

LTI 2.0 - Pioneering Solutions in a Converging World

Investor Presentation

May 2017



A Larsen & Toubro
Group Company

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. L&T Infotech does not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.

We are an Innovation Partner to the world's leading brands

Japanese Auto Manufacturer – Driving Agility in R&D by leveraging Telematics Data via Connected Cars



Digital India – Building 360 degree view of Tax Payer leveraging Semantic Web & Tax Data



Global CPG Major- Disruptive Digital Ideas, Demand Sensing Solution



World's largest financial institution – Customer Data Analytics for AML, Cross-Sell and Upsell via Customer 360



Global Bank – Intelligent automation in financial crime customer due-diligence leveraging AI



Global Manufacturing Company – Replace Shared Services Support Agents with AI Chat Bots



Unitrax – L&T Infotech's market-leading SaaS-based transfer agency product

Best suited to deliver **Outcomes** that clients are seeking

- Rich, real-world expertise
- Engineering mindset
- An enviable client list
- Ecosystem of partners



Meet LTI

6th

Largest Indian IT services company
(NASSCOM ranking 2016)

264

Active clients
(as of Mar 2017)

23

Delivery centers globally,
with 43 sales offices
(as of May 2017)

\$970+_{Mn}

LTM revenues

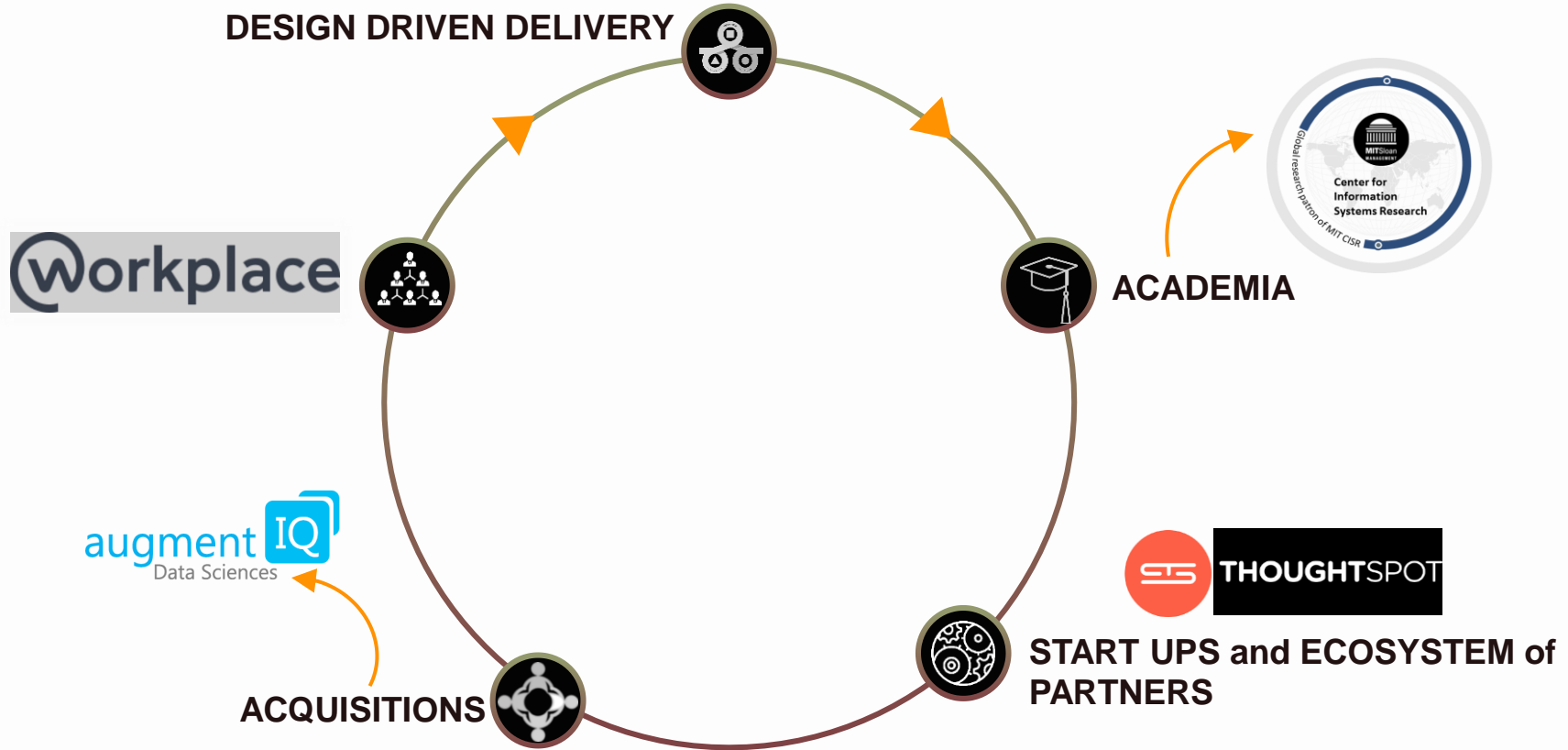
52

Fortune 500 clients
(as of Mar 2017)

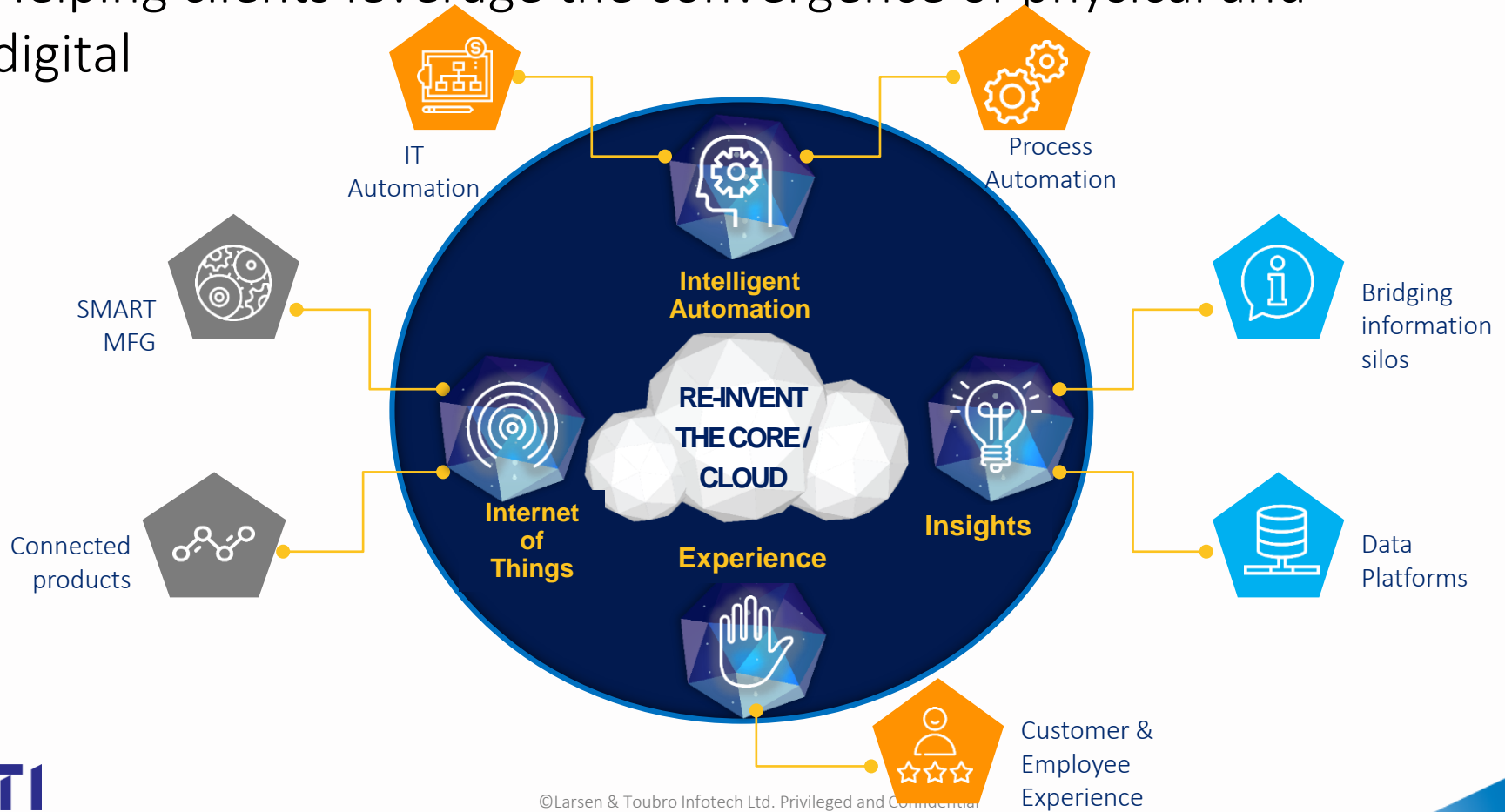
21,000+

Headcount
(as of Mar 2017)

Our Innoways of working



Helping clients leverage the convergence of physical and digital



MOSAIC™

Accelerating Digital Transformation



MOSAIC™
THINGS
Intelligent
Devices



MOSAIC™
AUTOMATION
Smarter
Execution



MOSAIC™
DECISION SCIENCE
Impactful
Decision-Making



MOSAIC™
EXPERIENCE
Unmatched Customer
Experience



MOSAIC™
**ARTIFICIAL
INTELLIGENCE**
Reinvent
Problem-Solving

MOSAIC ACADEMY

LTI 2.0 : Blueprint ... Differentiate to grow



Making Rapid Progress

Accelerated momentum in large deal wins

- Awarded Project Insight by CBDT
- Infrastructure operations and transformation engagement for an international institution
- A Fortune 10 energy corporation selected LTI for upstream applications portfolio management
- ERP transformation-on-the-cloud for a French transnational company with operations in more than 40 countries

Recent Partnerships

Pegasystems	AWS
Coupa	Duckcreek
GE Digital	Nutanix

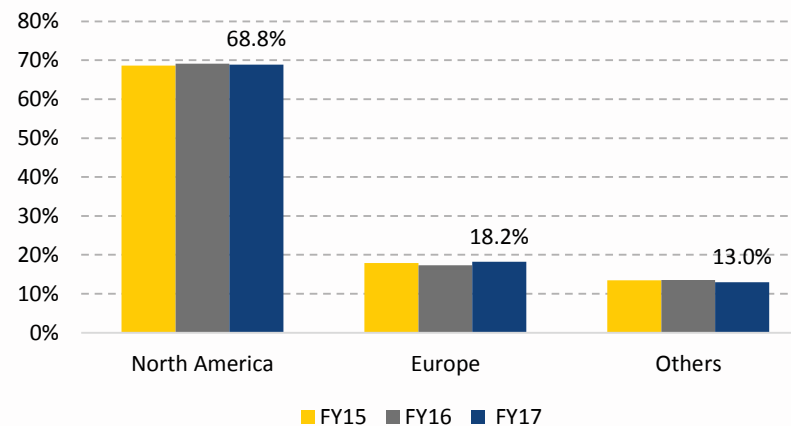
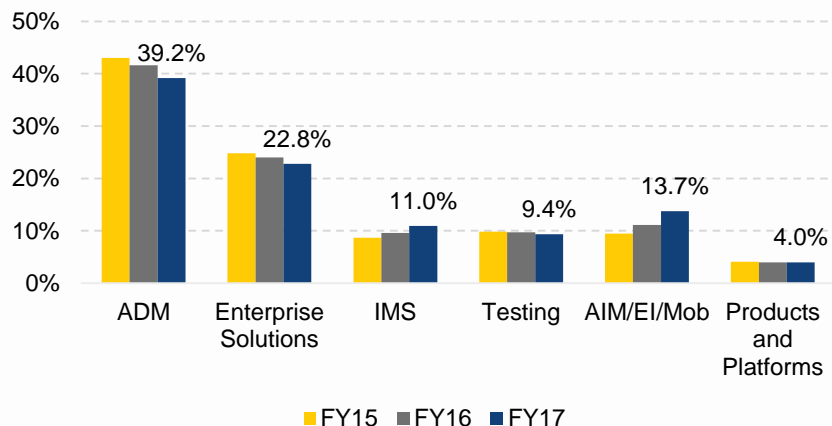
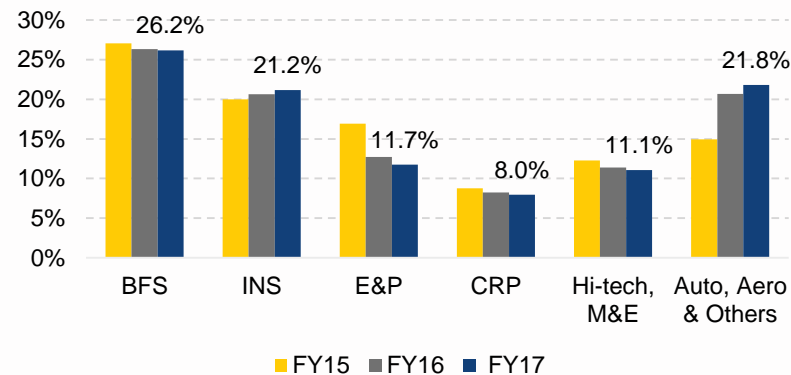
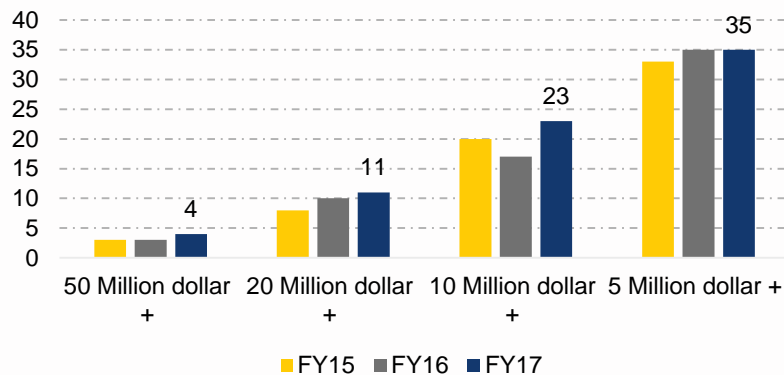
Acquisitions



Illustrative Engagements

- | | |
|--|---|
| • Next generation shared services | • IoT led Predictive maintenance |
| • Design thinking led oral care product innovation | • Business Process Transformation through RPA |

Well diversified portfolio





Financials

Highlights – Q4FY17

Q4FY17 Q3FY17 Q4FY16

Revenue
(\$ Mn)



Revenue Growth of 3.6% Q-o-Q; 2.4% CC

EBIT (INR Mn)



Q4FY17 EBIT at 18.9%, up by 110 bps Q-o-Q

PAT (INR Mn)

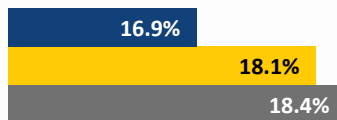


Q4FY17 PAT at 14.7% up by 30 bps Q-o-Q

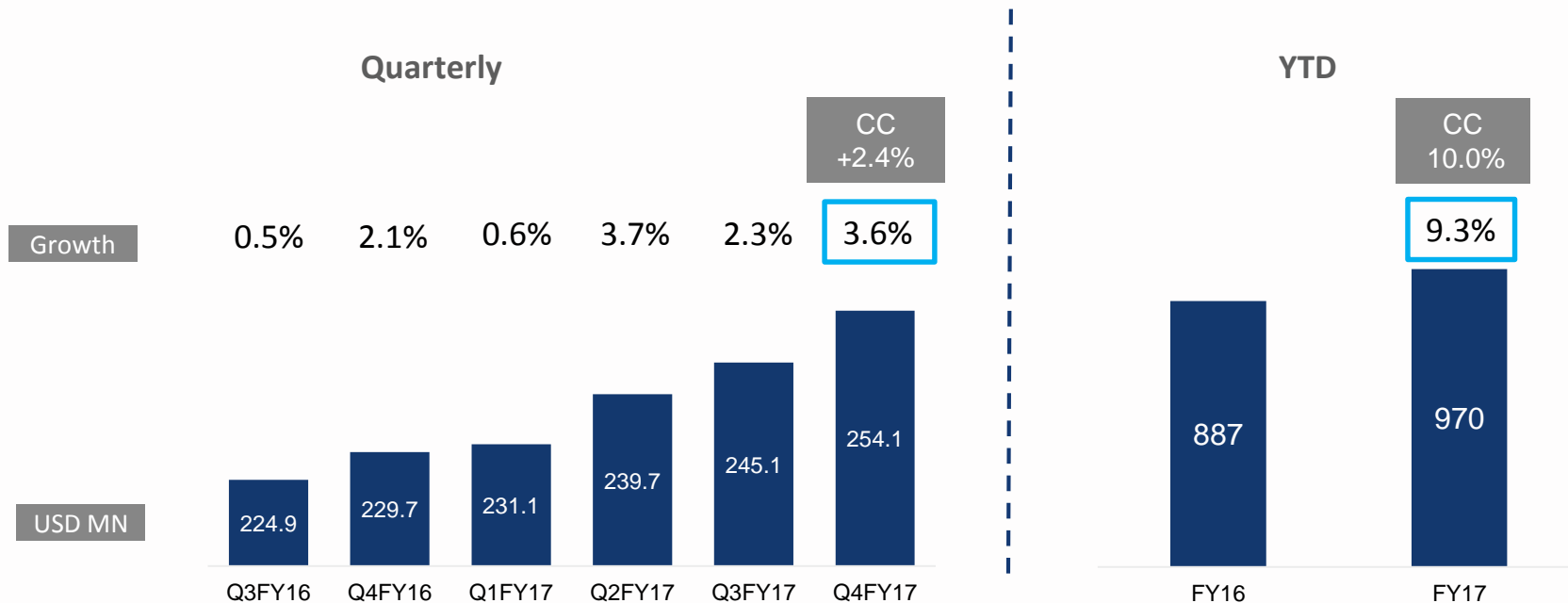
Utilization
(Excl. Trainees)



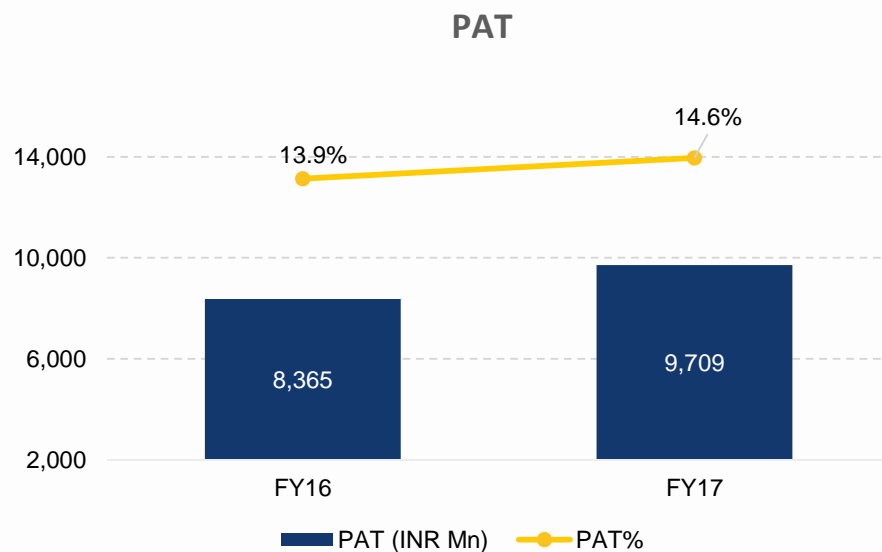
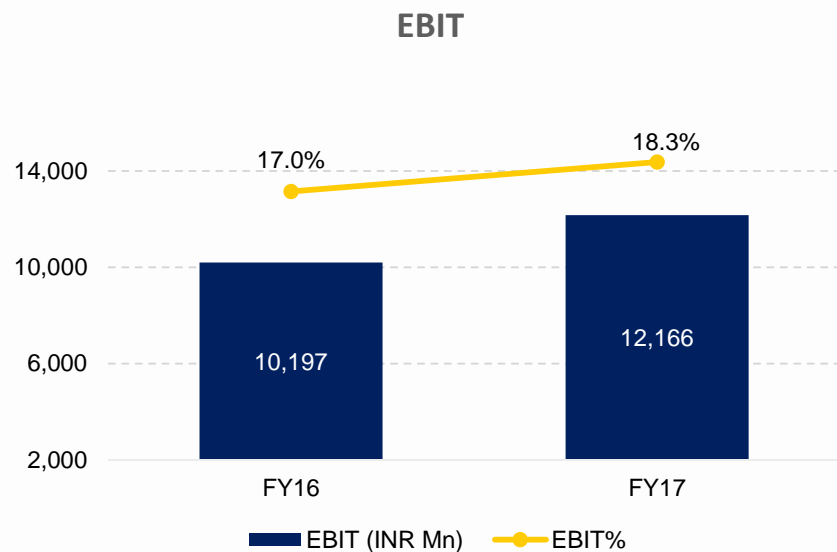
Attrition
(LTM)



Robust Revenue Growth...



...with improved Profitability



In Summary

- + Strong Parentage and Brand Equity of L&T
- + Consistent Financial Performance
- + Extensive Portfolio of IT Services and Solutions
- + Conducive Work Environment to Attract and Retain Talent
- + Strong Management Culture
- + Global Presence
- + Deep Client Relationships
- + Strong domain focus enabling Business to IT Connect

