

LTIM/SE/STAT/2022-23/140

March 14, 2023

**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 Day - Presentation**

Pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, and in continuation to our letter dated March 10, 2023, bearing reference no. LTIM/SE/STAT/2022-23/138 informing the Exchange on holding the Investor day today, we enclose copy of the presentation referred during the Investor Day.

The same is also being made available on the Company's website at <https://www.ltimindtree.com/investors/>

Please take the same on your records.

Thanking you,

Yours faithfully,  
For LTIMindtree Limited



(Tridib Barat)

Company Secretary & Compliance Officer



Encl. As above

LTIMindtree Limited

(Formerly Larsen & Toubro Infotech Limited)

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T: + 22 6776 6776 F: + 22 4313 0997

Registered Office : L&T House, Ballard Estate, Mumbai - 400 001.

www.ltimindtree.com, E-mail : info@ltimindtree.com, CIN - L72900MH1996PLC104693



Getting to the  
future, *faster.*  
**Together.**

# Safe Harbour



Certain statements in the presentations 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.





# Investor Day

2 0 2 3

# Clarity in paradoxical times

S P E A K E R

**Debashis Chatterjee**

CEO & Managing Director

Getting to the future, *faster*. **Together**

# We are living in paradoxical times



Falling GDP <	> Low unemployment
High interest rates <	> Stubborn inflation
Globalization <	> Sovereignty
Growing population <	> Shrinking workforce
Flexible working <	> Productivity



We aim to **simplify**,  
**unify** and provide  
**clarity** in these  
paradoxical times

# Building clarity



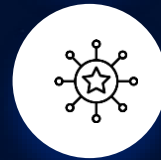
# LTIM *One*



*One* Culture



*One* GTM Strategy



*One* Unified Capability



*One* Profitable Growth Model

# One 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



# One Culture

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

## CORE VALUES



# One GTM Model

## LTIM One

to enable the above



No change  
in client  
interfaces



Integrated Pre Sales and  
Large Deals Team

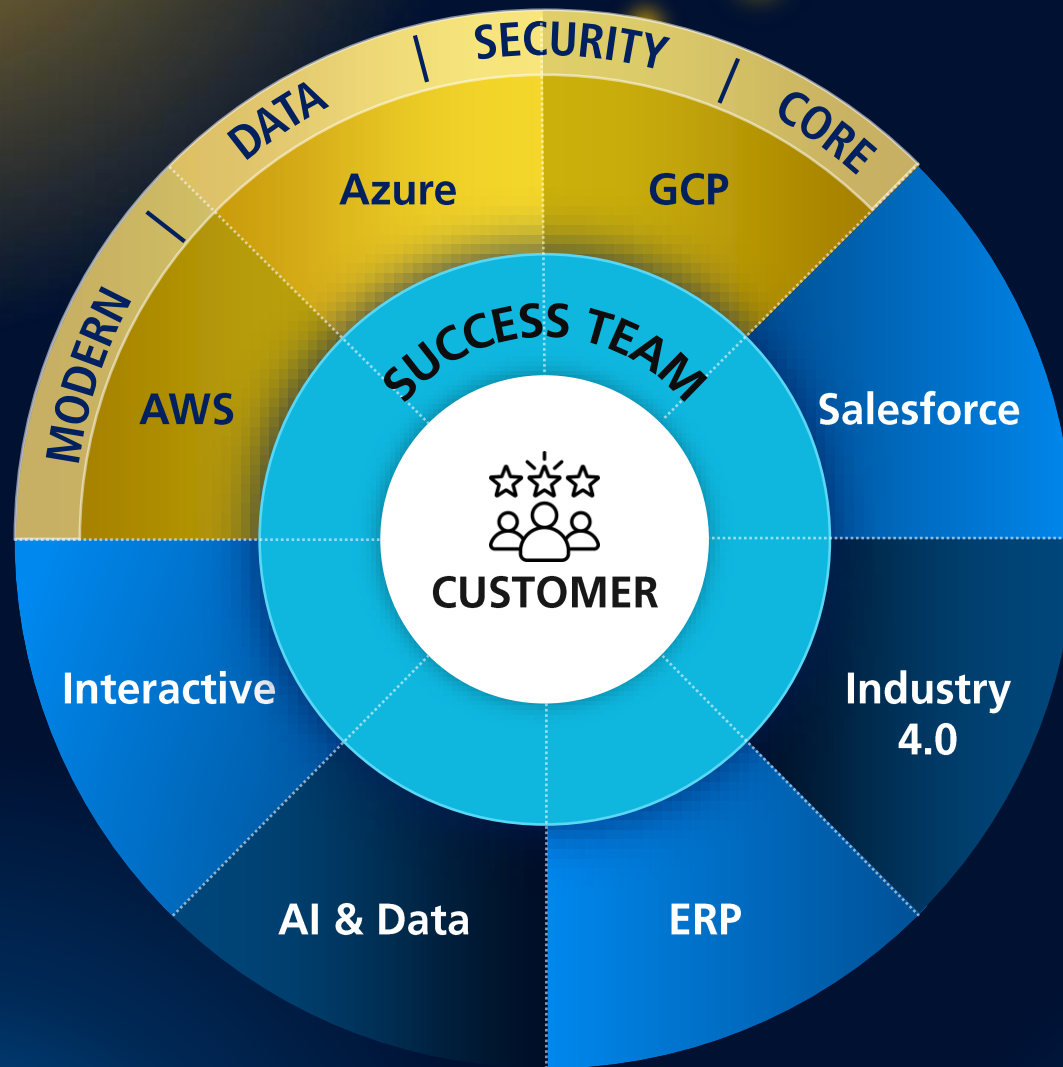


Seamlessly aligned  
organization – Sale,  
Delivery, Service Lines



Global Service Line  
Sales fully aligned to  
Vertical and Geo Units

# One Unified Capability



## Pioneering a bold, new organization design

- 1 Aligning to Momentum
- 2 Amplifying the Strengths
- 3 Do it Collectively

# One Profitable Growth Model

**Driving a virtuous cycle of sustainable value creation**



# Serving enterprise needs to get them to the future. **Faster.**

Cash Savings

VS.

Transformation

Efficiencies

VS.

Resilience

Flexibility

VS.

Security

Speed & agility

VS.

Predictability



Getting to the  
**future, *faster.***  
**Together.**



# Investor Day

2 0 2 3

## Finding growth in paradoxical times

S P E A K E R

**Sudhir Chaturvedi**

President, Global Markets

Getting to the future, *faster*. **Together**

In the **Future** clients will need to continuously transform from *inside out* and *outside in*

**Business Model Transformation**



CLIENT ENTERPRISE



**Experience Transformation**

**Operations Transformation**



**Tech Ecosystem Transformation**



# They will look to do so **Faster** than ever before



Scale and  
Expertise



Assets of  
Innovation



Platform-led  
Delivery

They will need a partner who works **Together** with them

**Energy & Ambition**  
of a challenger

+

Resources, scale, &  
confidence of a leader

**Attention & Responsiveness**  
of a caring partner

+

Vision & perspective of  
an end-to-end provider

“

Preparing a building products company to navigate huge cyclicity in housing industry by transforming the IT operating model to be more elastic across 100+ enterprise applications, cloud infrastructure, workplace services, and OT systems.

”



“

Built an omnichannel digital experience for UK's biggest electronics retailer to engage 8.5M+ consumers per week and drive 35% Increase in online conversions annually.

”



“ Transforming a top 5 Life & Annuity US carrier by refactoring majority of their IT estate to the cloud, enabling them to be nimble & efficient with new product releases and reducing operations spend by over \$100Mn. ”



“ Managing end to end customer applications from marketing to value-added services, spanning 14 technologies, and rationalising the suppliers from 15 to 1, for the world’s leading travel and hospitality company. ”

# Growth Opportunities unique to LTIMindtree



Resilient  
Blue-Chip  
Account  
Portfolio



Large base  
of Accounts  
for Cross Sell  
/ Upsell



Large  
Deals  
track  
record



Alliances  
and  
Partnership  
led growth



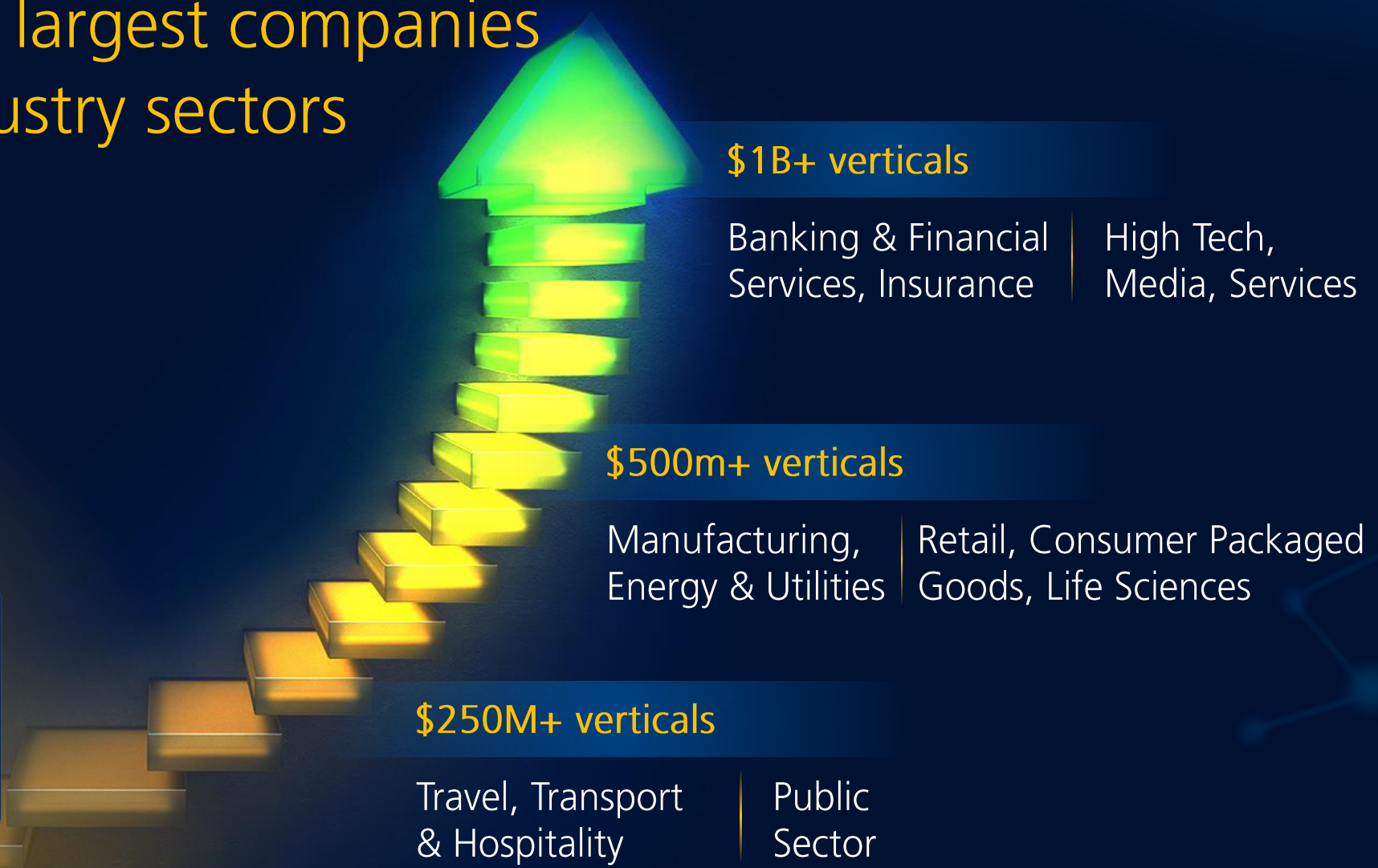
New Logo  
track record



# Resilient Blue Chip Account Portfolio

We work with the largest companies in each of our industry sectors

95  
Fortune  
500





# Resilient Blue Chip Account Portfolio

55% of current revenue are in capability areas which are relatively unaffected by macro



Experience



Data



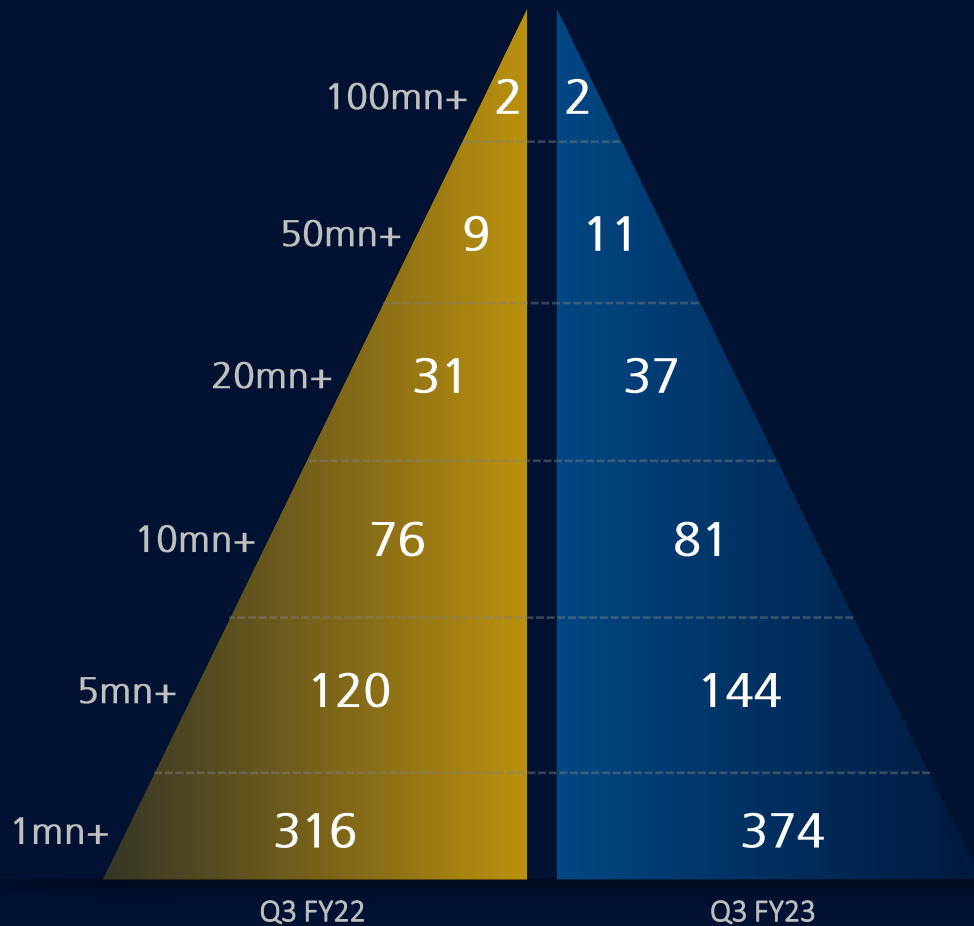
Cloud



Cyber

# Cross Sell / Up Sell

## \$1m plus Accounts



Core	Core Transformation	Platform Transformation	Digital Re-Imagination	Modern Operations	
Experience Relations, Insights	Experience	CRM, Commerce	MarTech	Digital Engineering	Data and Analytics
Edge	Industry X.0	ESG	Connected Products	Smart Spaces	Connected Supply Chain
Cloud, Security	Cloud, Optimization	Platform Engineering	Cloud Modernization	Data In Cloud	Cloud Security
Quality Engineering	Advisory Services	Experience Assurance	Business Assurance	Product Assurance	QE As A Service
Consulting	Domain Consulting	Customer Experience	ESG & Sustainability	Applied Innovation	Value Engineering

# Large Deals pipeline continues to be strong

No. of large deals

68

**LARGE  
DEALS**

Total TCV

\$3.18B

# Partnership led Sales engine

## HYPERSCALERS

## ENTERPRISE APPS

## DIGITAL & DATA

## VERTICAL SPECIFIC


**servicenow**

Emerging Service Provider Americas 2023

**aws**

Global Collaboration Partner of the Year 2022

**aws**

North American Migration Partner of the Year 2022

**snowflake**

GSI Global Delivery Platform Partner of the Year 2022

**Hitachi Vantara**

Upcoming Partner of the Year, GSI Summit 2022

**ORACLE**

Earthfirst Award for Operational Excellence in Sustainability 2021

LTIM's Industry Leading Platforms

**FOSFOR**

**INFINITY**

**NxT**

# Sales Transformation Programs to deliver Growth in Paradoxical times

## Minecraft 2.0

Maximise Return  
from Focus 100  
Accounts

## Aspire

Cross Sell /  
Upsell  
\$1m+ Accounts

## Everest

Proactive Large  
Deals

## Neo

Focus on new  
logos, adjacent  
micro-verticals  
and emerging  
tech players

# LTIM *One*

to enable the above



No change  
in client interface



Integrated Pre Sales and  
Large Deals Team



Seamlessly aligned  
organization – Sales,  
Delivery, Service Lines



Global Service Line  
Sales fully aligned to  
Vertical and Geo Units



Getting to the  
**future, *faster.***  
**Together.**



# Investor Day

2 0 2 3

## LTIMOne : The new way to create customer value

### SPEAKERS

**Nachiket Deshpande**

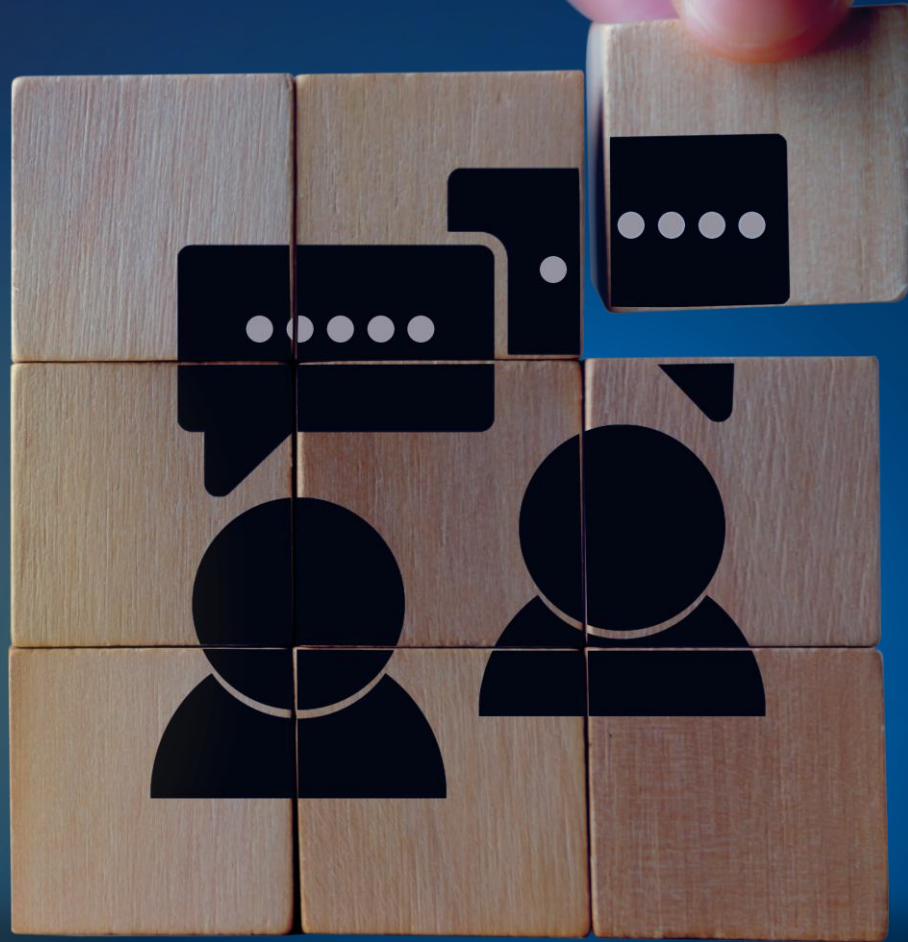
Chief Operating Officer

**Siddharth Bohra**

Chief Business Officer

Getting to the future, *faster*. **Together**





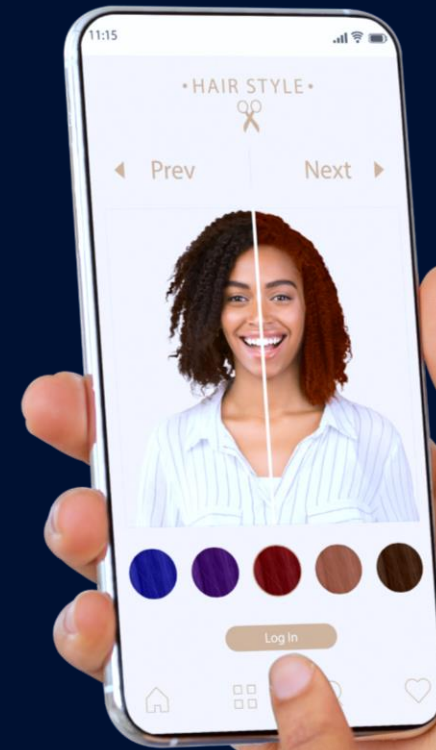
Let me tell you  
about some  
recent customer  
conversations

“

We know how to sell building products.  
We now want to build a multi-B\$  
**intelligent buildings solutions** business.  
Can you help us **engineer** the platform and  
**partner** with us to take it to market? ”

“

We want to increase our  
**Direct-to-consumer (DTC)**  
business from **10% today**  
**to 50%** in the next 3-4 years.”





“

How do we deliver a **world-class experience** to our **corporate clients**, with **real-time access** to the account, trade and portfolio data; enhanced by the **global fintech ecosystem** ”

A large, metallic, spherical object, resembling a cannonball or a heavy ball, is suspended by a chain on the left. It is in the process of shattering a vertical concrete pillar that runs through the center of the image. The concrete is crumbling into many pieces, some of which are flying off to the right. The background is a dark blue gradient.

We are witnessing  
the collapse of the silos...

Customers want  
**Success**  
@ Scale @ Speed.



## Value Chains

Functional value chains (front to back) |  
Industry value chains (prod to consumption)

Our proposition...

# Unified Transformation



Value Chains



**Ecosystem**

Interactive | Hyperscalers | Enterprise Software |  
Data Platforms | Sensors & Devices

Our proposition...

# Unified Transformation





Value Chains



Ecosystem



**Stack**

Experience | Intelligence | Core | Compute | Edge

Our proposition...

# Unified Transformation

Our proposition...

# Unified Transformation

 Value Chains

 Ecosystem

 Stack



## Methods

Design Led | Persona Centric | Scaled Agile |  
Platform Driven | OKRs

Our proposition...

# Unified Transformation

 Value Chains

 Ecosystem

 Stack

 Methods

 **Platform**

Our proposition...

# Unified Transformation



**Value Chains**



**Ecosystem**



**Stack**



**Methods**



**Platform**

# We are building the Best for the Best



# We are building the Best for the Best



## Core / foundation

*The world never stops !  
Worldwide Ops for a global  
financial agency*

## Connectivity

*Keep the gas flowing! AI powered  
command center for pipeline co.*

## Security

*Secure every attack vector.  
Next-gen security design & ops  
for leading manufacturer*

## Productivity

*All things finance, re-imagined.  
Finance Next for CPG major*



## Experience

*A seamless travel experience for  
millions! Consumer app for a  
leading hotel chain*

## Relationships

*Omni-channel customer delight.  
Unified commerce for large  
electronics retailer*

## Innovation

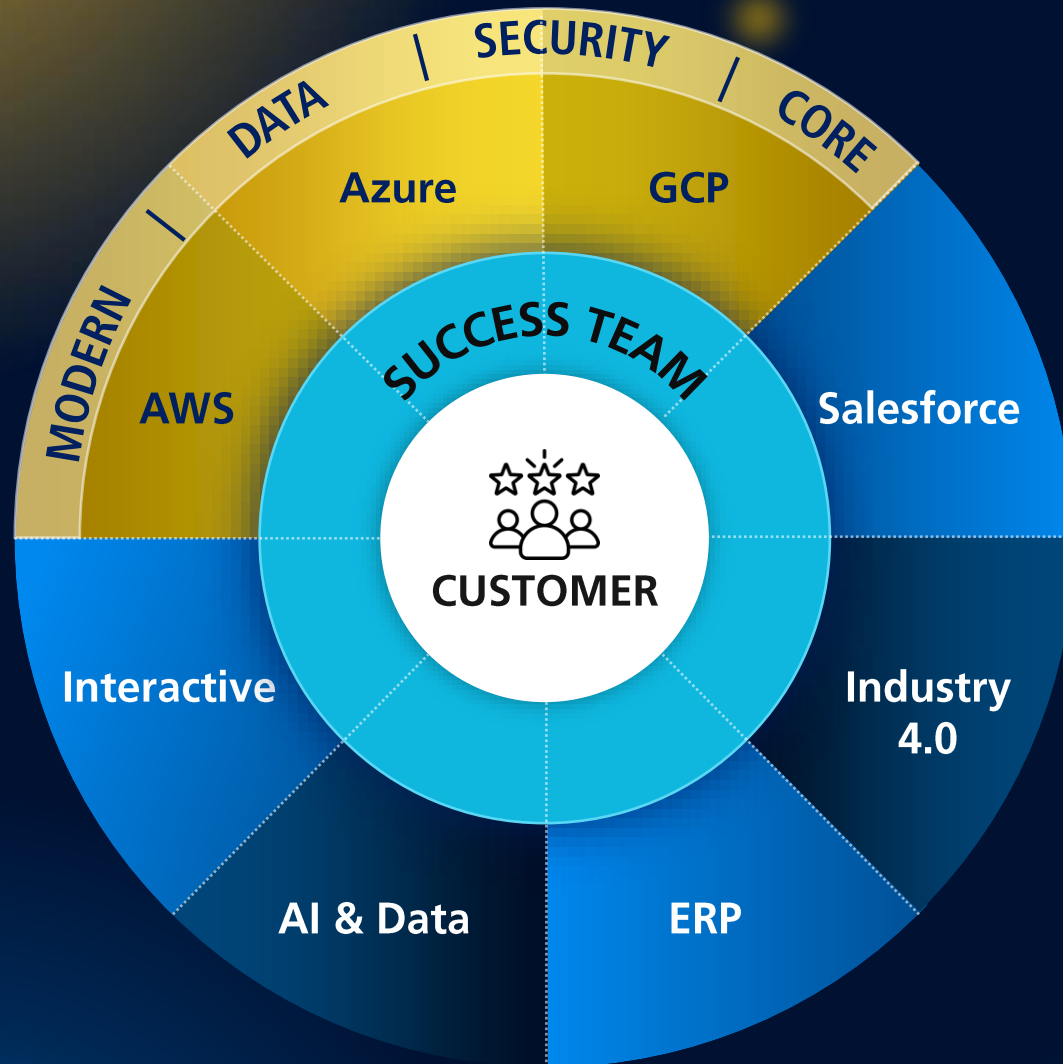
*What do we watch tonight?  
High performance OTT p/f for  
200M+ users*

## Decisions

*180 ways to WOW ! AI powered loyalty,  
compliance & more for a large Bank*

# Making **LTIMOne** Happen





# Pioneering a bold, new organization design

- 1 Aligning to Momentum
- 2 Amplifying the Strengths
- 3 Do it Collectively



# Force multiplying with the leaders



Global Collaboration  
Partner  
NA Migration Partner



#1 NSI Partner  
in US



Google Cloud  
GSI Partner



Delivery Platform  
Partner of the year



Launched Partner  
Automotive Cloud



Americas Emerging  
Service Provider

**PIPELINE**

**WIN RATIO**

**TCV**

**CUSTOMER VALUE**

# Be the Best @

## Billion\$+ Practices

### MODERN

Our best-kept secret!

### DATA & AI

Helping build Data-driven Everything

### ERP

Agile, Scalable, Secure Core

## New Growth Engines

### SECURITY

Embedded in Everything

### INTERACTIVE

Challenging Status Quo

### THRIVE

Ops in the changing world



# Best-in-class IP to deliver non-linear outcomes

**FOSFOR**

Solving for **Data to Decisions** lifecycle



INFINITY

Solving for Cloud transformation –  
**Business Case to Business Value**

**NxT**

Solving for **Edge to Experience** lifecycle

# Best-in-class IP to deliver non-linear outcomes

**F O S F O R** Solving for Data to Decisions lifecycle

**Accelerate**  
introduction  
of drugs in market

**Increase**  
brand performance  
at stores

**Expedite**  
consumer credit  
verification

**Reduce**  
fraudulent  
warranty claims

# Best-in-class IP to deliver non-linear outcomes



Solving for Cloud transformation - Business Case to Business Value

Value case &  
roadmap for  
building a Global  
Healthcare Gateway

Transform consumer  
experience for  
leading bank

Enabling ESG  
compliance for the  
leading Energy  
company

Optimize spiraling  
cloud cost for  
customers across  
industries


# Measuring Success

 Higher Growth of Target Offerings



 Growth contribution

 Productive Pyramid

 Characteristics of the Pipeline

Modern, Data & AI, ERP  
Interactive, Security

Higher Growth of Target Offerings




Growth contribution

Productive Pyramid

Characteristics of the Pipeline

Higher growth in Existing Accounts, New Areas/offerings




 Higher Growth of Target Offerings




 Growth contribution

 Productive Pyramid

 Characteristics of the Pipeline



 Higher Growth of Target Offerings



 Transformation deals

 Size of deals

 Full-stack deals

The logo features the text "LTIM One" in a bold, white, sans-serif font. The word "LTIM" is in all caps, while "One" starts with a capital 'O' and is in title case. The text is centered and overlaid on a glowing blue atom with a bright yellow nucleus and several elliptical orbits. The background is a dark blue gradient with faint DNA double helix structures on the left and right sides.

# LTIM One



# Investor Day

2 0 2 3

## Delivering Profitable Industry-leading Growth

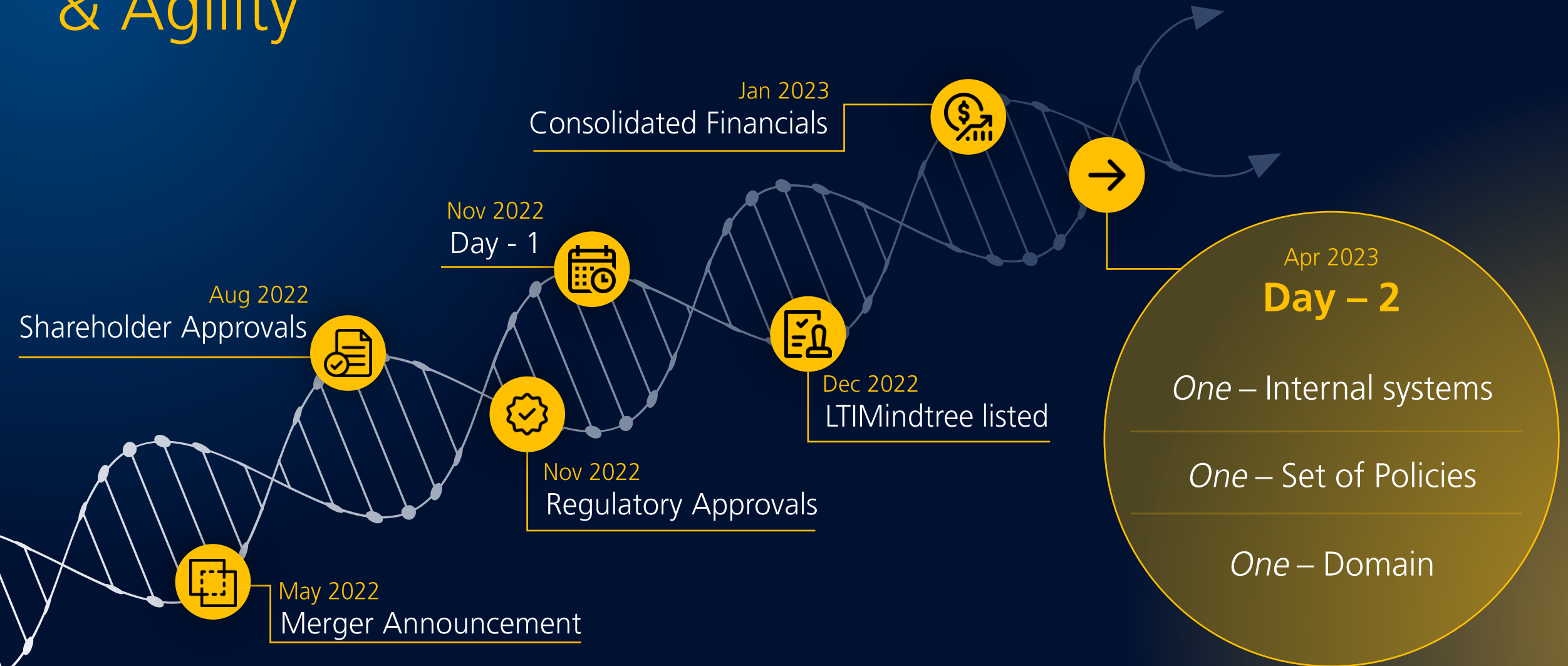
S P E A K E R

**Vinit Teredesai**

Chief Financial Officer

Getting to the future, *faster*. **Together**

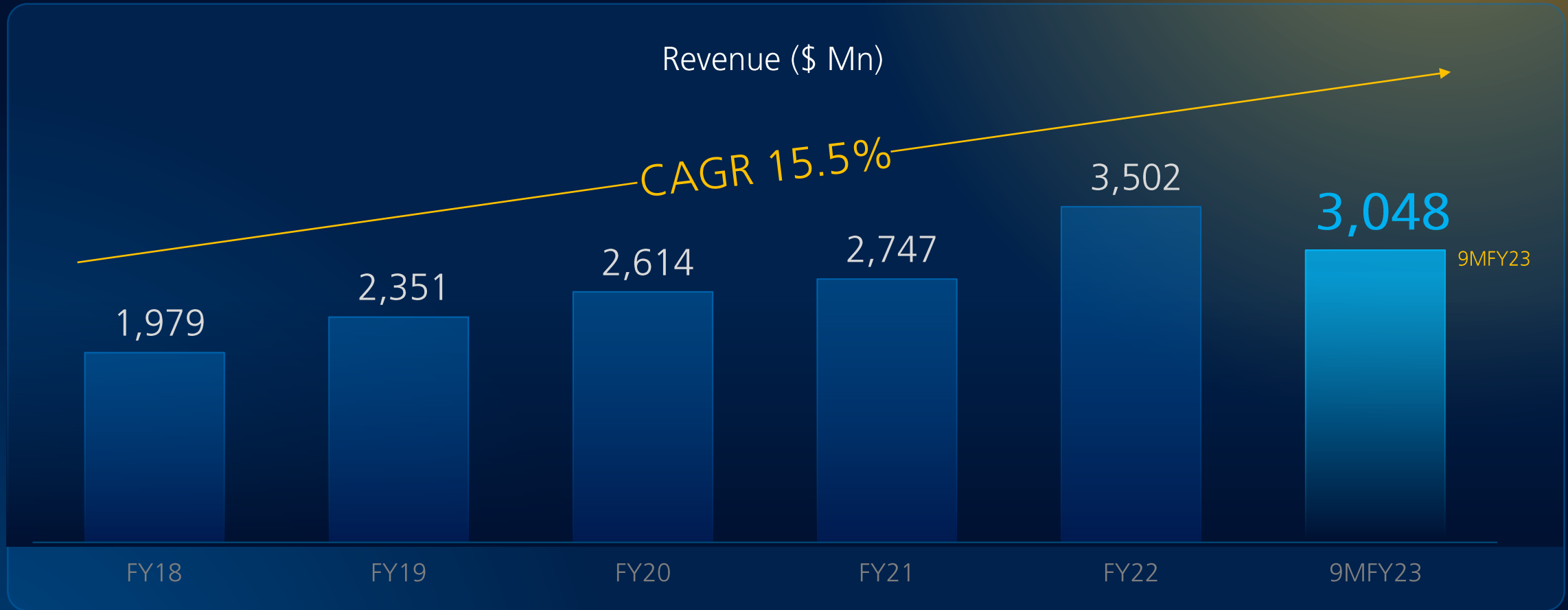
# Executing with Speed & Agility



# Our *Virtuous Cycle* of Sustainable Value Creation

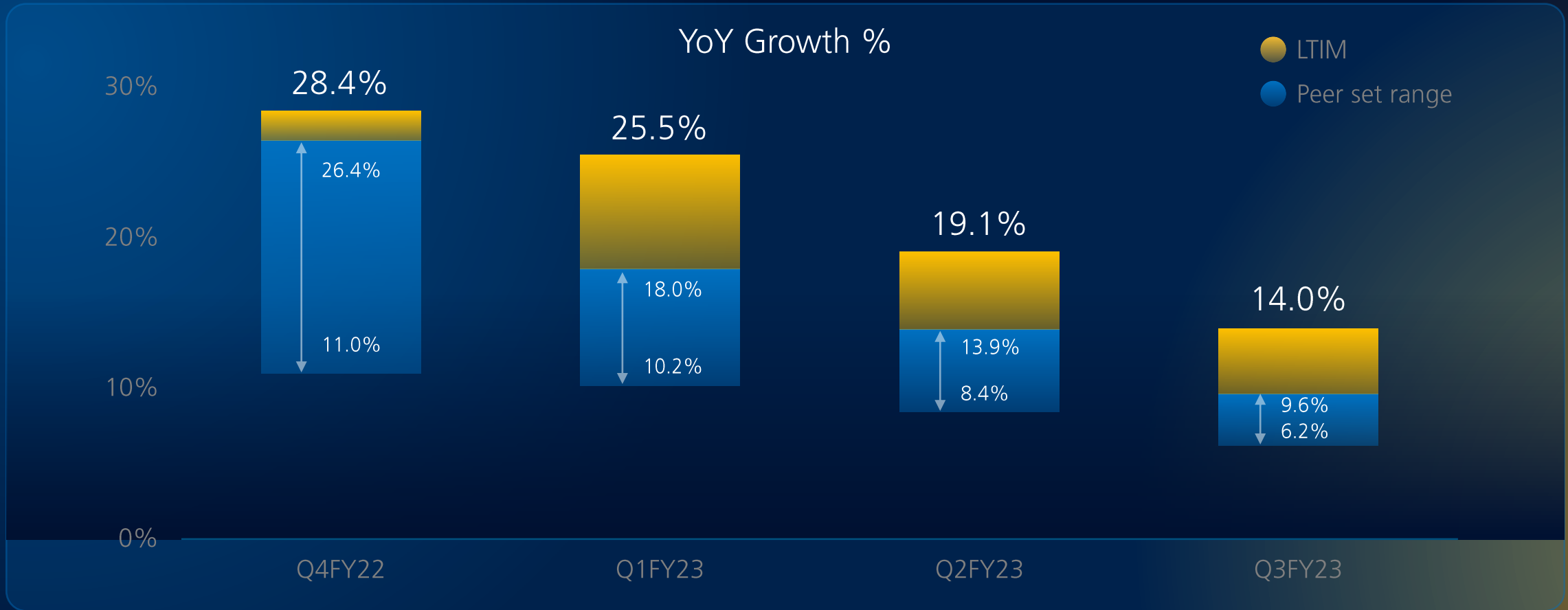


# A Strong Track Record of Consistent Growth



CAGR: Based on Annualized performance for FY23

# Primed for Growth Leadership



Peer set – India-listed firms with >\$1Bn quarterly revenue




# Opportunities for Growth have expanded significantly

 Diversified Verticals

 Cross sell/ Upsell

 Partnership-led Sales

 LTIM One

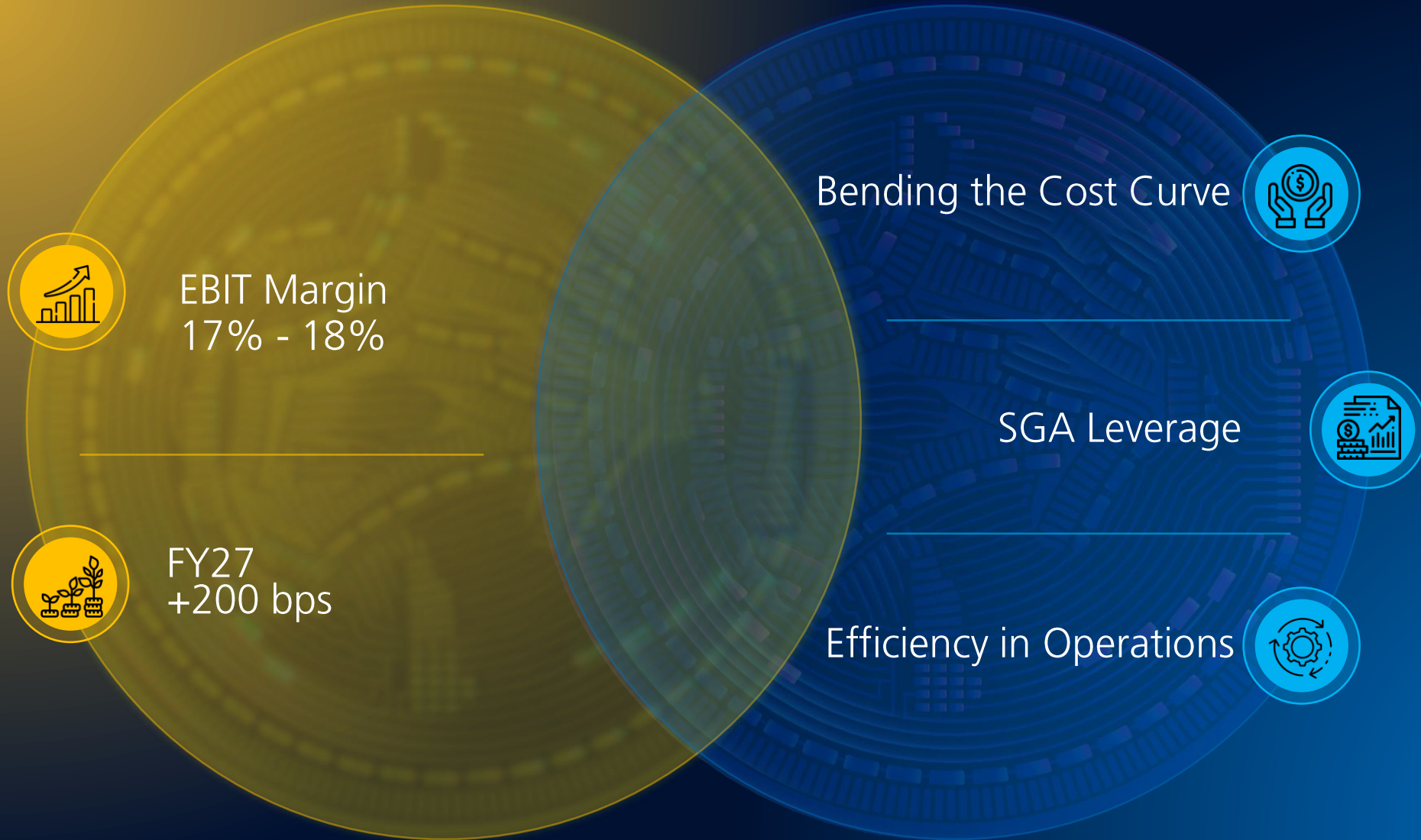
 Best-in Class IP

 Large Deals

**\$1Bn**  
Revenue  
Synergies

# Cost Synergies + Disciplined Execution



# Capital Allocation Framework Focused & Value-Enhancing Investments

Assets of Innovation  
Platform-led Delivery  
New Growth Engines  
Capex



Capabilities or  
GEO Expansion

**Healthy  
Balance Sheet**

\$950Mn+  
Cash & Investments

Committed to Continue Historical Returns

# Caring beyond Business



## ENVIRONMENT

- Climate change
- Green Tech & Innovation
- Water management & Waste management

## SOCIAL

- Employee Well being & experience
- Community Development
- Diversity, Equity and Inclusion

## GOVERNANCE

- Corporate Governance
- Business Ethics & Compliance
- Data Privacy & Risk management

# Our bold agenda for ESG



## ENVIRONMENT

Carbon Neutral & 100% Renewable Energy use by 2030

Water Positive by 2030

100% waste recycling by 2030



## SOCIAL

Diversity – Gender, Ability, Nationality

Impact 5Mn+ lives positively in the community by 2030

Continue to be a Great Place of Work for our people



## GOVERNANCE

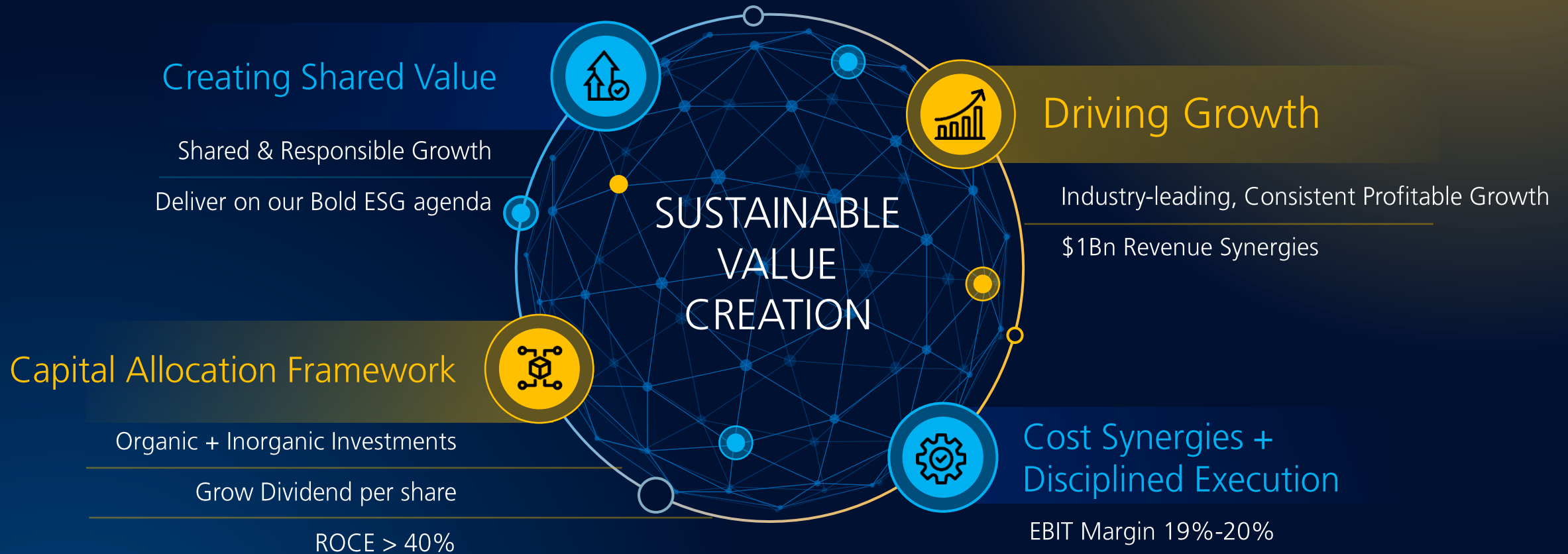
Maintain robust compliance & integrity practices

Link ESG to executive compensation

Continue 100% compliance on business ethics & data privacy



# Sustainable Value Creation – Measures of Success





Getting to the  
future, *faster.*  
**Together.**

Thank You