



**L&T Infotech**

November 15, 2016

LTI/SE/2016-17/010

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](http://www.Lntinfotech.com/Investors)

We request you to take note of the same.

Thanking You,

Yours sincerely,

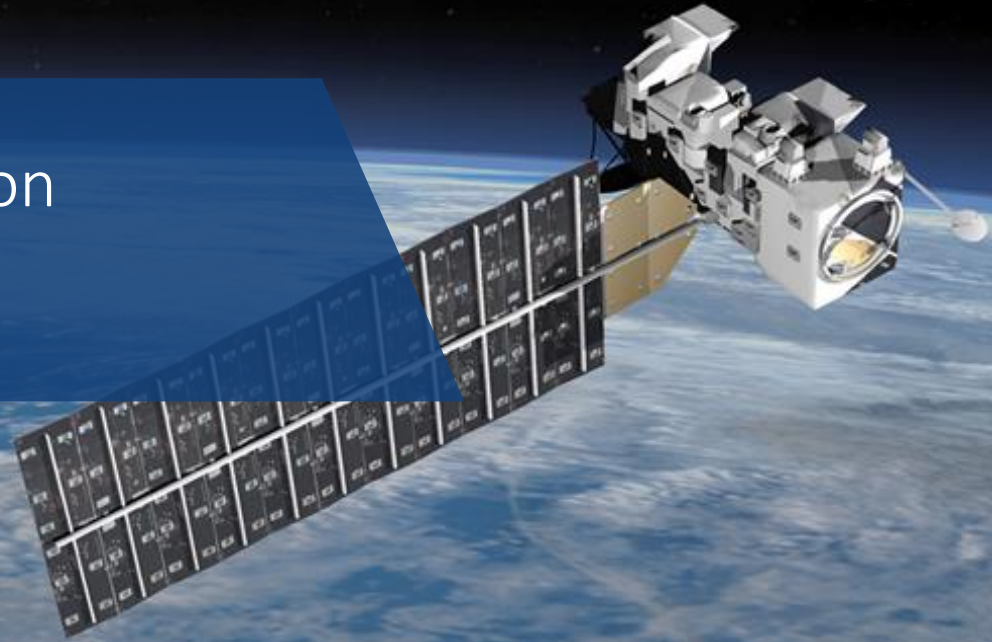
For Larsen & Toubro Infotech Limited

Ashok Kumar Sonthalia  
Chief Financial Officer



# L&T Infotech - An Introduction

November 2016



# 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.

# L&T Group - Our Problem Solving DNA

Larsen & Toubro is a USD 16 billion technology, engineering, construction, projects, manufacturing and financial services conglomerate, with global operations.



75+ years of  
experience



Widely  
respected  
corporation



Deep global  
relationships



High corporate  
governance  
standards

# Meet Larsen & Toubro Infotech



6<sup>th</sup> Largest Indian IT services company  
(NASSCOM ranking 2015)

23 Delivery centers globally,  
with 43 sales offices  
(as of Nov 2016)

51 Fortune 500 clients  
(as of Sept 2016)

259 Active clients  
(as of Sept 2016)

\$887+<sub>Mn</sub> FY 2016

19,000+ Employees  
(as of Sept 2016)

# LTI 2.0 : Blueprint ... Differentiate to Grow

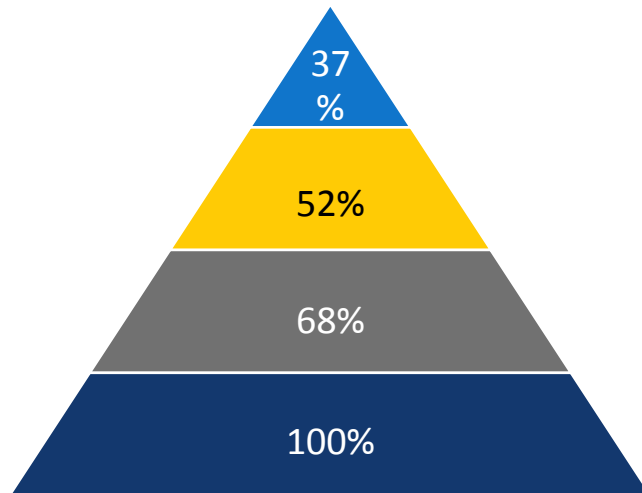
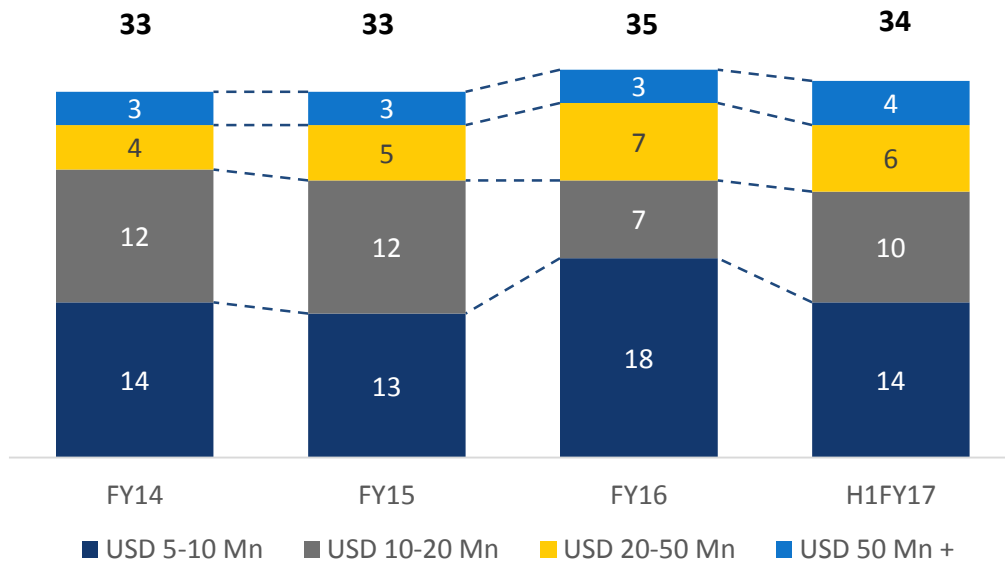


## Business Highlights – Acquisition



- AugmentIQ fits well into our earlier articulated M&A Strategy
- We are already seeing traction with some of our existing clients to cross sell AugmentIQ capabilities
- AugmentIQ's IP being integrated with LTI's MOSAIC Decision Science

# Deep Client Relationships



Revenue share from Top 5, Top 10 and Top 20 clients

+ Focus on outcomes and depth in client relationships



# Client Speak



**Hiroyuki Kumazaki**  
Hitachi



**Giles Baxter**  
Arthur J Gallagher



**Nitin Chandurkar**  
MAHAGENCO



**Adam Brandstrup**  
William Demant



**Brian Carlson**  
LafargeHolcim



**Young Kim**  
Samsung Electronics

Visit our Client Speak section at [https://www.lntinfotech.com/Pages/Client\\_Speak.aspx](https://www.lntinfotech.com/Pages/Client_Speak.aspx)

## Winning digital deals against significantly larger and global peers

THEMES	BUSINESS MODELS	DIGITAL EXPERIENCE	PROCESSES AND OPERATIONS
	Customers   Revenue   Markets	Journeys   Omni'zation   Self served	Simplification   Digitalization   Automation
RECENT WINS	<ul style="list-style-type: none"> <li>» Uberization of business model for a Global Rentals Company</li> <li>» Disruptive Business Innovation for a Super Regional Bank in the US</li> <li>» IoT Led Subscription Billing Model for a Medical devices company</li> <li>» Digital Content Monetization Strategy for a Publishing major</li> <li>» Streamline tax collection to widen the tax net and identify defaulters</li> </ul>	<ul style="list-style-type: none"> <li>» Partnering with MIT CISR to measure Customer experience for 7 Global banks</li> <li>» Digital Customer on-boarding for a large Nordic Bank</li> <li>» Design Thinking led Oral Care product innovation for an FMCG major</li> <li>» Digital Employee Collaboration design for a Hi-tech Major</li> <li>» Migration to SAP fiori for 60 000 users across the globe for a Healthcare major</li> </ul>	<ul style="list-style-type: none"> <li>» Partnered with US based construction giant for end-to-end ServiceNow implementation</li> <li>» One of world's largest networking companies selected us for migrating their Big Data platform</li> <li>» Enabling next generation shared services for a CPG major</li> <li>» Partnered for Industry 4.0 Execution Roadmap in SMART Factory Center</li> <li>» Migration of data centers to cloud for largest consumer electronics retailer in the Nordic region</li> </ul>

# Partnerships, Awards & Recognition

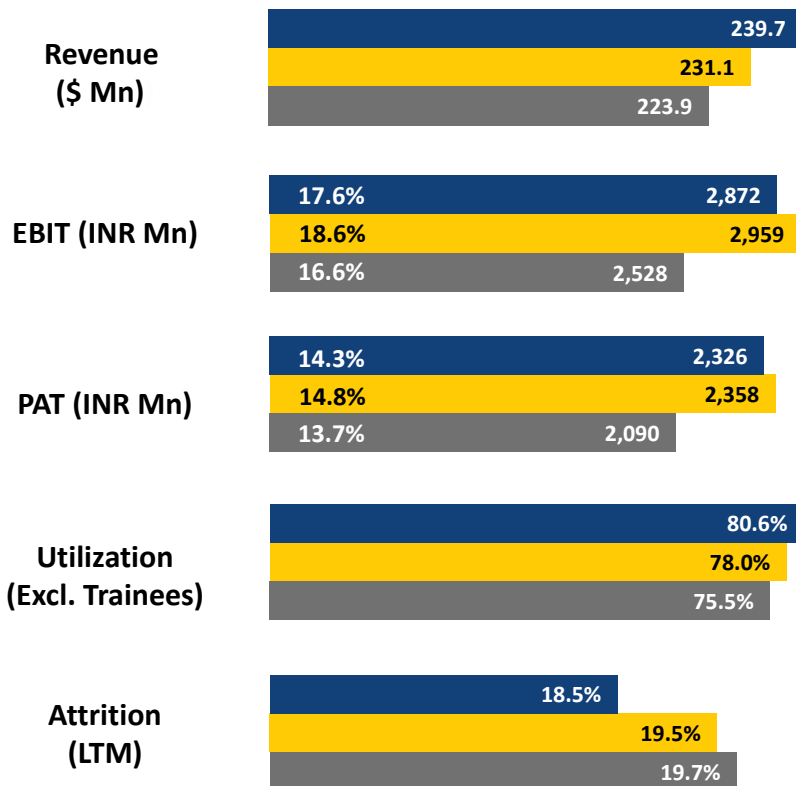
## ❑ New Alliances and Partnerships

- **Coupa:** Cloud-based Spend Management Solutions
- **Pega:** Business Process Management (BPM) solutions to accelerate digital transformation
- **Predix:** Cloud based operating system for Industrial Internet
- **Workfusion:** Helping enterprise digitize their operation and improve productivity using automation
- **Workplace:** Enterprise collaboration platform; LTI is an early adopter with unparalleled first hand experience

# Financials

# Highlights – Q2FY17

Q2FY17 Q1FY17 Q2FY16



Revenue Growth of 3.7% Q-o-Q

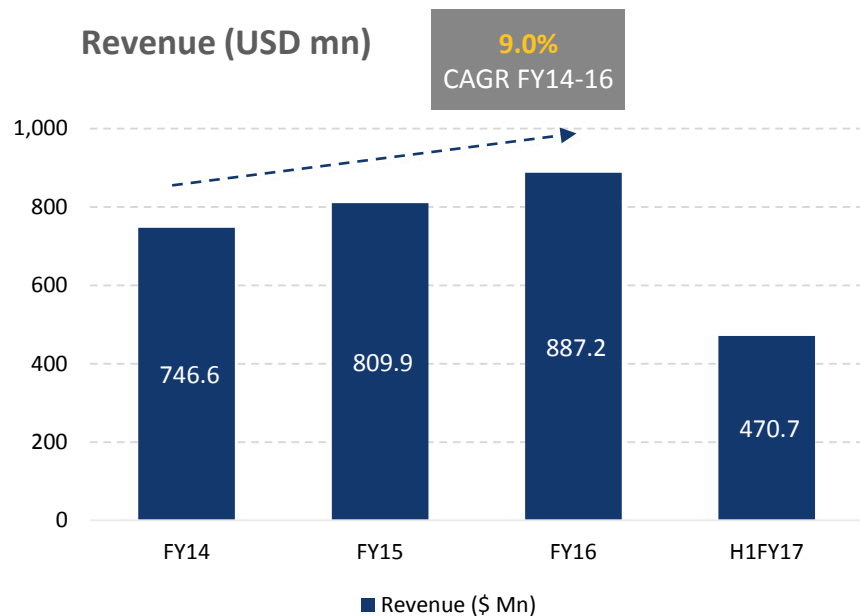
Q2FY17 EBIT at 17.6%, down by 100 bps Q-o-Q

Q2FY17 PAT at 14.3% down by 60 bps Q-o-Q

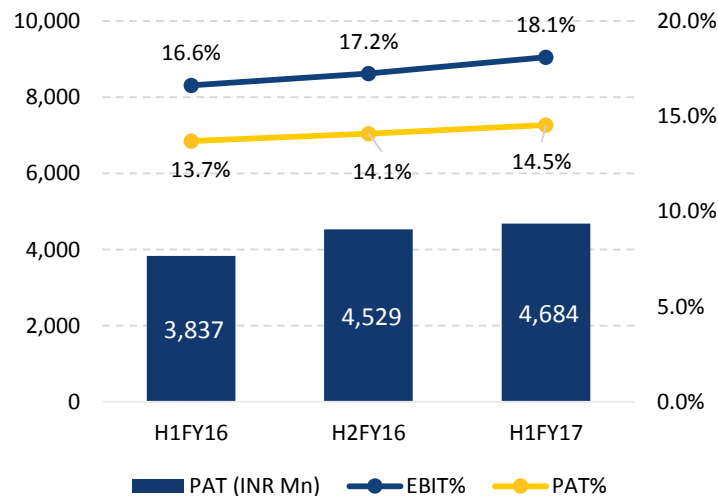
Utilization (Excl. trainees) up by 2.6%

Attrition down by 1%

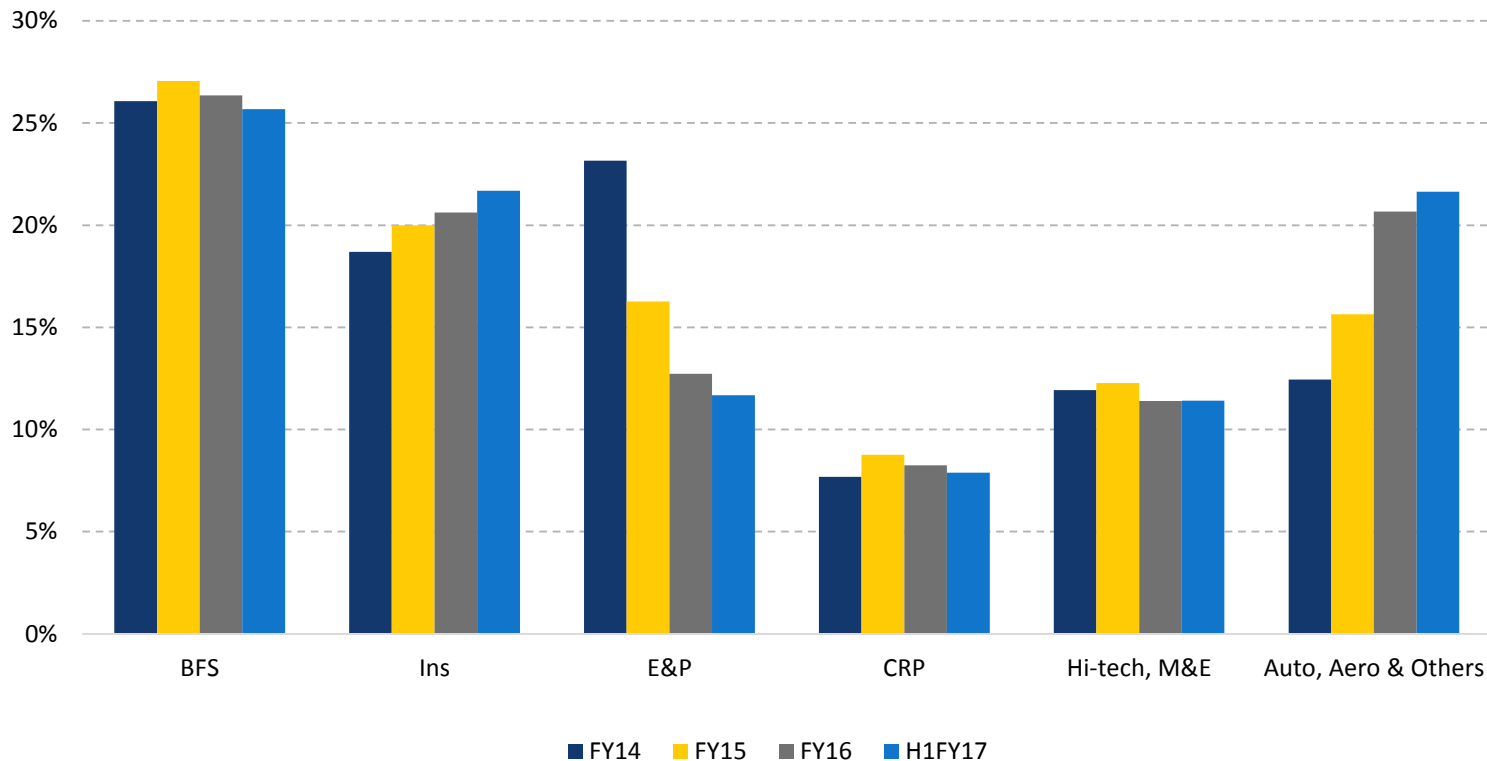
# Robust Revenue & Profitability



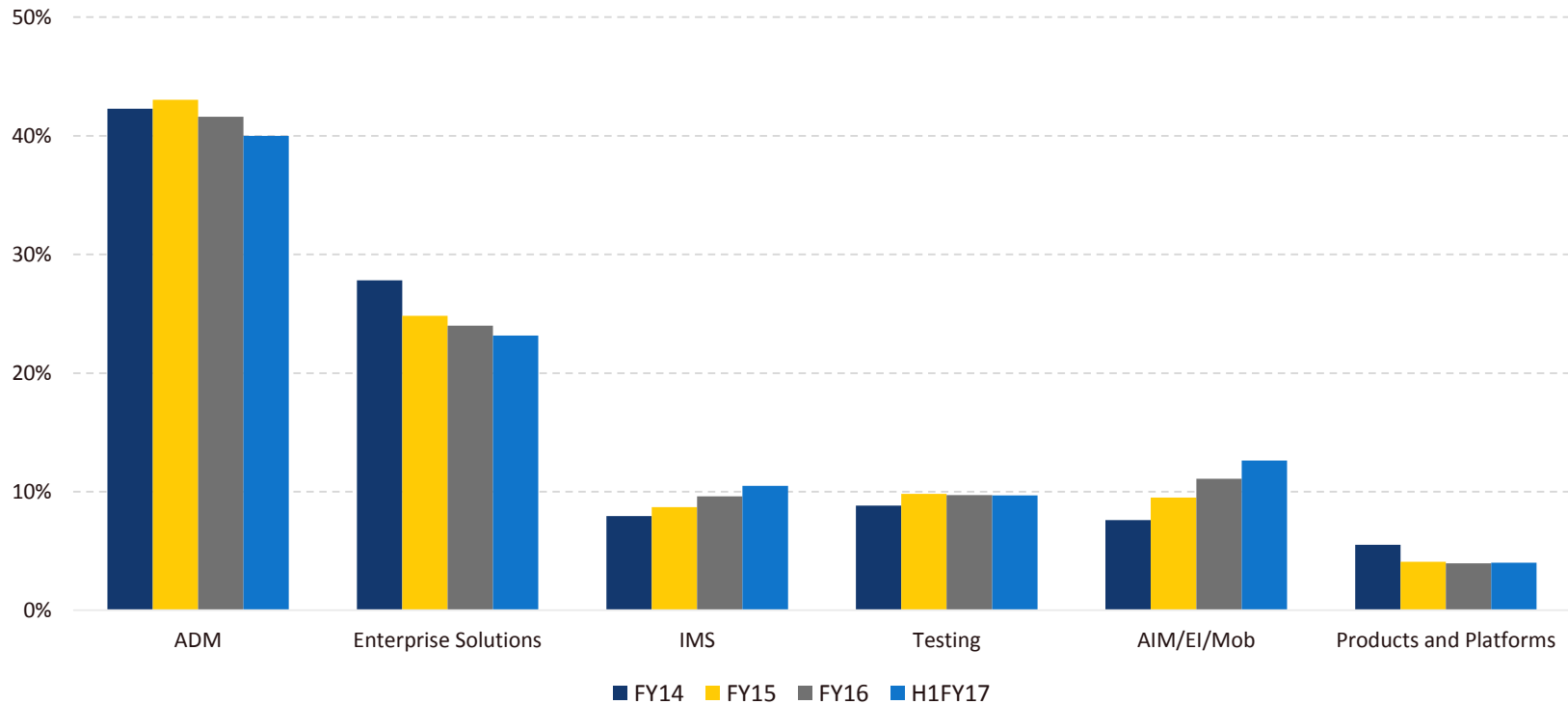
## Net Profit (INR mn)



## Diversified and resilient portfolio

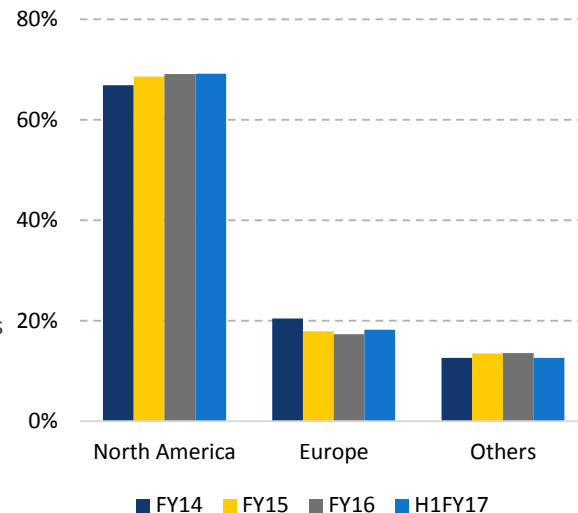
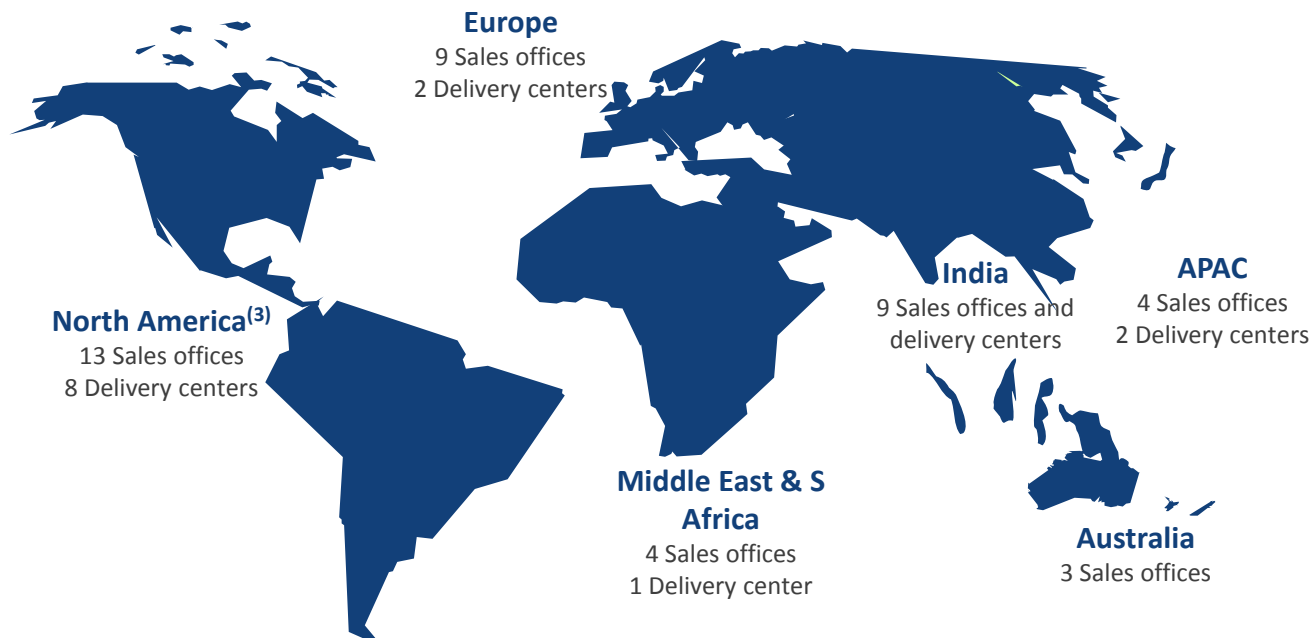


# MOSAIC offerings will drive our growth in digital technologies





# Extensive global presence



## 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

Let's Solve

