

LTI/SE/STAT/2019-20/20

May 24, 2019

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, we are enclosing a Schedule of Analyst/Institutional Investor Meetings planned for May-June 2019.

Date	Conference/Investor Meetings	Venue
May 28, 2019	Axis Capital Annual India Conference	Mumbai
May 29, 2019	B&K's Annual Investor Conference	Mumbai
June 3, 2019	Citi India Investor Conference	Mumbai
June 10, 2019	Kotak India Investment Forum	London
June 13, 2019	Morgan Stanley Annual India Summit	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**

**Encl: As above**

**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

May 2019



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.

28,000+

Headcount

\$1.3Bn

LTM revenue

66

Fortune 500 clients

343

Active clients

6<sup>th</sup>

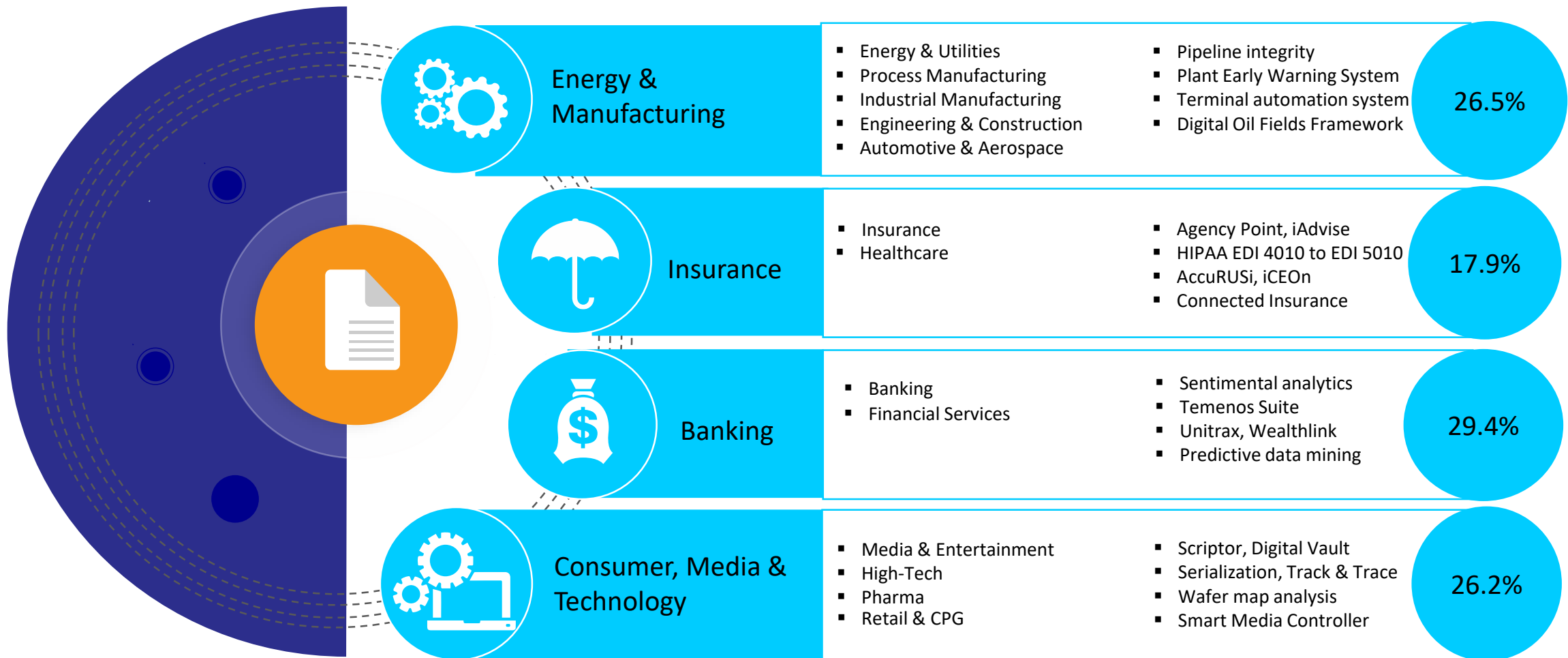
Largest Indian IT services  
company

29

Delivery centres globally,  
with 59 sales offices

As of March 2019

# Industry focus and Deep domain knowledge



## Envable client profile

\$100 Million +	1	US based global bank
\$50 Million +	5	Large P&C insurer   African bank   Global O&G major
\$20 Million +	17	EU based reinsurer   Global tech giant   Big M&E company   Nordic bank
\$10 Million +	26	French utility   US pharma major   CPG giant   US tech major
\$5 Million +	49	Large manufacturer   US based M&E company   European bank



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



A word cloud of digital technologies. The words are arranged in a cluster, with 'automation' and 'cognitive' being the largest and most prominent. Other visible words include 'digital', 'bitcoin', 'ux', 'saas', 'insuretech', 'chatbots', 'engineering', 'analytics', 'mobile', 'social', 'ui', 'fintech', 'iaas', 'platform', 'drones', 'cloud', 'ar', 'cybersecurity', 'transformation', 'data', 'vr', 'blockchain', 'rpa', 'iot', and 'saas'.





## Customers need...

- Decluttering of technologies
- IT+OT experience



# Change begins within

## Cloud & SaaS

AWS, Azure  
Facebook Workplace  
S4/HANA

## LTI Solutions

REDAxis  
Mosaic Security  
DiCE

## Acquisitions

N+P  
Ruletronics  
Syncordis  
AugmentIQ

## Partnerships

Temenos  
SAP  
Automation Anywhere  
Duck Creek

## Sales & Marketing

ADEA  
Global sales expansion  
Oracle Marketing Cloud

## Customer centricity

Beyond  
Hackathons with clients  
Rewarding curiosity



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

Shunryu Suzuki

# Learning Company



## Untapped opportunity



## Enterprises trying to

- Enable new business models
- Enable revenue growth
- Transform experiences
- Build next gen operations



## Focus on outcomes

- Operate to Transform
- Data driven organizations
- Experience Transformation
- Digitizing the core



## LTI Platforms Focus

- Industry specific
- Functional
- IaaS and PaaS
- Capability based



AI



ML



Data




Automation



Cloud



IoT



We're winning

### US based Global Engineering Giant

Multi-year, multi-million large deal for transforming the global application operations

### Global Re-insurance Major

As a transformation partner, LTI to assist in modernizing the IT landscape

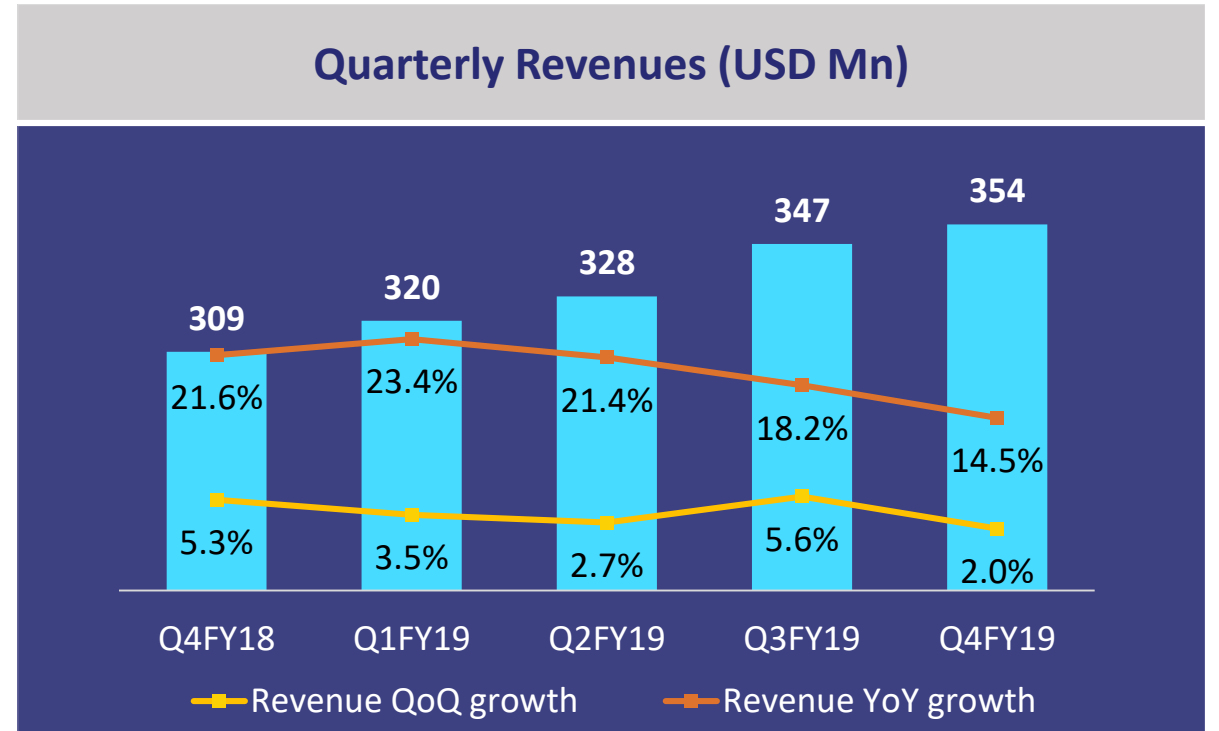
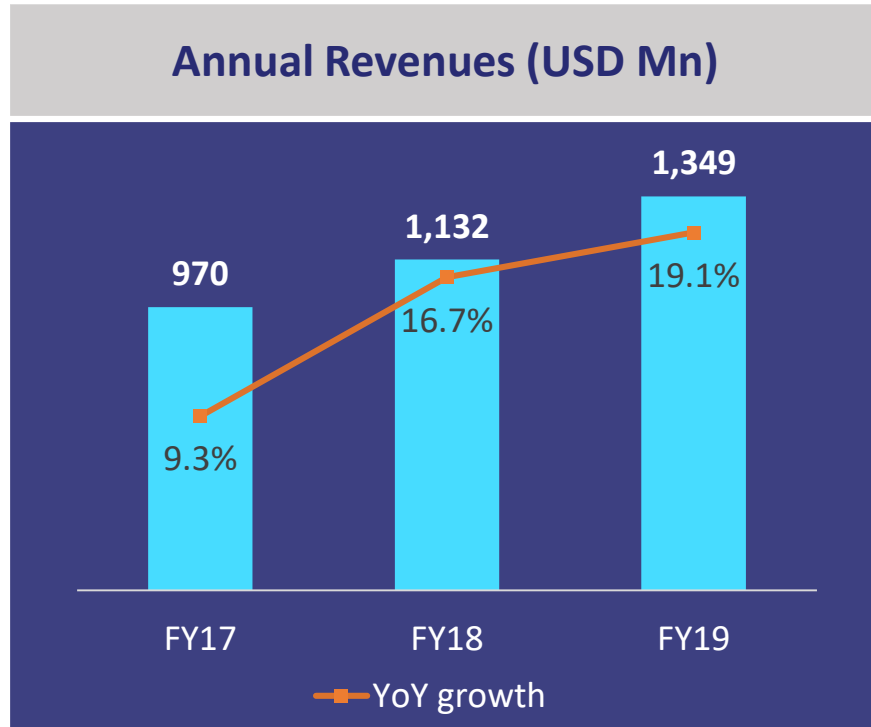
### Nets

As primary IT partner of Nets, following vendor consolidation exercise, LTI to manage 100+ additional critical applications

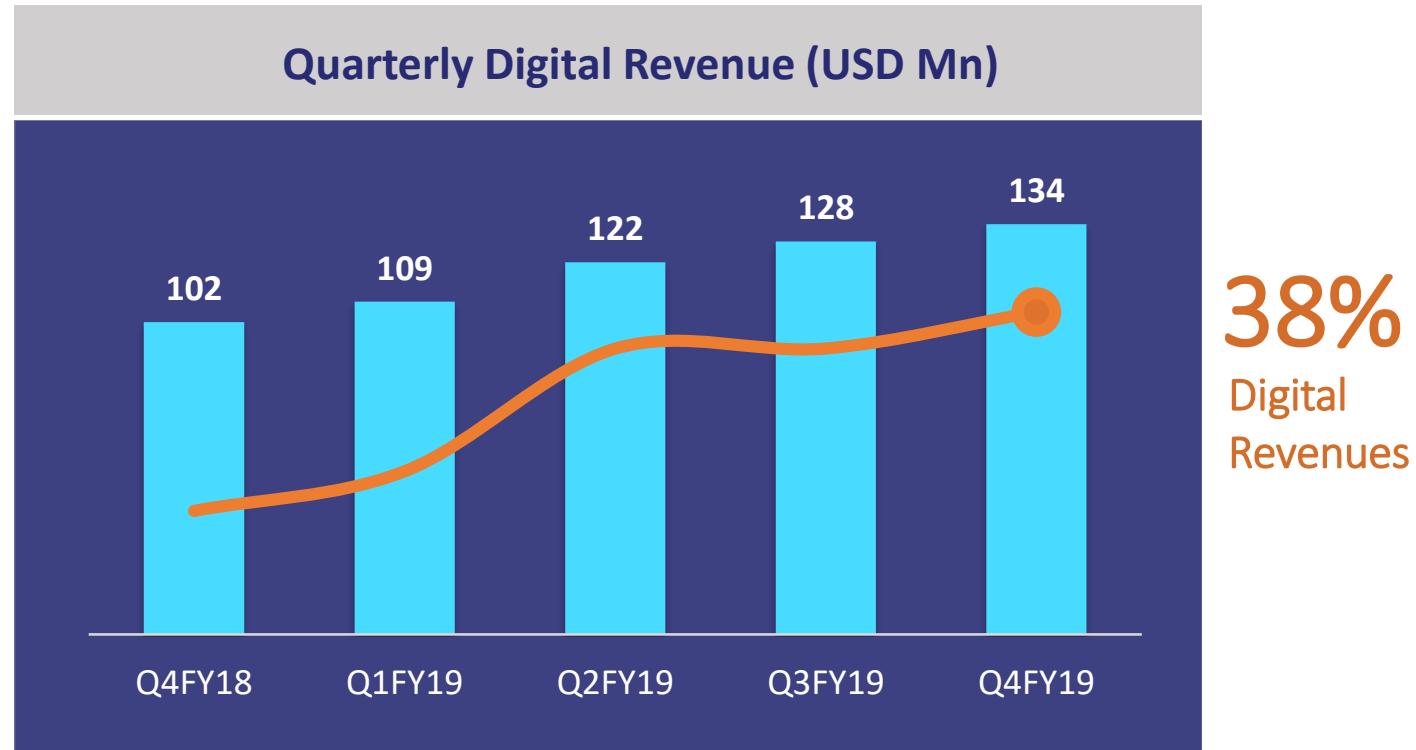
### Global Pharma Major

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

## Consistently delivering industry leading revenue growth







Enabling new business  
models

Enabling revenue growth

Transformed experience -  
customers, partners,  
employees

Next gen operations

# What sets us apart



## A solid foundation

- Engineering DNA
- Focus on Invest Verticals
- Sales & Marketing excellence
- Talent, leadership

## Amplified Outcomes

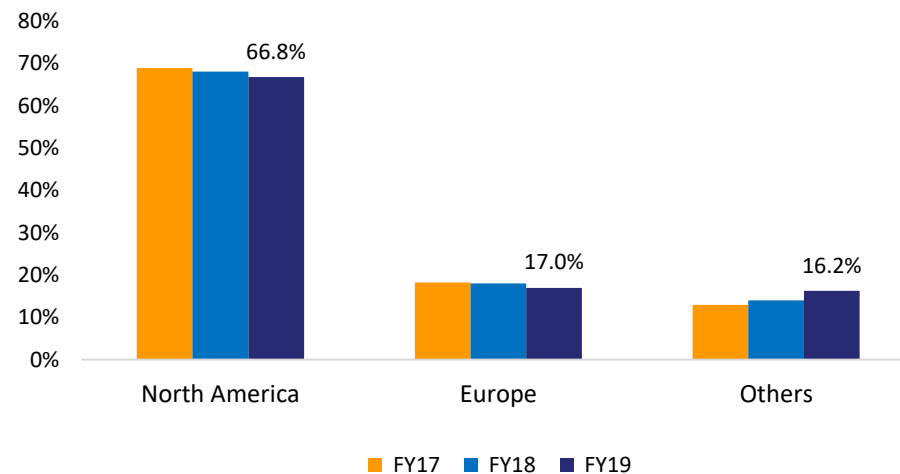
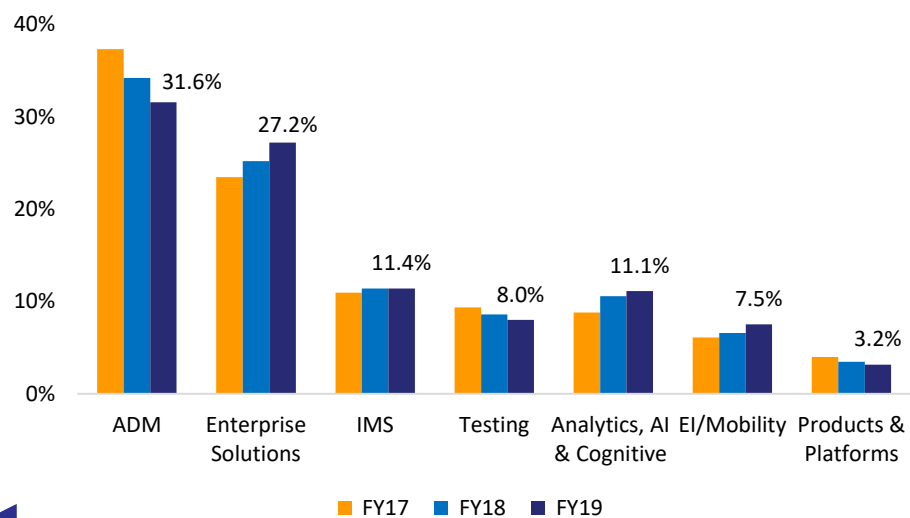
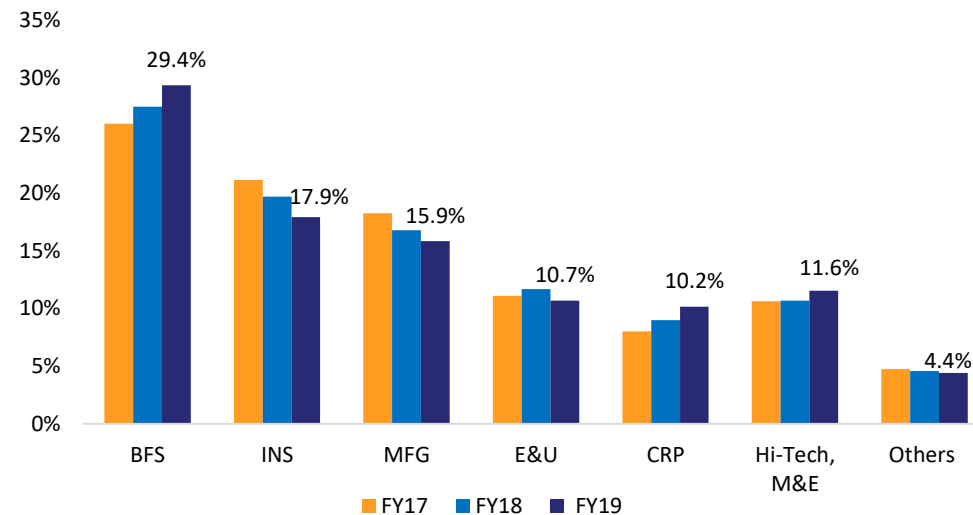
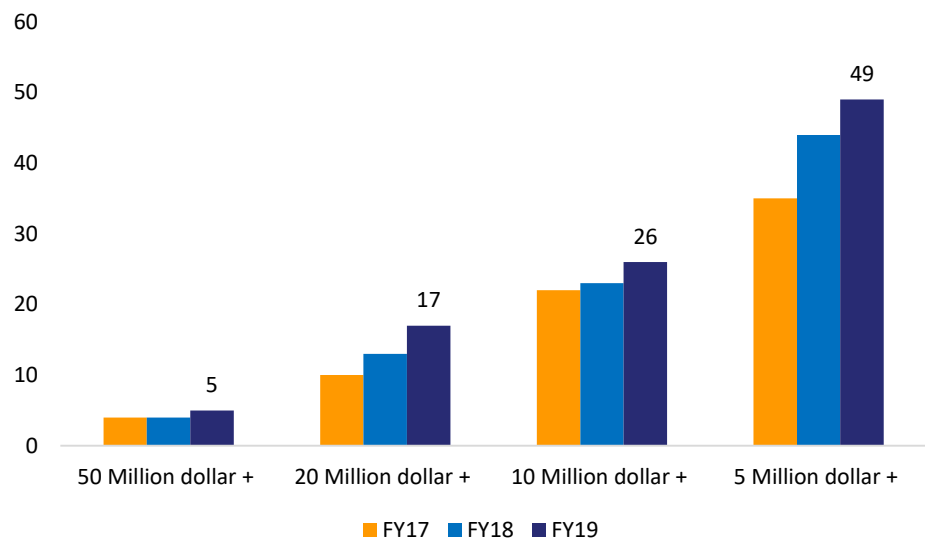
- Operate to Transform
- Data-driven organizations
- Experience Transformation
- Digitizing the core

## Investments

- Capabilities
- Acquisitions
- Platforms
- Talent

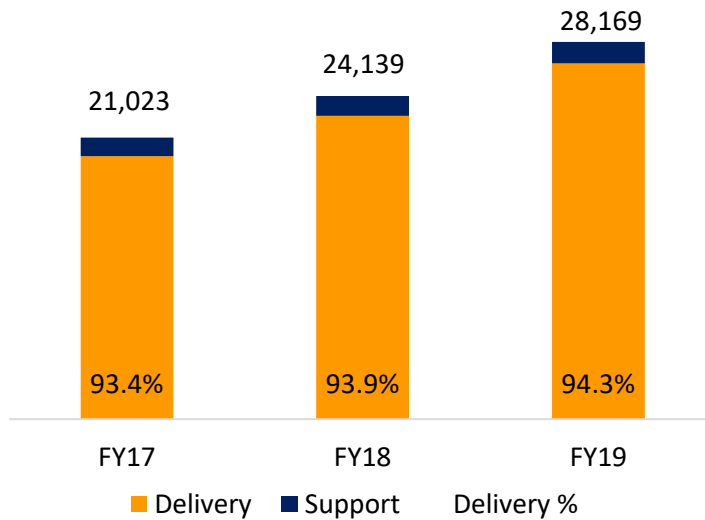


# Well diversified portfolio

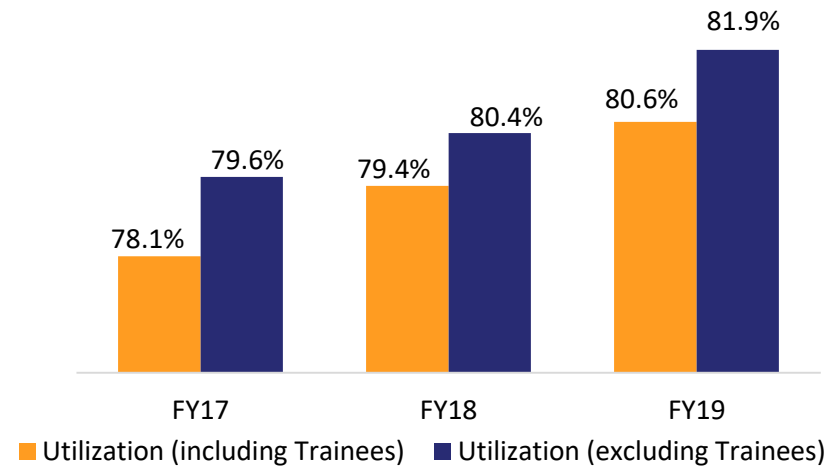


# Operational Excellence leading to Healthy Financial Performance

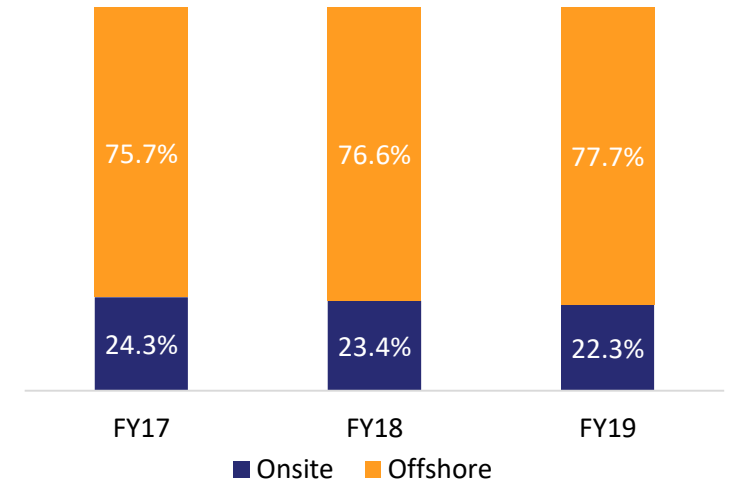
## Headcount



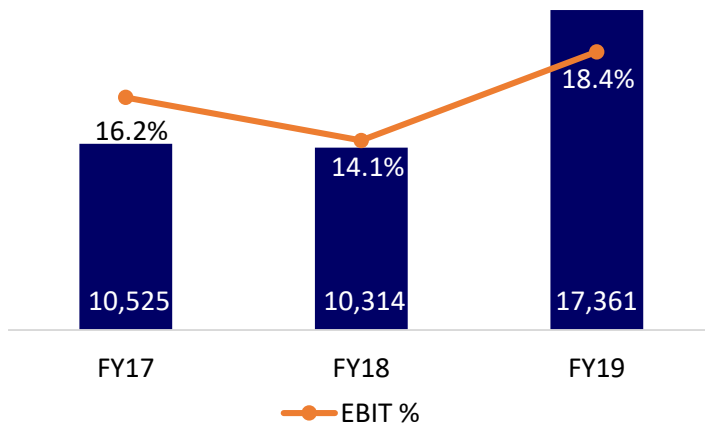
## Utilization



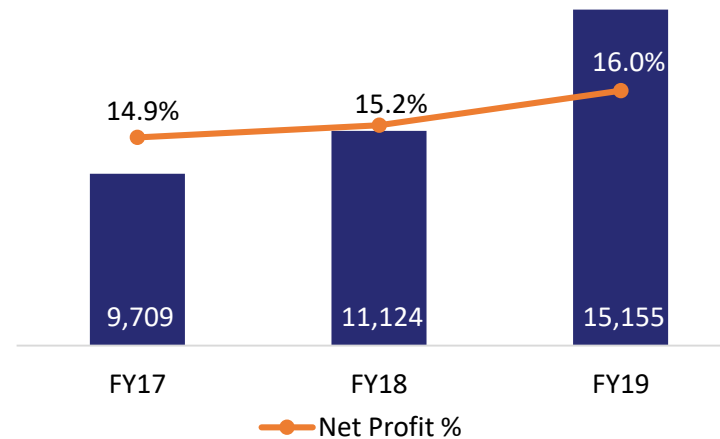
## Effort Mix



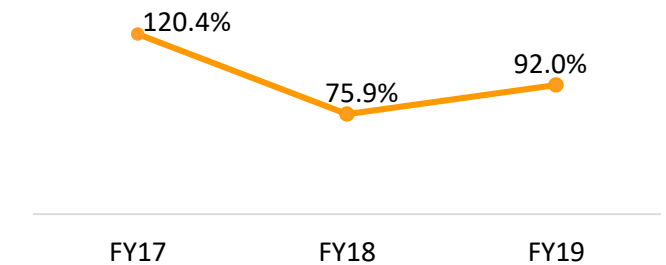
## EBIT



## Net Profit



## Operating cash flow % to Net Profit



Let's Solve

