

LTI/SE/STAT/2017-18/73

August 21, 2017

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 Sir,

Subject: Investor Presentation

Pursuant to Regulation 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of Investor Presentation, which will be uploaded on the Company's website, www.Lntinfotech.com/Investors.

We request you to take note of the same.

Thanking You,

Yours sincerely,

For Larsen & Toubro Infotech Limited



Angna Arora

Head-Secretarial & Compliance Officer

Encl: As above



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**A Larsen & Toubro
Group Company**

LTI 2.0 - Pioneering Solutions in a Converging World

Investor Presentation

August 2017

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.

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

● **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

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



● **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** – LTI'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

6th

Largest Indian IT
services company
(NASSCOM ranking 2016)

23

Delivery centers globally,
with 44 sales offices
(as of Jun 2017)

53

Fortune 500 clients
(as of Jun 2017)

256

Active clients
(as of Jun 2017)

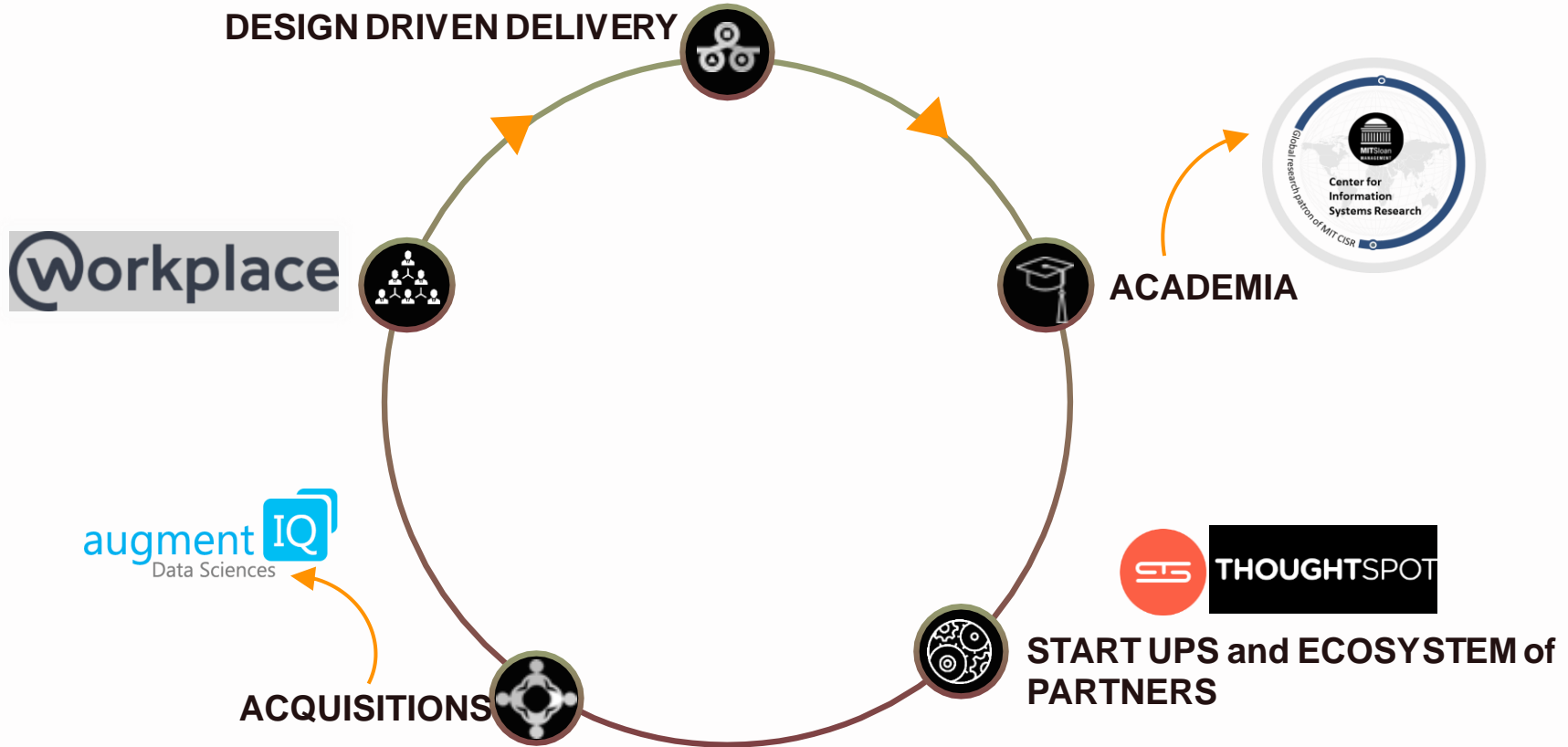
\$990+_{Mn}

LTM revenues

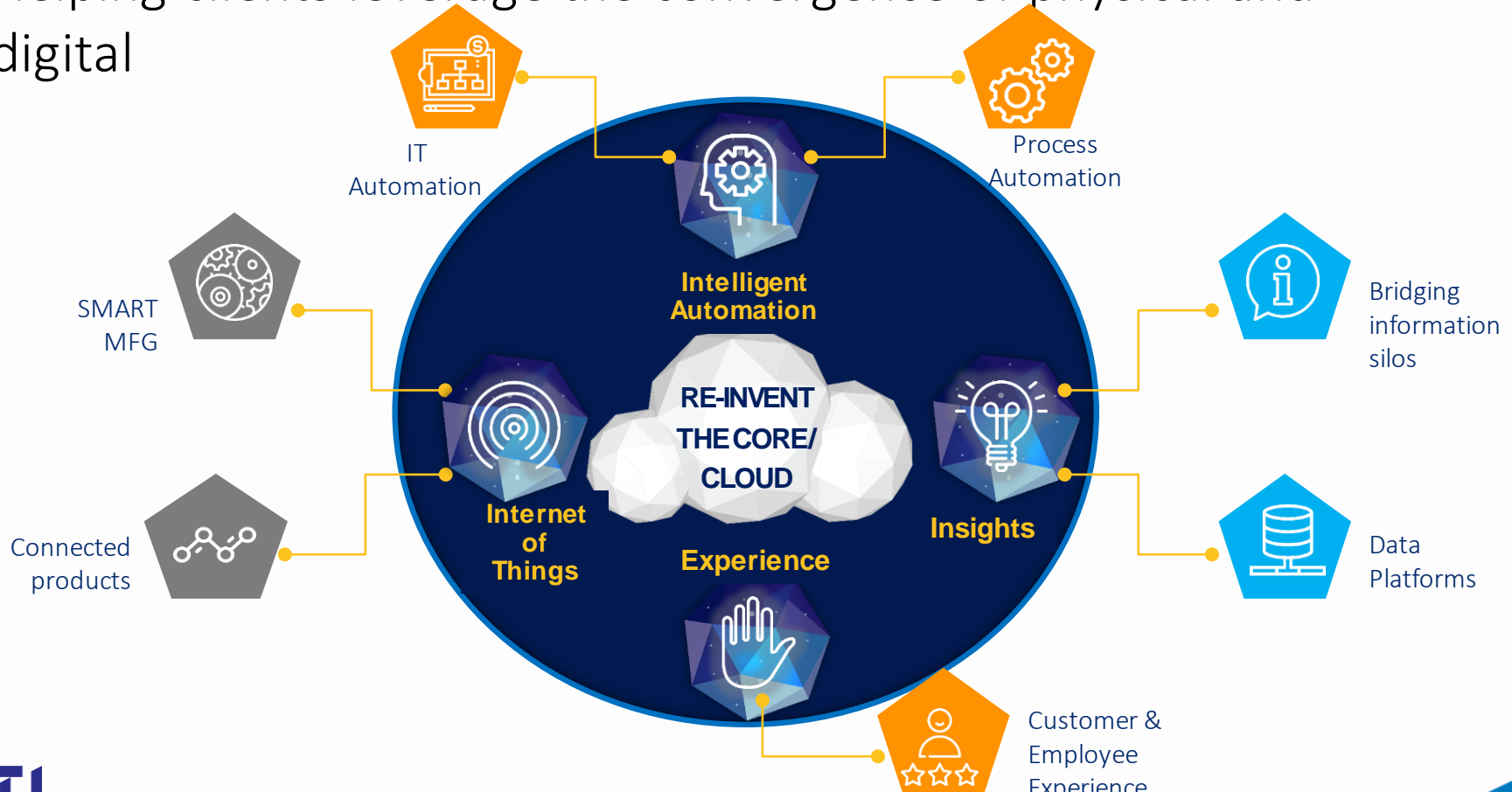
22,000+

Headcount
(as of Jun 2017)

Our Innoways of working



Helping clients leverage the convergence of physical and digital



MOSAIC™

Accelerating Digital Transformation



MOSAIC™
THINGS
Intelligent
Devices



MOSAIC™
AUTOMATION
Smarter
Execution



MOSAIC™
DECISION SCIENCE
Impactful
Decision-Making



MOSAIC™
EXPERIENCE
Unmatched Customer
Experience



MOSAIC™
**ARTIFICIAL
INTELLIGENCE**
Reinvent
Problem-Solving

MOSAIC ACADEMY

LTI 2.0 : Blueprint ... Differentiate to grow



Making Rapid Progress

Accelerated momentum in large deal wins

- Awarded Project Insight by CBDT
- Infrastructure operations and transformation engagement for an international institution
- A Fortune 10 energy corporation selected LTI for upstream applications portfolio management
- ERP transformation-on-the-cloud for a French transnational company with operations in more than 40 countries

Recent Partnerships

- AWS
- Duck Creek
- Azure
- Nutanix
- Cisco
- Workplace
by Facebook

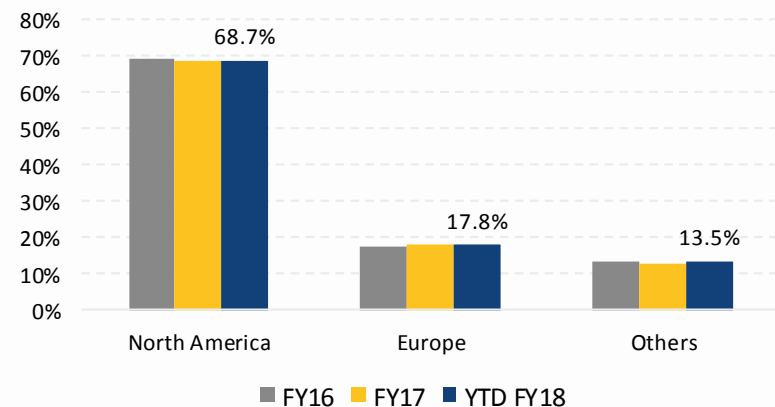
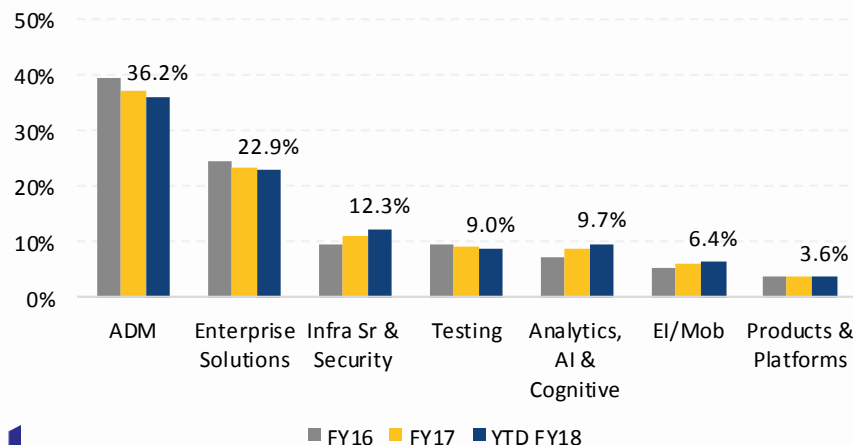
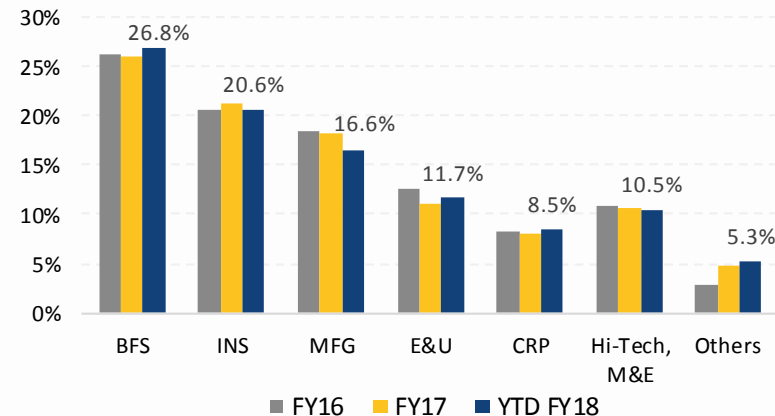
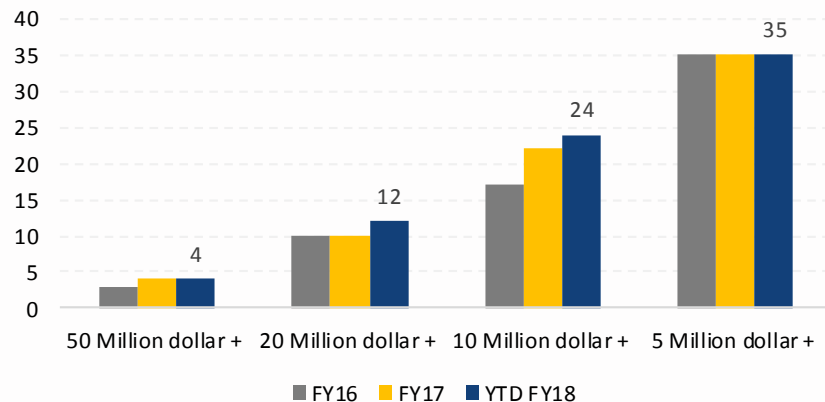
Acquisitions



Illustrative Engagements

- Conversational BOT to automate call center
- IoT led Predictive maintenance
- Financial Reconciliation for consumer subscription
- Digitizing finance operations using S/4 HANA

Well diversified portfolio

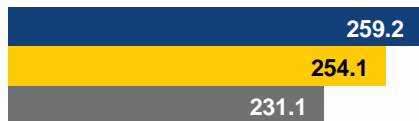




Financials

Highlights – Q1FY18

Revenue
(\$ Mn)



EBIT (INR Mn)



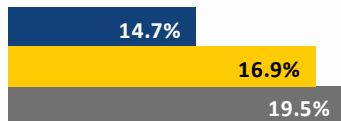
PAT (INR Mn)



Utilization
(Excl. Trainees)



Attrition
(LTM)



Q1FY18

Q4FY17

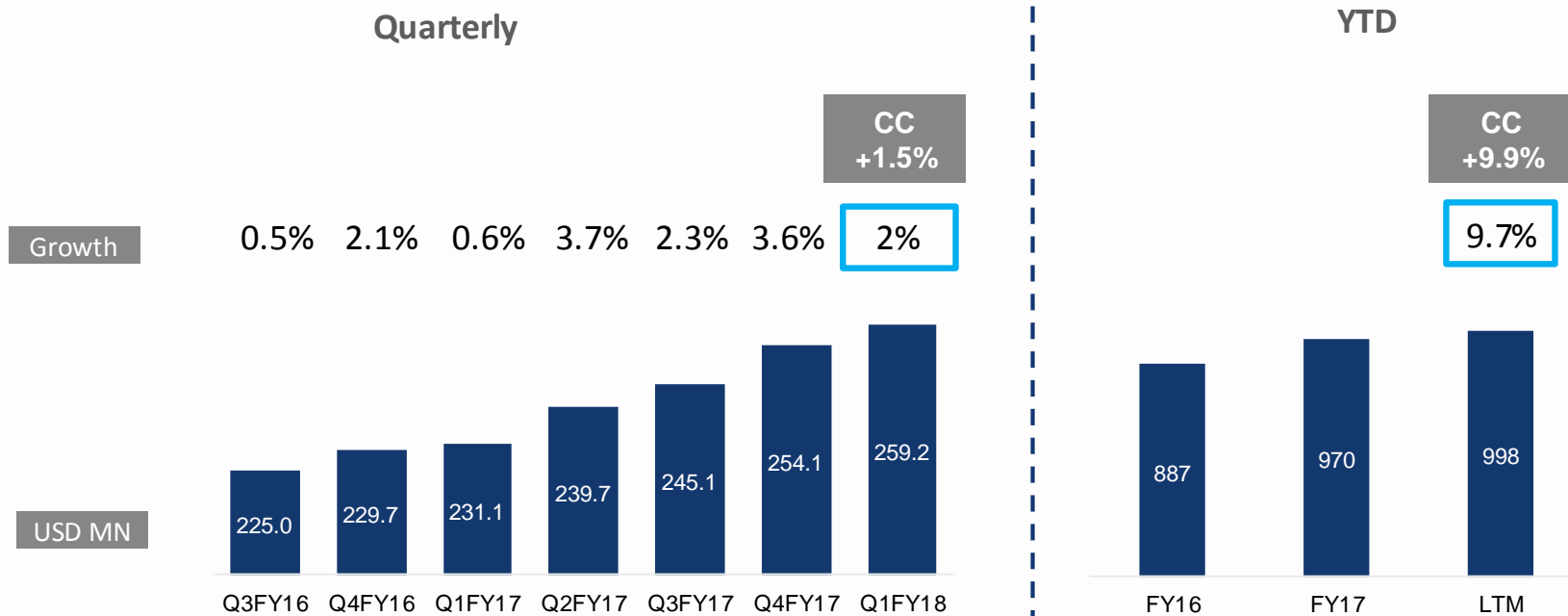
Q1FY17

Revenue Growth of 2% Q-o-Q; 1.5% CC

Q1FY18 EBIT at 18.5%, down by 40 bps Q-o-Q

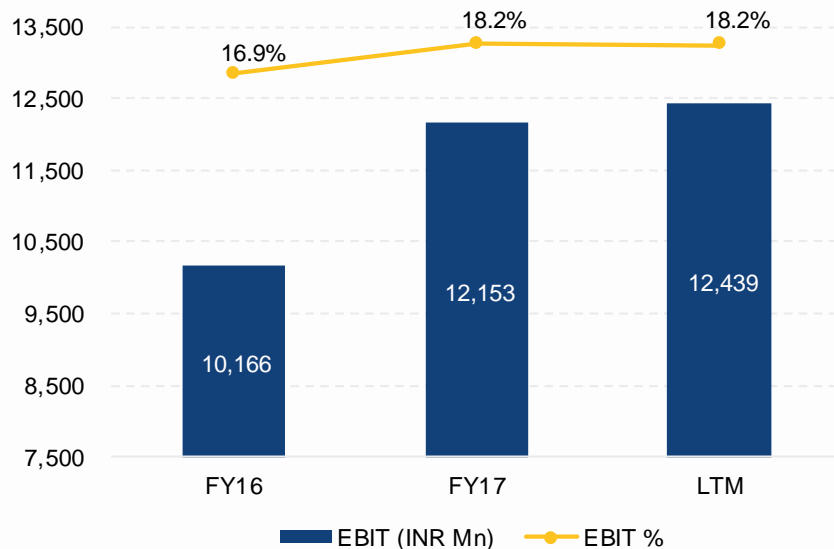
Q1FY18 PAT at 15.2%, up by 50 bps Q-o-Q

Robust Revenue Growth...

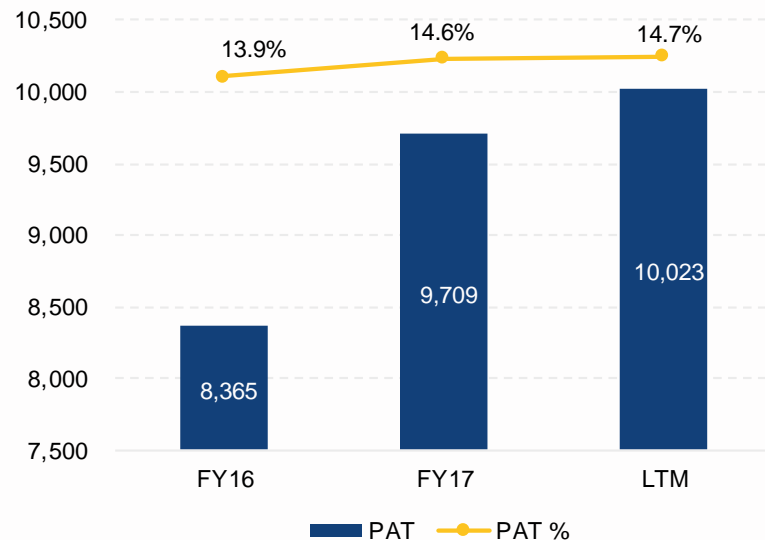


...with improved Profitability

EBIT



PAT



In Summary

- + 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

