LTI
Let's Solve

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.

Meet LTI

27,500+
Headcount

$1.3Bn
LTM revenue

63
Fortune 500 clients

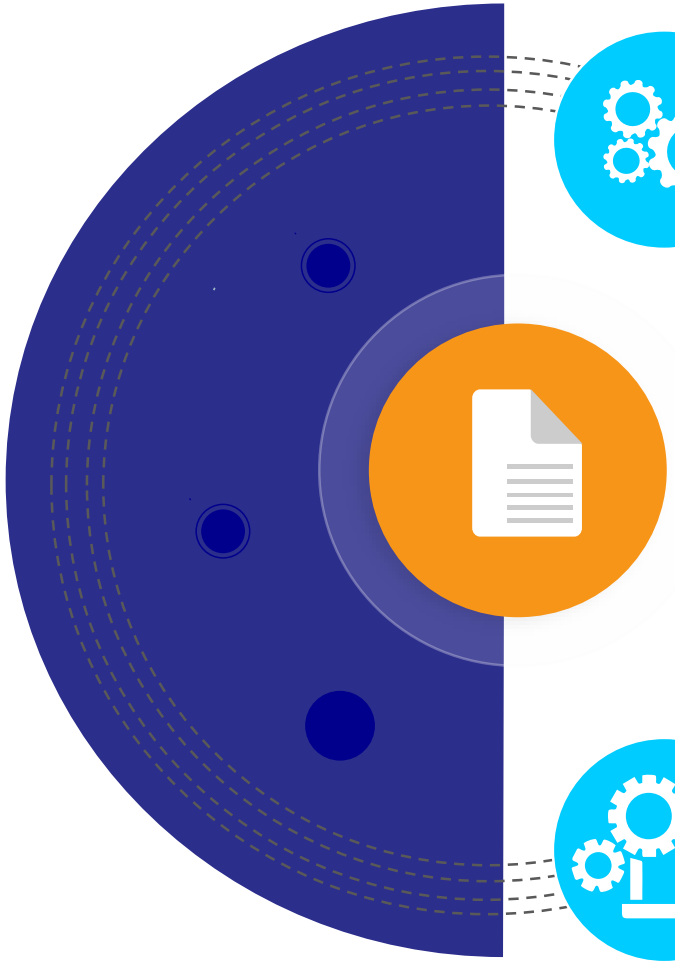
314
Active clients

6th
Largest Indian IT services company

25
Delivery centers globally, with 49 sales offices

As of Dec 2018

Industry focus and Deep domain knowledge



Energy & Manufacturing

- Energy & Utilities
- Process Manufacturing
- Industrial Manufacturing
- Engineering & Construction
- Automotive & Aerospace

- Pipeline integrity
- Plant Early Warning System
- Terminal automation system
- Digital Oil Fields Framework

26.1%

Insurance

- Insurance
- Healthcare

- Agency Point, iAdvise
- HIPAA EDI 4010 to EDI 5010
- AccuRUSi, iCEOn
- Connected Insurance

18.0%

Banking

- Banking
- Financial Services

- Sentimental analytics
- Temenos Suite
- Unitrax, Wealthlink
- Predictive data mining

29.9%

Consumer, Media & Technology

- Media & Entertainment
- High-Tech
- Pharma
- Retail & CPG

- Scriptor, Digital Vault
- Serialization, Track & Trace
- Wafer map analysis
- Smart Media Controller

25.9%

Enviable 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

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

Strategy-on-a-page

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

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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

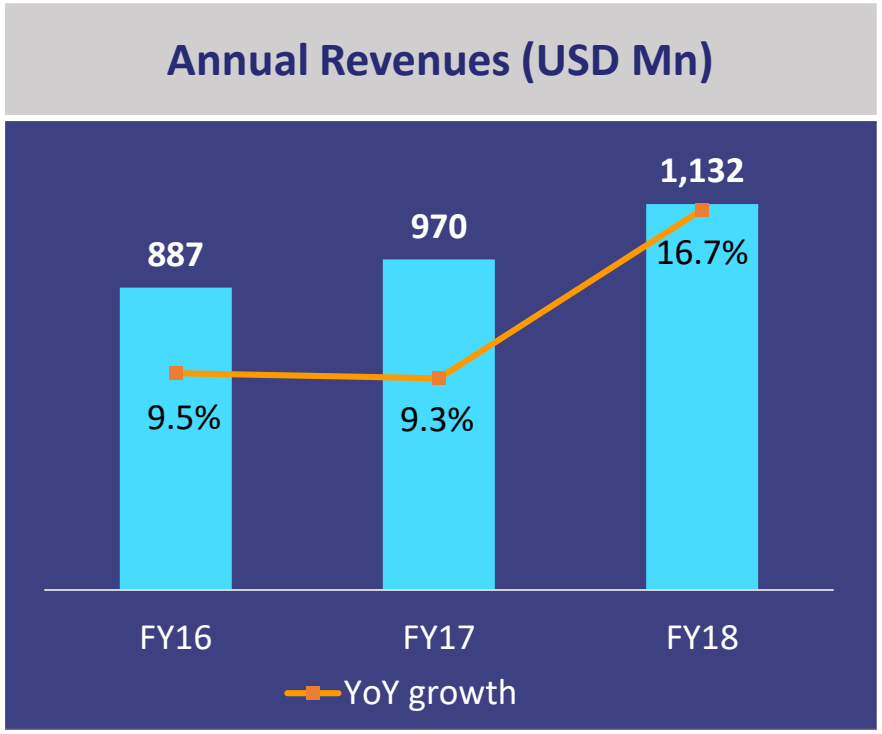
Fortune 100 Consumer & Pharma giant

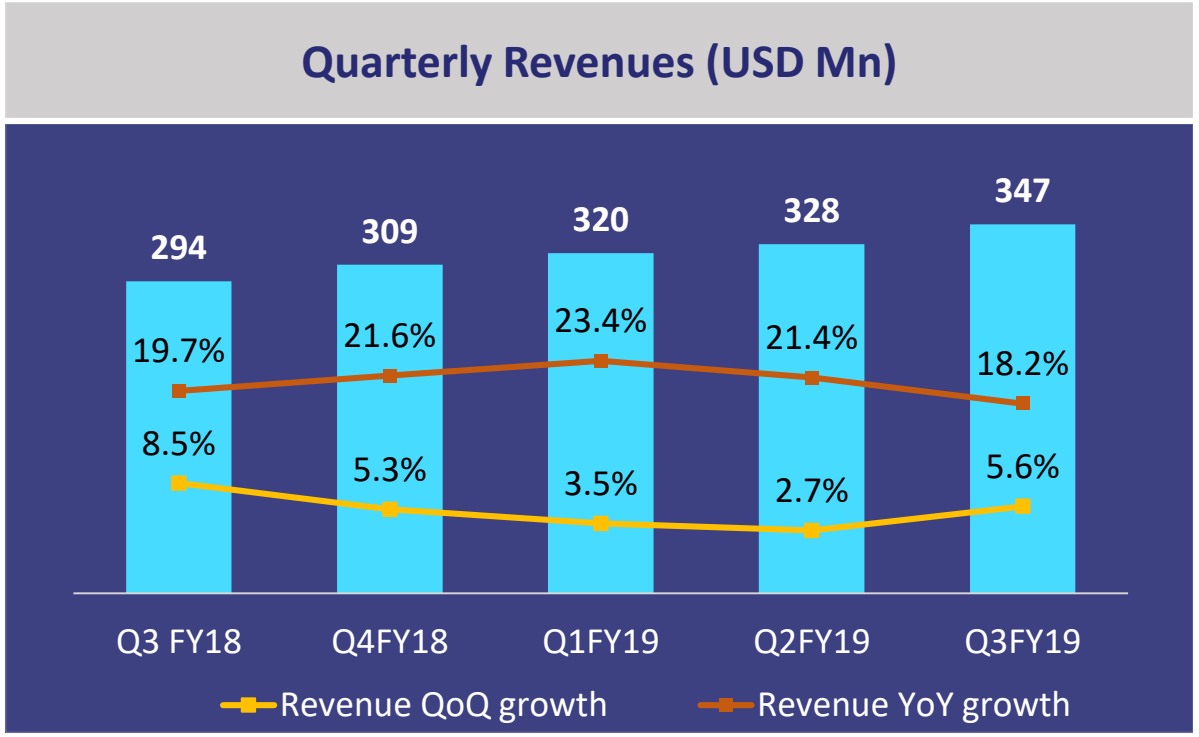
Multi-year engagement on ERP, Data and Analytics based on AI and automation

ExxonMobil

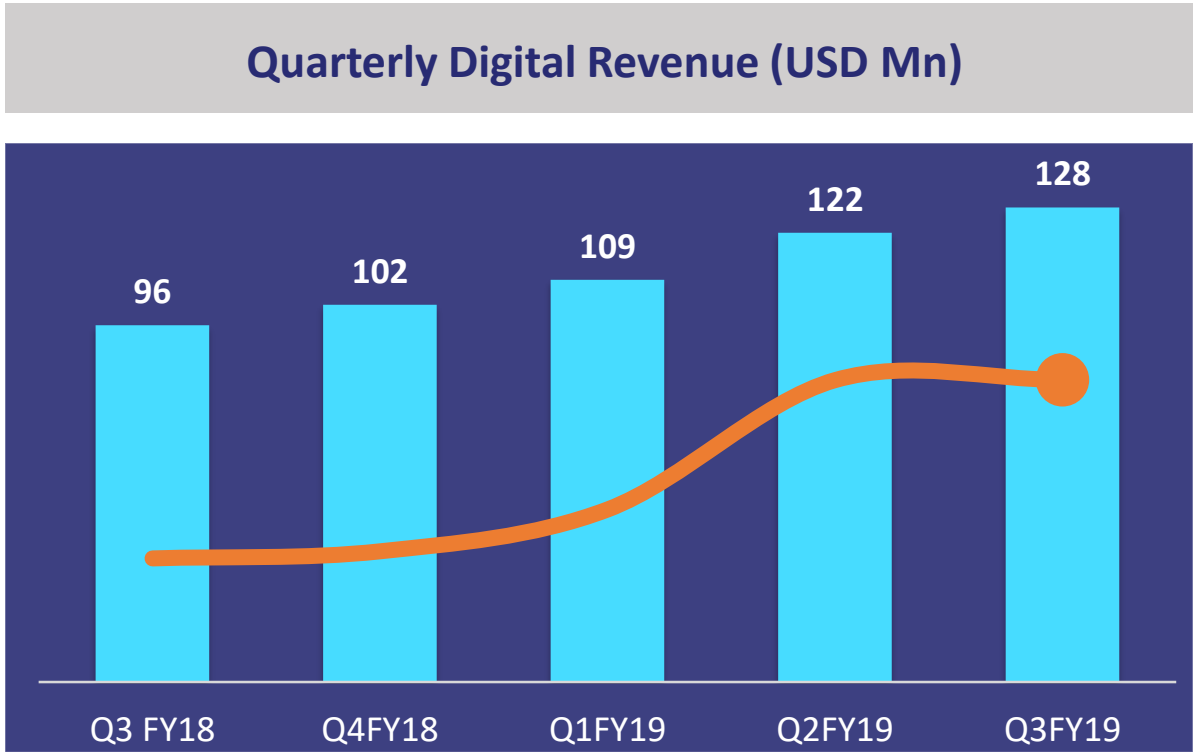
Digitizing Geoscience content using MOSAIC for maximizing asset utilization and reduce total cost of ownership

Consistently delivering industry leading revenue growth





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



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

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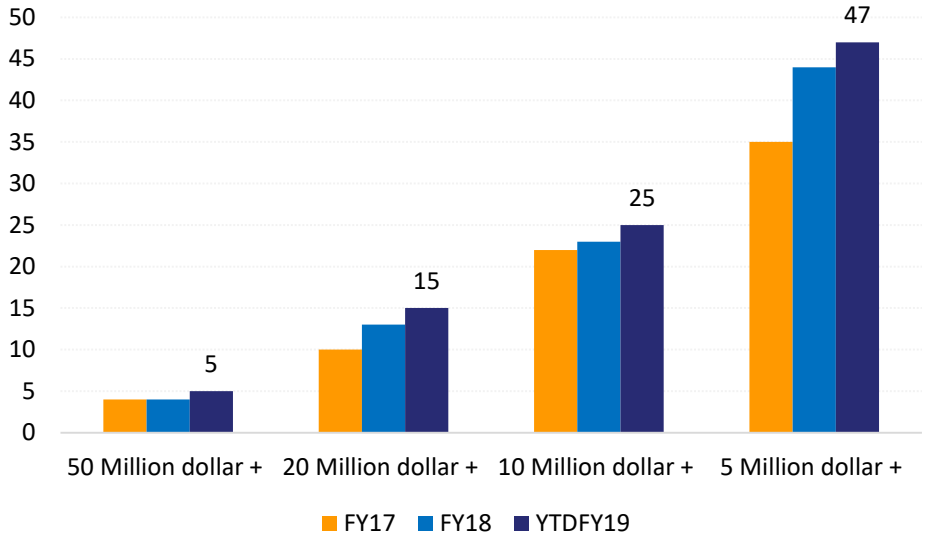
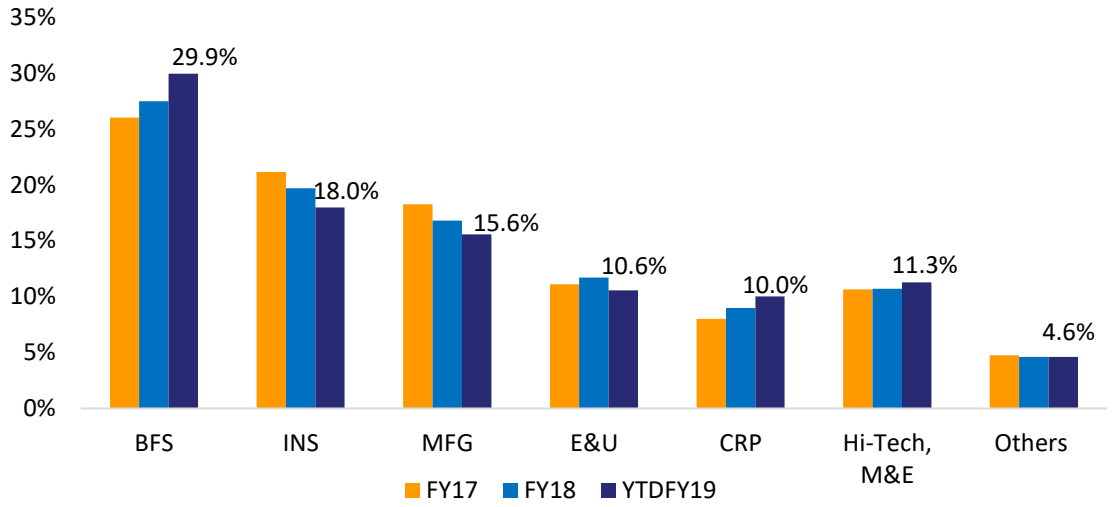
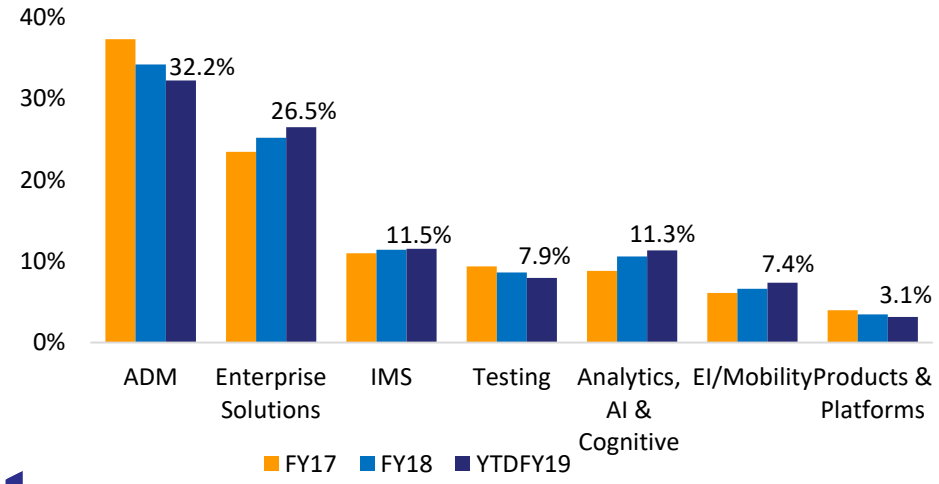
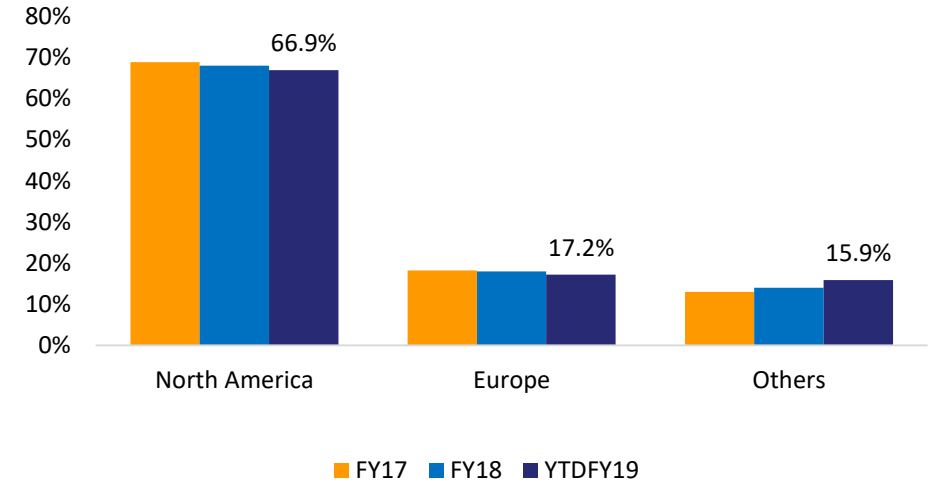
Well diversified portfolio

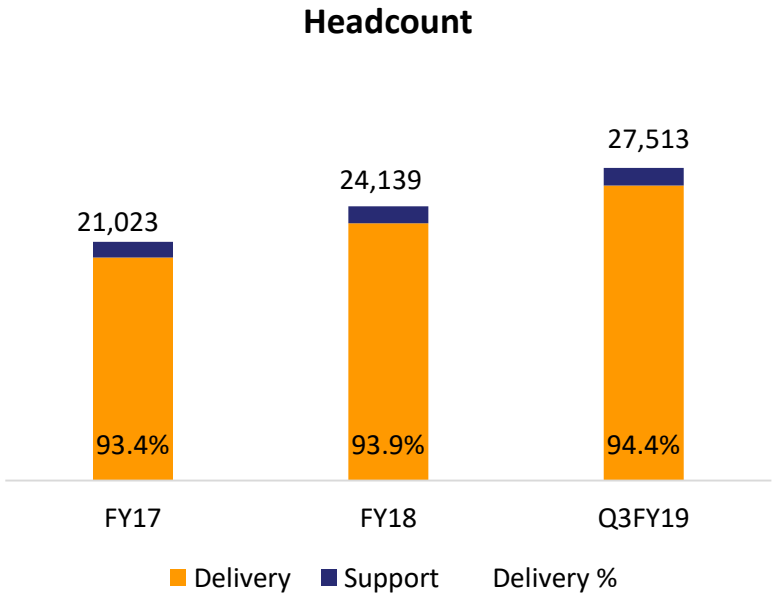


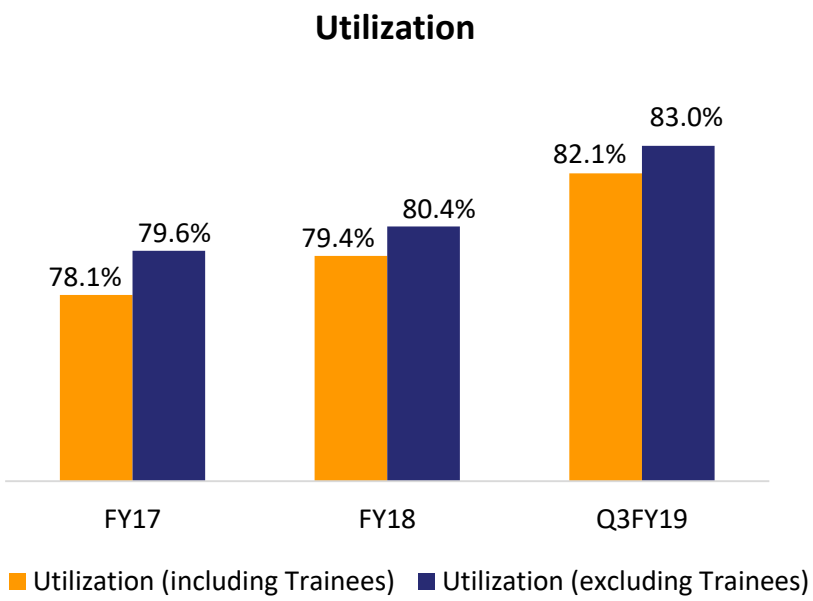


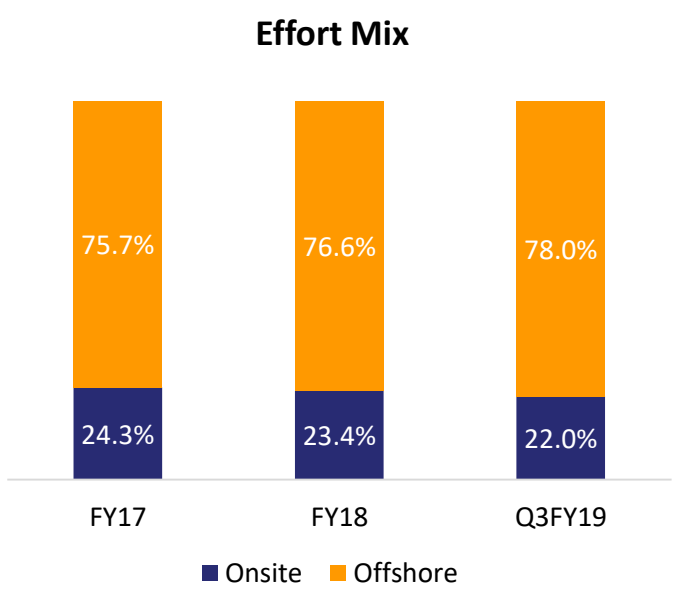


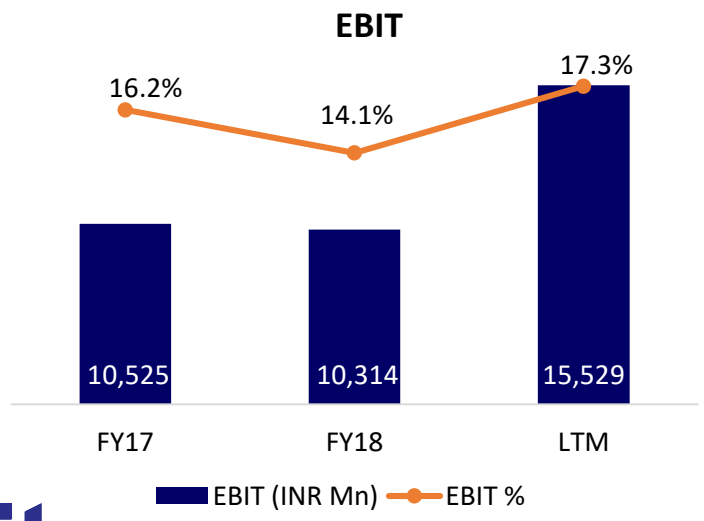


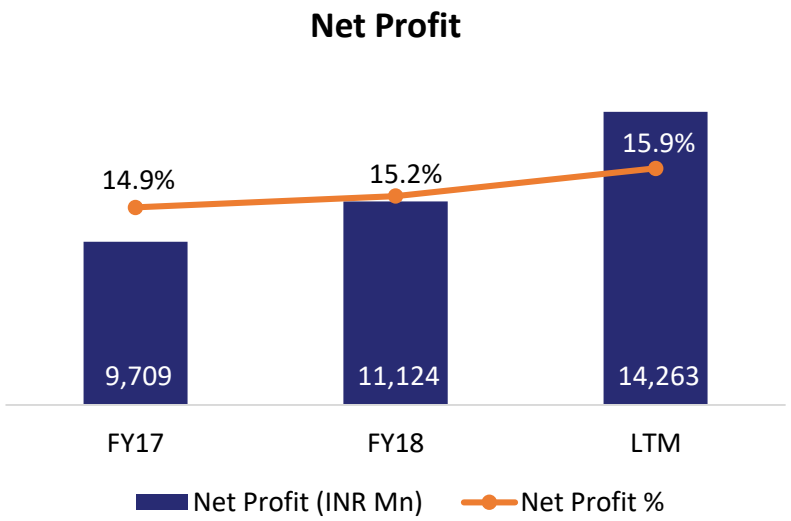
Operational Excellence leading to Healthy Financial Performance

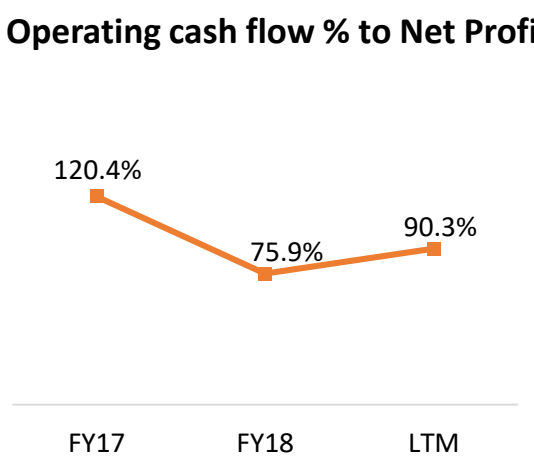












Note: Latest operational metrics for Q3FY19 and financial metrics for LTM

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