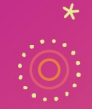




Possibilities Summit



INVESTOR DAY

February 23



Debashis Chatterjee

*Chief Executive Officer
& Managing Director*

UP NEXT

Welcome to Possible

WELCOME TO POSSIBLE

Get
to the future,
+ *faster* *

Debashis Chatterjee
Chief Executive Officer & Managing Director



Disruptions Over The Decade Have Accelerated Change



2001

DOT.COM BUST

IT Outsourcing

18X Rev Growth



2008

WALL ST. HITS MAIN ST.

Digital Adoption

2.5X Rev Growth



2020

PANDEMIC

Digital Acceleration

\$350B by FY26 led by Digital Transformation

We Kept Evolving to Client Needs During the Pandemic...



Help & Grow



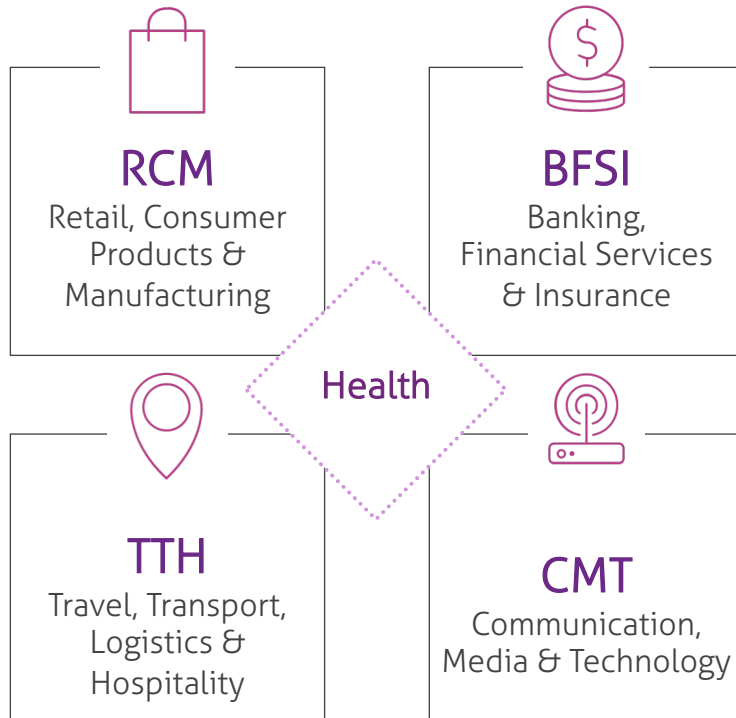
**Redefine Customer
Success**



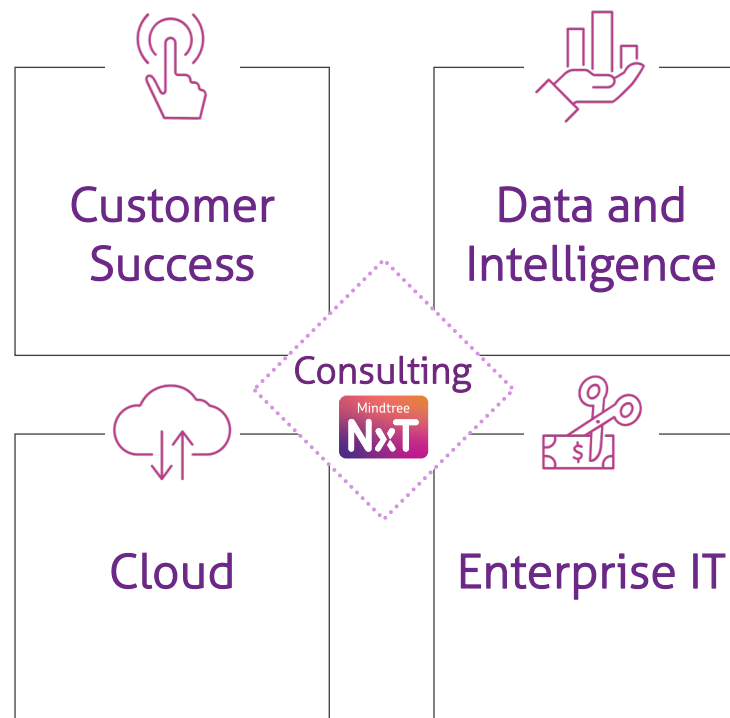
**Reimagine Core &
Add New Possibilities**

...Successfully Leveraging Our Simple and Focused Strategy

INDUSTRY GROUPS



SERVICE LINES



GEOGRAPHIES



...And Delivering Strong Profitable Growth



Revenue (9 months)

\$1.03B USD

~ \$1.5B USD exit annual run rate
as of Q3 FY22



EBITDA Margin (9 months)

20.8%

5 consecutive quarters of
20%+ EBITDA



Earnings per Share (Q3 FY22)

₹26.50 INR

38% increase in 9 months



Market Cap (as on Jan 31)

~ \$8.8B USD

~ 92% increase since Apr 1, 2021



Active Clients (Q3 FY22)

265

22 new logos added in 9 months



Headcount (Q3 FY22)

31,959

8,000+ net additions in 9 months

Industry and Client Needs Are Evolving *Faster* Now



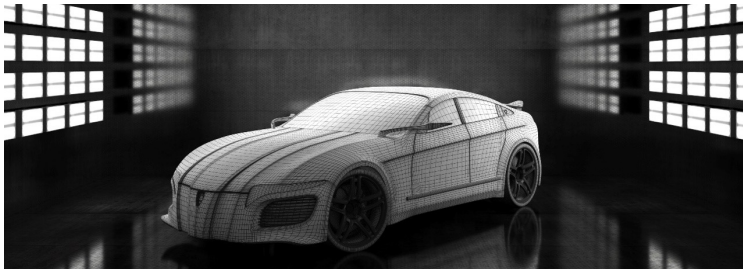
**Newer Businesses &
Newer Revenue Streams**



Industry Lines Converging



**Urgency In Shift From
Legacy To Cloud**



**New Age Technologies
Gaining Prominence**



**Cyber & Ransomware
Attacks On The Rise**



**Resilience & Future-proofing
For Any Eventuality**

Geared Up to Take Businesses to the Future, *Faster*

What?



Being
Consulting-led



Focusing on
Business Outcomes



Delivering Digital Transformation at
Global Scale

How?



Deepening Strategic Domain &
Technical **Partnerships / Alliances**



Simplifying and Streamlining
Capabilities & GTM



Expanding
Presence Across Geos



Rejuvenating
Talent Strategy

Our 3-Pronged Approach



Core Portfolio

Accelerate



Emerging Portfolio

Expand



New Portfolio

Incubate

Accelerate



Core Portfolio



Cross-sell Leveraging Brand Permission In
Focused 100 Clients



Build On Momentum Gained In
BFSI & TTH



Focused Approach On
M&A and Structured Deals



Delivering Digital At Global Scale Across
**Cloud, Customer Experience, Data,
Enterprise Apps**

Expand



Expand Presence Across New Geos
Nordics, Benelux, DACH, and APAC



Digital Engineering Capability
at **Scale**



Expand New Industry Segments
Ex: Healthcare



Emerge As A Strong Player In
Cybersecurity, Platform Tech & Ops,
And **Industry 4.0** Leveraging **NxT**

Incubate



Partner With Start-up Ecosystem, Academia



Co-innovate With Clients



Build **Proof Of Technology & Solutions**



Low Code / No Code



Web 3.0 / Blockchain



Metaverse



Clean Tech



Quantum Tech



Applied AI



Rejuvenating Our Talent Strategy

“ONE SIZE FITS ONE”

Customized & tailored strategy based on technology services & employee profile

IN PURSUIT OF “BETTER EXPERIENCE”

Making it an impactful experience for candidates and employees

“GO TO TALENT”

Focus on getting to the right talent, at the right place, at the right time

Our ESG Commitment



Environmental

- Achieve **carbon neutrality, 100% renewable energy internally** by 2030
- **10 million USD** cumulative funds dedicated for green tech innovation, R&D* by 2025
- **100%** water recycled on dedicated campuses by 2025



Social

- **500,000** lives to be impacted globally via skilling & education by 2030
- 40% **women minds** in workforce by 2030
- **90th+** percentile eNPS score (trusted employer with work ethos) by 2025



Governance

- **50%+** independent directors maintained on our Board
- **100%** training on code of conduct for employees, suppliers, partners by 2025
- **ISO 27701, ISAE 3000** certifications globally - data privacy & security audits

In conclusion, we will strive to take

Clients | Talent | Stakeholders

to the future, *faster*