L&T Infotech

December 7, 2016

LTI/SE/STAT/2016-17/19

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,

Subject: Analyst/ Investor Meet
Ref: Our Letter dated November 8, 2016

Further to our above referred letter, please find enclosed the presentations which will be made during today's Analyst Day.

The Presentations will also be made available on the Company's website viz. www.Lntinfotech.com/Investors.

This is for your Information and records.

Thanking You,

Yours sincerely,
For Larsen & Toubro Infotech Limited

Rajesh S

Rajesh S. Narang
Company Secretary
(Membership No: F4440)

LARSEN & TOUBRO INFOTECH LIMITED
MUMBAI
INDIA

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CIN: U72900MH1996PLC104693 E-mail: info@Lntinfotech.com

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

L&T Infotech

Analyst Day | Dec 7, 2016 Mumbai

LTI 2.0 - Running a Two-Speed Company

7 December 2016 | Sanjay Jalona

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The Times they are a-Changin’

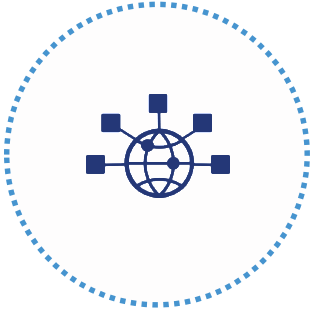
Bob Dylan (1964)

- Inside Uber’s plan to take over the skies with flying cars
- Uber’s self-driving truck makes it first delivery: 50,000 Beers
- All Tesla cars being produced now have full self-driving hardware
- Holocaust survivor experiences her own rescue in virtual reality

Headlines from Abundance Insider by Dr. Peter Diamandis

Exponential Technologies are Impacting Clients Remarkably

IoT

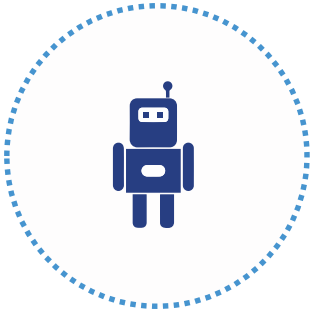


Increased Compute Power

3D Printing

Augmented Reality

Artificial Intelligence



Big Data

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L&T Infotech

Banking & Financial Services

- Mobile wallets
- Blockchain
- Robo-advisors
- Contactless ATM

Insurance

- Insurance telematics
- Drones in insurance
- On-demand insurance

Manufacturing

- Autonomous vehicles
- Products-as-a-Service
- Internet of Things
- Industrial Safety & Security

Media & Entertainment

- Virtual Reality
- Over-the-top (OTT) Content
- Big Data & Analytics
- Multi-device distribution

Clients are Seeking Outcomes Derived From

- Deep vertical expertise
- Technology leadership
- Ecosystem integration capabilities

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L&T Infotech

LTI is Uniquely Positioned to Lead in this New World Order

- Rich, real-world expertise
- Engineering mindset
- An enviable client list
- Deep desire to be “relevant”

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L&T Infotech

Taking it Further with LTI 2.0 - Operating at Two Speeds

Core - Being Today's Best

- Be the best - growth, margins, utilization, CSAT, ESAT, attrition
- Predictability and Scalability
- Capabilities – Revitalize and launch new
- Be the most feared competitor

More - Inventing the Next

- Write our destiny - Who we are? What do we stand for?
- Change the way we work
- Change the way we hire
- Culture change - accountability and learnability
- Be the most client centric company

Ambitious Brand Refresh to be Complete by 20th Anniversary

Core Idea	Pioneering Solutions in a Converging World
Descriptor	LTI
Tagline	Let's Solve
Positioning	We are a global technology & consulting company uniquely positioned to pioneer solutions in a world where physical and digital systems are rapidly converging. We enable digital transformation across industries based on Larsen & Toubro group heritage and real-world expertise. We go further for our clients helping them improve customer experience and relationships. We create opportunities for growth and prosperity in societies around the world.
Key Beliefs	Go the extra mile; Be Agile; Push frontiers of innovation; Keep learning; Solve for Society
Core Offer	MOSAIC™

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L&T Infotech

MOSAIC™

Accelerating Digital Transformation

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MOSAIC™

Accelerating Digital Transformation

MOSAIC™
THINGS
Intelligent Devices

MOSAIC™
AUTOMATION
Smarter Execution

MOSAIC™
DECISION SCIENCE
Impactful Decision-Making

MOSAIC™
EXPERIENCE
Unmatched Customer Experience

MOSAIC™
ARTIFICIAL INTELLIGENCE
Reinvent Problem-Solving

MOSAIC ACADEMY

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Making Rapid Progress

Wins Announced

Hartford Steam Boilers

Elkjop

Insurity

Acquisitions

augment IQ Data Sciences

Recent Partnerships

Pegasystems

Coupa

Nutanix

Workplace by Facebook

GE Digital

Duck Creek

WorkFusion

MIT CISR

Illustrative Engagements

- Uberization of business model
- Contactless ATM Ops using Apple Pay
- IoT led subscription billing model
- Digital customer onboarding
- Design thinking led oral care product innovation
- Industrie 4.0 Execution Roadmap
- Business Process Transformation through RPA
- IoT led Predictive maintenance
- Next generation shared services
- Digital employee collaboration design

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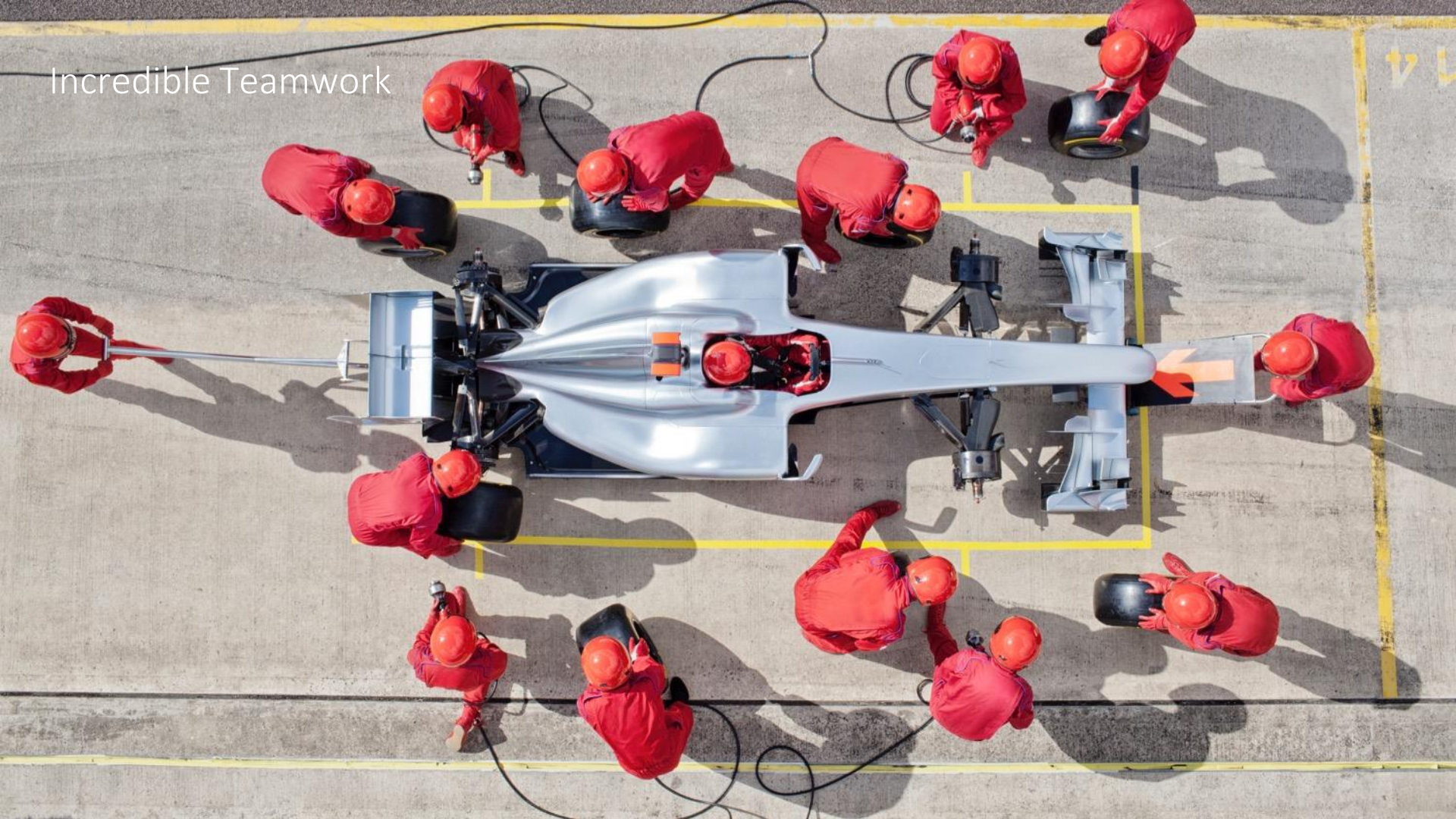
Incredible Teamwork



Summary

Client Centricity

Helping clients leverage the
convergence of physical a

Being the
technology and domain leader

Strategic intent is to build sign

Digital, Analytics, IoT, Cloud app

offerings like -

erprise Solutions, IMS, Testing

Mining existing
Accounts, NAO G2K

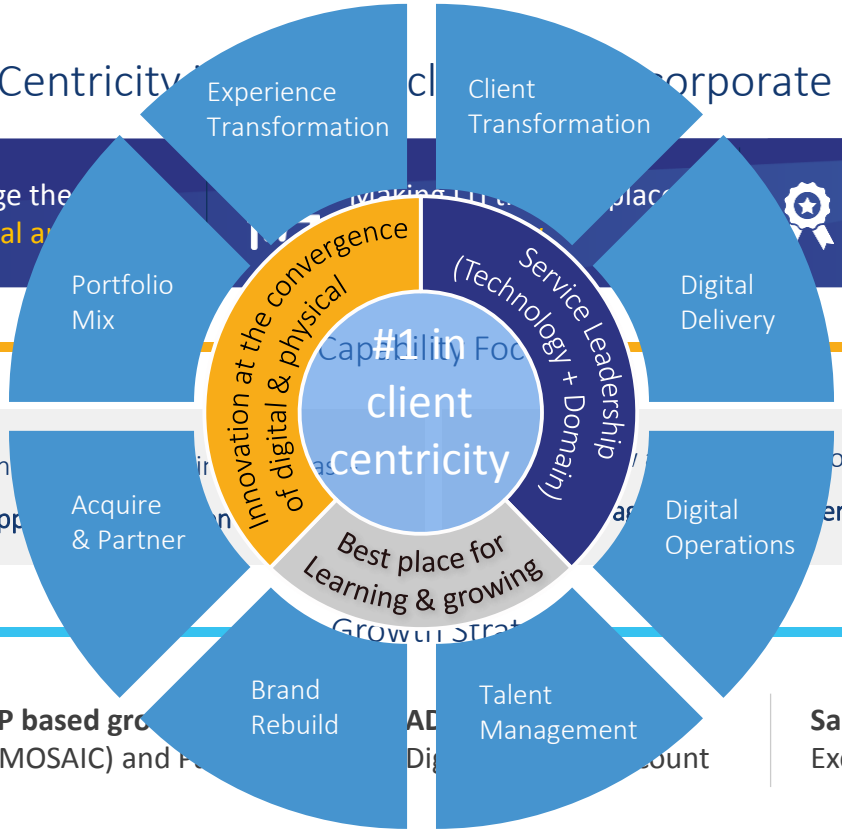
IP based gro
(MOSAIC) and

AD
Di

ount

Sales & Marketing
Excellence

M&A



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CBDT

- Additional Director General, Income Tax Department
- Transforming Income Tax Analysis and Surveillance through Advanced Analytics
- One of the largest digital transformation initiatives in the country

Sanjeev Singh

Business Standard

Beware, taxman to watch your posts on social media

Information gathered from a person's social media account will be matched with his or her declared income

Dilasha Seth & Indivjal Dhasmana | New Delhi
November 18, 2016 Last Updated at 01:48 IST

180 207 51

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L&T Infotech

Nordea

- Partners since 2006
- Across Insurance, Banking and Financial Services
- In Denmark, Finland, Sweden, Norway and India
- Risk and Reward mechanisms
- Rubicon - new ‘Life & Pension’ administration system

Mikael Spliid

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Banking & Financial Services
The Road Ahead - Our Point of View

7 December 2016 | Harsh Naidu

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Technology shaping future of Banking

Top Priorities for CIOs

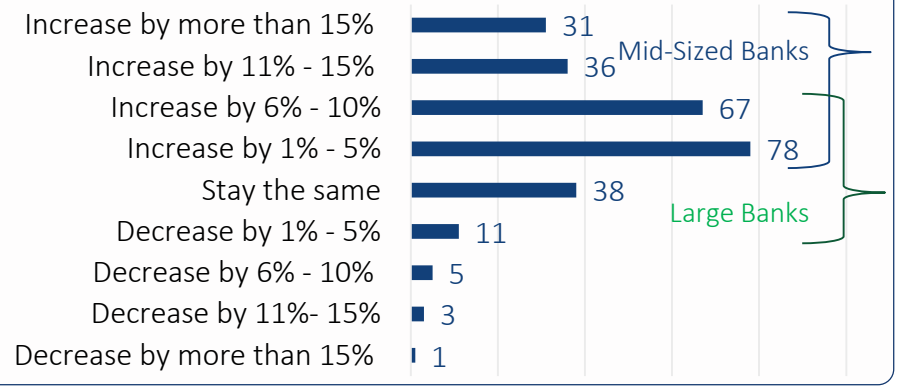
1. Improve Risk and Compliance Technology
2. Build a scalable DevOps environment
3. Digital Transformation / Transform UX
4. Infrastructure Consolidation & Cloud Adoption
5. Business Process Automation - Robotics / AI
6. Enhance Security / reduce Cyber attack threats
7. Innovations and collaborate with FINTECHs

Macro drivers for Tech spend

- Enhanced global regulatory oversight
- Low interest rate regime
- "Silicon Valley is coming"

Technology spending forecast for 2017

Most banks expect the money earmarked for tech to increase next year, with many projecting it will grow by more than 10%



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L&T Infotech

LTI uniquely positioned to capitalize on the opportunities

4500+	30%	26%
Consultants	Fortune 500 Customers	Of Overall Revenue

Major Contender in Everest Global PEAK Matrix for Banking

Major Contender in Everest Global PEAK Matrix for Capital Markets

Marquee Customer Base	**3 of Top 10** global banks	**3 of Top 10 Asset Mgmt.** companies in US	**2 of top 5** Banks in UK	**2 of top 5** Banks in Europe	**2 of top 5** Banks in South Africa	**180 fund houses** using our TA platform on cloud

Deep domain expertise

- Built world's biggest financial insights data mart
- Built a complex derivatives settlement platform that settles 60+ Tn USD worth derivatives trades.
- World's largest global custody platform
- Built a very complex GL that can process a billion transactions in a day

World is flat

- Disruptive digital technologies shaping new solution stack
- Use case driven innovative solutions
- Enabling clients build new business models
- More point of view lead conversations

Intellectual Property	Unitrax™	Unitrax.workflow
	AdvisorTrax™	Unitrax.TA -Analytics
	InvestorTrax™	FATCA on Cloud

Solution	AML Case Management, KYC – Rules Engine, Blockchain for Trade, Machine Learning for Fin Crime Investigation, Investor Services Automation stack

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Trends in BFS Spending

Regulatory Spend continues to dominate

10 years of RegTech journey

- **Case Management Solution**: Case Management solution, Machine Learning platform for risk scoring
- **Matured KYC Capabilities**: A blockchain led KYC Framework
- **Evolved Analytics Practice**: Solutions for Data Lineage, governance and aggregations

Enhanced Operations Efficiencies

An Engineering Mindset needed for automation

- **Transform BPO :** Cognitive led Automation
- **Proven Domain Solutions:** Trade, AML, Finance, Lending and Investor Services

Competing /Leveraging with FinTech

A more Iterative approach

- **Innovation is Big** Signing Innovation MSAs with selected clients
- **DevOps, Cloud and Market Place** Industry leading experience

Analytics | Digital | Automation

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Key offering and recent wins - Analytics

Large European Bank

Improve data traceability and regulatory alignment

Link 20K+ Data Stores across the globe to create one data mart for all regulatory needs.

Leading Asian Bank

Next Gen Data Warehouse for credit cards business

Push tailored promotions to customers on a real time basis using their geo-location

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Key offering and recent wins - Digital

Co-innovation through a dedicated "Business Innovation Center" (BIC)

Enabled Contactless Banking for ApplePay™
Created a market place around Life events

"Banking the Unbanked" through Customer centric channel banking solutions

Account opening & Debit card issuance in under 30 mins

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Key offering and recent wins - Automation

Transforming Lending Business

Transformation of Traditional Business Model
35% Reduction in Cost
50% improvement in response time

Automation for AML Compliance North America Operations

Cognitive solution for Risk Scoring
Automation of AML investigation flow
Increased productivity by 10x for AML Analysis

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Key Offerings & capabilities – Domain solutions

Large European Bank

Improve data traceability and regulatory alignment

Enabling the bank to win "Best Trade Finance Bank Award"

Leading US Bank

Capital Markets & Derivatives

Handles $53 Trillion OTC Derivatives contracts, supports interest Rates, FX Rates, Credit Derivatives, Equity-Linked and Commodities
Ability to Launch new products at short notice

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Unitrax® – Canada's leading Record keeping Management

A leading Canada-based IT Solutions Provider with a full spectrum of IT Services

Future Roadmap

Transform the architecture to built open APIs- allows us to sell parts of the system to more clients

Offer our Analytics Mosiac.DS Platform for insights to our clients

Our Commitment

- 730 Bn CAD worth of assets under management
- 180 Fund Houses use the platform
- Cross Sell new products and services to existing customers
- Multiple New Product Lines Launched
- Transformed User Experience Built a mobile platform to support operations
- Well established name in Canada representation on over 30 industry committees and work group

New Products Launched

InvestorTrax / AdvisorTrax 3.0 - Revamped Portal	BPM Case Management Workflow
TA Process Automation (BPA)	TA reporting Platform

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Blockchain @ LTI

Blockchain Lab in US and India

- LTI has made significant investment (50+ resources) to setup Blockchain Labs in US and India
- We are engaged with our strategic clients to identify the right use cases for Blockchain DLT
- Pro-actively develop proof-of-concepts / pilots for these identified use cases to demonstrate how to harness technology for the banks
- Foster partnerships with leading industry players such as Microsoft, Ripple, R3, Digital Asset Holdings

Our experience from proof of concept / pilots

Application of Blockchain for **Know-Your-Customer (KYC)** processes – *for a leading Australian Bank using Hyperledger*

Proof of concept based on Smart Contract driven **Trade Finance** workflow – *for a leading Nordic Bank using Ethereum*

Leveraging Blockchain for faster, cheaper **Cross Border Payments** using Ripple – *for a Leading Indian Bank*

Consolidate General Ledger Posting across multiple systems – *for a leading Global Bank using Hyperledger*

Autonomous Pay-outs from Insurance Smart Contracts - *Global Reinsurance Major using Ethereum*

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Building banks of the future

Gamification of advisory services

Blockchain led payments

Competing with non-traditional players

Digital corner Banking

Hyper automation

AI led regulatory landscape

Business models driven by Customer insights

Personalized Virtual branches / Robo teller

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Powering Insurers To Compete In The Connected World

7 December 2016 | Anil Vazirani

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Insurers are leveraging technology to compete in the new digital world

Market Forces

- Premium growth is slowing (4.1 % in 2015:H1 to 3% in 2016:H1)
- Underwriting profitability is deteriorating - CAT Losses increased in 2016
- Excess Capital in the market - alternative capital up by 12% in 2015
- Millennial workforce is growing rapidly (now 32% of overall workforce)

Fundamental Shifts

Product to Consumer Focus

Indemnification to Prevention

On-demand

Peer to Peer

IT Spend Trends

Total Addressable Market $191 B

Growth (expected 2017) 3%

Top Spend areas

- Digital 82%
- Core system Modernization 70%
- IT Ops Excellence 87%

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L&T Infotech

LTI uniquely positioned to capitalize on the opportunities

3500+	31%	21%
Consultants	Customers in Fortune 500	Of Overall Revenue

Major Contender in Everest Global PEAK Matrix for Insurance

Featured among Leaders as large size P&C Focused vendor - Novarica

Marquee Customer Base

2 of Top 5 Global brokers

3 of Top 10 Insurers in North America

Leading **5** Workers Compensation Insurers

1 of Top 3 Global Reinsurers

Leading Insurers in UK, Canada, SA, India

Leading ISV with P&C specialty

Experience across Value Chain

Brokers → Insurers → Reinsurers → Regulators → ISV

20+ Solution Assets

AccuRUSI™ — Right Data | Right Risk | Right Price

iCEOn™ — INSURANCE COMMUNITY ECOSYSTEM

Expertise in 25+ Software Products

duckcreek technologies, insurity, SAP, unirisx (The Insurance Solution), pitney bowes, Pega, MARSH ClearSight, salesforce, vrc insurancesystems

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L&T Infotech

Insurance clientele across the globe

- P&C Insurers
- Life Insurers
- Health Insurers
- Brokers
- Reinsurers
- Regulators
- ISVs

Countries we serve:

USA | Canada | UK | Denmark | Finland | Norway | Sweden | Germany | South Africa | India | Australia

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L&T Infotech

We differentiate by leveraging our domain solutions

Underwriting and Risk Intelligence Solution

Advanced analytics, Cognitive, Machine learning and Robotics

Claims and Loss Prevention Solutions

IoT, Location Intelligence, Advanced analytics based solutions

Distribution and Customer Service Solutions

Portal, Mobile Apps, Digital Frontends

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Key focus areas

Core Modernization

- Insurance domain solutions
- Niche partnerships with industry leading software products

Automation

- Machine learning based Automation platform (MOSAIC Automation Platform)
- Robotics Process Automation for Insurers

Digital

- Real world experience (e.g. IoT for Risk Mgmt.)
- Investments in assets e.g. MOSAIC.Decision Science

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Modernization - Domain and niche product experience

Partnerships

duckcreek technologies
insurity
Pega
SAP
salesforce
ORACLE
pitney bowes
servicenow
Microsoft

Solutions

Domain Solutions	Value Added | Outcome Driven
Packaged Product Capabilities	Niche Expertise | Repeatable

Top 5 P&C Insurer

Scaled agile implementation of New operating model and digital platform for commercial line

Consolidating 485 applications, 200+ technologies

Leading P&C insurer in Canada

End-to-End Duck Creek Implementation for small commercial across 6 lines of businesses

25% improvement in Time to Market

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Automation – Platform based managed services to bring in radical efficiencies

Partnerships

AUTOMATION ANYWHERE

WorkFusion

Pega

RPA and RDA

Microsoft

Azure Machine Learning

Solutions

MOSAIC Automation Platform	Extreme Automation | Machine Learning
Robotics Process Automation	Non Intrusive | Cognitive Processing

Leading specialty insurer

MOSAIC™ Automation Platform based Managed services for ADM and production support

55% Cost savings over 5 Years

Global Reinsurer

Robotics process automation improving customer experience and bringing in radical efficiencies

Cutting turn-around time by 50+%, while saving more than 70% costs

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Digital – Differentiating with real-world expertise

Partnerships

Pivotal | MarkLogic | Microsoft | apigee | amazon web services | Hortonworks | PREDIX | IBM Bluemix | mongoDB

Solutions

MOSAIC™ DECISION SCIENCE	Simplified Analytics Accelerated Outcomes
Connected Insurance	Real World Experience End Consumer Connect

Top 5 US P&C Insurer

Market leading agility by migrating 100+ apps to private cloud foundry infrastructure

Improving **'Resilience'** & **'Time to Market' by 10X**

Large Global Insurer

Innovative IoT-based Smart Building product for commercial property

Estimated avg. annual **savings $1 Million** per 100 properties

Leading P&C Insurer

Big Data powered claims analytics solution to improve subrogation and fraud detection

Saving $ 20 Mn across 10 states in the first phase of release

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L&T Infotech

Our Clients testify for our strong domain knowledge…

Arvind Laddha
Vantage India

As an added advantage that we have with L&T Infotech is **their deep understanding of the Insurance Industry**. This deep understanding of the Insurance Industry has meant that together we are both 'Subject Matter Experts'. Together, we can both write the roadmap not just from a technology perspective, but also from an Insurance Industry perspective.

Jeffrey Glazer
Insurity

The thing that really impressed me the most was that even when things didn't work the way we wanted to, there was always an opportunity with L&T Infotech to sit down and talk and strategize about how to do things better. **L&T Infotech would make a great transformation partner! If I could do it all over again, I would pick them again**.

Giles Baxter
Arthur J Gallagher

L&T Infotech has been managing our business critical applications for the past 2.5 years. During this period, L&T Infotech consultants have shown high levels of capability in technology areas and increasing **knowledge of the domain and our business**. They have exceeded our expectations.

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LET'S PLAY
LEAPFROG
CMT UPDATES

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9:00 am
We Move
Travel & Hospitality

10:00 am
We Connect
Telecom

8:00 am
We Clean
Customer Goods

11:00 am
We Enable
Hi-Tech

AT, CMT WE HELP BUSINESSES
EVOLVE AND TOUCH LIVES

9:00 pm
We Entertain
Media & Entertainment

4:00 pm
We Delight
Retail

8:00 pm
We Serve
Utilities

6:00 pm
We Heal
Life Sciences

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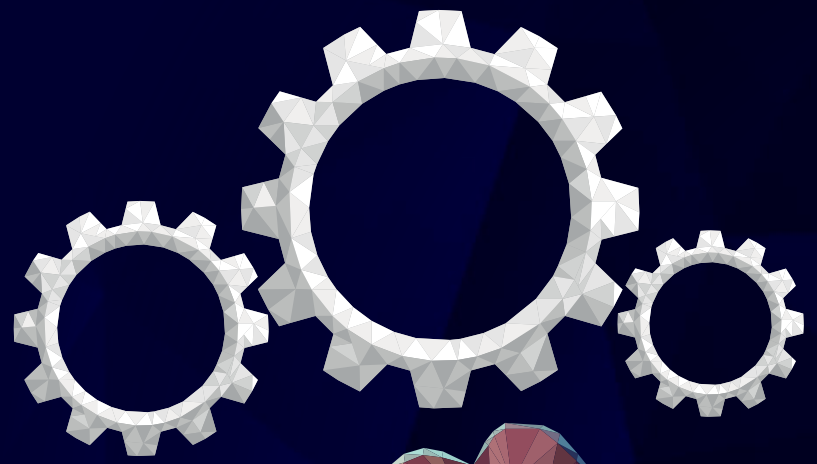

WE, THE CONSUMERS, ARE DRIVING AN

INCREDIBLE TRANSFORMATION

IN THESE INDUSTRIES

Disintermediation

- Direct to consumer media
- Connected health
- Products as a service
- Services as a product
- Sharing economy

Efficiency

- Business operations automation
- IT operations automation
- Smart supply chains
- Smart manufacturing

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THIS CREATES A LEVEL PLAYING FIELD & A GREAT OPPORTUNITY

I have legacy OT and IT platforms for my Utility business that are highly manual, non-reliable, in-secure and do not serve my future needs. How should my future state IT look like?

CIO, Utilities Co.

I have hundreds of call center agents despite which CSAT for my Telecom business is still low. I need to delight my customers. Which Cognitive AI platforms should I choose

VP, Customer Service, Telecom

I have volumes of data in my factory shop floor, but do not know what to do with it. How can I drive insights from this data to decrease my production cost?

VP ,Plant Ops Consumer Goods

Warehousing costs for my Consumer goods should decrease by 10x. What solution options do I have?

VP, Supply Chain Consumer Goods

My business needs speed & agility. I have monolithic ERP systems with a tightly coupled architecture. I need to empower my business to roll out New products and services, real time!

CIO, Hitech Co.

*"No one vendor is fully addressing both **IT-driven** and **business users'** requirements for ease of use."*

Gartner Magic Quadrant BI and Analytics Platforms, Feb 2015

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WE ARE A DIGITAL BUSINESS…

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OUR DIGITAL STRATEGY IS DELIVERING UNPRECEDENTED OUTCOMES TO CUSTOMERS

PROBLEM STATEMENT	**Reduce wastage and Time out of Environment for raw materials in Drug manufacturing process**	**Improve claim resolutions, faster collections & lower customer deduction balances**	**Reduce cost of ongoing operations across Finance, HR, Supply Chain processes**	**Improve end consumer experience and enhance internal visibility of ordering process to stakeholders**
SOLUTION APPROACH	LTI built an IOT solution with a CLOUD data platform built with Predictive capabilities that enable preventive actions	LTI built a persona based Big Data platform to process millions of transactions with ML capabilities. Advanced visualization gave Finance & Sales teams predictive data for decision making	LTI used deep domain knowledge and customer context to design an automation solution using RPA, RDA, NLP & Cognitive technologies	LTI used Design Thinking & User journey mapping for different personas to visualize a new biz model for a Smarter CLOUD based eCommerce solution
OUTCOMES	• 35% reduction in manual effort • 22% Inventory reduction • 100% federal compliance	• 5% increase in DSO • Significant increase in cash flow • 44% reduction in AP effort	• 50% productivity gain in P2P • 90% efficiency in select processes	• 15% increase in Sales • Frictionless Consumer Experience

Superior Compliance through IOT

Increased Cash flow via Advanced Analytics

Increased productivity with Automation

Increased sales through transformed experience

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THE OPPORTUNITIES ARE GETTING BIGGER WITH **CHANGING CONVERSATIONS** WITH CUSTOMERS

Utility of the future

to modernize end to end IT and OT for a Utility business in the US with a reliable, secure future proof solution

Factory of the future

to reduce material wastage and decrease Unit cost of producing goods for a leading sporting goods company

Nextgen Workplace

to enhance employee in-store retail sales experience

Reimagined Customer Service experience

while automating L1 call center operations for a major Telco using Cognitive AI technologies

Nextgen Ops

With solutions focused on delivering automation of Customer service operations with RPA, RDA, BPA and Cognitive AI for a Hitech OEM

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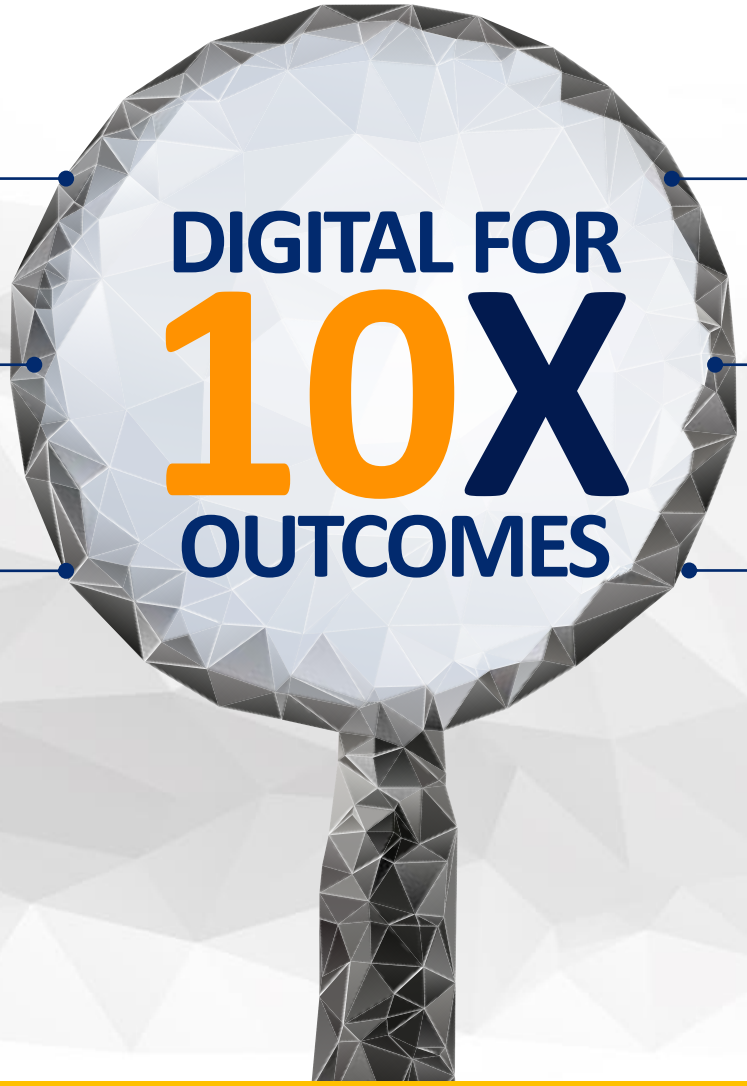
WE BUILT A NON-LINEAR ECOSYSTEM TO LEAPFROG

IN SUMMARY

Consumerization is disrupting the world we know

With the best logos as Customers we are delivering unprecedented outcomes



Digital is a level playing field and a Unique opportunity

With changing conversations, we see bigger opportunities

At CMT we touch lives with a Digital 1st approach

To stay ahead, we LEAPFROG by building a non-linear eco-system

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Analyst Day | Dec 7, 2016 Mumbai

Fueling the Manufacturing Renaissance

Rohit Kedia

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Fourth industrial revolution
is creating new demand for IT…

Technological disruption impacting manufacturing

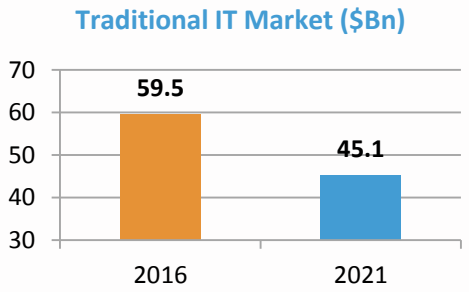
- $2.4 Trillion : Economic Impact of IOT by 2021
- Over 1 trillion Sensors will get connected by 2020
- Additive manufacturing disrupts 10 $Trillion MFG industry
- 2.2 million terabytes of data is created everyday

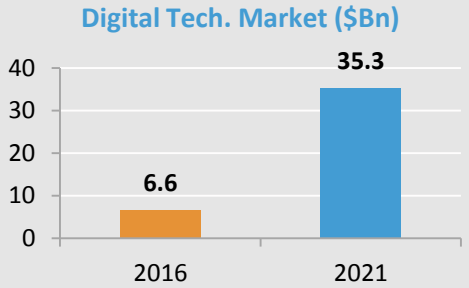
Source: https://www.statista.com/

Fundamental shifts

- Disintermediation in B2B2C value chains
- Servitization of products
- Significance of Customer Experience
- New horizons of operational efficiencies

2 distinct markets





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Creating Significant Opportunities
Across Manufacturing Sectors

Energy

111 G2K Companies

- NextGen Digital Oil Field (DOF)
- Digital Refinery
- 4D Seismic Analysis
- Integrated Operations
- Industrial Safety & Security

- $ 30Bn Market of DOF by 2020
- Global Seismic Survey Market growth at CAGR 12% up to 2020

Process Industry

153 G2K Companies

- Smart Manufacturing
- Integrated Operations –Excellence & Optimization
- Digital Supply Chain and optimization
- Industrial Security

- $20Bn Investment in connected supply chains by 2020
- Industrial Security Market to reach $38Bn by 2020

Industrial Manufacturing

94 G2K Companies

- Direct to Consumer commerce
- Smart Manufacturing
- Connected products
- Product "As a Service"
- Industrial Safety & Security

- Connected Product market to reach $ 50Bn by 2022
- Direct to Consumer market to grow $ 70Bn by 2022

Engineering & Construction

51 G2K Companies

- Paperless Projects and collaboration center
- Smart Fabrication
- Workers Safety and Productivity
- Equipment Performance monitoring & management

- 80% of global E&C players will adopt to IOT led smart fabrication by 2020
- Robots to replace 5.1 Mn Jobs by 2020

Automotive & Aerospace

72 G2K Companies

- Connected Experience
- Mobility as a service
- Vehicle Autonomy
- Smart Manufacturing
- Aircraft Health Management
- Digital Publications

- Smart MFG market to reach $ 75Bn by 2022
- Connected car market to reach $ 47Bn by 2020

Sources: http://www.marketsandmarkets.com, http://www.digitaltrends.com, http://www.businesswire.com, http:///www.suplychaindive.com, http://www.securitytoday.in

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L&T Infotech Is Uniquely Positioned

To Address This New Demand

Inheriting a strong group DNA in manufacturing

- **$ 10.95Bn from mfg. sectors**
- **7 decades of mfg. experience**
- **500+ Manufacturing Clients & Suppliers**
- **25,000+ Domain Engineers**

CAPABILITIES ACROSS PHYSICAL & DIGITAL DOMAINS

ABILITY TO PROTOTYPE & EXPERIMENT

- System Integrator in L&T Digital Transformation
- Chiller Plant | L&T Tool Room | Opera for Solar Plant | Asset Performance for Diesel Generator at L&T Construction | Fleet Management for L&T Komatsu
- First-mover Advantage in New IP Creation 10+ POCs created

ECO SYSTEM ADVANTAGE

- Group relationships create vast eco-system across multiple domains
- 40+ 360 Degree Relationships
- Access to multiple end markets for IOT solutions
- Research Patron with MIT CSIR
- Active partner program with IITs and NITs

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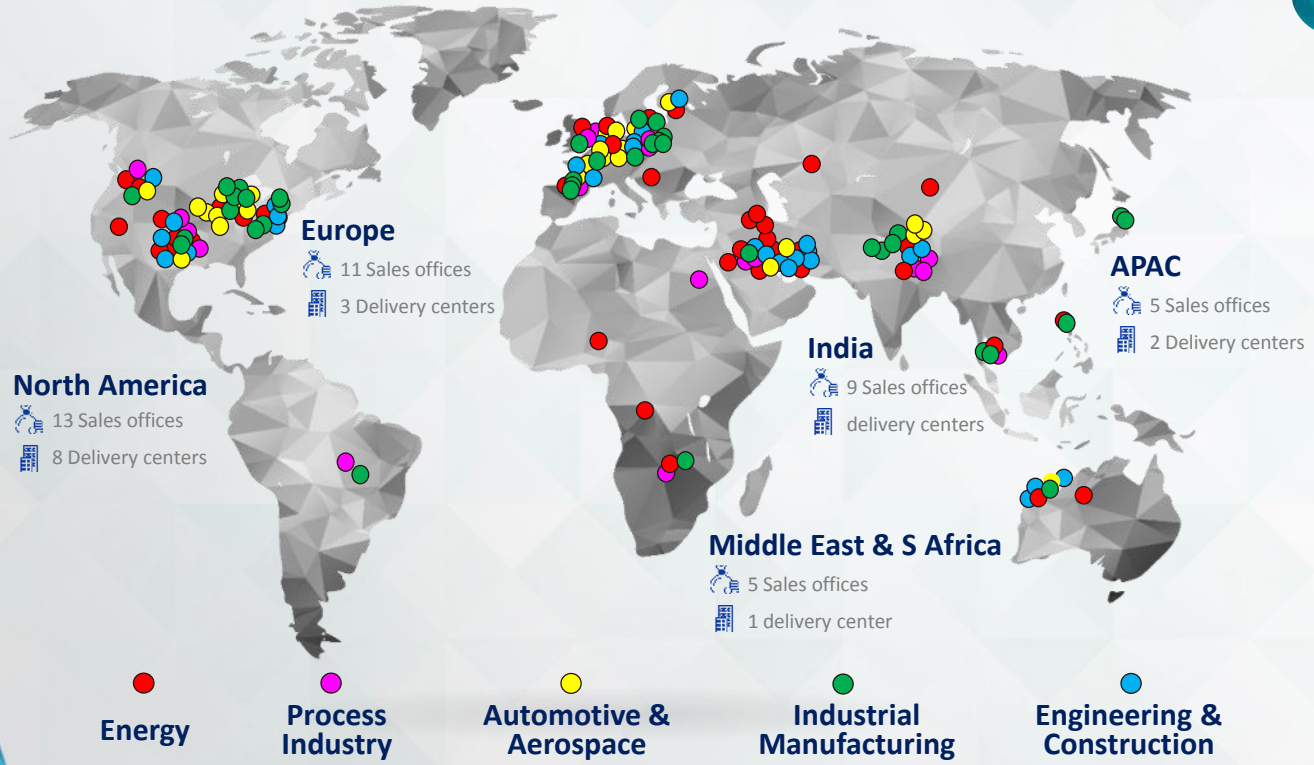
We have a strong

Global Manufacturing Business…



Countries we serve

USA	UK	Canada
Australia	France	Germany
Denmark	Sweden	Norway
Netherlands	Spain	Italy
Ireland	Finland	China
South Africa	Angola	Nigeria
Egypt	Saudi Arabia	UAE
Qatar	Oman	Kuwait
Singapore	Philippines	Kazakhstan
Jordan	Poland	Czech Republic
Estonia	Latvia	Brazil
Costa Rica	Malaysia	India

83 Clients | **52% in Forbes G2K List** | **28% of LTI revenues from Mfg**

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…that creates a solid platform

To Capture This New Demand

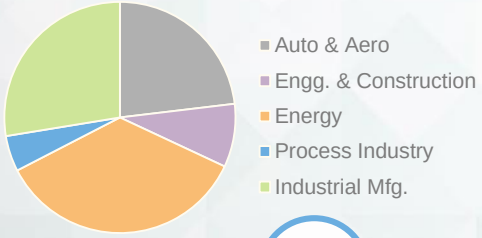
5500+ Consultants

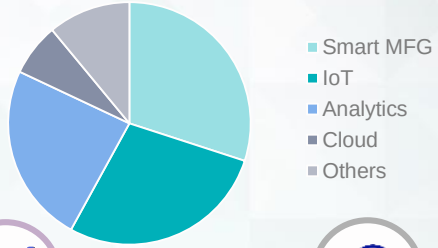
14 10 Year Engagements

9 **New Customers** (in Last 12 Months)

One of World's Top
- **Aerospace Companies**
- **Auto OEMs**

Three of the World's Top
- **E&C Companies**





Energy	Process Industry	Industrial Manufacturing	Engineering & Construction	Automotive & Aerospace
Upstream | Midstream | Downstream	**Chemicals | Metals & Mining | Paper & Pulp | Agribusiness**	**Construction & Mining Machinery | Industrial Machinery & Components**	**Engineering | Procurement | Construction | Maintenance**	**OEM's | Tier 1 | Dealers**
25 Clients | 18 G2K	**10 Clients | 4 G2K**	**19 Clients | 7 G2K**	**15 Clients | 4 G2K**	**14 Clients | 10 G2K**
30+ Industry Solutions	**20+ Industry Solutions**	**8+ Industry Solutions**	**8+ Industry Solutions**	**15+ Industry Solutions**
Reservoir well Optimization | Pipeline Integrity |Asset Performance Management | Integrated Oil Terminal Automation	Operations Monitoring & Optimization | Asset Performance Management | Chemical Terminal Management	Asset Monitoring | ServiceFirst | Predictive Analytics in Maintenance	E-Connect| Market Analysis Repository | Engineering & Automation| E&C Applications	RFID Container Tracking | Packaging & Logistics |Warranty Analytics | Dealer Management | Internet VoC

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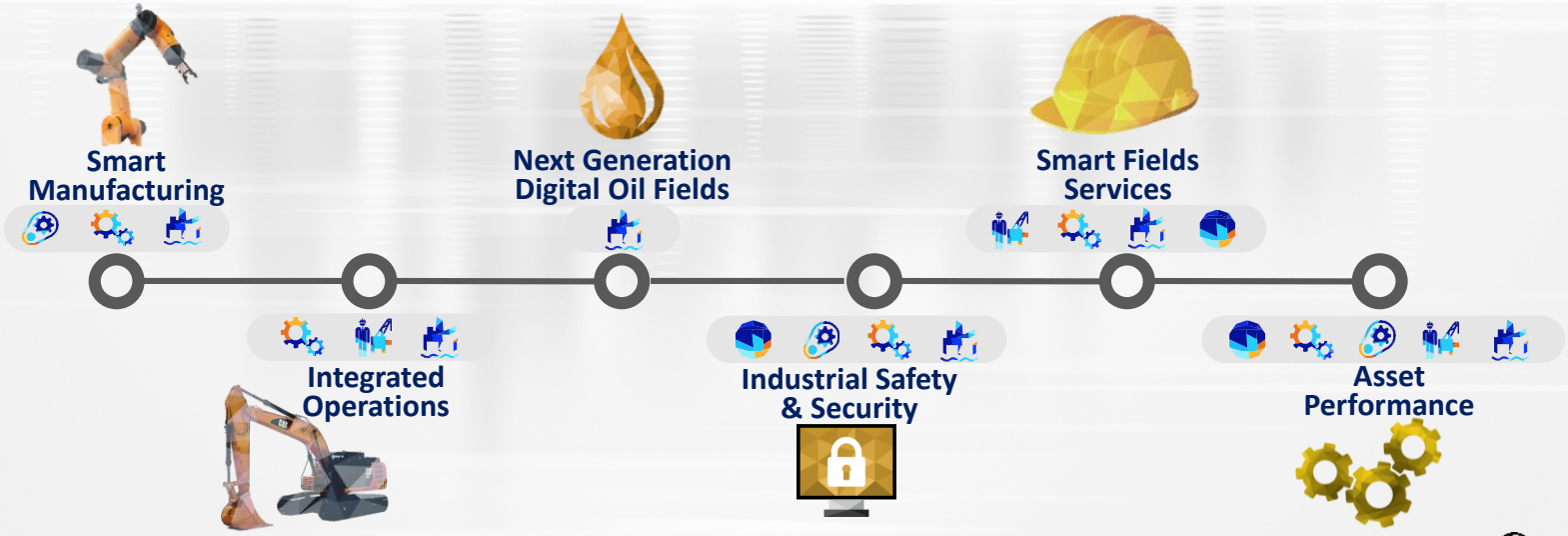
We have made strategic choices on where to invest



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#1 Smart Manufacturing

Yield Improvement | Manufacturing Traceability | Digital shop-floor I Safety & Security

Target Market | 380+ G2K Companies

Relevant Sectors

Industry IP	
Digital Refinery	'One view' of Refinery operations for greater operational efficiency and yield optimization
Digital Manufacturing Framework	Manufacturing Playbook, Use Cases Repository, Analytics Accelerators, Algorithms for Manufacturing Models
Technology IP	
MOSAIC™ THINGS	Real time data capture from sensors and devices and pushing the real time data onto a cloud environment
MOSAIC™ DS	Analytics application platform

Leading global process manufacturing company

Transforming the manufacturing site into a Gold Standard SMART Manufacturing plant to Improve Asset Utilization & Maximize Supply chain efficiencies

$20 Million Savings per plant

Leading Japanese auto manufacturing company

Scale-up Execution partner in SMART Factory center to accelerate the adoption of Industry 4.0

SI Partner in **Industry 4.0**

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#2 Integrated Operations

Operations Optimization| Utilization Improvement I Safety & Security of Assets | Improved Plant availability

Target Market | 250+ G2K Companies

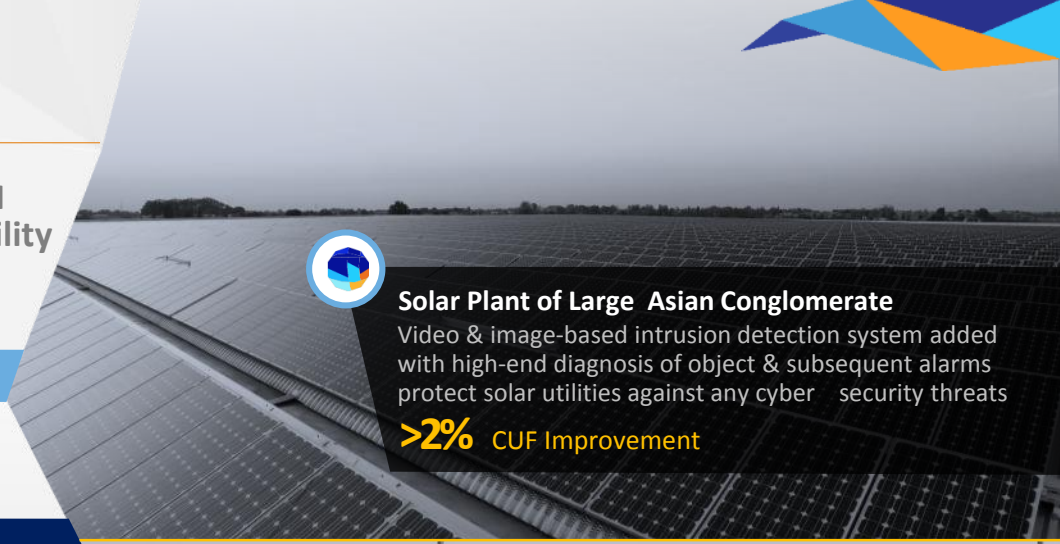
Relevant Sectors

Industry IP

Integrated Collaboration Center	'Integrated Center for Monitoring and Optimization of Operations, Improve plant availability and equipment reliability
OPERA	Central view of evidence based real-time performance for operational excellence

Technology IP

MOSAIC™ DS	Analytics application platform
MOSAIC™ THINGS	Configurable device cloud for device definition, security, access & management



Solar Plant of Large Asian Conglomerate

Video & image-based intrusion detection system added with high-end diagnosis of object & subsequent alarms protect solar utilities against any cyber security threats

>2% CUF Improvement

American Midstream Company

Optimizing Operations though an integrated plant view with focus on efficiency, reliability, utilization and risk management

40% ↑ Equipment utilization

20% ↓ Maintenance Costs

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#3 Next Generation Digital Oil Fields

Real time Oil Field Visibility | Field Services Efficiency Improvement | Enhanced Oil Recovery | Asset Optimization I OPEX Reduction I Improved Plant Reliability

Target Market | 60+ G2K Companies

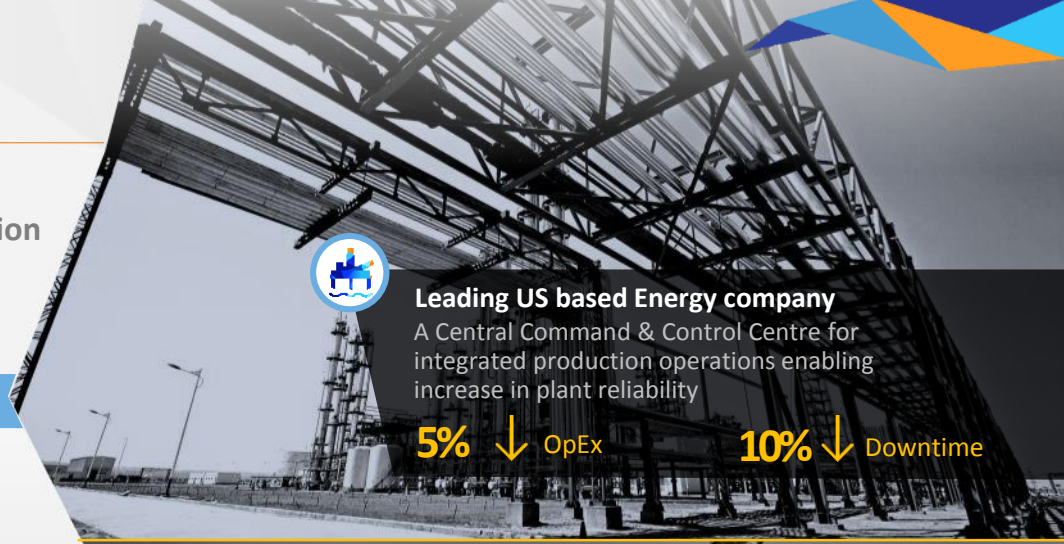
Relevant Sectors

Industry IP

Euphoria	Monitoring of 32 Key KPIs for Upstream Operations. Analytics for Production and Operations Reliability
Well Prognosis	Tool to optimize Well Planning Life Cycle Activities, schedule And Optimize Execution

Technology IP

MOSAIC™ THINGS	Real time data capture from sensors and devices and pushing the real time data onto a cloud environment
MOSAIC™ DS	Analytics application platform



Leading US based Energy company

A Central Command & Control Centre for integrated production operations enabling increase in plant reliability

5% ↓ OpEx **10%** ↓ Downtime

European Operations of an Oil & Gas Major

Real-time monitoring dashboard to improve safety & surveillance - by acquiring and using field production data more effectively

20% ↓ Safety Incidents **2%** ↓ Well Operating Costs

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#4 Industrial Safety & Security

Improved Safety & Security| Digital governance for IT security | Information Risk Management

Target Market | 200+ G2K Companies

Relevant Sectors

IP's & Assets

Integrated Command Center	Centre for Safety & Security Surveillance and monitoring, Control & Shutdown of distributed process plants & well heads
PCN Security	Vulnerability assessment and remediation of Process Control Network using non intrusive tools

Technology IP

MOSAIC™ EXPERIENCE	Configurable digital tenets viz. integrated analytics, collaboration, alerts etc. through user centric cockpit
MOSAIC™ THINGS	Configurable device cloud for device definition, security, access & management

Leading Asian Oil & Gas Company

Enhanced Operational Security & Safety of offshore Assets, Operations and Personnel in emergencies

0 Safety Incidents in last 4 years

European multinational energy corporation

Assessment & Remediation of Security and Risk Compliances for Industrial Assets, PCN and SCADA Systems

99.7% IRM compliance

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#5 Smart Field Services

Field Services Optimization | Real Time Work Order Close-out| Improvement in field force productivity | Reduction in TCO |Improved Surveillance and Safety | AMC Churn

Target Market | 250+ G2K Companies

Relevant Sectors

IP's & Assets

Smart SERVICE	Guides Service Engineers to perform planned, unplanned, predictive maintenance services using Augmented Reality
Field Manager	Solution for Field Surveillance, Asset Management fulfilment & Scheduling, Safety & Security

Technology IP

MOSAIC™ CHANNELS	Comprehensive multi channel delivery platform supporting traditional, mobile, wearable and virtual reality based devices
MOSAIC™ THINGS	Real time data capture from sensors and devices and pushing the real time data onto a cloud environment

Leading US based Energy company

Field Services Solution to manage Asset data, Work Orders & security roles

20% ↑ Field force Productivity

Leading Global Industrial Conglomerate

Solution for Field engineers for servicing and maintenance of elevators through job scheduling

5% ↑ Client AMC Retention

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#6 Asset Performance

Maintenance Analytics | TCO reduction I Effective OEM monitoring | Improved Plant availability

Target Market | 450+ G2K Companies

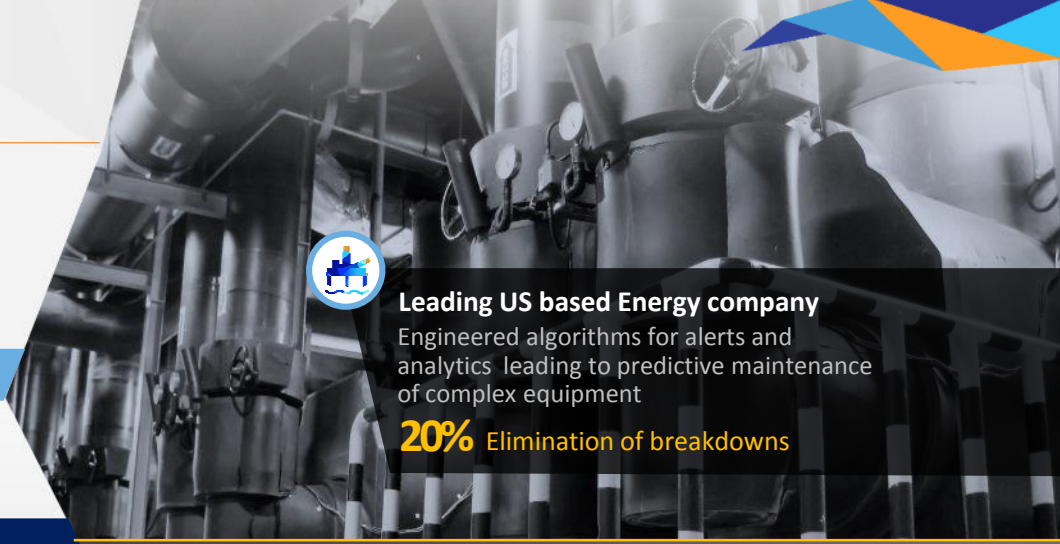
Relevant Sectors

IP's & Assets

OPERA	Central view of evidence based real-time performance for operational excellence
PRIME Plant	Early Warning System" to help predict potential failures of critical equipment

Technology IP

MOSAIC™ CHANNELS	Comprehensive multi channel delivery platform supporting traditional, mobile, wearable and virtual reality based devices
MOSAIC™ THINGS	Real time data capture from sensors and devices and pushing the real time data onto a cloud environment



Leading US based Energy company

Engineered algorithms for alerts and analytics leading to predictive maintenance of complex equipment

20% Elimination of breakdowns

Japanese multinational corporation serving E&C

System providing comprehensive information on proactive maintenance, alerts and warnings

7% ↓ Operating Costs

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Key takeaways about

L&T Infotech Manufacturing Business

MARKET

Disruptive technologies impacting manufacturing industries are creating a new and growing market for information technology

READINESS

L&T Infotech is uniquely positioned to address this new market on the basis of our manufacturing DNA, integrated skills and eco-system

GROWTH PLATFORM

We have a strong global business, customer footprint and market momentum to use as a launch-pad to capture this new demand

INVESTMENTS

We have strategically chosen areas to invest and have created strong intellectual property and early successes in those

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L&T Infotech | Let’s Solve

L&T Infotech

Analyst Day | Dec 7, 2016 Mumbai

MOSAIC™ – Accelerating Digital Transformation

7th December 2016 | Aftab Ullah

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3.7% QoQ Growth

26% Digital Revenue

L&T Infotech

MOSAIC™

Encompassing Everything Digital

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L&T Infotech

We aren't just building capabilities, but a whole ecosystem

4 DIGITAL SOLUTIONS

Financial Services	Insurance	Oil & Gas	Industrials	Media & Ent
• Cognitive Trade Finance • Smart AML	• iAccurusi • Connected Insurance	• Digital Refinery • Pipeline Integrity	• OPERA (O&M) • Component Traceability	• Consumer analytics • OTP distribution

Next Gen Shared Services (10X) | Customer 360 ° | Full Stack modernization | Cloud Migration & Cyber security

3 DIGITAL CONSULTING, DESIGN & DOMAIN

DESIGN THINKING | MIT / RESEARCH | DIGITAL JEDIS | NILE (new.innovative.LTI.ecosystem) | SOLUTION STUDIOS

2 MOSAIC PLATFORMS

MOSAIC™ THINGS | MOSAIC™ AUTOMATION | MOSAIC™ DECISION SCIENCE | MOSAIC™ EXPERIENCE | MOSAIC™ ARTIFICIAL INTELLIGENCE

1 DIGITAL SERVICE LINES

ANALYTICS | AUTOMATION | CLOUD APPS | CLOUD INFRA | CYBER SECURITY | IoT | USER EXPERIENCE | INTEGRATION | AI | MOBILITY

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… which has helped us bag deals against strong contenders (1/2)

1 out of the only 6 **Global Service partners** based on our success of using Workplace

One of top 3 banks
Largest Big Data implementation for Regulatory Compliance

Largest CPG company
Joint 10X Disruptive Digital Solutions across 11 functional areas

Partnered with a **Swedish financial firm** for **Blockchain** initiatives

American conglomerate
Digital Strategy Partner
And **Data as a Service** - MOSAIC.DS

One of world's largest banks
AML & Data Lineage using
Big Data & MDM

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… which has helped us bag deals against strong contenders (2/2)

Digital Strategy Win for a Swedish fuel conglomerate

Largest building material manufacturer
Innovative **digital mobile solution** - Fleet management

One of the largest Pharmaceuticals company
Data Analytics on one of the largest **MDM landscape**

French multi-national banking company
Robotic Process Automation

World's largest contract miner
Migration of **on-premise** Oracle JDE ERP **to cloud**

Australian Infrastructure company
Digital Transformation of UX and Mobile solution

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Moving up the Experience Economy: from delivering services…

Quality Policy

We strive to be the most client centric partner by

- *Delivering* ***rich and meaningful experiences to our customers and their customers***
- *Continuously improving our services and solutions with* ***focus on agility and creativity***
- *Nurturing an environment that* ***promotes learning and growth***

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Moving up the Experience Economy: to delivering experiences…

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LTI 2.0

Transforming to be one of the most client-centric companies in the world

1

Innovation at the convergence of Physical and Digital

Acquire & Partner| Portfolio Mix | Experience Transformation

A **Revitalizing our Portfolio mix**

- Building differentiated capability in areas like Design, Analytics, Automation, IoT and Domain Consulting
- Introduction of new leadership – CIO, Analytics, Testing, Infrastructure services, Cyber Security, Banking
- Digital solutions based on our group's businesses and bringing in right talent and expertise across multiple domains

B **Focused Inorganic Growth Strategy and Key Partnerships**

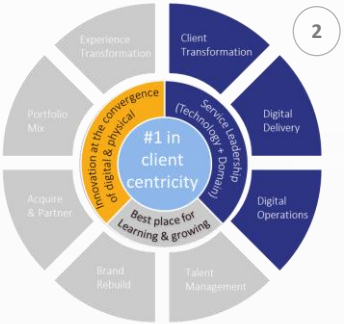
- Acquisitions in strategic areas of growth (Augment IQ – MOSAIC.DS)
- Partnerships with leaders like GE, Microsoft and new-age disruptors like Coupa etc.

C **Taking client experiences to the next level**

- Understand and transform experiences through data driven metrics
- Bring together an ecosystem to drive compelling for our clients, their customers and employees

Service Leadership in Technology and Domain

Client Transformation | Digital Delivery | Digital Operations



2

A **Joined Forces with Clients' IT organizations to help them digitally transform and innovate their business**

- Introduction of Digital Consulting partners for key accounts (3 pronged approach: sales, delivery, consulting)
- Thought partner of choice to help our clients navigate the future
- Aspire++ - Growing our portfolio of services with existing accounts

B **Transform client interactions through Digital Service Delivery & Digital Operations**

- MOSAIC Automation Platform (Cognitive-led automation)
- Run Digital: Building services around agile methodologies, design thinking and consulting
  - Run state - Usage of LTI Agile/Devops platform with several clients
  - Steady state – Usage of LEAN, Kanban and other methodologies

C **Rehashing operations by going digital**

- Replacing old, legacy systems with real-time, user-friendly, omni-channel apps
- Introduction of new processes for security and risk management

Best Place for Learning and Growing

Next Gen Workplace | Talent Management | Brand Rebuild

A

First IT services company to launch Workplace to improve workforce engagement

- Connecting more than 20,000 employees across 23 countries, driving agility and experiences
- An Employee-centric ‘I’m the Change’ Catalyst Program - 30+ policy changes within organization in areas of Admin, IT, and HR

B

MOSAIC Academy in collaboration with new-Age platforms to build new skillsets

- MOOC-based learning platform with sandboxes to accelerate learning experience

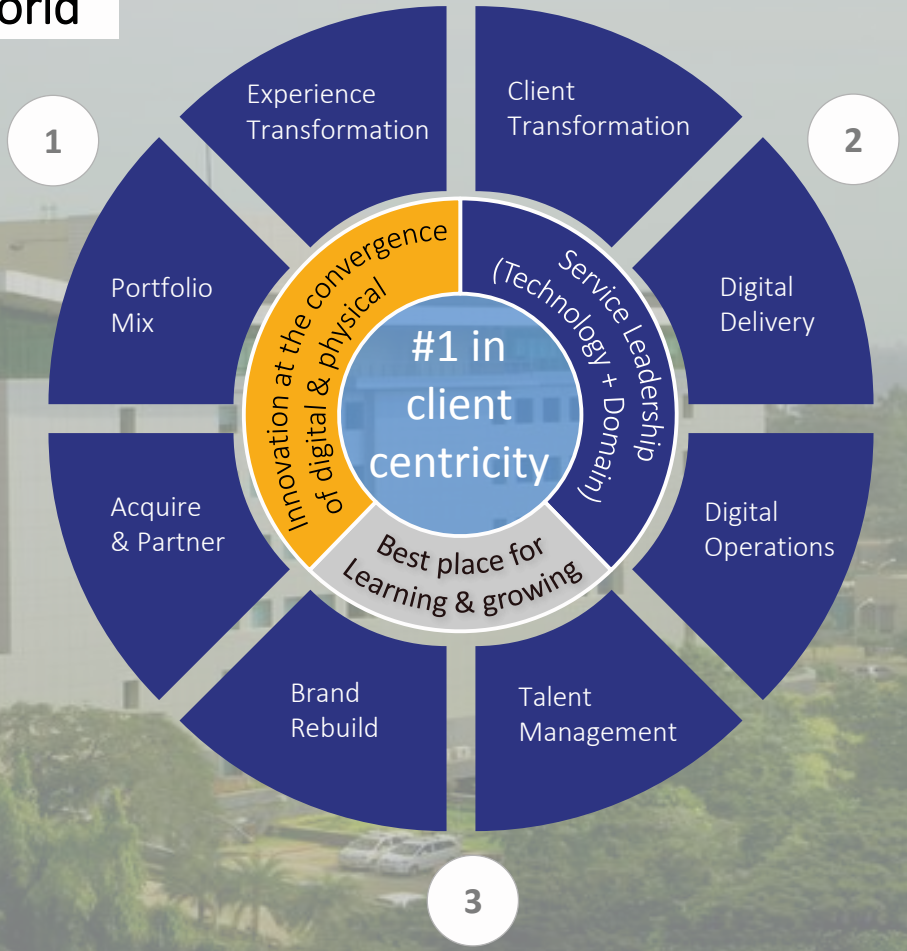
C

‘Pioneering Solutions for a Converging World’ - Brand Rebuild

- Transforming L&T Infotech’s positioning in the global market

LTI 2.0 Transforming to be one of the most client-centric companies in the world

- Client-centricity at the heart of all our focus
- From delivering services to delivering experiences
- Ecosystem integrated, end-to-end digital solutions stack for solving in a Digital World



L&T Infotech | Let’s Solve