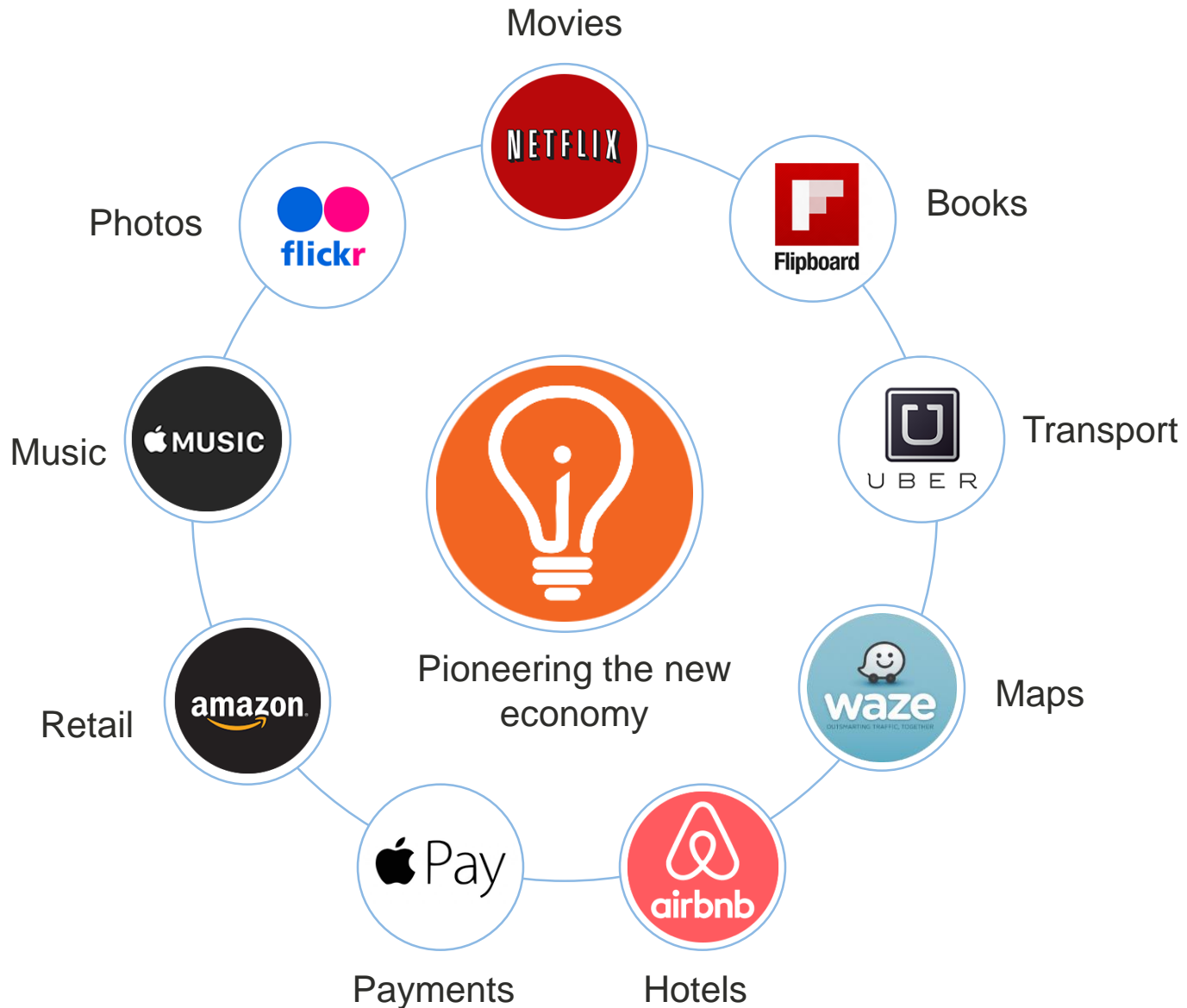




**Kris Canekaratne**  
Chairman and Chief Executive Officer  
VirtusaPolaris Corporation

# Digital pioneers have reset our expectations



# Global 2000 companies must innovate or be left behind

*Digital Transformation through integrated delivery of consulting, design and technology services*

## Prototyping culture

Adopt rapid prototyping and visual design techniques to accelerate development of compelling digital experiences



## Design thinking

Develop distinctive consumer experiences by applying user behavior to design the solution and how it works

## Platforming

Rationalization and modernization of systems and platforms by encouraging re-use

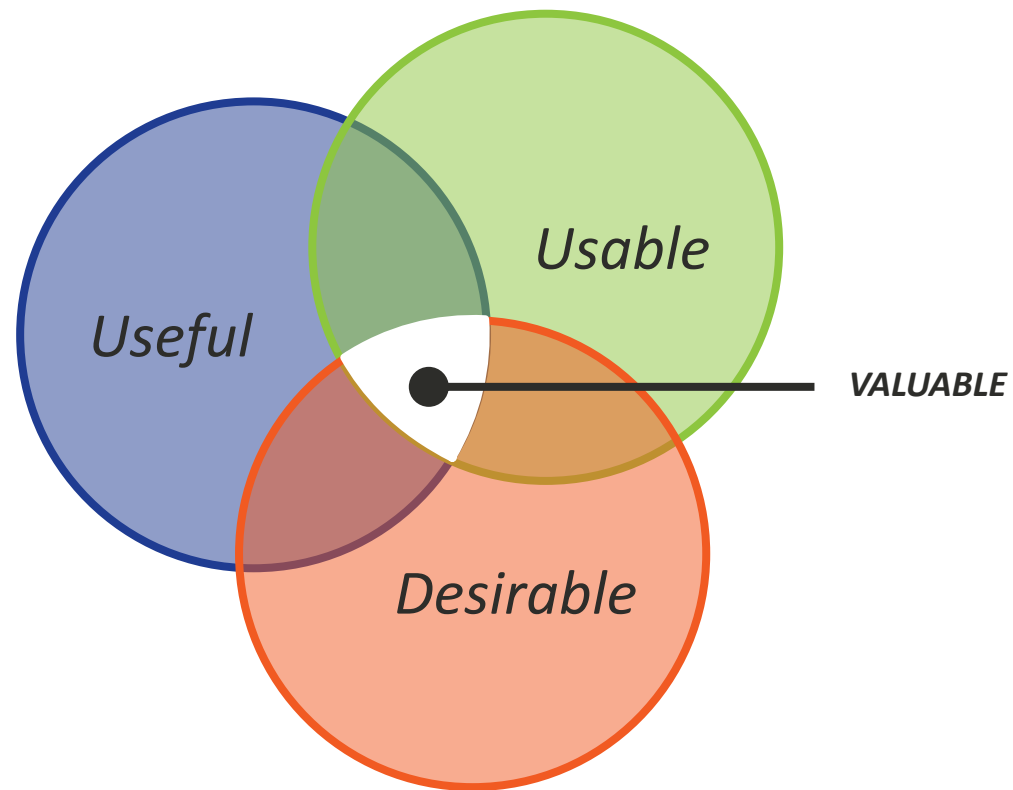
**The growth of connected machines, a key driver for IoT, is exploding and is expected to dwarf that of the mobile internet by a factor of five by 2020<sup>1</sup>**

# Let's take a deeper dive into what constitutes a gripping experience

These apps are:

- Personalized, provocative and predictable
- Frictionless and easy to use
- Create a visceral, emotional connection with the user

*What makes a great experience?*



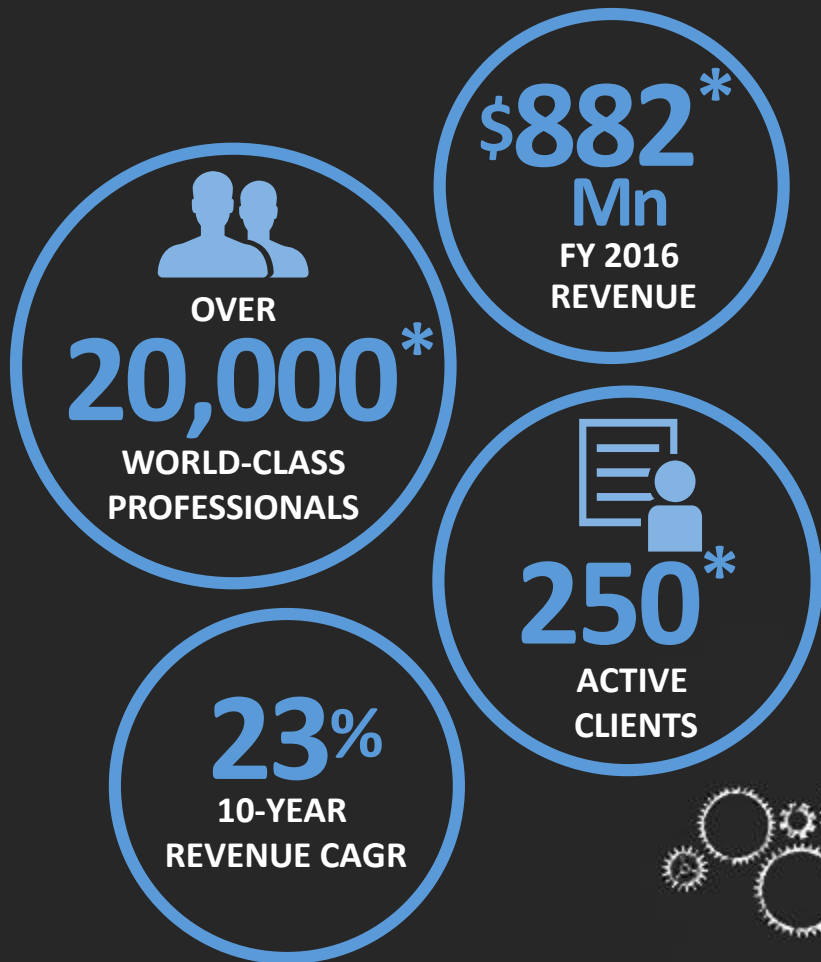
Moore's Law applied to UX: user experience will dramatically improve every 18 months!

The connected world is creating endless opportunities

*Delivering immersive personal experiences*



# CORPORATE GROWTH AND FOOTPRINT



## GLOBAL IT SERVICE PROVIDER

- Headquartered in Westborough, MA
- Locations in US, Europe, Asia and Middle East
- Technology Centers in U.S., U.K., Hungary, India & Sri Lanka
- NASDAQ:VRTU since 2007
- One of the fastest growing Global business consulting and IT Outsourcing firms in the world





Our clients are doubling-down on investments to “grow the business” while dramatically reducing the costs of “running the business”

## GROW THE BUSINESS

- Accelerate innovation
- Support new business models
- Enable growth of addressable markets
- Build a killer consumer experience

## RUN THE BUSINESS

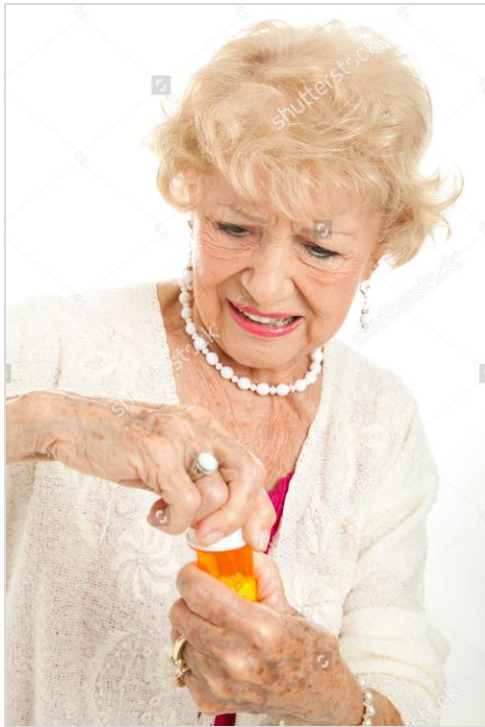
- Rationalize, consolidate & modernize IT estate
- Improve IT efficiencies and mitigate risk
- Improve customer experience
- Platforming: Deliver cost efficiencies & enhance business agility



*Enterprises must innovate to grow and run, it is a perfect time for Virtusa*

# Delivering next-generation patient care for a global medical device manufacturer

*There is significant business opportunity for the client to drive Smart Solutions(s) in medical adherence while leveraging core capabilities in supply chain / distribution (include generic products)*



Cloud-based Medication Adherence Platform and Companion App (First Mover Advantage)





# Thank You

Kris Canekaratne  
Chairman and Chief Executive Officer

