

NTT DATA and the Financial Services Industry

Our Offerings for Mobility Finance

NTT DATA Deutschland SE



Market Trends & Challenges in our Industry

Our Customers are facing multiple head winds as they look to the future

Customer Centricity

- Digital Self-Service
- Open Banking / Open Insurance
- Hyper Personalization
- Customer Trust

Operational Efficiency

- Improve operating costs
- Legacy Modernization
- AI in decision making
- Streamline Channels

Compliance & Security

- Trustworthy AI
- Cyber Security
- Data & Insights Platforms
- Diversity & Inclusion
- Regulatory Compliance

Changing Competition

- Fintechs, Competition or Frenemies
- Speed in Product Innovation
- Value Chain Disruption
- Convergence driving new business models

Talent & Workforce

- Attracting Talent
- Digitalization of HR Processes
- Flexible Working Models
- New Forms of Collaboration

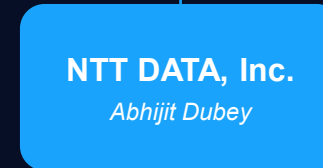
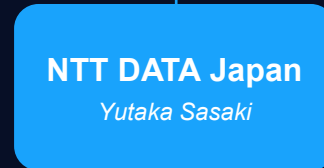
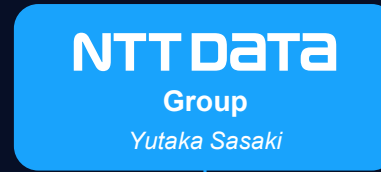
Sustainability

- Green Lending, Footprint Reduction, Sustainable Claims
- Inclusive Finance
- Ethical Investments
- Demonstrating Commitment



We're part of NTT Group

One of the world's largest global telecommunication companies



NTT Group Highlights:

~\$100B

Annual revenue

\$3.6B+

in annual R&D
investment

150+

years in business

75%

of Fortune Global
100 are clients

4th

largest telecom
company worldwide

A

S&P credit rating

330K+

professionals
employed

NTT DATA – We offer the broadest portfolio, industry expertise and global scale

\$30B+

Annual revenue

50+

Countries

29

Countries NTT DATA is
rated a top employer

6th

Most valuable
IT Services brand

3rd

Largest data center
provider in the world

Top 10

Global IT
Services Provider

4th

Largest IP
backbone worldwide

Create

- Objectives/key results that matter most
- Deep relationships and understanding of your business
- Strong industry and technology expertise
- Consulting, digital transformation, applications and systems integration

**Client
value**

Connect

- Secure and connected future that empowers clients, communities and employees
- Applying best practices across a diverse client base
- Innovative edge-to-cloud, data center and network infrastructure, and managed services offerings

You will benefit from our portfolio of IT & connectivity services that combines deep industry and consulting expertise with the world's most robust technology portfolio.

Unrivalled capabilities to support client outcomes

Create

Digital business innovation

Driving profitable growth & disruption

Redesigning the customer experience

Industry consulting & solutions

Financial Services = Banking & Insurance		Healthcare	Life sciences & pharma	Higher education & research	Travel, transportation & logistics
Public sector	Automotive	Retail & CPG	Telco & media technologies	Energy & utilities	Manufacturing

Technology consulting & services

Application services	Digital workplace	Data & intelligence	Network services	Business consulting
CX & Design	BPO	Cloud & infrastructure	Cybersecurity	Technology solutions & integration

Sustainability

Climate & Nature	Corporate Sustainability	Sustainable Value Chain	Sustainable IT	Smart in Sustainability
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Platforms

 AI-driven Operations	 UCaaS (Collaboration)	 NaaS (LAN/WAN, F, SAT, 5G)	 XaaS + Edge (Distributed Cloud)	 Security Services	 Assets and IP solutions
	 Private Cloud	 Public Clouds	 	 	

Digital backbone

#4 largest IP backbones by CAIDA		#3 global data center provider (100 data centers in 30 cities)		>16Tbps global submarine cable	
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Secure & sustainable by design

Digital platform for distributed work and Industry 4.0 solutions

Embedded enterprise security and compliance

Achieving business agility with intelligent distributed clouds and digital fabric

Connect

Our promise

From strategic consulting to leading-edge technologies, we enable experiences that transform organizations for success, disrupt industries for good and shape a better society for all.



We deliver a full and unique stack of services across consulting, applications, operations and infrastructure

We build innovative, industry-leading solutions that grow your revenue and keep you ahead of the competition.

We take advantage of the growing convergence of IT and connectivity services to connect people and things.

We manage your applications, data and infrastructure to decrease costs and create greater efficiencies.



Innovating a sustainable future for people and planet

We transform businesses for success, disrupt industries for good and shape a better world for all.



100% revenue from sustainable-by-design services and solutions in 2035



Prosperity positive

Transform businesses and society for successful growth, with 100% sustainable services and solutions, involving our end-to-end value chain.

- ✓ Sustainable business
- ✓ Compliance
- ✓ Risk management



Net-zero emissions across our data centers by 2030, offices by 2035 and value chain by 2040



Planet positive

Lead by example, to disrupt industries for good, innovating services and solutions to regenerate our planet.

- ✓ Net-zero
- ✓ Circular economy
- ✓ Nature positive



100% of employees' sustainability engagement "acting today"



People positive

Shape a better world for all, applying our digital capabilities to improve livelihoods and contribute to a diverse, equitable and inclusive society.

- ✓ Diversity, equity & inclusion
- ✓ Human rights
- ✓ Employee engagement

NTT DATA FSI @ a Glance

(Global Figures)

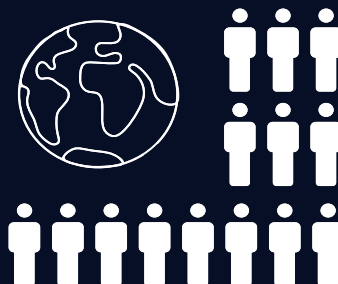
**\$8.9
billion**

Total Revenue



45,000+

Employees
Worldwide



Presence in **28
Countries
& Regions**



Banking

Retail Banking	66%
Commercial Banking	17%
Cards & Payments	6%
Lending	6%
Capital Markets	4%
Private Banking & Wealth Mgmt.	1%

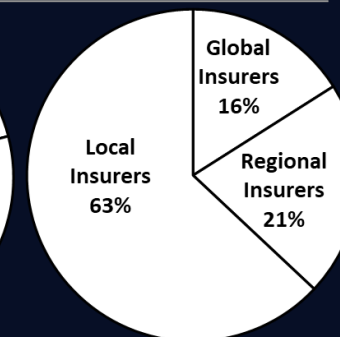
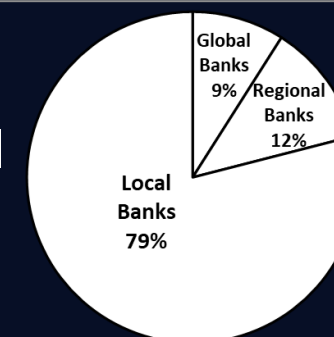
Insurance

Life, Pensions & Investments	52%
General Insurance	20%
Cross	15%
Health	5%
Reinsurance	4%
Speciality Lines	4%

320+
Customers
Globally



Global,
Regional
& Local
Focus



Work with
8 of Top 15

Banks (by Assets Under Management)



10 of Top 25 Insurers
(by Net Non-banking Assets)

Serving Clients
from **185**
Delivery Centers



Serving
World's Top **5** Clearing
Houses
9 of the top 30
Fortune Global
500 Insurers

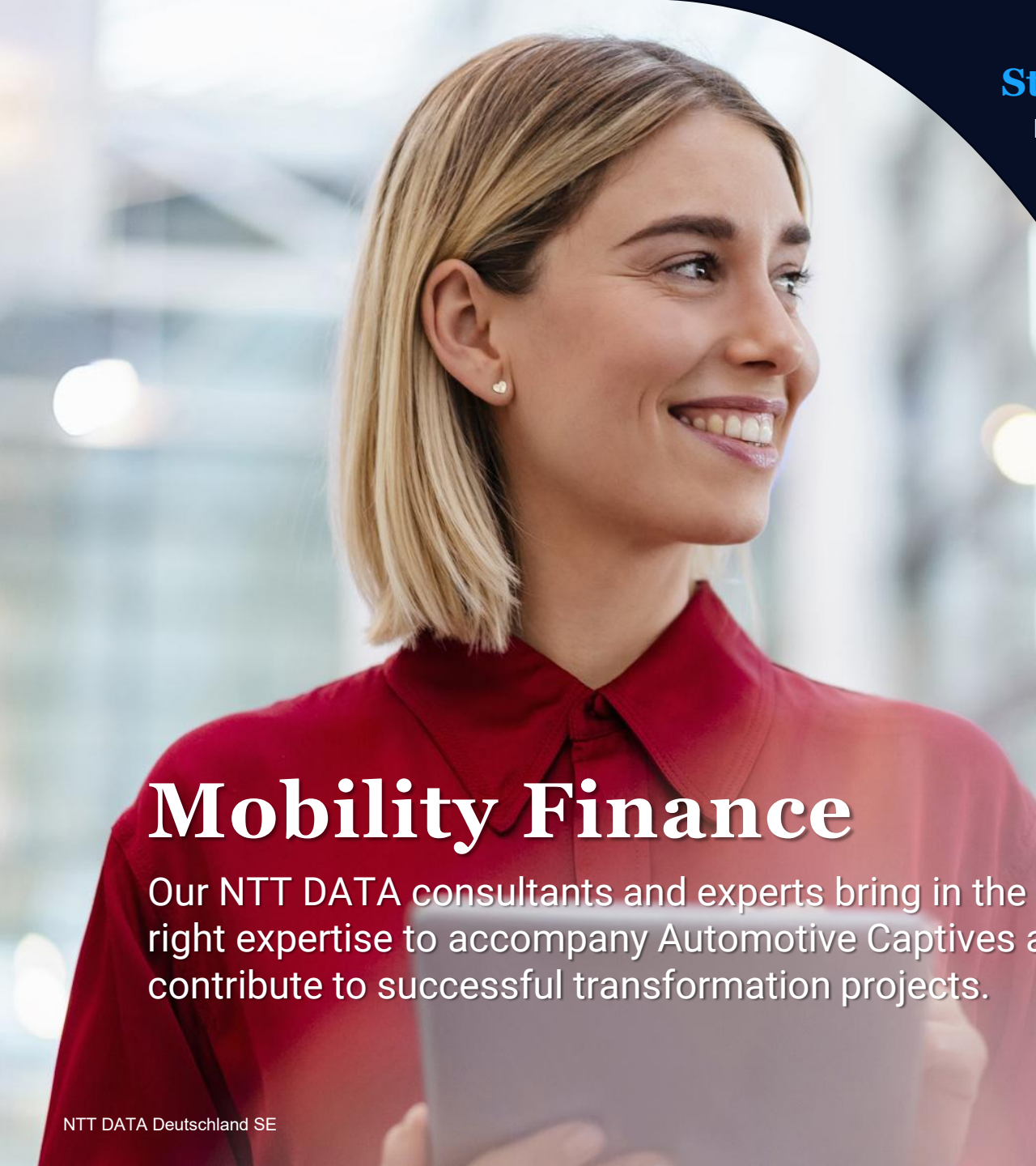
Strong Client Base: From Global to Local – Banking & Insurance

Banking



Insurance





Mobility Finance

Our NTT DATA consultants and experts bring in the right expertise to accompany Automotive Captives and contribute to successful transformation projects.

Strategy & Innovation

Ideation

Advisory

Digitization

App & Portals Design

Transformation

Process Optimization

Robotics Process Automation

Service Design & Co-Creation

Consulting & Integration

Project Management, General Contracting

Process Consulting & Business Advisory

Evaluation

Implementation & Integration

Customer Experience

Customer Relationship Management & Contact Centers

IT Security

Partnerships

Operations & BPO

IT Operations & Transformation

Application Management Services

Hosting

Data Center Operations

Business Process Outsourcing

Network Services

Infrastructure Services

Partnerships

Mobility Finance Highlight Projects

Our Expertise

On our journey towards the connected future of mobility services we are closely working together with selected mobility services providers.

We can provide a unique combination of industry expertise, a proven track record of successfully delivered projects at globally acting captives as well as a trustful and strong partnerships with software vendors.

- Behaviour Driven Development (BDD) advisory for contract management system implementation for a newly established leasing company in Germany.
- IT landscape advisory and consulting for the British market of a globally acting Japanese captive.
- Application Management Services (legacy) for credit and scoring system clusters, wholesale financing and contact center platforms for a German luxury brand captive.
- Innovation advisory and management consulting for an internationally acting innovation hub of a German captive.
- Global contact center operations for a German premium captive and OEM delivered on shore/nearshore from Germany and Romania.
- Integration of a new contract management system with legacy environments for an internationally acting captive in North America.
- Support and services for operations of a contract management system for a world leading captive headquartered in Germany.

