



# Consistent Profitable Growth

WWW HAN

Vipul Chandra

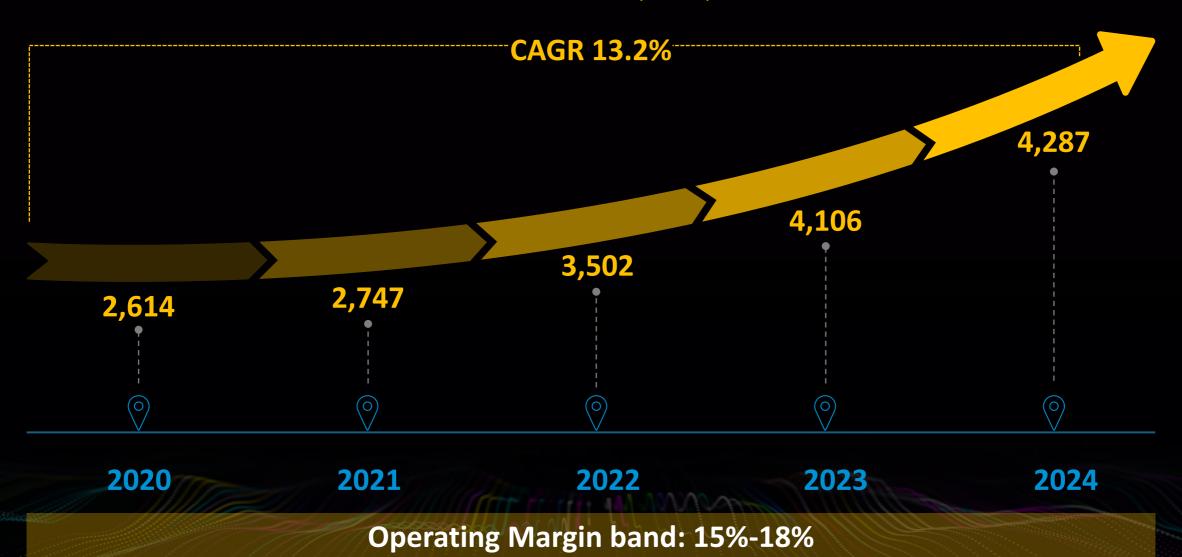
November 2024







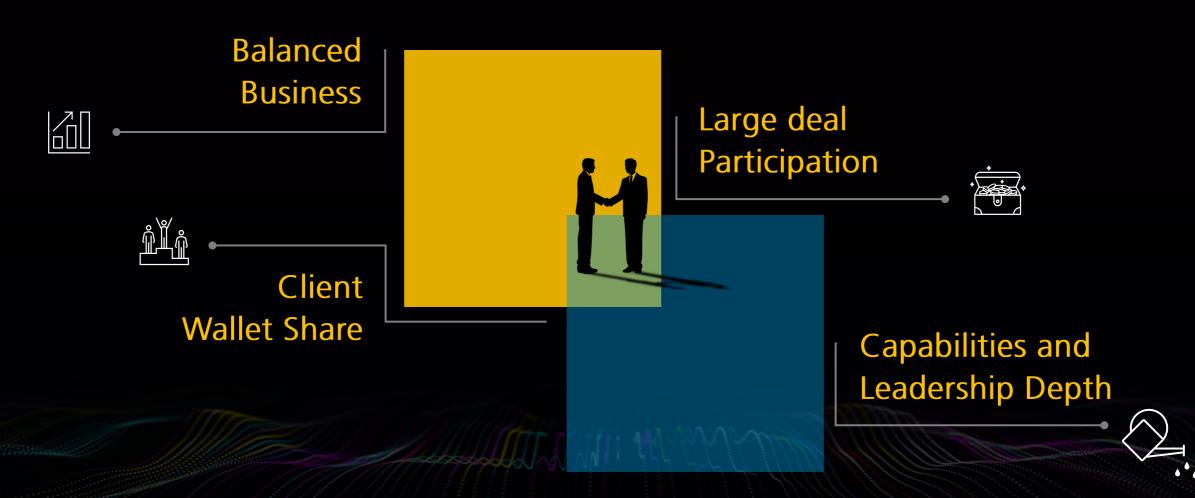
### Delivered profitable growth Revenue (\$M)

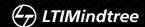






# Positive impact of the new scale is visible







## Have emerged stronger

### **Scaled Verticals**

1B+ size

BFSI Tech, Media & Comm.

#### **500M+ size**

Manufacturing & Resources

Consumer Business

### **Strong Capabilities**

Strength areas

Innovation Core

### **Accelerate**

Experience & Commerce Foundation

#### Invest

Platform ops & Al

### **Growing pyramid**

100+ Fortune 500 clients

12 \$50M+

42 \$20M+

88 \$10M+

154 \$5M+

392 \$1M+

Q2FY25

### **Expansion**

### Global 10+ new countries

China Taiwan

Brazil Greece

South Czech Korea Republic

Portugal Croatia

#### India

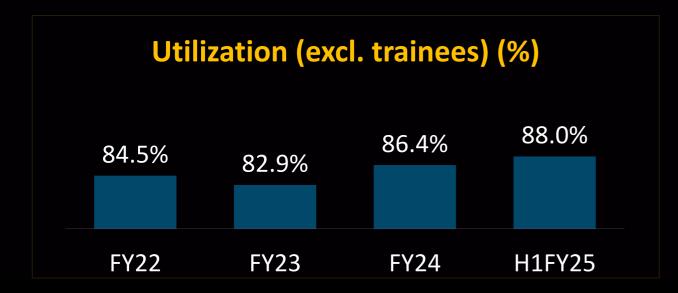
Indore Coimbatore

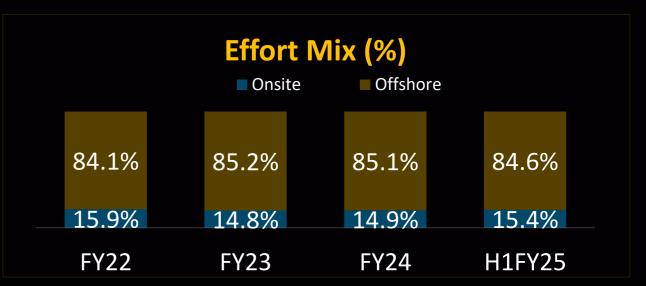
Kolkata Noida



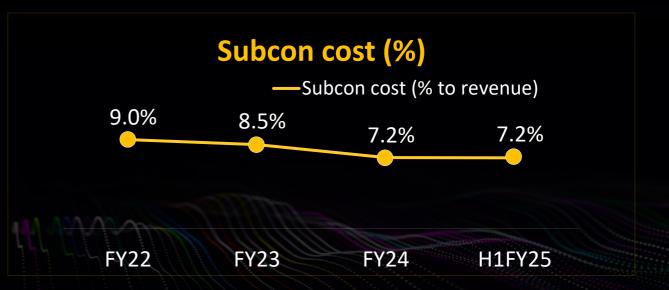


### Key Levers in play have reaped benefits













# Continue to look at margin expansion Project North Star

### Revenue Maximization

- Growth
- Value based Pricing

# Bending the Cost Curves

- Pyramid & Average Costs
- Right sizing in Managed
   Services

### **Productivity**

- Revenue Per Person
- Automation & Al

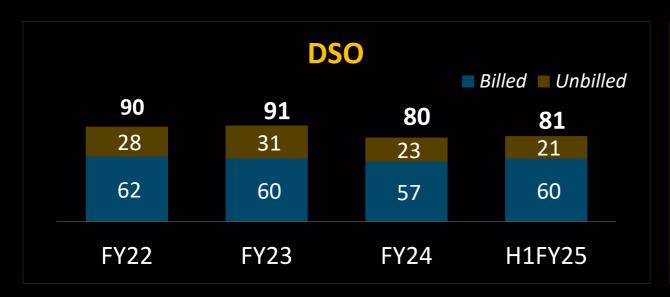
### **Overheads**

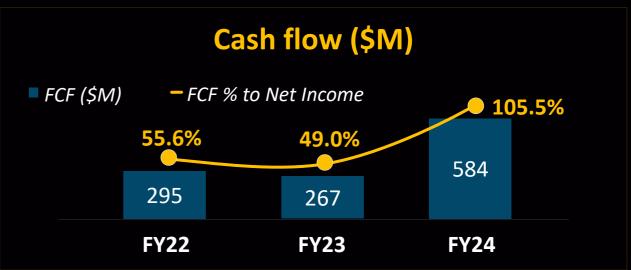
- Eye on discretionary spends
- Increase in Overheads Revenue Growth

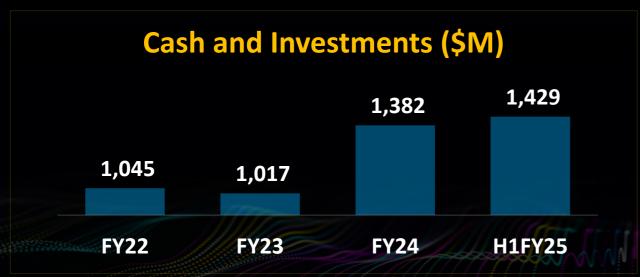


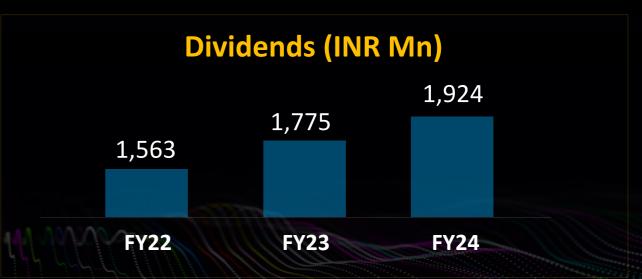


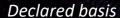
# Our Balance Sheet has further strengthened













# ESG - Overview



	Journey so far	Accolades	Way Forward
Environmental	<ul> <li>43% Renewable Energy Usage</li> <li>95% Waste Recycling</li> <li>75% reduction in Scope 1 Emissions</li> </ul>	CLIMATE CHANGE A-	<ul> <li>85% renewable energy use by 2030</li> <li>100% waste recycling by 2030</li> <li>Scale up of Green Tech offerings</li> </ul>
Social	<ul> <li>30.6% Women in workforce</li> <li>8.4% Women in leadership</li> <li>2.9Mn lives positively impacted</li> </ul>	ASSOCHAM  Ideate Innovate Impact  Excellence in IR Technology & txcellence in Employee Welfere	<ul> <li>40% women in workforce by 2030</li> <li>15% women in leadership by 2030</li> <li>Impact 4Mn+ lives positively by 2030</li> </ul>
Governance	<ul> <li>BRSR</li> <li>Integrated report</li> <li>UNGC communication</li> </ul>	TO ALL STATE OF THE STATE OF TH	<ul> <li>Board diversification</li> <li>Maintain robust compliance, integrity practices &amp; key certifications</li> </ul>



# Our \$10B path in phases







### **CONSOLIDATE**

### **INVEST**



### **CHAMPION**

Integration and Stabilization

**LTIM One execution** 

Super-scale accounts

Be the Best @ Al

**Strategic** Acquisitions

Talent of the future

\$10B Revenue

17-18% EBIT





Getting to the

Future, Faster.

Together.

