

**Tech  
Mahindra**

**INVESTOR  
ANALYST DAY 2018**

EXPERIENCENXT

**AD**  
ANALYST DAY

# HEALTHCARE & LIFE SCIENCES

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# HLS Industry View

## My 3 Convictions About Industry Evolution

### Convergence of Entities and emergence of Ecosystems

- Disintermediation and expansion of value chain leading to increased spend on IT
- Opportunities in Data and Insights



### Strategic shift in Business Models (B2B to B2C)

- Patient Centric Initiatives – Access, Education and Adherence
- Personalized therapies needing capability to deal with large amount of data



### Digital re-invention of value chains

- Efficiencies across value chain – RPA, AI/ML, IoT
- Speed in Go to Market – Computer simulation in R&D, Virtual Trials



# HLS Vertical

**3000+** Associates  
**600+** Domain Experts

**\$ ~400+ Mn**  
Revenue

Serving **150+**  
Customers

NPS **90%** for  
Last **2** Years



**3** leading **Global Pharmaceuticals**



**2** leading **Biotech Companies**

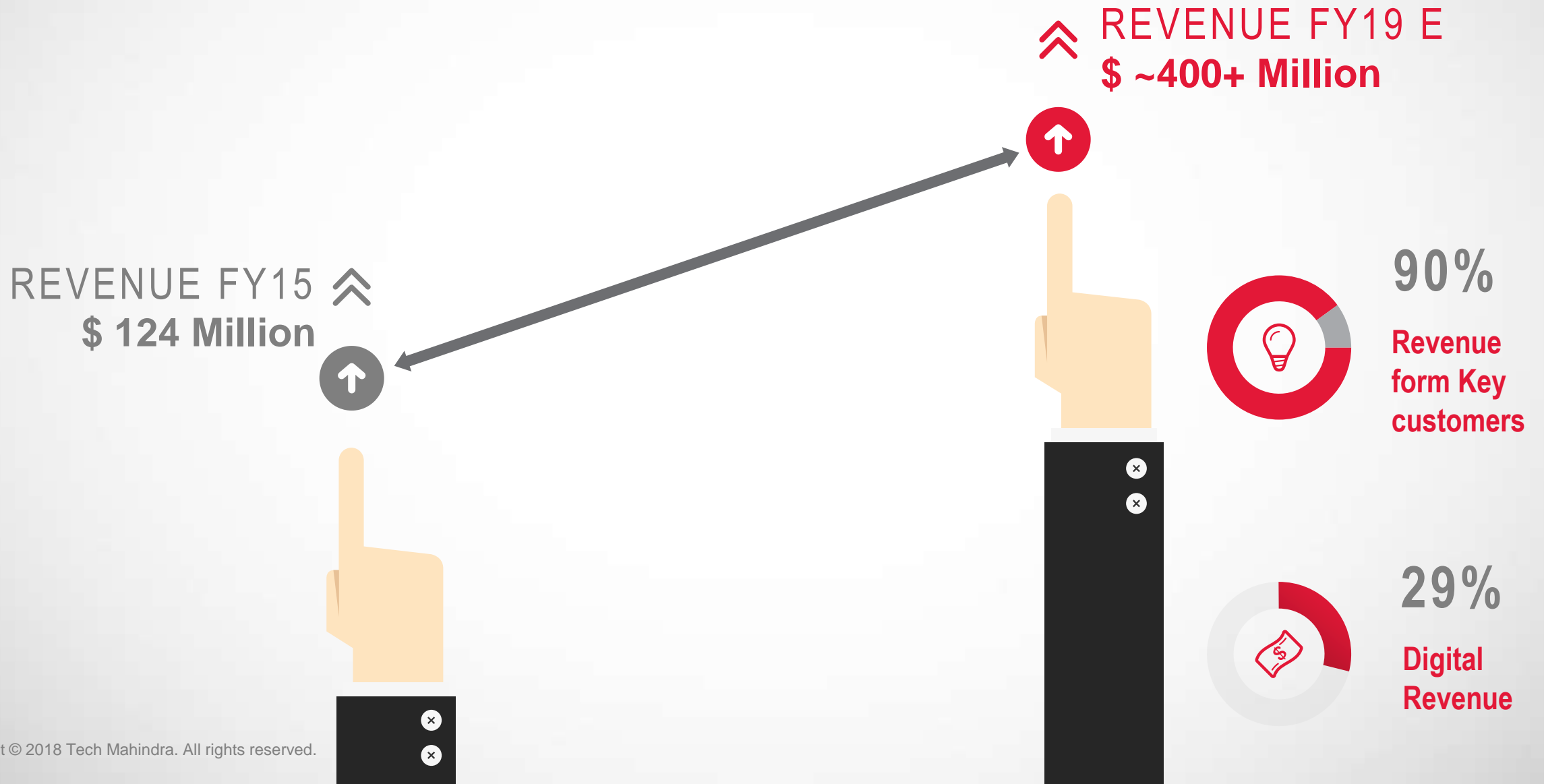


**2** leading **Medical Devices Companies**



**2** leading **US Health Insurers**  
**100+** **Health Systems**

# Our Approach





# Way Forward

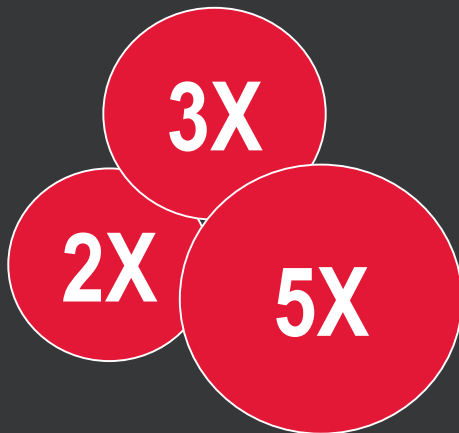
Focus On Key Customers



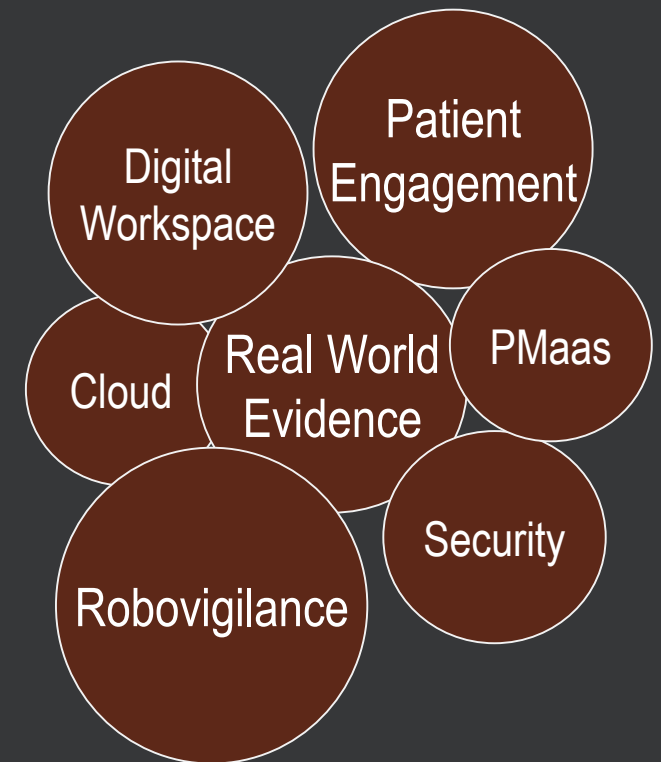
Focussed Sub Vertical



Leverage Digital Offerings



Digital Provider Synergy





# THANK YOU

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