

November 1, 2021

**BSE Limited**

Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400001.

**National Stock Exchange of India Ltd.,**

Exchange Plaza, C/1, G Block,  
Bandra - Kurla Complex, Bandra (E),  
Mumbai - 400051.

**Scrip ID:** KPITTECH

**Scrip Code:** 542651

**Symbol:** KPITTECH

**Series:** EQ

**Kind Attn:** The Manager,  
Department of Corporate Services

**Kind Attn:** The Manager,  
Listing Department

**Subject: - Outcome of the Board Meeting commenced on October 30, 2021 (at 1.00 p.m.) and concluded today, i.e. on November 1, 2021 (at 3.45 p.m.)**

Dear Sir / Madam,

We wish to inform you that the Board of Directors of the Company, at its meeting held through video conferencing concluded today, inter alia, has approved the following: -

- a. Approval of the consolidated and standalone unaudited financial results of the Company for the quarter and half year ended September 30, 2021.
- b. Appointment of Prof. Rajiv Lal (DIN: 09360601) as an Additional & Independent Director of the Company, with effect from November 1, 2021.

Further, Prof. Lal has declared that he is not debarred from accessing the capital markets and/or restrained from holding any position/office of director in a company pursuant to order of SEBI or any other such authority.

Brief profile of Prof. Lal along with other details of appointment are set out in Annexure A.

Unaudited Consolidated Financial Results and Standalone Financial Results for the quarter and half year ended September 30, 2021, along with Limited Review Reports thereon and Investor Update are being sent separately.

Kindly take the same on your records.

Yours faithfully,

For KPIT Technologies Limited



Nida Deshpande  
Company Secretary & Compliance Officer



## Annexure A

<b>Name of the Director</b>	Prof. Rajiv Lal (DIN: 09360601)
<b>Reason for change</b>	Appointment as an Additional & Independent Director
<b>Date of appointment &amp; term of appointment</b>	November 1, 2021.  Prof. Lal shall hold office upto the date of the ensuing annual general meeting and the said appointment will be subject to approval by the shareholders.
<b>Brief Profile</b>	<p>Prof. Rajiv Lal is the Stanley Roth, Sr. Professor of Retailing at Harvard Business School. He is currently teaching the core Marketing course in the MBA program. Prior to this assignment, he developed and taught an elective MBA course on the Business of Smart Connected Products/IOT. He has been responsible for the retailing curriculum and has served as the course head for Marketing, required study in the first year of the MBA program. Prof. Lal also teaches in several Executive Education programs, has previously served as the Faculty Chair for the General Management Program, and the program on Building and Leading a Customer Centric Organization.</p> <p>Prof. Lal was a Professor at the Graduate School of Business at Stanford University beginning in 1982. He was the Thomas Henry Carroll Ford Foundation Visiting Professor at Harvard Business School from 1997-98. He was the Visiting Professor of Marketing at INSEAD, France in 1986, 1988, 1992, and 1993. He did his undergraduate work in Mechanical Engineering at the Indian Institute of Technology at Kanpur, India and received his Ph.D. in Industrial Administration from Carnegie-Mellon University.</p> <p>Prof. Lal's current research concerns the opportunities and challenges in building a Business around Smart Connected products/IOT. Working with a large number of companies, his work explores why IOT remains an unfulfilled promise and attributes most of the reasons to the unique difficulties in adoption and monetization of businesses where data is the key ingredient.</p> <p>His book "Retail Revolution: Will Your Store Survive" is based on many years of extensive field research focusing on the viability of brick and mortar stores facing the onslaught of on-line competition. His past work has explored successful retail strategies for global expansion and has written extensively on the impact of using the Internet as a channel of distribution on a retailer's pricing, merchandising, and branding strategy. His earlier work in retailing studies the impact of competition between different retail formats, such as EDLP and Hi-Lo grocers. He has also studied the consequences of grocery retailers' increasing use of store brands on store loyalty and its implications for packaged goods manufacturers. In addition, he has studied how to build and sustain customer-centric retail organizations.</p> <p>Prof. Lal's earlier research focused on pricing, trade promotions, and salesforce compensation plans. The work on salesforce compensation plans originated with his dissertation research, which won the award for the best paper published in <i>Marketing Science</i> and <i>Management Science</i> in 1985. A subsequent article, also developed from his thesis, received an honorable mention for the same award in 1986. He has also studied compensation plans used by German salesforces.</p>

**KPIT Technologies Limited**

Registered & Corporate Office: Plot No. 17, Rajiv Gandhi Infotech Park, MIDC-SEZ, Phase-III, Maan, Taluka-Mulshi, Hinjawadi, Pune-411057, India.

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	<p>His work in the area of pricing and promotions has been equally well recognized. Two of his articles were among the finalists for the John D. C. Little award for the best paper published in <i>Management Science</i> and <i>Marketing Science</i> in 1990. One of these articles, co-authored with Jagmohan Raju and V. Srinivasan on the impact of brand loyalty on price promotions, has been awarded the Frank Bass award for the best dissertation paper.</p> <p>Prof. Lal's published work includes <i>Retail Revolution: Will Your Brick-and-Mortar Store Survive?</i>, "Retail Doesn't Cross Borders: Here's Why and What to do About it" in <i>Harvard Business Review</i>, "Retailing Revolution: Category Killers on the Brink" in <i>HBS Working Knowledge</i>, and <i>Marketing Management: Text and Cases</i>. He has published more than twenty-five articles in academic journals and more than 80 cases and other teaching materials. He has applied his academic frameworks and industry knowledge in much of his research and many of his consulting projects.</p> <p>Prof. Lal has worked on a variety of such projects with a wide range of companies, including Citigroup, Citizens Bank, American Family Insurance, Philips, GE, PTC, John Deere, Standard Life Plc, Credit Suisse, Stop &amp; Shop, Ito-Yokado, Best Buy, Stride Rite Corporation, Oliver Wyman and Company, Fleming Companies, Nordstrom, Microsoft, Kellogg, Sara Lee D/E, Novartis Pharmaceuticals, Callaway Golf Company, Staples, and other well-known companies on strategy development and execution.</p>
<p><b>Relationship with other directors of the Company</b></p>	<p>None</p>

