



Let's Solve



Celebrating 20 Years

LTI/SE/2017-18/124

December 13, 2017

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 Sir/Madam,

Subject: **Analyst Day Presentations**  
Ref: **Our Letter dated December 4, 2017**

With reference to our letter no.: LTI/SE/2017-18/119 dated December 4, 2017, the Company is organising the Analyst Day today. In this regard, please find enclosed the presentations which will be made available to the Analysts during the day.

The presentations will also be made available on the Company's website viz. [www.Lntinfotech.com/Investors](http://www.Lntinfotech.com/Investors).

This is for your Information and records.

Thanking You.

Yours sincerely,

**For Larsen & Toubro Infotech Limited**

**Manoj Koul**  
**Company Secretary & Compliance Officer**  
**ACS 16902**



**Larsen & Toubro Infotech Ltd.**

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**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: U72900MH1996PLC104693



**A Larsen & Toubro  
Group Company**

**CIN: L72900MH1996PLC104693**

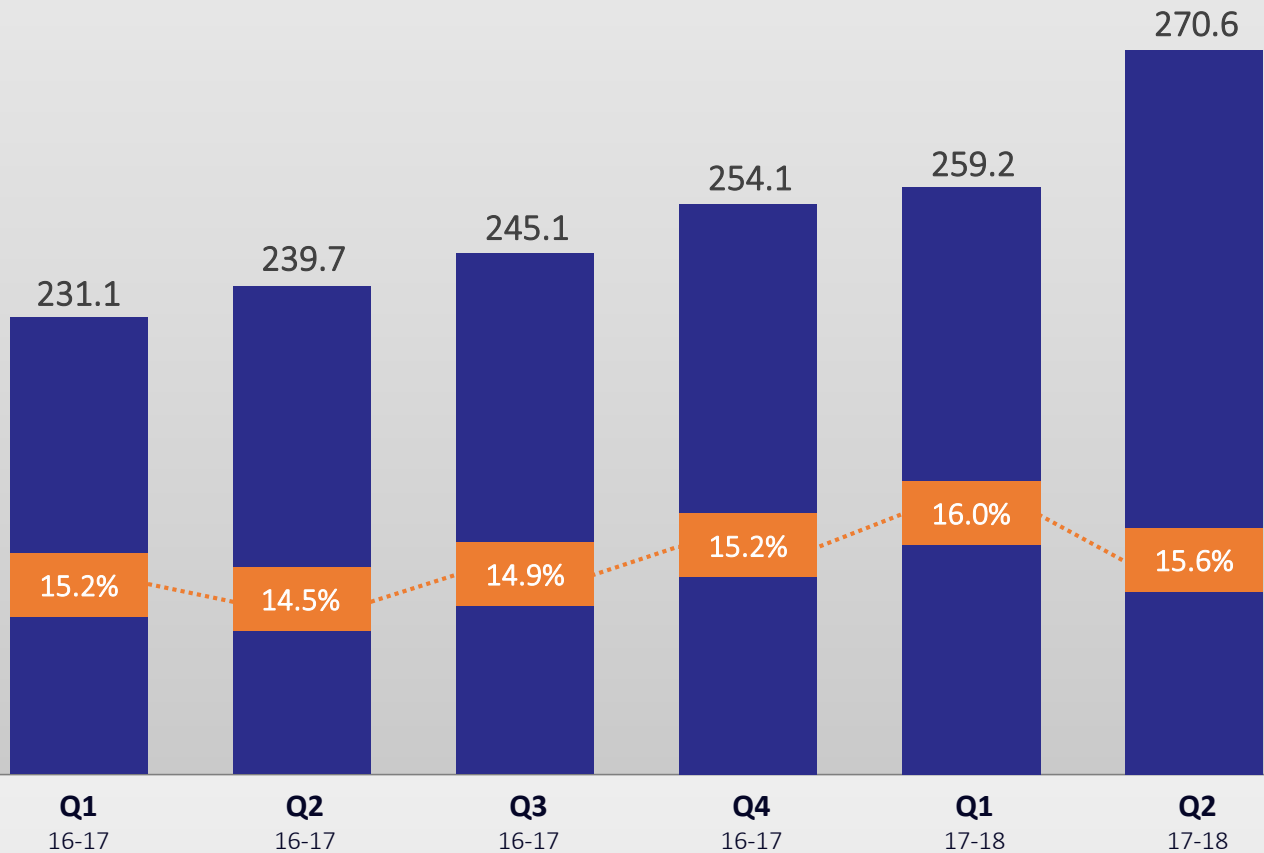


# Analyst Day

Amplifying Outcomes

13<sup>th</sup> Dec, 2017

- Sanjay Jalona



Profitable growth, resilient portfolio

■ Revenue (USD Mn)  
■ PAT

## 32%

- Digital
- Analytics
- IoT
- Automation
- Cloud







29% improvement in customer satisfaction Y-o-Y

“LTI would make a *great transformation partner*. If I'd to start all over again, I'll pick only them for sure, in fact we just did. I can't think of anybody better than them.”

“We partnered with LTI more than 10 years ago and the relationship has grown continuously. We wanted a partner focused on our needs, who worried about our issues and got excited about our success. This is the level of *client centricity* we always experience with LTI.”

“LTI has been a great partner in helping us ensure *we remain current with technologies* we use, in-line with our client expectations and their needs.”

# Large deal momentum



\$300 Mn+ TCV in 6 quarters

## Leading African Bank

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

## A financial organization

End-to-end managed infrastructure engagement

## A cosmetics leader

New European client for automation-led SAP AMS

## A utility major

Exclusive partner for cloud-based ERP transformation



Change begins within

## Cloud

AWS  
Azure  
Workplace + Chatbots

## SaaS

S4/HANA  
Coupa  
Oracle Marketing Cloud

## LTI solutions

RedAxis  
Mosaic Security  
DiCE





Mosaic Security

AI driven threat detection

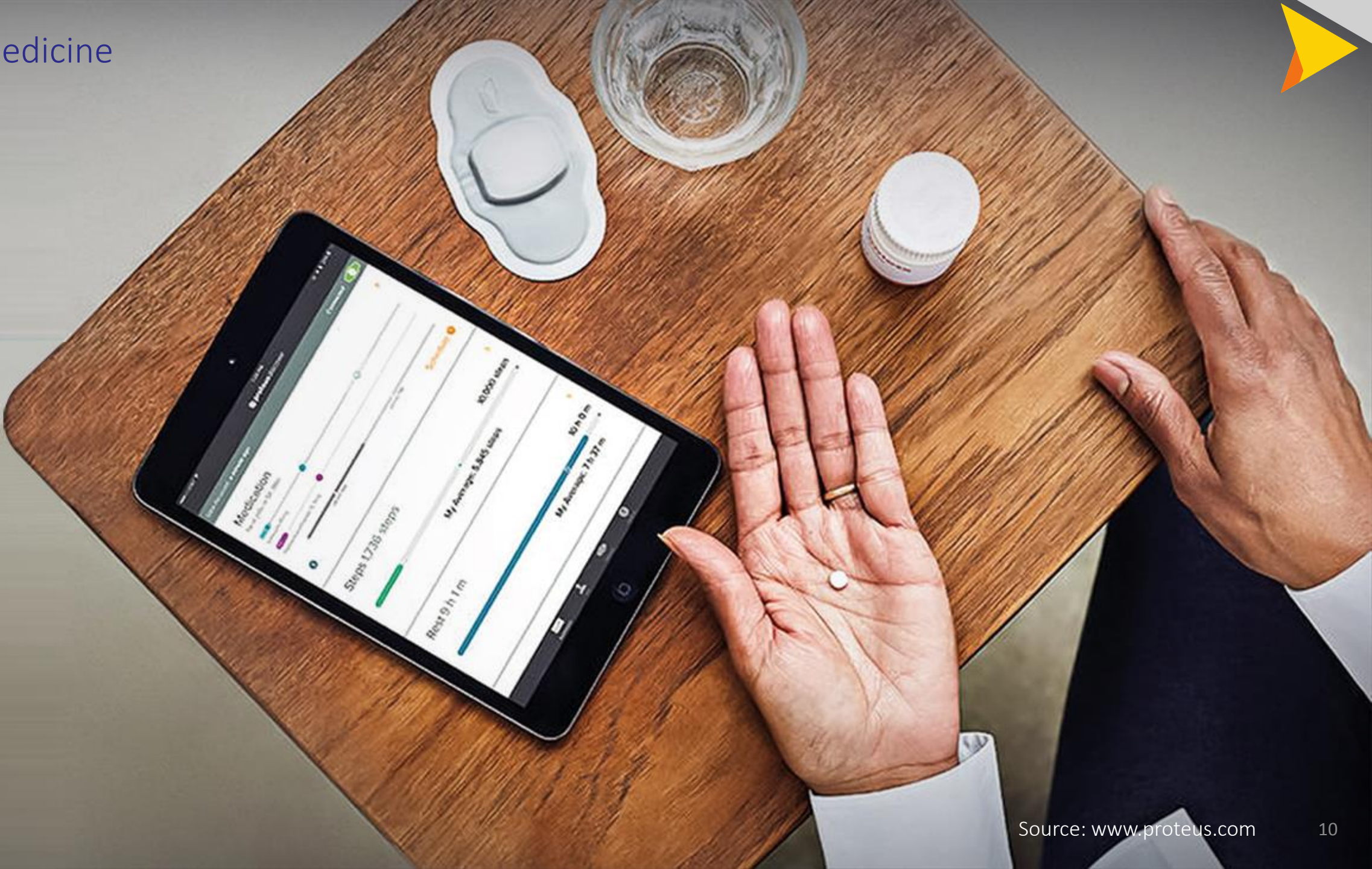






saas  
insuretech  
digital bitcoin ux  
chatbots engineering analytics  
iot rpa automation mobile  
data transformation fintech social ui  
cybersecurity vr cognitive  
ar cloud blockchain iaas  
drones platform









# Self-driving clinic





## 3D printed food





Glasses for the blind



3D printed shoes



Temperature adjustable mug



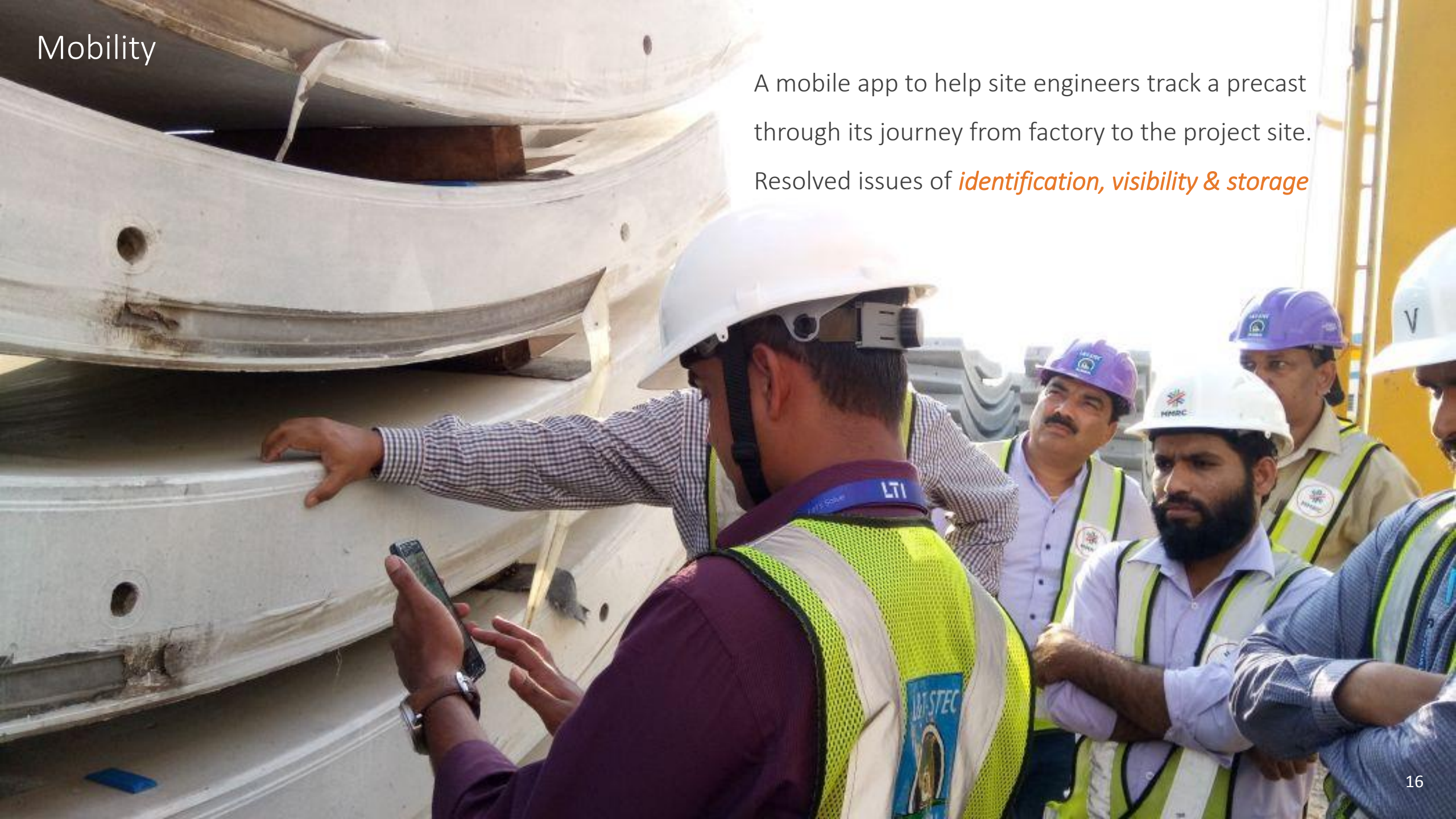
## Customers need...

- IT+OT experience
- Decluttering of technologies



## Mobility

A mobile app to help site engineers track a precast through its journey from factory to the project site.  
Resolved issues of *identification, visibility & storage*





# Big data & analytics

Mosaic Decisions for a global professional services firm to improve customer experience.

*Over \$4 Mn savings* in annual operations cost.



# Internet of Things

An IoT solution for an automotive component manufacturer leading to a **50% reduction** in the inventory counting time and production shutdown time.





*Blockchain* for raw materials supply chain of a CPG major providing real-time information to purchase, planning, logistics and quality teams as well as third party laboratories, suppliers, shipping partners and the bank.

A micropayments platform on *distributed ledger technology* to onboard major media houses in Nordic region and improving the subscription rates with lower per transaction cost.

A *single blockchain platform* for a US based hi-tech major to help with inventory financing program by onboarding the banking partner, the supplier and the client themselves

*Roadmap and solution blueprint* for one of the world's most innovative tech companies to drive savings of ~\$20 Mn through employee productivity and onboarding on a digital collaboration platform

*Digitalization of customer processes* for a leading Nordic bank to reduce customer onboarding time by 75% and overall savings of about EUR 10 Mn over two years for private banking

A highly ambitious, *large-scale digital transformation program* for a 'Navratna' PSU eliminating paper movement at all levels to improve transparency and enhance corporate governance

Helping an insurance company with *IoT based leak detection solution* for one of its clients to improve coverage, suggest enhancements and faster claims management.

*Digital maturity assessment* for Banking & Cards division of a Swedish fuel retailer to drive 1.5X revenue improvement & 35% improvement in PAT to transform digital experience, establish governance & deliver IT simplification.

*Business Innovation Center* for a super regional bank in the US to drive newer revenue models and enhanced customer experience by leveraging a design thinking led start up approach to disruptive innovation in contactless ATM withdrawals.



“ In the beginner’s mind there are many possibilities,  
in the expert’s mind there are few. ”

- Shunryu Suzuki





初心

Learning  
Company





# Learning company



Learn & grow



Sales &  
marketing excellence



Capabilities



Acquisitions



Ecosystem & alliances



# Our journey





# Our journey

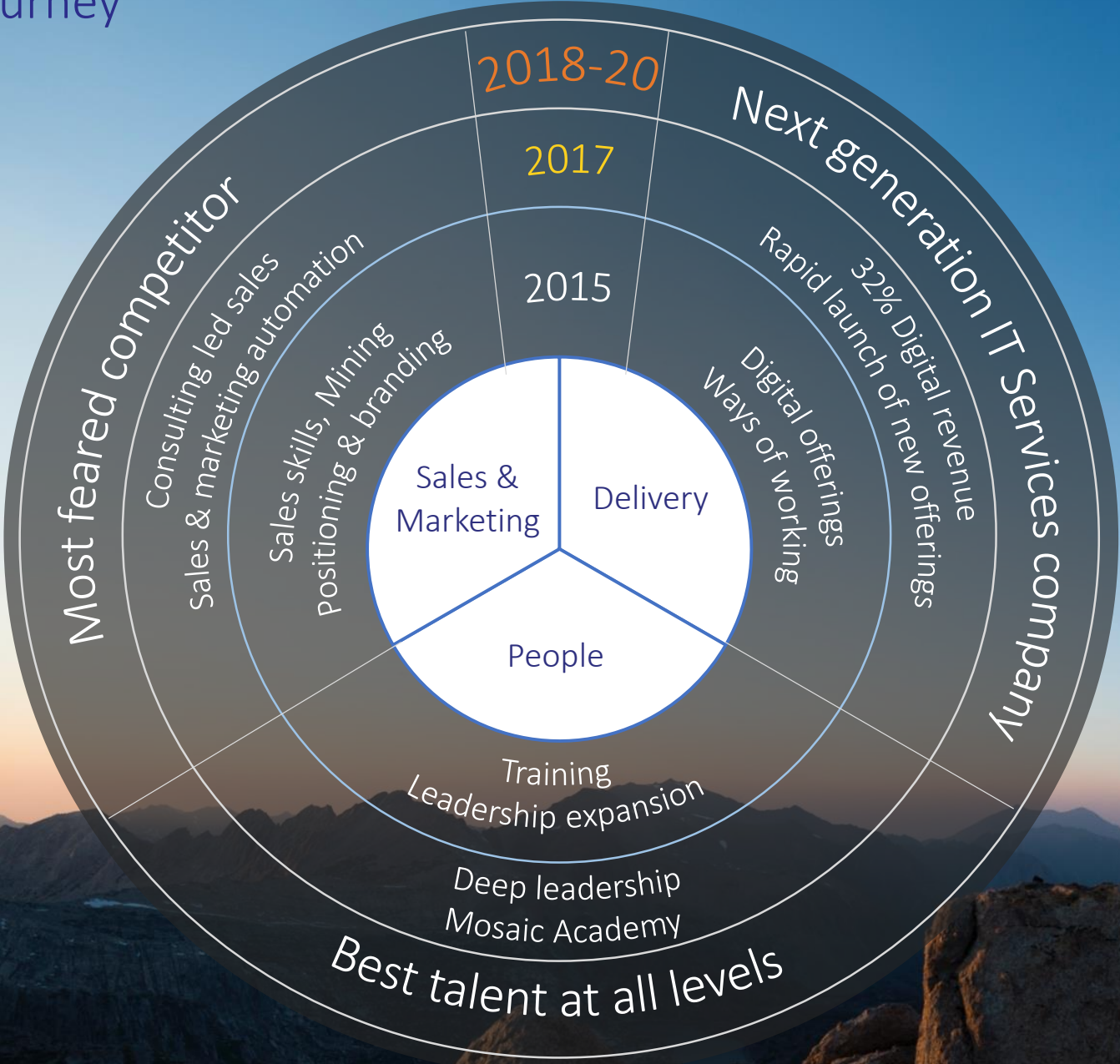


# Our journey





Our journey









Performance  
with scale



Vision  
with expertise



The  
Dream Team



Performance  
with scale



Vision  
with expertise



The  
Dream Team



Amplifying outcomes



# Analyst Day

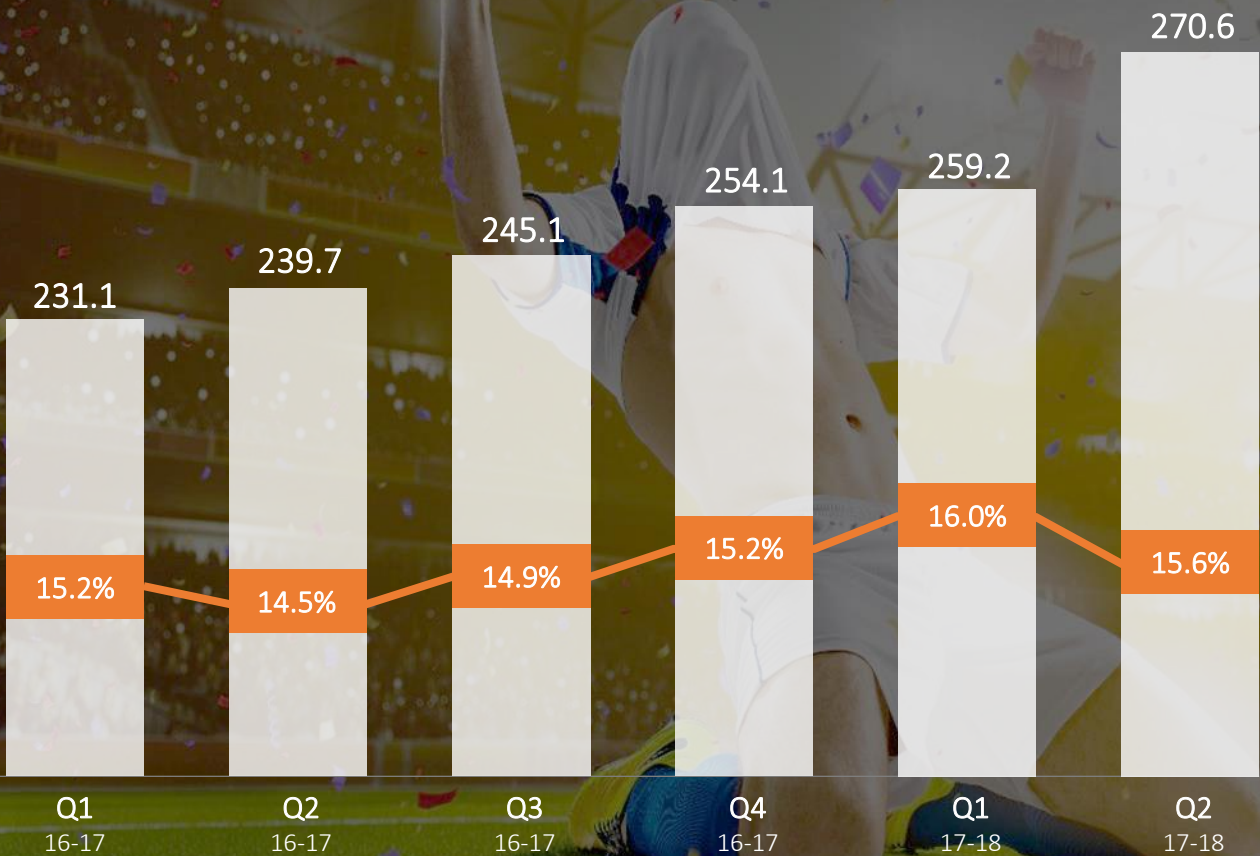
Amplifying Outcomes

13<sup>th</sup> Dec, 2017

- Sudhir Chaturvedi



Profitable growth,  
Resilient portfolio

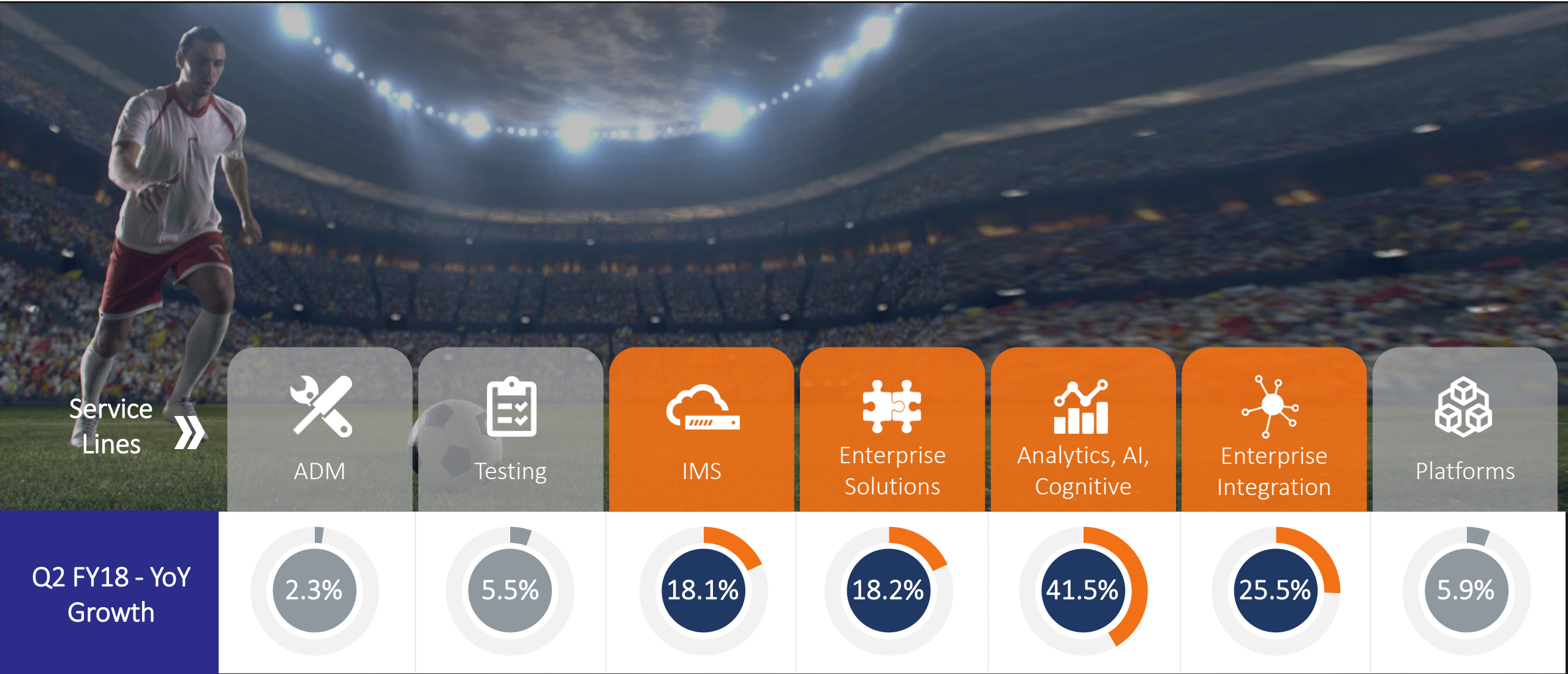


Industry leading growth across multiple dimensions By Verticals





# Industry leading growth across multiple dimensions By Service Lines





High Quality Order Booking



19%  
New Logos



52%  
Deals > \$1m





Unit	New Logos
BFS	14
Insurance	8
Manufacturing	6
Energy & Utilities	11
CPG, Retail, Pharma	17
HiTech, Media, Entertainment	7
Others	2



54 Fortune 500 customers



New Logos led by Digital and Enterprise Solutions



Several accounts opened with deal size of over \$1m





Robust Pipeline



59%  
Proposal Stage



36%  
Digital



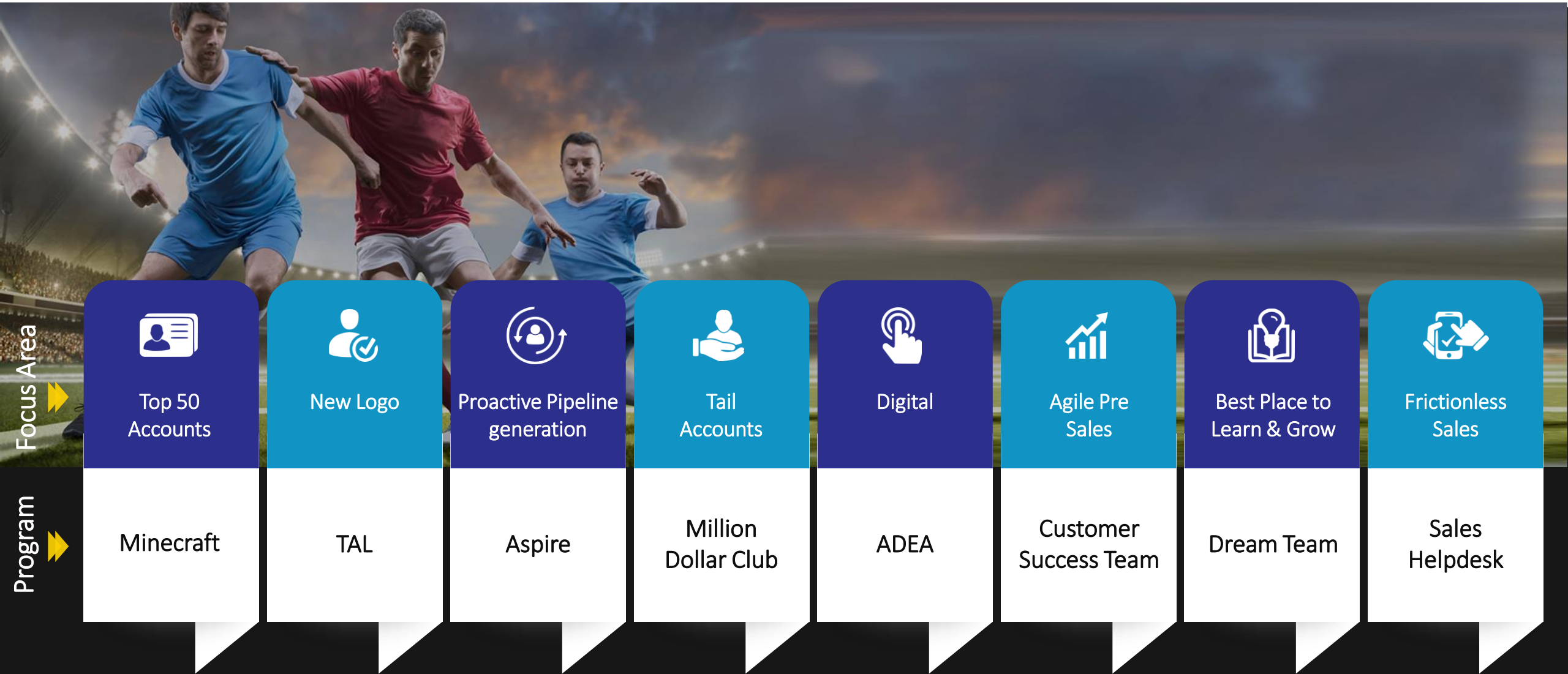
20%  
New Logos including  
logos opened in last 12  
months



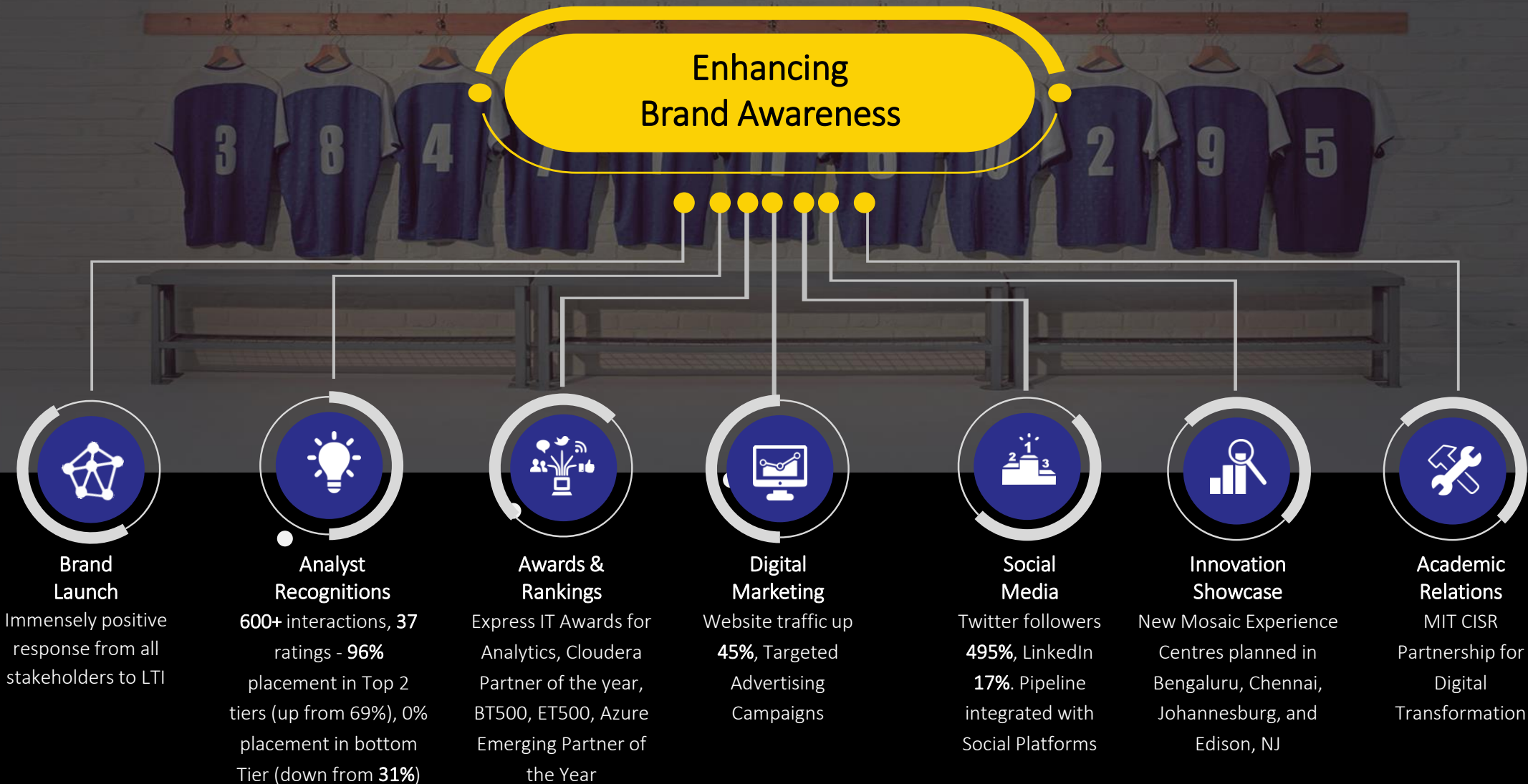
12%  
Prospects



# Continuous sales transformation programs underpinned by strong sales governance



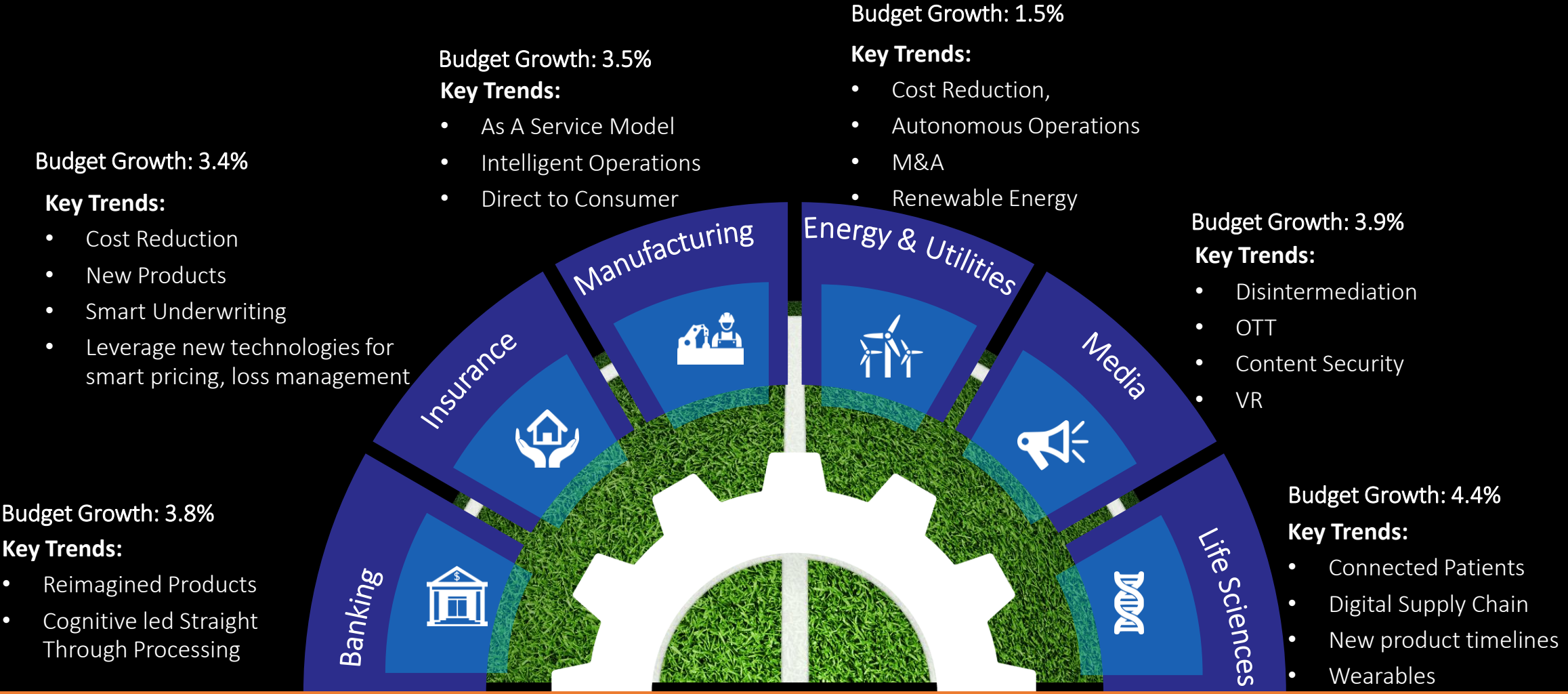
# Marketing efforts have significantly enhanced brand awareness





# Marketing efforts have significantly enhanced sales pipeline





Digital, Analytics, IoT, Cloud, Automation, Blockchain, Cybersecurity, AI, Core Modernisation

# Analyst Day

13<sup>th</sup> Dec, 2017

## Siddharth Bohra





Celebrating 20 Years



Let's Solve





# Times of Dig**ITL**

Siddharth Bohra | Analyst Day | Wednesday, 13<sup>th</sup> December, 2017



## **LTI** IS AMPLIFYING OUTCOMES

**ENABLING  
NEW  
BUSINESS  
MODELS**

**ENABLING  
REVENUE  
GROWTH**

**TRANSFORMING  
CUSTOMER &  
EMPLOYEE  
EXPERIENCES –**

**NEXT GEN  
EFFICIENT  
OPERATIONS**



# CUSTOMER STORIES



**A leading financial services company**

# Loan in minutes!





# Insurance in minutes!





# Bridging the distance between industry and consumers

HAIR  
HEALTHY  
STRONG  
EYE LASHES  
EYEBROW  
MAKEUP  
CHEEKS  
NOSE  
BEAUTY  
LIPS  
ROSE  
FRESH  
AMAZING  
CARE  
AGE  
CONCEPT  
PLASTIC SURGERY  
WOMAN  
BEAUTIFUL

**Participation across the customer journey thru Smart Support, chat bots & automated interactions**







# Succeeding in Streaming World

Recommendations based on user watching behaviour & profile

Reducing viewer loss during Ad breaks for a leading TV Channel







# Transforming plant utilization & fulfilment for a gas major

**Real Time visibility into Gas Plant & Pipeline Network to improve utilization**

**Better pricing and fulfilment to help drive top-line**





# Transforming Manufacturing in Lifesciences



**Improved productivity on shop-floor through smart manufacturing processes**

**IOT led energy management for a Medical Devices Major**



# Delighting Customers from Day 1



**Re-invent itself as Digital Bank to its Millennial customer base**







# BUT



# The Digital WOW

For LTI, Digital will not just a set of capabilities.  
It will be a **WAY OF WORKING** (WOW)

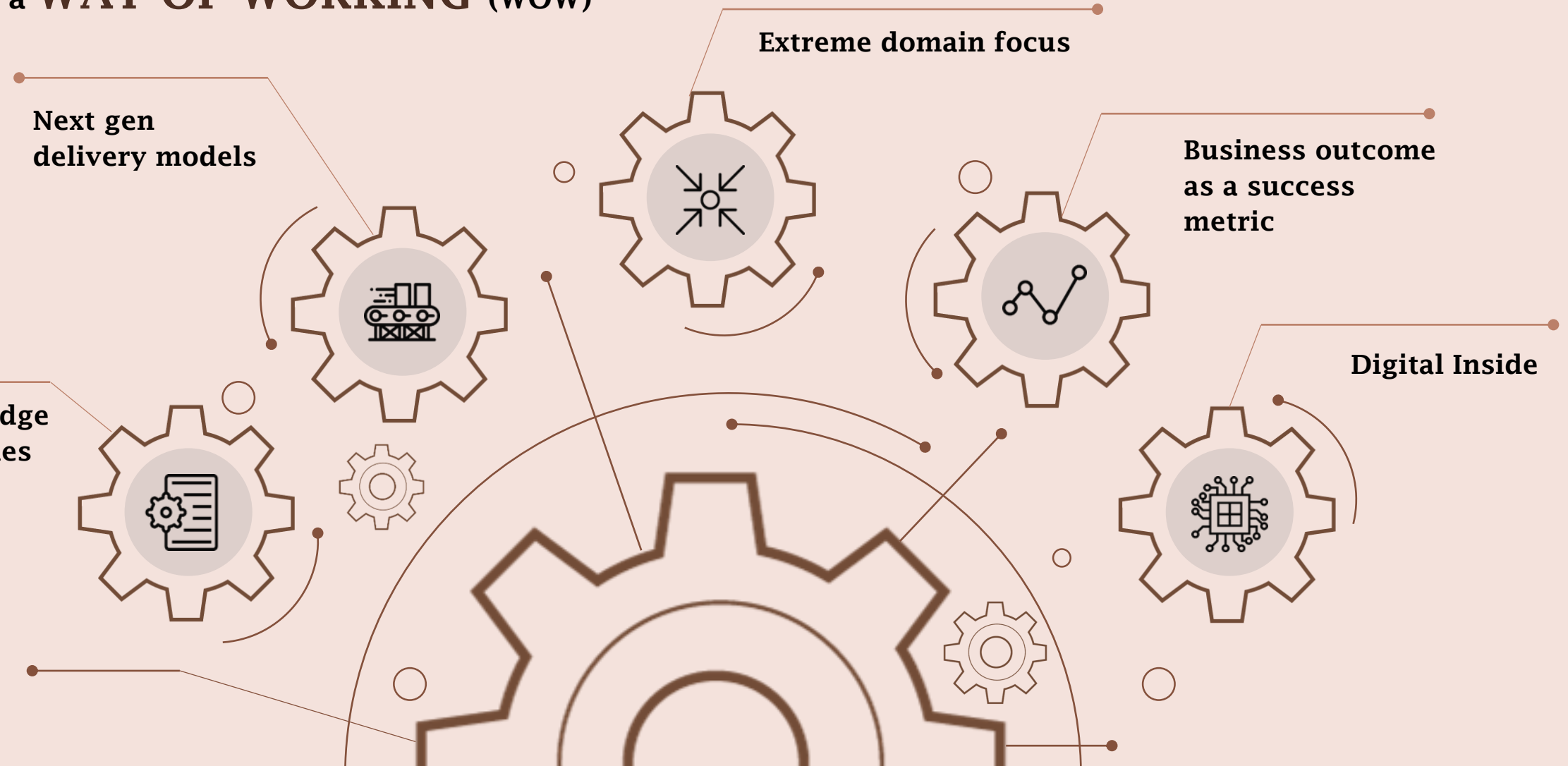
Next gen  
delivery models

Extreme domain focus

Business outcome  
as a success  
metric

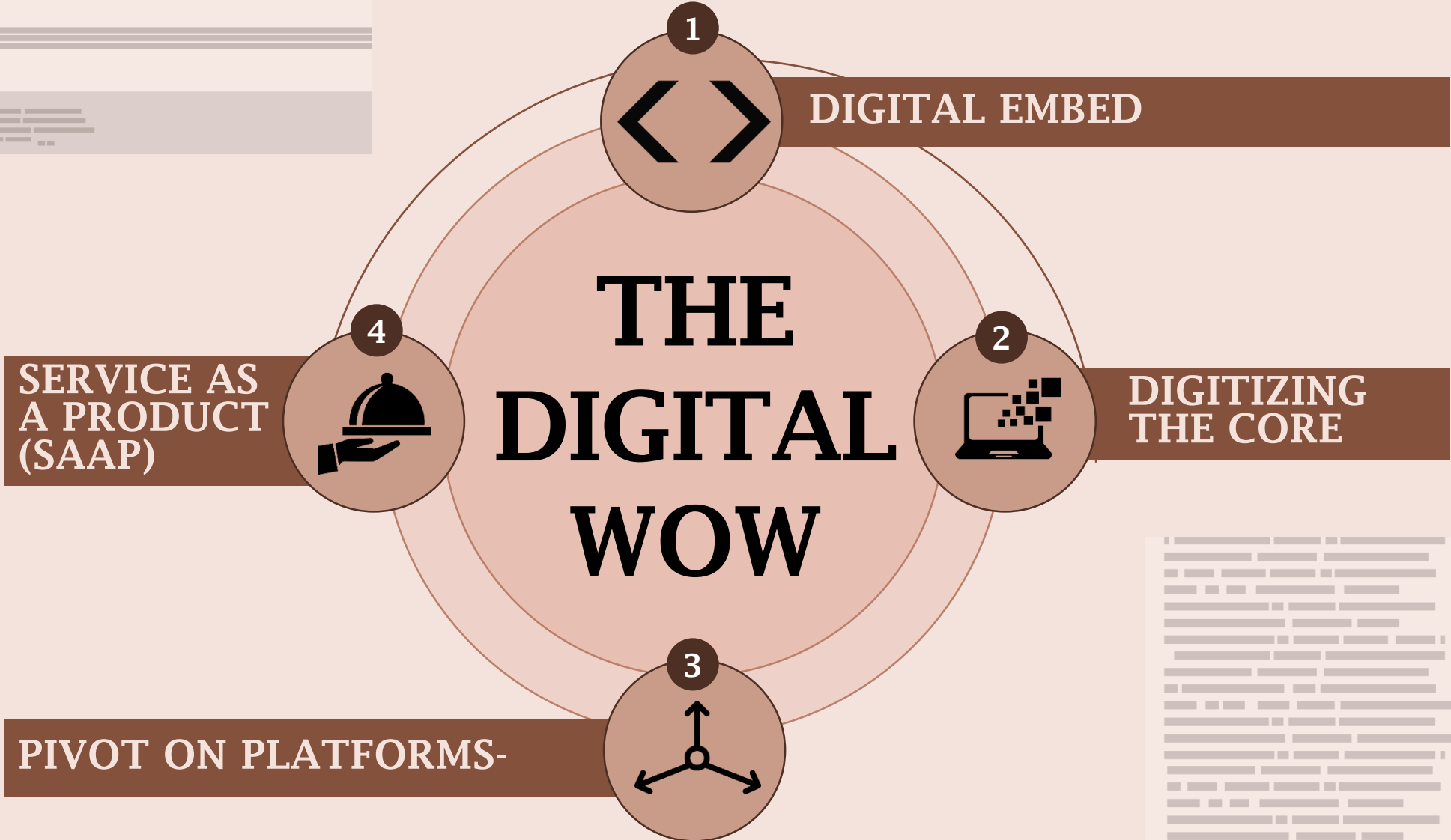
Digital Inside

Cutting edge  
capabilities





# STRATEGY



# Analyst Day

Amplifying Outcomes

13<sup>th</sup> Dec, 2017

- Aftab Ullah

To deliver differently we needed few things to be DIFFERENT ...







DIFFERENT Capability: Creating a “Curious” talent force



Talent

- 4X Hires from Premier Business Schools(40 in FY18)
- NEW Design and specialize domain schools
- 460+ Freshers from Tier I colleges joining in FY18



Reskilling

- Ability to measure learnability index - LI (7461 LI's already available)
- Using LI to determine adjacency movement, full stack reskilling etc

org wide learning platform  
**mosaic academy**  
Keep Learning

Trained so far : 11561  
Average feedback : 4.1/5



Practices

- Transforming existing traditional Practices
  - Independent Testing to Continuous Testing - PLATO
  - IMS services moving from traditional to cloud based
  - Extreme domain focus through Consulting
- Creating new relevant Practices
  - Cyber Security – being built by an industry veteran
  - IoT – leveraging L&T C&A group with relevant skills



Acquire

Continue to acquire critical capability whitespaces





DIFFERENT Ways of Working: Democratize Everything

Design Driven Delivery

Customized methodology integrating Design, Agile, Lean, DevOps & Automation

Combines standardization, speed & design

Enables ‘productized services’ to deliver compelling experience at scale

Platform Approach



MOSAIC

A platform approach for accelerated AS-A-SERVICE delivery in areas of Analytics, IoT, Automation, Experience and AI

Now Launching

MOSAIC Security

Ecosystem Thinking

Developed new age partnerships and alliances that help drive innovative and collaborative problem solving for our clients



<https://www.Intinfotech.com/alliances/#>

N.I.L.E

(new innovative LTI ecosystem)

300+ Startups & 10+ top Academic Inst.

Crowdsourced Change

Putting change in the hands of our people

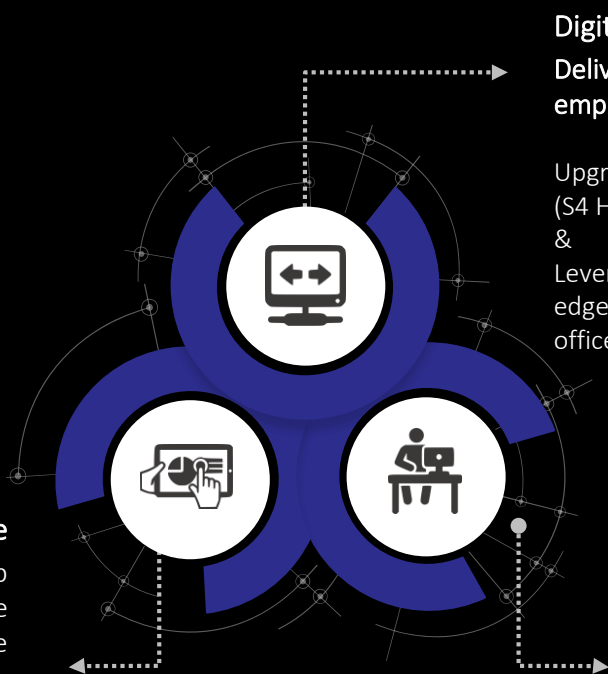


Open forum to share ideas to make LTI the best place to work and learn. 30+ policy changed / created



Platform to contribute innovative ideas for clients and get awarded. Crossed more than 1000 ideas within a year

## DIFFERENT Enablement of Delivery: Digital for Digital



**Digital Backbone**  
Delivering a best in class employee experience

Upgrading legacy core to digital (S4 Hana, AWS)  
&  
Leveraging best in class SaaS for edge (Success factors, Dynamics office, 365)

**Self Serve**

LTI Apps - One stop functionality app available on iStore and Play store  
  
BOTS on employee self service for HR, helpdesk

**Next Gen Workplace**  
Facebook Workplace as a unifying platform (5000+ groups with around 3000 groups under 'Projects')

Voice & Video from any device globally on single platform





# Impact showing up in analyst recognitions



NelsonHall Digital Testing NEAT:  
LTI has been positioned in Leaders  
Quadrant for Digital Focus segment



One of the very few companies listed in  
Gartner’s Market Guide for Data Science  
and Machine Learning Service Providers



Americas Sourcing Standout and one of the  
Top Service Providers in the Breakthrough  
15 list of the Global ISG Index™



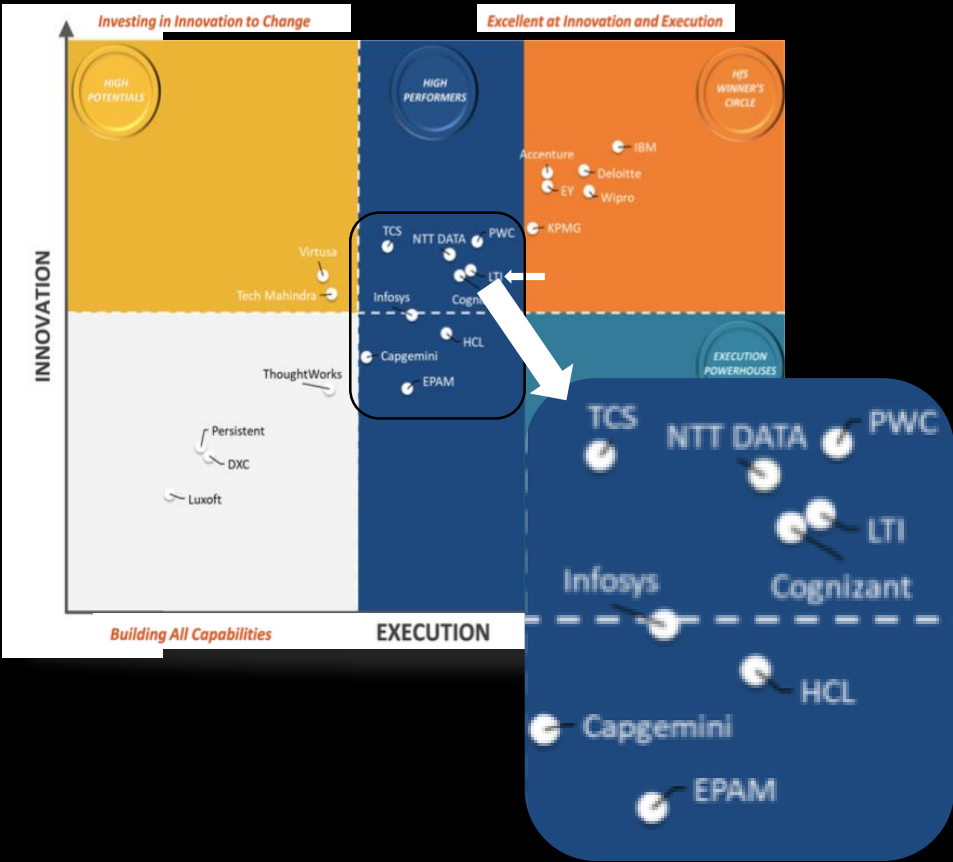
For Blockchain - placed  
in High Performers  
category in Top 8



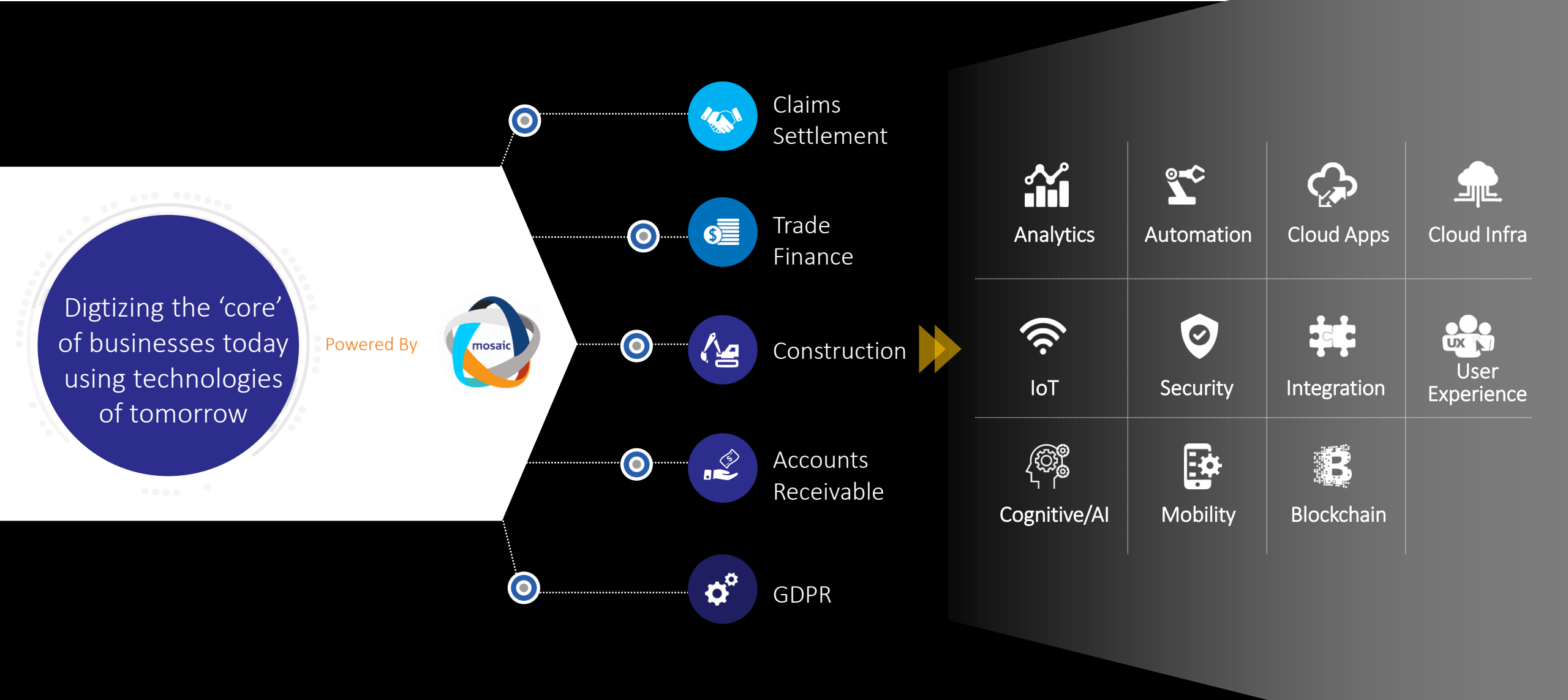
Among the Top 5  
providers for “overall  
experience”



A Leader in Zinnov Zones 2017 for Digital  
Services; Also A leading player in Zinnov  
Zones 2017 IoT Technology Services



You will also see them at the experience booths today ...



# Analyst Day

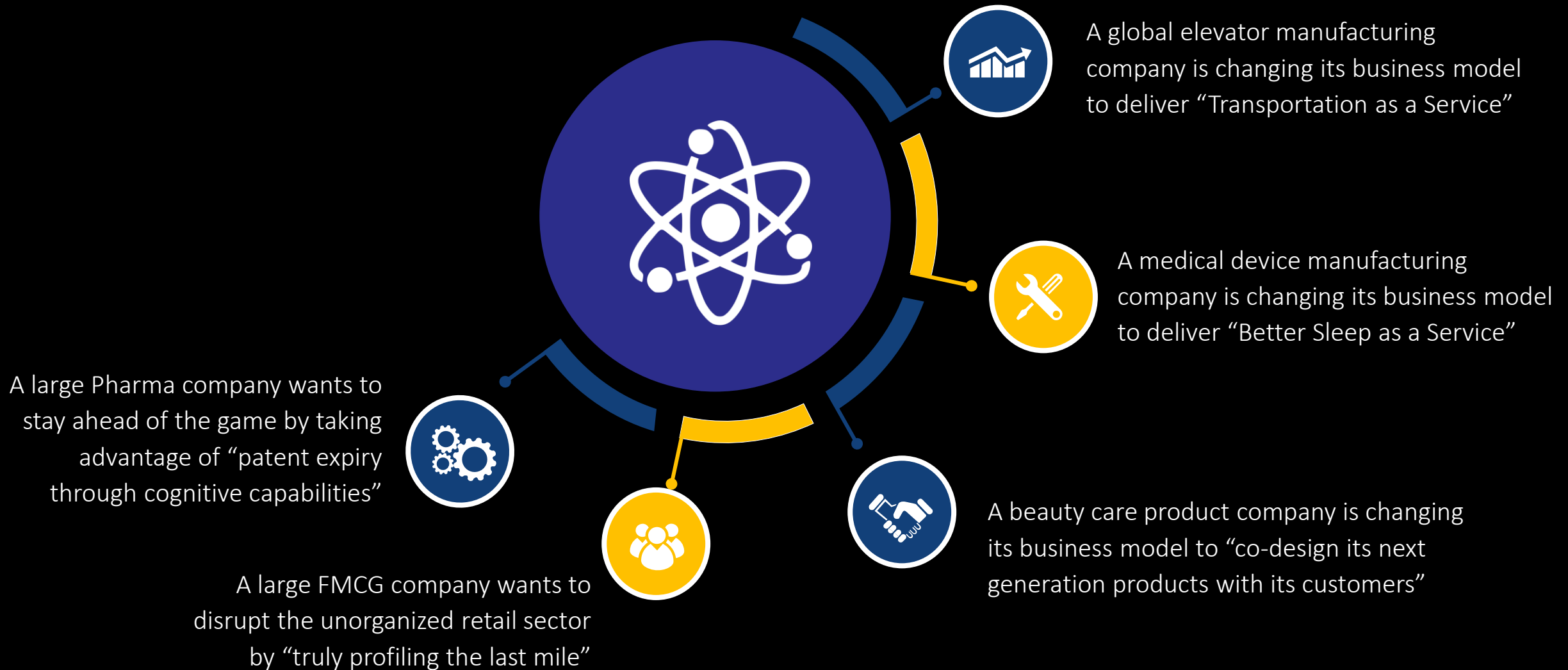
Amplifying Outcomes

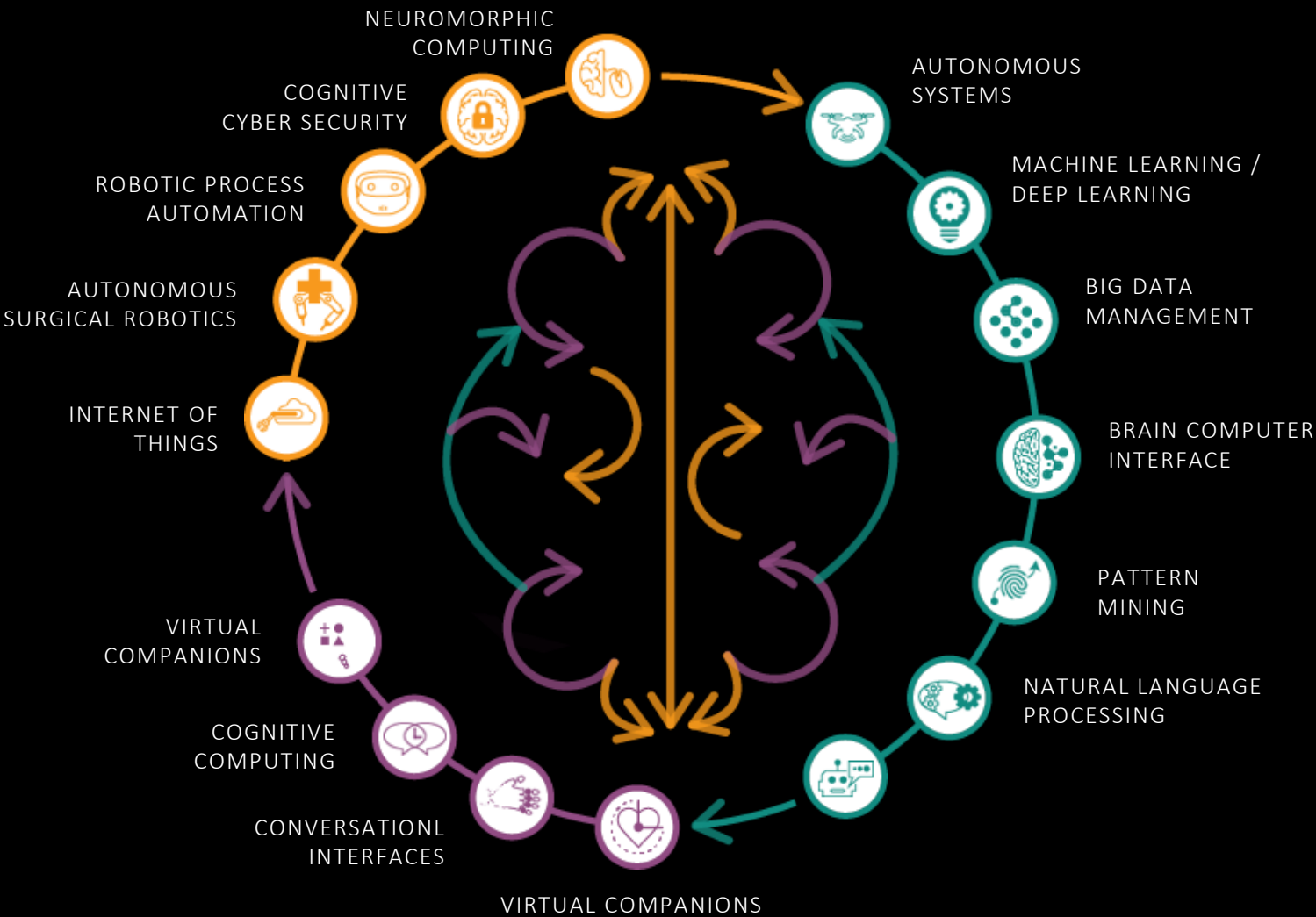
13<sup>th</sup> Dec, 2017

- Soumendra Mohanty

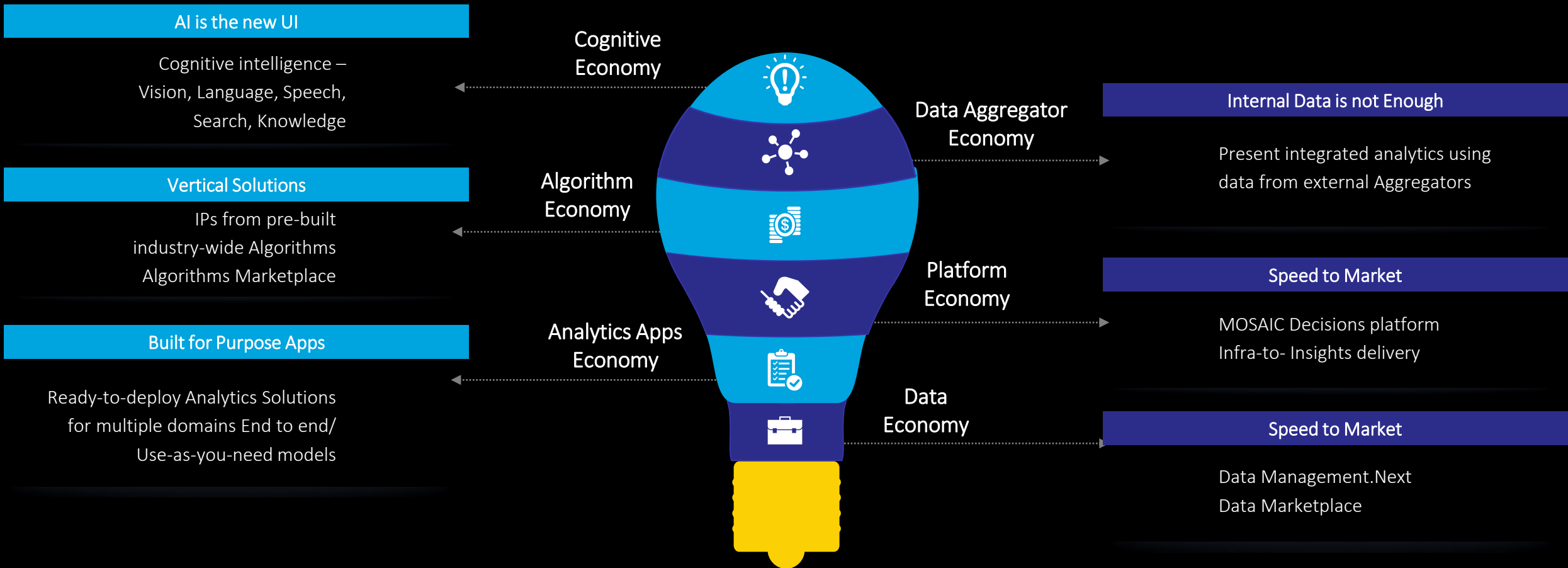


Everything is changing at a rapid pace...





# The big picture: sum of parts is bigger than the whole = f {AI, Automation, Analytics, IOT}





# Glimpses of problems we are solving



Leading Construction Company

Asset Utilization

IoT Analytics driven asset utilization, predictive maintenance and spare parts & fuel fraud detection of 35,000 Assets

60%

Reduction in Asset Failures

30%

Increase in Asset Utilization

25%

Cost Savings

Leading Insurance Provider

Catastrophe Analytics

AI enabled enhanced premium pricing model through improved Risk Profiling of customers

90%

Accuracy in Decision making

60%

Effort Reduction

40%

Cost Reduction

Leading Credit Bureau

Customer Centricity

Analyzed 250 million records on a real-time basis for Portfolio reviews, Benchmarking and Alerts

From 3 days to Seconds

Time to market

10 x

Cost Savings

Differentiated Product Offerings

Leading Pharma Company

Finance Optimization

Identified 30+ pain areas, improved cash flow and optimized Days Sales Outstanding (DSO) collection cycles

\$50 Mn

increase in Free Cash Flow

55%

Reduction in manual labor

Optimized DSO Process

Leading Bank

Fraud & Crime Analytics

AI enabled enhanced premium pricing model through improved Risk Profiling of customers

55%

Time Savings

60%

Increased Productivity

80%

Better Accuracy

Automotive Parts Manufacturer

Predictive Maintenance

Identified plant wise issues, patterns leading to parts failures, and suggested measures for resolution

15%

Rejections predicted

20%

Improvement in Cost of Quality

Optimized Quality Process



# mosaic

ECOSYSTEM



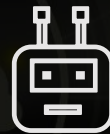
**mosaic**  
things

Intelligent  
Devices



**mosaic**  
decisions

Impactful  
Decision-Making



**mosaic**  
ai

Reinvent  
Problem Solving



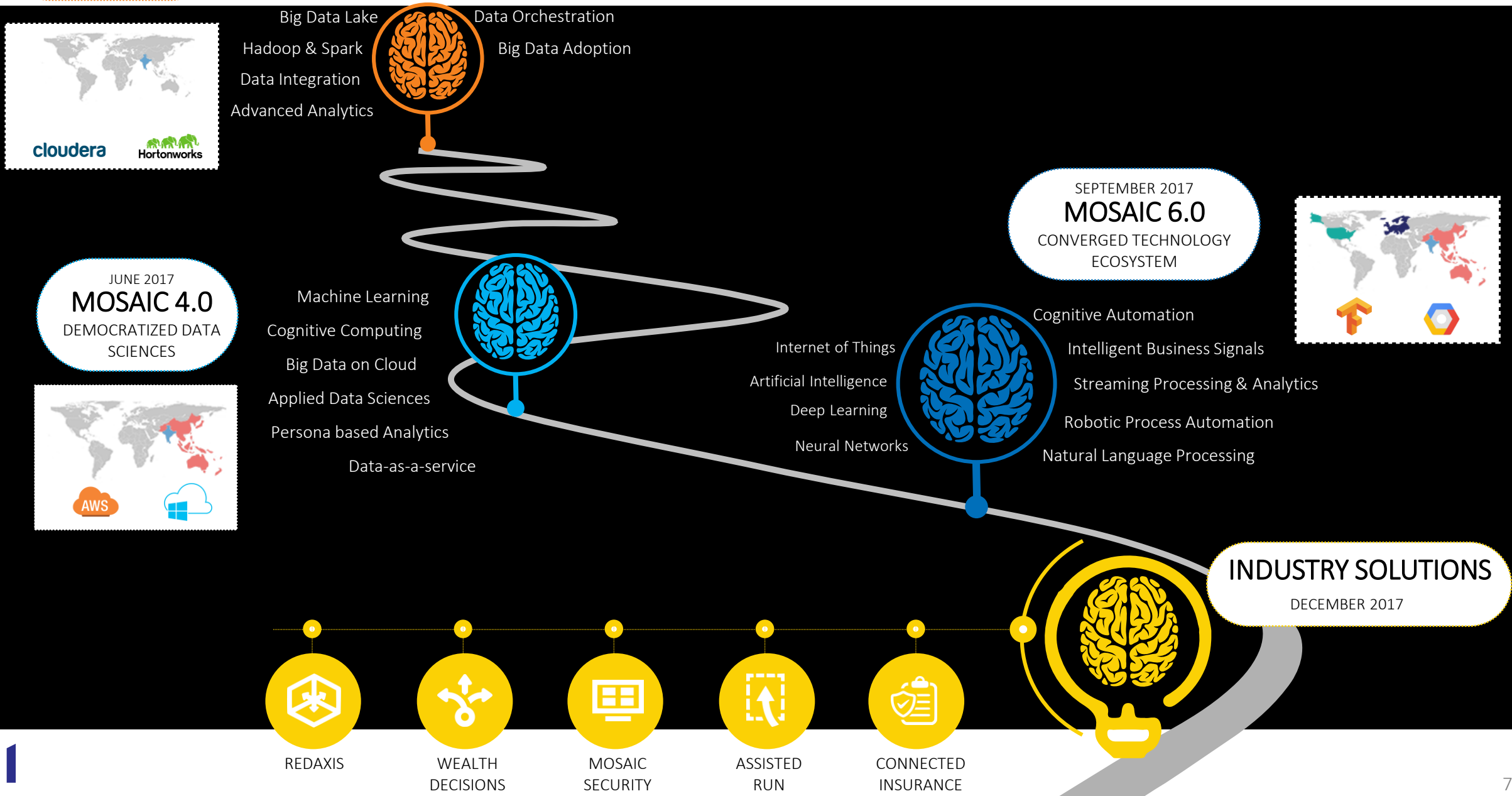
**mosaic**  
automation

Smarter  
Execution



**mosaic**  
experience

Unmatched  
Customer Experience







# Analyst Day

Amplifying Outcomes

13<sup>th</sup> Dec, 2017

## Delivering Profitable Growth

Ashok Sonthalia  
Chief Financial Officer



Growth

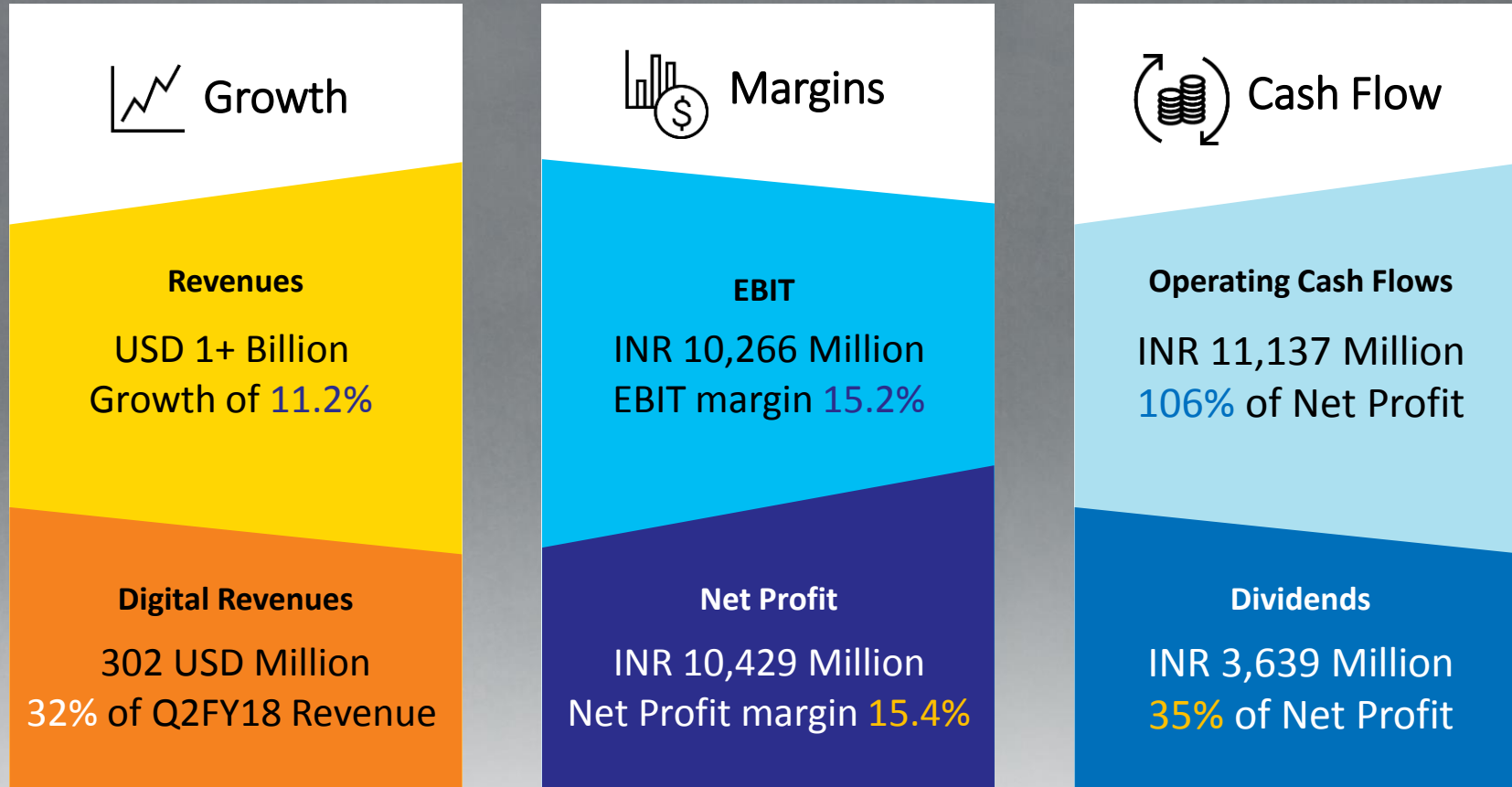


Margins



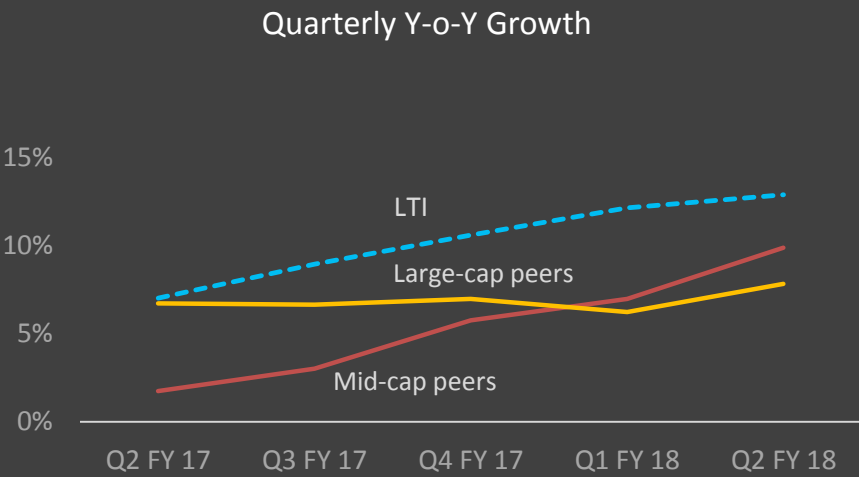
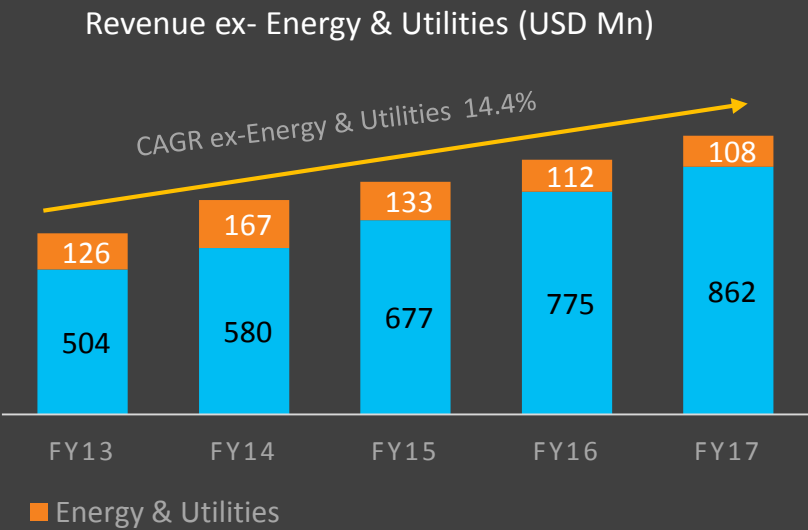
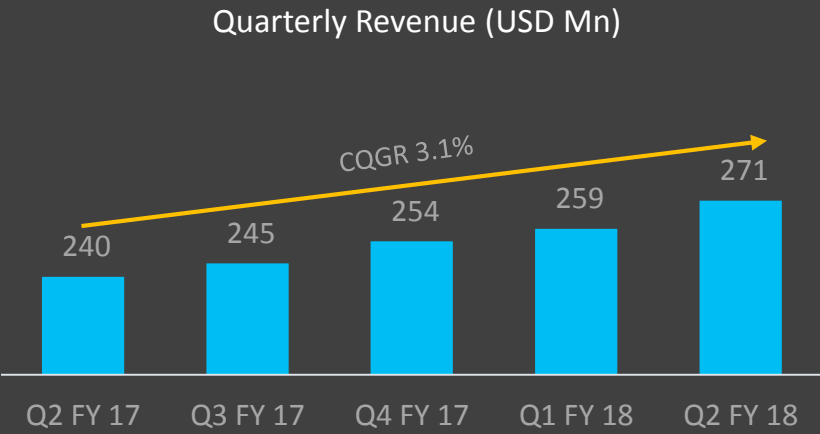
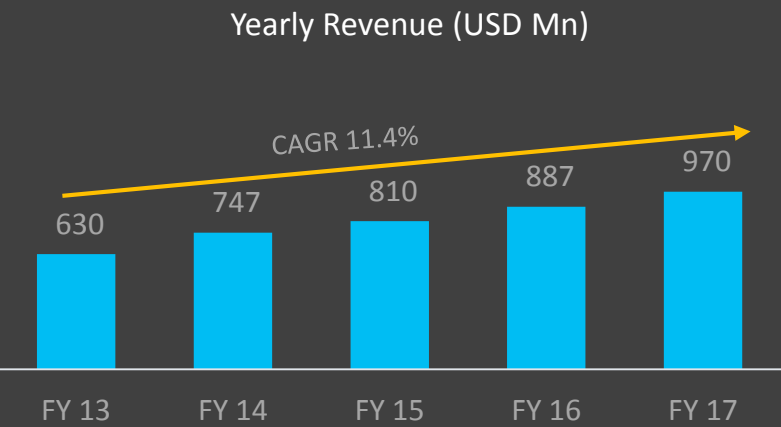
Cash Flow

# The Last 12 Months – entry into the Billion dollar club

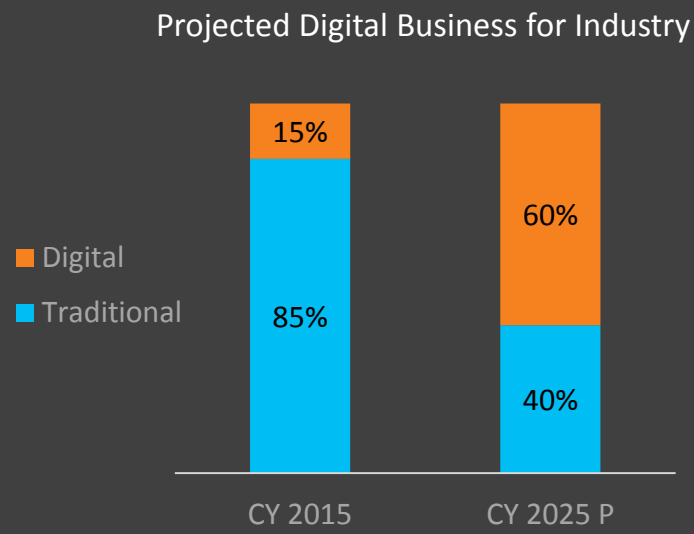




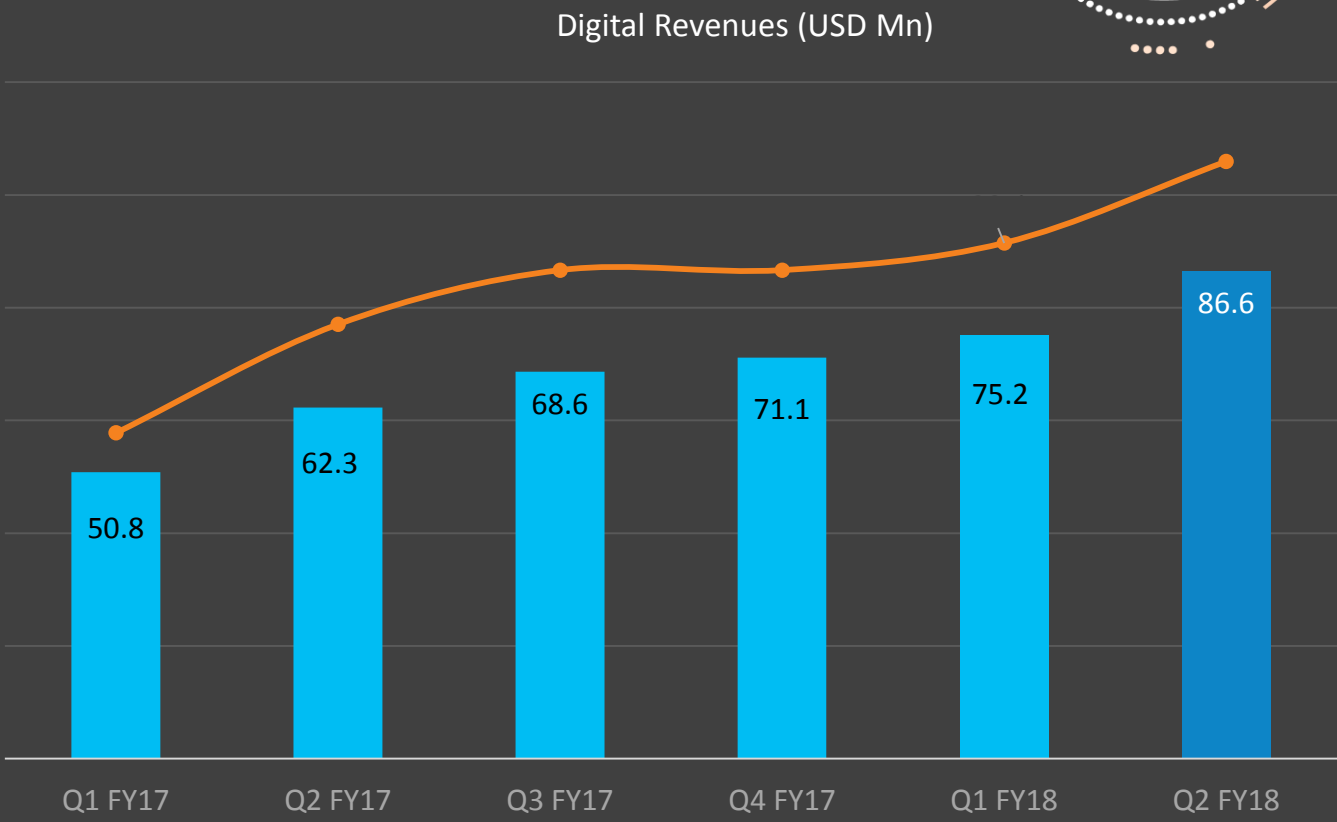
# Consistently delivering industry leading revenue growth



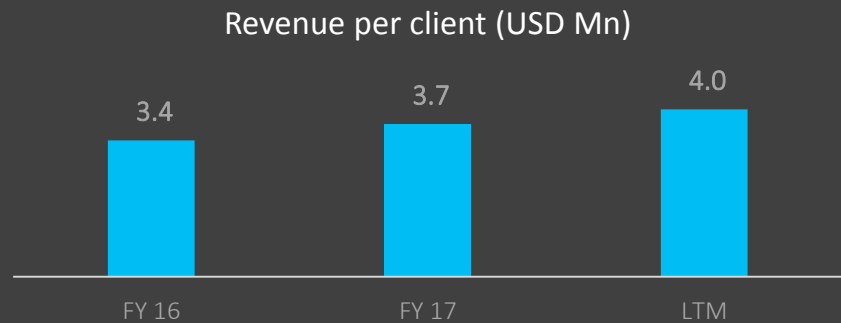
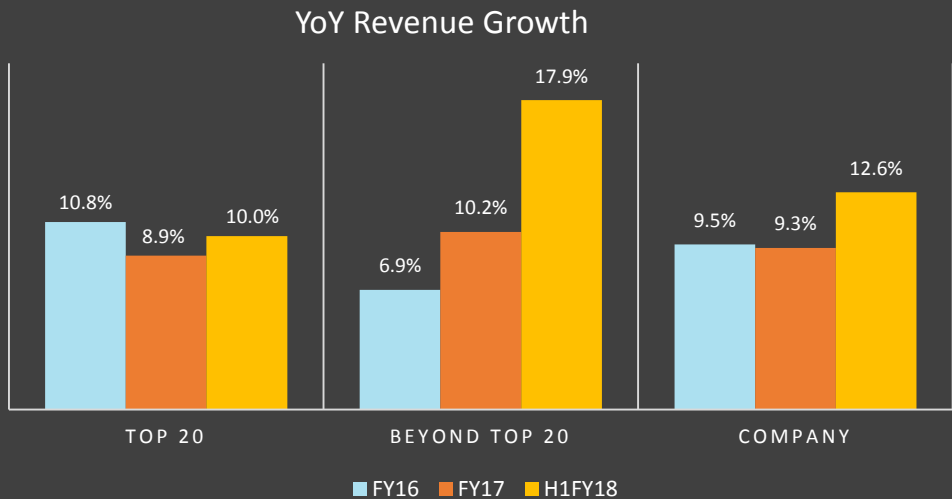
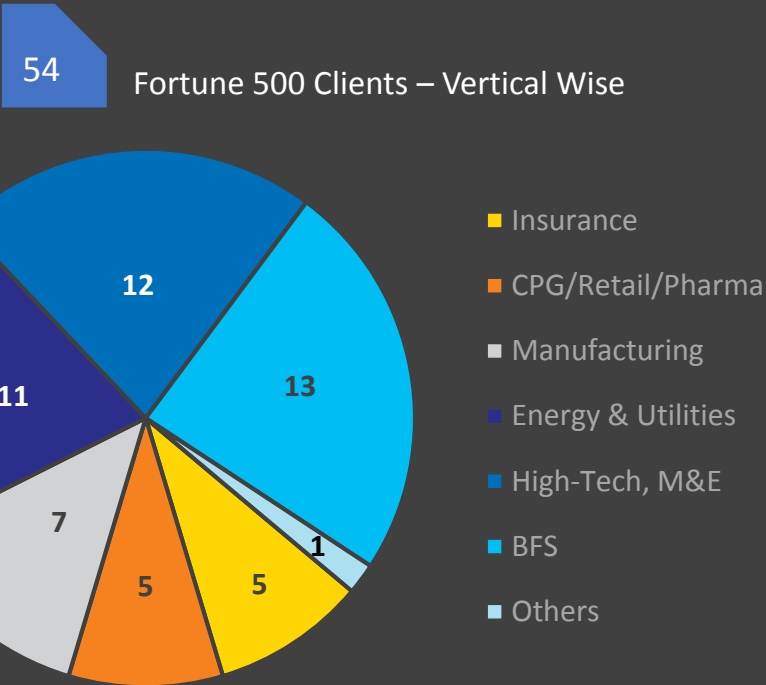
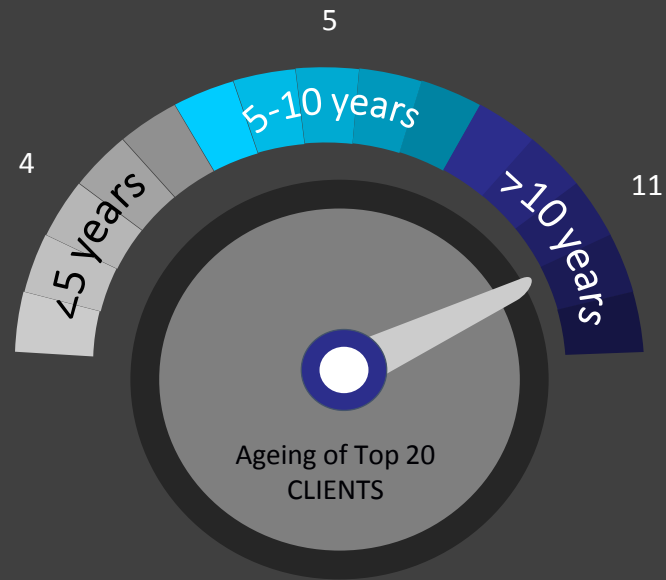
# Successfully re-pivoting the portfolio- Growing Digital Revenues



Source: Nasscom 2017 and ISG 2017

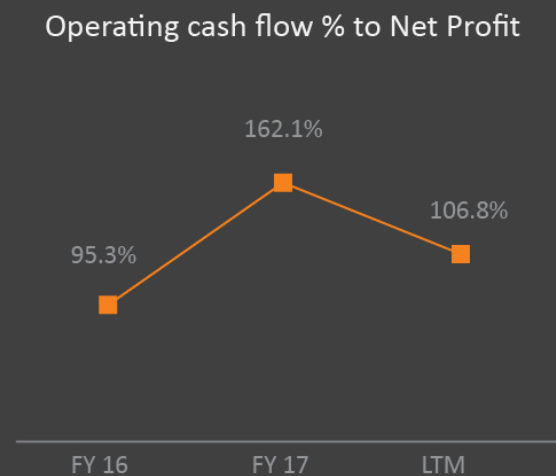
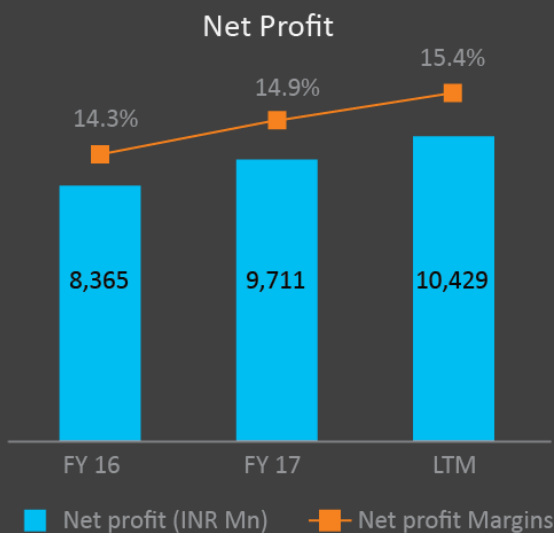
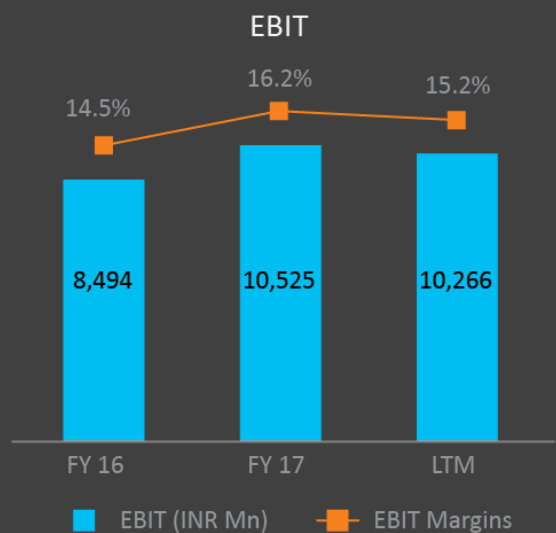
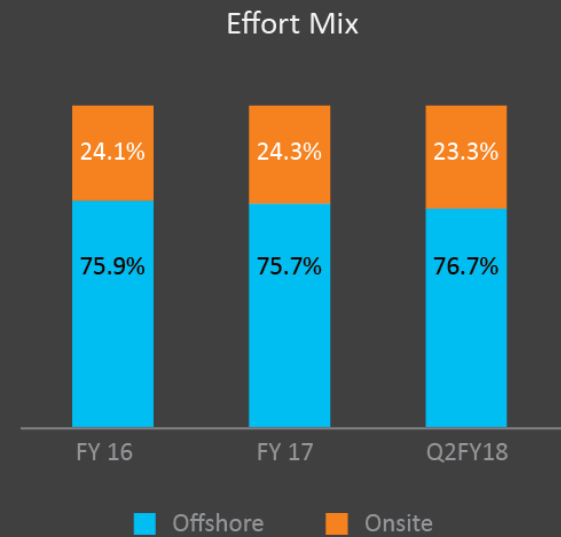
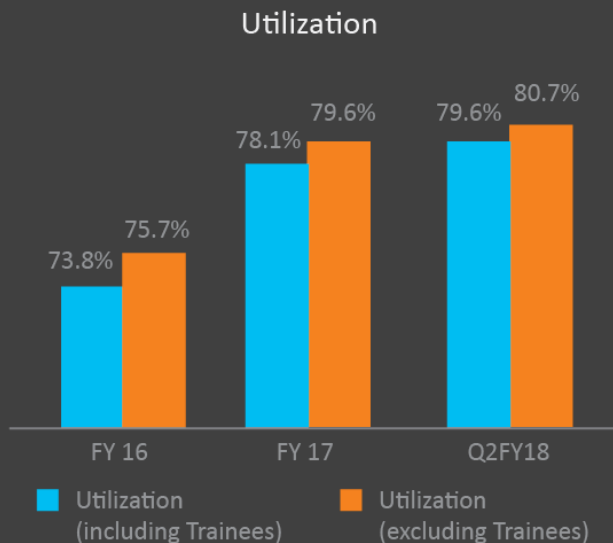
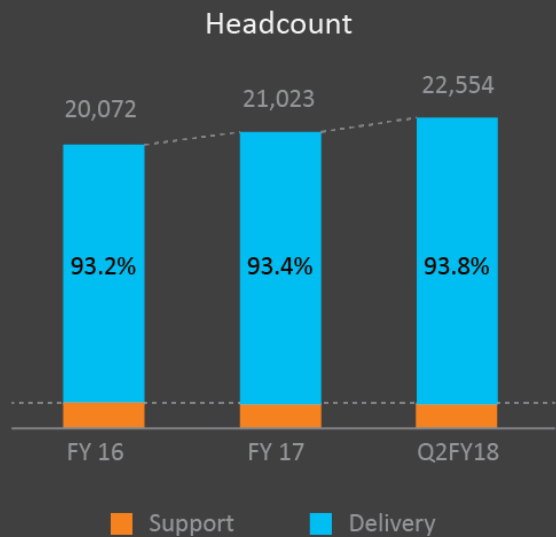


# Long-standing and trusted strategic transformation partner





# Operational Excellence leading to Healthy Financial Performance



# Acquisitions **augmenting** and **synergizing** capabilities



2016



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



Access to proprietary big data analytics platform, MAXIQ



Enabled cross selling into financial services clients of LTI

2017



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



Exclusive focus on T24 – Temenos Digital Suite and end to end Temenos capabilities



Synergistic move that helps to establish core banking implantation capability



Gain footprint in European Financial services market

# The LTI Edge – Delivering Profitable Growth



## Growth

- Large deal wins
- Trusted Client Partnership
- Expanding Client Mining
- Rapidly growing Digital Footprint

## Margins

- Digital for Digital
- Focus on Operational Excellence
- Relentless Cost Optimization
- Robust Risk Management

## Cash Flow

- Capability led M&A
- Investing in newer practices
- Adding horsepower to S&M engine
- RoE Focus



