



7 February 2020

The Manager, Listing
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
MUMBAI - 400 001

The Manager, Listing
National Stock Exchange of India Ltd
Exchange Plaza, Plot No. c/1,
G-Block, Bandra-Kurla Complex,
MUMBAI – 400 051

Dear Sirs,

Sub: Presentation for Investor(s)/Analyst(s) call

Please find enclosed a copy of the presentation proposed to be made at the Investor/ Analyst call to be held today at 11:00 am in connection with the results of the Company for the quarter and nine month period ended 31 December 2019.

The presentation is also being hosted on the website of the Company at www.mphasis.com.

We request you to kindly take the above on record as required under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Yours faithfully,

For Mphasis Limited

DocuSigned by:
Subramanian Narayan
864FB8DBFAE44A7...



Subramanian Narayan
Vice President and Company Secretary

Encl: As above

Safe Harbor

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

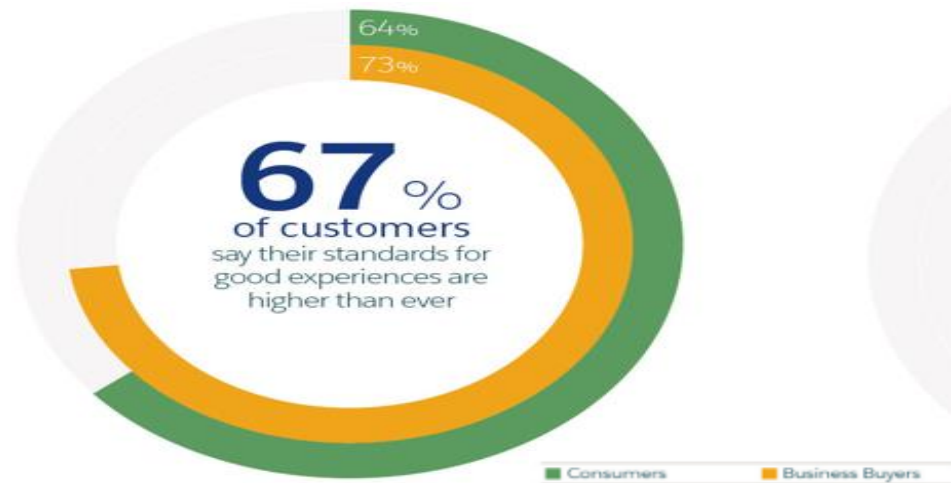
There are many forces changing customer priorities



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



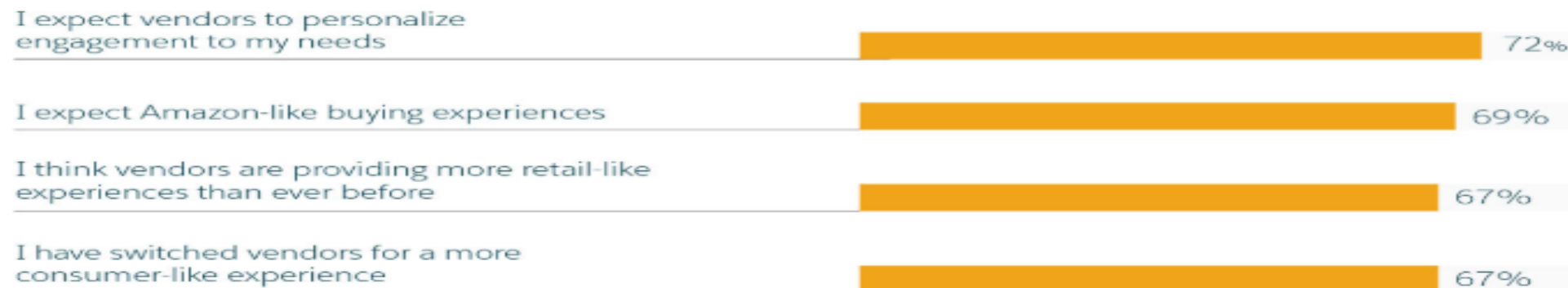
Enterprises are missing the mark...



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

Business Buyer Expectations Get Consumerized

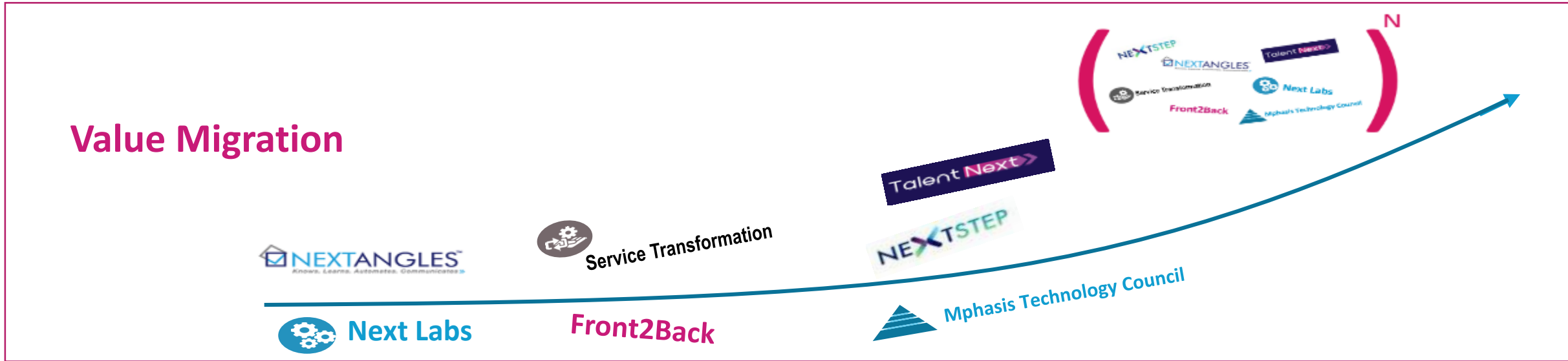
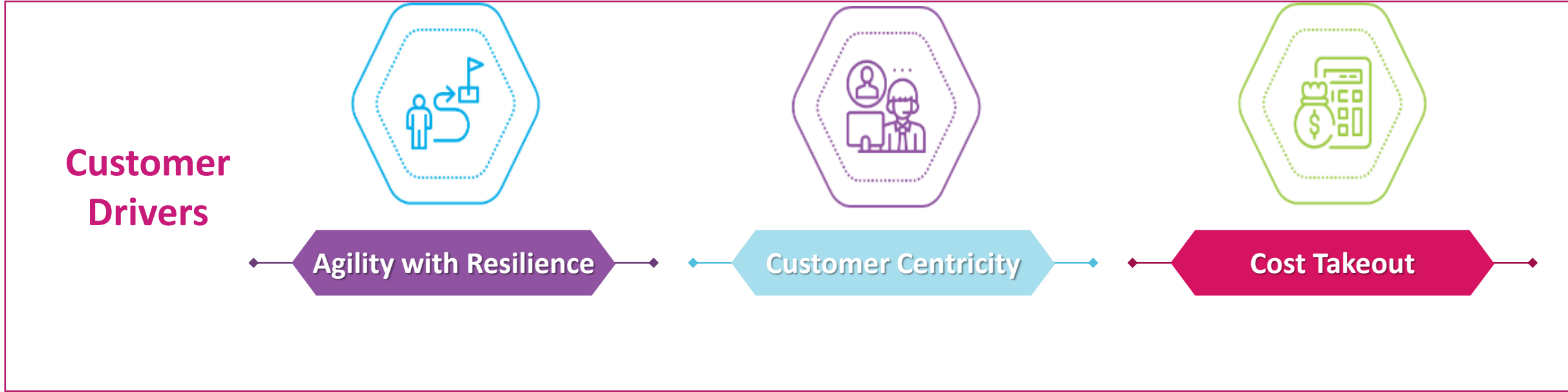
Percentage of Business Buyers Who Agree with the Following



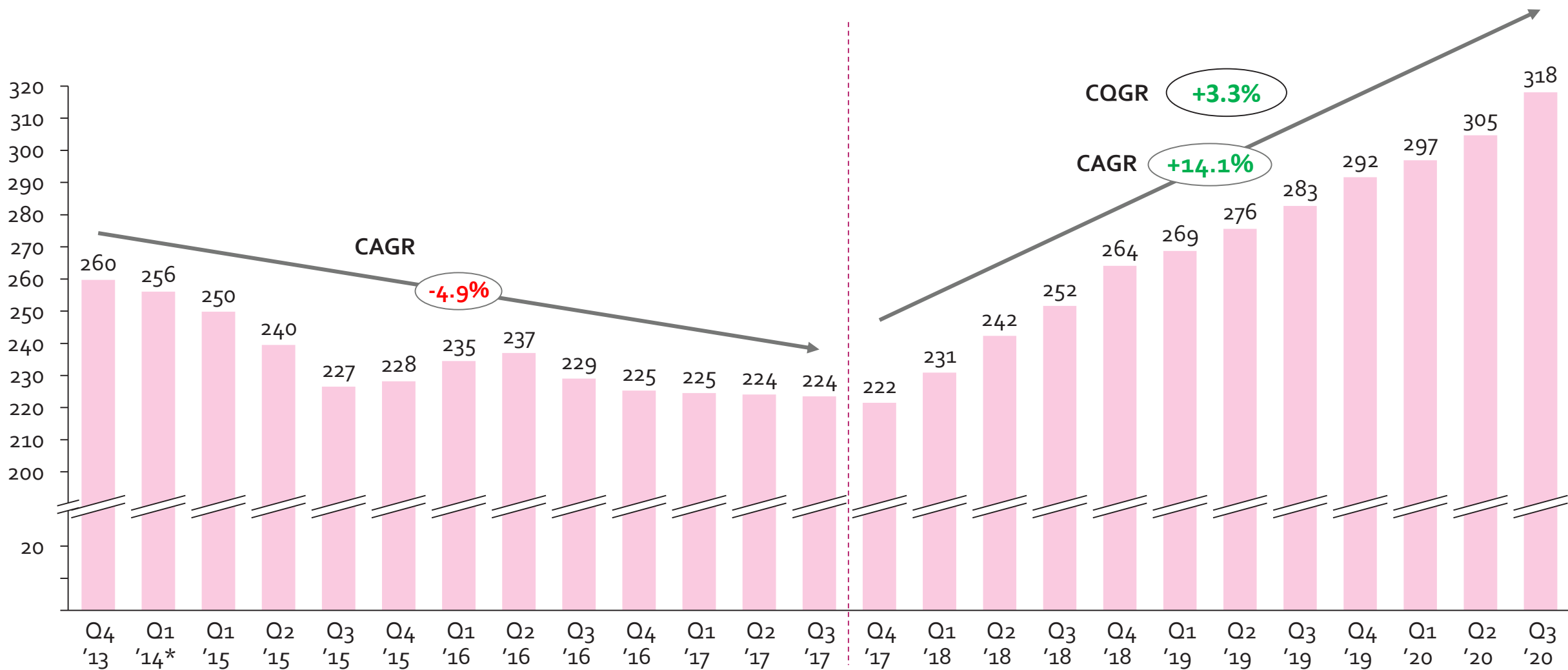
Source: [Customer Expectations Hit All-Time Highs – Salesforce Research](#)



Mphasis Value Migration



Our Numbers tell the Story: Consistency and Transformation

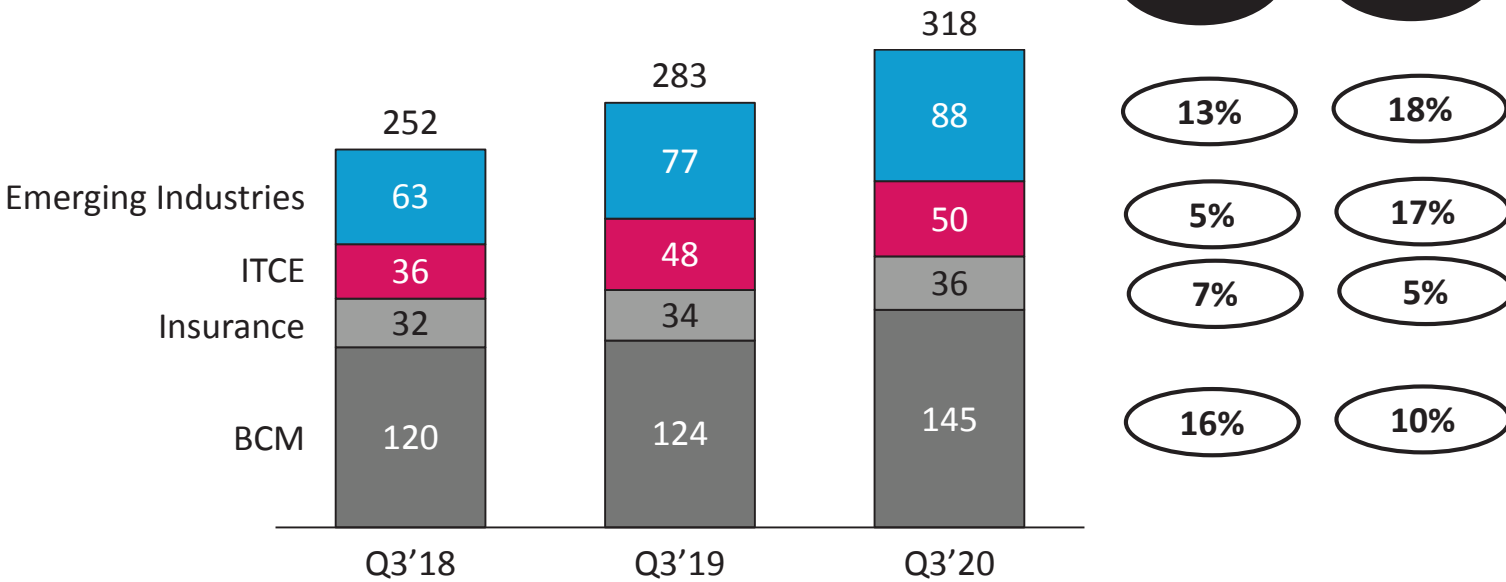


Overall Gross Revenue in USD \$M at average USD/INR rate for the respective quarters

* Transition Year 5 months adj.



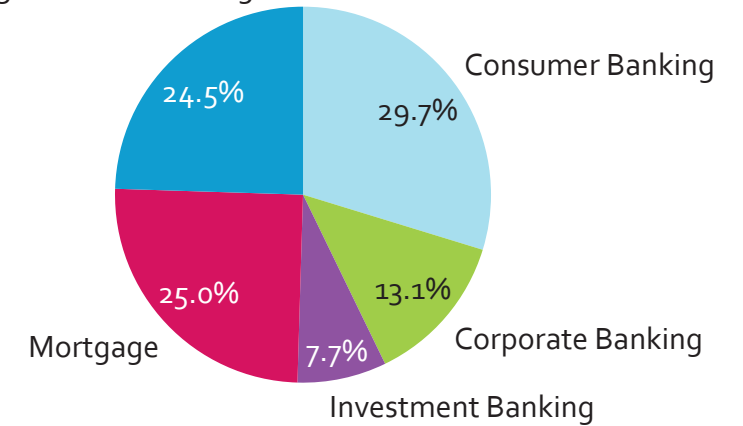
Continued growth in Focus Areas



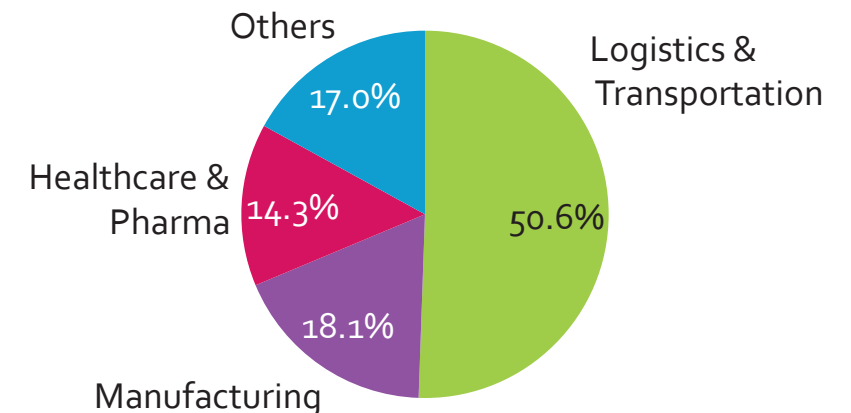
Strongest growth in Europe in the past five years

BCM Vertical Split

Wealth Management & Brokerage



Emerging Vertical Split



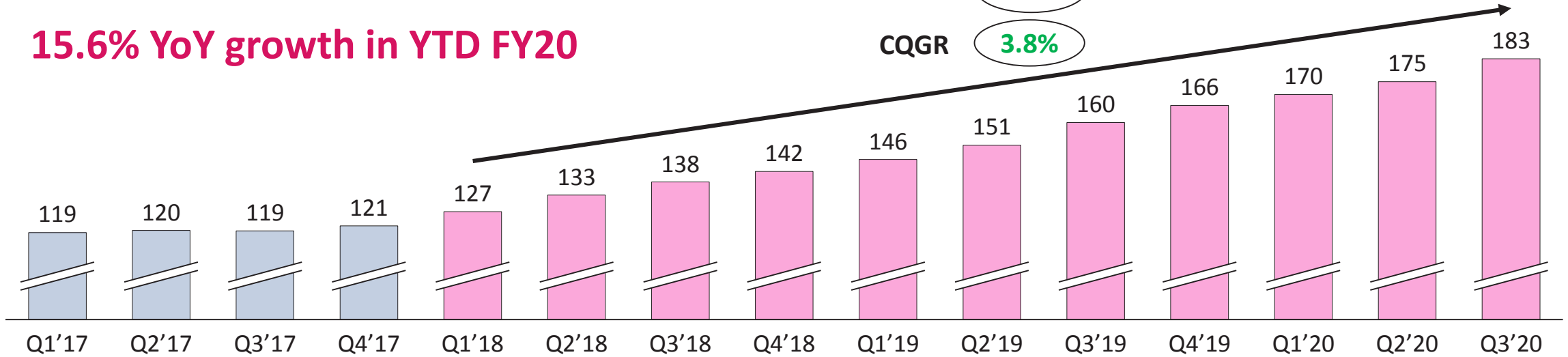
Revenue in USD \$M at average USD/INR rate for the respective quarters



Direct Core Business has been consistently delivering strong growth

15.6% YoY growth in YTD FY20

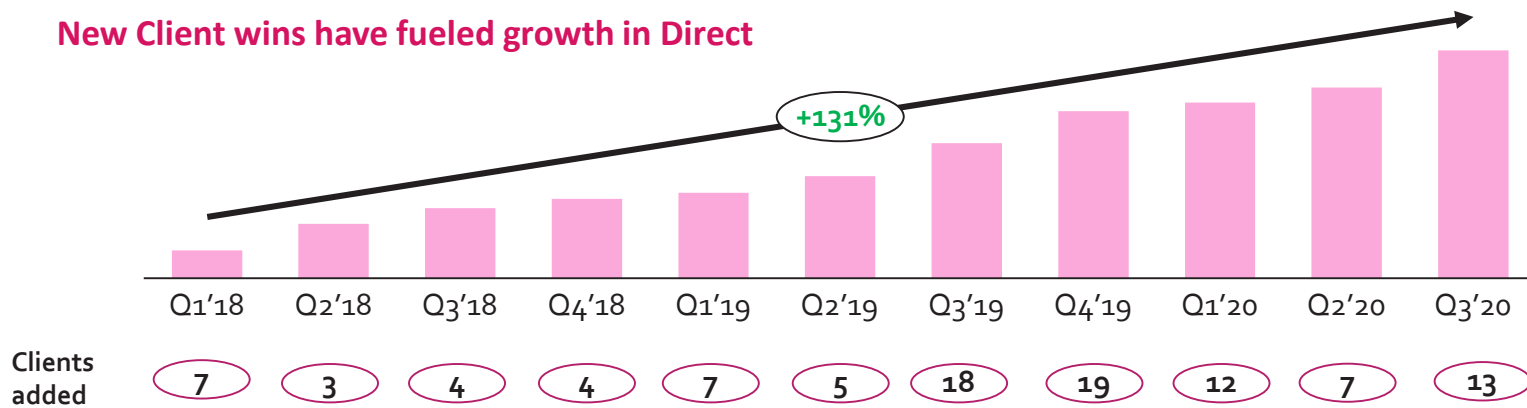
CAGR **16.0%**
CQGR **3.8%**



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

Consistency: Growth across the Board

New Client wins have fueled growth in Direct

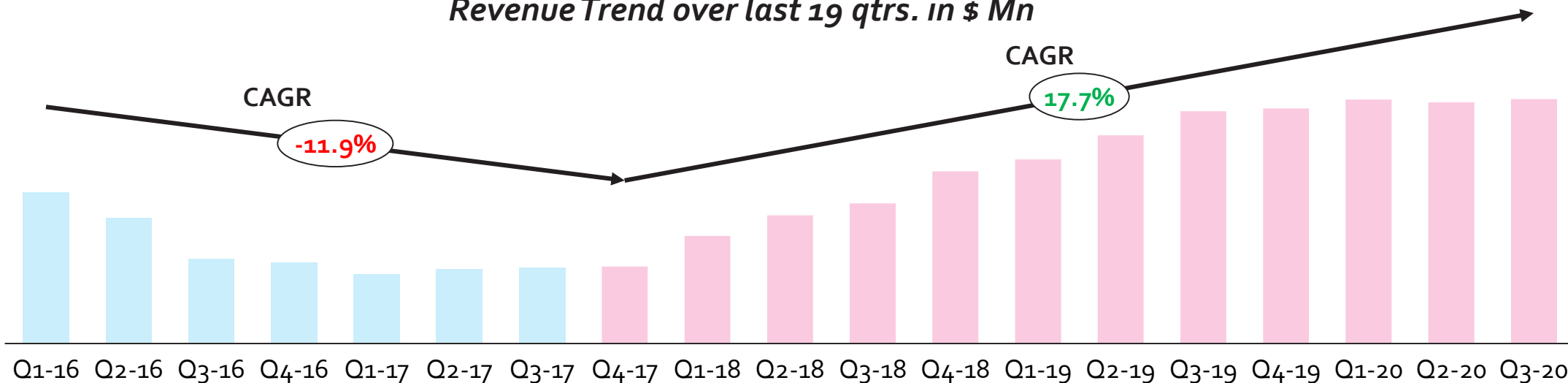


- Above market growth in Strategic Accounts in YTD FY-20
- >80% of deals won came from new gen areas in FY'19 and YTD FY20
- YTD FY20 New Clients grew > 80% YoY and Blackstone accounts grew > 50% YoY
- YTD TCV wins of \$514M

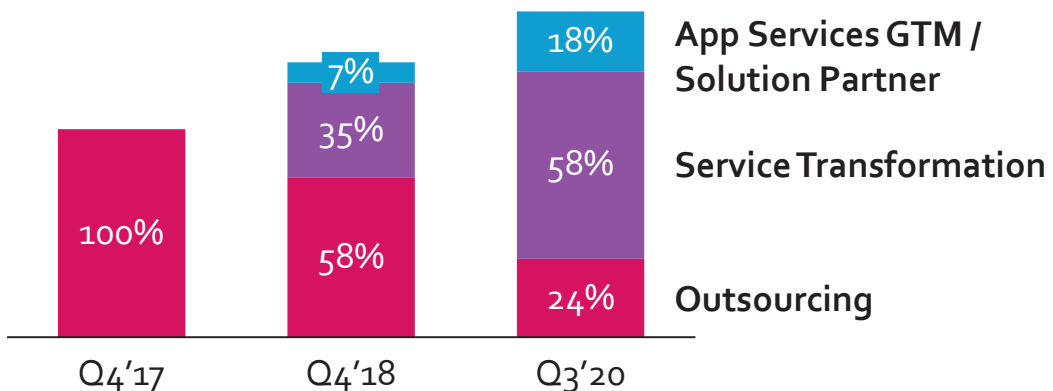


DXC Relationship Transformation

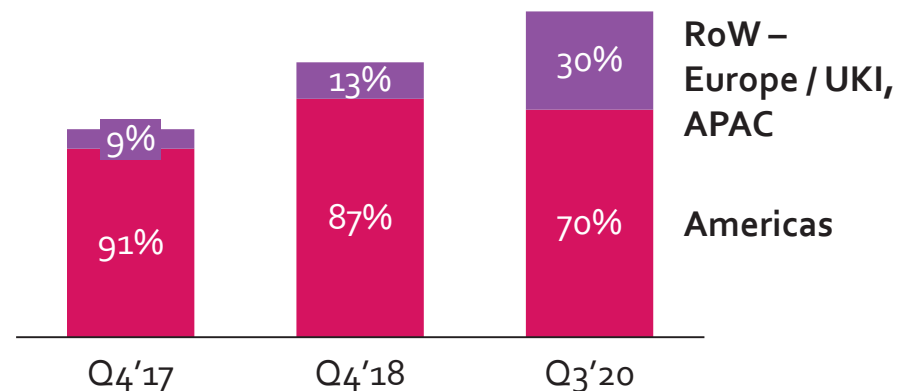
Revenue Trend over last 19 qtrs. in \$ Mn



Business Shift

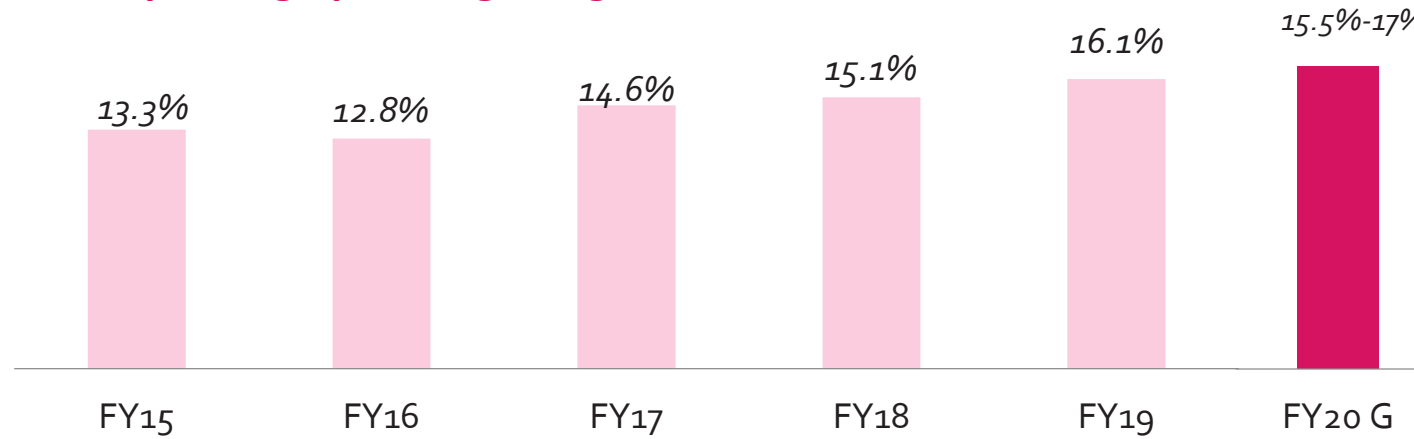


Geographical Penetration



Strong Earnings Growth and Cash Generation

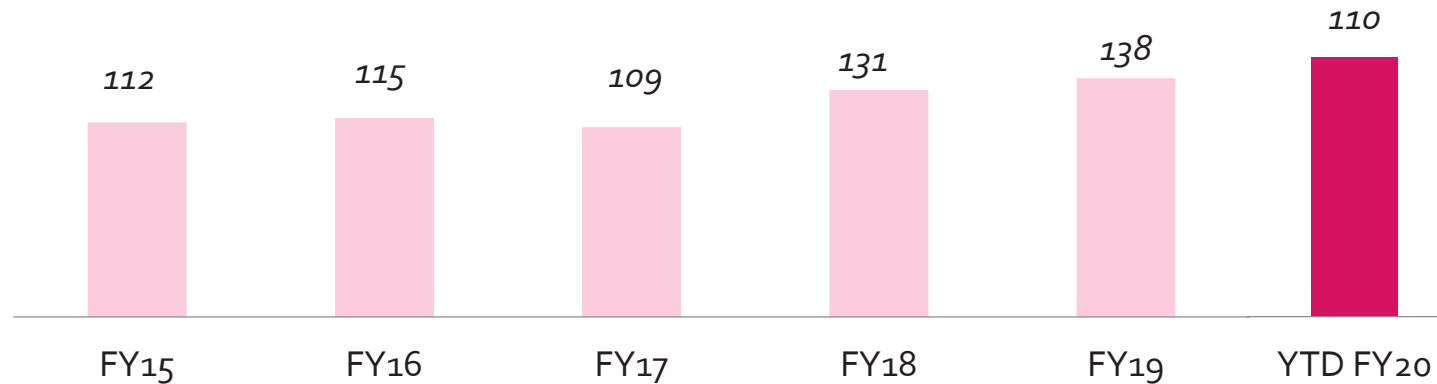
Improving operating margin



* FY20 G – FY20 Guidance

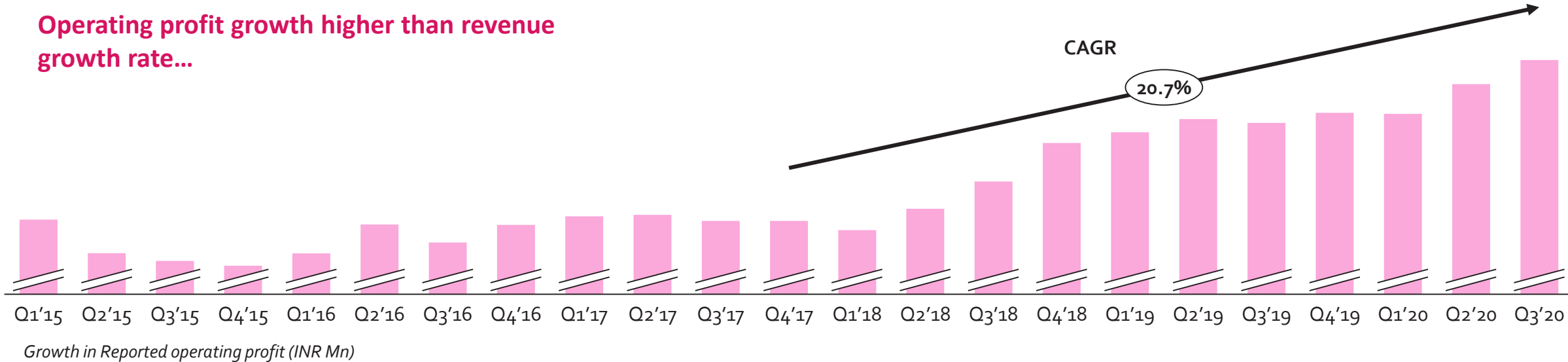
Consistent free cash flow generation

Free cash flow (\$ million)

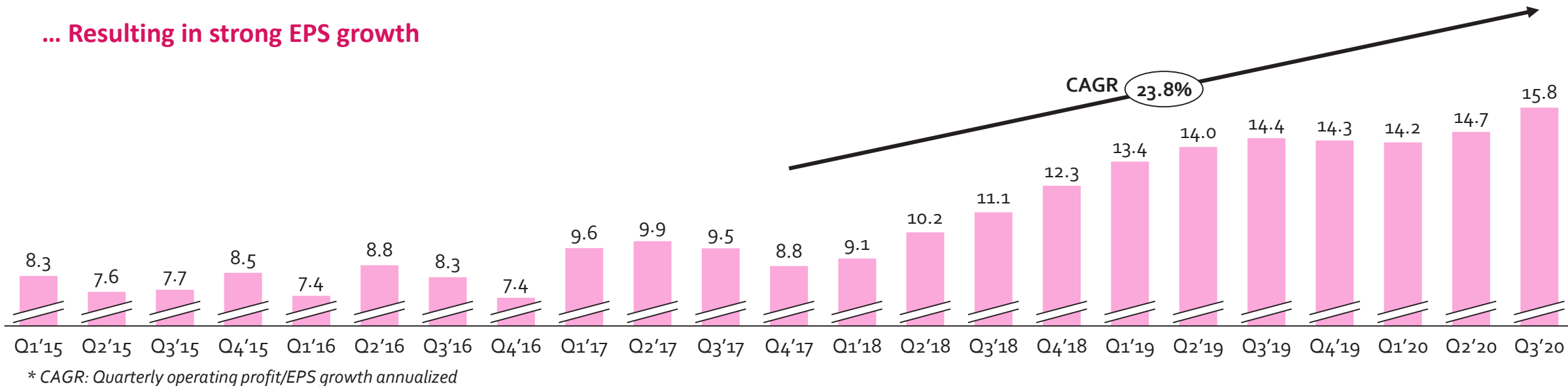


Strong Operating profit growth driving EPS growth

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

Important Confidentiality Notice

This document is the property of, and is proprietary to Mphasis, and identified as "Confidential". Those parties to whom it is distributed shall exercise the same degree of custody and care afforded their own such information. It is not to be disclosed, in whole or in part to any third parties, without the express written authorization of Mphasis. It is not to be duplicated or used, in whole or in part, for any purpose other than the evaluation of, and response to, Mphasis' proposal or bid, or the performance and execution of a contract awarded to Mphasis. This document will be returned to Mphasis upon request.