

Shareholder **Value Creation**

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Chief Financial Officer
9th December 2021

LTI Snapshot the Last Twelve Months

Revenues \$1.85 bn	YoY Growth 16.0%	5 year CAGR 13.5%
EBIT ₹ 24,995 Mn	EBIT margin 18.3%	YoY Growth 20.8%
Net Profit ₹ 21,136 Mn	Net Profit margin 15.5%	YoY Growth 26.0%
Operating cash flow ₹ 19,168 Mn	OCF to NI% 90.7%	
Dividends paid ₹ 8,740 Mn	Payout ratio 41.3%	

Utilisation (ex trainees)
83.5%

Offshore mix
82.6%

Headcount
42,382

Countries
33

Delivery Centers
34

Quarterly annualized revenue crossed \$ 2 bn mark in Q2FY22

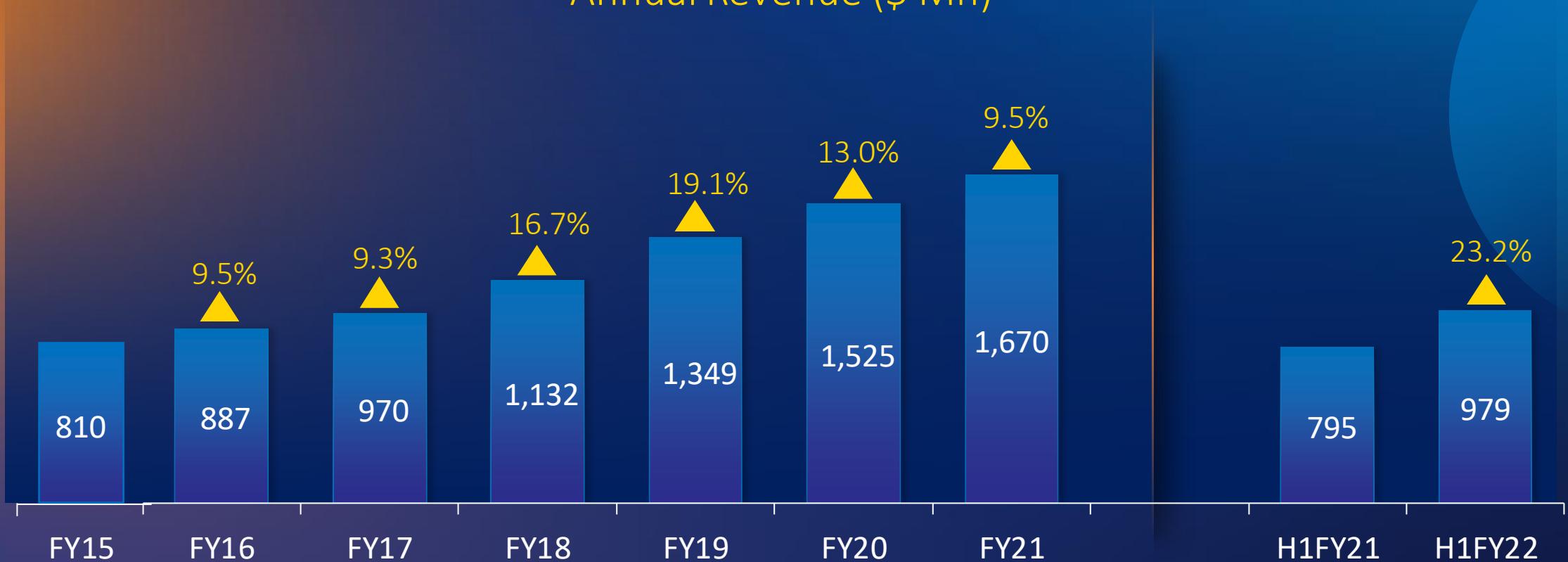
Best ever Q1 sequential growth in Q1FY22

Best ever and all-time high sequential revenue growth in Q2FY22

Note: All figures pertain to LTM , unless otherwise specified

Consistent
Growth

Annual Revenue (\$ Mn)

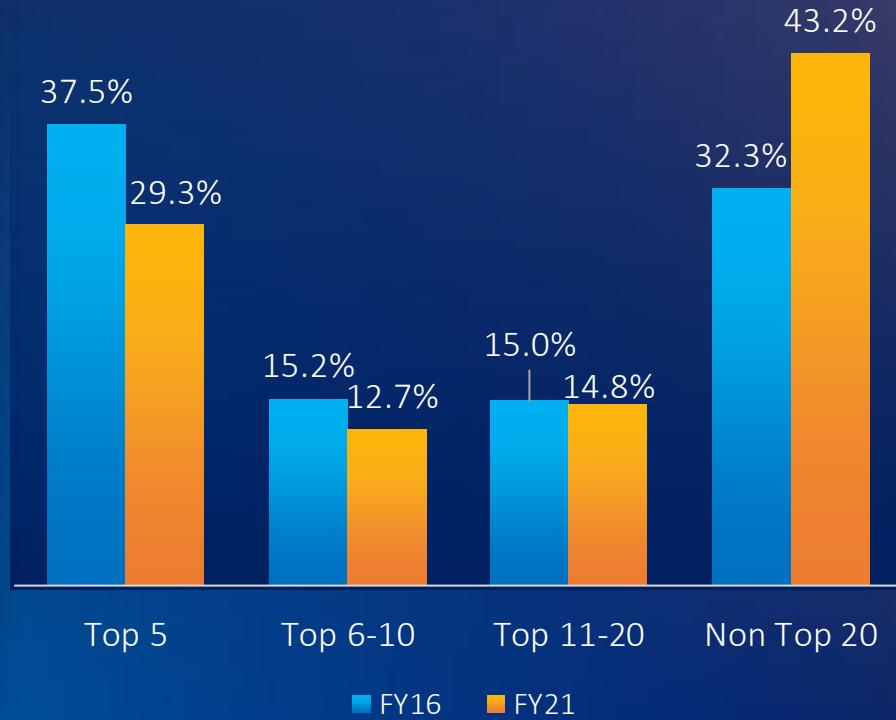


Partnering with Clients for Growth

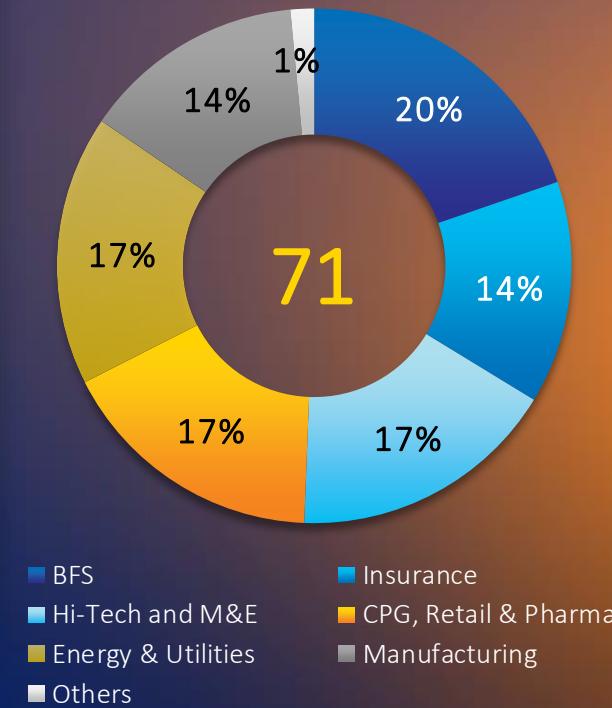
Client Mining Yielding Results



Client Concentration

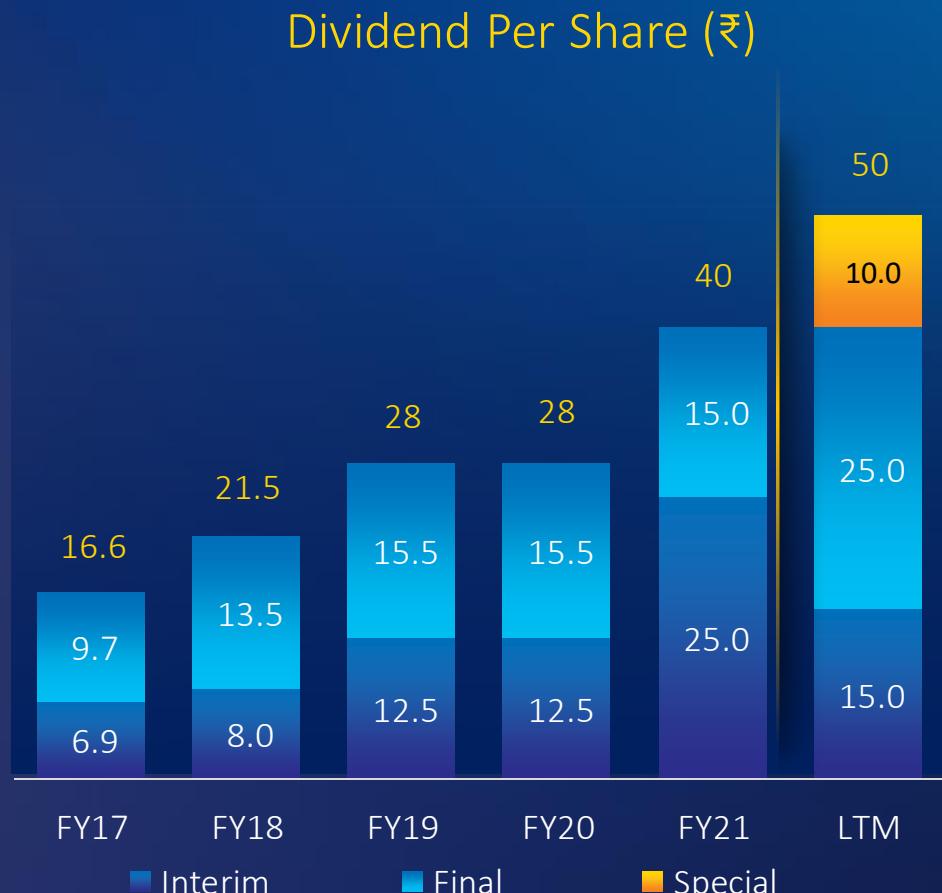


Spread of Global Fortune 500 Clients



Note: As of H1FY22

Increasing Shareholder Returns



Note: FY18 financials have been adjusted for one time settlement with a client

Investing Back Into...

2016



Big Data, AI, ML
and Advanced
analytics



Core banking
and Temenos
Wealth Suite
implementation



Building Next-gen
Capabilities

Focus on next-gen capabilities &
services to maintain industry
leading growth

2017



Pega implementation
in establishing BPM
roadmap, customer
services, RPA and
decisioning



Partnerships
& Alliances

Strategic collaborations
to enhance our
capabilities

2019



Core banking
and Temenos
Wealth Suite
implementation

2019



Big Data, AI,
ML and
Advanced
analytics



Talent
Management

Continue to build a diverse
and inclusive workforce
with focus on re-skilling

2019



Cloud consulting,
migration, app
development and
managed services



ESG

Committed to sustainable
development through
Sustainability Roadmap 2030

2021



Digital Engineering
and Outsourced
Product
Development
company



Let's Solve

