

ACCELERATING ENTERPRISE AGENCY

Governed Front2Back™
FINANCIAL ANALYST MEET 2026

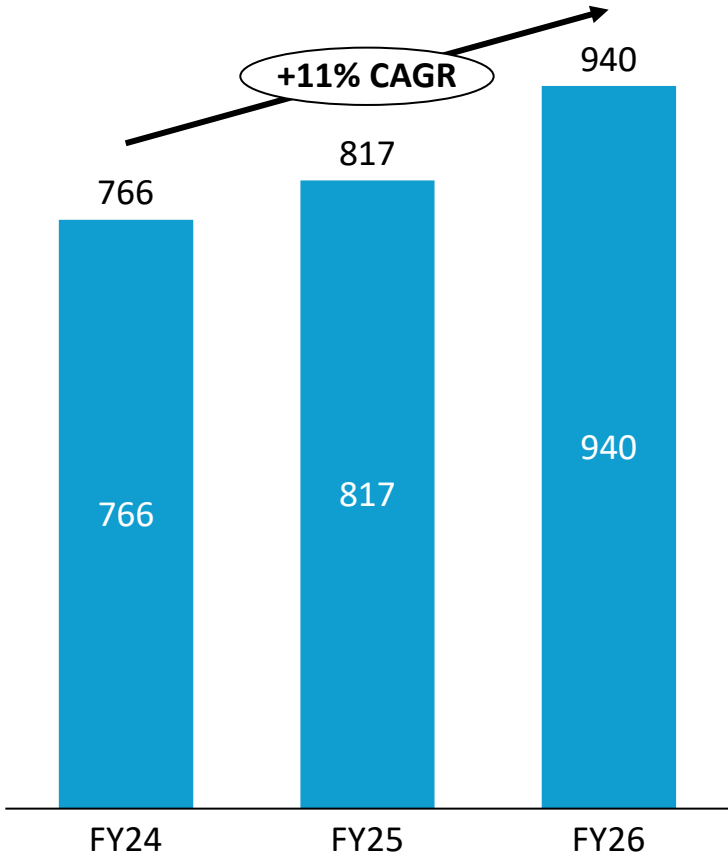
Building a Specialist at Scale Business in BFS

Ptn by - EVP, Head of Banking & Financial Services

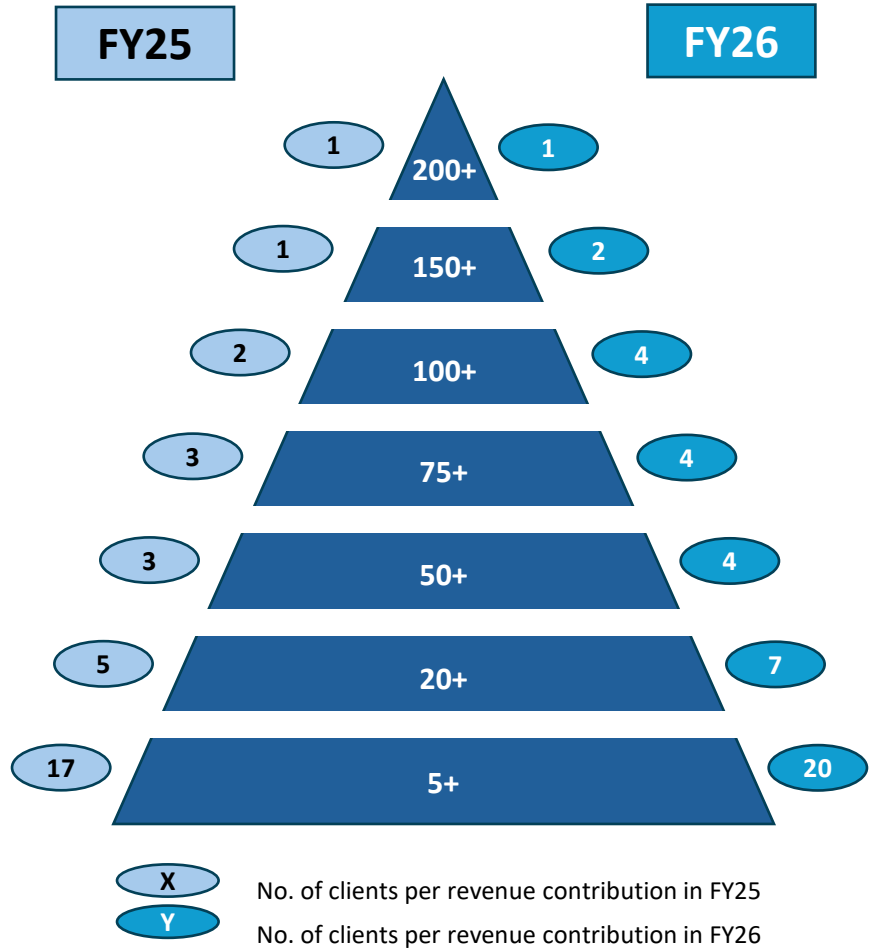
May 27, 2026

Banking and Financial Services (BFS) has Achieved 11% CAGR over the last 3 years

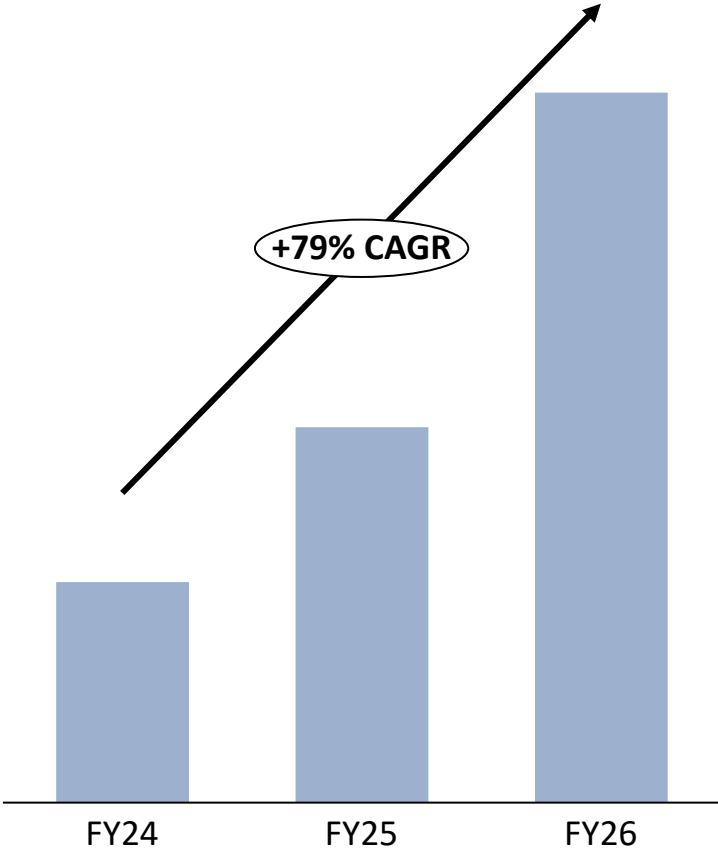
BFS Revenue, \$Mn



Client Revenue Contribution, \$Mn



BFS Pipeline Growth



Track Record of Super Scaling Accounts

Long standing partnerships with universal banks

Depth of financial services expertise



25+ year partnership with a Universal Bank

One of two Tier 1 Global Preferred Partners



20+ year partnership with a Top US Bank

Known as 'change agents'

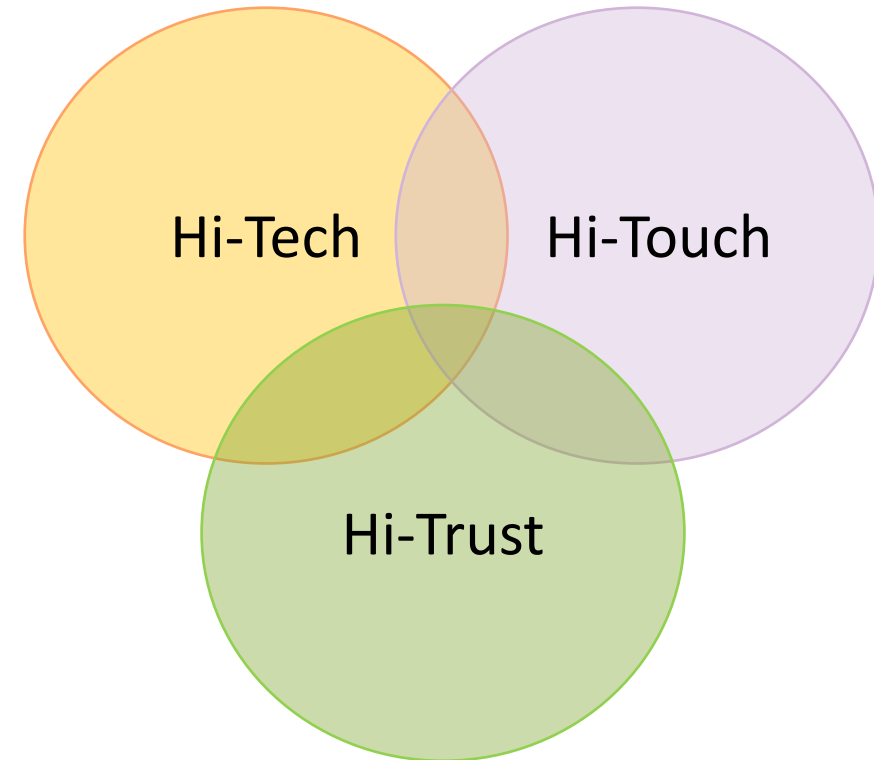


20+ year relationship with Large US

Investment Services Firm

Named 'cerebral partner'

Our client service model



A history of winning in the most desirable client logos, growing and sustaining leadership position

Unpacking why we win



Unparalleled domain and enterprise context



Ability to drive solutions that are contextual and differentiated



3-in-a-box account model - client partner, delivery leader, account CTO



Differentiated client engagement with ability to go after all big spend areas



Proactive engagement focused on solving real client business problems



Highly qualified proactive pipeline, high win rates. 92% of pipeline is proactive; and 49% of wins



Co-innovation embedded in the delivery model



Client co-innovation lab invested in the business model driving the Hi-Tech value proposition

All facilitated by best-in-class client specific account strategy

Building new partnerships based on complex engineering problems



3-year partnership with a Top Global Fintech

Large core modernization program, ecosystem plays



5-year partnership with a US Custodian

Platform transformation, leveraging AI-led productivity to drive additional throughput



1-year relationship with US Bank

Data center modernization, core banking assessment, payments transformation



3-year relationship with a Global Investment Bank

AI led IT operations, wealth transformation & crypto trading infrastructure

Data center transformation for a US Bank

Delivering a next-generation, highly resilient data center foundation, fully equipped for AI workloads with integrated BCP & DR and exit legacy data centers

AI-enabled, highly available, resilient data center infrastructure

SDLC transformation for a US Custodian

Leveraging AI across the software development lifecycle (**SDLC**) to enhance story point throughput and developer productivity

15% increase in throughput;
35% increase in productivity

Leading with AI Transformation propositions to expand High Potential Accounts

High Potential Accounts: Setting up for scale

- 1 Global Investment Management Firm**
Client onboarding transformation
- 2 Global Wealth and Asset Management Firm**
Data modernization
- 3 Top UK Bank**
Lending transformation
- 4 Top European Bank**
AI Ops
- 5 Universal Bank**
Testing transformation, QA to QE transformation
- 6 US Investments Firm**
Digital transformation
- 7 Global Asset Management Firm**
Contact center transformation
- 8 US Investment Bank**
SDLC transformation, wealth management
- 9 US Wealth Management Firm**
Operations transformation

- 1 Client Onboarding Transformation for Investment Management Firm**
Implementing improvements across different functions in client onboarding
50% improvement in client onboarding timeframes

Hunting Engine applies Established Archetypes to enter New Logos in a big way

Hunting Accounts: Landing new accounts with significant wins



Global Asset Manager

New MSA: Alternative assets technology and operations transformation



Canadian Bank

New preferred vendor: Data modernization, operations transformation



Global Payments Firm

New MSA: SDLC transformation



European Bank

Large scale core modernization, auto finance transformation



Top US Bank

New MSA: Asset finance modernization, platform development

Summary

- 1 The best financial services franchise in the industry enabled by High-Tech, High-Touch, High-Trust client value proposition

- 2 Consistent growth and leadership in high quality logos, with room to grow. Proactive GTM with significant large deal momentum

- 3 Three-in-a-box account model allows us to sell newer services to existing clients

- 4 Replicated the successful operating model with the next set of growth accounts and have scaled them rapidly

- 5 High potential accounts setup for scale. Ecosystem plays – partnerships to drive client value

- 6 Successful hunting engine entering high quality logos with large deals

- 7 Expanding TAM to new markets - geographies and services

Thank You!

For more information, please contact:

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AI WITHOUT
INTELLIGENCE
IS ARTIFICIAL™

At Mphasis, engineering has been in our DNA since inception.

Mphasis is an AI-led, platform-driven company with human-in-the-loop intelligence, helping global enterprises modernize, infuse AI, and scale with agility. The [Mphasis.ai](#) unit and Mphasis AI-powered ‘Tribes’ are focused on client outcomes and embed artificial intelligence and autonomy into every layer of the enterprise technology and process stack. Mphasis built [NeoIP™](#), a breakthrough AI platform that orchestrates a powerful pack of AI solutions and platforms to deliver impactful outcomes across the enterprise IT value chain, as we believe ‘*AI Without Intelligence Is Artificial™*’. Mphasis NeoIP™ is powered by the Mphasis Ontosphere™, a dynamic and ever-evolving knowledge base, delivering continuous and constant innovation through perpetual intelligent engineering—driving end-to-end enterprise transformation.

At the heart of our approach is customer-centricity—reflected in our proprietary [Front2Back™](#) transformation framework, which uses the exponential power of cloud and cognitive to deliver hyper-personalized digital experiences ($C=X2C^2_{TM}=1$) and build strong relationships with marquee clients. Our Service Transformation solutions enable enterprises to pivot from legacy systems and operations to secure, adaptive, cloud-first operating models with minimal disruption. Continuous investments in platforms, such as the Neo series, enable enterprises to stay efficient, relevant, and ahead in a dynamic AI-first world. Mphasis is a Hi-Tech, Hi-Touch, Hi-Trust company, rooted in a learning and growth culture. Click [here](#) to know more. (BSE: 526299; NSE: MPHASIS)

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