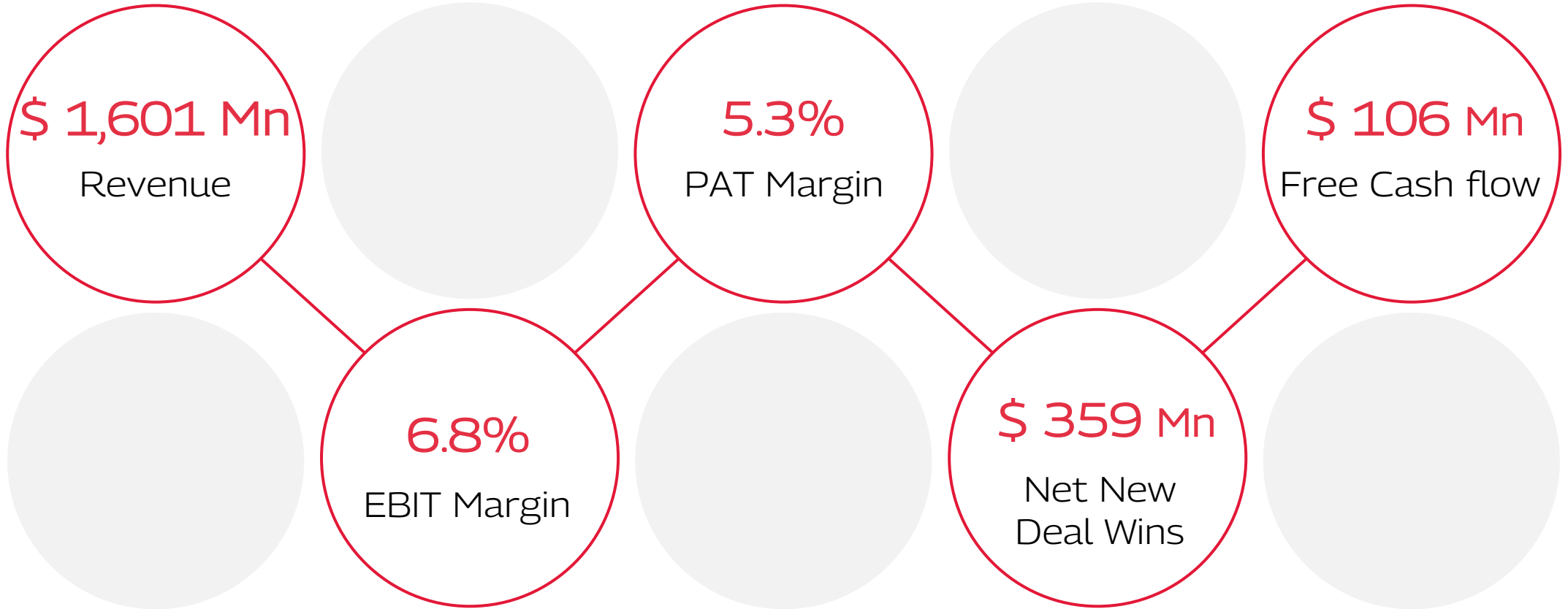


# Earnings Presentation

## Q1 FY24

June 2023

# Q1 FY24 Snapshot



# Q1 FY24 Snapshot

## FINANCIAL

↓ Revenue  
-4.0%  
(-4.2% cc)

↓ EBIT %  
-440 bps

↓ PAT %  
-290 bps

↑ FCF to PAT %  
126%

## OPERATIONAL

↓ Headcount  
148,297  
(-4,103)

↑ IT LTM attrition  
12.8%  
(down 200 bps)

↑ Utilization  
(inc trainees)  
87.2%  
(up 70 bps)

↓ Active Customers  
1,255  
(down by 42)

## SEGMENT

↓ CME  
-9.4%

↓ Enterprise  
-0.4%

↓ IT  
-4.9%

↑ BPS  
+1.4%

## GEOGRAPHY

↓ Americas  
-0.5%

↓ Europe  
-6.7%

↓ ROW  
-8.2%

# Management Commentary









CP Gurnani  
CEO, Tech Mahindra

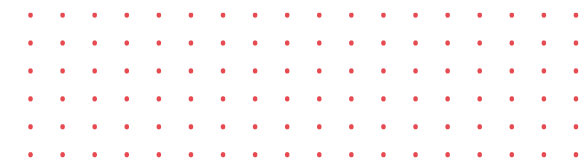


*Our results this quarter reflect the uncertainty in the global economy and the IT sector. We are confident that we have the right strategy and the right team to overcome this temporary setback and deliver long-term value for our customers and shareholders*



# Vertical Performance Q1 FY24

						
VERTICALS	Communications, Media & Entertainment	Manufacturing	Banking, Financial Services & Insurance	Technology	Retail, Transport & Logistics	Others
% SHARE	<b>37.8%</b>	<b>16.9%</b>	<b>16.1%</b>	<b>10.7%</b>	<b>7.9%</b>	<b>10.6%</b>
% QoQ	-9.4%	+1.8%	-3.2%	+0.1%	-0.3%	-0.1%
% YoY	-8.2%	+8.6%	-5.4%	+8.0%	-2.0%	+3.3%



# Deal-Win Performance

Total **TCV Q1 FY24**: \$ 359 Mn

Select **Deals**:



Selected as a strategic partner by a large telecom operator in the US to implement **Cloud migration of their Machine Learning platform**; implement predictive analysis program to **generate personalized sales retention recommendations** by leveraging big data analytics and microservices development



Chosen by **one of the largest tyre manufacturers in the world** for its end-to-end enterprise process transformation. Tech Mahindra will be revamping core processes from Lead to Cash to Foreign Trade in what will be one of the **largest strategic transformations** in Europe



Won a multiyear strategic deal from a **leading Networking OEM in America** for managing their public cloud operations, including **various workloads for its fast-growing AI-based SaaS offerings**, and for its upcoming Data & Cloud-based offerings of its Engineering and IT units

# Strategic Highlights



## COLLABORATIONS

Tech Mahindra and IndoSat launched a **Center of Excellence (CoE) lab powered by Google Cloud in Jakarta** to accelerate Indonesia's digital transformation. This will harness advanced next-gen capabilities like **5G, Edge computing, Data analytics, Internet of Things, Augmented Reality and Virtual Reality**. Lab seeks to provide intelligent analytics to CSPs through hyper-personalized offerings throughout customer journey



## GEN AI HIGHLIGHTS

Tech Mahindra unveiled **Generative AI studio** under its **amplifAI0->∞** suite of AI offerings and solutions. The studio will be a one-stop-central providing customers with both structured and customized aspects of AI, bringing all six aspects of content generation - code, document/text, image, video, audio, and data - under one roof. The studio is also scalable, making it suitable for businesses of all sizes



## OTHER HIGHLIGHTS

Global Chess League, a joint venture between FIDE and Tech Mahindra, will be the **world's largest and first-ever league-style chess tournament**. The inaugural edition which took place in Dubai from **21st June to 2nd July'23**, featured six teams with six players each including a minimum of two female players and one Icon player per team. **World Champions like Viswanathan Anand, Magnus Carlsen, Ding Liren and Hou Yifen** were part of the tournament.

# ESG & People Highlights



## STRENGTH & ATTRITION

Our employee strength is at **148,297**

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LTM attrition reduced to **12.8%** from  
14.8% last quarter.



## AWARDS

“Champions’ for Leading Practices in **Diversity & Inclusion** Initiatives & for Best POSH strategy -  
**People First HR Excellence Awards**

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Ranked **Number 1 amongst the top 25 IT companies in the country** at the Business World  
Sustainability Conclave 2023



# Management Commentary



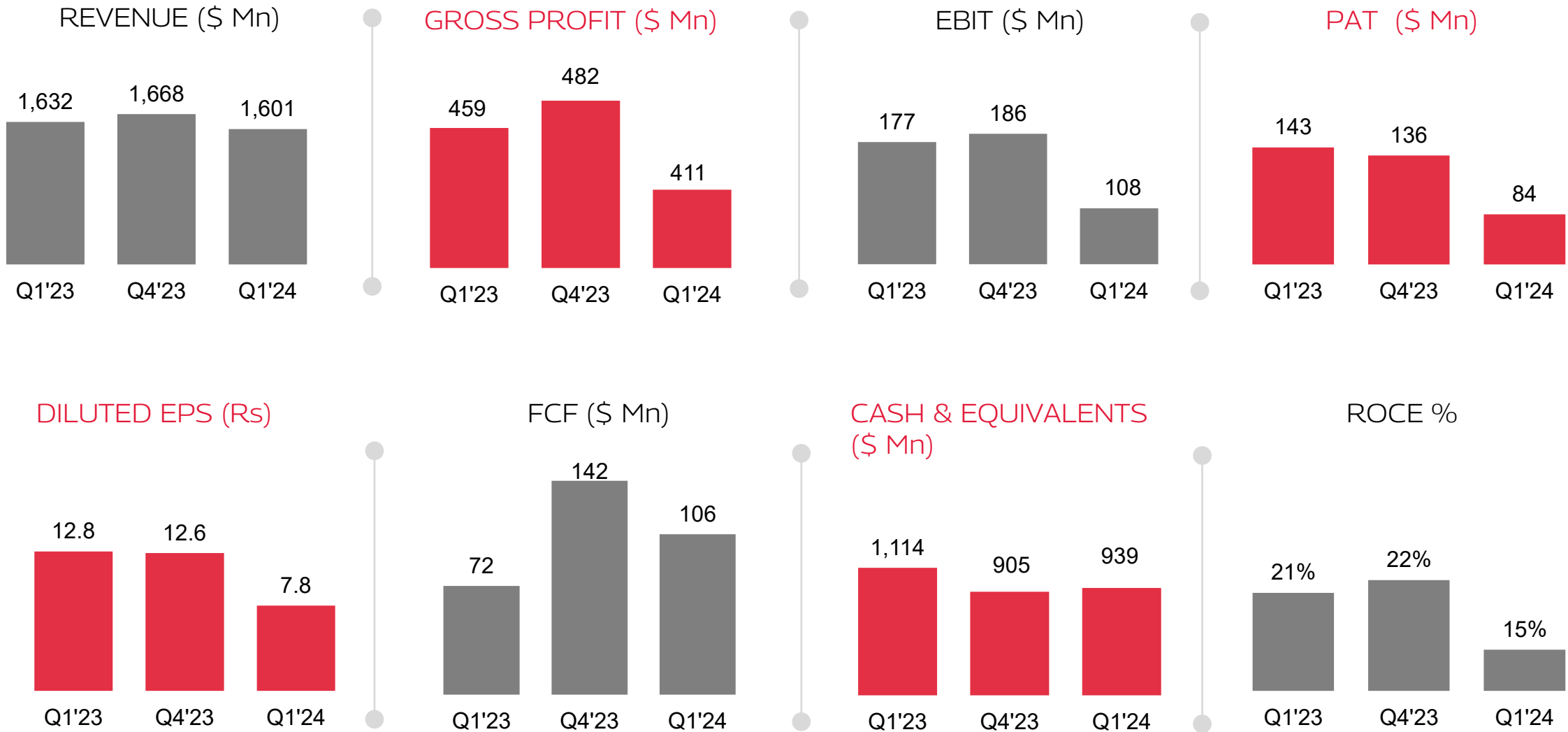
Rohit Anand  
CFO, Tech Mahindra



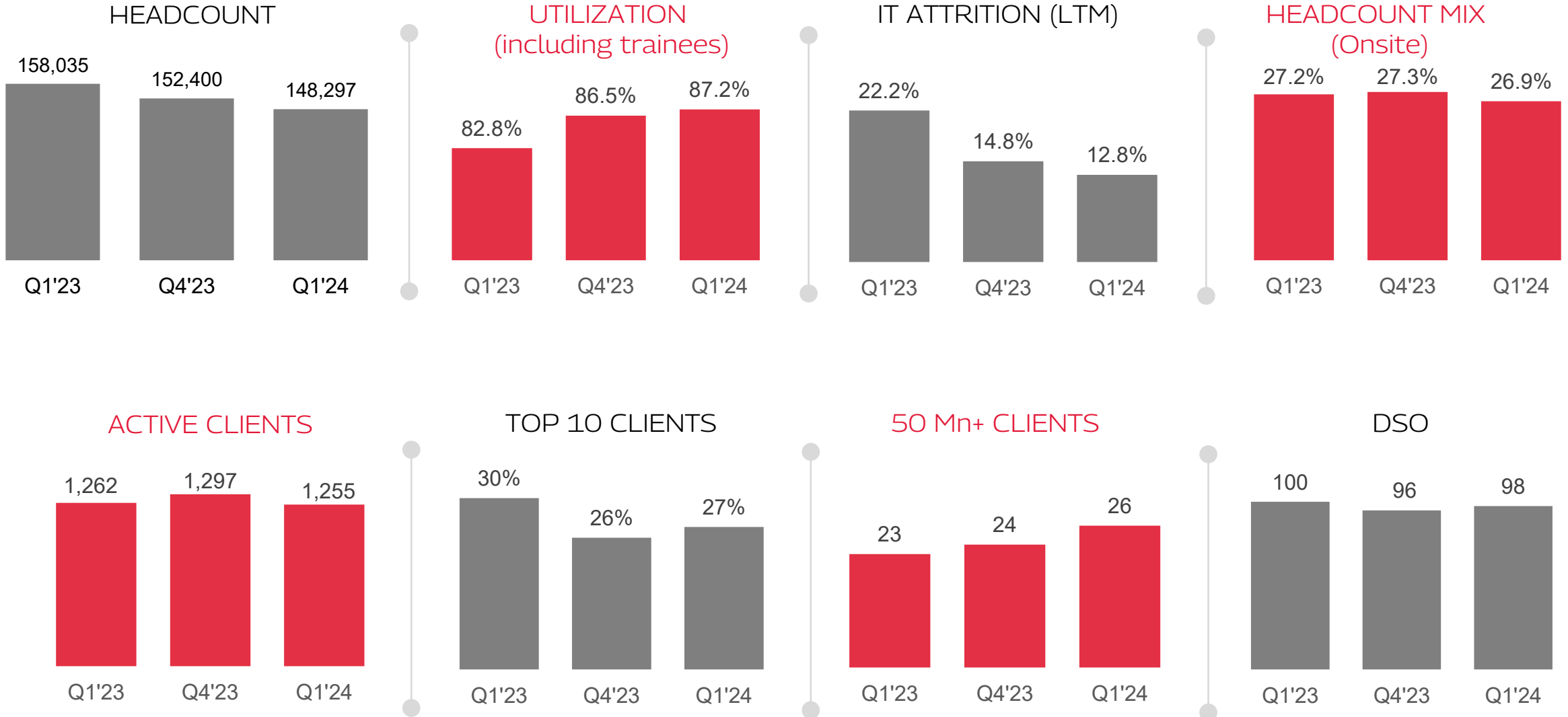
*This quarter was a challenging one for us as revenue growth faced strong headwinds and that had an impact on the profitability. We have taken swift and decisive actions to address these issues and improve our execution*

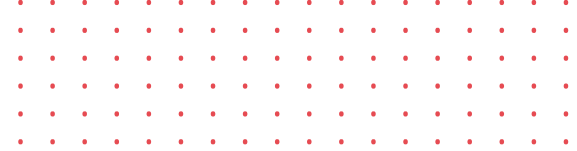


# Financial Snapshot Q1 FY24



# Operational Snapshot Q1 FY24





# Other Financial Highlights



## CASH CONVERSION

Free cash flow at \$ 106 Mn,

FCF to PAT conversion:  
Q1 FY24: 126%,

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DSO @ 98 days



## TREASURY

Hedge book at \$ 2,702 Mn  
compared to \$ 2,335 Mn in Q4  
FY23

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USD/INR Q1 FY24 average  
exchange rate at 82.20



## OTHERS

Tax rate at 27.6 % in Q1 FY24,  
compared to 26.2 % in Q4 FY23

# Financial Summary Q1 FY24

in \$ Mn	Q1'24	QoQ	YoY
Revenue	<b>1,601</b>	<b>-4.0%</b>	<b>-1.9%</b>
EBIT	<b>108</b>	<b>-41.7%</b>	<b>-38.9%</b>
<i>EBIT %</i>	6.8%		
Other Income	<b>23</b>	<b>-37.2%</b>	<b>48.8%</b>
Miscellaneous + Interest Income	18		
Exchange Gain/(Loss)	5		
Profit Before Tax	<b>118</b>	<b>-36.2%</b>	<b>-37.1%</b>
Provision for tax	33		
Profit After Tax	<b>84</b>	<b>-38.0%</b>	<b>-41.1%</b>
<i>PAT %</i>	5.3%		
EPS (Basic) in Rs	<b>7.84</b>		
EPS (Diluted) in Rs	<b>7.82</b>		

**TECH**

**mahindra**