



Let's Solve

November 13, 2018

LTI/SE/STAT/2018-19/66

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 Sirs,

Subject: Schedule of Analyst/ Institutional Investor Meetings

Pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, please find below the Schedule of Analyst/Institutional Investor Meetings planned for November 2018.

Date	Conference/Investor Meetings	Venue
November 14, 2018	Macquarie India 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



**Larsen & Toubro Infotech Ltd.**

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**Registered office** L&T House, Ballard Estate, Mumbai 400 001, India

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A Larsen & Toubro  
Group Company



# Amplifying Outcomes

Investor Presentation

November 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

26,000+

Headcount

\$1.25Bn+

LTM revenue

61

Fortune 500 clients

312

Active clients

6<sup>th</sup>

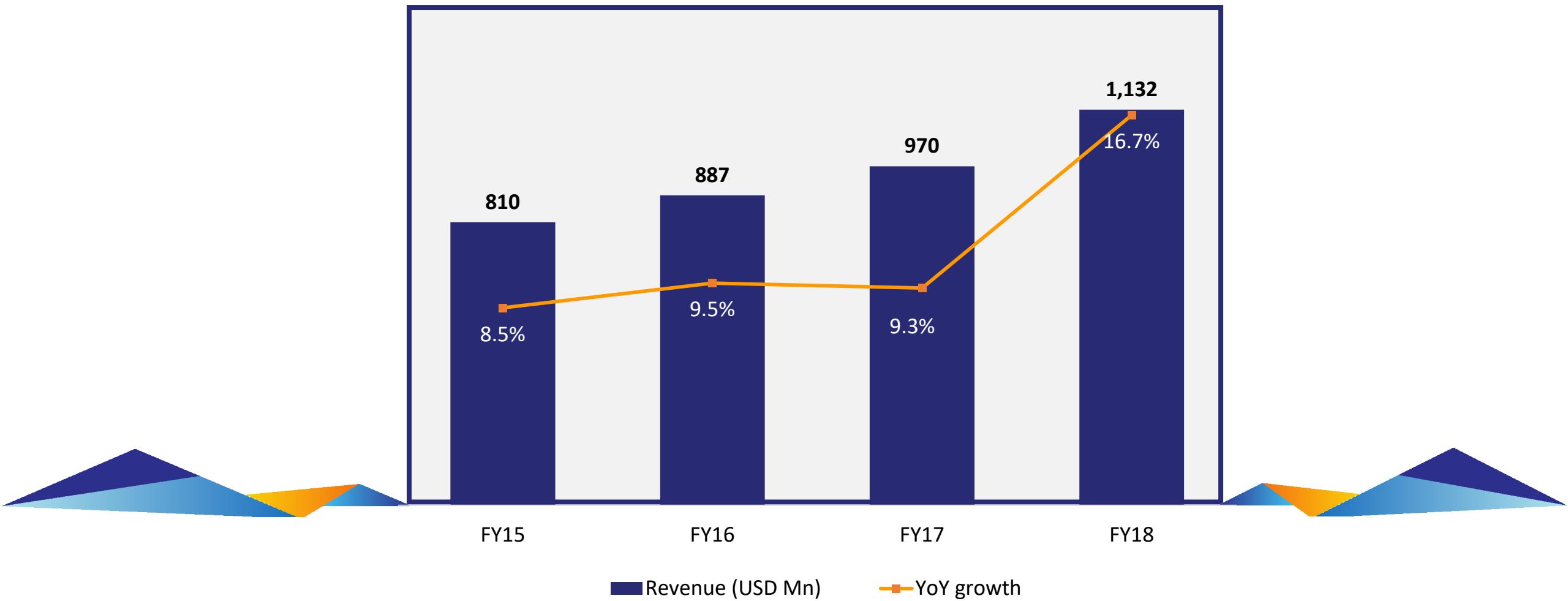
Largest Indian IT services  
company

25

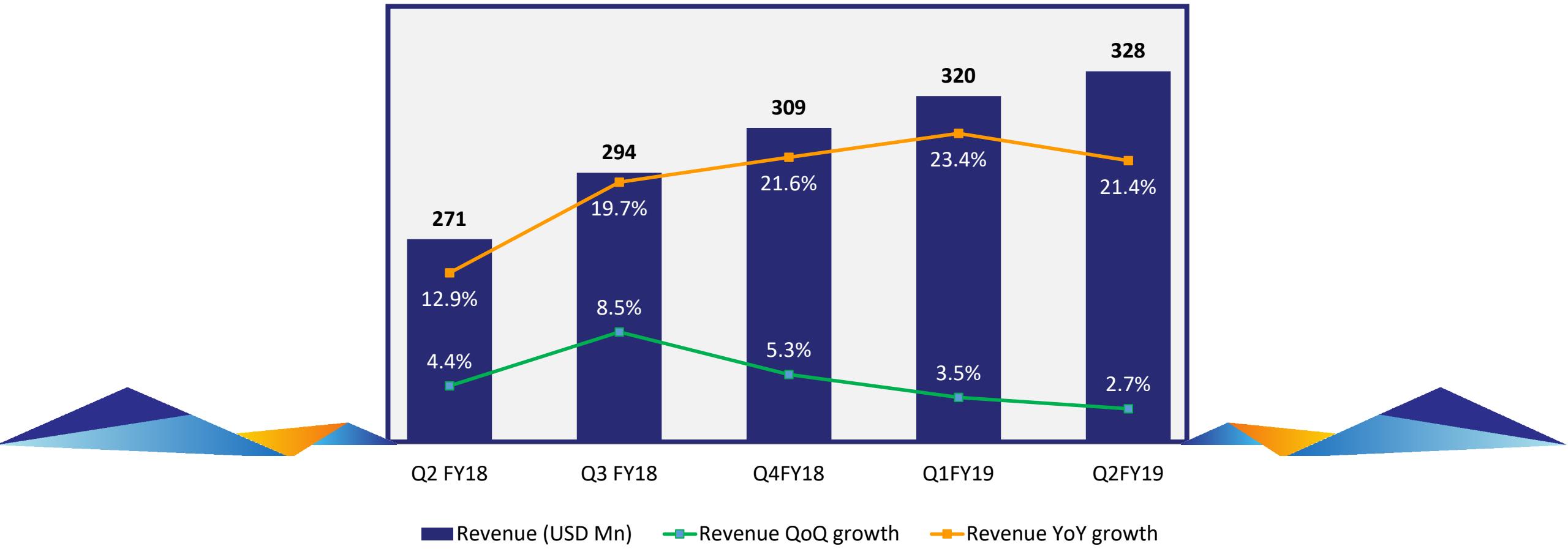
Delivery centers globally,  
with 49 sales offices

As of Sept 2018

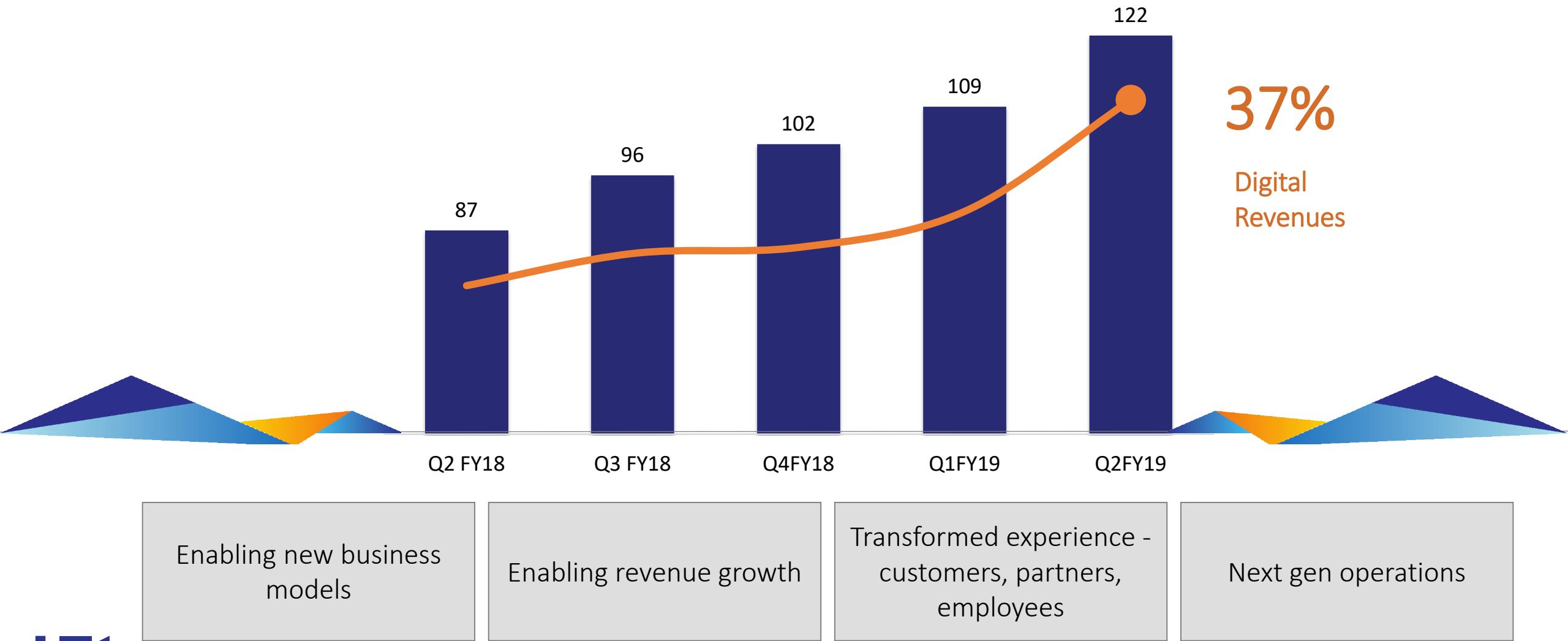
Consistently delivering industry leading revenue growth



# Predictable quarterly performance



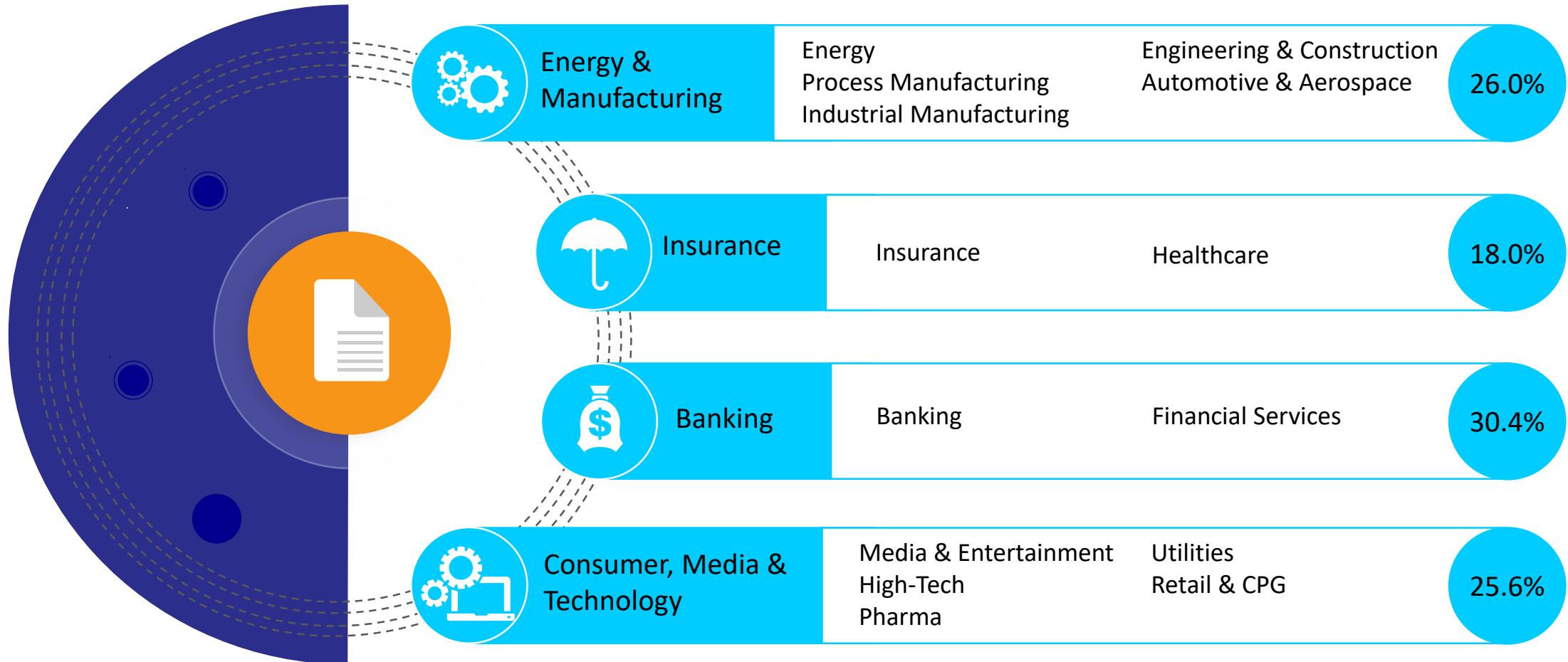
Quarterly Digital Revenue (USD Mn)



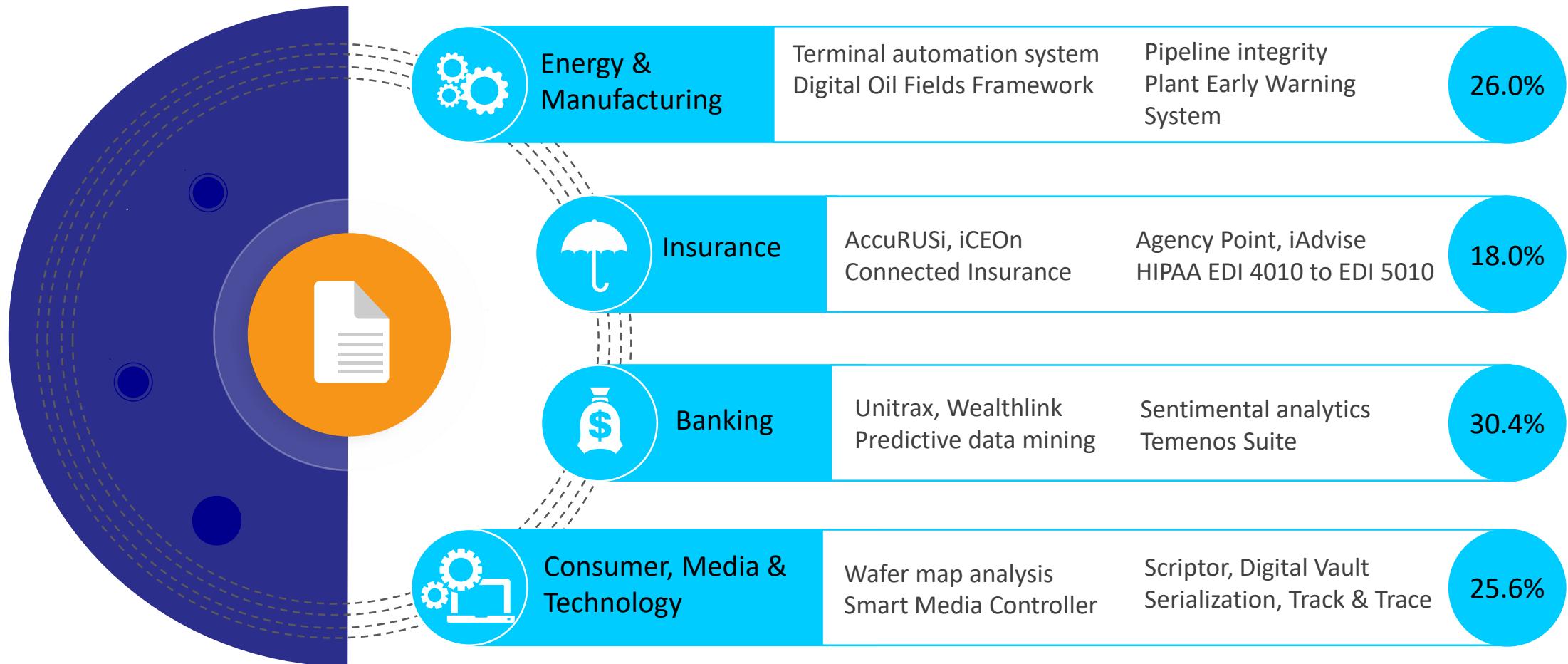
# Enviable client profile

\$100 Million +	1	US based global bank
\$50 Million +	4	Large P&C insurer   A professional services giant   Global O&G major
\$20 Million +	14	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 +	44	European shipping major   French utility   US based M&E 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



\$325 Mn+ TCV in 6 quarters

## 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

## Leading African Bank

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

## Recent partnerships & acquisitions

AWS

Azure

Duck Creek

MuleSoft

Nutanix

Workplace by  
Facebook



Acquisition of AugmentIQ has helped LTI enhance its big data platform and deepen the MOSAIC offerings



Acquisition of Syncordis will enable LTI to establish its core banking implementation capability and enhance footprint in the European financial services market



# 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**  
ar cloud blockchain iaas  
drones platform

## Customers need...

- Decluttering of technologies
- IT+OT experience





“

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

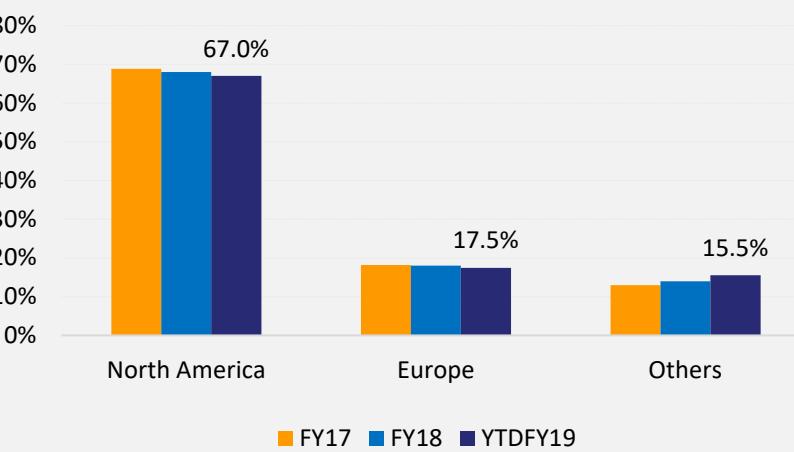
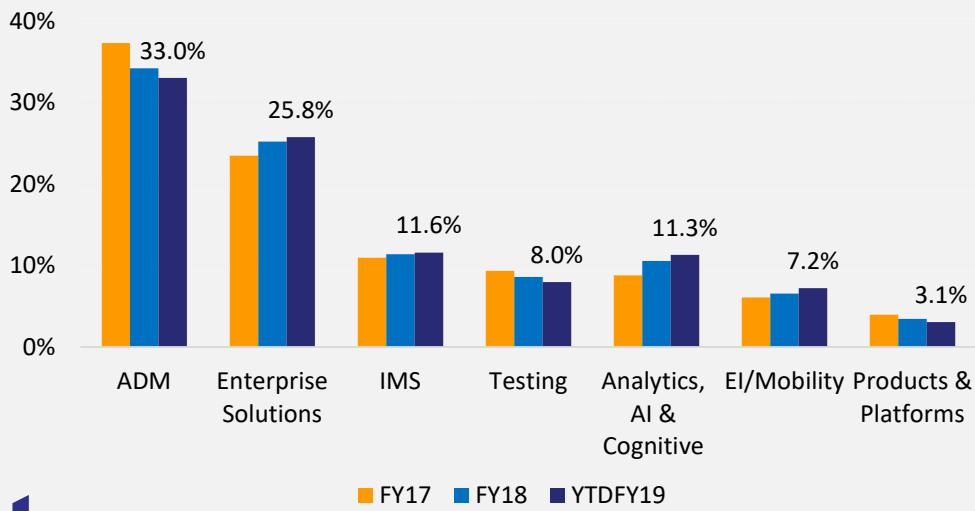
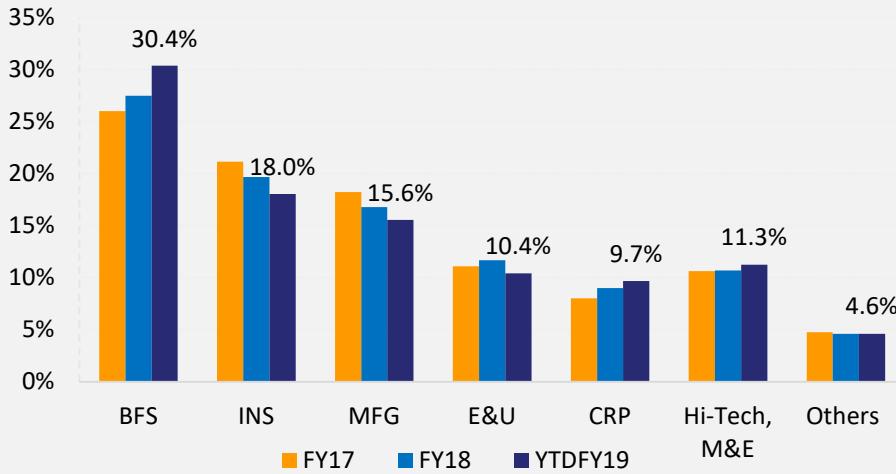
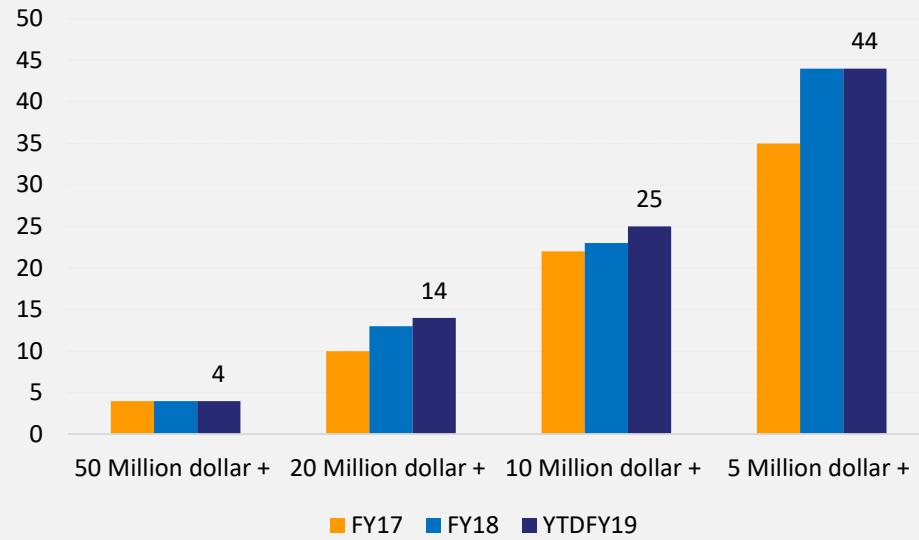


The  
Winning Team

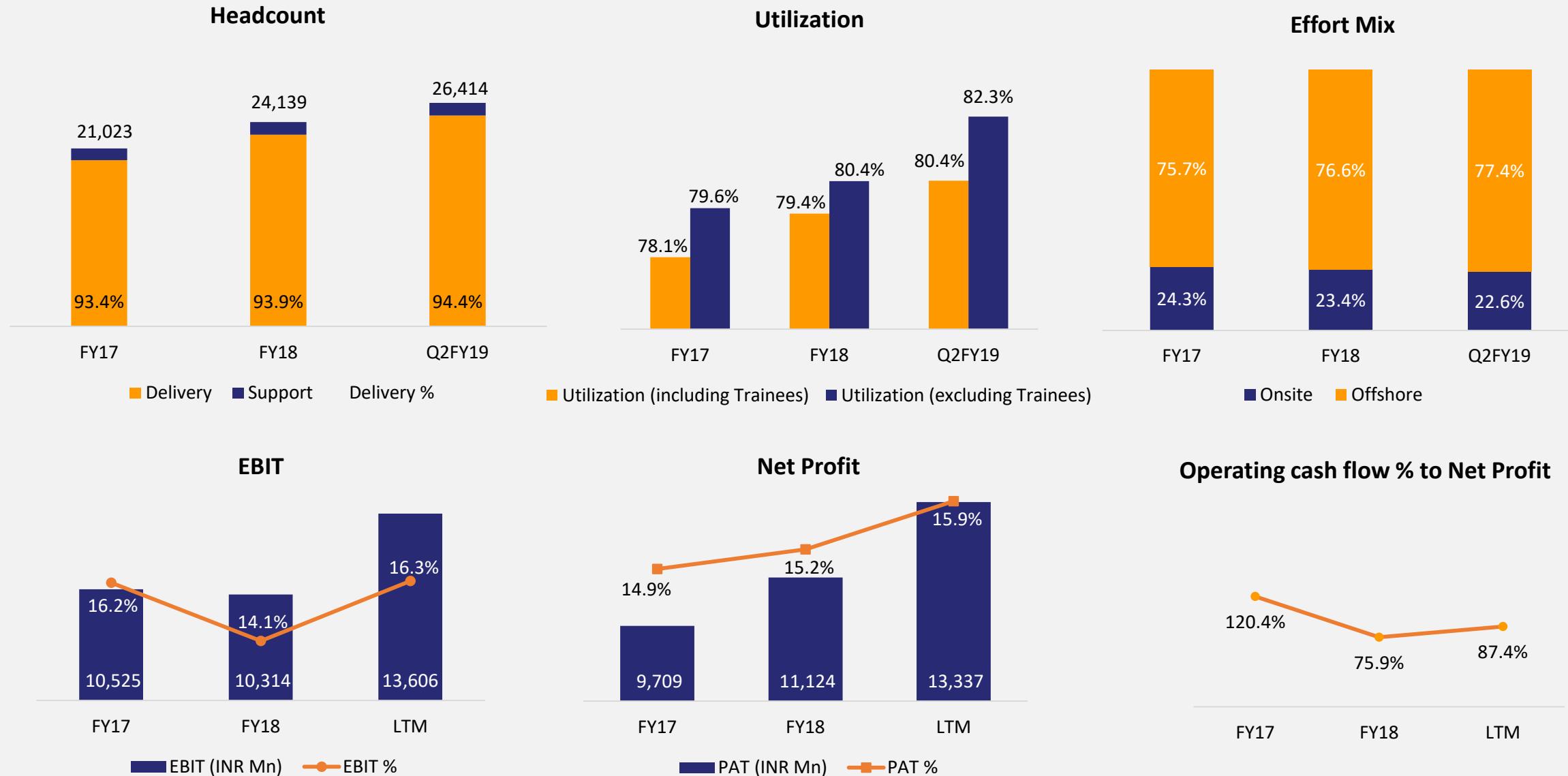


Amplifying  
outcomes

# Well diversified portfolio



# Operational Excellence leading to Healthy Financial Performance



Note: Latest operational metrics for Q2FY19 and financial metrics for LTM



Let's Solve

