



Let's Solve

Jun 11, 2018

LTI/SE/STAT/2018-19/30

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 the month of June 2018.

Further, pursuant to Regulation 46(2) of SEBI Listing Regulations, we are also enclosing herewith a copy of Investor Presentation, which will be uploaded on the Company's website viz. [www.Ltinfotech.com/Investors](http://www.Ltinfotech.com/Investors).

Please take the same on your records.

Thanking You,

Yours sincerely,

**For Larsen & Toubro Infotech Limited**

**Manoj Koul**

**Company Secretary & Compliance Officer**

Encl: As above



**Larsen & Toubro Infotech Ltd.**

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A Larsen & Toubro



**Intimation of Schedule of Analyst/ Institutional Investor Meetings pursuant to Regulation 30 of SEBI  
(Listing Obligations & Disclosure Requirements) Regulations, 2015**

**Interactions planned for June 2018**

**Investor Conferences:**

<b>Date</b>	<b>Conference/Investor Meetings</b>	<b>Venue</b>
June 13, 2018	Edelweiss India Conference	New York
June 25, 2018	Ambit India Access Conference	London





# Amplifying Outcomes

Investor Presentation

June 2018



## 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

24,000+

Headcount

\$1.13Bn

FY18 revenue

59

Fortune 500 clients

300

Active clients

6<sup>th</sup>

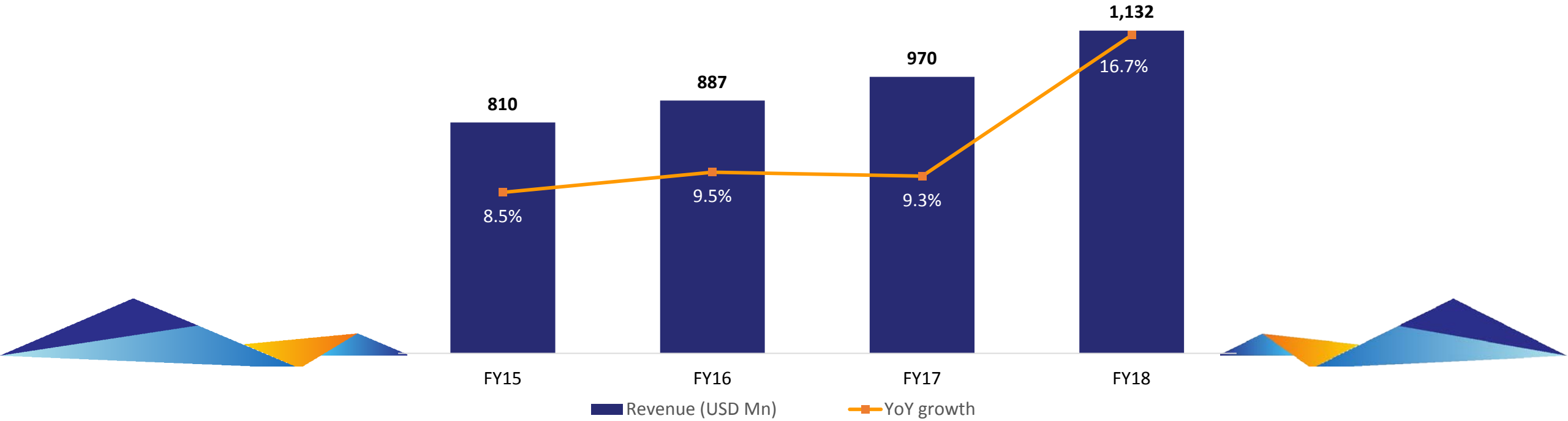
Largest Indian IT services  
company

23

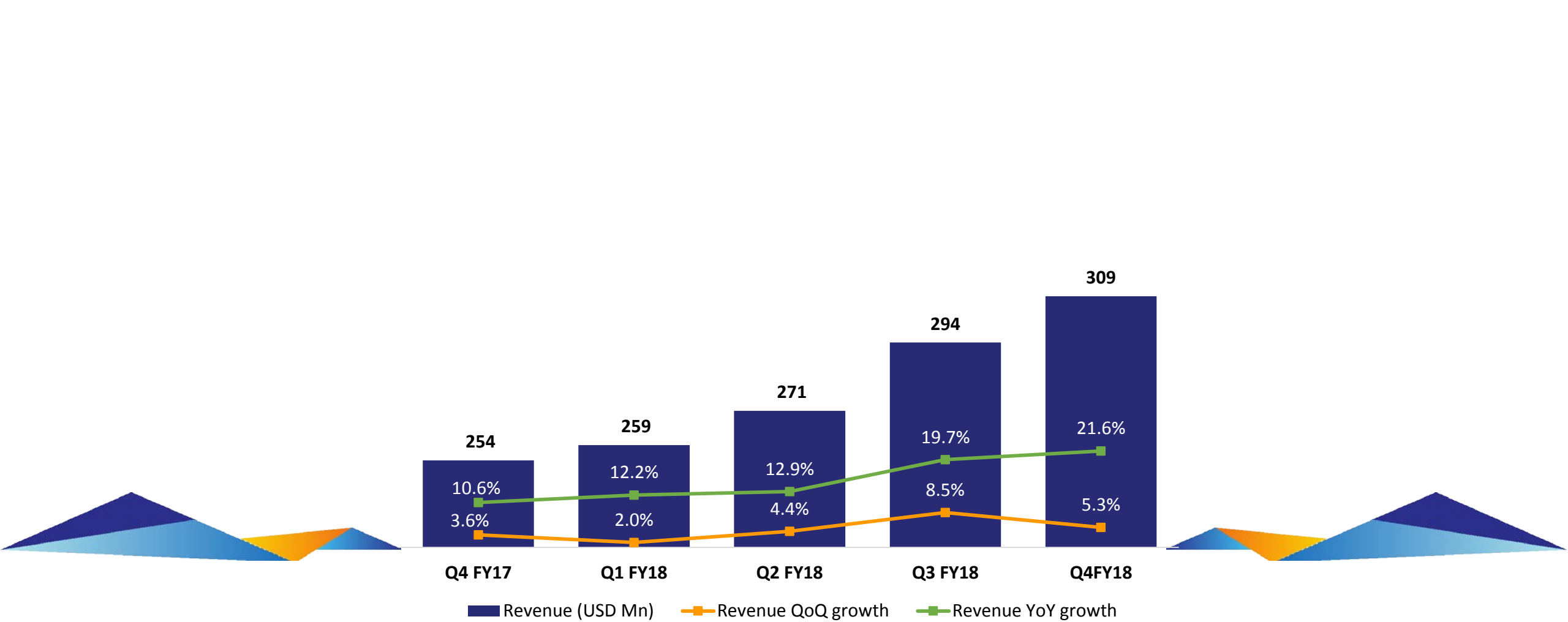
Delivery centers globally,  
with 44 sales offices

As of March 2018

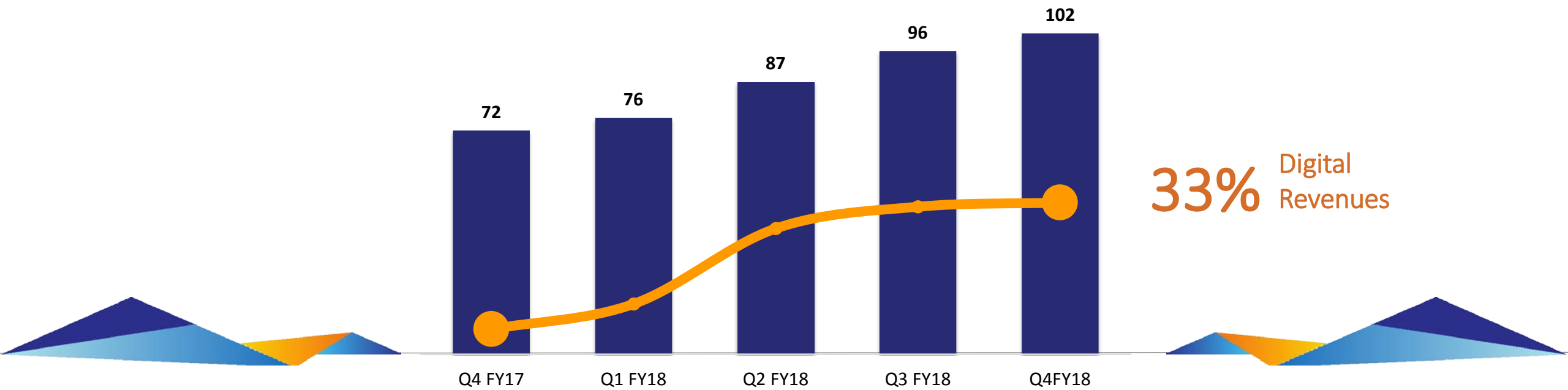
# Consistently delivering industry leading revenue growth



# Predictable quarterly performance



Amplifying outcomes with Digital | Analytics | IoT | Automation | Cloud



Enabling new business models

Enabling revenue growth

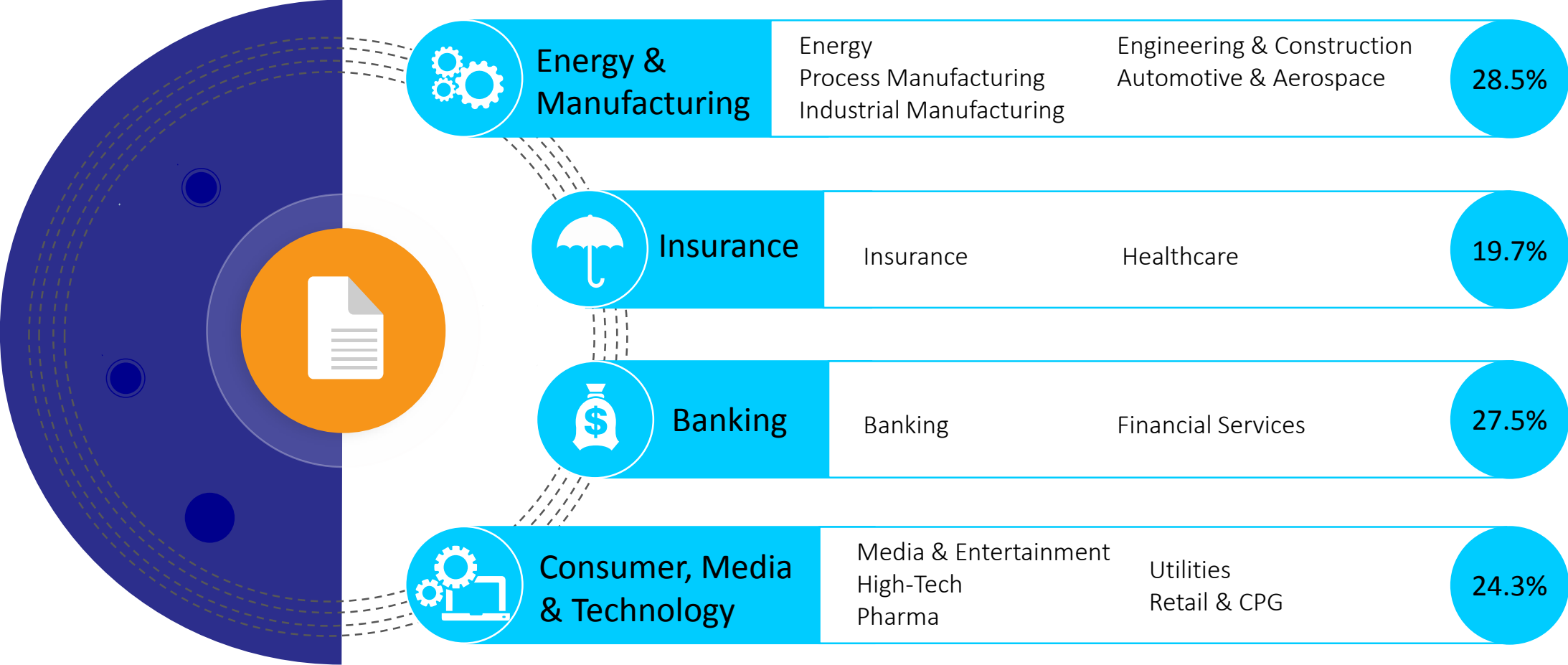
Transformed experience - customers, partners, employees

Next gen operations

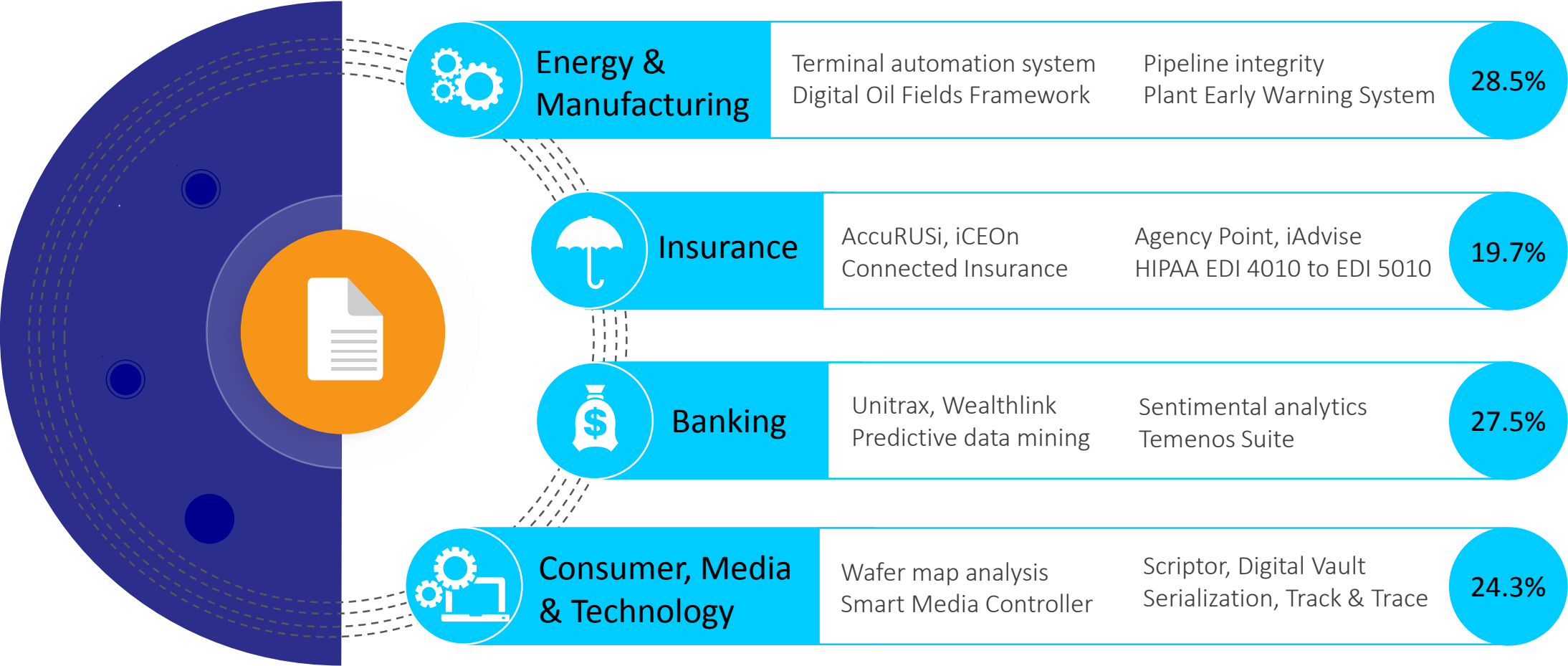
# Enviably client profile

\$100 Million +	1	US based global bank
\$50 Million +	4	Large P&C insurer   A professional services giant   Global O&G major
\$20 Million +	13	EU based reinsurer   African bank   Big M&E company   Nordic bank
\$10 Million +	23	Manufacturing giant   Large cement company   CPG giant   US based O&G
\$5 Million +	44	European shipping major   French utility   US based CPG company

# Industry focus and resilient portfolio



# Deep domain knowledge



# Change begins within

## Cloud & SaaS

AWS, Azure  
Facebook Workplace  
S4/HANA

## LTI Solutions

REDAxis  
Mosaic Security  
DiCE

## Acquisitions

AugmentIQ  
Syncordis

## Partnerships

Blue Prism  
Automation Anywhere  
Duck Creek

## Sales & Marketing

ADEA  
Global sales expansion  
Oracle Marketing Cloud

## Customer centricity

Beyond  
Hackathons with clients  
Rewarding curiosity



# mosaic

Accelerating Digital Transformation



**mosaic**  
things

Intelligent  
Devices



**mosaic**  
decisions

Impactful  
Decision-Making



**mosaic**  
ai

Reinvent  
Problem Solving



**mosaic**  
automation

Smarter  
Execution



**mosaic**  
experience

Unmatched  
Customer Experience



**mosaic**  
security

Total  
Cybersecurity

**mosaic** academy

Continuous learning



We're winning

### Leading African Bank

Multi-year deal to provide end-to-end ADM services

### A financial organization

End-to-end managed infrastructure engagement

### A cosmetics leader



New European client for automation-led SAP AMS

### ExxonMobil

Digitizing Geoscience content using MOSAIC for maximizing asset utilization and reduce total cost of ownership

\$300 Mn+ TCV in 6 quarters

Recent partnerships & acquisitions

AWS	 Acquisition of AugmentIQ has helped LTI enhance its big data platform and deepen the MOSAIC offerings
Azure	
Cisco	
Duck Creek	 Acquisition of Syncordis will enable LTI to establish its core banking implementation capability and enhance footprint in the European financial services market
Nutanix	
Workplace by Facebook	



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

saas  
insuretech  
digital bitcoin ux  
chatbots engineering analytics  
iot rpa automation mobile  
data transformation fintech social ui  
cybersecurity vr cognitive  
blockchain iaas  
ar cloud drones platform

## Customers need...

- Decluttering of technologies
- IT+OT experience

Shoshin



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

- Shunryu Suzuki

Learning  
Company



# Learning company



Learn & grow



Sales &  
marketing excellence



Capabilities



Acquisitions



Ecosystem & alliances



# Our journey



Performance  
with scale



Focus &  
Micro-segmentation

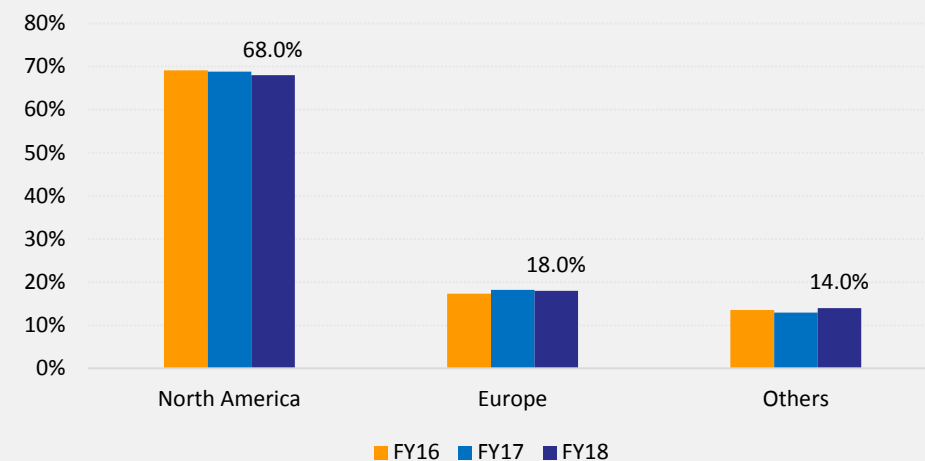
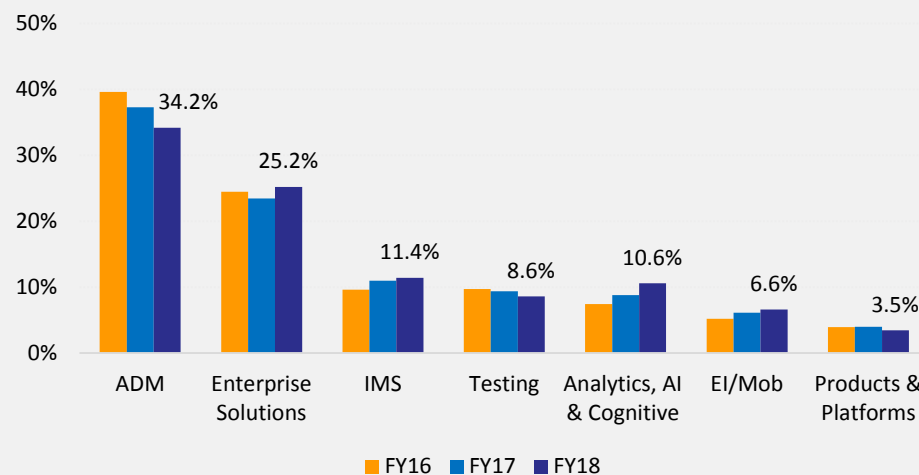
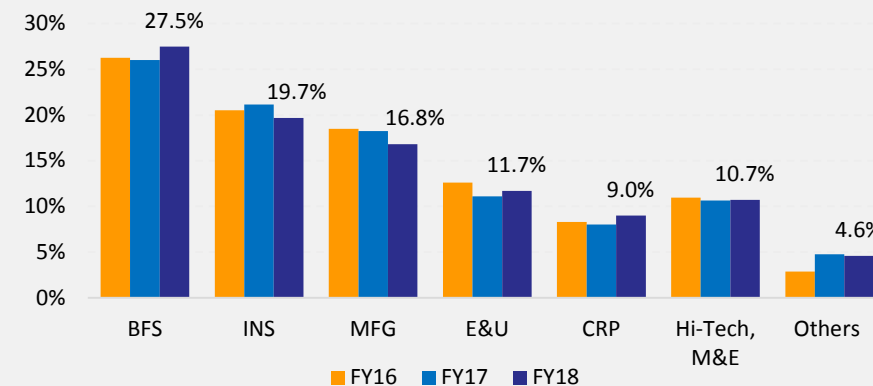
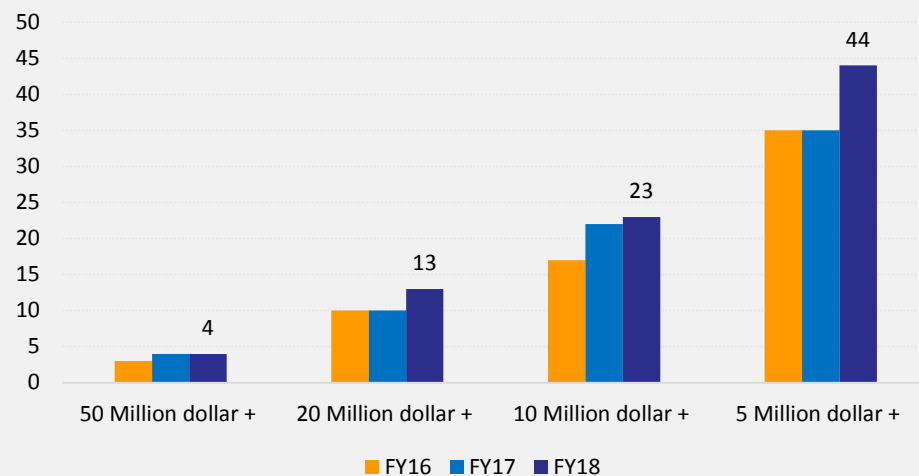


The  
Winning Team



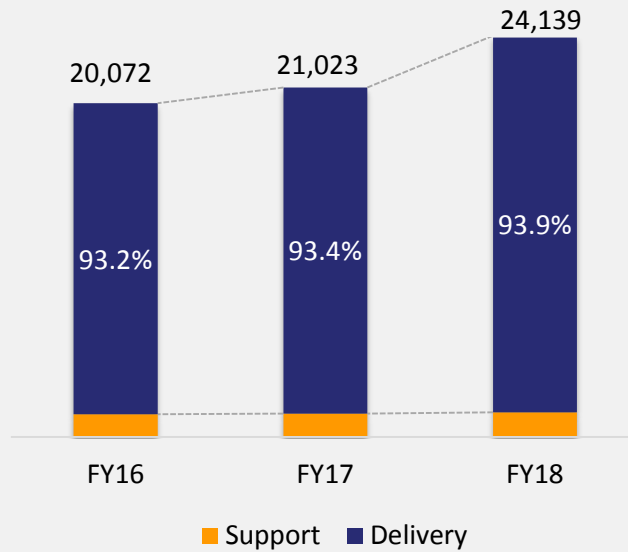
Amplifying  
outcomes

# Well diversified portfolio

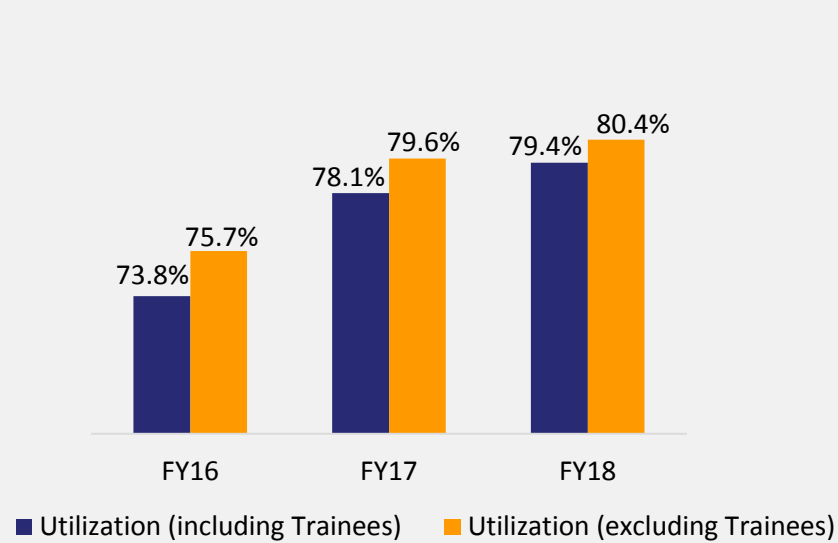


# Operational Excellence leading to Healthy Financial Performance

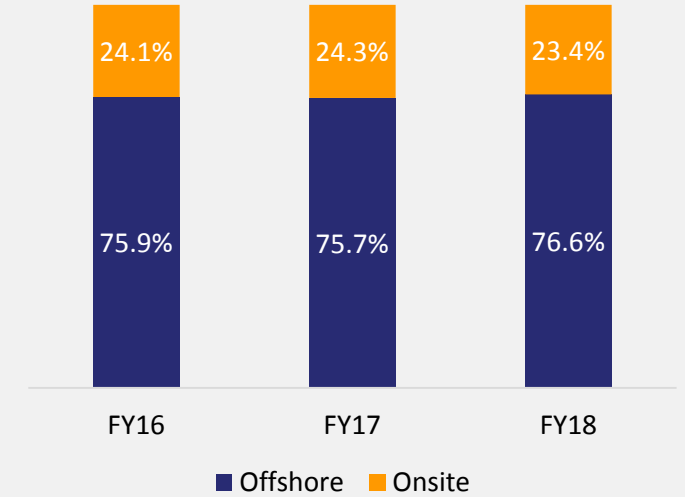
## Headcount



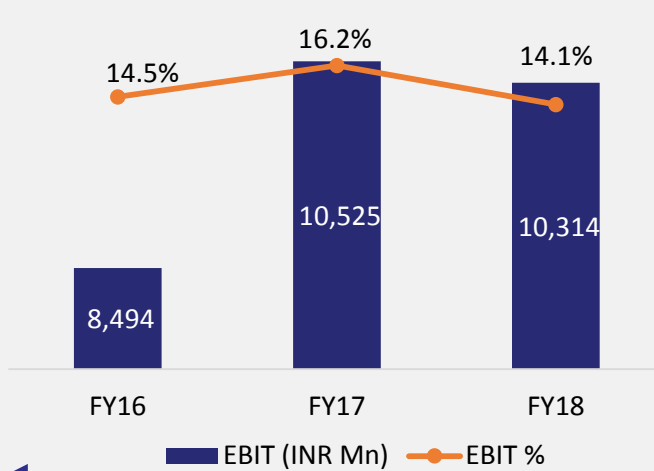
## Utilization



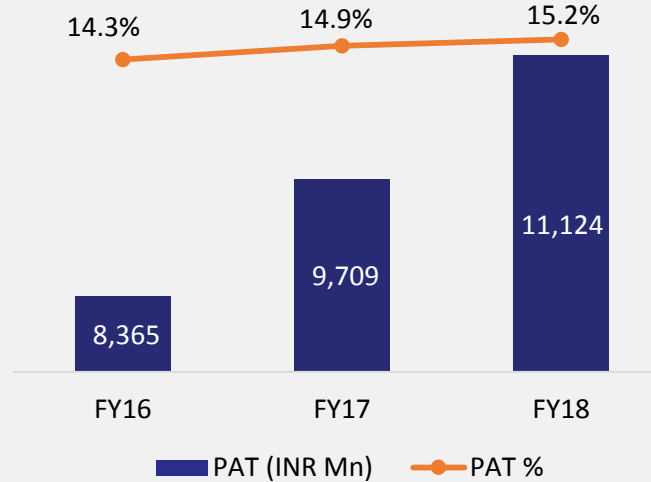
## Effort Mix



## EBIT



## Net Profit



## Operating cash flow % to Net Profit

