

LTIM/SE/STAT/2023-24/149

January 17, 2024

**National Stock Exchange of India Limited,**  
Exchange Plaza, Bandra-Kurla Complex,  
Bandra (E),  
MUMBAI - 400 051

**The BSE Limited,**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
MUMBAI - 400 001

**NSE Symbol:** LTIM

**BSE Scrip Code:** 540005

Dear Sir(s)/Madam,

**Subject: Investor Presentation**

Pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we are enclosing a copy of Investor Presentation of performance for Q3FY-24, which will also be available on the Company's website viz. <https://www.ltimindtree.com/investors/>

Please take the same on your records.

Thanking you,

Yours faithfully,  
**For LTIMindtree Limited**

**Angna Arora**  
**Company Secretary and Compliance Officer**

Encl.: As above

LTIMindtree Limited  
(Formerly Larsen & Toubro Infotech Limited)

Corporate Office: L&T Technology Centre, Tower 1, Gate No. 5, Saki Vihar Road, Powai, Mumbai - 400072, India  
T: + 22 6776 6776 F: + 22 4313 0997

Registered Office: L&T House, Ballard Estate, Mumbai - 400 001, INDIA  
[www.ltimindtree.com](http://www.ltimindtree.com) | Email: [info@ltimindtree.com](mailto:info@ltimindtree.com) | CIN: L72900MH1996PLC104693

LTIMindtree Limited is a subsidiary of Larsen & Toubro Limited



# LTIMindtree Investor Presentation

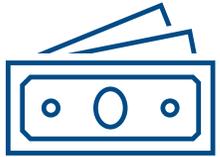
Jan 17, 2024

# SAFE HARBOR

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Certain statements in this release concerning the future prospects are forward-looking statements. These statements by their nature involve risks and uncertainties that could cause the actual results to differ materially from such forward-looking statements. The Company assumes no obligation to revise or update any forward-looking statements that may be made from time to time by or on behalf of the Company.

# Introducing LTIMindtree



REVENUE

**\$4.3B+**

*Last twelve months*



EMPLOYEES

**82,000+**

*Highly talented &  
entrepreneurial professionals*



CLIENTS

**700+**

*Leading global enterprises*



PRESENCE

**30+**

*Countries across 5 continents*

Full Stack digital powerhouse,  
getting to the future, faster. **Together.**

# Culture

Built with purpose, **our beliefs and values fuel our client-centric culture.**

## PURPOSE

Solve to unleash possibilities



## VISION

Enable businesses and communities to flourish in a hyperconnected world



# Core Values



Be driven by purpose



Act with compassion



Be future-ready



Deliver impact



# Q3 FY24 Financials

## REVENUE (USD Mn)

▲ 0.8% Q-o-Q

▲ 3.5% Y-o-Y



## REVENUE (INR Mn)

▲ 1.2% Q-o-Q

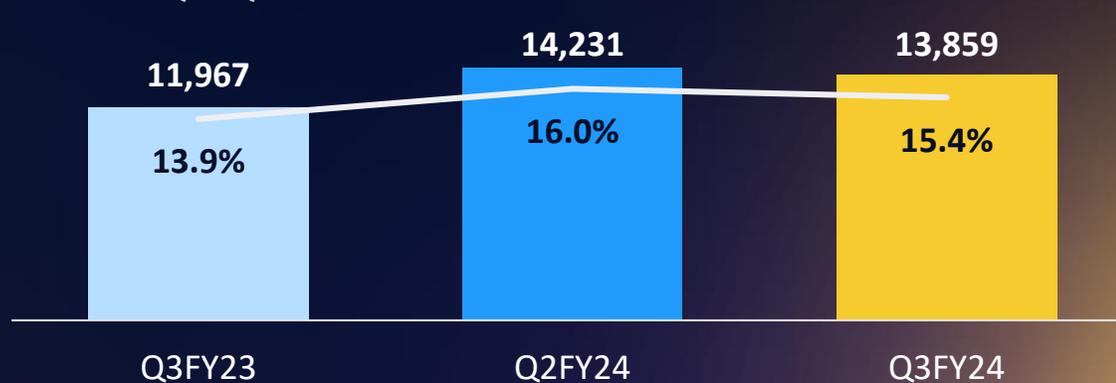
▲ 4.6% Y-o-Y



## EBIT (INR Mn) / Margin (%)

▼ 2.6% Q-o-Q

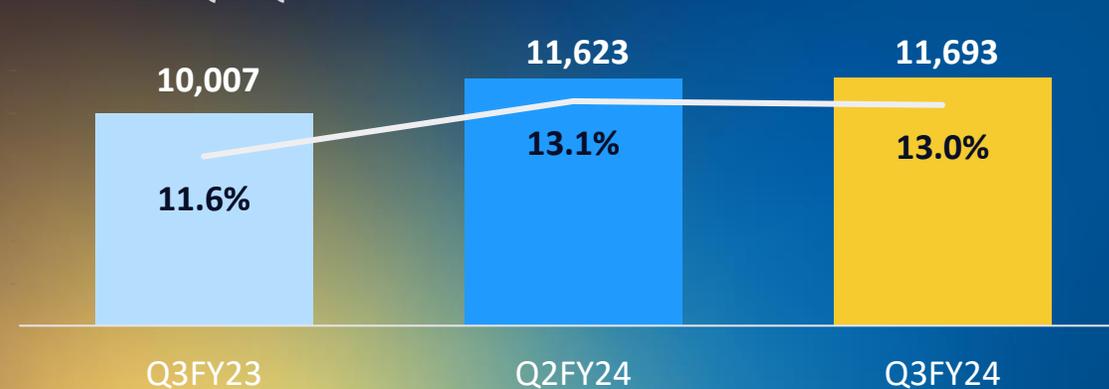
▲ 15.8% Y-o-Y



## PAT (INR Mn) / Margin (%)

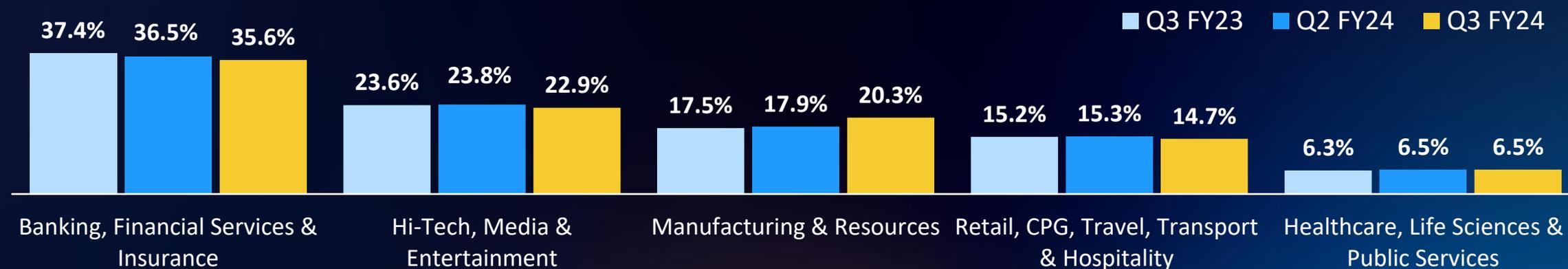
▲ 0.6% Q-o-Q

▲ 16.8% Y-o-Y

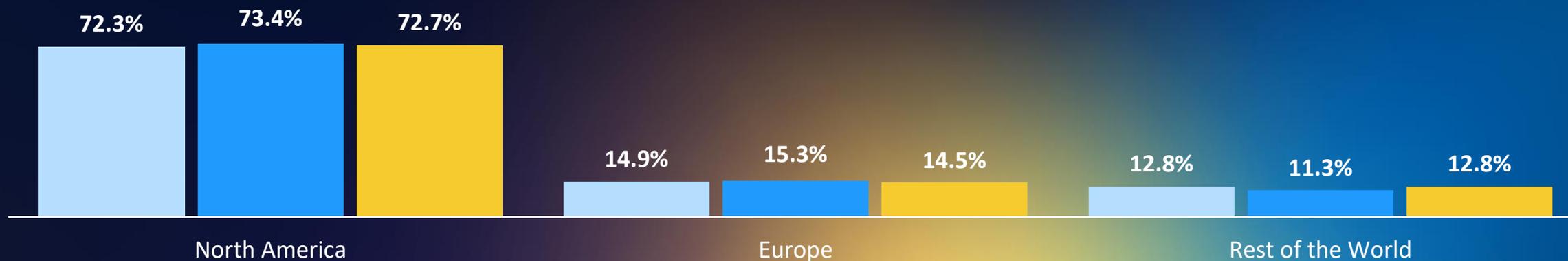


# Resilient Portfolio

## REVENUE BY INDUSTRY (%)

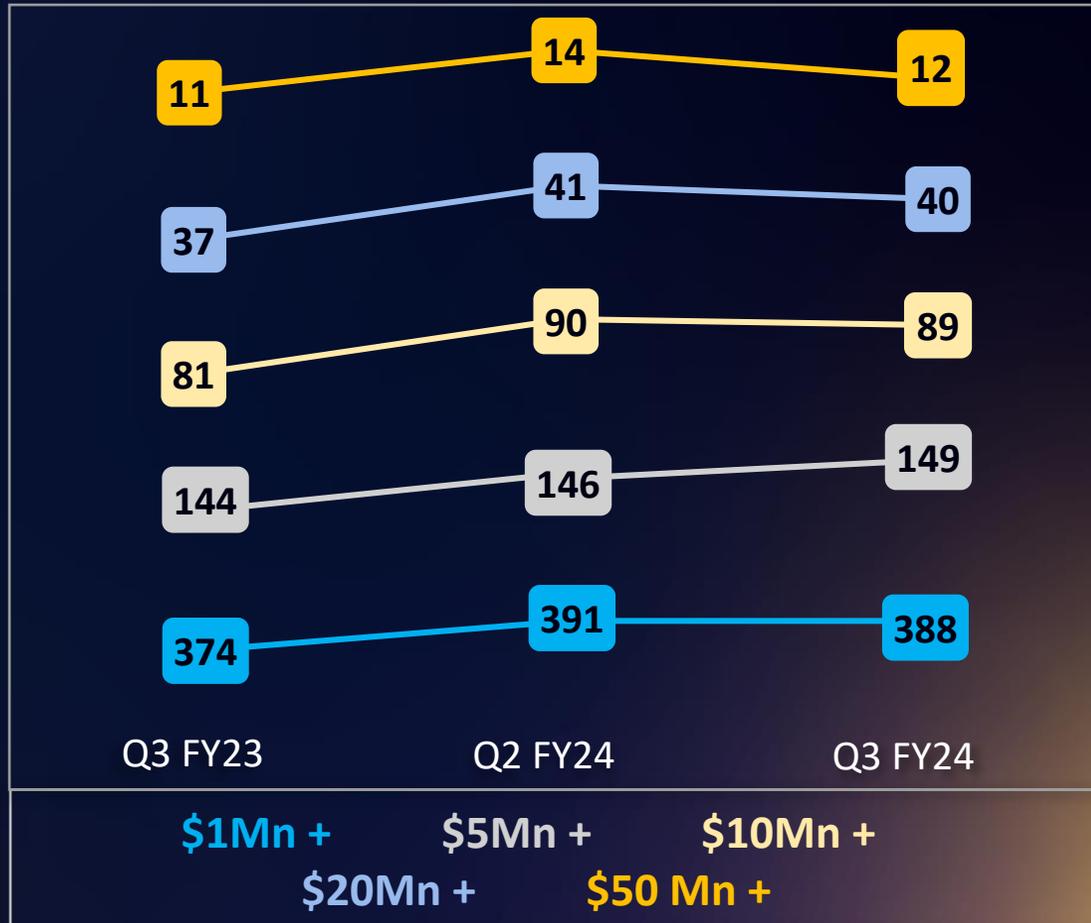


## REVENUE BY GEOGRAPHY (%)

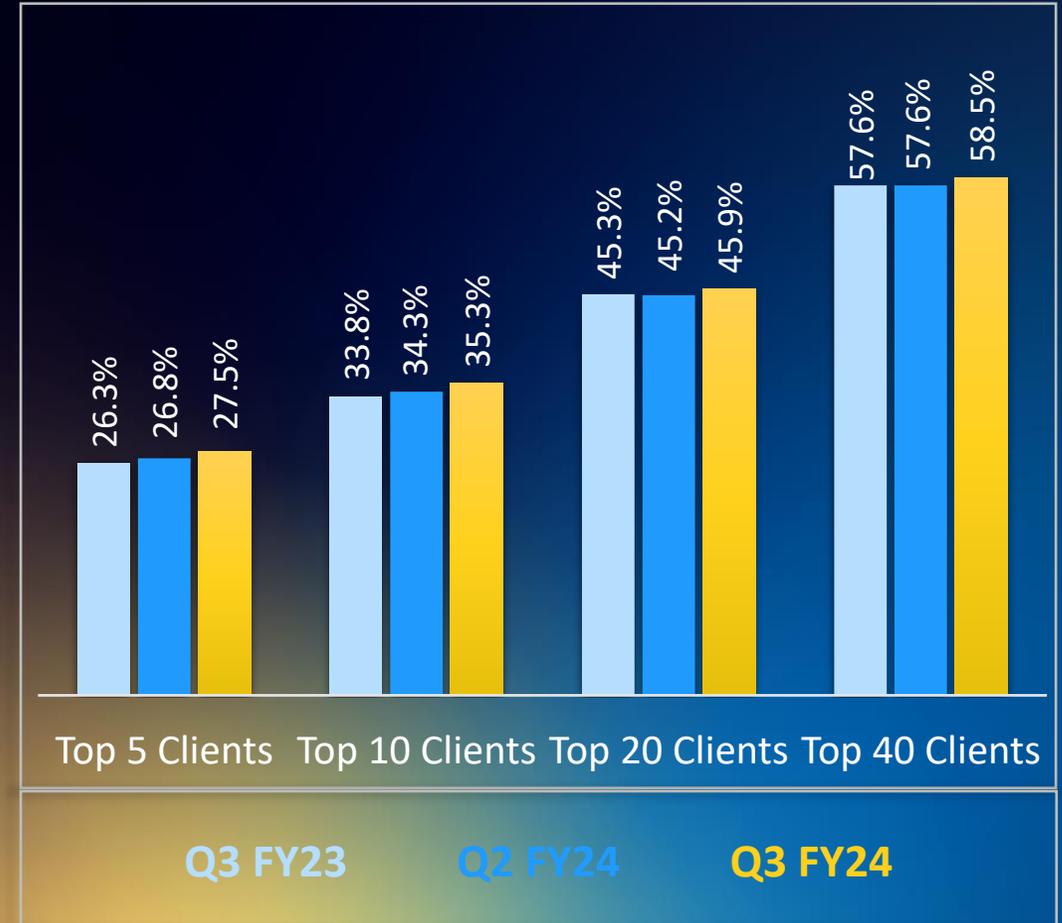


# Client Composition

## CLIENT METRICS



## CLIENT CONTRIBUTION TO REVENUE (%)

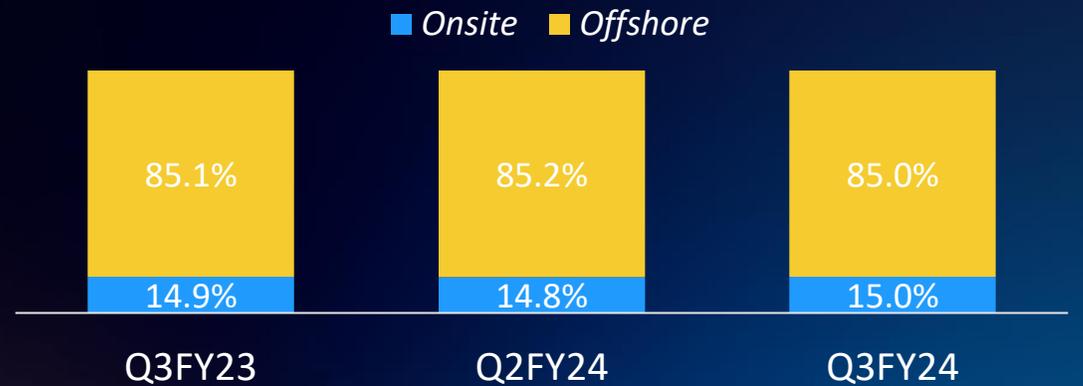


# Employee Metrics

## Utilization (excl. trainees) (%)



## Effort Mix (%)



## Total Employees



## Women Employees



Women employee % = Women employee Headcount / Total Headcount

# Key Deal Wins



## A US-based premier oil and gas producer

Selected LTIMindtree as their strategic partner for end-to-end technology services. As part of the partnership, LTIMindtree will provide services across several value-based portfolios covering Digital Solutions, Platforms and Operations.



## A diversified multinational mass media corporation

Chose LTIMindtree as their preferred ServiceNow transformation partner. This engagement will help unlock the value of their ServiceNow investments, improve ROI, and drive cost efficiency.



## A global financial services technology company

Selected LTIMindtree for its Product Development initiatives.



## A leading US-based energy producer

Expanded its infrastructure managed services scope with LTIMindtree.

# Robust Strategic Alliances



Google Cloud  
Partner

ORACLE | Partner



servicenow®



salesforce

SUMMIT  
PARTNER

IBM®  
Platinum Partner



Adobe  
Solution Partner  
PLATINUM

DELL Technologies  
GOLD PARTNER



Global Elite  
Partner

temenos

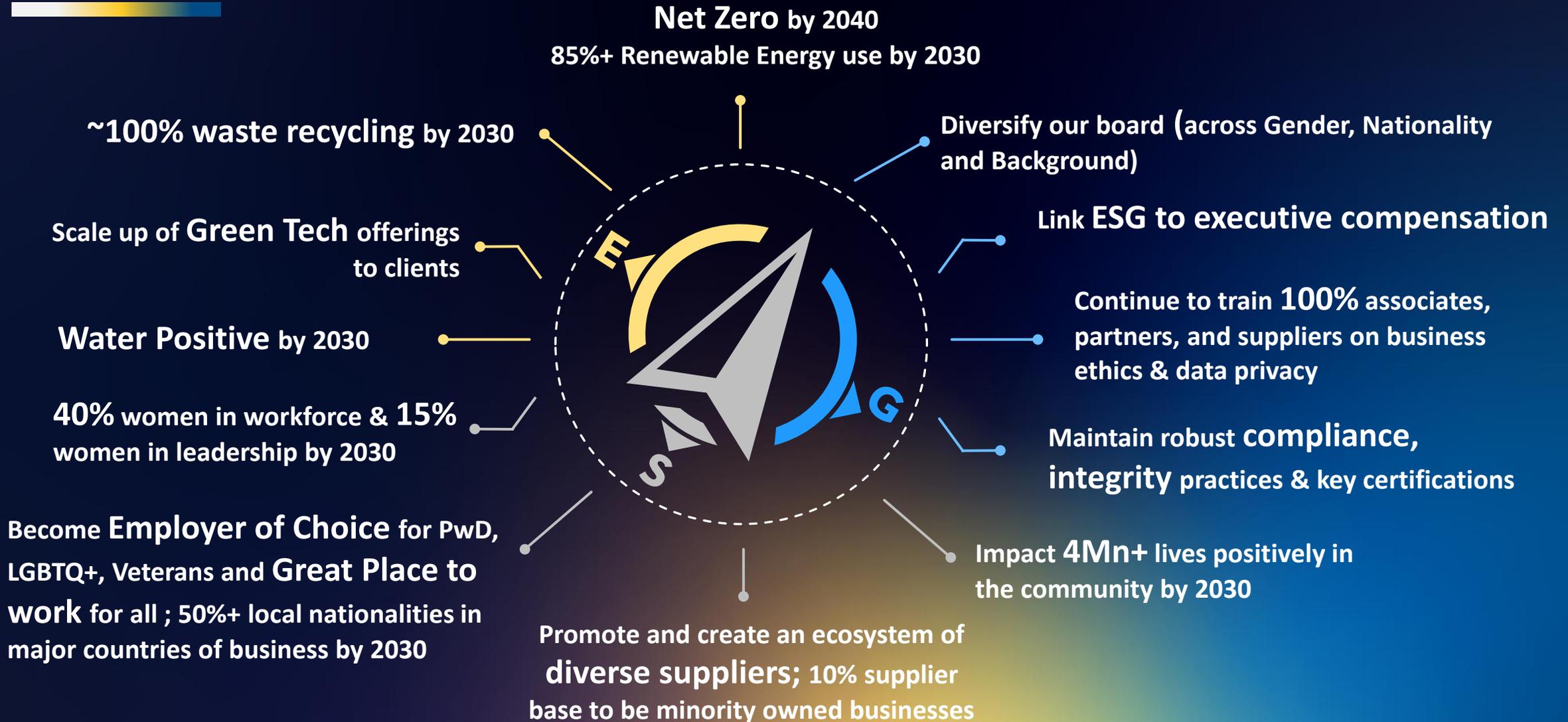


databricks



Hewlett Packard  
Enterprise

# ESG Goals



## In Summary

Digital Engineering Powerhouse  
Industry leading Profitable Growth

Let's get to the **Future, Faster.**

**Together.**