

BFS Products

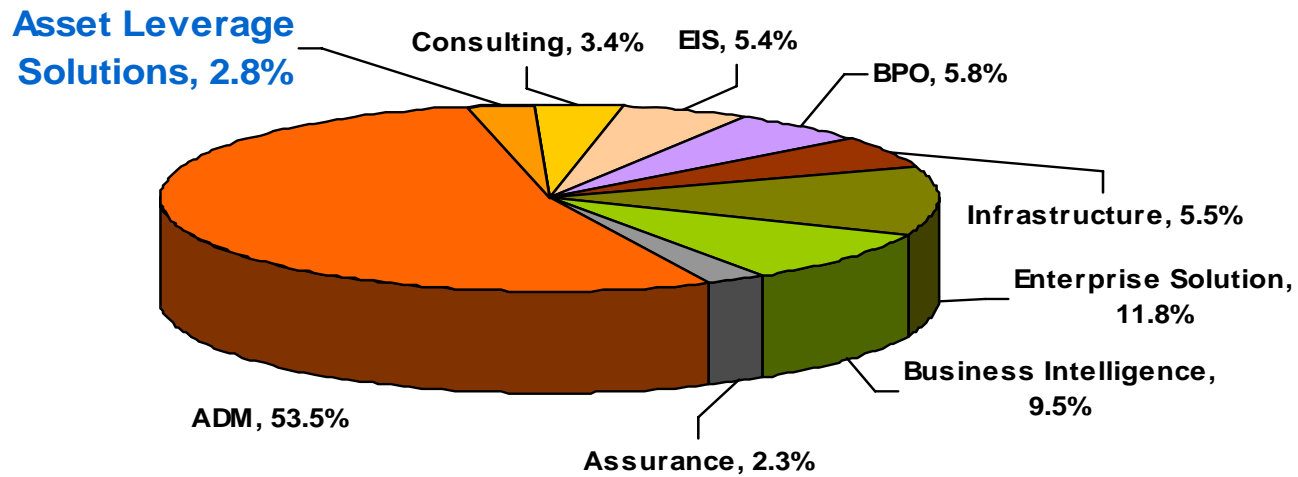
N G Subramaniam, Head BFS Practice
Tony Ward, CEO Financial Network Services
Analysts Day, 5th Feb 2007

BPO Services : Agenda

- Business Overview
- Market Opportunity
- Growth Strategy
- Case Study

Business Overview : Revenue by Service Line

+46% Year over Year



Based on Q3 FY2007 Revenue

Trends and Opportunities

Commercial Banking - Trends

- Markets like India, China, Brazil, Russia are going through significant diversification and opportunities for modern banking and financial services are ripe..
- 'Mass Market' segment in these markets as well as developed markets will demand a different look & feel.
- Core banking replacement programs are being considered across emerging and established markets

Capital Markets - Trends

- Emergence of Alternative Asset Classes
- Significant pressure on Sell side for price transparency and margins
- Increasing technology sophistication in the Buy side
- Value added offerings from Custodians
- Continued thrust on Internal STP, Remote Processing options and focus on growth by institutions across means opportunities across the value chain in the Capital Markets domain.

Business Overview : TCS is positioned to deliver transformational solutions in the Capital Markets domain across the globe...



Competency and competitive landscape in these type of engagements are different

Business Overview : Customers Worldwide - Retail & Commercial Banking Solutions

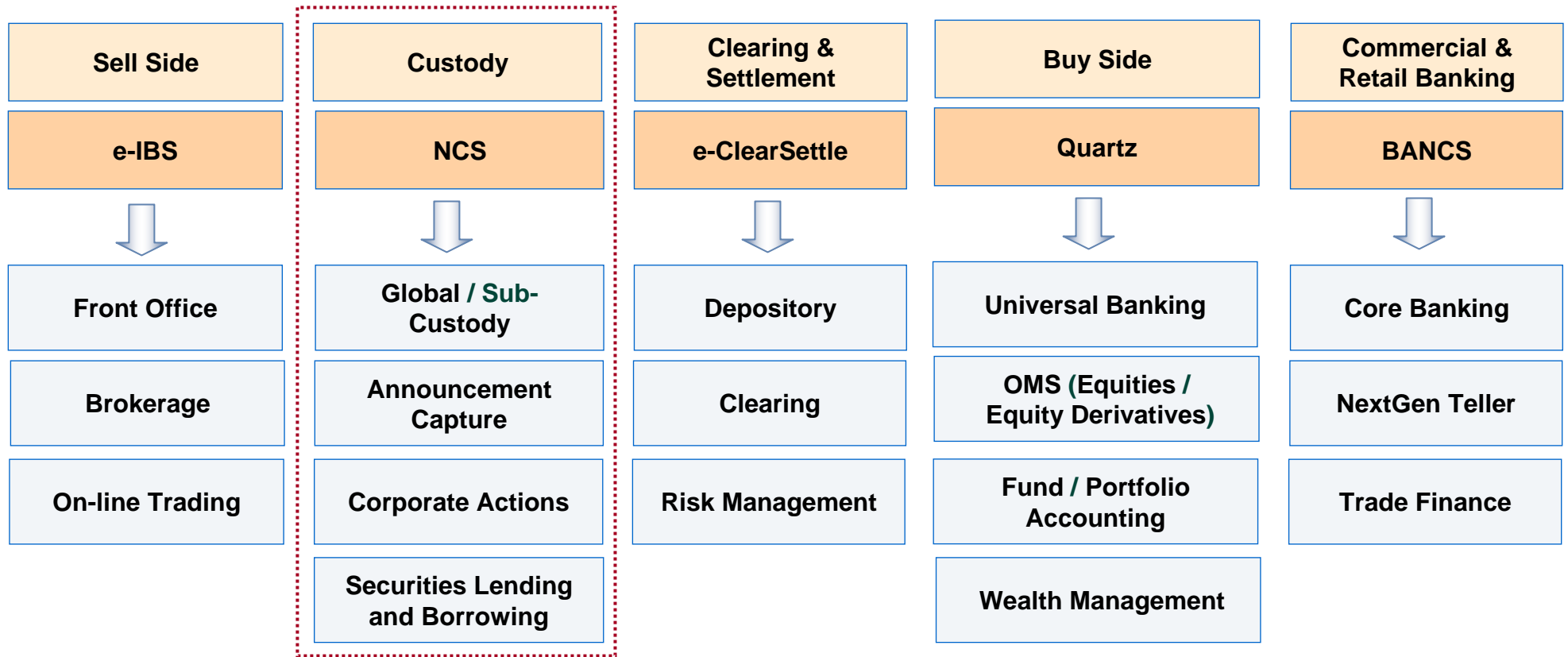
- Commonwealth Bank - Fiji
- CTCB Philippines Bank
- Arab Bank Australia
- Long Term Credit Bank
- ANZ - 23 sites Worldwide
- Home Building Society
- Asian Bank
- EDB Fellesdata
- Korea Exchange Bank
- State Bank of India
 - Plus 7 regional banks
- National Mercantile Bank
- St George Bank
- Taishin International Bank
- Bank Negara Indonesia
- National Commercial Bank
- National Bank of Dubai
- National Bank of Dubai - UK
- The Gulf Bank
- Bank of Panshin
- Cathay United Bank
- Bank of China
- ING Bank Australia
- Nova Ljubljanska Bank
 - Plus 7 daughter Banks
- Koram Bank
- China Trust Commercial
- Korea Development Bank
- Central Bank of India
- Illawarra Credit Union
- LG Petro Bank
- ING Direct
- Shinhan Bank
- Central Bank of Mongolia
 - Plus 5 Commercial Banks
- Bank of Kuwait & Middle East
- Indian Bank
- National Bank of Greece Cyprus
- South Africa Bank of Athens
- Amlak Finance
- Capitec Bank
- Banco Pichincha
- National Bank of Kuwait
- African Bank

BANCS®

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Growth Strategy : BFS Solutions Portfolio



Capital Markets Solutions

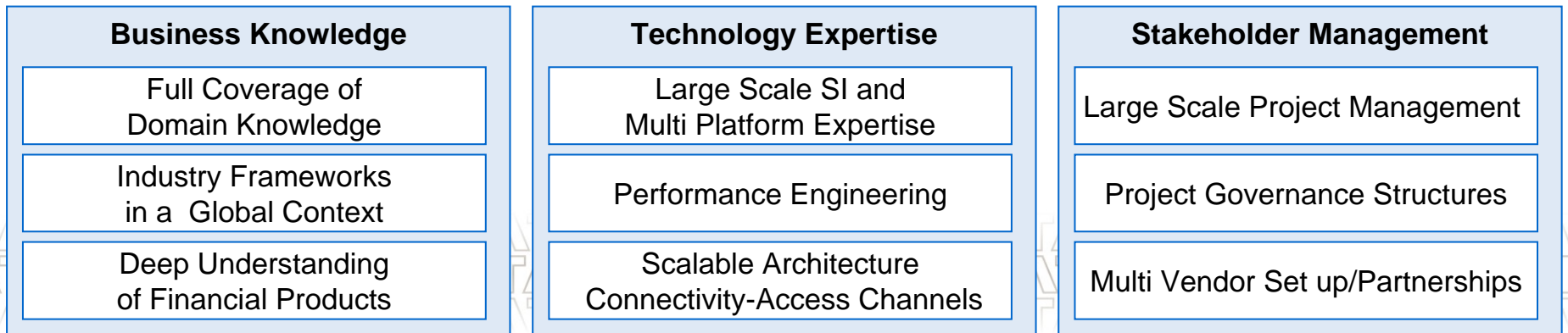
Commercial Banking Solutions

Growth Strategy : Key differentiator - Solution Delivery

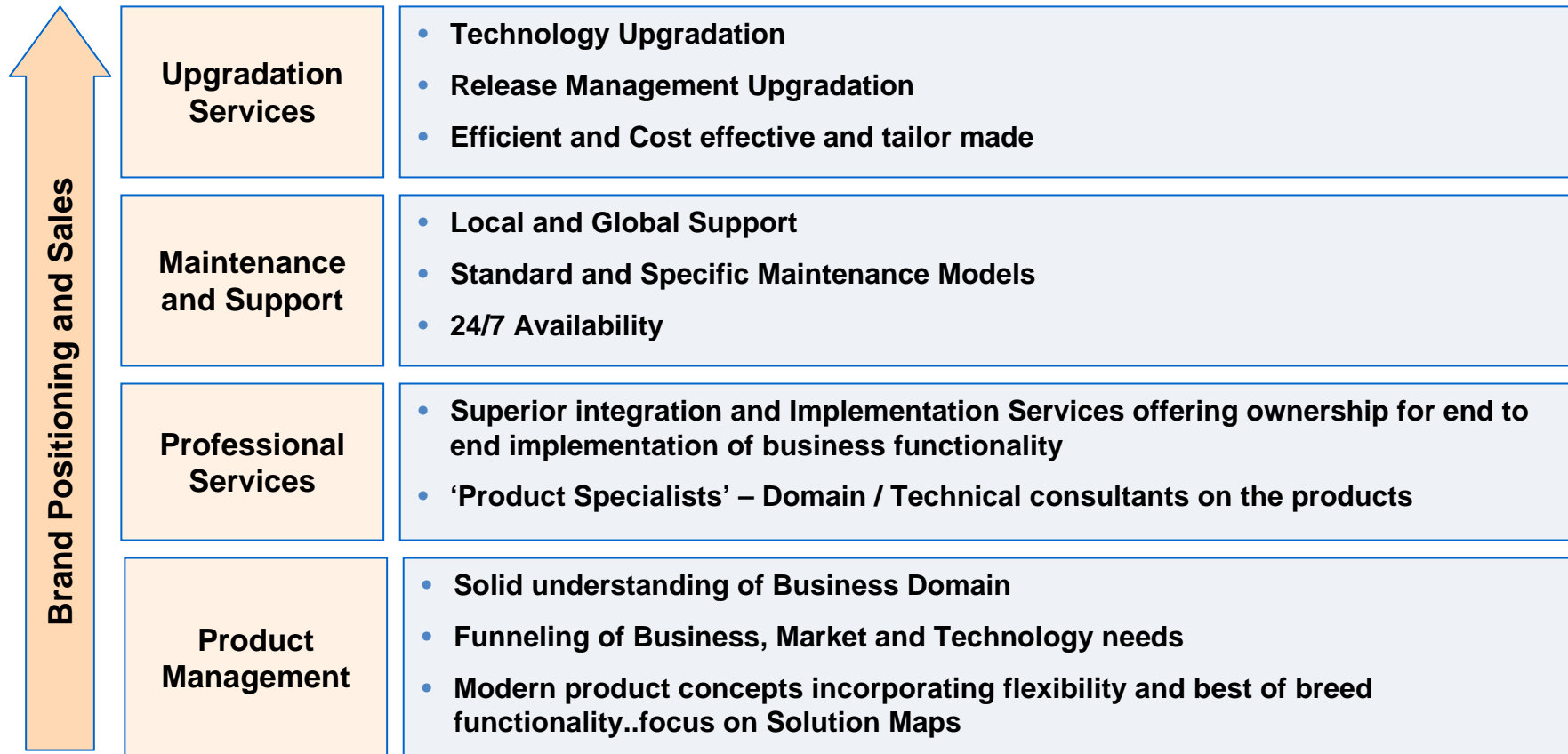
Leveraging Best-in-class Architectures and Solution Maps

Deutsche Bank Rearchitected Credit Risk Mgt. Solution	Fortis Prime Brokerage Solution	US Investment Mgr Lending & Borrowing Platform , Corporate Actions, Response Processing Tool	Societe Generale Pan European Accounts Mgt. and Payments Solution	Rabobank Integrated Securities Processing Platform enabling White labeled Services
SBI, Bank of China Integrated Core Banking	BNP Paribas Global Corporate Actions, Investment Mgt.	Bank of New York, Citigroup, BNP Paribas Global Corporate Actions Processing	FNB, SCMB Global Securities Processing	SEI Investments Strategic Partner for Global Wealth Platform

Key Differentiators



Growth Strategy : Our approach to providing superior service...

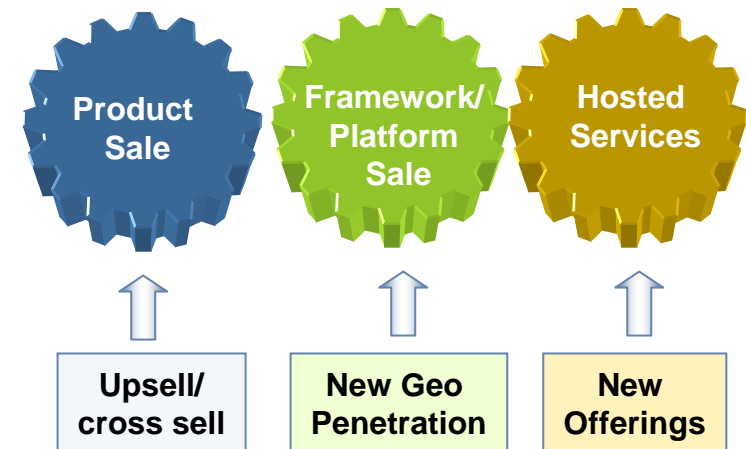


Our BFS Solutions business has 210 active customers leveraging our innovative and flexible approach to service delivery..

Growth Strategy : create a sustainable engine for growth and penetration...

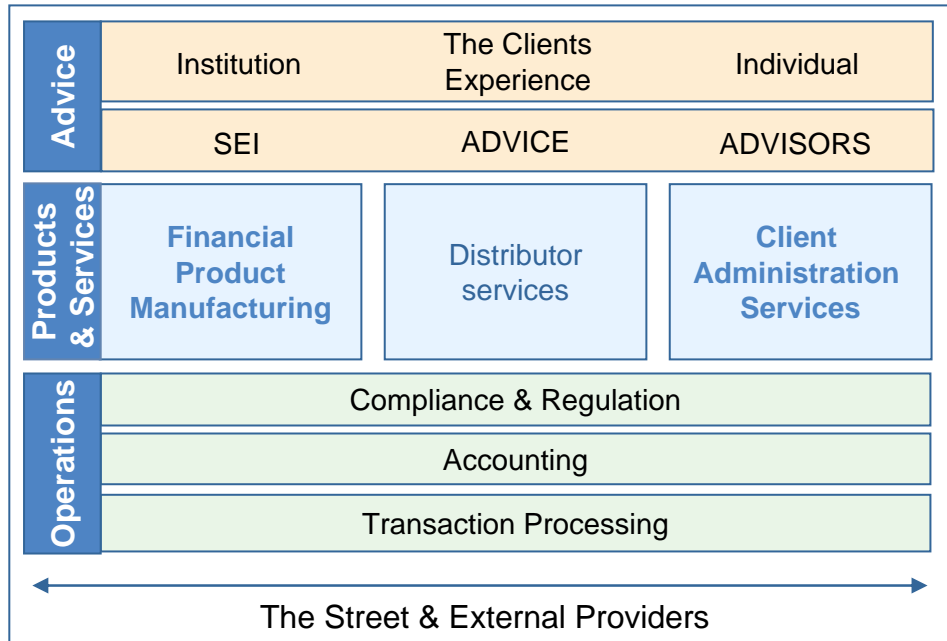
Full Service intensity	Functional intensity	<p>Product Sale</p> <ul style="list-style-type: none"> Standard implementation for small to medium banks Deal Size of 2-5 million dollars per deal Target Regions – Emerging & Established markets Standard support and annuity licensing model
	Technical intensity	<p>Framework / Platform</p> <ul style="list-style-type: none"> Domestic / Global implementations for large banks as part of an overall re-engineering portfolio Deal Size of 20-30 million dollars each Target Accounts <ul style="list-style-type: none"> TCS Relationship Accounts – Large accounts Product Replacement Accounts – Good potential Conventional RFPs are not likely and they are likely to adopt the POC/workshop approach TCS scale is a distinct advantage
		<p>Hosted Services</p> <ul style="list-style-type: none"> Shared services infrastructure for small to medium FIs (Metavante, Jack Henry) FNS already has sites in Australia, Egypt & Sth. Africa and TCS has experience through Orbay, SEI etc Recurring Fixed / Variable revenue streams Target Regions – BRIC countries, US, Eastern Europe Target Accounts – Community, Regional banks

Target Different Business Models



Case Study: SEI Investments

Flexible Global Wealth & Investment Processing Platform



- Enables enhanced servicing for SEI's advisor network as well as end investors:
 - Lifestyle Management
 - Advisory Services
 - Electronic Trading
 - Transaction Execution
 - Portfolio accounting
 - Mid & Back-office Operations

- SEI is one of the largest Trust and Investment accounting firms
- Successful leverage of TCS Full Services Play
 - TCS Products (QUARTZ, finDNA)
 - Global Securities Processing and Wealth Management experience
 - System Integration, IT & Infrastructure Services
 - Global roll-out experience
- Solution went live for large UK Asset Manager in November 2005
- Revenue Streams
 - Licensing model (Base + Growth in Portfolios)
 - Annual Maintenance
 - Independent IT & Infrastructure Services
- Consistently selected as the Best Vendor by SEI

Case Study: *Bank of China*

- The Largest Banking implementation ever undertaken
 - 380 Mill accounts, 22,000 branches, 205,000 front line users
- We won because of proven local expertise, proven SI capabilities, performance and functionality.
- Covers retail, commercial, cards, channels, payments, AML and over 300 interfaces
- First phase pilot in June/July – Roll out up to the Olympics in August 2008. Roll out continues after Olympics.
- BoC now listed – requirement is for a 1st world system that will allow them to continue to dominate the market after foreign bank entry in 2008, increase service levels, improve risk management and improve cost to income ratio.
- Project cost is \$US 97 M for a roll out of 4 out of 32 regions. Project payback to the Bank is estimated at just over 2 years after completion.

Case Study: *Banco Pichincha*

- The TCS Core banking system will replace the existing Siglos system
- Project will implement
 - CRM, Deposits, Loans, Payments, Cards, Channels, Internet, Plus integration to existing G/L and other service systems (20 in all)
- Project will take 18 months for Pichincha plus Banco Financiero
- Project will be undertaken with local, Australian and Indian resources
- Banco Pichincha needs to significantly increase overall productivity through the use of new technology as well as address risk management and growing transaction volumes.
- The trend of competition in Ecuadorian Financial System foresees a growth of transactional activity which must be leveraged with a high level of systems integration as well as smooth operational processes.
- The replacement of old systems will provide Banco Pichincha estimated savings of about US\$173.2M over a 5 year period.

Playing to our Strengths

Bank of China

- Global Network Delivery Model™
 - We know their business, we speak their language, we have local experience
 - ChinaTrust, Taishin, Panshin, Cathay United, Hua Xia
- Integrated Services
 - We can provide full SI Services – local experienced resource, international resource with similar experience (SBI), the products, the methodologies, the corporate strength to see it through
- Innovation
 - We do not just deliver a banking system replacement – we ensure a full Banking business process goes in as well. This gives demonstrable and measurable business value.

Banco del Pichincha

- Global Network Delivery Model™
 - We know their business (already outsourcing to us), we speak their language, we have local expertise
- Integrated Services
 - We can provide the full SI and outsourcing service – local resources, international resource with similar experience (Product Outsourcing in Australia, Sth Africa, Egypt etc), the products, the methodologies, the corporate strength



Thank You