

LTI/SE/STAT/2020-21/19

June 09, 2020

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 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**

Digitally signed by MANOJ KOUL  
DN: c=IN, o=Personal, postalCode=411014,  
st=Maharashtra,  
2.5.4.20=f4d0fbc43384c087302479690c03ff13db34ce4fe  
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Date: 2020.06.09 16:52:18 +05'30'

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

**Larsen & Toubro Infotech Ltd.**

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**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

Powering the  
**BREAKAWAY**  
Enterprise



# 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

31,000+

Headcount

\$1.5Bn+

FY20 Revenue

66

Fortune 500 clients

424

Active clients

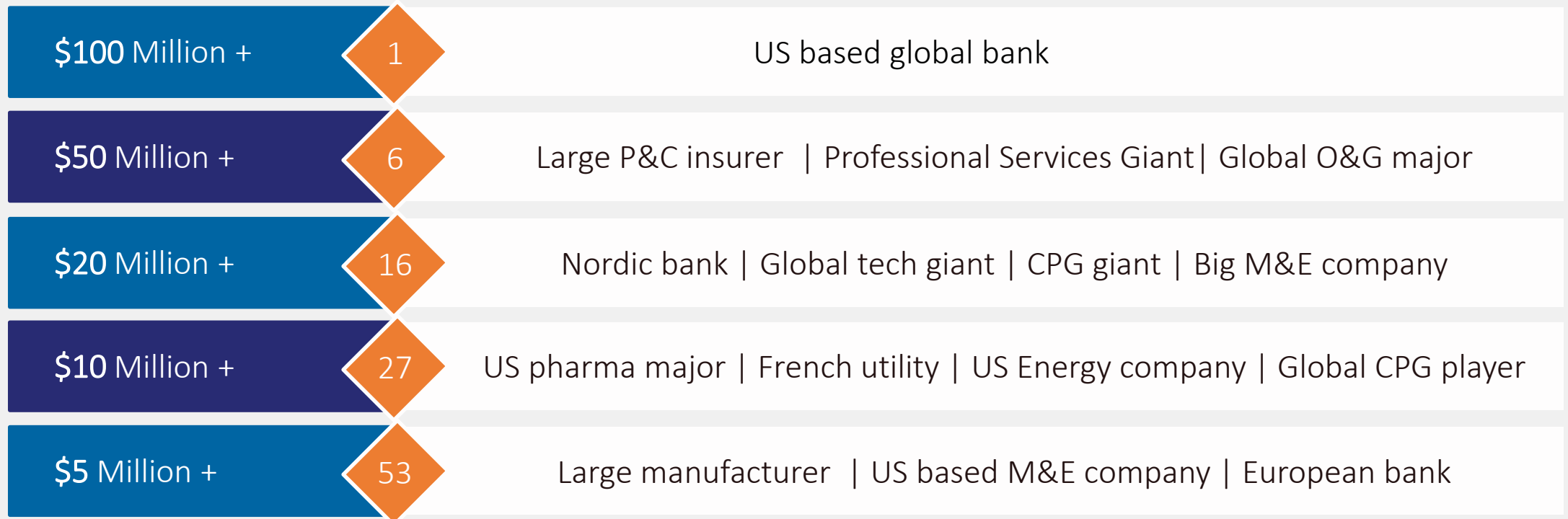
6<sup>th</sup>

Largest Indian IT services  
company

34

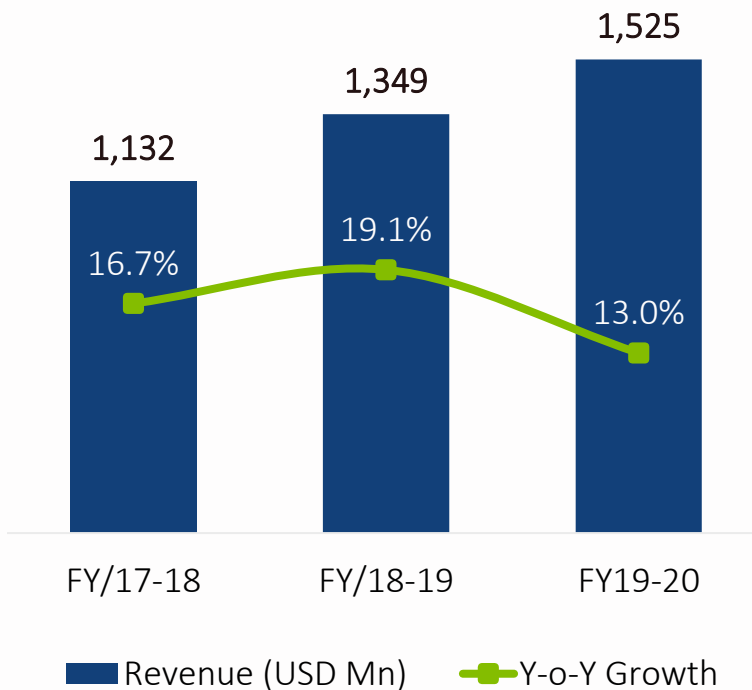
Delivery centers globally,  
with 58 sales offices

# Enviably Client Profile

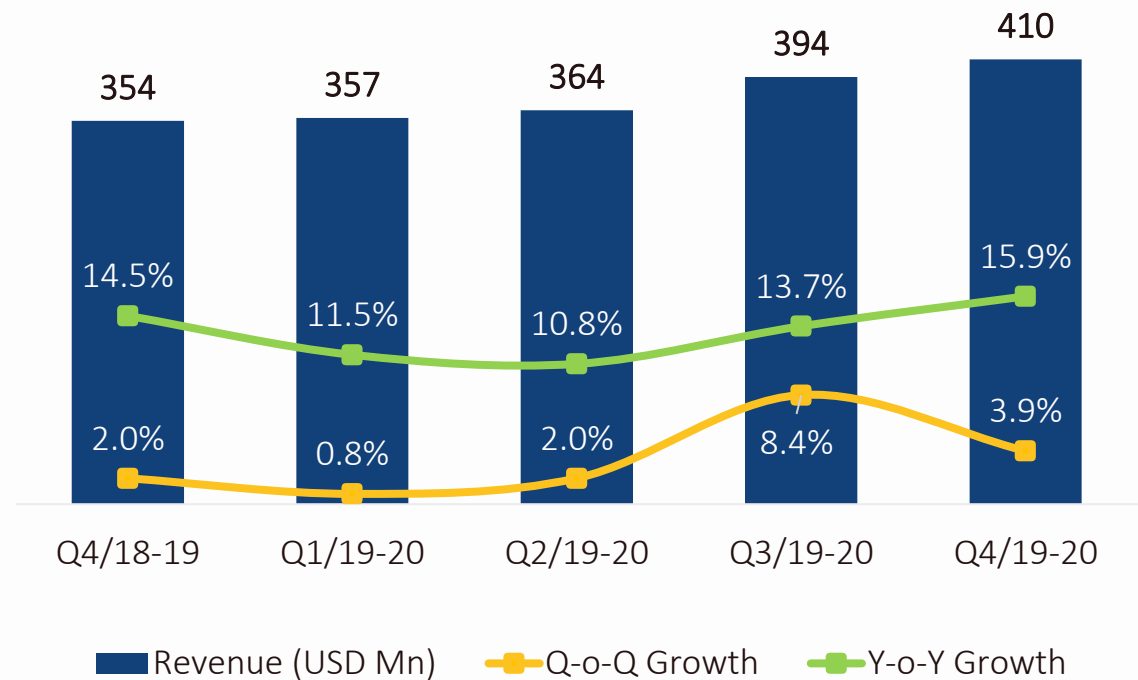


# Consistently Delivering Industry Leading Revenue Growth

## Annual Revenues (USD Mn)

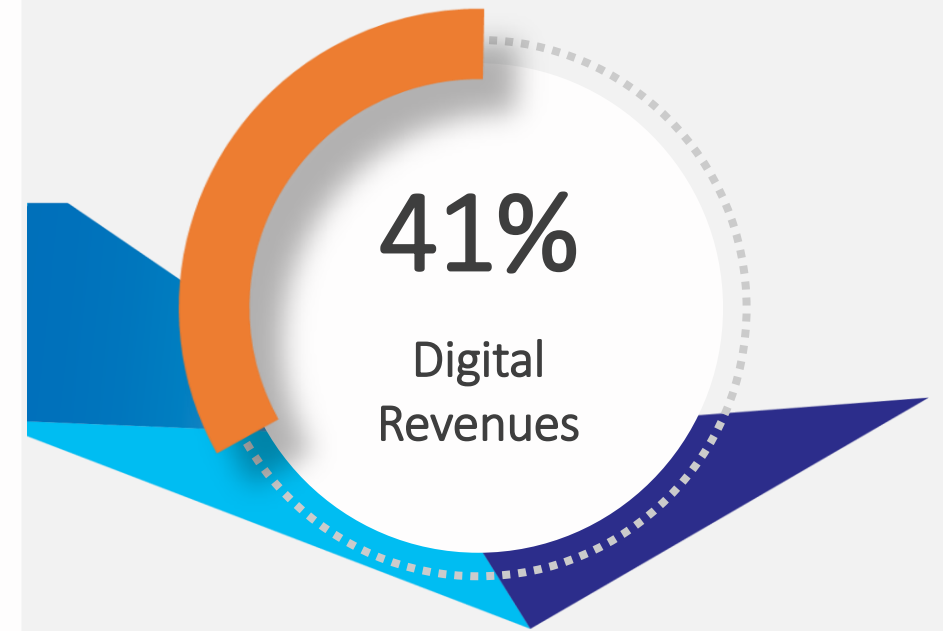
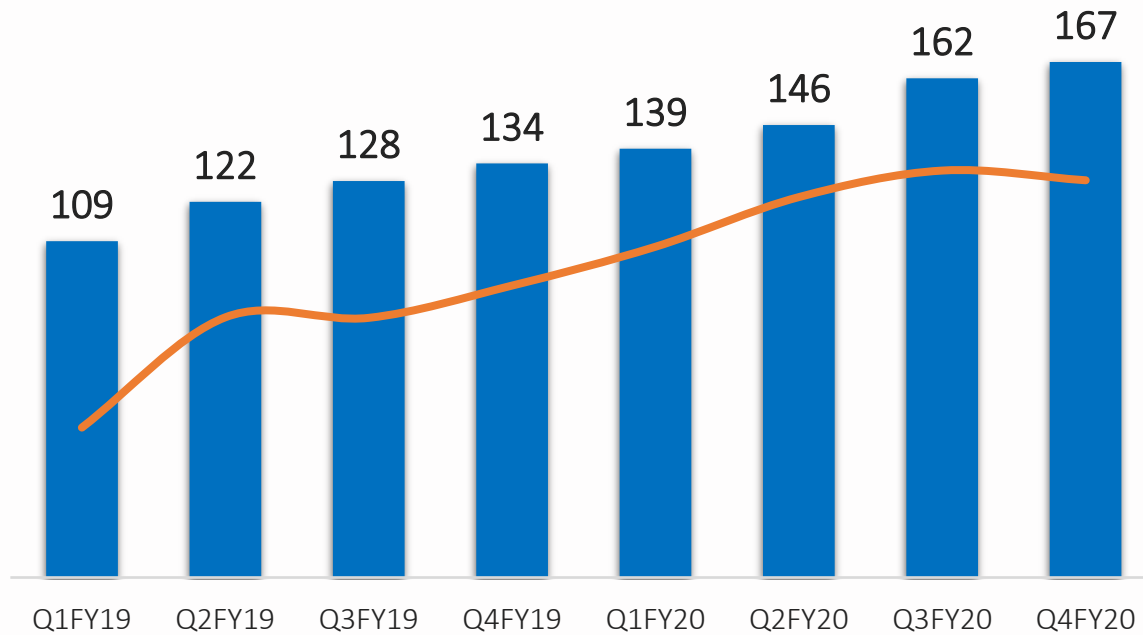


## Quarterly Revenues (USD Mn)



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

Quarterly Digital Revenue (USD Mn)

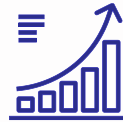


Some enterprises in mature industries don't just survive disruptive times. They...

# BREAKAWAY



Enabling new business models



Enabling revenue growth



Transforming customer and employee experiences



Mastering next gen efficient operations

Solving sticky and persistent problems

Making the middleman redundant

Tech for the bottom billion

Service orientation of subscription economy

Faster time-to-market



# LTI's strategy for helping Breakaway Enterprises

# Operate to Transform



Do  
Less



Do  
Fast



Do  
More



Do  
Better

# Data-Driven Organizations



Data as an enterprise asset



AI led automation



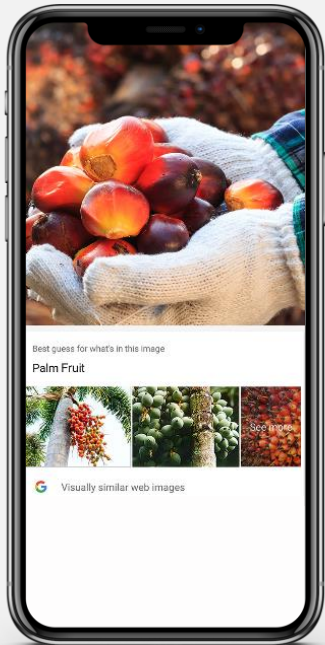
Monetization of data



Right data, right time, right people



# Experience Transformation...



Empathy led



Persona and journey driven



Immersive to the core



Human centric

# Digitizing the Core



Define  
the core



Messy legacy to  
digital core



Integrate  
everything with  
digital core



Embed  
Automation and  
Intelligence



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



Platforms



Partnership



Acquisitions

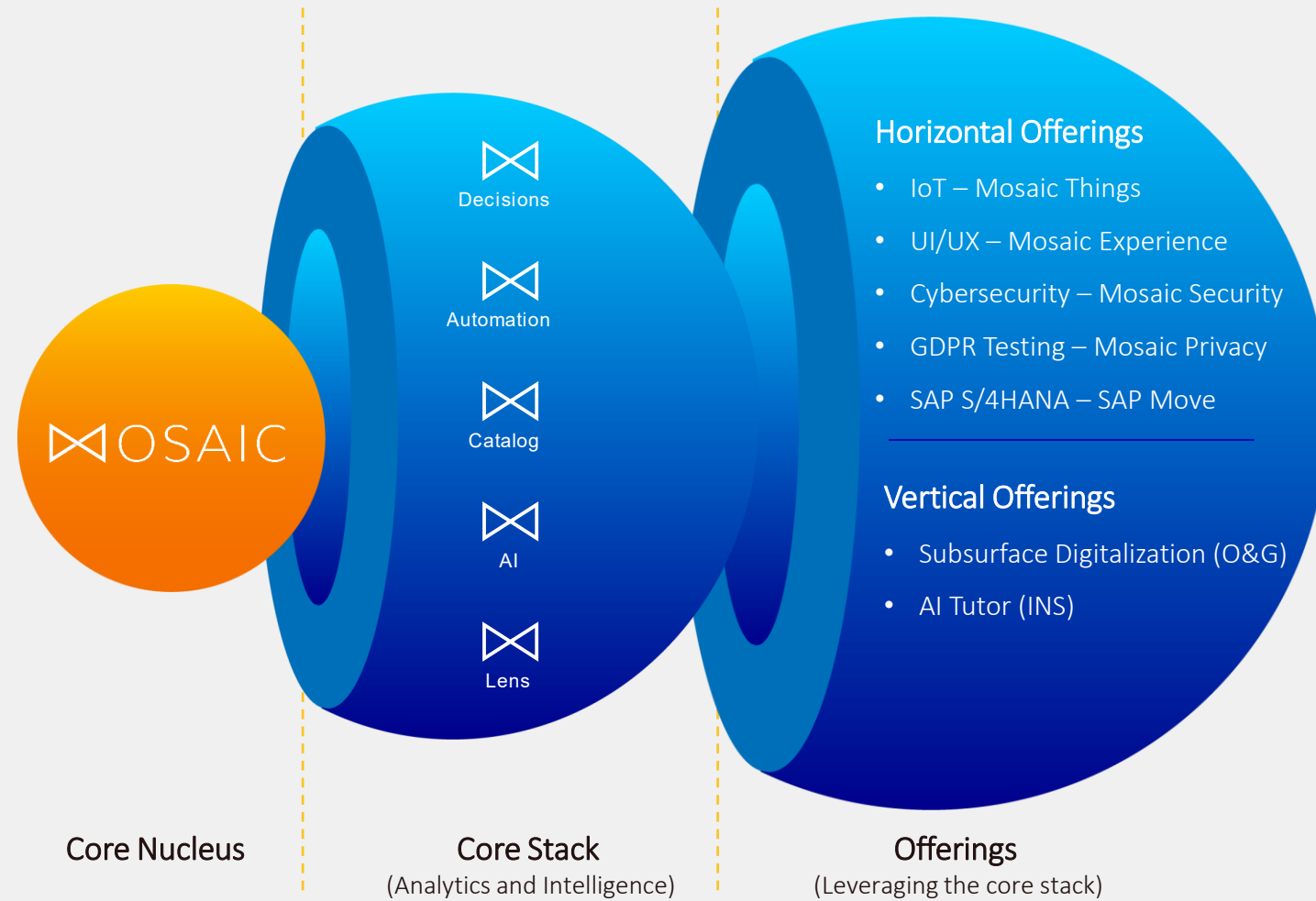


People



# MOSAIC

Powering Enterprise  
Decisions & Actions



# Acquisitions



An LTI Company





# Strategy-on-a-Page



## Untapped Opportunity



## Enterprises Trying to

- Enable new business models
- Enable revenue growth
- Transform experiences
- Build next gen operations



## Focus on Outcomes

- Operate to Transform
- Data driven organizations
- Experience Transformation
- Digitizing the core



## LTI Platforms Focus

- Industry specific
- Functional
- IaaS and PaaS
- Capability based



AI



ML



Data



Automation



Cloud



IoT

# We're Winning

## Key Government Ministry



Multi-year multi-million large deal for complete digital transformation and building a data & analytics platform

## Large Energy Retail Company



End to end managed services deal for its IT applications and infrastructure operations

## Smart Energy Storage Solution Provider



Multi-year, multi-million dollar deal for transforming global application operations

## Apex Government body



Multi-million dollar deal for creation of data management framework and integrating data sets

# COVID-19: Adapting to the New Normal

## Primary Focus

Employee safety & safeguarding business interests of clients

## Minimal Disruption of Operations

Flawless execution of BCP, 95% WFH within a week, currently at 99%

## iCare - Custom Mobile App Created Inhouse

Calibrated approach to re-opening facilities, iCare to track employee safety

## Building Comfort Among Employees

Multiple channels of communication: global helpline, dedicated intranet page, inhouse crisis notification system, workplace Facebook

## Strong Financial & Liquidity Position

No material impact on Q4FY20, upgrade in CRISIL rating to AAA/Stable, cash & liquid investments of INR 27,458 mn

Home

Basis Employee Survey  
Low Risk

Presence in Containment Zone (Yesterday)  
No

Aarogya Setu App Status  
Low Risk (Green)

Symptoms  
None

Has Travel History  
No

You are safe for today.

Allocated Seat

Seat No. GE-A-8-080  
Floor 8  
Building L&T Infotech - Godrej Eternia-A, Pune  
City Pune

LTI Updates Advisory

Powered by LTI mosaic

## Screenshots of iCare app

Employee Survey

Have you attended any meetups or gatherings in the last 14 days?

Yes No

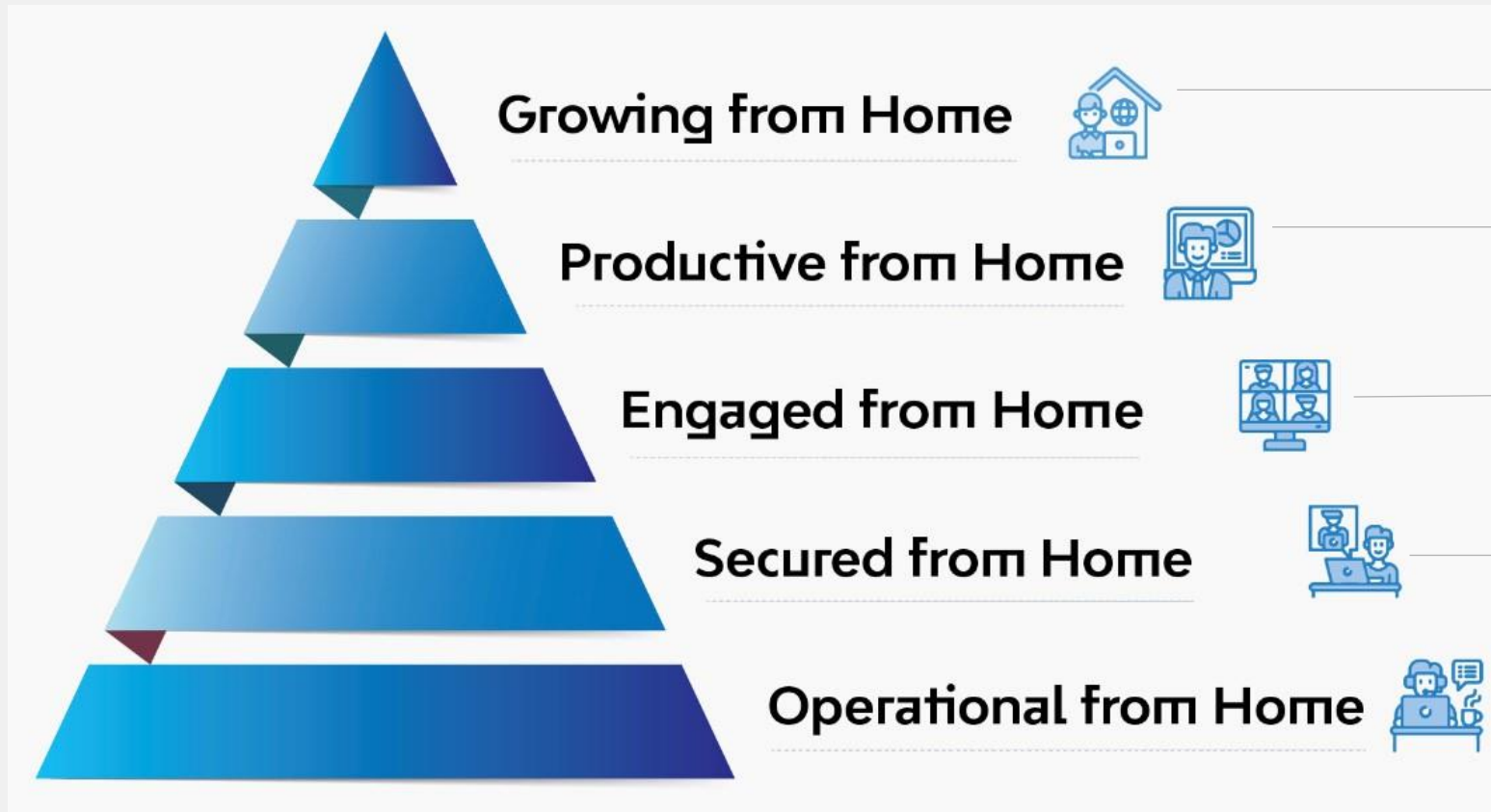
Please provide the details.

Date: dd-mm-2020 Location: Add Location

No. of people: People Reason: Office Meeting

Swipe left to go back

# xFH Stack: LTI's Remote Model Addressing the New Normal



Enable growth activities, both for personal growth and organizational growth, to be able to scale appropriately.

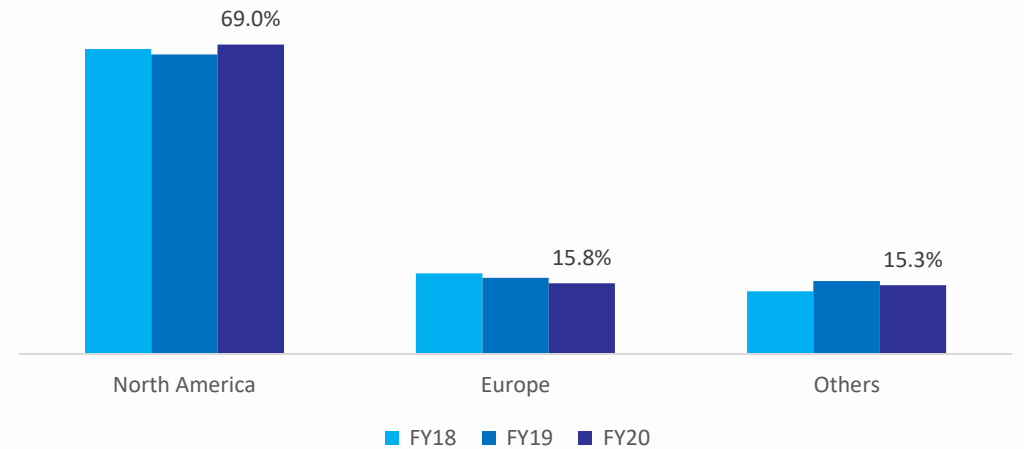
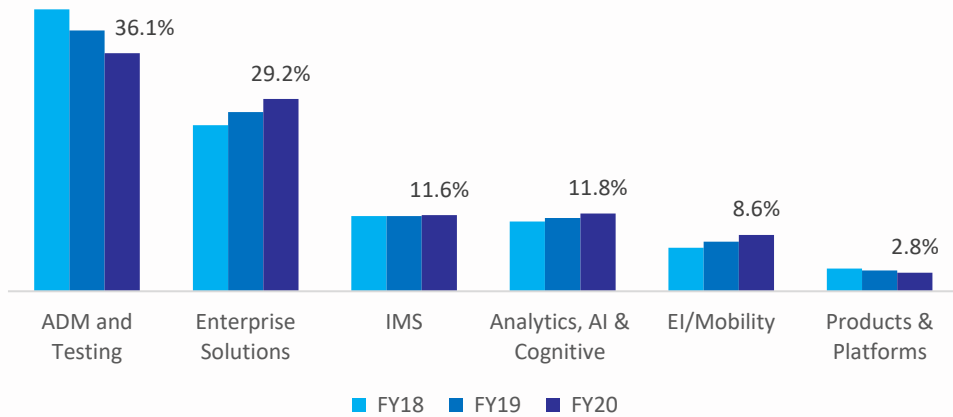
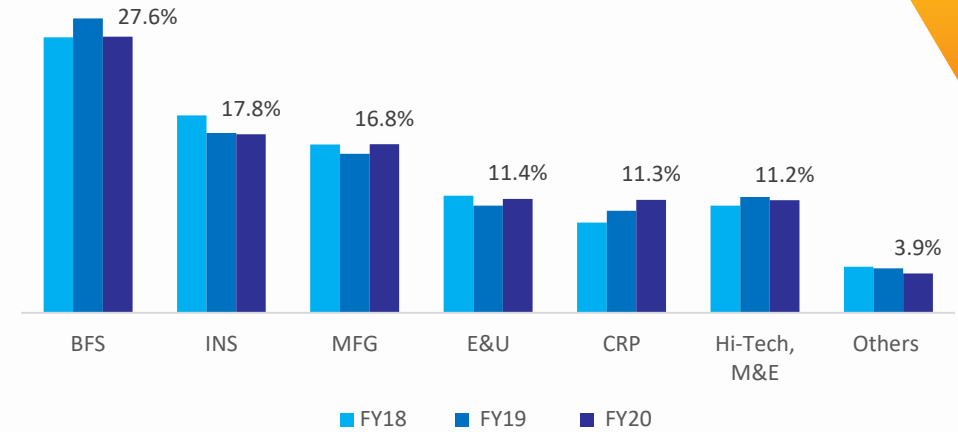
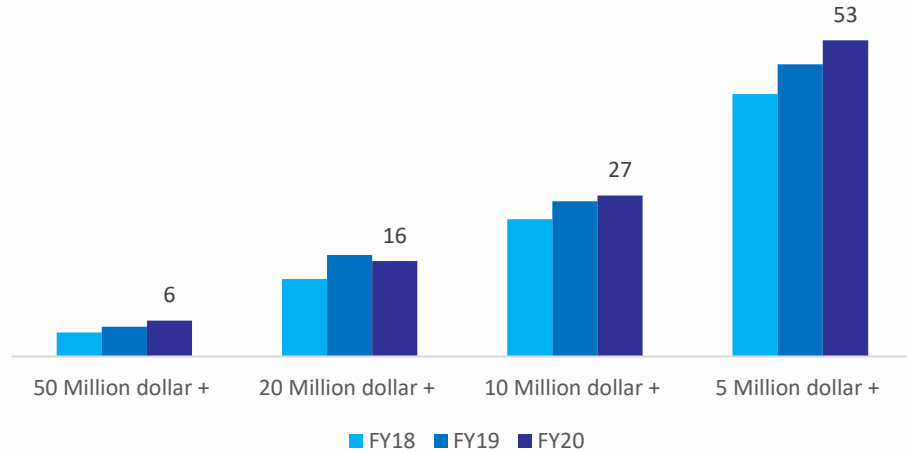
Evolving processes, tools and methodologies to ensure similar or higher productivity levels.

Design active engagement of a remote workforce to replace the otherwise usual connects that existed in a familiar work environment

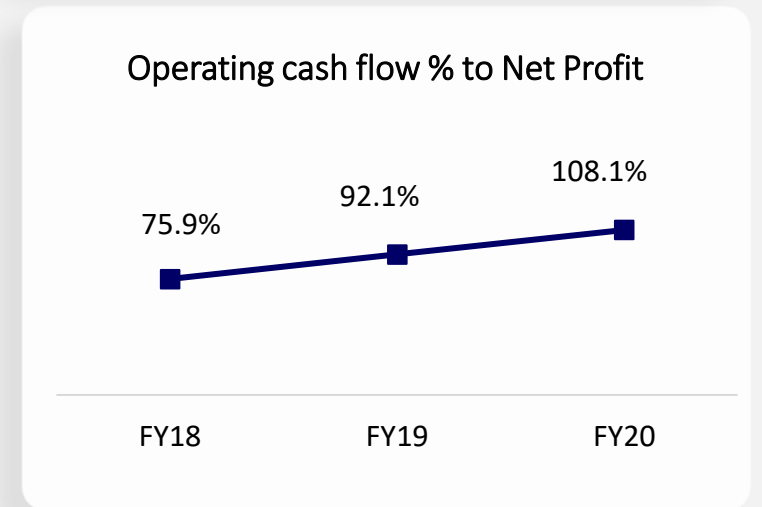
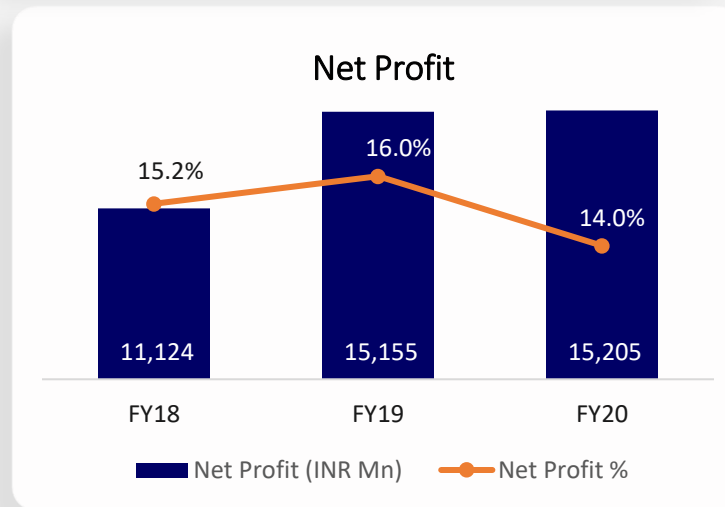
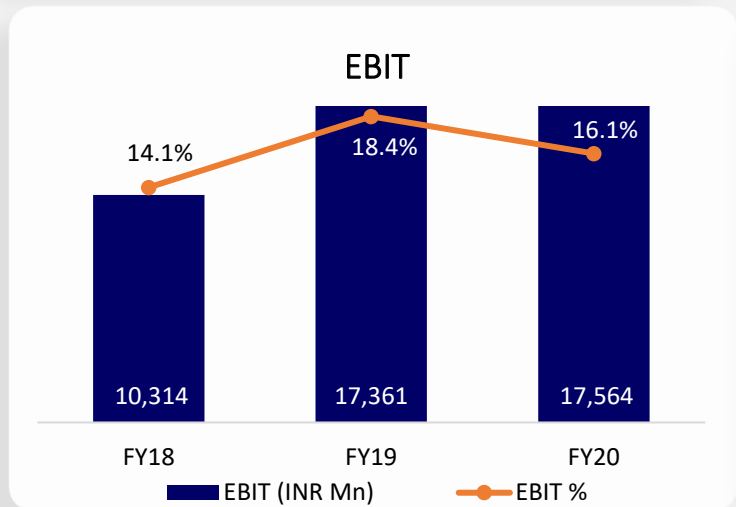
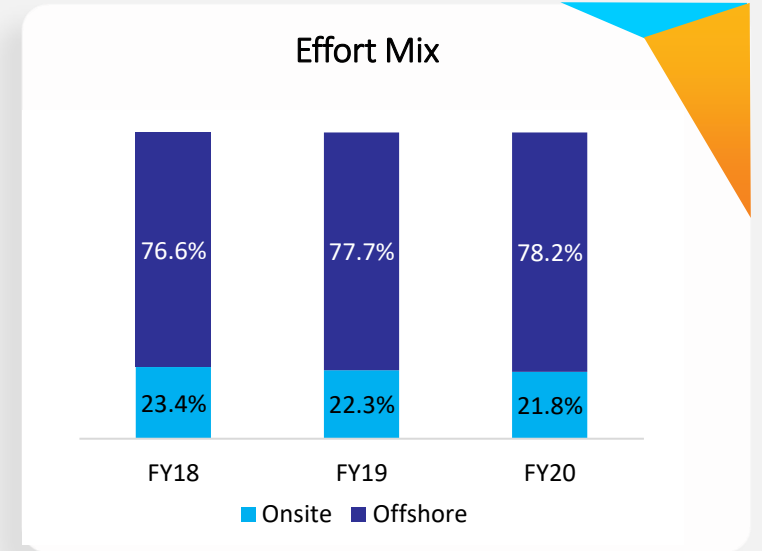
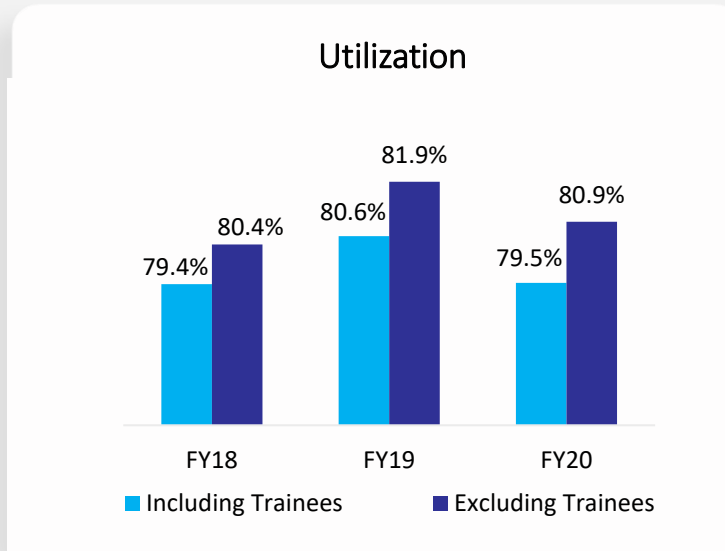
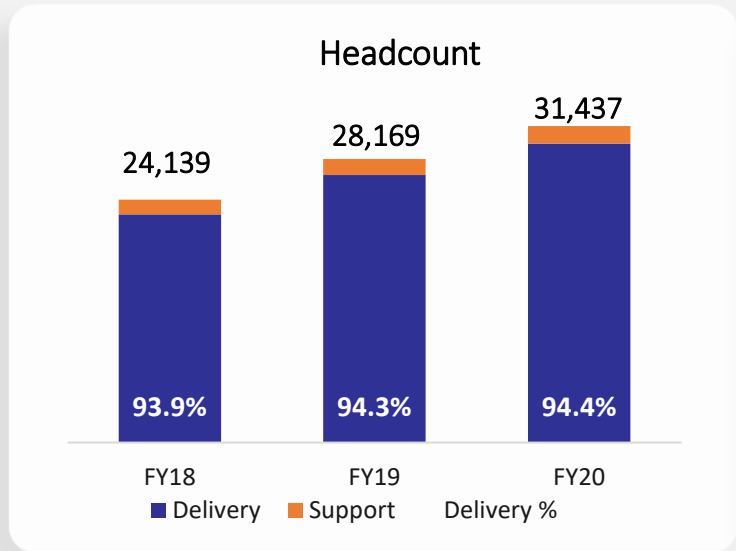
Provide reliable and secure connectivity options in order to have access to required resources

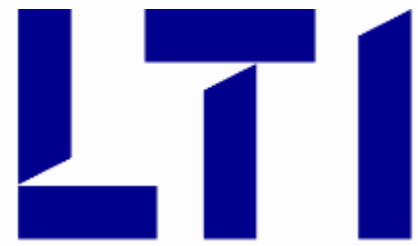
Quickly, efficiently and securely enable distributed employees to be operational from home

# Well Diversified Portfolio



# Operational Excellence Leading To Healthy Financial Performance





Let's Solve