



Earnings Release & Fact Sheet Fourth Quarter, Fiscal 2022

April 19, 2022



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Safe Harbour

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. LTI does not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.

Recent Deal Wins, Business Highlights and Awards and Recognitions section in this release include relevant disclosures between our last earnings release and this release.

Earnings Release – Q4 FY22 Results

LTI FY22 Revenue at USD 2.1 billion, growth of 25.9% Q4 FY22 USD Revenues up 27.5% YoY

Mumbai, India: Apr 19, 2022: Larsen & Toubro Infotech (BSE code: 540005, NSE: LTI), a global technology consulting and digital solutions company, announced its Q4 FY22 and full year FY22 results today.

Q4 FY22

In US Dollars:

- Revenue at **USD 570.4 million**; growth of **3.1% QoQ and 27.5% YoY**
- Constant Currency Revenue growth of **3.6% QoQ and 29.0% YoY**

In Indian Rupees:

- Revenue at **INR 43,016 million**; growth at **4.0% QoQ and 31.6% YoY**
- Net Income at **INR 6,375 million**; growth of **4.1% QoQ and 16.8% YoY**

Full year FY22

In US Dollars:

- Revenue at **USD 2,102.5 million**; growth of **25.9% YoY**
- Constant Currency Revenue growth of **25.8% YoY**

In Indian Rupees:

- Revenue at **INR 156,687 million**; growth at **26.7% YoY**
- Net Income at **INR 22,985 million**; Net Income growth at **18.6% YoY**

Capital Return

- Final Dividend of **INR 30 per share**; Dividend pay-out ratio of **41.9%** for the year
- ROE of **28.5%** for the year

“We are delighted to cross the USD 2 billion revenue milestone with record growth of 26% in FY22, our strongest since listing. Our growth has been broad-based across verticals, service lines, client buckets and geographies. The year has seen the highest new client openings and net headcount additions.

In Q4 FY22, we won 4 large deals with net new TCV of over USD 80 million. Our deal pipeline continues to be robust, and we remain confident of maintaining industry leading growth in the coming year as well.”

- Sanjay Jalona, Chief Executive Officer & Managing Director

Recent Deal Wins

- Selected by a Global Fortune 500 financial services company for an end-to-end managed services engagement involving transformation, governance and support for middleware and data as part of their global technology function
- A Global Fortune 500 corporation, a leading provider of ratings, benchmarks, analytics and financial data, has selected LTI as its primary partner for an engagement involving data and digital services to integrate its data platforms with its recent acquisition
- Selected by a Global Fortune 500 consumer goods company as their strategic partner for data and analytics work to transform and gain insights across their most critical business functions of manufacturing, supply chain, marketing and creation of a metadata hub
- Engaged by a key government body in the public healthcare space to develop an eco-system and technology infrastructure providing, storing and improving access to relevant public data and supporting public health insurance programs
- Selected by a large metals and mining company for an ERP managed services engagement involving key business modules like transportation management, technology, customer and supplier engagement across its legal entities and over 40 operating units
- Selected by a property and casualty insurance provider based in North America to integrate core systems and financial data for multiple lines of business across numerous subsidiaries into a centralized enterprise data warehouse
- A top healthcare provider in the Middle East has selected LTI, through its strategic partnership with a regional leader, for support on its security and network operation center
- A large bank has selected LTI to revamp its website to cover all aspects of a digital experience, hosting in cloud and maintenance
- A global financial services company in Europe has selected LTI to outsource its client servicing desk and build a digital workspace for its employees
- Selected by a Global Fortune 500 corporation engaged in the supply of IT infrastructure products and services to upgrade its SAP S/4HANA ERP platform
- Selected by a global security services firm to set up a digital command center to monitor Infrastructure and network, and ensure minimal disruption
- Selected by a North American utility company to manage core applications and operations' systems to ensure streamlining of SLAs and adherence to business KPIs, reduction of costs and efficiency in operations

Awards and Recognitions

- LTI Recognized as Leader Across all Six Quadrants in the ISG Provider Lens™ AWS Ecosystem Partners Report USA 2021
- LTI Positioned as a Leader and Star Performer in Everest Group's Duck Creek IT Services PEAK Matrix® Assessment 2022
- LTI in ITS Top 10 list in Everest Group's PEAK Matrix® IT Service Provider of the Year 2022
- LTI Ranked 1 in Top ITS Challengers list in Everest Group's PEAK Matrix® IT Service Provider of the Year 2022
- LTI's Fosfor Optic recognized in The Forrester Now Tech: Enterprise Data Fabric, Q1 2022 report
- LTI's Fosfor Refract recognized in The Forrester Now Tech: AI/ML Platforms, Q1 2022 report

Other Business Highlights

- The Board of Directors at its meeting held on April 19th, 2022 have recommended a final dividend of INR 30 per equity share (Face value of INR 1) for the financial year 2021-22. Total dividend for FY22 is INR 55 per equity share, including the interim dividend of INR 15 and special dividend of INR 10 per equity share declared in October 2021 and July 2021 respectively
- LTI has been ranked 22 among the top 25 most valuable IT services brands in the Brand Finance IT Services 25 2022 ranking
- LTI CEO, Sanjay Jalona adjudged the Best CEO 2022 in the IT/ITES category, by Business Today
- LTI received Gold recognition from EcoVadis for ESG practices including environment, labor and human rights, ethics and sustainable procurement
- Optic by Fosfor Named “Data Catalog Solution of the Year” in 2022 Data Breakthrough Awards
- LTI Expands its Presence in the USA with a New Engagement Center in Hartford, CT



About LTI

LTI (NSE: LTI) is a global technology consulting and digital solutions Company helping more than 485 clients succeed in a converging world. With operations in 33 countries, we go the extra mile for our clients and accelerate their digital transformation with LTI's Mosaic platform enabling their mobile, social, analytics, IoT and cloud journeys. Founded in 1997 as a subsidiary of Larsen & Toubro Limited, our unique heritage gives us unrivalled real-world expertise to solve the most complex challenges of enterprises across all industries. Each day, our team of more than 45,000 LTIites enable our clients to improve the effectiveness of their business and technology operations and deliver value to their customers, employees and shareholders. Find more at <http://www.Ltinfotech.com> or follow us at @LTI_Global.

Earnings Conference Call and Audio Webcast

Apr 19th, 2022 (08:00 PM IST)

Please dial the below number at least 5-10 minutes prior to the conference schedule to ensure that you are connected to your call in time.

Universal Access Number	+91 22 6280 1107 +91 22 7115 8008
International Toll Number	USA : 13233868721 UK : 442034785524 Singapore : 6531575746 Hong Kong : 85230186877
Replay of Conference Call	Available after 1 hour from the call end time until April 26 th , 2022 Playback Code: 52245 Dial-in Number: India +91 22 7194 5757 +91 22 6663 5757 USA Toll Free 18332898317 UK Toll Free 8007563427 Singapore Toll Free 8001012510 Hong Kong Toll Free 800965553
Audio Webcast	The audio from the conference call will be available online through a webcast and can be accessed at the following link: https://links.ccwebcast.com/?EventId=LTI20220419
	Click here for your DiamondPass™
	DiamondPass™ is a Premium Service that enables you to connect to your conference call without having to wait for an operator. If you have a DiamondPass™, click the above link to associate your pin and receive the access details for this conference. If you do not have a DiamondPass™, please register through the link and you will receive your DiamondPass™ for this conference.

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Performance Highlights – Q4 FY22

Financial Highlights

Amount in USD million

	Q4FY21	Q3FY22	Q4FY22	QoQ Growth	YoY Growth
Revenue (USD million)	447.4	553.0	570.4	3.1%	27.5%
Revenue Constant Currency				3.6%	29.0%

Amount in INR million

	Q4FY21	Q3FY22	Q4FY22	QoQ Growth	YoY Growth
Revenue	32,694	41,376	43,016	4.0%	31.6%
EBITDA Margin	21.9%	20.1%	19.7%		
EBIT Margin	19.4%	17.9%	17.3%		
Revenue Related Foreign Exchange Gains/(loss)	128	715	945		
Net Income*	5,457	6,125	6,375	4.1%	16.8%
Net Income Margin*	16.7%	14.8%	14.8%		
Billed DSO	61	66	65		
DSO (Including unbilled)	94	100	99		

* Q4FY21 Other Income includes INR 571 million on write back of certain earn outs payable towards an earlier acquisition by LTI. Q4FY21 Net Income excluding this would be INR 4,886 million, Net Income Margin at 14.9%

Revenue by Vertical

	Q4FY21	Q3FY22	Q4FY22	QoQ Growth	YoY Growth
BFS	30.7%	32.8%	32.7%	2.8%	35.5%
Insurance	14.5%	13.3%	13.4%	3.7%	17.6%
Manufacturing	16.9%	17.0%	16.8%	1.9%	26.5%
Energy & Utilities	9.1%	8.8%	8.8%	3.6%	23.0%
CPG, Retail & Pharma	10.8%	10.0%	10.3%	7.0%	21.9%
High-Tech, Media & Entertainment	11.8%	11.8%	11.7%	2.0%	27.1%
Others	6.2%	6.4%	6.3%	2.7%	30.6%
Total	100%	100%	100%	3.1%	27.5%

Revenue by Service Offering

	Q4FY21	Q3FY22	Q4FY22	QoQ Growth	YoY Growth
ADM and Testing	33.3%	33.5%	33.0%	1.4%	26.1%
Enterprise Solutions	32.3%	31.4%	30.8%	1.3%	21.6%
Cloud Infrastructure & Security	15.1%	13.2%	13.7%	7.3%	15.9%
Analytics, AI & Cognitive	11.1%	12.7%	12.8%	4.5%	46.8%
Enterprise Integration & Mobility	8.2%	9.3%	9.7%	8.0%	51.8%
Total	100.0%	100.0%	100.0%	3.1%	27.5%

Revenue by Geography

	Q4FY21	Q3FY22	Q4FY22	QoQ Growth	YoY Growth
North America	66.2%	66.0%	65.6%	2.5%	26.3%
Europe	16.5%	15.8%	16.2%	5.8%	25.3%
RoW	8.4%	8.6%	8.3%	(0.3%)	25.5%
India	8.9%	9.6%	9.9%	6.0%	42.1%
Total	100.0%	100.0%	100.0%	3.1%	27.5%

Client Contribution to Revenue

	Q4FY21	Q3FY22	Q4FY22	QoQ Growth	YoY Growth
Top 5 clients	27.8%	28.3%	28.2%	3.1%	29.5%
Top 10 clients	41.0%	40.4%	40.4%	3.0%	25.6%
Top 20 clients	55.6%	55.5%	55.8%	3.7%	28.0%

Client Profile

	Q4FY21	Q3FY22	Q4FY22
Number of Active Clients	427	476	486
New Clients Added	14	27	25
1 Million dollar +	167	187	198
5 Million dollar +	63	73	74
10 Million dollar +	35	43	44
20 Million dollar +	18	20	24
50 Million dollar +	5	8	8
100 Million dollar +	1	1	1

Effort Mix

	Q4FY21	Q3FY22	Q4FY22
Onsite	17.9%	16.0%	15.4%
Offshore	82.1%	84.0%	84.6%

Revenue Mix

	Q4FY21	Q3FY22	Q4FY22
Onsite	44.1%	40.1%	39.8%
Offshore	55.9%	59.9%	60.2%

Billed Person Months

	Q4FY21	Q3FY22	Q4FY22
Onsite	14,044	15,734	15,676
Offshore	64,495	82,670	86,095

Utilization

	Q4FY21	Q3FY22	Q4FY22
Including Trainees	80.8%	80.3%	80.1%
Excluding Trainees	82.2%	81.4%	81.5%

Headcount Details

	Q4FY21	Q3FY22	Q4FY22
Total Headcount	35,991	44,200	46,648
Development	34,176	42,162	44,566
Sales & Support	1,815	2,038	2,082
Attrition % (LTM)	12.3%	22.5%	24.0%

Constant Currency Reporting

		QoQ Growth	YoY Growth
Company		3.6%	29.0%
Vertical	BFS	3.3%	37.3%
	Insurance	3.8%	18.1%
	Manufacturing	2.3%	28.4%
	Energy & Utilities	4.1%	24.3%
	CPG, Retail & Pharma	7.7%	24.2%
	High-Tech, Media & Entertainment	2.2%	27.8%
	Others	3.3%	32.9%
Service Offering	ADM and Testing	1.8%	27.6%
	Enterprise Solutions	2.0%	23.3%
	Cloud Infrastructure & Security	8.0%	17.3%
	Analytics, AI & Cognitive	4.7%	47.9%
	Enterprise Integration & Mobility	8.4%	53.5%
Geography	North America	2.6%	26.3%
	Europe	8.2%	32.6%
	RoW	(0.3%)	26.6%
	India	6.4%	45.0%

Financial Statements – Q4 FY22

Income Statement

Amount in INR million

	Q4FY21	Q3FY22	Q4FY22	QoQ Growth	YoY Growth
Revenue	32,694	41,376	43,016	4.0%	31.6%
Direct Costs	22,233	28,547	30,111	5.5%	35.4%
Gross Profit	10,461	12,829	12,905	0.6%	23.4%
SG&A expenses	3,306	4,518	4,441	(1.7%)	34.3%
EBITDA	7,155	8,311	8,464	1.8%	18.3%
Depreciation & Amortization	826	885	1,019		
EBIT	6,329	7,426	7,445	0.3%	17.6%
Revenue Related Foreign Exchange Gains/(loss)	128	715	945		
Other Income, net*	711	96	206		
Provision for Tax	1,711	2,112	2,221		
Net Income*	5,457	6,125	6,375	4.1%	16.8%
Margins (%)					
EBITDA Margin	21.9%	20.1%	19.7%		
EBIT Margin	19.4%	17.9%	17.3%		
Net Income Margin*	16.7%	14.8%	14.8%		
Earnings Per Share					
Basic	31.22	34.95	36.34		
Diluted	31.04	34.87	36.27		

* Q4FY21 Other Income includes INR 571 million on write back of certain earn outs payable towards an earlier acquisition by LTI. Q4FY21 Net Income excluding this would be INR 4,886 million, Net Income Margin at 14.9%

Exchange Rate (USD: INR)

	Q4FY21	Q3FY22	Q4FY22
Period closing rate	73.11	74.34	75.79
Period average rate	73.08	74.82	75.42

Cash Flow

Amount in INR million

	Q4FY21	Q3FY22	Q4FY22
Cash flow from operating activities			
Net profit after tax	5,457	6,125	6,375
Adjustments for:			
Depreciation and amortization	826	885	1,019
Others	(989)	(164)	(15)
Changes in working capital (net)	1,842	(2,543)	(1,146)
Net cash from operating activities [A]	7,136	4,303	6,233
Cash flow from investing activities			
(Purchase)/ Sale of assets and investments	(5,448)	(2,852)	(5,897)
Acquisitions & Earnout payments	(236)	-	(149)
Investment income	449	124	368
Net cash from investing activities [B]	(5,235)	(2,728)	(5,678)
Cash flow from financing activities			
Issue of share capital	-	0	0
Proceeds from/(repayment) of borrowings by subsidiaries	238	85	210
Credit Support Agreement Deposit (including interest)	672	(261)	(49)
Dividend paid (including DDT)	-	(2,628)	-
Payment towards lease liability	(389)	(411)	(420)
Net cash from financing activities [C]	521	(3,215)	(259)
Effect of exchange rate on cash and cash equivalents [D]	(76)	(144)	45
Net increase in cash and cash equivalents [A+B+C+D]	2,346	(1,784)	341
Cash and cash equivalents at beginning of the period	5,248	5,392	3,608
Cash and cash equivalents at end of the period	7,594	3,608	3,949

Performance Highlights – FY22

Financial Highlights

Amount in USD million

	FY21	FY22	YoY Growth
Revenue (USD million)	1,670.1	2,102.5	25.9%
Revenue Constant Currency			25.8%

Amount in INR million

	FY21	FY22	YoY Growth
Revenues	123,698	156,687	26.7%
EBITDA Margin	22.0%	19.5%	
EBIT Margin	19.3%	17.3%	
Revenue Related Foreign Exchange Gains/(loss)	94	3,024	
Net Income*	19,382	22,985	18.6%
Net Income Margin*	15.7%	14.7%	
Billed DSO	61	65	
DSO (Including unbilled)	94	99	

* FY21 Other Income includes INR 571 million on write back of earn outs payable towards an earlier acquisition by LTI. FY21 Net Income excluding this would be INR 18,811 million, Net Income Margin at 15.2%

Revenue by Vertical

	FY21	FY22	YoY Growth
BFS	29.8%	32.5%	37.4%
Insurance	15.6%	13.8%	11.2%
Manufacturing	16.5%	16.1%	23.4%
Energy & Utilities	10.1%	8.9%	10.8%
CPG, Retail & Pharma	11.1%	10.3%	16.9%
Hi-Tech and M&E	11.1%	12.2%	37.4%
Others	5.8%	6.2%	34.5%
Total	100.0%	100.0%	25.9%

Revenue by Service Offering

	FY21	FY22	YoY Growth
ADM and Testing	34.6%	33.6%	22.5%
Enterprise Solutions	31.1%	30.8%	24.9%
Cloud Infrastructure & Security	14.4%	13.9%	21.9%
Analytics, AI & Cognitive	11.5%	12.3%	35.0%
Enterprise Integration & Mobility	8.5%	9.3%	38.0%
Total	100.0%	100.0%	25.9%

Revenue by Geography

	FY21	FY22	YoY Growth
North America	68.3%	66.5%	22.5%
Europe	15.8%	16.2%	28.6%
RoW	8.0%	9.0%	42.2%
India	7.9%	8.3%	33.0%
Total	100.0%	100.0%	25.9%

Client Contribution to Revenue

	FY21	FY22	YoY Growth
Top 5 clients	29.3%	28.0%	20.5%
Top 10 clients	42.0%	40.1%	20.3%
Top 20 clients	56.8%	55.1%	22.1%

Financial Statements – FY22

Income Statement

Amount in INR million

	FY21	FY22	YoY Growth
Revenue	123,698	156,687	26.7%
Direct Costs	82,194	108,567	32.1%
Gross Profit	41,504	48,120	15.9%
Selling, General & Administration Expenses	14,253	17,536	23.0%
EBITDA	27,251	30,584	12.2%
Depreciation & Amortization	3,325	3,549	
EBIT	23,926	27,035	13.0%
Revenue Related Foreign Exchange Gains/(loss)	94	3,024	
Other Income, net*	1,862	915	
Provision for Tax	6,500	7,989	
Net Income*	19,382	22,985	18.6%
Margins (%)			
EBITDA Margin	22.0%	19.5%	
EBIT Margin	19.3%	17.3%	
Net Income Margin*	15.7%	14.7%	
Earnings Per Share			
Basic	110.98	131.19	
Diluted	110.26	130.81	

* FY21 Other Income includes INR 571 million on write back of earn outs payable towards an earlier acquisition by LTI. FY21 Net Income excluding this would be INR 18,811 million, Net Income Margin at 15.2%

Balance Sheet

Amount in INR million

	As at 31 March, 2021	As at 31 March, 2022
ASSETS		
Non-current assets		
(a) Property, Plant and Equipment & CWIP	4,260	9,342
(b) Right of Use Assets	6,221	6,391
(c) Goodwill	6,574	6,900
(d) Intangible assets	2,667	3,157
(e) Non-current Financial Assets	3,065	6,474
(f) Deferred Tax Assets (Net) & Tax Assets	1,476	1,684
(g) Other Assets	1,515	2,089
Total Non-Current Assets	25,778	36,037
Current assets		
(a) Investments	36,282	31,366
(b) Trade Receivables and Unbilled Revenue	26,906	37,368
(c) Cash, Cash Equivalents	7,594	3,949
(d) Other Bank Balances	0	3,824
(e) Other Financial Assets	2,158	2,830
(f) Other Assets & Tax Assets	8,373	9,319
Total Current Assets	81,313	88,656
TOTAL ASSETS	107,091	124,693
EQUITY AND LIABILITIES		
Equity		
(a) Equity Share capital	175	175
(b) Other Equity	72,859	87,971
(c) Non- Controlling interests	37	57
Total Equity	73,071	88,203
Liabilities		
Non-current liabilities		
(d) Financial Liabilities - Others	445	134
(e) Financial Liabilities - Lease Liabilities	6,375	6,675
(f) Other Non-Current Liabilities	479	-
(g) Deferred Tax Liabilities	35	105
(h) Non-Current Provisions	363	393
Total Non-Current Liabilities	7,697	7,307
Current liabilities		
(a) Financial Liabilities - Borrowings	414	519
(b) Financial Liabilities - Others	16,108	17,388
(c) Financial Liabilities - Lease Liabilities	1,194	1,161
(d) Other Liabilities	4,921	5,812
(e) Provisions	3,542	3,874
(f) Current Tax Liabilities (Net)	144	429
Total Current Liabilities	26,323	29,183
TOTAL EQUITY AND LIABILITIES	107,091	124,693

Cash Flow

Amount in INR million

	FY21	FY22
Cash flow from operating activities		
Net profit after tax	19,382	22,985
Adjustments for:		
Depreciation and amortization	3,325	3,549
Others	(1,415)	(472)
Changes in working capital (net)	2,704	(9,542)
Net cash from operating activities [A]	23,996	16,520
Cash flow from investing activities		
(Purchase)/ Sale of assets and investments	(17,116)	(9,891)
Acquisitions & Earnout payments	(426)	(779)
Investment income	982	1,076
Net cash from investing activities [B]	(16,560)	(9,594)
Cash flow from financing activities		
Issue of share capital	1	0
Proceeds from/(repayment) of borrowings by subsidiaries	94	105
Credit Support Agreement Deposit (including interest)	1,738	(137)
Dividend paid (including DDT)	(5,319)	(8,749)
Payment towards lease liability	(1,602)	(1,677)
Net cash from financing activities [C]	(5,088)	(10,458)
Effect of exchange rate on cash and cash equivalents [D]	(6)	(113)
Net increase in cash and cash equivalents [A+B+C+D]	2,342	(3,645)
Cash and cash equivalents at beginning of the period	5,252	7,594
Cash and cash equivalents at end of the period	7,594	3,949

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