



Tech  
Mahindra

## INVESTOR ANALYST DAY 2018

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#ExperienceNxt



**AD**  
ANALYST DAY

# BFSI NxT

Vivek Agarwal

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

3 MEGA TRENDS	4 BIG BETS	3 CEO OBJECTIVES
Fragmented, Specialized Value Chains	<div>Digital CX<div>Smart Digital Assistants   Digital Service Design</div><div>Frictionless Customer Journey</div><div>BLO</div></div>	RUN BETTER
Evolving Risk Management – IoT, AI, Real Time Data	<div>Platforms<div>Risk Management-as-a-Service</div><div>Loan Management   Superannuation</div><div>Target <small>A TechfinfinIndia company</small></div></div>	CHANGE FASTER
Dynamic Regulatory Environment	<div>Innovation; Driving IP<div>Fintech, InsurTech collaboration network</div><div>AI/ML Solutions   Blockchain Solutions</div><div>FinTech Ecosystem</div></div>	GROW GREATER
	<div>Core Transformation<div>Wealth / Core Banking Transformation</div><div>Underwriting &amp; Claims Transformation   Workspace Transformation</div><div>SOFGEN™</div></div>	

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



## Digital CX

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



## Platforms

**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



## Innovation; Driving IP

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



## Core Transformation

Strong growth in **Core 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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