

# Safe Harbor

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*Certain statements mentioned in this presentation concerning our future growth prospects are forward-looking statements regarding our future business expectations 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-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in our earnings, 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, our ability to manage our international operations, reduced demand for technology in our key focus areas, withdrawal of fiscal governmental incentives, political instability, war, legal restrictions on raising capital or acquiring companies, and general economic conditions affecting our business and industry. We may, from time to time, make additional written and oral forward-looking statements. We do not undertake to update any forward-looking statements that may be made from time to time by us or on our behalf, unless required under the law.*





# Investor Presentation

Q3 2020

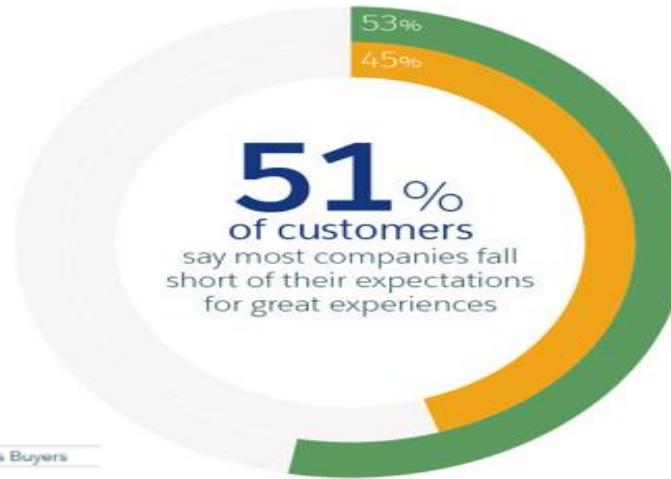
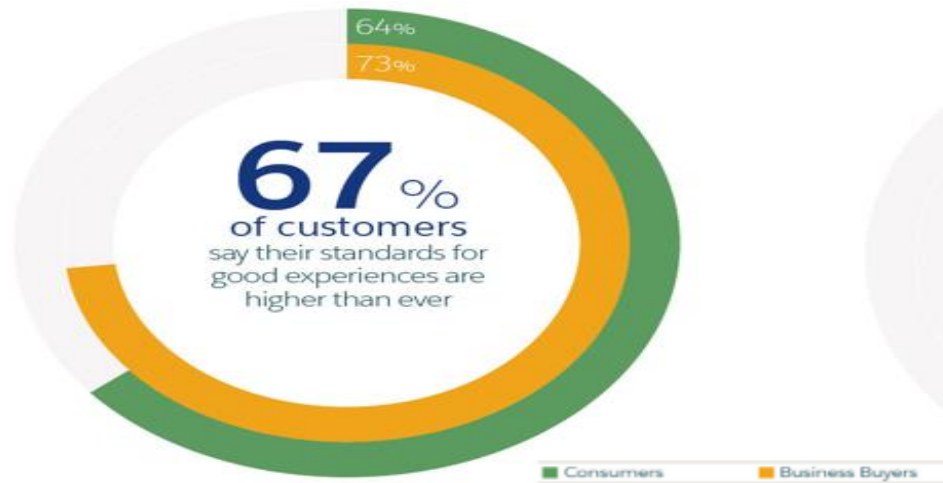
# There are many forces changing customer priorities



External forces have an impact on customer needs, economics, and decision making. What emerges are new customer priorities.



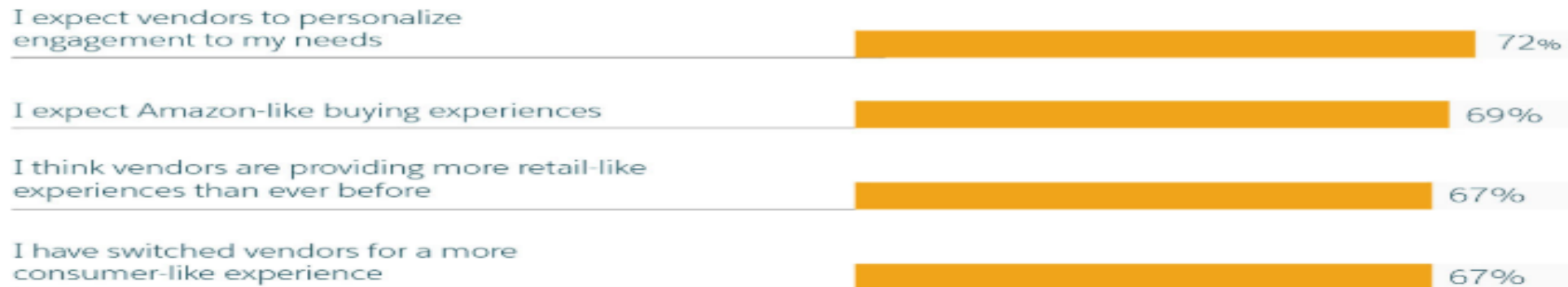
# Enterprises are missing the mark...



**76% OF CONSUMERS  
EXPECT COMPANIES TO  
UNDERSTAND THEIR NEEDS  
AND EXPECTATIONS.**

## Business Buyer Expectations Get Consumerized

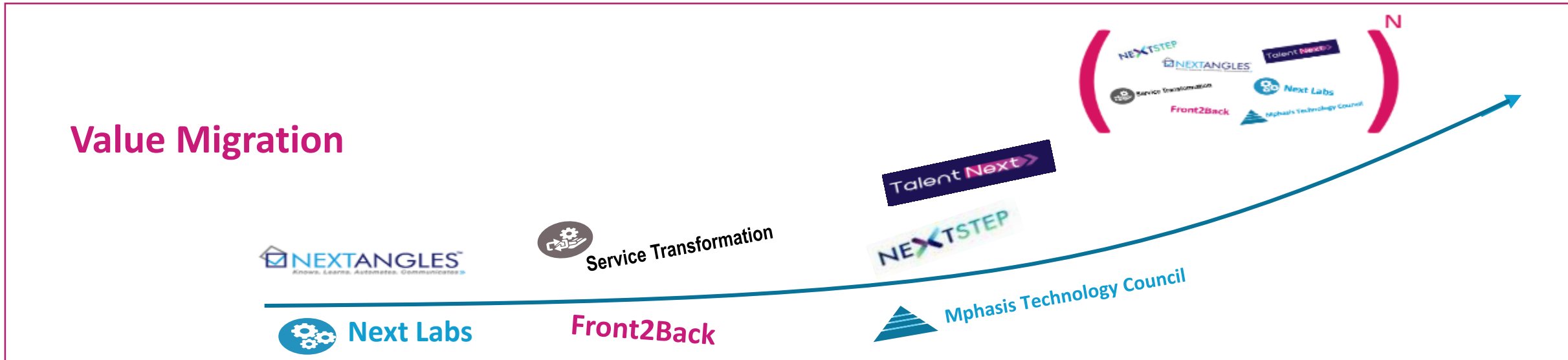
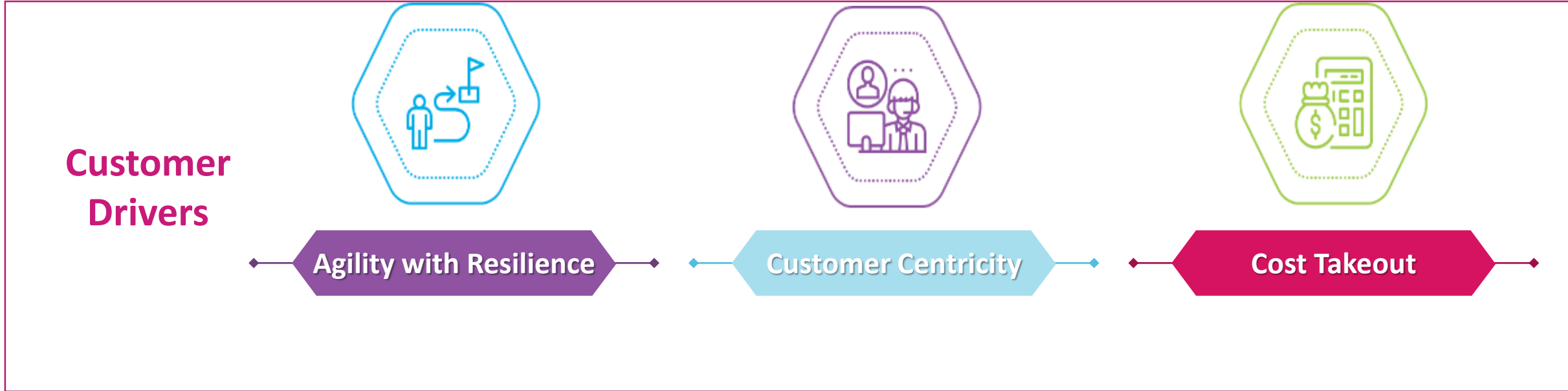
Percentage of Business Buyers Who Agree with the Following



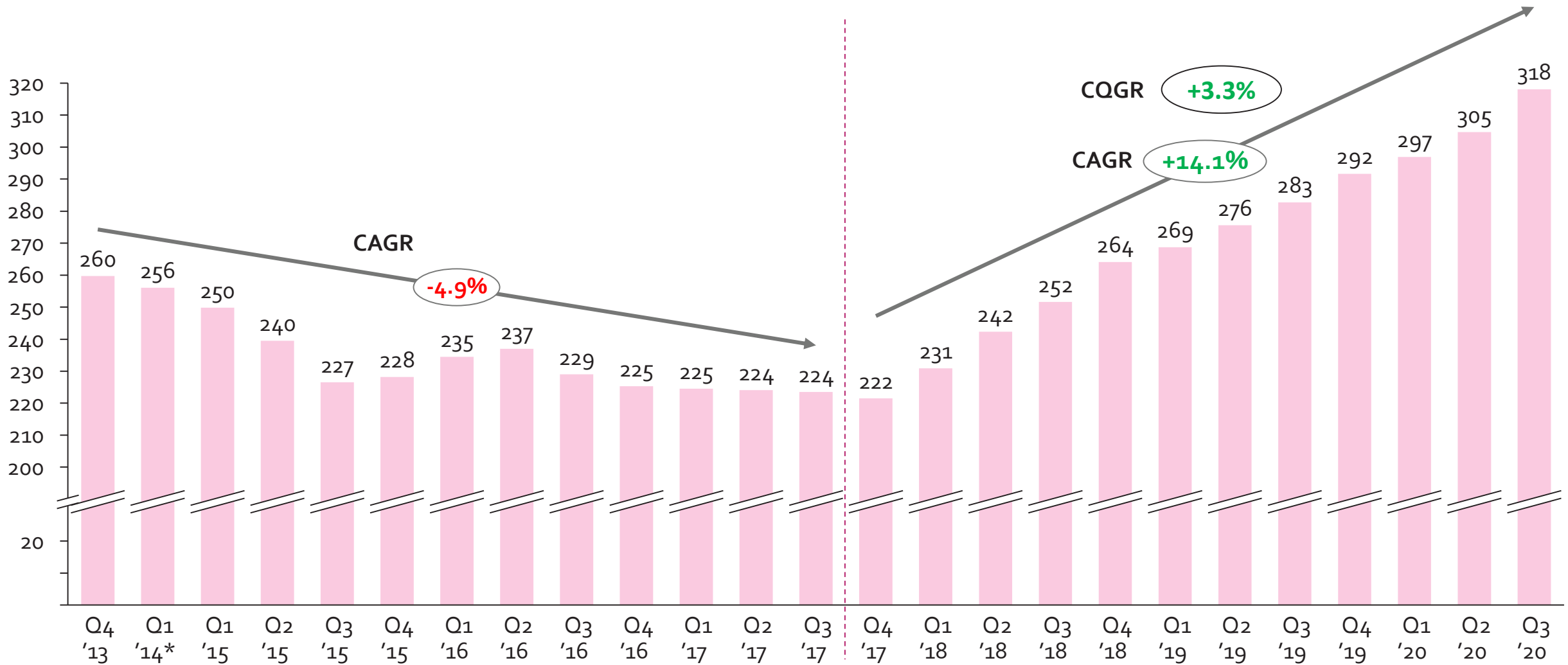
Source: [Customer Expectations Hit All-Time Highs – Salesforce Research](#)



# Mphasis Value Migration



# Our Numbers tell the Story: Consistency and Transformation

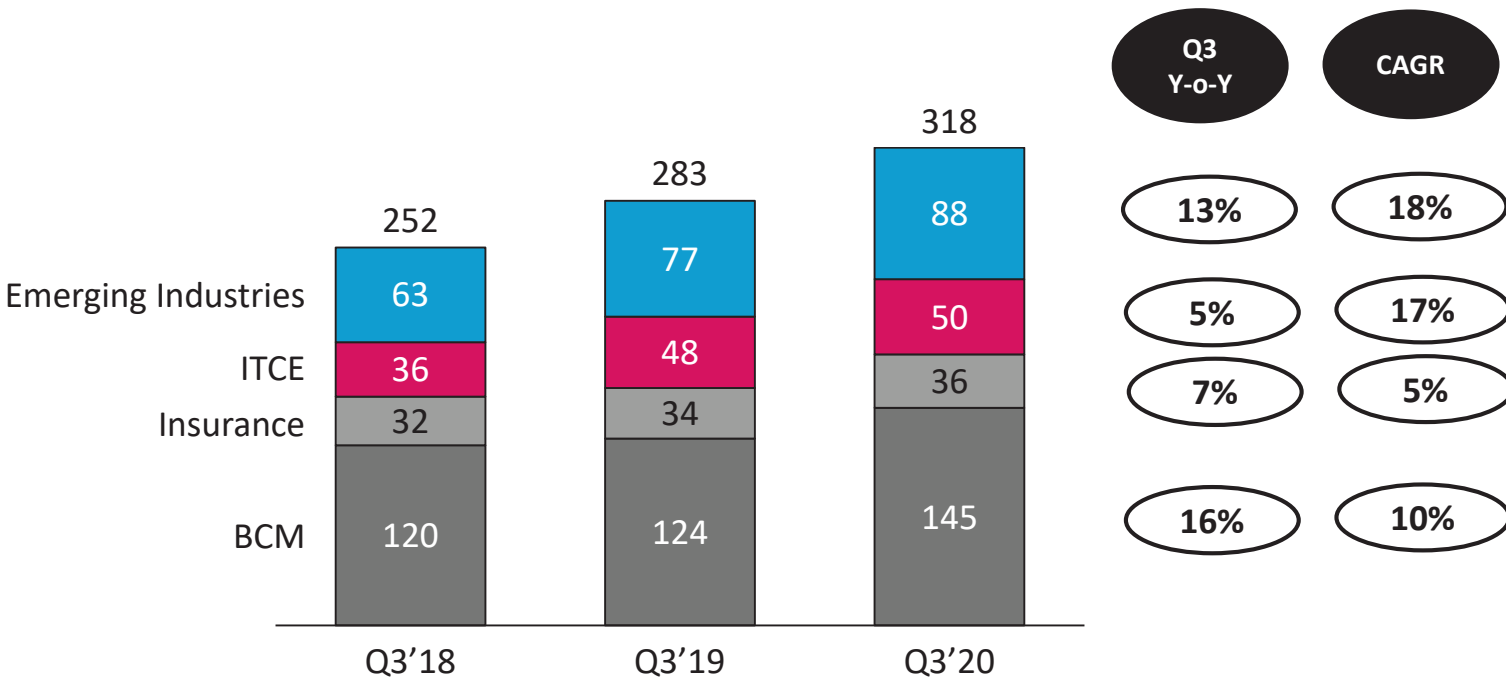


Overall Gross Revenue in USD \$M at average USD/INR rate for the respective quarters

\* Transition Year 5 months adj.



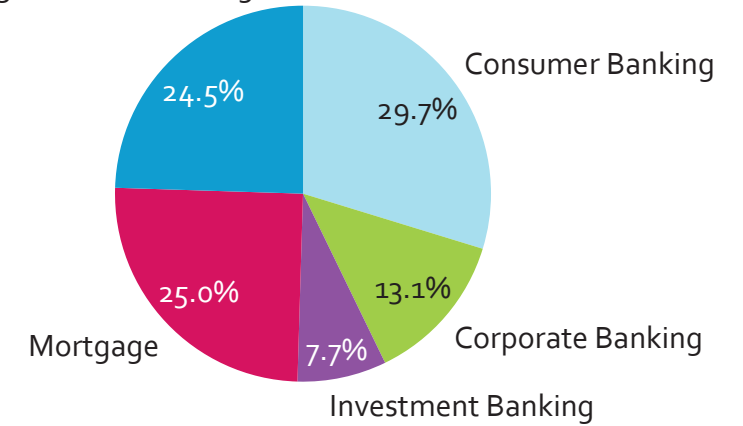
# Continued growth in Focus Areas



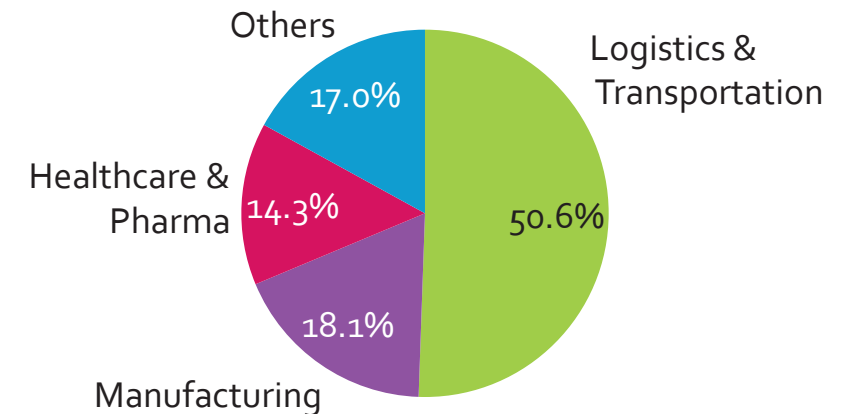
Strongest growth in Europe in the past five years

## BCM Vertical Split

Wealth Management & Brokerage



## Emerging Vertical Split



Revenue in USD \$M at average USD/INR rate for the respective quarters

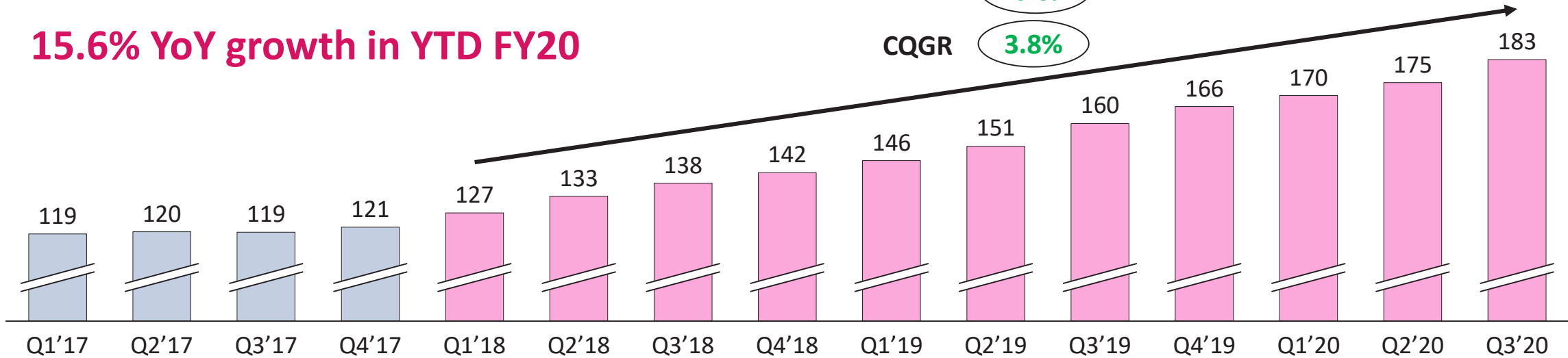


# Direct Core Business has been consistently delivering strong growth

**15.6% YoY growth in YTD FY20**

CAGR **16.0%**

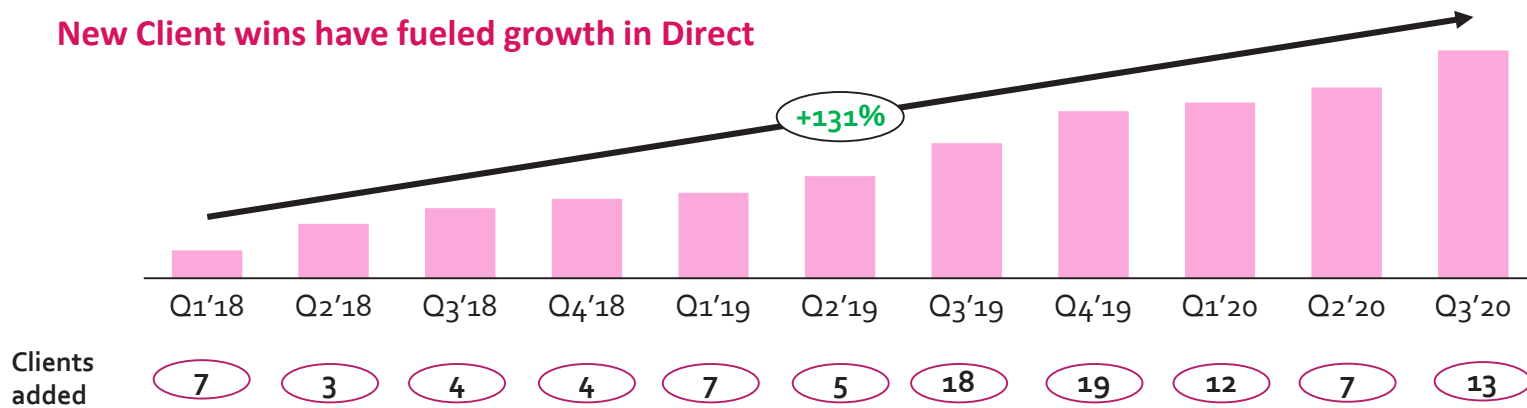
CQGR **3.8%**



Revenue reported is in USD @ Avg USD INR Ex. Rates

## Consistency: Growth across the Board

**New Client wins have fueled growth in Direct**



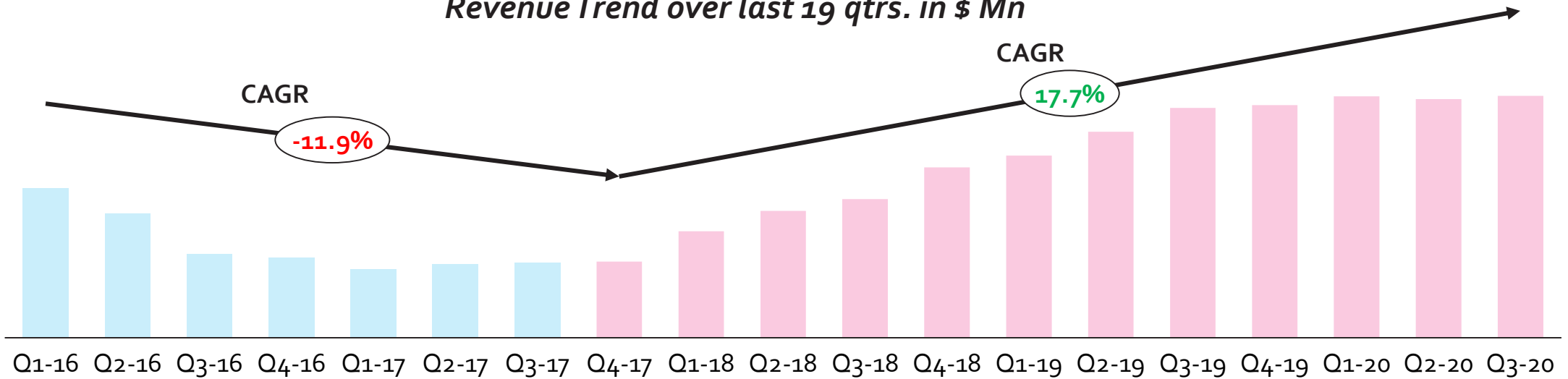
- Above market growth in Strategic Accounts in YTD FY-20
- >80% of deals won came from new gen areas in FY'19 and YTD FY20
- YTD FY20 New Clients grew > 80% YoY and Blackstone accounts grew > 50% YoY
- YTD TCV wins of \$514M



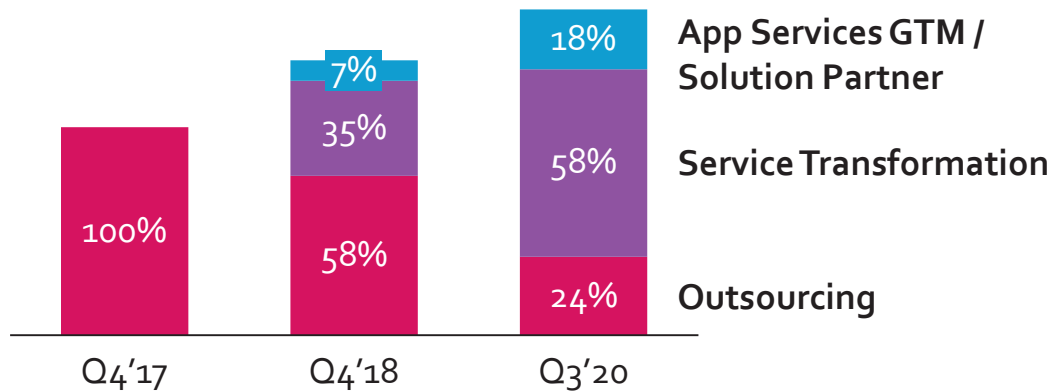


# DXC Relationship Transformation

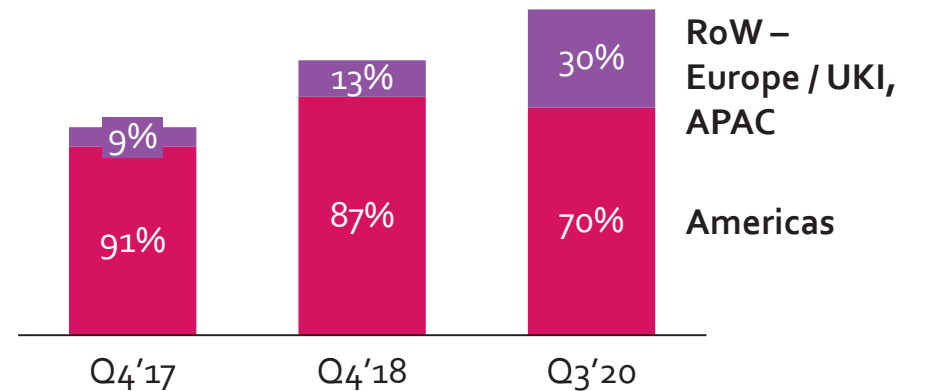
Revenue Trend over last 19 qtrs. in \$ Mn



Business Shift

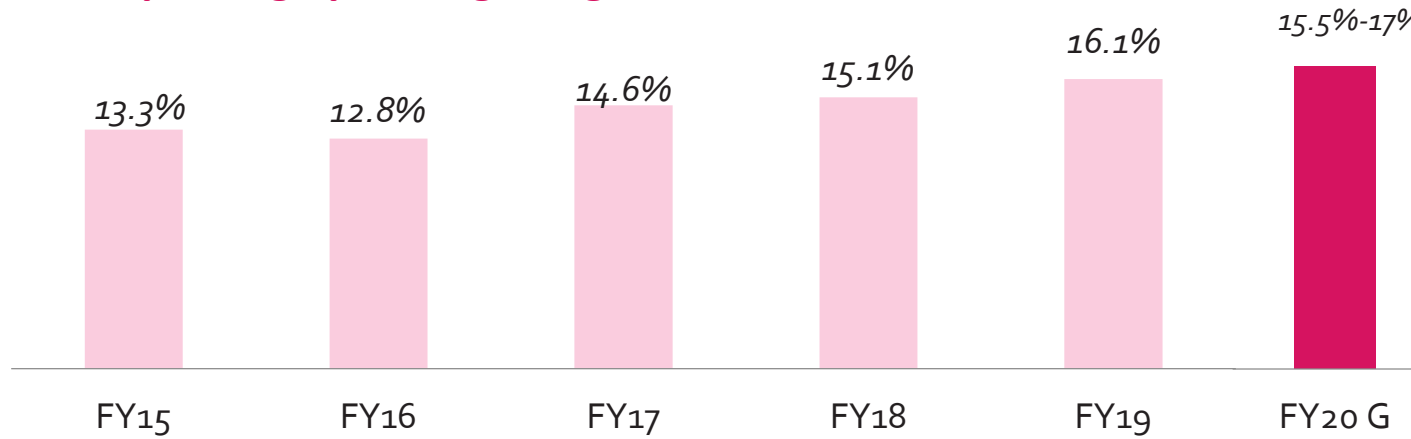


Geographical Penetration



# Strong Earnings Growth and Cash Generation

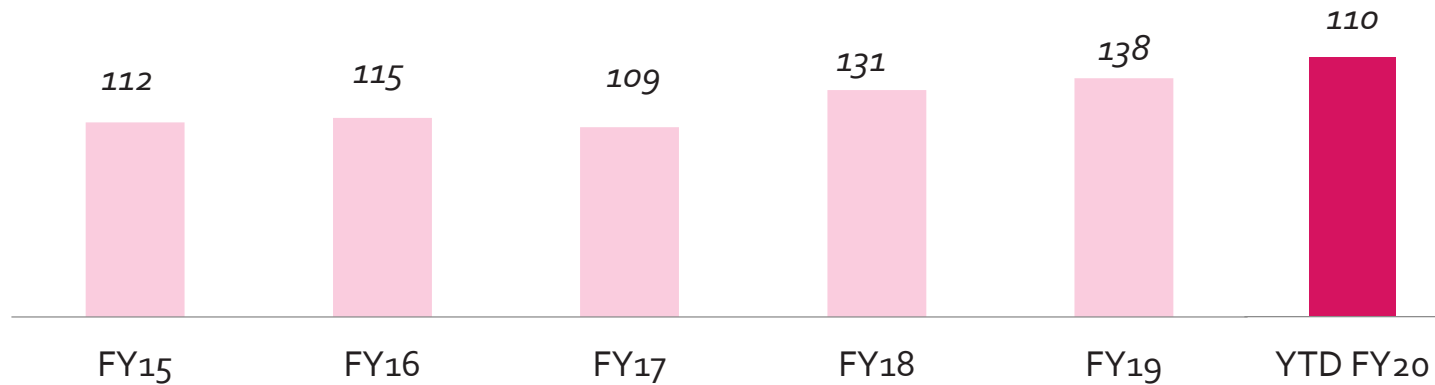
## Improving operating margin



\* FY20 G – FY20 Guidance

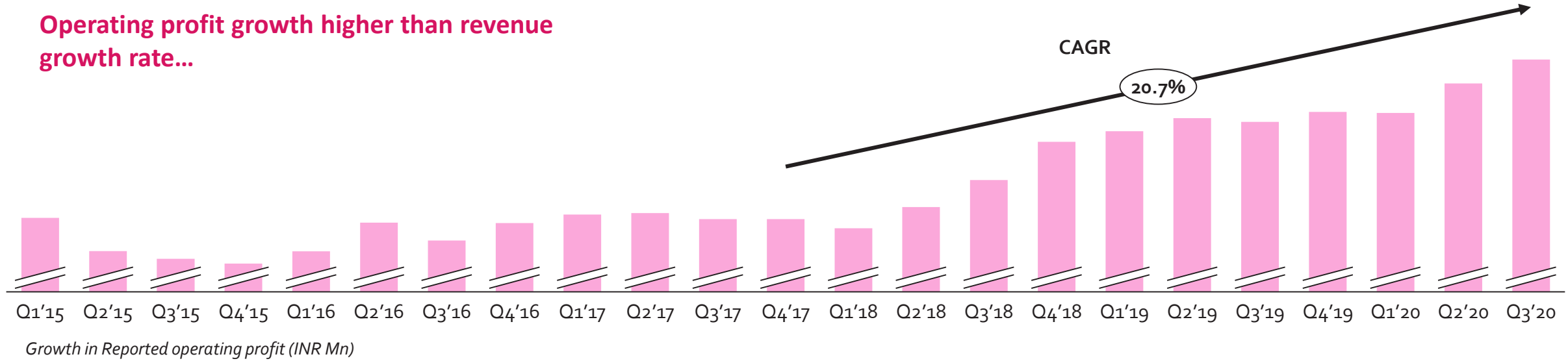
## Consistent free cash flow generation

Free cash flow (\$ million)

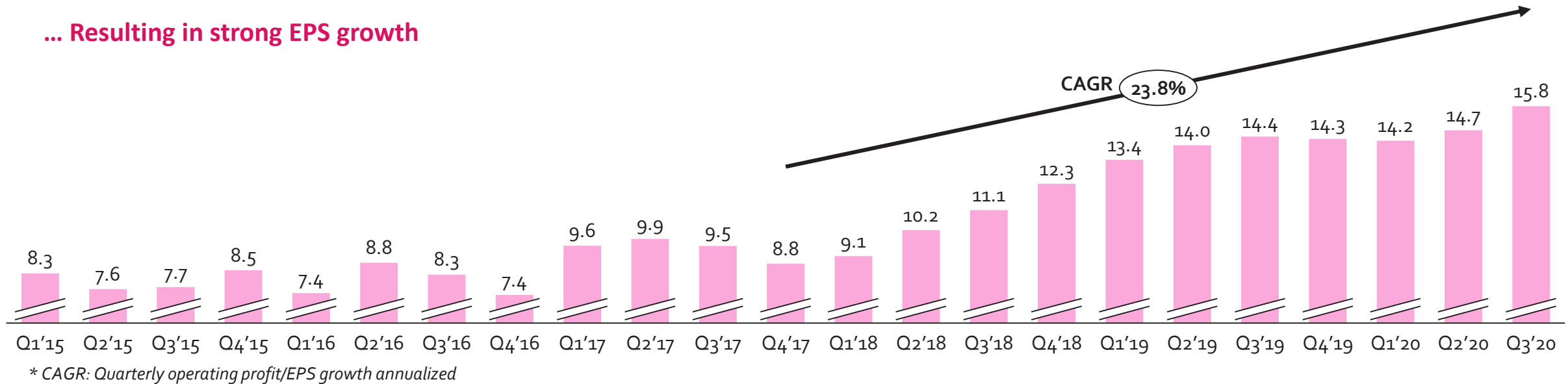


# Strong Operating profit growth driving EPS growth

Operating profit growth higher than revenue growth rate...



... Resulting in strong EPS growth



# Core Investment Thesis : YTD FY20 Execution Update

- 1. Accelerate Direct Core** : Consistently outgrow the market
  - Farming Strategic Accounts
  - New Client Acquisition (NCA)
  - Continue momentum in BX channel
- 2. Strategic Partnership with DXC/HP** : Continuous transformation in relationship
  - Applications Partnership Growth
  - Expand Vertical and Geographic Footprint
  - Increase Service Transformation Participation
- 3. Continued focus on Margin optimization to fuel Growth (EBIT 15.5%-17%)**
- 4. Investment Capability building**
- 5. Strong Cash flow Generation and Optimal Cash Strategy** to maximize shareholder value

*Strong growth of 16.2% YoY in CC;*

*NCA grew 80+ % and BX grew 50+ %*

*Continued momentum in Deal wins: YTD TCV wins of \$514M; New-Gen Services at 82%*

*Consistent sequential growth since Q4'17; YoY CC growth rate of 9.4%*

*Solutions Partner: 58% revenue from Service transformation in Q3'20*

*FY20 Margin guidance at 15.5% to 17.0%*

*Continued progress in implementation of IP based platform, Delivery Transformation, Next Labs and Talent Next Programs*

*Strong Free cash flow generation of \$110M in YTD FY20, Cash balance of \$301M*







## About Mphasis

**Mphasis** (BSE: 526299; NSE: MPHASIS) applies next-generation technology to help enterprises transform businesses globally. Customer centricity is foundational to Mphasis and is reflected in the Mphasis' Front2Back™ Transformation approach. Front2Back™ uses the exponential power of cloud and cognitive to provide hyper-personalized ( $C=X2C^2_{TM}=1$ ) digital experience to clients and their end customers. Mphasis' Service Transformation approach helps 'shrink the core' through the application of digital technologies across legacy environments within an enterprise, enabling businesses to stay ahead in a changing world. Mphasis' core reference architectures and tools, speed and innovation with domain expertise and specialization are key to building strong relationships with marquee clients. Click [here](#) to know

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