



Amplifying Outcomes

Investor Presentation

June 2018



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

24,000+

Headcount

\$1.13Bn

FY18 revenue

59

Fortune 500 clients

300

Active clients

6th

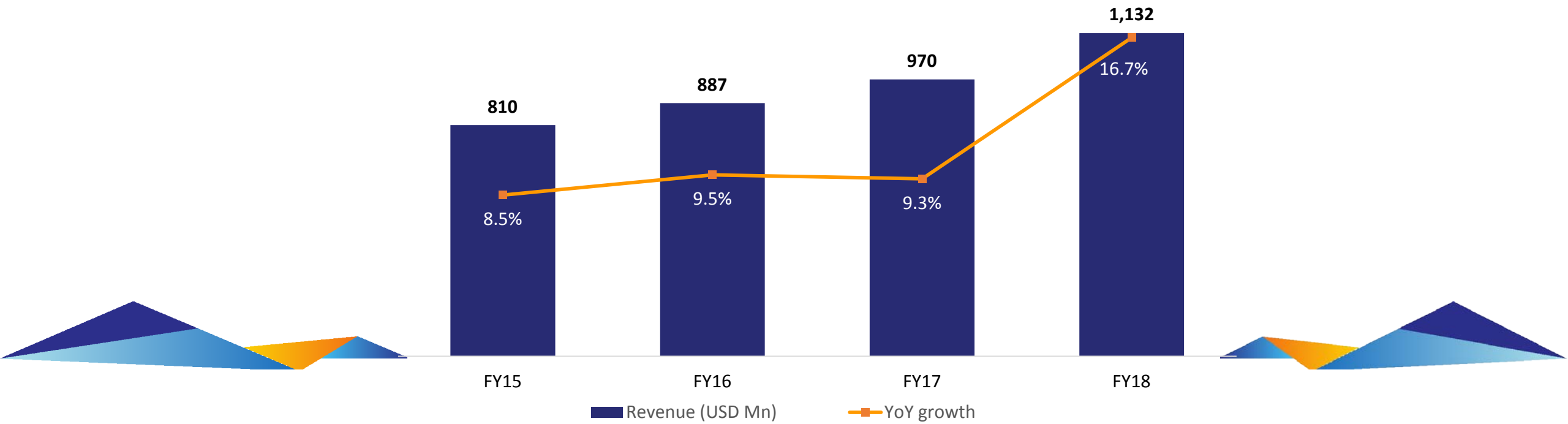
Largest Indian IT services
company

23

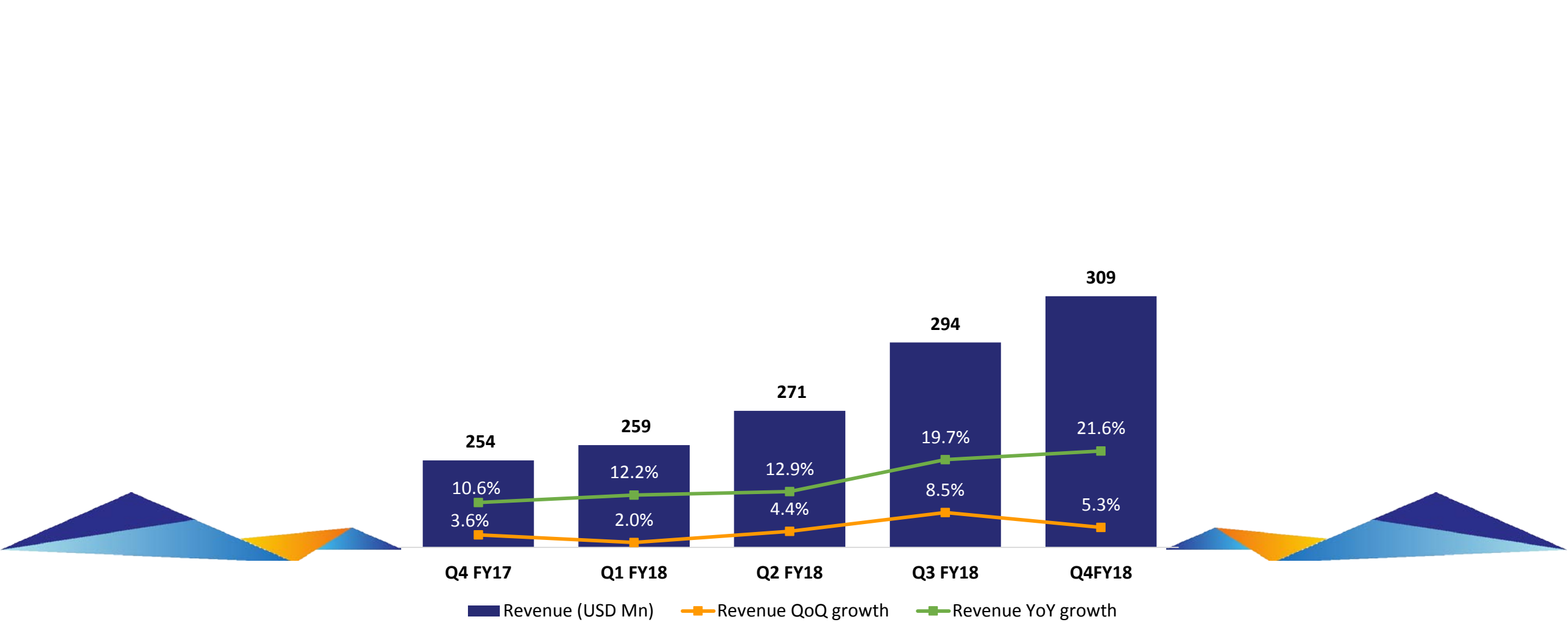
Delivery centers globally,
with 44 sales offices

As of March 2018

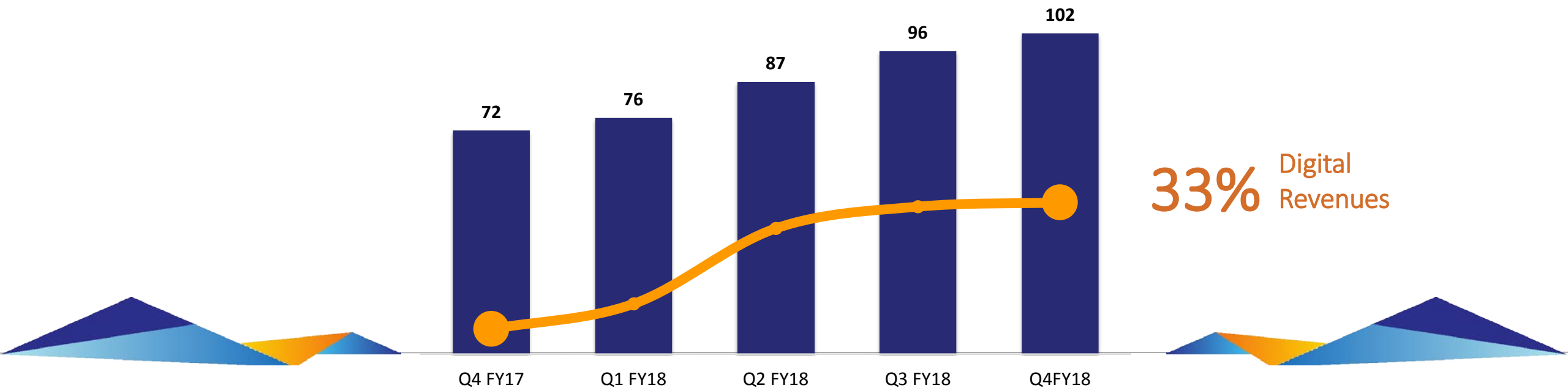
Consistently delivering industry leading revenue growth



Predictable quarterly performance



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



Enabling new business models

Enabling revenue growth

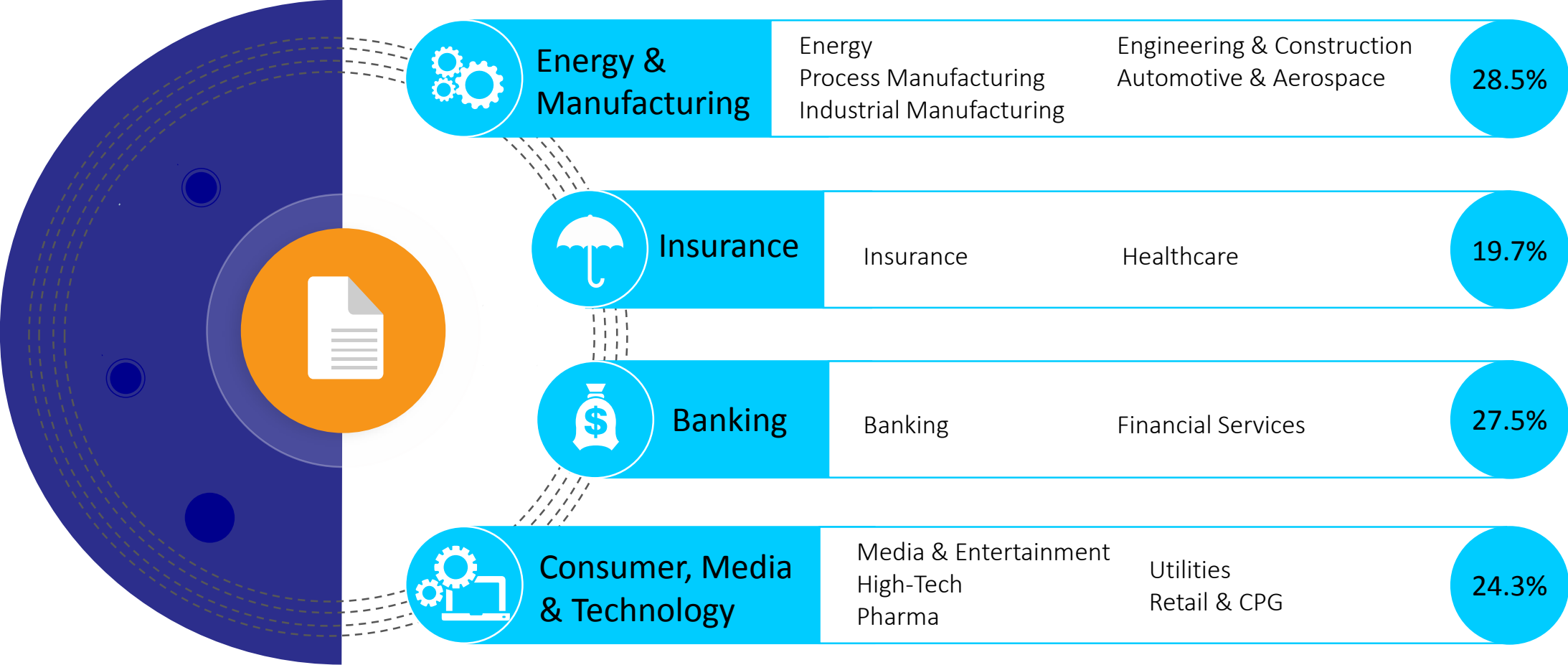
Transformed experience - customers, partners, employees

Next gen operations

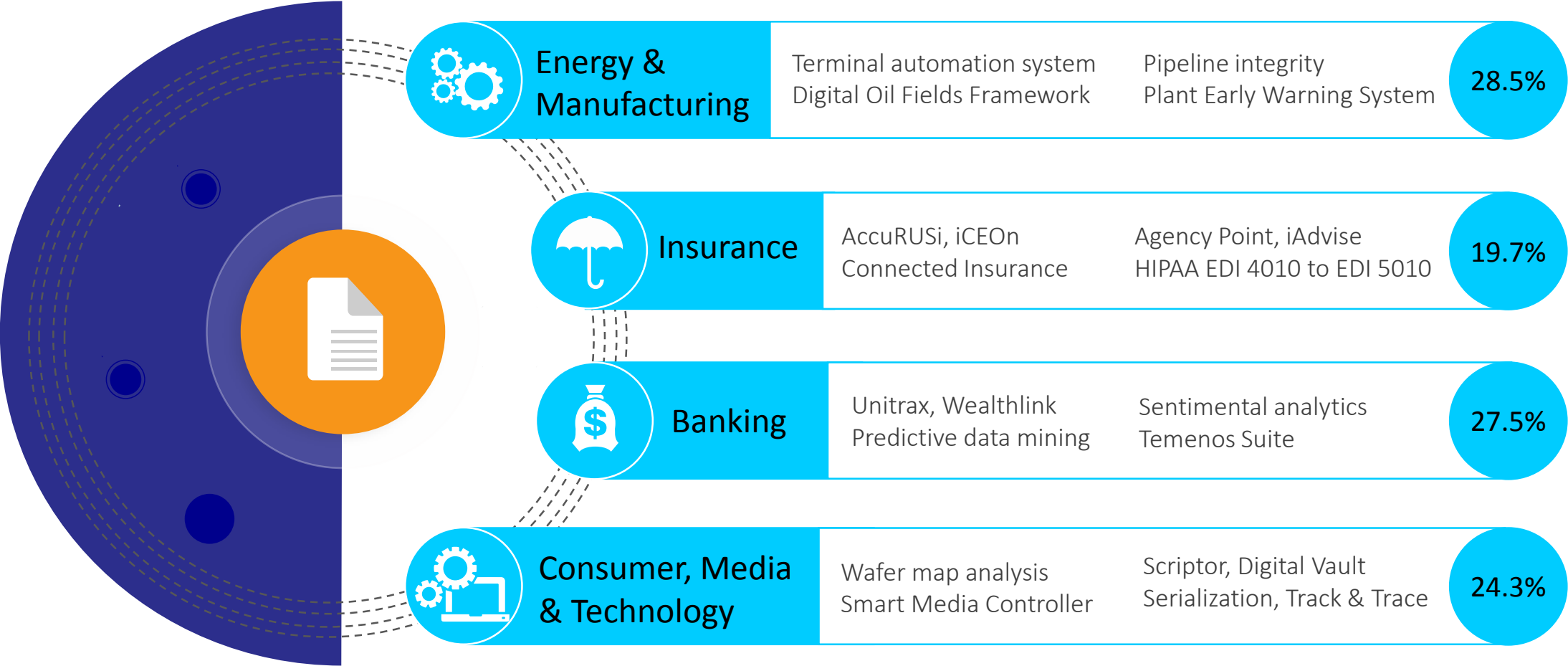
Enviably client profile

\$100 Million +	1	US based global bank
\$50 Million +	4	Large P&C insurer A professional services giant Global O&G major
\$20 Million +	13	EU based reinsurer African bank Big M&E company Nordic bank
\$10 Million +	23	Manufacturing giant Large cement company CPG giant US based O&G
\$5 Million +	44	European shipping major French utility US based CPG 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

An overhead view of three business professionals in a meeting. Two men and one woman are seated in black circular armchairs around a small white round table. The man on the left is shaking hands with the man on the right. The woman on the right is gesturing with her hands. A laptop and some papers are on the table. The floor is made of large grey tiles.

We're winning

Leading African Bank

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

A financial organization

End-to-end managed infrastructure engagement

A cosmetics leader

New European client for automation-led SAP AMS

ExxonMobil

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

\$300 Mn+ TCV in 6 quarters

Recent partnerships & acquisitions

AWS

Azure

Cisco

Duck Creek

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



Focus &
Micro-segmentation

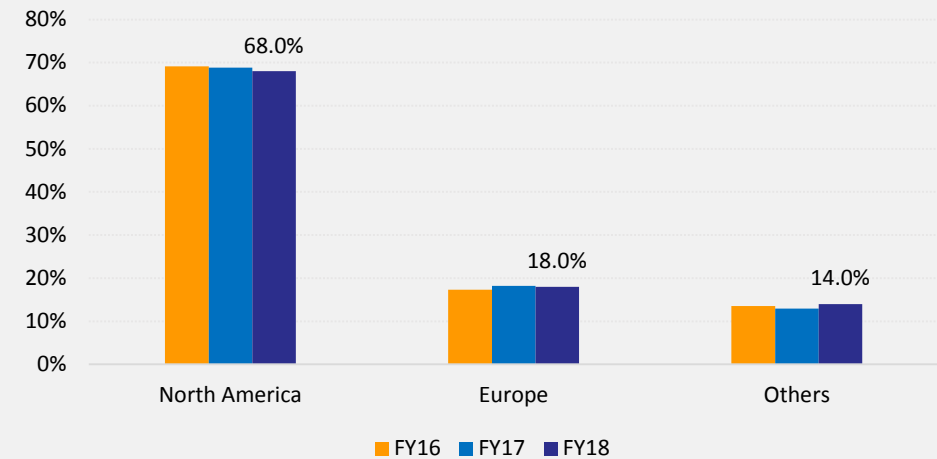
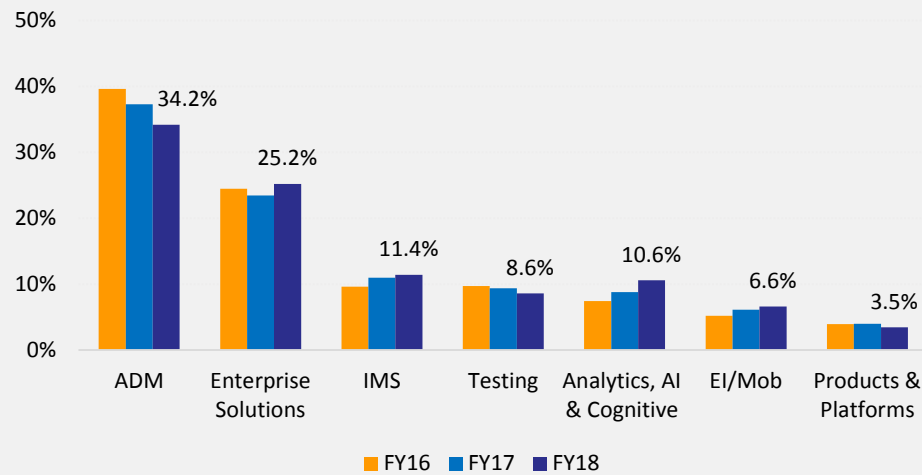
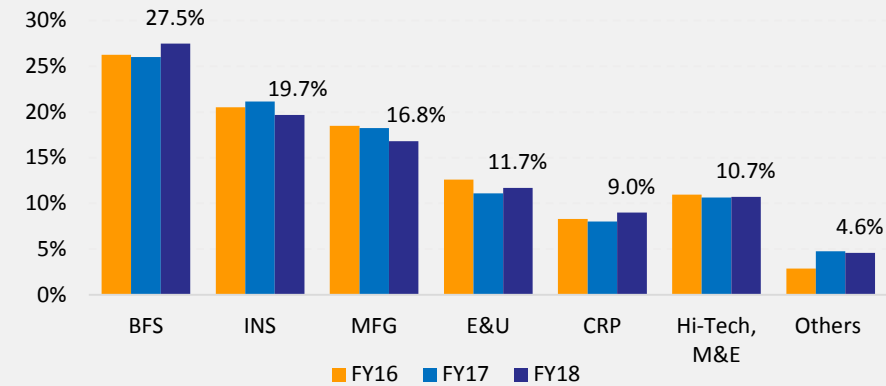
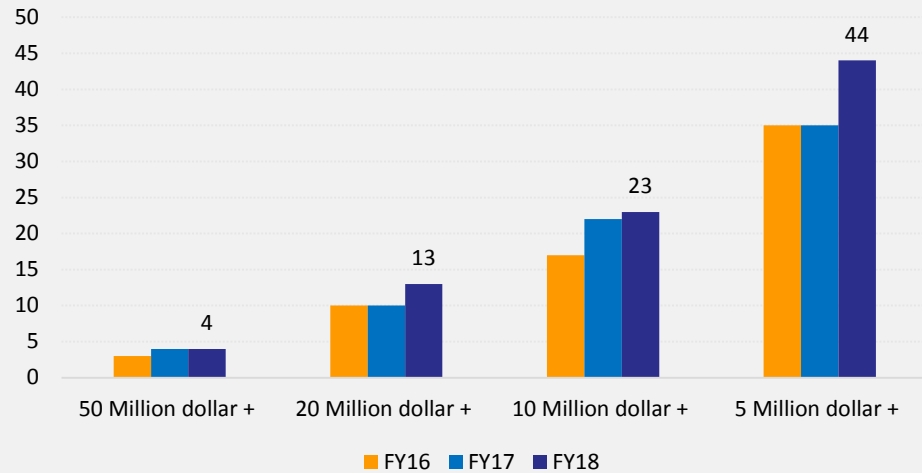


The
Winning Team



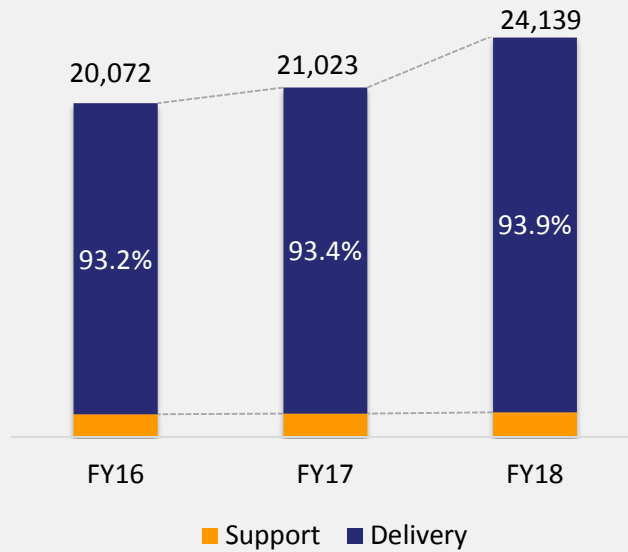
Amplifying
outcomes

Well diversified portfolio

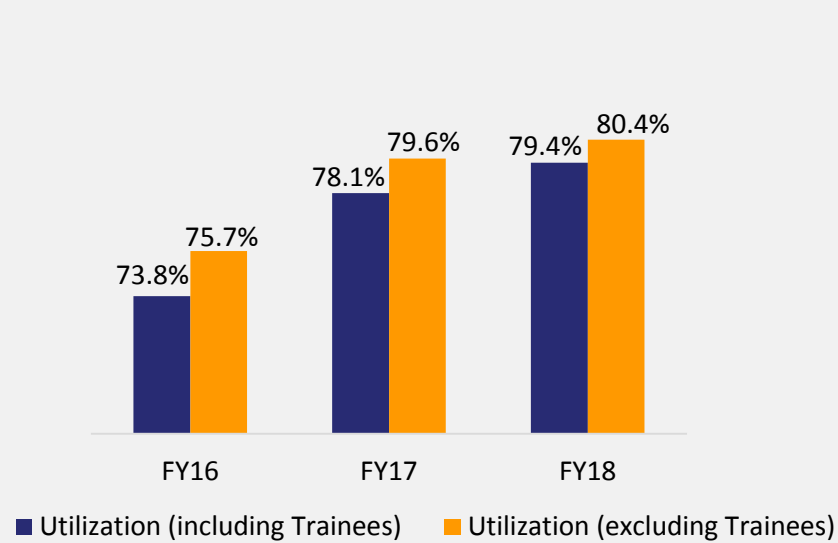


Operational Excellence leading to Healthy Financial Performance

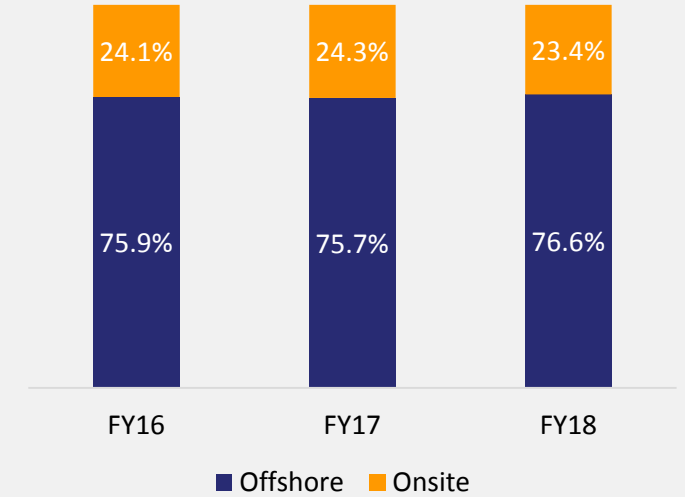
Headcount



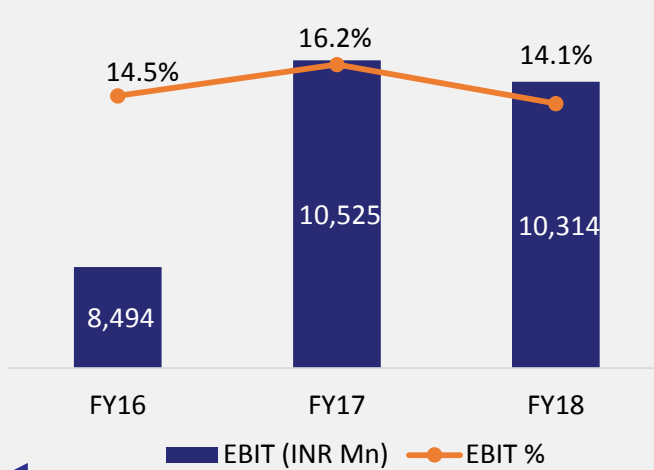
Utilization



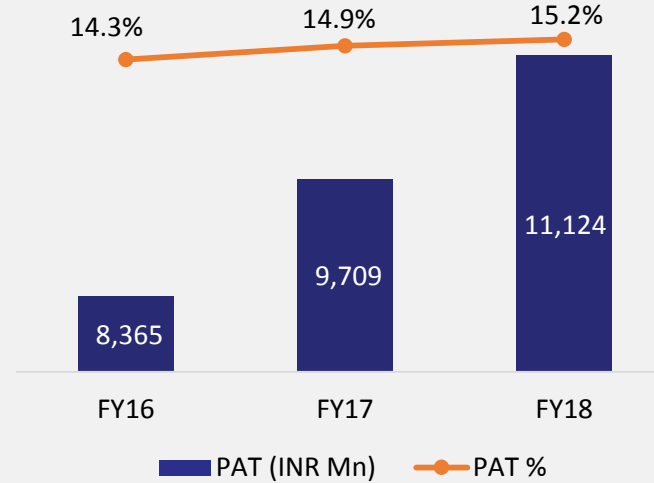
Effort Mix



EBIT



Net Profit



Operating cash flow % to Net Profit

