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

Revenue (USD Mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (USD Mn)</th>
<th>YoY growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY15</td>
<td>810</td>
<td>8.5%</td>
</tr>
<tr>
<td>FY16</td>
<td>887</td>
<td>9.5%</td>
</tr>
<tr>
<td>FY17</td>
<td>970</td>
<td>9.3%</td>
</tr>
<tr>
<td>FY18</td>
<td>1,132</td>
<td>16.7%</td>
</tr>
</tbody>
</table>
Predictable quarterly performance

- **Q4 FY17**: 254 USD Mn, 10.6% YoY growth, 3.6% QoQ growth
- **Q1 FY18**: 259 USD Mn, 12.2% YoY growth, 2.0% QoQ growth
- **Q2 FY18**: 271 USD Mn, 12.9% YoY growth, 4.4% QoQ growth
- **Q3 FY18**: 294 USD Mn, 19.7% YoY growth, 8.5% QoQ growth
- **Q4 FY18**: 309 USD Mn, 21.6% YoY growth, 5.3% QoQ growth
Amplifying outcomes with Digital | Analytics | IoT | Automation | Cloud

Transformed experience - customers, partners, employees

Enabling new business models

Enabling revenue growth

Transformed experience - customers, partners, employees

Next gen operations

Q4 FY17 72
Q1 FY18 76
Q2 FY18 87
Q3 FY18 96
Q4 FY18 102

33% Digital Revenues
### Enviable Client Profile

<table>
<thead>
<tr>
<th>Value Range</th>
<th>Count</th>
<th>Companies</th>
</tr>
</thead>
<tbody>
<tr>
<td>$100 Million +</td>
<td>1</td>
<td>US based global bank</td>
</tr>
<tr>
<td>$50 Million +</td>
<td>4</td>
<td>Large P&amp;C insurer</td>
</tr>
<tr>
<td>$20 Million +</td>
<td>13</td>
<td>EU based reinsurer</td>
</tr>
<tr>
<td>$10 Million +</td>
<td>23</td>
<td>Manufacturing giant</td>
</tr>
<tr>
<td>$5 Million +</td>
<td>44</td>
<td>European shipping major</td>
</tr>
</tbody>
</table>
Industry focus and resilient portfolio

- **Insurance**: Insurance, Healthcare - 19.7%
- **Banking**: Banking, Financial Services - 27.5%
- **Consumer, Media & Technology**: Media & Entertainment, High-Tech, Pharma, Utilities, Retail & CPG - 24.3%
Deep domain knowledge

Energy & Manufacturing:
- Terminal automation system
- Digital Oil Fields Framework
- Pipeline integrity
- Plant Early Warning System 28.5%

Insurance:
- AccuRUSi, iCEOn
- Connected Insurance
- Agency Point, iAdvise
- HIPAA EDI 4010 to EDI 5010 19.7%

Banking:
- Unitrax, Wealthlink
- Predictive data mining
- Sentimental analytics
- Temenos Suite 27.5%

Consumer, Media & Technology:
- Wafer map analysis
- Smart Media Controller
- Scriptor, Digital Vault
- Serialization, Track & Trace 24.3%
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
Intelligent Devices
Impactful Decision-Making
Reinvent Problem Solving
Smarter Execution
Unmatched Customer Experience
Total Cybersecurity
Continuous learning
We’re winning

$300 Mn+ TCV in 6 quarters

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
Recent partnerships & acquisitions

<table>
<thead>
<tr>
<th>AWS</th>
<th>augmentIQ Data Sciences</th>
</tr>
</thead>
<tbody>
<tr>
<td>Azure</td>
<td></td>
</tr>
<tr>
<td>Cisco</td>
<td></td>
</tr>
<tr>
<td>Duck Creek</td>
<td></td>
</tr>
<tr>
<td>Nutanix</td>
<td></td>
</tr>
<tr>
<td>Workplace by Facebook</td>
<td></td>
</tr>
</tbody>
</table>

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
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

- Learn & grow
- Sales & marketing excellence
- Capabilities
- Acquisitions
- Ecosystem & alliances
Our journey

- **2018-20**: Next generation IT Services company
- **2017**: Rapid launch of new offerings
- **2015**: Digital offerings
  - Leadership expansion
  - Deep leadership
  - Mosaic Academy
- **2015**: Sales & Marketing
  - Positioning & branding
  - Mining sales skills
  - Sales & marketing automation
  - Consulting led sales
- **2017**: People
  - Training
- **2018-20**: Best talent at all levels

Most feared competitor
Performance with scale

Focus & Micro-segmentation

The Winning Team

Amplifying outcomes
Well diversified portfolio
Operational Excellence leading to Healthy Financial Performance

**Headcount**

- FY16: 20,072 (93.2%), 21,023 (93.4%), 24,139 (93.9%)
- FY17: 21,023 (93.4%), 22,072 (93.5%), 24,139 (93.9%)
- FY18: 24,139 (93.9%), 25,198 (94.0%), 28,326 (94.1%)

**Utilization**

- FY16: 73.8%, 75.7%, 79.6%
- FY17: 78.1%, 79.4%, 80.4%
- FY18: 75.9%, 75.7%, 76.6%

**EBIT**

- FY16: 8,494 (14.5%), 10,525 (16.2%), 10,314 (14.1%)
- FY17: 10,525 (16.2%), 11,953 (17.7%), 11,280 (16.3%)
- FY18: 11,953 (17.7%), 12,421 (18.1%), 12,125 (17.4%)

**Net Profit**

- FY16: 8,365 (14.3%)
- FY17: 9,709 (14.9%)
- FY18: 11,124 (15.2%)

**Effort Mix**

- FY16: 24.1%, 24.3%, 23.4%
- FY17: 75.9%, 75.7%, 76.6%
- FY18: 109.9%, 120.4%, 75.9%

**Operating cash flow % to Net Profit**

- FY16: 109.9%
- FY17: 120.4%
- FY18: 75.9%