



20 January 2023

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 8:30 am (IST) in connection with the results of the Company for the quarter ended 31 December 2022.

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



Subramanian Narayan
Senior Vice President and Company Secretary

Encl: As above

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DS
SN

Focused on Micro in a Challenging Macro Environment

Nitin Rakesh

CEO & Managing Director

Manish Dugar

CFO





Certain statements mentioned in this presentation concerning our future growth prospects are forward looking statements (the “Forward Statements”) 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 Statements. The risks and uncertainties relating to these Forward Statements include, but are not limited to, risks and uncertainties regarding fluctuations in our earnings, fluctuations in foreign exchange rates, 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, time and cost overruns on fixed-price and fixed-time frame contracts, restrictions on immigration, industry segment concentration, our ability to manage our international operations, our revenues being highly dependent on clients in the United States of America, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of fiscal governmental incentives, political instability, adverse impact of global pandemics (including COVID-19 impact), war, legal restrictions on raising capital or acquiring companies, unauthorized use of our intellectual property(ies) and general economic conditions affecting our businesses and industry. We may, from time to time, make additional written and oral Forward Statements . We do not undertake to update any Forward Statements that may be made from time to time by us or on our behalf, unless required under the law.

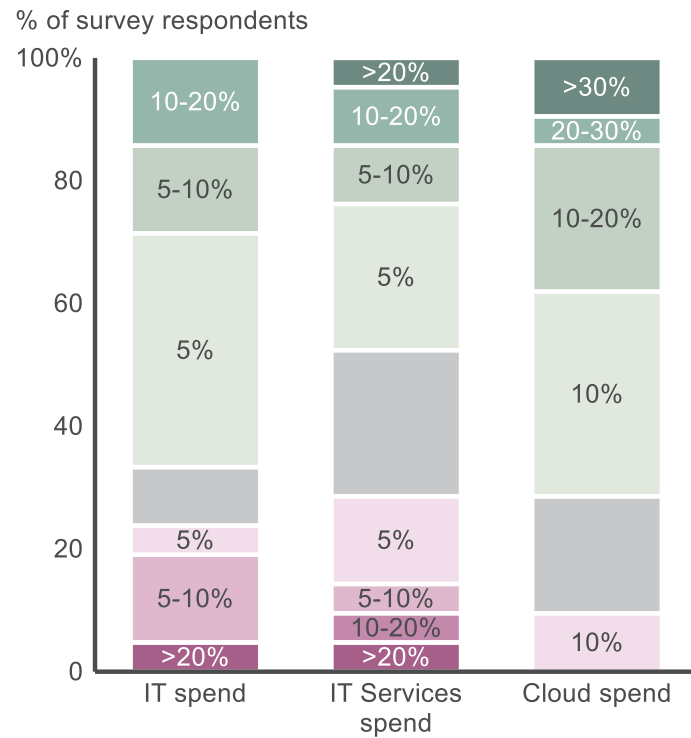


IT spending in strategic areas is here to stay... Cloud and Data are key growth drivers

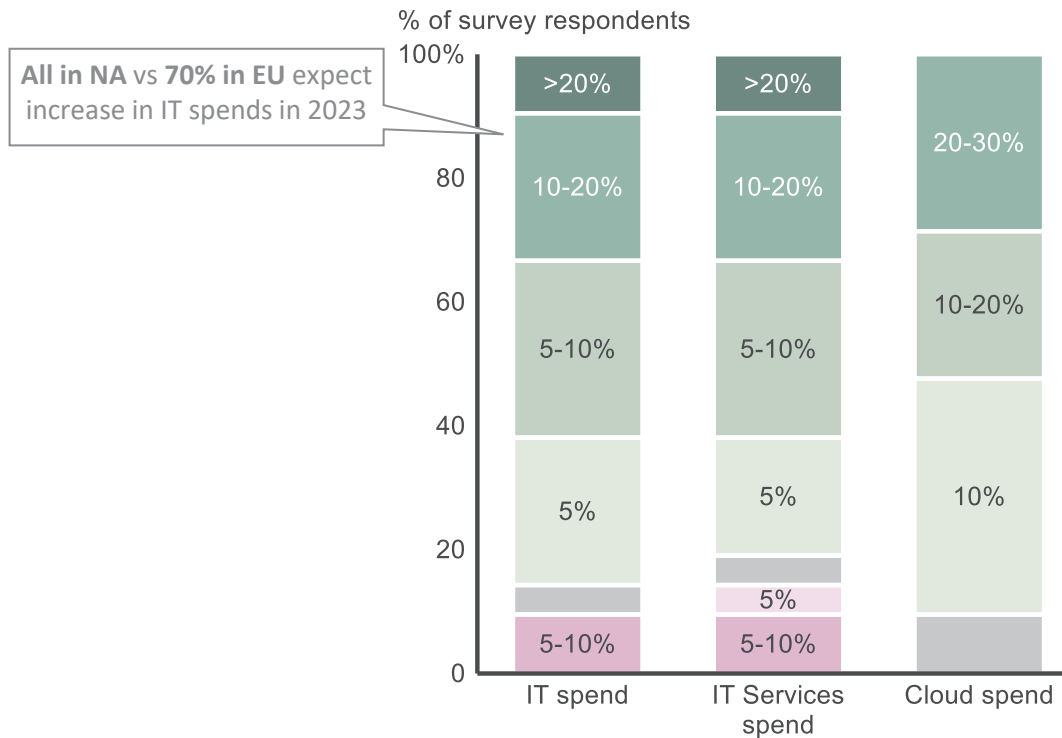
Budget impact: How are IT & IT services budgets likely to get impacted? How are your cloud-related budgets likely to get impacted?

■ Increase by X%
 ■ Stay the same
 ■ Decrease by Y%

Retail Banking



P&C Insurance

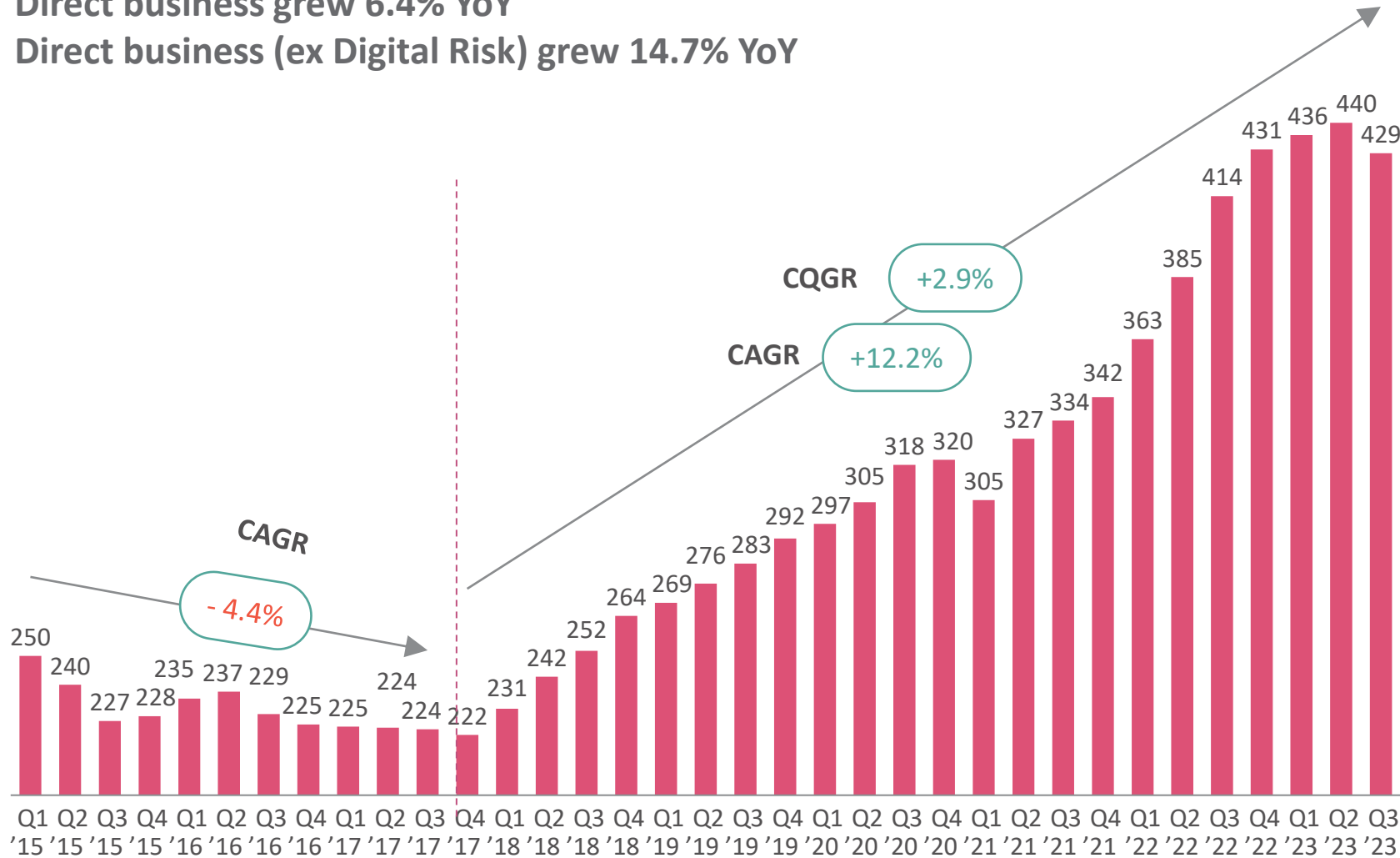


Source: Bain Retail Banking ITes Survey (N=21, Sep'22); Bain P&C ITes Survey (N=21, Oct '22); Bain Retail ITes Survey (N=20, Oct '22)



Direct Continues to Fuel Growth

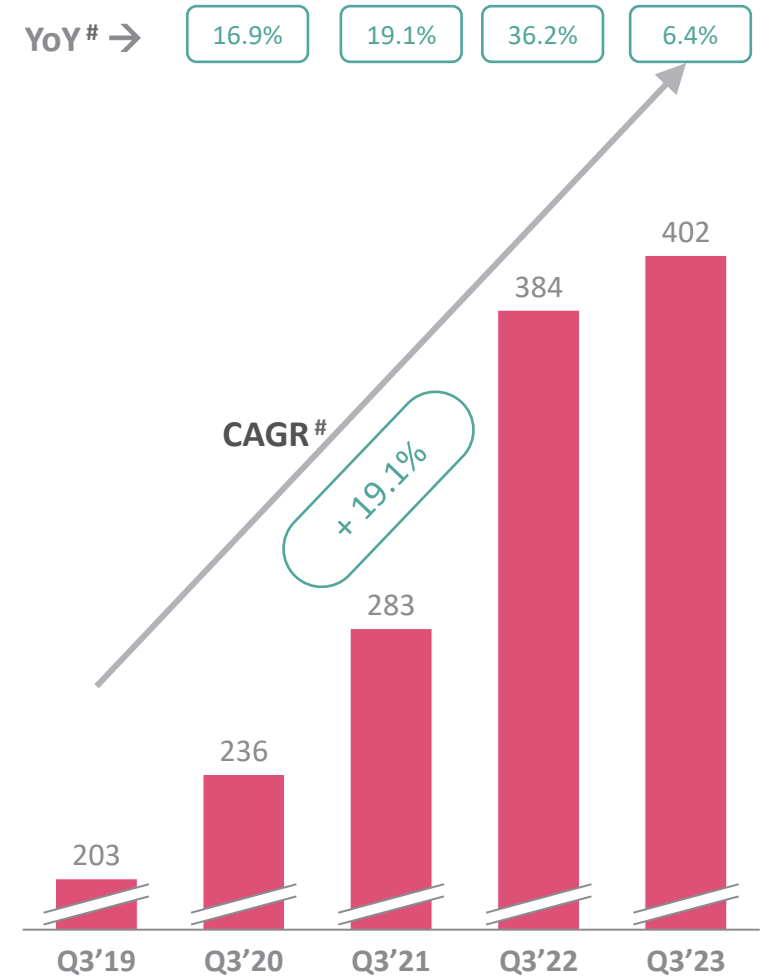
Q3 '23 overall revenue grew 5.7% YoY
 Direct business grew 6.4% YoY
 Direct business (ex Digital Risk) grew 14.7% YoY



Revenue in USD \$Mn at average USD/INR rate for the respective periods

Revenue Growth in Constant Currency

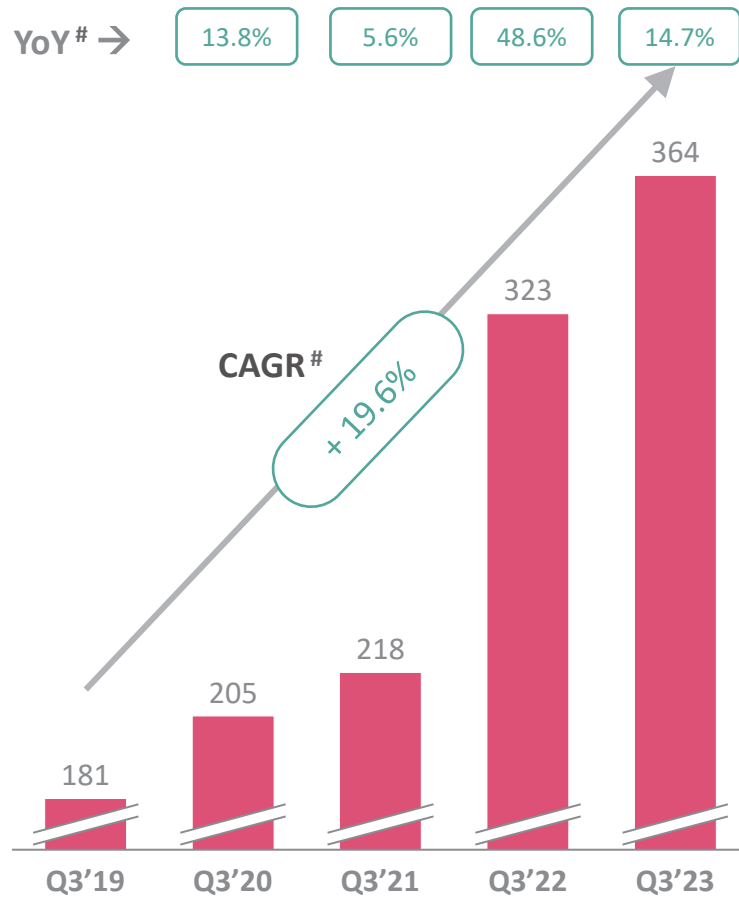
Growth with larger scale in Direct



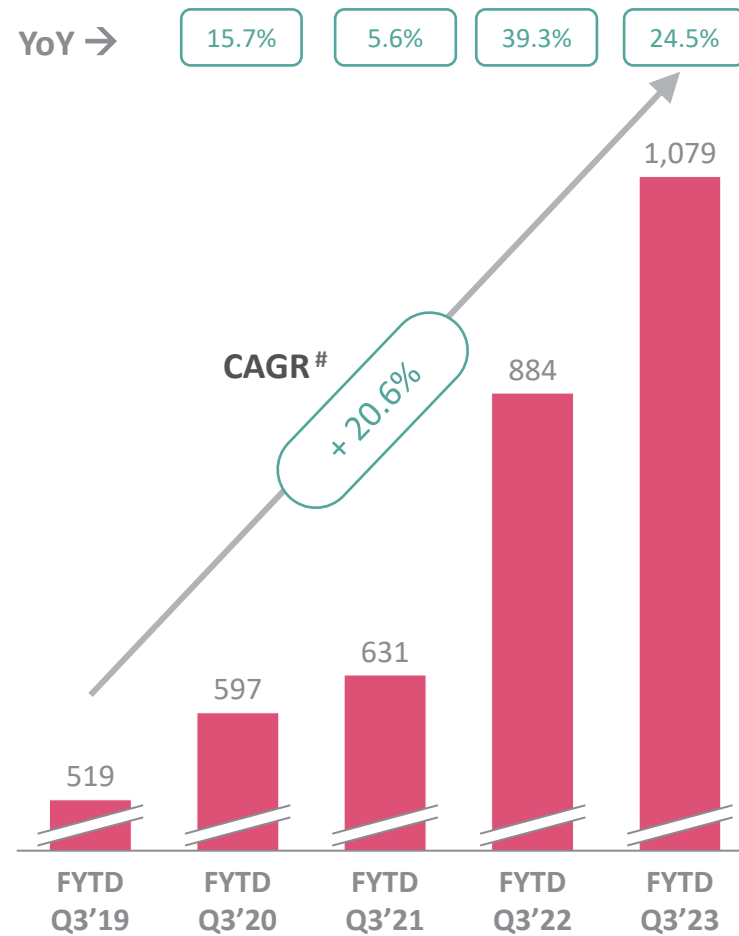
Direct Business revenues in USD \$Mn at average USD/INR rate for the respective periods

Duality of FY '23

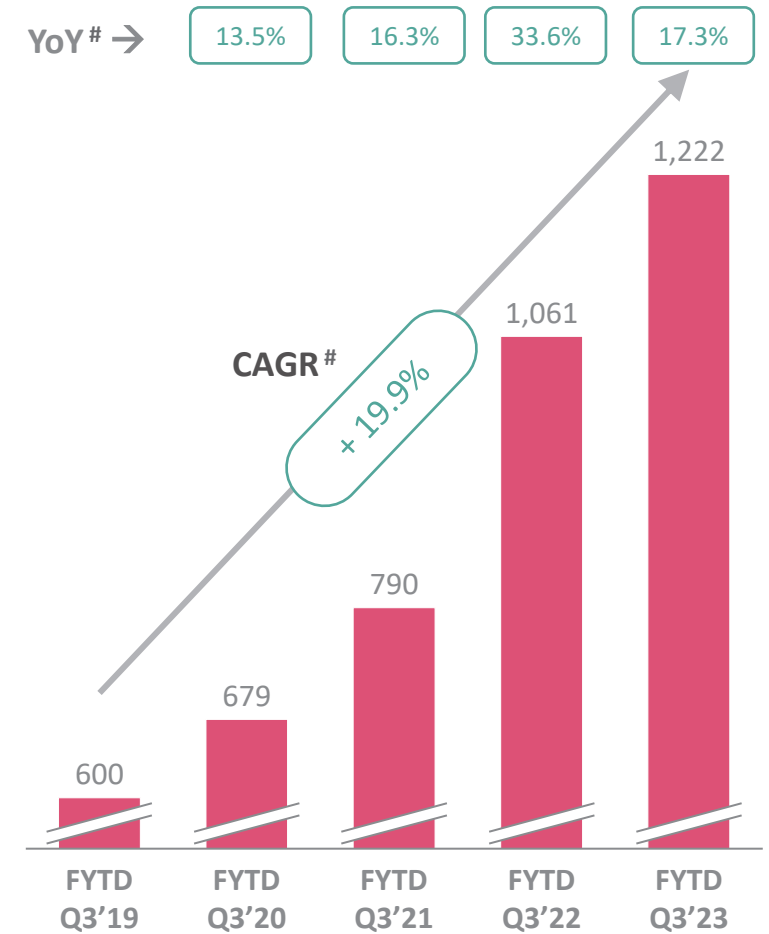
Direct excluding DR (Qtr)



Direct excluding DR (FYTD)



Direct including DR (FYTD)



Revenue in USD \$Mn at average USD/INR rate for the respective periods

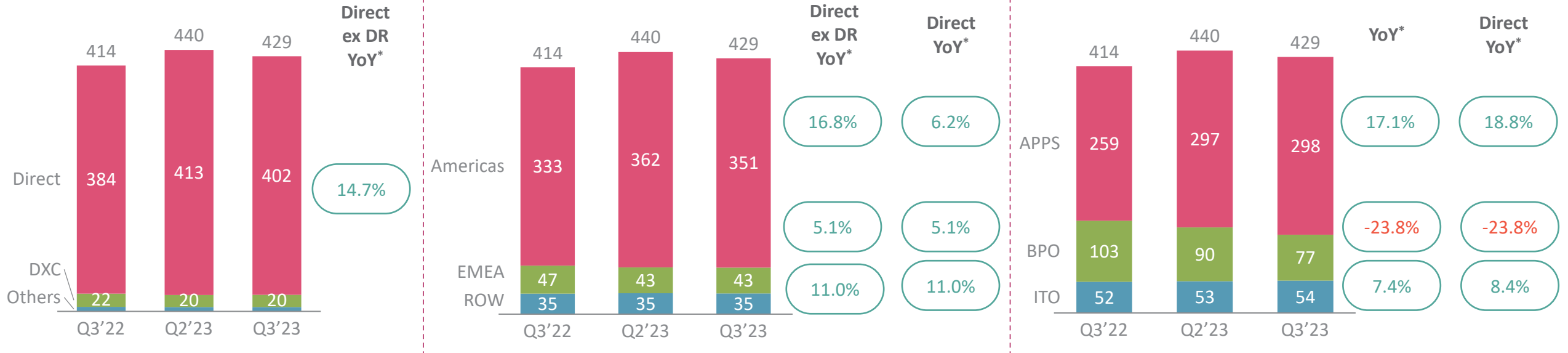
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Revenue Growth in Constant Currency



Revenue Growth by Segment

Revenue in USD Mn



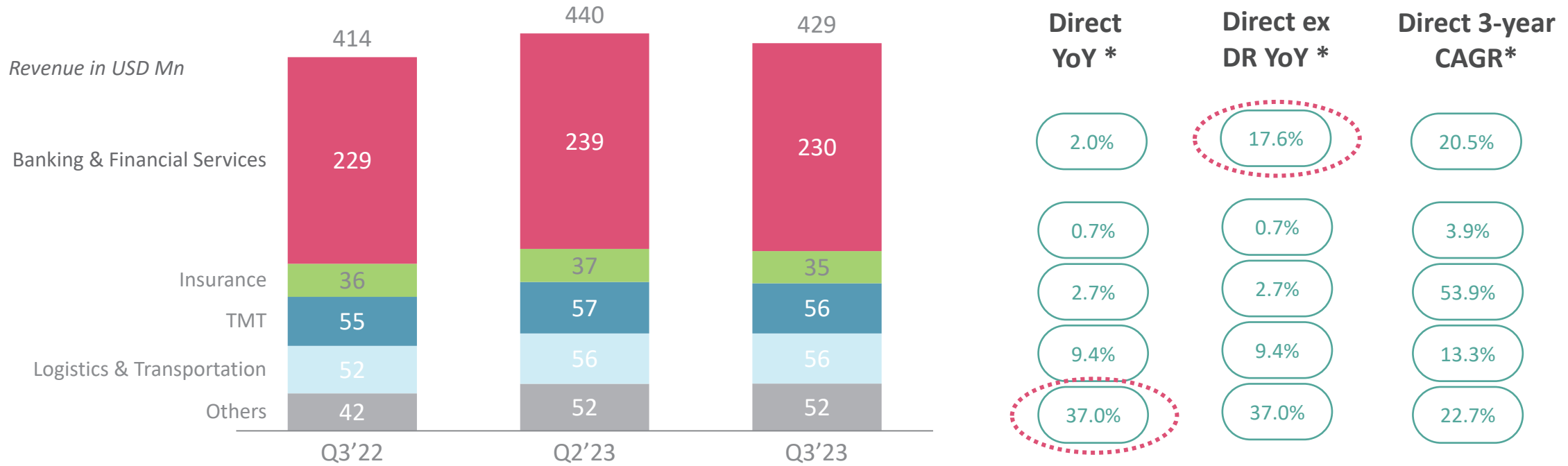
Direct performance in Q3 '23

- Focus segments continue to grow: Americas and Applications
- Driven by wallet and market share growth

Revenue in USD \$Mn at average USD/INR rate for the respective periods * Revenue growth in constant currency



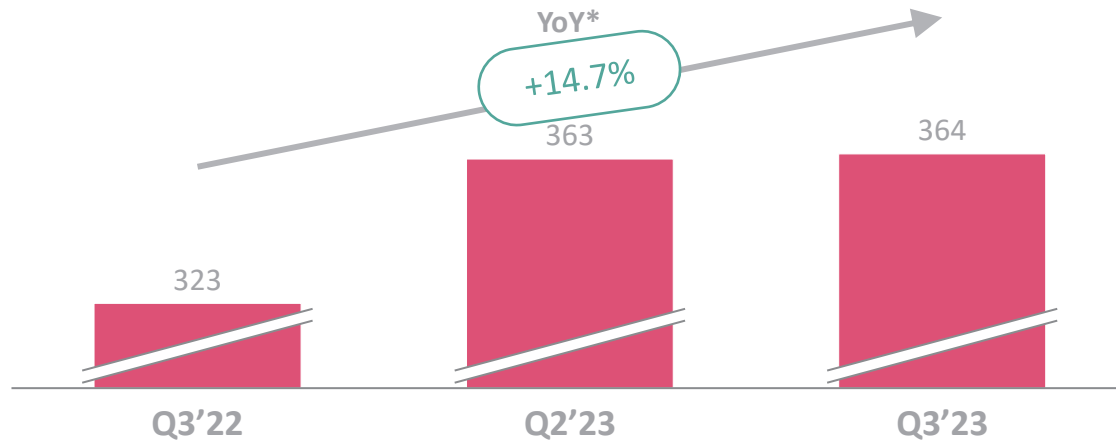
Segment Break Up



- BFS: Consistent growth track record – specialization at scale
- BFS supplemented by new engines of growth - Healthcare

Constituents of Direct Growth; Sustaining Market Share Gains

Growth in Revenue (Direct ex Digital Risk (DR))



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

Overall

Q3'23 YoY growth of 6.4%

- Direct growth ex DR 14.7% YoY

Top 10

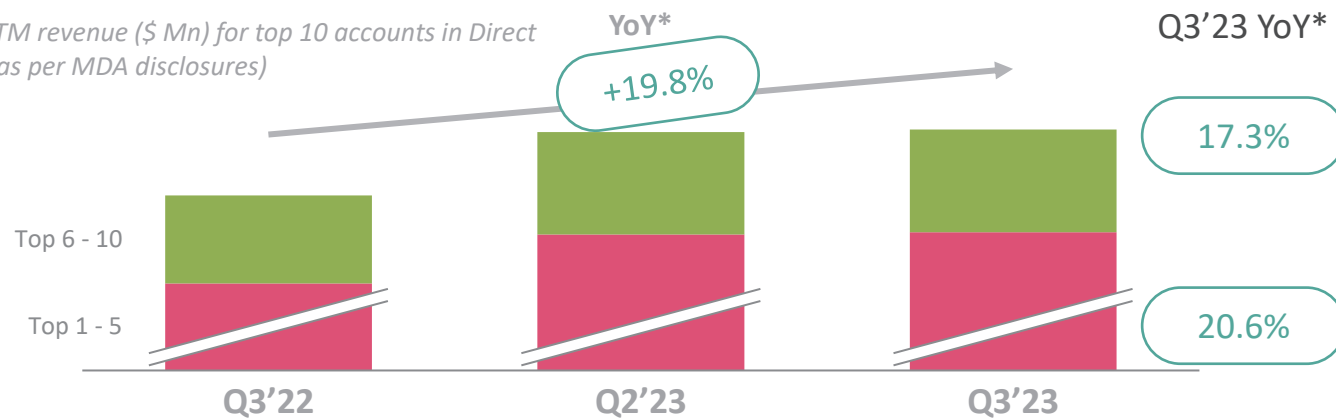
Growth led by Top 5 at 20.6% YoY

Top 10 accounts grew 19.8% YoY

Top 6 – 10 accounts grew 17.3% YoY

Top Accounts Leading Growth in Direct

LTM revenue (\$ Mn) for top 10 accounts in Direct (as per MDA disclosures)



Accounts 11-20

Replicating success of account mining to next set of accounts; grew 27% YoY

NCA

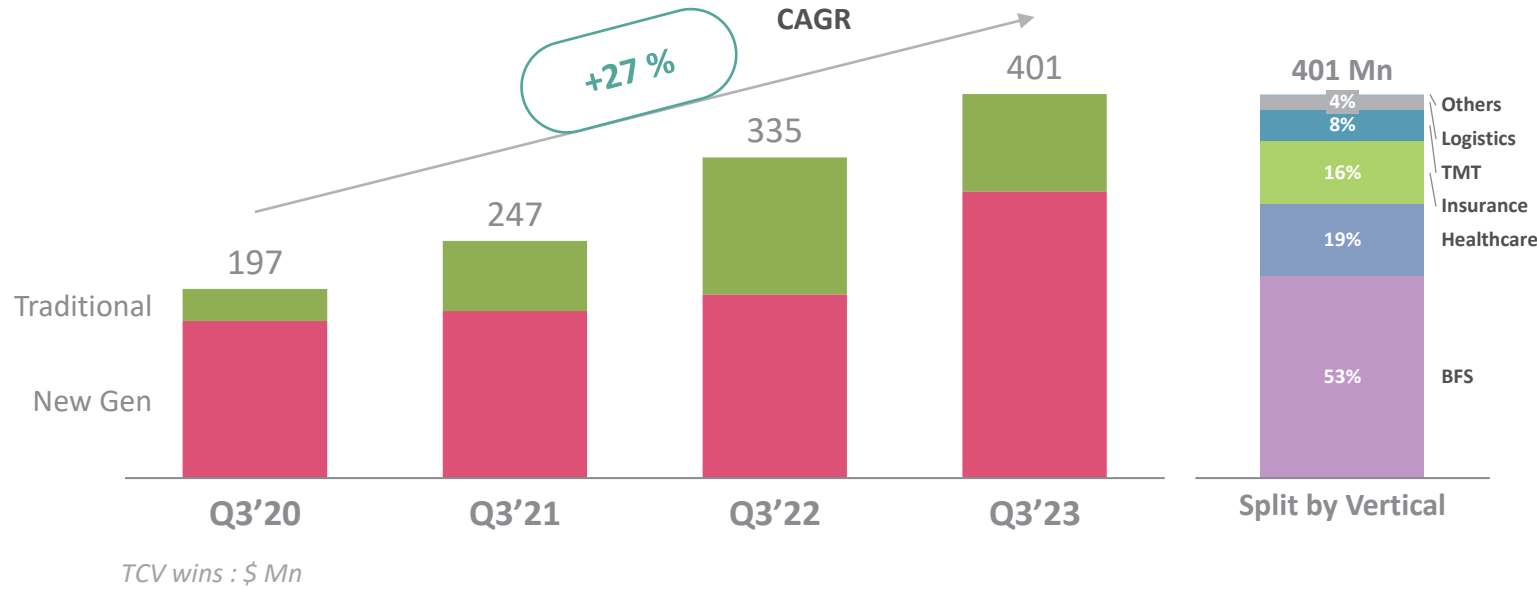
NCA continues to lead growth in Direct; YoY growth of 30%

* Revenue growth in constant currency

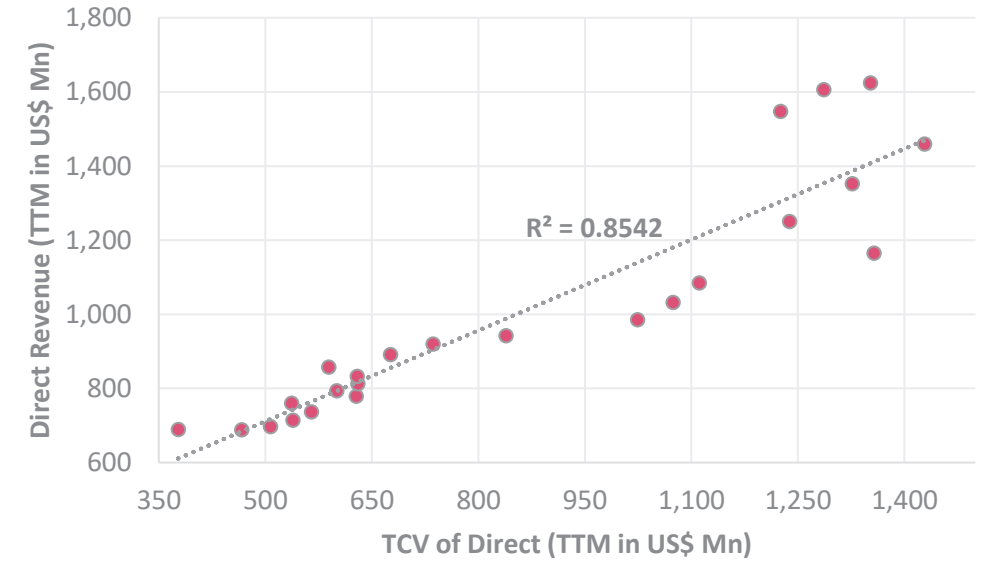


Direct TCV Remains Robust

Direct TCV Wins



Direct: Revenue vs TCV – Strong Correlation

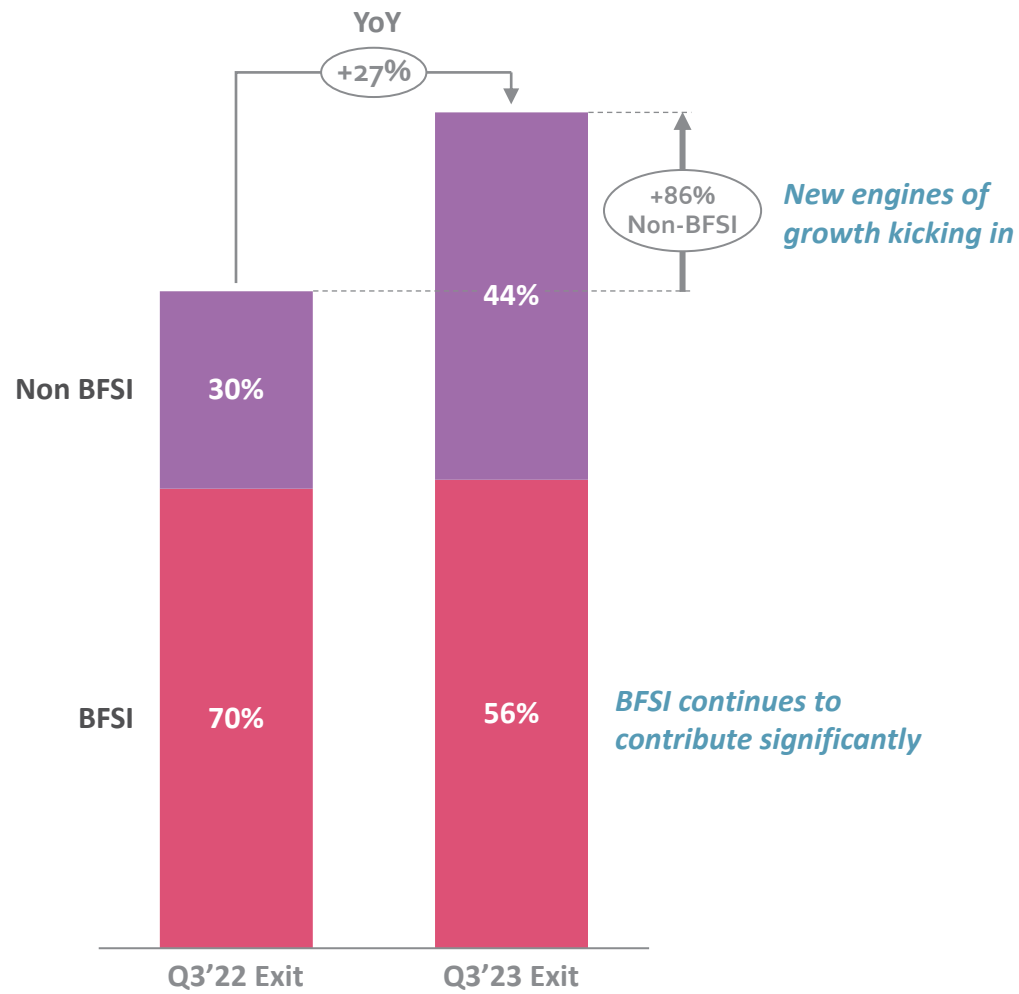


- TCV wins of \$401 Million for Q3'23
- Second highest quarterly TCV wins on record
- 74% of Q3 '23 deal wins in New Gen areas
- BFSI leading with 70% of deal wins, along with strong growth in Healthcare

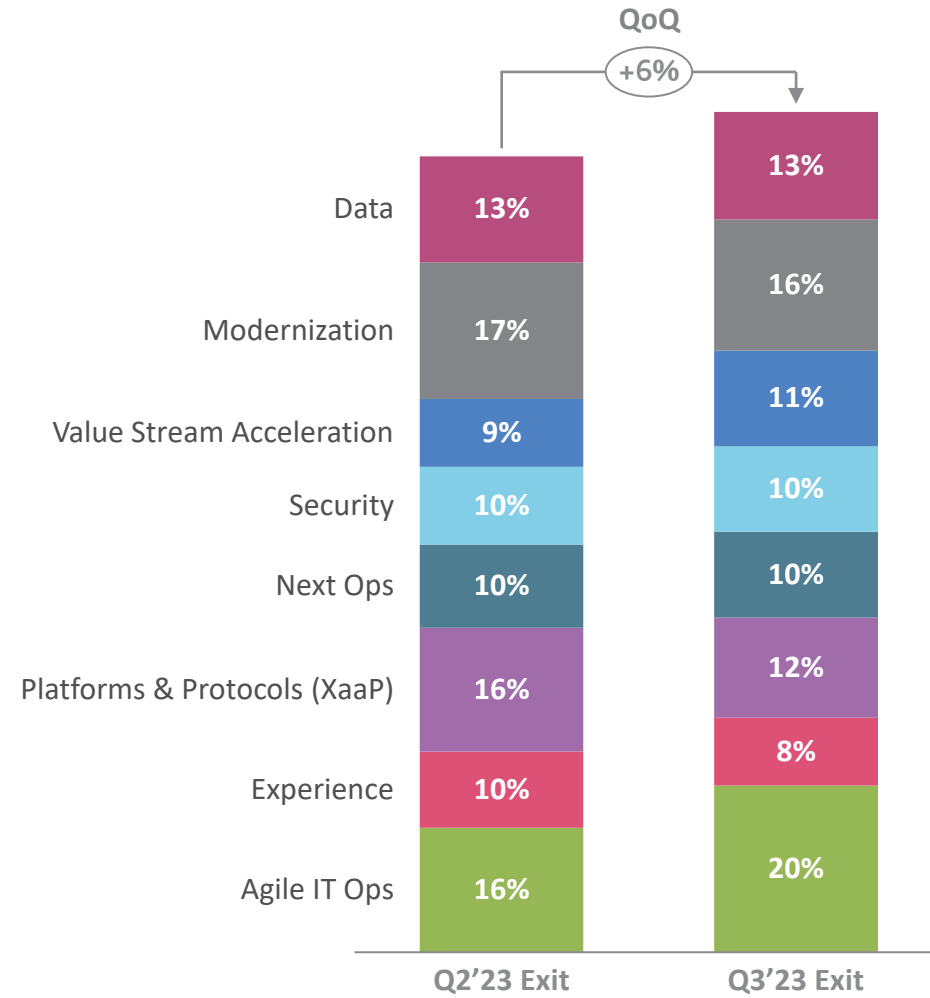


Strong Pipeline Growth Driven by Cloud & Transformation Deals

Industry Distribution

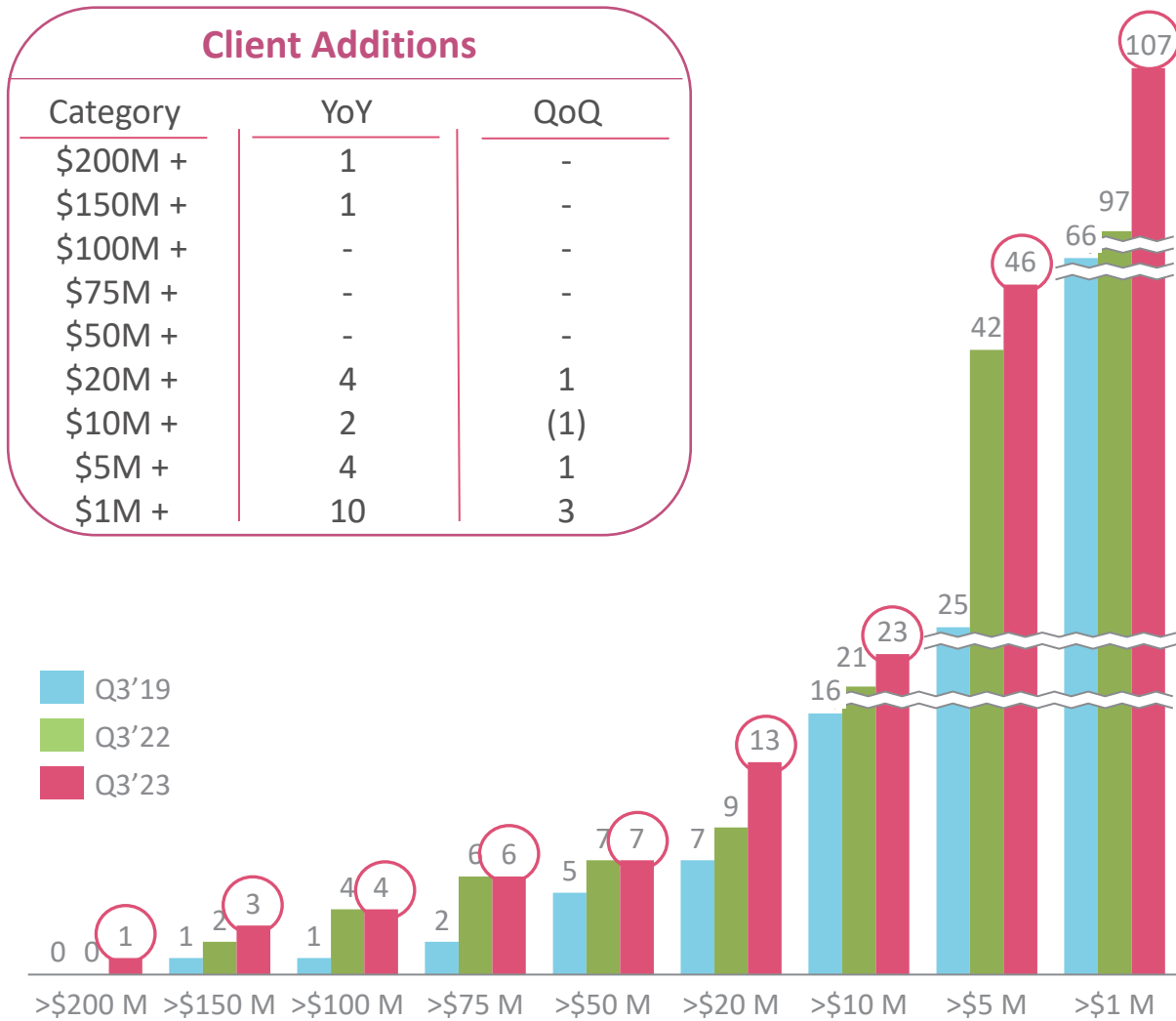


Solution Archetype Distribution



Improving Client Mining and Large-deal Metrics: Direct

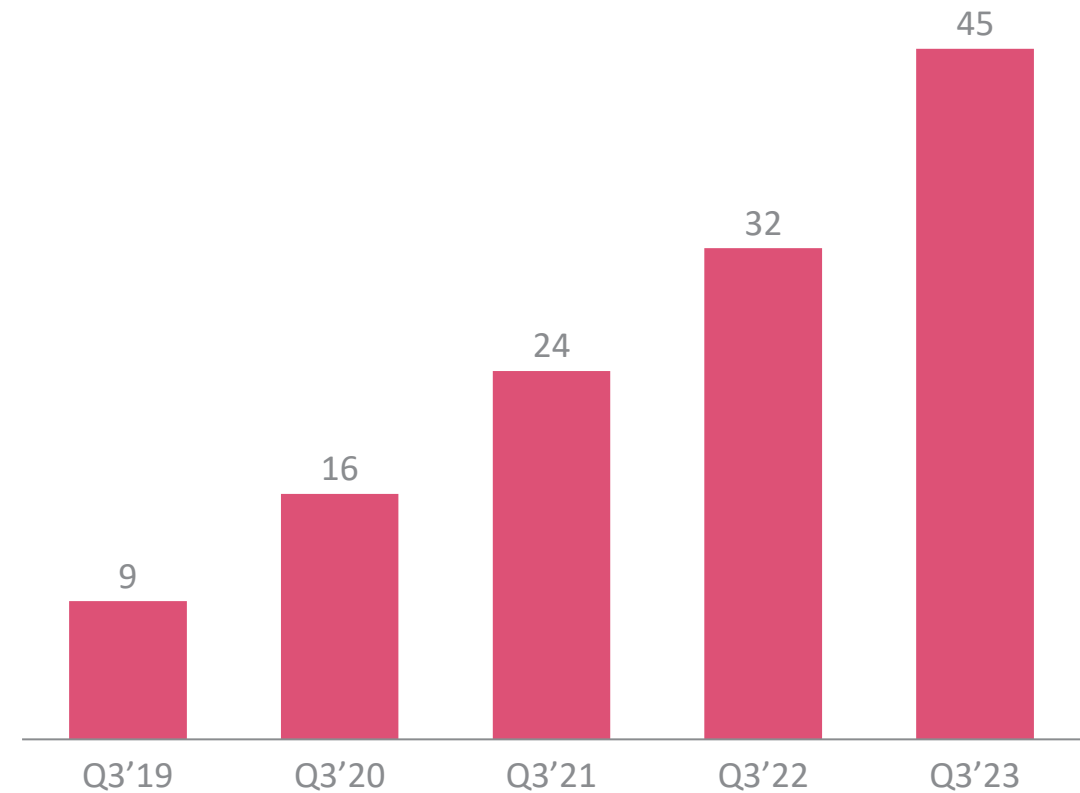
Client Pyramid



Robust large deal wins (>\$20M TCV)

of cumulative deal wins since Q1'18

- 13 Large deals in the past 1 year compared to 8 in the previous period
- 5 Large Deal wins in Q3'23 equaling our previous quarterly record, including a \$100 Million+ deal

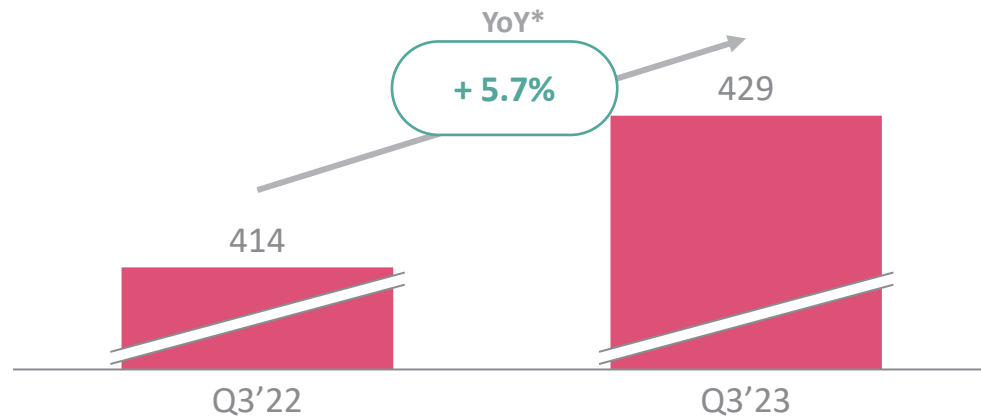


Note: All metrics based on LTM revenues



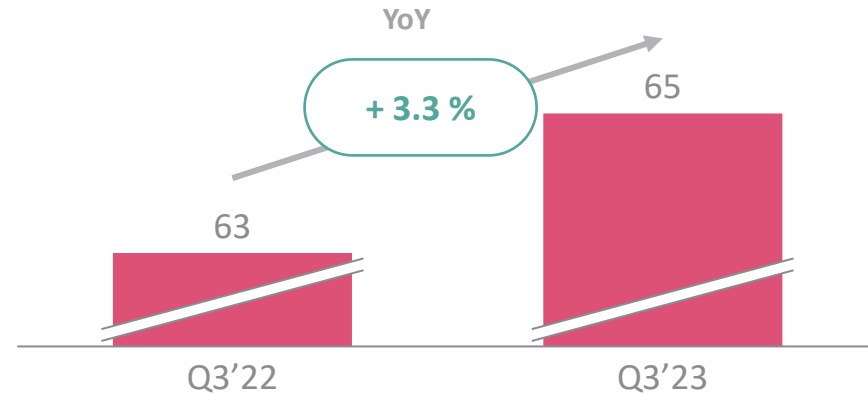
Performance in Financial Metrics

Revenue Growth



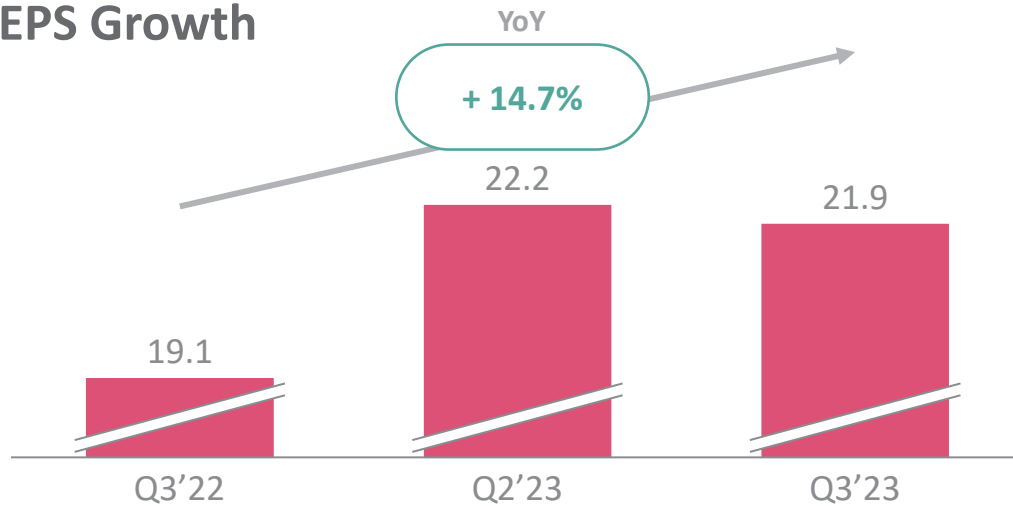
Gross Revenue in \$Mn at average USD/INR rate for respective periods
* Revenue growth in constant currency

Operating Profit Growth



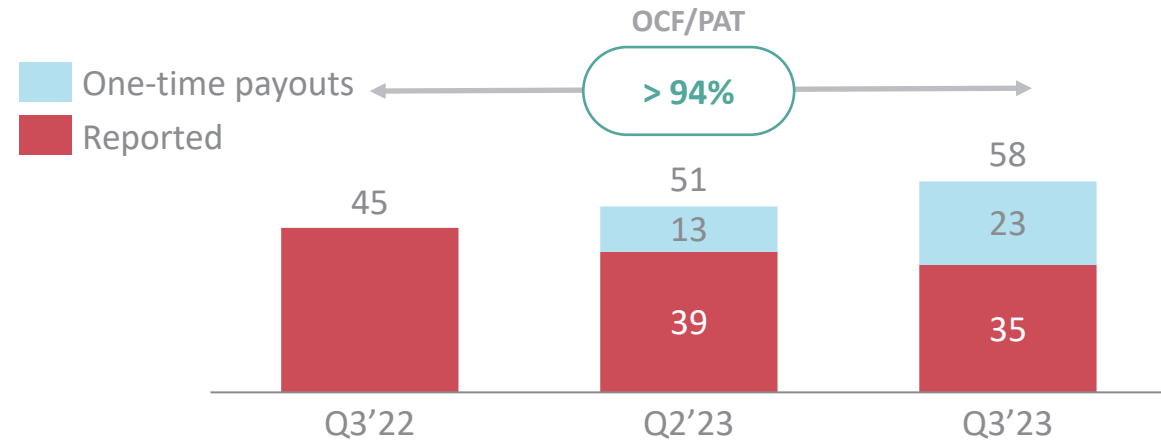
EBIT in \$Mn at average USD/INR rate for respective periods

EPS Growth



Basic EPS in INR for respective periods

Cash Flow Generation



Net Operating Cash flow as per MDA disclosures; Converted at average USD/INR for respective periods



In Summary

- Q3 FY '23 impacted by decline in Mortgage Business; healthy double-digit growth in Direct ex-DR
- TCV well above trend and second highest-ever with five large deals
 - Robust Tribes-led, cloud & transformation deal pipeline; all-time high - up 6% QoQ and 27% YoY
 - Broad based across verticals, led by BFSI
- Margins stable and stay in the stated EBIT margin band; cash generation continues to be healthy
 - Fresher deployment at all-time high; continued pyramid optimization
 - Focus on utilization and productivity
- Vendor consolidation key theme in 2023; well-placed to gain further wallet/market share



Outlook for Q4 FY 2023

- **Focused on Micro in an uncertain Macro**
 - Strong Q3 '23 pipeline, and conversion trend led by cloud, transformation and consolidation
 - Majority of top five customers at record ARR
 - Core BFSI continues to grow from greater contribution of TCV wins
 - Uncertain macro continues to have impact on mortgage business
 - Account centric growth mindset hinging on share gains and strategic hunting continues to yield desired results

- **Target operating (EBIT) margin band of 15.25 - 17% through all four quarters of FY '23**
 - Focus on productivity and efficiencies
 - Continue to invest in growth

Q&A

Link to financial data for the past three years: <https://www.mphasis.com/home/corporate/investors.html>

Analyst Recognitions in Q3 FY 2023

GARTNER

Custom Software Development Services, Worldwide

GARTNER

MARKET GUIDE

Market Guide for Life Policy Administration Systems, EMEA

GARTNER

MARKET GUIDE

Market Guide for Life Policy Administration Systems, Americas

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PEAK MATRIX™ MAJOR CONTENDER

Digital Claims in Property and Casualty (P&C) Insurance – Solutions PEAK Matrix® Assessment 2023

AWS Ecosystem
Contender, Product Challenger & Rising Star

*ISG Provider Lens 2022



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PEAK MATRIX™ STAR PERFORMER & MAJOR CONTENDER

Software Product Engineering Services PEAK Matrix® Assessment 2022

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Open Finance IT Services PEAK Matrix® Assessment 2023

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PEAK MATRIX™ MAJOR CONTENDER

Application and Digital Services (ADS) in Life and Annuity (L&A) Insurance – PEAK Matrix® Assessment 2023

HFS HORIZON

HFS Horizons: Cloud Native Transformation, 2022 - HFS Research

HFS HORIZON

HFS Horizons: Healthcare Payer Service Providers, 2022 - HFS Research

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PEAK MATRIX™ MAJOR CONTENDER

Healthcare Customer Experience Management (CXM) Services in North America PEAK Matrix® Assessment 2023

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Risk & Compliance in BFS IT Services PEAK Matrix® Assessment 2023