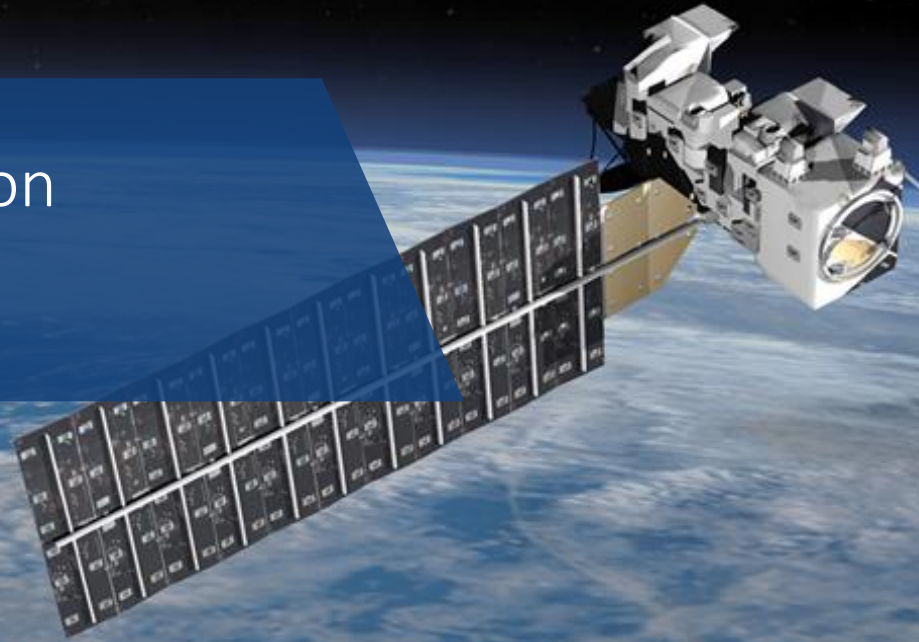


L&T Infotech - An Introduction

November 2016



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.

L&T Group - Our Problem Solving DNA

Larsen & Toubro is a USD 16 billion technology, engineering, construction, projects, manufacturing and financial services conglomerate, with global operations.



75+ years of
experience



Widely
respected
corporation



Deep global
relationships



High corporate
governance
standards

Meet Larsen & Toubro Infotech



6th Largest Indian IT services company
(NASSCOM ranking 2015)

23 Delivery centers globally, with 43 sales offices
(as of Nov 2016)

51 Fortune 500 clients
(as of Sept 2016)

259 Active clients
(as of Sept 2016)

\$887+ Mn FY 2016

19,000+ Employees
(as of Sept 2016)

LTI 2.0 : Blueprint ... Differentiate to Grow

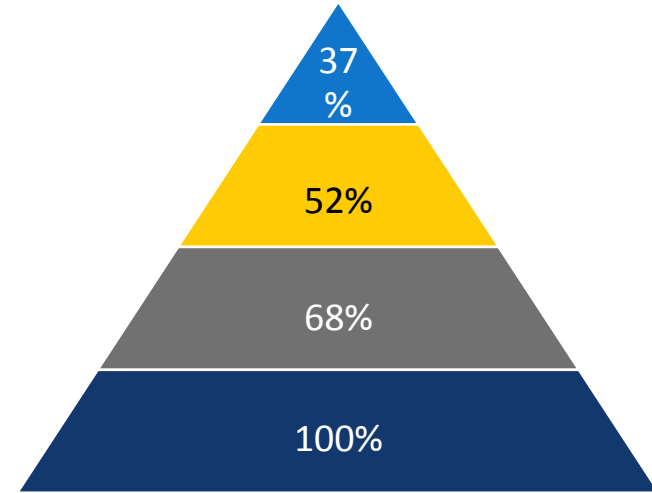
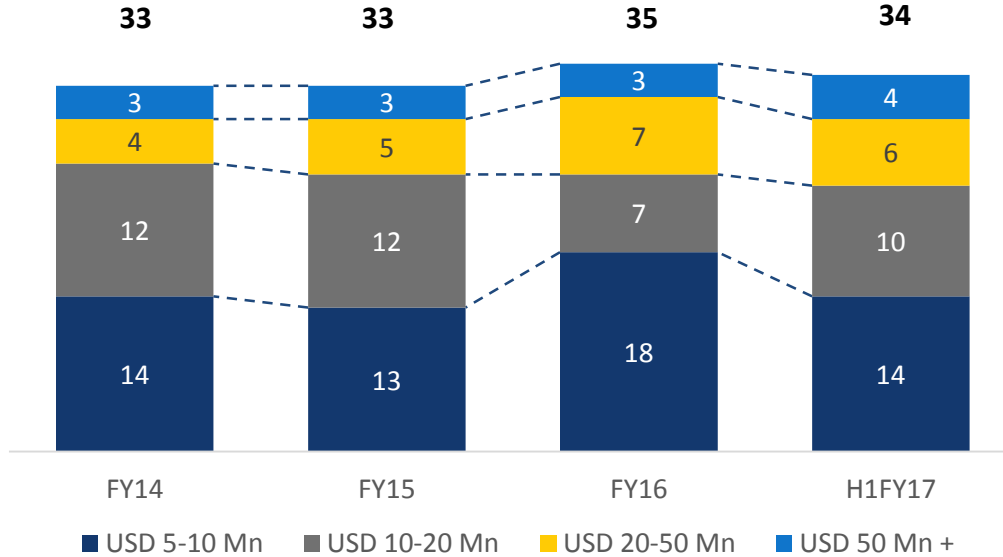


Business Highlights – Acquisition



- AugmentIQ fits well into our earlier articulated M&A Strategy
- We are already seeing traction with some of our existing clients to cross sell AugmentIQ capabilities
- AugmentIQ's IP being integrated with LTI's MOSAIC Decision Science

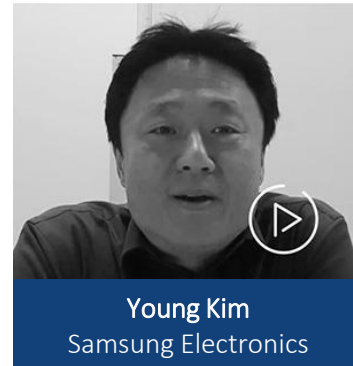
Deep Client Relationships



Revenue share from Top 5, Top 10 and Top 20 clients

+ Focus on outcomes and depth in client relationships

Client Speak



Visit our Client Speak section at https://www.lntinfotech.com/Pages/Client_Speak.aspx

Winning digital deals against significantly larger and global peers

THEMES

RECENT WINS

	BUSINESS MODELS	DIGITAL EXPERIENCE	PROCESSES AND OPERATIONS
	Customers Revenue Markets	Journeys Omni'zation Self served	Simplification Digitalization Automation
	<ul style="list-style-type: none"> » Uberization of business model for a Global Rentals Company » Disruptive Business Innovation for a Super Regional Bank in the US » IoT Led Subscription Billing Model for a Medical devices company » Digital Content Monetization Strategy for a Publishing major » Streamline tax collection to widen the tax net and identify defaulters 	<ul style="list-style-type: none"> » Partnering with MIT CISR to measure Customer experience for 7 Global banks » Digital Customer on-boarding for a large Nordic Bank » Design Thinking led Oral Care product innovation for an FMCG major » Digital Employee Collaboration design for a Hi-tech Major » Migration to SAP fiori for 60 000 users across the globe for a Healthcare major 	<ul style="list-style-type: none"> » Partnered with US based construction giant for end-to-end ServiceNow implementation » One of world's largest networking companies selected us for migrating their Big Data platform » Enabling next generation shared services for a CPG major » Partnered for Industry 4.0 Execution Roadmap in SMART Factory Center » Migration of data centers to cloud for largest consumer electronics retailer in the Nordic region

Partnerships, Awards & Recognition

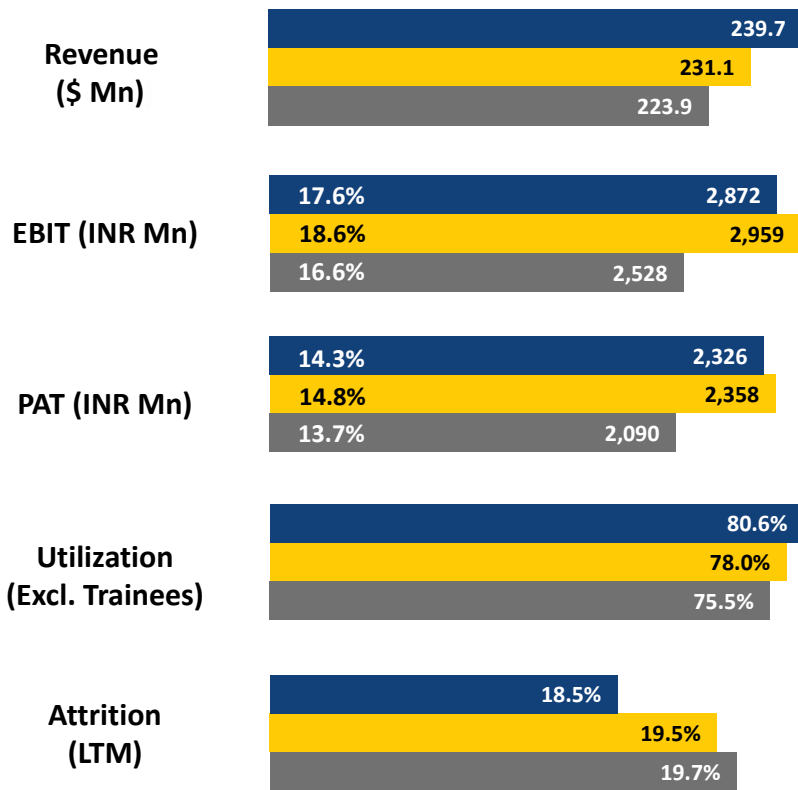
❑ New Alliances and Partnerships

- **Coupa:** Cloud-based Spend Management Solutions
- **Pega:** Business Process Management (BPM) solutions to accelerate digital transformation
- **Predix:** Cloud based operating system for Industrial Internet
- **Workfusion:** Helping enterprise digitize their operation and improve productivity using automation
- **Workplace:** Enterprise collaboration platform; LTI is an early adopter with unparalleled first hand experience

Financials

Highlights – Q2FY17

Q2FY17 Q1FY17 Q2FY16



Revenue Growth of 3.7% Q-o-Q

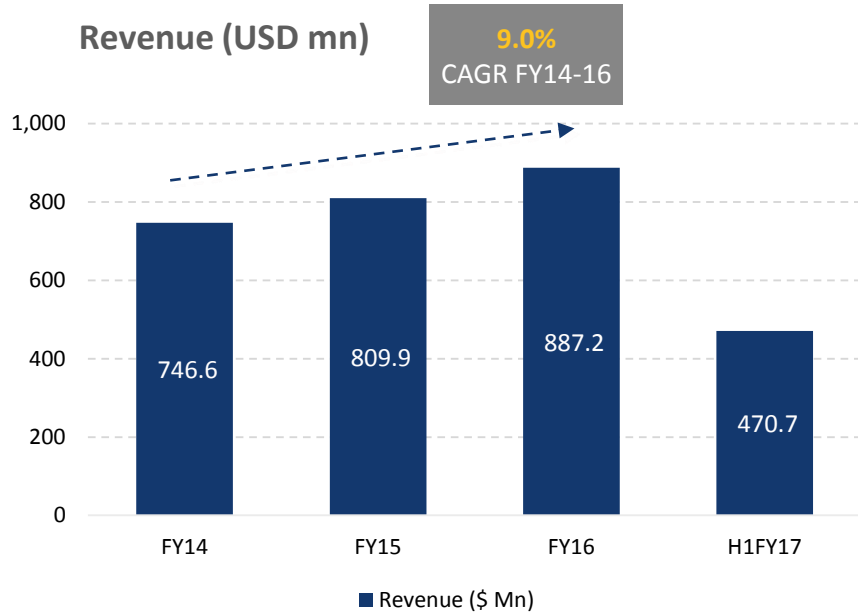
Q2FY17 EBIT at 17.6%, down by 100 bps Q-o-Q

Q2FY17 PAT at 14.3% down by 60 bps Q-o-Q

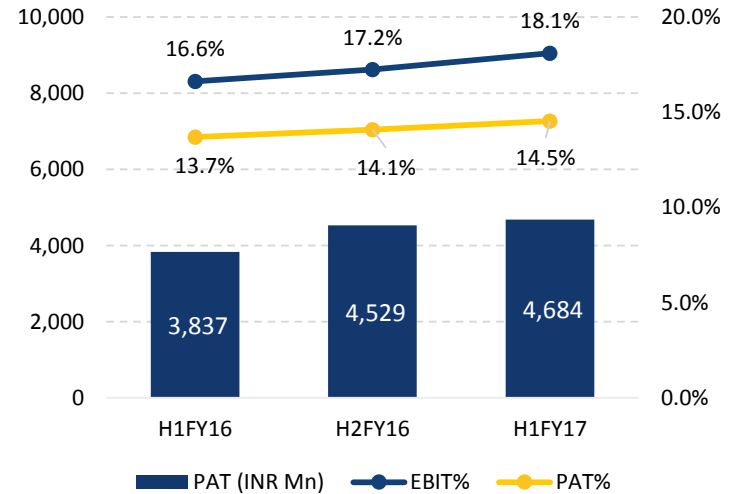
Utilization (Excl. trainees) up by 2.6%

Attrition down by 1%

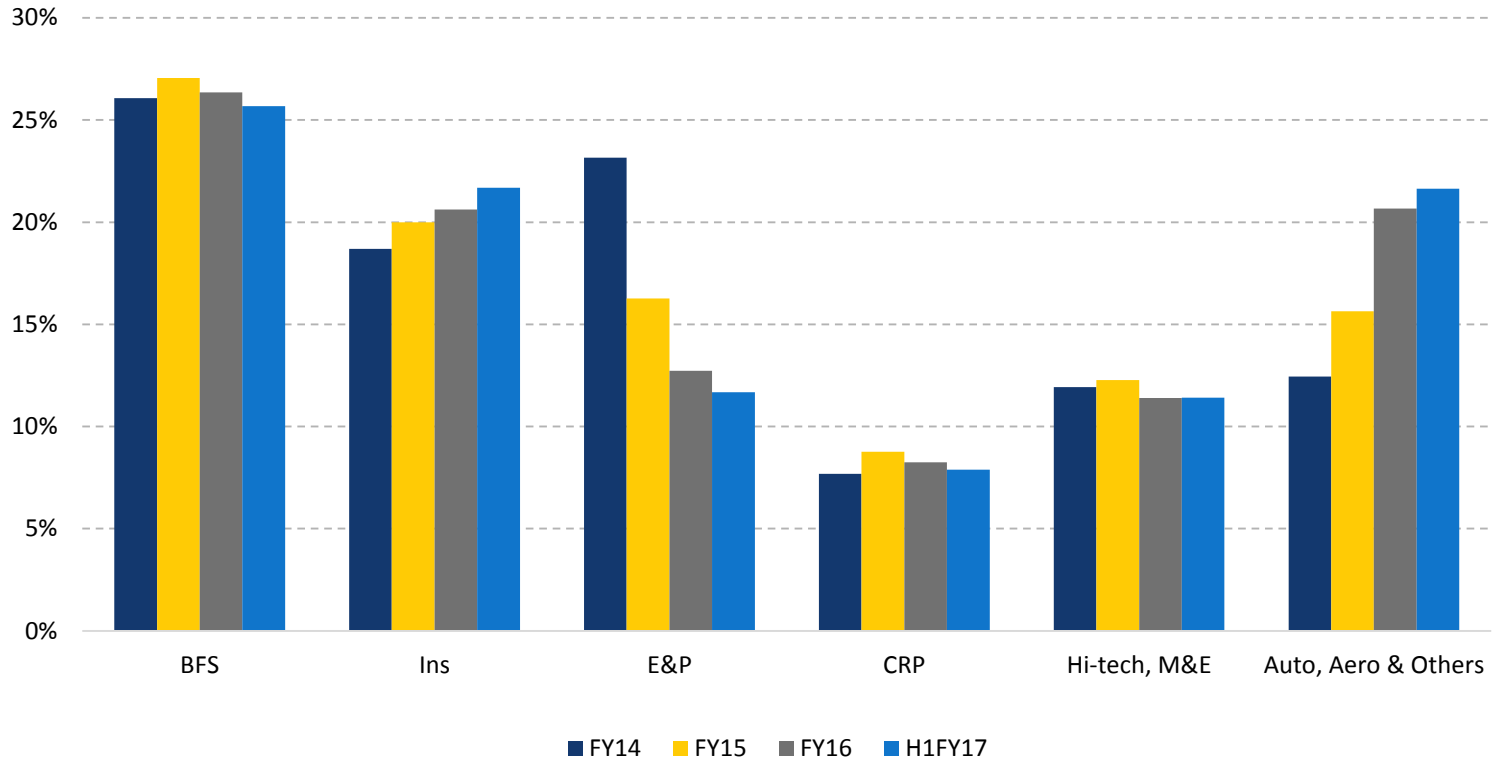
Robust Revenue & Profitability



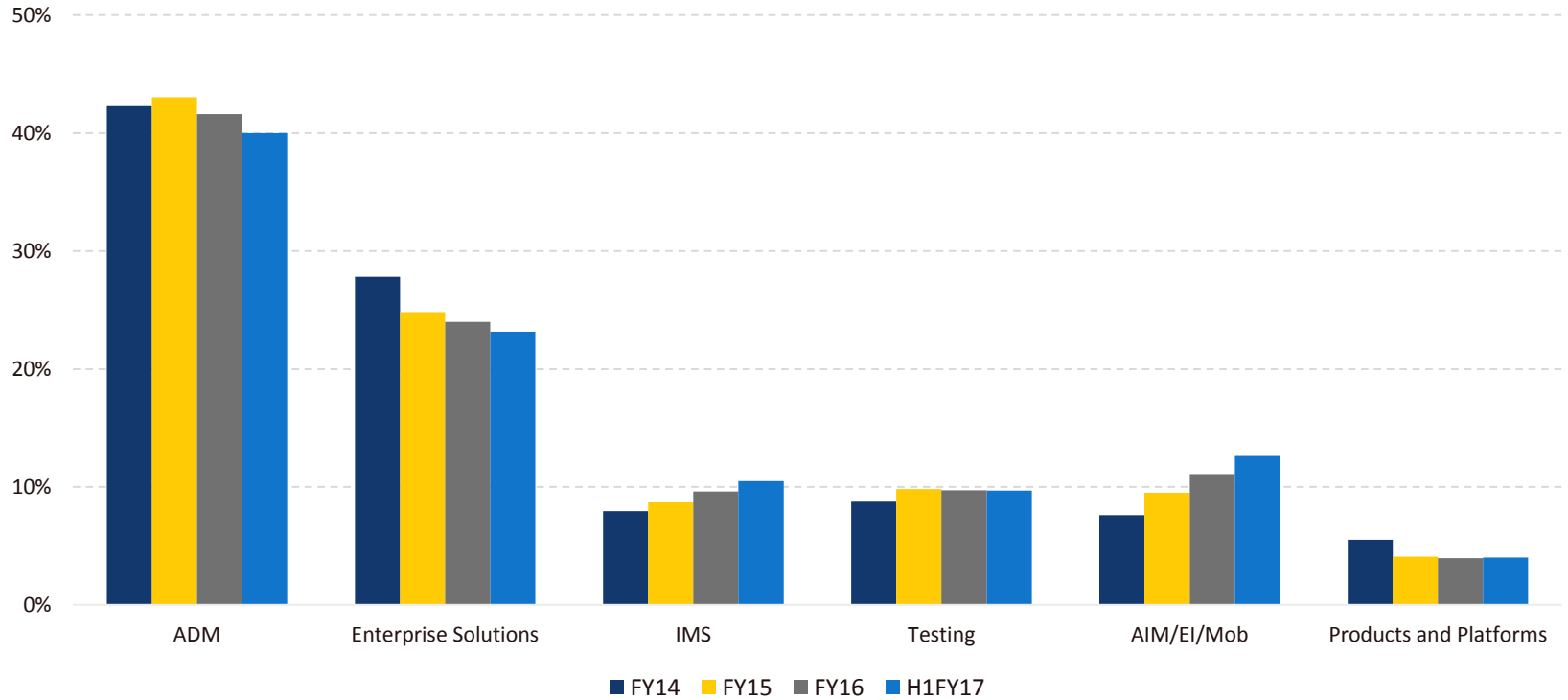
Net Profit (INR mn)



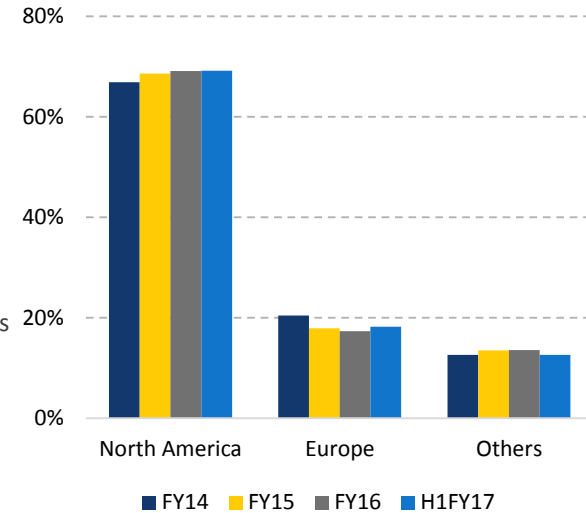
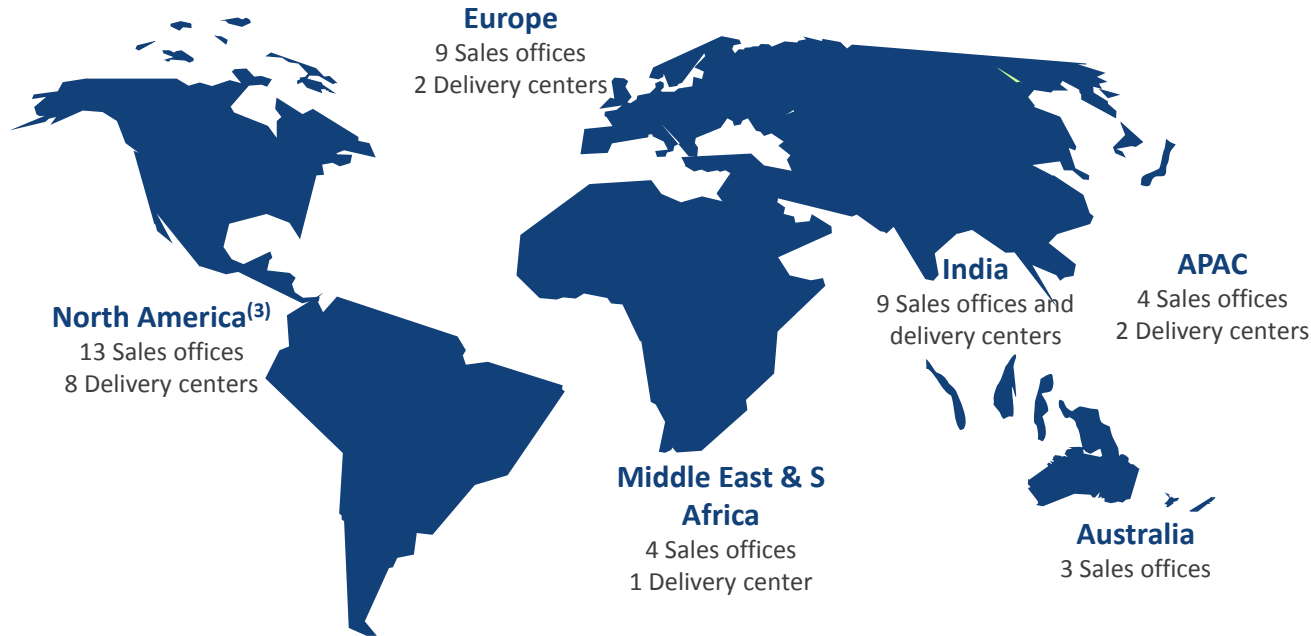
Diversified and resilient portfolio



MOSAIC offerings will drive our growth in digital technologies



Extensive global presence



In Summary



L&T Infotech

- + 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

Let's Solve

