

LTIM/SE/STAT/2022-23/140

March 14, 2023

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: LTIM

BSE Scrip Code: 540005

Dear Sir(s)/Madam,

Subject: Investor Day - Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, and in continuation to our letter dated March 10, 2023, bearing reference no. LTIM/SE/STAT/2022-23/138 informing the Exchange on holding the Investor day today, we enclose copy of the presentation referred during the Investor Day.

The same is also being made available on the Company's website at
<https://www.ltimindtree.com/investors/>

Please take the same on your records.

Thanking you,

Yours faithfully,
For LTIMindtree Limited


(Tridib Barat)

Company Secretary & Compliance Officer



Encl. As above

LTIMindtree Limited

(Formerly Larsen & Toubro Infotech Limited)

Technology Tower 1, Gate No. 5, Saki Vihar Road, Powai, Mumbai - 400 072, India

T: + 22 6776 6776 F: + 22 4313 0997

Registered Office : L&T House, Ballard Estate, Mumbai - 400 001.

www.ltimindtree.com, E-mail : info@ltimindtree.com, CIN - L72900MH1996PLC104693



Getting to the
future, *faster*.
Together.

Safe Harbour



“

Certain statements in the presentations concerning the future prospects are forward-looking statements. These statements by their nature involve risks and uncertainties that could cause the actual results to differ materially from such forward-looking statements. The Company assumes no obligation to revise or update any forward-looking statements that may be made from time to time by or on behalf of the Company.

”



Investor Day

2 0 2 3

Clarity in paradoxical times

S P E A K E R

Debashis Chatterjee
CEO & Managing Director

Getting to the future, *faster. Together*

We are living in paradoxical times

Falling GDP <

> Low unemployment

High interest rates <

> Stubborn inflation

Globalization <

> Sovereignty

Growing population <

> Shrinking workforce

Flexible working <

> Productivity



We aim to **simplify**,
unify and provide
clarity in these
paradoxical times

Building clarity

LТИM One



One Culture



One GTM Strategy



One Unified Capability



One Profitable Growth Model

One Culture

Built with purpose, our beliefs and values fuel our client-centric culture.

PURPOSE



Solve to
unleash
possibilities

VISION



Enable businesses and
communities to
flourish in a
hyperconnected world

One Culture



Built with purpose, our beliefs and values fuel our client-centric culture.

CORE VALUES

Be driven
by purpose



Act with
compassion



Be
future-ready



Deliver
impact



One GTM Model



LTIM One

to enable the above



No change
in client
interfaces



Integrated Pre Sales and
Large Deals Team

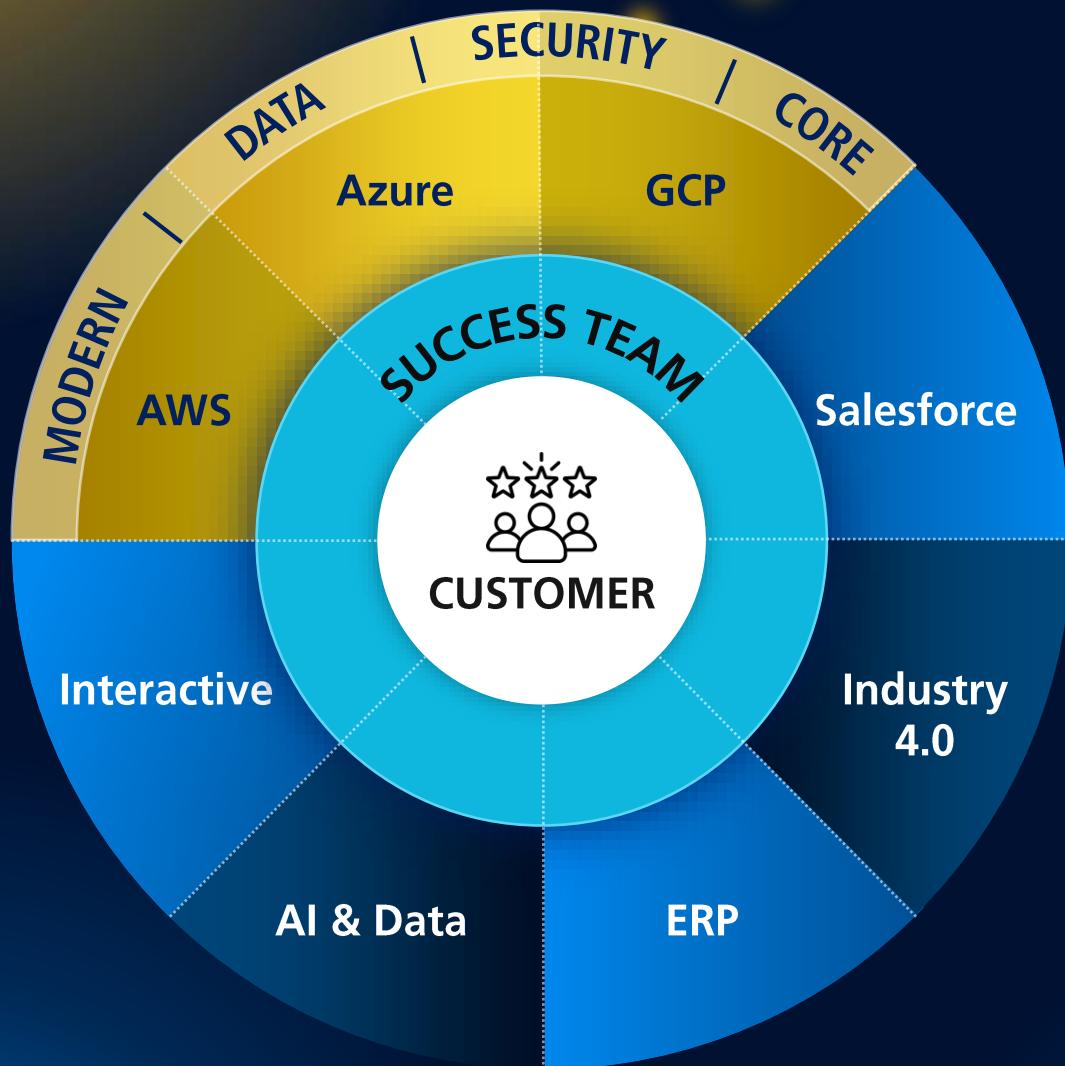


Seamlessly aligned
organization – Sale,
Delivery, Service Lines



Global Service Line
Sales fully aligned to
Vertical and Geo Units

One Unified Capability



Pioneering a bold,
new organization
design

- 1 Aligning to Momentum
- 2 Amplifying the Strengths
- 3 Do it Collectively

One Profitable Growth Model

Driving a virtuous cycle of sustainable value creation



Serving enterprise needs to get them to the future. Faster.

Cash Savings



vs.

Transformation

Efficiencies



vs.

Resilience

Flexibility



vs.

Security

Speed & agility



vs.

Predictability



Getting to the
future, faster.
Together.



Investor Day

2 0 2 3

Finding growth in paradoxical times

S P E A K E R

Sudhir Chaturvedi

President, Global Markets

Getting to the future, *faster. Together*

In the **Future** clients will need to continuously transform from *inside out* and *outside in*

Business Model Transformation



Experience Transformation



Operations Transformation



Tech Ecosystem Transformation



They will look to do so Faster than ever before



Scale and
Expertise



Assets of
Innovation



Platform-led
Delivery

They will need a partner who works **Together** with them

Energy & Ambition
of a challenger

Resources, scale, &
confidence of a leader

Attention & Responsiveness
of a caring partner

Vision & perspective of
an end-to-end provider



“

Preparing a building products company to navigate huge cyclicalities in housing industry by transforming the IT operating model to be more elastic across 100+ enterprise applications, cloud infrastructure, workplace services, and OT systems.

”



“ Built an omnichannel digital experience for UK's biggest electronics retailer to engage 8.5M+ consumers per week and drive 35% Increase in online conversions annually. ”



“

Transforming a top 5 Life & Annuity US carrier by refactoring majority of their IT estate to the cloud, enabling them to be nimble & efficient with new product releases and reducing operations spend by over \$100Mn. ”



“

Managing end to end customer applications from marketing to value-added services, spanning 14 technologies, and rationalising the suppliers from 15 to 1, for the world's leading travel and hospitality company.”

”

Growth Opportunities unique to LTIMindtree



Resilient
Blue-Chip
Account
Portfolio



Large base
of Accounts
for Cross Sell
/ Upsell



Large
Deals
track
record



Alliances
and
Partnership
led growth



New Logo
track record



Resilient Blue Chip Account Portfolio

We work with the largest companies
in each of our industry sectors

95
Fortune
500



Resilient Blue Chip Account Portfolio

55% of current revenue are in capability areas
which are relatively unaffected by macro



Experience



Data

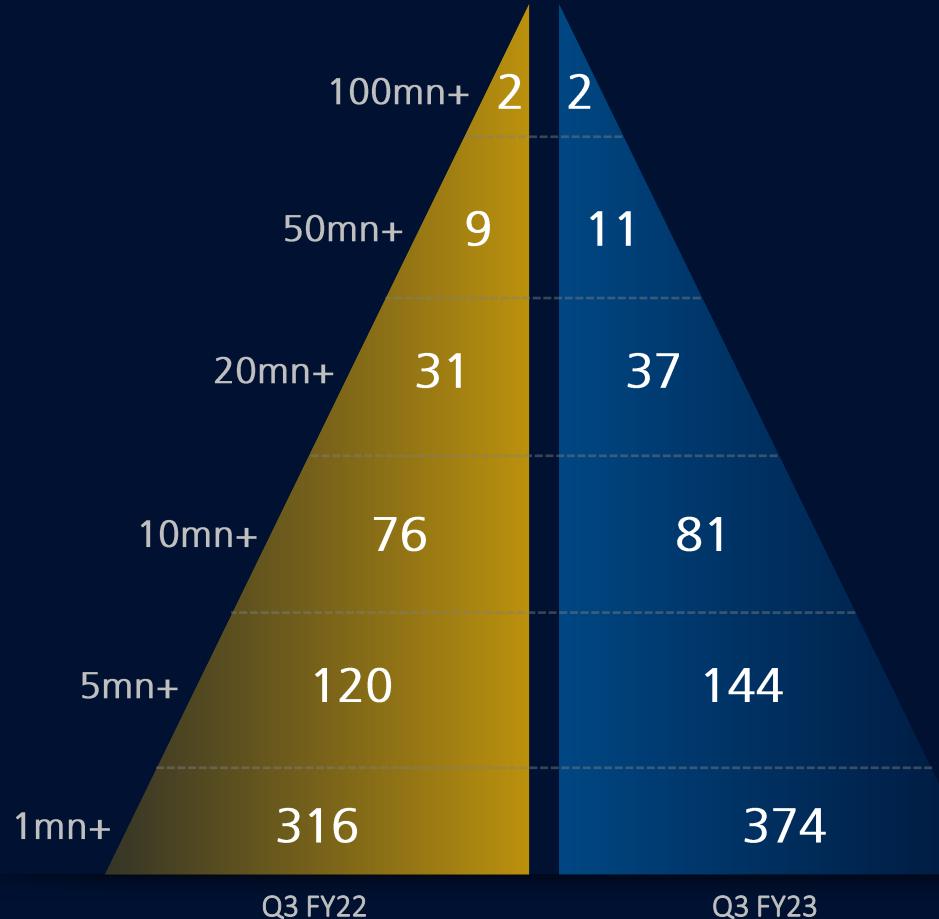


Cloud



Cyber

Cross Sell / Up Sell \$1m plus Accounts



Core	Core Transformation	Platform Transformation	Digital Re-Imagination	Modern Operations	
Experience Relations, Insights	Experience	CRM, Commerce	MarTech	Digital Engineering	Data and Analytics
Edge	Industry X.0	ESG	Connected Products	Smart Spaces	Connected Supply Chain
Cloud, Security	Cloud, Optimization	Platform Engineering	Cloud Modernization	Data In Cloud	Cloud Security
Quality Engineering	Advisory Services	Experience Assurance	Business Assurance	Product Assurance	QE As A Service
Consulting	Domain Consulting	Customer Experience	ESG & Sustainability	Applied Innovation	Value Engineering

Large Deals pipeline
continues to be
strong

No. of large deals
68



Total TCV
\$3.18B

Partnership led Sales engine

HYPERSCALERS		ENTERPRISE APPS		DIGITAL & DATA		VERTICAL SPECIFIC	
		 SirionLabs	 servicenow	 snowflake	 PEGA	 majesco	 GUIDEWIRE
		 ORACLE	 kinaxis	 databricks	 snapLogic	 temenos	 MUREX

servicenow

Emerging
Service Provider
Americas 2023

aws

Global Collaboration
Partner of the
Year 2022

aws

North American
Migration Partner
of the Year 2022

snowflake

GSI Global Delivery
Platform Partner
of the Year 2022

Hitachi Vantara

Upcoming Partner
of the Year, GSI
Summit 2022

ORACLE

Earthfirst Award for
Operational Excellence
in Sustainability 2021

LTIM's Industry Leading Platforms

FOSFOR

 INFINITY

NxT

Sales Transformation Programs to deliver Growth in Paradoxical times

Minecraft 2.0

Maximise Return
from Focus 100
Accounts

Aspire

Cross Sell /
Upsell
\$1m+ Accounts

Everest

Proactive Large
Deals

Neo

Focus on new
logos, adjacent
micro-verticals
and emerging
tech players

LTIM One

to enable the above



No change
in client interface



Integrated Pre Sales and
Large Deals Team



Seamlessly aligned
organization – Sales,
Delivery, Service Lines



Global Service Line
Sales fully aligned to
Vertical and Geo Units



Getting to the
future, faster.
Together.



Investor Day

2 0 2 3

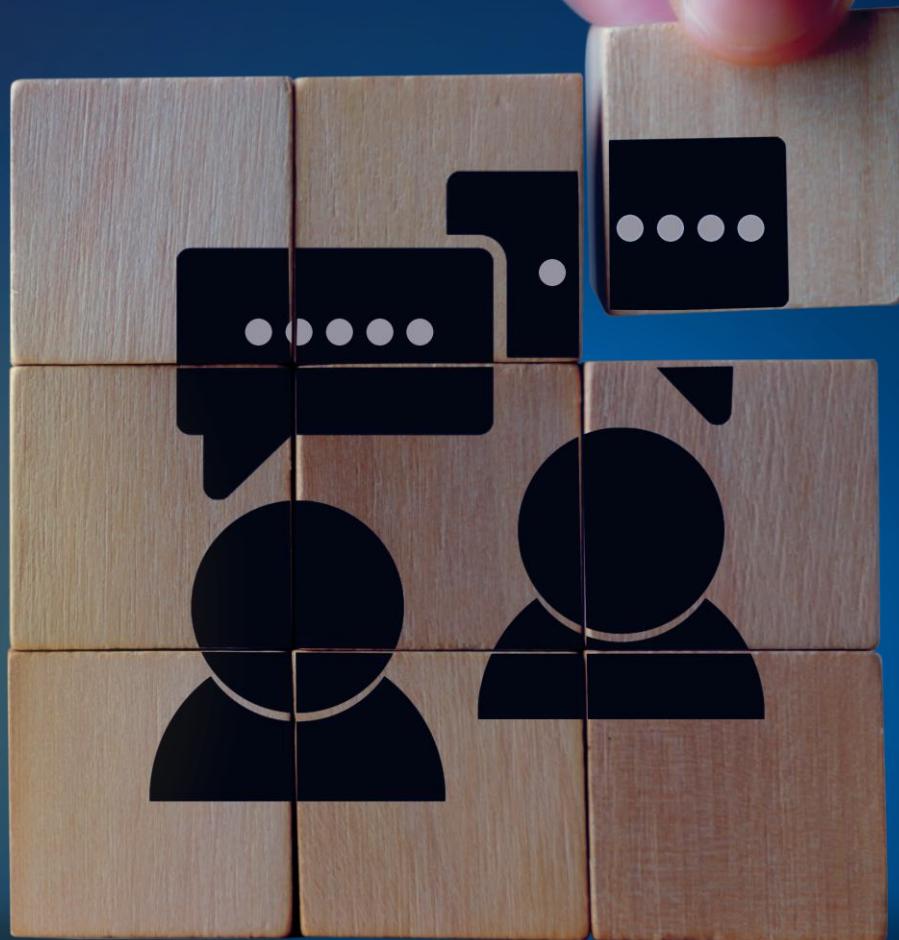
LТИOne : The new way to create customer value

S P E A K E R S

Nachiket Deshpande
Chief Operating Officer

Siddharth Bohra
Chief Business Officer

Getting to the future, faster. **Together**



Let me tell you
about some
recent customer
conversations

“

We know how to sell building products.
We now want to build a multi-B\$
intelligent buildings solutions business.
Can you help us **engineer** the platform and
partner with us to take it to market? ”

“ We want to increase our
Direct-to-consumer (DTC)
business from **10% today**
to 50% in the next 3-4 years. ”



“

How do we deliver a **world-class experience** to our **corporate clients**, with **real-time access** to the account, trade and portfolio data; enhanced by the **global fintech ecosystem** ”



We are witnessing
the collapse of the silos...

Customers want
Success
@ Scale @ Speed.

Our proposition...

Unified Transformation



Value Chains

Functional value chains (front to back) |
Industry value chains (prod to consumption)

Our proposition...

Unified Transformation

Getting to the future, faster. **Together**



Value Chains



Ecosystem

Interactive | Hyperscalers | Enterprise Software |
Data Platforms | Sensors & Devices

Our proposition...

Unified Transformation

Getting to the future, faster. **Together**



Value Chains



Ecosystem



Stack

Experience | Intelligence | Core | Compute | Edge

Our proposition...

Unified Transformation



Value Chains



Ecosystem



Stack



Methods

Design Led | Persona Centric | Scaled Agile |
Platform Driven | OKRs

Our proposition...

Unified Transformation



Value Chains



Ecosystem



Stack



Methods



Platform

Our proposition...

Unified Transformation

Getting to the future, faster. **Together**



Value Chains



Ecosystem



Stack



Methods



Platform

We are building the Best for the Best



Core / foundation

Connectivity

Security

Productivity

Experience

Relationships

Innovation

Decisions



We are building the Best for the Best



Core / foundation

*The world never stops !
Worldwide Ops for a global financial agency*

Connectivity

Keep the gas flowing! AI powered command center for pipeline co.

Security

*Secure every attack vector.
Next-gen security design & ops for leading manufacturer*

Productivity

*All things finance, re-imagined.
Finance Next for CPG major*



Experience

A seamless travel experience for millions! Consumer app for a leading hotel chain

Relationships

*Omni-channel customer delight.
Unified commerce for large electronics retailer*

Innovation

*What do we watch tonight?
High performance OTT p/f for 200M+ users*

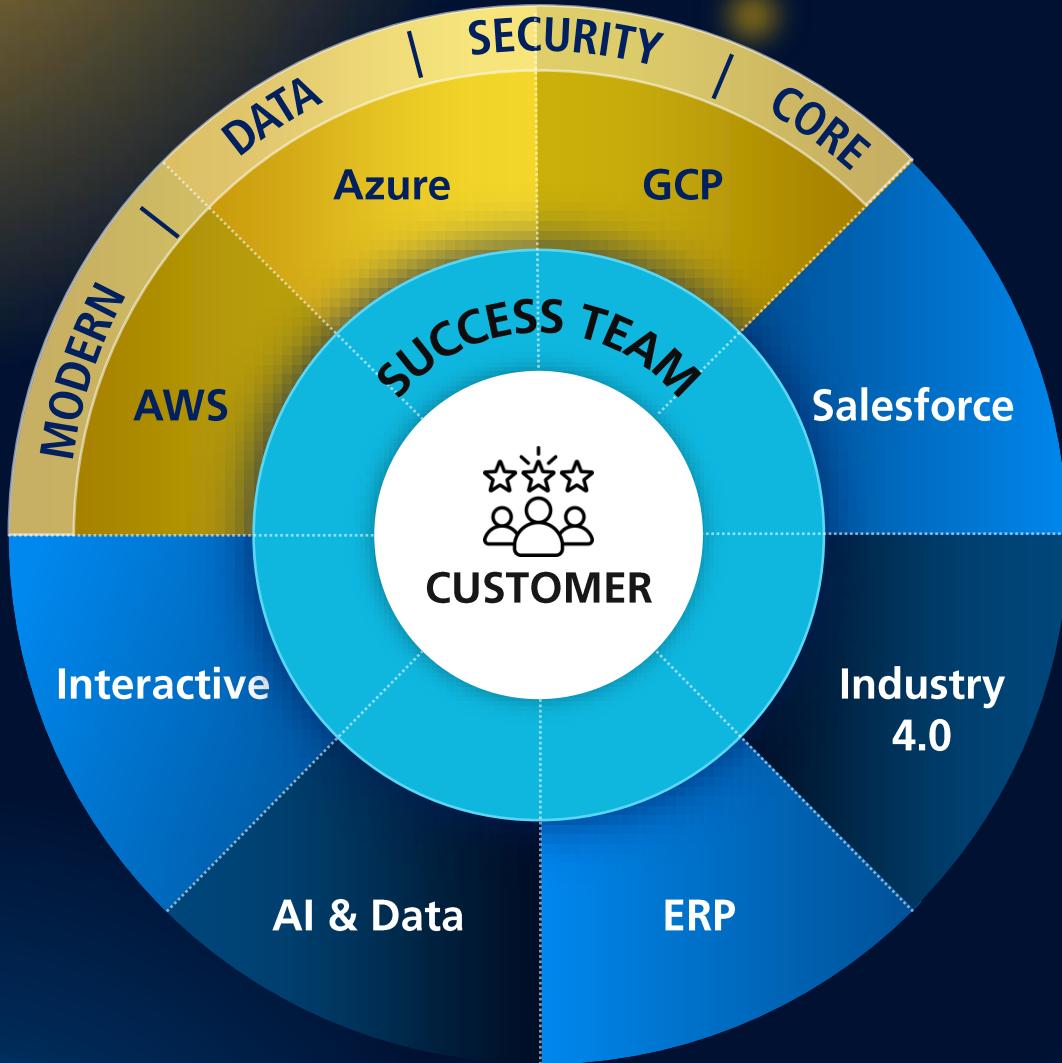
Decisions

180 ways to WOW ! AI powered loyalty, compliance & more for a large Bank

Making LTIMOne Happen



Getting to the future, faster. **Together**



Pioneering a bold, new organization design

- 1 Aligning to Momentum
- 2 Amplifying the Strengths
- 3 Do it Collectively

Force multiplying with the leaders



Global Collaboration
Partner
NA Migration Partner



#1 NSI Partner
in US



Google Cloud
GSI Partner



Delivery Platform
Partner of the year



Launched Partner
Automotive Cloud



Americas Emerging
Service Provider

Pipeline

Win Ratio

TCV

Customer Value

Be the Best @

Billion\$+ Practices

MODERN

Our best-kept secret!

DATA & AI

Helping build Data-driven Everything

ERP

Agile, Scalable, Secure Core

New Growth Engines

SECURITY

Embedded in Everything

INTERACTIVE

Challenging Status Quo

THRIVE

Ops in the changing world



Best-in-class IP to deliver non-linear outcomes

FOSFOR

Solving for Data to
Decisions lifecycle



INFINITY

Solving for Cloud transformation –
Business Case to Business Value

NxT

Solving for Edge
to Experience lifecycle

Best-in-class IP to deliver non-linear outcomes

FOSFOR

Solving for Data to Decisions lifecycle

Accelerate
introduction
of drugs in market

Increase
brand performance
at stores

Expedite
consumer credit
verification

Reduce
fraudulent
warranty claims

Best-in-class IP to deliver non-linear outcomes



Solving for Cloud transformation - Business Case to Business Value

Value case &
roadmap for
building a Global
Healthcare Gateway

Transform consumer
experience for
leading bank

Enabling ESG
compliance for the
leading Energy
company

Optimize spiraling
cloud cost for
customers across
industries

Measuring Success



 Higher Growth of Target Offerings

Growth contribution



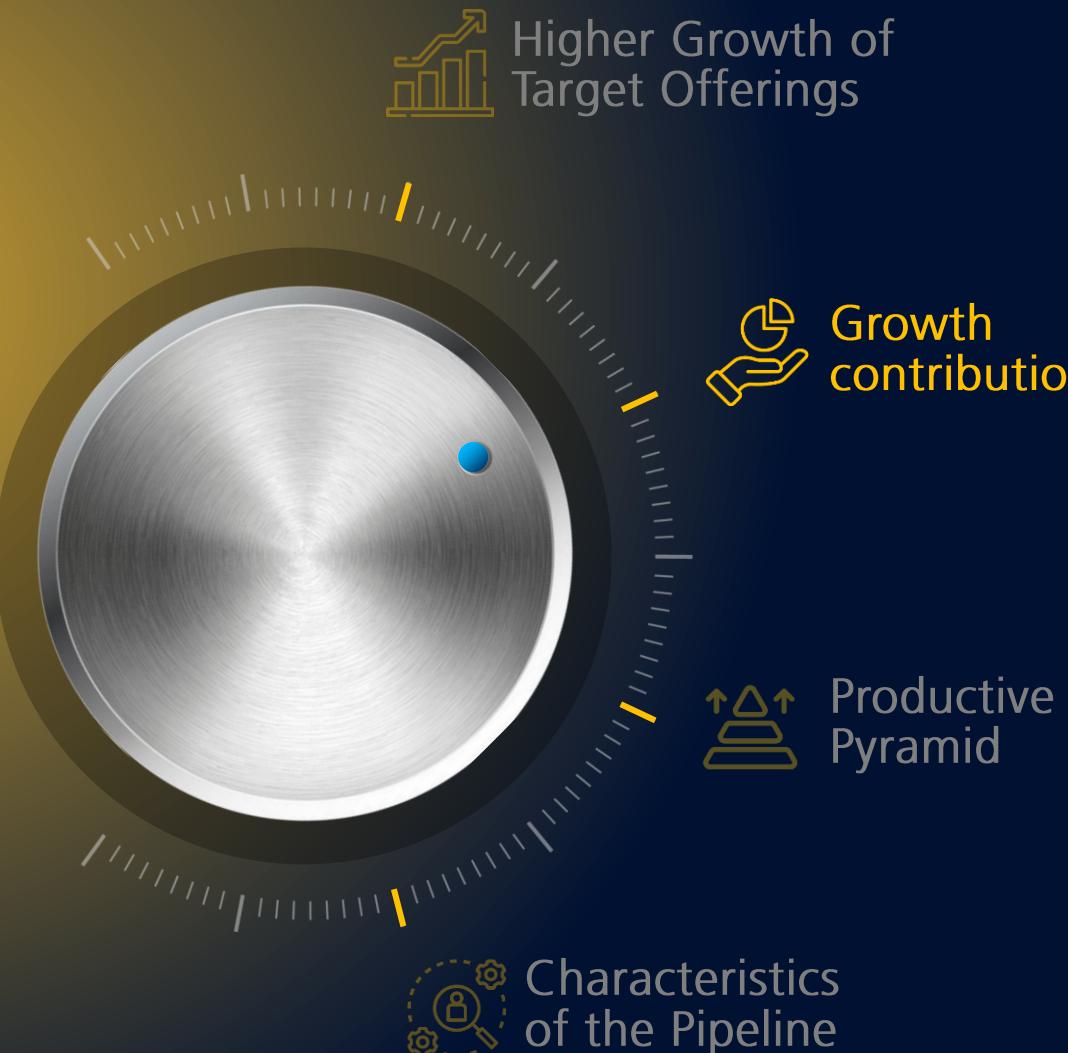
Productive Pyramid



Characteristics of the Pipeline

Modern, Data & AI, ERP

Interactive, Security



Higher growth in
Existing Accounts,
New Areas/offerings

 Higher Growth of Target Offerings

Growth contribution



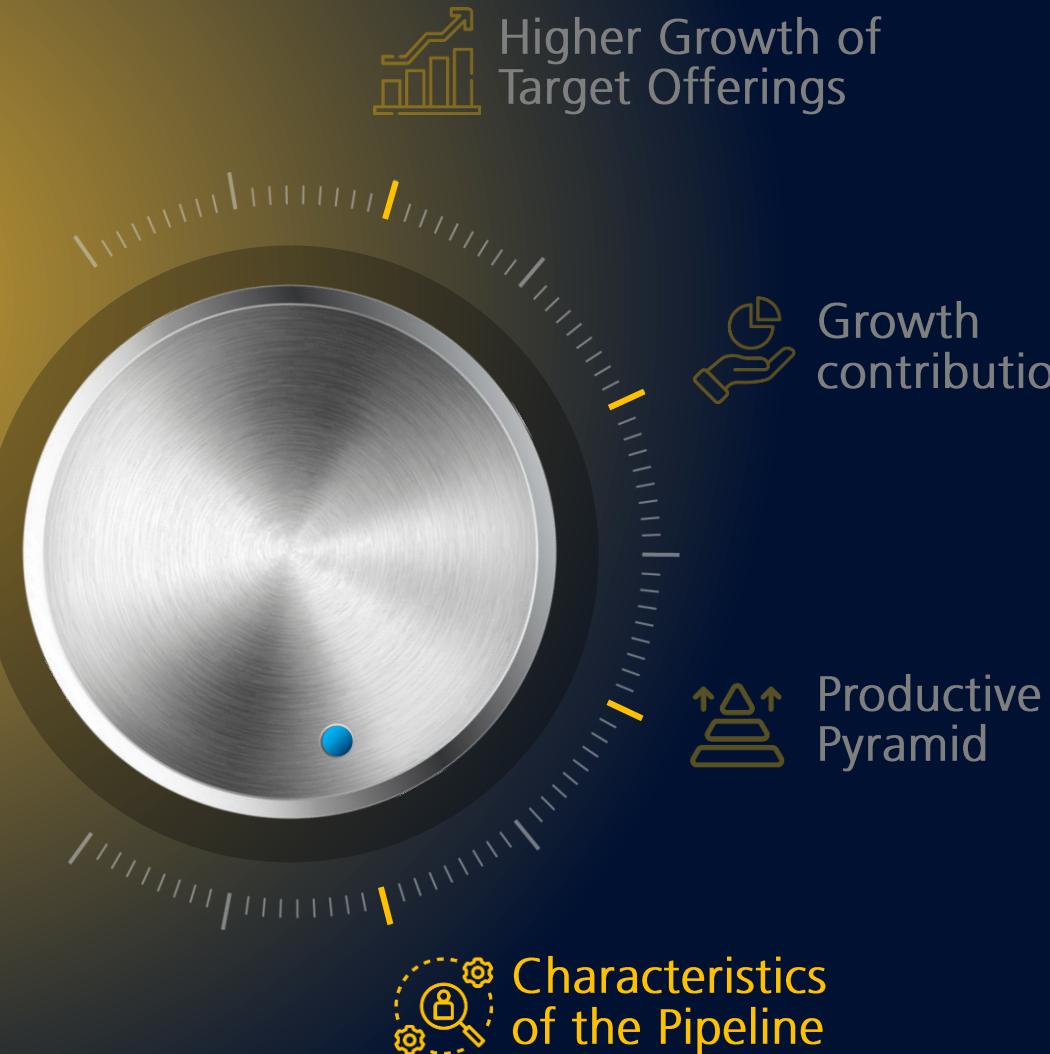
Productive Pyramid



Characteristics of the Pipeline



Increasing revenue contribution



- ↑ Transformation deals
- ↑ Size of deals
- ↑ Full-stack deals

LТИOne



LTIMindtree

Investor Day

2 0 2 3

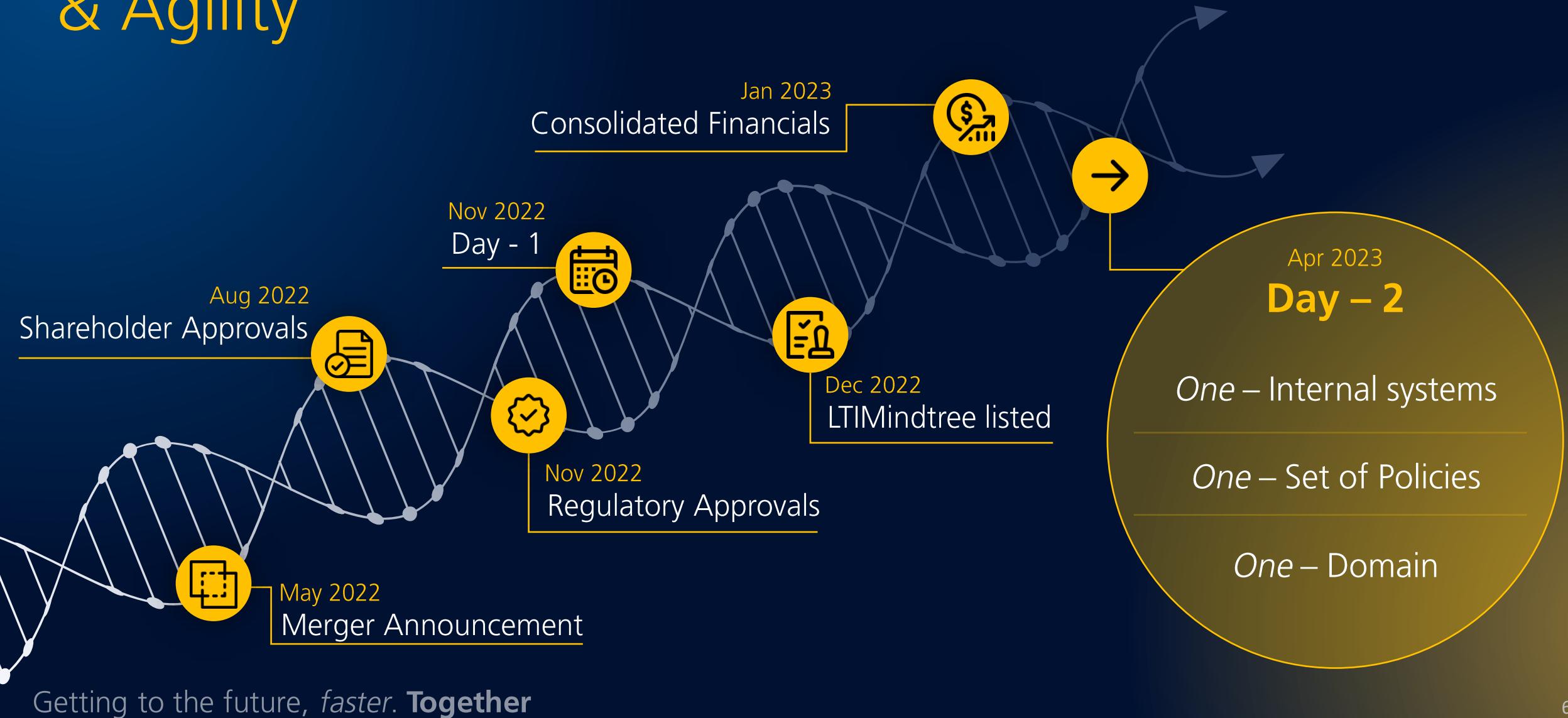
Delivering Profitable Industry-leading Growth

S P E A K E R

Vinit Teredesai
Chief Financial Officer

Getting to the future, faster. **Together**

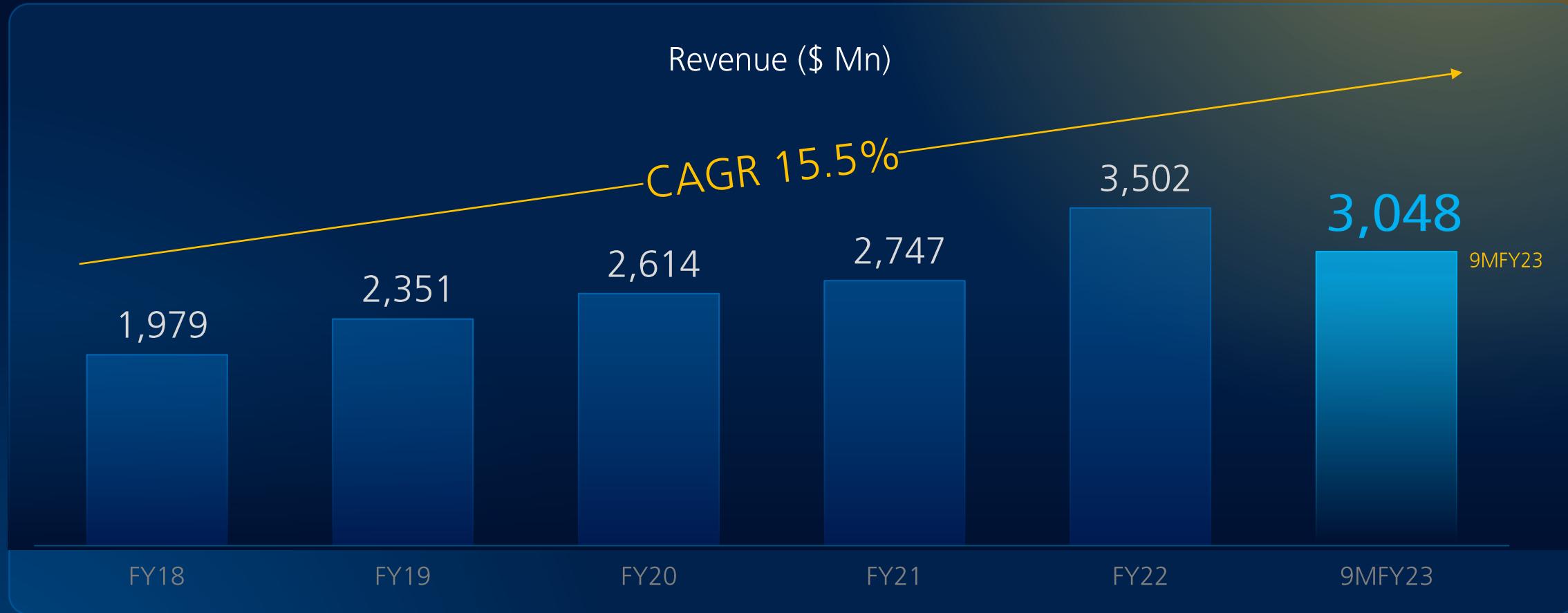
Executing with Speed & Agility



Our **Virtuous Cycle** of Sustainable Value Creation



A Strong Track Record of Consistent Growth



Primed for Growth Leadership



Peer set – India-listed firms with >\$1Bn quarterly revenue

Opportunities for Growth have expanded significantly



Diversified Verticals



Cross sell/ Upsell



Partnership-led Sales



LTIM One



Best-in Class IP



Large Deals



FOSFOR

 INFINITY

NxT

Cost Synergies + Disciplined Execution



EBIT Margin
17% - 18%



FY27
+200 bps

Bending the Cost Curve



SGA Leverage



Efficiency in Operations



Capital Allocation Framework Focused & Value-Enhancing Investments



Caring beyond Business



ENVIRONMENT

- Climate change
- Green Tech & Innovation
- Water management & Waste management

SOCIAL

- Employee Well being & experience
- Community Development
- Diversity, Equity and Inclusion

GOVERNANCE

- Corporate Governance
- Business Ethics & Compliance
- Data Privacy & Risk management

Our bold agenda for ESG



ENVIRONMENT

Carbon Neutral & 100% Renewable Energy use by 2030

Water Positive by 2030

100% waste recycling by 2030



SOCIAL

Diversity – Gender, Ability, Nationality

Impact 5Mn+ lives positively in the community by 2030

Continue to be a Great Place of Work for our people



GOVERNANCE

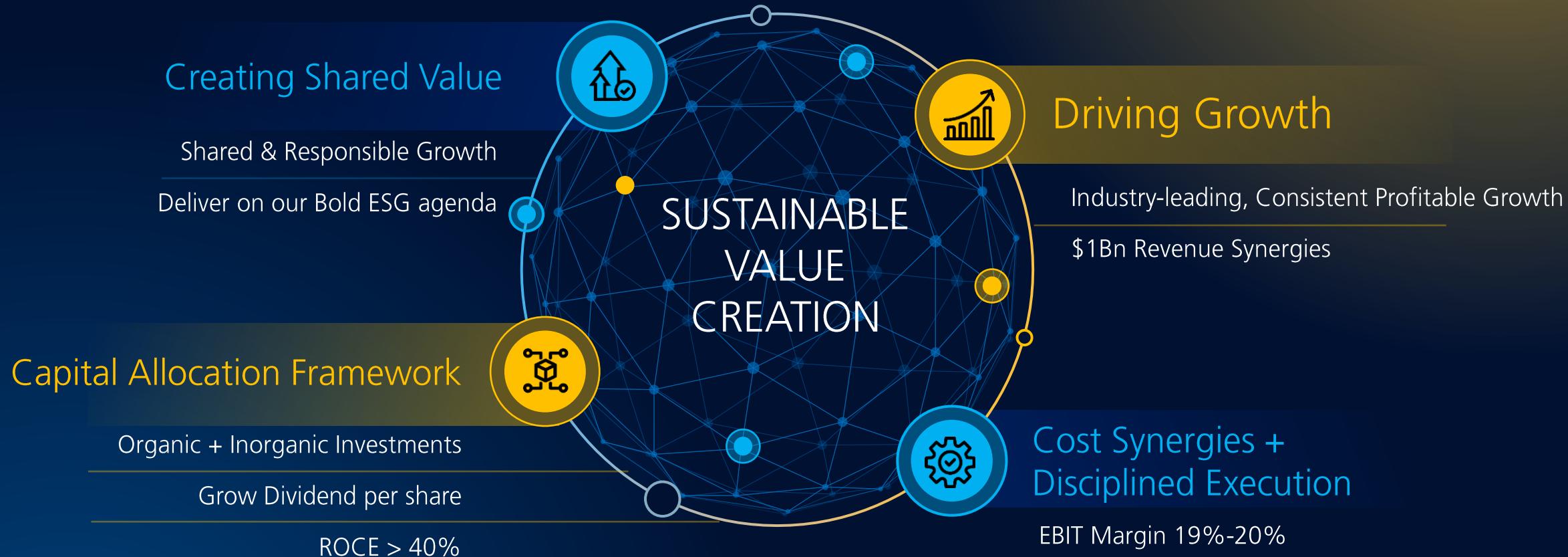
Maintain robust compliance & integrity practices

Link ESG to executive compensation

Continue 100% compliance on business ethics & data privacy



Sustainable Value Creation – Measures of Success





Getting to the
future, *faster.*
Together.

Thank You