

LTI/SE/STAT/2020-21/92

February 18, 2021

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 Sirs,

Subject: **Investor Presentation**

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

Please take the same on your records.

Thanking You.

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

**Manoj Koul**  
**Company Secretary & Compliance Officer**  
**Membership No. ACS 16902**

**Larsen & Toubro Infotech Ltd.**

Technology Tower 1, Gate No.5, Saki Vihar Road, Powai, Mumbai-400072, India  
T +91 22 6776 6776 | F +91 22 2858 1130

**Registered Office:** L&T House, Ballard Estate, Mumbai 400 001, India  
[www.Lntinfotech.com](http://www.Lntinfotech.com) | E-mail: [info@Lntinfotech.com](mailto:info@Lntinfotech.com) | CIN: L72900MH1996PLC104693



A Larsen & Toubro  
Group Company

LTI

Let's Solve

# Unlocking Grit



A Larsen & Toubro  
Group Company



# 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



**\$1.6 Bn+**

LTM Revenue



**400+**

Active clients



**33,000+**

Headcount



**69**

Global  
Fortune 500 Clients



**34**

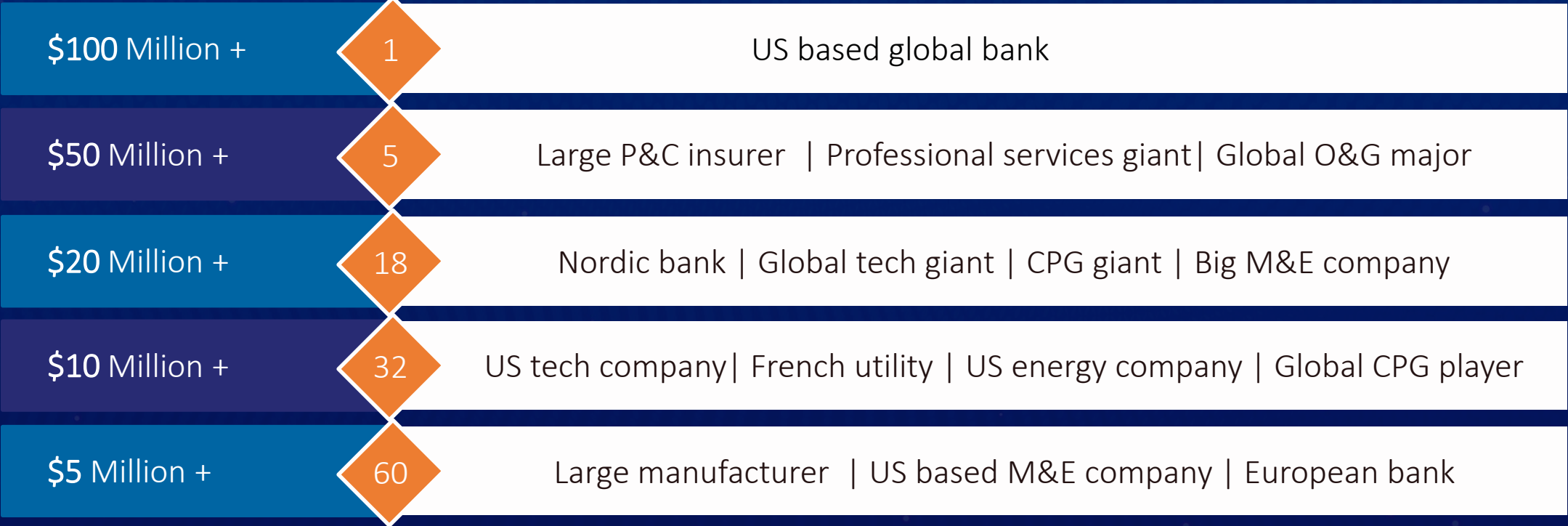
Delivery Centers  
Globally  
with 55 sales offices



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

Largest Indian IT  
services company

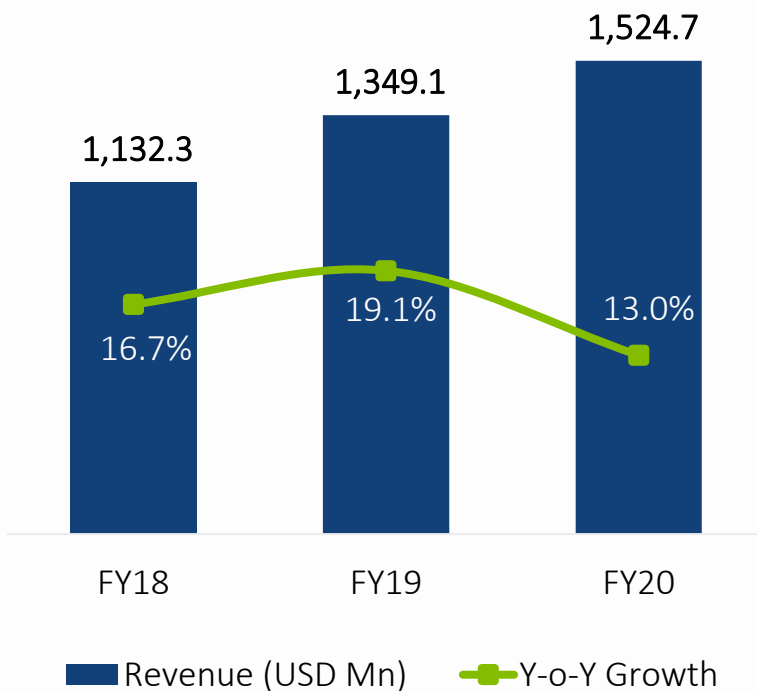
# Enviably Client Profile



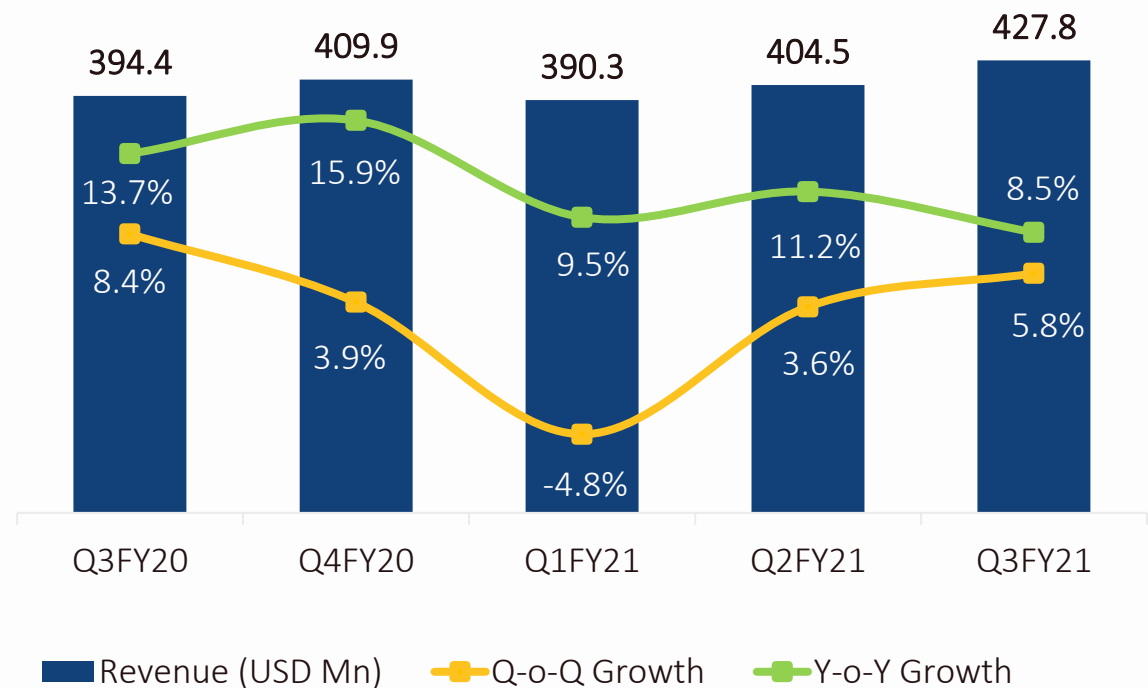


# Consistently Delivering Industry Leading Revenue Growth

## Annual Revenues (USD Mn)

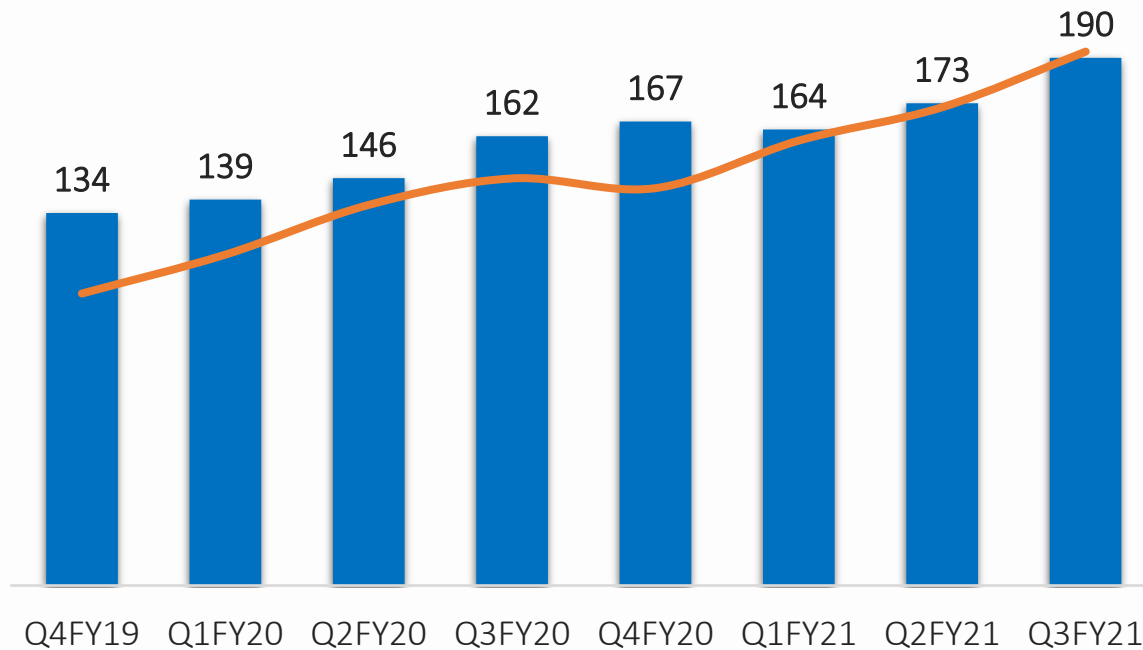


## Quarterly Revenues (USD Mn)



# Amplifying Outcomes With Digital | Analytics | IoT | Automation | Cloud

Quarterly Digital Revenue (USD Mn)



# What we have learned in 2020

**Pace and scale**  
of change is  
unprecedented

Future of **work,**  
**workplace** and  
**workforce** is  
radically different

**Structural shifts**  
across industries to  
operate in the new  
normal

**Tech is**  
**mainstream**  
and an enabler  
of this change



# The Future ain't what it used to be



Insurance

Retail/CPG

Banking

Media/Entertainment

Empathetic enterprise

Engaged enterprise

Resilient enterprise

Speed enterprise



# The Grit Alliance



Empathetic enterprise



Engaged enterprise



Resilient enterprise



Speed enterprise





Powering the  
**BREAKAWAY**  
Enterprise

Operate to  
Transform

Data-Driven  
Organization

Digitizing  
the Core

Experience  
Transformation



## We're Investing in our clients' Breakaway Success...



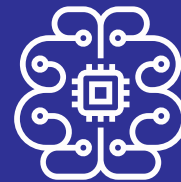
Capacity Building



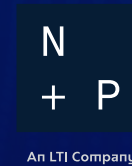
Partnership



People

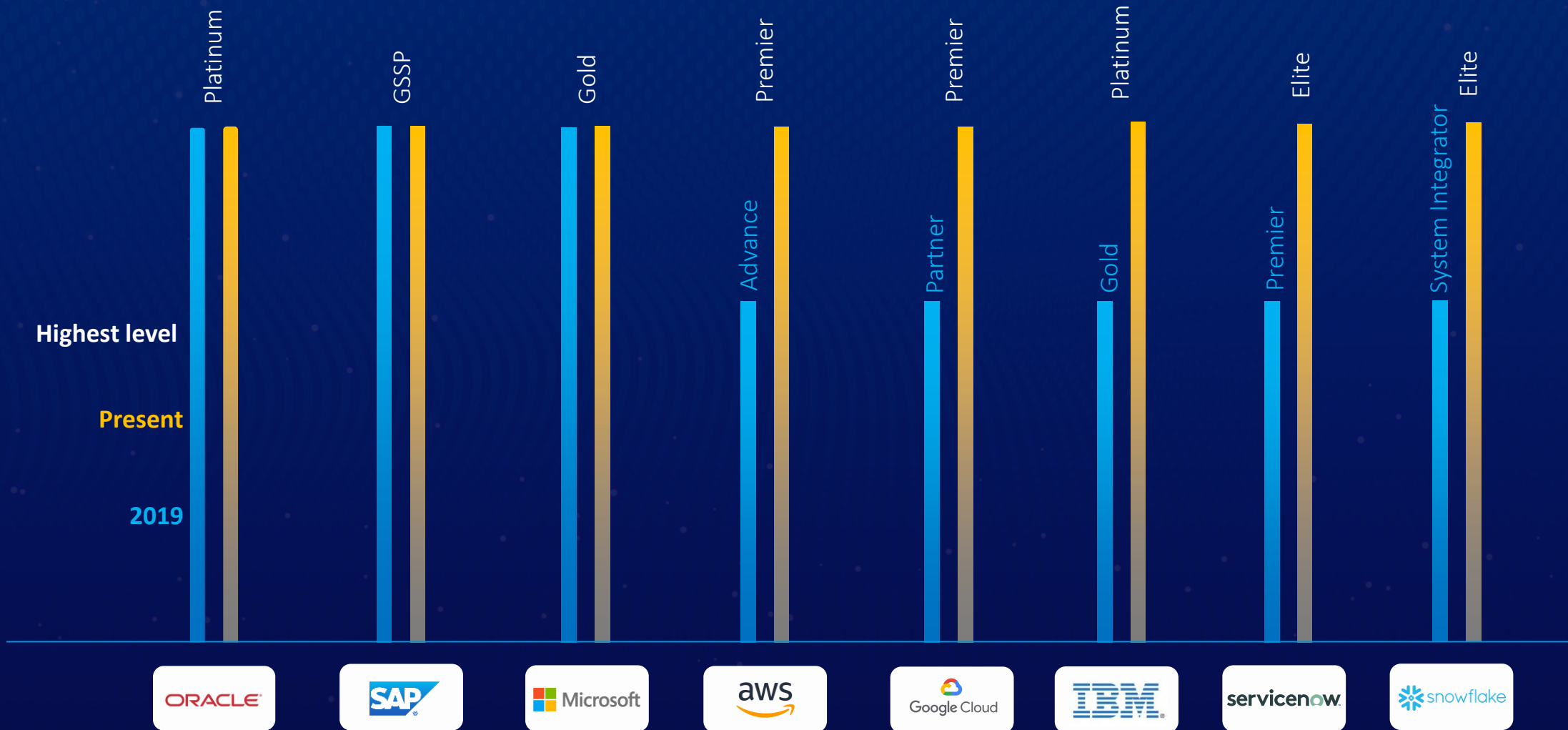


# Acquisitions





# Top Tier Alliances with Market Leaders





# New Growth Engines

LTI launches new Cloud Sales Unit

Leni is creating a new category for Investigative Intelligence

LTI selects Temenos for Nordic SaaS platform

LTI Mosaic has 16 product license customers

# We're Winning

## Leader in Digital Transformation



Partnered for infrastructure & application operations support/maintenance for existing/new clients. Also support on journey to cloud, transform operations to bring in best-shoring & automation

## Global Fortune 500 Energy Company



Application managed services deal to create & consolidate a business-aligned IT services delivery platform & reduce total cost of ownership

## Key Government Ministry



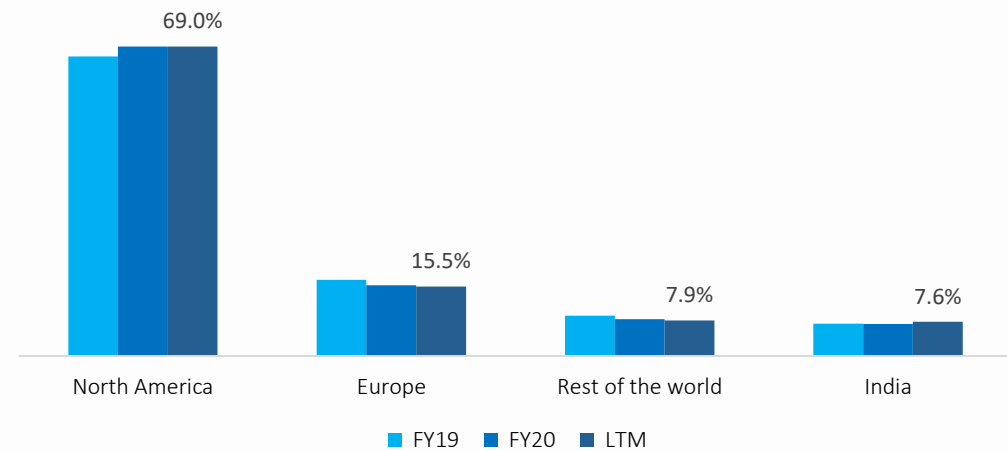
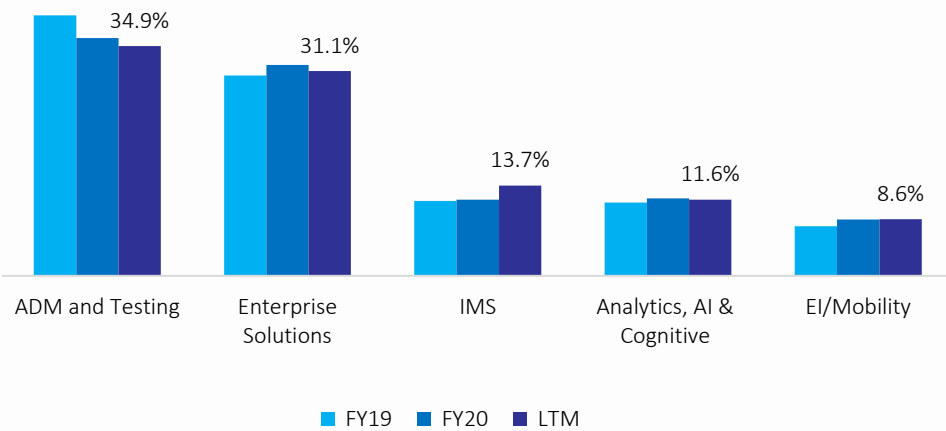
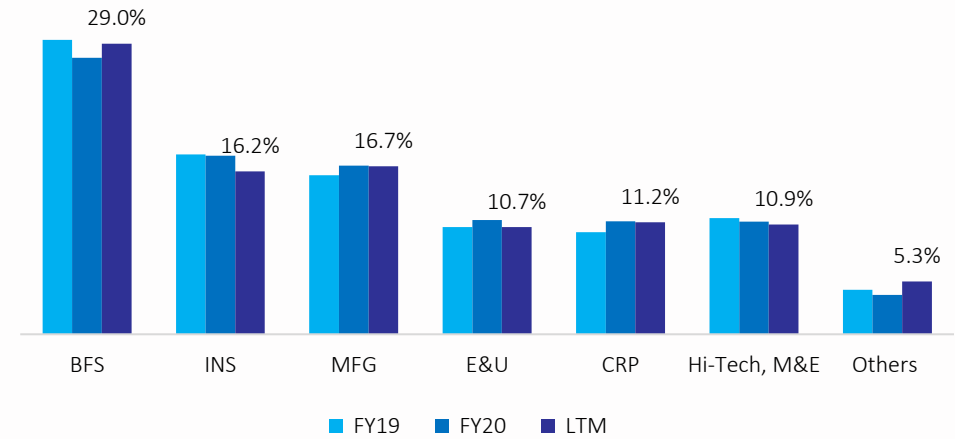
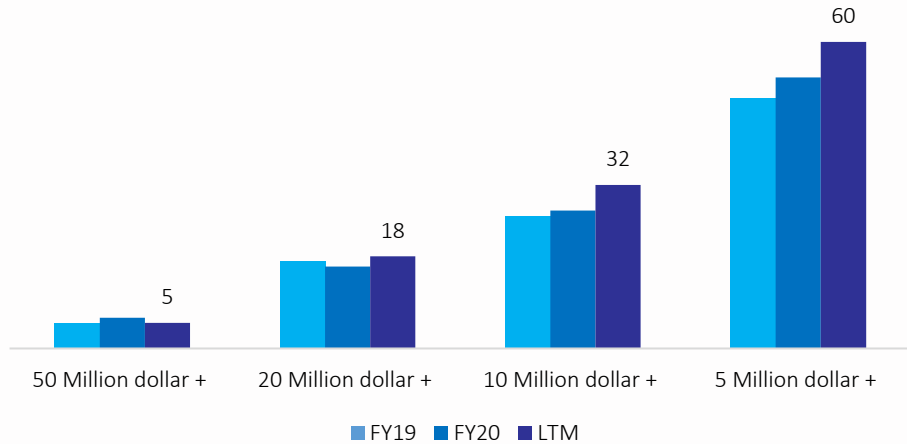
Data and analytics led deal for transformation of applications & operations using artificial intelligence

## Wealth Management Firm



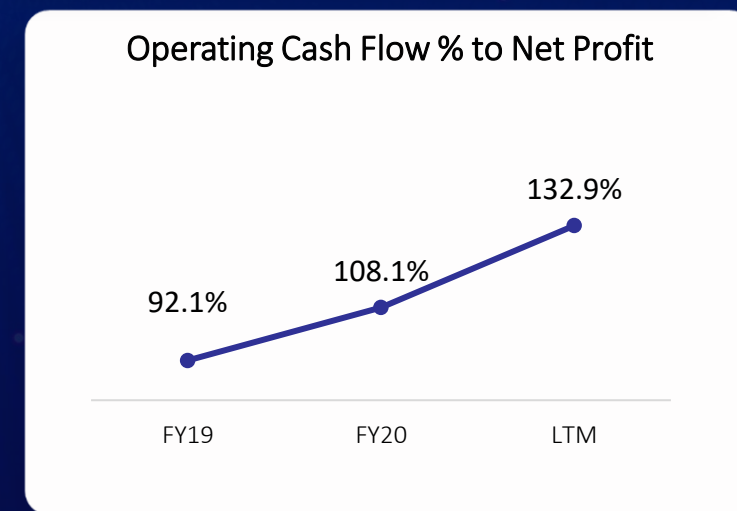
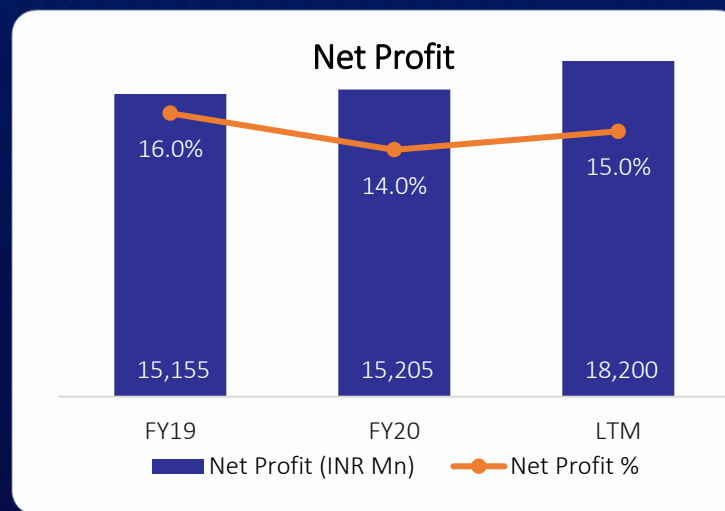
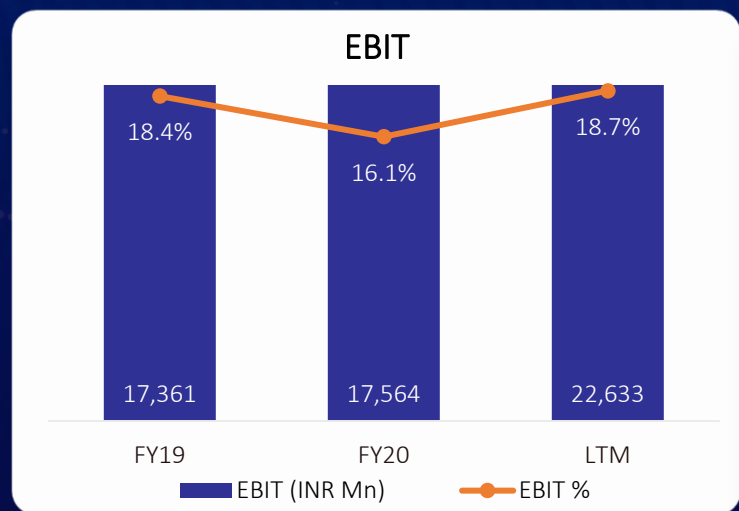
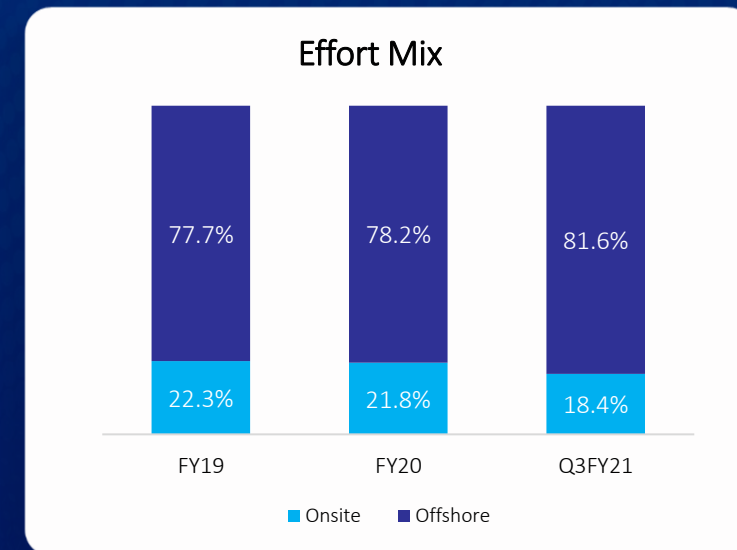
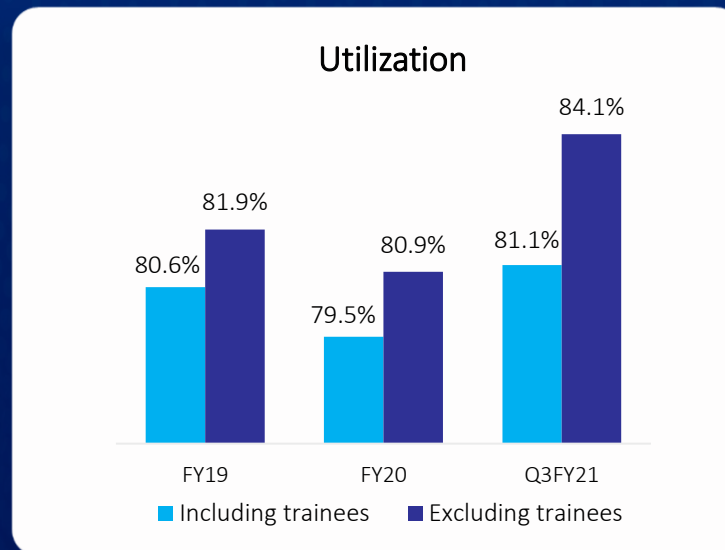
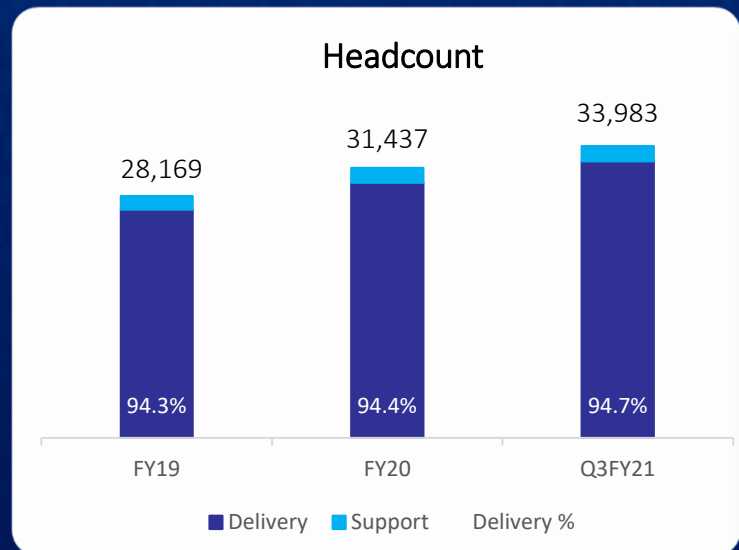
Multi-year multi-million deal for remote infrastructure support, modern cyber security & migration to cloud

# Well Diversified Portfolio





# Operational Excellence Leading To Healthy Financials



The logo consists of the letters 'LTI' in a bold, white, sans-serif font. The 'L' and 'T' are connected at the top, and the 'I' is a simple vertical bar.

Let's Solve