

January 23, 2018

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

Subject: Outcome of Board Meeting as per Regulation 30 of the
SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Ref: Our letter dated January 15, 2018

Dear Sirs,

We would like to inform that pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Board of Directors of the Company at their meeting held today, have approved and taken on record the Unaudited Consolidated and Standalone Financial Results of the Company, for the quarter and nine months ended December 31, 2017, along with the Limited Review Reports thereon issued by our Statutory Auditors, Sharp & Tannan, Chartered Accountants. The Board Meeting was commenced at 2.00 p.m. and concluded at 4:15 p.m.

Accordingly, we attach herewith the following financial results approved by the Board of Directors.

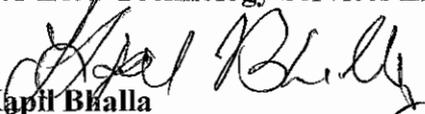
1. Unaudited Consolidated Financial results of the Company for the quarter and nine months ended December 31, 2017 along with the Limited Review Report of the Statutory Auditors thereon.
2. Unaudited Standalone Financial results of the Company for the quarter and nine months ended December 31, 2017 along with the Limited Review Report of the Statutory Auditors thereon.
3. Press Release and Investor Release w.r.t. Financial Results for the quarter ended December 31, 2017.

The above information is also available on the website of the Company. Kindly take the above information on record.

Thanking You,

Yours sincerely,

For L&T Technology Services Limited


Kapil Bhalla

Company Secretary

FCS.3485

Encl: As above



SHARP & TANNAN

Chartered Accountants

Firm's Registration No. 109982W

Independent Auditor's review report on review of interim consolidated financial results

To
The Board of Directors of
L&T Technology Services Limited

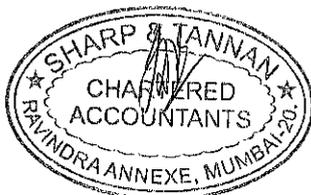
1. We have reviewed the accompanying statement of consolidated unaudited financial results of **L&T Technology Services Limited** ('the Holding Company') and its subsidiaries (the Holding Company and its subsidiaries together referred to as 'the Group'), for the quarter and nine months ended December 31, 2017 ('the Statement'), being submitted by the Company pursuant to the requirement of regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.

This Statement, which is the responsibility of the Holding Company's management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 'Interim Financial Reporting' ('Ind AS 34'), prescribed under section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.

2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
3. The Statement includes the results of the following entities:

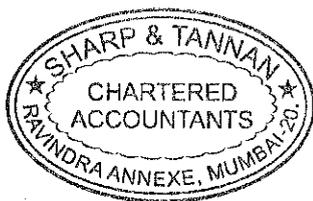
Name of the entity	Relationship
L&T Technology Services LLC ('LTTS LLC')	Wholly owned subsidiary
Esencia Technologies Inc ('Esencia')	Wholly owned subsidiary of LTTS LLC
Esencia Technologies India Private Limited	Wholly owned subsidiary of Esencia
L&T Thales Technology Services Private Limited	Subsidiary

4. We did not review financial statements of three subsidiaries included in the consolidated financial results, whose financial statements reflect total revenues of Rs. 1,925.39 million, total profit/(loss) after tax of Rs. 54.87 million and total comprehensive income/(loss) (net) of Rs. 47.39 million for the nine months ended December 31, 2017, as considered in the consolidated financial results. These financial statements have been reviewed by another auditor whose review reports have been furnished to us by management and our opinion on the consolidated financial statements, in so far as it relates to the amounts and disclosures of these subsidiaries, is based solely on review reports of another auditor.



Two of these subsidiaries are located outside India whose financial statements have been prepared in accordance with accounting principles generally accepted in that country ('local GAAP') and which have been reviewed by another auditor under generally accepted auditing standards applicable in that country. The Holding Company's management has converted the financial statements of this subsidiaries from local GAAP to accounting principles generally accepted in India. We have reviewed these conversion adjustments made by the Holding Company's management. Our opinion in so far as it relates to the amounts and disclosures of these subsidiaries are based on the review reports of another auditor and the conversion adjustments prepared by management of the Holding Company and reviewed by us.

5. The Statement includes the financial statements of one subsidiary which has not been reviewed by their auditor, whose financial statements reflect total revenue of Rs. 524.58 million, total profit/(loss) after tax of Rs. 10.65 million and total comprehensive income/(loss) (net) of Rs. 11.48 million for the nine months ended December 31, 2017, as considered in the Statement. These financial statements have been certified by management of that Company and have been furnished to us, and in our opinion, in so far as it relates to the amounts and disclosures included in respect of this subsidiary is based solely on such financial statements certified by respective management. In our opinion and according to information and explanations given to us by management of the Holding Company, these financial statements are not material to the Group. Our opinion is not qualified in respect of this matter.
6. Based on our review conducted as stated above and based on the consideration of review report of the other auditor as referred to in paragraph 4 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the aforesaid Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.



Mumbai, January 23, 2018

For Sharp & Tannan
Chartered Accountants
Firm's Registration No.109982W

A handwritten signature in black ink, appearing to read "F. Buchia".

Firdosh D. Buchia
Partner
Membership No. 038332

A second handwritten signature in black ink, appearing to read "F. Buchia".

L&T Technology Services Limited

Registered Office: L&T House, N.M. Marg, Ballard Estate, Mumbai 400 001
CIN : L72900MH2012PLC232169

Statement of consolidated unaudited financial results for the quarter and nine months ended December 31, 2017

(In Rs. million)

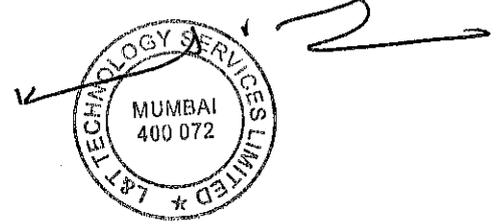
Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended
		31-12-2017	30-09-2017	31-12-2016	31.12.2017	31.12.2016	31-03-2017 (Audited)
1	Income from operations						
	a) Revenue from operations	9,691	9,006	8,104	26,923	24,360	32,483
	b) Other Income	435	482	170	1,179	550	591
	Total income	10,126	9,488	8,274	28,102	24,910	33,074
2	Expenses						
	a) Employee benefit expense	6,320	6,125	5,250	17,782	15,686	20,958
	b) Finance costs	9	5	5	16	15	21
	c) Depreciation and amortisation expense	145	146	149	436	478	625
	d) Other expenses	1,886	1,507	1,397	5,025	4,165	5,678
	Total expenses	8,360	7,783	6,801	23,259	20,344	27,282
3	Profit from ordinary activities after finance costs but before exceptional items (1-2)	1,766	1,705	1,473	4,843	4,566	5,792
4	Exceptional Items	-	-	-	-	-	-
5	Profit from ordinary activities before tax (3-4)	1,766	1,705	1,473	4,843	4,566	5,792
6	Tax expense	501	475	387	1,368	1,281	1,542
7	Net profit from ordinary activities after tax (5-6)	1,265	1,230	1,086	3,475	3,285	4,250
8	Extraordinary items (net of tax expense)	-	-	-	-	-	-
9	Net profit for the period (7+8)	1,265	1,230	1,086	3,475	3,285	4,250
10	Other comprehensive income (net of tax expense)	397	(78)	(183)	644	72	843
11	Total comprehensive income (9+10)	1,662	1,152	903	4,119	3,357	5,093
12	Net profit / (loss) attributable to :						
	Shareholders of the Company	1,263	1,227	1,087	3,472	3,289	4,249
	Non-controlling interest	2	3	(1)	3	(4)	1
13	Total comprehensive income attributable to :						
	Shareholders of the Company	1,660	1,149	904	4,116	3,361	5,092
	Non-controlling interest	2	3	(1)	3	(4)	1
14	Paid up equity share capital	204	204	203	204	203	203
	Face value per equity share - (in Rs.)	2	2	2	2	2	2
15	Other equity						14,649
16	Earnings per equity share (Not annualised)						
	a) Basic (in Rs.)	12.36	12.04	10.68	34.07	32.63	42.08
	b) Diluted (in Rs.)	12.00	11.67	10.26	33.06	30.52	39.64

Statement of consolidated unaudited segment information for the quarter and nine months ended December 31, 2017

(In Rs. million)

Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended
		31-12-2017	30-09-2017	31-12-2016	31.12.2017	31.12.2016	31-03-2017 (Audited)
1	Segment revenue						
	Transportation	2,994	2,908	2,737	8,662	8,031	10,740
	Process Engineering	1,235	1,152	1,258	3,535	3,815	4,962
	Industrial Products	2,113	2,129	2,153	6,337	6,335	8,524
	Medical Devices	648	629	543	1,846	1,658	2,196
	Telecom	2,701	2,188	1,413	6,543	4,521	6,061
	Revenue from operations	9,691	9,006	8,104	26,923	24,360	32,483
2	Segment results						
	Transportation	364	356	362	1,050	1,089	1,455
	Process Engineering	238	220	290	695	749	961
	Industrial Products	442	463	526	1,370	1,555	2,078
	Medical Devices	122	130	118	362	378	493
	Telecom	327	182	186	718	836	1,043
	Total	1,493	1,351	1,482	4,195	4,607	6,030
	Less - Unallocable expenses (net)	8	(23)	25	79	98	183
	Add - Other income	435	482	170	1,179	550	591
	Less - Finance costs	9	5	5	16	15	21
	Less - Depreciation and amortisation expense	145	146	149	436	478	625
	Profit before tax	1,766	1,705	1,473	4,843	4,566	5,792

- Segments have been identified in accordance with Indian Accounting Standards ("Ind AS") 108 on Operating Segments, considering the risk/return profiles of the business, their organisational structure and internal reporting systems.
- Property, plant and equipment used and liabilities contracted for performing the Company's business have not been identified to any of the above reported segments as the property, plant and equipment and services are used interchangeably among segments.



Select explanatory notes to the statement of consolidated unaudited financial results for quarter ended December 31, 2017

1. The financial results of the Company for the quarter December 31, 2017 have been subjected to limited review by the statutory auditors, reviewed by the Audit Committee of the Board and approved by the Board of Directors at its meeting held on January 23, 2018.
2. The Company reports consolidated financial results on a quarterly basis pursuant to the option made available as per regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The standalone financial results are available on the Company's website viz. www.lnttechservices.com and on the websites of BSE (www.bseindia.com) and NSE (www.nseindia.com). The specified items of the standalone financial results of the Company for the quarter ended December 31, 2017 are given below:

(In Rs. Million)

	Quarter ended			Nine months ended		Year ended
	31-12-2017	30-09-2017	31-12-2016	31-12-2017	31-12-2016	31-03-2017 (Audited)
Total income	9,504	8,860	7,963	26,437	23,871	31,680
Profit before tax	1,701	1,634	1,564	4,762	4,804	5,996
Profit after tax	1,196	1,175	1,178	3,410	3,559	4,490

3. During the quarter ended December 31, 2017, the Company has allotted 258,525 equity shares of Rs. 2 each fully paid-up on exercise of stock options by employees, in accordance with the Company's stock option scheme.
4. The amount of other comprehensive income (OCI) (including related items) for the quarter ended on December 31, 2016 disclosed in earlier financial results submitted by the Company to the Stock Exchanges has been restated to rectify an inadvertent error which was not material. This, however, does not impact any other disclosure for the relevant period including profit after tax or earnings per share in the financial results submitted.
5. Figures for earlier periods have been regrouped, wherever necessary.

For and on behalf of the Board of Directors
of L&T Technology Services Limited



[Signature]
KESHAB PANDA
Chief Executive Officer and Managing Director

Mumbai
January 23, 2018





SHARP & TANNAN

Chartered Accountants

Firm's Registration No. 109982W

Independent Auditor's review report on review of interim standalone financial results

To
The Board of Directors of
L&T Technology Services Limited

- 1 We have reviewed the accompanying statement of standalone unaudited financial results of **L&T Technology Services Limited** ('the Company'), for the quarter and nine months ended December 31, 2017 ('the Statement'), being submitted by the Company pursuant to the requirement of regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.

This Statement, which is the responsibility of the Company's management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 'Interim Financial Reporting' ('Ind AS 34'), prescribed under section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.

- 2 We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
- 3 Based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the aforesaid Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Sharp & Tannan
Chartered Accountants
Firm's registration No.109982W



Firdosh D. Buchia
Partner

Membership No. 038332

Mumbai, January 23, 2018

L&T Technology Services Limited

 Registered Office: L&T House, N.M. Marg, Ballard Estate, Mumbai 400 001
 CIN : L72900MH2012PLC232169

Statement of standalone unaudited financial results for the quarter and nine months ended December 31, 2017

(In Rs. million)

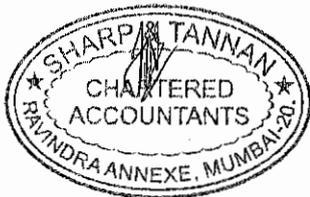
Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended
		31-12-2017	30-09-2017	31-12-2016	31.12.2017	31.12.2016	31-03-2017 (Audited)
1	Income from operations						
	a) Revenue from operations	9,080	8,400	7,801	25,271	23,342	31,125
	b) Other income	424	460	162	1,166	529	555
	Total income	9,504	8,860	7,963	26,437	23,871	31,680
2	Expenses						
	a) Employee benefit expense	5,883	5,677	4,921	16,544	14,723	19,738
	b) Finance costs	2	1	1	3	5	8
	c) Depreciation and amortisation expense	131	133	136	396	441	575
	d) Other expenses	1,787	1,415	1,341	4,732	3,898	5,363
	Total expenses	7,803	7,226	6,399	21,675	19,067	25,684
3	Profit from ordinary activities after finance costs but before exceptional items (1-2)	1,701	1,634	1,564	4,762	4,804	5,996
4	Exceptional items	-	-	-	-	-	-
5	Profit from ordinary activities before tax (3-4)	1,701	1,634	1,564	4,762	4,804	5,996
6	Tax expense	505	459	386	1,352	1,245	1,506
7	Net profit from ordinary activities after tax (5-6)	1,196	1,175	1,178	3,410	3,559	4,490
8	Extraordinary items (net of tax expense)	-	-	-	-	-	-
9	Net profit for the period (7+8)	1,196	1,175	1,178	3,410	3,559	4,490
10	Other comprehensive income (net of tax expense)	412	(67)	(174)	650	78	828
11	Total comprehensive income (9+10)	1,608	1,108	1,004	4,060	3,637	5,318
14	Paid up equity share capital	204	204	203	204	203	203
	Face value per equity share - (In Rs.)	2	2	2	2	2	2
15	Other equity						15,112
16	Earnings per equity share (Not annualised)						
	a) Basic (In Rs.)	11.72	11.53	11.58	33.47	35.44	44.52
	b) Diluted (In Rs.)	11.38	11.17	11.13	32.48	33.15	41.94

Statement of standalone segment information for the quarter and nine months ended December 31, 2017

(In Rs. million)

Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended
		31-12-2017	30-09-2017	31-12-2016	31.12.2017	31.12.2016	31-03-2017 (Audited)
1	Segment revenue						
	Transportation	2,694	2,586	2,434	7,727	7,013	9,382
	Process Engineering	1,235	1,152	1,258	3,535	3,815	4,962
	Industrial Products	2,113	2,129	2,153	6,337	6,335	8,524
	Medical Devices	648	629	543	1,846	1,658	2,196
	Telecom	2,390	1,904	1,413	5,826	4,521	6,061
	Revenue from operations	9,080	8,400	7,801	25,271	23,342	31,125
2	Segment results						
	Transportation	329	326	445	1,024	1,301	1,632
	Process Engineering	238	220	290	695	749	961
	Industrial Products	442	463	526	1,370	1,555	2,078
	Medical Devices	122	130	118	362	378	493
	Telecom	288	145	186	623	836	1,043
	Total	1,419	1,284	1,565	4,074	4,819	6,207
	Less - Unallocable expenses (net)	9	(24)	26	79	98	183
	Add - Other income	424	460	162	1,166	529	555
	Less - Finance costs	2	1	1	3	5	8
	Less - Depreciation and amortisation expense	131	133	136	396	441	575
	Profit before tax	1,701	1,634	1,564	4,762	4,804	5,996

- 1 Segments have been identified in accordance with Indian Accounting Standards ("Ind AS") 108 on Operating Segments, considering the risk/return profiles of the business, their organisational structure and internal reporting systems.
- 2 Property, plant and equipment used and liabilities contracted for performing the Company's business have not been identified to any of the above reported segments as the property, plant and equipment and services are used interchangeably among segments.



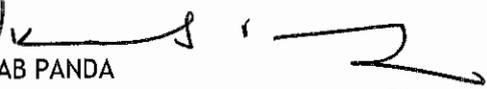
Select explanatory notes to the statement of standalone unaudited financial results for quarter ended December 31, 2017

1. The financial results of the Company for the quarter December 31, 2017 have been subjected to limited review by the statutory auditors, reviewed by the Audit Committee of the Board and approved by the Board of Directors at its meeting held on January 23, 2018.
2. During the quarter ended December 31, 2017, the Company has allotted 258,525 equity shares of Rs. 2 each fully paid-up on exercise of stock options by employees, in accordance with the Company's stock option scheme.
3. Figures for earlier periods have been regrouped, wherever necessary.

Mumbai
January 23, 2018

For and on behalf of the Board of Directors
of L&T Technology Services Limited




KESHAB PANDA
Chief Executive Officer and Managing Director



L&T Technology Services Ltd. Press Release

Issued by Corporate Brand Management & Communications

REGISTERED OFFICE:

L&T House, Ballard Estate,
N.M. Marg, Mumbai 400 001
Tel: 91 22 6752 5656 / 836
Fax: 91 22 6752 5796
CIN: L72900MH2012PLC232169

Large deals across multiple verticals drive a 26% YoY USD revenue growth and 16% YoY profit growth in Q3

Digital Engineering revenue share rises to 20%

Mumbai, January 23, 2018: L&T Technology Services Limited (LTTS) (BSE:540115) (NSE: LTTS), announced its results for the third quarter ended December 31, 2017.

Highlights for the third quarter include:

- USD Revenue at \$151.0 million for the quarter; growth of 8.3% QoQ; 25.6% YoY
- Revenue at ₹9,691 million for the quarter; growth of 7.6% QoQ; 19.6% YoY
- Net profit at ₹1,263 million; growth of 2.9% QoQ; 16.1% YoY

LTTS' focus on large deals and top accounts has led to several multi-year deals across verticals. Among the key wins in the quarter is a USD 50 million deal spanning five years from a leading global aerospace electronic systems manufacturer.

“Our growth was broad based with all verticals registering growth on an annual basis, including Process Industry which has rebounded. We sustained EBTIDA margins at 15.3% and managed to offset the impact of wage hikes to employees in the third quarter. We are engaging with clients on exciting new projects in the areas of artificial intelligence for manufacturing, IIoT, next generation platform development and autonomous driving. Our digital engineering portfolio has been rising at a steady clip and now comprises 20% of our revenues for the quarter,” said **Dr Keshab Panda, CEO & Managing Director, L&T Technology Services Limited.**

Awards and Recognitions:

- **LTTS cements its position as a leader in overall ER&D Services in Zinnov Zones 2017 ratings** - L&T Technology Services Limited consolidated its position as the country's leading pure-play engineering services company after being rated as a leader across 10 major industries in the Zinnov Zones

2017 Product Engineering Services report. LTTS also showed a significant leap in its Embedded Technology capabilities vis-a-vis peers.

- **Businessworld bestows HR Excellence Awards:** LTTS won the Businessworld magazine's HR Excellence Awards 2017 in two major categories.
- **Positioned as IoT Services Leader by NelsonHall -** NelsonHall has positioned LTTS in the Leaders Category in its latest evaluation for IoT services providers. LTTS is the only global pure-play engineering services to be positioned in the leader's category.

Patents:

At the end of the third quarter, the patents portfolio of L&T Technology Services stood at 300 patents out of which 228 are co-authored with its customers and 72 are filed by LTTS.

Human Resources

At the end of the third quarter LTTS' total employee strength stood at 11,941, a net addition of 409 during the quarter.

About L&T Technology Services Ltd

L&T Technology Services Limited (LTTS) is a listed subsidiary of Larsen & Toubro Limited focused on Engineering and R&D (ER&D) services. We offer consultancy, design, development and testing services across the product and process development life cycle. Our customer base includes 52 Fortune 500 companies and 48 of the world's top ER&D companies, across industrial products, medical devices, transportation, telecom & hi-tech, and the process industries. Headquartered in India, we have around 12,000 employees spread across 15 global delivery centers, 28 global sales offices and 39 innovation labs in India as of December 31, 2017.

For additional information about L&T Technology Services log on to www.LntTechservices.com.

Media Contact:

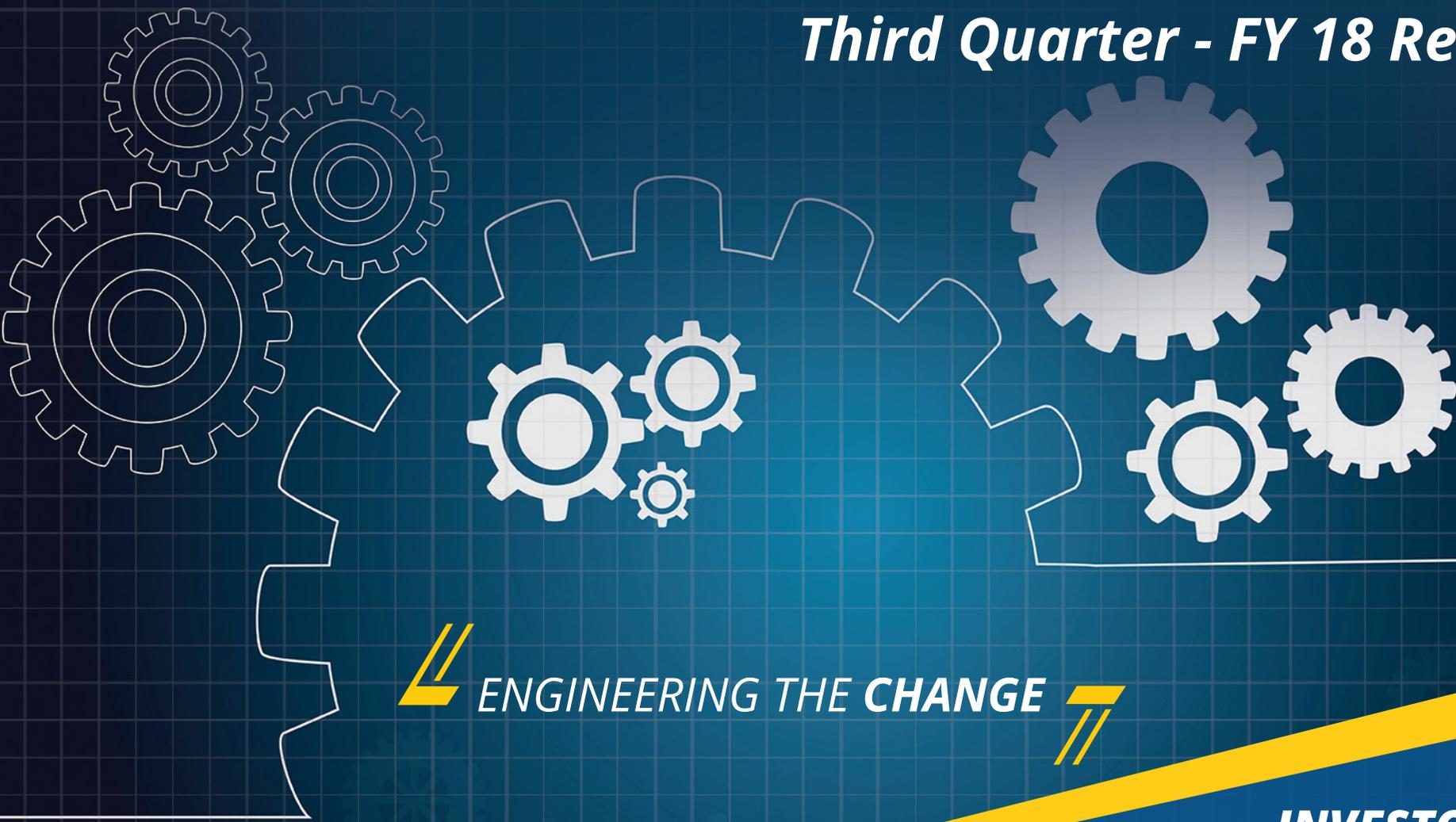
Aniruddha Basu

L&T Technology Services Limited

E: Aniruddha.Basu@LntTechservices.com

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L&T Technology Services Limited **Third Quarter - FY 18 Results**



ENGINEERING THE CHANGE

INVESTOR RELEASE
Mumbai, India - January 23, 2018

FINANCIAL HIGHLIGHTS



REVENUE IN INR

- INR Revenue at **₹9,691 million** for the quarter; growth of **7.6% QoQ; 19.6% YoY**

REVENUE IN USD

- US Dollar Revenue at **\$151.0 million** for the quarter; revenue growth of **8.3% QoQ; 25.6% YoY**
- US Dollar Revenue growth in constant currency at **8.3% QoQ; 23.2% YoY**

PROFIT IN INR

- EBITDA at **₹1,485 million** for the quarter; EBITDA margin at **15.3%**
- Net Income at **₹1,263 million** for the quarter; up **2.9% QoQ** and **16.1% YoY**, Net margin at **13.0%**

SAFE HARBOUR STATEMENT

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. L&T Technology Services Limited (LTTs) does not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.

MESSAGE FROM THE CEO & MANAGING DIRECTOR



Our Q3 performance was strong with revenue growth of **25.6% YoY** to **\$151 million** and profits rising **16.1% YoY**. We delivered broad based growth with all verticals registering growth on an annual basis including Process Industry which has rebounded. We sustained EBTIDA margins at **15.3%** and managed to offset the impact of wage hikes to employees.



We remain optimistic on growth as we see a healthy demand environment. With the global economic momentum picking up, our clients are investing in new technologies at a rapid pace. In my discussions with customers, I see a clear trend of rising adoption of futuristic technologies to drive transformation. We are rightly positioned to capitalize on this opportunity with our engineering heritage, innovation DNA and investments in labs and emerging technologies. During the quarter LTTs won several multi-million dollar deals and deal sizes in our pipeline are inching up. We are engaging with clients on exciting new projects in the areas of digital engineering, artificial intelligence for manufacturing, IIoT, next generation platform development and autonomous driving. Our revenues from digital engineering have been rising at a steady clip and now constitute **20%** of overall sales.

I am also happy to share that we have consolidated our position as the country's leading pure play engineering services company in Zinnov's annual ratings. Zinnov rated LTTs in the leadership position across 10 verticals and as the clear leader in two verticals - industrial automation and construction & heavy machinery. LTTs also showed a significant leap in its Embedded Technology capabilities vis-a-vis peers.

I would like to thank the investor and analyst community for their continued support and encouragement for the years ahead.



Dr. Keshab Panda

CEO & Managing Director
L&T Technology Services Limited

PERFORMANCE HIGHLIGHTS



KEY DEAL WINS

We won several multi million dollar deals from global customers across all our verticals. A few key deal wins are given below.

- LTTS won a \$50 million deal spanning over five years from a global aerospace electronic systems manufacturer and will now be the strategic supplier for ER&D services in North America.
- A US-based Tier 1 automotive company awarded LTTS an autonomous driving project which includes platform development and software & systems integration.
- In the Oil and Gas sector in Europe, LTTS secured a deal to digitize the customer's assets across multiple refineries to improve utilization, safety compliance and reliability of operations.
- LTTS won a large 3-year contract to develop a connectivity platform for one of the world's largest technology companies. The scope of the engagement also includes chip design and wireless LAN testing.
- A Japanese technology customer selected LTTS for building a AI based system leveraging self-learning and predictive analytics for enhancing plant operations.
- LTTS was awarded a 5 year multi-million dollar contract from a global aerospace customer for complete product regulatory testing, validation and certification of its electronic components.

FINANCIAL PERFORMANCE



INCOME STATEMENT

Amount in ₹ million

	Q3 FY18	Q2 FY18	Q3 FY17	QoQ Growth	YoY Growth
Revenue	9,691	9,006	8,104	7.6%	19.6%
Direct Costs	8,206	7,632	6,647	7.5%	23.5%
EBITDA	1,485	1,374	1,457	8.1%	1.9%
Depreciation & Amortisation	145	146	149	-1.3%	-2.9%
EBIT	1,340	1,228	1,308	9.1%	2.5%
Other Income, net	426	477	165	-10.8%	158.3%
Income tax expense	501	475	387	5.3%	29.7%
Net Income before Minority Interest	1,265	1,230	1,086	2.8%	16.4%
Net Income	1,263	1,227	1,087	2.9%	16.1%

	Q3 FY18	Q2 FY18	Q3 FY17
Margins (%)			
EBITDA Margin	15.3%	15.3%	18.0%
EBIT Margin	13.8%	13.6%	16.1%
Net Income Margin	13.0%	13.6%	13.4%
Earnings Per Share			
Basic	12.36	12.04	10.68
Diluted	12.00	11.67	10.26

Note: The figures are rounded off to the nearest million, percentages are based on absolute numbers

OPERATIONAL PERFORMANCE



USD REVENUE

	Q3 FY18	Q2 FY18	Q3 FY17	QoQ Growth	YoY Growth	In Constant Currency	
						QoQ Growth	YoY Growth
Revenue (mn)	151.0	139.3	120.2	8.3%	25.6%	8.3%	23.2%

REVENUE BY VERTICAL

	Q3 FY18	Q2 FY18	Q3 FY17	QoQ Growth	YoY Growth
Transportation	30.9%	32.3%	34.0%	3.7%	14.9%
Industrial Products	21.8%	23.6%	26.6%	-0.3%	2.9%
Telecom & Hi-tech	27.9%	24.3%	17.2%	24.8%	101.3%
Process Industry	12.7%	12.8%	15.5%	7.8%	3.1%
Medical Devices	6.7%	7.0%	6.7%	3.3%	25.1%

REVENUE BY GEOGRAPHY

	Q3 FY18	Q2 FY18	Q3 FY17	QoQ Growth	YoY Growth
North America	58.7%	60.8%	62.5%	4.3%	17.8%
Europe	17.2%	16.5%	19.2%	13.3%	12.3%
India	11.5%	10.5%	8.1%	20.5%	81.0%
Rest of the World	12.6%	12.2%	10.2%	11.3%	55.3%

REVENUE MIX

	Q3 FY18	Q2 FY18	Q3 FY17
Onsite	50.7%	50.8%	47.5%
Offshore	49.3%	49.2%	52.5%

REVENUE BY PROJECT TYPE

	Q3 FY18	Q2 FY18	Q3 FY17
Fixed Price	38.2%	33.2%	31.0%
Time and Material Contract	61.8%	66.8%	69.0%

CLIENT PROFILE

	Q3 FY18	Q2 FY18	Q3 FY17
Number of Active Clients	233	233	217
40 Million dollar +	1	0	0
30 Million dollar +	3	2	1
20 Million dollar +	4	4	4
10 Million dollar +	12	12	11
5 Million dollar +	30	28	29
1 Million dollar +	79	79	82

CLIENT CONTRIBUTION TO REVENUE

	Q3 FY18	Q2 FY18	Q3 FY17
Top 5 Clients	28.8%	26.8%	23.4%
Top 10 Clients	41.2%	39.8%	35.5%
Top 20 Clients	56.4%	54.9%	51.7%

UTILISATION

	Q3 FY18	Q2 FY18	Q3 FY17
Including Trainees	78.8%	76.1%	75.1%

EMPLOYEE STATISTICS

	Q3 FY18	Q2 FY18	Q3 FY17
Total Headcount	11,941	11,532	10,040
<i>Billable</i>	11,009	10,573	9,160
<i>Sales & Support</i>	932	959	880
Voluntary Attrition % (LTM)	13.2%	13.4%	14.0%

EXCHANGE RATE (USD/INR)

	Q3 FY18	Q2 FY18	Q3 FY17
Period Realised	64.19	64.64	67.44
Period Closing	63.88	65.29	67.92

AWARDS & RECOGNITIONS

Zinnov Zones 2017 Ratings - LTTS cements its position as a leader in overall ER&D Services

- LTTS rated in leadership position across 10 verticals and as overall leader in Product Engineering Services
- LTTS showed a significant jump in embedded capabilities

NelsonHall positions LTTS as IoT Services Leader

L&T Technology Services Limited has been positioned in the Leaders Category by independent global research firm, NelsonHall in its latest evaluation for Internet of Things (IoT) services providers. LTTS is the only global pure-play engineering services to be positioned in the Leaders Category.

OTHER HIGHLIGHTS

LTTS launches Center of Excellence in Israel - The LTTS Israel design center situated in Jerusalem, Israel will act as a global hub for developing advanced solutions in Video, ASIC design and Security. It will also offer the full scope of engineering services in the areas of Telecom, Semiconductors, Medical Devices, Automotive, IoT and Plant Engineering.

Just Code Hackathon: LTTS held an innovative technology hackathon nicknamed "Just Code" across six delivery centers in India and Israel, to enable employees to convert their ideas into demonstrable products. The hackathon drew a tremendous response with 112 PoCs created across major verticals and technologies including media processing and entertainment, cloud programming, sensor fusion, automation, machine learning and AI. The hackathon received further impetus with sponsorship from Tata Sky and Microsoft.



UniCon: L&T Technology Services was a partner at UniCon, a University Industry collaboration program hosted by Zinnov in Bangalore. LTTS chaired a panel discussion on University partnerships in which Professors from IISc and IIT Madras also participated and hosted a Masterclass on leveraging IoT for innovation and business transformation.



PATENTS

At the end of the third quarter, the patents portfolio of L&T Technology Services stood at **300** patents out of which **228** are co-authored with its customers and **72** are filed by LTTS.



CSR & DIVERSITY



As part of its social responsibility, LTTS undertook a number of CSR initiatives during the third quarter:

- LTTS hosted Times of India's Organ Donation Drive in its Bangalore campus to create awareness and inspire readers to pledge their organs. The event was broadcast live to around 9,000 employees of LTTS' India centres and garnered an encouraging response.
- Cleanliness drive in Mysuru - More than 140 LTTS volunteers spearheaded a cleanliness drive to spread awareness in the local community.
- LTTS Employees organized a special Sports Day for over 50 underprivileged school students in Navi Mumbai.
- L&T Technology Services launched Mini Science working models for 3800 underprivileged students in Navi Mumbai. The models showcase practical science applications for students to enrich their understanding in basic science and gain insights.



ABOUT L&T TECHNOLOGY SERVICES

L&T Technology Services Limited (LTTS) is a listed subsidiary of Larsen & Toubro Limited focused on Engineering and R&D (ER&D) services. We offer consultancy, design, development and testing services across the product and process development life cycle. Our customer base includes 52 Fortune 500 companies and 48 of the world's top ER&D companies, across industrial products, medical devices, transportation, telecom & hi-tech, and the process industries. Headquartered in India, we have around 12,000 employees spread across 15 global delivery centers, 28 global sales offices and 39 innovation labs in India as of December 31, 2017.



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