

Focus on Execution, with AI at the Core

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Safe Harbor



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AI Thesis is Playing Out



Voice of the Customer

- Self-fund investments in transformation
- Modernize, consolidate and simplify the technology stack
- AI investments to enhance client experience while maintaining low cost-to-serve
- Integrate AI directly into BizOps to improve client experience
- Investments in AI will continue regardless of the macro environment

Supersizing deals: Savings-Led Transformation[™] driving wins

Unlocking opportunities – reimagining legacy modernization

Expanding TAM - driving pipeline growth

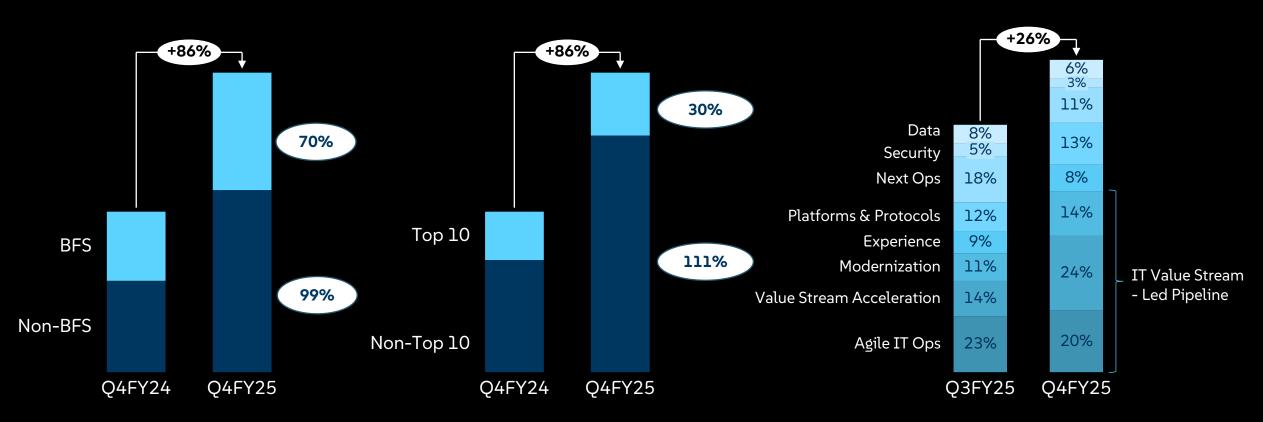
Infusion of platforms - deal impact through NeoZeta[™] and NeoCrux[™]

- AI-led transformation deals driving record growth in pipeline, especially large deals
- Strong TCV wins across Core Modernization, AI Ops, SDLC transformation, experience transformation, data strategy
- IT Value Stream transformation offerings gaining traction across the portfolio

AI Supercharging Pipeline: 65% AI-led



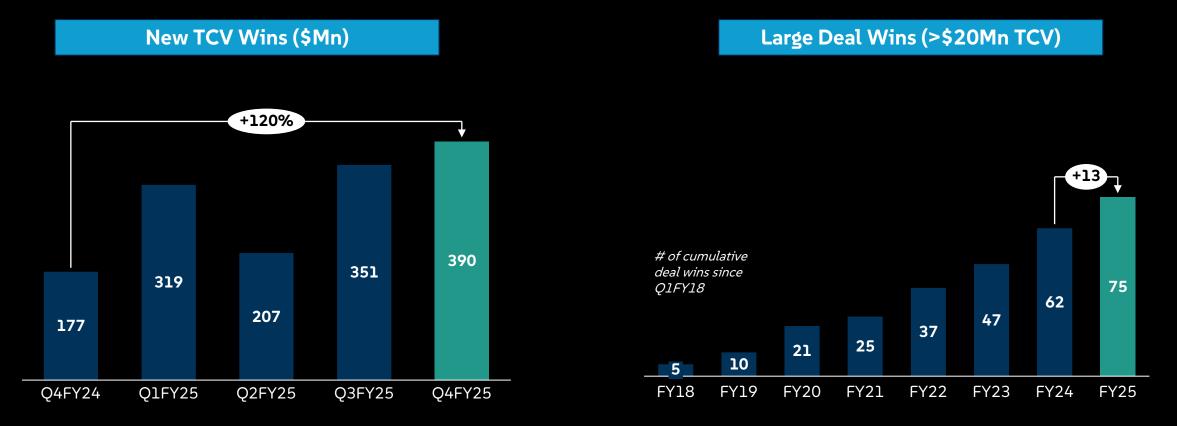
Archetypes Driven Pipeline



- BFS pipeline up 70% YoY and non-BFS is up 99% YoY
- Large deals pipeline up 40% sequentially and 154% YoY
- Traction in AI archetypes including AI Ops and AI Modernization (core modernization)

Strong Broad-based TCV Wins: 59% AI-led

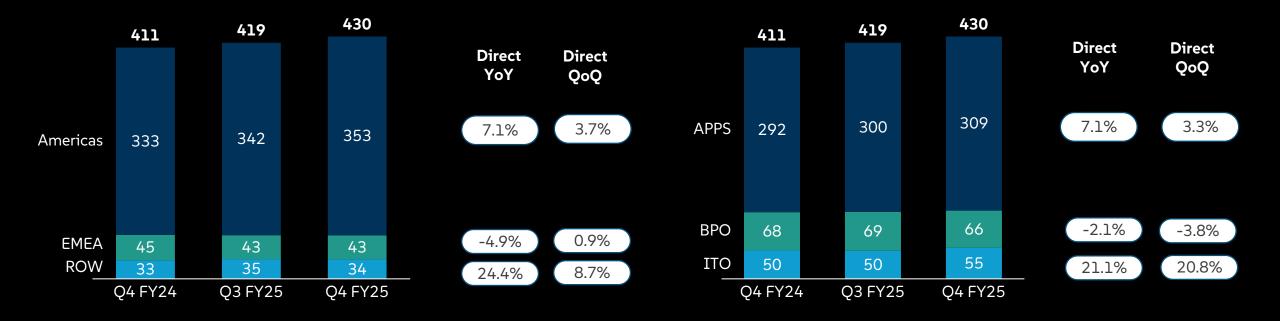




- TCV for the quarter at \$390Mn; highest in the past 7 quarters. Total new TCV wins of \$1.27Bn in FY25
- Two large deals in Q4FY25 and 13 large deals in FY25
- Continued higher share of proactive deal wins
- Broad-based TCV wins across verticals, client pyramid and archetypes
- Pace of TCV to revenue conversion remains steady

Q4FY25 Performance by Segment



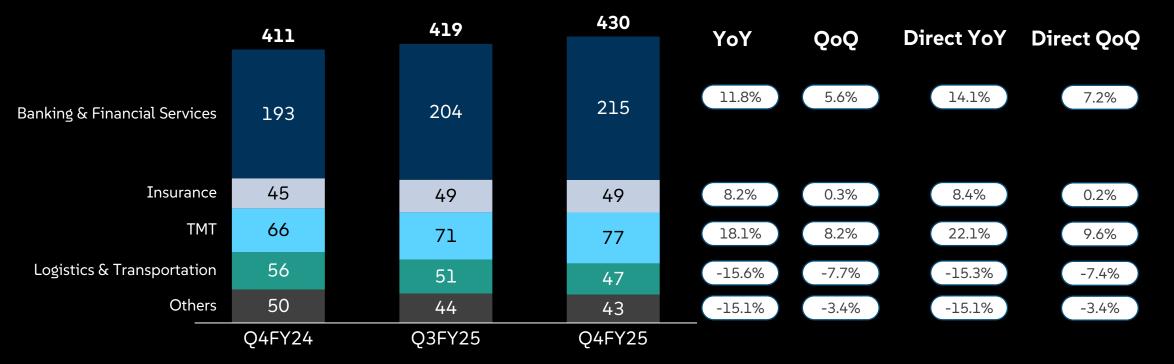


Direct performance in Q4FY25

- Direct QoQ growth of 3.8%, YoY growth of 6.8%
- Spends in Strategic Transformation programs continuing
- Order book and pipeline continue to remain strong

Q4FY25 Performance by Vertical





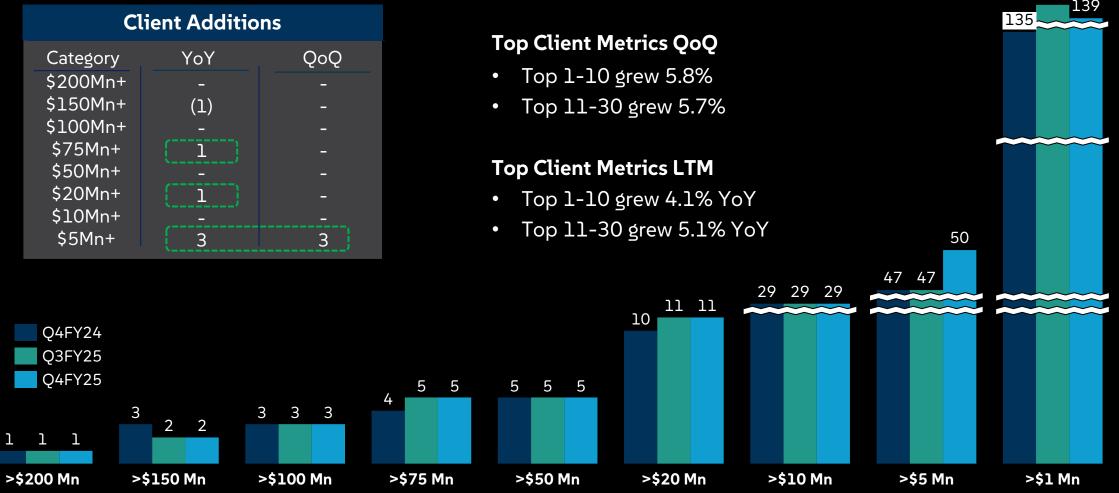
- BFS and TMT verticals continue growth momentum
 - BFS revenue growth driven by wallet share gains and growth in New Wins/Accounts
 - Continued wins and conversion driving revenue growth in TMT
- Insurance is a growth engine; poised for strong growth in FY26 on the back of strong TCV and pipeline
- Logistics & Transportation and Others verticals impacted by macro uncertainties
 - Significant opportunities in the pipeline for Logistics & Transportation and Healthcare

Client Pyramid Performance: Direct



140

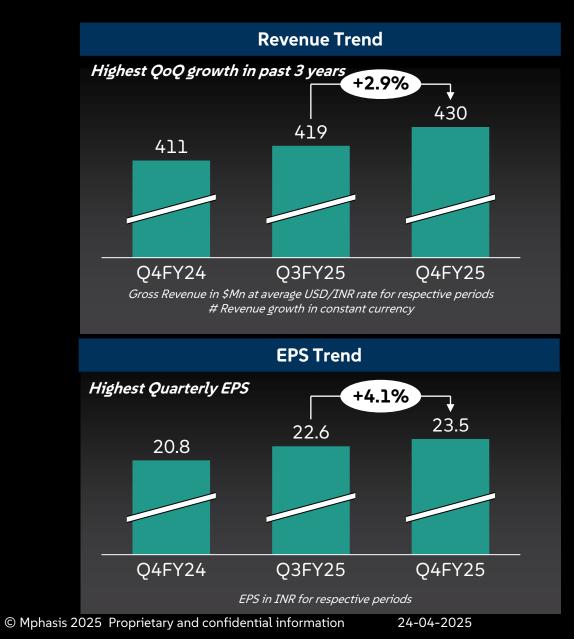
YoY Additions in multiple client bands

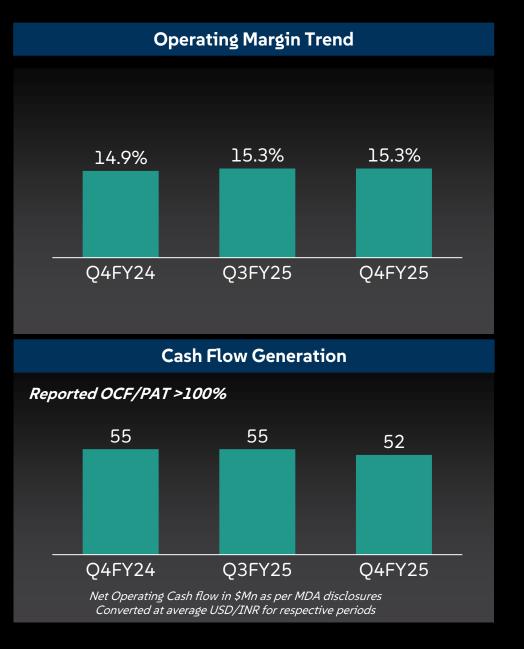


Revenue growth in Constant currency Top clients based on LTM rankings

Financial Metrics: Quarterly Performance







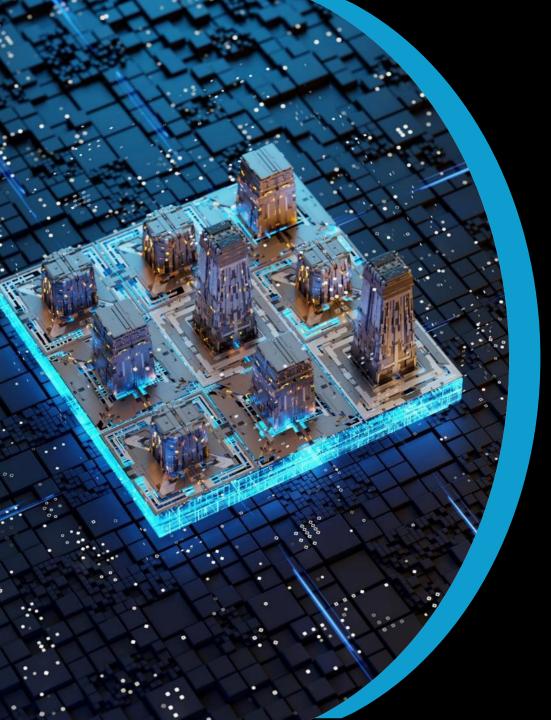
Q4FY25 in Summary: Strong Execution Driven by Focus *Mphasis* on Micro and AI-led themes

- Highest QoQ growth in 12 quarters
 - Growth led by BFS and TMT verticals
 - Insurance vertical turned to a growth engine
- Highest ever quarterly and full year EPS
- Pipeline at record levels: 26% QoQ and 86% YoY growth in pipeline
- Highest TCV wins in past 7 Quarters: \$390Mn
- Execution rigor delivered continued stable margins

Outlook: Focused on the Micro in an Uncertain Macro



- Continue to execute with focus on the Micro, in an uncertain Macro
 - Focused on investing in growth initiatives
 - Strengthening and expanding our AI-led propositions
- Focused on conversion of pipeline to TCV and TCV to revenue
- Expect to be above industry growth, gaining from strong TCV wins and steady conversion of TCV to revenue across the portfolio
- Target operating (EBIT) margin within band of 14.75% 15.75%





FY25 Snapshots

FY25 Performance by Segment



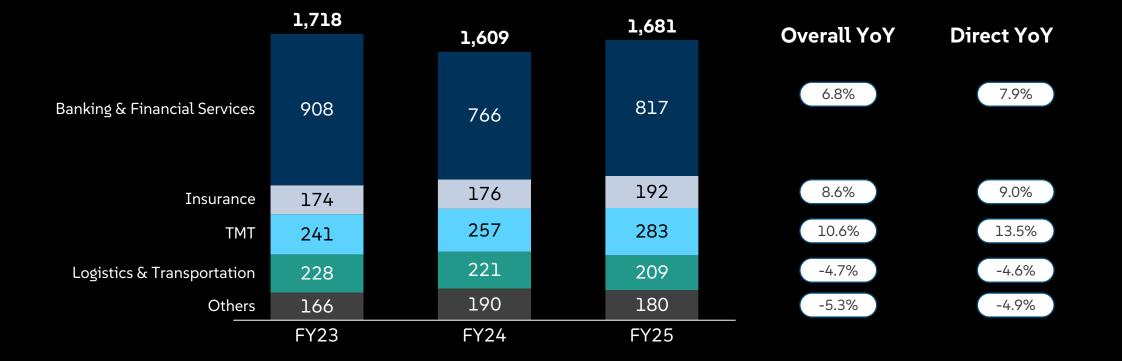




Revenue in USD Mn at average USD/INR rate for the respective periods Revenue growth in constant currency

FY25 Performance by Vertical

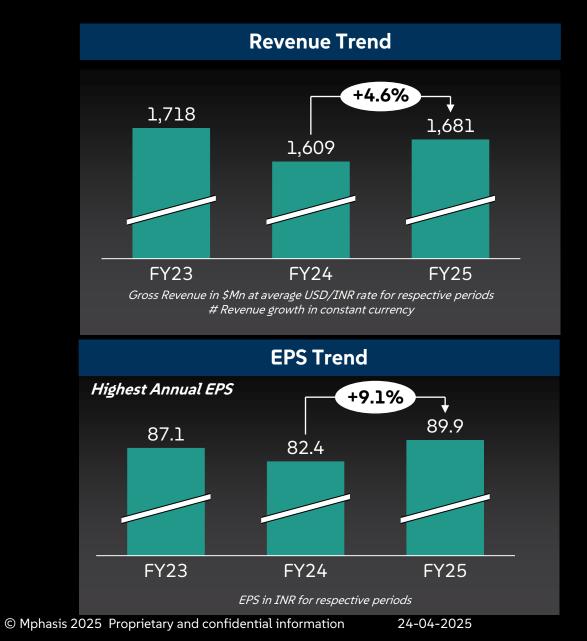


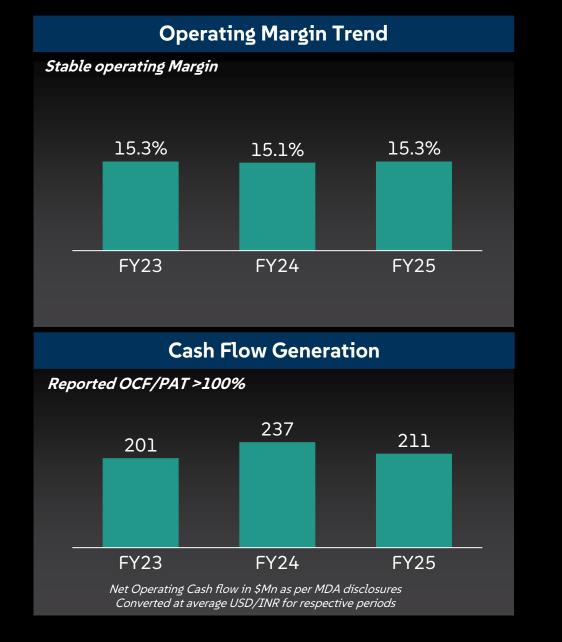


Revenue in USD Mn at average USD/INR rate for the respective periods Revenue growth in constant currency

Financial Metrics: FY25 Performance







Link to financial data for the past three years: https://www.mphasis.com/home/corporate/investors.html

Thank You!

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Q4FY25 Analyst Recognitions







