

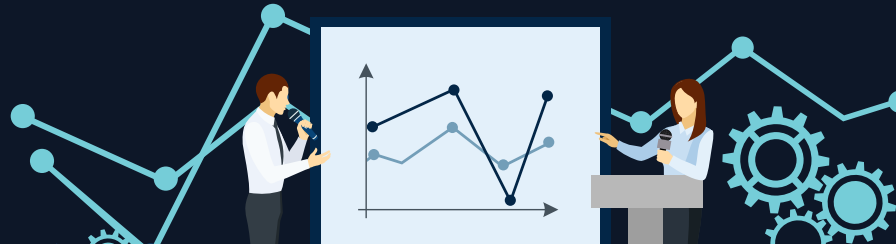
L&T TECHNOLOGY SERVICES LIMITED
FIRST QUARTER | FY25 RESULTS

Investor Release | Mumbai, India, July 18, 2024



SAFE HARBOUR STATEMENT

Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve 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.



REVENUE IN INR

- Revenue of **₹24,619 million** for the quarter; down 3.0% QoQ and up 7.0% YoY

REVENUE IN USD

- Revenue of **\$295.2 million** for the quarter; down 3.3% QoQ and up 5.4% YoY; in constant currency down 3.1% QoQ and up 6.1% YoY

PROFIT IN INR

- EBIT of **₹3,836 million** for the quarter, EBIT margin at **15.6%**
- Net Income of **₹3,136 million** for the quarter, down 8.0% QoQ and up 0.8% YoY; Net Income margin at **12.7%**

MESSAGE FROM THE CEO & MANAGING DIRECTOR



We are making good progress with our 'Go Deeper to Scale' strategy and the simplification of our organization structure into three main segments. Mobility grew by 6% sequentially and is now a USD 400 million plus annual business on a run-rate basis. The strong growth was driven by our differentiated presence across EV, SDV and connected car technology. In Hi-Tech and Sustainability, our new strategy is driving a significant increase in the pipeline and large deal discussions that make us confident of a pickup in growth momentum from here on.



We had healthy large deal wins in the quarter, with two USD 30 million deals, two USD 15 million deals and three deals of USD 10 million each. In AI, we are accelerating our investments and innovation focus leading to a total of 61 patents being filed so far. We are starting to win AI led deals on the back of our Gen AI solutions across Asset Health, software development and digital assistants.

Our operational performance was impacted by revenue seasonality and the investments we are making in each of the 3 segments to accelerate growth. We expect EBIT margins to see an improvement in the coming quarters as growth gets broad based across segments.

With phase one of our reorganization and related investments in technology and leadership complete, we reaffirm our FY25 guidance of 8-10% revenue growth in constant currency, and remain committed towards achieving the USD 1.5 billion revenue run rate.

I thank our employees for their commitment and dedication, and our stakeholders for the constant encouragement.



Amit Chadha

CEO & Managing Director
L&T Technology Services Limited



KEY DEAL WINS

LTTS closed several multi-million dollar projects from global customers across segments. The major wins are listed below:

- A leading global automotive supplier has awarded LTTS an additional \$30 million deal in their Ultra-Low Emissions Engineering program, delivering clean mobility solutions to their global customers.
- A global technology conglomerate for their digital transformation, has selected LTTS as their technology partner. LTTS will help the customer in their automation and manufacturing operations across multiple domains.
- An American aircraft engine supplier has entrusted LTTS with a multi-year ITAR deal to provide specialized engineering services for various commercial and defence programs spanning system engineering, software and hardware.
- One of the world's leading automotive OEMs has chosen LTTS as their engineering partner for telematics verification and validation along with 5G and V2X testing, for their upcoming product launch.
- LTTS has won a 3-year program from one of the world's largest energy companies. LTTS will provide comprehensive EPCM services, including Integrated Digital Engineering and Data Governance for Capital Projects, advancing innovative and sustainable energy solutions.
- LTTS has been selected as the prime engineering services partner for a European Defence and Security firm – across their security, protection and licensing product portfolio.
- LTTS has been awarded a post silicon validation COE program by a major North American semiconductor chip manufacturer.
- A leading Off highway equipment manufacturer announced the establishment of an innovation lab in Illinois with LTTS, as part of their sustainability initiatives. The center will be providing services for various electrification prototype systems to evaluate next generation technologies.
- A lighting and building management firm has awarded LTTS a contract for parts digitization and catalogue management leveraging AI to create a common component catalogue with over 175K mechanical and electronic parts.

- LTTS secured a major deal to provide Value Engineering/Component Engineering (VE/CE) Outsourced Services to a leading American conglomerate. LTTS will support their VE/CE COE, serving several global business units.
- An Australian petroleum company has awarded LTTS a 3-year deal for the “Front End Strategic Activities, Maintenance Foundation Build & Standardization” program. This initiative covers Floating Production Unit, Subsea Umbilical Risers Flowlines, and Gas Gathering Line to ensure the reliability and performance of operating equipment.
- An American hi-tech firm has empanelled LTTS as a preferred partner for engineering services encompassing AI/ML, hardware and software development, design verification and validation.

FINANCIAL PERFORMANCE

INCOME STATEMENT (CONSOLIDATED)

Amount in ₹ million

	Q1 FY24	Q4 FY24	Q1 FY25	QoQ	YoY
Revenue	23,014	25,375	24,619	-3.0%	7.0%
Cost of sales	16,101	18,050	17,403		
Gross Profit	6,913	7,325	7,216	-1.5%	4.4%
Selling, General & Administration Expenses	2,385	2,297	2,654		
EBITDA	4,528	5,028	4,562	-9.3%	0.7%
Depreciation & Amortisation	574	746	726		
EBIT	3,954	4,282	3,836	-10.4%	-3.0%
Other Income, net	357	428	491		
Income tax expense	1,190	1,296	1,188		
Minority Interest	10	5	3		
Net Income	3,111	3,409	3,136	-8.0%	0.8%
Margins (%)					
Gross Margin	30.0%	28.9%	29.3%		
EBITDA Margin	19.7%	19.8%	18.5%		
EBIT Margin	17.2%	16.9%	15.6%		
Net Income Margin	13.5%	13.4%	12.7%		
Earnings Per Share (INR)					
Basic	29.45	32.25	29.65		
Diluted	29.38	32.16	29.57		

OTHER INCOME

	Q1 FY24	Q4 FY24	Q1 FY25
Income from investments, net	338	369	373
Foreign exchange gains/(loss)	100	143	83
Others	-81	-84	35
Total	357	428	491

BALANCE SHEET (CONSOLIDATED)

Amount in ₹ million

	FY24	Q1 FY25
Assets		
Property and equipment	10,009	9,445
Intangible Assets and Goodwill	6,248	6,264
Accounts Receivable	28,277	28,657
Unbilled Revenues	4,280	6,494
Investments	14,927	10,529
Cash and Cash equivalents	13,905	17,310
Other current assets	2,905	3,279
Other non-current assets	4,334	4,234
Total Assets	84,885	86,212
Liabilities and Shareholders' Equity		
Shareholders' Funds	53,271	53,199
Other current liabilities	25,371	27,048
Other non-current liabilities	6,036	5,755
Minority Interest	207	210
Total Liabilities	84,885	86,212

CASH FLOW SUMMARY (CONSOLIDATED)

Amount in ₹ million

	FY24	YTD FY25
Net cash provided by operating activities	14,928	-640
Capex	-2,419	-250
Free Cash Flow	12,509	-890
Free Cash Flow to Net Income (%)	96%	-

OPERATIONAL PERFORMANCE



	Q1 FY24	Q4 FY24	Q1 FY25	QoQ Growth	YoY Growth	In Constant Currency	
						QoQ Growth	YoY Growth
Revenue (USD Mn)	280.0	305.1	295.2	-3.3%	5.4%	-3.1%	6.1%

REVENUE BY VERTICAL

	Q1 FY24	Q4 FY24	Q1 FY25	QoQ Growth	YoY Growth
Mobility	32.7%	32.0%	35.2%	6.4%	13.4%
Sustainability	31.5%	30.0%	30.0%	-3.0%	0.5%
Hi-Tech	35.8%	38.0%	34.8%	-11.6%	2.5%

Note: Effective Q1FY25, the business segments have been reorganized and the figures for prior period have been regrouped accordingly.

REVENUE BY GEOGRAPHY

	Q1 FY24	Q4 FY24	Q1 FY25	QoQ Growth	YoY Growth
North America	56.5%	53.7%	52.9%	-4.6%	-1.4%
Europe	15.4%	15.8%	18.1%	10.6%	23.7%
India	20.7%	23.7%	22.0%	-10.2%	12.2%
Rest of the World	7.4%	6.8%	7.0%	-0.6%	0.5%

REVENUE MIX

	Q1 FY24	Q4 FY24	Q1 FY25
Onsite	40.7%	41.3%	41.1%
Offshore	59.3%	58.7%	58.9%

REVENUE BY PROJECT TYPE

	Q1 FY24	Q4 FY24	Q1 FY25
Fixed Price	35.6%	39.5%	36.9%
Time and Material Contract	64.4%	60.5%	63.1%

CLIENT PROFILE

	Q1 FY24	Q4 FY24	Q1 FY25
Number of Active Clients	357	381	378
30 Million dollar +	3	5	6
20 Million dollar +	12	12	12
10 Million dollar +	32	35	31
5 Million dollar +	56	58	60
1 Million dollar +	181	180	177

Client profile is based on LTM (Last Twelve Months) revenue

CLIENT CONTRIBUTION TO REVENUE

	Q1 FY24	Q4 FY24	Q1 FY25
Top 5 Clients	14.7%	15.4%	15.0%
Top 10 Clients	25.9%	26.4%	26.3%
Top 20 Clients	41.4%	40.6%	41.3%

Client contribution is based on LTM (Last Twelve Months) revenue

EMPLOYEE STATISTICS

	Q1 FY24	Q4 FY24	Q1 FY25
Total Headcount	23,392	23,812	23,577
Billable	21,933	22,392	22,120
Sales & Support	1,459	1,420	1,457
Voluntary Attrition % (LTM)	18.9%	14.8%	14.8%

EXCHANGE RATE (USD/INR)

	Q1 FY24	Q4 FY24	Q1 FY25
Period Realised	82.20	83.16	83.40
Period Closing	82.04	83.40	83.39

INDUSTRY RECOGNITIONS

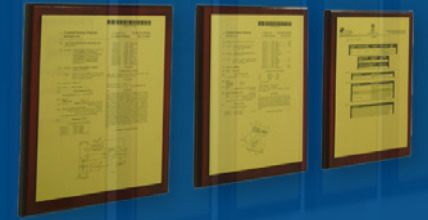
- LTTS has been officially recognized as a **Great Place to Work™** in the United States for the first time ever, and as a **Great Place to Work™ in Poland** for the second time in a row.
- LTTS was recognized as the **Most Innovative Company of the Year 2024 – 25** by ET Now.
- Won the **FICCI Smart Urban Innovation Awards** in the 'City Safety, Emergency Response, and Disaster Management' category for the **Patna Smart City Project**.
- LTTS has been rated as leaders in the **Connected Product Engineering Services PEAK Matrix®** Assessment 2024 in Embedded Engineering by **Everest Group**.

OTHER HIGHLIGHTS

- TECHgium®, India's largest innovation platform for engineering students concluded its 7th edition with more than 36,765 students participating from 503 engineering institutes across the country.
- LTTS has established a state-of-the-art campus Centre of Excellence to bolster engineering support for Airbus' aircraft structural simulation activities across its diverse business units in Europe spanning France, Germany, the UK, and Spain.
- Partnership with NMICPS TiHAN Foundation, IIT Hyderabad, aimed at fostering industry and academia advancement in the domains of Advanced Driver Assistance Systems (ADAS) and Cellular Vehicle-to-Everything (CV2X) communication.

PATENTS

At the end of **Q1FY25**, the patents portfolio of L&T Technology Services stood at **1,343**, out of which **853** are co-authored with its customers and the rest are filed by LTTS.



CORPORATE SOCIAL RESPONSIBILITY



As part of its Social Responsibility mandate, LTTS undertook several CSR initiatives throughout the year, with a focus on areas such as Health, Education, Skill Development, Water, Environment and Sports. The key CSR initiatives undertaken in **Q1 FY25** include:

Bridging gaps and transforming lives in tribal heartlands - Health Wheels: LTTS is providing a mobile medical outreach in tribal areas to address issues like malnutrition, anaemia and high infant and maternal mortality rates by offering regular check-ups, vaccinations, nutritional supplements, and maternal care.

Making a positive impact on a barren coastal land: LTTS initiated planting a 65,000-sapling cover under the Japanese plantation technique called Miyawaki and 10,000-sapling under the conventional plantation way. The project covered 8.5 acres of barren seashore in Valsad District, Gujarat, featuring 90 native plant varieties.

Women Empowerment Program: As part of LTTS' "Saksham" project, women are being trained to create craft products from water hyacinth. Currently, 50 women are receiving this training at the Nalgonda, Telangana center. Water hyacinth, once introduced into freshwater environments, can have a range of negative impacts so recycling the same reduces its environmental impact.

Howrah Lions has presented LTTS with a certification in support of Humanitarian Services

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 69 Fortune 500 companies and 57 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 over 23,550 employees spread across 22 global design centers, 30 global sales offices and 108 innovation labs as of June 30, 2024.



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