

#### Focus on Execution, with AI at the Core

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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, risks associated with and our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of fiscal governmental incentives, changes in trade regulations, policies and agreements and the imposition of tariffs that affect our services or operations, political instability, adverse impact of global pandemics, 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.

### 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<sup>™</sup> driving wins

Unlocking opportunities – reimagining legacy modernization

Expanding TAM - driving pipeline growth

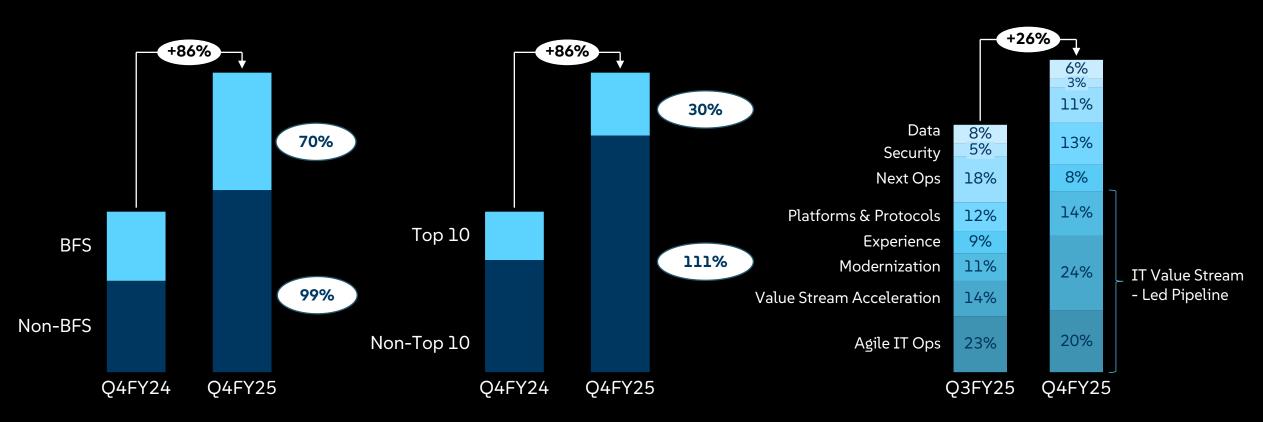
Infusion of platforms - deal impact through NeoZeta<sup>™</sup> and NeoCrux<sup>™</sup>

- 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



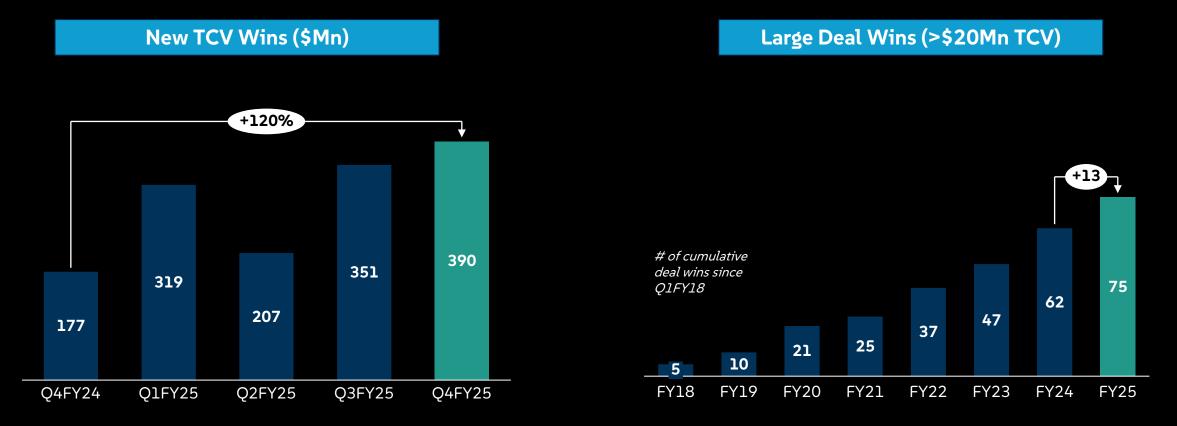
#### **Archetypes Driven Pipeline**



- 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

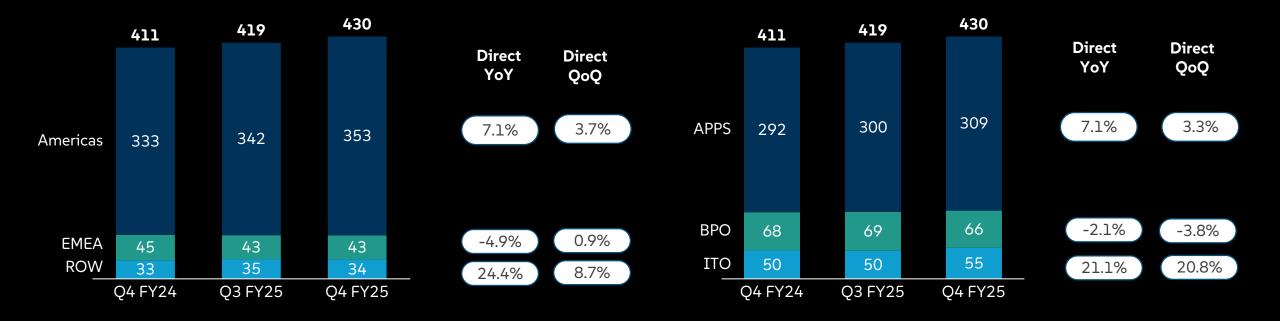




- TCV for the quarter at \$390Mn; highest in the past 7 quarters. Total new TCV wins of \$1.27Bn in FY25
- Two large deals in Q4FY25 and 13 large deals in FY25
- Continued higher share of proactive deal wins
- Broad-based TCV wins across verticals, client pyramid and archetypes
- Pace of TCV to revenue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

# Q4FY25 Performance by Segment



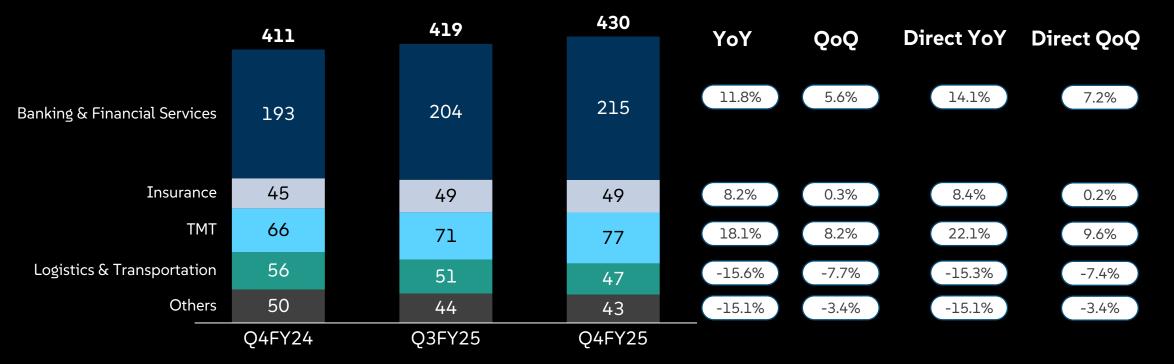


#### **Direct performance in Q4FY25**

- 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





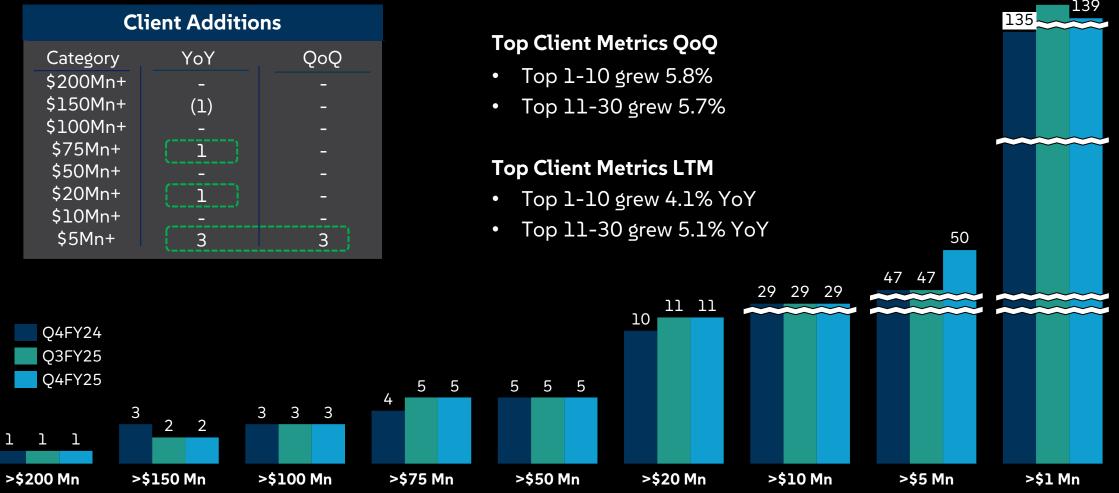
- BFS and TMT verticals continue growth momentum
  - BFS revenue growth driven by wallet share gains and growth in New Wins/Accounts
  - Continued wins and conversion driving revenue growth in TMT
- Insurance is a growth engine; poised for strong growth in FY26 on the back of strong TCV and pipeline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

### **Client Pyramid Performance: Direct**



140

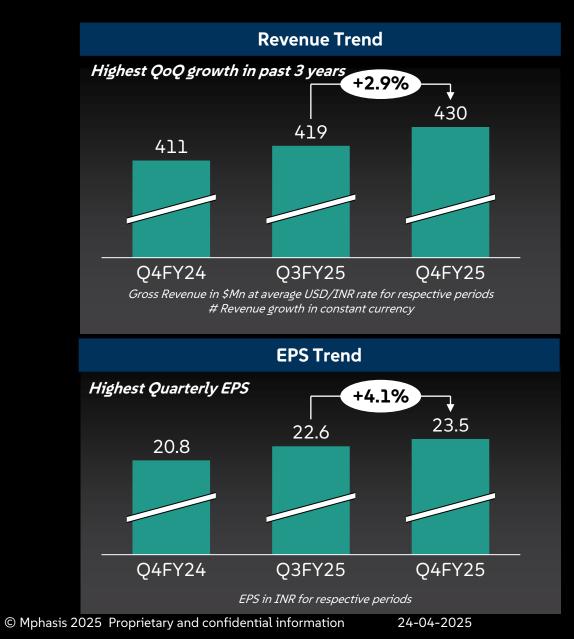
#### YoY Additions in multiple client bands

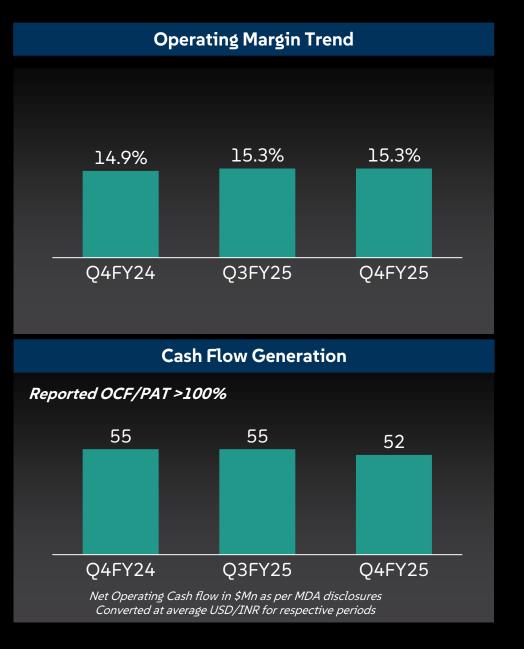


*Revenue growth in Constant currency Top clients based on LTM rankings* 

#### Financial Metrics: Quarterly Performance







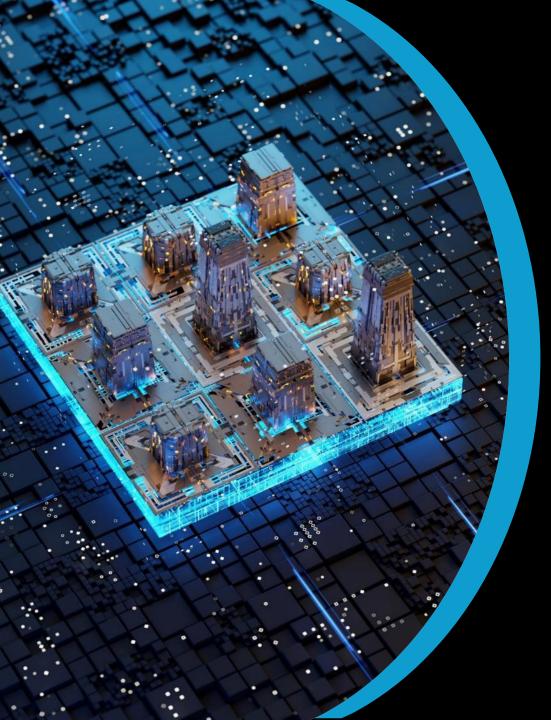
### Q4FY25 in Summary: Strong Execution Driven by Focus *Mphasis* on Micro and AI-led themes

- 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%



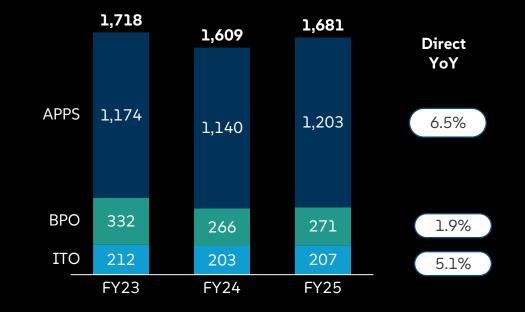


# FY25 Snapshots

### FY25 Performance by Segment



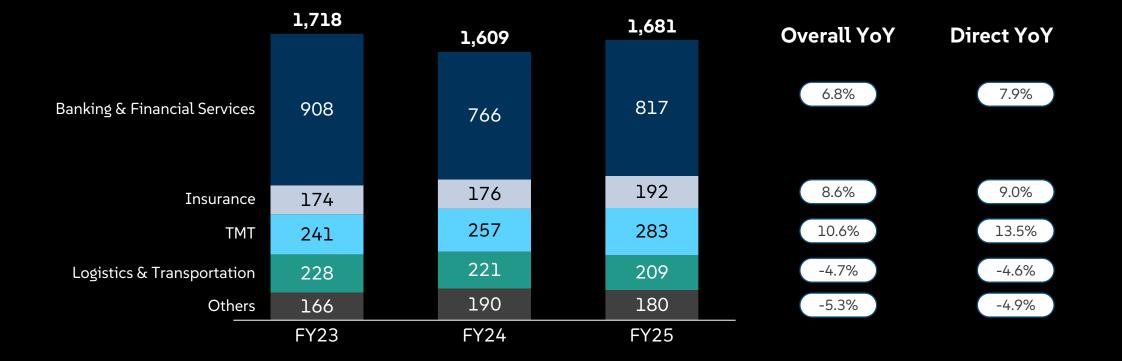




*Revenue in USD Mn at average USD/INR rate for the respective periods Revenue growth in constant currency* 

### FY25 Performance by Vertical

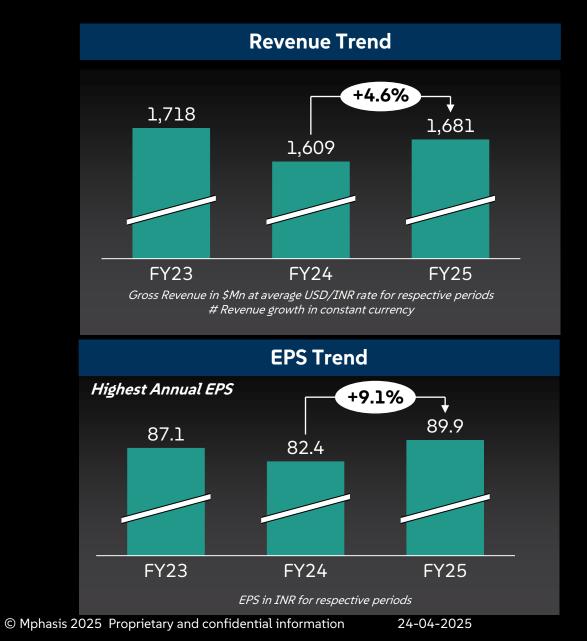


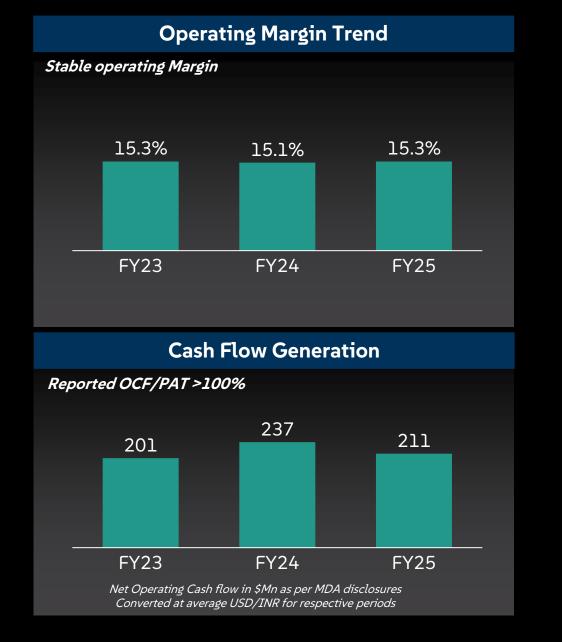


*Revenue in USD Mn at average USD/INR rate for the respective periods Revenue growth in constant currency* 

#### 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







