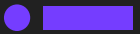


KPIT

August 28, 2019

ANNUAL GENERAL MEETING



Forward Looking Statements

Some of the statements in this update that are not historical facts are forward-looking statements. These forward-looking statements include our financial and growth projections as well as statements concerning our plans, strategies, intentions and beliefs concerning our business and the markets in which we operate. These statements are based on information currently available to us, and we assume no obligation to update these statements as circumstances change. There are risks and uncertainties that could cause actual events to differ materially from these forward-looking statements. These risks include, but are not limited to, the level of market demand for our services, the highly-competitive market for the types of services that we offer, market conditions that could cause our customers to reduce Their spending for our services, our ability to create, acquire and build new businesses and to grow our existing businesses, our ability to attract and retain qualified personnel, currency fluctuations and market conditions in India and elsewhere around the world, and other risks not specifically mentioned herein but those that are common to industry

Agenda

- 1 Welcome and Introduction
- 2 Industry Trends and Our Vision
- 3 Mission, Strategy and Business Outlook



A white sports car is shown from a front-three-quarter view, driving on a dark road at night. The car's headlights are on, and the road surface shows motion blur. The background is a dark, cloudy sky. Numerous green, 3D cylindrical objects are floating in the air around the car, some appearing to be falling or drifting. The overall scene conveys a sense of motion and futuristic technology.

INDUSTRY TRENDS AND OUR VISION

Mega Trends in Mobility Industry

Connected

Autonomous

Shared

Electric



Increase in number of vehicle platforms



Increased % of software & complexity in vehicles



New Players are emerging in the EV & AD domains



Compliance & regulations



Emergence of new business models



OEMs separating out H/w & S/w spend & buying

New Technology Investments – Major Mobility Players



JLR made **\$1.2 billion** investment to build electric cars in Britain

VW invested **\$1 billion** in Northvolt AB, Swedish battery cell producer in joint battery activities

BMW and Daimler will spend **over \$1 billion** on the future of transportation

DENSO made **\$1.6 billion** investment to strengthen development and production of automotive electrification

SoftBank and Toyota in talks to **invest \$1 billion+** into Uber Technologies Inc's self-driving vehicle unit

Technology Investments are driving high growth and predictability for technology focused niche players like KPIT

We are well positioned for these Opportunities



July 2019 : KPIT features in report on “Automotive software and electronics 2030”

3.4 New partnerships and cooperation models are emerging – primarily for software- and electronics-related topics

closely together. One example would be the close collaboration of BMW, FCA, Intel, Magna, Aptiv, Continental, LiDAR supplier Innoviz, and SW specialists TTTech and **KPIT to jointly develop an AD platform.** Baidu is trying to build an open platform for AD with its OEM, tier-1 supplier, tier-2 supplier, and research institution partners, sharing source code and data.



April 2019 : Automotive Software Global Market Outlook report by Research and Markets

According to this research, the market accounted for \$15.53 billion in 2017 and is expected to reach **\$82.58 billion by 2026 growing at a CAGR of 20.4% during the forecast period.** Factors

Some of the key players profiled in the market include NXP, Aimotive, Airbiquity, Apple, Autone Mobile, Blackberry, Elektrobit, Google, Green Hills Software, **Kpit Technologies**, Luxoft Microsoft Corporation, NVIDIA, Renesas Electronics, Rightware, Robert Bosch, Saferide Technologies Ltd, Sigma Software Group, Vector Informatik and Wind River System.

Our Vision

Reimagining mobility with you for creation of a cleaner, smarter and safer world

Mobility: Technologies that enable people and goods to move in cleaner, smarter and safer way. This includes passenger, commercial & off-highway vehicles. Also, organizations that offer mobility as a service

Reimagining: The paradigm shift in mobility gives us an opportunity to think afresh

A white sports car is shown from a front-three-quarter view, driving on a dark road at night. The car's headlights are on, and the road ahead is illuminated. The sky is dark with some clouds. Numerous green, 3D cylindrical objects are floating in the air around the car, creating a sense of motion or a futuristic theme.

MISSION, STRATEGY AND BUSINESS OUTLOOK

Our Mission

Know “software” better than any auto company in the world and know “auto” better than any other software company in the world.

Become a bridge to the New Mobility industry.

We will create value by nurturing a **CULTURE OF EXCELLENCE** by



Becoming the leading Company in PLATFORM business



Delivering ZERO DEFECT



Being the BEST PLACE to GROW



Having strategic relationship with our T25 CUSTOMERS

Strategy Synopsis

Focus Verticals



Passenger
Cars

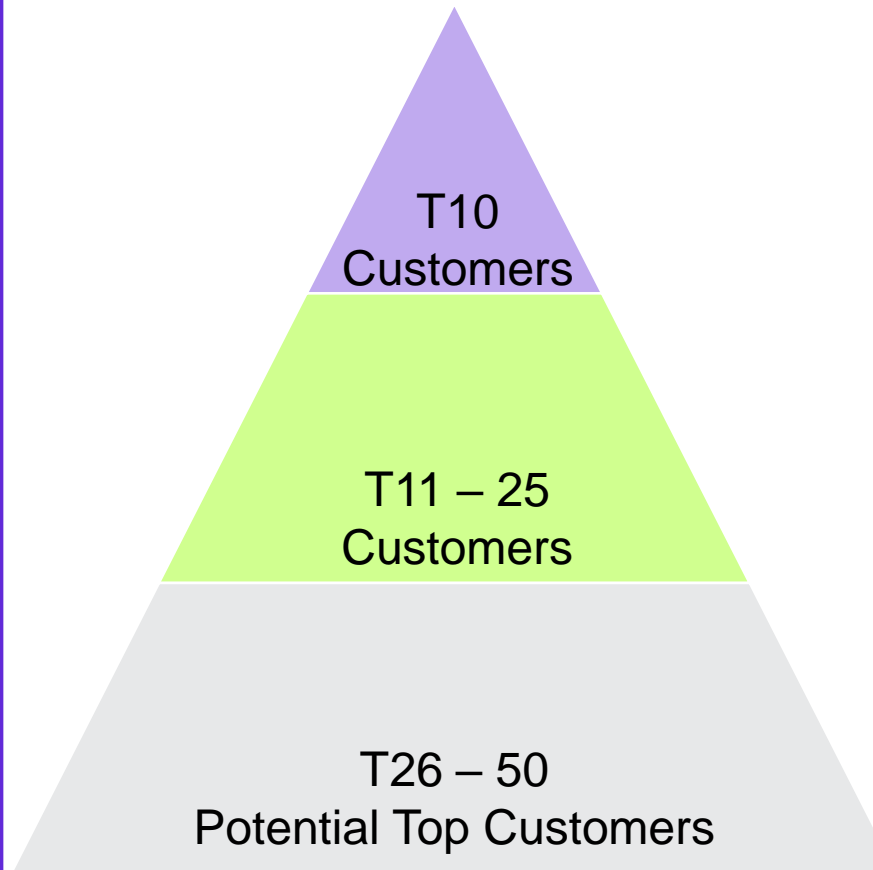


Commercial
Vehicles



New
Mobility

Strategic Customers



Glocal Delivery

Munich



Bangalore



Pune



Detroit



Bangkok



Shanghai



Tokyo



We deliver software with deep expertise through our practice structure



Autonomous Driving



Connected Vehicles



Conventional and Electric Powertrain



AUTOSAR



Mechatronics



Vehicle Diagnostics

People Focus



Being the BEST PLACE to GROW

Total Rewards

No VPI till Gr F & reduced VPI from Gr G & above

5 Year Model upto Grade D, revised metrics in Technical stream

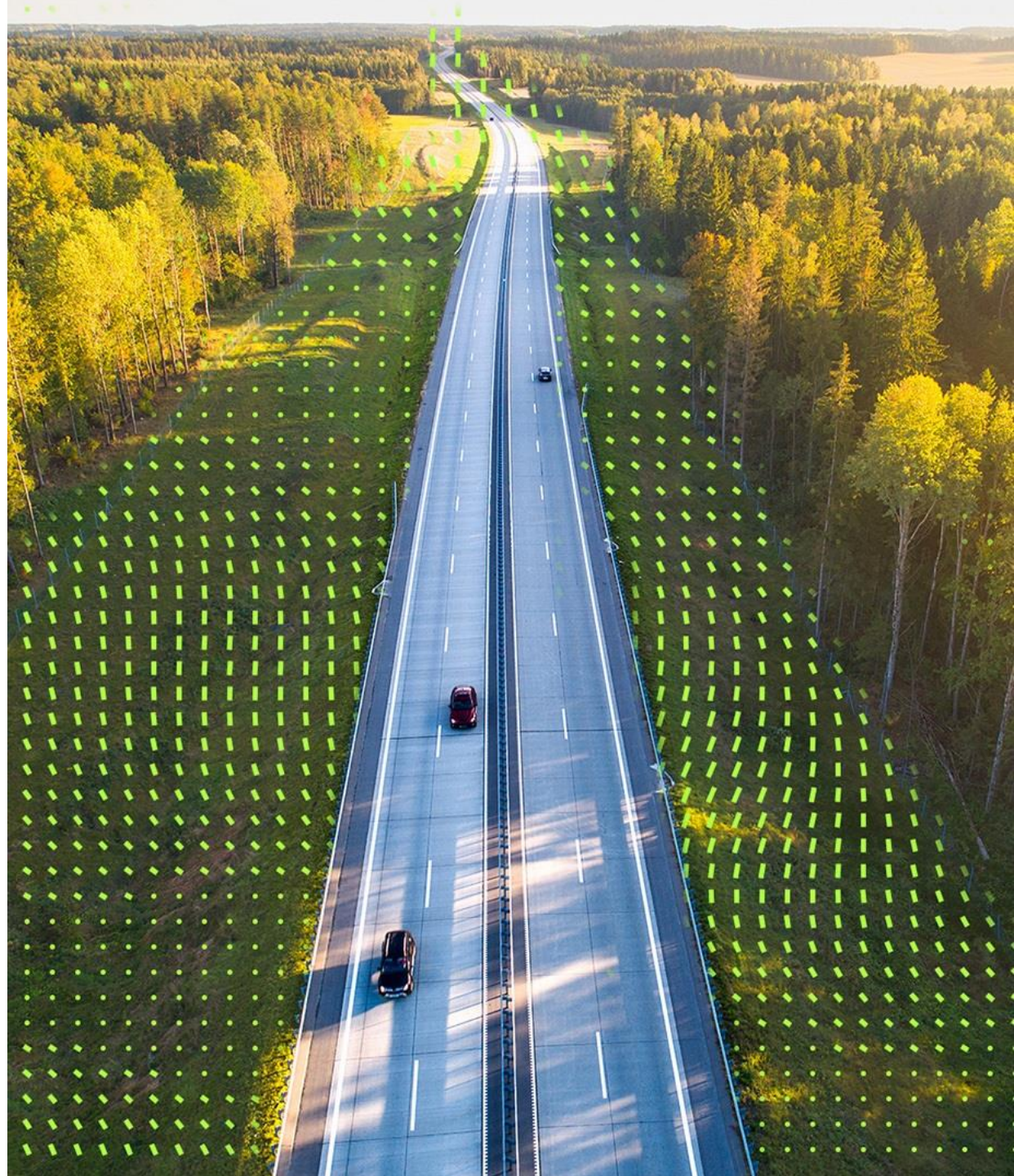
Talent Management

Focus on internal talent - promotions 65 % from 50% (less lateral hiring)
Culture of Excellence – Global rollout in progress

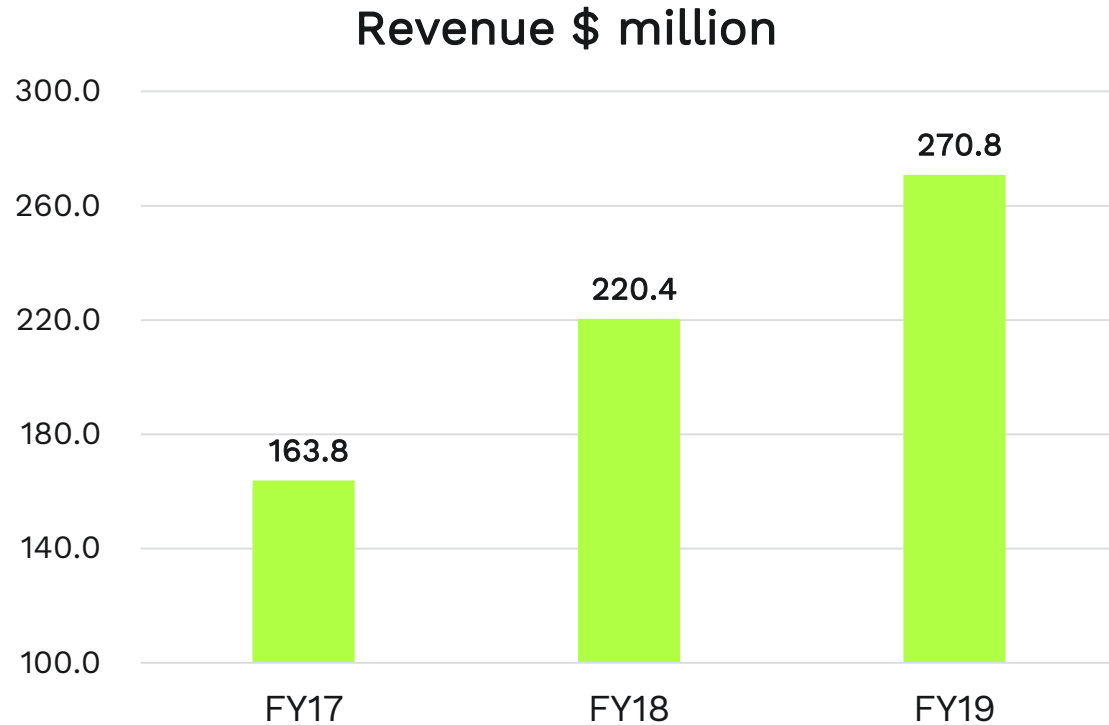
Retention

Overall Attrition declining and more importantly top block attrition also declining
Projected Q3 attrition is even lower

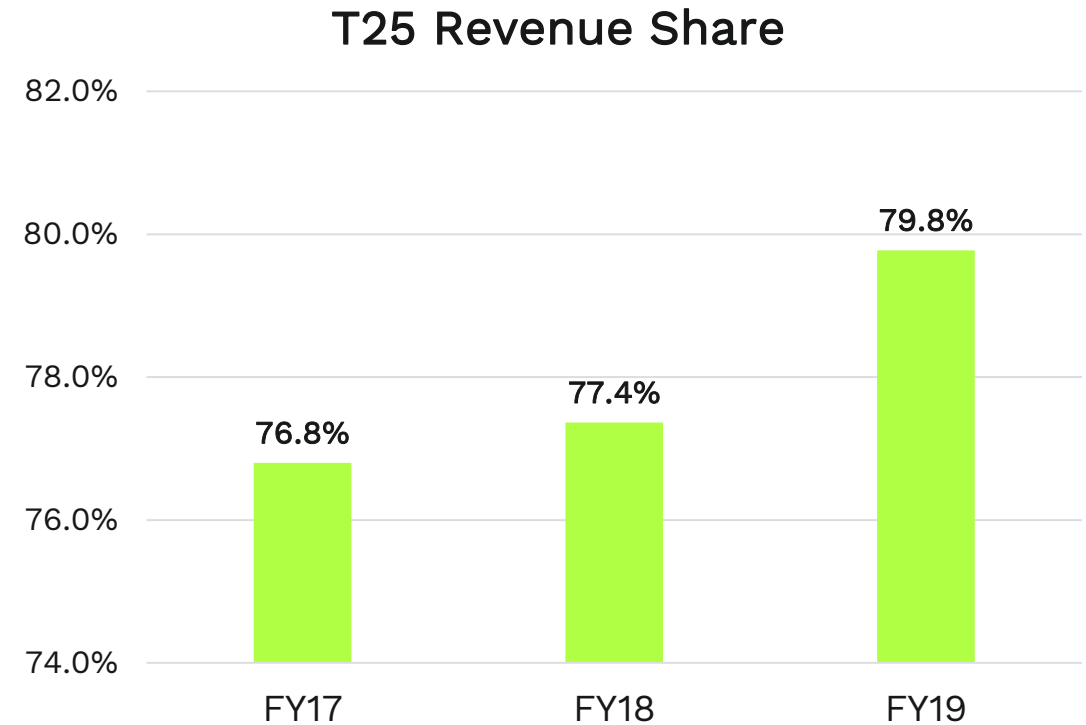
Performance and Outlook



Consistent Revenue Performance for 3 years (Engineering Business)



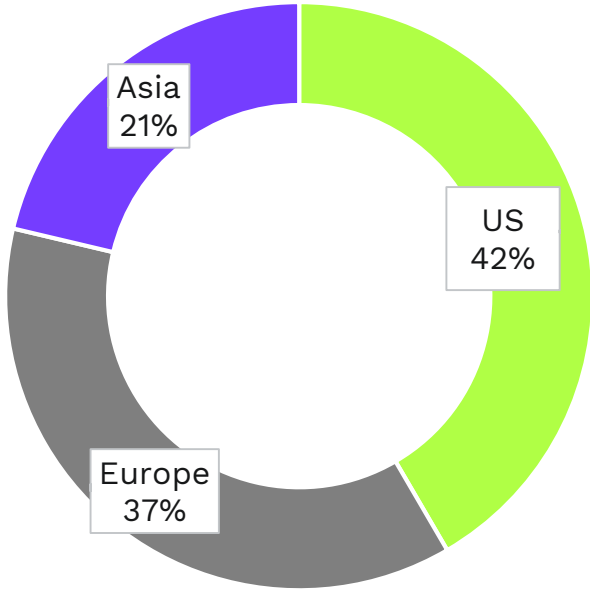
- **28.6%** CAGR from FY17 to FY19



- Growth driven by T25 Customers.
- T25 Customer across GEO's with mix of OEM's & Tier 1's

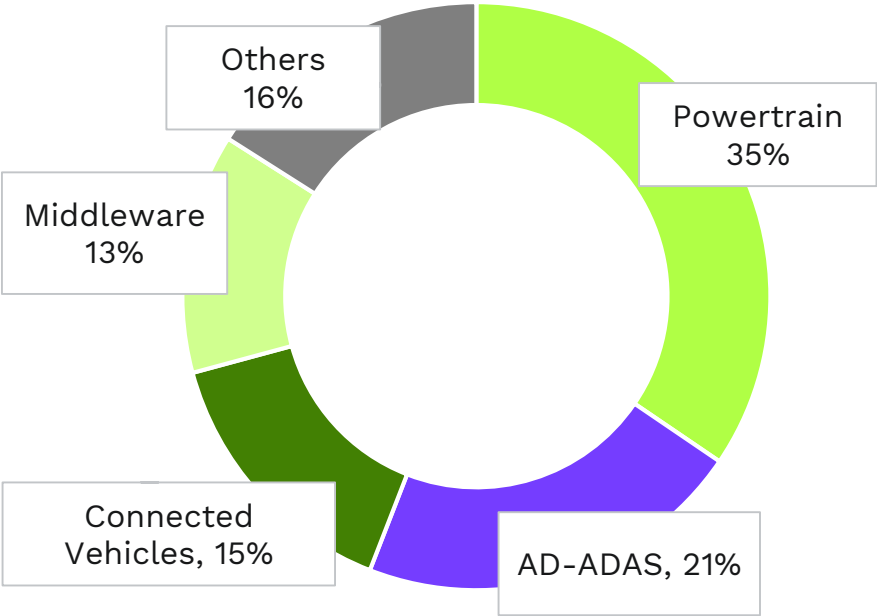
Balanced and Growth Oriented Revenue Mix

GEO Mix



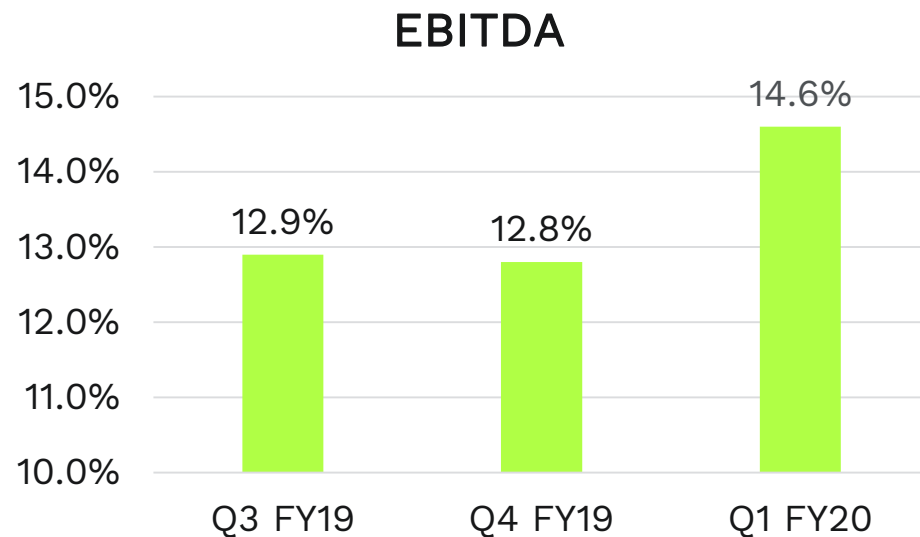
Well balanced geography
revenue spread

Practice Mix

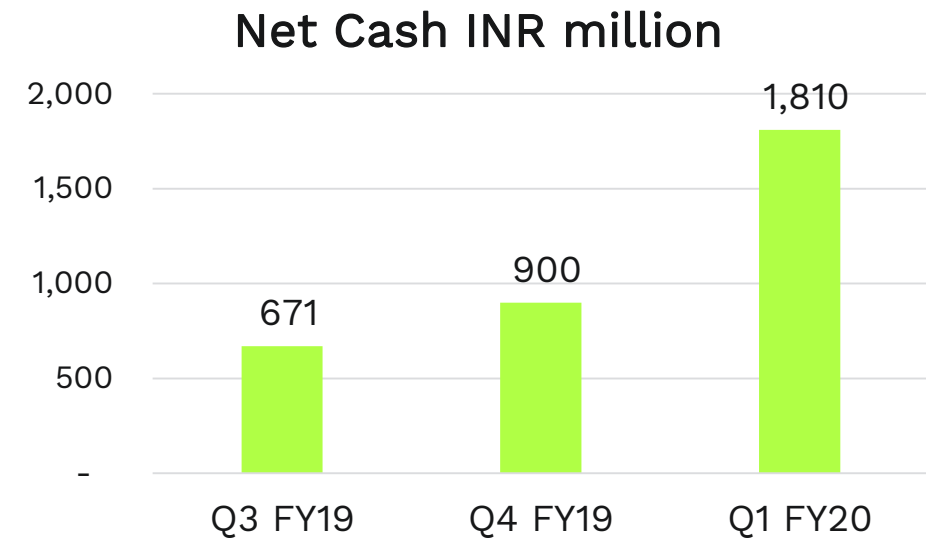


70% of the Revenue coming from
New Age practices

Consistent Improvement - EBITDA & Net Cash

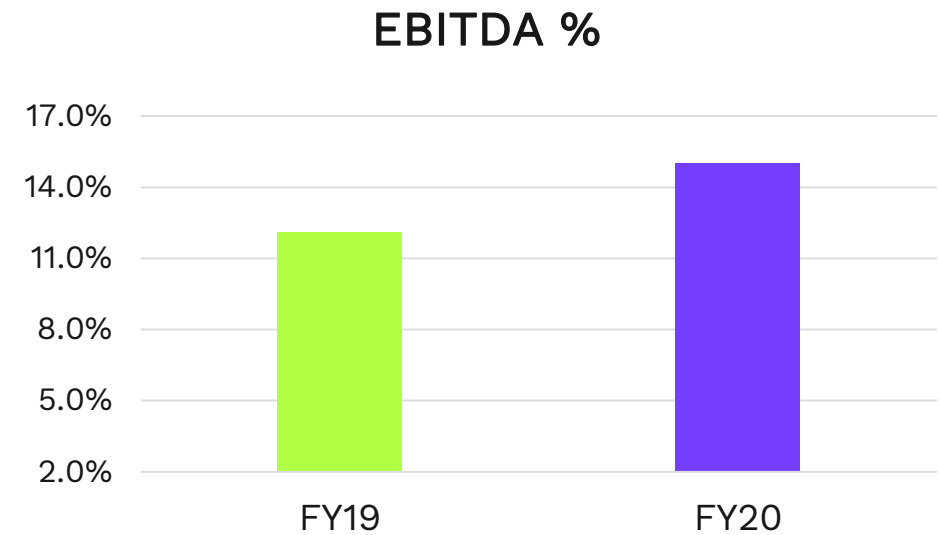
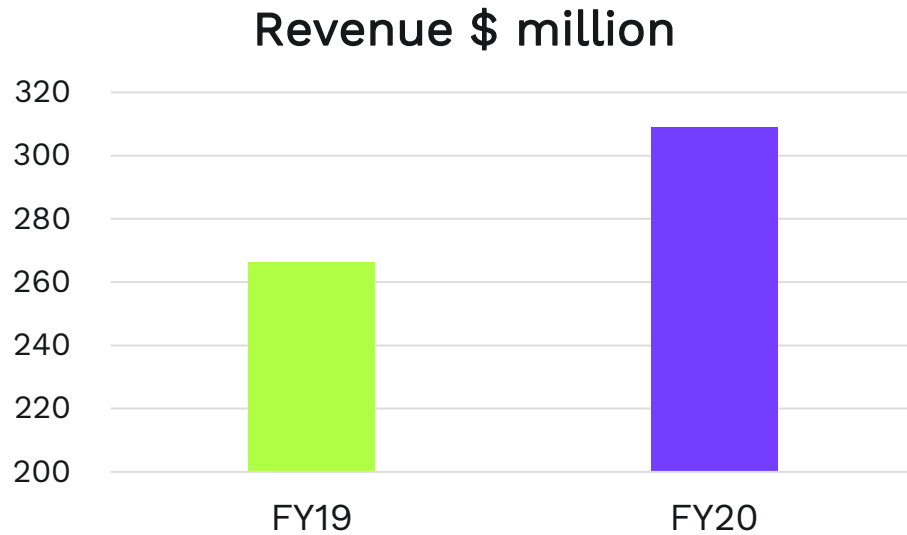


- EBITDA improvement despite rupee appreciation of 1.75%



- Net Cash Generation of INR 1,139 million in 6 months post de-merger

FY20 Outlook continues to be strong



- **16% to 18%** comparable constant currency revenue growth

- **14% to 15%** EBITDA Margin
- **40% to 50%** absolute EBITDA growth

Q1FY20 Performance on target for yearly outlook



Q1FY20 Y-o-Y* CC growth of 19.3%, 16.5% in USD Terms



Q1FY20 Q-o-Q comparable growth of 5.03% in USD Terms

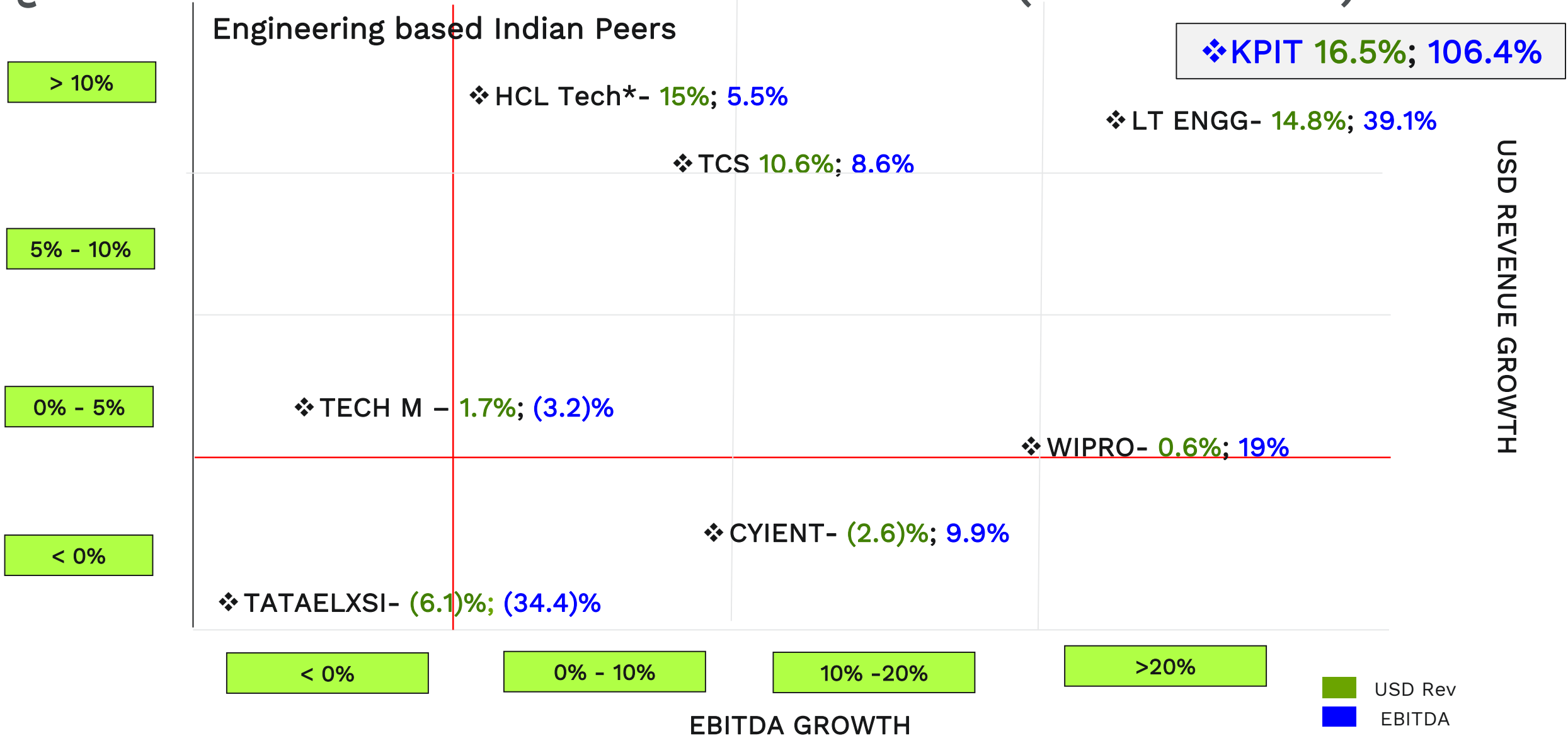


EBITDA for Q1FY20 at 14.6%




Net Cash as at Q1FY20 end stood at INR 1,810 Million

Q1FY20 Financials- Revenue & EBITDA (YoY Growth)



Co-branding with strategic customers



BMW selects
KPIT as
Autonomous
Driving
partner



October 2018

BMW Group enlists KPIT as software development partners for autonomous driving.



VW
approves
KPIT
AUTOSAR
Stack



July 2019

Volkswagen AG approves KPIT's AUTOSAR stack KSAR R4.2.1 for its Communication and Network Management Stack for CAN



Eaton
partners
with KPIT
on electric
mobility



August 2019

Eaton announces strategic partnership with KPIT to develop next-generation electrified mobility technologies!

Customer Awards & Industry recognitions



MANUFACTURING
LEADERSHIP AWARDS
FROST & SULLIVAN
WINNER 2018



June 2018
For clean and
smart technology
solutions in the
urban mobility
sector



Marketing Solutions
CONTENT 50
Powered by PaulWriter



August 2018
Recognized by
LinkedIn in top 50
Desi Content
Marketers



April 2019
Awarded
**"Supplier of the
Year 2018"** from a
leading
Automotive
Supplier

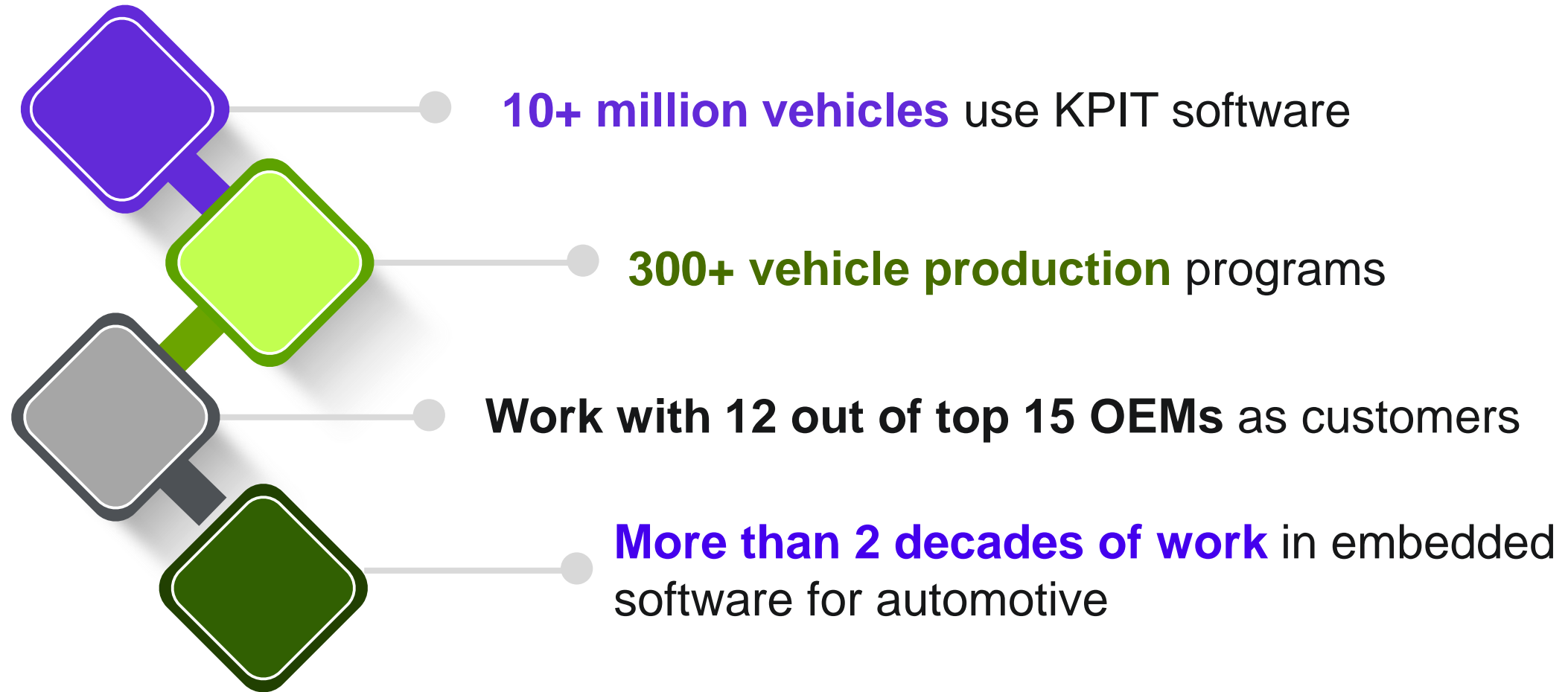


June 2019
Received Annual
**"Excellent
Partner"** from
major Automotive
Tier1

Medium Term Goal

- \$ 500 million Revenue
- 16% to 18% EBITDA
- Free Cash Flow to EBITDA 70%+
- Return on capital employed* 25 %+

Strong Fundamentals





We are
Ready

- 6800+ Automobelievers
- 20+ Nationalities
- 20% Masters & PhD Holders
- 25 Innovation Awards
- 51 Patents
- 4% - 5% of Revenue spent on R&D



THANK YOU

Voting procedure

As per the provisions of the Companies Act, 2013 and regulation 44 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company has to provide electronic voting facility for items of business to be transacted at a general meeting. Accordingly, the Company has provided its Members, holding shares either in physical form or in dematerialized form, facility to exercise their vote through the electronic voting (remote e-voting) through National Securities Depository Limited (“NSDL”). The remote e-voting period commenced on Friday, August 23, 2018 at 9.00 a.m. IST and ended on Tuesday, August 27, 2017 at 5.00 p.m. IST.

As per the provisions of the Companies Act, 2013, the decision on the resolutions to be passed at a general meeting shall be arrived at by conducting a poll, wherever e-voting is done. The polling paper for poll has already been distributed to the members present at the meeting. Members are requested to cast their vote on all the resolutions at the end of the meeting.

Voting procedure

The scrutinizer shall, immediately after the conclusion of voting at the meeting, first count the votes cast at the meeting, thereafter unblock the votes cast through remote e-voting in the presence of at least two witnesses not in the employment of the Company and make within three days of conclusion of the meeting' a consolidated scrutinizer's report of the total votes cast in favour or against, if any.

Shareholders are requested to note that as per the circular of Ministry of Corporate Affairs, those members who have not voted electronically can cast their vote in the AGM. However, members who have voted electronically can otherwise participate in the AGM.

Ordinary Resolutions

ORDINARY BUSINESS:

Resolution No. 1: Approval of Audited Financial Statements for the financial year ended on March 31, 2019, together with the Reports of the Auditors and the report of the Board of directors thereon.

Resolution No. 2: Approval of Audited Consolidated Financial Statements for the financial year ended on March 31, 2019, together with the reports of the Auditors thereon.

Resolution No. 3: To declare dividend for the financial year ended March 31, 2019.

Resolution No. 4: To appoint a Director in place of Mr. S.B. (Ravi) Pandit, who retires by rotation and being eligible, offers himself for re-appointment.

Ordinary Resolutions

SPECIAL BUSINESS:

Resolution No. 5: To appoint Mr. S. B. (Ravi) Pandit (DIN:00075861), as a Chairman and Executive Director of the Company with effect from January 16,2019 for a period ending March 28, 2020 and thereafter as a Chairman and Non-Executive Director, liable to retire by rotation.

Resolution No. 6: To appoint Mr. Kishor Patil (DIN:00076190) as CEO & Managing Director of the Company for a period of five years with effect from January 16, 2019, liable to retire by rotation.

Resolution No. 7: To appoint Mr. Sachin Tikekar (DIN: 029818460) as Whole-time Director of the Company for a period of five years with effect from January 16, 2019, liable to retire by rotation.

Ordinary Resolutions

SPECIAL BUSINESS:

Resolution No.8: To appoint Mr. Anant Talaulicar as an Independent Director of the Company for a period of five years with effect from January 16, 2019, not liable to retire by rotation.

Resolution No.9: To appoint Mr. B V R Subbu as an Independent Director of the Company for a period of five years with effect from January 16, 2019, not liable to retire by rotation.

Resolution No.10: To appoint Prof. Alberto Sangiovanni Vincentelli as an Independent Director of the Company for a period of five years with effect from January 16, 2019, not liable to retire by rotation.

Resolution No.11: To appoint Mr. Nickhil Jakatdar as an Independent Director of the Company for a period of five years with effect from January 16, 2019, not liable to retire by rotation.

Ordinary Resolutions

SPECIAL BUSINESS:

Resolution No. 12: To appoint Ms. Shubhalakshmi Panse as an Independent Director of the Company for a period of five years with effect from January 16, 2019, not liable to retire by rotation.

Resolution No. 13: To appoint Mr. Rohit Saboo as a Nominee Director of the Company, not liable to retire by rotation.

Resolution No. 14: To pay commission to the Non-Executive Directors of the Company, for a period of five years commencing from the financial year 2018-19, of such an aggregate amount not exceeding one percent (1%) of the net profits of the Company.

Resolution No. 15: To approve the appointment of Mr. Chinmay Pandit, a relative of Mr. S. B. (Ravi) Pandit, to hold an office or place of profit in the Company.

Resolution No. 16: To approve the appointment of Ms. Jayada Pandit, a relative of Mr. S. B. (Ravi) Pandit, to hold an office or place of profit in the Company.

A white sports car is shown from a front-three-quarter view, driving on a dark road at night. The car's headlights are on, and its sleek design is highlighted. The background is a dark, cloudy sky. Numerous bright green, 3D cylindrical objects are floating in the air around the car, creating a sense of motion and celebration. The text "Thank you" is centered over the car in a white, sans-serif font.

Thank you