



Let's Solve

LTI/SE/STAT/2018-19/77

January 18, 2019

National Stock Exchange of India Limited
Exchange Plaza, Bandra-Kurla Complex
Bandra (E), Mumbai - 400 051
NSE Symbol: LTI

The BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001
BSE Scrip Code: 540005

Dear Sirs,

Subject: Outcome of Board Meeting

In continuation to our letter no. LTI/SE/STAT/2018-19/73 dated January 4, 2019, we would like to inform you the following:

Financial Results

- a. The Board of Directors of the Company in their meeting held today, which commenced at 11:30 a.m. and concluded at 1:45 pm have approved the un-audited Consolidated and Standalone financial results of the Company for the quarter and nine months ended December 31, 2018 and taken on record the Limited Review Reports thereon, issued by M/s. B.K. Khare & Co, Statutory Auditors of the Company. Copy of the said financial results and Limited Review Reports are enclosed herewith.
- b. The Earnings Release and Fact Sheet w.r.t. financial results for the quarter and nine months ended December 31, 2018, is also enclosed herewith.

The above information is also available on the website of the Company, www.Lntinfotech.com/Investors.

Kindly take the above intimation on record.

Thanking You,

Yours sincerely,
For Larsen & Toubro Infotech Limited

Manoj Koul
Company Secretary & Compliance Officer
Membership No.: ACS 16902



Encl: As above

Larsen & Toubro Infotech Ltd.

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Registered office L&T House, Ballard Estate, Mumbai 400 001, India

www.Lntinfotech.com | E-mail: info@Lntinfotech.com | CIN: L72900MH1996PLC104693



A Larsen & Toubro
Group Company

INDEPENDENT AUDITOR'S REVIEW**The Board of Directors****Larsen and Toubro Infotech Limited**

1. We have reviewed the accompanying statement of unaudited consolidated financial results of Larsen and Toubro Infotech Limited ("the Holding Company"), its subsidiaries (the Holding Company and its subsidiaries are collectively referred to as "the Group") for the quarter and nine months ended December 31, 2018 ("the Statement") attached herewith, being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
2. This Statement is the responsibility of the Holding Company's Management and has been approved by the Board of Directors of the Holding Company in their meeting held on January 18, 2019. Our responsibility is to issue a report on the Statement based on our review.
3. We conducted our review 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 financial results are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provide less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
4. We did not perform a review of the interim financial statements of fourteen subsidiaries included in the Statement, (please also see para 5 herein below) whose interim financial statements reflect total assets (before consolidation adjustments) of Rs 6,502 Million as at December 31, 2018 as well as total revenue (before consolidation adjustments) of Rs 2,136 Million and total comprehensive income (net) (before consolidation adjustments) of Rs 140 Million for the quarter ended December 31, 2018 and total revenue (before consolidation adjustments) of Rs 5,973 Million and total comprehensive income (net) (before consolidation adjustments) of Rs 672 Million for the nine months ended December 31, 2018.
5. (a) Of the entities referred to in para 4 above, the interim financial statements of and other financial information of:
 - i) one subsidiary whose interim financial statements reflect total assets (before consolidation adjustments) of Rs 2,591 Million as at December 31, 2018 as well as total revenue (before consolidation adjustments) of Rs 819 Million and total comprehensive income (net) (before consolidation adjustments) of Rs 47 Million for the quarter ended December 31, 2018 and total revenue (before consolidation adjustments) of Rs 2,195 Million and total comprehensive

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income (net) (before consolidation adjustments) of Rs 553 Million for the nine months ended December 31, 2018 is located outside India and its interim financial statements have been prepared in accordance with accounting policies generally accepted in that country ("local GAAP") and which have been reviewed by another auditor under generally accepted auditing standard applicable in that country. The Holding Company's management has converted the interim financial statements of this subsidiary from the local GAAP to accounting principles generally accepted in India. We have reviewed these conversion adjustments made by the Holding Company's management. Our conclusion in so far as it relates to the amounts and disclosures of this subsidiary is based on the report of the other auditor and conversion adjustments carried out by the management of the Holding Company and reviewed by us.

- ii) Thirteen subsidiaries whose interim financial statements reflect total assets (before consolidation adjustments) of Rs 3,911 Million as at December 31, 2018 as well as total revenue (before consolidation adjustments) of Rs 1,317 Million and total comprehensive income (net) (before consolidation adjustments) of Rs 93 Million for the quarter ended December 31, 2018 and total revenue (before consolidation adjustments) of Rs 3,778 Million and total comprehensive income (net) (before consolidation adjustments) of Rs 120 Million for nine months ended December 31, 2018 have not been subjected to a review. These interim financial statements have been certified by the management of the subsidiaries and have been furnished to us, and our conclusion on the Statement, to the extent the consolidated financial results have been derived from such management certified interim financial statements is based, solely on the interim financial statements provided to us by the Holding Company's management. In our opinion and according to the information and explanations given to us by the Holding Company's management, these interim financial statements after consolidation adjustments are not material to the Group. Eight 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"). The Holding Company's management has converted the interim financial statements of these subsidiaries from local GAAP to accounting principles generally accepted in India. We have reviewed these conversion adjustments carried out by the Holding Company's management.

(b) Our conclusion, in so far as it relates to the balances as considered in the Statement of such subsidiaries located outside India is not modified in respect of these matters.

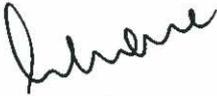
6. The Statement of the unaudited consolidated financial results includes the quarter and nine months ended financial results of the fourteen subsidiaries as below:
- i) Larsen & Toubro Infotech GmbH
 - ii) Larsen & Toubro Infotech Canada Limited
 - iii) Larsen & Toubro Infotech LLC
 - iv) L&T Infotech Financial Services Technologies Inc.
 - v) Larsen & Toubro Infotech South Africa (Proprietary) Limited
 - vi) L&T Information Technology Services (Shanghai) Co. Limited
 - vii) Larsen & Toubro Infotech Austria GmbH
 - viii) L&T Information Technology Spain, Sociedad Limitada
 - ix) L&T Infotech S.de. RL. C.V
 - x) Syncordis S.A.



- xi) Syncordis Support Services S.A.
- xii) Syncordis Limited, UK
- xiii) Syncordis France, SARL
- xiv) Syncordis Software Services India Private Limited

7. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of Unaudited Consolidated Financial Results, prepared in accordance with the applicable accounting standards i.e. Ind AS prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting practices and policies, 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 amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For B. K. Khare & Co.
Chartered Accountants
Firm Registration No. 105102W



Padmini Khare Kaicker
Partner
Membership No. 044784
Mumbai, January 18, 2019





LARSEN & TOUBRO INFOTECH LIMITED

Registered Office : L&T House, Ballard Estate, Mumbai - 400 001

CIN : L72900MH1996PLC104693

Statement of Unaudited Consolidated Financial Results for the quarter and nine months ended December 31, 2018

₹ million

| | Quarter ended | | | Nine months ended | | Year ended | |
|----|--|----------------------|---------------------|---------------------|---------------------|-------------------------------|---------------|
| | December 31 2018 | September 30 2018 | December 31 2017 | December 31 2018 | December 31 2017 | March 31 2018 (Audited) | |
| 1 | Income from operations | | | | | | |
| | Revenue from operations | 24,729 | 23,312 | 18,838 | 69,598 | 53,053 | 73,065 |
| | Other income | 309 | 969 | 917 | 2,349 | 3,089 | 4,261 |
| | Total income | 25,038 | 24,281 | 19,755 | 71,947 | 56,142 | 77,326 |
| 2 | Expenses | | | | | | |
| | a) Employee benefits expense | 14,172 | 13,480 | 11,020 | 40,333 | 31,595 | 43,289 |
| | b) Operating expenses (Refer note 5) | 5,118 | 4,738 | 4,252 | 14,231 | 11,696 | 16,845 |
| | c) Finance costs | 19 | 25 | 35 | 78 | 106 | 157 |
| | c) Depreciation & amortisation expense | 355 | 368 | 403 | 1,101 | 1,202 | 1,563 |
| | d) Other expenses | 351 | 304 | 350 | 967 | 806 | 1,057 |
| | Total expenses | 20,015 | 18,915 | 16,060 | 56,710 | 45,405 | 62,911 |
| 3 | Profit before tax (1-2) | 5,023 | 5,366 | 3,695 | 15,237 | 10,737 | 14,415 |
| 4 | Tax expense | 1,268 | 1,363 | 867 | 3,867 | 2,507 | 3,291 |
| 5 | Net profit after tax (3-4) | 3,755 | 4,003 | 2,828 | 11,370 | 8,230 | 11,124 |
| 6 | Other comprehensive income | 2,532 | (1,994) | 509 | (945) | 146 | (835) |
| 7 | Total comprehensive income (5+6) | 6,287 | 2,009 | 3,337 | 10,425 | 8,376 | 10,289 |
| | Profit for the period attributable to : | | | | | | |
| | Shareholders of the Company | 3,755 | 4,001 | 2,827 | 11,369 | 8,225 | 11,120 |
| | Non-controlling interests | 0 | 2 | 1 | 1 | 5 | 4 |
| | Total comprehensive income attributable to : | | | | | | |
| | Shareholders of the Company | 6,287 | 2,007 | 3,335 | 10,425 | 8,370 | 10,283 |
| | Non-controlling interests | (0) | 2 | 2 | (0) | 6 | 6 |
| 8 | Paid-up equity share capital (Face value : ₹ 1 per share) | | | | | | 172 |
| 9 | Other equity | | | | | | 38,439 |
| 10 | Earnings per share (Refer note 7) | | | | | | |
| | a) Basic (in ₹) | 21.67 | 23.14 | 16.49 | 65.81 | 48.13 | 64.93 |
| | b) Diluted (in ₹) | 21.63 | 22.60 | 16.16 | 64.83 | 47.03 | 63.48 |

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Unaudited Consolidated Segment Information for the quarter and nine months ended December 31, 2018

₹ million

| | Quarter ended | | | Nine months ended | | Year ended |
|--|---------------------|----------------------|---------------------|---------------------|---------------------|-------------------------------|
| | December 31 2018 | September 30 2018 | December 31 2017 | December 31 2018 | December 31 2017 | March 31 2018 (Audited) |
| Segment revenue | | | | | | |
| Banking, Financial Services & Insurance | 11,643 | 11,122 | 8,808 | 33,340 | 25,114 | 34,515 |
| Manufacturing | 3,875 | 3,570 | 3,246 | 10,840 | 8,820 | 12,269 |
| Energy & Utilities | 2,678 | 2,490 | 2,216 | 7,363 | 6,262 | 8,556 |
| High-Tech, Media & Entertainment | 2,778 | 2,624 | 2,011 | 7,841 | 5,699 | 7,823 |
| CPG, Retail, Pharma & Others | 3,755 | 3,506 | 2,557 | 10,214 | 7,158 | 9,902 |
| Revenue from operations | 24,729 | 23,312 | 18,838 | 69,598 | 53,053 | 73,065 |
| Segment results | | | | | | |
| Banking, Financial Services & Insurance | 3,006 | 2,775 | 1,949 | 8,379 | 5,380 | 7,332 |
| Manufacturing | 670 | 764 | 372 | 1,979 | 1,183 | 1,630 |
| Energy & Utilities | 513 | 506 | 409 | 1,346 | 966 | 1,405 |
| High-Tech, Media & Entertainment | 287 | 296 | 202 | 919 | 789 | 1,065 |
| CPG, Retail, Pharma & Others | 701 | 514 | 393 | 1,685 | 862 | 1,334 |
| Segment results | 5,177 | 4,855 | 3,325 | 14,308 | 9,180 | 12,766 |
| Unallocable expenses (net) (Refer note VI below) | 89 | 65 | 109 | 241 | 224 | 892 |
| Other Income | 309 | 969 | 917 | 2,349 | 3,089 | 4,261 |
| Finance costs | 19 | 25 | 35 | 78 | 106 | 157 |
| Depreciation & amortisation expense | 355 | 368 | 403 | 1,101 | 1,202 | 1,563 |
| Profit before tax | 5,023 | 5,366 | 3,695 | 15,237 | 10,737 | 14,415 |

- I. Segments have been identified in accordance with the Indian Accounting Standard ("Ind AS") 108 on Operating Segments, considering the risk or return profiles of the business. As required under Ind AS 108, the Chief Operating Decision Maker evaluates the performance of and allocates resources to segments based on analysis of various performance indicators. Accordingly, information has been presented for the Company's operating segments.
- II. Segment revenue is the revenue directly identifiable with the segment.
- III. Expenses that are directly identifiable with or allocable to segments are considered for determining the segment results. Expenses which relate to the Company as a whole and not identifiable with/allocable to segments are included under "unallocable expenses".
- IV. Other income which relates to the Company as a whole and not identifiable with/allocable to segments is included in "unallocable income".
- V. Assets and liabilities used in the Company's business are not identified to any of the reportable segment as these are used interchangeably.
- VI. Unallocable expenses for the year ended March 31, 2018 included an expense towards one time commercial settlement of INR 617 Mn (Refer note 5 of unaudited consolidated financial results).

M. K. Khare
Bh



Select explanatory notes to the Statement of Consolidated Unaudited Financial Results for the Quarter and Nine months ended December 31, 2018

1. The unaudited consolidated financial results of the Company for the quarter and nine months ended December 31, 2018 have been subjected to limited review by the statutory auditors. The results have been reviewed by the Audit Committee of the Board and approved by the Board of Directors at its meeting held on January 18, 2019.
2. Results for the quarter and nine months ended December 31, 2018 are in compliance with Indian Accounting Standards (Ind AS) notified by the Ministry of Corporate Affairs as prescribed under section 133 of the Companies Act, 2013.
3. Effective April 1, 2018, the Company has adopted Ind AS 115 "Revenue from Contracts with Customers". The standard is applied using the cumulative catch-up transition method, retrospectively to contracts that are not completed as on April 1, 2018. Accordingly, the comparatives have not been adjusted. The adoption of the standard does not have any material impact on the financial results of the Company for the quarter and Nine months ended December 31, 2018.
4. The Company reports unaudited 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 Company's website (www.intinfotech.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 and nine months ended December 31, 2018 are given below:

₹ million

| | Quarter ended | | | Nine months ended | | Year ended |
|-------------------|---------------------|----------------------|---------------------|---------------------|---------------------|-------------------------------|
| | December 31 2018 | September 30 2018 | December 31 2017 | December 31 2018 | December 31 2017 | March 31 2018 (Audited) |
| Total income | 23,691 | 23,283 | 18,707 | 68,336 | 53,961 | 74,318 |
| Profit before tax | 4,805 | 5,344 | 3,473 | 14,810 | 10,724 | 14,684 |
| Profit after tax | 3,627 | 4,047 | 2,673 | 11,147 | 8,390 | 11,601 |

5. Operating Expenses for the year ended March 31, 2018 included an expense towards the one time commercial settlement of INR 617 Mn entered by the Company with one of its clients on March 27, 2018.
6. During the quarter ended December 31, 2018, 371,800 equity shares and during the nine months ended December 31, 2018, 1,417,916 equity shares of ₹ 1 each fully paid up were allotted on exercise of stock options by employees in accordance with the Company's employee stock option schemes.
7. Earnings per share for the quarters ended December 31, 2018, September 30, 2018, December 31, 2017 and for the nine months ended December 31, 2018 and December 31, 2017 are not annualised.

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8. The Company has entered into a definitive agreement to acquire 100% Stake in Ruletronics Limited UK, Ruletronics Systems Inc. US and Ruletronics Systems Pvt Ltd, India (collectively hereinafter referred as 'Ruletronics') on January 16, 2019 for an enterprise value of USD 7.48 Mn on a cash-free, debt-free basis, subject to working capital adjustments. Total revenue of Ruletronics for their respective last financial year aggregated to USD 3.35 Mn.
9. Figures for the earlier period(s) have been regrouped, wherever necessary.

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Mumbai, January 18, 2019



for Larsen & Toubro Infotech Limited

A handwritten signature in blue ink, appearing to read "Sanjay Jalona", written over a diagonal line.

Sanjay Jalona
Chief Executive Officer & Managing Director

INDEPENDENT AUDITOR'S REVIEW REPORT**The Board of Directors****Larsen & Toubro Infotech Limited**

1. We have reviewed the accompanying statement of unaudited standalone financial results of Larsen and Toubro Infotech Limited ("the Company") for the quarter and nine months ended December 31, 2018 ("the Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
2. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors of the Company in their meeting held on January 18, 2019. Our responsibility is to issue a report on the Statement based on our review.
3. We conducted our review 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 financial results are free of material misstatement. A review is limited primarily to inquiries of the company personnel and analytical procedures applied to financial data and thus provide less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of Unaudited Standalone Financial Results, prepared in accordance with the applicable accounting standards i.e. Ind AS prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting practices and policies, 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 amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For B. K. Khare & Co.
Chartered Accountants
Firm Registration No. 105102W

Padmini Khare Kaicker
Partner

Membership No. 044784
Mumbai, January 18, 2019

**Pune**

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LARSEN & TOUBRO INFOTECH LIMITED

Registered Office : L&T House, Ballard Estate, Mumbai - 400 001

CIN : L72900MH1996PLC104693

Statement of Unaudited Standalone Financial Results for the quarter and nine months ended December 31, 2018

| | | Quarter ended | | | Nine months ended | | Year ended |
|-----------|--|---------------------|----------------------|---------------------|---------------------|---------------------|-------------------------------|
| | | December 31 2018 | September 30 2018 | December 31 2017 | December 31 2018 | December 31 2017 | March 31 2018 (Audited) |
| ₹ million | | | | | | | |
| 1 | Income from operations | | | | | | |
| | Revenue from operations | 23,305 | 22,101 | 17,782 | 65,739 | 50,233 | 69,064 |
| | Other income (Refer note 4 & 5) | 386 | 1,182 | 925 | 2,597 | 3,728 | 5,254 |
| | Total income | 23,691 | 23,283 | 18,707 | 68,336 | 53,961 | 74,318 |
| 2 | Expenses | | | | | | |
| | a) Employee benefits expense | 13,317 | 12,719 | 10,501 | 37,979 | 30,388 | 41,348 |
| | b) Operating expenses (Refer note 6) | 5030 | 4,720 | 4,144 | 13,989 | 11,298 | 16,286 |
| | c) Finance costs | 6 | 9 | 30 | 33 | 101 | 138 |
| | d) Depreciation & amortization expense | 218 | 216 | 237 | 651 | 710 | 913 |
| | e) Other expenses | 315 | 275 | 322 | 874 | 740 | 949 |
| | Total expenses | 18,886 | 17,939 | 15,234 | 53,526 | 43,237 | 59,634 |
| 3 | Profit before tax (1-2) | 4,805 | 5,344 | 3,473 | 14,810 | 10,724 | 14,684 |
| 4 | Tax expense | 1,178 | 1,297 | 800 | 3,663 | 2,334 | 3,083 |
| 5 | Net profit after tax (3-4) | 3,627 | 4,047 | 2,673 | 11,147 | 8,390 | 11,601 |
| 6 | Other comprehensive income | 2,825 | (2,337) | 601 | (1,040) | (63) | (994) |
| 7 | Total comprehensive income (5+6) | 6,452 | 1,710 | 3,274 | 10,107 | 8,327 | 10,607 |
| 8 | Paid-up equity share capital (Face value : ₹ 1 per share) | | | | | | 172 |
| 9 | Other equity | | | | | | 37,014 |
| 10 | Earnings per share (Refer note 8) | | | | | | |
| | a) Basic (in ₹) | 20.94 | 23.40 | 15.58 | 64.53 | 49.05 | 67.74 |
| | b) Diluted (in ₹) | 20.90 | 22.86 | 15.27 | 63.57 | 47.94 | 66.23 |

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Unaudited Standalone Segment Information for the quarter and nine months ended December 31, 2018

₹ million

| | Quarter ended | | | Nine months ended | | Year ended |
|--|---------------------|----------------------|---------------------|---------------------|---------------------|-------------------------------|
| | December 31 2018 | September 30 2018 | December 31 2017 | December 31 2018 | December 31 2017 | March 31 2018 (Audited) |
| Segment revenue | | | | | | |
| Banking, Financial Services & Insurance | 10,453 | 10,102 | 7,953 | 30,081 | 22,875 | 31,341 |
| Manufacturing | 3,756 | 3,541 | 3,119 | 10,609 | 8,526 | 11,867 |
| Energy & Utilities | 2,666 | 2,477 | 2,214 | 7,318 | 6,233 | 8,488 |
| High-Tech, Media & Entertainment | 2,730 | 2,535 | 1,948 | 7,648 | 5,494 | 7,535 |
| CPG, Retail, Pharma & Others | 3,700 | 3,446 | 2,548 | 10,083 | 7,105 | 9,833 |
| Revenue from operations | 23,305 | 22,101 | 17,782 | 65,739 | 50,233 | 69,064 |
| Segment results | | | | | | |
| Banking, Financial Services & Insurance | 2,516 | 2,382 | 1,588 | 7,129 | 4,325 | 5,994 |
| Manufacturing | 664 | 757 | 348 | 1,989 | 1,149 | 1,597 |
| Energy & Utilities | 520 | 504 | 415 | 1,364 | 965 | 1,403 |
| High-Tech, Media & Entertainment | 296 | 296 | 204 | 928 | 768 | 1,044 |
| CPG, Retail, Pharma & Others | 729 | 512 | 411 | 1,715 | 875 | 1,340 |
| Segment results | 4,725 | 4,451 | 2,966 | 13,125 | 8,082 | 11,378 |
| Unallocable expenses (net) (Refer note VI below) | 82 | 64 | 151 | 228 | 275 | 897 |
| Other income | 386 | 1,182 | 925 | 2,597 | 3,728 | 5,254 |
| Finance costs | 6 | 9 | 30 | 33 | 101 | 138 |
| Depreciation & amortisation expenses | 218 | 216 | 237 | 651 | 710 | 913 |
| Profit before tax | 4,805 | 5,344 | 3,473 | 14,810 | 10,724 | 14,684 |

- I. Segments have been identified in accordance with the Indian Accounting Standard ("Ind AS") 108 on Operating Segments, considering the risk or return profiles of the business. As required under Ind AS 108, the Chief Operating Decision Maker evaluates the performance of and allocates resources to the segments based on analysis of various performance indicators. Accordingly, information has been presented for the Company's operating segments.
- II. Segment revenue is the revenue directly identifiable with the segment.
- III. Expenses that are directly identifiable with or allocable to segments are considered for determining the segment results. Expenses which relate to the Company as a whole and not identifiable with/allocable to segments are included under "unallocable expenses".
- IV. Other income which relates to the Company as a whole and not identifiable with/allocable to segments is included in "unallocable income".
- V. Assets and liabilities used in the Company's business are not identified to any of the reportable segment as these are used interchangeably.
- VI. Unallocable expenses for the year ended March 31, 2018 included an expense towards one time commercial settlement of ₹ 617 Mn (Refer note 6 of unaudited standalone financial results).

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Select explanatory notes to the Statement of Unaudited Standalone Financial Results for the quarter and nine months ended December 31, 2018

1. The unaudited standalone financial results of the Company for the quarter and nine months ended December 31, 2018 have been subjected to limited review by the statutory auditors. The results have been reviewed by the Audit Committee of the Board and approved by the Board of Directors at its meeting held on January 18, 2019.
2. Results for the quarter and nine months ended December 31, 2018 are in compliance with Indian Accounting Standards (Ind AS) notified by the Ministry of Corporate Affairs as prescribed under section 133 of the Companies Act, 2013.
3. Effective April 1, 2018, the Company has adopted Ind AS 115 "Revenue from Contracts with Customers". The standard is applied using the cumulative catch-up transition method, retrospectively to contracts that are not completed as on April 1, 2018. Accordingly, the comparatives have not been adjusted. The adoption of the standard does not have any material impact on the financial results of the Company for the quarter and nine months ended December 31, 2018.
4. Other income for the quarters ended December 31, 2018, September 30, 2018 and December 30, 2017, for the nine months ended December 31, 2018 and December 31, 2017 and for the year ended March 31, 2018 includes dividend received from subsidiaries of ₹ 203 Mn, ₹ 205 Mn, ₹ Nil, ₹ 408 Mn, ₹ 579 Mn and ₹ 579 Mn respectively.
5. L&T Infotech Financial Services Technologies Inc. ("LTIFST") a wholly owned subsidiary of the Company, carried out buy back of 40% of its total equity capital (i.e. 400,000 shares) from its Shareholder (the Company) on March 21, 2018 for a consideration of ₹ 1,507 Mn against cost of ₹ 1,119 Mn. As a result, other income for the year ended March 31, 2018 included a gain of ₹ 388 Mn.
6. Operating Expenses for the year ended March 31, 2018 included an expense towards the one time commercial settlement of ₹ 617 Mn entered by the Company with one of its clients on March 27, 2018.
7. During the quarter ended December 31, 2018, 371,800 equity shares and during nine months ended December 31, 2018, 1,417,916 equity shares of ₹ 1 each fully paid up were allotted on exercise of stock options by employees in accordance with the Company's employee stock option schemes.
8. Earnings per share for the quarters ended December 31, 2018, September 30, 2018, December 31, 2017, and nine months ended December 31, 2018 and December 31, 2017 are not annualised.
9. The Company has entered into a definitive agreement to acquire 100% Stake in Ruletronics Limited UK, Ruletronics Systems Inc. US and Ruletronics Systems Pvt Ltd, India (collectively hereinafter referred as 'Ruletronics') on January 16, 2019 for an enterprise value of USD 7.48 Mn on a cash-free, debt-free basis, subject to working capital adjustments. Total revenue of Ruletronics for their respective last financial year aggregated to USD 3.35 Mn.
10. Figures for the earlier period(s) have been regrouped, wherever necessary.

Mumbai, January 18, 2019

for Larsen & Toubro Infotech Limited

Sanjay Jaloria
Chief Executive Officer & Managing Director



Handwritten initials and signature in blue ink.



Earnings Release & Fact Sheet Third Quarter, Fiscal 2019

Jan 18, 2019



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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 –Q3 FY19 Results

Constant currency revenue growth up 6.1% QoQ and 20.6% YoY; Net Profit jumps 32.8% YoY

Mumbai, India: Jan 18, 2019: Larsen & Toubro Infotech (BSE code: 540005, NSE: LTI), a global technology consulting and digital solutions company, announced its Q3 FY19 results today.

In US Dollars:

- Revenue at **USD 346.9 million**; growth of **5.6% QoQ** and **18.2% YoY**
- Constant Currency Revenue growth of **6.1% QoQ** and **20.6% YoY**

In Indian Rupees:

- Revenue at **Rs 24,729 million**; growth of **6.1% QoQ** and **31.3% YoY**
- Net Income at **Rs 3,755 million**; growth of **(6.2%) QoQ** and **32.8% YoY**

“We are pleased to deliver another strong quarter with 5.6% QoQ growth in USD revenues. Our broad-based revenue growth, superior margin delivery and steady cash generation in Q3 is a testimony of our focused execution and client centricity.

We are also thrilled to welcome Ruletronics to LTI family. Ruletronics enables businesses to transform and evolve digitally by providing innovative BPM and CRM solutions leveraging Pega Platform.”

- Sanjay Jalona, Chief Executive Officer & Managing Director

Recent Deal Wins

- Nets, the leading payments company in the Nordic region has chosen LTI as its primary IT partner post vendor consolidation
- World leader in vertical transportation has chosen LTI as its strategic partner for implementing Microsoft Dynamics 365 as their core platform to transform their services business in the areas of Sales, Call Center and Field Services
- Selected by a Global Fintech Company to provide agile assurance support for building an industry leading wealth management platform
- Global Energy Corporation engaged LTI for deployment of Enterprise historian and enable integration with business applications
- Selected by a diversified Energy Manufacturing company for its ERP transformation
- Global Life Sciences Major, a new client logo has awarded LTI a multi-year strategic deal for end to end SAP support, maintenance, analytics and enhancement
- Awarded Digital Transformation project by an Apex Advisory Body in the field of Education
- Leading manufacturer of cleaning equipment chose LTI as a partner for its global CRM journey on Force.com
- Petrochemical Major chose LTI for multiple engagements in order to prepare itself for S/4HANA migration
- Awarded Cybersecurity project by a Global Energy Giant to implement, configure and integrate Micro Focus ArcSight and Splunk Enterprise Security

Client Testimonial

“Nets has selected LTI as its primary IT partner for its close alignment to Nets’ vision, investments in Nordic region and customer centricity.

As the primary partner of Nets, LTI will be responsible for 100+ additional critical applications focused on Digital operations, Card and Payment platforms, SAP / Oracle ecosystem, Blockchain based services, Customer service, e-commerce payments, and corporate services.”

- Ms. Pia Jørgensen, Group Executive Vice President (Technology) and Group CIO, NETS A/S

Awards and Recognitions

- LTI is now a Global Strategic Service Partner (GSSP) of SAP, making it one of the Top 16 partners of SAP, globally
- Emerged as Major Contender and Star Performer in Everest Group Digital Services PEAK Matrix™ Assessment 2019
- Recognized as "Rising Star" in Security Services: ISG Provider Lens Cyber Security Services and Solutions: US
- Recognized in Leadership Zone in Zinnov Zones 2018 for IoT Technology Services
- Named as a Major Player in IDC MarketScape: Worldwide DevOps Services 2018 Vendor Assessment
- Named by the 4Q18 Global ISG Index™ as one of The Breakthrough 15 in Global Sourcing Standouts

Other Business Highlights

- LTI appointed Nachiket Deshpande as its Chief Operating Officer. He brings rich experience in technology and IT industry and last served as the Senior Vice President & Global Delivery Head for the Banking and Financial Services unit at Cognizant Technology Solutions.
- LTI collaborated with ACORD to develop a comprehensive set of digital standards & solutions for the Insurance industry.

About LTI

LTI (NSE: LTI) is a global technology consulting and digital solutions Company helping more than 300 clients succeed in a converging world. With operations in 30 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 unrivaled real-world expertise to solve the most complex challenges of enterprises across all industries. Each day, our team of more than 27,000 LTITes 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

Jan 18th, 2019 (5:00 PM IST)

Please dial 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 1104 +91 22 7115 8005 |
| Local Access Number | +91 70456 71221 Available all over India |
| International Toll Number | USA – Los Angeles: 13233868721 UK - London: 442034785524 Singapore: 6531575746 Hong Kong: 85230186877 |
| Replay of Conference Call | Available 3 hours after the call until January 22 nd , 2019 Playback Code: 24762 Dial-in Number: India +91 22 71945757 +91 22 66635757 |
| Click here for your DiamondPass™ | |
| <p>DiamondPass™ is a Premium Service that enables you to connect to your conference call without having to wait for an operator.</p> <p>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.</p> | |

Contact

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Performance Highlights – Q3 FY19

Financial Highlights

Amount in USD million

| | Q3FY18 | Q2FY19 | Q3FY19 | QoQ Growth | YoY Growth |
|---------------------------|--------|--------|--------|------------|------------|
| Revenue (USD million) | 293.5 | 328.5 | 346.9 | 5.6% | 18.2% |
| Revenue Constant Currency | | | | 6.1% | 20.6% |

Amount in INR million

| | Q3FY18 | Q2FY19 | Q3FY19 | QoQ Growth | YoY Growth |
|--|--------|--------|--------|------------|------------|
| Revenue | 18,838 | 23,312 | 24,729 | 6.1% | 31.3% |
| EBITDA Margin | 17.1% | 20.5% | 20.6% | | |
| EBIT Margin | 14.9% | 19.0% | 19.1% | | |
| Revenue Related Foreign Exchange Gains | 772 | 711 | (60) | | |
| Net Income | 2,828 | 4,003 | 3,755 | (6.2%) | 32.8% |
| Net Income Margin | 15.0% | 17.2% | 15.2% | | |
| DSO | 69 | 75 | 73 | | |

Revenue by Vertical

| | Q3FY18 | Q2FY19 | Q3FY19 | QoQ Growth | YoY Growth |
|----------------------------------|--------|--------|--------|------------|------------|
| BFS | 27.1% | 29.9% | 29.1% | 3.0% | 26.7% |
| Insurance | 19.4% | 17.9% | 17.8% | 5.6% | 8.6% |
| Manufacturing | 17.2% | 15.4% | 15.6% | 7.3% | 7.3% |
| Energy & Utilities | 11.8% | 10.7% | 10.8% | 6.7% | 8.7% |
| CPG, Retail & Pharma | 9.2% | 10.2% | 10.6% | 9.8% | 36.6% |
| High-Tech, Media & Entertainment | 10.6% | 11.2% | 11.3% | 6.7% | 25.8% |
| Others | 4.6% | 4.7% | 4.6% | 3.3% | 19.1% |
| Total | 100% | 100% | 100% | 5.6% | 18.2% |

Revenue by Service Offering

| | Q3FY18 | Q2FY19 | Q3FY19 | QoQ Growth | YoY Growth |
|-------------------------------------|--------|--------|--------|------------|------------|
| Application Development Maintenance | 33.5% | 32.0% | 30.8% | 1.6% | 8.5% |
| Enterprise Solutions | 26.4% | 25.2% | 27.8% | 16.6% | 24.8% |
| Infrastructure Management Services | 10.8% | 11.7% | 11.4% | 3.1% | 24.5% |
| Testing | 8.3% | 7.9% | 7.8% | 4.7% | 11.5% |
| Analytics, AI & Cognitive | 10.8% | 12.2% | 11.3% | (2.2%) | 23.6% |
| Enterprise Integration & Mobility | 6.7% | 8.0% | 7.6% | 1.1% | 34.6% |
| Platform Based Solutions | 3.5% | 3.0% | 3.2% | 12.6% | 10.1% |
| Total | 100% | 100% | 100% | 5.6% | 18.2% |

Revenue by Geography

| | Q3FY18 | Q2FY19 | Q3FY19 | QoQ Growth | YoY Growth |
|---------------|--------|--------|--------|------------|------------|
| North America | 67.3% | 67.4% | 66.8% | 4.7% | 17.3% |
| Europe | 18.0% | 17.1% | 16.7% | 2.8% | 9.7% |
| RoW | 6.4% | 9.2% | 8.8% | 1.2% | 63.1% |
| India | 8.4% | 6.4% | 7.8% | 29.3% | 9.5% |
| Total | 100% | 100% | 100% | 5.6% | 18.2% |

Client Contribution to Revenue

| | Q3FY18 | Q2FY19 | Q3FY19 | QoQ Growth | YoY Growth |
|----------------|--------|--------|--------|------------|------------|
| Top 5 clients | 36.4% | 36.2% | 34.5% | 0.5% | 12.0% |
| Top 10 clients | 50.8% | 49.9% | 48.4% | 2.6% | 12.8% |
| Top 20 clients | 66.1% | 65.5% | 64.3% | 3.7% | 15.0% |

Client Profile

| | Q3FY18 | Q2FY19 | Q3FY19 |
|--------------------------|--------|--------|--------|
| Number of Active Clients | 289 | 312 | 314 |
| New Clients Added | 17 | 22 | 17 |
| 1 Million dollar + | 102 | 114 | 121 |
| 5 Million dollar + | 43 | 44 | 47 |
| 10 Million dollar + | 22 | 25 | 25 |
| 20 Million dollar + | 13 | 14 | 15 |
| 50 Million dollar + | 4 | 4 | 5 |
| 100 Million dollar + | 1 | 1 | 1 |

Effort Mix

| | Q3FY18 | Q2FY19 | Q3FY19 |
|----------|--------|--------|--------|
| Onsite | 23.5% | 22.6% | 22.0% |
| Offshore | 76.5% | 77.4% | 78.0% |

Revenue Mix

| | Q3FY18 | Q2FY19 | Q3FY19 |
|----------|--------|--------|--------|
| Onsite | 46.2% | 47.6% | 47.8% |
| Offshore | 53.8% | 52.4% | 52.2% |

Billed Person Months

| | Q3FY18 | Q2FY19 | Q3FY19 |
|----------|--------|--------|--------|
| Onsite | 12,070 | 13,034 | 13,664 |
| Offshore | 39,276 | 44,719 | 48,357 |

Utilization

| | Q3FY18 | Q2FY19 | Q3FY19 |
|--------------------|--------|--------|--------|
| Including Trainees | 80.3% | 80.4% | 82.1% |
| Excluding Trainees | 81.5% | 82.3% | 83.0% |

Headcount Details

| | Q3FY18 | Q2FY19 | Q3FY19 |
|-------------------|--------|--------|--------|
| Total Headcount | 23,394 | 26,414 | 27,513 |
| Development | 21,979 | 24,923 | 25,985 |
| Sales & Support | 1,415 | 1,491 | 1,528 |
| Attrition % (LTM) | 14.6% | 15.3% | 16.5% |

Constant Currency Reporting

| | | QoQ Growth | YoY Growth |
|-------------------------|-------------------------------------|------------|------------|
| Company | | 6.1% | 20.6% |
| Vertical | BFS | 3.6% | 28.6% |
| | Insurance | 5.9% | 9.6% |
| | Manufacturing | 7.9% | 10.7% |
| | Energy & Utilities | 6.9% | 10.2% |
| | CPG, Retail & Pharma | 10.4% | 37.9% |
| | High-Tech, Media & Entertainment | 6.7% | 26.5% |
| | Others | 4.1% | 35.6% |
| Service Offering | Application Development Maintenance | 1.9% | 9.8% |
| | Enterprise Solutions | 17.2% | 27.7% |
| | Infrastructure Management Services | 3.5% | 29.1% |
| | Testing | 5.0% | 13.0% |
| | Analytics, AI & Cognitive | (1.9%) | 25.9% |
| | Enterprise Integration & Mobility | 1.4% | 36.5% |
| | Platform Based Solutions | 15.5% | 15.8% |
| Geography | North America | 4.9% | 17.7% |
| | Europe | 5.0% | 14.3% |
| | RoW | 1.6% | 64.3% |
| | India | 28.5% | 24.6% |

Financial Statements – Q3 FY19

Income Statement

Amount in INR million

| | Q3FY18 | Q2FY19 | Q3FY19 | QoQ Growth | YoY Growth |
|--|--------------|--------------|--------------|---------------|--------------|
| Revenue | 18,838 | 23,312 | 24,729 | 6.1% | 31.3% |
| Direct Costs | 12,568 | 15,124 | 16,125 | 6.6% | 28.3% |
| Gross Profit | 6,269 | 8,189 | 8,603 | 5.1% | 37.2% |
| Selling, General & Administration Expenses | 3,054 | 3,398 | 3,514 | 3.4% | 15.1% |
| EBITDA | 3,215 | 4,791 | 5,089 | 6.2% | 58.3% |
| Depreciation & Amortization | 403 | 367 | 355 | (3.3%) | (12.0%) |
| EBIT | 2,812 | 4,424 | 4,734 | 7.0% | 68.4% |
| Revenue Related Foreign Exchange Gain/(Loss) | 772 | 711 | (60) | | |
| Other Income, net | 111 | 232 | 348 | | |
| Provision for Tax | 867 | 1,363 | 1,268 | (7.0%) | 46.5% |
| Net Income | 2,828 | 4,003 | 3,755 | (6.2%) | 32.8% |
| Margins (%) | | | | | |
| EBITDA Margin | 17.1% | 20.5% | 20.6% | | |
| EBIT Margin | 14.9% | 19.0% | 19.1% | | |
| Net Income Margin | 15.0% | 17.2% | 15.2% | | |
| Earnings Per Share | | | | | |
| Basic | 16.49 | 23.14 | 21.67 | | |
| Diluted | 16.16 | 22.60 | 21.63 | | |

Exchange Rate (USD:INR)

| | Q3FY18 | Q2FY19 | Q3FY19 |
|---------------------|--------|--------|--------|
| Period closing rate | 63.88 | 72.49 | 69.78 |
| Period average rate | 64.18 | 70.97 | 71.28 |

Balance Sheet

Amount in INR million

| | As at 31 March, 2018 | As at 31 Dec, 2018 |
|---|----------------------|--------------------|
| ASSETS | | |
| Non-current assets | | |
| (a) Property, Plant and Equipment | 2,518 | 2,660 |
| (b) Goodwill | 2,763 | 2,847 |
| (c) Intangible assets | 1,593 | 1,300 |
| (d) Non-current Financial Assets | 1,109 | 885 |
| (e) Deferred tax assets (Net) & Tax Assets | 2,821 | 2,988 |
| (g) Other assets | 1,097 | 1,065 |
| Total Non-Current Assets | 11,901 | 11,744 |
| Current assets | | |
| (a) Investments | 12,644 | 15,856 |
| (b) Trade Receivables and Unbilled Revenue* | 22,327 | 22,930 |
| (c) Cash and cash equivalents | 3,633 | 4,472 |
| (d) Other Financial assets | 1,958 | 1,407 |
| (e) Others assets | 1,084 | 3,787 |
| Total Current Assets | 41,646 | 48,453 |
| TOTAL ASSETS | 53,547 | 60,197 |
| EQUITY AND LIABILITIES | | |
| Equity | | |
| (a) Equity Share capital | 172 | 173 |
| (b) Other Equity | 38,426 | 43,687 |
| (c) Non- Controlling interests | 13 | 13 |
| Total Equity | 38,611 | 43,873 |
| Liabilities | | |
| Non-current liabilities | | |
| (d) Financial liabilities | 1,042 | 680 |
| (e) Deferred tax liabilities | 132 | 76 |
| (f) Non-current provisions | 279 | 284 |
| Total Non-Current Liabilities | 1,453 | 1,041 |
| Current liabilities | | |
| (a) Financial Liabilities | 9,716 | 10,479 |
| (b) Other Liabilities | 1,617 | 2,430 |
| (c) Provisions | 1,843 | 2,061 |
| (d) Current Tax Liabilities (Net) | 307 | 313 |
| Total Current Liabilities | 13,483 | 15,283 |
| TOTAL EQUITY AND LIABILITIES | 53,547 | 60,197 |

*As required under Ind AS 115 "Revenue from Contracts with Customers", unbilled revenue of fixed price contracts is classified as non-financial asset as the contractual right to consideration is dependent on completion of contractual milestones and not unconditional upon passage of time. Accordingly, INR 2,711 million of unbilled revenue of fixed price contracts has been included in other current assets as on December 31, 2018. The Standard is effective 1st April, 2018.

Cash Flow

Amount in INR million

| | Q3FY18 | Q2FY19 | Q3FY19 |
|---|----------------|----------------|----------------|
| Cash flow from operating activities | | | |
| Net profit after tax | 2,828 | 4,003 | 3,755 |
| Adjustments for: | | | |
| Depreciation and amortization | 403 | 368 | 355 |
| Others | (271) | (170) | (336) |
| Changes in working capital (net) | 1,201 | (271) | 1,538 |
| Net cash from operating activities [A] | 4,162 | 3,929 | 5,313 |
| Cash flow from investing activities | | | |
| (Purchase)/ Sale of assets and investments | (2,698) | (2,633) | (2,836) |
| Investment income | 165 | 103 | 125 |
| Net cash from investing activities [B] | (2,533) | (2,530) | (2,711) |
| Cash flow from financing activities | | | |
| Issue of Share capital | 3 | 1 | 2 |
| Credit Support Agreement Deposit (including interest) | 426 | (609) | 675 |
| Dividend paid (including DDT) | (1,654) | (2,773) | (2,572) |
| Net cash from financing activities [C] | (1,225) | (3,381) | (1,895) |
| Effect of exchange rate on cash and cash equivalents [D] | (9) | 132 | (152) |
| Net increase in cash and cash equivalents [A+B+C+D] | 405 | (1,981) | 707 |
| Cash and cash equivalents at beginning of the period | 3,991 | 5,767 | 3,918 |
| Cash and cash equivalents at end of the period | 4,387 | 3,918 | 4,472 |

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