

November 13, 2018

LTI/SE/STAT/2018-19/66

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

The BSE Limited,  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai- 400 001

**NSE Symbol: LTI**

**BSE Scrip Code: 540005**

Dear Sirs,

Subject: Schedule of Analyst/ Institutional Investor Meetings

Pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, please find below the Schedule of Analyst/Institutional Investor Meetings planned for November 2018.

Date	Conference/Investor Meetings	Venue
November 14, 2018	Macquarie India Conference	Mumbai

Further, we are enclosing herewith a copy of Investor Presentation, which also will be available on the Company's website viz. [www.Lntinfotech.com/Investors](http://www.Lntinfotech.com/Investors).

Please take the above intimation on records.

Thanking You,

Yours sincerely,

For Larsen & Toubro Infotech Limited



Manoj Koul

Company Secretary & Compliance Officer



**Larsen & Toubro Infotech Ltd.**

**Branch office** Technology Tower 1, Gate No. 5, Saki Vihar Road, Powai, Mumbai - 400072, India

T: +91 22 6776 6776 | F: +91 22 2858 1130

**Registered office** L&T House, Ballard Estate, Mumbai 400 001, India

[www.Lntinfotech.com](http://www.Lntinfotech.com) | E-mail: [info@Lntinfotech.com](mailto:info@Lntinfotech.com) | CIN: L72900MH1996PLC104693



A Larsen & Toubro  
Group Company



# Amplifying Outcomes

Investor Presentation

November 2018



# Safe Harbor

Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause our actual results to differ materially from those in such forward-looking statements. LTI does not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.

# Meet LTI

26,000+

Headcount

\$1.25Bn+

LTM revenue

61

Fortune 500 clients

312

Active clients

6<sup>th</sup>

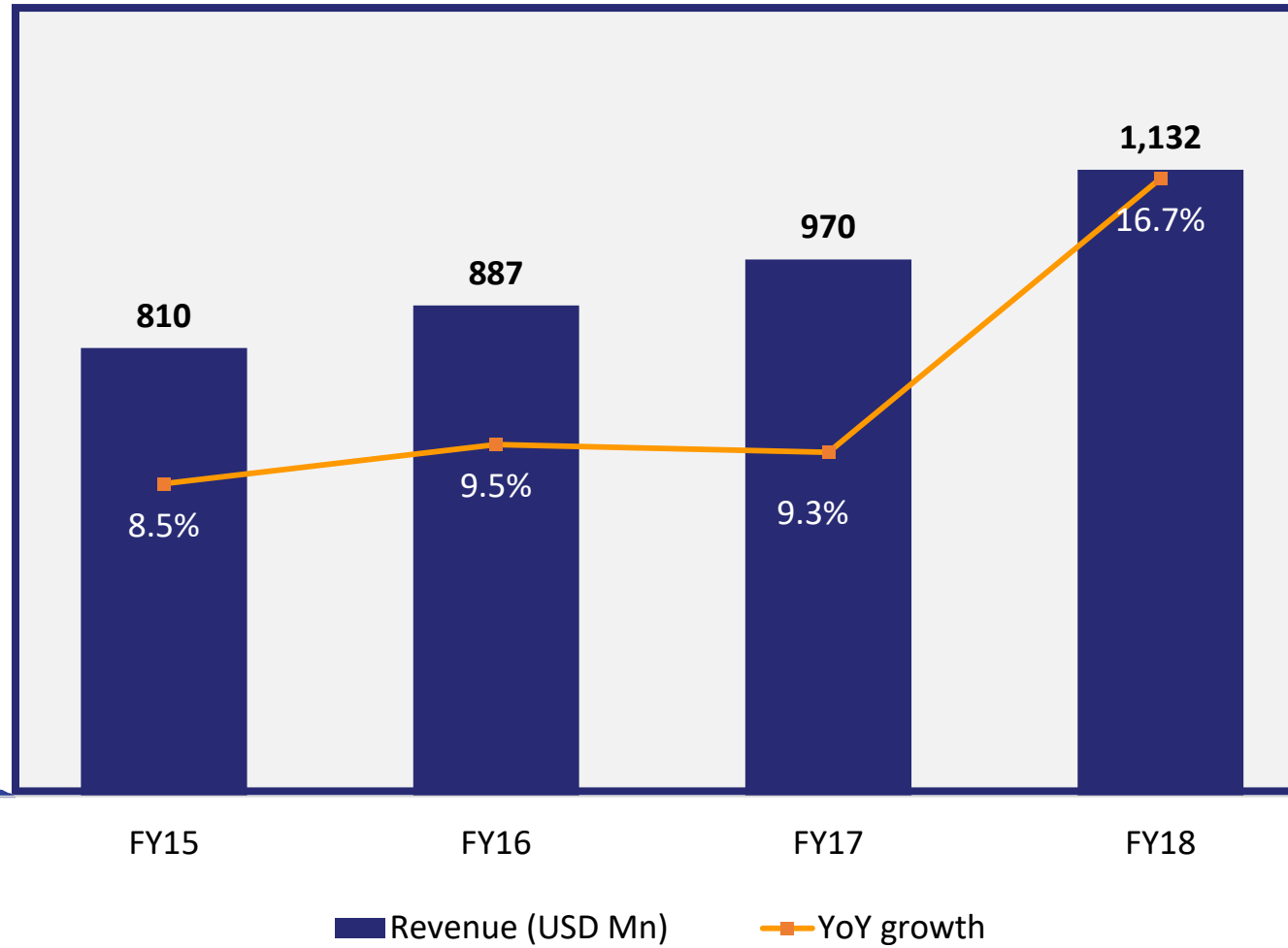
Largest Indian IT services  
company

25

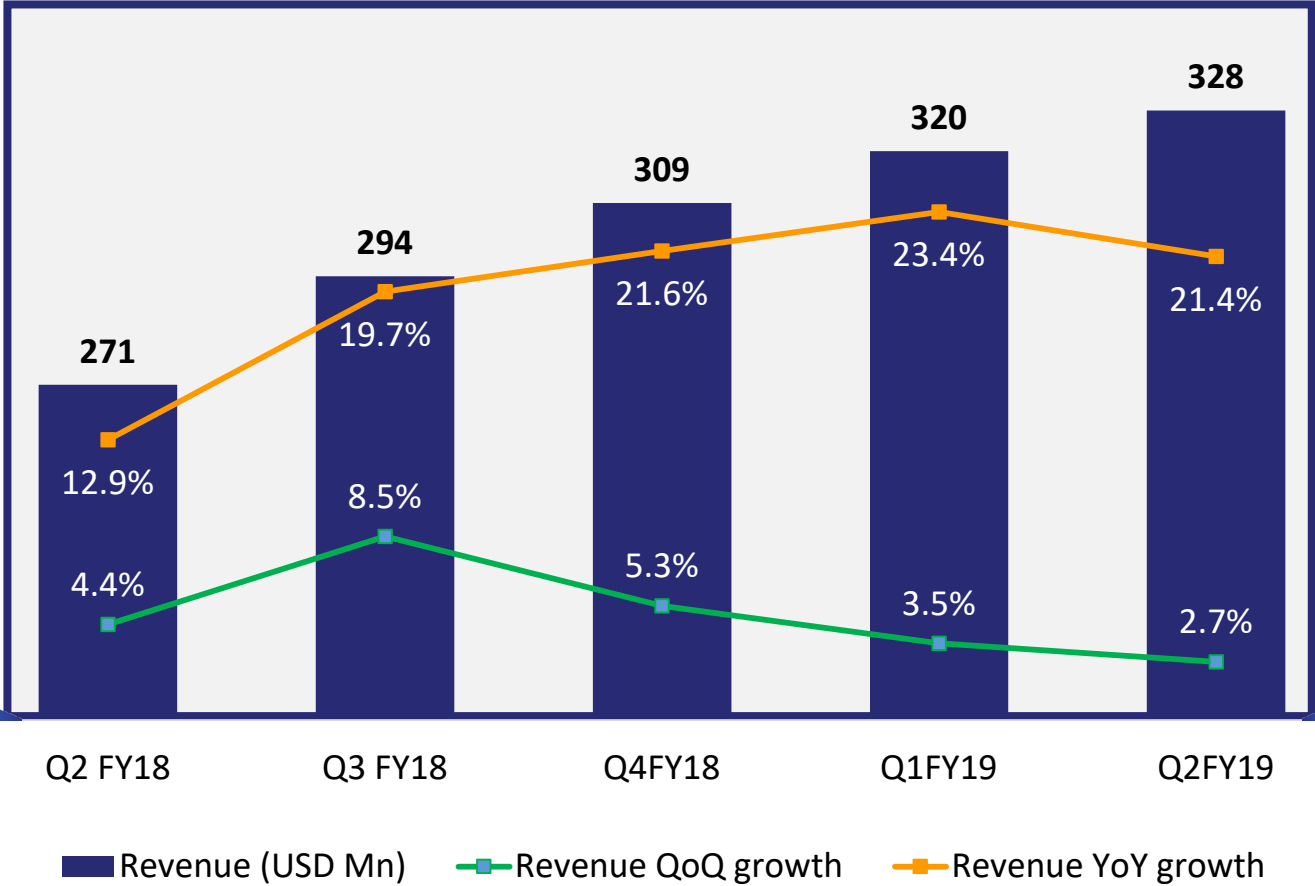
Delivery centers globally,  
with 49 sales offices

As of Sept 2018

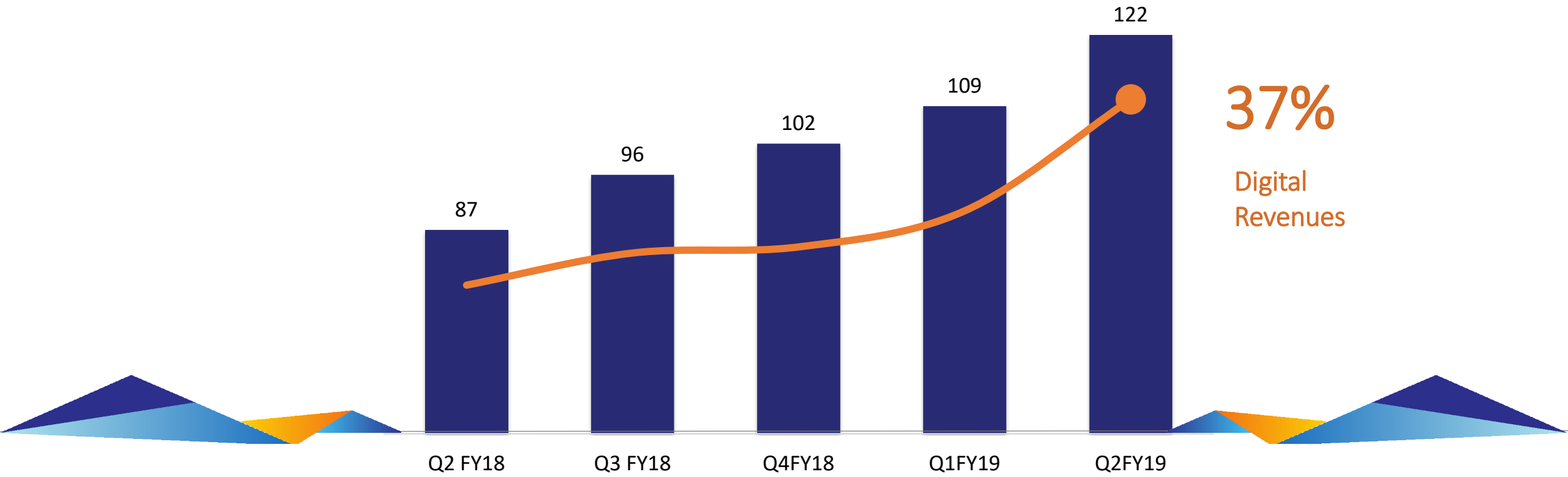
# Consistently delivering industry leading revenue growth



# Predictable quarterly performance



Quarterly Digital Revenue (USD Mn)



Enabling new business models

Enabling revenue growth

Transformed experience - customers, partners, employees

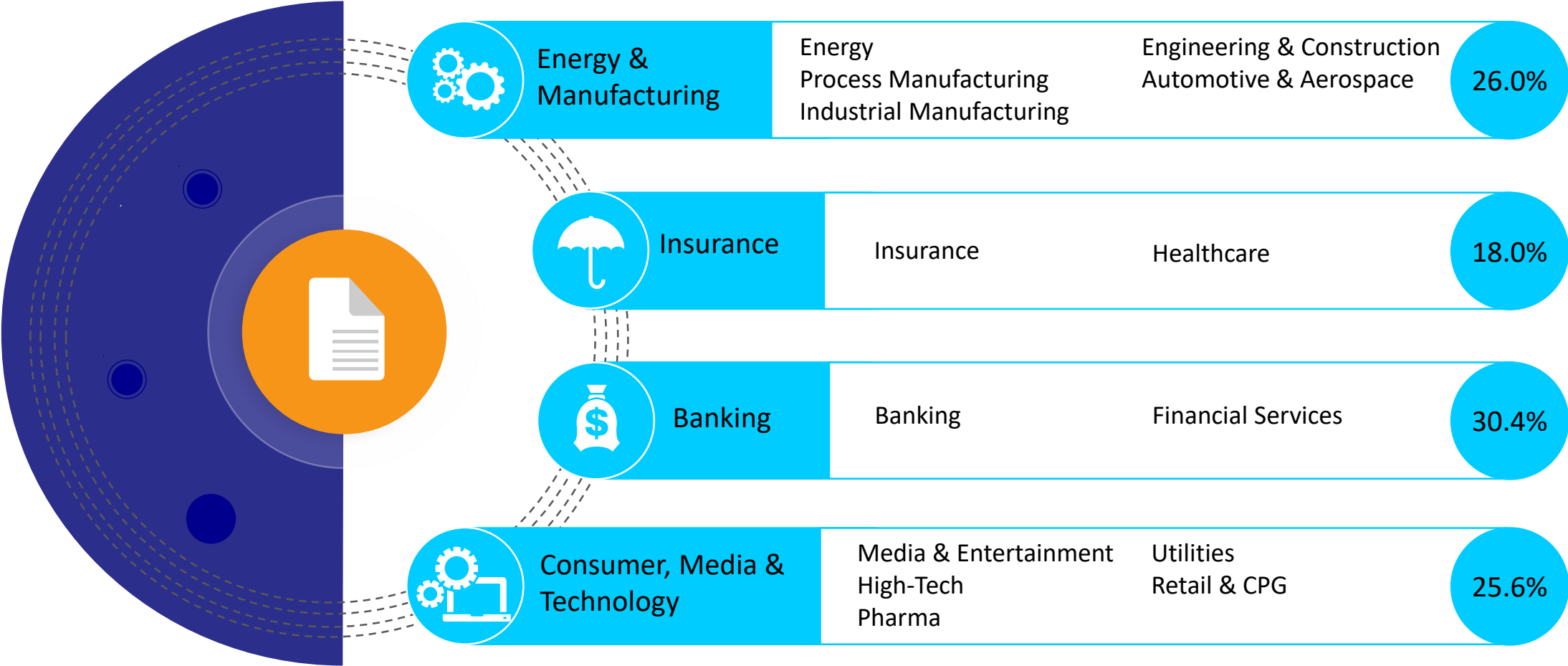
Next gen operations

# Enviably client profile

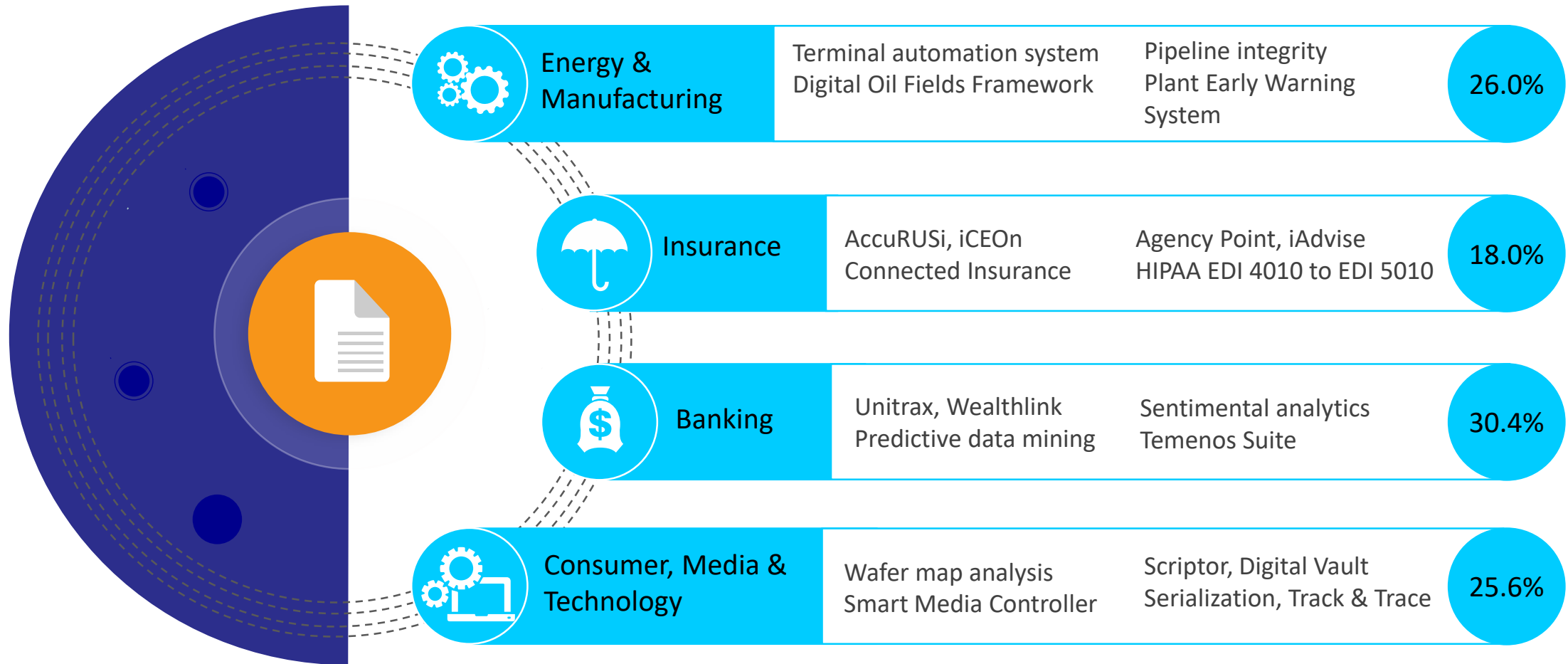
\$100 Million +	1	US based global bank
\$50 Million +	4	Large P&C insurer   A professional services giant   Global O&G major
\$20 Million +	14	EU based reinsurer   African bank   Big M&E company   Nordic bank
\$10 Million +	25	Manufacturing giant   Global Automotive OEM   CPG giant   US tech major
\$5 Million +	44	European shipping major   French utility   US based M&E company



# Industry focus and resilient portfolio



# Deep domain knowledge



# Change begins within

## Cloud & SaaS

AWS, Azure  
Facebook Workplace  
S4/HANA

## LTI Solutions

REDAxis  
Mosaic Security  
DiCE

## Acquisitions

AugmentIQ  
Syncordis

## Partnerships

Blue Prism  
Automation Anywhere  
Duck Creek

## Sales & Marketing

ADEA  
Global sales expansion  
Oracle Marketing Cloud

## Customer centricity

Beyond  
Hackathons with clients  
Rewarding curiosity



# mosaic

Accelerating Digital Transformation



**mosaic**  
things

Intelligent  
Devices



**mosaic**  
decisions

Impactful  
Decision-Making



**mosaic**  
ai

Reinvent  
Problem Solving



**mosaic**  
automation

Smarter  
Execution



**mosaic**  
experience

Unmatched  
Customer Experience



**mosaic**  
security

Total  
Cybersecurity

**mosaic** academy

Continuous learning

We're winning



### Global Pharma Major

Multi-year, multi-million managed services deal to transform global manufacturing facilities using IoT

### Fortune 100 Consumer & Pharma giant

Multi-year engagement on ERP, Data and Analytics based on AI and automation

### ExxonMobil

Digitizing Geoscience content using MOSAIC for maximizing asset utilization and reduce total cost of ownership

### Leading African Bank

Multi-year deal to provide end-to-end ADM services

\$325 Mn+ TCV in 6 quarters

## Recent partnerships & acquisitions

AWS

Azure

Duck Creek

MuleSoft

Nutanix

Workplace by  
Facebook



Acquisition of AugmentIQ has helped LTI enhance its big data platform and deepen the MOSAIC offerings



Acquisition of Syncordis will enable LTI to establish its core banking implementation capability and enhance footprint in the European financial services market



# Digital Disruptions led by... A world of new technologies

saas  
insuretech  
digital bitcoin ux  
chatbots engineering analytics  
iot rpa automation mobile  
data transformation fintech social ui  
cybersecurity vr cognitive  
ar cloud blockchain iaas  
drones platform

## Customers need...

- Decluttering of technologies
- IT+OT experience







In the beginner's mind there are many possibilities, in the expert's mind there are few.



- Shunryu Suzuki

Learning  
Company



# Learning company



Learn & grow



Sales & marketing excellence



Capabilities



Acquisitions



Ecosystem & alliances



# Our journey



Performance  
with scale



Focus &  
Micro-segmentation

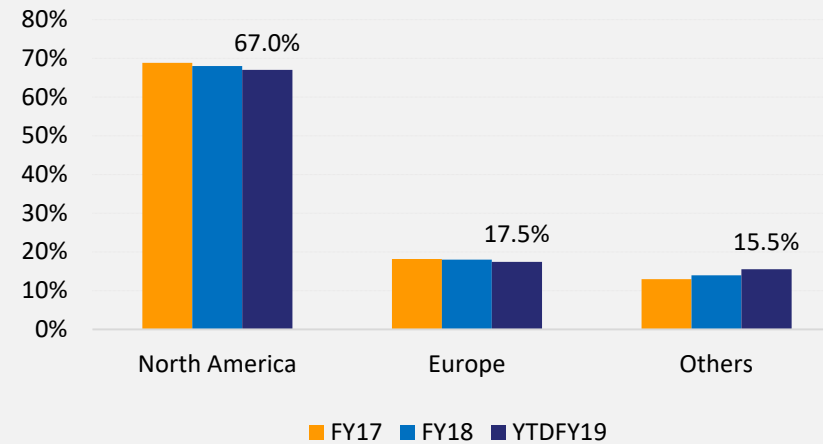
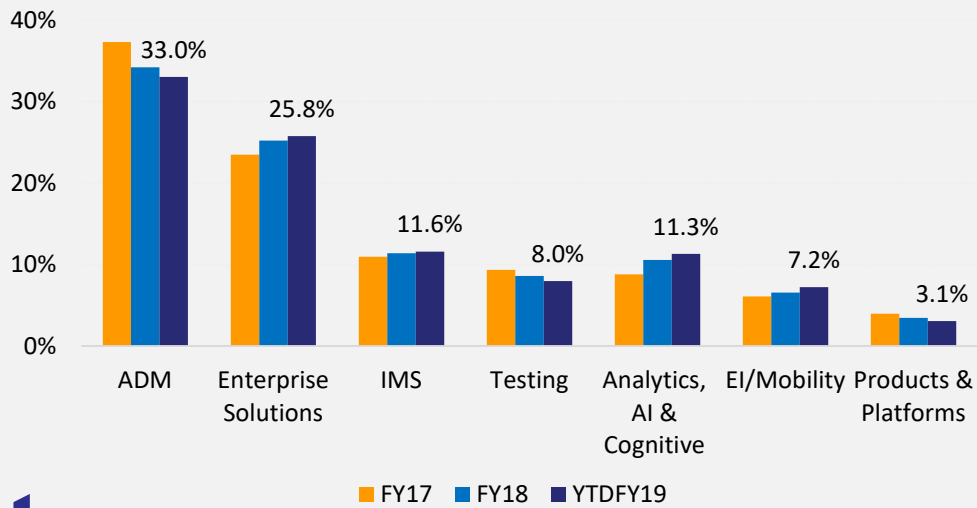
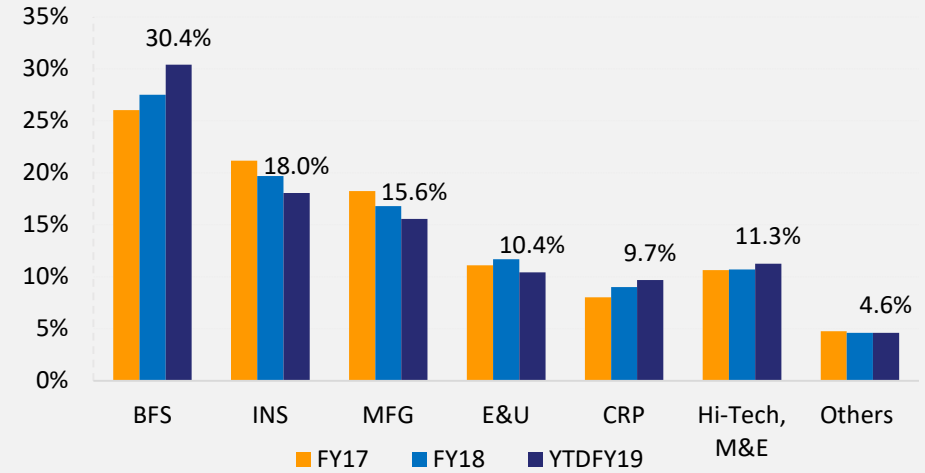
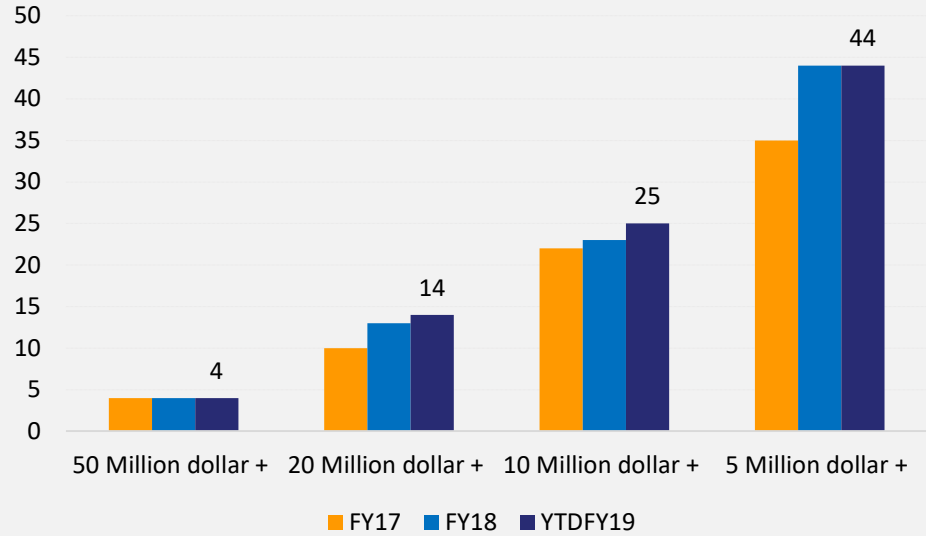


The  
Winning Team



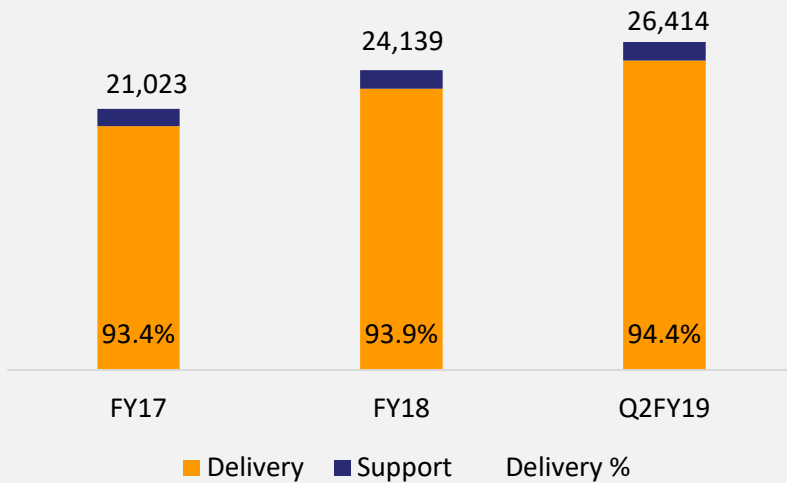
Amplifying  
outcomes

# Well diversified portfolio

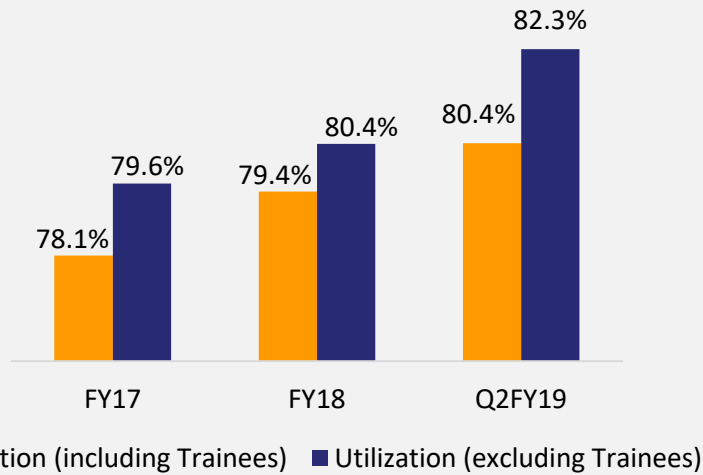


# Operational Excellence leading to Healthy Financial Performance

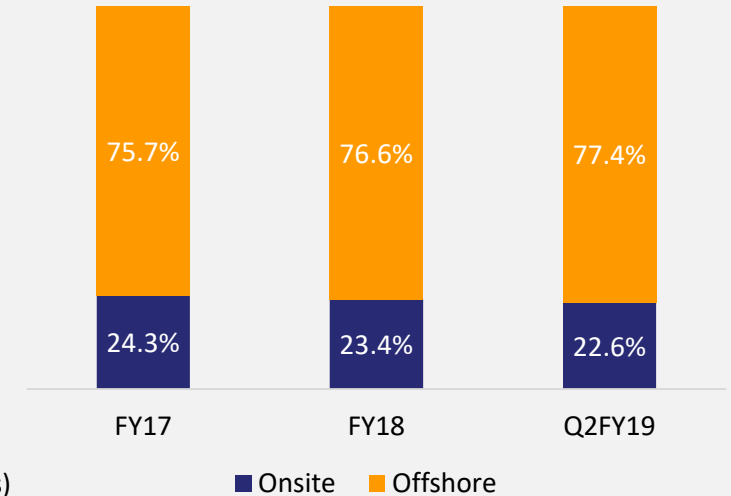
### Headcount



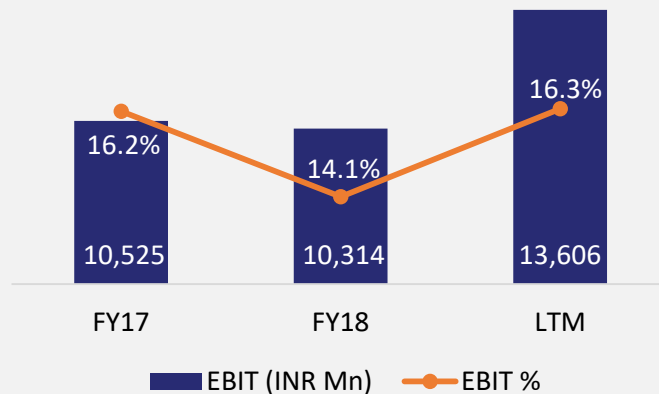
### Utilization



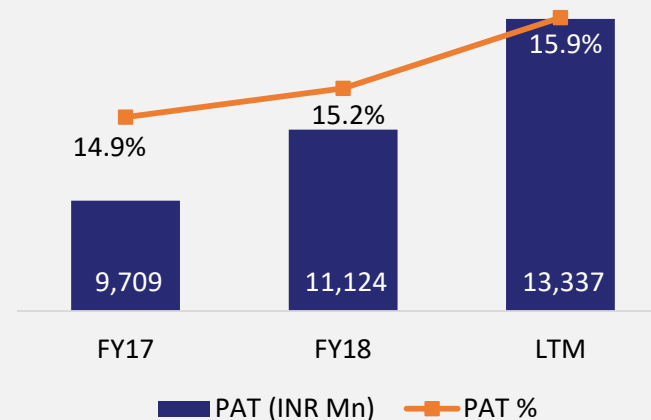
### Effort Mix



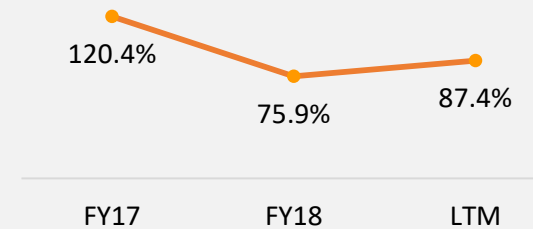
### EBIT



### Net Profit



### Operating cash flow % to Net Profit



**LTI**  
Let's Solve

