



Let's Solve

LTI/SE/STAT/2018-19/83

February 8, 2019

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 February 2019.

Date	Conference/Investor Meetings	Venue
February 11, 2019	Antique Build India, New India Conference	Mumbai
February 13, 2019	IIFL's Enterprising India Investors Conference	Mumbai
February 15, 2019	Edelweiss India Conference	Mumbai
February 20, 2019	Kotak Chasing Growth 2019 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 intimation on records.

Thanking You,

Yours sincerely,

**For Larsen & Toubro Infotech Limited**



**Manoj Koul**  
**Company Secretary & Compliance Officer**

**Encl: As above**

**Larsen & Toubro Infotech Ltd.**

**Branch office** Technology Tower 1, Gate No. 5, Saki Vihar Road, Powai, Mumbai - 400072, India

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**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

# Amplifying Outcomes

Investor Presentation

February 2019





## 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.

27,500+

Headcount

\$1.3Bn

LTM revenue

63

Fortune 500 clients

314

Active clients

6<sup>th</sup>

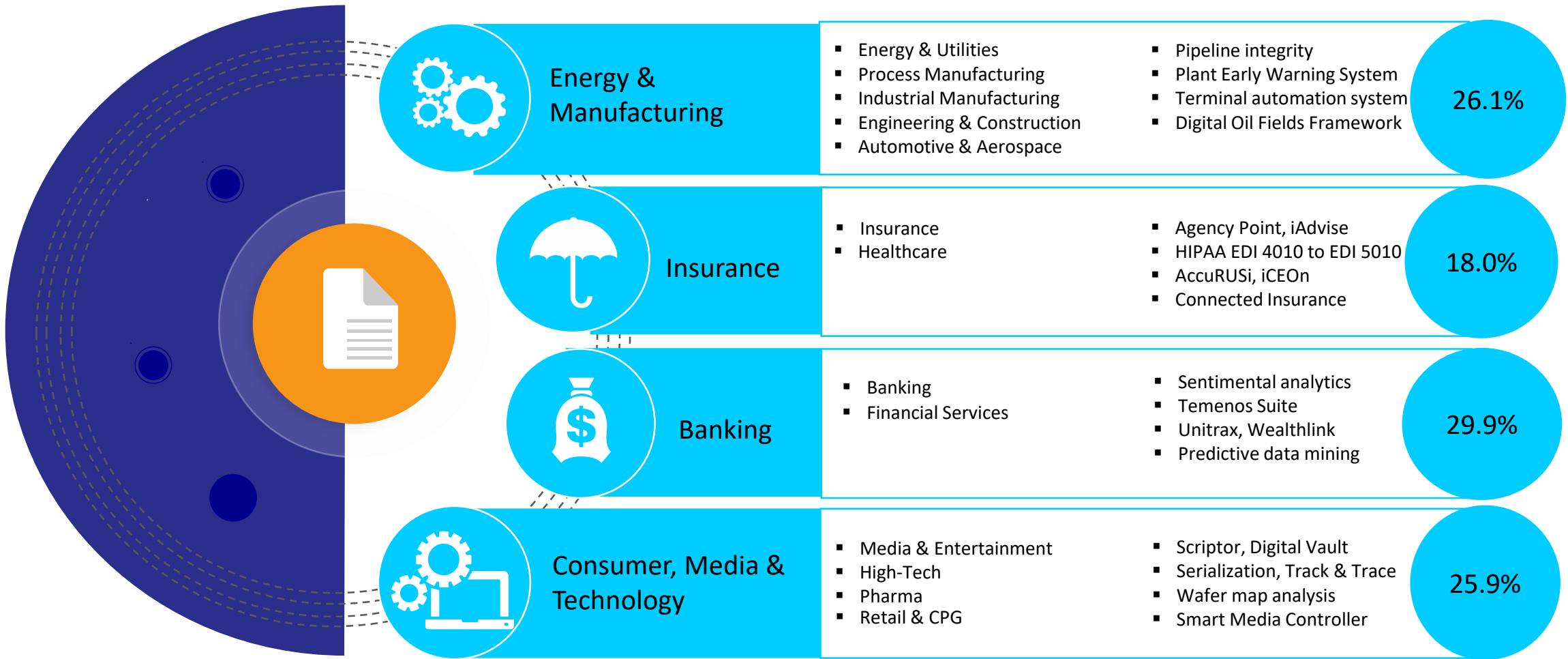
Largest Indian IT services  
company

25

Delivery centers globally,  
with 49 sales offices

As of Dec 2018

# Industry focus and Deep domain knowledge



# Enviably client profile

\$100 Million +	1	US based global bank
\$50 Million +	5	Large P&C insurer   A professional services giant   Global O&G major
\$20 Million +	15	EU based reinsurer   African bank   Big M&E company   Nordic bank
\$10 Million +	25	Manufacturing giant   Global Automotive OEM   CPG giant   US tech major
\$5 Million +	47	European shipping major   French utility   US based M&E company

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



A word cloud of digital technologies. The words are arranged in a roughly circular pattern. The most prominent words, shown in a larger font size and orange color, are 'automation', 'cognitive', 'cloud', and 'digital'. Other words in a smaller font size and grey color include 'saas', 'insuretech', 'bitcoin', 'ux', 'chatbots', 'engineering', 'analytics', 'mobile', 'social', 'ui', 'fintech', 'iaas', 'platform', 'drones', 'blockchain', 'vr', 'cybersecurity', 'transformation', 'data', 'rpa', 'iot', and 'ar'.

## Customers need...

- Decluttering of technologies
- IT+OT experience



# Change begins within

## Cloud & SaaS

AWS, Azure  
Facebook Workplace  
S4/HANA

## LTI Solutions

REDAxis  
Mosaic Security  
DiCE

## Acquisitions

AugmentIQ  
Syncordis  
Ruletronics

## Partnerships

SAP  
Automation Anywhere  
Duck Creek

## Sales & Marketing

ADEA  
Global sales expansion  
Oracle Marketing Cloud

## Customer centricity

Beyond  
Hackathons with clients  
Rewarding curiosity



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

Shunryu Suzuki

# Learning Company



## 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



We're winning

## Nets

As primary IT partner of Nets, following vendor consolidation exercise, LTI to manage 100+ additional critical applications

## Global Pharma Major

Multi-year, multi-million managed services deal to transform global manufacturing facilities using IoT

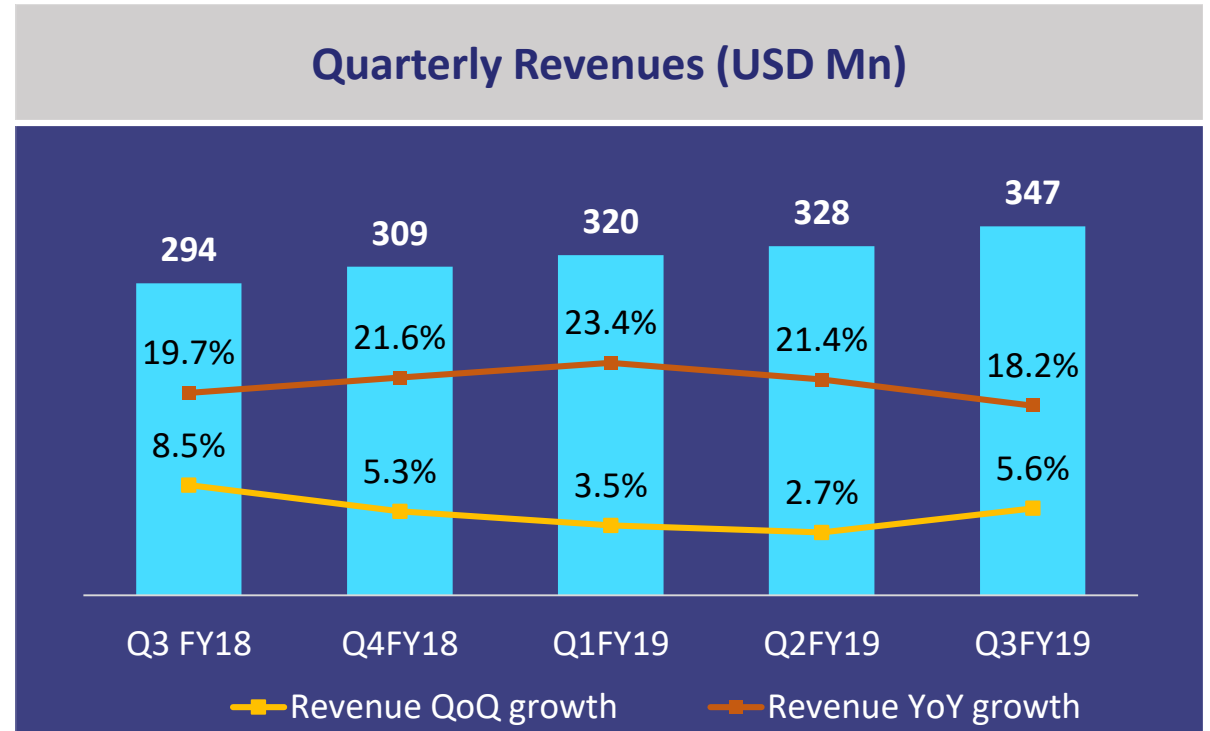
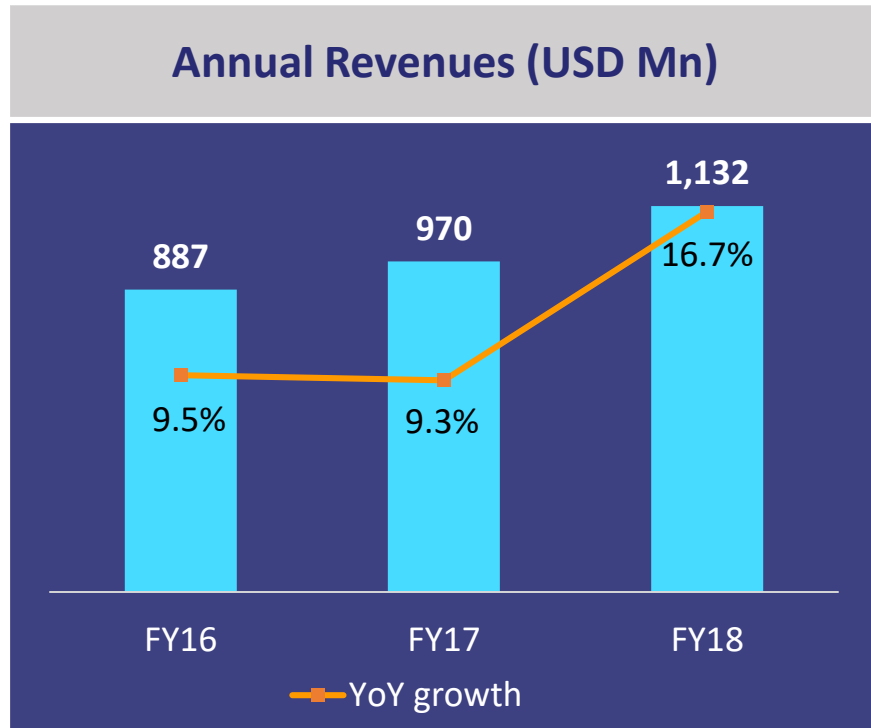
## Fortune 100 Consumer & Pharma giant

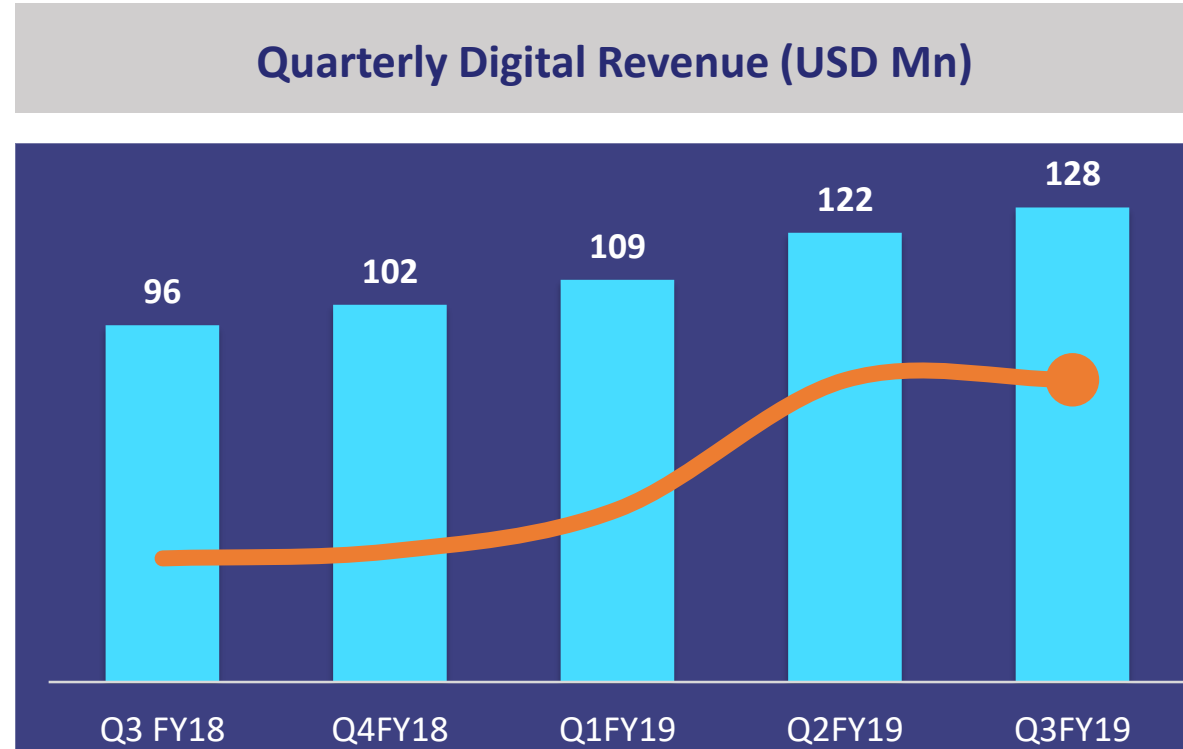
Multi-year engagement on ERP, Data and Analytics based on AI and automation

## ExxonMobil

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

# Consistently delivering industry leading revenue growth





**37%**  
Digital  
Revenues

Enabling new business models

Enabling revenue growth

Transformed experience - customers, partners, employees

Next gen operations

# What sets us apart



## A solid foundation

- Engineering DNA
- Focus on Invest Verticals
- Sales & Marketing excellence
- Talent, leadership

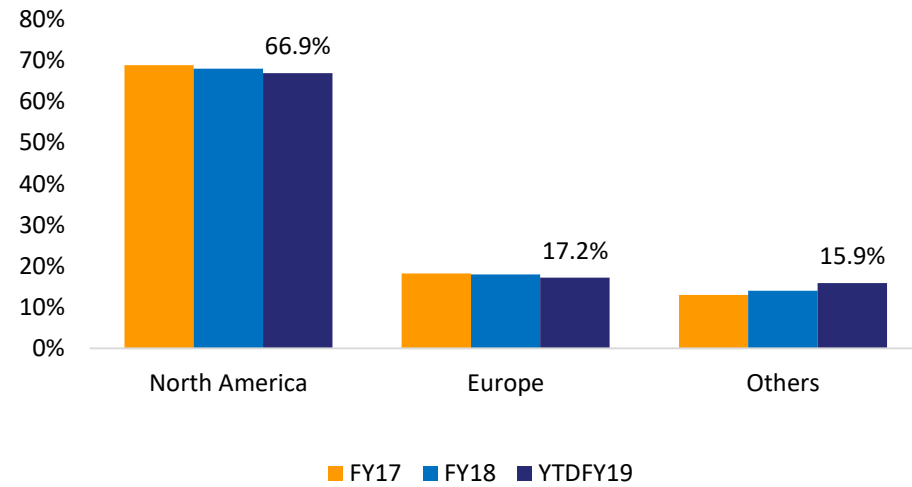
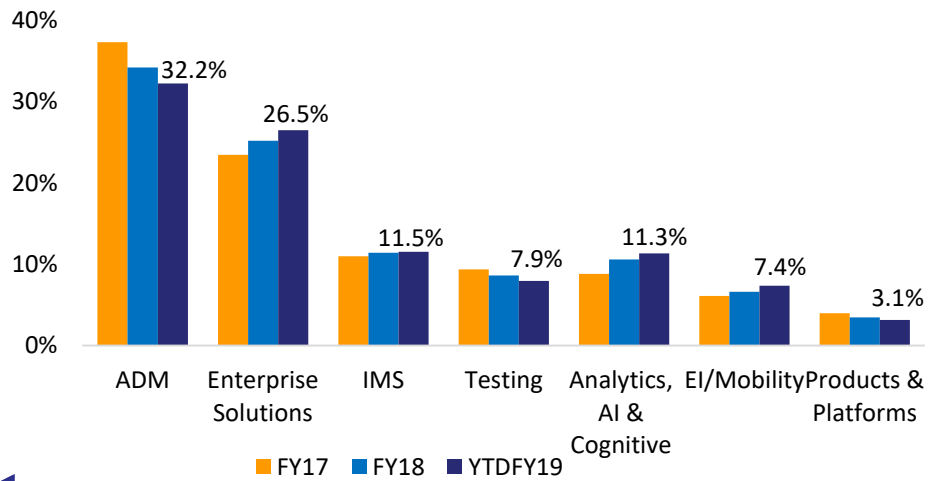
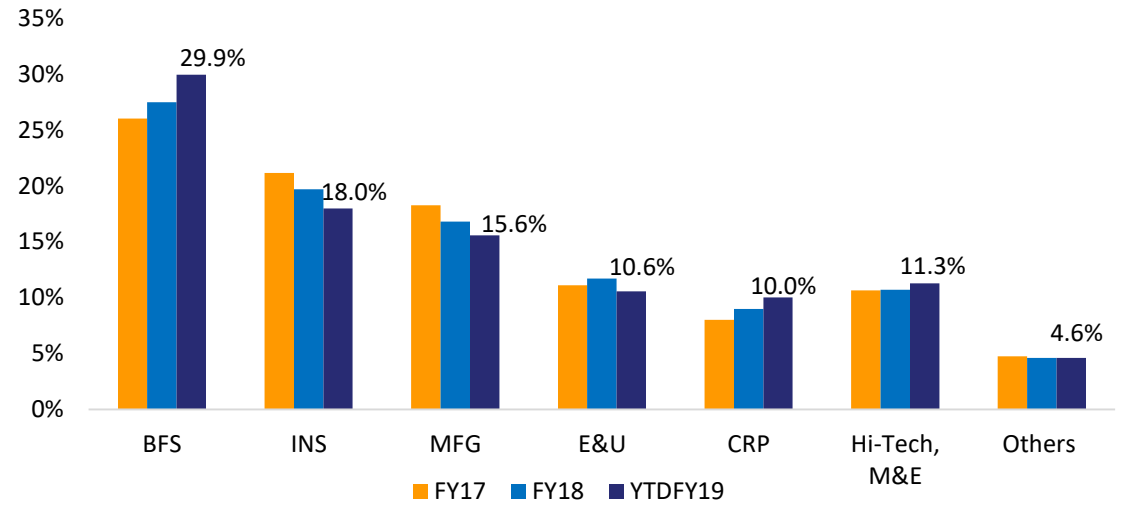
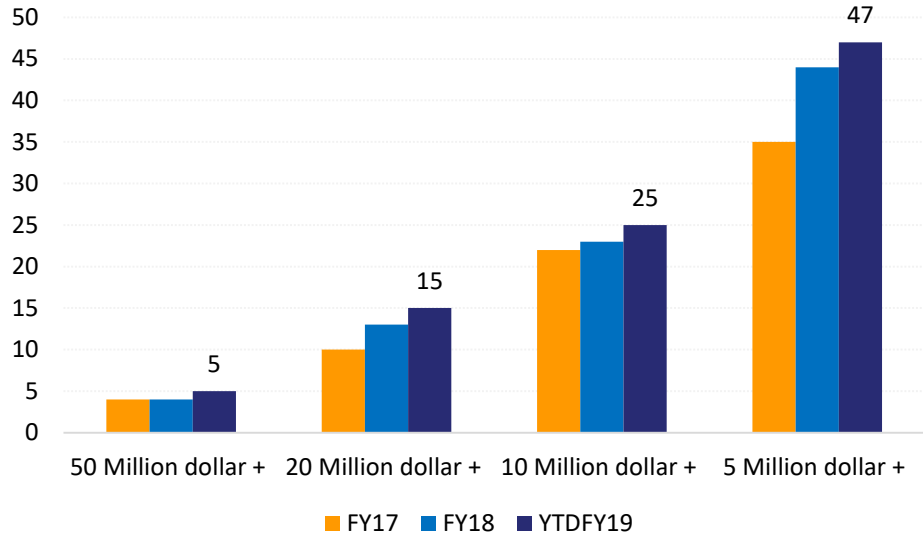
## Amplified Outcomes

- Operate to Transform
- Data-driven organizations
- Experience Transformation
- Digitizing the core

## Investments

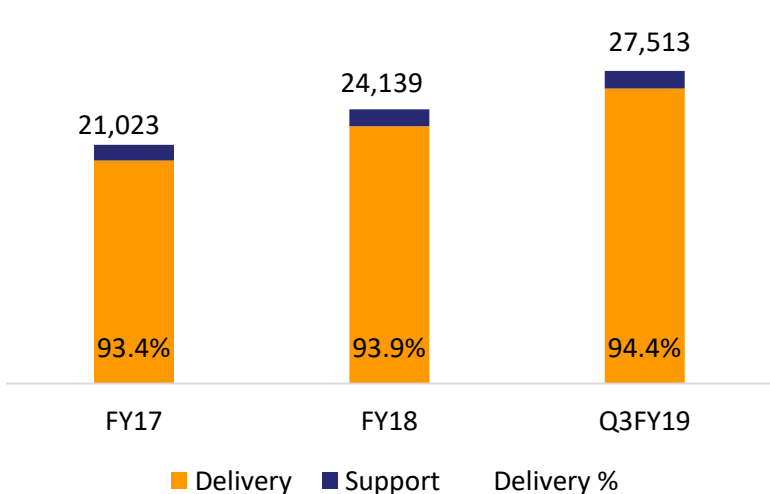
- Capabilities
- Acquisitions
- Platforms
- Talent

# Well diversified portfolio

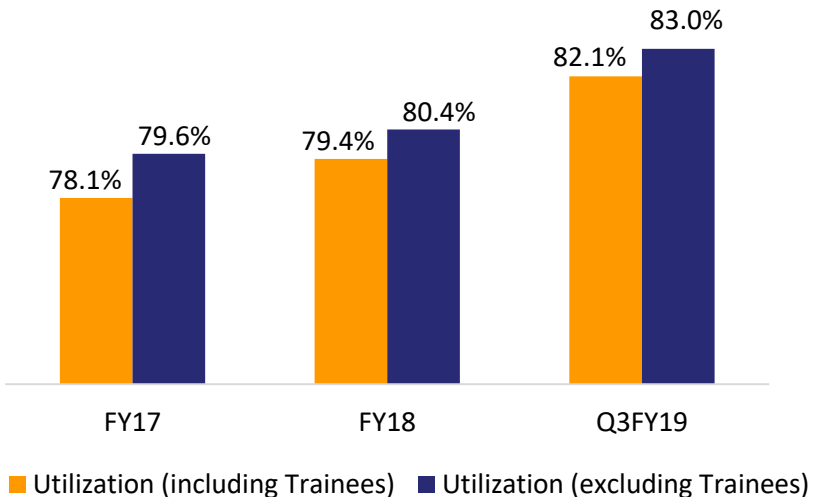


# Operational Excellence leading to Healthy Financial Performance

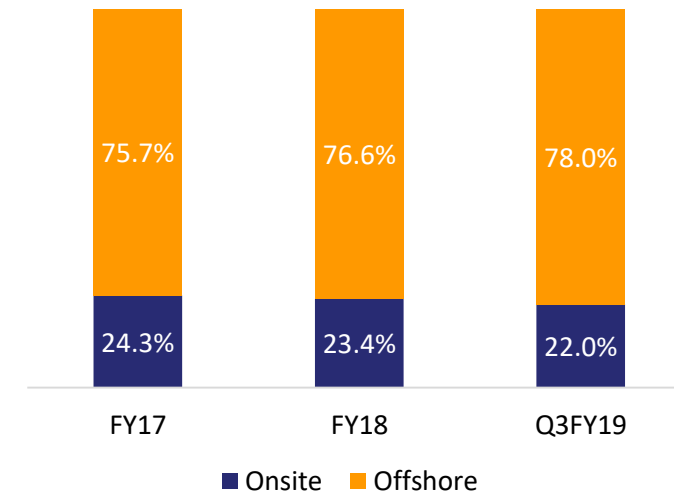
### Headcount



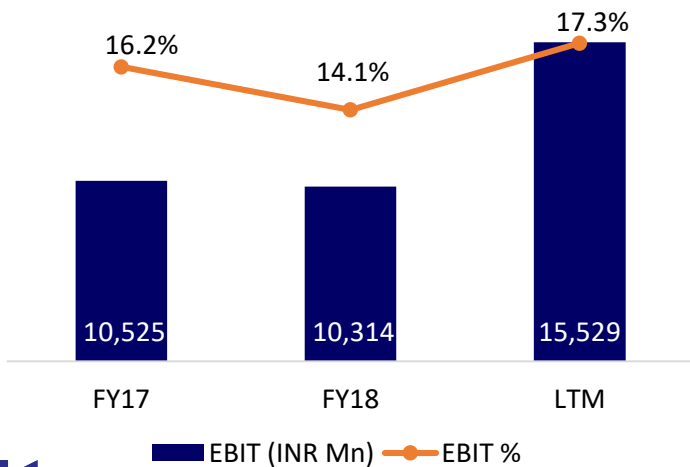
### Utilization



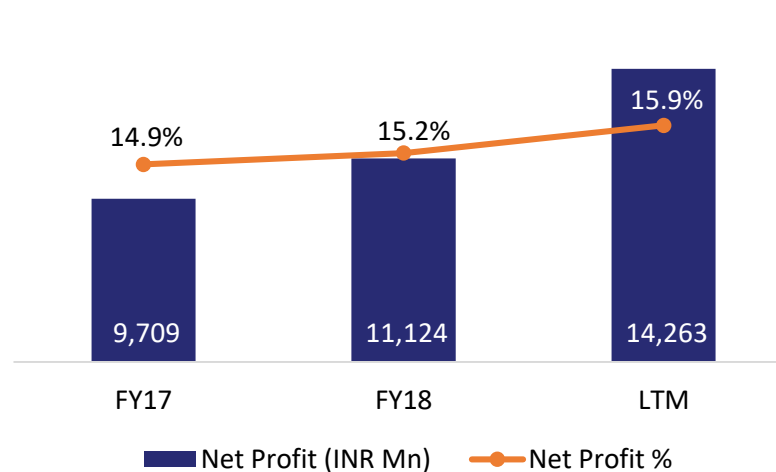
### Effort Mix



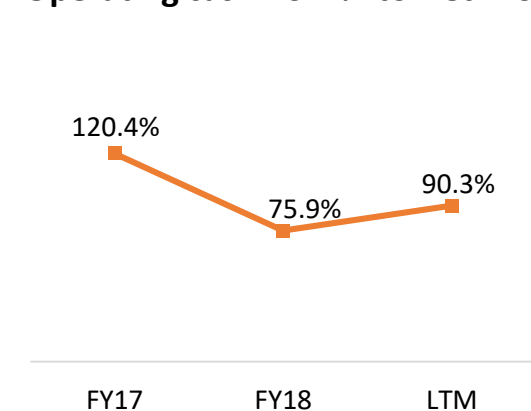
### EBIT



### Net Profit



### Operating cash flow % to Net Profit



Note: Latest operational metrics for Q3FY19 and financial metrics for LTM



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