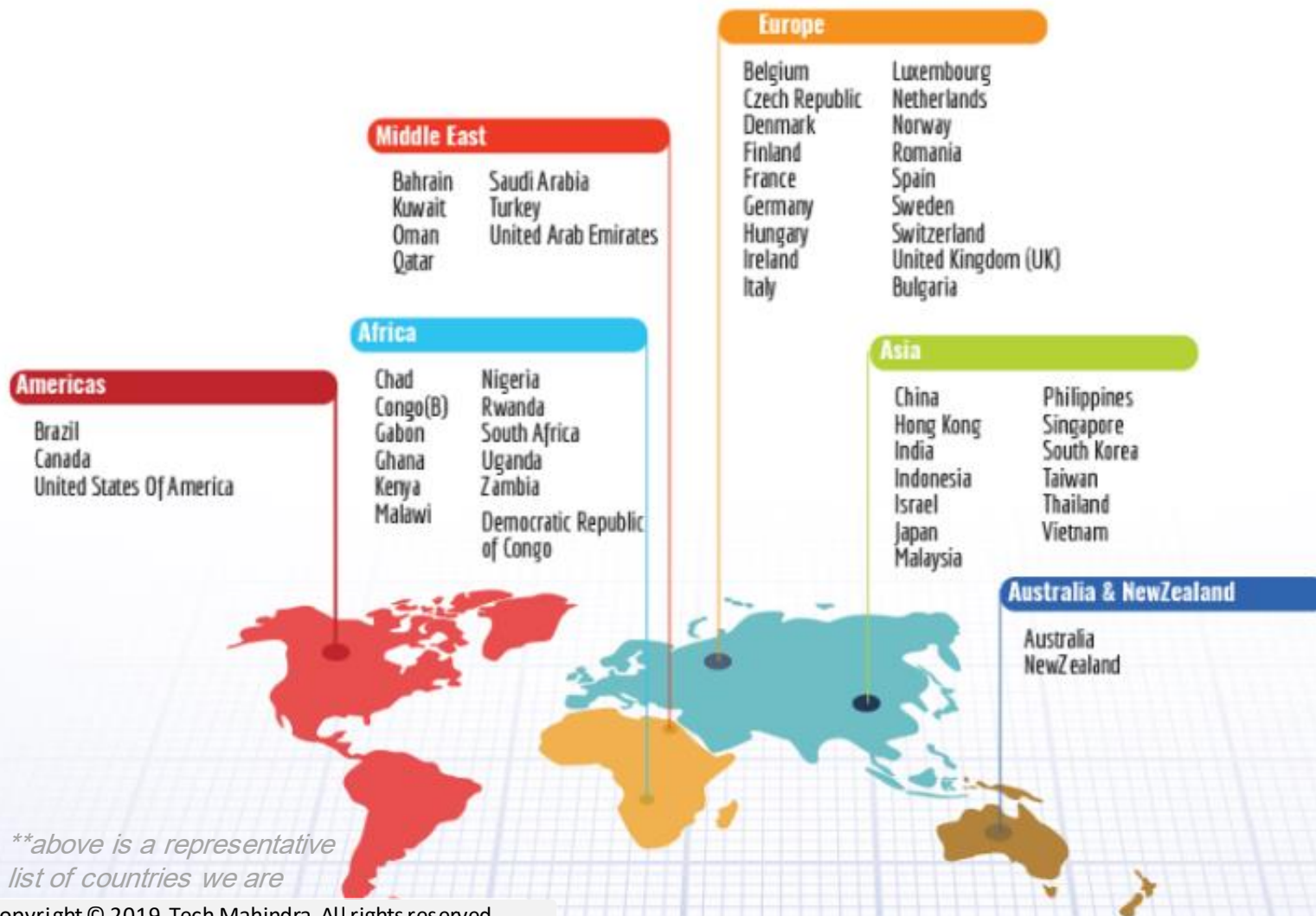
48%

Europe

26%

Rest of the World

26%



***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**

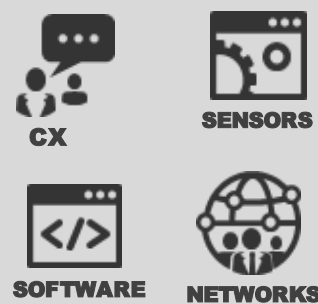
M&A



Partnerships



Competency



Futureskilling

RIDE
Reskilling
Upskilling

Platforms



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

125,200+ 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

A background image showing a robotic hand with multiple fingers typing on a yellow keyboard. The hand is dark grey or black, and the keyboard has yellow keys with black lettering. The scene is dimly lit, with a red and white diagonal stripe in the top left corner.

Connected Future

Visit us at www.techmahindra.com

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