

# Earnings Release & Fact Sheet Second Quarter, Fiscal 2024

October 18, 2023



## Contents

Press Release .....	3
Key Metrics .....	7
Financial Statements .....	10
Contact Information.....	14

### Safe Harbour

Certain statements in this release concerning the future prospects are forward-looking statements. These statements by their nature involve risks and uncertainties that could cause the actual results to differ materially from such forward-looking statements. The Company assumes no obligation to revise or update any forward-looking statements that may be made from time to time by or on behalf of the Company.

Deal wins and recognitions section in this release include relevant disclosures between our last earnings release and this release.

## LTIMindtree delivers 5.2% YoY USD revenue growth

Strong order inflow of USD 1.3 billion; marks a YoY growth of 20%

Mumbai, October 18, 2023: [LTIMindtree](#) [NSE: LTIM, BSE: 540005], a global technology consulting and digital solutions company, announced its consolidated results today for the second quarter ended September 30, 2023, as approved by its Board of directors.

*“Our results in the second quarter were highlighted by strong revenue growth of 5.2% YoY, in USD terms, along with a healthy operating margin of 16% despite wage hikes across the organization. This all-round performance, in a challenging business environment, demonstrates the strength of our capabilities and disciplined execution.*

*Our robust order inflow at USD 1.3 billion, representing a 20% increase YoY, and growth across our client bands speaks to the strength of our client relationships, robust delivery and our ability to address the priorities of our clients across their efficiency and transformation mandates.”*

*-Debashis Chatterjee, Chief Executive Officer and Managing Director*

Key financial highlights:

Quarter ended September 30, 2023

In USD:

- Revenue at \$1,075.5 million (growth of 1.6% Q-o-Q / 5.2% Y-o-Y)
- Net profit at \$140.4 million (growth of 0.2% Q-o-Q / decline of 5.0% Y-o-Y)

In INR:

- **Revenue at ₹89,054 million** (growth of 2.3% Q-o-Q / 8.2% Y-o-Y)
- **Net profit at ₹11,623 million** (growth of 0.9% Q-o-Q / decline of 2.2% Y-o-Y)

Other highlights:

Clients:

- 737 active clients as of September 30, 2023
- \$10 million+ clients increased by 13 on a Y-o-Y basis, total 90
- \$20 million+ clients increased by 3 on a Y-o-Y basis, total 41
- \$50 million+ clients increased by 3 on a Y-o-Y basis, total 14

People:

- 83,532 professionals as of September 30, 2023
- Trailing 12 months attrition was 15.2%

## Deal Wins

- One of the largest semiconductor manufacturers in the world has chosen LTIMindtree as their key digital transformation partner to modernize its SAP application landscape, enrich user experience, streamline business processes, and deliver contemporary digital operations across both SAP S/4HANA and SAP Cloud Solutions.
- A leading US-based apparel retailer with over 900 stores has selected LTIMindtree for multi-year managed services deal for Application and Infrastructure services.
- A US-based insurance and retirement major has awarded LTIMindtree with a multi-year application development and maintenance program. This program comprises 500+ applications across different services: Development, Testing, and Maintenance.
- A US-based global fast-casual restaurant chain chose LTIMindtree as their strategic Digital Transformation partner, to provide Application Development & Support, Data & Analytics, Quality Engineering & Assurance Services.

## Partnerships

- LTIMindtree achieves Top tier GSI partnership with Informatica, a global leader in MDM and Data Management space. Together, we empower organizations to achieve data excellence @speed and @scale by building modern data platforms on cloud.

## Recognitions

- Recognized as a ‘Leader’ in Everest Group's Payments IT Services PEAK Matrix® Assessment 2023.
- Recognized as a ‘Major Contender’ and ‘Star Performer’ in Everest **Group’s** Digital Twin Services PEAK Matrix® Assessment 2023.
- Recognized as a ‘Major Contender’ and ‘Star Performer’ in Everest Group's Data and Analytics (D&A) Services PEAK Matrix® Assessment 2023.
- Recognized as a ‘Major Contender’ in Everest **Group’s** Digital Workplace Services PEAK Matrix® Assessment 2023 - North America
- Recognized as a ‘Major Contender’ in Everest Group's Life Sciences Smart Manufacturing Services PEAK Matrix® Assessment 2023.
- Recognized as a ‘Major Contender’ in Everest Group's Digital Workplace Services PEAK Matrix® Assessment 2023 - Europe
- Featured in Forrester's Commerce Services Landscape, Q3 2023.

- Recognized as a ‘Major Contender’ in Everest Group's Cloud Services PEAK Matrix® Assessment 2023 - North America
- Recognized as a ‘Visionary’ in the 2023 Gartner® Magic Quadrant™ for Public Cloud IT Transformation Services.

*\*GARTNER is a registered trademark and service mark of Gartner and Magic Quadrant is a registered trademark of Gartner, Inc. and/or its affiliates in the U.S. and internationally and are used herein with permission. All rights reserved.*

*Gartner does not endorse any vendor, product or service depicted in our research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.*

## Announcements

The Board of Directors have approved an interim dividend of ₹20 per equity share of par value ₹1 each.

## About LTIMindtree

LTIMindtree is a global technology consulting and digital solutions company that enables enterprises across industries to reimagine business models, accelerate innovation, and maximize growth by harnessing digital technologies. As a digital transformation partner to more than 700 clients, LTIMindtree brings extensive domain and technology expertise to help drive superior competitive differentiation, customer experiences, and business outcomes in a converging world. Powered by 83,000+ talented and entrepreneurial professionals across more than 30 countries, LTIMindtree – a Larsen & Toubro Group company – combines the industry-acclaimed strengths of erstwhile Larsen and Toubro Infotech and Mindtree in solving the most complex business challenges and delivering transformation at scale. For more information, please visit <https://www.ltimindtree.com/>.

## Earnings Conference Call

Wednesday, Oct 18, 2023 (18:00 IST)

To join the Earnings conference call

[Register here / https://pohdyum.in/manage/event/56yql1mki18g084w/LTIMIND](https://pohdyum.in/manage/event/56yql1mki18g084w/LTIMIND)

After registering, you will receive a confirmation email containing information about joining the webinar.

The Fact Sheet and Press Release will be available on **LTIM's website**.

[www.ltimindtree.com/investors](http://www.ltimindtree.com/investors)

Transcript and recording will be available on:

[www.ltimindtree.com/investors](http://www.ltimindtree.com/investors)

## Contact

Media Relations: [media@ltimindtree.com](mailto:media@ltimindtree.com)

## Key Financial Metrics

Revenue USD \$ Mn	Q2 FY23	Q1 FY24	Q2 FY24	Growth (%)	
				Q-o-Q	Y-o-Y
Revenue USD Mn	1,021.9	1,058.7	1,075.5	1.6%	5.2%
Revenue - constant currency (CC)				1.7%	4.4%
Financials ₹ Mn	Q2 FY23	Q1 FY24	Q2 FY24	Growth (%)	
				Q-o-Q	Y-o-Y
<b>Revenue ₹ Millions</b>	82,278	87,021	89,054	2.3%	8.2%
Gross Margin %	30.8%	31.6%	31.4%		
EBITDA Margin %	19.9%	18.8%	18.3%		
EBIT Margin %	17.5%	16.7%	16.0%		
Forex Gains/(loss) ₹ Millions	198	(123)	(21)		
Effective Tax Rate* %	23.9%	25.0%	23.5%		
<b>PAT ₹ Millions</b>	11,890	11,523	11,623		
PAT - Net Profit Margin %	14.5%	13.2%	13.1%		
EPS - Earnings Per Share					
<b>Basic ₹</b>	40.2	38.9	39.3		
<b>Diluted ₹</b>	40.1	38.9	39.2		
DSO** (Billed)	56	60	68		
DSO** (Billed & Unbilled)	85	93	94		
ROE %	32.6%	26.8%	26.9%		

\* Effective Tax Rate = Tax / PBT

\*\* DSO is based on TTM

Cash Flow ₹ Mn	Q2 FY23	Q1 FY24	Q2 FY24
Free Cash Flow	4,289	8,365	8,728
Cash and Investments	77,035	92,354	89,476

Hedges outstanding	Value	Avg. Rate / INR
USD \$ Mn	3,981	85.80

Exchange Rate (USD: INR)	Q2 FY23	Q1 FY24	Q2 FY24
Period closing rate	81.35	82.04	83.05
Period average rate	80.51	82.20	82.80

## Key Revenue Metrics

Revenue by Industry	Q2 FY23	Q1 FY24	Q2 FY24	USD Growth (%)	
				Q-o-Q	Y-o-Y
Banking, Financial Services & Insurance	36.2%	37.5%	36.5%	(1.1%)	5.9%
Hi-Tech, Media & Entertainment	25.3%	23.7%	23.8%	1.9%	(1.3%)
Manufacturing & Resources	16.2%	17.3%	17.9%	5.2%	16.2%
Retail, CPG, Travel, Transport & Hospitality	15.4%	15.1%	15.3%	3.0%	4.8%
Healthcare, Life Sciences & Public Services	6.8%	6.4%	6.5%	3.0%	1.0%

Revenue by Geography	Q2 FY23	Q1 FY24	Q2 FY24	USD Growth (%)	
				Q-o-Q	Y-o-Y
North America	72.9%	73.1%	73.4%	2.0%	6.0%
Europe	14.6%	15.2%	15.3%	2.4%	10.2%
Rest of the World	12.5%	11.7%	11.3%	(2.3%)	(4.9%)

Revenue by Currency	Q2 FY23	Q1 FY24	Q2 FY24
USD	77.4%	77.4%	77.9%
EUR	7.3%	7.8%	7.7%
INR	4.8%	4.4%	4.6%
GBP	2.9%	3.0%	2.8%
Others	7.5%	7.4%	7.0%



## Key Client Metrics

Revenue Contribution	Q2 FY23	Q1 FY24	Q2 FY24
Active Clients	719	723	737
New Clients added	22	19	30
Revenue Contribution			
1 Million Dollar +	361	388	391
5 Million Dollar +	137	148	146
10 Million Dollar +	77	88	90
20 Million Dollar +	38	40	41
50 Million Dollar +	11	13	14
100 Million Dollar +	2	2	2

Active Clients and Revenue Contribution is based on TTM.

Revenue Contribution	Q2 FY23	Q1 FY24	Q2 FY24
Top 5 Clients	26.7%	26.7%	26.8%
Top 10 Clients	34.3%	34.1%	34.3%
Top 20 Clients	45.1%	44.9%	45.2%
Top 40 Clients	57.4%	57.2%	57.6%

## Effort and Utilization

Effort & Utilization	Q2 FY23	Q1 FY24	Q2 FY24
Effort Mix			
Onsite	14.7%	14.8%	14.8%
Offshore	85.3%	85.2%	85.2%
Utilization (excl. trainees)	83.5%	84.8%	86.6%

## Key Employee Metrics

Employees	Q2 FY23	Q1 FY24	Q2 FY24
Total Employees	86,936	82,738	83,532
Software Professionals	82,681	77,555	78,276
Sales & Support	4,255	5,183	5,256
Women Employees %	31.6%	30.7%	30.8%
TTM Attrition %	24.1%	17.8%	15.2%

## Financial Statements

### Income Statement

Amount in INR Millions

Particulars	Q2 FY23	Q1 FY24	Q2 FY24	Growth (%)	
				Q-o-Q	Y-o-Y
Revenue	82,278	87,021	89,054	2.3%	8.2%
Direct Cost	56,904	59,519	61,048	2.6%	7.3%
Gross Profit	25,374	27,502	28,006	1.8%	10.4%
SG&A Expenses	9,018	11,147	11,693	4.9%	29.7%
EBITDA	16,356	16,355	16,313	(0.3%)	(0.3%)
Depreciation and Amortization	1,959	1,847	2,082		
EBIT	14,397	14,508	14,231	(1.9%)	(1.1%)
Forex Gains/(loss)	198	(123)	(21)		
Other Income	1,413	1,439	1,453		
Finance Cost	378	460	470		
Provision for Tax	3,740	3,841	3,570		
PAT	11,890	11,523	11,623	0.9%	(2.2%)
Margin %					
EBITDA	19.9%	18.8%	18.3%		
EBIT	17.5%	16.7%	16.0%		
PAT	14.5%	13.2%	13.1%		

## Balance Sheet

Amount in INR Millions

Particulars	As at March 31, 2023	As at Sept 30, 2023
<b>ASSETS</b>		
Non-current assets		
Property, Plant and Equipment	9,697	17,195
Right of Use Assets	12,539	14,355
Capital work-in-progress	8,126	1,312
Goodwill	11,892	11,844
Other Intangible assets	2,663	2,642
Intangible assets under development	897	849
Financial Assets		
Investments	7,165	10,786
Trade Receivable	39	33
Other Financial Assets	1,924	3,449
Deferred tax assets	3,809	3,240
Tax Assets	2,334	2,296
Other non-current assets	2,018	1,968
<b>Total Non-Current Assets</b>	<b>63,103</b>	<b>69,969</b>
Current assets		
Inventories	33	35
Financial Assets		
Investments	47,418	56,873
Trade receivable	56,234	66,346
Unbilled Revenue	16,011	13,068
Cash and Cash Equivalent	23,389	14,646
Other Bank Balances	5,931	7,522
Other Financial Assets	1,830	1,884
Income Tax Assets (net)	0	191
Other current assets	21,012	20,247
<b>Total Current Assets</b>	<b>1,71,858</b>	<b>1,80,812</b>
<b>TOTAL ASSETS</b>	<b>2,34,961</b>	<b>2,50,781</b>
<b>EQUITY AND LIABILITIES</b>		
Equity		
Equity Share capital	296	296
Other Equity		
Other Reserves	11,124	14,550
Retained Earnings	1,54,501	1,65,800
Other Components of Equity		
Share application money pending allotment	0	0
Non-controlling interests	71	81
<b>Total Equity</b>	<b>1,65,992</b>	<b>1,80,727</b>
Liabilities		
Non-current liabilities		
Financial Liabilities		
Financial Liabilities - Others	1,774	379
Financial Liabilities - Lease liabilities	11,872	13,632
Deferred tax liabilities	147	154
Provisions	350	377
<b>Total Non-current liabilities</b>	<b>14,143</b>	<b>14,542</b>
Current liabilities		
Financial Liabilities		
Financial Liabilities - Borrowings	1,253	1,442
Trade Payables	12,938	16,281
Due to micro & small enterprises	154	55
Due to others	12,784	16,226
Other Financial Liabilities	16,437	13,489
Financial Liabilities - Lease liabilities	2,287	2,347
Other Liabilities	12,070	11,640
Provisions	8,134	8,374
Current Tax Liabilities (Net)	1,707	1,939
<b>Total current liabilities</b>	<b>54,826</b>	<b>55,512</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>2,34,961</b>	<b>2,50,781</b>

## Cash Flow Statement

Amount in INR Millions

Particulars	Q2 FY23	Q1 FY24	Q2 FY24
<b>Cash flow from operating activities</b>			
Net profit after tax	11,890	11,523	11,623
Adjustments for:			
Depreciation and amortisation	1,959	1,847	2,082
Income tax expense	3,740	3,841	3,570
Others	(1,071)	(53)	(222)
Operating profit before working capital changes	16,518	17,158	17,053
Changes in working capital (net)	(3,545)	(4,435)	(1,094)
Cash generated from operations	12,973	12,723	15,959
Income taxes	(5,415)	(2,380)	(5,250)
Net cash from operating activities	7,558	10,343	10,709
<b>Cash flow from investing activities</b>			
(Purchase)/ Sale of assets	(3,269)	(1,978)	(1,981)
(Purchase)/sale of current investments	10,762	(16,231)	3,195
Payment towards contingent/deferred consideration	(529)	-	(59)
Interest received	298	461	653
Net cash from investing activities	7,262	(17,748)	1,808
<b>Cash flow from financing activities</b>			
Shares issued on exercise of employee stock options	6	1	5
Proceeds from/(repayment) of borrowings	83	40	162
Movement in CSA Deposit received/(paid)	(316)	210	(168)
Interest paid	(94)	(175)	(169)
Interest paid on lease liabilities	(280)	(284)	(300)
Dividend paid	(9,712)	-	(11,834)
Payment towards Lease liability	(545)	(624)	(627)
Net cash from financing activities	(10,858)	(832)	(12,931)
Effect of exchange differences on translation of foreign currency cash and cash equivalents	81	(96)	9
Net increase in cash and cash equivalents	4,043	(8,333)	(405)
Cash and cash equivalents at period beginning	14,621	23,377	15,044
Cash and cash equivalents at period end	18,664	15,044	14,639
Book overdraft used for cash management purpose	-	26	7
Cash and cash equivalents as per Balance Sheet	18,664	15,070	14,646

## Bank Balances and Investments as at 30th Sept 2023

Amount in INR Millions

Balances with Banks	Amount	Major Banking Partners (India & Overseas)
In Bank Accounts*	12,704	<u>In India</u> Axis Bank, Citi Bank, Deutsche Bank, HDFC Bank, HSBC, ICICI Bank, State Bank of India
In Deposit Accounts	1,943	<u>Rest of the World</u> Bank of America, Bank of China, Barclays, BNP Paribas, CIBC, Citi Bank, Handelsbanken, HSBC, JPMC, TD Bank
<b>Total</b>	<b>14,647</b>	
Investments	Amount	Institution
Mutual Funds **	40,305	AMC - Aditya Birla, AXIS, Bandhan, Baroda BNP, DSP, Edelweiss, HDFC, HSBC, ICICI, Invesco, Kotak, Mirae, Navi, Nippon India, SBI, Tata, UTI
Inter-Corporate Deposits	8,127	Aditya Birla Finance Ltd, Bajaj Finance Ltd, HDFC Ltd, Kotak Mahindra Investments Ltd, LIC Housing Finance Ltd
Bonds and Debentures	10,657	Aditya Birla Finance Ltd, Bajaj Finance, Embassy ReIT, HDB Financial Services, HDFC Ltd, Kotak Mahindra Investments Ltd, L&T Finance, LIC Housing Finance, Mahindra & Mahindra Financial Services Ltd, NABARD, Power Finance Corporation, Rural Electrification Corporation, Small Industries Development Bank of India, State Bank of India, Tata Capital Financial Services Ltd, Tata Capital Ltd
Fixed Deposits with Banks	7,522	Bank of Baroda, HDFC, HSBC, ICICI Bank, State Bank of India
Commercial Papers	4,881	Aditya Birla Finance Ltd, Axis Securities, HDFC Ltd, HDFC Securities, ICICI Securities, Kotak Mahindra Prime Ltd, Kotak Securities, LIC Housing Finance, Small Industries Development Bank of India
Certificate of Deposits	2,314	Axis Bank, Bank of Baroda, HDFC Bank, Indian Bank, NABARD, SIDBI
Government Securities	1,023	Government Securities
<b>Total</b>	<b>74,829</b>	
<b>Total Bank Balance and Investments</b>	<b>89,476</b>	

\* Including unclaimed dividend, earmarked balances and remittance in transit

\*\* Mutual Fund investments are reported at fair market value.

Total of Bank balances and Investments: **Rs. 89,476 Million**

Declaration : The above details have been verified by me and found correct.

For LTIMindtree Limited

**Vinit Teredesai**  
Digitally signed  
by Vinit Teredesai  
Date: 2023.10.18  
10:27:30 +05'30'

**Vinit Teredesai**  
Chief Financial Officer

**LTIMindtree Limited**  
(Formerly Larsen & Toubro Infotech Limited)

Corporate Office: L&T Technology Centre, Tower 1, Gate No. 5, Saki Vihar Road, Powai, Mumbai - 400072, India  
T: + 22 6776 6776 F: + 22 4313 0997

Registered Office: L&T House, Ballard Estate, Mumbai - 400 001, INDIA  
[www.ltimindtree.com](http://www.ltimindtree.com) | Email: [info@ltimindtree.com](mailto:info@ltimindtree.com) | CIN: (725900MH1996PLC104693)

LTIMindtree Limited is a subsidiary of Larsen & Toubro Limited.

## Contact Information

Investor Relations - Vinay Kalingara, Head - Investor Relations  
Email - [Vinay.Kalingara@ltimindtree.com](mailto:Vinay.Kalingara@ltimindtree.com)

Registered Office:  
L&T House, Ballard Estate,  
Mumbai - 400001  
India

CIN - L72900MH1996PLC104693

<https://www.ltimindtree.com/>