NXT.NOW™

Experience the future. Now.

CME & 5G

Not just Speed, Celerity towards Excellence

Manish Vyas

Tech Mahindra

Promises.Delivered

|			
Industry Leading Growth	**16%** Y-O-Y growth	**6.7%** Q-O-Q growth	**17%** Growth in C-club Accounts
Lead Modernization	**25%** Growth in Digital BSS	**700M** New digital transformation Projects	**20%** QoQ growth in D&A, AI and Cloud
Start scaling 5G	**20%** of CME business is now 5G	**500M** 5G revenue run-rate by Q2	**50%** of all network services business is now 5G

Tech Mahindra

Celebrated by Gartner for our strategy to
automate and simplify

*"Tech Mahindra is a Leader in this Magic Quadrant, primarily due to execution of its **strategy to automate and simplify** advanced technology for telecom"*
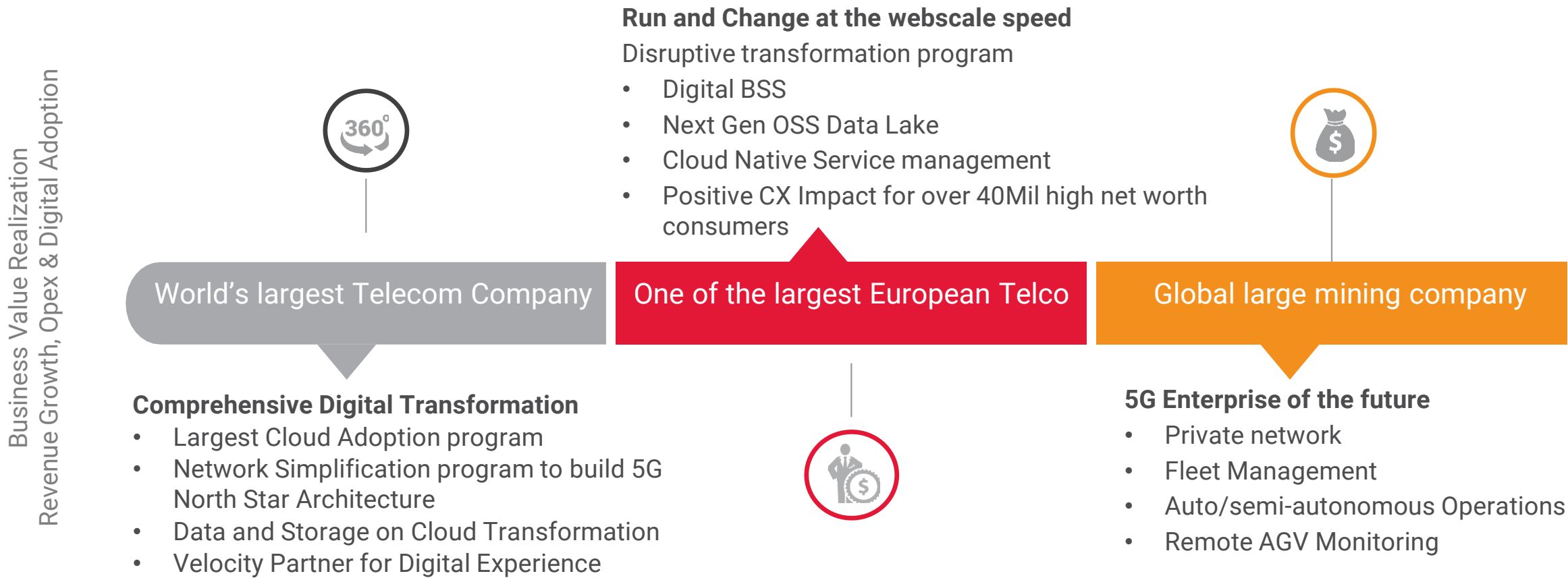
A leader in 2021 Gartner® Magic Quandrant™ for

THREE YEARS IN A ROW

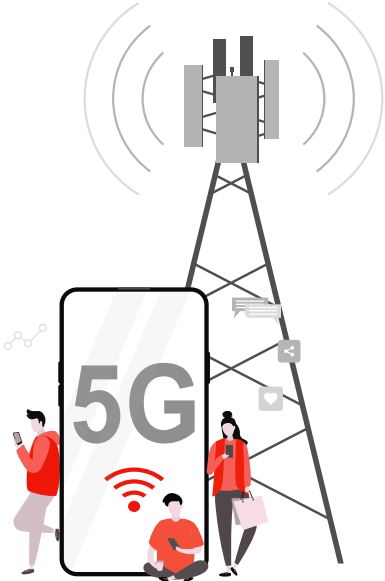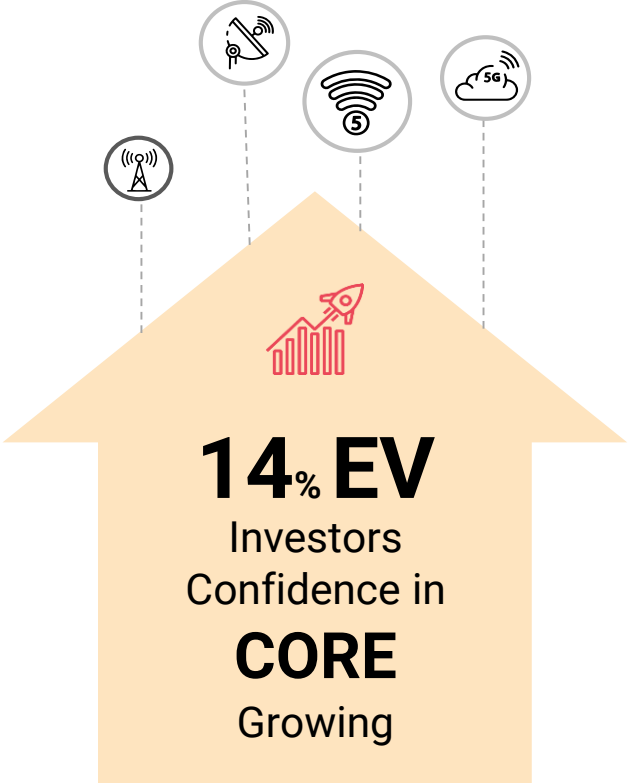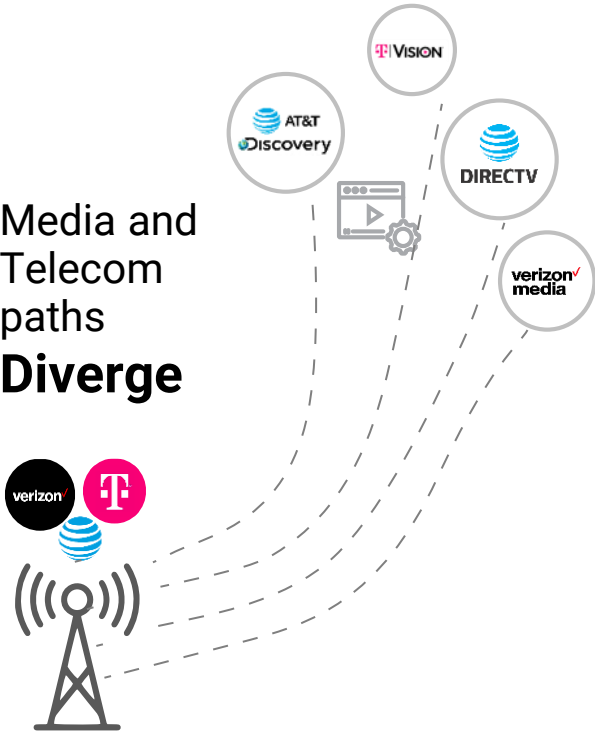For IT Services for Communications Service Providers, Worldwide
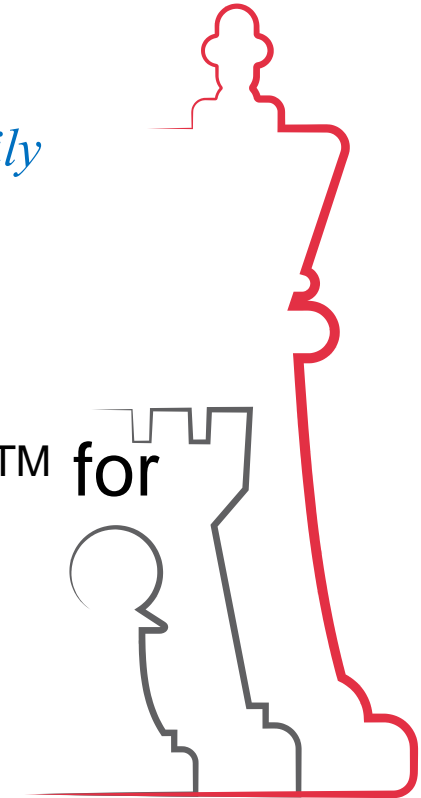
Rinse & Repeat : a way of life

IP led Business Transformation to drive consistent customer experience

Run and Change at the webscale speed

Disruptive transformation program
- Digital BSS
- Next Gen OSS Data Lake
- Cloud Native Service management
- Positive CX Impact for over 40Mil high net worth consumers

Business Value Realization
Revenue Growth, Opex & Digital Adoption

360°

World's largest Telecom Company

One of the largest European Telco

Global large mining company

Comprehensive Digital Transformation
- Largest Cloud Adoption program
- Network Simplification program to build 5G North Star Architecture
- Data and Storage on Cloud Transformation
- Velocity Partner for Digital Experience

5G Enterprise of the future
- Private network
- Fleet Management
- Auto/semi-autonomous Operations
- Remote AGV Monitoring

Bring cutting edge solutions in Cloud, NoF, Data and Cx

Confidence in "CORE" is back

Media and Telecom paths **Diverge**

14%EV

Investors Confidence in

CORE

Growing

Reference: Data for top 15 Telecom companies, TechM Analysis

$130Billion

Investment in **CORE**

5G

5G – instigating Metamorphosis of the industry

Metaverse

- Coevolution oh physical and virtual world

- XR apps is the crux for metaverse, enabled by 5G

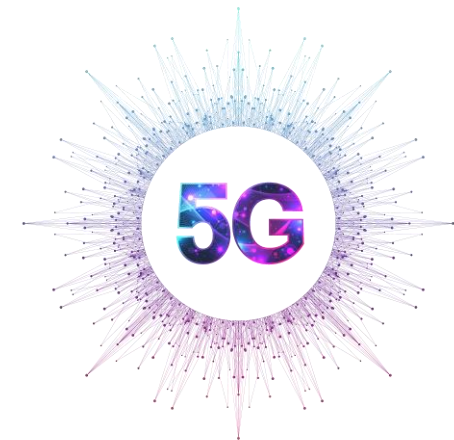∞ Meta   Facebook

Microsoft

Tsunami of Sensors

- 25 billion sensor devices by 2025

- 5G is accelerator and provides computational storage & analytics
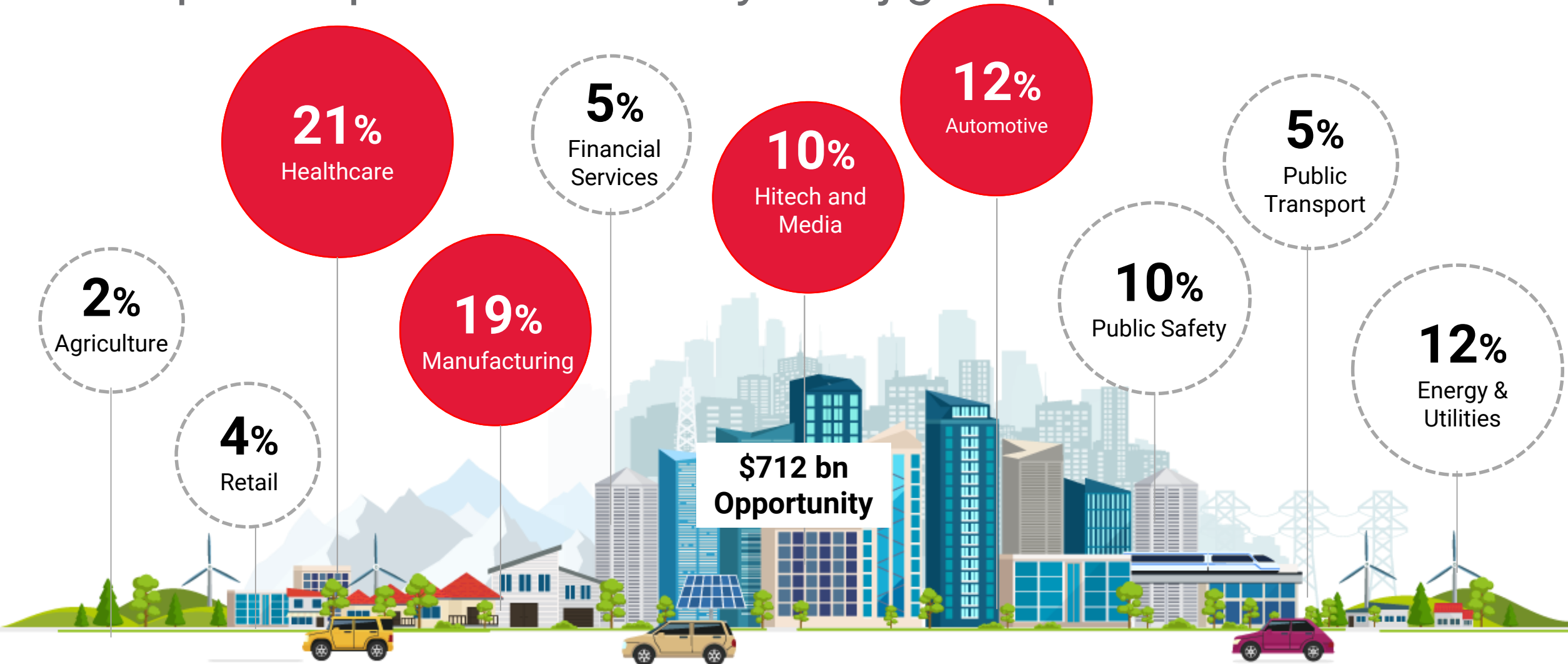

Open 5G

Helium 5G

- People powered Network

- 600,000 Hotspots in 18 months

5G - pivotal piece of "Industry 4.0" jigsaw puzzle

21% Healthcare

5% Financial Services

10% Hitech and Media

12% Automotive

5% Public Transport

2% Agriculture

19% Manufacturing

10% Public Safety

12% Energy & Utilities

4% Retail

$712 bn Opportunity

5G for Business a 2030 Market Compass – Ericcson Report

5G @ TechM – Our Comprehensive Playbook

5G for CSPs   **5G for Enterprises**   **5G for Ecosystem**

REALIZE   **MONETIZE**   **INNOVATE**

CX, Network
Transformation
Digital BSS, OSS

Industry Solutions
Private Networks
Edge Intelligence

Network
Platforms &
Device Platforms
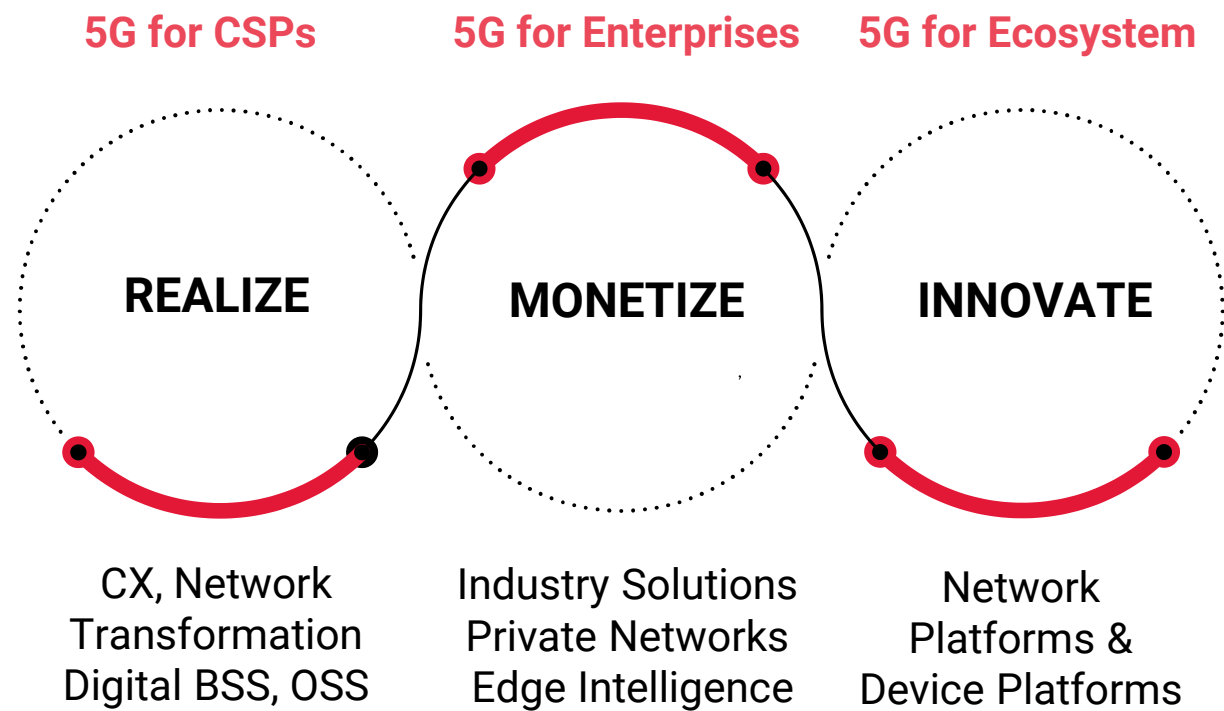
Products, Platforms, People and Partnerships

5G : Accelerating Telco's Digital Transformation

5G

1 — Deploying modern **Infrastructure**

2 — Digitize enterprise **Platforms**

3 — Reinventing core **Business**

4 — Reimagine customer **Experience**

SMART

Telcos: Transform to ValueCo NOW!

Digitize

Monetize

Modernize

Reimagine

Tech Mahindra GAiA

C³P

MARS
Map and relate solution

5G-4-E

bluemarble
DIGITAL TRANSFORMATION ACCELERATOR

comviva
A TECH MAHINDRA COMPANY

Product & Platforms

Business

iDecisions®

DigitalOnUs
Accelerating Digital Business
A Tech Mahindra Company

BORN.

Infrastructure

Experience

VNF-Xchange

Tech Mahindra
BUSINESS PROCESS SERVICES

netOps.ai

5G

Business aligned Commercial Models
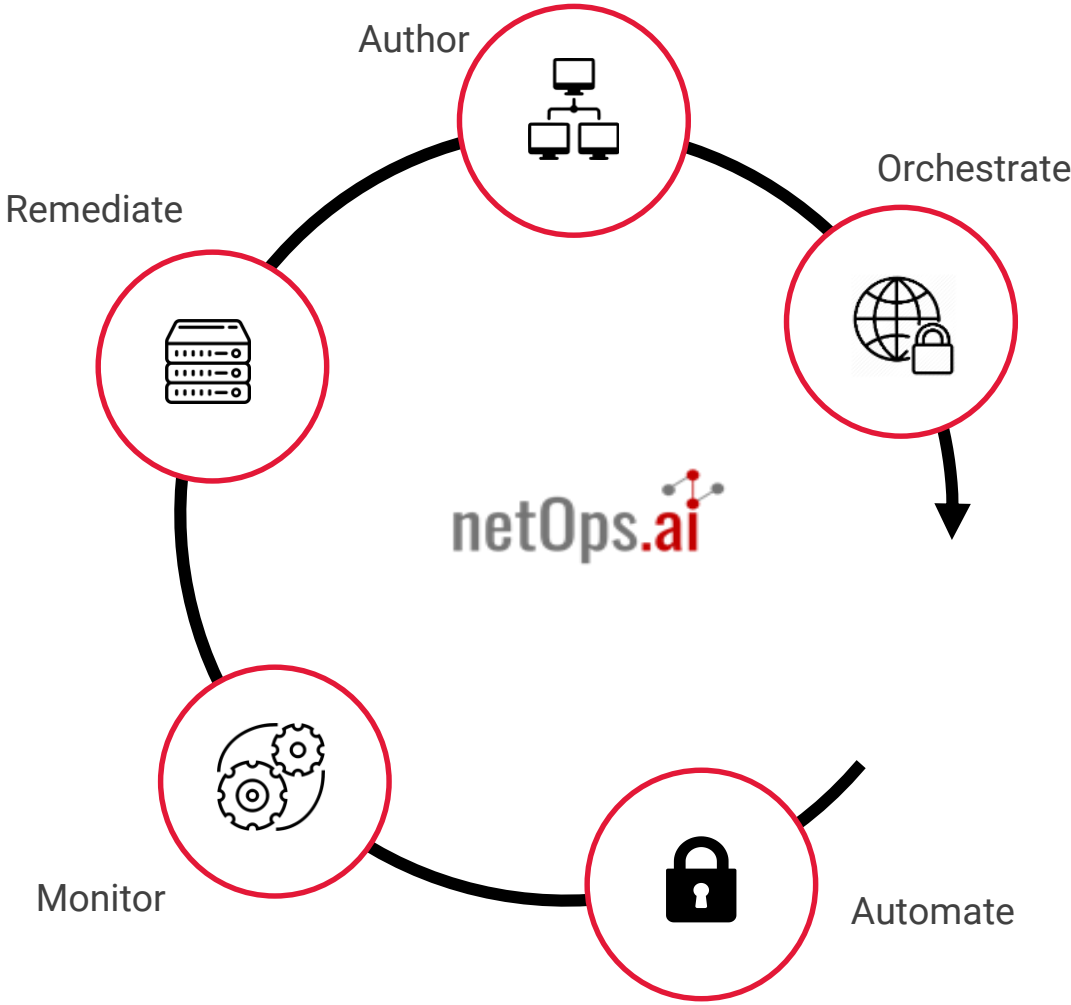
Digitize the Enterprise with 5G

Industrial Use cases

- Digitalization of large Mining infra in Africa
- Wireless Transformation at Large Publishing Conglomerate
- Private Wireless Enablement for US Home Security
- 10+ Ongoing POC in Auto , Manufacturing , Retail & Logistics

Author

Orchestrate

Remediate

netOps.ai

Monitor

Automate

AR/VR Labs

1800+ Domain experts

50+ Partners

Tech Mahindra
GAiA

AI/ML Platform

11

Co-creating 5G Ecosystem with Partners
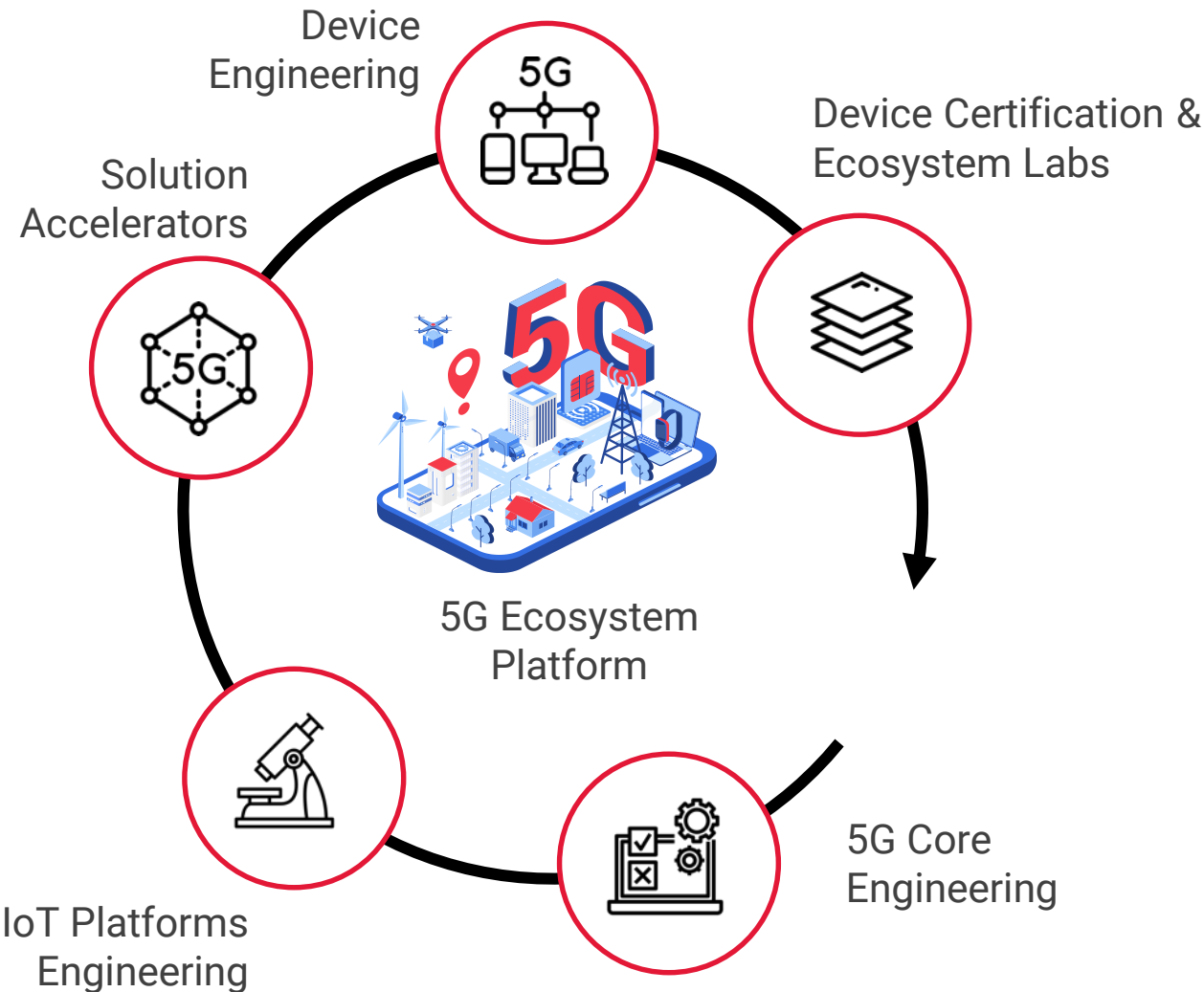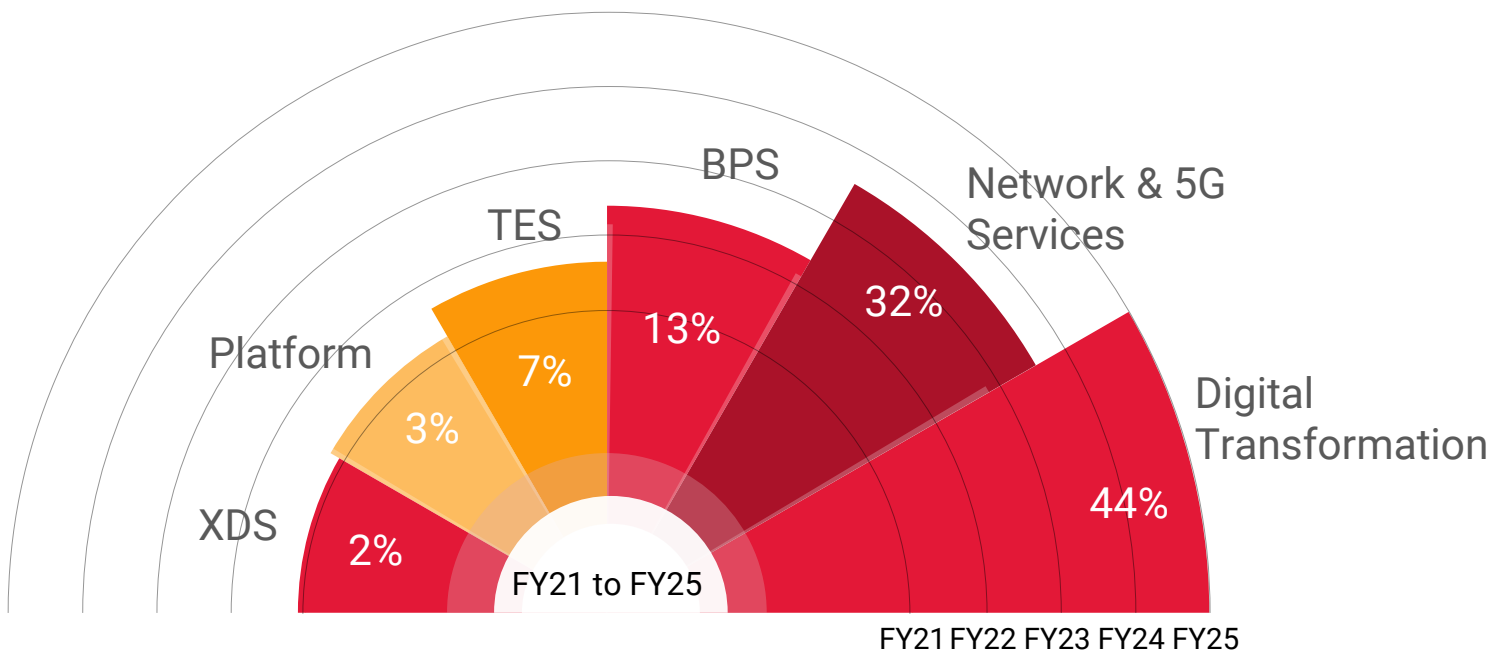
Highlights

- Everest Group **PEAK MATRIX**®
- Leader in 5G NW Engineering
- Device Lab upgraded & Ready for 5G
- 5G ORAN Lab with Leading Semi-Con In USA
- 5G IP Development

Device Engineering

Solution Accelerators

Device Certification & Ecosystem Labs

5G Ecosystem Platform

IoT Platforms Engineering

5G Core Engineering

CME and 5G: Execution Playbook

Execution Theaters

Diversified and Comprehensive Portfolio

Chart labels: TES, BPS, Network & 5G Services, Platform, XDS, Digital Transformation, FY21 to FY25, FY21 FY22 FY23 FY24 FY25

Values: 7%, 13%, 32%, 3%, 2%, 44%

Large Deals	5G Velocity
IP led Digital Transformation	Scale Accounts
Delivery Excellence	Partnerships