

November 14, 2019

LTI/SE/STAT/2019-20/53

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: **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 November 2019.

Date	Conference/Investor Meetings	Venue
November 15, 2019	Macquarie 2019 India Conference	Mumbai

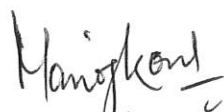
Further, we are enclosing herewith a copy of Investor Presentation, which also will be available on the Company's website viz. [www.Lntinfotech.com/Investors](http://www.Lntinfotech.com/Investors).

Please take the above information on records.

Thanking You,

Yours sincerely,

**For Larsen & Toubro Infotech Limited**



**Manoj Koul**  
**Company Secretary & Compliance Officer**  
**Membership No. ACS 16902**



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

# Powering The Breakaway Enterprise



A Larsen & Toubro  
Group Company



# 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

30,000+

Headcount

\$1.4Bn+

LTM revenue

66

Fortune 500 clients

366

Active clients

6<sup>th</sup>

Largest Indian IT services  
company

31

Delivery centres globally,  
with 59 sales offices

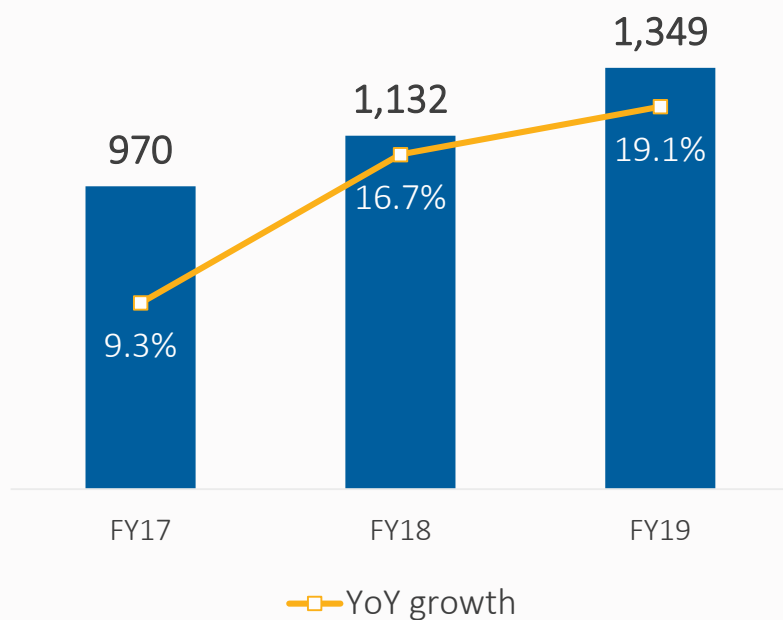


# Enviably Client Profile

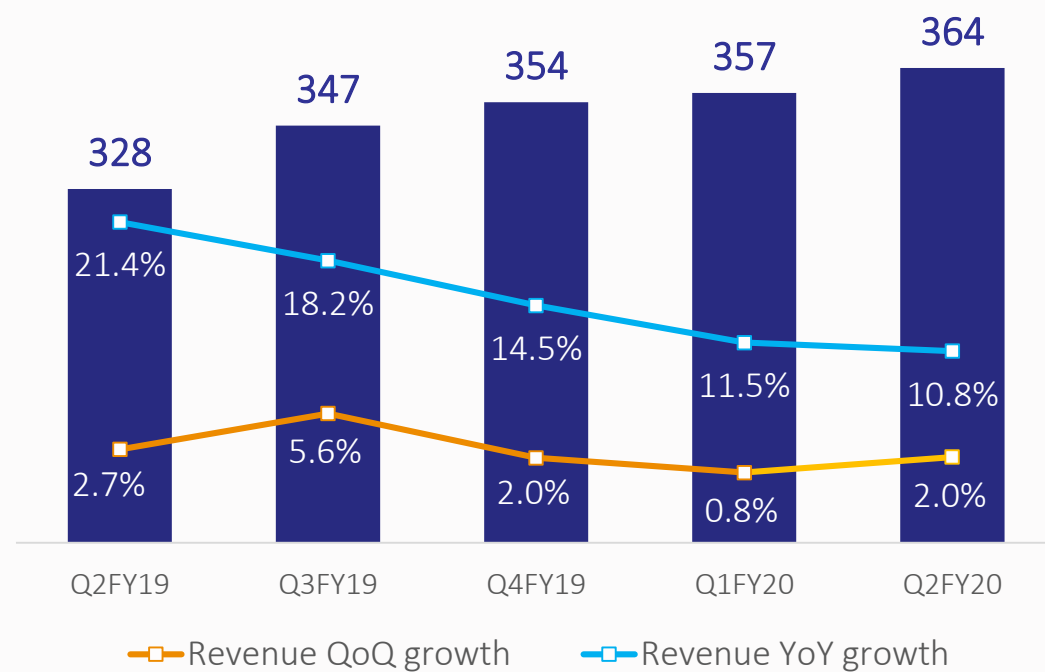
\$100 Million +	1	US based global bank
\$50 Million +	6	Large P&C insurer   Professional Services Giant   Global O&G major
\$20 Million +	18	EU based reinsurer   Global tech giant   Big M&E company   Nordic bank
\$10 Million +	27	French utility   US pharma major   CPG giant   Diversified energy player
\$5 Million +	48	Large manufacturer   US based M&E company   European bank

# Consistently Delivering Industry Leading Revenue Growth

## Annual Revenues (USD Mn)

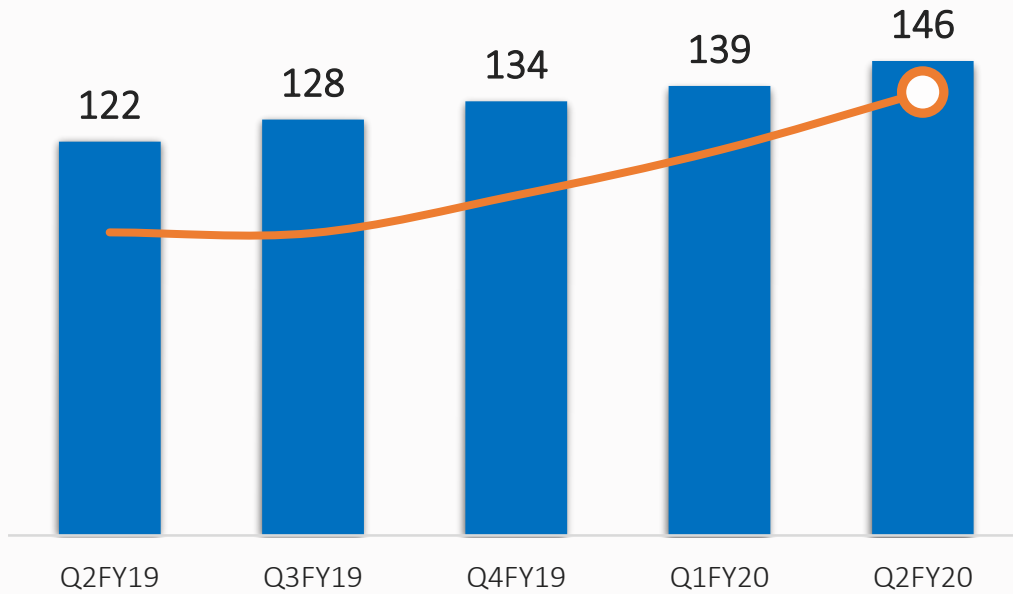


## Quarterly Revenues (USD Mn)



# Amplifying Outcomes With Digital | Analytics | IoT | Automation | Cloud

Quarterly Digital Revenue (USD Mn)

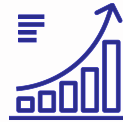


Some enterprises in mature industries don't just survive disruptive times. They...

# BREAKAWAY



Enabling new  
business models



Enabling  
revenue growth



Transforming  
customer and  
employee  
experiences



Mastering next  
gen efficient  
operations

Solving sticky and  
persistent problems

Making the  
middleman redundant

Tech for the  
bottom billion

Service orientation of  
subscription economy

Faster time  
-to-market



# The New Tech Function...



Extreme  
simplification



Consumer grade  
software



Cloud only,  
mobile only



Coming of age for  
open source

## ...Moore's Law of IT Cost Reduction

# LTI's strategy for helping Breakaway Enterprises

# Operate to Transform



Do  
Less



Do  
Fast



Do  
More



Do  
Better



# Data-Driven Organizations



Data as an  
enterprise asset



AI led  
automation

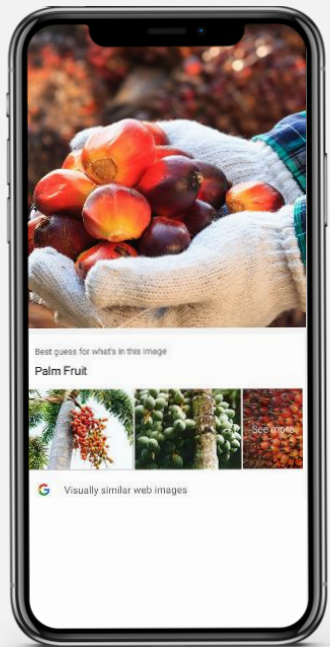


Monetization  
of data



Right data, right  
time, right people

# Experience Transformation...



Empathy  
led



Persona and  
journey driven



Immersive to  
the core



Human  
centric

# Digitizing the Core



Define  
the core



Messy legacy to  
digital core

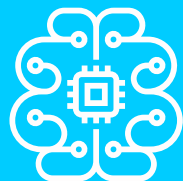


Integrate  
everything with  
digital core



Embed  
Automation and  
Intelligence





## We're Investing in our clients' Breakaway Success...



Platforms



Partnership



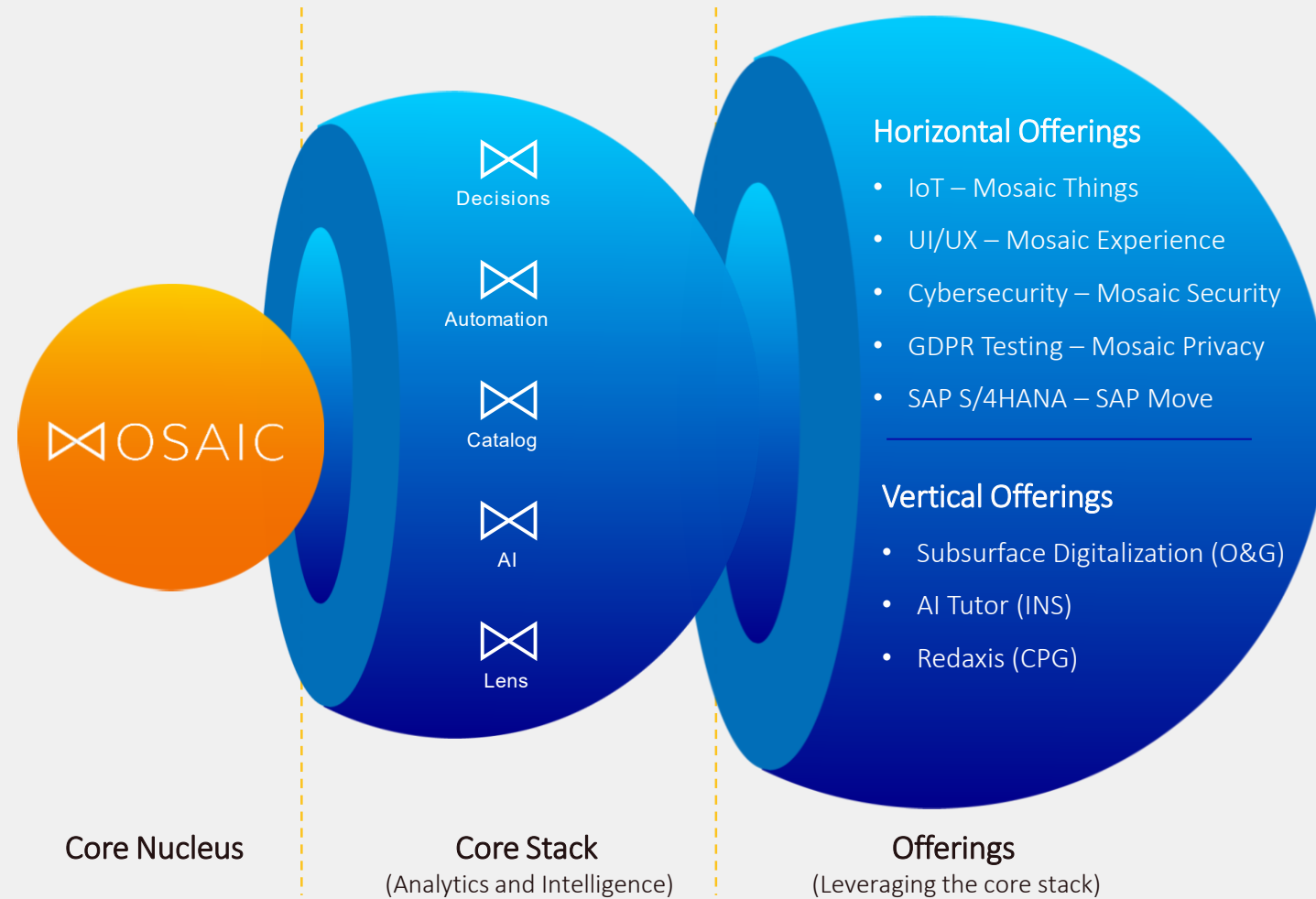
Acquisitions



People

# MOSIAC

Powering Enterprise  
Decisions & Actions



# Acquisitions



An LTI Company



# Strategy-on-a-Page



## 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



# Talent— Mission Ubuntu

I am who I am, because of those around me



# Shoshin

A learning company



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

Shunryu Suzuki



# We're Winning

## US Based Utility Company



Multi-year, multi-million dollar deal to provide Cloud and Infrastructure Managed services

## European Financial Institution



Multi-year, multi-million dollar managed services engagement to manage entire IT

## Leading Power Generation Company



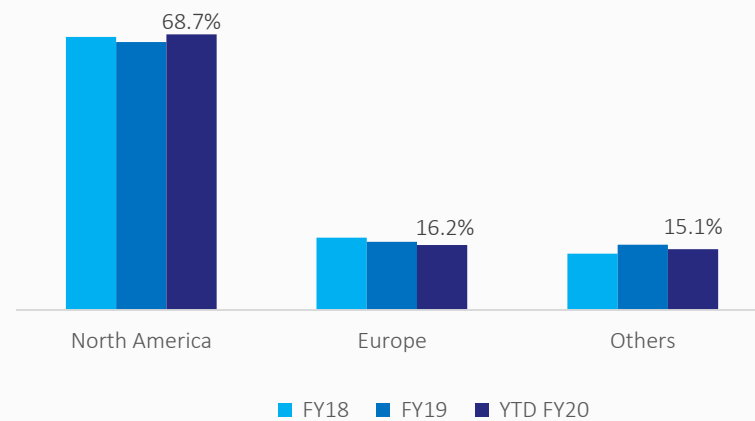
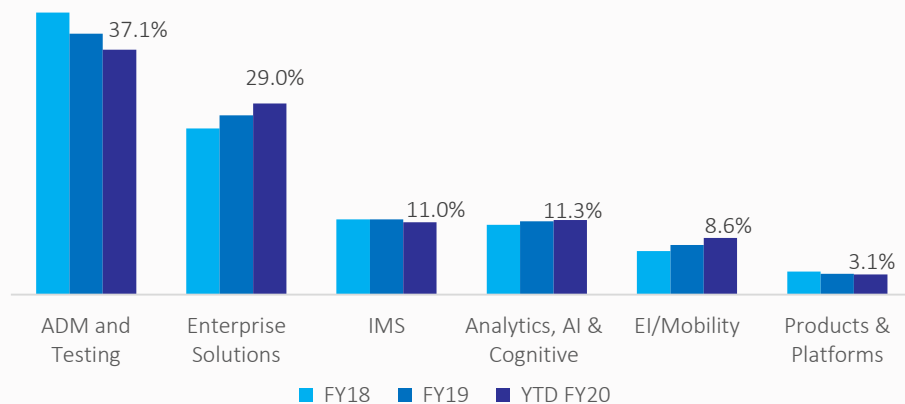
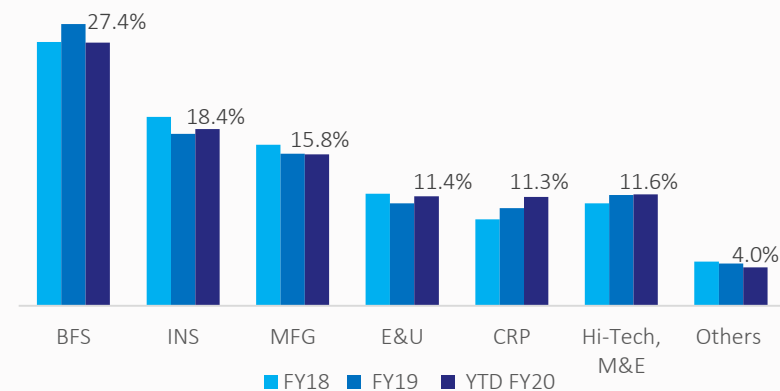
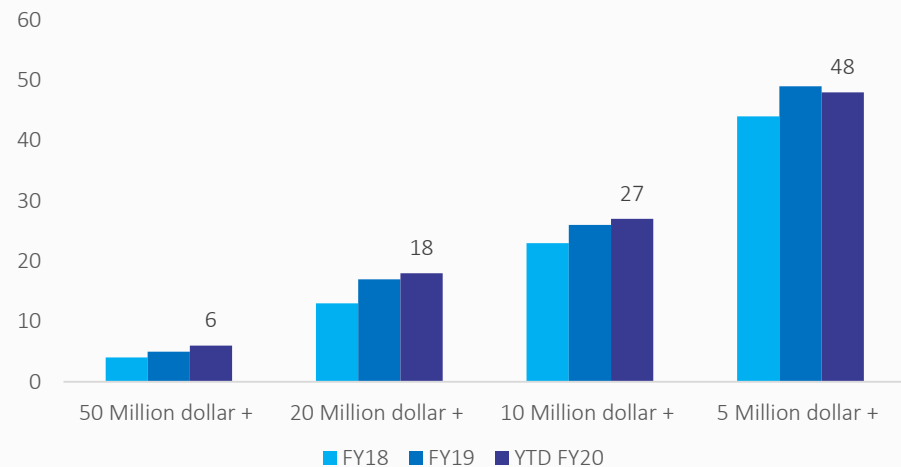
Partner for organization wide implementation of SAP S/4 HANA

## Global Re-Insurance Major



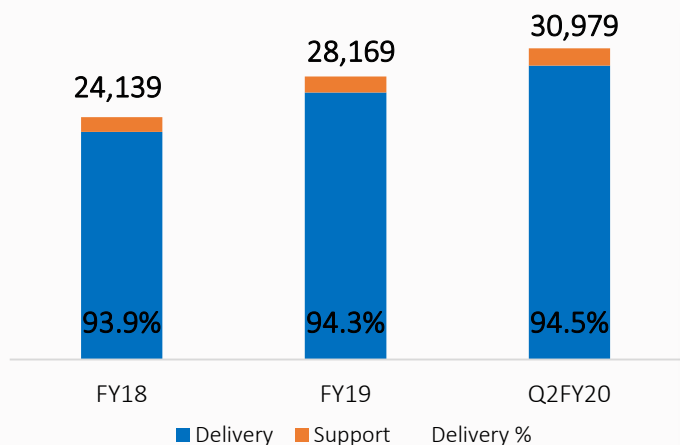
As a transformation partner, LTI to assist in modernizing the IT landscape

# Well Diversified Portfolio

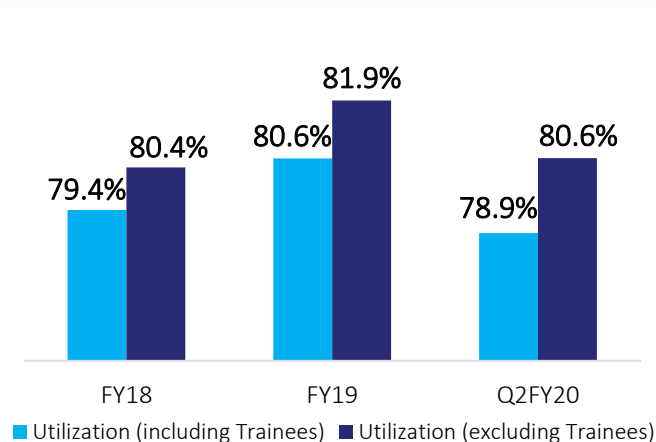


# Operational Excellence Leading To Healthy Financial Performance

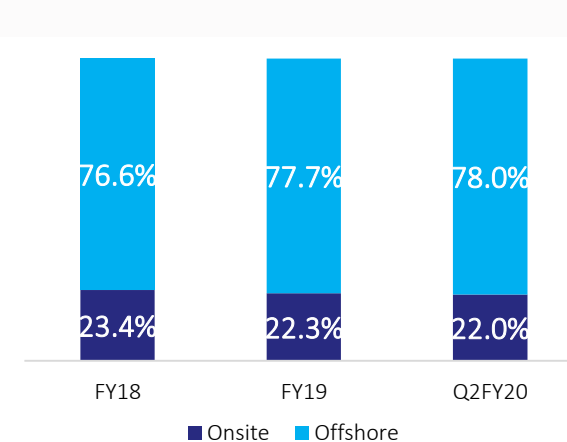
## Headcount



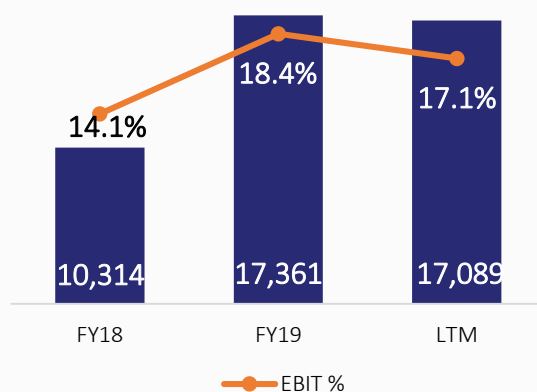
## Utilization



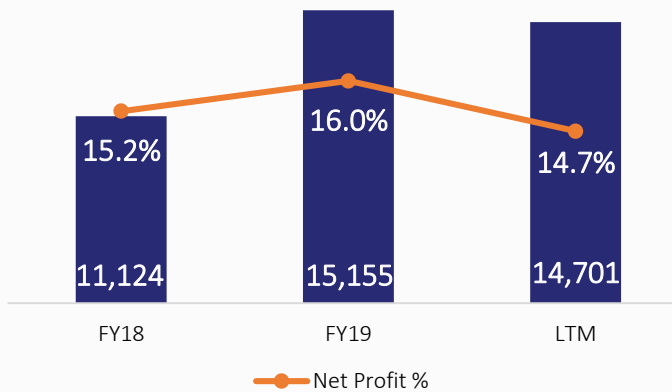
## Effort Mix



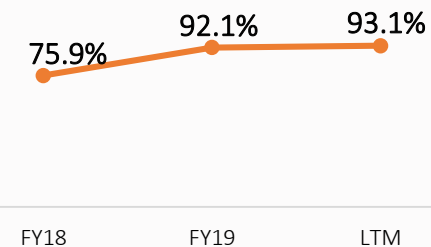
## EBIT

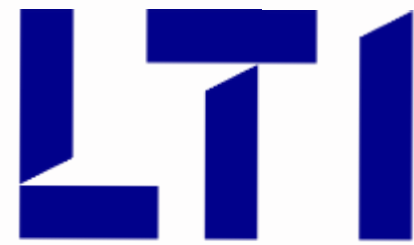


## Net Profit



## Operating cash flow % to Net Profit





Let's Solve