

### Tech Mahindra

# INVESTOR ANALYST DAY 2018

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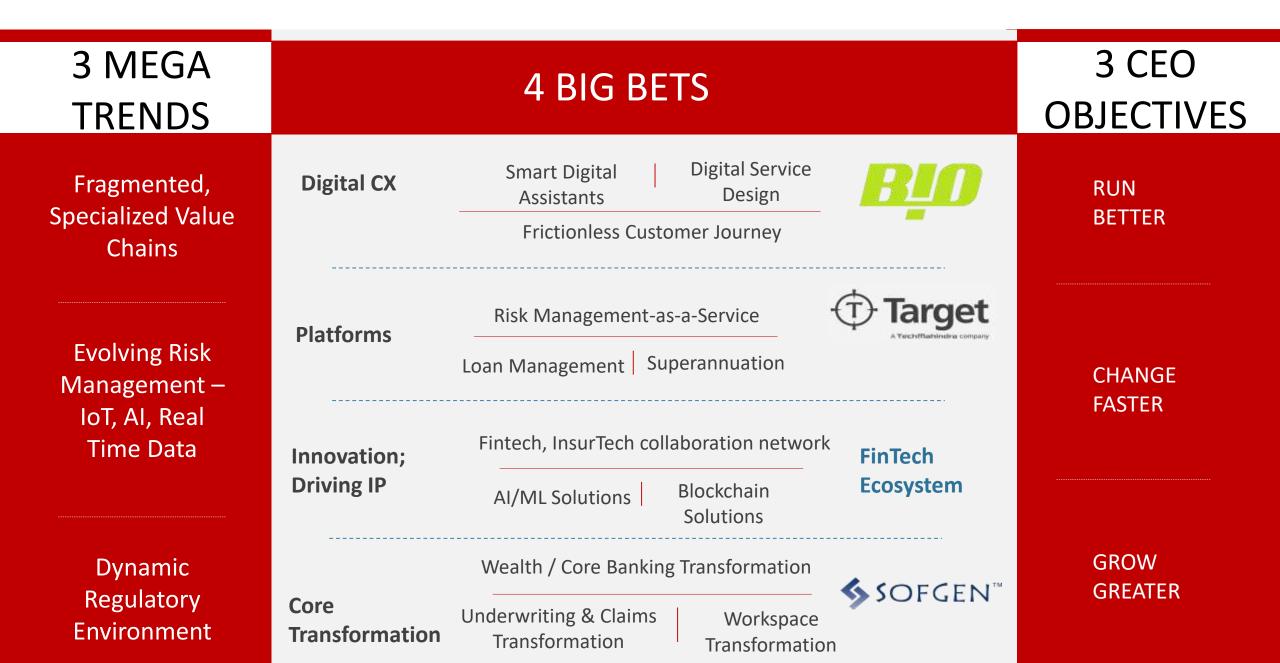
## **BFSI NxT**

Vivek Agarwal





### 3-4-3 STRATEGY DRIVING STRONG RESULTS: ~26% CAGR IN LAST 2 YEARS



#### **EXECUTING THE 3-4-3 STRATEGY**



**Digital CX** 



**Platforms** 



**Innovation; Driving IP** 



**Core Transformation** 

Focus on building
niche capabilities
and digital
transformation
stories by leveraging
portfolio companies.
Eg. Sofgen, BIO,
Target

Strong Sub Vertical Focus.

Traction in digital solutions and platforms. Focus areas: RPA in Banking,
Loan Origination,
Automation in GRC,
Payment Transformation,
Omni channel Banking and
Insurance

Partnering and investments in micro-vertical business use-cases leveraging AI, ML & Blockchain and help them scale.
Eg. TradelX, MachineOS, Blueprism, R3 Corda, Hyperledger Fabric

banking from challenger banks and Insurance customers. Focus on Cloud implementations and NexGen IMS.

## TRANSFORMING EXISTING CUSTOMERS & IMPLEMENTING EMERGING TECHNOLOGIES

## A British Multinational Bank with Operations in 70 Countries

- Strategic partner with 360 degree relationship
- Core-banking Transformation along with Digital channels, Blockchain and Automation

### One of the Top-3 Canadian Multinational Bank

- Presence in 100+ Programs across LOBs
- Co-investing in Nex-Gen Solutions
- Technology Modernization to developing Digital Ecosystem

#### A Large Australian Bank

- Improving employee productivity
- Digital workspace transformation for 25,000+ users
- Managing the Complex Core Banking Systems

#### One of the Top-5 Insurers in Australia

- Datacentre Transformation
- NexGen IMS

### Leading P&C Insurance Company in Thailand

- Cloud based PAS Implementation
- Digital Agent and Customer
   Onboarding

### Large FS Institution Based out of Singapore

- Automation in Core Processes
- Implementation of Digital Platform facilitating Frictionless Customer Journey

### **THANK YOU**

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