

BUILDING INTELLIGENCE INTO THE INFORMATION SUPERHIGHWAY

#UnlockExperiences

TECH MAHINDRA CME... DIVERSIFIED ACROSS GEOGRAPHIES & CUSTOMERS

Partner to All Major CSPs Worldwide

APAC

2 Conglomerates in ASEAN
Top 3 CSPs in Australia

Europe

Top 5 CSPs

North America

Top 3 CSPs in Canada
Top 4 CSPs in USA

LATAM

Top 3 CSPs

MEA

Top 6 Groups

PERCENTAGE OF REVENUE

Americas

46.8%

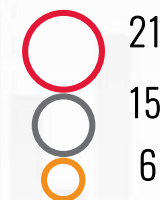
Europe

29.8%

ROW

23.4%

Growing the number of high value accounts



FY15



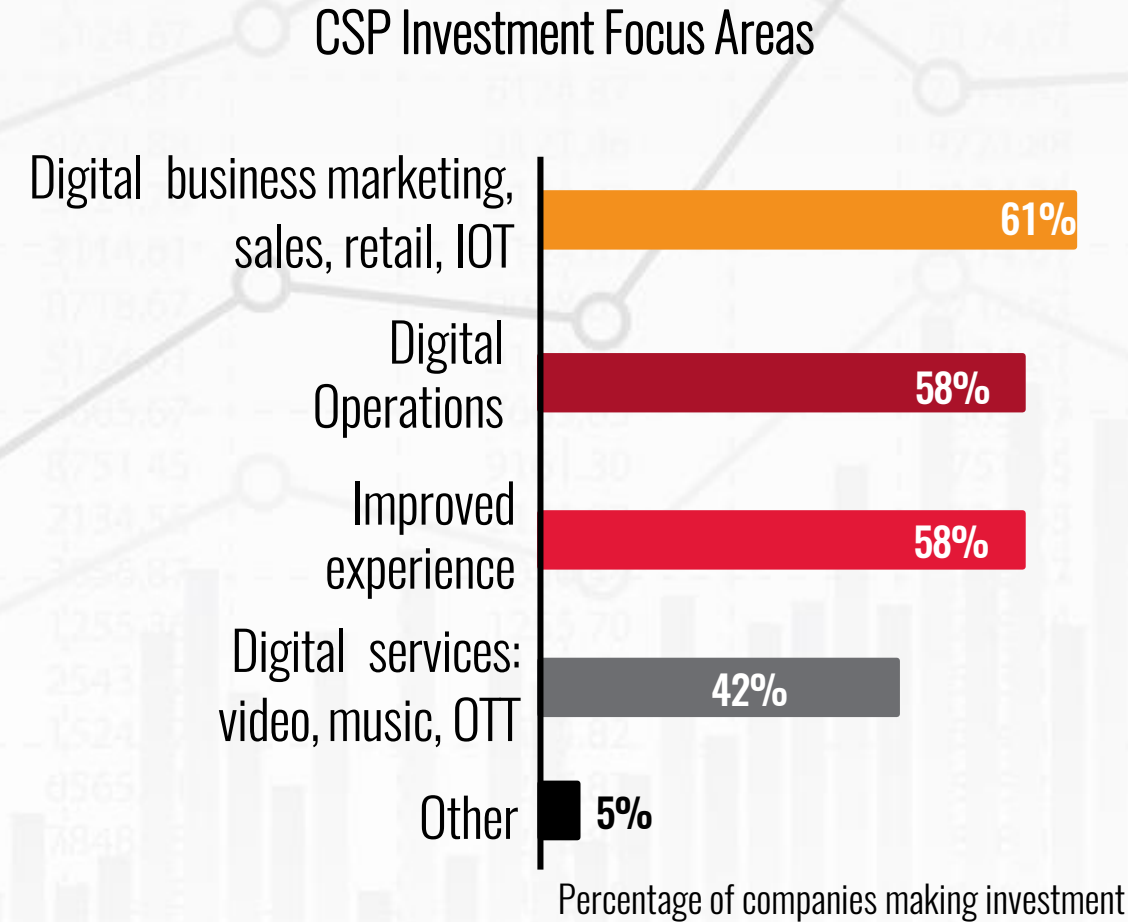
FY18

50m+

20m+

10m+

COMMUNICATION INDUSTRY **TRANSFORMATION & INVESTMENT PRIORITIES...**



Industry to see CSPs make significant investments in Customer Experience, IOT, Digital Ops, and Networks by 2020

Insight Research Report

TOWARDS A NEW IDENTITY



Content & Advertising



AT&T



DIRECTV

M&E Provider



Content Distributor



Healthcare
Provider



Digital Lifestyle
Provider

TECH MAHINDRA 3-4-3 BUSINESS STRATEGY... TO ENABLE NEW CSP IDENTITY

3 MEGA TRENDS



EXPLOSION OF
CONNECTED DEVICES

5G

5G AND BEYOND



VIDEO ON ALL
DEVICES

4 BIG BETS

Integrated
Digital CX

Digital

CX Platforms

Physical



Tech
Mahindra



Internet
Of Things

Enabling CSPs to holistically capitalize
on IoT opportunities

Software
Transformation

DevOps

X-aaS

BSS 2.0

Automation

Microservices

Network
Of Future

SDN/NFV

NB-IoT

vRAN

VOLTE-as-a-Service

OSS2.0/ONAP

ADDRESSING 3 CEO OBJECTIVES



RUN BETTER



CHANGE FASTER



GROW GREATER

EXECUTION OF 3-4-3



Platforms

TechM Developed IP
Accelerating CSP Tech Lifecycle



People

Digital Ready,
Glocalized



Partners

Startup Ecosystem, to complement
Global Alliances

OUR INVESTMENTS IN LINE WITH OUR STRATEGY...

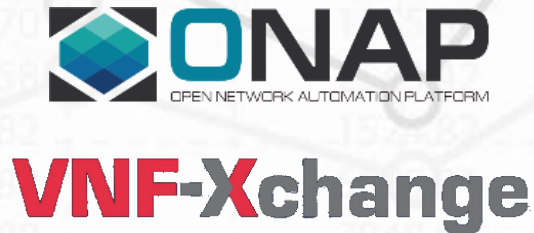


Digital CX



Jt. GTM with Large Tier I Telco in KSA

Internet of Everything



Network of the Future



Microservices Platform
for DIGITAL



Harmonizing AI

ARE ACCELERATING CSPs' BUSINESS TRANSFORMATIONS



RUN BETTER

Significant NPS Improvement

Tier 1 ANZ
Service Provider



CHANGE FASTER

Virtualized Networks

Tier 1 Telco in
US



GROW GREATER

IOT Track and Trace Solutions

Tier 1 Indian
Service Provider

Customer Experience Transformation

Major Service
Provider in UK

Digital Transformation using Microservices

Leading Telco in
US



THANK YOU

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AD

ANALYST DAY

December 8, 2017

#unlockexperiences
for a **CONNECTED** Future