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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.

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Meet LTI

31,000+
Headcount

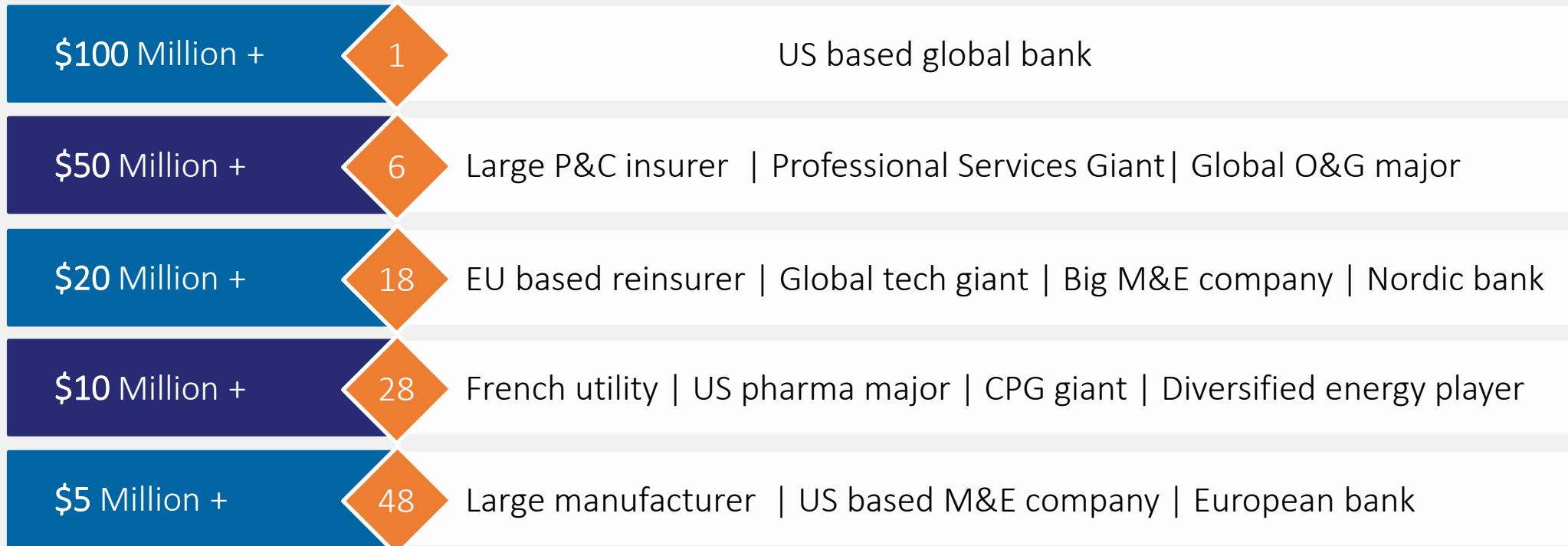**$1.4Bn+**
LTM revenue

66
Fortune 500 clients

429
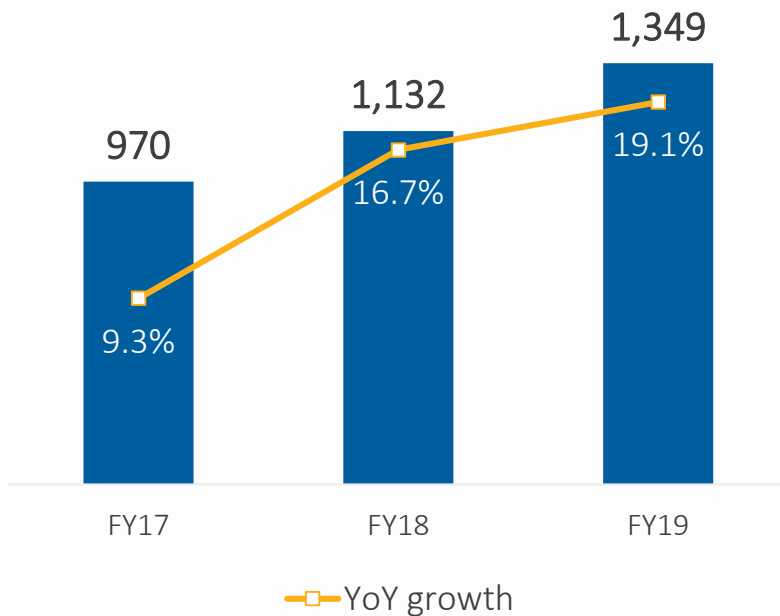Active clients

6th
Largest Indian IT services company

32
Delivery centers globally, with 57 sales offices

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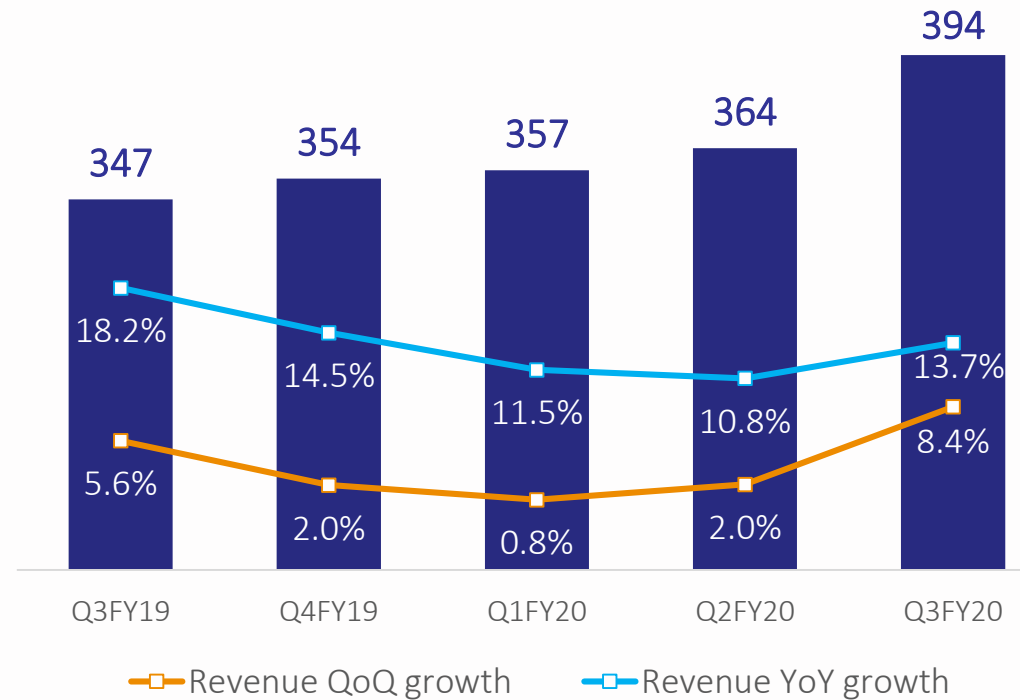Let's Solve

Enviable Client Profile

$100 Million +	1	US based global bank
$50 Million +	6	Large P&C insurer | Professional Services Giant| Global O&G major
$20 Million +	18	EU based reinsurer | Global tech giant | Big M&E company | Nordic bank
$10 Million +	28	French utility | US pharma major | CPG giant | Diversified energy player
$5 Million +	48	Large manufacturer | US based M&E company | European bank

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Consistently Delivering Industry Leading Revenue Growth

Annual Revenues (USD Mn)

- FY17: 970 — 9.3%
- FY18: 1,132 — 16.7%
- FY19: 1,349 — 19.1%

YoY growth

Quarterly Revenues (USD Mn)

- Q3FY19: 347 — QoQ 5.6%, YoY 18.2%
- Q4FY19: 354 — QoQ 2.0%, YoY 14.5%
- Q1FY20: 357 — QoQ 0.8%, YoY 11.5%
- Q2FY20: 364 — QoQ 2.0%, YoY 10.8%
- Q3FY20: 394 — QoQ 8.4%, YoY 13.7%

Revenue QoQ growth   Revenue YoY growth

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

Quarterly Digital Revenue (USD Mn)

Quarter	Revenue
Q3FY19	128
Q4FY19	134
Q1FY20	139
Q2FY20	146
Q3FY20	162

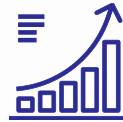**41%** Digital Revenues

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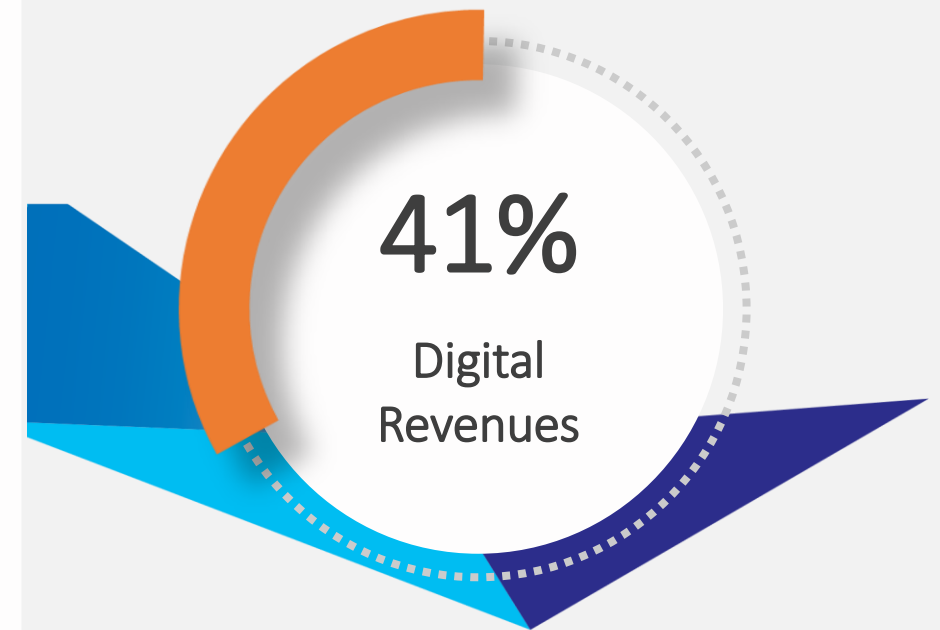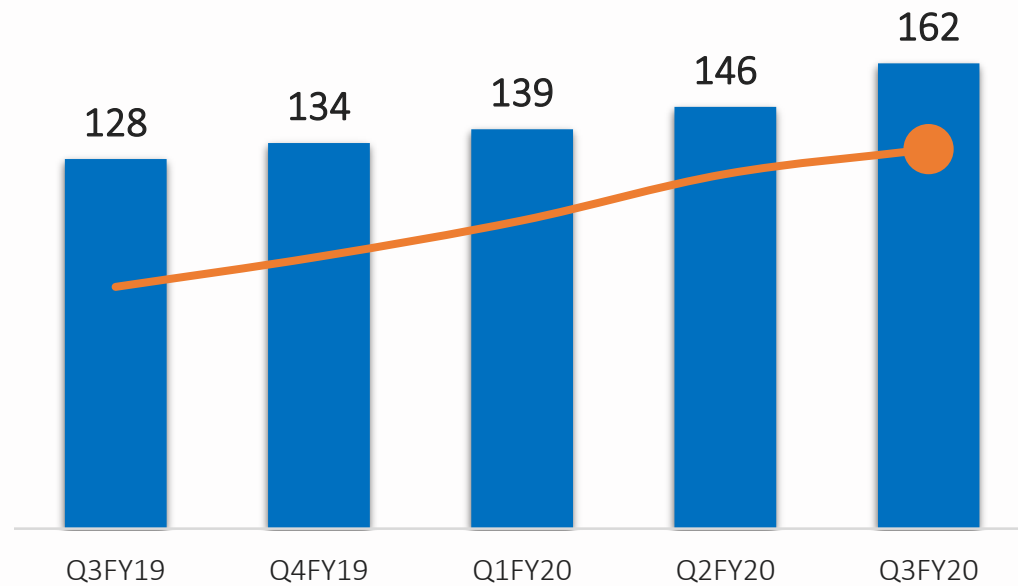
Some enterprises in mature industries don't just survive disruptive times. They…

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 |

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LTI's strategy for helping Breakaway Enterprises

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Operate to Transform

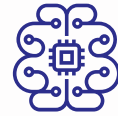| Do Less	Do Fast	Do More	Do Better

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Data-Driven Organizations

Data as an enterprise asset

AI led automation

Monetization of data

Right data, right time, right people

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Experience Transformation…

Best guess for what's in this image
Palm Fruit

G Visually similar web images
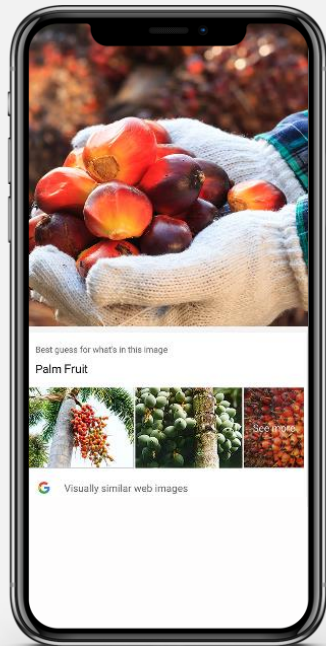
Empathy led

Persona and journey driven

Immersive to the core

Human centric

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Digitizing the Core

Define the core

Messy legacy to digital core

Integrate everything with digital core

Embed Automation and Intelligence

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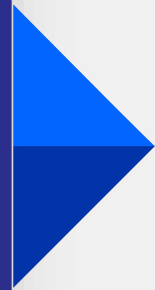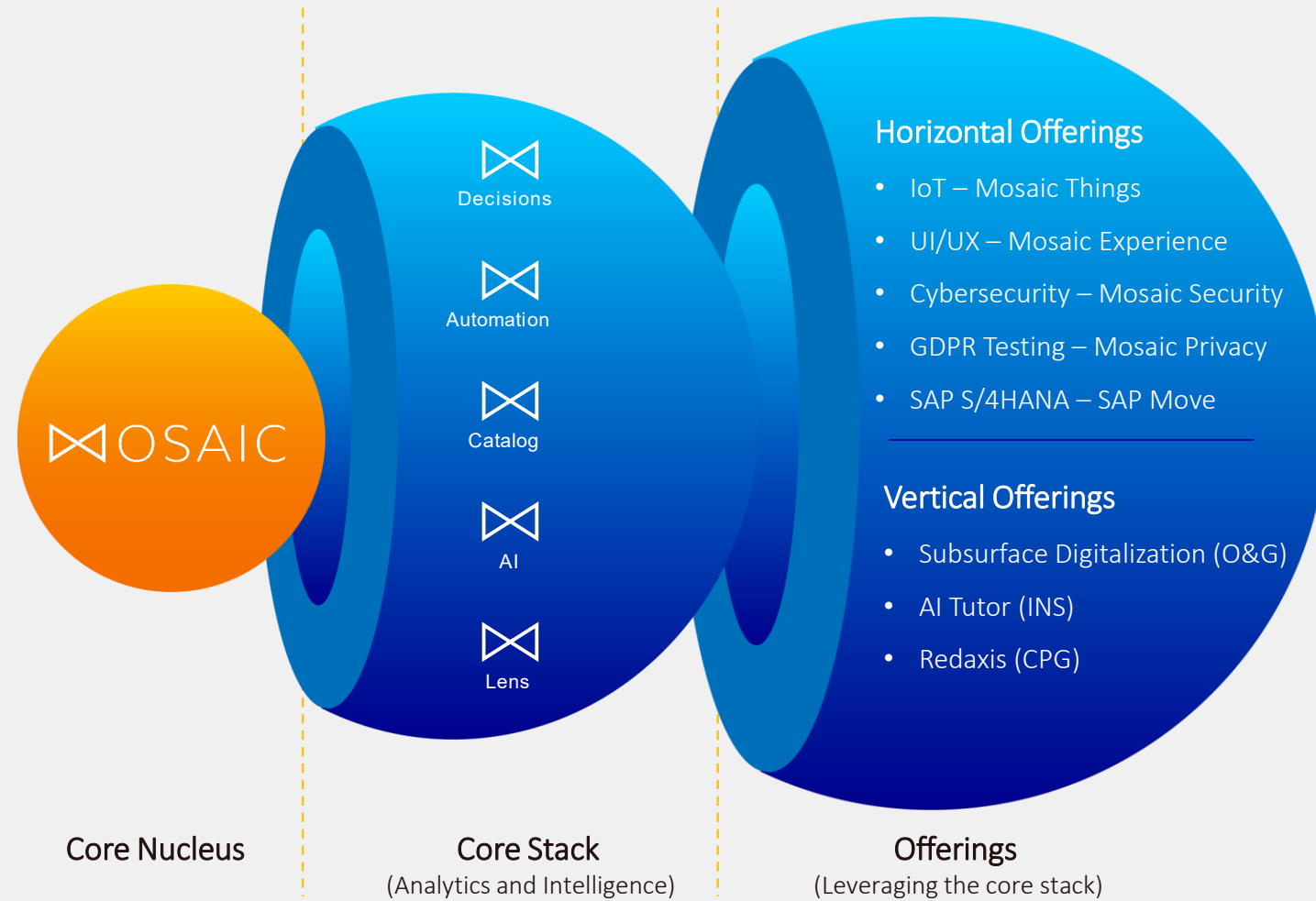We're Investing in our clients' Breakaway Success...

Platforms

Partnership

Acquisitions

People

MOSAIC

Powering Enterprise
Decisions & Actions

MOSAIC

Decisions

Automation

Catalog

AI

Lens

Horizontal Offerings

- IoT – Mosaic Things
- UI/UX – Mosaic Experience
- Cybersecurity – Mosaic Security
- GDPR Testing – Mosaic Privacy
- SAP S/4HANA – SAP Move

Vertical Offerings

- Subsurface Digitalization (O&G)
- AI Tutor (INS)
- Redaxis (CPG)

Core Nucleus

Core Stack
(Analytics and Intelligence)

Offerings
(Leveraging the core stack)

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Acquisitions

augment IQ
Data Sciences

syncordis

RULETRONICS
An LTI Company

N
+
P
An LTI Company

lymbyc

Powerup
An LTI Company

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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

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We're Winning

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
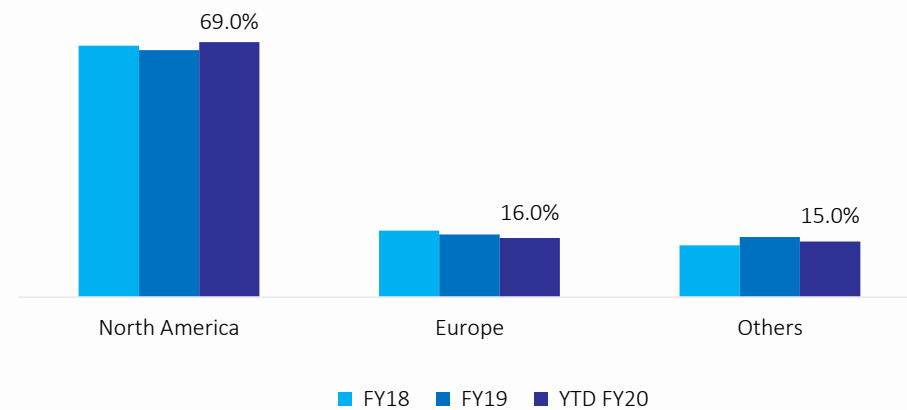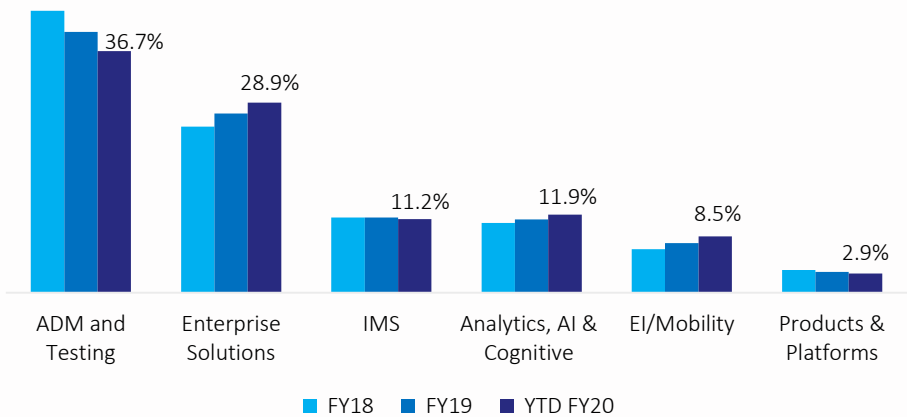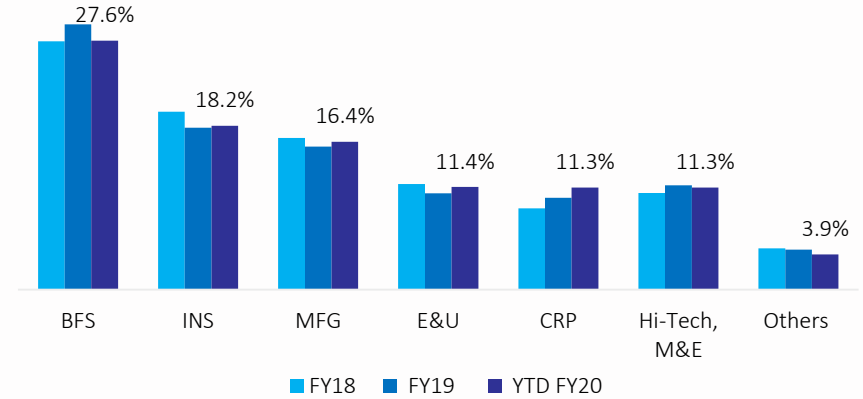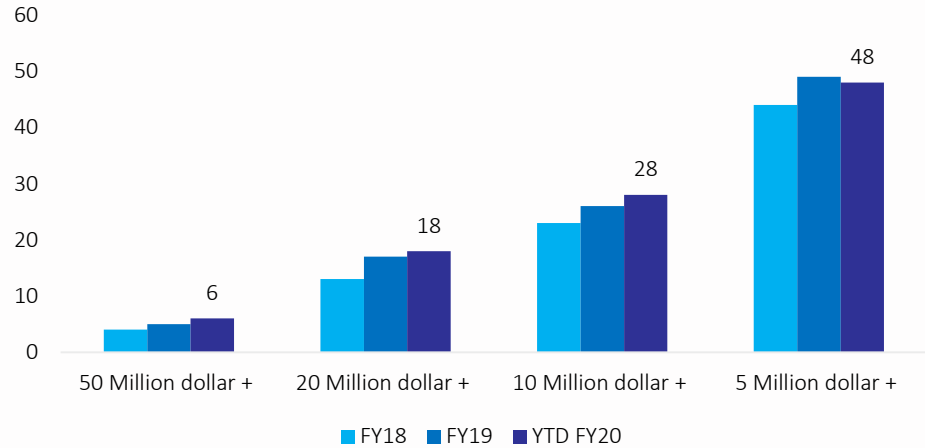
US Based Utility Company

Multi-year, multi-million dollar deal to provide Cloud and Infrastructure Managed services

European Financial Institution

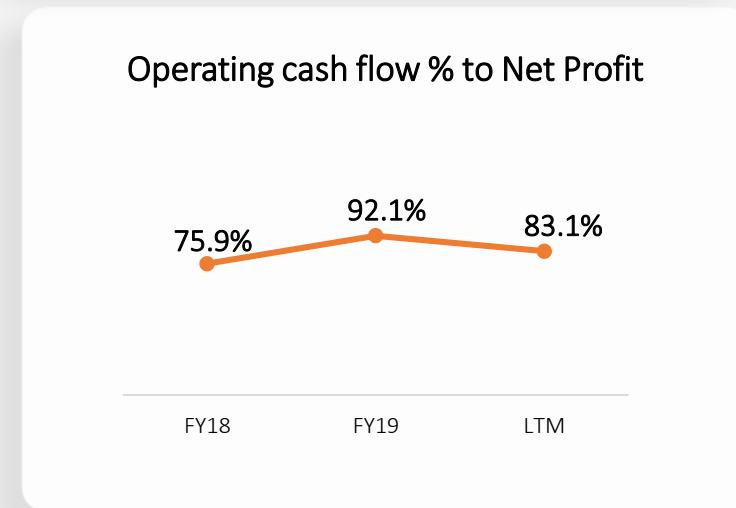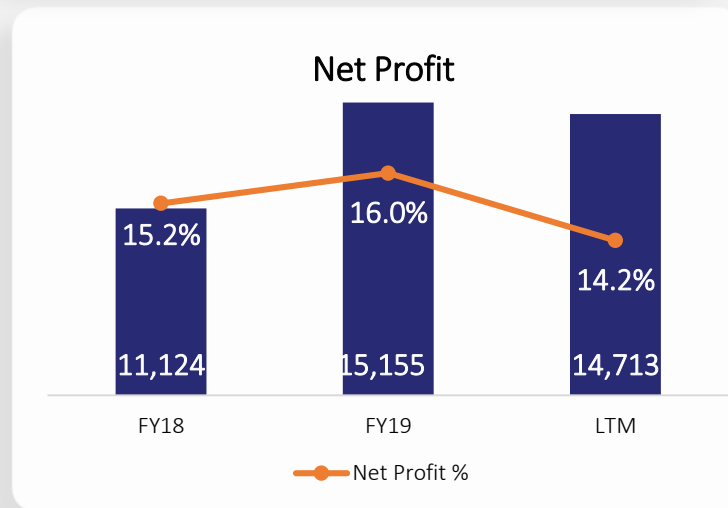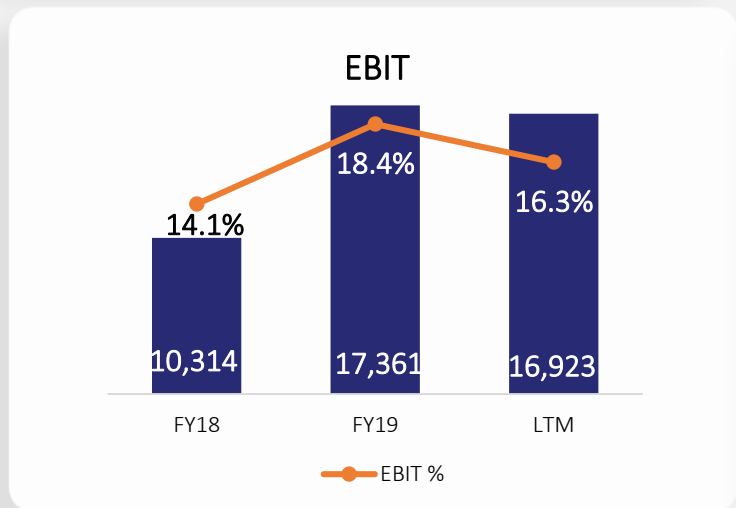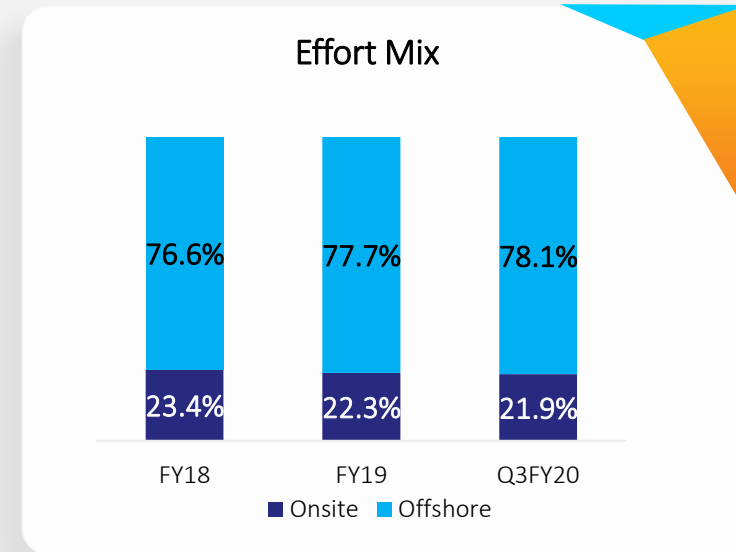Multi-year, multi-million dollar managed services engagement to manage entire IT

Well Diversified Portfolio

Chart 1 (top left): Client counts by revenue band — FY18, FY19, YTD FY20
- 50 Million dollar +: 6
- 20 Million dollar +: 18
- 10 Million dollar +: 28
- 5 Million dollar +: 48

Chart 2 (top right): Vertical mix (YTD FY20) — FY18, FY19, YTD FY20
- BFS: 27.6%
- INS: 18.2%
- MFG: 16.4%
- E&U: 11.4%
- CRP: 11.3%
- Hi-Tech, M&E: 11.3%
- Others: 3.9%

Chart 3 (bottom left): Service line mix — FY18, FY19, YTD FY20
- ADM and Testing: 36.7%
- Enterprise Solutions: 28.9%
- IMS: 11.2%
- Analytics, AI & Cognitive: 11.9%
- EI/Mobility: 8.5%
- Products & Platforms: 2.9%

Chart 4 (bottom right): Geography mix — FY18, FY19, YTD FY20
- North America: 69.0%
- Europe: 16.0%
- Others: 15.0%

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Operational Excellence Leading To Healthy Financial Performance

Headcount

24,139 / 93.9% Delivery (FY18)
28,169 / 94.3% Delivery (FY19)
31,419 / 94.4% Delivery (Q3FY20)

- Delivery
- Support
- Delivery %

Utilization

FY18: 79.4% / 80.4%
FY19: 80.6% / 81.9%
Q3FY20: 79.2% / 81.3%

- Utilization (including Trainees)
- Utilization (excluding Trainees)

Effort Mix

FY18: Onsite 23.4% / Offshore 76.6%
FY19: Onsite 22.3% / Offshore 77.7%
Q3FY20: Onsite 21.9% / Offshore 78.1%

- Onsite
- Offshore

EBIT

FY18: 10,314 / 14.1%
FY19: 17,361 / 18.4%
LTM: 16,923 / 16.3%

- EBIT %

Net Profit

FY18: 11,124 / 15.2%
FY19: 15,155 / 16.0%
LTM: 14,713 / 14.2%

- Net Profit %

Operating cash flow % to Net Profit

FY18: 75.9%
FY19: 92.1%
LTM: 83.1%

Note: Latest operational metrics for Q3FY20 and financial metrics for LTM

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