CME & 5G
Not just Speed, Celerity towards Excellence

Manish Vyas
## Promises. Delivered

### Industry Leading Growth

<table>
<thead>
<tr>
<th>Metric</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>16% Y-O-Y growth</td>
<td>16%</td>
</tr>
<tr>
<td>6.7% Q-O-Q growth</td>
<td>6.7%</td>
</tr>
<tr>
<td>17% Growth in C-club Accounts</td>
<td>17%</td>
</tr>
</tbody>
</table>

### Lead Modernization

<table>
<thead>
<tr>
<th>Metric</th>
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</tr>
</thead>
<tbody>
<tr>
<td>25% Growth in Digital BSS</td>
<td>25%</td>
</tr>
<tr>
<td>700M New digital transformation Projects</td>
<td>700M</td>
</tr>
<tr>
<td>20% QoQ growth in D&amp;A, AI and Cloud</td>
<td>20%</td>
</tr>
</tbody>
</table>

### Start scaling 5G

<table>
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<tr>
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<tr>
<td>20% of CME business is now 5G</td>
<td>20%</td>
</tr>
<tr>
<td>500M 5G revenue run-rate by Q2</td>
<td>500M</td>
</tr>
<tr>
<td>50% of all network services business is now 5G</td>
<td>50%</td>
</tr>
</tbody>
</table>
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 Quadrant™ 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

**World's largest Telecom 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

**One of the largest European Telco**

**Global large mining company**
- 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

Reference: Data for top 15 Telecom companies, TechM Analysis
5G – instigating **Meta**morphosis of the industry

**Metaverse**
- Coevolution of physical and virtual world
- XR apps is the crux for metaverse, enabled by 5G

**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

- Healthcare: 21%
- Manufacturing: 19%
- Financial Services: 5%
- Automotive: 12%
- Hitech and Media: 10%
- Public Transport: 5%
- Public Safety: 10%
- Energy & Utilities: 12%
- Agriculture: 2%
- Retail: 4%

$712 bn Opportunity

5G for Business a 2030 Market Compass – Ericsson Report
5G @ TechM – Our Comprehensive Playbook

5G for CSPs

REALIZE

CX, Network Transformation
Digital BSS, OSS

5G for Enterprises

MONETIZE

Industry Solutions
Private Networks
Edge Intelligence

5G for Ecosystem

INNOVATE

Network Platforms & Device Platforms

Products, Platforms, People and Partnerships
5G : Accelerating Telco’s Digital Transformation

1. Deploying modern Infrastructure
2. Digitize enterprise Platforms
3. Reinventing core Business
4. Reimagine customer Experience
Telcos: Transform to ValueCo NOW!
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

Tech Mahindra

AI/ML Platform

AR/VR Labs

1800+ Domain experts

50+ Partners
Co-creating 5G Ecosystem with Partners

Highlights

- Leader in 5G NW Engineering
- Device Lab upgraded & Ready for 5G
- 5G ORAN Lab with Leading Semi-Con In USA
- 5G IP Development

5G Ecosystem Platform

- Device Engineering
- Solution Accelerators
- Device Certification & Ecosystem Labs
- IoT Platforms Engineering
- 5G Core Engineering
CME and 5G: Execution Playbook

Execution Theaters

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

Diversified and Comprehensive Portfolio

<table>
<thead>
<tr>
<th>FY21</th>
<th>FY22</th>
<th>FY23</th>
<th>FY24</th>
<th>FY25</th>
</tr>
</thead>
<tbody>
<tr>
<td>3%</td>
<td>7%</td>
<td>13%</td>
<td>32%</td>
<td>44%</td>
</tr>
<tr>
<td>XDS</td>
<td>TES</td>
<td>BPS</td>
<td>Network &amp; 5G Services</td>
<td>Digital Transformation</td>
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