



XSL/SE/2019-20/10

May 29, 2019

The Asst. Vice President, National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai - 400 051 Fax :No. 022 – 26598237/8 Scrip Code: XCHANGING	Department of Corporate Services – CRD BSE Limited Floor 25, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 Fax No. 022 – 22723121 Scrip Code: 532616
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Dear Sir/Madam,

Subject: Investor Presentation

Reference: Regulation 30 of SEBI (LODR) Regulations, 2015

**Xchanging Solutions Limited, a DXC
Technology Company**

CIN: L72200KA2002PLC030072

Registered Office: SJR I-Park, Plot No. 13,
14, 15 EPIP Industrial Area, Phase 1,
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Please find enclosed Investor presentation. This presentation will be available on the website of the Company in due course i.e. <http://www.xchanging.com/investor-relations/xsl-content>

You are requested to take the above information on records.

Yours faithfully,

For Xchanging Solutions Limited

Mayank Jain
Mayank Jain
Company Secretary

Membership No. A26620

Address: SJR I Park, Plot no. 13, 14, 15, EPIP Industrial Area
Phase 1, Whitefield, Bangalore – 560 066

May 29, 2019

Xchanging Solutions Ltd.

Investor Presentation

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Company and Business Overview

Business Overview

Xchanging Solutions is an IT Service provider (Application Engineering Services) with operations in India

It also has operations in USA and Singapore through subsidiaries operating there

The company's core IT solution offerings range from strategic consulting to application maintenance/support through software development and application implementation services

Other services include integration, customizations, end user services, training, documentation, quality assurance, testing and legacy application migration

It develops IT solutions for industries including insurance, financial services, manufacturing, logistics, real estate, healthcare, media, and entertainment

The above businesses are conducted through Fixed Price, Time and Material ("T&M") / AMC contracts

It also owns a software called Xchanging Messaging Middleware ("XMM"), used for SWIFT messages for enabling Cross Border financial transactions

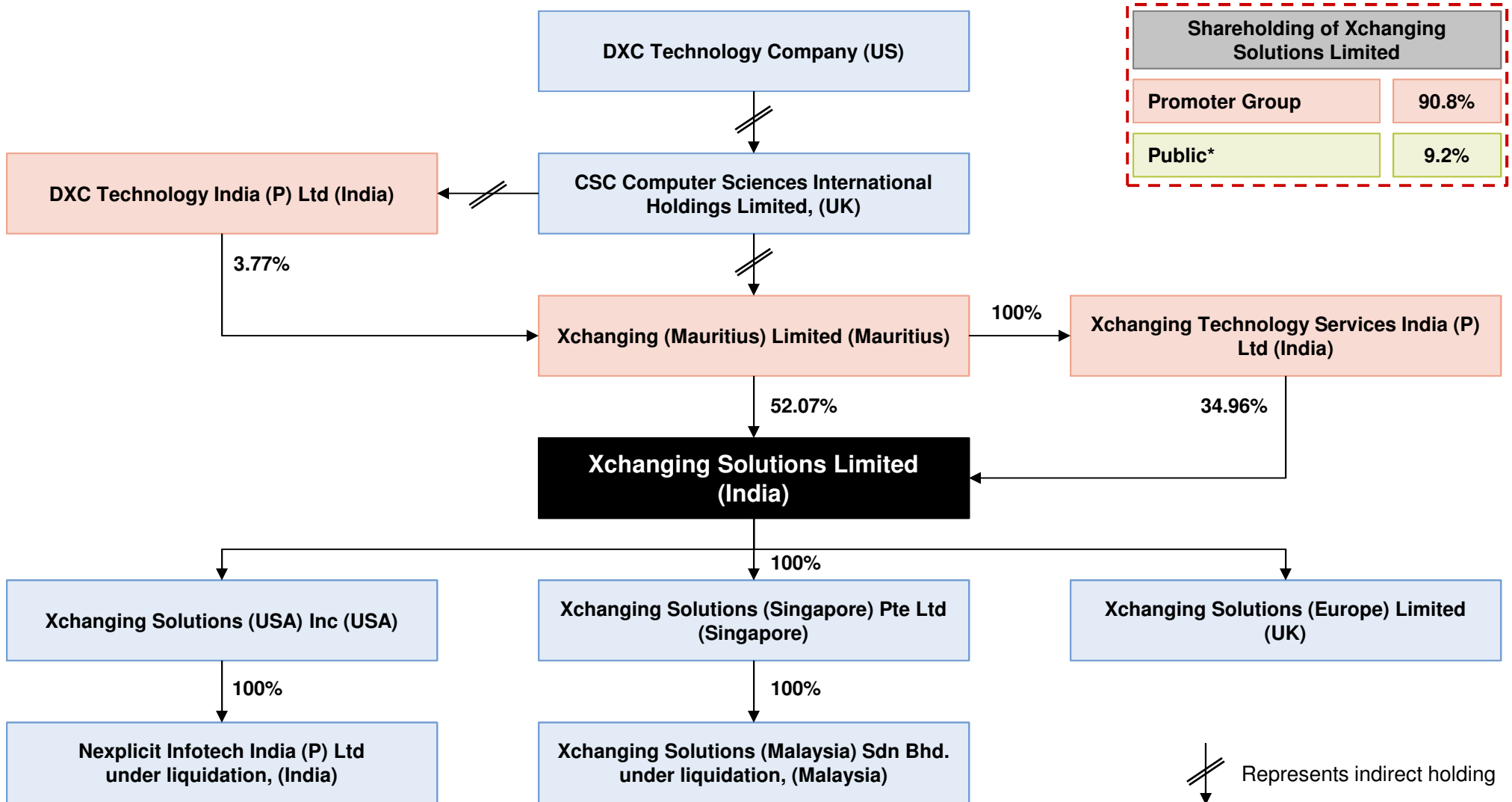
Geographical Presence



Major Customers across the World



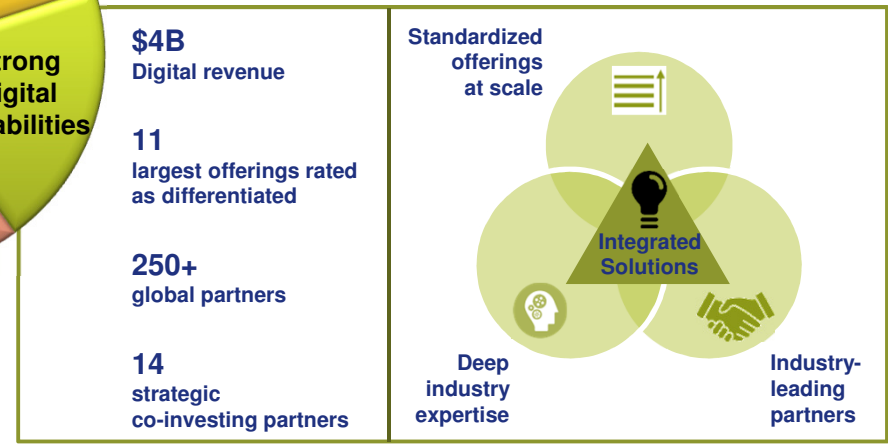
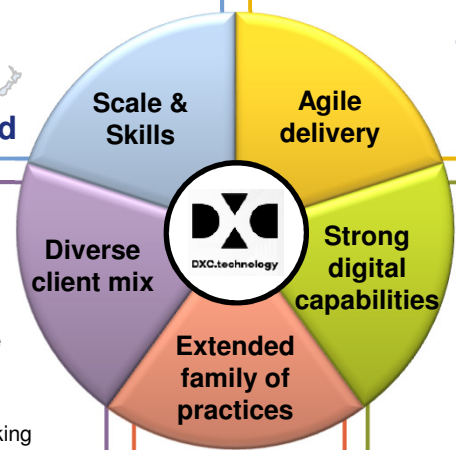
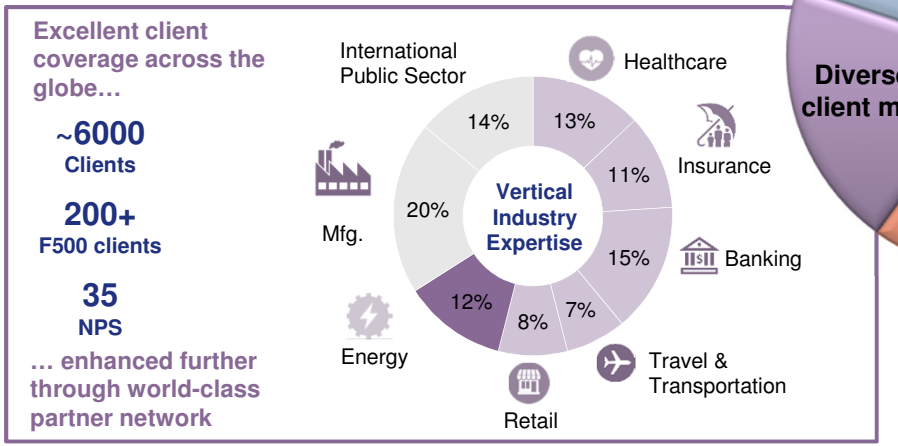
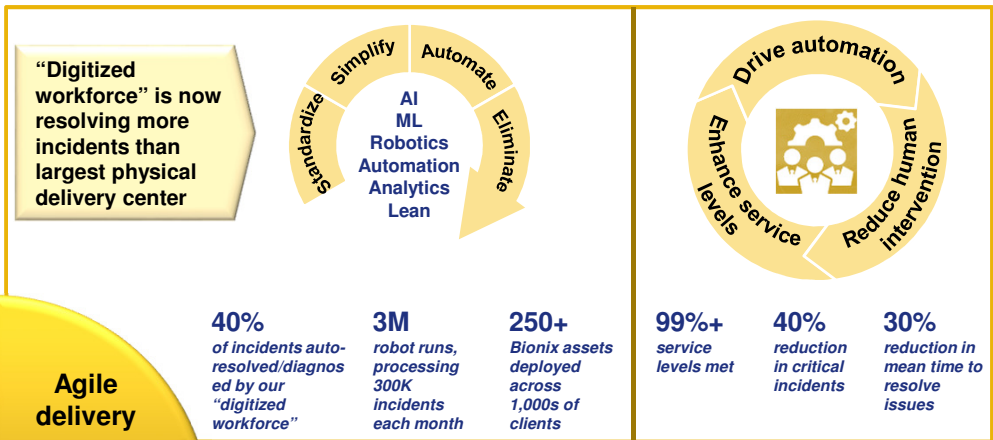
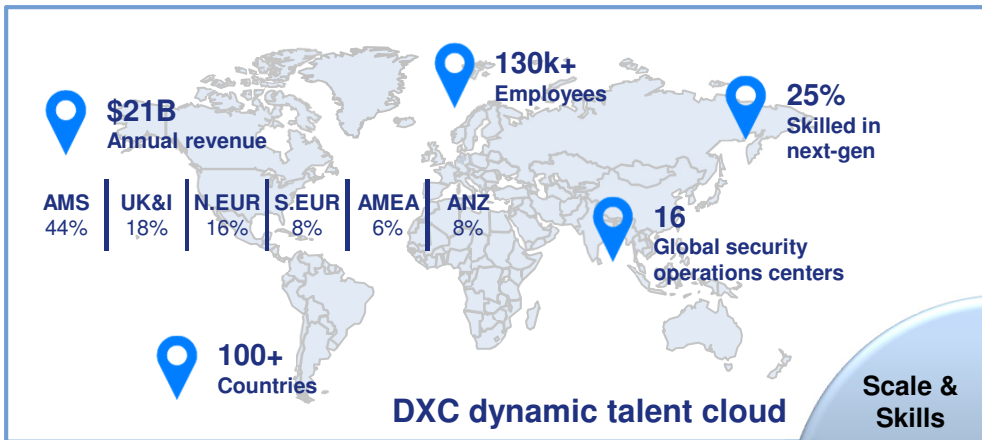
Organisational Structure & Shareholding



Shareholding of Xchanging Solutions Limited	
Promoter Group	90.8%
Public*	9.2%

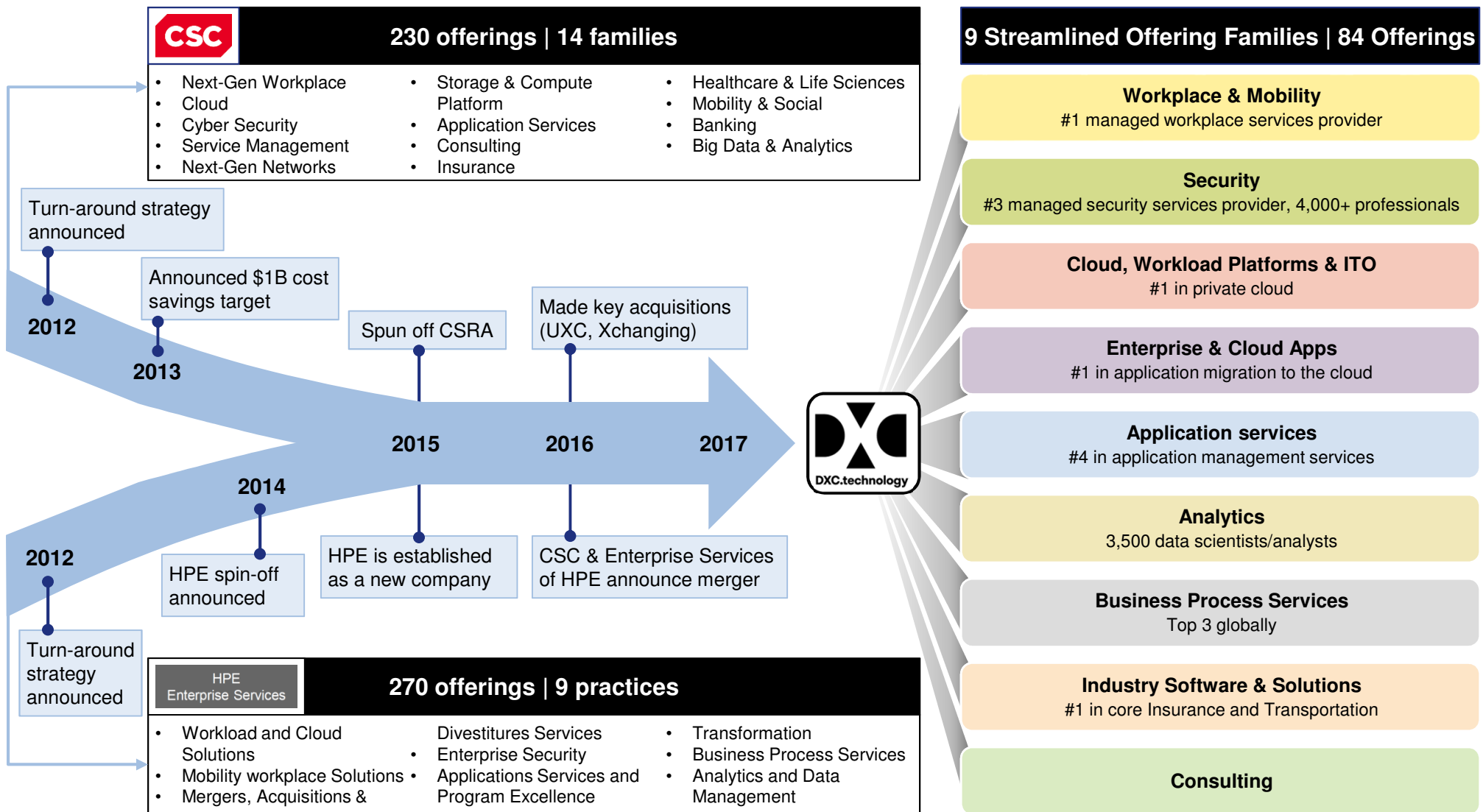
Group Overview

DXC at a glance...



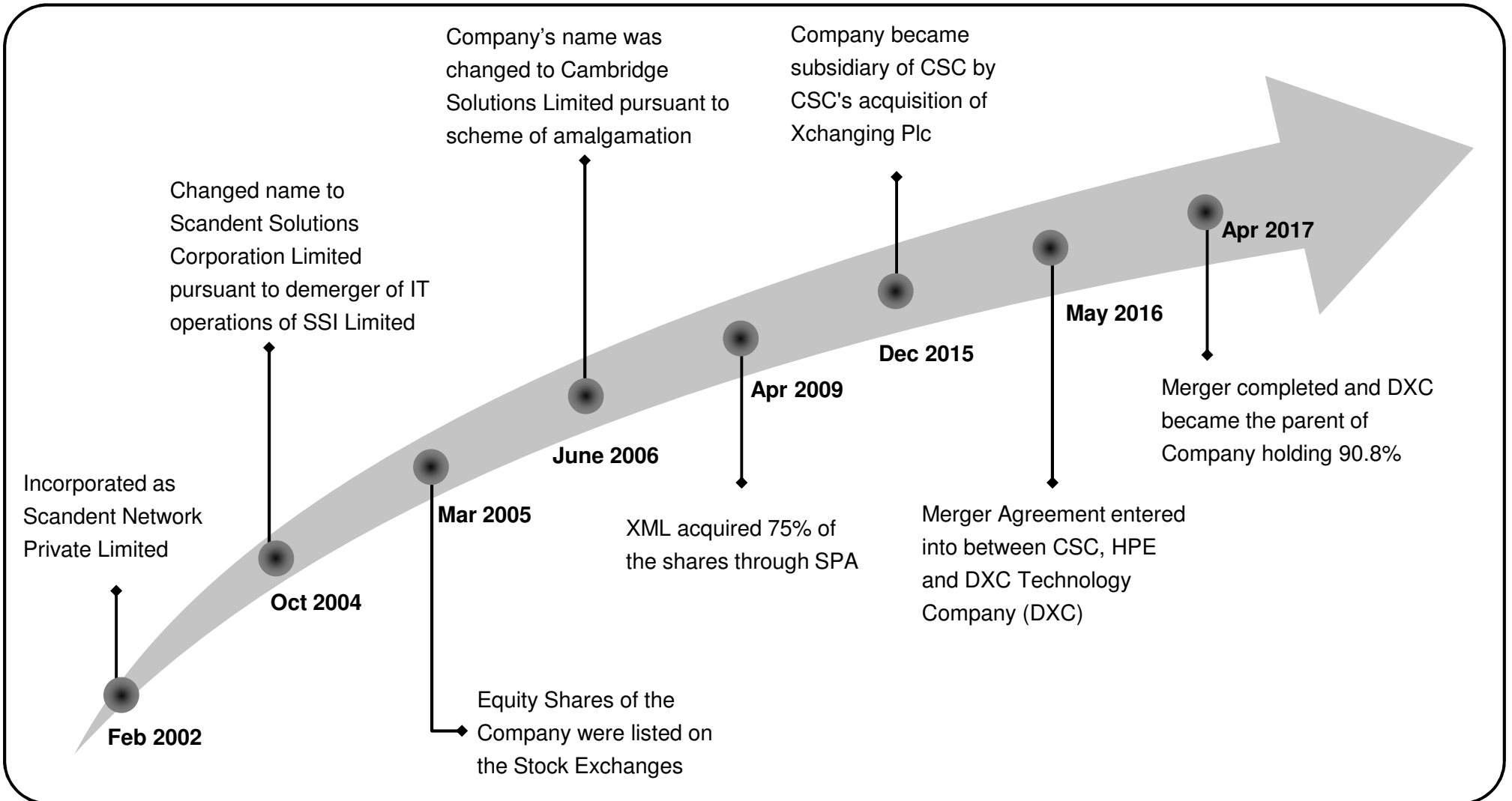
- UXC | TRIBRIDGE | ebeecs | Sable 37
- EG A/S service business | Microsoft Dynamics 365 integration
- LOGICALIS | Business and technology working as one | ServiceNow integration
- fixnetix | m-power solutions | Industry integration
- Xchanging
- MOLINA Medicaid Solutions
- argodesign | Extended digital

DXC was created to Lead the Digital Disruption Cycle



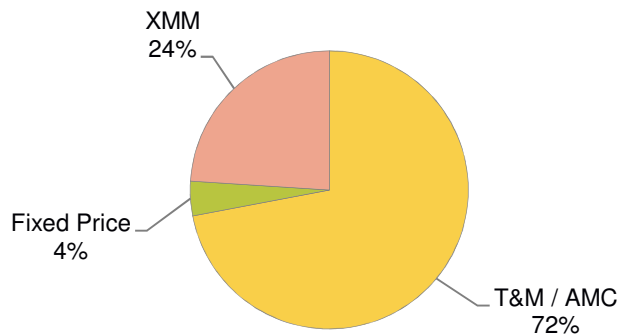
Company Overview

Background and Key Milestones

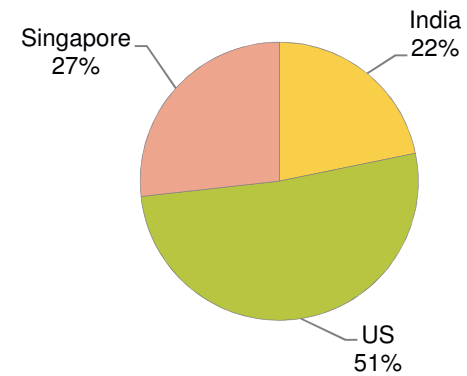


Operational Overview

Revenue Share by Contract Types – T&M / AMC Dominates



Revenue Share by Geography



Awards & Accolades



The Insurance Marketing and PR Awards 2016



InSureance CIO Outlook 'Top 10 Core System Solution Providers-2015'



'Best Newcomer' award at the In-house Recruitment Awards 2015



Treasury Today Adam Smith 'One to Watch' Award (Netsett)



The Technology Solutions Provider of the Year 2013



Global AirRail Award (GARA) 2014 'Best Payment Solution'

Board of Directors & Key Management

Name	Designation	Profile
Mr. Chandrasekhara Rao Boddaju	<i>Executive Chairman and Chief Executive Officer</i>	<ul style="list-style-type: none"> Over 27 years of experience in IT services industry (worked with Wipro Technologies and CSC/DXC for more than two decades) Played leadership roles spanning Software development, Project and Program management, Global delivery, P&L Management, Digital Transformation, etc. Holds Masters degree in Computer Science & Engineering & Bachelors degree in Mechanical engineering. Also alumni of IIM-Calcutta
Mr. Shrenik Kumar Champalal	<i>Executive Director and Chief Financial Officer</i>	<ul style="list-style-type: none"> Over 17 years of experience in Controllership, Reporting & technical accounting advisory role Worked in Canada, UAE and UK; led financial reporting integration and automation projects Shrenik is a Chartered Accountant by profession
Mr. Henry D'Souza	<i>Non-Executive – Independent Director</i>	<ul style="list-style-type: none"> 35 years of good experience in multiple industries, including the IT and BPS Held various positions in different roles and responsibilities in many companies Henry has completed a Masters Degree in Business Administration (Marketing)
Mrs. Kalpana Tataavarti	<i>Non-Executive - Non Independent Director</i>	<ul style="list-style-type: none"> Over 20 years of experience spanning across Marketing, Sales and Leadership Development Founder of Parity Consulting and Training; Certified Executive coach; also an Angel Investor She holds Bachelor of Arts in English Literature and Diploma in Marketing and Sales
Mrs. Rama NS	<i>Non-Executive - Independent Director</i>	<ul style="list-style-type: none"> Brings in decades of engineering and system design experience acquired during her tenure in ITI She e-governs Electronics city and is responsible for implementing affordable and sustainable smart city solutions Rama is a gold medalist from Mysore University and is one of the first few women engineers of Karnataka
Mr. Venkatesh Shastry	<i>Non-Executive - Independent Director</i>	<ul style="list-style-type: none"> Over 18 years of executive search and leadership advisory experience Worked with corporations in India and Asia, hiring for C-suite roles and NED board positions MBA and a bachelor's degree in economics and statistics from Bangalore University
Mr. Mayank Jain	<i>Company Secretary & Compliance Officer</i>	<ul style="list-style-type: none"> Over 9 years of successful experience in Legal, compliances, RBI matters, FEMA matters, Corporate Secretarial and SEBI Regulations Worked with companies like The Hi-Tech Group, Moser Baer, InterContinental Hotel Group Mayank is a Company Secretary and a qualified Lawyer

Financial Overview

Consolidated

In Crores of Rs	31/03/18	31/03/19
Revenue from Operations	186	184
Other Income	16	15
Total Income	202	199
PAT	32	47
PAT Margin	16%	24%
Total Debt	0	0
Net Worth	384	433
RoE	8%	11%

Standalone

In Crores of Rs	31/03/18	31/03/19
Revenue from Operations	56	52
Other Income	10	12
Total Income	66	64
PAT	6	16
PAT Margin	8%	26%
Total Debt	0	0
Net Worth	188	204
RoE	3%	8%

Key Business Strategy of Company

To utilise and exploit technology enablement for growth

- Invest in the development of new offerings
- Develop innovative value adding customer solutions
- Utilize in-house skilled knowledgeable resources
- Review existing services and products to ensure that they meet customers' requirements

To secure new business from both new and existing customers

- Successfully winning new business is managed by
 - Investing in innovative services and products for both new and existing customers
 - Ensuring utilisation of technology capabilities and competitive low cost offshore services
 - Clearly defined offerings and sales strategies that help to attract customers
 - Continual development of the unified sales strategy which enables selling across business sectors

To ensure successful implementation and delivery of new contracts

- Detailed implementation and delivery plans with strong management control and oversight
- Use of experienced employees with strong project, change and people management skills
- Standardised procedures in use for the implementation and delivery of new contracts

To meet customers expectation and contractual commitments

- Consistently ensuring that service levels are on target
- Optimising cost of delivery through standardisation and simplification
- Ongoing contract management
- Building on existing customer relations

To retain key personnel and recruit new talented individuals

- Succession plan in place for all the senior managers
- Established structure of employee performance and development monitoring
- Clear recruitment strategy and graduate recruitment and development programme attracting high-potential employees



Thank you.