

**Tech
Mahindra**

**INVESTOR
ANALYST DAY 2018**

November 21 | Pune, Hinjewadi
#ExperienceNxt

AD
ANALYST DAY

TECHM MANUFACTURING NXT

Tech
Mahindra

Karthikeyan Natarajan



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We are a \$1 billion story. Our **3-4-3 Strategy** is a key enabler for our ~14% CAGR growth through the last 3 years

3 Mega Trends

Growing demand for Mass Customization

Human- Robot Collaboration on the rise

Rapid IT – OT Convergence

4 Big Bets

Smart Products
IoT enabled Devices

Smart Manufacturing
Industry 4.0 / Factory of the Future

Customer Centricity

Connected Aftermarket

Address **3** Objectives



Run Better



Change Faster



Grow Greater

3-4-3 Acceleration through **SIX Pillars of Execution**



Sub Verticalization

Each 100Mil+ business Sub Vertical.

Automotive to hit half billion mark soon



Geo Specific Focus

Large Manufacturing GDP markets : Japan-China-India-Germany-Nordics-USA-Mexico



4 Big Bets Solutions

14% of our business, growing at 30%
Working with top50 Mfg clients & 12 are large transformation



Digital Technologies

IoT, Analytics, Autonomous Electronics, Mobility, cloud ERP - are 85% contribute to digital consumption



Start-ups Partnership

Working with 15 startups, co-invested in 3 of them



SIGMA



Product Alliances

Special focus on Industrial Product alliance



35/50 of our Manufacturing clients are Fortune500 companies

Accelerating NXT Through Investment in **Manufacturing Labs**

Factory of Future Lab, Bangalore



MaGIC Lab, Chennai



HP Enterprise Lab



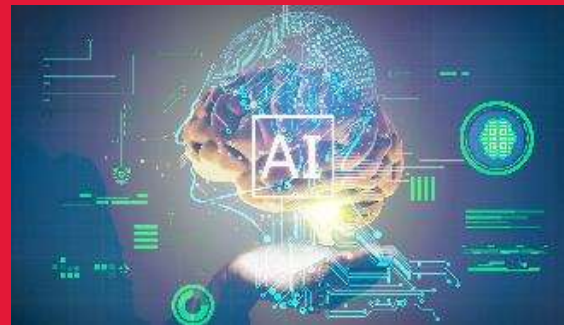
PTC Lab



IoT Co-Innovation with IBM,
Munich



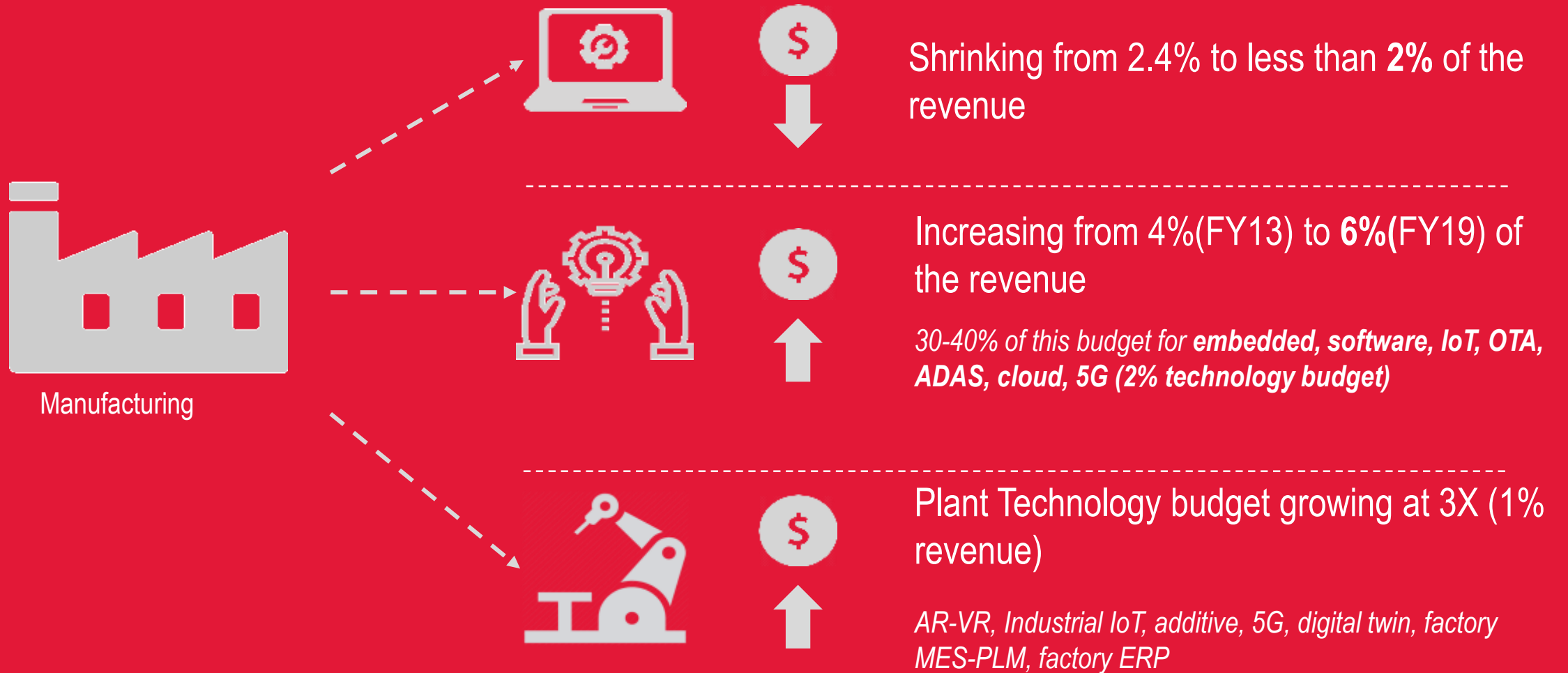
TechM-Gao Feng AI Lab
Shanghai



Embedded & Electronics
Lab



Pattern of Transformation across Manufacturing Companies



TechM was playing in the 3.5% revenue of CIO+CTO... & expanding to play in the 5% revenue of CIO+ CTO+Product head+Plant head

Case Study : Global Top5 Japanese Auto OEM



ManufacturingNXT

As a business solution provider



Warranty



Factory



Autonomous

‘WARRANTY – FACTORY – AUTONOMOUS’

DELIVERING EXPERIENCES NXT



pininfarina

Industrial Design



**Tech
Mahindra**

Digital Technology,
process redesign,
Engineering

BUILDING NXT GEN MOBILITY & SHARING CONCEPT CARS AND PODS

THANK YOU

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