



Let's Solve

LTI/SE/STAT/2022-23/18

April 28, 2022

**National Stock Exchange of India Limited,**  
Exchange Plaza, Bandra-Kurla Complex,  
Bandra (E), Mumbai - 400 051  
NSE Symbol: LTI

**The BSE Limited,**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400 001  
BSE Scrip Code: 540005

Dear Sir(s)/Madam,

**Subject: Investor Presentation**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of Investor Presentation, which will also be available on the Company's website viz. [www.Lntinfotech.com/Investors](http://www.Lntinfotech.com/Investors)

Please take the same on record.

Thanking you,

Yours faithfully,  
For **Larsen & Toubro Infotech Limited**

(Tridib Barat)  
Company Secretary & Compliance Officer

**Larsen & Toubro Infotech Ltd.**

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[www.Lntinfotech.com](http://www.Lntinfotech.com) | E-mail: [info@Lntinfotech.com](mailto:info@Lntinfotech.com) | CIN: L72900MH1996PLC104693



A Larsen & Toubro  
Group Company

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# Solving for the Great Restructuring



A Larsen & Toubro  
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# 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.

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



**\$2.1 Bn**

FY22  
Revenue



**485+**

Active clients



**46,000+**

Headcount



**7**

Acquisitions  
since listing



**73**

Global  
Fortune 500 clients



**36**

Delivery centers  
globally  
with 53 sales offices



**6<sup>th</sup>**

Largest Indian IT  
services company



**AA**

ESG rating  
by MSCI

## Purpose

**LT1**

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## Vision

Pioneering  
Solutions in  
a Converging  
World

## Mission

O2T

D2O

Powering the  
**Breakaway**  
Enterprise

DTC

EX

## Core Beliefs

Be agile

Push the frontiers  
of innovation

Keep learning

Go the extra mile

Solve for society

## Culture

Shoshin

Ubuntu

ESG  
leadership

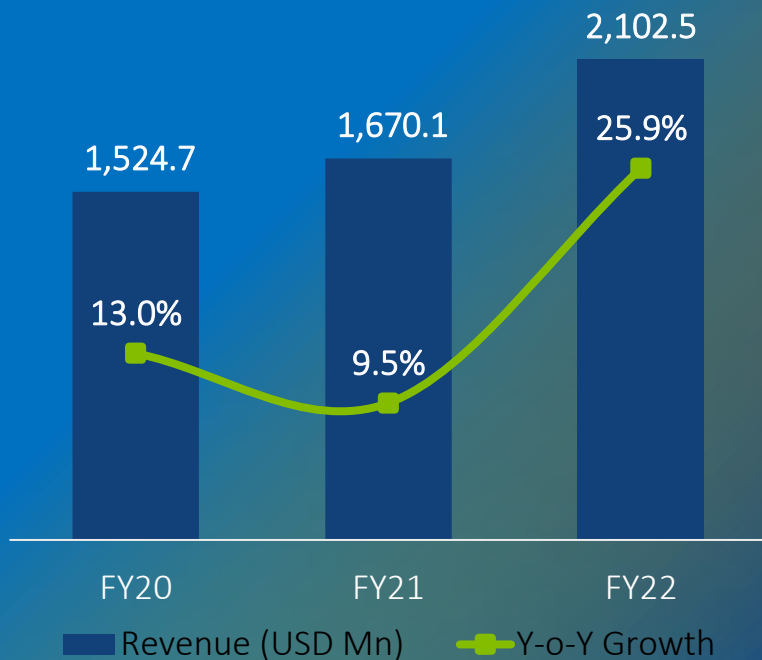
A robust framework to institutionalize  
success for the next 25 years

# Enviably Client Profile

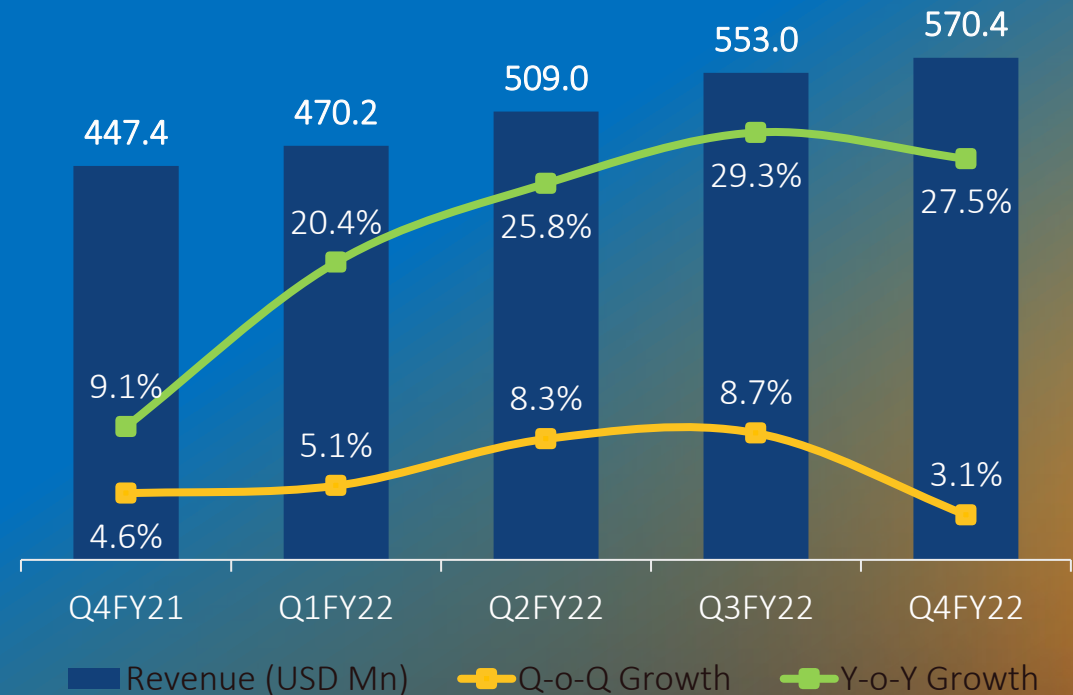


# Consistently Delivering Industry Leading Revenue Growth

## Annual Revenues (USD Mn)



## Quarterly Revenues (USD Mn)





# 6 Reasons

We are confident of emerging stronger in the post-pandemic world



# 1. Demand

Secular demand, in line with our expertise

The Great Restructuring

New Spend Areas

The Great Resignation



# 2. Capabilities

We have been investing in relevant capabilities

Mature **vertical capabilities** across chosen domains



Scaled up, ecosystem driven **cloud and data services**



Innovative & Agile **productized IT organizations**



Design-led end-to-end **reimagination & transformation**

# 3. Talent

We are well-prepared to win the war on talent

## Headcount



## Yin-Yang Model

- Expanded ecosystem with Day 0/1 preference
- Highly effective referral & green channel programs
- Satellite offices in India
- Glocalization focus – USA delivery team
- Rapidly growing employer brand
- Next generation talent platform

# 4. Sales & Marketing

A robust blueprint for continued growth

CHIP framework

Next-gen marketing and branding

Strong alliances and partnerships

# 5. Team

An enviable management team



Expanded sales leadership

Stronger country leadership

Global delivery units

# 6. Operational Resilience

High-quality growth with predictable margin

Our heritage

Enviably client base

Balanced portfolio

ESG roadmap 2030

# We're Winning



Global Fortune 500  
Financial Services Company



End-to-end managed services engagement involving transformation, governance and support for middleware and data as part of their global technology function

Global Fortune 500  
Corporation



Leading provider of ratings, benchmarks, analytics and financial data selected LTI as primary partner for an engagement involving data and digital services to integrate data platforms with recent acquisition

Global Fortune 500  
Consumer Goods Company



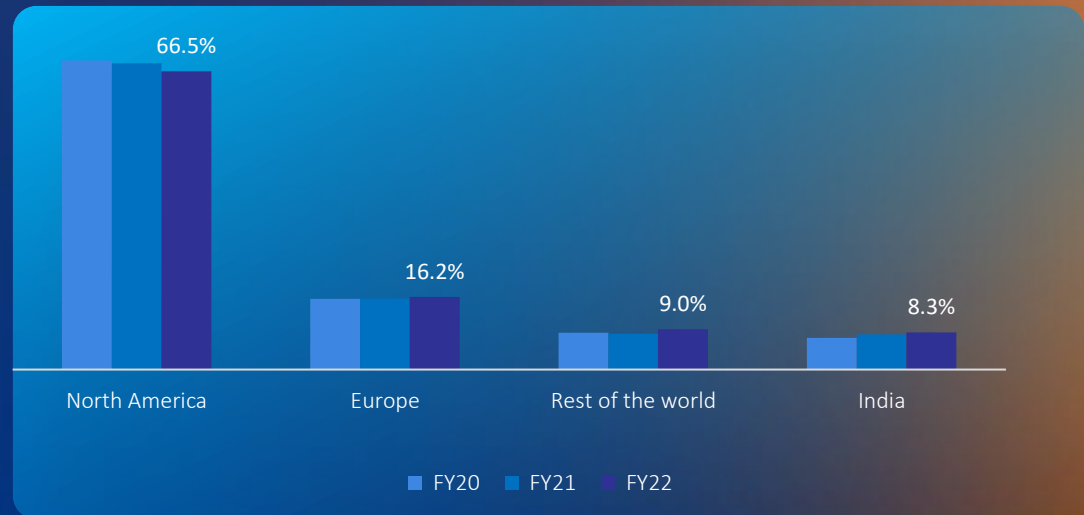
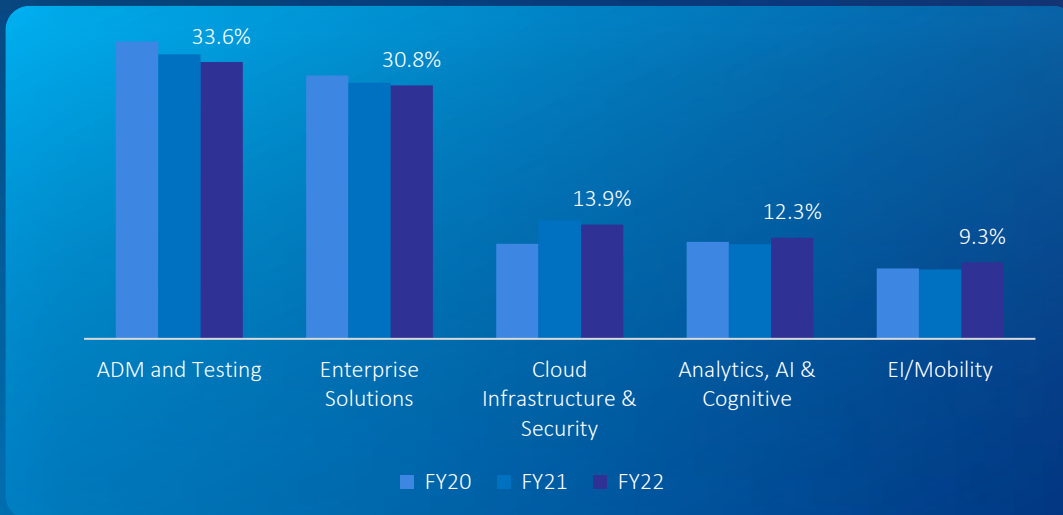
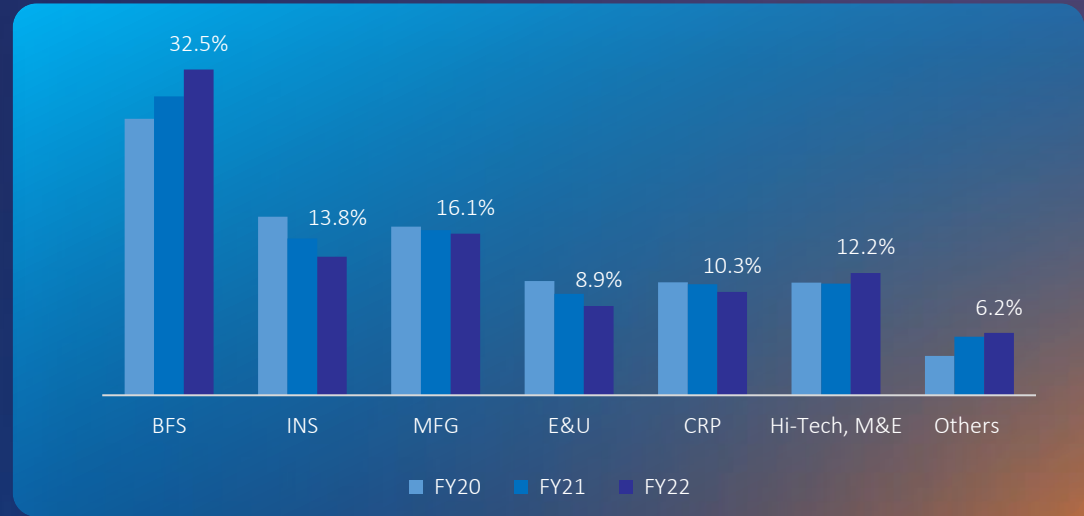
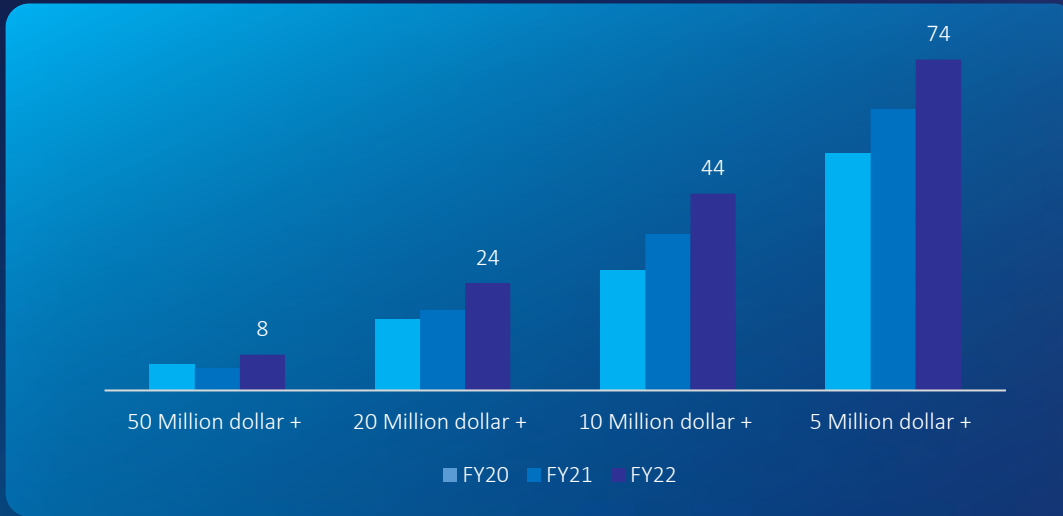
Strategic partner for data and analytics work to transform and gain insights across the most critical functions of manufacturing, supply chain, marketing and creation of a metadata hub

Key Government Body in  
Public Healthcare



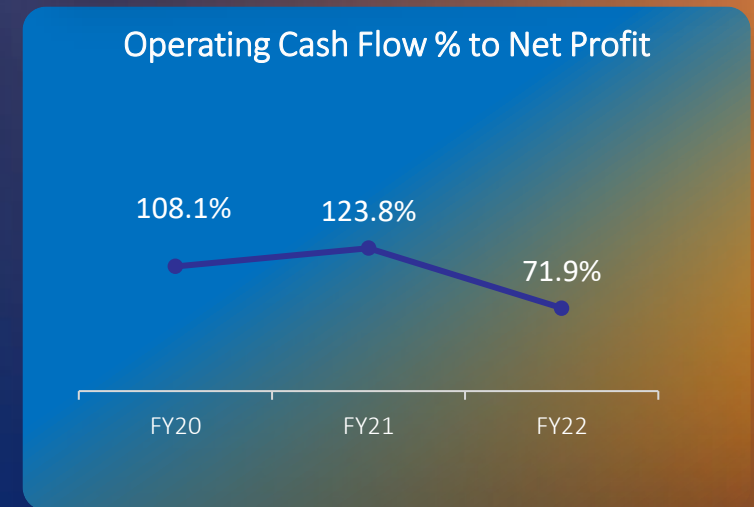
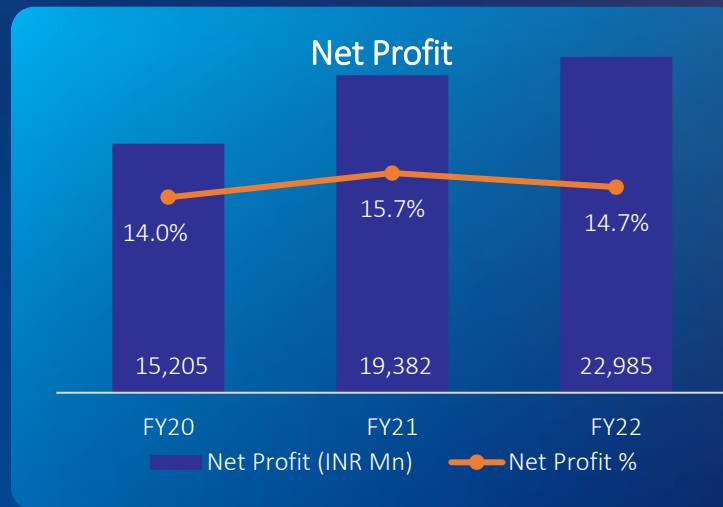
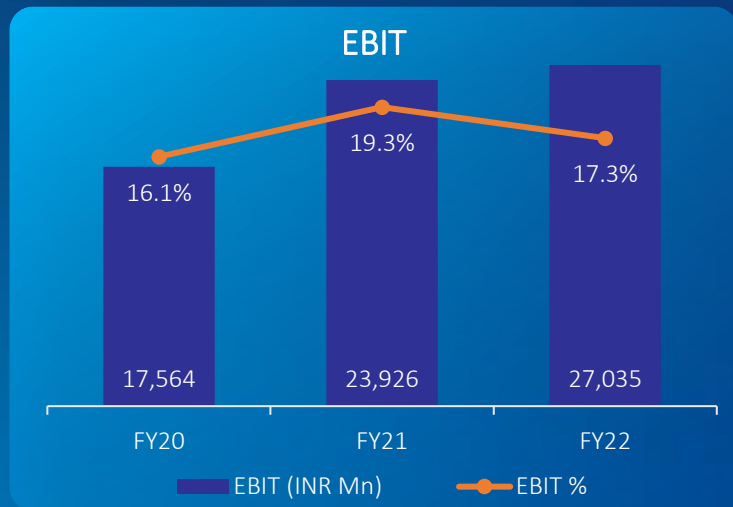
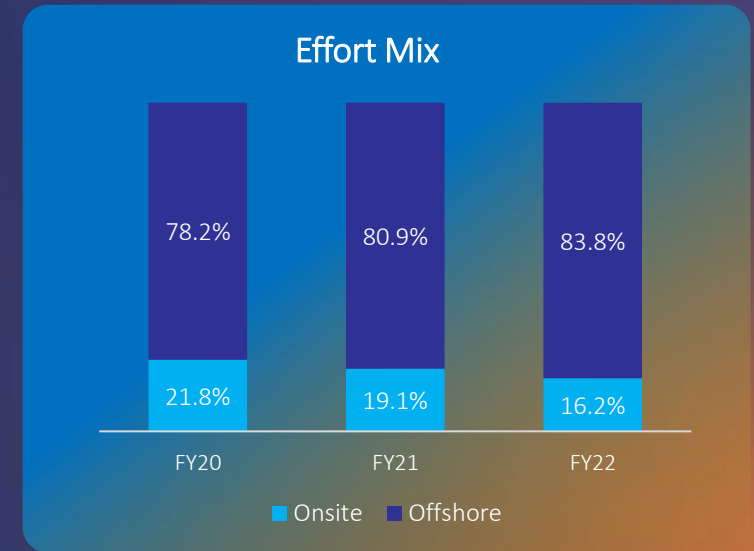
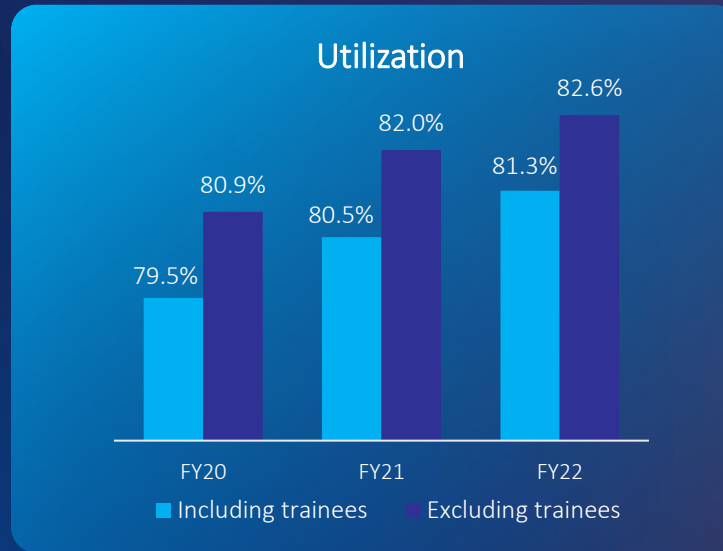
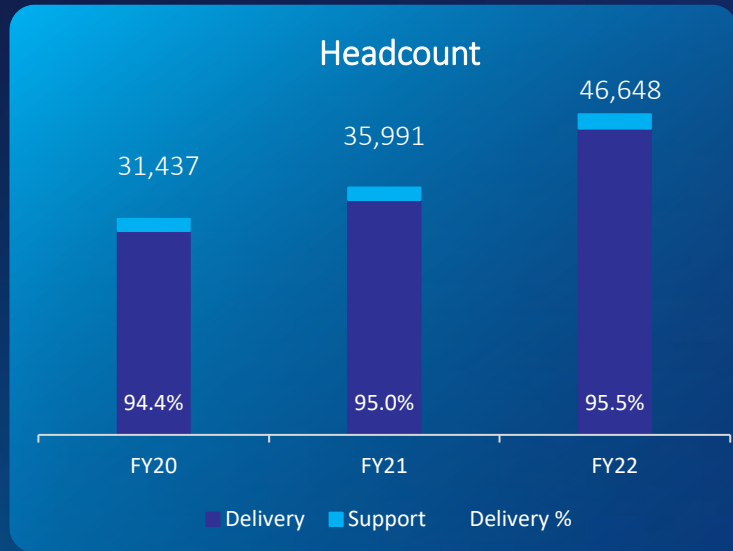
Develop an eco-system and technology infrastructure providing, storing and improving access to relevant public data and supporting public health insurance programs

# Well Diversified Portfolio





# Operational Excellence Leading To Healthy Financials



# Sustainability Framework & Alignment with SDGs



## Education



## Empowerment



## Environment



## Business Resilience



# Awards & Recognition in Last 12 Months



LTI in ITS Top 10 list in Everest Group's PEAK Matrix® IT Service Provider of the Year 2022



ISG Provider Lens™: Digital Business — Solutions and Service Partners 2021  
Positioned as a Leader in Digital Business Consulting Services – US  
Positioned as a Leader in Digital Business Experience Services - US



LTI recognized as Global Innovation Partner of the Year by Snowflake, the Data Cloud Company



LTI recognized as Temenos Service Partner of the Year



Positioned as a Major Player in IDC MarketScape Worldwide Managed Multicloud Services Vendor Assessment 2021



LTI recognized amongst top 3 by sell-side in Technology/IT Services & Software space: Best CEO, Best CFO, Best ESG, Best IR Program and Best IR Professional



# LTI

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