

LTI/SE/STAT/2018-19/43

July 31, 2018

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: Investor Presentation

Pursuant to Regulation 46(2) of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of Investor Presentation, which also will be available on the Company's website viz. www.Lntinfotech.com/Investors.

We request you to take note of the same.

Thanking You,

Yours sincerely,

For Larsen & Toubro Infotech Limited





Manoj Koul
Company Secretary & Compliance Officer



Encl: As above

Larsen & Toubro Infotech Ltd.

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

www.Lntinfotech.com | E-mail: info@Lntinfotech.com | CIN: L72900MH1996PLC104693



A Larsen & Toubro
Group Company



Amplifying Outcomes

Investor Presentation

July 2018



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

25,000+

Headcount

\$1.2Bn

LTM revenue

59

Fortune 500 clients

301

Active clients

6th

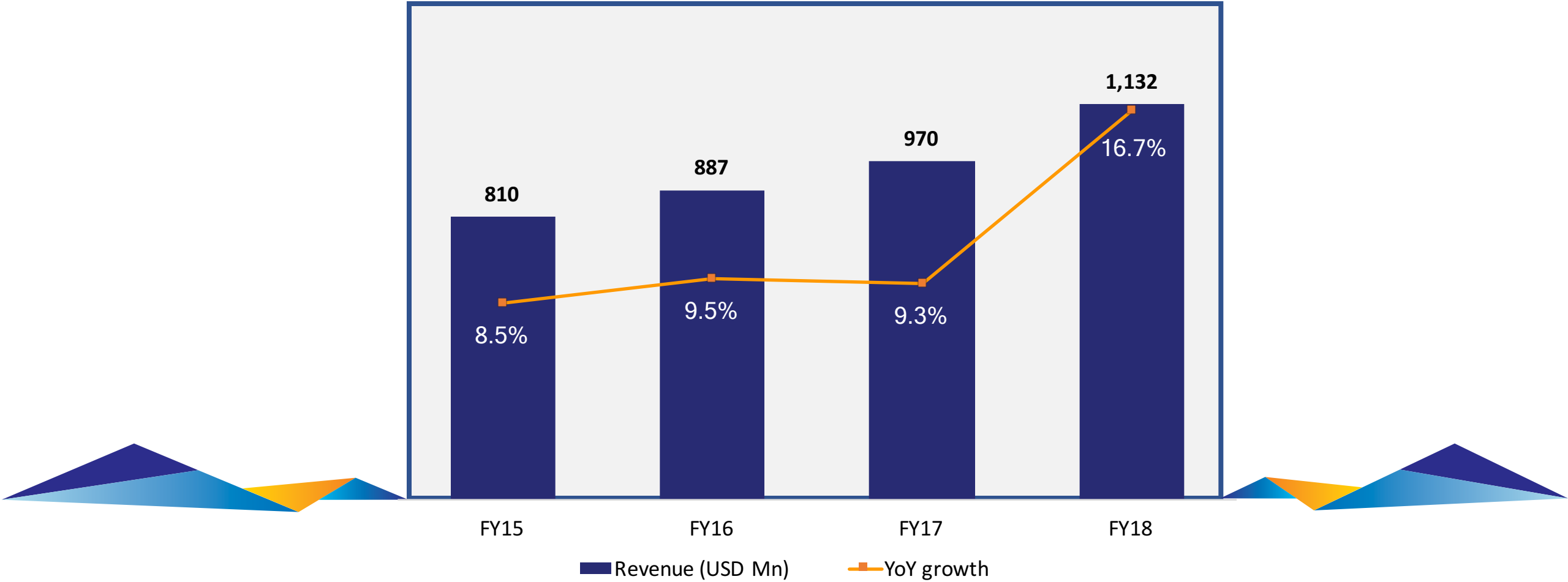
Largest Indian IT services
company

25

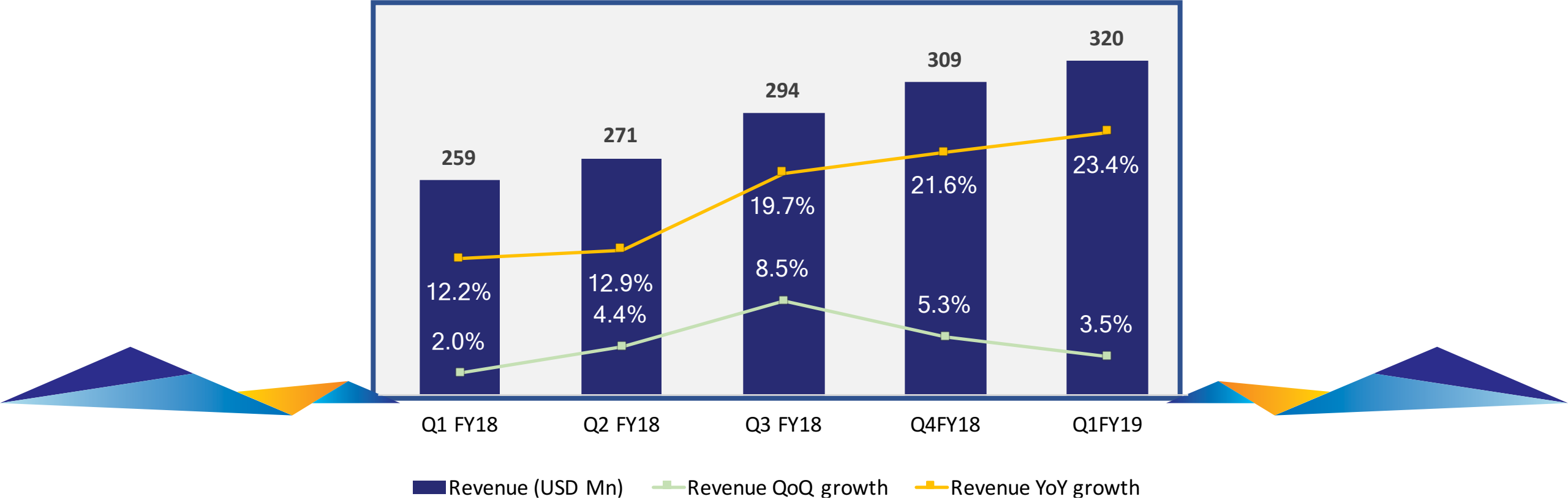
Delivery centers globally,
with 49 sales offices

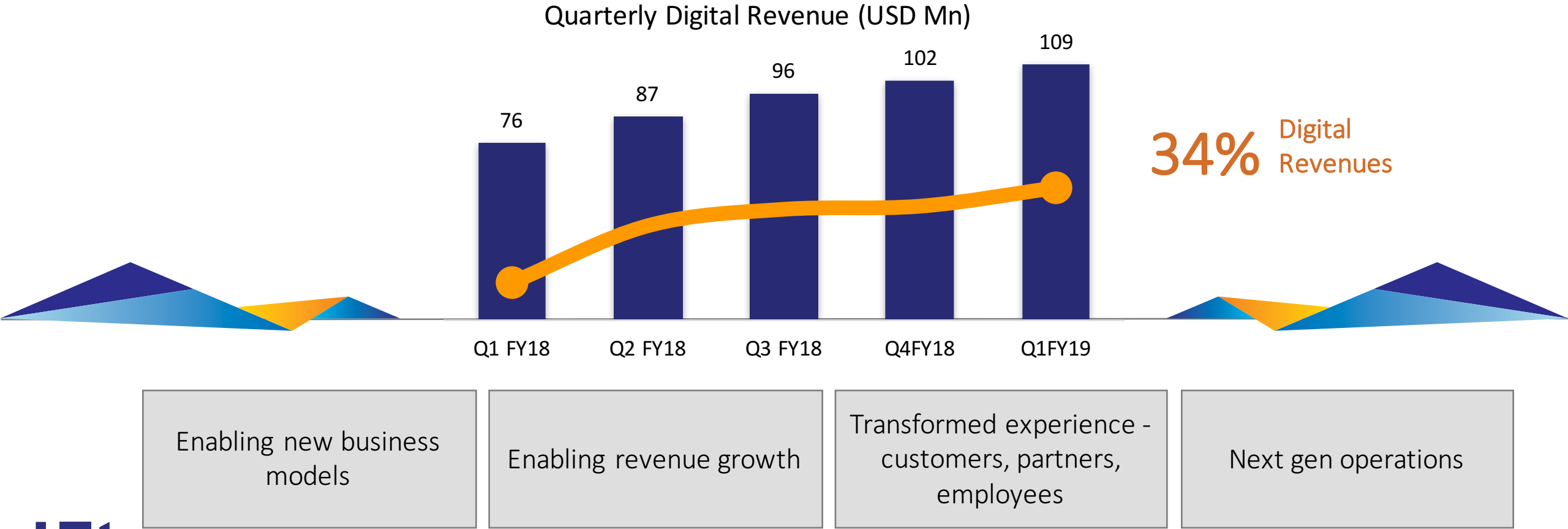
As of June 2018

Consistently delivering industry leading revenue growth



Predictable quarterly performance

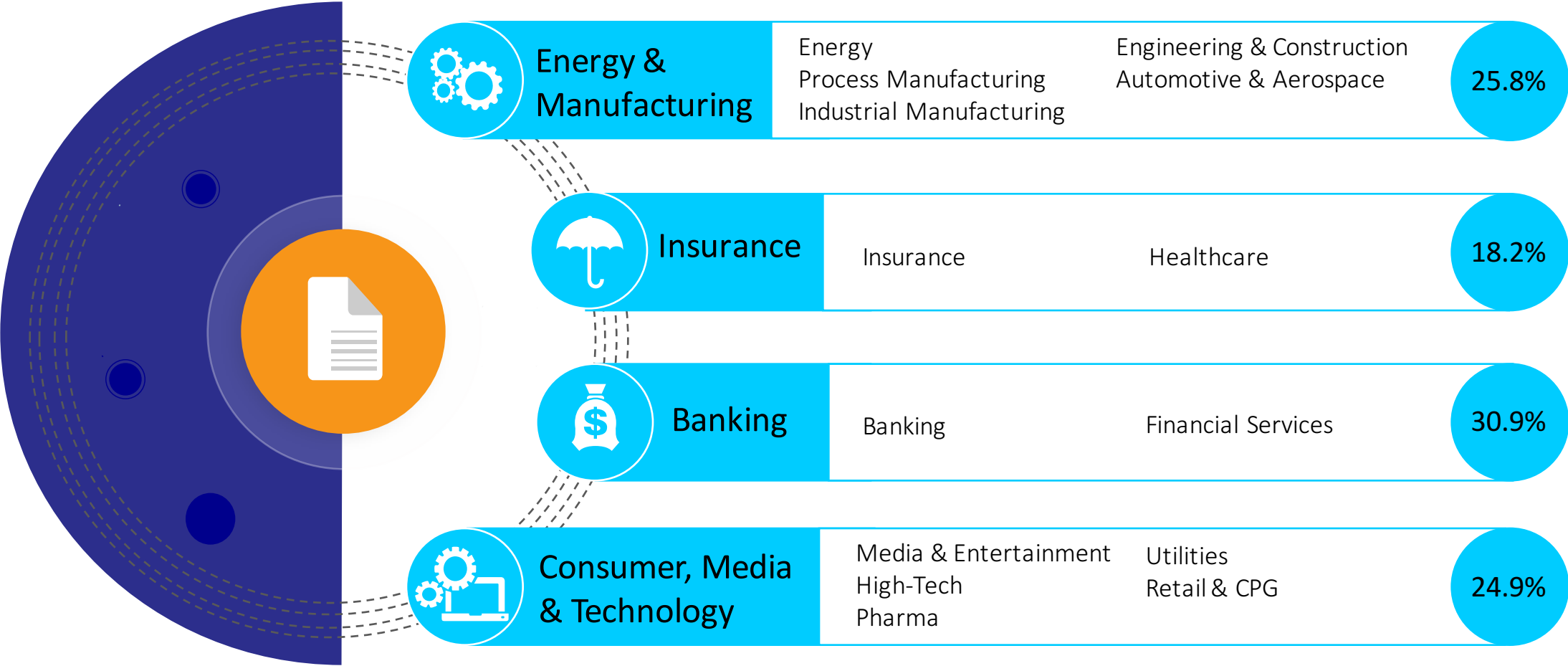




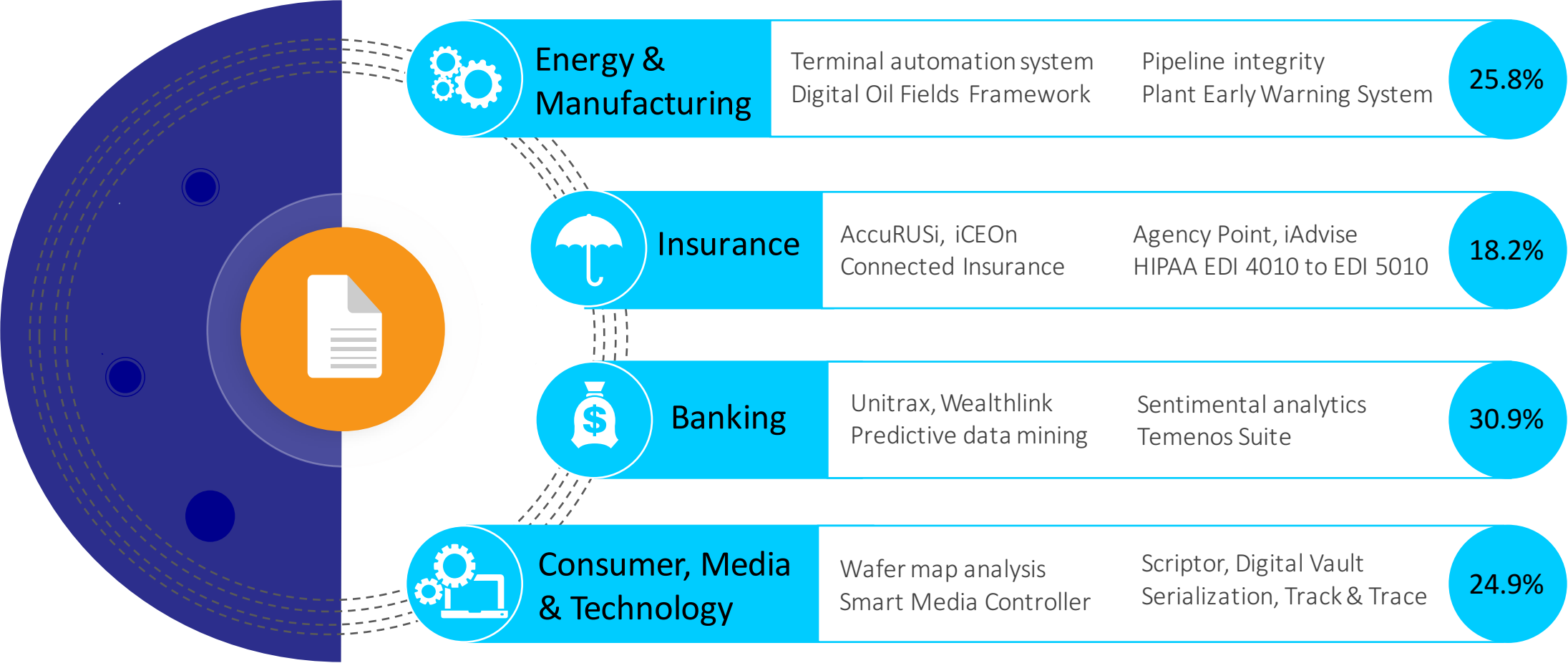
Enviably client profile

\$100 Million +	1	US based global bank
\$50 Million +	4	Large P&C insurer A professional services giant Global O&G major
\$20 Million +	13	EU based reinsurer African bank Big M&E company Nordic bank
\$10 Million +	25	Manufacturing giant Large cement company CPG giant US tech major
\$5 Million +	42	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



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

A cosmetics leader

New European client for automation-led SAP AMS

\$270 Mn+ TCV in 6 quarters

Recent partnerships & acquisitions

AWS	 Acquisition of AugmentIQ has helped LTI enhance its big data platform and deepen the MOSAIC offerings
Azure	
Duck Creek	
MuleSoft	 Acquisition of Syncordis will enable LTI to establish its core banking implementation capability and enhance footprint in the European financial services market
Nutanix	
Workplace by Facebook	



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
blockchain iaas
ar cloud 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

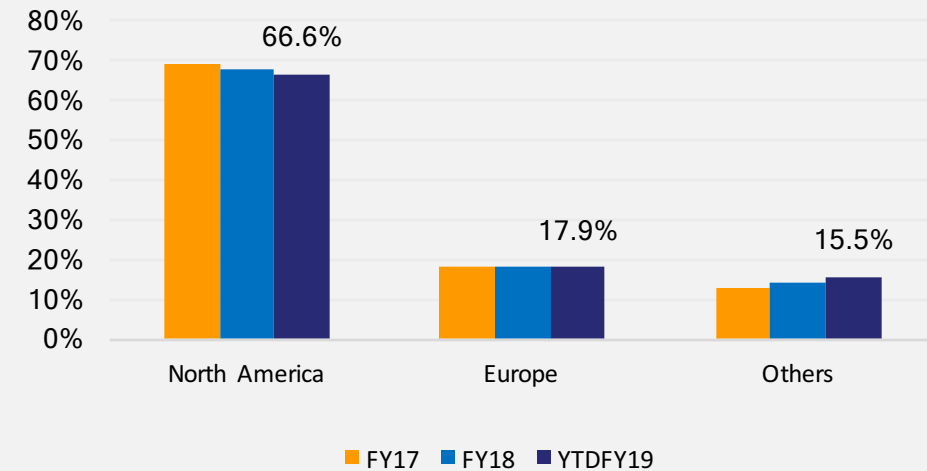
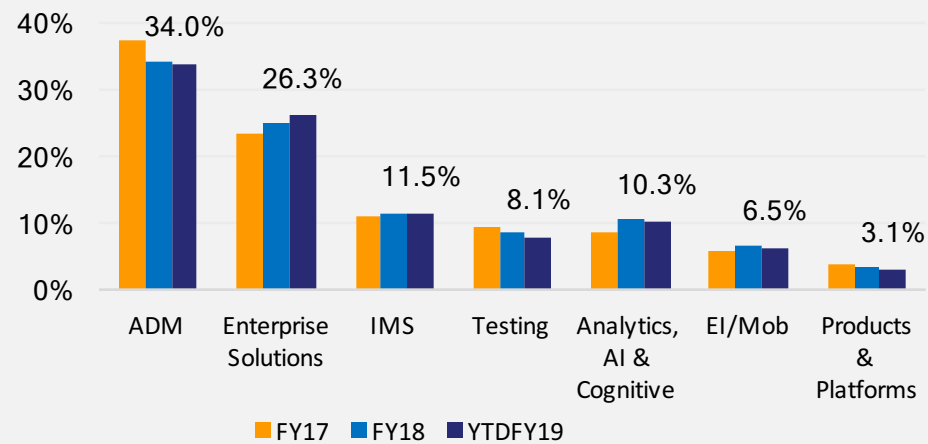
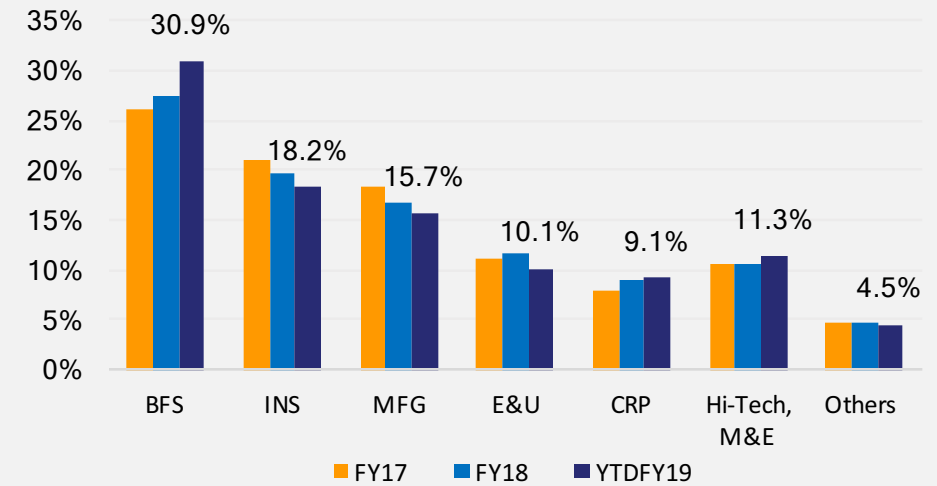
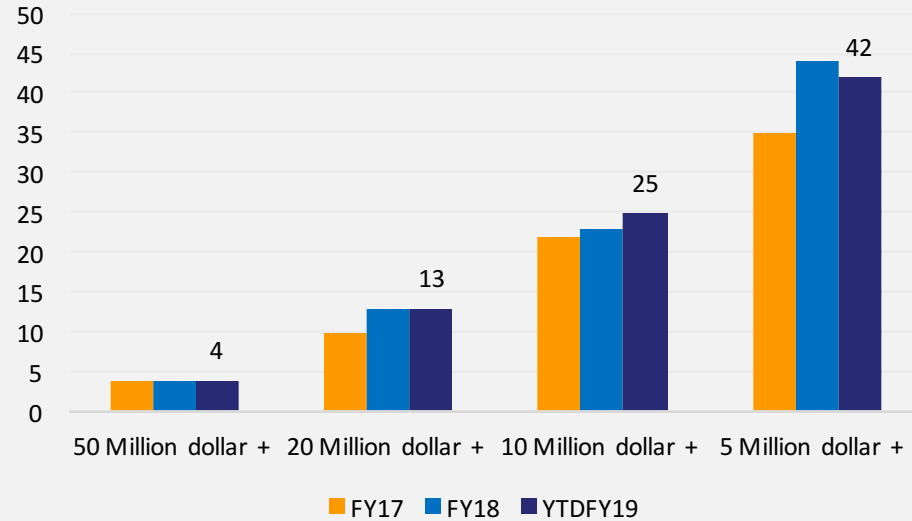


The
Winning Team



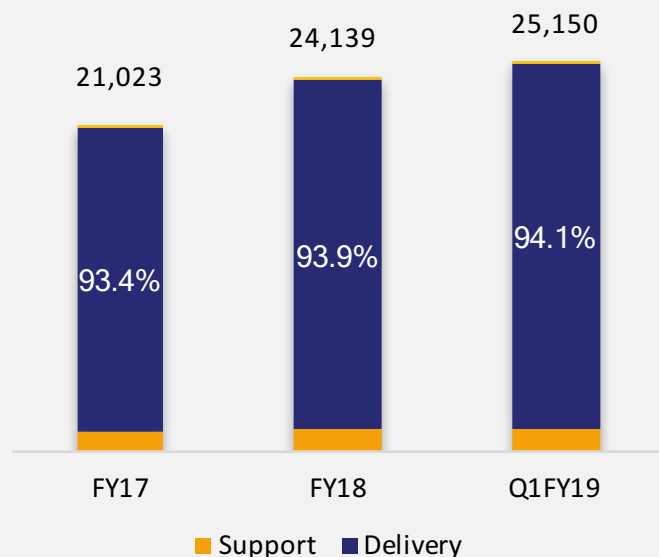
Amplifying
outcomes

Well diversified portfolio

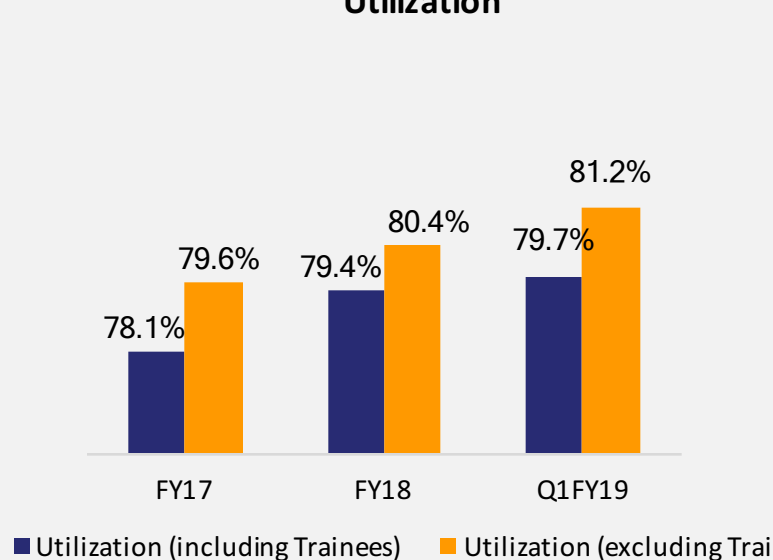


Operational Excellence leading to Healthy Financial Performance

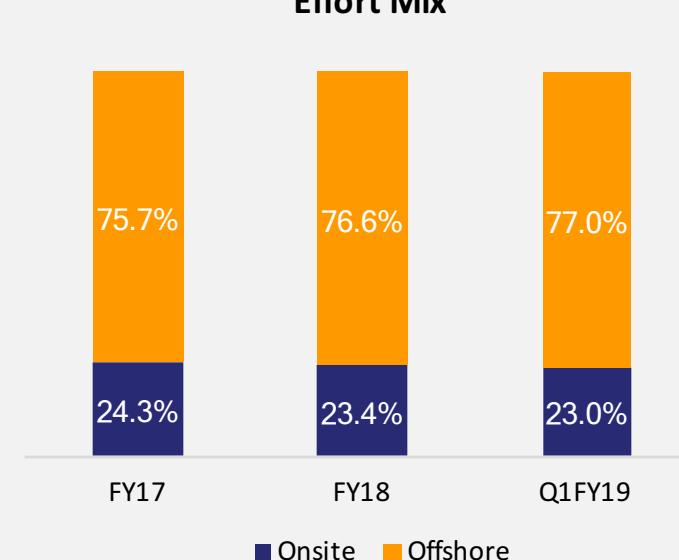
Headcount



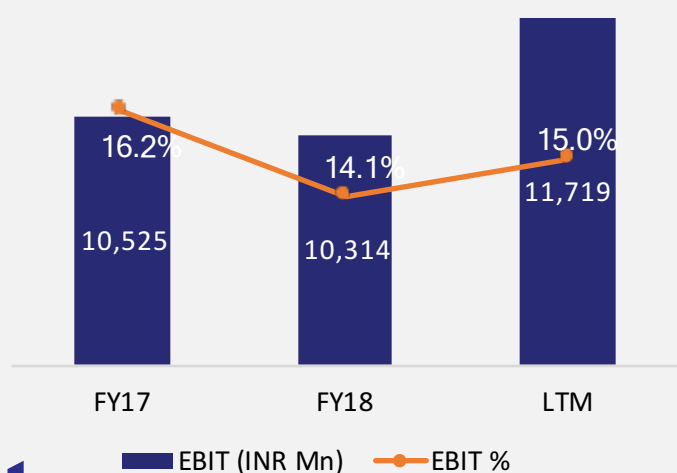
Utilization



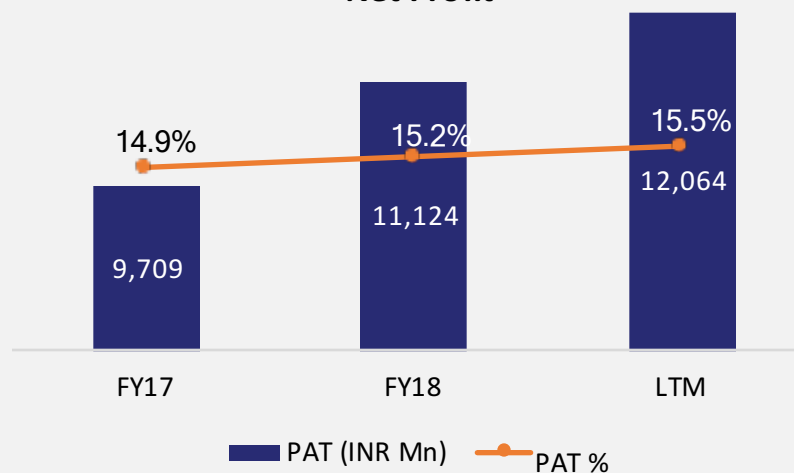
Effort Mix



EBIT



Net Profit



Operating cash flow % to Net Profit

