



Investor & Analyst Meet

**Delivering
Exceptional
Experience**



Service with Product
Mindset

FY 2017 Highlights

- Revenue Rs 28,021 Mn; up 4.2%
- Growth led by BFSI
- Operating Margin 17.3%, down 21bps
- 33% growth in Digital
- DSO 64 Days (80 Days LY)
- Momentum built in Q4

Transient Uncertainties

Geo-Political

- Brexit
- Protectionism

Economic

- Uncertainties in key markets/verticals
- Currency volatility

Pervasive Trends

Digital

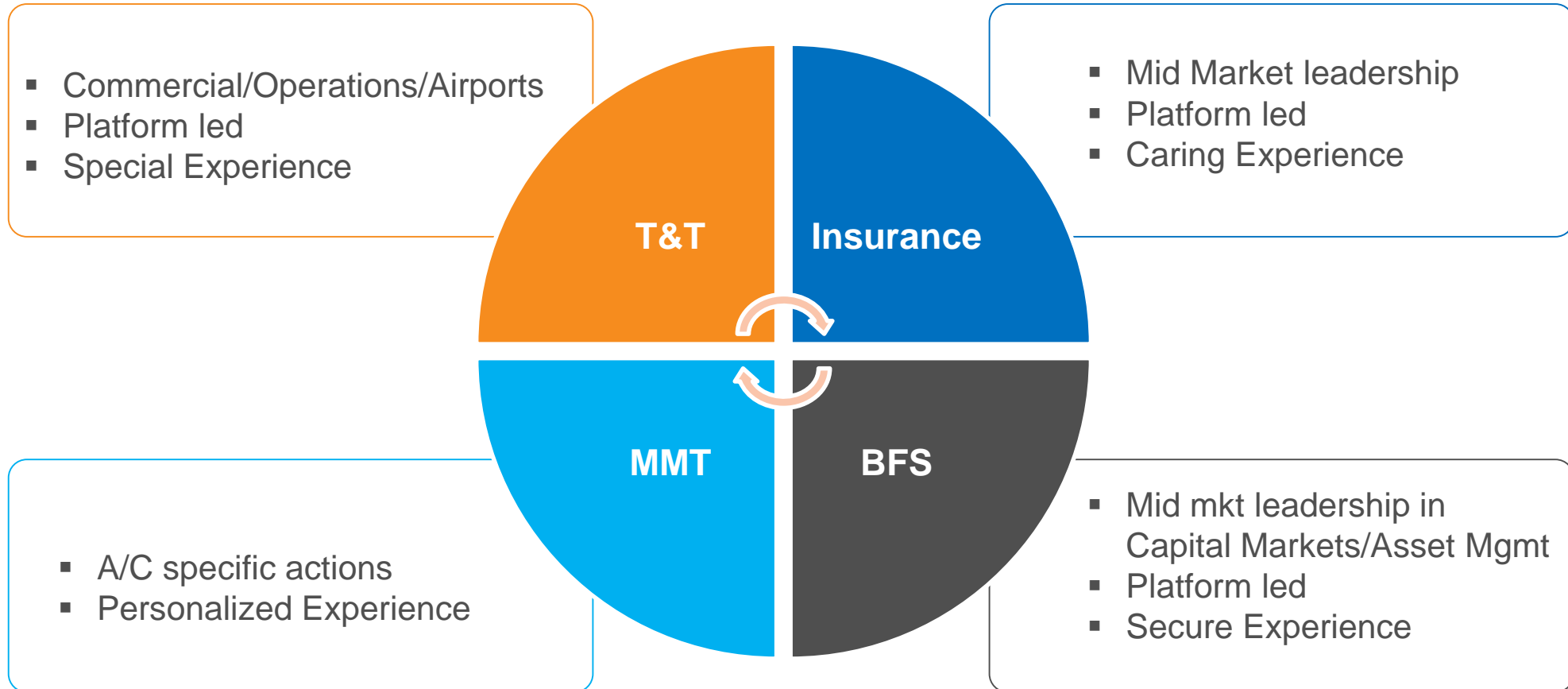
- Traditional spend declining, Digital rapidly increasing
- Spend outside CIO org
- Smaller deal sizes

Automation

- Offshore not the only cost model

Business Model Change

NTL Strategy: Focus & Differentiate



Sharp focus on Digital

Corporate Agenda



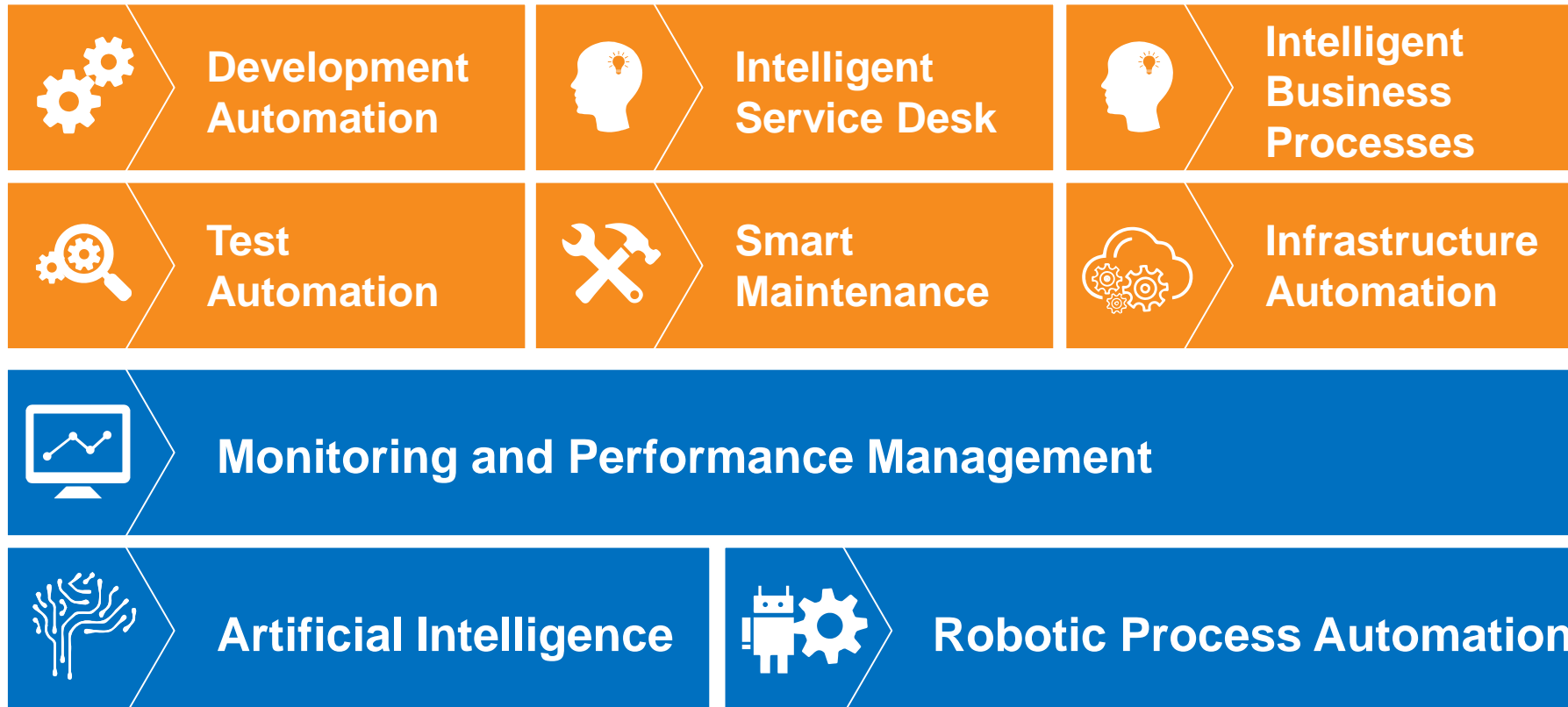
Smart IT



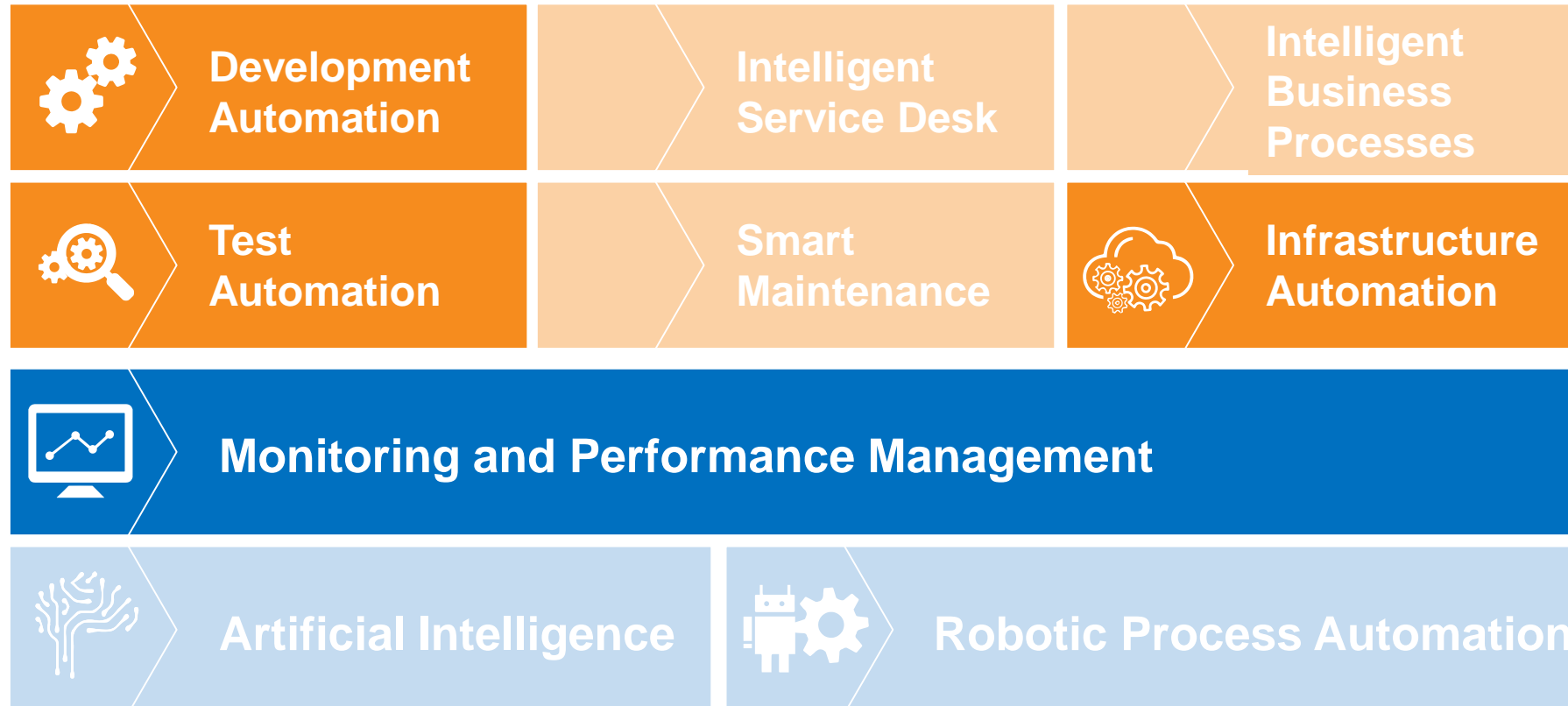
Superior Experience



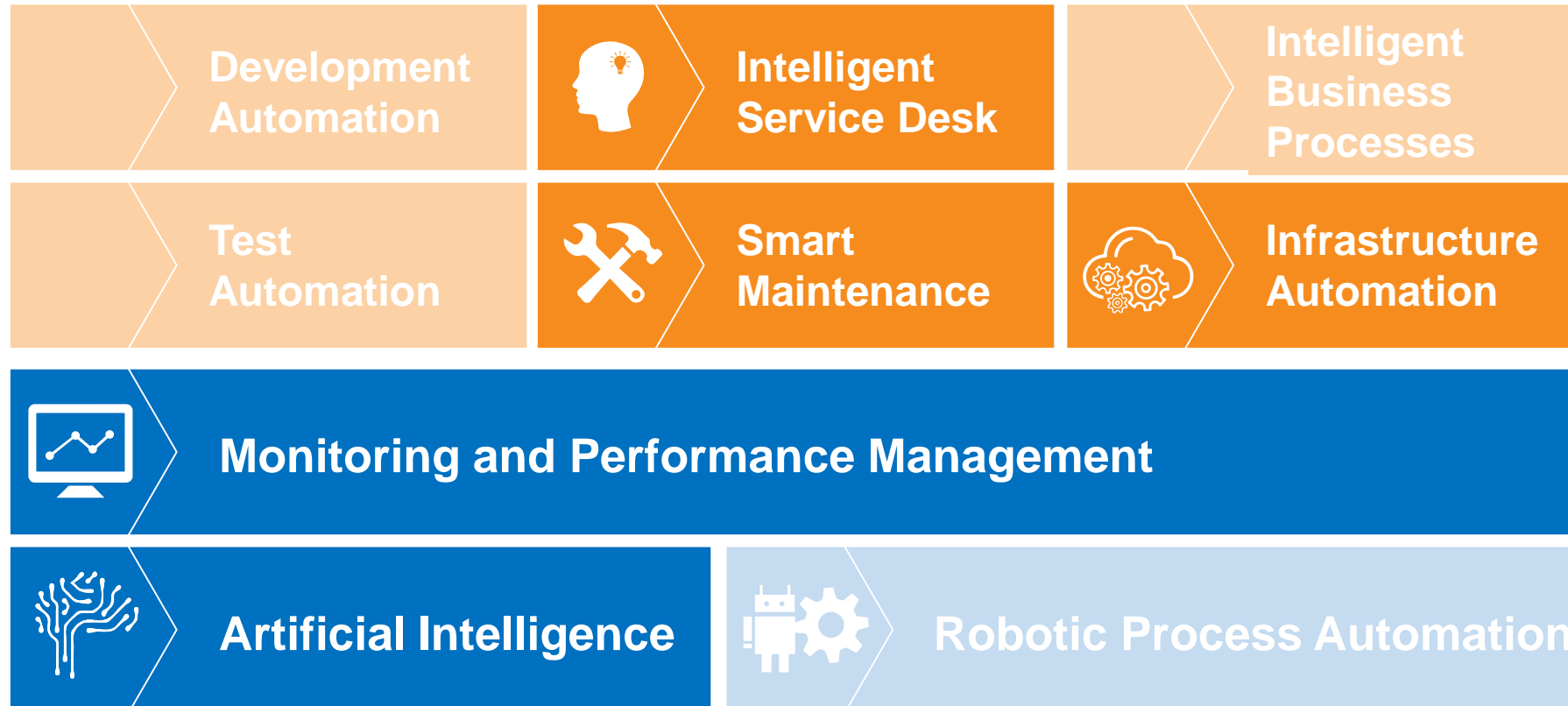
Scale Digital



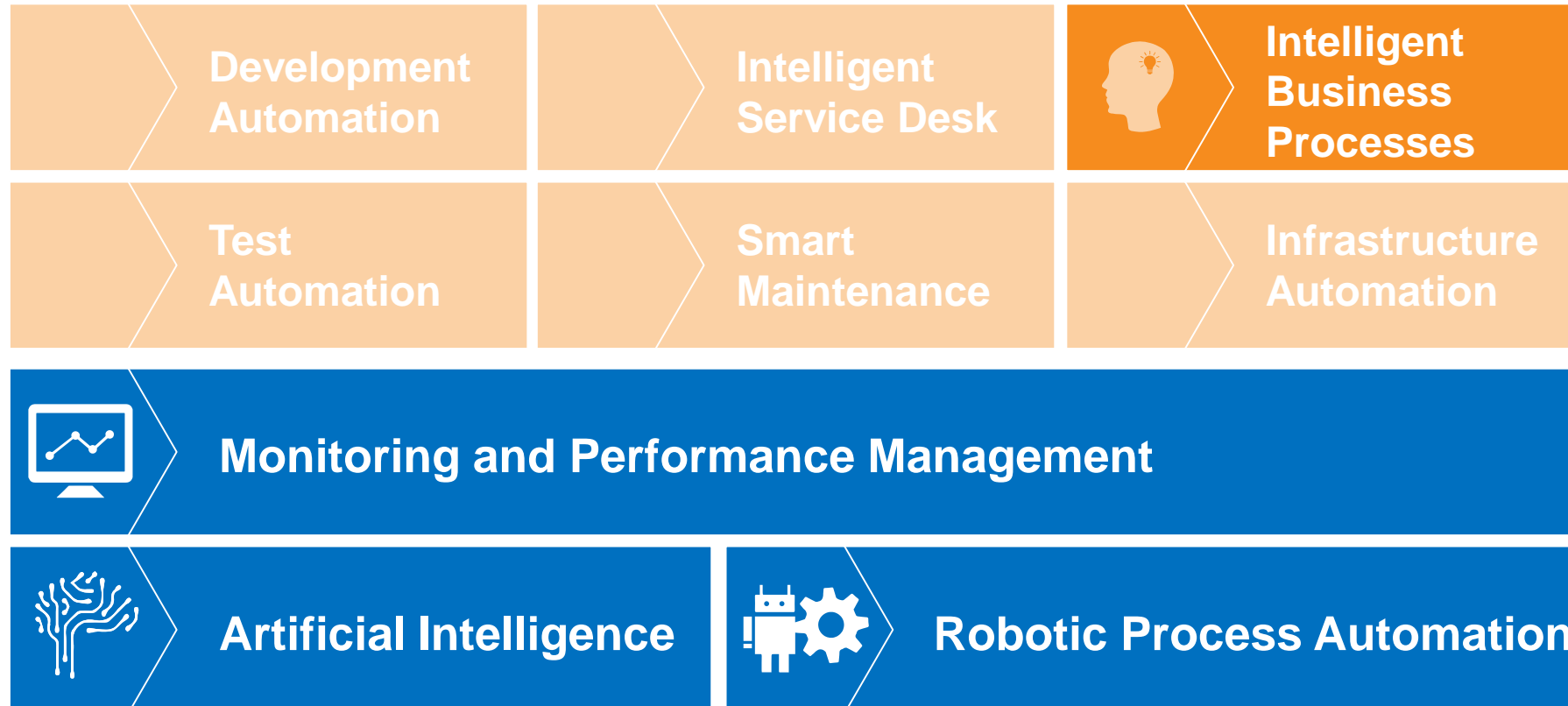
Tron in Development & Operations



Tron in IT Operations




Tron in Business Operations



Superior Experience




Scale Digital



Digital Experience

Omni-channel Commerce


Mobility



Analytics

Digital Foresight

Business Intelligence



Cloud

SaaS

IaaS



Digital Integration

Process Orchestration

Legacy Integration

A Leader in Digital Integration and Agile Delivery of Enterprise iBPM Solutions

500+

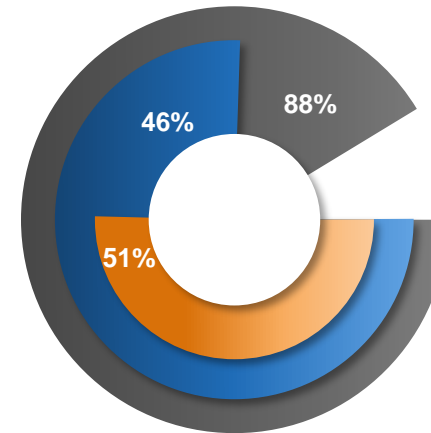
seasoned consultants

2000+

person years of Experience

200+

Successful implementations across the globe



88% of Revenue from Pega related services

51% owned by NIIT Technologies

46% CAGR (FY15-F17)

Why Incessant

Largest “Niche Player” in the BPM / Case Management, specialising on the two leading platforms Pega & Appian

Diamond Resourcing Model, enabled by Superior Talent Pool and Certification Status

Leading Solutions based on the Pega and Appian Platforms



STRATEGIC CONSULTING

SYSTEMS INTEGRATOR

REGISTERED

TECHNOLOGY

incessant
An NIIT Technologies Company

SEAMLESS PEGA 7 UPGRADES

Upgrade to Pega 7 with minimal risk and an accelerated go-live time.

[Learn more](#)



incessant
An NIIT Technologies Company

Appian

- Appian Partner
- Member of the Trusted Partner Program – Appian Services

Appian

English | Appian Community

PRODUCT CUSTOMER SUCCESS RESOURCES ABOUT

Incessant Technologies

Region: Asia Pacific, Europe & Middle East, Global, Latin America, North America
Industry: Financial Services, Government, Insurance, Manufacturing, Transportation

Orchestrating the Digital Enterprise

Incessant Technologies, an NIIT Technologies company, is a leader in Digital Integration and agile delivery of enterprise iPBM solutions. With 1,200+ person years of BPM experience and 200+ successful BPM implementations, we have proven expertise in leading IT solutions involving iPBM, CRM, Case Management, ECM, Middleware, Analytics & Decisioning delivered across digital channels.

Incessant shares a unique 360 degree association with Appian as a customer, strategic partner, and service provider. Leveraging our strong technology partnership with Appian, we have developed innovative go-to-market solutions to empower organizations in exceeding business outcomes.

Our Appian Expertise:

- › 100% ACAD certified Appian Consultants – 100+ person years of Appian Expertise
- › 50% Appian Lead Designer Certified professionals
- › Well versed with the latest versions of Appian and SAIL features
- › Top number of ranked individuals in Appian's A-Score program on methodology proficiency and delivery quality
- › 3 Appian solutions on the Appian Ann Market

incessant
An NIIT Technologies Company

CONTACT INFORMATION

+1 704 661 5106

[Website](#)

[Email](#)

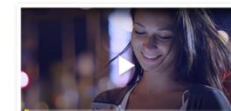
RESOURCES

BROCHURE

[Incessant and Appian](#)

VIDEO

ICOB - Incessant Customer Onboarding



Orchestrating the Digital Enterprise – “*Digital Orchestration*”

Insurance

- **Market Groups**
 - Co-ordinated Audits
- **Speciality Insurance**
 - Trade Credit Processes
 - Financial Lines
 - Professional Indemnity
- **Personal Insurance**
 - Personalized Pricing
 - Underwriting

Financial Services

- **Asset Management**
 - Customer On-Boarding
- **Banks**
 - Mortgage Originations
 - Mortgage Servicing
 - Derivatives and Trading
 - Wealth Management – Fund Switching

Consultant Leadership

Pega Practice



Top 12 partners have a combined practice of around 15,000 to 20,000

Approximate estimate: **5x** the ratio of CSSAs compared to the other 11 partners

Approximate estimate: **14x** the ratio of CLSAs compared to the other 11 partners

340

Size of Pega Architect Practice

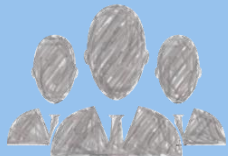
48

Certified CLSAs

268

Certified CSSAs

Appian Practice



51 Lead Designers

12 Designers

20 Appian Plugins

24

Platinum 'A' Scores

28

Gold 'A' Scores

11

Silver 'A' Scores

Incessant - Go To Market Solutions

Pega 7 Continuous Delivery Framework. Deliver releases more regularly and with faster time to market to satisfy business demands

Integrates Pega 7 Platform with industry standard ALM products: Atlassian JIRA and CA Agile Central



Allows engineers, administrators and business users to collaborate in the support process of production Pega applications

Customer On-Boarding using Appian's Enterprise Platform to streamline, accelerate, and enhance the digital customer on-boarding experience

Re-imagining Insurance Technology for Commercial Insurance

Life

Life & Pensions



Health Insurance



Non-Life

Commercial Insurance



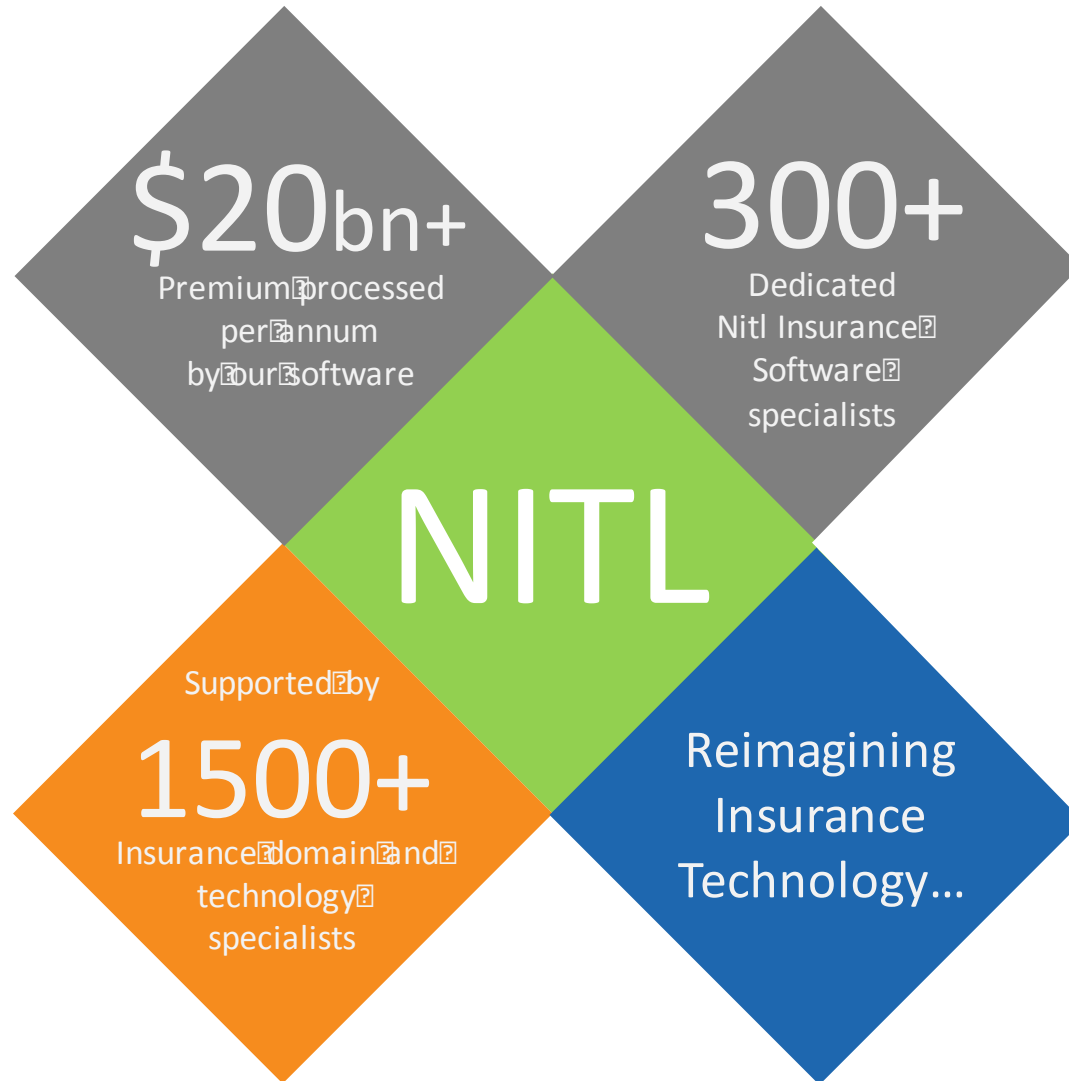
Personal Insurance



NITL

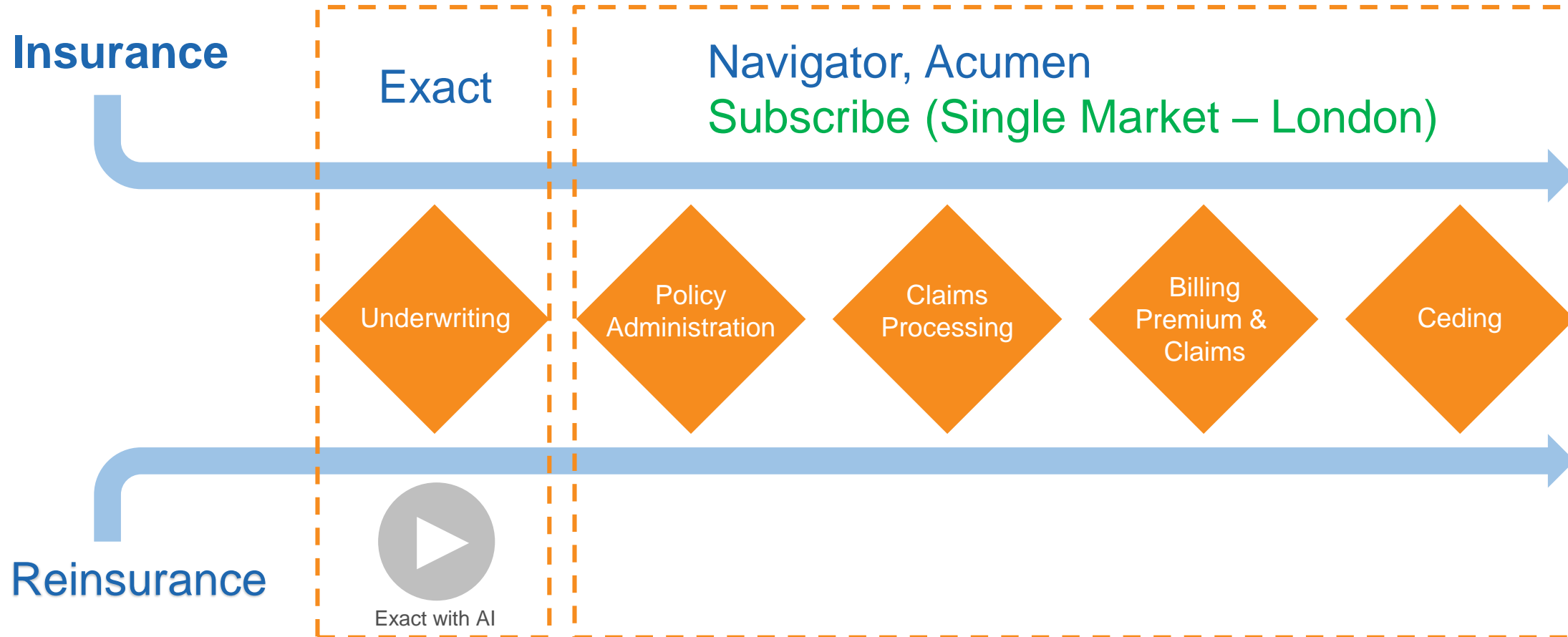
NIIT Insurance Technologies Ltd

Over 20 years experience of providing global carriers with core processing software



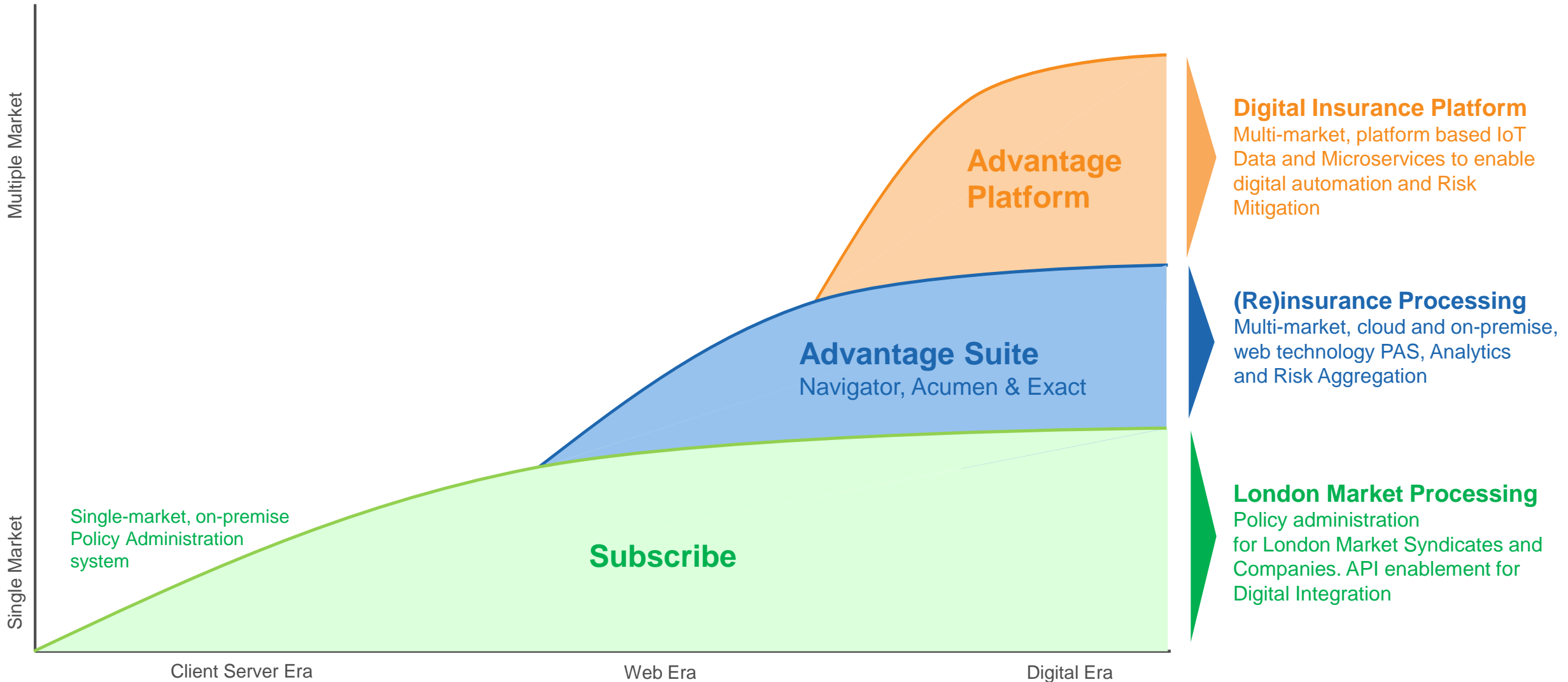
NITL Product Set

Full lifecycle multi-market processing for Commercial Insurers and Reinsurers

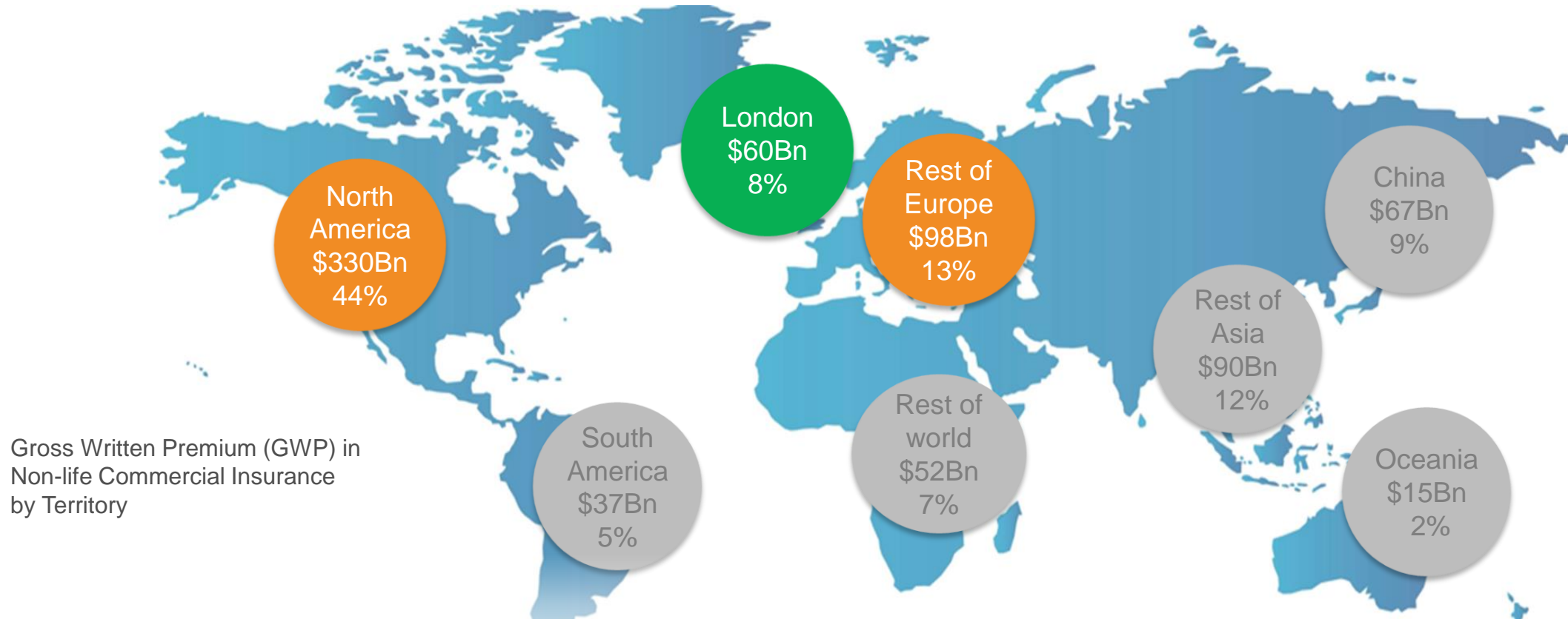


Our Digital Transformation

Transforming our products to support our customers' Digital agenda

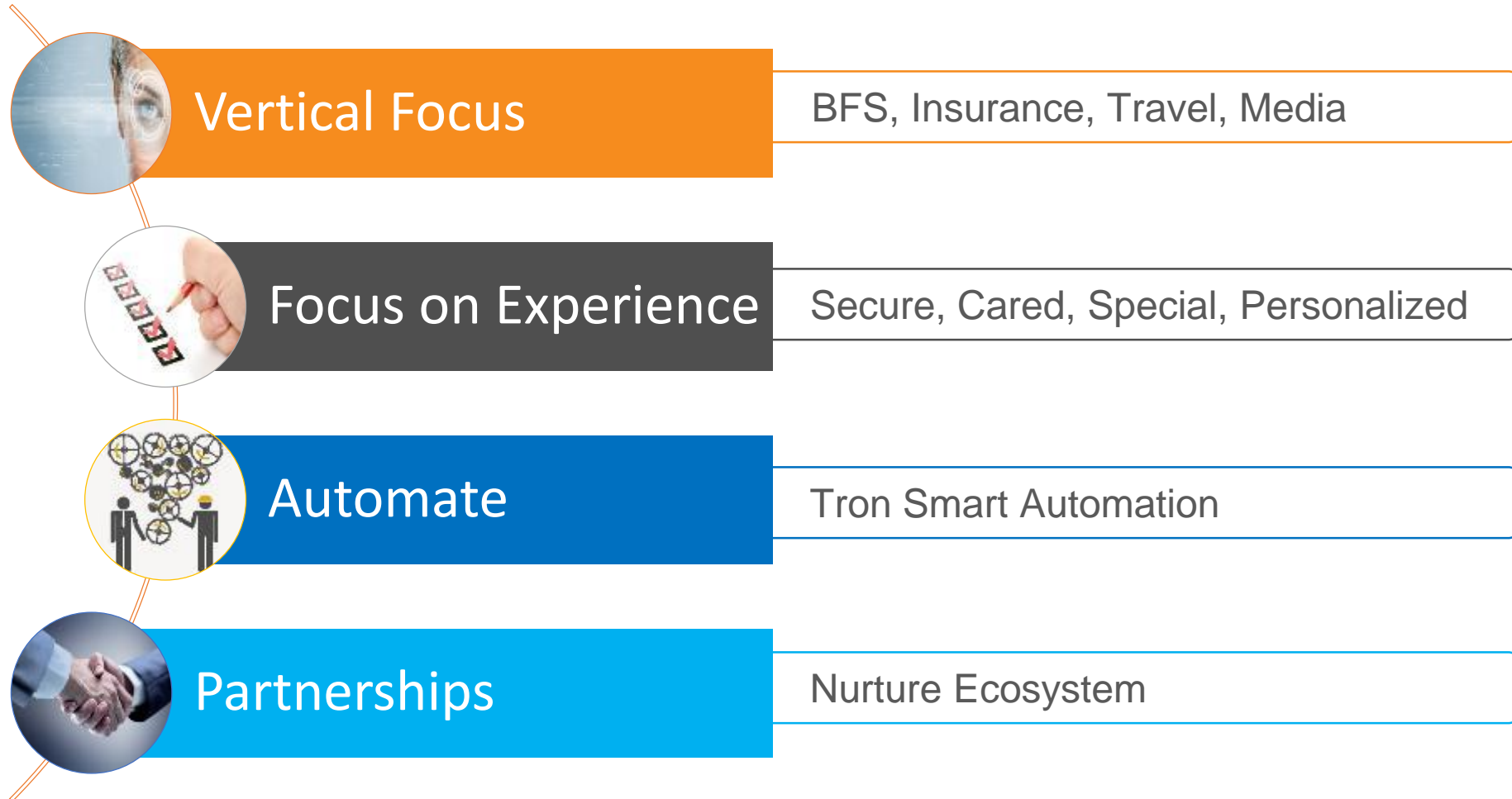


The Opportunity

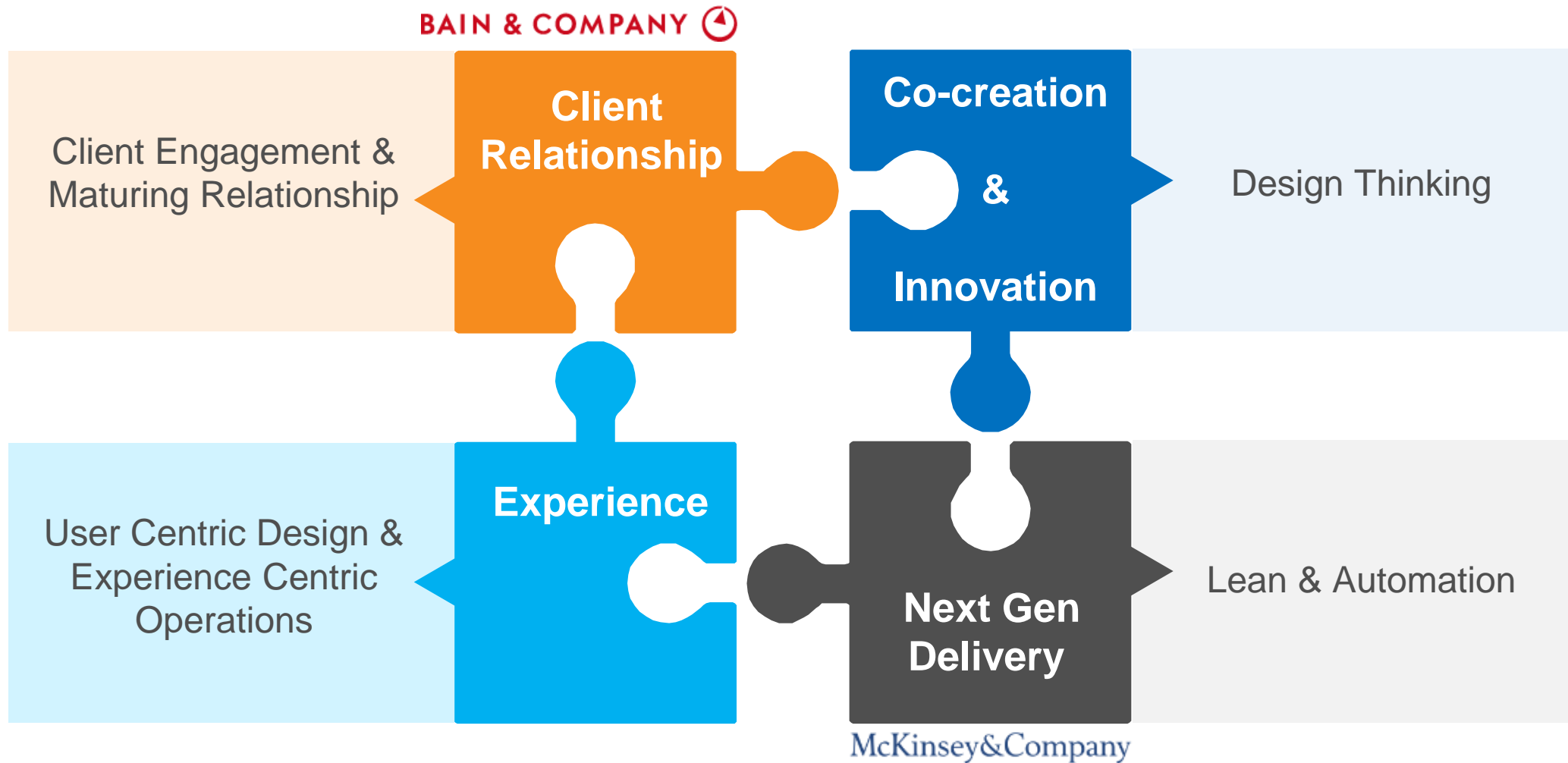


NITL currently targets 8% of global addressable market with a 23% market share
Opportunity to address remaining 92% with Advantage Suite and Advantage Platform

Source: Swiss Re Sigma - World Insurance in 2015 report
Global Commercial P&C and Specialty (Non Life) GWP in 2014 was \$728Bn "Insurance Business Magazine Dec 2015"
Global P&C market estimated to reach \$895Bn by 2018 "Insurance Business Magazine Dec 2015"
Finaccord Analysis - Global Commercial Non Life Insurance: Size, Segmentation and Forecast Dec 2015



Services with a Product Mindset





**Delivering
Exceptional
Experience**



**Investor &
Analyst
Meet**

Thank You