

LTI/SE/STAT/2020-21/104

December 9, 2021

National Stock Exchange of India Limited
Exchange Plaza, Bandra-Kurla Complex
Bandra (E), Mumbai - 400 051
NSE Symbol: LTI

The BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001
BSE Scrip Code: 540005

Dear Sirs,

Sub: Analyst Day Presentations
Ref: Our Letter dated December 7, 2021

With reference to our letter no.: LTI/SE/STAT/2021-22/100 dated December 7, 2021 informing the Stock Exchanges on holding the Analyst Day today.

In this regard, please find enclosed the copies of the presentations that will be made available to the Analysts.

The presentations are also made available on the Company's website viz. www.Lntinfotech.com/Investors.

This is for your information and further dissemination.

Thanking You,
Yours sincerely,

For Larsen & Toubro Infotech Limited



Angna Arora
Interim Compliance Officer



Larsen & Toubro Infotech Ltd.

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Solving for the Great Restructuring

Sanjay Jalona, CEO & Managing Director
9th December 2021



Six degrees of separation

Six sigma

Six pack

Sixth sense

Sixth Analyst Day of LTI, and...

Six reasons that make us positive
about the post-pandemic world

Evolving

Expectations from LTI

2016

Can LTI reduce dependence on the top client?

2017

How is LTI differentiated vis-à-vis competition?

2018

Can LTI remain #1 challenger in the market?

2019

How is LTI getting ready for the future?

2020

Can LTI sustain growth after the pandemic?

2016-2021

Winning

by Design

Run rate of

\$2 Bn

Market cap of over

₹1 Tn

Acquisitions

Seven

ESG rating by MSCI

AA

Purpose

Vision

Mission

Core Beliefs

Culture



Let's Solve

Pioneering Solutions in a Converging World

O2T

D2O

Powering the **Breakaway** Enterprise

DTC

EX

Be agile

Push the frontiers of innovation

Keep learning

Go the extra mile

Solve for society

Shoshin

Ubuntu

ESG leadership

A robust framework to institutionalize success for the next 25 years



Questions on Your
Mind
Today...

What's really driving this demand for the industry?

How long will it last?

How will LTI win a larger share?



6 Reasons

We are confident of
emerging stronger in
the post-pandemic world

1. Demand

Secular demand, in line with our expertise

The Great Restructuring

New Spend Areas

The Great Resignation



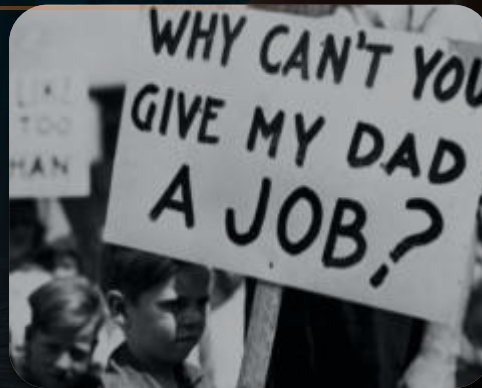
1. Demand

Secular demand, in line with our expertise

The Great Restructuring

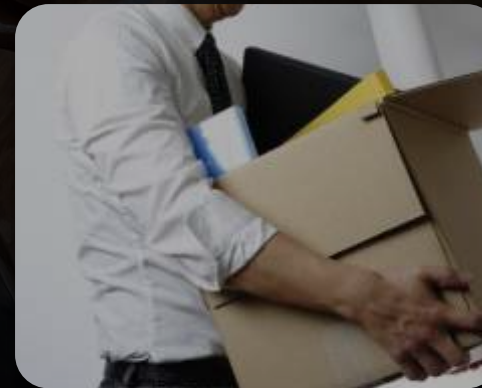
New Spend Areas

The Great Resignation



The Great Depression

Aug 1929 – Mar 1933



The Great Recession

Dec 2007 – Jun 2009



The Great Restructuring

Nov 2019 onwards

1. Demand

Secular demand, in line with our expertise

The Great Restructuring

New Spend Areas

The Great Resignation

ESG

Cybersecurity

Digital, Data, Cloud

1. Demand

Secular demand, in line with our expertise

The Great Restructuring

New Spend Areas

The Great Resignation

Annualized wages are rising at **4.5-5.0%**, highest in last 20 years

10.5 Mn job openings, as against **7.4 Mn** unemployed workers

According to Gallup, **48%** of employees are actively searching for new opportunities

2. Capabilities

We have been investing in relevant capabilities

- Mature **vertical capabilities** across chosen domains
- Scaled up, ecosystem driven **cloud and data services**
- Innovative & Agile **productized IT organizations**
- Design-led end-to-end **reimagination & transformation**

3. Talent

We are well-prepared to win the war on talent

Headcount



Yin-Yang Model

- Expanded ecosystem with Day 0/1 preference
- Highly effective referral & green channel programs
- Satellite offices in India
- Glocalization focus – USA delivery team
- Rapidly growing employer brand
- Next generation talent platform

4. Sales & Marketing

A robust blueprint for continued growth

CHIP framework

Next-gen marketing and branding

Strong alliances and partnerships

4. Sales & Marketing

A robust blueprint for continued growth

CHIP framework

Next gen marketing
and branding

Strong alliances
and partnerships



Consolidate
and grow
existing areas
of strength



Harvest
existing growth
engines



Incubate
new growth
engines



Strategic
Programs
for next gen sales
transformation

4. Sales & Marketing

A robust blueprint for continued growth

CHIP framework

Next gen marketing
and branding

Strong alliances
and partnerships



Data Products



Cloud



NWoW

4. Sales & Marketing

A robust blueprint for continued growth

CHIP framework

Next gen marketing
and branding

Strong alliances
and partnerships

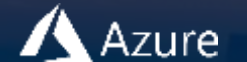


Snowflake Global Innovation
Partner of the Year



TEMENOS

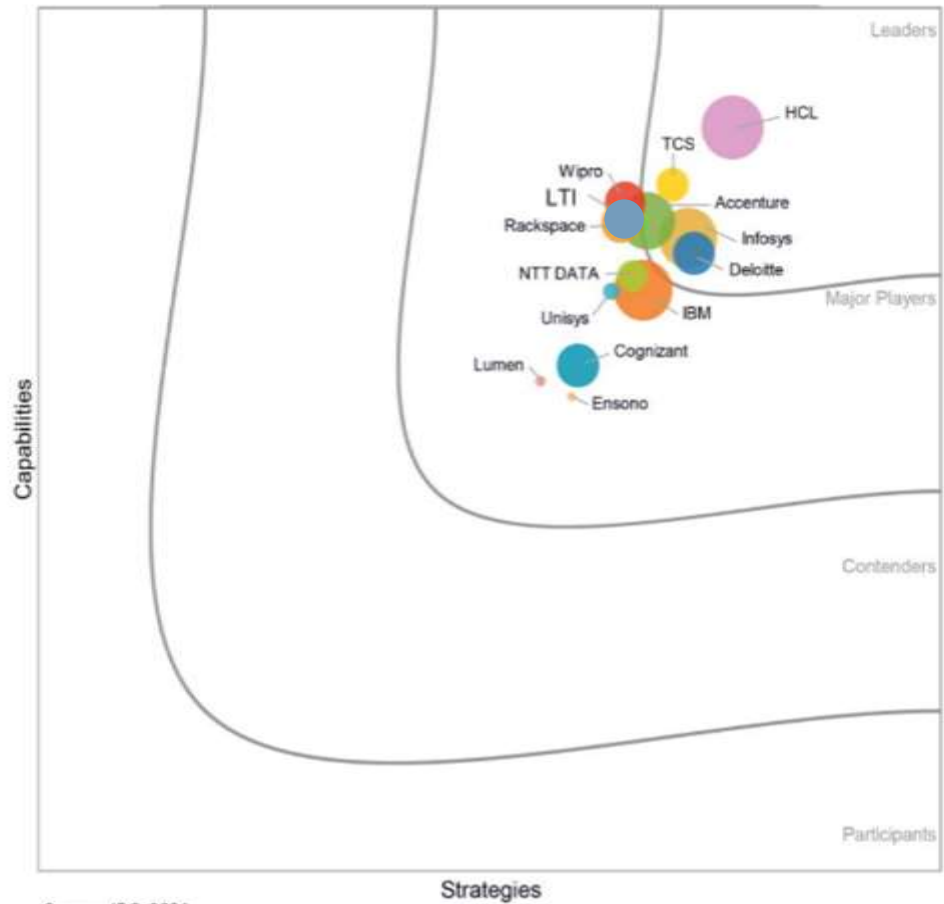
Temenos Service
Partner of the Year



Highest level of partnership
with all hyper scalers



ISG Provider Lens™ Digital Business Solutions and Services 2021



Source: IDC, 2021



IDC MarketScape: Worldwide Managed Multicloud Services 2021 Vendor Assessment

aLTius

FOSFOR

5. Team

An enviable management team



Expanded sales leadership

Stronger country leadership

Global delivery units

6. Operational Resilience

High-quality growth with predictable margin

Our heritage

Enviably client base

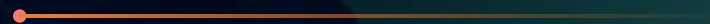
Balanced portfolio

ESG roadmap 2030

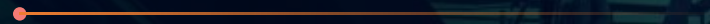
6. Operational Resilience

High-quality growth with predictable margin

Our heritage



Enviably client base



Balanced portfolio



ESG roadmap 2030

\$21 Bn
Turnover

**Problem
solving**
DNA

**Unmatched
corporate
governance
standards**

**Active role
in client
acquisition
& expansion**

6. Operational Resilience

High-quality growth with predictable margin

Our heritage

Enviably client base

Fortune 500 clients

71

\$1 Mn clients

180

Top 20 YoY growth in Q2

19.8%

New clients added in Q2

25

Balanced portfolio

ESG roadmap 2030

6. Operational Resilience

High-quality growth with predictable margin

Our heritage

Enviably client base

Balanced portfolio

ESG roadmap 2030

Global

Diversified

Client-Centric

6. Operational Resilience

High-quality growth with predictable margin

Our heritage

Enviably client base

Balanced portfolio

ESG roadmap 2030

Carbon
neutral

Increase share
of renewable
energy by 50%

Increase
diversity by
30%

Plantation
drive
2 Mn+ trees



LTI Edge

Focus on first principles thinking



LTI Edge

Focus on first principles thinking

Understanding the second order effects



LTI Edge

First principles thinking

Understanding the second order effects

Deep belief in the Red Queen Effect



LTI Edge

First principles thinking

Second order effects


Deep belief in the Red Queen Effect

Ability to seize the middle



LTI

Let's Solve



Shareholder Value Creation

Anil Rander

Chief Financial Officer

9th December 2021

LTI Snapshot the Last Twelve Months

Revenues
\$1.85 bn

YoY Growth
16.0%

5 year CAGR
13.5%

EBIT
₹ 24,995 Mn

EBIT margin
18.3%

YoY Growth
20.8%

5 year CAGR
23.0%

Net Profit
₹ 21,136 Mn

Net Profit margin
15.5%

YoY Growth
26.0%

5 year CAGR
18.3%

Operating cash flow
₹ 19,168 Mn

OCF to NI%
90.7%

Dividends paid
₹ 8,740 Mn

Payout ratio
41.3%

Utilisation (ex trainees)
83.5%

Offshore mix
82.6%

Headcount
42,382

Countries
33

Delivery Centers
34

Quarterly annualized revenue crossed \$ 2 bn mark in Q2FY22

Best ever Q1 sequential growth in Q1FY22

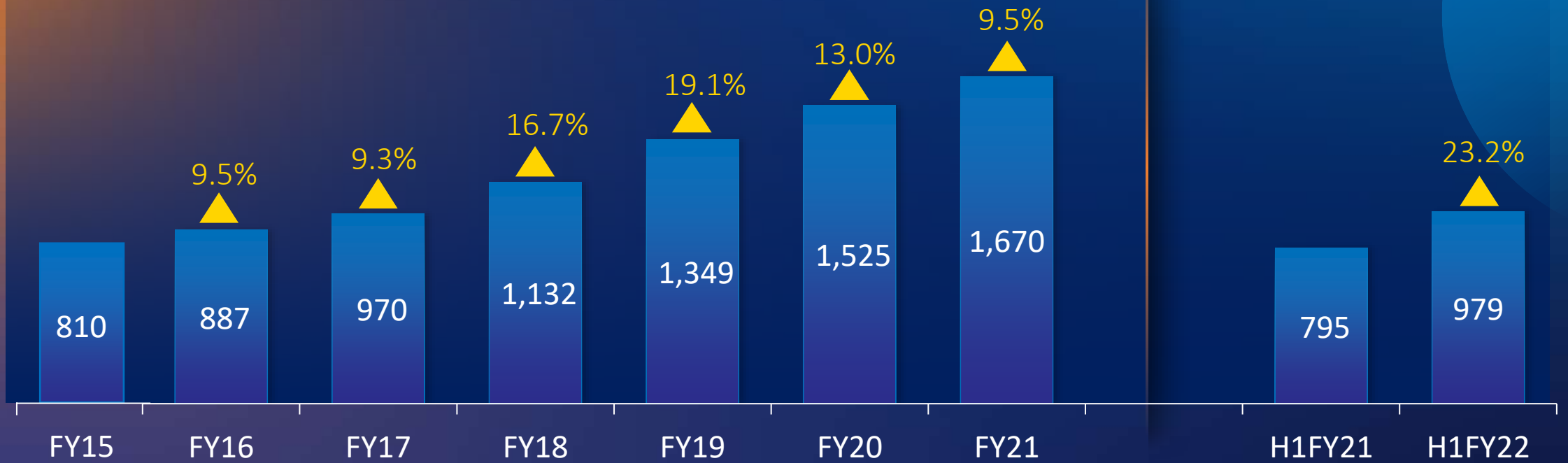
Best ever and all-time high sequential revenue growth in Q2FY22

Note: All figures pertain to LTM , unless otherwise specified

Consistent

Growth

Annual Revenue (\$ Mn)

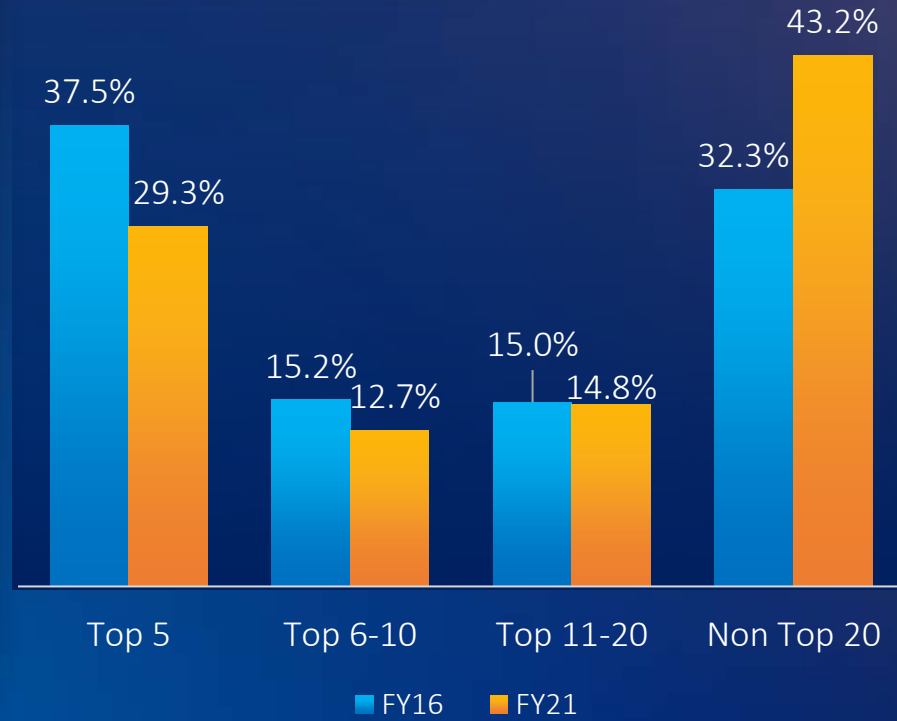


Partnering with Clients for Growth

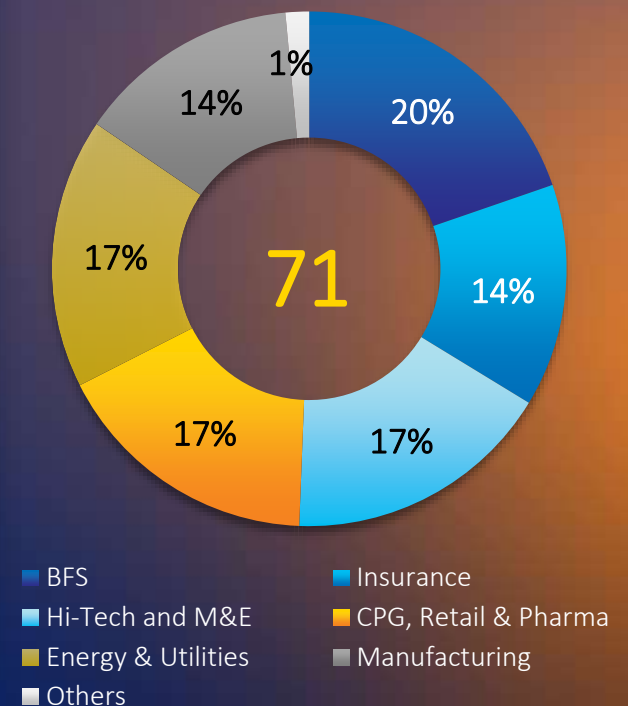
Client Mining Yielding Results

	Q2FY16	Q2FY22
\$100 Mn+	1	1
\$50 Mn+	3	7
\$20 Mn+	8	21
\$10 Mn+	19	43
\$5 Mn+	32	71
\$1 Mn+	85	180

Client Concentration



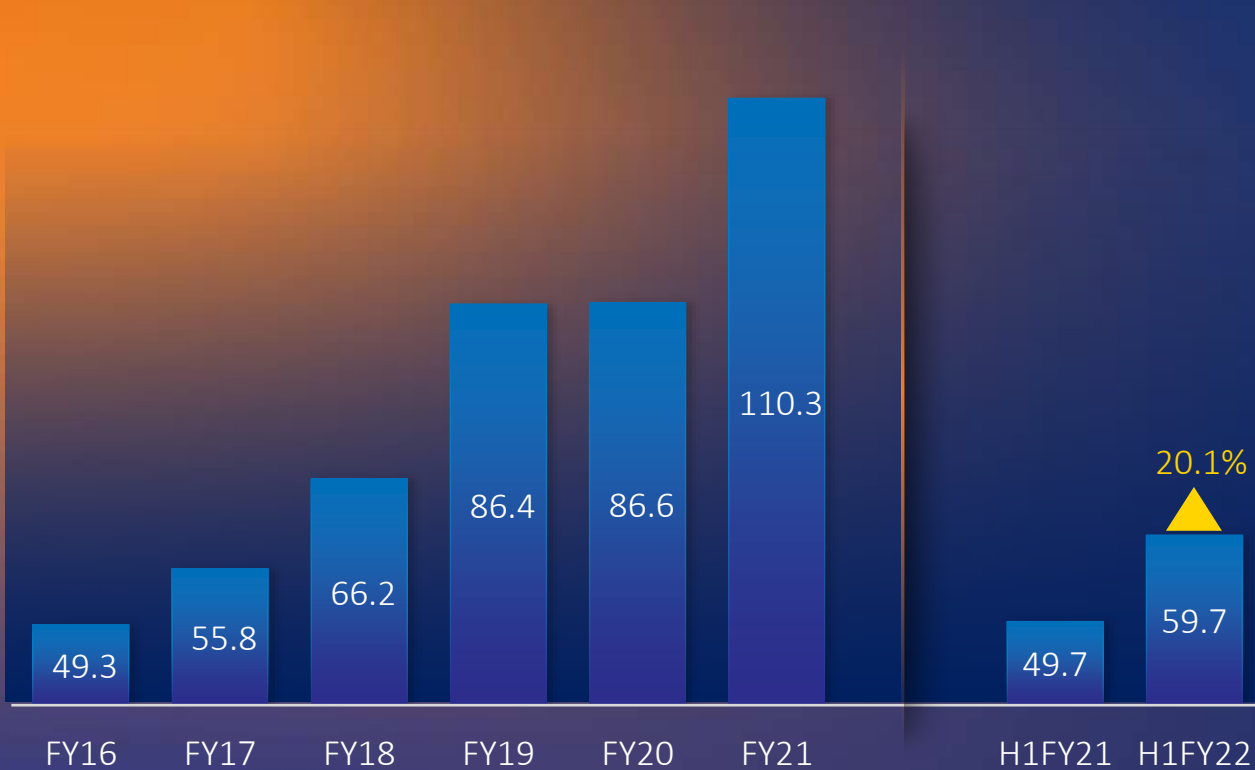
Spread of Global Fortune 500 Clients



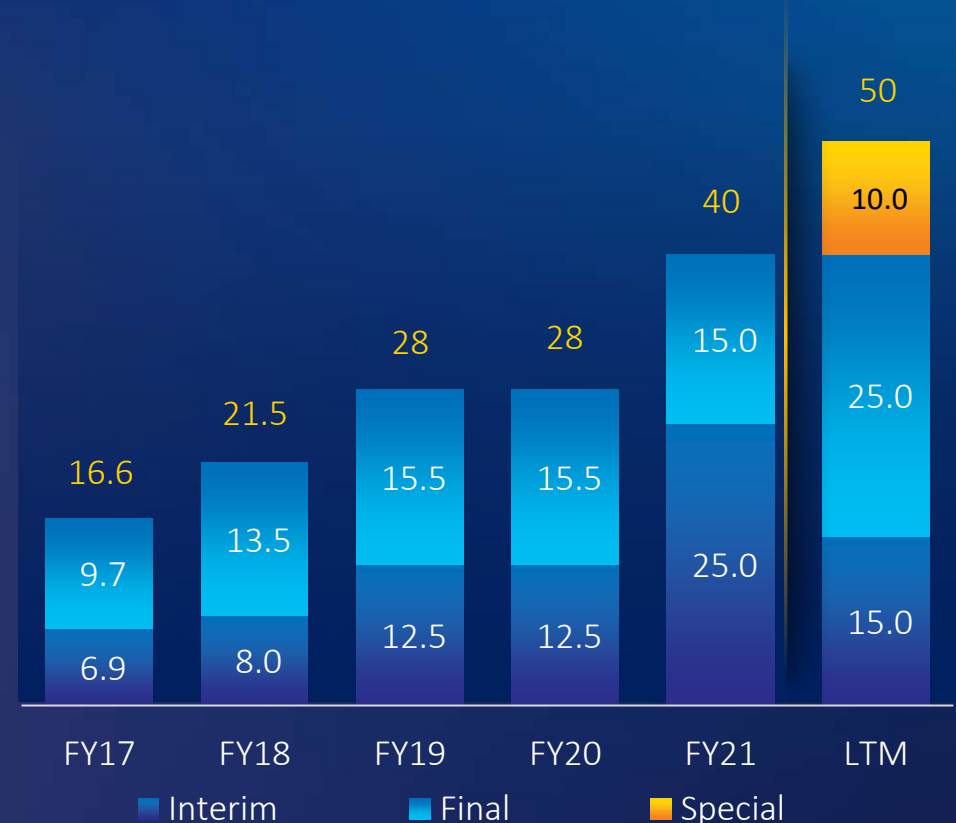
Note: As of H1FY22

Increasing Shareholder Returns

Earning Per Share (₹)



Dividend Per Share (₹)



Note: FY18 financials have been adjusted for one time settlement with a client

Investing Back Into...

2016



Big Data, AI, ML and Advanced analytics

2017



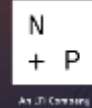
Core banking and Temenos Wealth Suite implementation

2019



Pega implementation in establishing BPM roadmap, customer services, RPA and decisioning

2019



Core banking and Temenos Wealth Suite implementation

2019



Big Data, AI, ML and Advanced analytics

2019



Cloud consulting, migration, app development and managed services

2021



Digital Engineering and Outsourced Product Development company



Building Next-gen Capabilities

Focus on next-gen capabilities & services to maintain industry leading growth



Partnerships & Alliances

Strategic collaborations to enhance our capabilities



Talent Management

Continue to build a diverse and inclusive workforce with focus on re-skilling

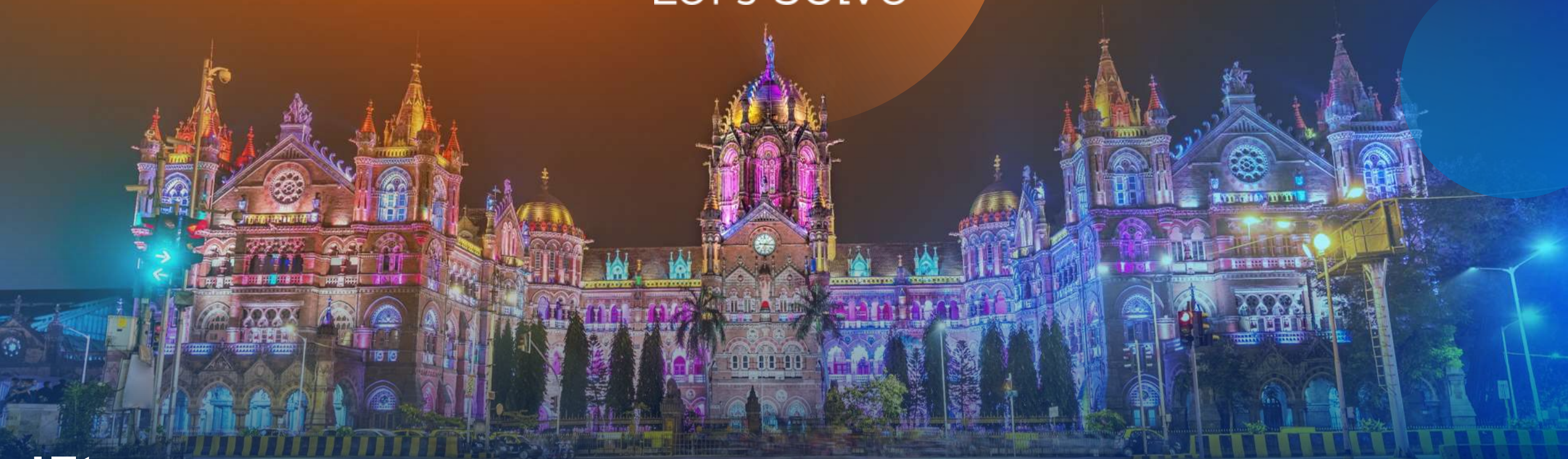


ESG

Committed to sustainable development through Sustainability Roadmap 2030

The LTI logo is displayed in white, bold, sans-serif font within a large, semi-transparent orange circle. The letters are stylized, with the 'L' and 'T' having a blocky, geometric appearance.

Let's Solve





Capabilities Fueling **the Great Restructuring** at LTI

Nachiket Deshpande

COO & Executive Board Member

9th December 2021

...we have been consistently

Transforming our capabilities

...in the new

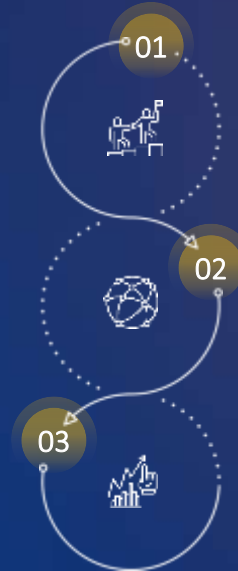
Restructured World

...we have been consistently

Transforming our capabilities

across

industry verticals & service lines



Leadership positions by analysts
in key areas like Banking, Insurance, Life Sciences, Energy

More than 40% of our portfolio
in new age areas of cloud, data & digital

Tech radar to spot future trends
(e.g., data-on-cloud more than 40% of our data portfolio)

...in the new

Restructured World

...we have been consistently

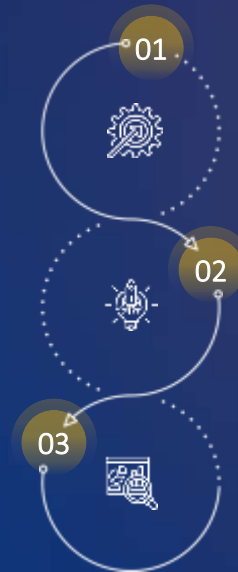
Transforming our capabilities

across

industry verticals & service lines

building

a world class ecosystem



Upgraded to top tier partnership
with 80% of our strategic partners

Built NILE platform
onboarding more than 9000 startups

Deep academia research
with leading institutes in new age areas

...in the new

Restructured World

...we have been consistently

Transforming our capabilities

across

industry verticals & service lines

building

a world class ecosystem

positioning

us to accelerate our leadership



...in the new

Restructured World

Over the past 5 years...



Over the past 5 years...

01



Doubled our leadership positioning for industry and practice capabilities across analysts

02



4 out of 6 industry verticals have top rated CAGR compared to top 5 Indian IT players

03



8X growth across cloud, data and digital service lines

04



5 strategic platforms being used by Fortune 500 companies

05



Highest levels of partnership with key strategic partners

06



#1 in Everest Group's Service Provider of the Year Challenger List for three years

Evolving client expectations from annual CSAT survey

2020



Innovation Partner

2019



Digital Transformation

2018



Program Management

2017



Resource Partner

The Four Critical Capabilities that have to come Together

to Win Disproportionately

in this New 'Restructured' World..



Deep expertise in
industry verticals



Scaled up,
Ecosystem driven
cloud & data
services



Innovative & Agile
productized IT
organizations



Design led end-to-
end reimagination
& transformation

Deep Domain Expertise

Banking & Financial Services

Harsh Naidu

Chief Business Officer, Banking & FS

9th December 2021

A Truly Global Unit

- 1 10 systemically critical banks across 9 key markets
- 2 50+ key wealth managers across the globe
- 3 Top 5 market intermediaries & development banks
- 4 Top 2 custodians and 180 funds in the Canadian market
- 5 10+ leading regional banks across the Globe
- 6 2 of the top 5 auto lending subsidiaries



Breadth of **Domain** and **Technical** Capabilities

Retail
Cash & Treasury Management
Wealth Management &
Private Banking
Markets

GRC
Lending
Wealth Management
Payments
Asset Servicing
Settlement

Key lines of
business



Leveraging entire
digital stack



Across
functional lines



Leveraging
our platforms

Data
Snowflake, Databricks
Digital
Pega, Salesforce, Adobe
Cloud engineering
AWS, Azure, GCP

Unitrax (900 BN CAD AUM)
Mosaic
Leni
BAAS on Temenos

Banking at Scale



Accounting engine for a global bank that processes 1Bn transactions a day

Manage one of the largest payments platform in the world that processes 4 Tn USD a day

Digitizing a core banking platform for a global bank with 200 Mn customers in 90 countries

Building the most comprehensive wealth management platform that can support all asset classes

How are Banks Responding to this "Great Restructuring"?

Being Flexible

Simplifying the core Lending platform
UK based Global bank

Digitizing lending
Largest Islamic bank in the world

Being Insightful

2-minute loans for Apple and other products
US Regional bank

Monetizing data @ scale on Cloud
Large Indian Bank

Being Responsive

Cloud Engg. for a digital only wealth platform
US based global bank

Digital payments fabric on cloud
EU Payment Services Provider

Being Intuitive

Self Service Investor Platform
Leading American Custodian

Decision Enabling tools for Ultra-HNI Advisors
US Regional Bank

Being Connected

Digital only banking in partnership with big-tech
US Based Global bank

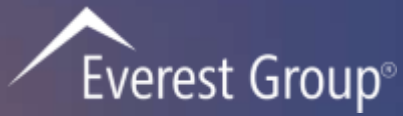
Fintech driven micro loans leveraging telco data
Africa Super-regional Bank

By Moving from Digital First to Digital Only

Robust Growth Powered by Domain Led Digital



Analysts Speak



LTI Recognized as a **Major Contender and Star Performer** in Everest Group's Application and Digital Services in Banking PEAK Matrix® Assessment 2021 – Global



LTI-Syncordis recognized in **Gartner report** - A Banker's Guide to Core Banking Solutions for Western Europe, Vittorio



LTI recognized as a **Rising Star** across US, UK, Nordics in Core Modernization, GRC, Digital Banking and Payments & Cards services



Ranked 4 in **HFS Market Analysis: Banking and Financial Services Formidable Challengers 2021**



Leader in RPA and AI powered Process Transformation for Banking. Leader in Cloud Advisory, Assessment & Migration Services Leader in Overall GDPR Services 2018

Clients Speak

European Payments Leader

"LTI is helping us build next generation digital identity & signature public infrastructure that is a part of everyday life for many citizens and businesses in the region. LTI has delivered a dedicated and competent effort, right from inception to on-time delivery. Thanks to LTI for going the extra mile"

Leading European Bank

In these challenging times, it is more vital than ever to be able to adapt to changing business and customer requirements simply, safely and swiftly. By working with LTI/Syncordis **we will be able to future-proof our digital banking platform** which will enable us to provide our valued customers with outstanding service and a seamless customer experience.

Leading African Bank

I extend my heartfelt congratulations & profound gratitude to LTI **for helping us get our Separation Program over the line**. Thanks for your unbelievable demonstration of Africanacity & continued commitment to our mission.



LTI

Let's Solve

A wide-angle photograph of the Golden Gate Bridge in San Francisco, California, taken during the "blue hour" of sunset. The bridge's iconic red-orange towers and suspension cables are silhouetted against a sky of deep blues and purples. The city skyline is visible in the distance across the water. A large, semi-transparent blue circle is overlaid on the right side of the image, containing the main title text.

The Unlimited Enterprise

Siddharth Bohra- Chief Business Officer, Cloud & Data Products
9th December 2021



Unlimited Times

Siddharth Bohra | Analyst Day | Circa 2020



LTI LAUNCHED TWO NEW BUSINESSES

CLOUD

[Placeholder text for Cloud business description]



DATA PRODUCTS

[Placeholder text for Data Products business description]



The Unlimiters

1
Sp
Speed

3
Re
Resiliency

2
Sc
Scale

4
Ef
Efficiency

5
De
Delight

7
Su
Sustainability

6
In
Insights

aLTius

Search

Q | LTI in cloud



- Q LTI Expands Strategic Relationship with Amazon Web Services for SAP-Based Enterprises with Amazon Web Services Accelerated Migration Program
- Q LTI has Earned the Analytics on Azure Advance Specialization
- Q LTI Won the Snowflake Partner of the Year Award 2021
- Q LTI has Earned the Azure Expert MSP Accreditation
- Q LTI has Earned the Kubernetes on Microsoft Azure and IBM to Expand Global Alliance to Help Organizations Accelerate Digital Transformation with Open Hybrid Cloud Advanced Specialization
- Q LTI is a launch Partner for AWS Energy Competency

aLTIUS & a Day in Our Lives



3 Re Resiliency	2 Sc Scale
------------------------------	-------------------------

Scale
Transforming mission critical R&D and manufacturing workloads for a leading high device company

aLTlus strategy

$$C=BT^2$$

Purpose-led

Pu Practitioner
Delivered

Platform
Enabled

Productized

Partner
Aligned



Banking
& Finance

65% +

account base

Insurance



Life Sciences



aLTlus 1 accounts

Media &
Entertainment



Retail & CPG

Powering

Growth



Utilities



Hitech



Energy



Manufacturing

FOSFOR

FOSFOR

Data commerce for the unlimited enterprise

 **aspect**

Unleash the value of your unstructured data

 **spectra**

Supercharge your DataOps

 **optic**

Shape the fabric of your data journeys

 **refract**

Empower your business to scale AI, not Ops

 **lumin**

Transform curiosity into limitless insight

Top Data Trends

Highlighting the Market Opportunity

Gartner Top 10 Data and Analytics Trends, 2021



Accelerating Change

- 1 Smarter, Responsible, Scalable AI
- 2 Composable Data and Analytics
- 3 Data Fabric Is the Foundation
- 4 From Big to Small and Wide Data



Operationalizing Business Value

- 5 XOps
- 6 Engineering Decision Intelligence
- 7 D&A as a Core Business Function



Distributed Everything

















- 8 Graph Relates Everything
- 9 The Rise of the Augmented Consumer
- 10 D&A at the Edge

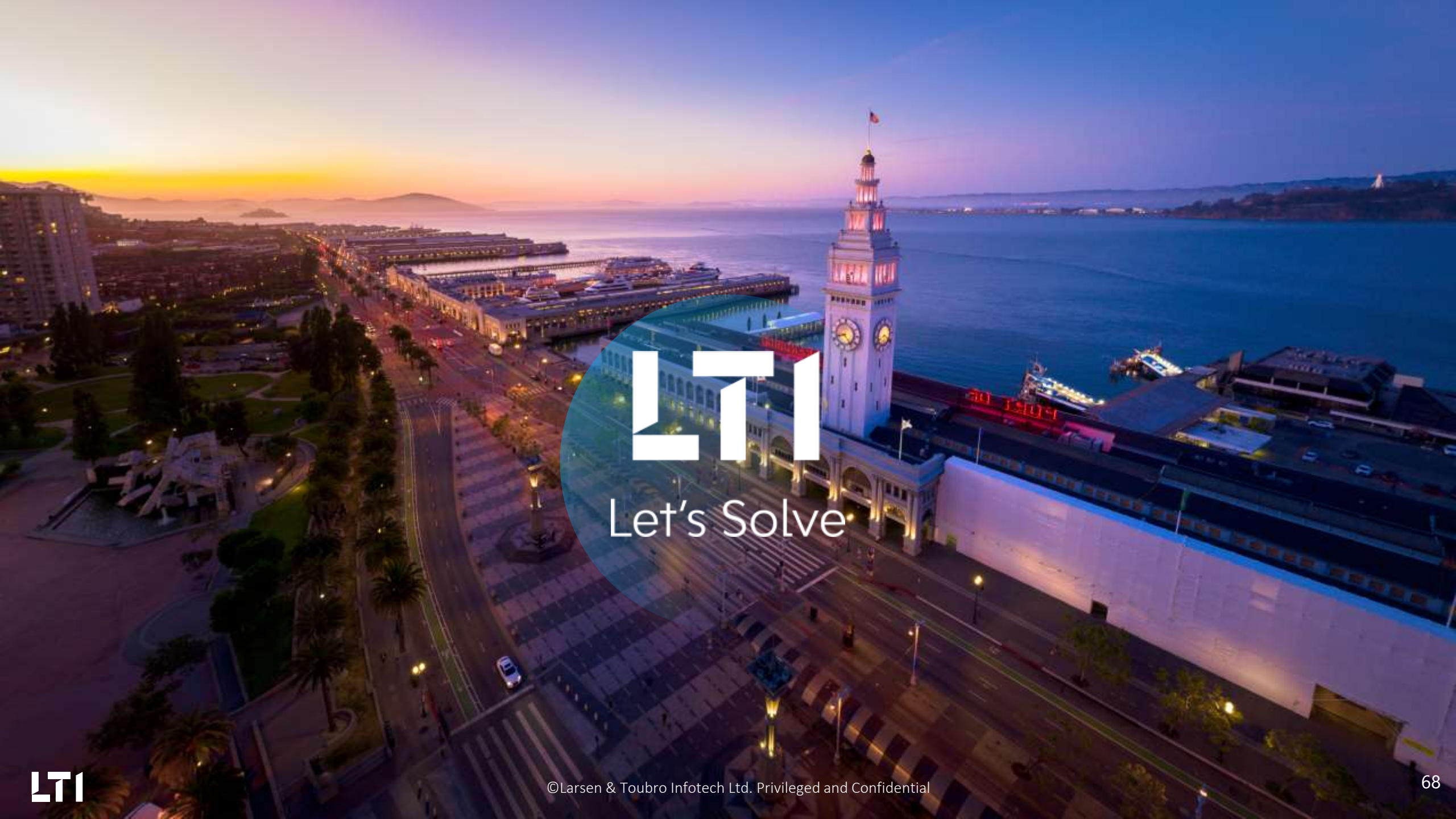
gartner.com/SmarterWithGartner

Source: Gartner
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Smarter With Gartner, Kasey Panetta, March 15, 2021, "Gartner Top 10 Data and Analytics Trends for 2021", <https://www.gartner.com/smarterwithgartner/gartner-top-10-data-and-analytics-trends-for-2021>

Powering 'Data to Decisions' Journey

<p>PERSONALIZE</p> 	<p>MARS</p> <p>Early diagnostics for brand and category performance</p>	 <p>Value added products using >450 M credit profiles</p>	 <p>Improving effectiveness clinical trial planning</p>	 <p>PEPSICO</p> <p>Smarter at winning local outlets using open data ecosystem</p>
<p>MAXIMIZE</p> 	 <p>Sub-surface digitization of hard-to-access physical data</p>	 <p>Model Ops for risk management</p>	<p>STAIRCASE</p> <p>Automated document processing for expedited lending</p>	 <p>Machine Learning to reduce power outages</p>
<p>DEMOCRATIZE</p> 	 <p>Data fabric for expediting pharma supply chain</p>	<p>IOEQ</p> <p>Enabling data market for fund managers</p>	 <p>Creating a data catalog for 10,000+ data consumers</p>	 <p>Cataloging diverse data assets of citizens</p>
<p>ORGANIZE</p> 	<p>OTIS</p> <p>IOT based service solution to improve condition-based maintenance</p>	 <p>Data driven monetization for GRC function in 100+ countries</p>	 <p>Technology rationalization and modernization to cloud</p>	 <p>CLARIOS</p> <p>Mitigating regulatory risk with accelerated future-proofing</p>



LTI
Let's Solve

Digital Engineering:

Productized IT Organization

Neel Vartikar

Chief Customer Officer, Cuelogic – An LTI Company

9th December 2021



Productized IT

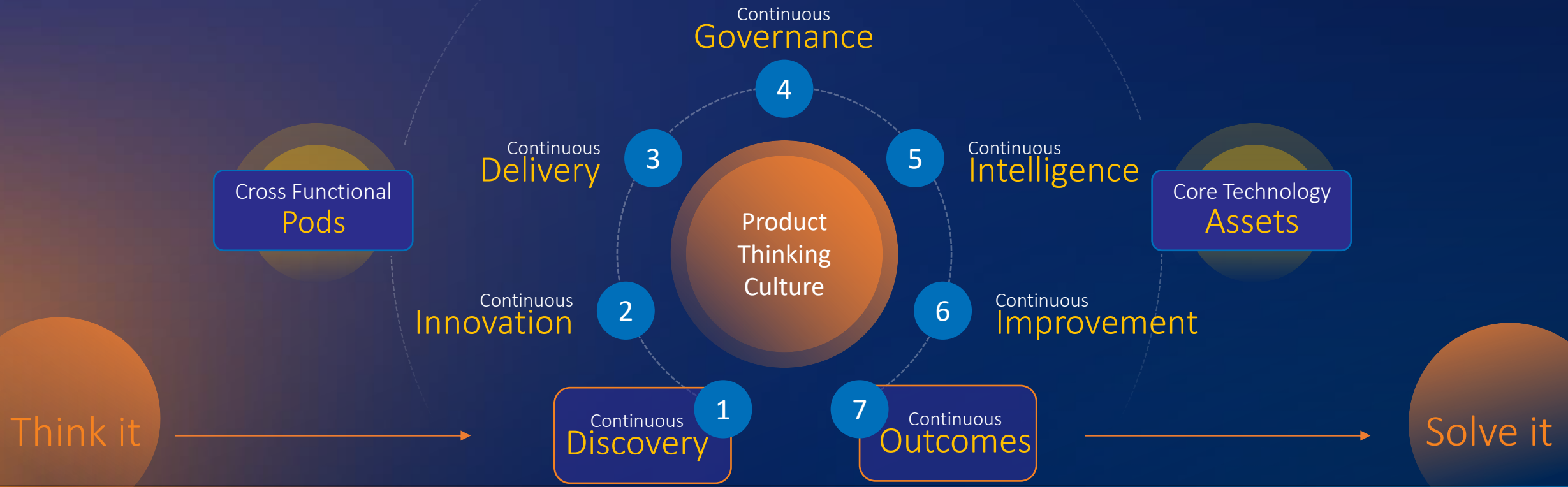
Discover &
Design Outcomes

Build Digital
Innovation Engine

Product Culture For Cross
Functional Collaboration

Enabling Businesses To Think & Operate Like Digital Leaders

The 7c Model




Integration Hub


Edge To Multi cloud Management


Data To Decisioning Pipelines


Experimentation Layer


Experience Touchpoints

Solved Stories



Solving For
Smart Elevators



Solving For
Smart kitchens



Solving For Insurance
innovation



Solving For Next Gen
Investment Marketplace



Digital Elevators

Foundation

Chip to Cloud Unified
Platform For
24 x7 Insights and
Long-Term Asset health

Innovation

Predictive
Maintenance &
Proactive
Communication

Evolution

Ecosystem
Connectivity
& Software Led
OTA Fixes

Robotic Cooking



Foundation

Self learning
Core with Edge
To Cloud
Connectivity

Innovation

Predictive
Maintenance, New
Features On
Existing Machines

Evolution

Marketplace,
Personalized
Marketing &
Support

Innovating for Insurance

Foundation

AI centered
Customer Tech +
Operational Tech
On Unified Platform

Innovation

Self Service –
Personalized Instant
Quotes, Faster Claim
Processing

Evolution

From Protection
To Prevention with
IOT & Ecosystem
integration

Crowdfunding

Investment Platform

Foundation

Investor Tech + Compliance
Tech + Merchant Tech On
Unified Platform

Innovation

Automated Governance
Automated Payment
Distribution

Evolution

Crypto
NFT
Real Estate



The Reimagined Enterprise

Design-led Business Reimagination

• **Rohit Kedia**

CBO, Lead – Consulting

9th December 2021

•

Transformation

in the times of the Great Restructuring demands more from digital consulting



Reimagine Value Networks



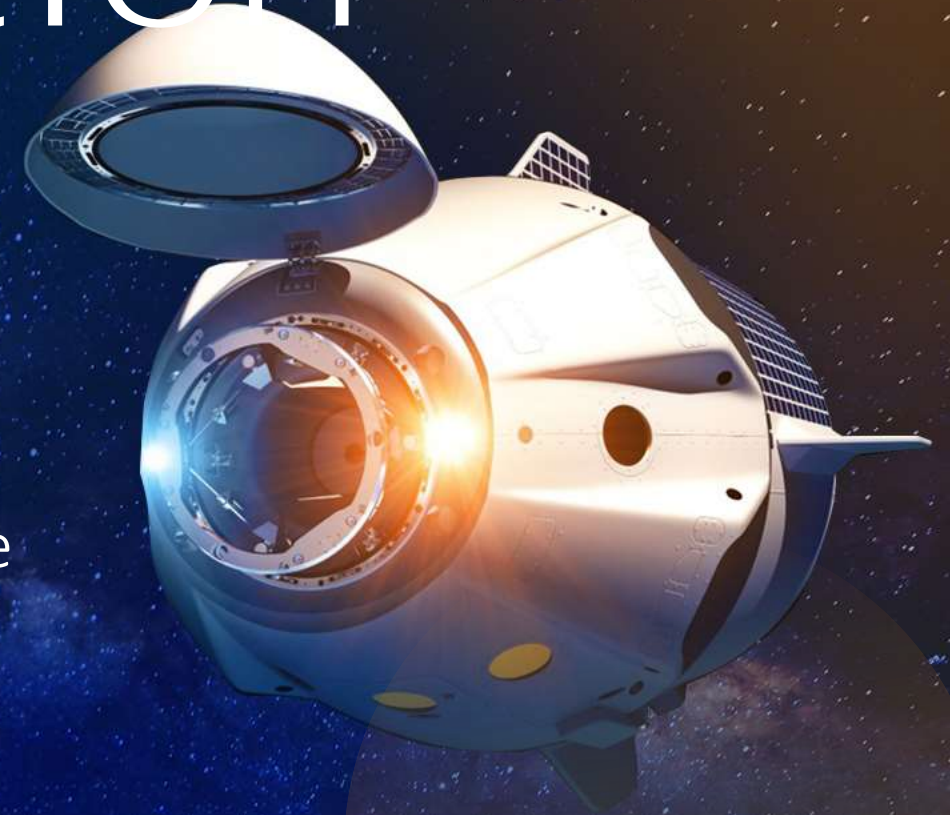
Go Deeper in the Enterprise



Pervasively Human Centric



Continuous Transformation





LTI brings

Domain, Digital & Design,

together like no other

LTI Brings
Domain, Digital and Design

Together

Like no Other

Industry 4.0 transformation
recognized by World Economic Forum

40
Plants

6300
mi pipelines

\$50Mn increase in income



Oil
& Gas



Integrated
Operations



IOT + Data
+AI + UX



Plant
Operators



Field
Technicians

LTI Brings
Domain, Digital and Design

Together

Like no Other

Reimagining retail banking
for the unbanked

12
Countries

400
Branches

New account in 30 mins | Digital
Wallets | Microfinance



Retail
Banking



Core Platforms
Social | Cardless
Fintech
Biometric



Unbanked
consumer



Front &
Back-office
employees

LTI Brings
Domain, Digital and Design

Together

Like no Other

Reimagining employee experience
for one of world's largest media company

\$59B
revenue

200K
employees

20 digital properties → Unified digital platform
Inclusivity | Diversity | Belongingness



Studios &
Theme
Parks



Hire to
Retire



ServiceNow



Employee
Ambassadors



Employees

LTI Brings
Domain, Digital and Design

Together

Like no Other

CX transformation in captive finance
for a global automotive OEM

\$120 M

in daily transactions

11M

loan & lease customers

Fully digitized journey from prepurchase to loan servicing
Unified platform for all customer communication



Automotive
Finance



Loan
Servicing



Salesforce



Loan
Agents



Vehicle
Owners

LTI Brings
Domain, Digital and Design

Together

Like no Other

Consumerizing B2B sales of
complex electrical equipment

\$6 B

in annual sales

Ease of doing business across complex
order lifecycle



Electrical
Equipment



ETO / CTO



SAP + Mulesoft
+ Salesforce

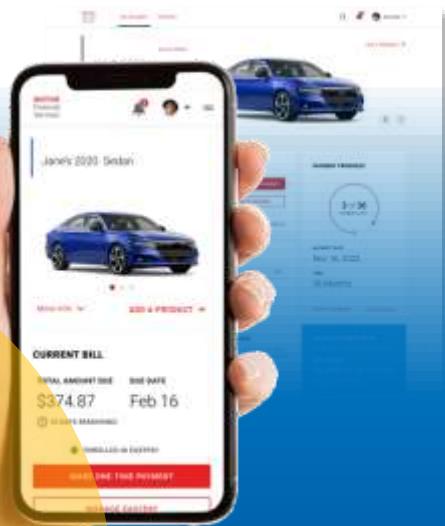


Bid
Managers

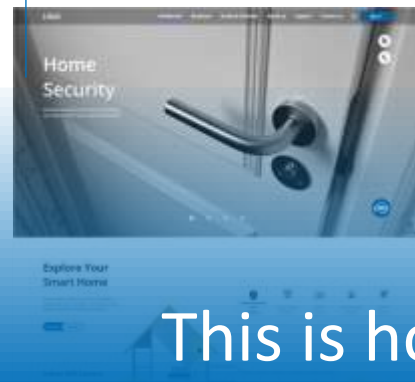


Electrical
Engineers

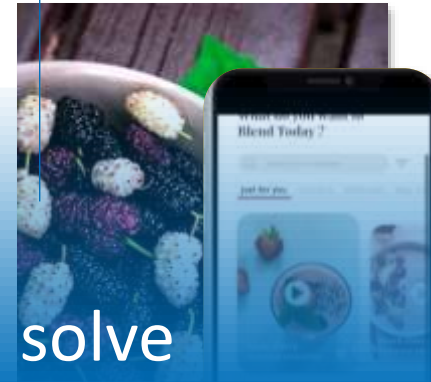
Solving for
Swift Rides



Solving for a
Secure Future



Solving for
Yummy Treats



Solving for
Connected



This is how we solve
LTI Reimagination Studio

reengineer

Design | Architect | Engineer | Secure
UX + Cloud + Data + SaaS + ERP + APIs

reimagine

Envision | Discover | Ideate | Define
Industry Knowhow + Experience Design

realize

Deploy | Scale | Adopt | Benefit
Scaled Agile + Change + Value Engineering





Sales & Marketing:

A Robust Blueprint for Continued Growth

Sudhir Chaturvedi

President Sales & Executive Board Member
9th December 2021

LTI's Sales Programs Over the Last 5 Years have Delivered

Industry Leading Growth



Minecraft

ADEA

Hunting Pack

Aspire

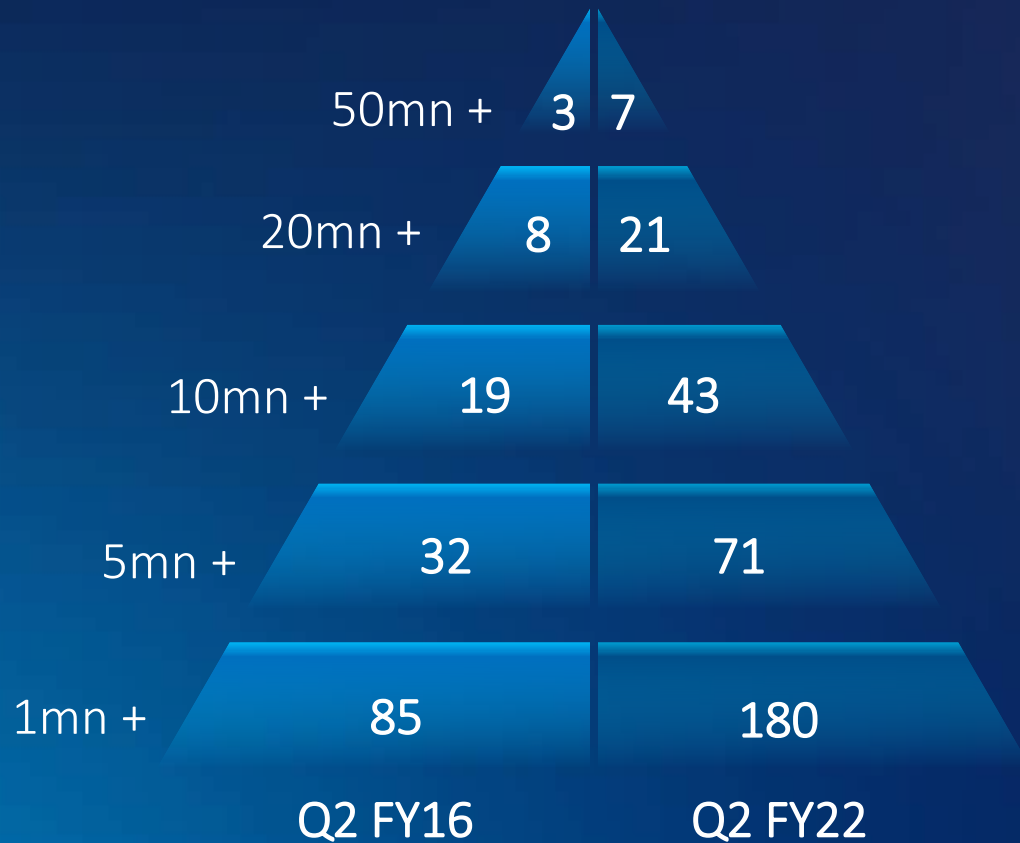
Grit Alliance

Innovative Sales
Incentive Plans



LTI's Sales Programs

Minecraft, Hunting Pack, ASPIRE



New Logo Revenue FY16 - Q2FY22

Fortune 500	22
LTM Revenue Contribution	500+ Mn

Large Deals FY16 - Q2FY22

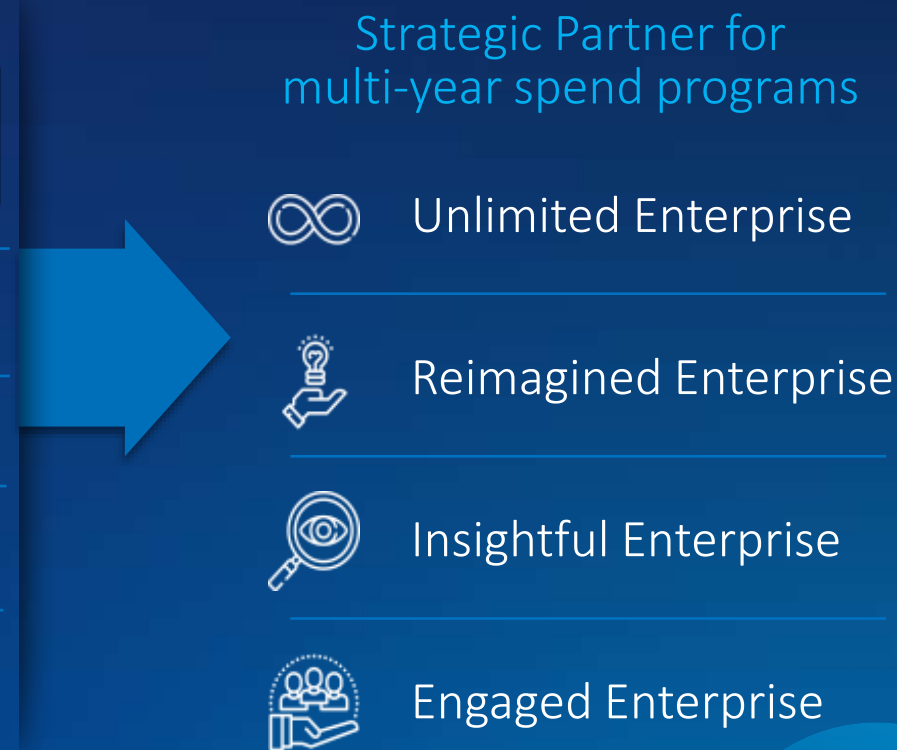
No. of large deals	30
Total TCV	1.5+ Bn
TCV from new logos	56%

Our Market Leading Ability to Scale

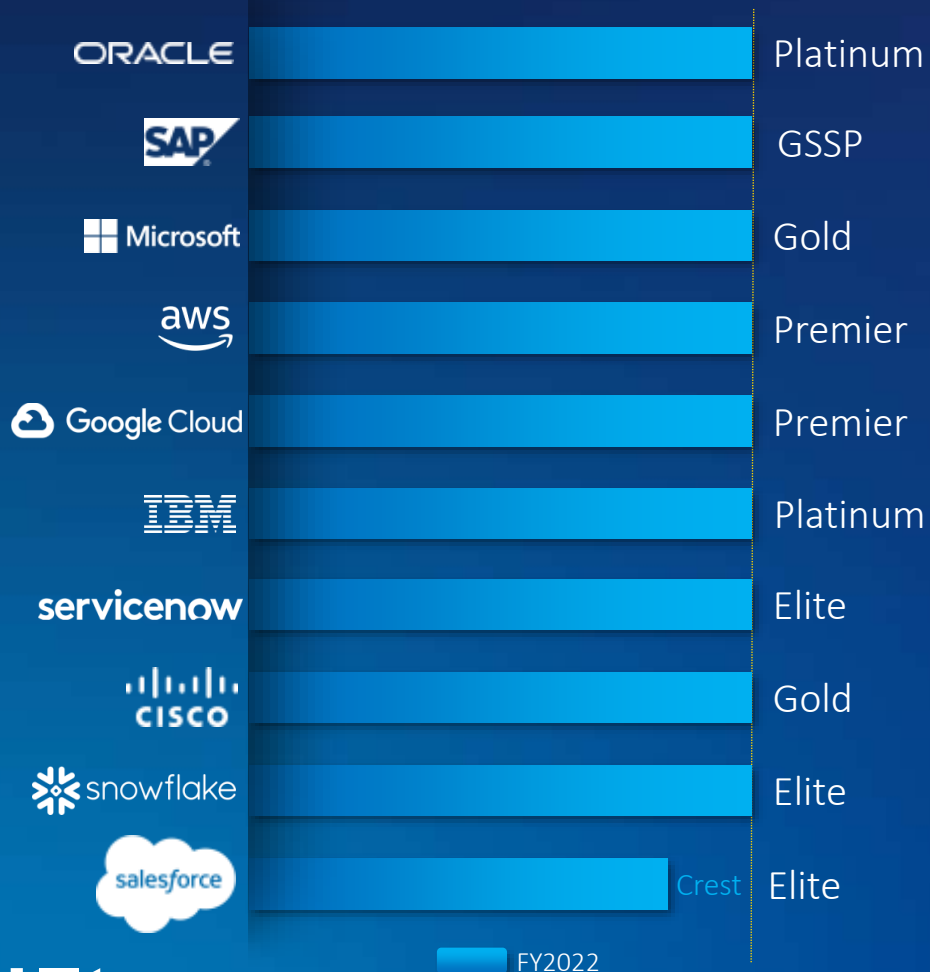
New Capabilities

Makes us a Preferred Partner for **Transformation** Projects

Service Line	CAGR FY16 - Q2FY22	Q2FY22 YoY
Cloud Infrastructure & Security	23.3%	22.5%
Analytics, AI & Cognitive	24.3%	43.6%
Enterprise Integration & Mobility	25.7%	40.8%



Our Partner Ecosystem Sees Us as a Key Innovation Partner and are Making Significant Investments in us



Global Innovation Partner of the Year



Energy Competency Launch Partner



Experience Center for Digital Transformation



Innovation Partner of the Year



Partner of the Year – App Innovation



Partner Investments in LTI

aws Restack

IBM MoU

Microsoft 3 year Strategic Collaboration

Google Cloud Strategic Collaboration

Sustained Industry Leading Growth

Creates a Pull Factor

Indian IT	CAGR FY16 - Q2FY22	Brand value	Growth in 2021*
Top 5 Players	7.4%	Top 5 Indian	↑ 10.6%
Top 10 Players	7.7%	Top 10 Global	↓ (5.1%)
LTI	14.3%	LTI	↑ 37.1%



Large Deal Invites from Advisors (CY 2021)

23

Must-Have New Logos engaged on digital channels

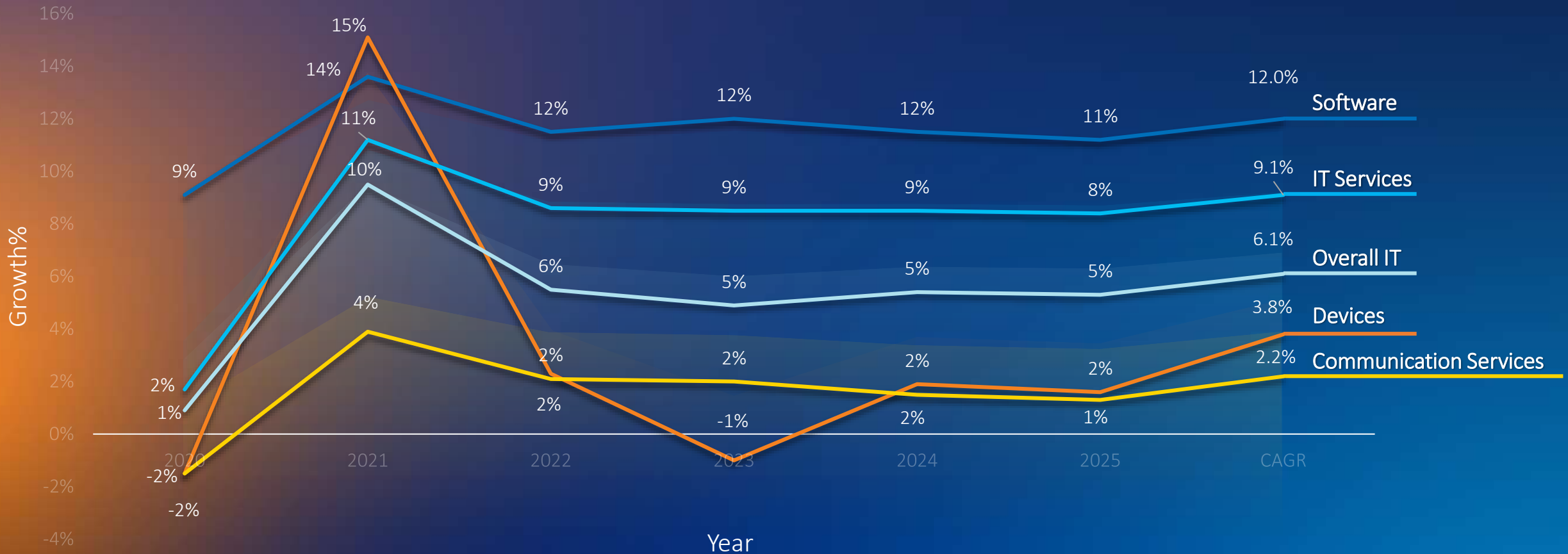
150+

*Source: Brand Finance IT Services 25 2021 Report (Jan 2021)

Looking ahead...

IT Services – Secular Projection of High Spend over the next 5 Years

Year on Year Growth in IT Spending Worldwide, FY19 – FY25



Source: "Gartner (October 2021)" (G00759428)

IT Spend Projection

in LTI's existing Sweet Spots



Energy & Utilities

10%



Banking

7.1%



Insurance

6.7%



HiTech Media & Services

6.4%



Consumer Goods & Life Sciences

5.8%



Manufacturing & Natural Resources

3.2%

Vertical

CAGR Forecast
FY19 - FY25



IaaS
(Cloud)

32.3%



ERP / SCM /
CRM

11.8%



Analytics and Business
Intelligence

10.1%



Application Implementation and
Managed Service

5.6%

Service Line

CAGR Forecast
FY19 - FY25

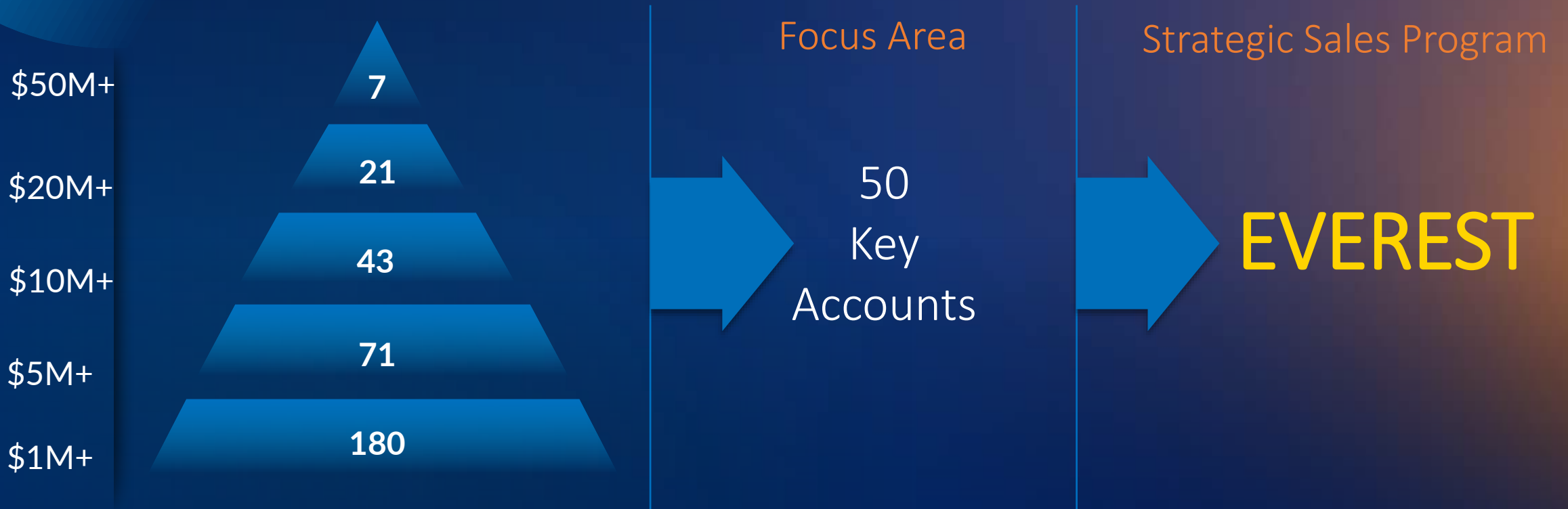
Source: "Gartner (October 2021)" (G00759428)

LTI has a clear Sales Strategy going forward

CHIP Framework



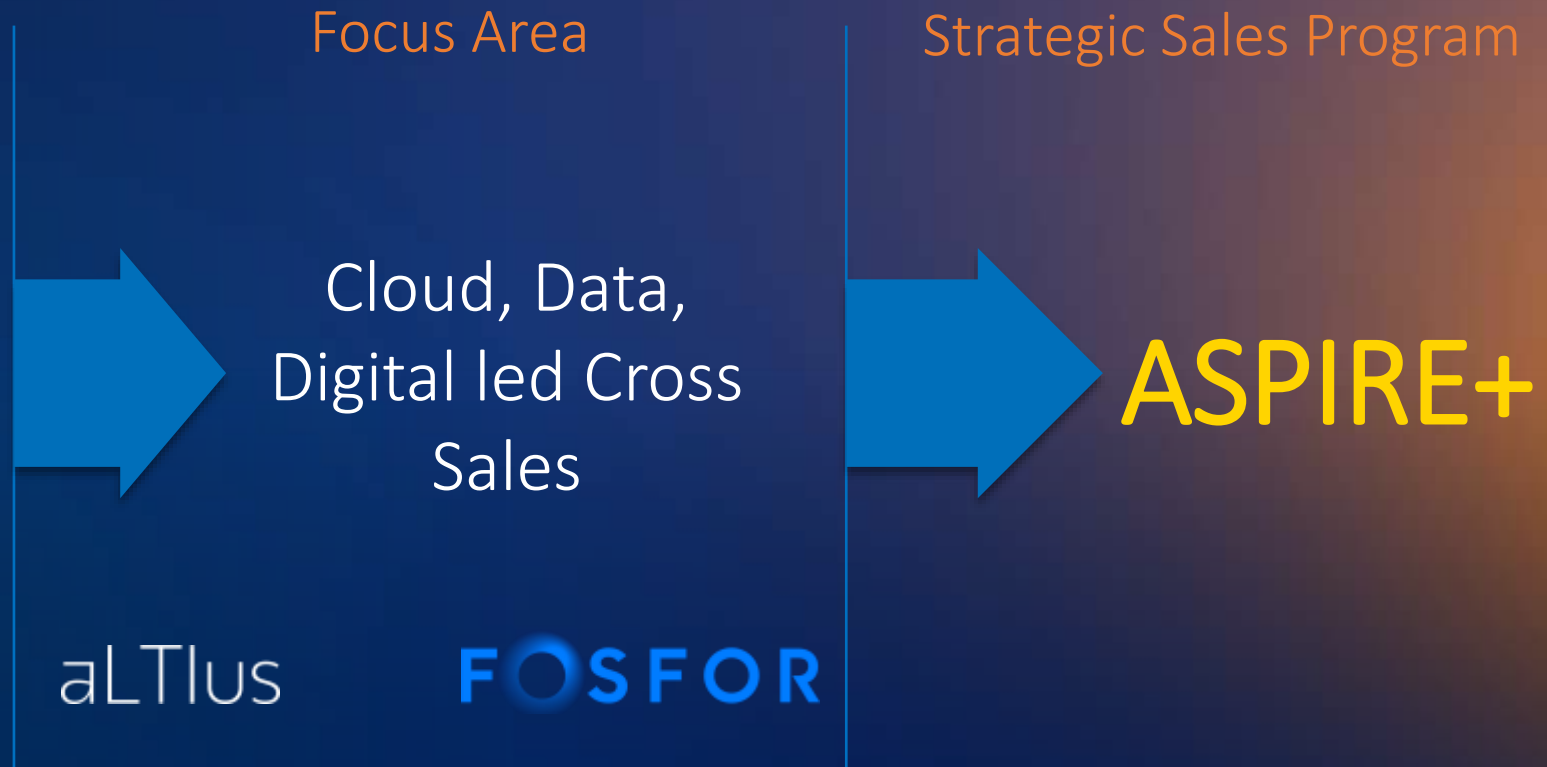
Consolidate and Grow Existing Areas of Strength



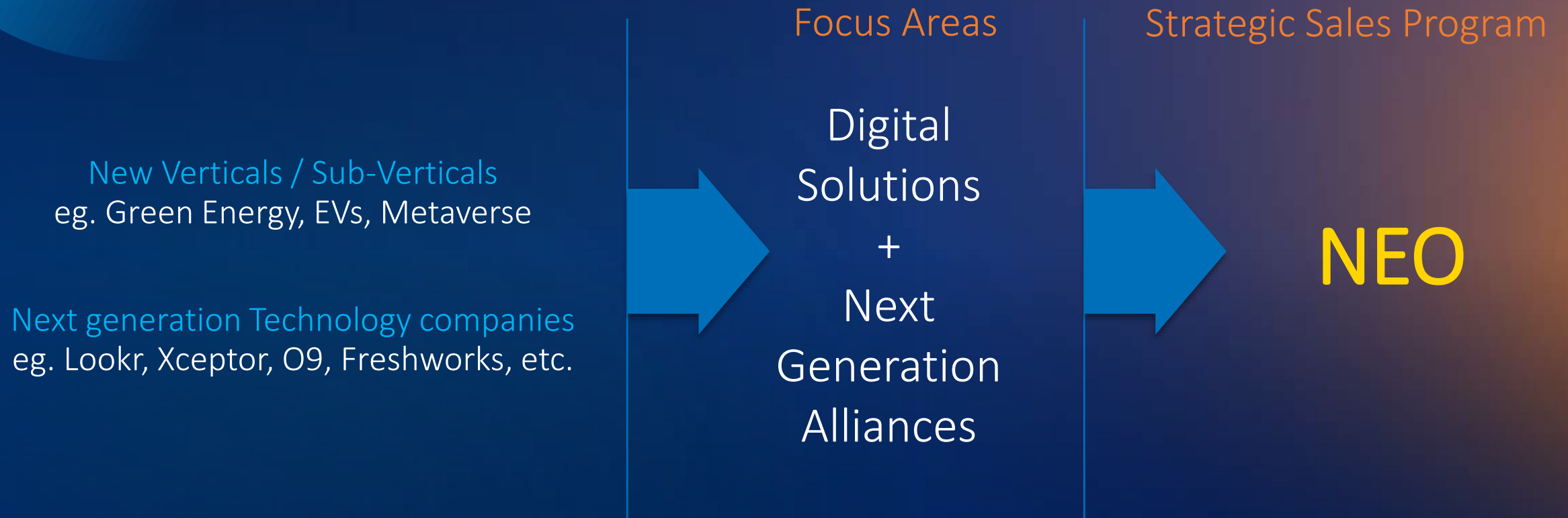
Harvest

Existing High Growth Engines

- Fortune 500 Accounts
53 high potential growth accounts
- New Logos
126 opened in last 6 quarters
- High Potential Sub-Verticals
Eg. BioTech, Streaming, Payments, InsureTech
- New Growth Regions
UK, Australia, Switzerland, Middle East



Incubate New Growth Engines



Incubate New Growth Engines

Digital Solutions – Renewables

High > 1 Bn Medium ~500Mn Low < 300 Mn

Sr #	Solution	Description	Existing / New	Partner / Own	Market (Potential –HML)
1	Drone based remote monitoring of Solar/Wind Equipment	Inspection with Drones equipped with customized sensors, digital cameras, infrared/Thermal imaging sensors to collect high-quality data for predictive maintenance and performance improvement. As per Bain this is an important area to build IT services	New	EMPOWER, MEASURE	High
2	Grid Optimization for Distributed Solar/Wind Farms (Blockchain based solutions)	With distributed generation and huge variation in supply, grid optimization will be very essential part of Solar/Wind power. Microgrids will need common accounting book (Blockchain based) to manage transactions. As per G&S Analysis this is a high Potential area	New	Uthata, EnergyNautics, EasyPower	High
3	Operations Management & Asset performance for Wind & Solar	Integrated collaboration Center for managing Solar & Wind Farm operations, maintenance and performance. Cloud, IoT, Data & AI based remote monitoring, analysis and predictive / Prescriptive maintenance of Wind and Solar farm assets. As per Bain this is major area for IT service vendors	New	Partners	High
4	Micro Grid Management (Virtual Power Plant)	Cloud based distributed power load dispatch centers that aggregates the capacities of heterogeneous distributed energy resources (DER) for the purposes of enhancing power generation, as well as trading or selling power on the electricity market. Bain and G&S Analysis think it could have unlimited opportunities	New	AutoGrid, NEMOS	Medium
5	Remote EV Station Performance	Remote management of EV infrastructure performance & Maintenance, vehicle Charging transactions, Billing & Customer Management. European & Nordic energy majors investing heavily	New	Own + Partner	Low
6	Field Mobility Solutions	Mobile based Inspections, Repairs & Maintenance, AR/VR based Asset location & training Applications for Solar & Wind farm field force. As per Gartner this a major area for IT service providers	Existing	Own	High
7	Power Trading Solutions	Implementation, Upgrade, Enhancement, Integration & Support of widely used Power Trading Solutions for Energy Clients. LTI will extend its energy trading capability to Power trading	Existing	Own + Partner	Low
8	Predictive maintenance systems for Fuel Cells (Green H2)	Realtime condition monitoring, Predictive maintenance solutions for early warnings and proactive actions.	Existing	Own	Low

Incubate New Growth Engines

Digital Solutions – ESS / Battery

High	> 500 Mn	Medium	200-300Mn	Low	< 100 Mn
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Sr #	Solution	Description	Existing / New	Partner / Own	Market (Potential –HML)
1	Battery lifecycle management (connected battery, battery management system)	Solutions to monitor and track battery lifecycle including battery testing for performance, quality, safety, corrosion, degradation.	New	Nikola	High
2	Battery Analytics	Predictive health check and battery degradation analysis. Machine learning technology and AI algorithms for early warnings and predictive maintenance. Tracking data from thousands of sensors to identify the health of the systems at every single and figuring out how the batteries can best be used.	New	ICM Energy Energus/TAAC CE	High
3	Energy storage management system	Forecasting demand and managing batteries and renewable energy plants. Efficient battery management for renewable energy sources and grids using proprietary algorithms.	New	AutoGrid, Peak power	Medium
4	Energy storage analytics / simulation	There is a need for continuous analysis of power capacities to eliminate any disparities between demand and renewable supply. Energy storage analytics leverages big data and machine learning in order to extract energy storage insights in real time.	New	TAAC	Low
5	Energy storage as a Service	Battery storage manufacturing is growing fast. Battery manufacturers are collaborating with producers, consumers and regulators to provide EaaS. This segment is looking for Digital solutions for battery manufacturing for cost optimization, supply chain optimization and to manage EaaS.	New		Low
6	Smart manufacturing for battery Supply chain tracking and optimization	Automation, robotics, manufacturing operations systems (OT/IT) and digital services to guide and support Smart Manufacturing solutions.	New	ABB/Honeywell	Medium
7	Battery – Digital Twins for modeling and simulation	Multi-scale battery modeling and testing for designing, sizing and selecting the most appropriate storage system as per requirement of range, reliability, size, weight, and lifetime.	New	Siemens	Medium

Incubate New Growth Engines Digital Solutions – Decarbonization

High	> 100 Mn	Medium	50-100 Mn	Low	< 50 Mn
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Sr #	Solution	Description	Existing / New	Partner / Own	Market (Potential –HML)
1	Emision Management Solution	LTI will provide holistic emission management system for detection, monitoring, tracking, and reporting of GHG. Services would include product selection, configuration and support. As of today there are many products in the market but none is catering to exact client needs. As per Gartner no good solution exists in the market and there is high demand from Customers.	New	Client Tech Partner (Sphera, EPA, Emotion, Velocity GHG)	High
2	Carbon Accounting & Trading Solutions	As per new stringent regulations, companies are mandated to monitor, track and report carbon at every stage of operation. It is huge challenge for companies like Integrated O&G companies to measure and track every carbon molecule produced. LTI to leverage its domain strength in accounting, build partnership with trading S/W providers and provide carbon accounting services. As per I&A, huge spend is expected for carbon accounting S/W and services.	New	Client + Partner	High
3	Digital solutions to improve Operations Efficiency	As per Gartner, companies will have to cut down their energy consumption by optimizing their operations through digital transformation initiatives. LTI would extend its capability, solutions and partnerships.	Existing	Client + Partner (Stampsert, AspenTech)	Medium
4	Integrated Energy Efficiency Dashboards	LTI would use its proprietary data products to acquire and analyse energy and emission data and provide comprehensive set of KPIs to monitor, track, predict and suggest preventive actions.	New	Client	Medium
5	Fugitive/GHG leak detection systems / Flaring	Fugitive leakages and flaring are major sources of emissions for all Natural gas producers and consumers. Advanced leak detection systems are becoming regulatory requirement. LTI to extend its expertise and solution in ADS to fugitive/GHG leak detection.	Existing	Partner (EPA, Emerson)	Medium
6	Regulatory Compliance Solutions	Monitoring and reporting regulatory compliance towards emissions of GHG is mandatory for all operators. LTI to extend its expertise and solutions to provide services for energy sector.	Existing	Client	Medium
7	CCUS IT/India/Cloud Solutions	Huge investments are made globally on CCUS initiatives. LTI's 'New Energy' group also provides EPC services for CCUS. LTI to build on it's domain strength and provide solutions to monitor and track CCUS success parameters. These services are required by many industries like steel, cement, Blue H2.	New	Client	Low
8	ERP Based sustainability solutions (SAP /SAP Sustainability Tower)	Most of our clients and energy companies use SAP and S/4C and would be inclined to use sustainability functions provided by these vendors. LTI to build capability and partner with these vendors to provide services.	Existing	Client + Partner	Medium

Incubate

New Growth Engines

Potential Partnerships – Renewables

Partner	Area	Partnership Details
EDRIFLOW	Solar / Wind Drone based remote monitoring	Uthmanya based company has Aerodiagnositics solutions for aerial inspection and aerial object recognition. Computer vision and machine learning technologies provide the foundation to video data analysis to analyse real world data. Partnership Opportunity : Build Built-On solutions, Integration services, Configuration/Implementation service
MEASURE	Solar / Wind Software platform for drones	US based company is leader in Aerial intelligence solutions using drones. MEASURE has several mobile flight application, mapping and data analytics tools as a part of their platform. In April 2021, Measure was acquired by AgEagle Aerial Systems Inc. , an industry leading drone solutions provider Partnership Opportunity : LTI to use this platform and build remote monitoring and inspection applications for solar and wind farms.
cel ⁺ , MPPy FUELCPOWER	Green H2 : Electrolyser, Fuel Cell OEM	cel / MPPy are OEM for electrolysers while FUELCPOWER is OEM for Fuel cell. Partnership Opportunity : Connected products : AI/ML based analytics for predictive maint, realtime condition monitoring. Partnership among LTI as EPC vendor, OEMs for electrolysers and fuel cells and LTI for digital solutions using OI/II for realtime monitoring and predictive maintenance.
UthData, Energnautics	Energy Management Smart grid solutions	UthData is US based energy technology company provides a grid-edge operating platform that delivers the essential capabilities for running the clean, modern grid. Energnautics is Germany based company provides consultancy services for smart grid, grid optimization, modeling & simulation for power generation. Partnership Opportunity : LTI to explore partnership opportunities with both, to provide end to end grid solution from consulting to smart grid.
AutuGrid	Energy Management Virtual power plants, Microgrid	US based company has wide range of solutions for solar + storage, Microgrids, renewable trading, EV , Virtual power plants. LTI to explore partnership for implementation and support. Global customers include Shell, Total, National grid, NEXtera, Schneider. Partnership Opportunity : LTI can become implementation and support partner for solutions like virtual power plants, solar+storage, Microgrids.
ION Energy	Battery Analytics Battery management system	Mumbai based ION Energy provides advanced battery management system and intelligence platform to improve the life and performance of lithium-ion batteries that power electric vehicles and energy storage systems. They also provide Digital Twin Platform for Predictive Analytics Partnership Opportunity : Possible target for acquisition.
Honeywell / AspenTech	Asset performance	Honeywell and AspenTech asset performance solutions are widely used in Energy and renewable industry. Partnership Opportunity : Extend partnership to provide end to end asset performance solutions for distributed power generation units for renewables.
THALES	Battery simulation and Analytics	Germany based company has products for battery simulation and predictive analytics for energy storage services. Partnership Opportunity : Provide end to end service using their product.

Finally...

LTI

Large Deal

Pipeline

2.07 Bn

44% from New Logos

The image shows the Tower Bridge in London at night, illuminated with warm lights. The bridge's massive steel structure is visible, with the two towers rising prominently. A large, semi-transparent blue circle is overlaid on the left side of the image, containing the LTI logo and the text 'Let's Solve'.

LTI

Let's Solve