



L&T Infotech

February 3, 2017

LTI/SE/STAT/2016-17/49

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 will be uploaded 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

Rajesh S.
SE: **Rajesh S. Narang**
Company Secretary
FCS 4440



Encl: As above



Investor Presentation
February 2017

LTI 2.0 - Pioneering Solutions in a Converging World



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. L&T Infotech does not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.

We are an Innovation Partner to the world's leading brands

Japanese Auto Manufacturer – Driving Agility in R&D by leveraging Telematics Data via Connected Cars



Digital India – Building 360 degree view of Tax Payer leveraging Semantic Web & Tax Data



Global CPG Major- Disruptive Digital Ideas, Demand Sensing Solution



World's largest financial institution – Customer Data Analytics for AML, Cross-Sell and Upsell via Customer 360



Global Bank – Intelligent automation in financial crime customer due-diligence leveraging AI



Global Manufacturing Company – Replace Shared Services Support Agents with AI Chat Bots



Unitrax – L&T Infotech's market-leading SaaS-based transfer agency product

Best suited to deliver **Outcomes** that clients are seeking

- Rich, real-world expertise
- Engineering mindset
- An enviable client list
- Ecosystem of partners



Meet LTI



L&T Infotech



6th

Largest Indian IT
services company
(NASSCOM ranking 2015)

264

Active clients
(as of Dec 2016)

23

Delivery centers globally,
with 42 sales offices
(as of Jan 2017)

\$945+_{Mn}

LTM revenues

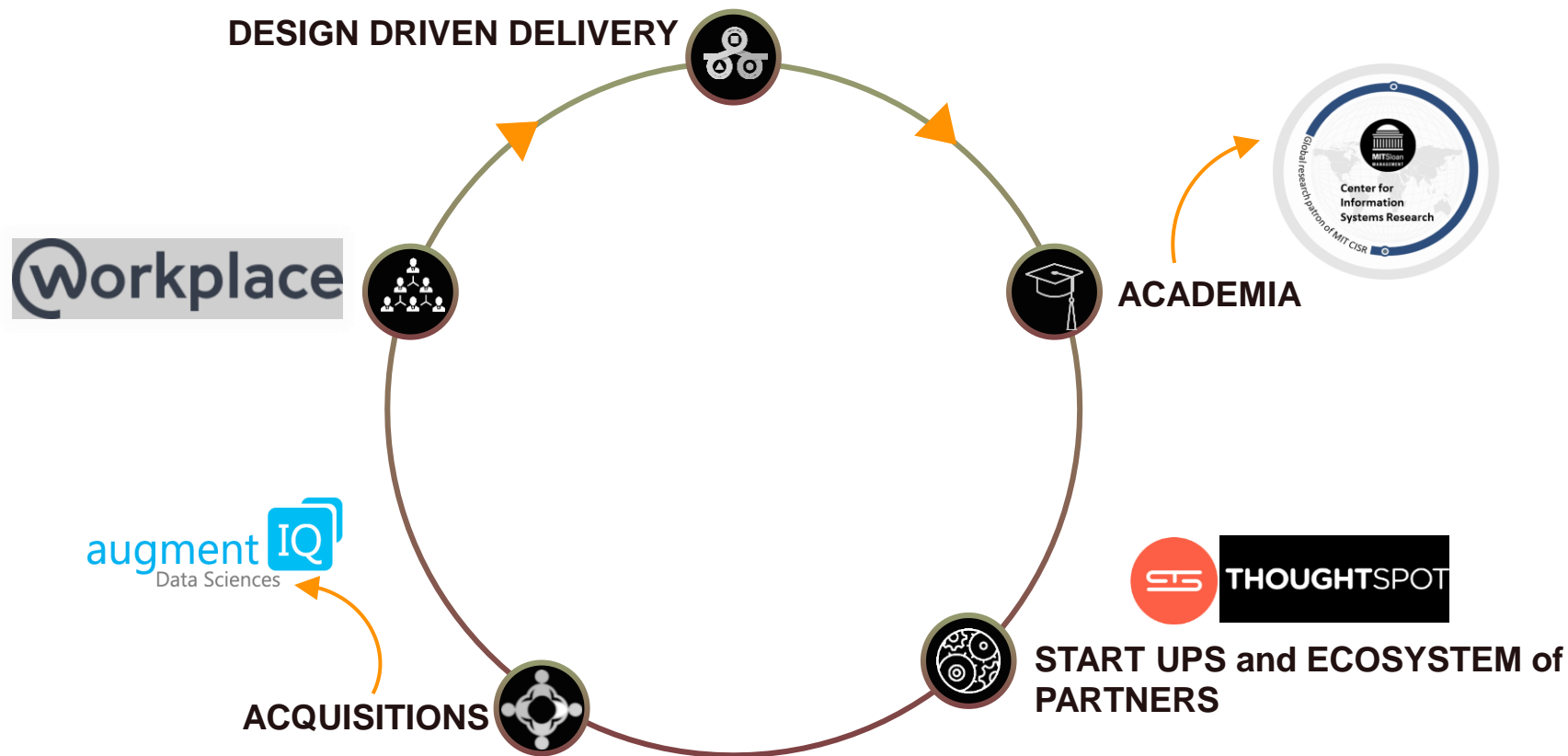
51

Fortune 500 clients
(as of Dec 2016)

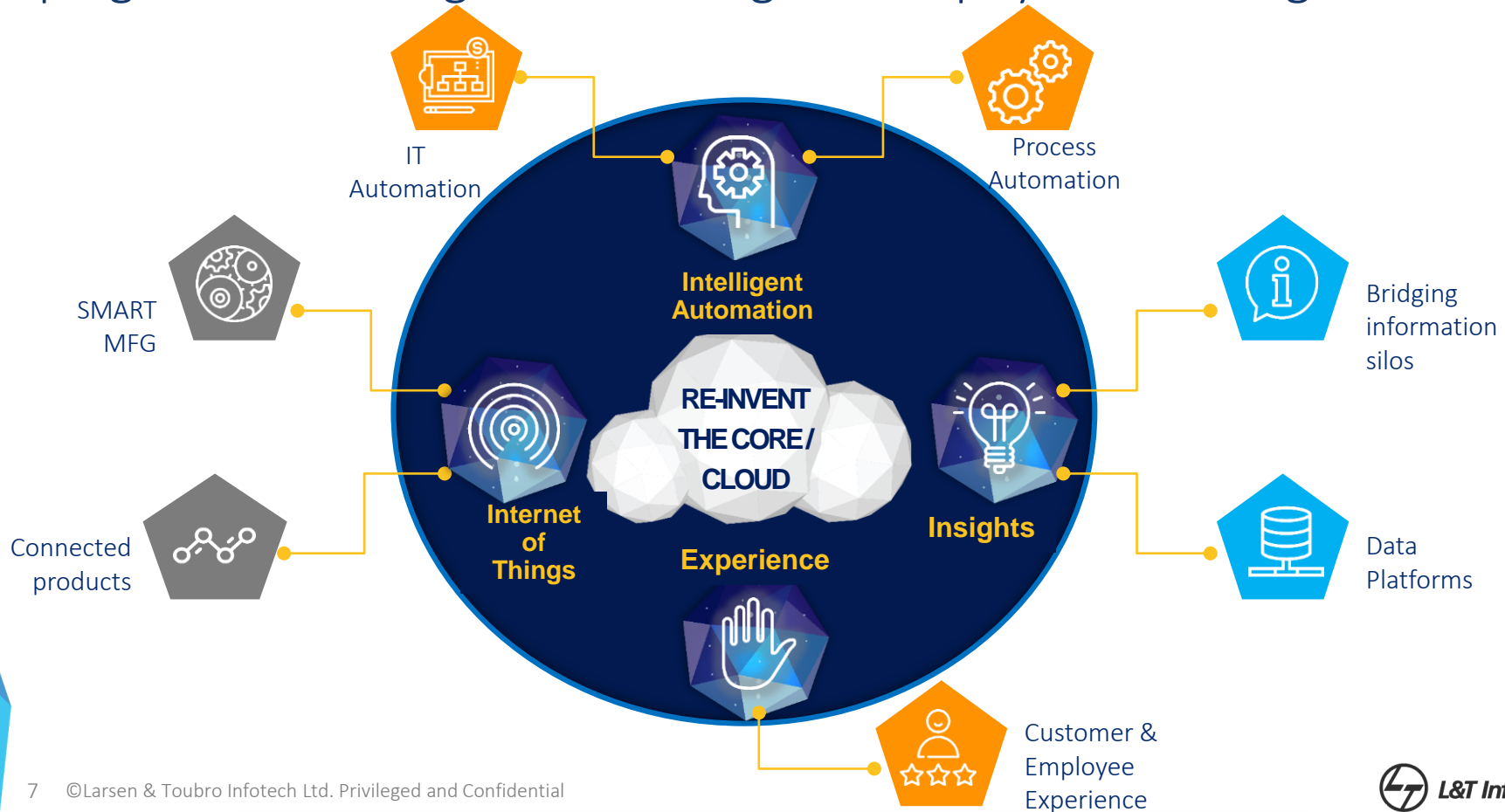
20,000+

Headcount
(as of Dec 2016)

Our Innoways of working



Helping clients leverage the convergence of physical and digital





MOSAICTM

Accelerating Digital Transformation



MOSAICTM
THINGS
Intelligent
Devices



MOSAICTM
AUTOMATION
Smarter
Execution



MOSAICTM
DECISION SCIENCE
Impactful
Decision-Making



MOSAICTM
EXPERIENCE
Unmatched Customer
Experience



MOSAICTM
**ARTIFICIAL
INTELLIGENCE**
Reinvent
Problem-Solving

MOSAIC ACADEMY

LTI 2.0 : Blueprint ... Differentiate to grow



Making Rapid Progress

Wins Announced

Three large deal wins in Q3 FY17 with net-new TCV in excess of US\$100m

Recent Partnerships

Pegasystems	Coupa	Nutanix	Workplace by Facebook
GE Digital	Duck Creek	WorkFusion	MIT CISR

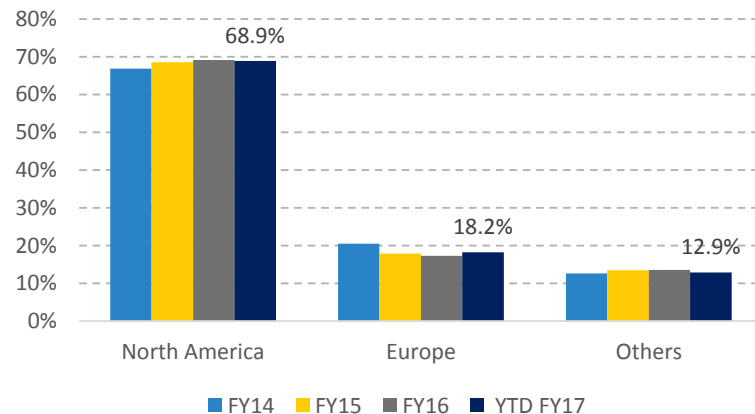
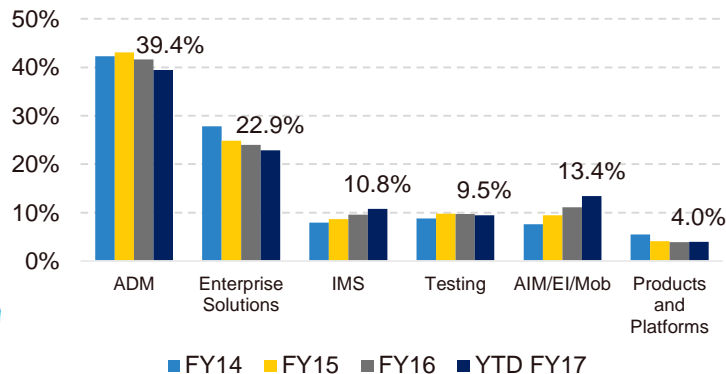
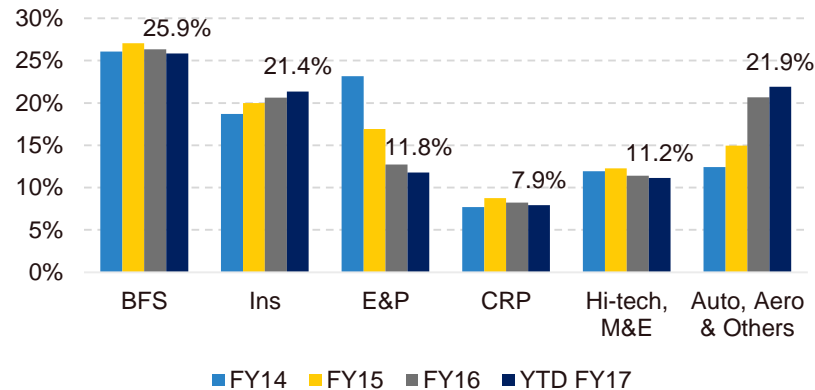
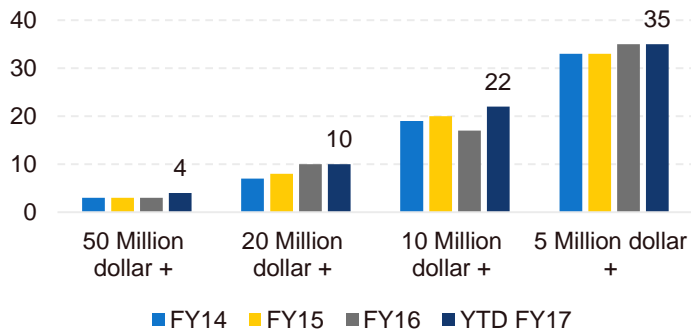
Acquisitions



Illustrative Engagements

- Next generation shared services
- IoT led Predictive maintenance
- Design thinking led oral care product innovation
- Business Process Transformation through RPA

Well diversified portfolio



Financials

Highlights – Q3FY17

Revenue
(\$ Mn)



Revenue Growth of 2.3% Q-o-Q; 3.8% CC

EBIT (INR Mn)



Q3FY17 EBIT at 17.8%, up by 22 bps Q-o-Q

PAT (INR Mn)



Q3FY17 PAT at 14.4% up by 17 bps Q-o-Q

Utilization
(Excl. Trainees)

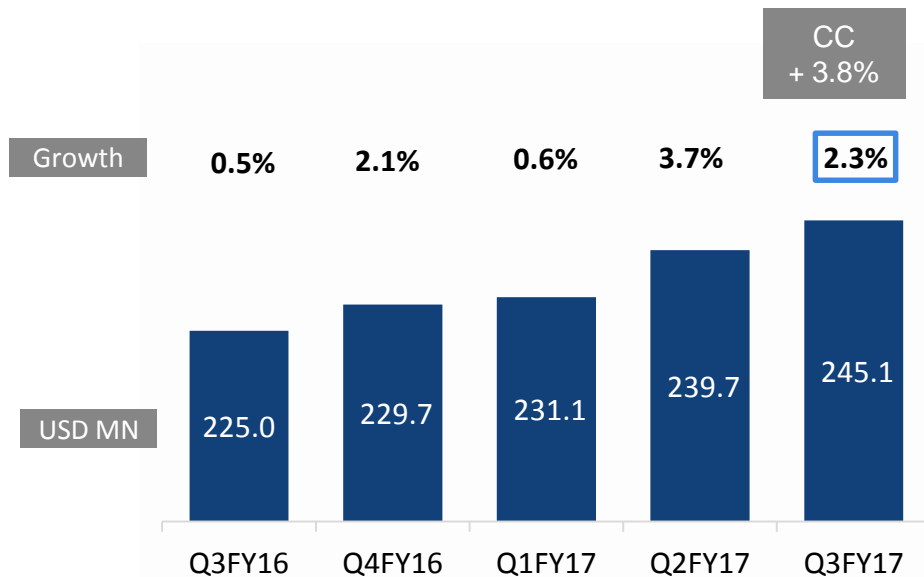


Attrition
(LTM)

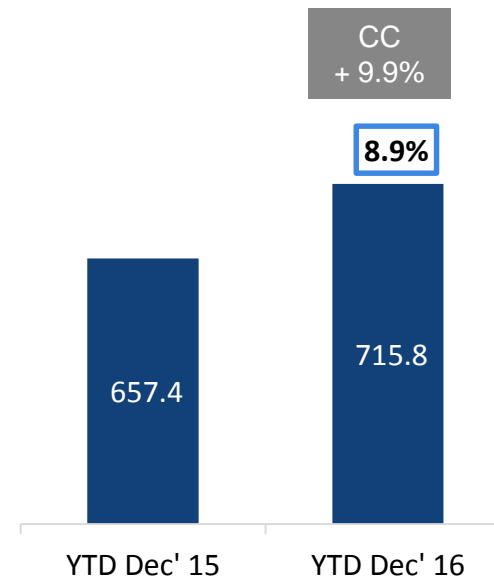


Robust Revenue Growth...

Quarterly

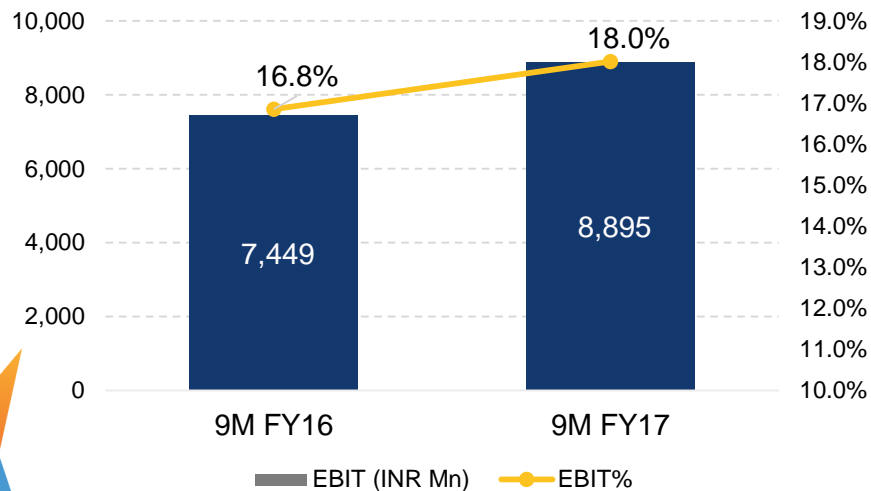


YTD

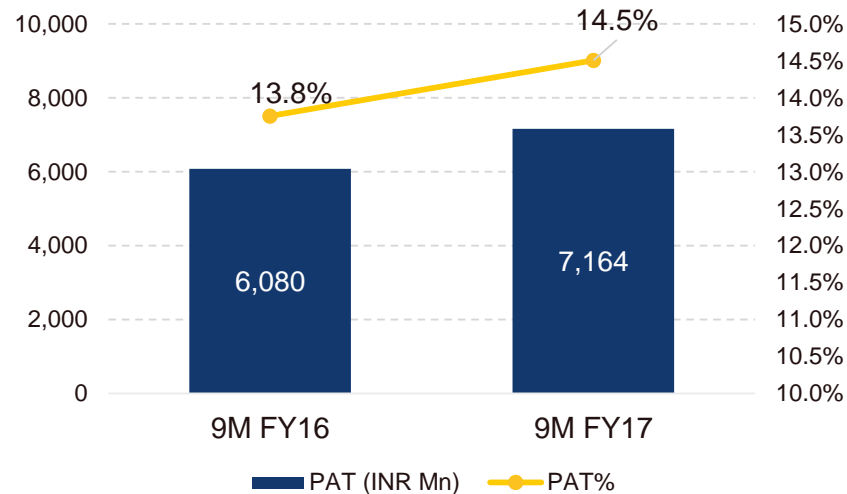


...with improved Profitability

EBIT



PAT



In Summary



L&T Infotech

- + Strong Parentage and Brand Equity of L&T
- + Consistent Financial Performance
- + Extensive Portfolio of IT Services and Solutions
- + Conducive Work Environment to Attract and Retain Talent
- + Strong Management Culture
- + Global Presence
- + Deep Client Relationships
- + Strong domain focus enabling Business to IT Connect

