

February 15, 2017

National Stock Exchange of India Limited
Exchange Plaza, Bandra-Kurla Complex
Bandra(East), Mumbai – 400 051.
NSE Symbol: LTTS

The BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai- 400001
BSE Script Code: 540115

Dear Sirs,

Subject: Investor Presentation

Pursuant to Regulation 46 (2) of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of Investor Presentation, which will be uploaded on the Company's website viz www.lnttechservices.com/.

We request you to take note of the same.

Thanking You,

Yours sincerely,

For L&T Technology Services Limited


Kapil Bhalla
Company Secretary
M.No F3485





Corporate Presentation



L&T Technology Services

Keshab Panda

CEO & MD

L&T Technology Services – Q3'17 Update

Global Leader: #1 Indian Pure Play Engineering Services Company



217

Global clients

10 Million + customers

10



176

Patents



7.6%

(Rupee Terms,
YoY -YTD Dec)



10,040

Employees



18.5%

EBITDA,
Rupee terms,
YTD Dec



Industry Verticals



Industrial Products



Medical Devices



Telecom, Consumer
Electronics, Semiconductors

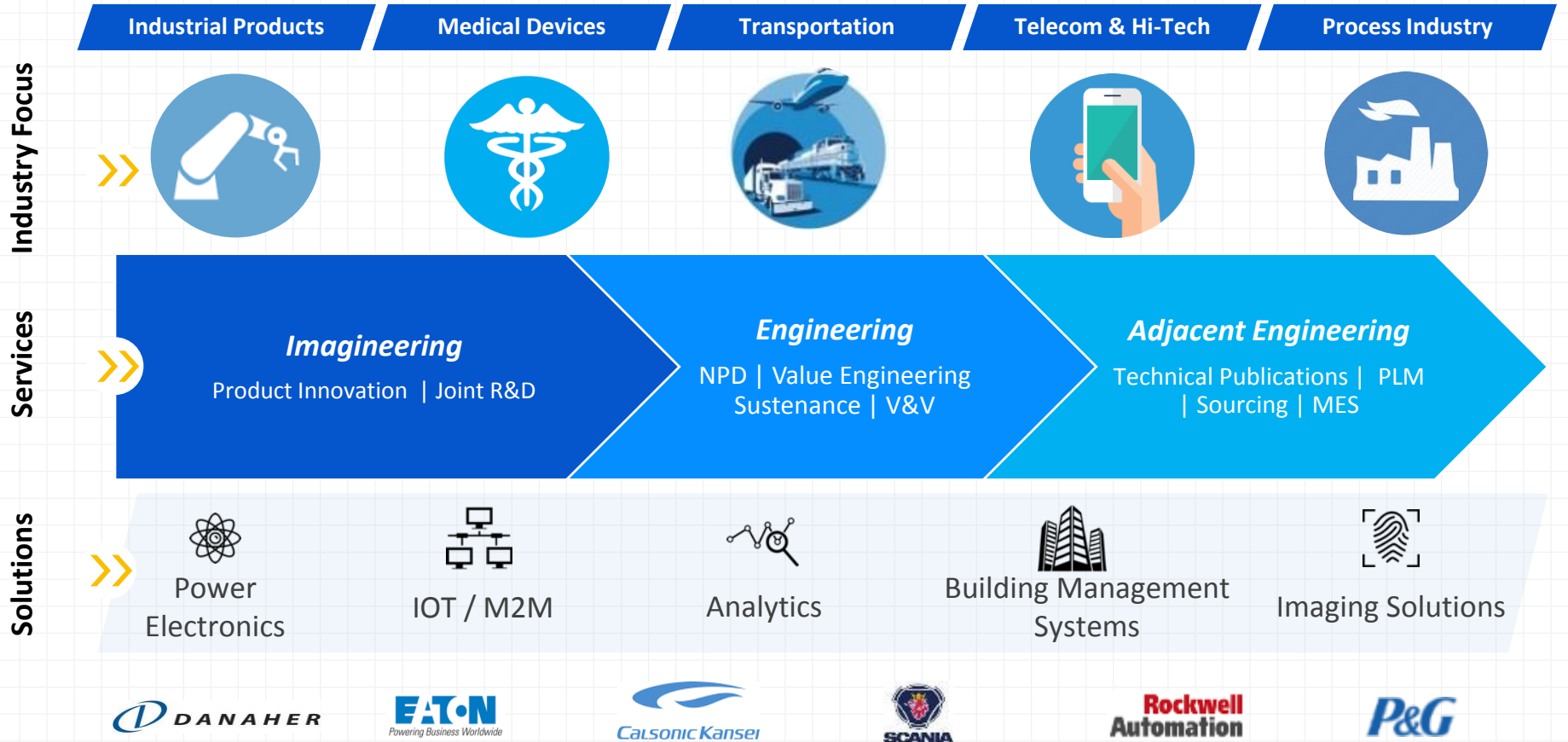


Transportation



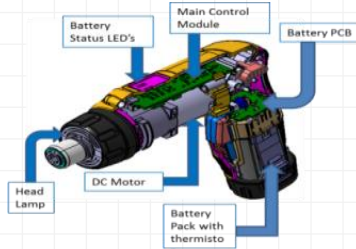
Process Industry

Harnessing Technology To Deliver Customized Engineering Solutions



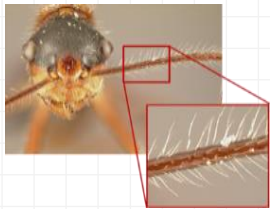
Concept to Design...

Gyro Screw Driver



- // Motion activated screwdriver

Image Processing



- // Image Processing Techniques And 3D Visualisation For Security And Access Controls

Enabement of LTE chipset



- // LTE chipset technology



- // End-to-End Software Platform Ownership for Dual Touch screen Smartphone. It hosts a unique E-Ink Display

Nuclear Power Based Solutions



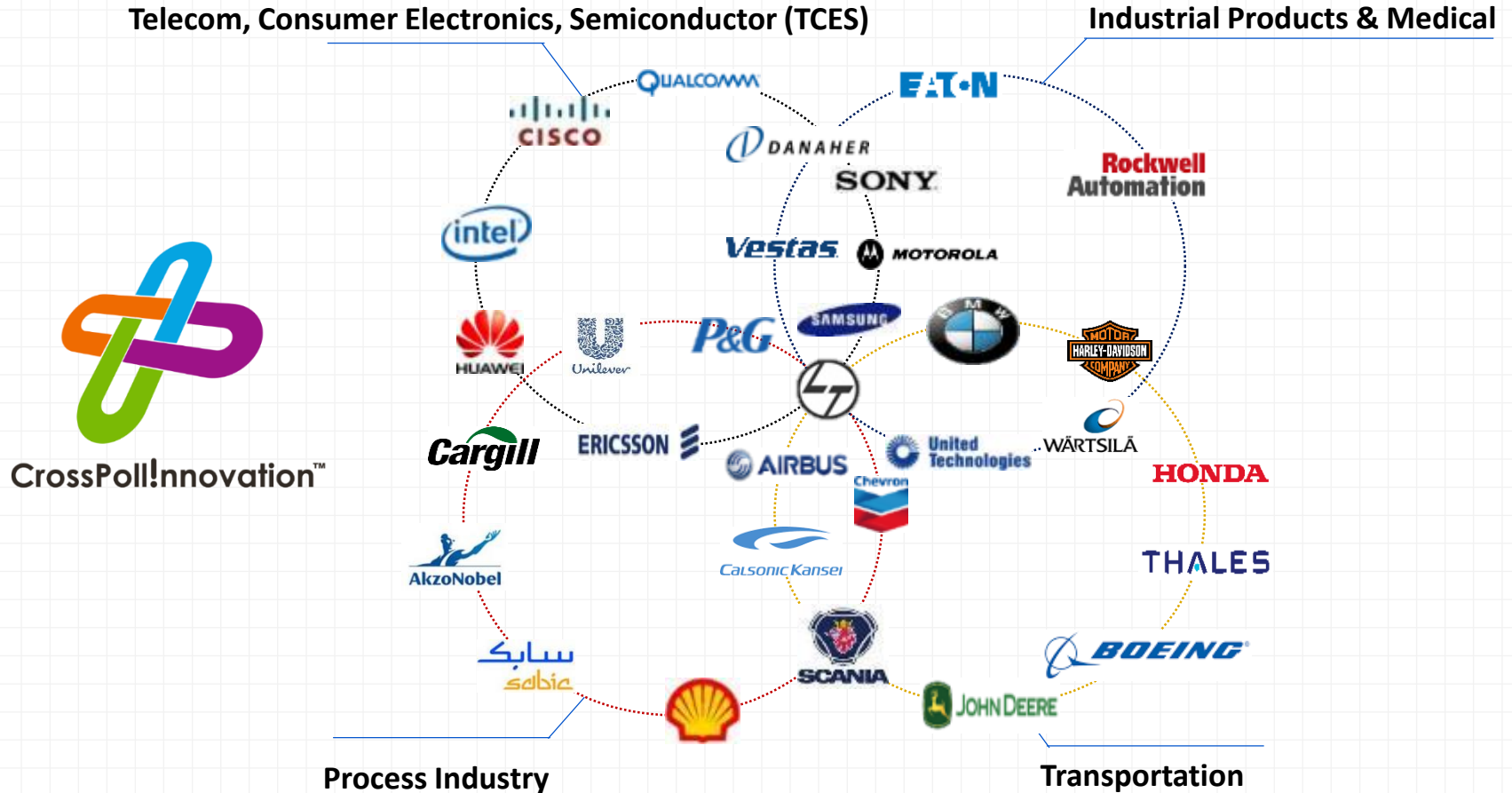
- // Developed a nuclear grade power supply for a leading European nuclear power player
- // Highly complex project driven by operational environment, compliance constraints and the safety standards

Vibration Analyzer



- // Reliable and affordable solution for issues arising in plants without regular predictive maintenance programs
- // 3 co-authored patents along with customer for this product

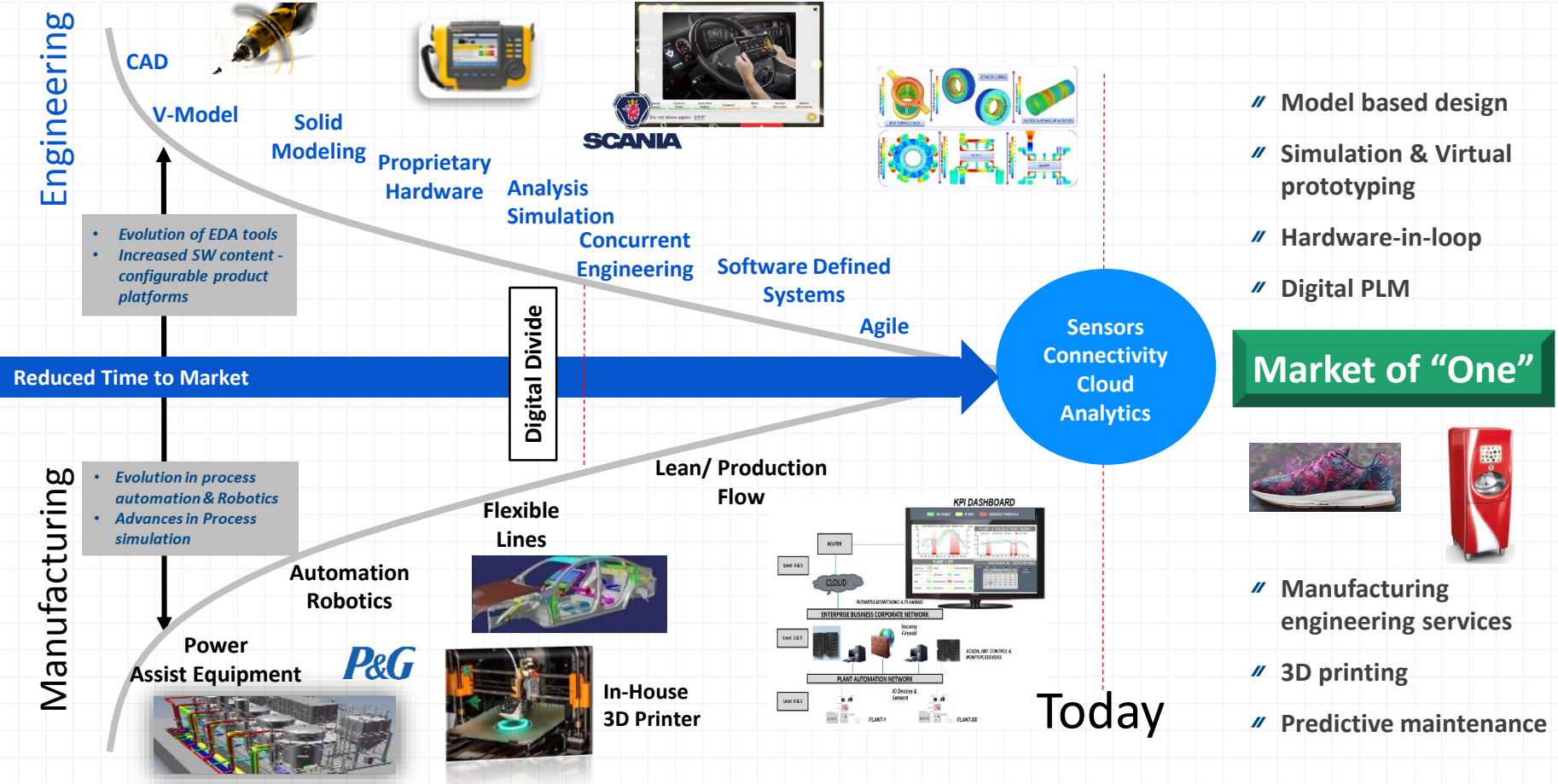
Our Differentiators: 1. Leveraging Multi - Vertical Expertise



End to End Services Addressing Digital Transformation of Concept to Design to Manufacturability in Real Time

Engineering

Manufacturing

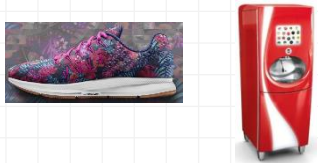


- Evolution of EDA tools
- Increased SW content - configurable product platforms

- Evolution in process automation & Robotics
- Advances in Process simulation

- // Model based design
- // Simulation & Virtual prototyping
- // Hardware-in-loop
- // Digital PLM

Market of "One"

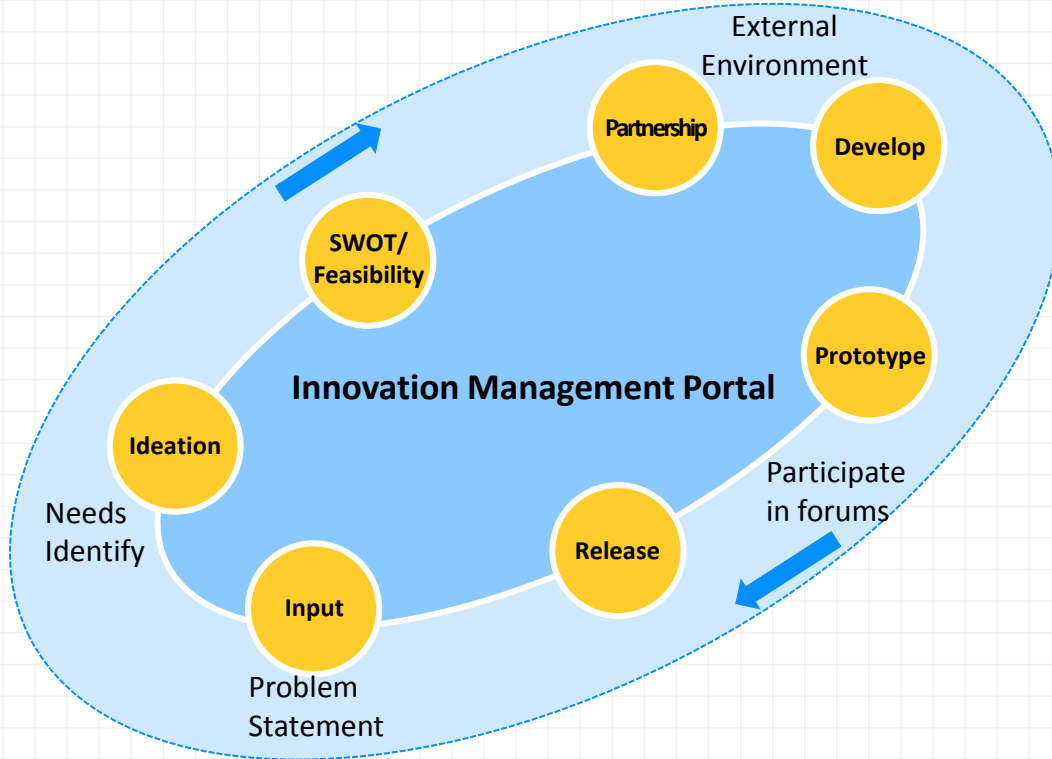


- // Manufacturing engineering services
- // 3D printing
- // Predictive maintenance

Today

Our Innovation Engine

IDEATION PROCESS

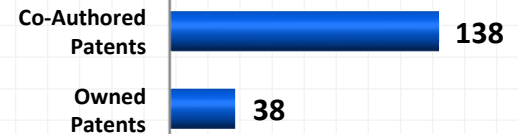


- // SERVICEIQ - Asset Downtime POC
Communication and Collaboration Tool
- // GUIDEME - Implemented for a major truck and bus manufacturer POC
- // Machine Vision POC

- // UBIQWeise POC
- // iBEMS POC
- // Imaging solutions
- // Imaging and Video analytics POC

- // Involved in implementation of NB-IOT

Patents Filed ⁽¹⁾



(1) 34 proprietary patents and 134 co-authored patents by LTTS clients with employees of LTTS

Emerging Trends & TS Initiatives

IoT - Edge Architecture / Gateway

- Edge device for US based Utility. Monitors Transformer Parameters and shares data over available networks

Device Mesh & Service Architecture

Energy & Utilities

- **Microgrid** – IEC61850 based Master controller and IEDs
- **Meter Data Analytics** – Data Management and Analytics solution



Sic & GaN FET based Power Electronics - High Power, High Efficiency

Body Engineering & Safety Restraints

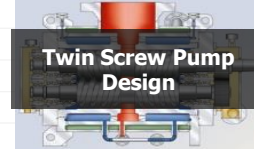
Platform Modularization | Composites | lightweight Construction | advanced material research | Crash Simulation & Correlation

Telecom Diversification

In-flight connectivity and network management
Telematics and cross vertical IoT monetization solutions

Advanced Analytics

- **Deep Learning / Cognitive Learning Algorithms** – NLP based cognitive search engine being developed for Exxon Mobil to search their large database of documents
- **Digital Clones** – PoC to develop a virtual model of a compressor



Electric & Hybrid Electric Vehicles

48V Systems | Hybrid Electric | Gallium Nitrate based Converters
Rear Seat Entertainment | Security | Connectivity

Lighting & Luminaries



Driverless & Connected Vehicles

Wireless Power Transfer

Ruggedized Enterprise Safety Devices

End-to-end ruggedized android tablet development | Ruggedized Smart Public Safety Devices



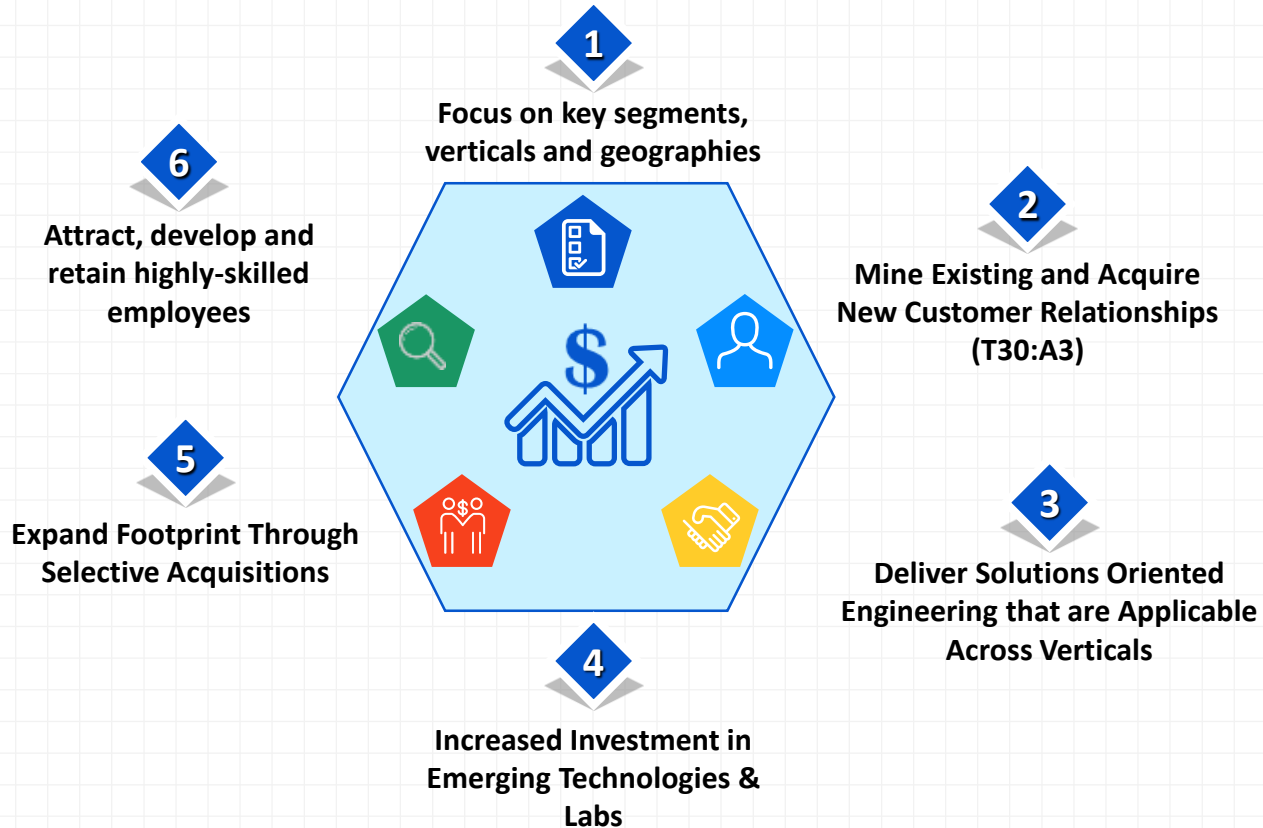
Infotainment & Driver Information Systems

User Experience | Android & Open Source Platforms | Personalization | Rear Seat Entertainment | Security | Connectivity

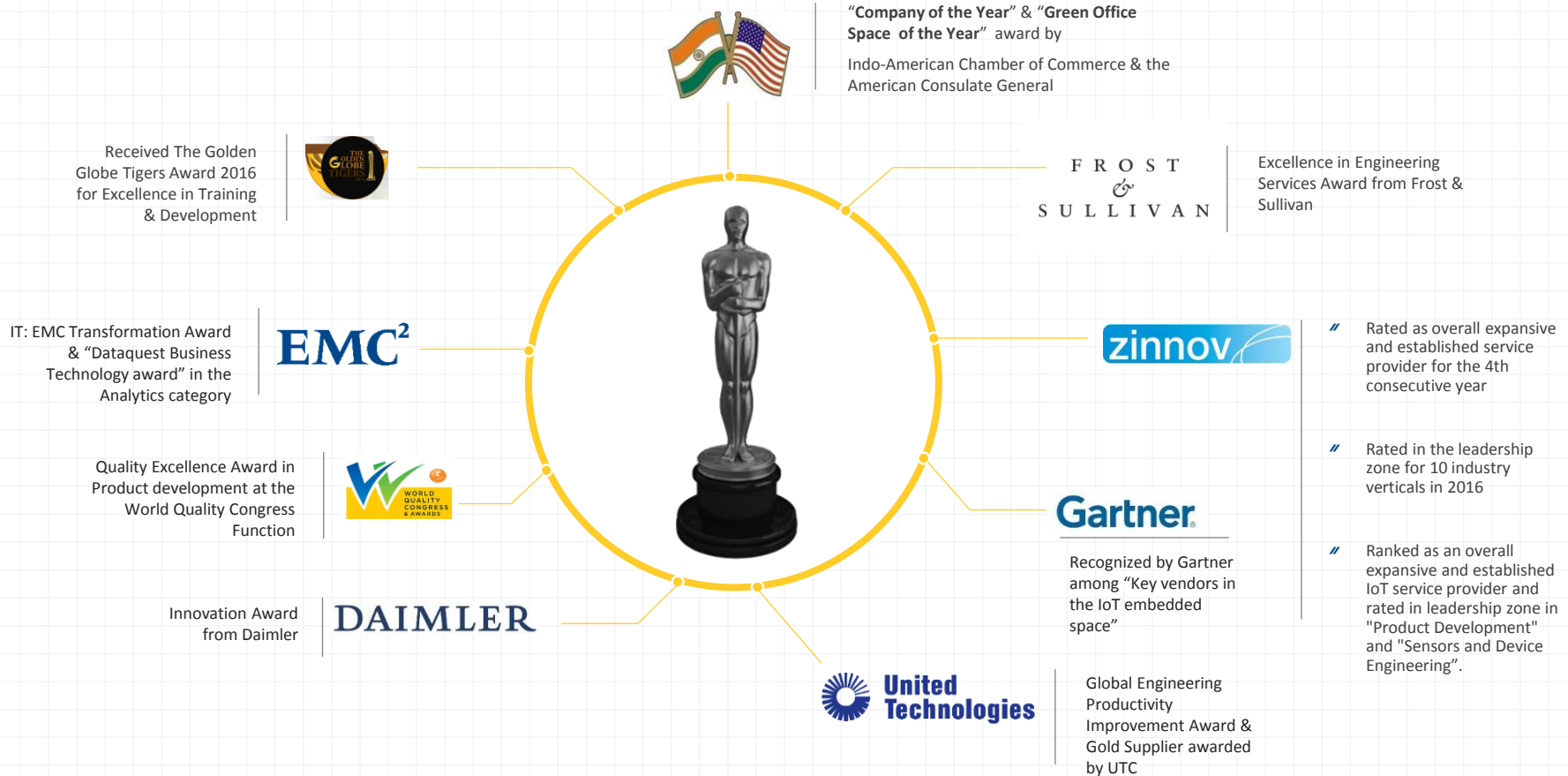
Smart Home and Smart Wearables

Smart home apps with machine learning
Developed Complete Smartwatch prototype | Wearable apps for generic and wellness

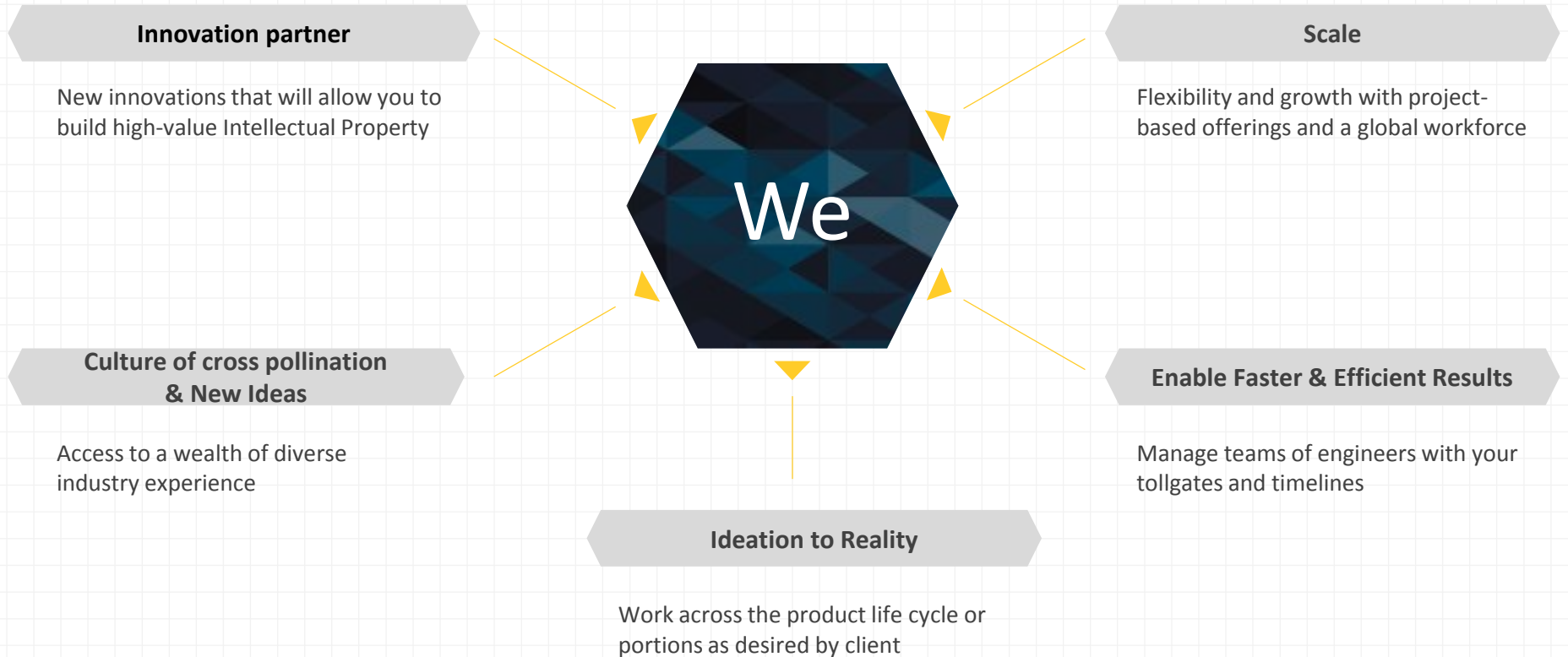
Our Growth Strategy



Recent Awards & Recognitions



Why Client Partner with Us? ...For Our Credence

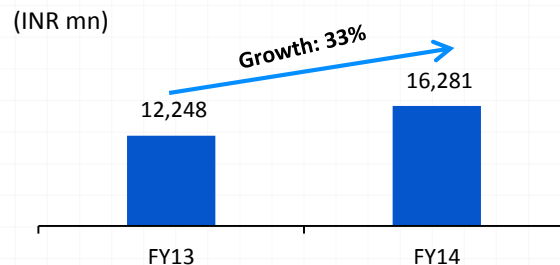


Attractive Financial Performance

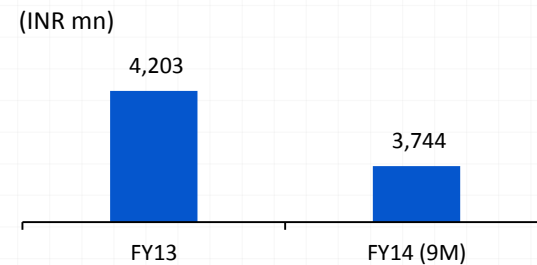
Background



IES Division *

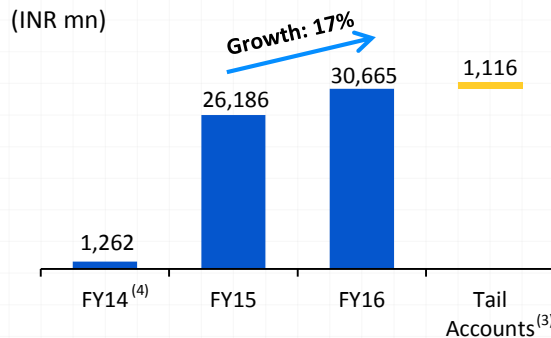


PES Division *

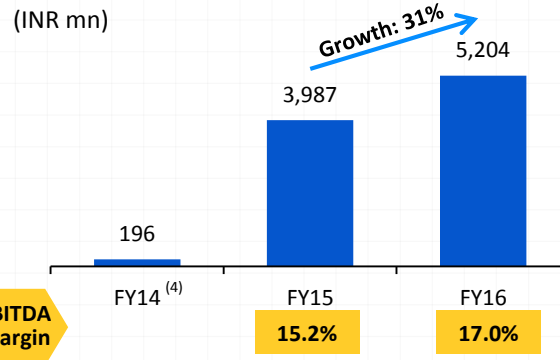


* The revenue of the IES Business for the financial years 2013 and 2014 was Rs. 12,248.0 million and Rs. 16,281.0 million, respectively, after certain adjustments with respect to sales made to LTIL and premia and exchange differences on hedges during the aforesaid period. The revenue of the PES Business of LTIL for the financial year 2013 and nine months ended December 31, 2013 was Rs. 4,203.0 million and Rs. 3,744.0 million, respectively, after certain adjustments with respect to sales made to IES Business during the aforesaid period.

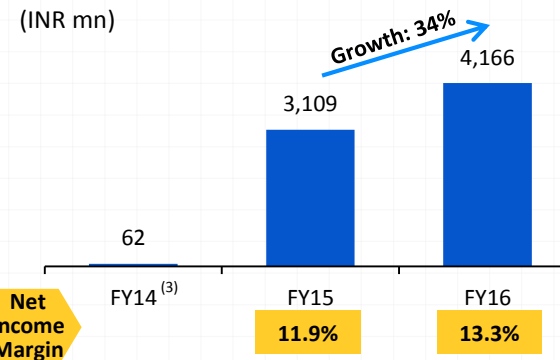
Revenue from Operations - LTTS



EBITDA ** (1)



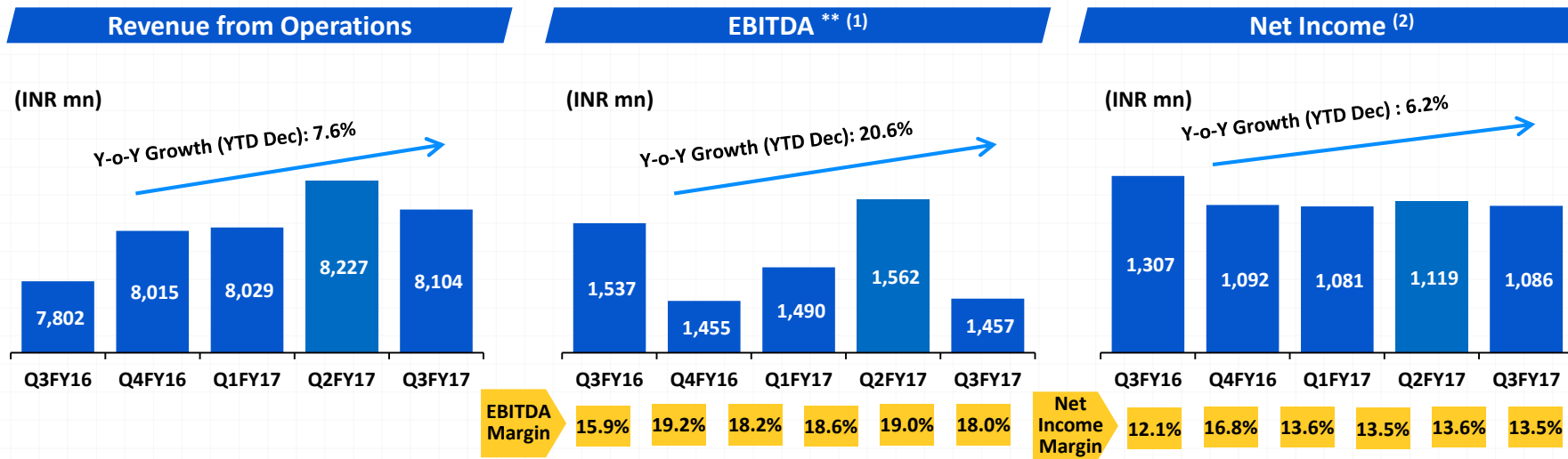
Net Income (2)



Note: The above numbers are as per Indian GAAP.

- (1) EBITDA indicates Operating profit less Other income. EBITDA margin is EBITDA divided by Revenue from Operations
- (2) Net Income includes Other Income. Net Income margin is Net income divided by Total revenue including Other income
- (3) We also took the initiative of phasing out certain nonperforming accounts from our portfolio in FY 2016, which reduced our revenues from these non-performing accounts by Rs. 116.1 million in FY 2016 compared to FY 2015
- (4) Financials for FY14 indicate numbers for PES division that was transferred from L&T Infotech for the 3 month period from Jan-14 to Mar-14

Financial Performance



Note: All the numbers are as per IndAS

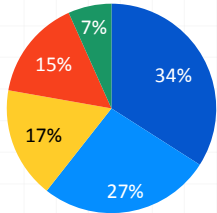
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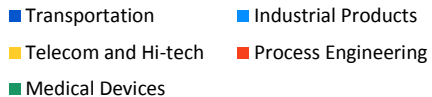
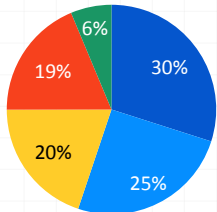
Diversified Business and Geographical Mix

By Vertical

Q3 FY17

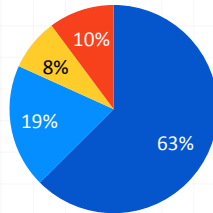


FY16

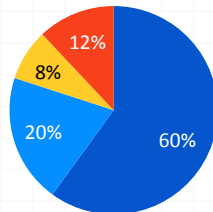


By Geography

Q3 FY17

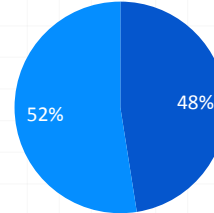


FY16

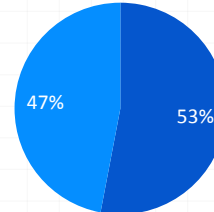


Onsite vs. Offshore Split

Q3 FY17

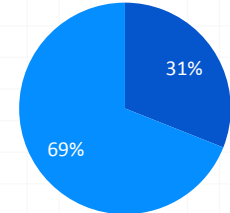


FY16

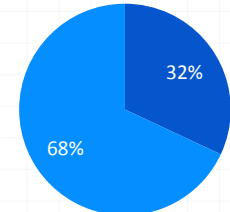


Fixed Price vs. T&M

Q3 FY17

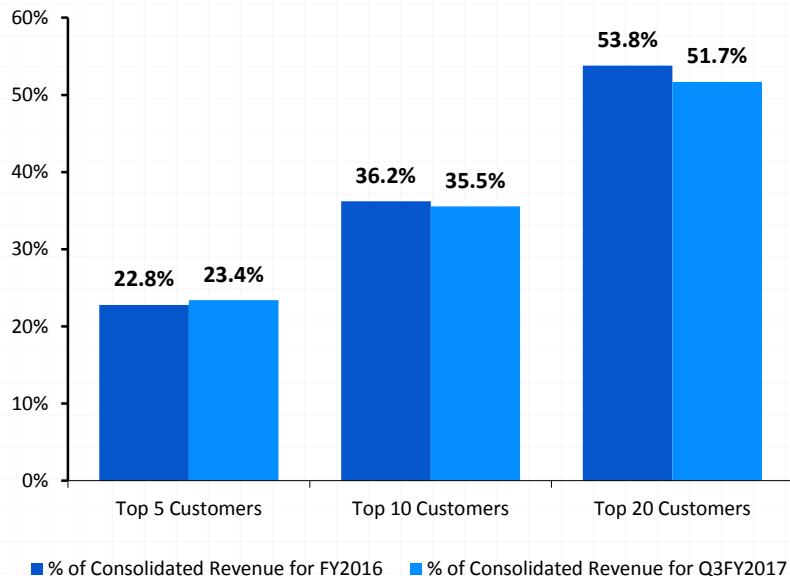


FY16



Attractive Customer Base

Break-up of the Largest customers



Revenue-wise break-up of Customers

Customer Revenue (US\$ in mm)	# of Customers Q3 FY17	# of Customers FY2016
20 Million \$ +	3	3
10 Million \$ +	7	8
5 Million \$ +	18	17
1 Million \$ +	53	44

Select Clients



Shell

UTC

Caterpillar

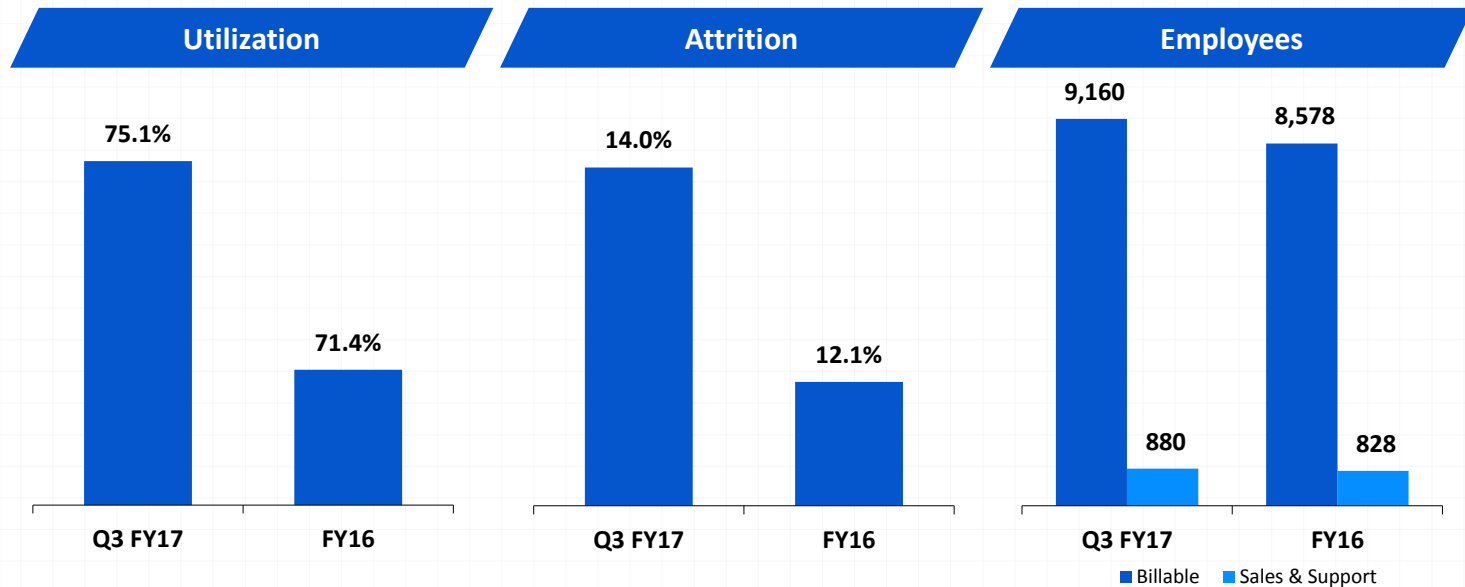
John Deere

*The number of active customer as on 31st December 2016 is 217
43 of the Top 100 R&D Spenders Globally, which represent 66% of Global Top 500 R&D Spenders' budget, are our Customers*

Strong Momentum Across Key Metrics

Driving margin improvements through

- // Maintaining optimal utilization
- // Healthy Attrition
- // Pyramid expansion





Thank You

