

Amplifying Outcomes

Investor Presentation

May 2019



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.

28,000+

Headcount

\$1.3Bn

LTM revenue

66

Fortune 500 clients

343

Active clients

6th

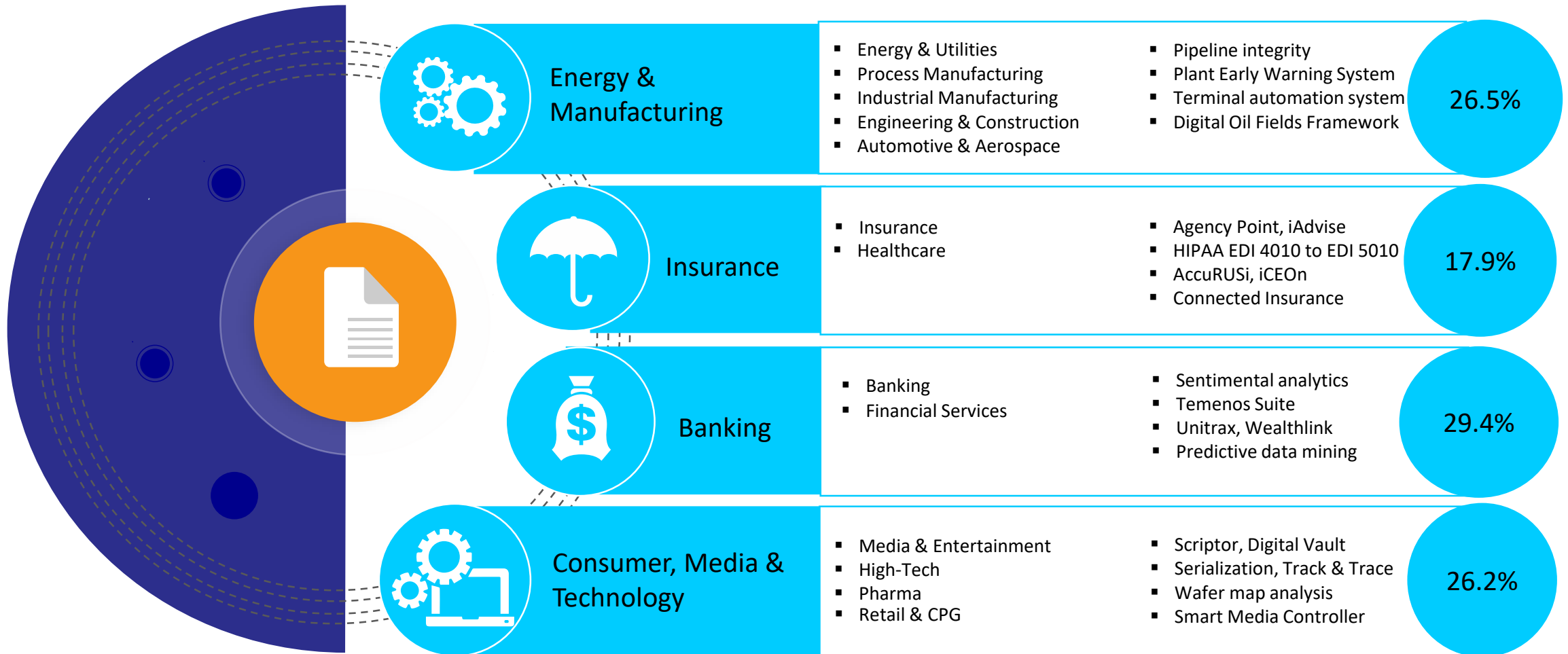
Largest Indian IT services
company

29

Delivery centres globally,
with 59 sales offices

As of March 2019

Industry focus and Deep domain knowledge



Enviably client profile

\$100 Million +	1	US based global bank
\$50 Million +	5	Large P&C insurer African bank Global O&G major
\$20 Million +	17	EU based reinsurer Global tech giant Big M&E company Nordic bank
\$10 Million +	26	French utility US pharma major CPG giant US tech major
\$5 Million +	49	Large manufacturer US based M&E company European bank



Digital Disruptions led by... A world of new technologies



A word cloud of digital technologies. The words are arranged in a cluster, with 'automation' and 'cognitive' being the largest and most prominent. Other words include 'digital', 'cloud', 'cybersecurity', 'transformation', 'data', 'cybersecurity', 'ar', 'cloud', 'drones', 'platform', 'iaas', 'blockchain', 'vr', 'cognitive', 'fintech', 'social ui', 'mobile', 'iot', 'rpa', 'chatbots', 'engineering', 'analytics', 'ux', 'bitcoin', 'insuretech', and 'saas'. The words are in various shades of orange and white.



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

N+P
Ruletronics
Syncordis
AugmentIQ

Partnerships

Temenos
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



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



AI



ML



Data




Automation



Cloud



IoT



We're winning

US based Global Engineering Giant

Multi-year, multi-million large deal for transforming the global application operations

Global Re-insurance Major

As a transformation partner, LTI to assist in modernizing the IT landscape

Nets

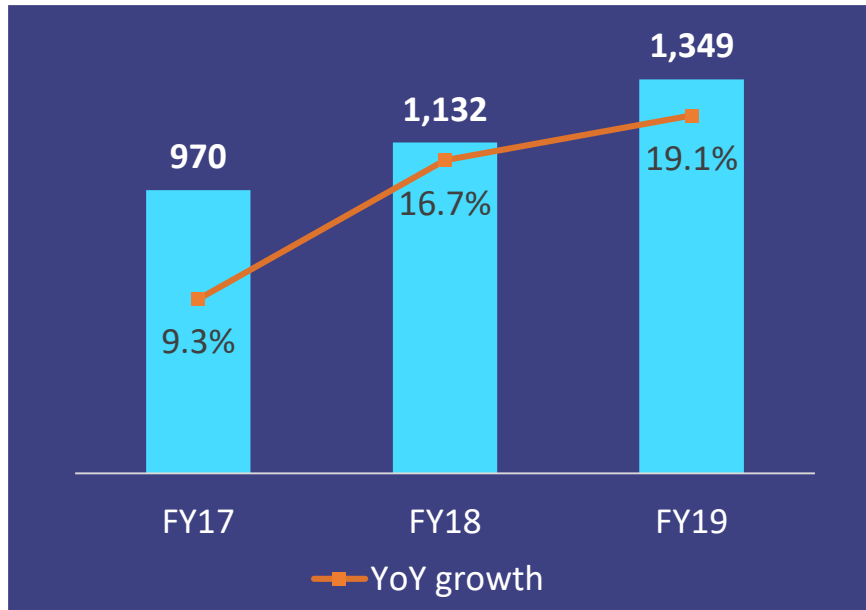
As primary IT partner of Nets, following vendor consolidation exercise, LTI to manage 100+ additional critical applications

Global Pharma Major

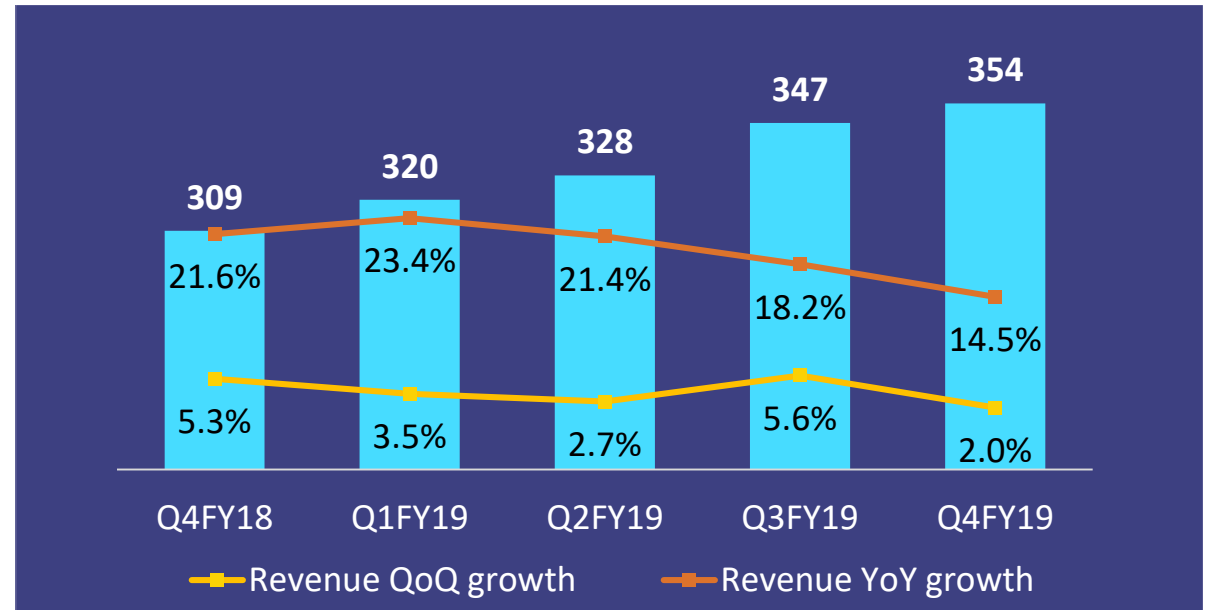
Multi-year, multi-million managed services deal to transform global manufacturing facilities using IoT

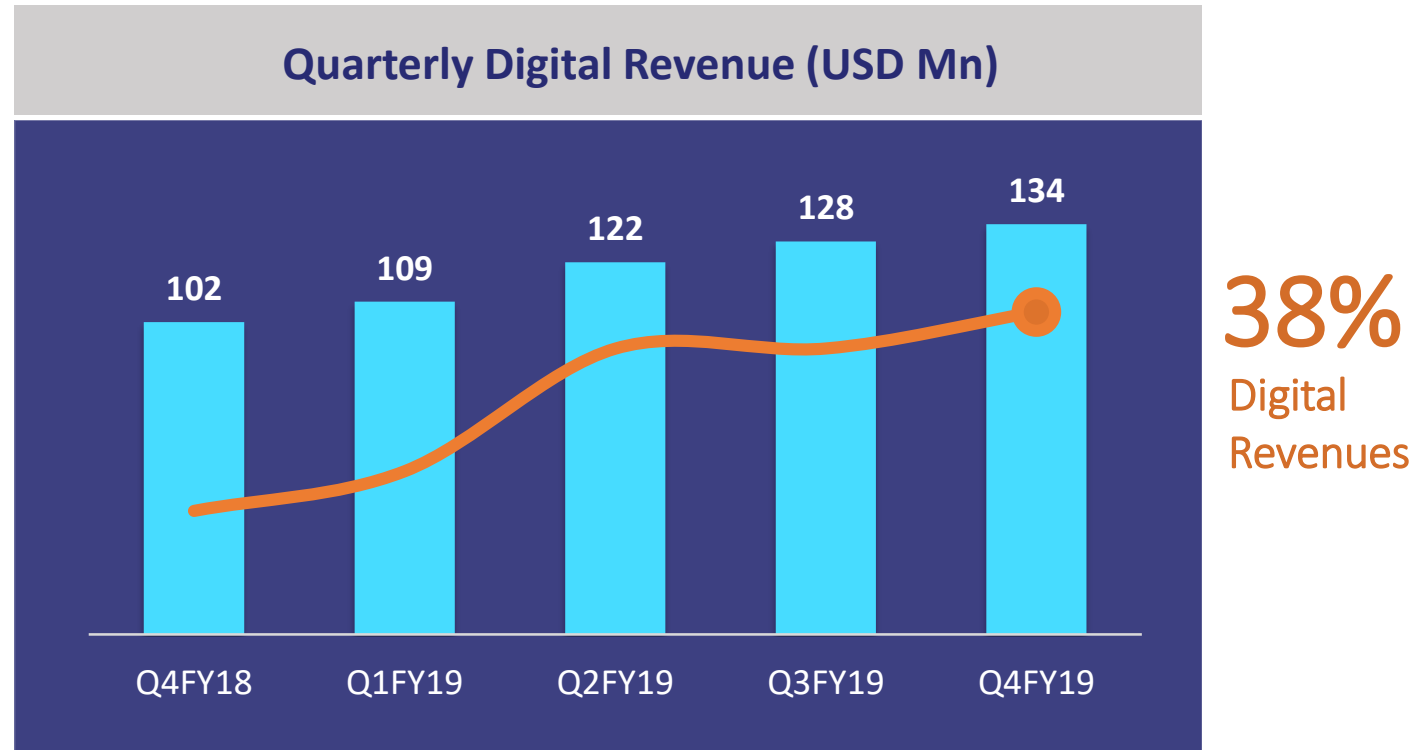
Consistently delivering industry leading revenue growth

Annual Revenues (USD Mn)



Quarterly Revenues (USD Mn)





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

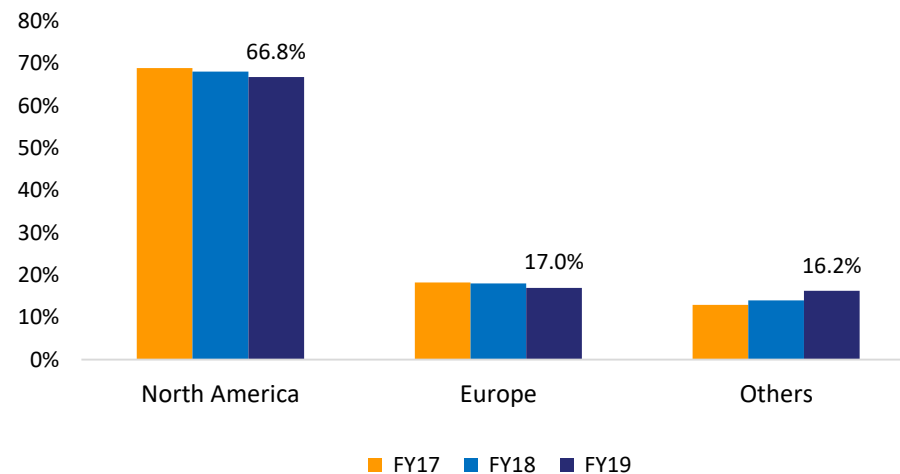
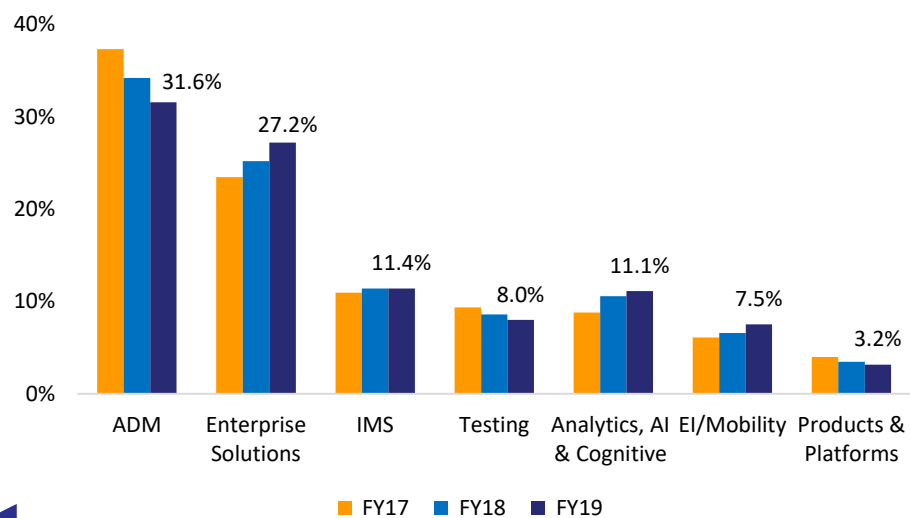
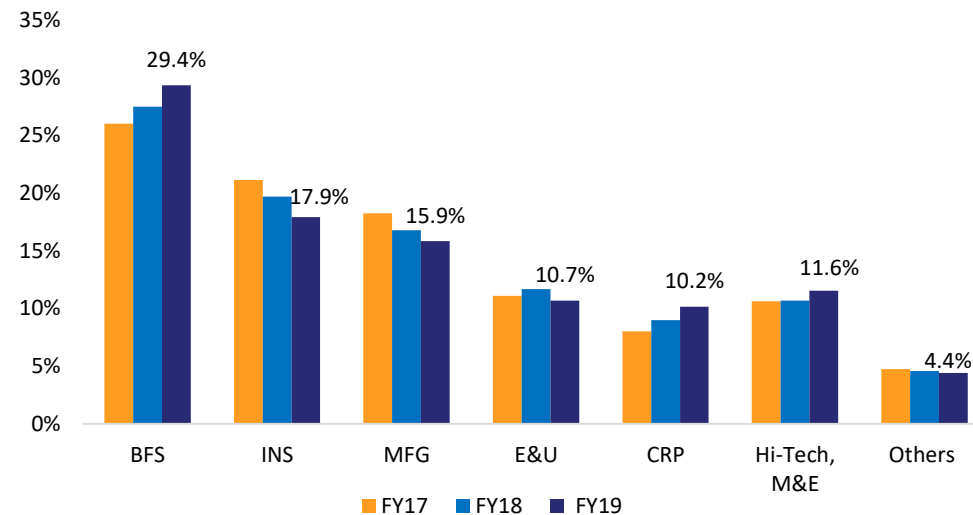
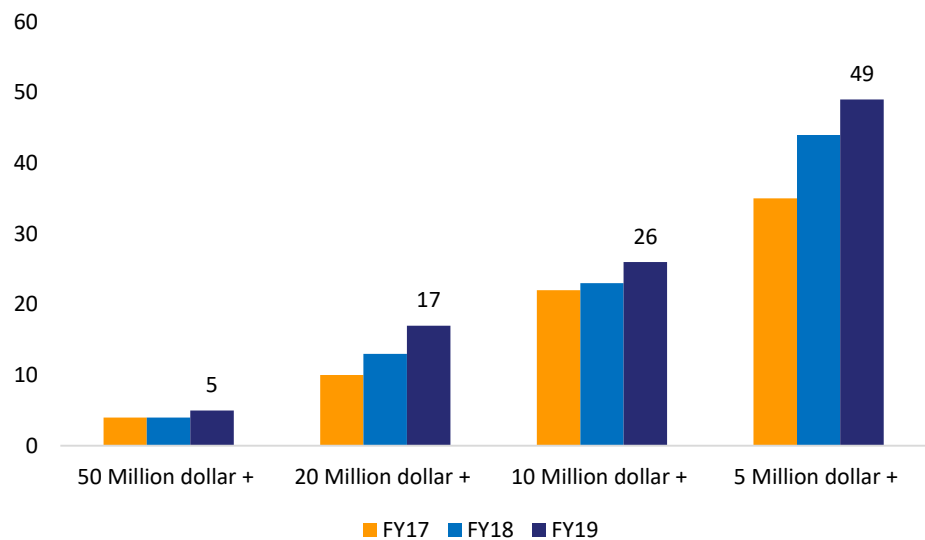
Amplified Outcomes

- Operate to Transform
- Data-driven organizations
- Experience Transformation
- Digitizing the core

Investments

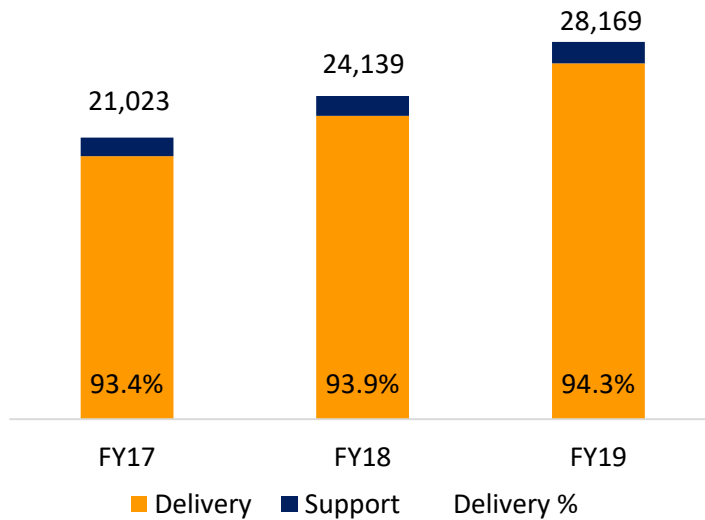
- Capabilities
- Acquisitions
- Platforms
- Talent

Well diversified portfolio

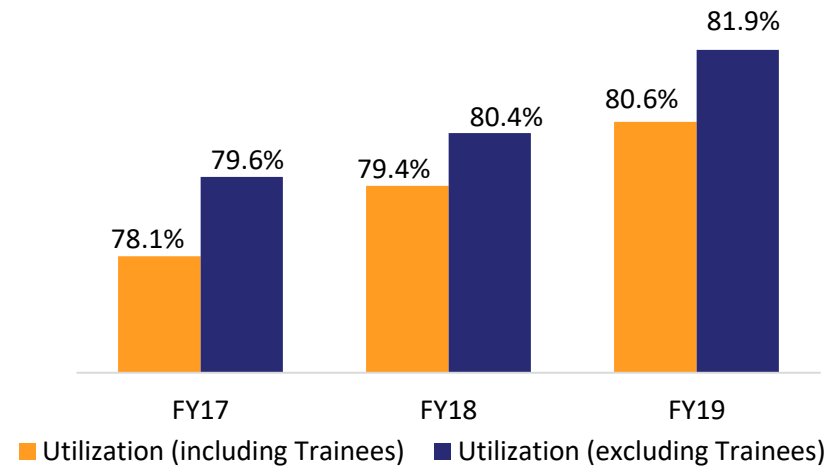


Operational Excellence leading to Healthy Financial Performance

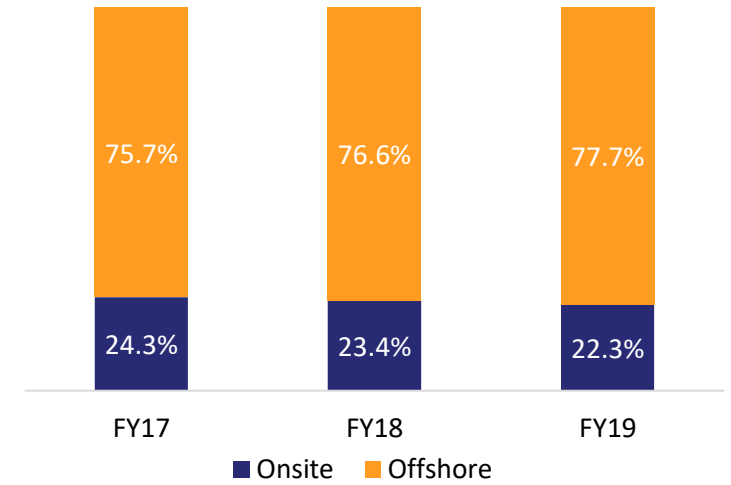
Headcount



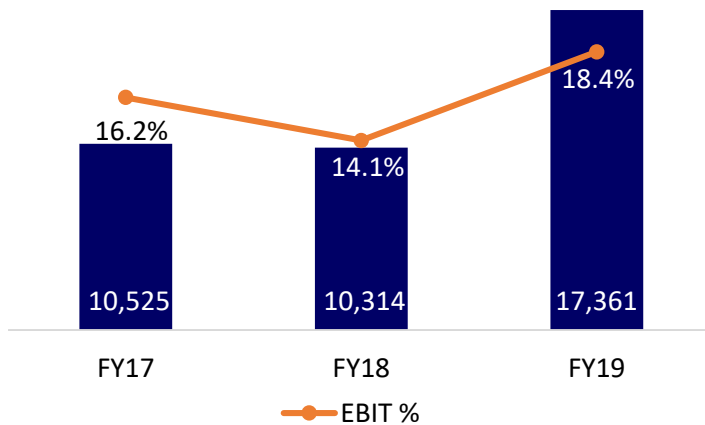
Utilization



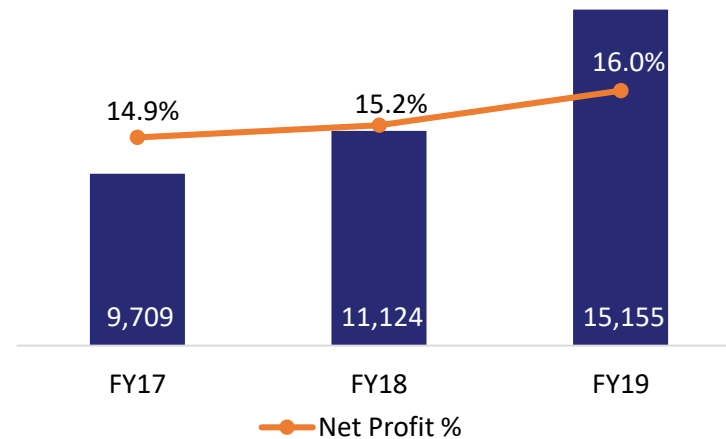
Effort Mix



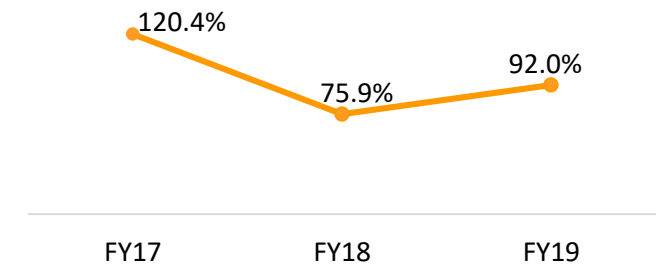
EBIT



Net Profit



Operating cash flow % to Net Profit



Let's Solve

