

#EngineeringScale

Accelerating Growth and
Building Resilience

Rajeev Gupta
Chief Financial Officer

INVESTOR & ANALYST DAY (IAD) 2021

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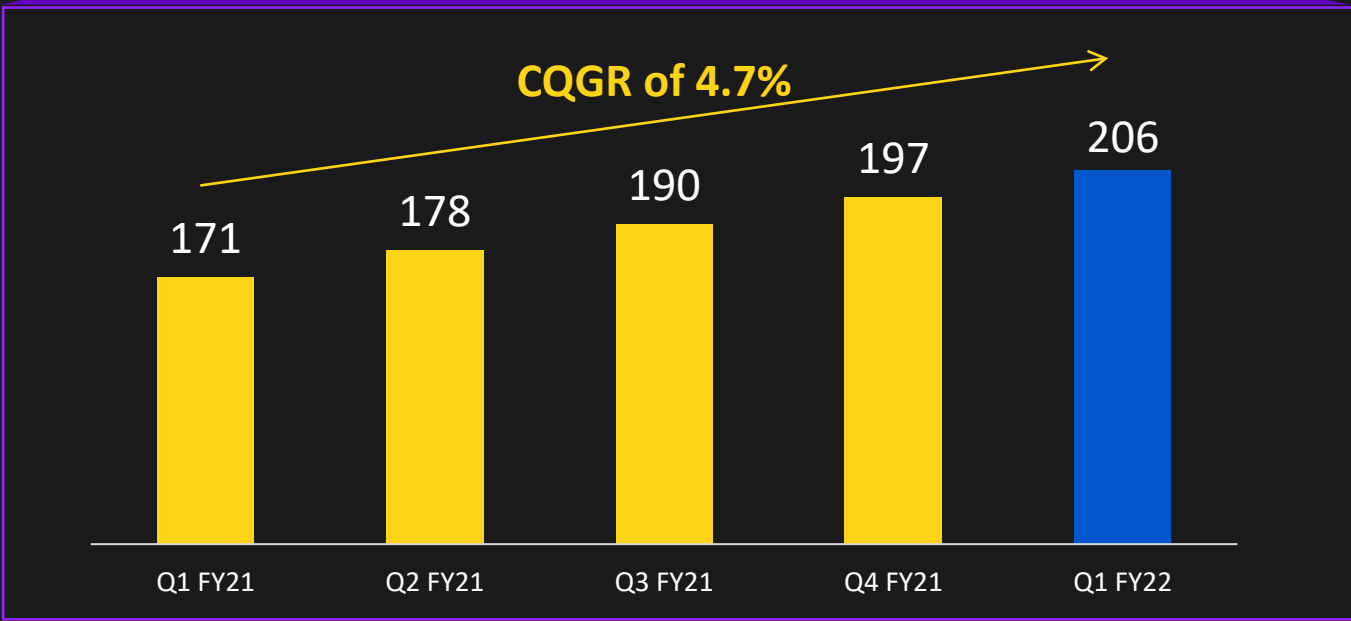
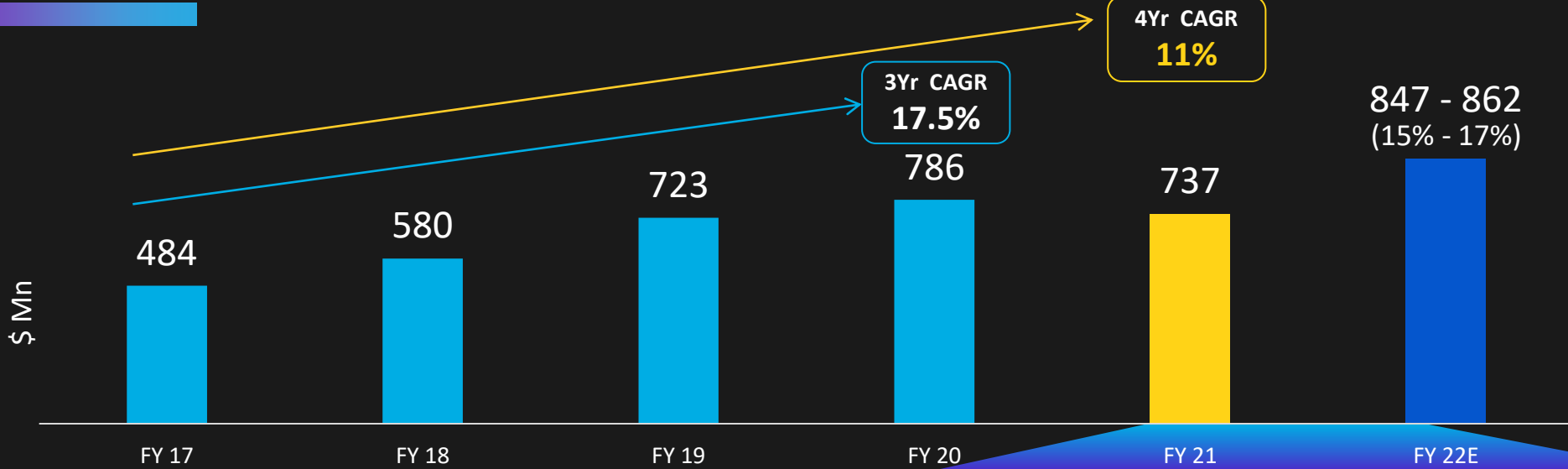
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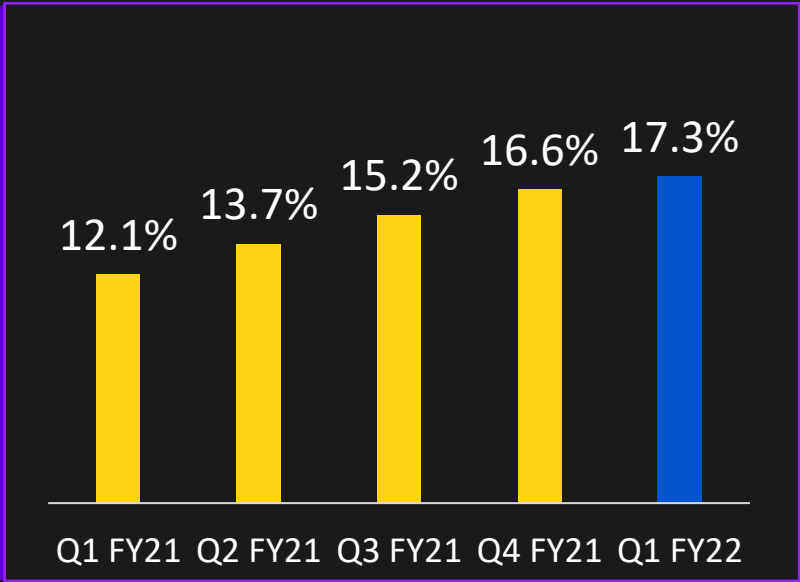
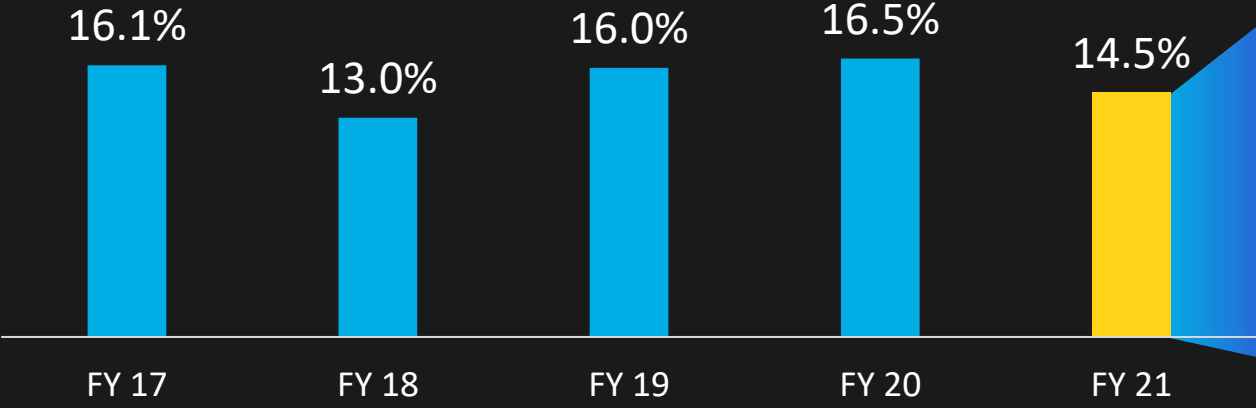
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REVENUE PERFORMANCE

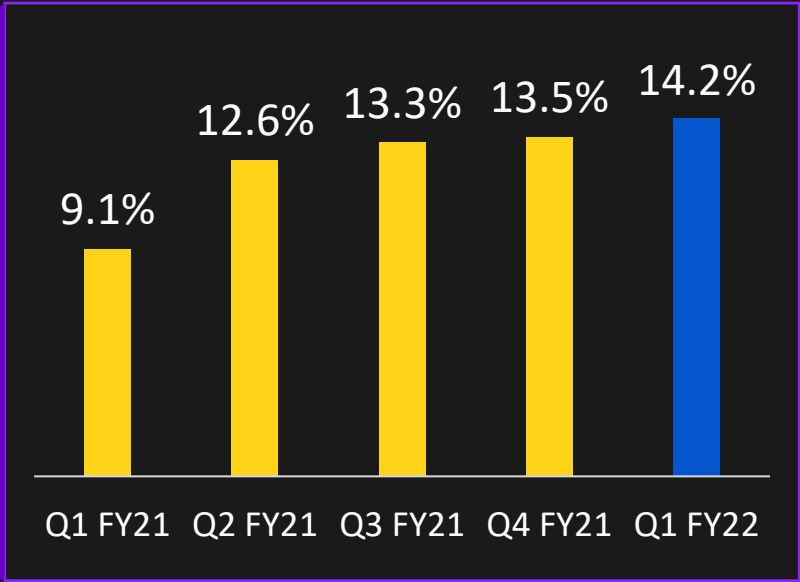
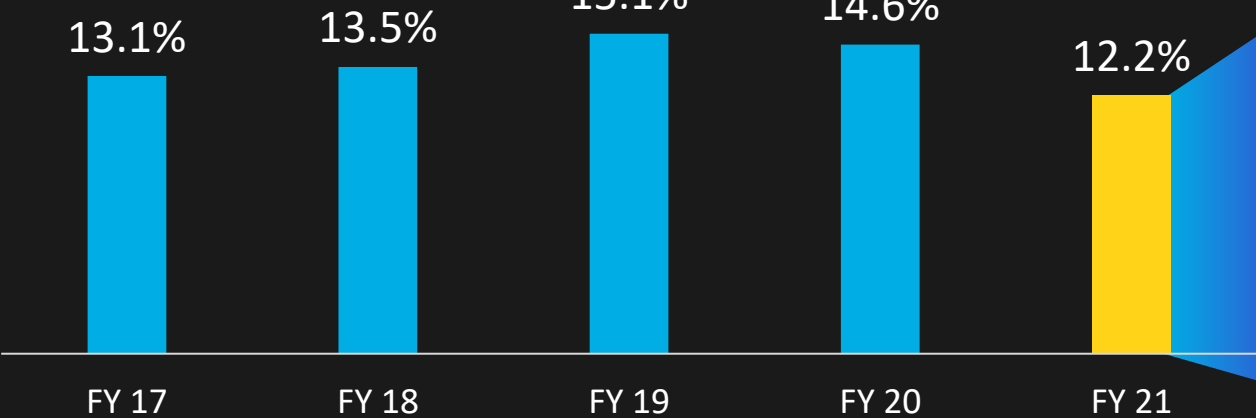


OPERATIONAL PERFORMANCE

EBIT margin



PAT margin



4-PRONGED STRATEGY



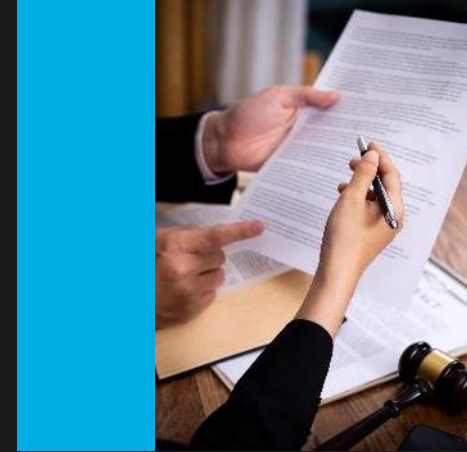
01 Growth

- Broad based growth & Diversified exposure
- Focused Investments to drive growth in Digital Engineering



02 Profitability

- Segmental Margin consistency
- Cost efficiencies
- Cash flows



03 Governance

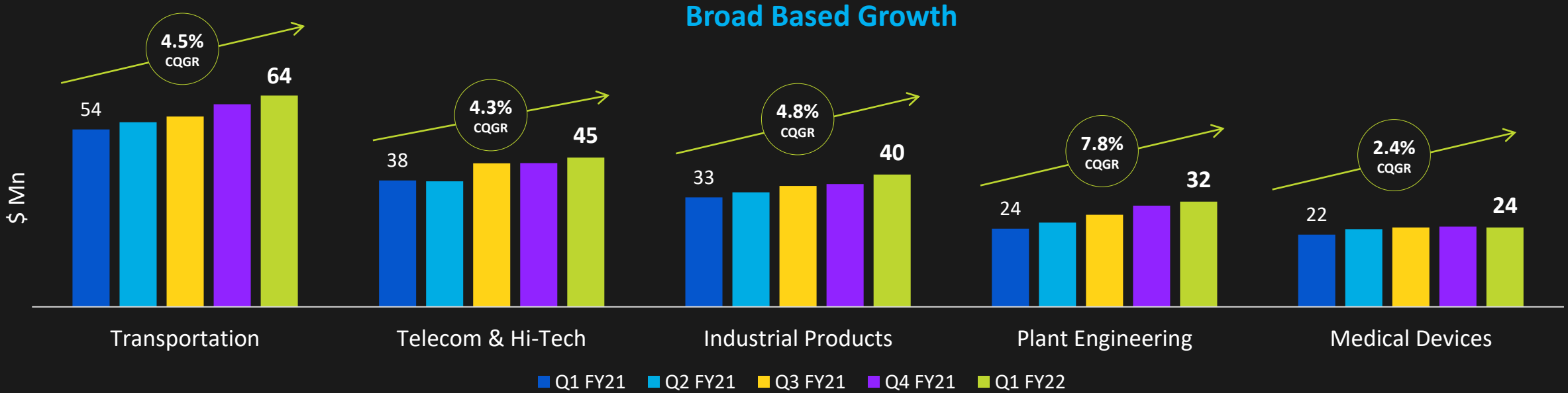
- Strategic M&A
- Finance Transformation
- ESG



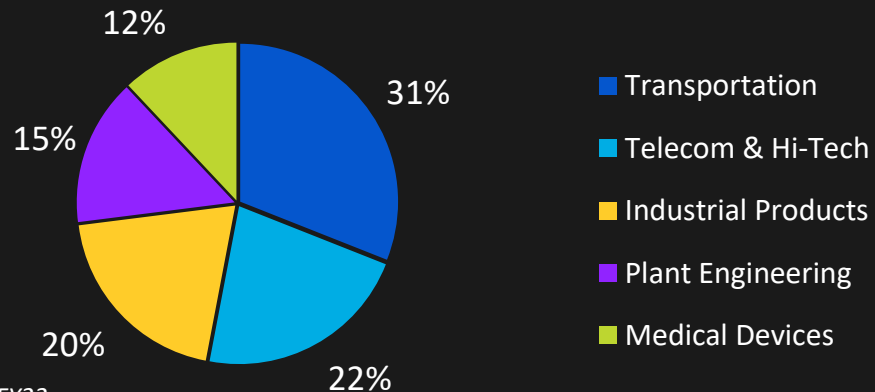
04 Shareholder Returns

- Consistent Dividend distribution
- ROE focus

GROWTH

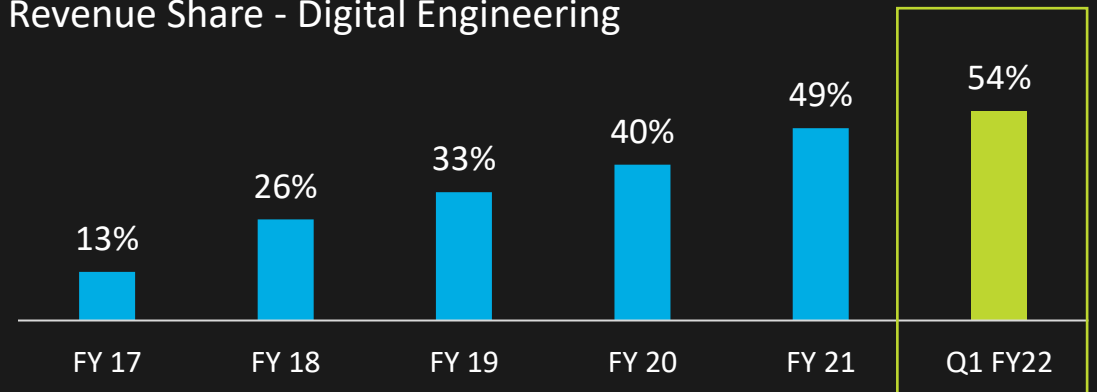


Diversified Revenue mix



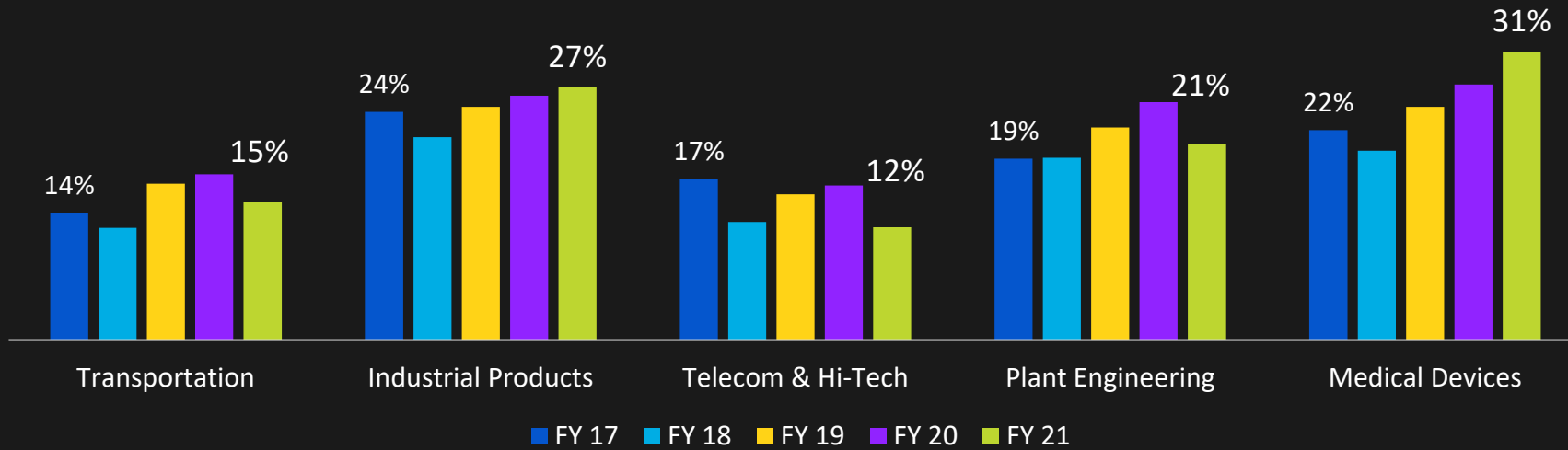
Consistent Growth in Digital Share

Revenue Share - Digital Engineering



PROFITABILITY

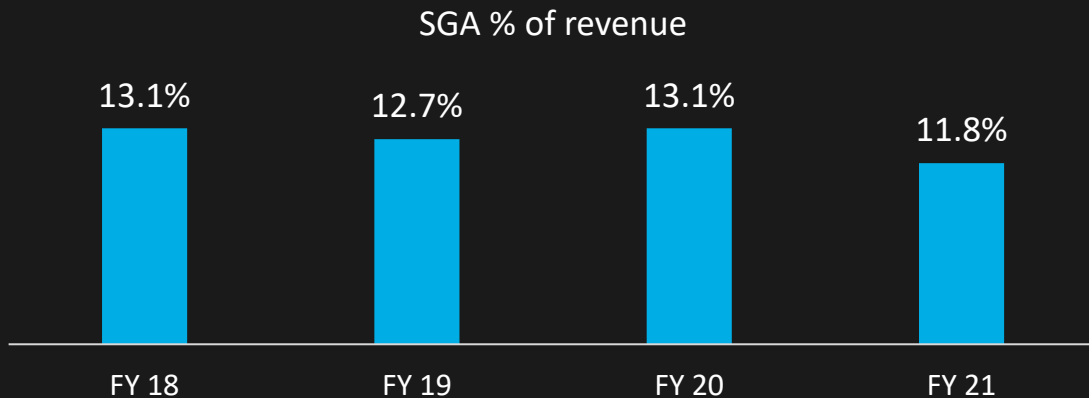
Segmental Margin Trend



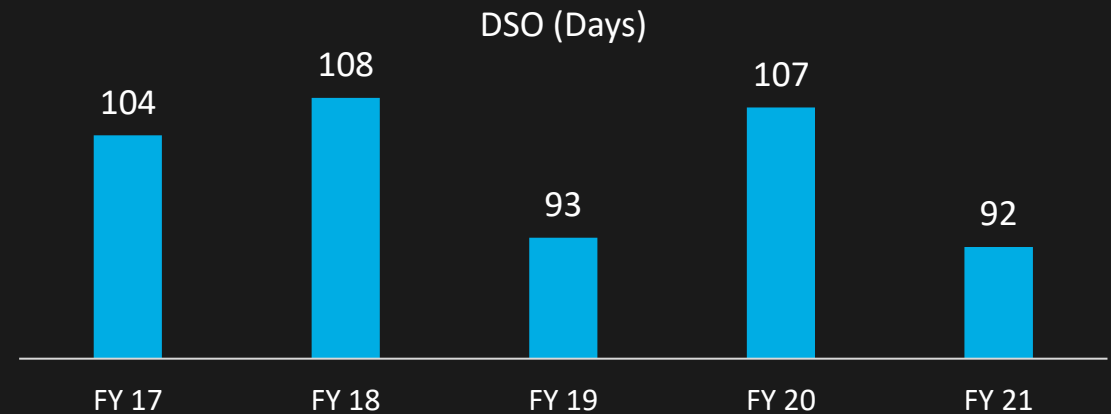
Building resilience in the operating model

- Leadership and governance structure to support faster growth
- Labs and tech quotient to democratize innovation
- Continuous learning and upskilling for talent scale-up
- Higher offshoring and fresher intake

SGA Trend



DSO Trend

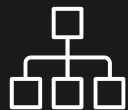


GOVERNANCE

Strategic M&A



Finance Transformation



Revamp of Existing Processes



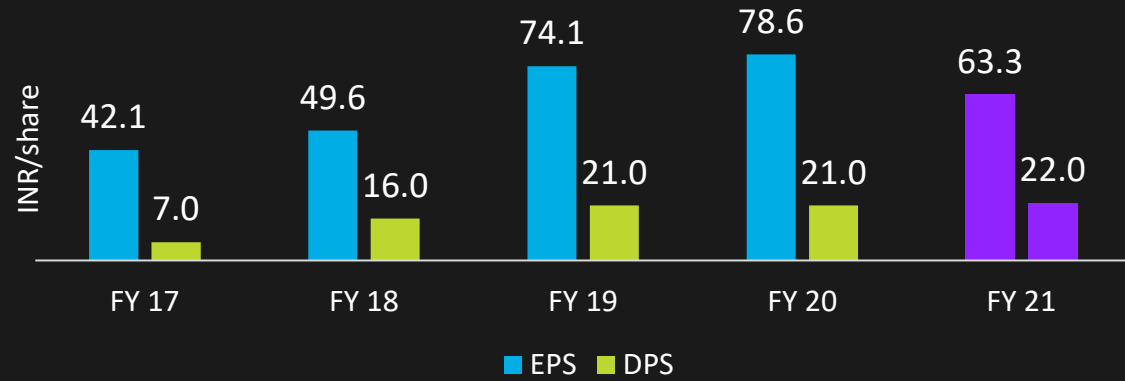
Automation for Scale Benefits



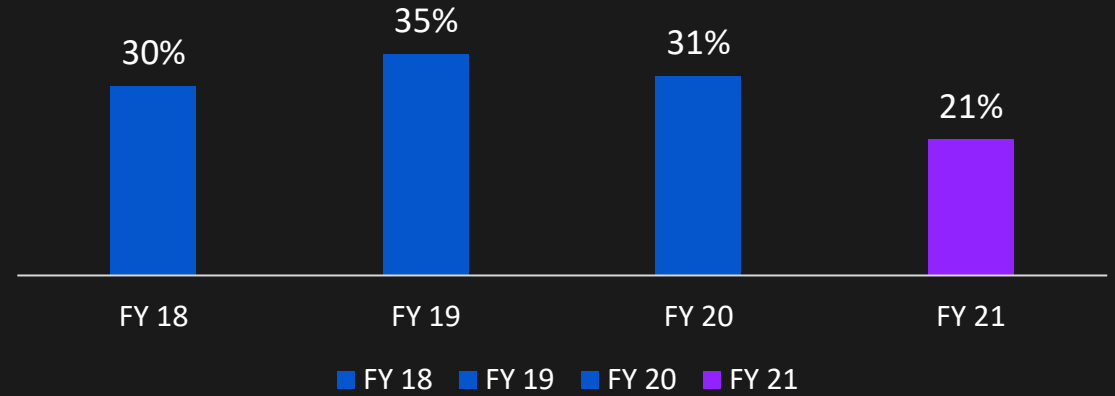
Analytics to improve Speed of Decision Making

SHAREHOLDER RETURNS

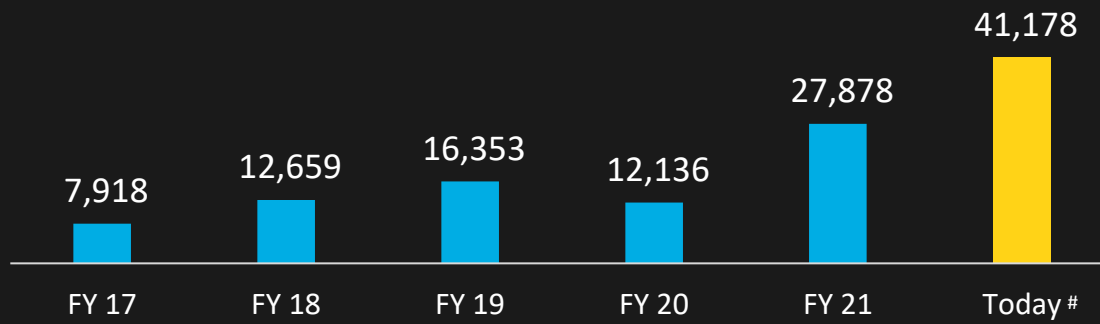
Dividend Payout Trend



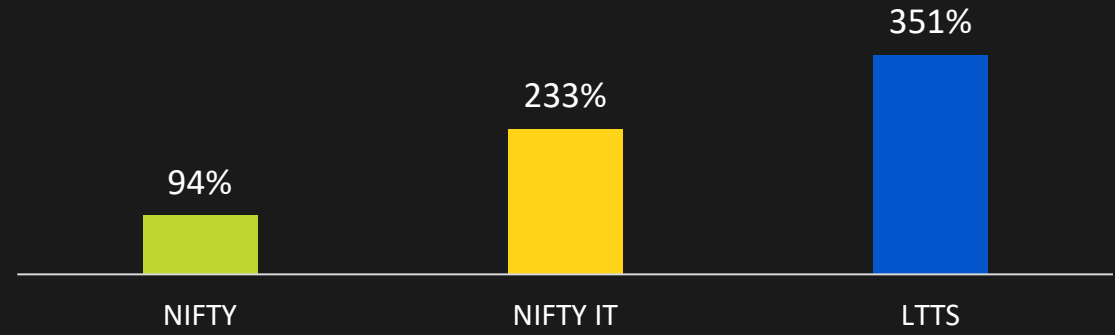
ROE Trend



Market Cap. (INR Cr)



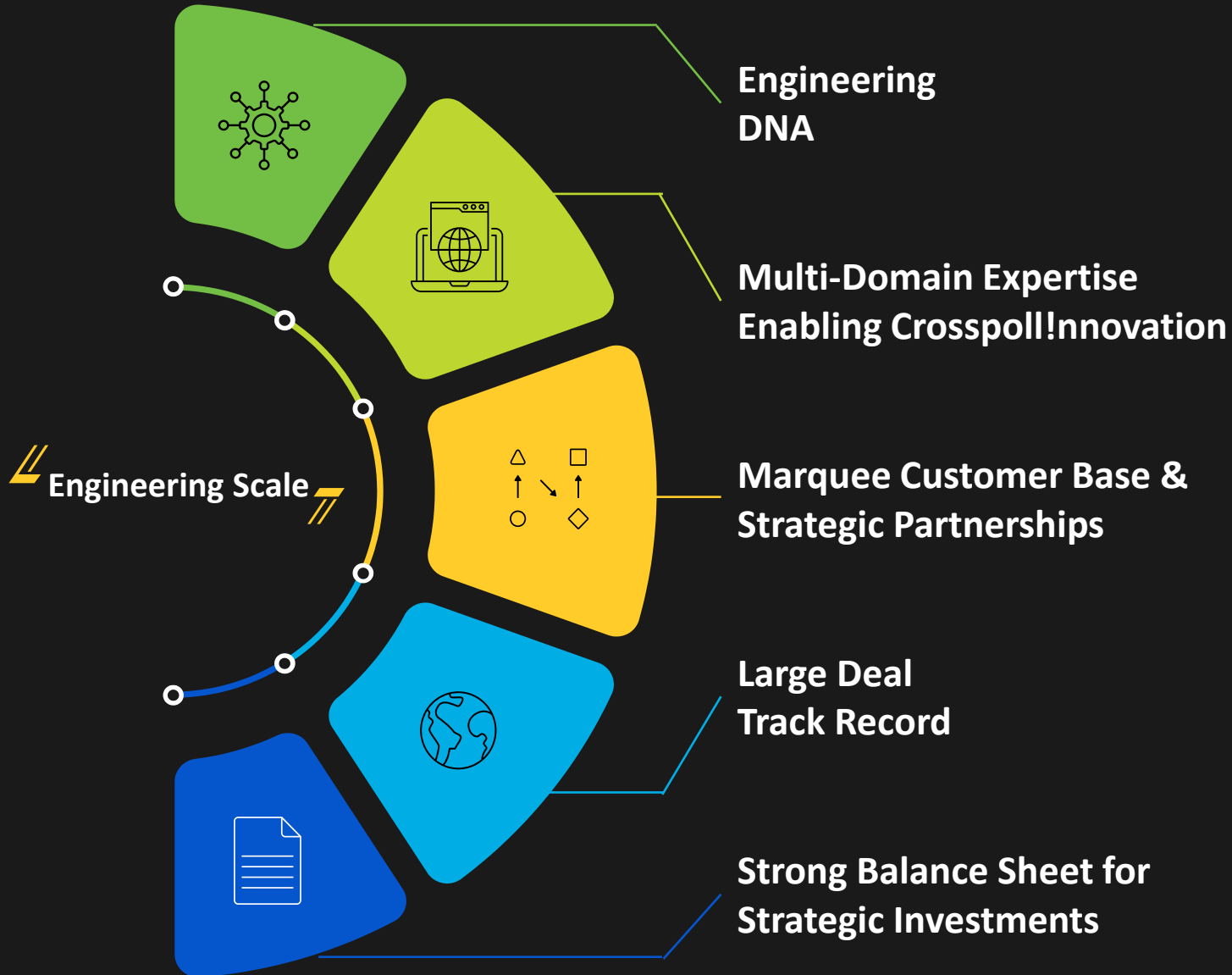
Returns Since LTTS IPO#



As of 31-Aug-2021

Returns over the period 23-Sep-2016 (LTTS listing date) to 31-Aug-2021

DIFFERENTIATORS



We aim to reach
\$1Bn run rate by
Q2-Q3 FY23
&
\$1.5Bn run rate in FY25
with **18%** EBIT

THANK YOU

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