Safe Harbor

Certain statements mentioned in this presentation concerning our future growth prospects are forward looking statements (the "Forward Statements") and are based on reasonable expectations of the management, which involves a number of risks, and uncertainties that could cause actual results to differ materially from those in such Forward Statements. The risks and uncertainties relating to these Forward Statements include, but are not limited to, risks and uncertainties regarding fluctuations in our earnings, fluctuations in foreign exchange rates, revenue and profits, our ability to generate and manage growth, intense competition in IT services, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price and fixed-time frame contracts, restrictions on immigration, industry segment concentration, our ability to manage our international operations, our revenues being highly dependent on clients in the United States of America, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of fiscal governmental incentives, political instability, adverse impact of global pandemics (including COVID-19 impact), war, legal restrictions on raising capital or acquiring companies, unauthorized use of our intellectual property(ies) and general economic conditions affecting our businesses and industry. We may, from time to time, make additional written and oral Forward Statements . We do not undertake to update any Forward Statements that may be made from time to time by us or on our behalf, unless required under the law.

Drivers for Change

Drivers

Agility with Resilience

Huge Impact on IT Consumption

Customer Centricity

Customers Driving Disruption

Cost Takeout

Self-funding Transformation

Implications

Changing tech consumption trends such as…

- **Low Capital Expenditure Migration to XaaS**

- **Quick Response Times**
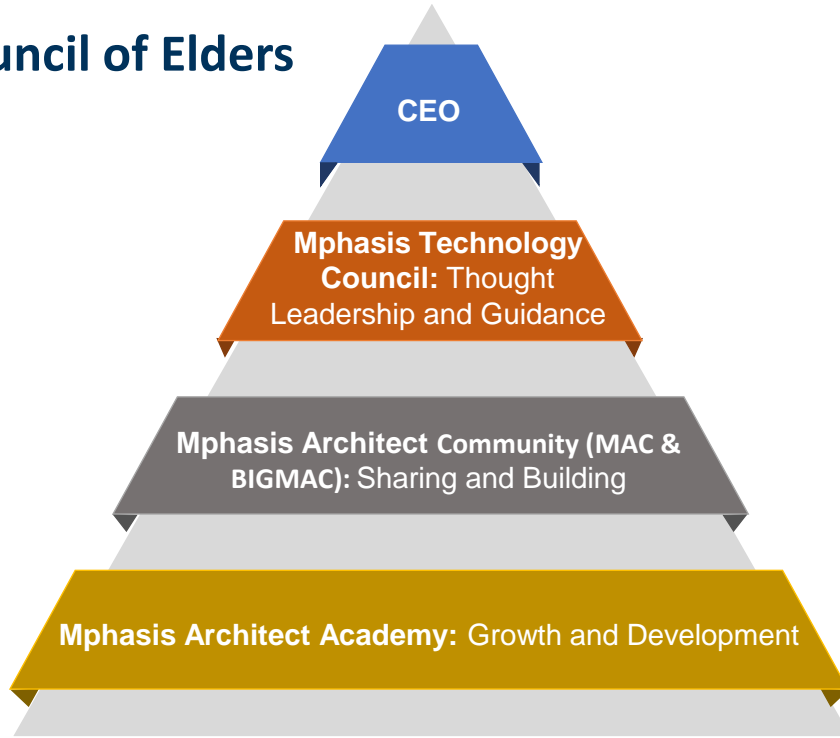
- **Need for Simplification of Core**

Solutions

- End-to-end Solutions - Impacting Both Business and Technology

- Adopt Disruptive Technologies at Scale

- Repeatable Solution Constructs

- Quickly Compose Solutions across Blurry Industry Lines

- Opportunity To Venture into New Growth Areas

- Increase TAM by entering non-traditional areas

Made possible by…

Council of Elders

CEO

Mphasis Technology Council: Thought Leadership and Guidance

Mphasis Architect Community (MAC & BIGMAC): Sharing and Building

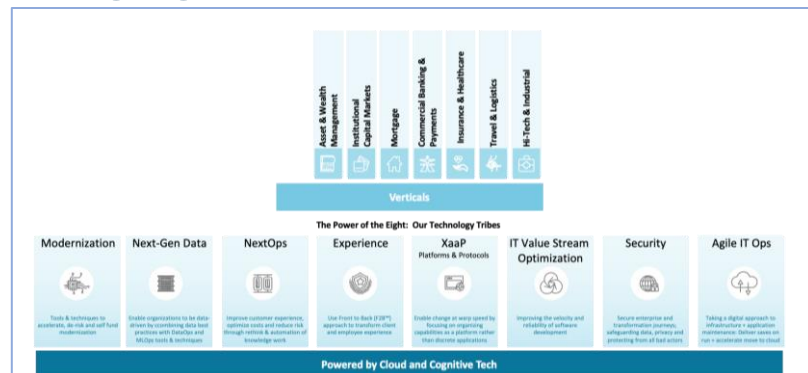Mphasis Architect Academy: Growth and Development
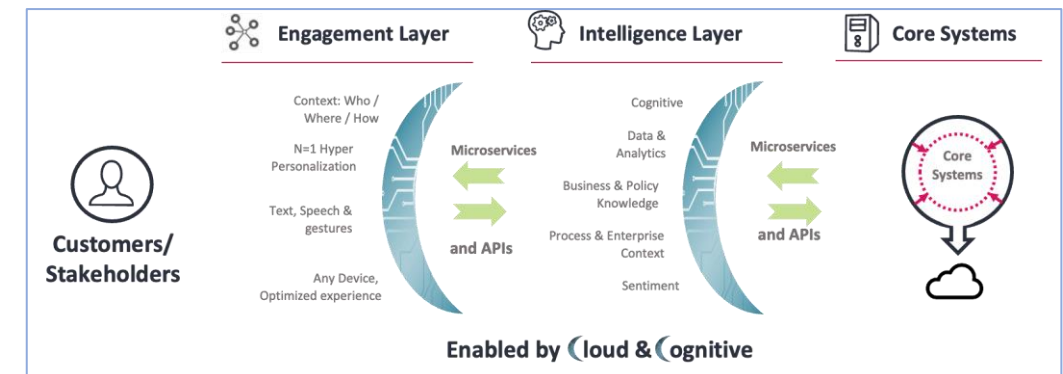
Making it work

Applied Research
- AI/ML
- Quantum Computing
- Blockchain

Bringing "T" back into IT

Front2Back™ Transformation

First of its kind, continuously evolving competency model

Tribe 1.0
Promoted Product Thinking
FY20

The Power of Eight

Modernization	NGAD
Data	DevOps
Enterprise Automation	Cyber Security
AMS	IMS
Domain Core	

Squads — Master Pitches L0 levels — Meta Deals

Tribe 2.0
Promoted Platform Thinking
FY21, FY22

The Power of Eight

Modernization	**XaaP**
Next Gen Data	DevOps
NextOps	Cyber Security
NextGen IT Ops	**Experience**
Guilds (Cloud)	
Domain Core	

Squads — Master Pitches L0, L1 & L2 Levels — Deal Archetypes Zero Cost, MExit Etc.

Tribe 3.0
Promote Composability Thinking
FY23

The Power of Eight

Modernization	**XaaP (Platforms & Protocols)**	Alliances
Next Gen Data	**IT Value Stream Optimization**	
NextOps	Security	
Agile IT Ops	Experience	
Guilds (Cloud, LCNC, Acct CTO etc.)		
Domain Core		

Squads — Master Pitches L0, L1 & L2 Levels — Deal Archetypes 40+ Archetypes

Industry cloud solutions

Differentiation

Differentiation

Differentiation   Scale   Design   Speed   Domain

Pivot to Archetypes

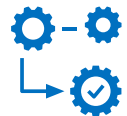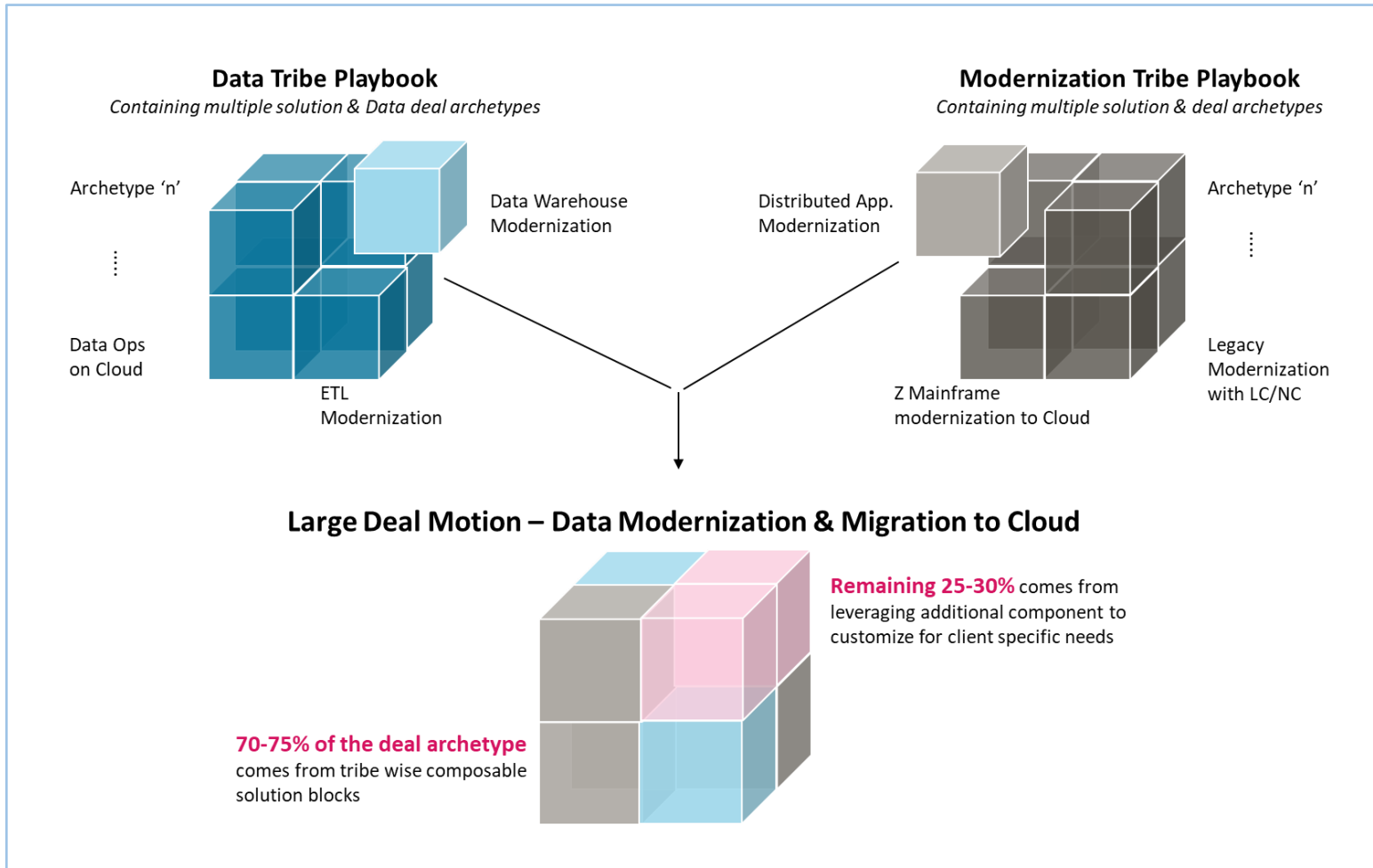| Tribes	Key Archetypes
Data	1. Data Modernization
Experience	2. Experience Transformation
Modernization	3. Legacy Modernization
XaaP	4. Platformization
Value Stream Acceleration	5. Zero Cost Transformation 6. Engineering Productivity

Composable Archetypes Leading to Large and Repeatable Solutions

Data Tribe Playbook
Containing multiple solution & Data deal archetypes

Archetype 'n'

Data Warehouse Modernization

Data Ops on Cloud

ETL Modernization

Modernization Tribe Playbook
Containing multiple solution & deal archetypes

Distributed App. Modernization

Archetype 'n'

Z Mainframe modernization to Cloud

Legacy Modernization with LC/NC

Large Deal Motion – Data Modernization & Migration to Cloud

Remaining 25-30% comes from leveraging additional component to customize for client specific needs

70-75% of the deal archetype comes from tribe wise composable solution blocks

Figures in Spot USD Mn

- **Focus on composability** to bring in scale, speed and domain

- **Archetype mode of selling**
  - *Building reusable components*
  - *Solution to delivery framework*
  - *Quicker estimation & risk models*
  - *Transformation program office*

- **Shortening response time** increases deal velocity keeping pipeline robust despite large win closures

Strategy in Action: Cost Led Transformation

Large Core Banking Fintech

- Burdened by legacy

- Unable to compete with digital products

- Need to Modernize without incurring bubble cost

- Reduce run cost by using automation and AI

- Modernize legacy applications

Archetypes Used

- Mainframe Modernization

- Zero Cost Transformation

- Platformization

Tribes at Play

- Modernization

- XaaP

Strategy in Action:
Improve Agility Using Modern Engineering Practices

Top 5 Bank

- Traditional QA process slowing new releases

- High defect leakage despite high cost of QA

- Transformation through quality engineering

- Increase release velocity by 30%

- Delivering reduction in costs by 40%

- Reduce defect leakage to < 1%.

Archetypes Used

- Zero QA

- Zero Cost Transformation

Tribes at Play

- IT Value Stream

Strategy in Action

80% of TCV attributed to tribes and archetypes

70% of Mphasis pipeline growth in the last four years has been from large archetype deals

Higher pro-active deal ratio
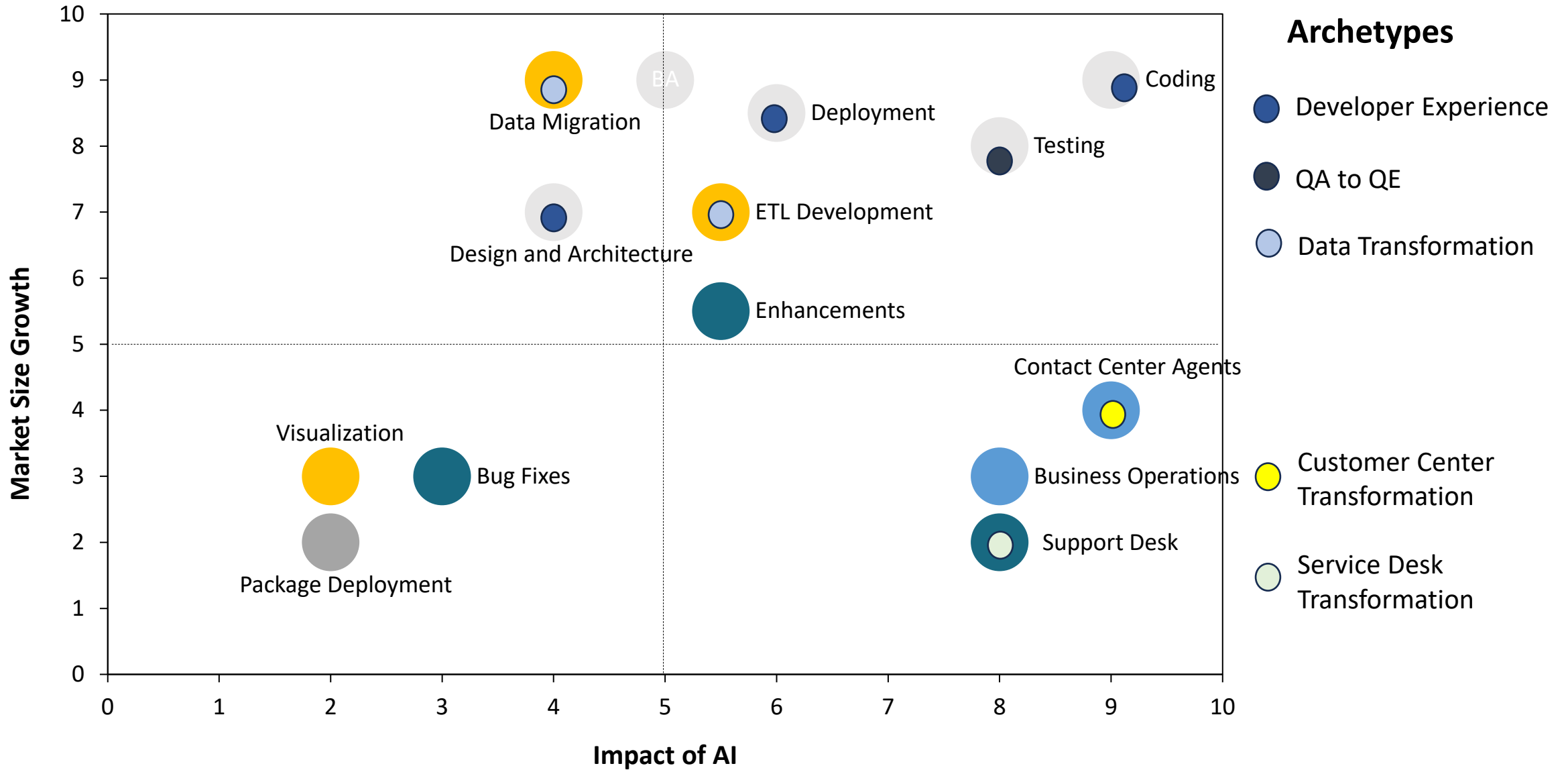
Better sales leverage

Repeatable deals

Speed to market due to predesigned archetypes

And Then Came Generative AI

AI Offers Opportunity to Increase the TAM

Market Size Growth (y-axis, 0 to 10)
Impact of AI (x-axis, 0 to 10)

Data points:
- Data Migration
- BA
- Deployment
- Coding
- Testing
- Design and Architecture
- ETL Development
- Enhancements
- Contact Center Agents
- Visualization
- Bug Fixes
- Business Operations
- Package Deployment
- Support Desk

Archetypes
- Developer Experience
- QA to QE
- Data Transformation
- Customer Center Transformation
- Service Desk Transformation

Evolution Continues....

Promoted Composability Thinking

FY23

The Power of Eight

Modernization	XaaP (Platforms & Protocols)	
Next Gen Data	IT Value Stream Optimization	Alliances
NextOps	Security	
Agile IT Ops	Experience	
Guilds (Cloud, LCNC, Acct CTO etc.)		

Domain Core

Squads

Master Pitches L0, L1 & L2 Levels

Deal Archetypes

Differentiation   Scale   Design   Speed   Domain

Track 1 : AI Supercharge Archetypes

Track 2 : Disruptive Plays

Track 3 : Operate Better

Mphasis.ai

Promote Generative Thinking

FY24

AI Powered Experiences

AI Powered Tribes

AI Powered Execution

AI Powered Assets

AI Alliance Eco-system

Improve Productivity
- Developer productivity
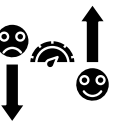- Operational efficiency
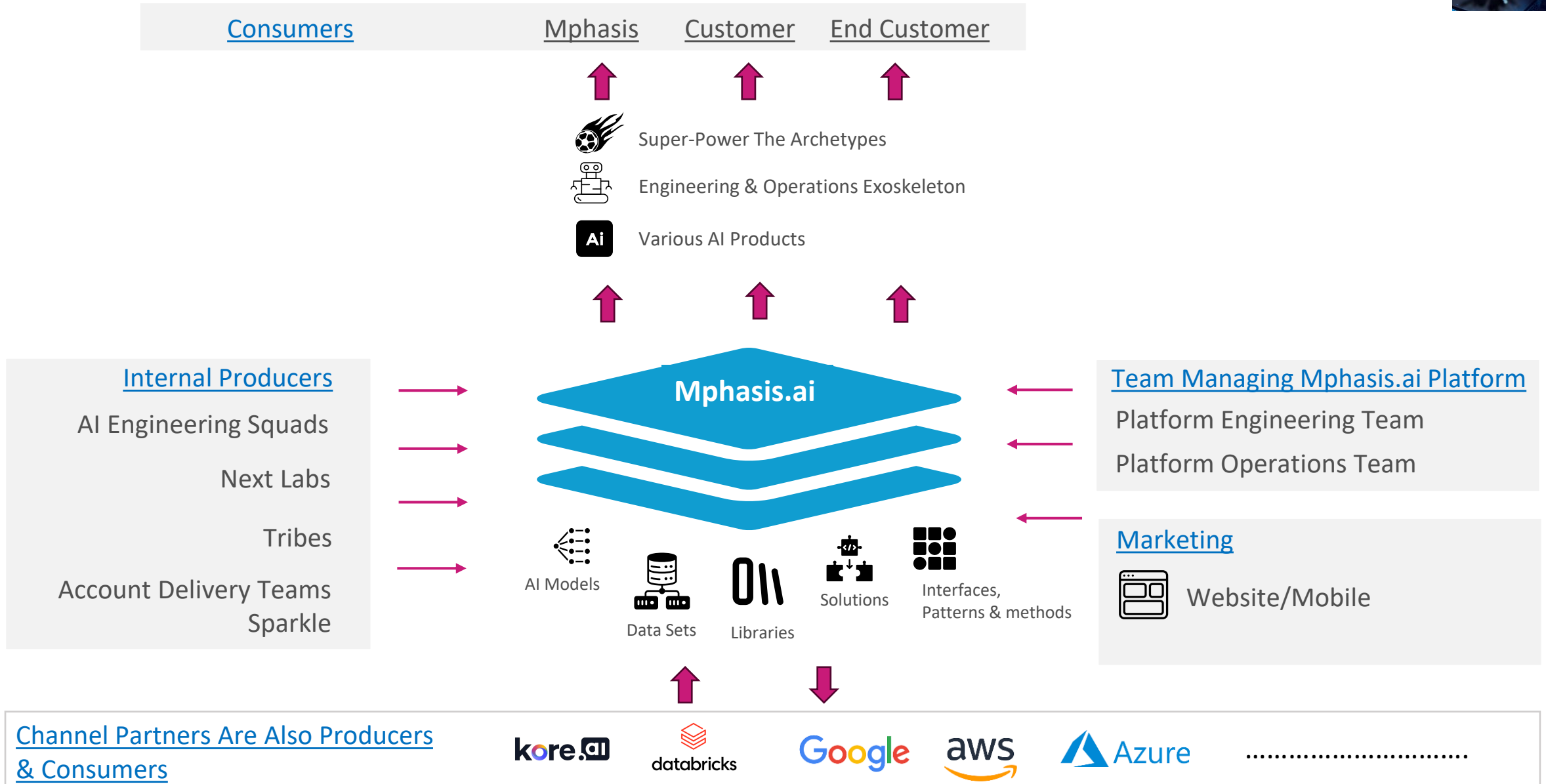
Accelerate Growth
- Take Strategic bets
- Grown in New Areas

Improve Service Delivery
- Leapfrog Quality, Efficiency & customer Satisfaction

Mphasis.ai Is One-Of-A-Kind Business Unit

Consumers	Mphasis	Customer	End Customer

Super-Power The Archetypes

Engineering & Operations Exoskeleton

Various AI Products

Internal Producers

AI Engineering Squads

Next Labs

Tribes

Account Delivery Teams
Sparkle

Mphasis.ai

AI Models

Data Sets

Libraries

Solutions

Interfaces,
Patterns & methods

Team Managing Mphasis.ai Platform

Platform Engineering Team

Platform Operations Team

Marketing

Website/Mobile

Channel Partners Are Also Producers & Consumers

kore.ai   databricks   Google   aws   Azure   ....

The Three Tracks

Track 1

Super charge our Archetypes with AI

High Potential Archetypes

1. App Modernization
2. BizOps Transformation
3. Experience Transformation
4. Platformization
5. Zero Cost Transformation
6. Contact Center Transformation
7. Zero QA

Track 2

Disruptive Plays increasing TAM

Some areas that we are focusing on

1. Customer Service Experience Transformation
2. Business Process Transformation using AI driven Digital Knowledge Workers
3. Hyper-personalized experience, for the end customer
4. Developer Experience Transformation

Track 3

Operate Better

Deploy GenAI-based apps for internal use

1. Service Delivery Improvement
2. Sales: RFP and RFI response
3. Resource Planning: Skill extraction from Job Descriptions and Skill mapping

AI Propellers

Language models

OpenAI · Meta · AI21labs · amazon · Hugging Face* · G

Image models

OpenAI · Midjourney · stability.ai · Microsoft · Baidu百度 · NVIDIA

NEXT labs
Synth Studio
Deep Insights™
MEP

blink an Mphasis Company
Conversation Design

Top 5 Winning Solutions
kore.ai · WorkFusion
Dedicated Partnership

databricks · Google · aws · Azure · be informed
Other Partners

Well Positioned to Win
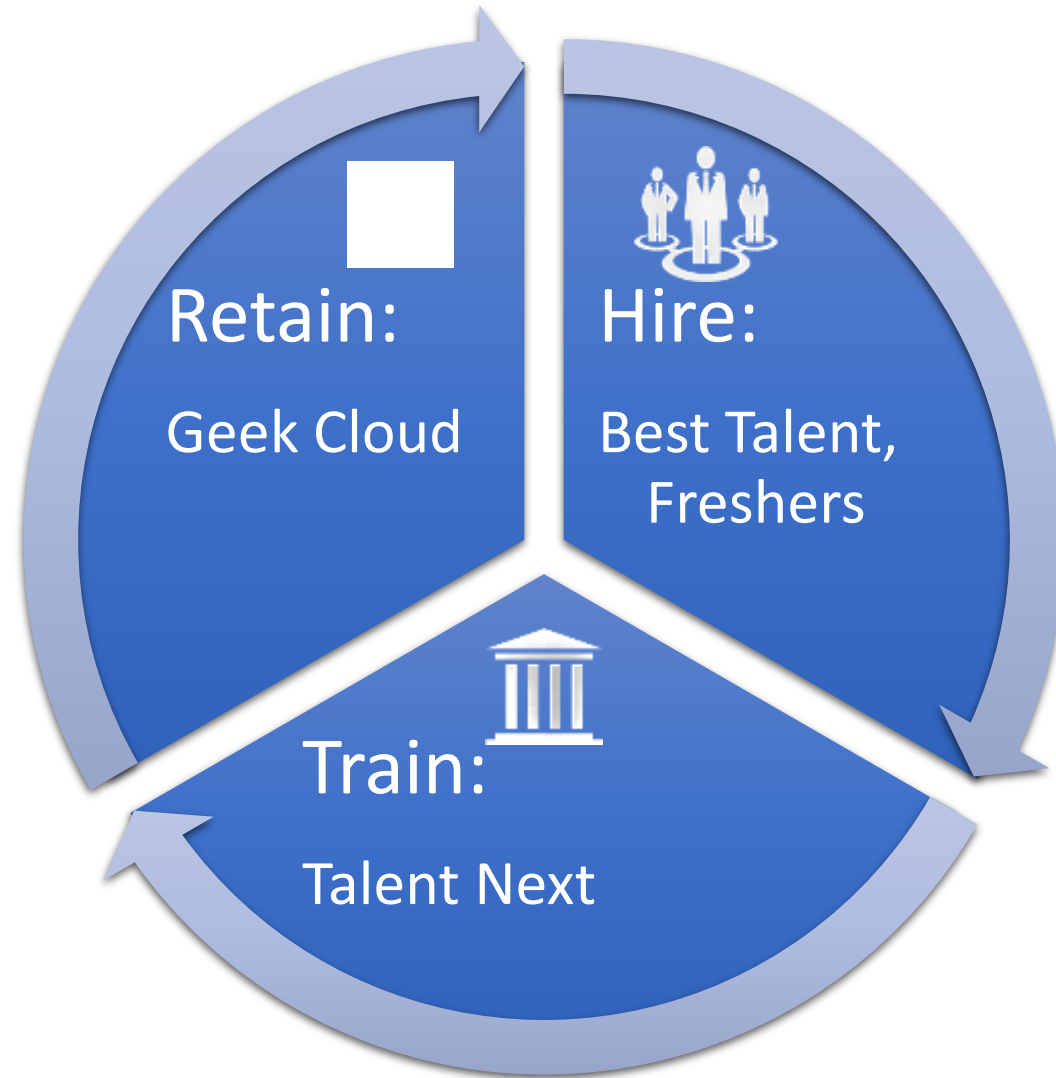
- Mphasis is an **AWS Premier Tier Partner**

- Mphasis is the **largest provider of Machine Learning Product Solutions**

- **250+ prebuilt machine learning models**

- GCPs new Fastrack Hi Potential (HiPo) Partner program ! **Top -25 of 1800 partners**

- Mphasis is a **Microsoft Solution Partner** in all Categories

- Top **16 across all Microsoft partners** for **Copilot**

- **Microsoft advisory council member** for 2 areas

- Mphasis MedTech AIChatbot in **Top 5 Microsoft Winning Solutions**

- Mphasis is the **only Platinum partner of Kore.ai**

Powered by strong Talent development

Thank You!

Mphasis
The Next Applied