



#EngineeringScale



Engaging Customers
For Profitable Growth

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Chief Sales Officer - Americas & Asia

INVESTOR & ANALYST DAY (IAD) 2021

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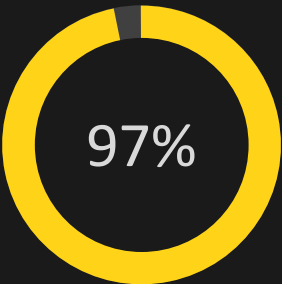
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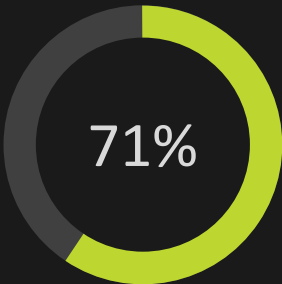
CHANGING MARKET CONDITIONS...

NASSCOM®

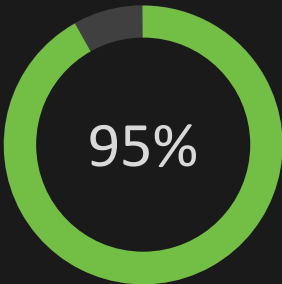
CEO Survey 2021



Expect **Global Economic Growth** To Be Better than 2020



Expect **Global Technology Spend** To Be Significantly Higher than 2020



Expect **2021 Hiring** To Be More Than What They Hired In 2020



“We have decided that we will invest whatever it takes to win in 5G”

- Pekka Lundmark
President and CEO, Nokia



“We’ve increased our investments at the front-end of major product launches and surgical robots...”

- Geoffrey Martha
Chairman & CEO, Medtronic



“We increased our EV and AV investments to \$27 billion from 2020 through 2025”

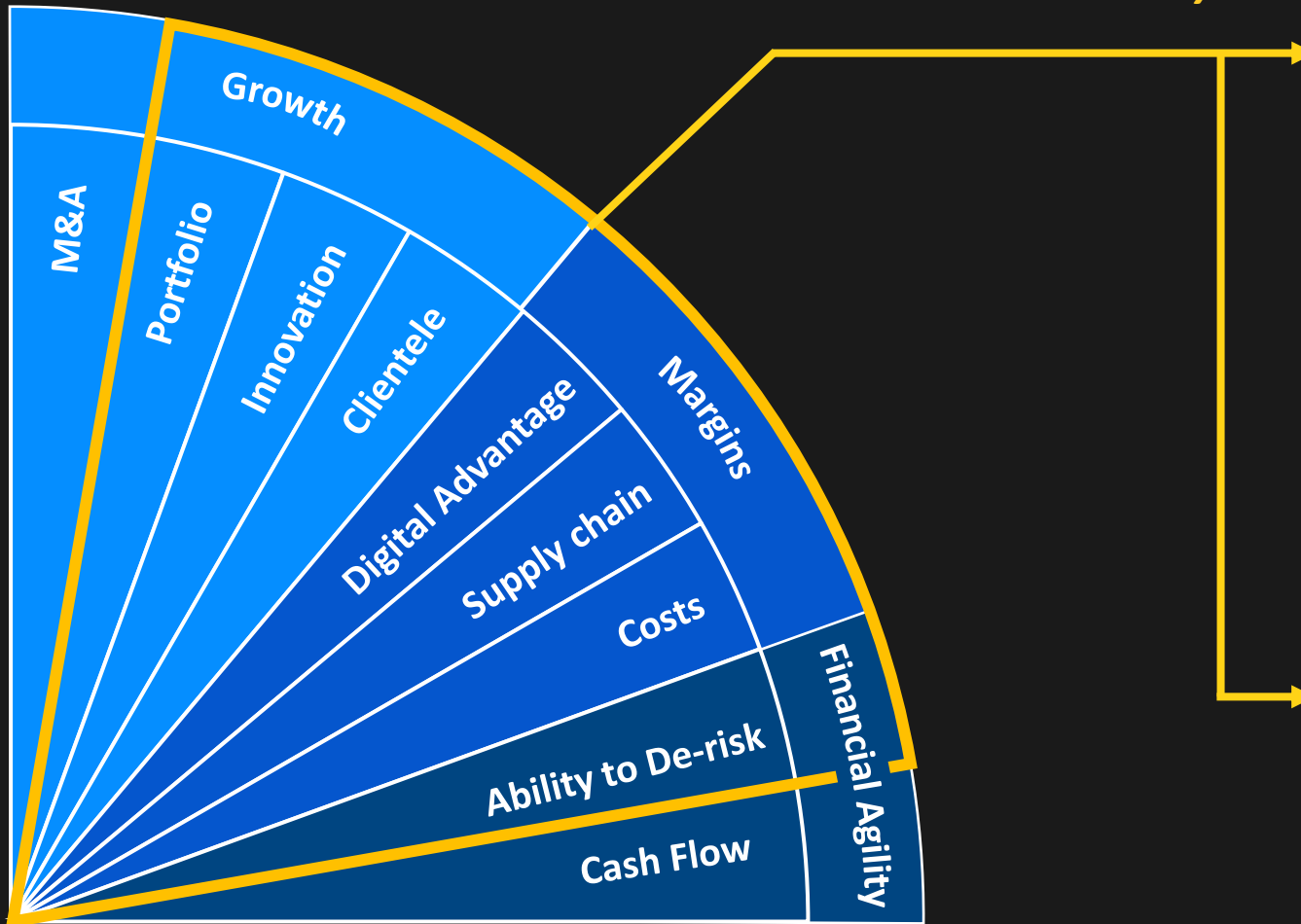
- Mary Barra
Chair and CEO, GM



“Shell will be shifting its long-term focus from oil and gas to selling renewable energy”

- Ben van Beurden
Chief Executive, Shell

...LEADING TO CHANGING CUSTOMER NEEDS...



DIGITAL ENGINEERING

Engineer Digital Products

- Connected products: [Edge](#) | [Secure](#) | [Integrated](#)
- Collaborative products: [Smart IoT](#) | [DevOps](#) | [SecOps](#)
- Intuitive products: [Embedded AI](#) | [High Performance](#)

Leverage Digital in Engineering Processes

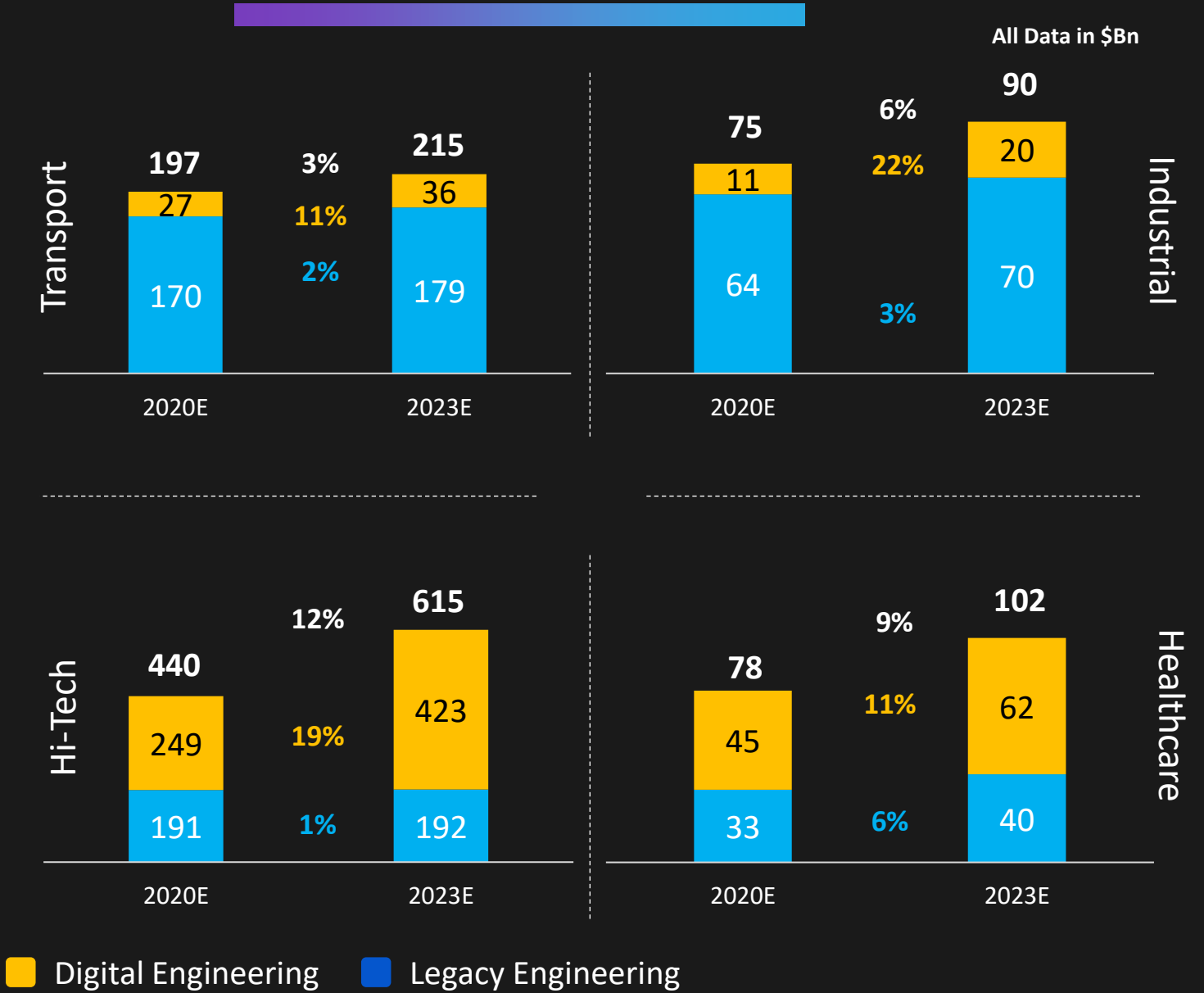
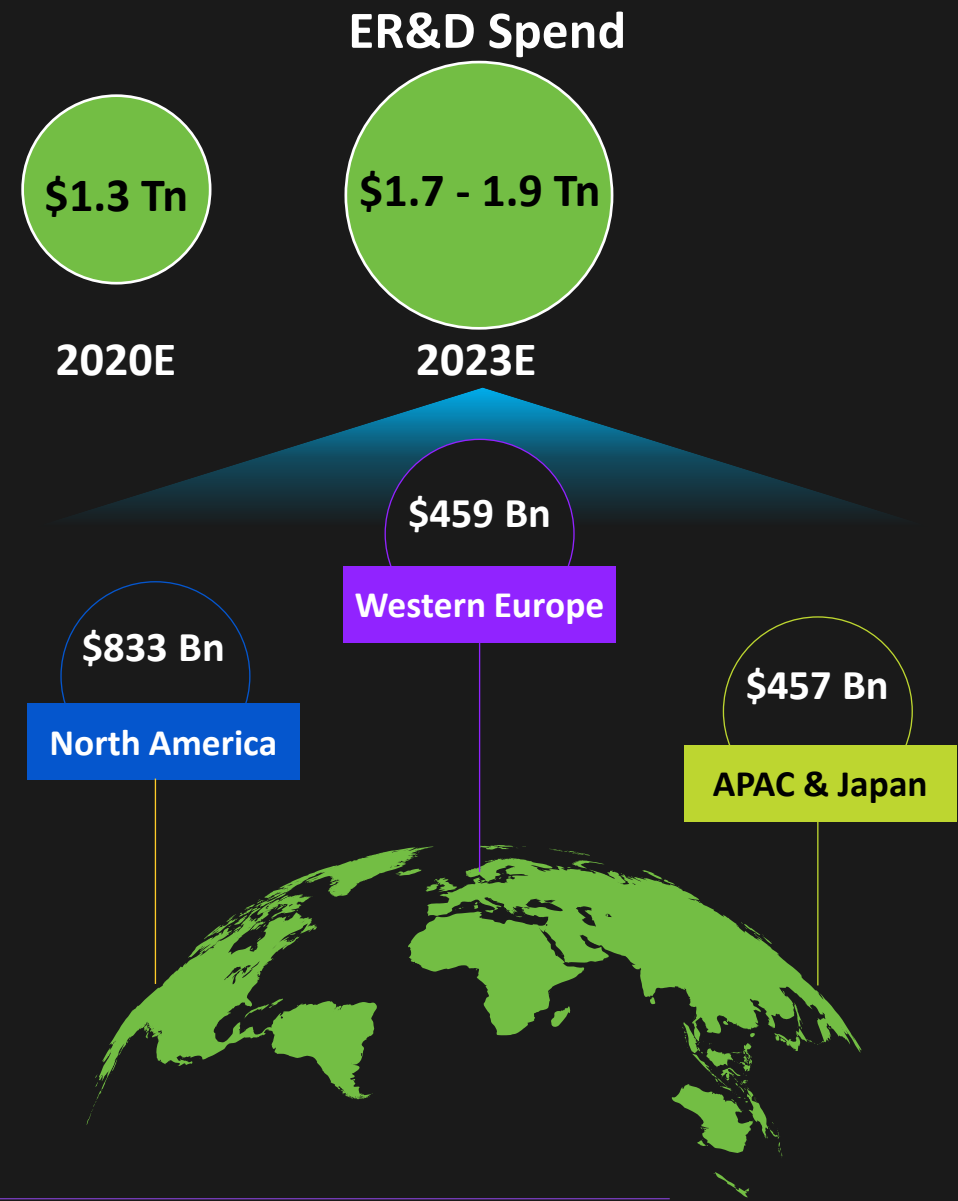
- Asset Reliability Center
- Industrie 4.0
- AI enabled processes

LEGACY ENGINEERING

Legacy Engineering Services

- Plant Engineering
- Frugal Engineering
- Value Engineering
- NPD | Engg. Support | Manufacturing Support

...GENERATING SIGNIFICANT DEMAND IN DIGITAL ENGINEERING



"CUSTOMER CENTRICITY" CORE TO OUR INDUSTRY LEADING GROWTH

01



SUPER-SIZING ACCOUNTS

02



MEGADEALS

03



ADJACENTS

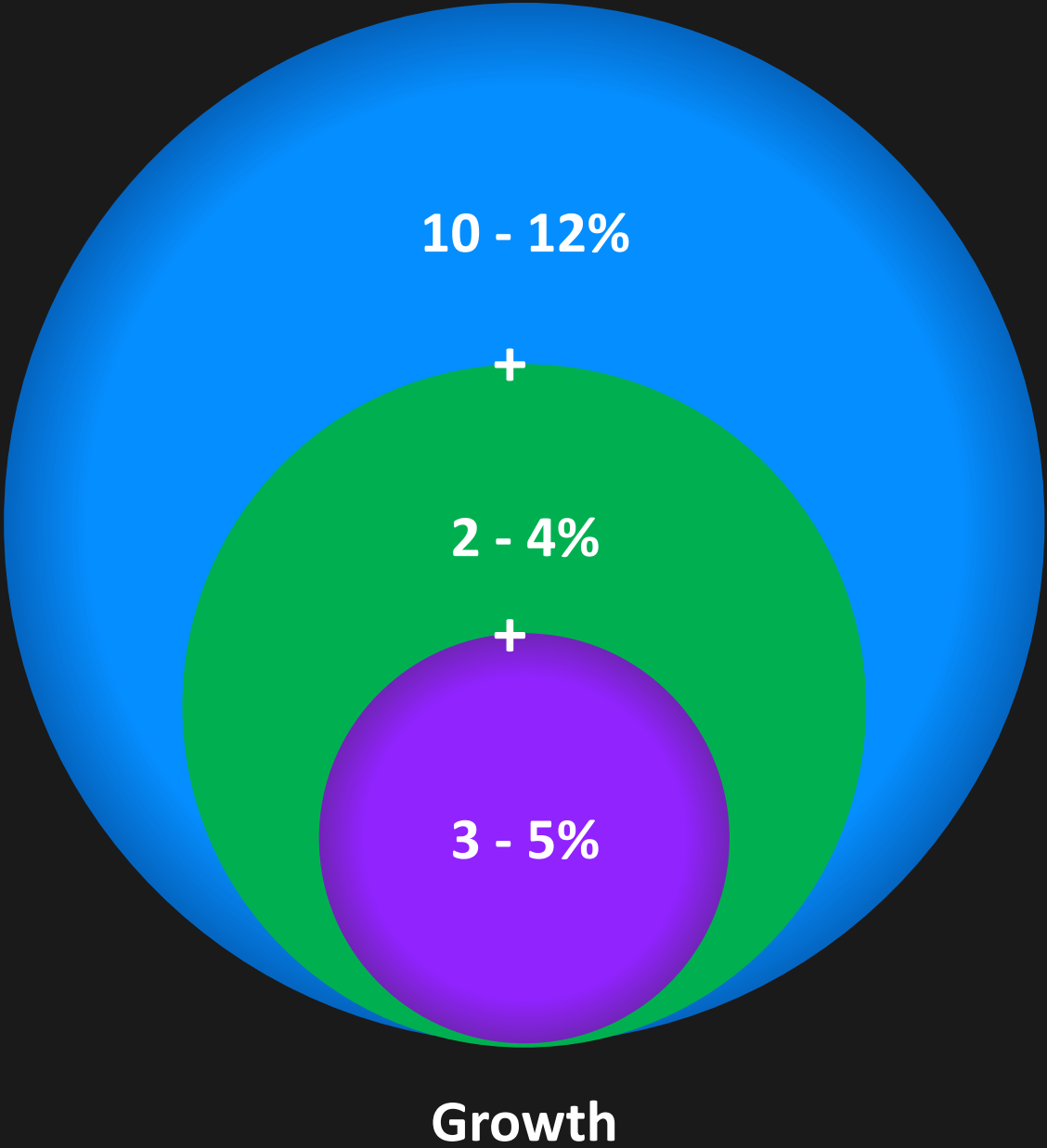
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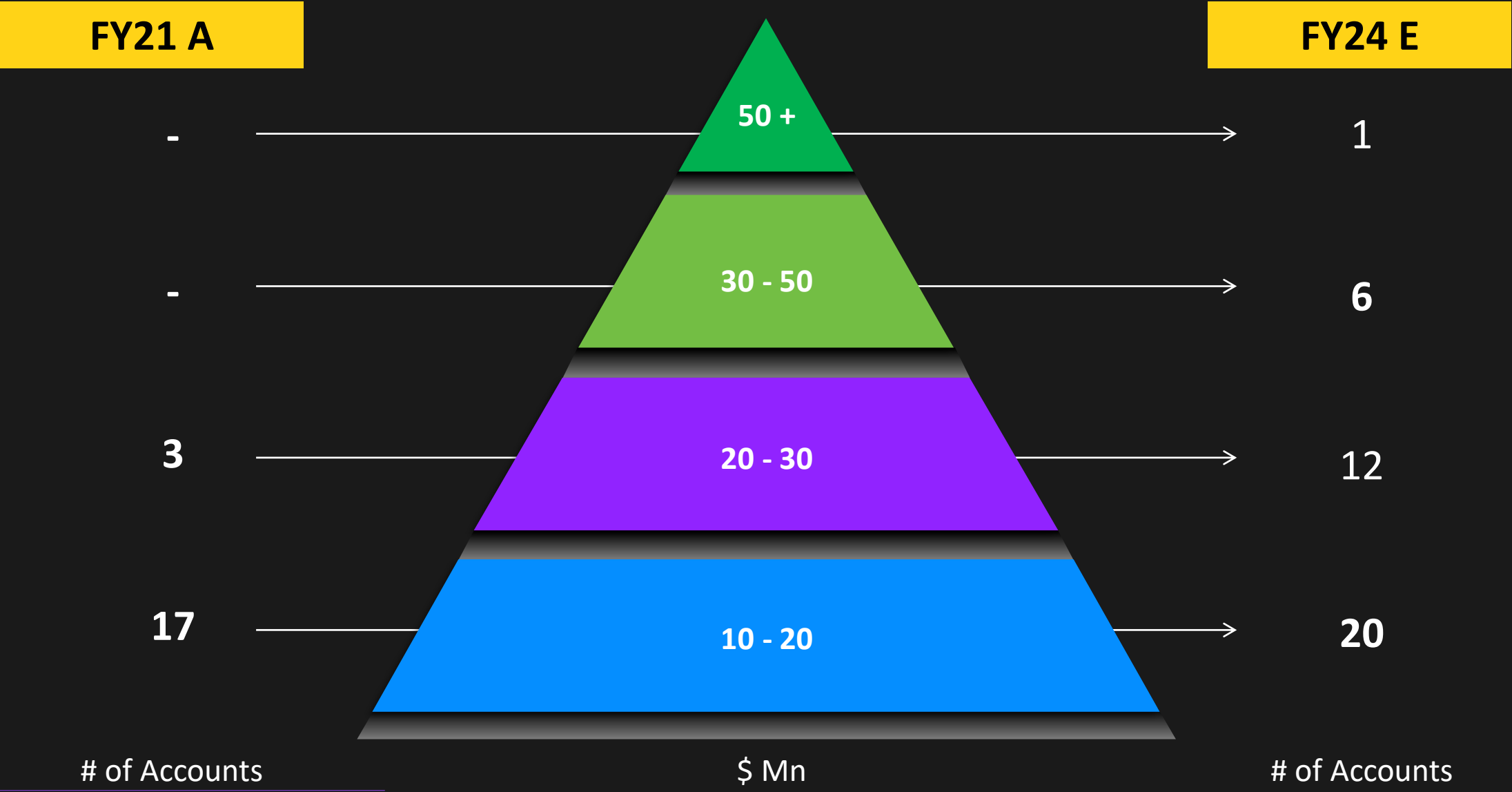
GEO STRATEGY

SUPER-SIZING ACCOUNTS...

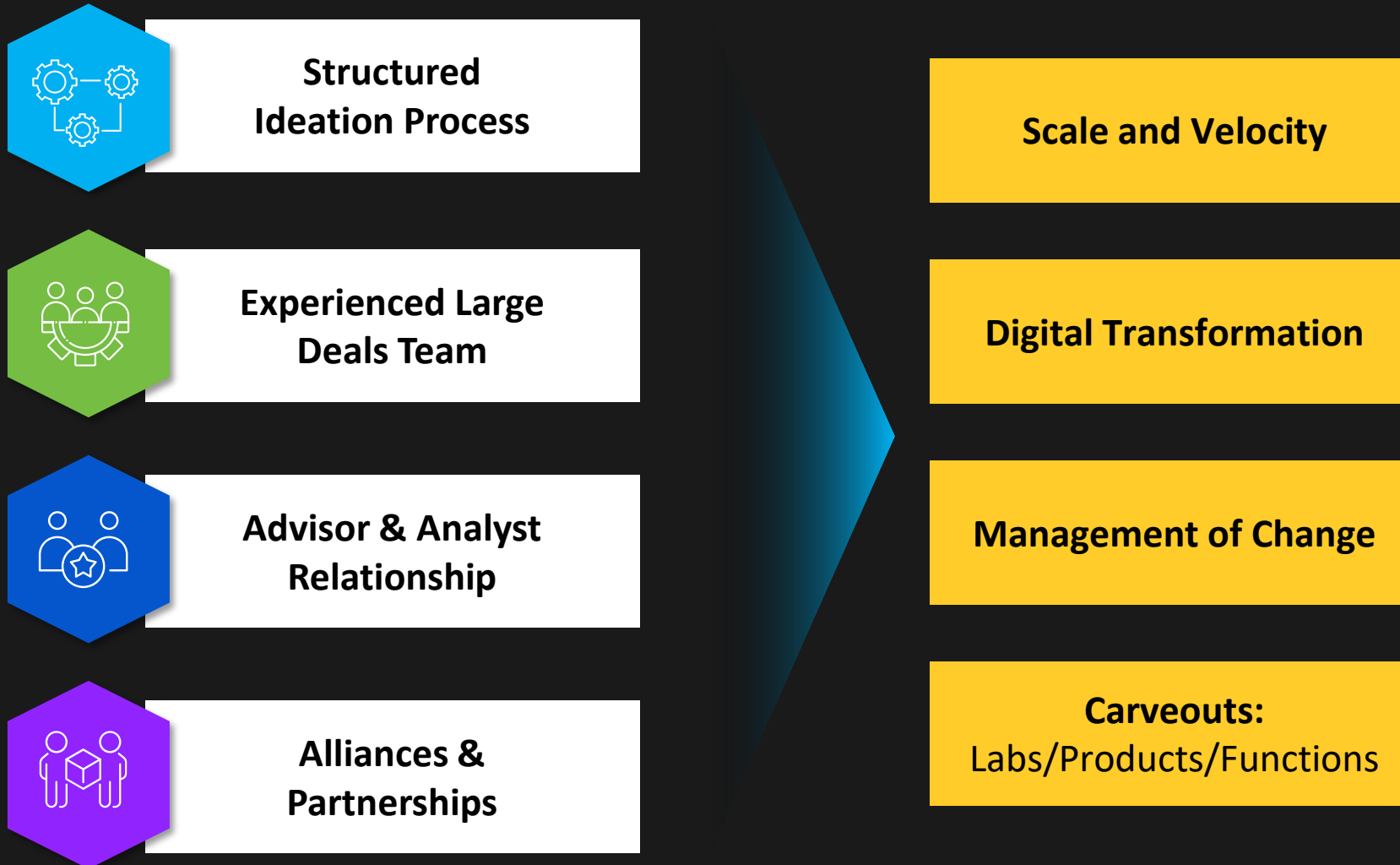
- Solutioning with Partners
- New Client Personas
- Carve Outs Products/Labs/Services
- Broaden Regions and Divisions
- Delivery Led Growth



...FOR OUR ACCELERATED GROWTH



The Proven Combination





Illustrative companies

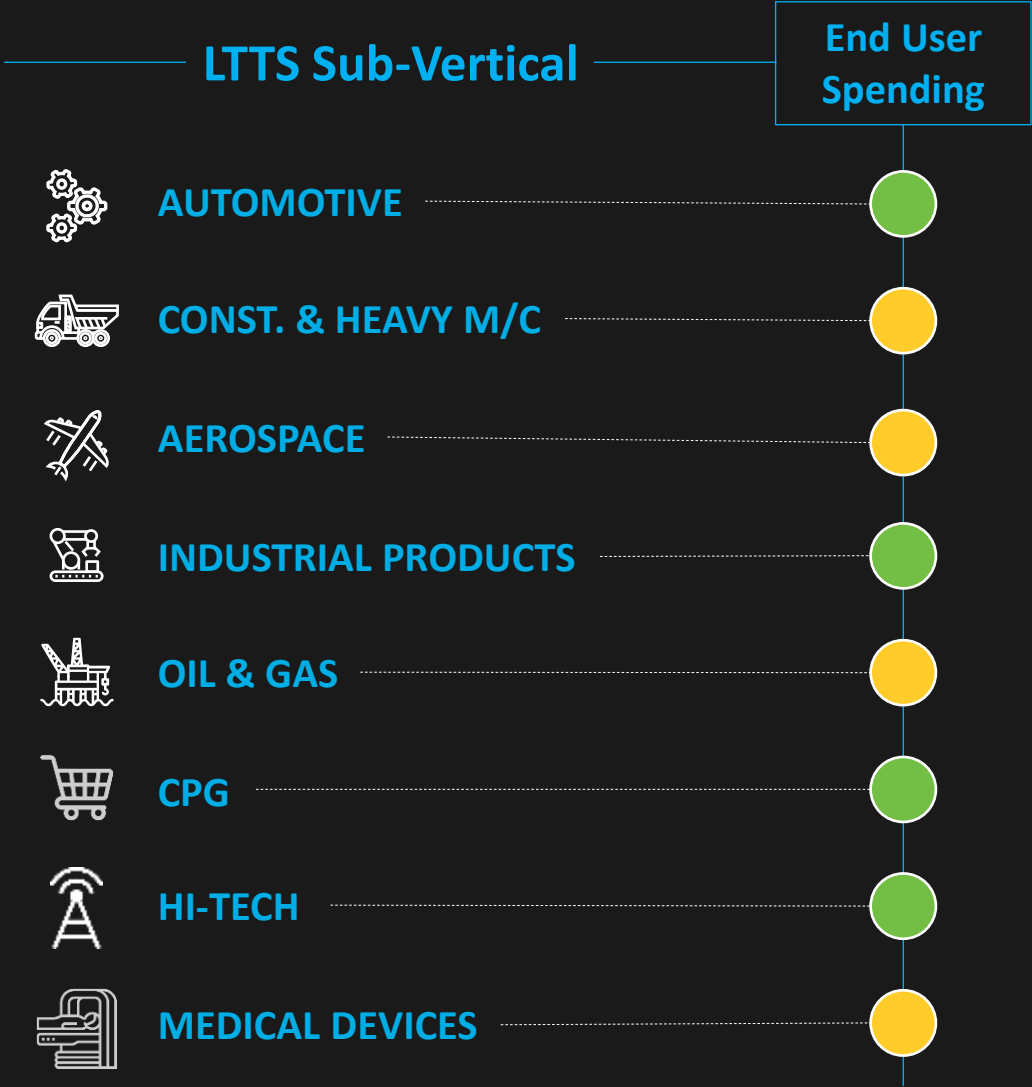
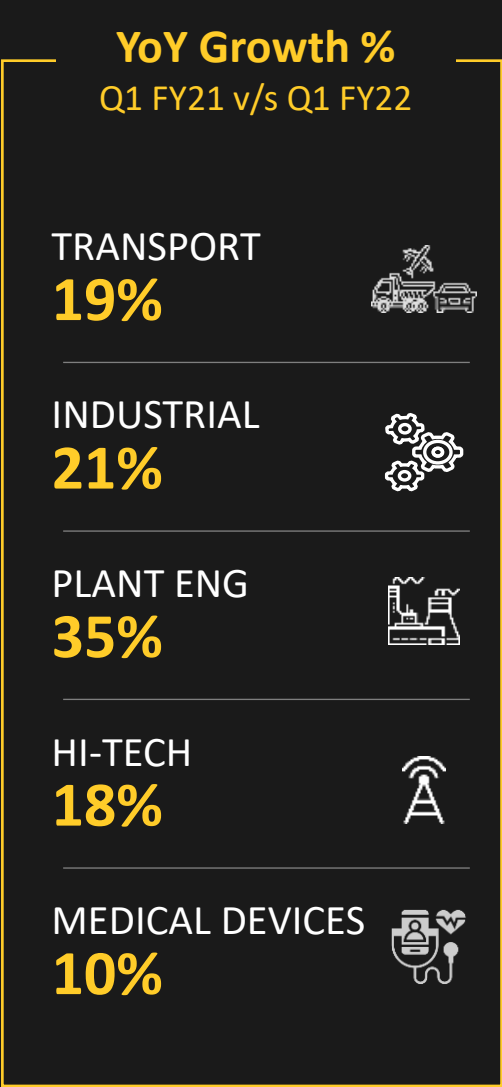
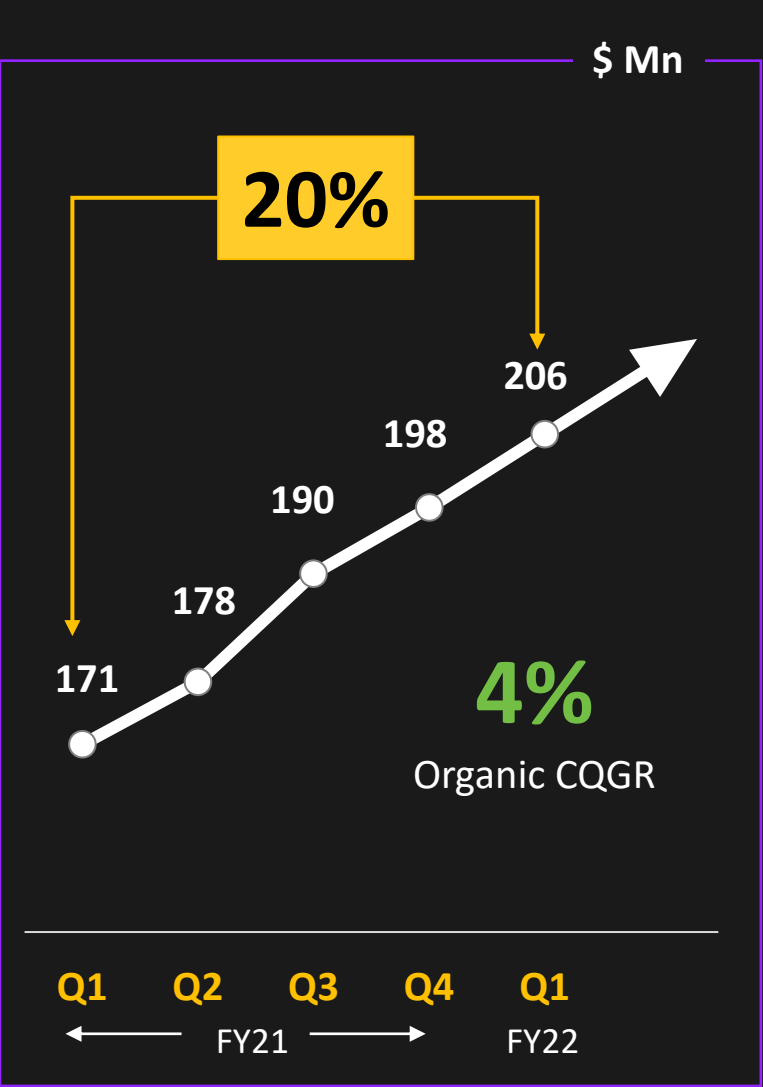


Strengthen Proximity Centers through
Leadership, Local SMEs and Ecosystem Partners



Expand **Medical & Hi-Tech**
in Europe

GROWTH IN LAST 4 QUARTERS...



● Neutral ● Favorable

...LARGE, MULTI-YEAR ENGAGEMENTS...

39*
Large Deals



19
New Logos



NORTH AMERICA

EUROPE

ROW

72%

21%

8%

40%

40%

20%

\$100Mn Contract from
Global Oil and Gas Firm

Design and Development Partner
For NA EV Automotive OEM

End-to-end 5G Automation Services
Contract from Global Telecom Tier-1

*Last 4 Quarters – 5M+ Deals

...AND WINS ACROSS STRATEGIC AREAS



Electric,
Autonomous,
Connected Vehicles



MedTech



5G



AI &
Digital Products



Digital
Manufacturing



Sustainability

Wins In
Big Bets*

4

1

3

7

8

-

Deals
Pipeline

16

12

5

6






7

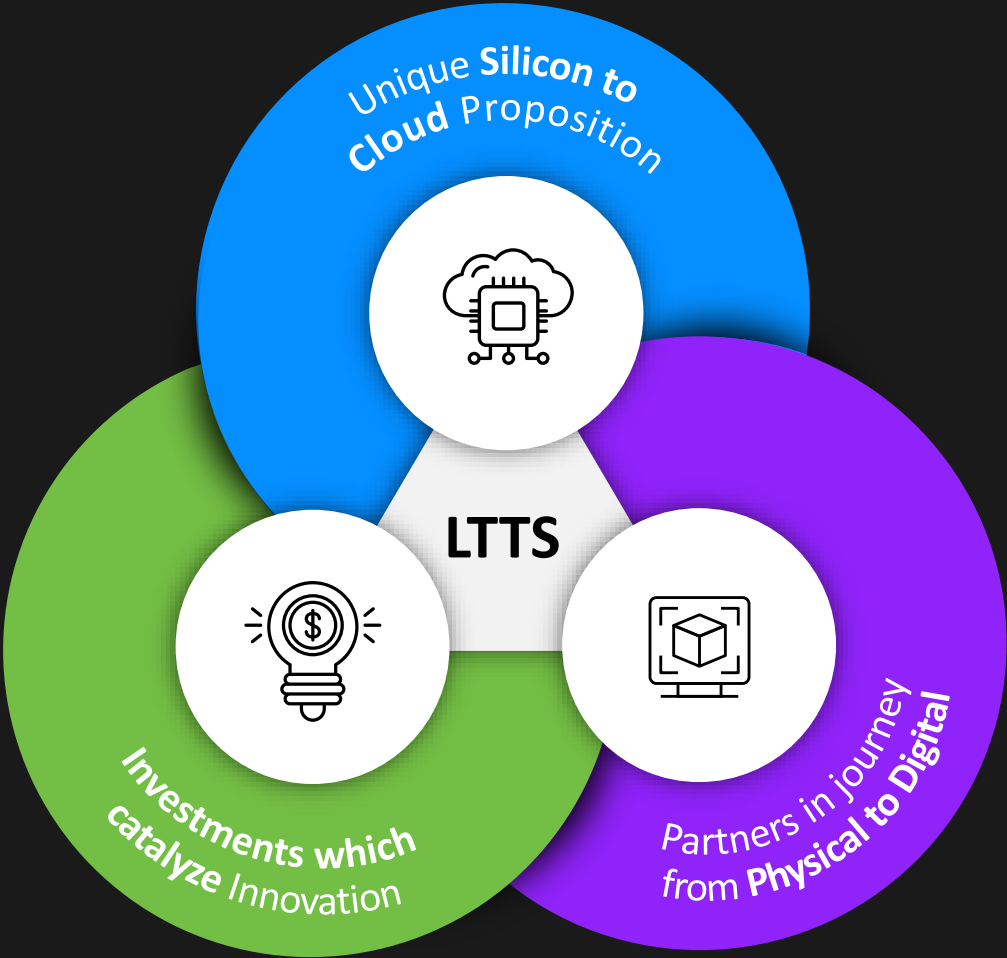
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*Last 4 Quarters – 5M+ Deals

PREFERRED PARTNER FOR FUTURE-DRIVEN ORGANIZATIONS

57
of Top
100 R&D
Spenders

	TRANSPORT 8 OF TOP 10
	INDUSTRIAL 7 OF TOP 10
	HI-TECH 8 OF TOP 10
	HEALTHCARE 3 OF TOP 5
	PLANT ENGINEERING 7 OF TOP 10



THANK YOU