

Date: 20<sup>th</sup> March, 2015

To

The Manager  
Listing Department  
Bombay Stock Exchange Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400 001

The Manager, Listing Department  
National Stock Exchange of India  
Ltd. Exchange Plaza, 5<sup>th</sup> Floor, Plot  
No: C/1, G Block, Bandra - Kurla  
Complex, Bandra (E), Mumbai - 51

**FAX NO. : 022 2272 2037/39/41/61**  
**Scrip Code : 532755**

**FAX NO. : 022 26598237/38**  
**NSE Symbol : TECHM**

Dear Sir(s)

Sub.: Intimation.

Ref.: Tech Mahindra and Gao Feng Advisory Company Sign Strategic Agreement.

Please find enclosed the press release being issued by the Company, for your kind information and records.

Please acknowledge receipt of the same.

Thanking you

For Tech Mahindra Limited

  
G. Jayaraman  
Company Secretary



**Encl.: As above.**

**Press Release**

## **Tech Mahindra and Gao Feng Advisory Company Sign Strategic Agreement**

**Shanghai, China– March 20, 2015** – Tech Mahindra Ltd., a specialist in digital transformation, consulting and business re-engineering, today announced that it has signed a strategic agreement with Gao Feng Advisory Company (“Gao Feng”), a global management consultancy with roots in China. Both firms will seek to join forces to deliver a unique and comprehensive set of services to their clients in China and worldwide.

It is anticipated that the Internet of Things (IoT) & Embedded Internet businesses will exceed US \$14.4 trillion in size over the next decade. Connected devices will increase to 6.8 per person by 2020 from 0.08 per person (2003). By that time, there will be 50 billion connected devices in the world and this number will increase as Internet usage becomes more prevalent.

Several driving forces are creating a greater than US \$3.0 trillion IoT market in Greater China. The sheer size of its population and industrial infrastructure, the high rate of user adoption of social networking and mobile/connected technologies, along with the commercial aggressiveness of the companies competing in the IoT market, will result growth rates higher than other global markets.

Tech Mahindra and Gao Feng will work together to provide services to help their clients harness these forces to achieve competitive advantage. This will encompass providing digital enterprise, smart city, connected mobility, airline safety monitoring & remote health care monitoring, among other services. The current relationship aims to play a significant role in assisting public and private sector organizations to leverage digital technologies to establish global leadership.



*"As a worldwide leader, Tech Mahindra continues to invest strategically in Enterprise Business and to support our clients we always look for synergistic relationships. Gao Feng Advisory Company has deep expertise and vast experience in the Greater China market and we look forward to working with Dr. Edward Tse and his team to provide a unique value proposition to our clients in Greater China and beyond", said Rohit Gandhi, Head – Asia Pacific, India, Middle East & Africa (Enterprise), Tech Mahindra*



*"Gao Feng is a pre-eminent strategy and management consulting firm", said Dr. Edward Tse, founder and CEO of Gao Feng. "The agreement with Tech Mahindra allows Gao Feng to offer our clients a broad set of capabilities beyond those typically found among strategy consultancies, leveraging deep expertise in the area of IoT, enterprise IT, engineering and big data solutions", he added.*

Gao Feng Advisory Company is a pre-eminent strategy and management consulting firm with roots in China and global vision, capabilities, and a broad resources network.

Tech Mahindra started operations in China in year 2003 and has global delivery centers in Shanghai & Nanjing and with presence in more than 10 cities in China. Tech Mahindra has key focus in Automotive, Healthcare, Industrial & Hi-tech and Retail segments in China providing IT, BPO, Infrastructure & Engineering Services.

**# END #**

## About Tech Mahindra

Tech Mahindra is a specialist in digital transformation, consulting and business re-engineering solutions. We are a USD 3.5 billion company with 98,000+ professionals across 51 countries. We provide services to 674 global customers including Fortune 500 companies. Our innovative platforms and reusable assets connect across a number of technologies to deliver tangible business value to all our stakeholders. Tech Mahindra is also amongst the Fab 50 companies in Asia as per the Forbes 2014 List.



We are part of the USD 16.5 billion Mahindra Group that employs more than 200,000 people in over 100 countries. Mahindra operates in the key industries that drive economic growth, enjoying a leadership position in tractors, utility vehicles, information technology, financial services and vacation ownership.

Connect with us on [www.techmahindra.com](http://www.techmahindra.com)

## About Digital Enterprise Services

The Digital Enterprise Services (DES) unit of Tech Mahindra offers innovative and customer-centric services and solutions integrating technology with business that answer today's issues, anticipate tomorrow's needs and create Future Proof and Future Ready Solutions using seven technologies namely Networks, Mobility, Analytics, Cloud, Security, Social and Sensors.

Visit us at: <http://www.techmahindra.com/services/NextGenSolutions/DES/default.aspx>

### For Further Queries:

Aashish Washikar | Head - Media Relations | Email: [aashish.washikar@techmahindra.com](mailto:aashish.washikar@techmahindra.com)

## About Gao Feng Advisory Company

Gao Feng Advisory Company is a pre-eminent strategy and management consulting firm with roots in China and global vision, capabilities, and a broad resources network. We help our clients address and solve their toughest business and management issues -- issues that arise in midst of fast-changing, complicated and ambiguous operating environment. We put our clients' interest first and foremost. We are objective and we view our client engagements as long-term relationships rather than one-off projects. We commit to helping our clients to not only "design" the solutions but assist in implementation, often hand-in-hand with the clients. We believe that every member of our team can contribute to problem solving for our clients, from the most senior to the most junior.

Our seniors are former senior consultants at leading management consulting firms and/or senior executives at large corporations. We believe clients would benefit the most from a combination of consultants with substantive experience in consulting coupled with line management professionals. In addition to our team in the Greater China offices of Beijing, Hong Kong and Shanghai, we have a global network of collaboration partners with a wide range of experience, capabilities and resources.

Connect with us on [www.gaofengadv.com](http://www.gaofengadv.com)

### For Further Queries:

Bill Russo | Managing Director – Shanghai, China | Email: [bill.russo@gaofengadv.com](mailto:bill.russo@gaofengadv.com)

### Disclaimer

*Certain statements in this release concerning the future prospects of Tech Mahindra Limited ("the Company" or "TechM") are forward-looking statements. These statements by their nature involve risks and uncertainties that could cause Company's actual results differ*



*materially from such forward looking statements. The Company, from time to time, makes written and oral forward-looking statements based on information available with the management of the Company and the Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.*

