

30 May 2017

**Manager-Listing
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, MUMBAI -400 001**

Dear Sir,

Intimation of meeting with Analyst /Institutional Investors

Pursuant to regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that the Company is proposing to conduct one on one meeting with the Analyst/Investors at Mumbai on 31 May 2017 and 1 June 2017.

The presentation proposed to be made at the Analyst /Investor meeting is enclosed.

We request you to kindly take the above on record as required under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Thanking You,

Yours faithfully,
For Mphasis Limited



A. Sivaram Nair

EVP, Company Secretary, General Counsel & Ethics Officer

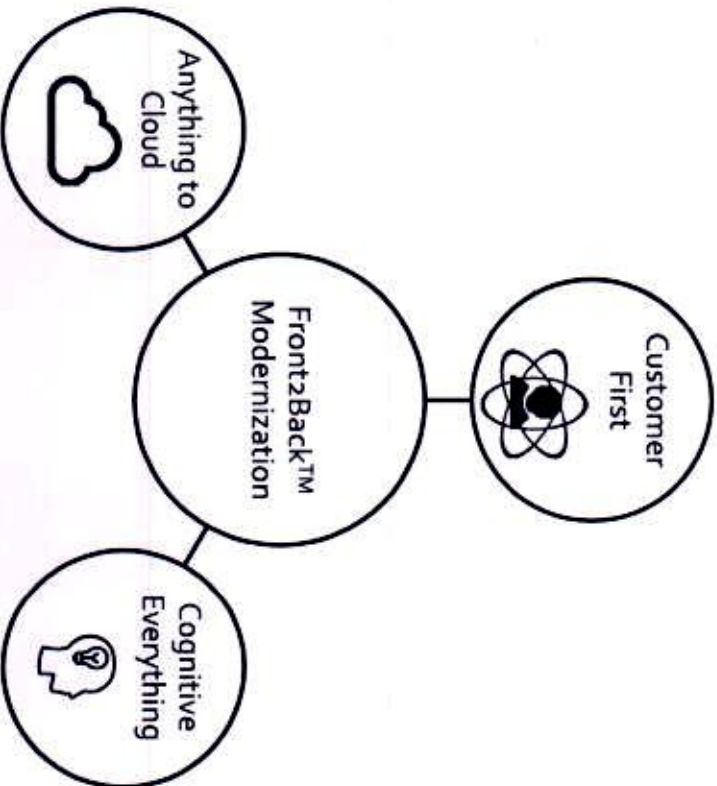
Encl: As above



Investor Presentation 2017



Enable Customers to reimagine their Digital Future by shifting anything to Cloud and power everything with Cognitive



Mphasis at a Glance

Key Facts

- Incorporated in 1992
- Marquee clients including 6 Top Global Banks and 3 Top Global Insurance companies
- 60% owned by Blackstone, a Global Private Equity firm

Financial Strength

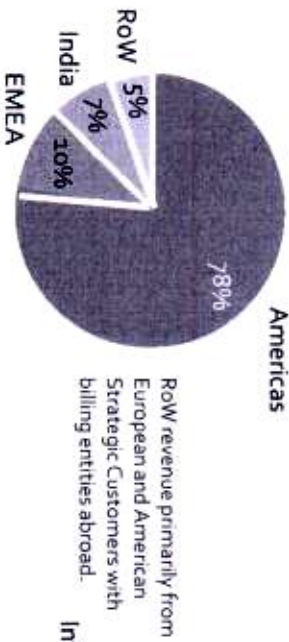
Market Cap.	Revenue	Cash
\$1.9 billion	\$905 million	\$464 million
<i>(as of 31st March 2021)</i>		<i>(pre-share buyback)</i>

Global Delivery Footprint and Sales Coverage

Headcount of 21,994

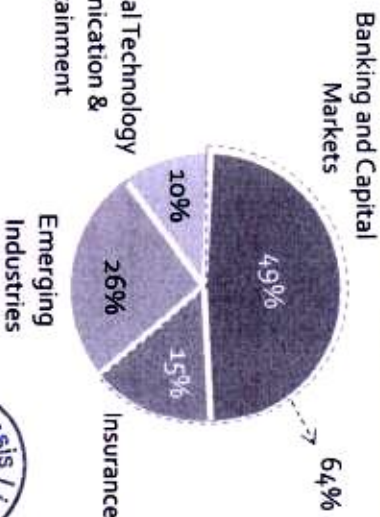


Geographical Split of Revenue

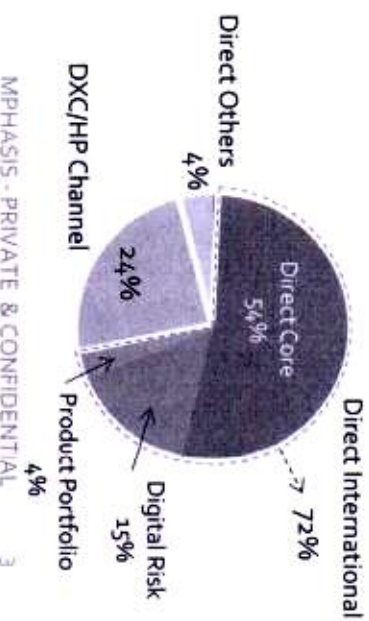


ROW revenue primarily from European and American Strategic Customers with billing entities abroad.

Deep domain expertise in BFSI



72% of Revenue from Direct International



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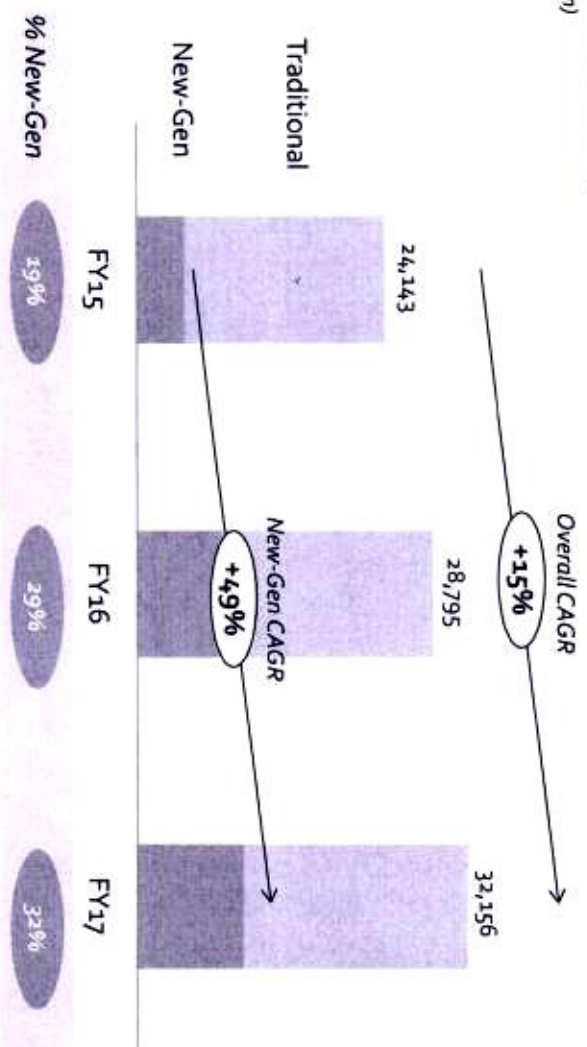
Core Investment Thesis

- 1 Accelerate Direct Core** - Continue to outgrow the market with a three pronged approach –
 - Farming Strategic Accounts *Deliver impact in FY18*
 - Blackstone Portfolio Opportunity
 - Focused Strategy for New Logos *Build for future*
- 2 Strategic Partnership with DXC/HP** – Transformed relationship with four growth engines
- 3 Continued focus on Margin Expansion to fuel Growth**
- 4 Strong Management team backed by an experienced Board**
- 5 Strong Cashflow Generation and Optimal Cash Strategy** to maximize shareholder value



1 Accelerate Direct Core : Track record of Growth driven by New Generation Services

Direct Core Revenue (INR million)



New-Generation Services contributed to 57% of the total deal wins (TCV) in FY17

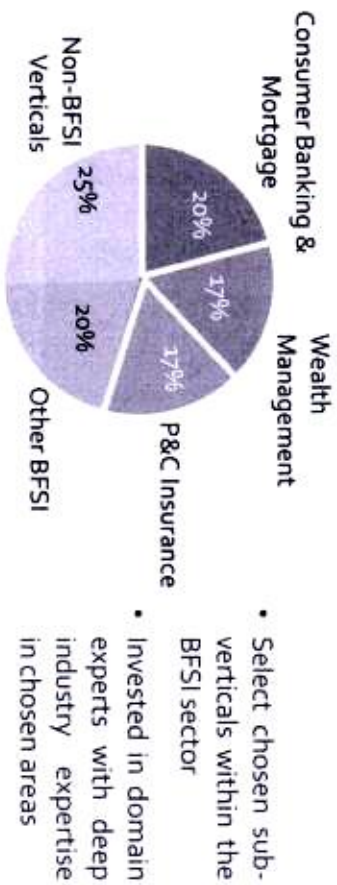
Note: Direct Core constituted 74% of Direct International Revenue (and 54% of Mphasis Revenue) in FY17



1

Accelerate Direct Core : The Secret Sauce Fueling the Engine

Domain Strength built by...

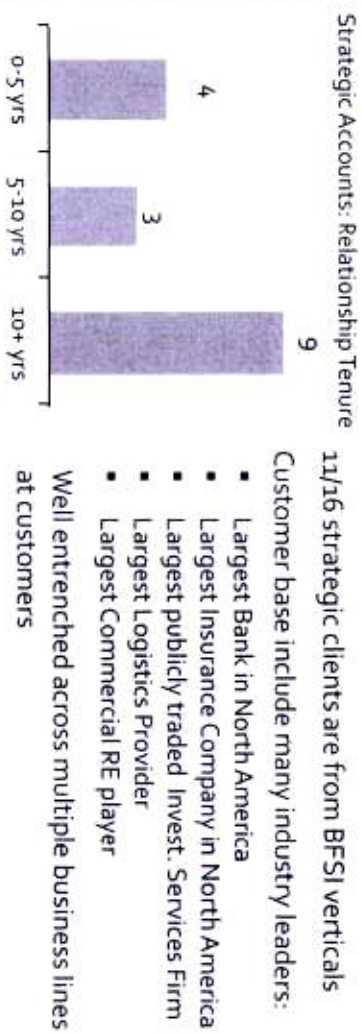


Go-to-Market optimized for catching Deals Upstream

- Institutionalized **Early Engagement** sales process
- Robust account planning for selecting early engagement areas based on spend, competition and ability to win



... years of working with Marquee Customers



Proactive Customer Management

- Onsite Global Delivery Account Leader (GDAL)** works proactively with the customer to address issues in real time
- Service Delivery Excellence and CSAT focus

Account	Ranking	Share of Wallet
Global Bank	# 2	↕
American Insurance Co.	# 1	↕
Leading Brokerage Firm	Green*	↕
Global Logistics Co.	# 1	↕
American Bank	# 1	Exclusive Vendor

*no longer ranks vendors, last rating: #1

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1 Accelerate Direct Core : Blackstone Portfolio Opportunity

Blackstone acquired a majority stake in Mphasis in 2016

- Opportunity to win new deals from Blackstone portfolio companies
- Access to Blackstone's global advisor network and resources

Framework for BX Portfolio business development

- Mphasis regularly liaises with the Blackstone Portfolio Operations team to proactively identify opportunities
- Institutionalized weekly pipeline review

Early Wins in the Bag

Est. size of spend*

\$1.4 billion per annum

4 Deals already won

- Healthy pipeline - active discussions with more than 7 companies on additional opportunities

USD 71 Bn revenue across 81 Portfolio Companies* across sectors

Major Portfolio Companies

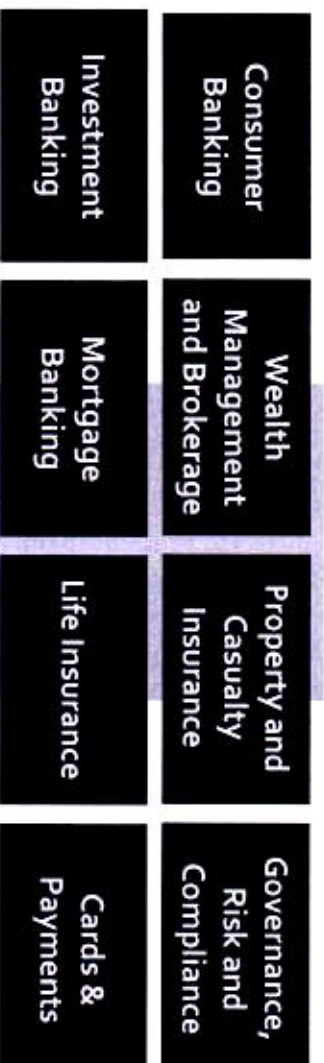


*Select companies as of 21st May 2017

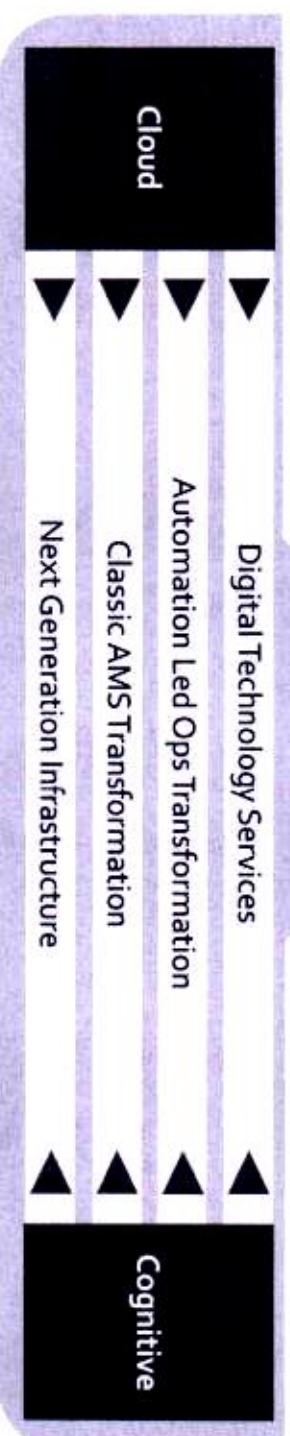


1 Accelerate Direct Core : Focused Strategy for New Logo Wins

Identified Targets
in select BFSI
Micro-verticals



Horizontal
Capabilities with a
focus on Cloud and
Cognitive



Focus on select
Geographies



1 Accelerate Direct Core : Mphasis X2C²™ - Cloud and Cognitive



Cloud Services

- **Cloud CoE – Investing in building IP / Accelerators**
 - **End to end Services** - incl Cloud Consulting, Cloud Migration (re-host, re-factor, re-purchase), Cloud Native App Dev, DevOps, Cloud Ops
- **Strong Cloud Partnership Network – Pivotal**
 - Setting up a Pivotal Lab to build skillset for next generation cloud services
- **Case Study 1 - One of the Largest Brokerage Firms**
 - Application development and migration using Pivotal Cloud Foundry; development of leading Robo Advisor
- **Case Study 2 - Largest Retail Banks in the US**
 - Successfully transitioned middleware into micro services, enabling a faster front end at a lower cost
- **Case Study 3 - A Step towards Zero UI**

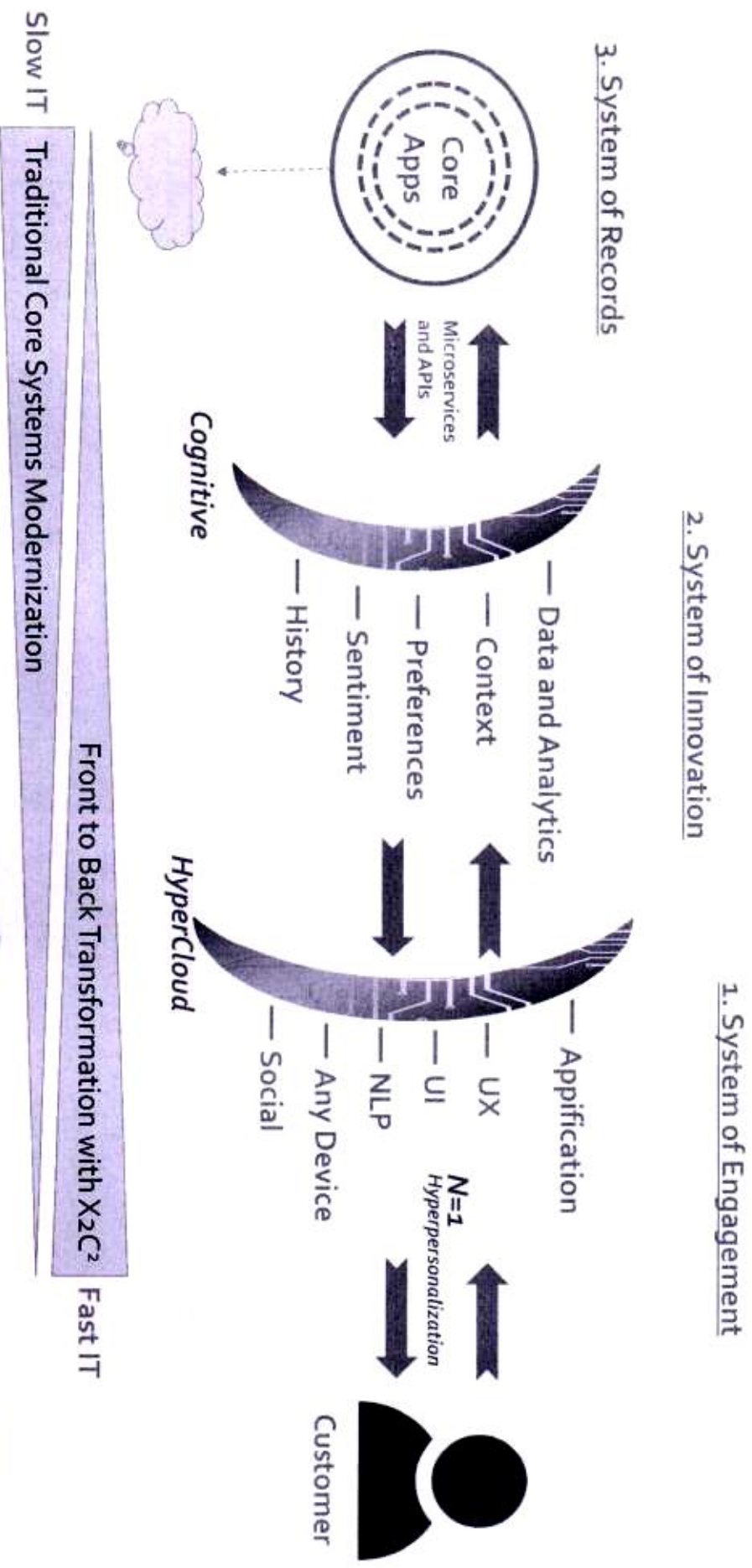


Cognitive Computing

- **Digital Partner of Choice of 5 Fortune 500 Companies**
- **One of the first applications on Apple Pay**
- **First to introduce Semantic technology to a Large NA bank**
- **Pioneer of integrating Natural Language Interaction with Salesforce.com**
- **Set up NextLabs**
 - **Next Angles** – AI and NLP based GRC Automation platform
 - **Deep Insights** - Cognitive computing platform, which transforms enterprise decision by depth analysis of structured and unstructured data sources
 - **Infragenie** - Intelligent infrastructure automation platform that predicts, diagnoses and resolves infrastructure issues
 - **Hypergraph** - Actionable insights by bridging the gap between enterprise data and external data

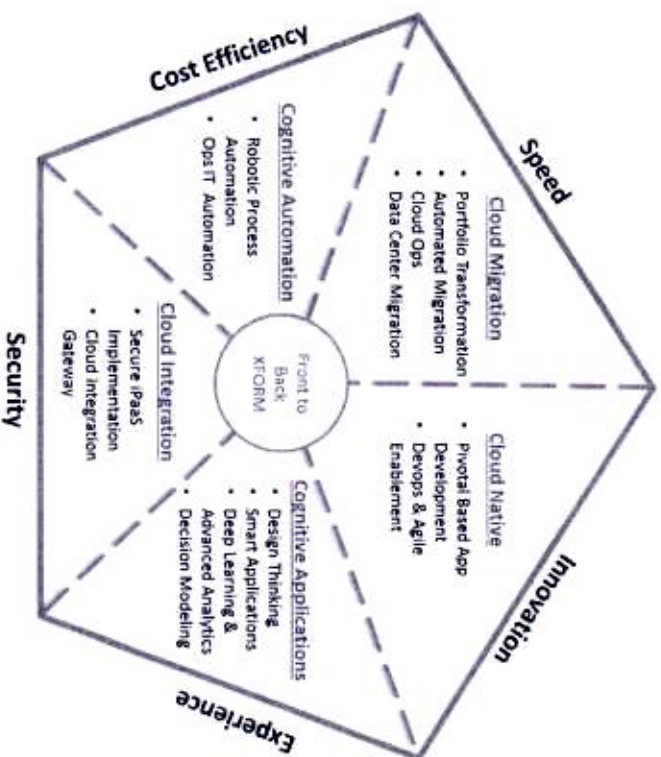


1 Accelerate Direct Core : Mphasis X2C²™ - Front to Back Transformation

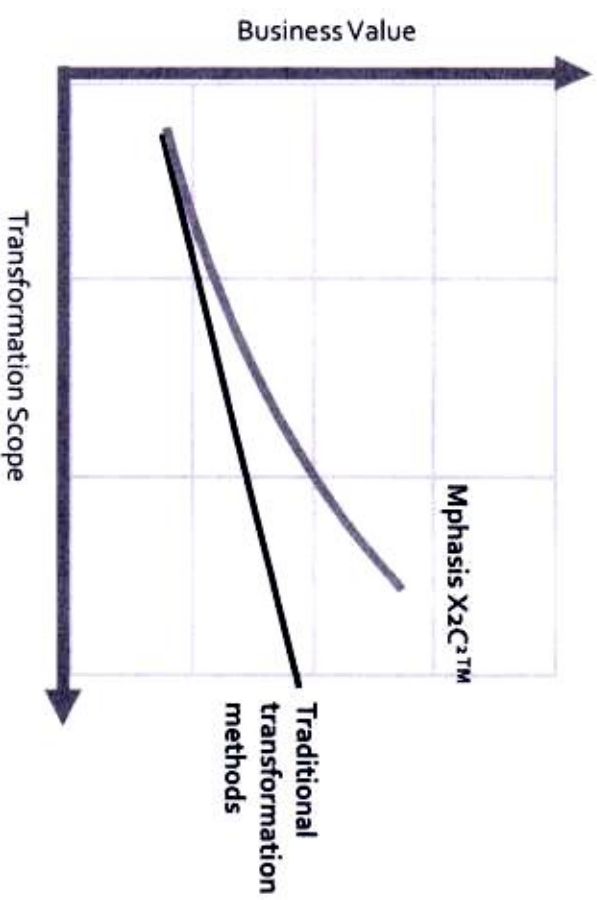


1 Accelerate Direct Core : Mphasis X2C2™ - Key Levers and Benefits

Holistic 5D approach



Integrated Mphasis X2C2™ Benefits



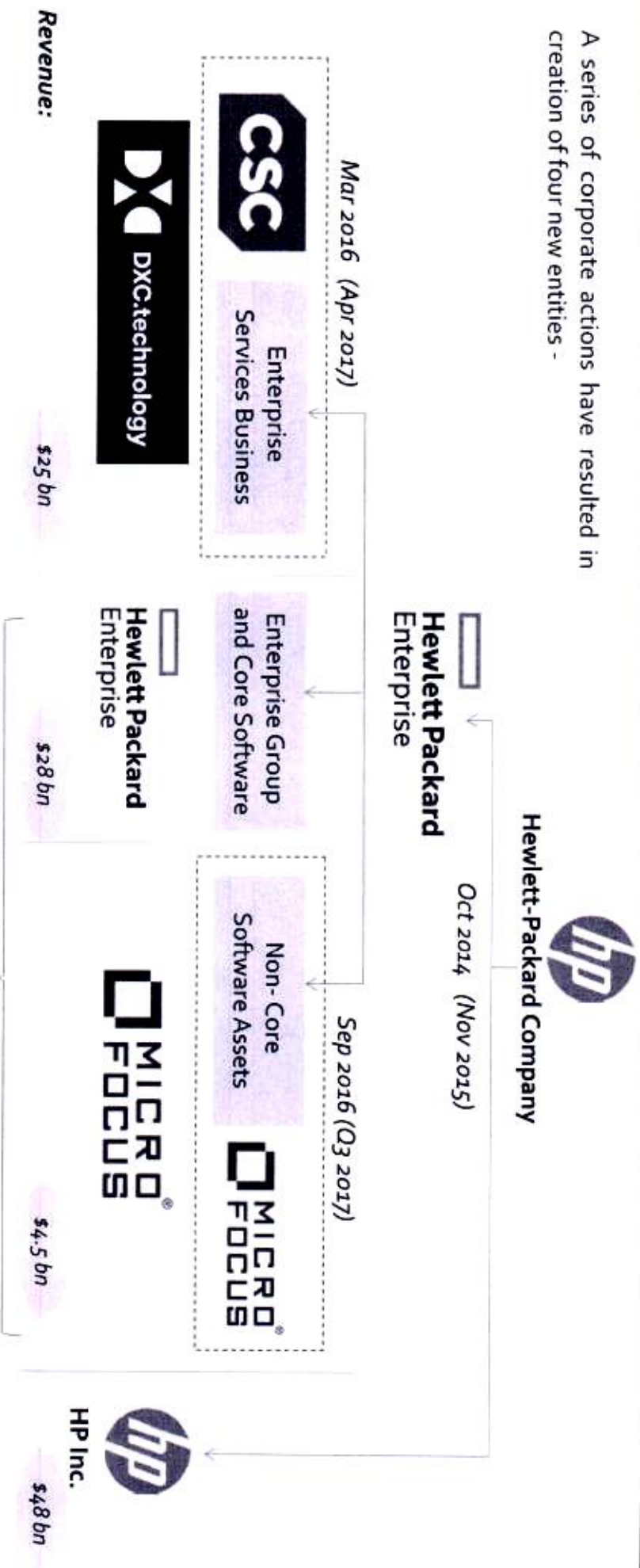
Benefits:

- Broaden Product Landscape
- Enable Rapid Decision Making
- Enhance Customer Service
- Stay Ahead of the Competition
- Faster Adoption of Evolving Market
- Enable Smoother Faster Transactions



2 Strategic Partnership with DXC/HP: Transformed Relationship with four Growth Engines

A series of corporate actions have resulted in creation of four new entities -



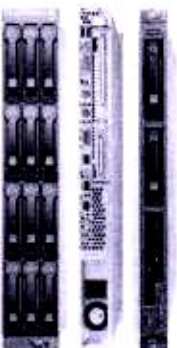
Mphasis is a preferred supplier to each of these four entities

Relationship Reset



2 Strategic Partnership with DXC/HP: Apps Migration to Cloud

May 25th 2017: DXC Technology (NYSE: DXC) has named Mphasis as a new Solution Partner to transform and modernize enterprise applications for public, private and hybrid cloud.



Focus Verticals

- Banking and Financial Services
- Insurance

Focus Geographies

- North America
- UK

Offerings

- Front2Back™ Modernization
- Applications to Cloud
- Cloud Native Apps
- Hybrid Application Management

Client Benefits

- ✓ **Faster Transformations:** Rapidly capture untapped value of the cloud for mission critical and high value applications
- ✓ **Lower Costs:** Offer lower cost consumption-based models and automation to reduce the cost of legacy IT
- ✓ **Right Skills:** Access to the next generation of IT skills and innovative capabilities

Why Mphasis and DXC?

- ✓ **Joint GTM track record:** 10 year relationship with the Enterprise Services business marked by successful joint wins in the market.
- ✓ **Impeccable Delivery:** Mphasis has a NPS of 82 with '0' detractors
- ✓ **Next Gen Offerings:**
 - X2C²™, iADMS™, Front2Back™ Modernization



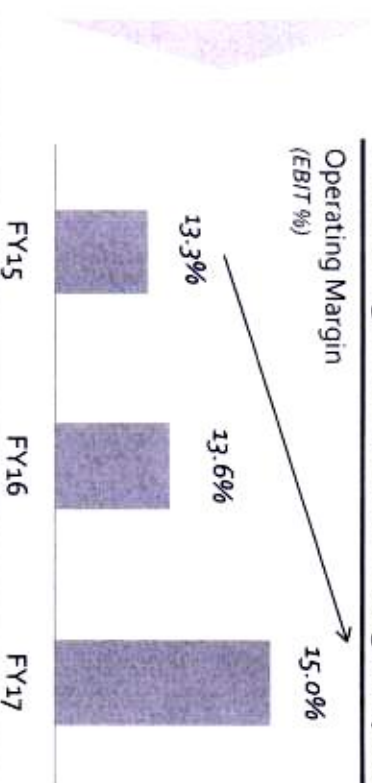
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Action plan to drive Margin Expansion to fuel Growth

Concrete steps executed...

- Divestment of Domestic BPO business
- Sub-contracted Domestic ATM contracts (provisioned for expected loss upfront)
- Product stabilization and offshoring to improve margins for the Product Portfolio

...delivering a track record of Margin Expansion¹



"Digital Factory of the Future" – ensure stable margins while funding growth ...

- Assessment of savings potential to achieve **optimal profitability** for our scale
- Establish best-in-class scalable delivery and operations by installing and **operationalizing key medium-long term enablers** (people supply chain)
- Focus on **structural savings** – inefficiencies taken out stay out; implementation support and **Results Delivery Office**

Key Levers:



... and driving initiatives for margin improvement in Digital Risk; also assessing Product Portfolio strategy

(1) Before Indus impact



4 Strong Leadership Team...



Nitin Rakesh
CEO



Dinesh Venugopal

9 yrs in Mphasis and in ExCo

- President, Mphasis Digital & Direct Core GTM



Gopinathan Padmanabhan

9 yrs in Mphasis and in ExCo

- President, Global Delivery, Direct Core



Elango R

11 yrs in Mphasis and in ExCo

- President, HP Business Unit



Puneet Bhirani

16 yrs in Mphasis 7 yrs in ExCo

- CEO & Managing Partner, Digital Risk



Rajesh Makhija

16 yrs in Mphasis 9 yrs in ExCo

- EVP, Product Portfolio Group



Srikanth Karra

Joined in May 2017

- Chief People & Administrative Officer



Suryanarayanan

8 yrs in Mphasis 3 yrs in ExCo

- Chief Financial Officer



Radha L

7 yrs in Mphasis 1 yr in ExCo

- Chief Data Officer
- Strategy Office



Sivaram Nair

12 yrs in Mphasis and in ExCo

- Company Secretary, General Counsel, Global Ethics & Compliance Officer





Davinder Singh Brar
Chairman, Independent Director

Promoter of GVK Biosciences
Formerly Director of the Reserve Bank of India (RBI)



Nitin Rakesh
CEO and Director

CEO and Director at Mphasis
Previously CEO and President of Syntel



N Kumar
Independent Director

Vice Chairman of the Sannar Group, a multinational conglomerate
Honorary Consul General of Greece in Chennai



Jan Kathleen Hier
Independent Director

Formerly Executive VP at Charles Schwab
Served as VP Engineering at Transaction Technology, a Citicorp subsidiary



David Lawrence Johnson
Director

Senior Advisor at Blackstone based in New York
Formerly Senior VP of Strategy at Dell



Dario Zamarian
Director

Innovations and Infrastructure Consultant for Blackstone
Formerly Global VP and General Manager at Dell



Paul James Upchurch
Director

Executive Director at Blackstone
Formerly an Executive VP at Nielsen



Amit Dixit
Director

Senior Managing Director and Head of Private Equity in India for Blackstone
Formerly a Principal at Warburg Pincus



Amit Dalmia
Director

Managing Director in the Private Equity group in India for Blackstone
Formerly served various management roles at Hindustan Unilever India



Blackstone

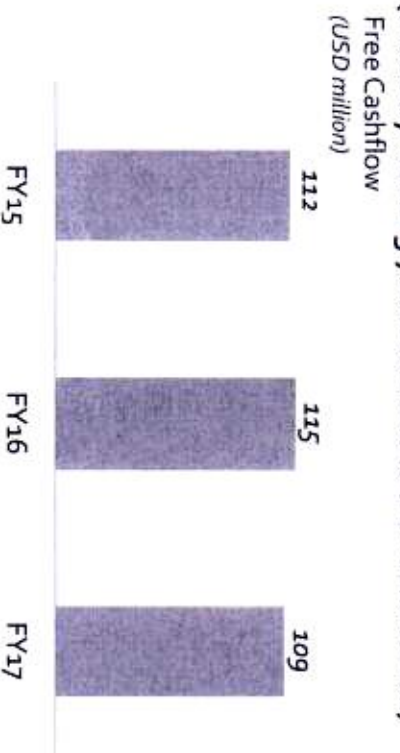


Independent Directors



5 Strong Cashflow Generation and Optimal Cash Strategy to maximize shareholder value

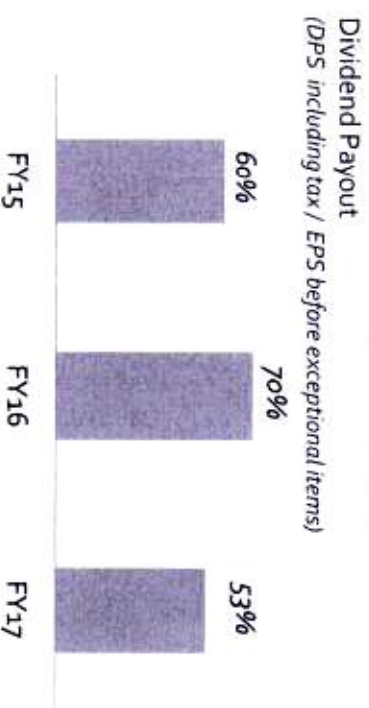
Annual Free Cashflow Generation of ~\$110 million
(Industry leading 72% EBITDA to FCF conversion)



Healthy Cash Balance
Year Ending Cash and Equivalents
(USD million)

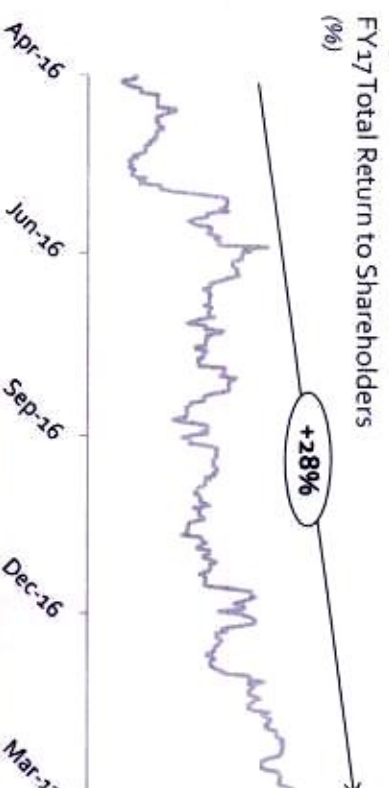


Track record of healthy Dividends...



...and currently in process of a \$170 million share buyback

High shareholder returns



Recap: Core Investment Thesis

- 1 Accelerate Direct Core** - Continue to outgrow the market with a three pronged approach –
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Why Are We Different?

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W
I
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- T-Shaped Solution Strategy – Domain depth + Breadth of Tech - 2C powered
- Tier 1 capabilities in BFSI
- Front2Back™ Modernization
- X2C3™
- Focus & Specialization
- Data Center of the Future is an Empty Room™
- N=1 Hyper personalization using HyperCloud
- Consistently Rated #1 or #2 by Customers



THANK YOU

Email: Investor.Relations@mphasis.com

About Mphasis

Mphasis (BSE: 526299; NSE: MPHASIS) enables customers to reimagine their digital future by applying a unique formula of integrated cloud and cognitive technology. Mphasis XaC™ formula for success, (shift anything to cloud and power everything with cognitive), drives five dimensions of business value with an integrated consumer-centric Front to Back Digital Transformation, enabling Business Operations and Technology Transformation. Mphasis applies advancements in cognitive and cloud to traditional application and infrastructure services to bring much needed efficiency and cost effectiveness. Mphasis' core reference architectures and tools, combined with domain expertise and hyper specialization are the foundation for building strong relationships with marquee customers.

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