



TCS BaNCS in

Guangdong Rural Credit Cooperative

(GDRCC) was among the first banks in China to implement TCS BaNCS for Core Banking. Rolled out successfully in 2009, TCS BaNCS has provided key support to GDRCC's business growth, earning high confidence and satisfaction from the business.

GDRCC has now become a leading financial institution in China's digital economy, not just in rural finance but across the entire financial services marketplace in Guangdong Province. With the high-growth, vibrant cities of Guangzhou and Shenzhen, Guangdong Province ranks among the most highly developed regions in China.

Ms. Zhang Yan, Chairman of GDRCC IT and Business Service Center in Guangzhou, hosted an executive delegation from TCS Financial Solution headed by Mr. Venkateshwaran Srinivasan in November 2018. After a review of the successful history of the partnership, the executive leaders from both GDRCC and TCS expressed their mutual intention for further cooperation beyond the current core banking deployment and looked forward to continuing the bank's journey to be a leading financial service provider in the region's digital economy.

The 2009 go-live for TCS BaNCS for Core Banking followed a 17-month implementation project that centralized the GDRCC's IT systems and infrastructure, which had previously consisted of 20 core systems from 12 vendors, hosted on different platforms. GDRCC built a centralized IT processing system using TCS BaNCS, enabling the organization to provide identical branding, policies, procedures, and product offerings to each member credit union. With the deployment, GDRCC began to operate in harmony as an integrated financial institution.

Yet each member credit union retained its own dedicated customer base and pricing model, including separate analytics and reporting capabilities. The multi-institution deployment structure was a critical factor of the deployment, enabling each member credit union to tailor its offerings to accommodate the diversity of Guangdong Province, which

includes major, high-profile cities along with less-developed rural areas. In support of the multi-institution structure, TCS BaNCS provides internal clearing to manage transactions between member credit unions.

At present, GDRCC is well positioned to accelerate business development, while also planning for the future.

Within the next five to ten years, GDRCC plans to become the leading digital financial institution in Guangdong Province, and the development roadmap includes an integrated ecosystem for intelligent digital services that will enable a greater support and stronger business development for its full range of customers. To this end, the TCS leadership has emphasized its full commitment to supporting these strategic business activities, while benefitting from GDRCC's guidance in customizing the target ecosystem for the Guangdong marketplace.



Guangdong Rural Credit Cooperative (GDRCC)

- Established in 2005 from the consolidation of 99 existing rural credit unions
- The largest financial institution in Guangdong Province with 6,000 branches and outlets, 18,000 tellers and 2,000 ATMs.
- Manages over 120 million accounts, averaging 22 million online transactions every day.
- Total assets exceeded 10 Billion RMB in 2015.
- Accounts for one-sixth of the total deposit and loan balance of the whole rural finance service market in China (as of 2018).

CHINA



PSBC Consumer Finance was established in 2015 as the consumer lending subsidiary of Postal Savings Bank of China (PSBC), which is one of the largest commercial banks in China. PSBC Consumer Finance provides a full range of consumer lending products, offered solely through digital channels with a Direct Banking business model.

The subsidiary went live in November 2015 following a six-month implementation of TCS BaNCS for Core Banking.

In May 2016, just eight months after the launch, PSBC Consumer Finance reached a loan balance of more than one billion RMB, serving more than 100,000 customers.

Those impressive startup numbers have already put PSBC into the fifth position in consumer lending in China.

With TCS BaNCS providing key support for PSBC's ongoing business growth, PSBC is on the path to becoming one of the top consumer lenders in China, according to Mr. Yu Hongyong, President of PSBC.

In November 2018, PSBC executives met with a delegation from TCS Financial Solutions headed by Mr. Venkateshwaran Srinivasan. The executive leaders from both PSBC and TCS expressed their clear intention for further cooperation beyond the current solution, and TCS looks forward to supporting PSBC's journey to become a leader in the consumer lending segment.



PSBC Consumer Finance

- Consumer lending subsidiary of Postal Savings Bank of China (PSBC)
- Launched in 2015
- 8 Months After Launch: 1 billion RMB loan balance, serving 100,000 customers

