



Financial Update

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LTTS Investor & Analyst Day 2018

BEING #1

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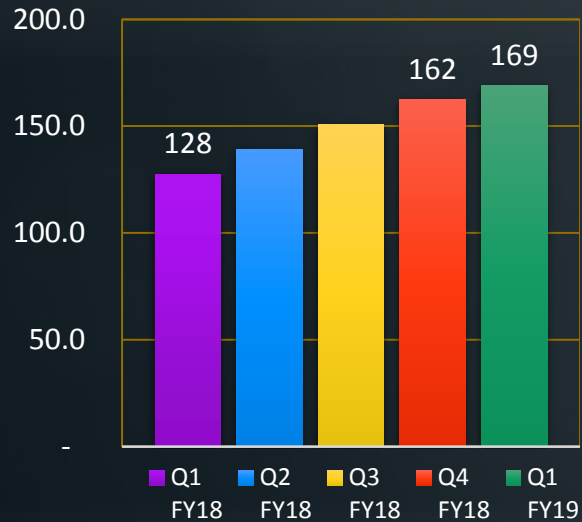
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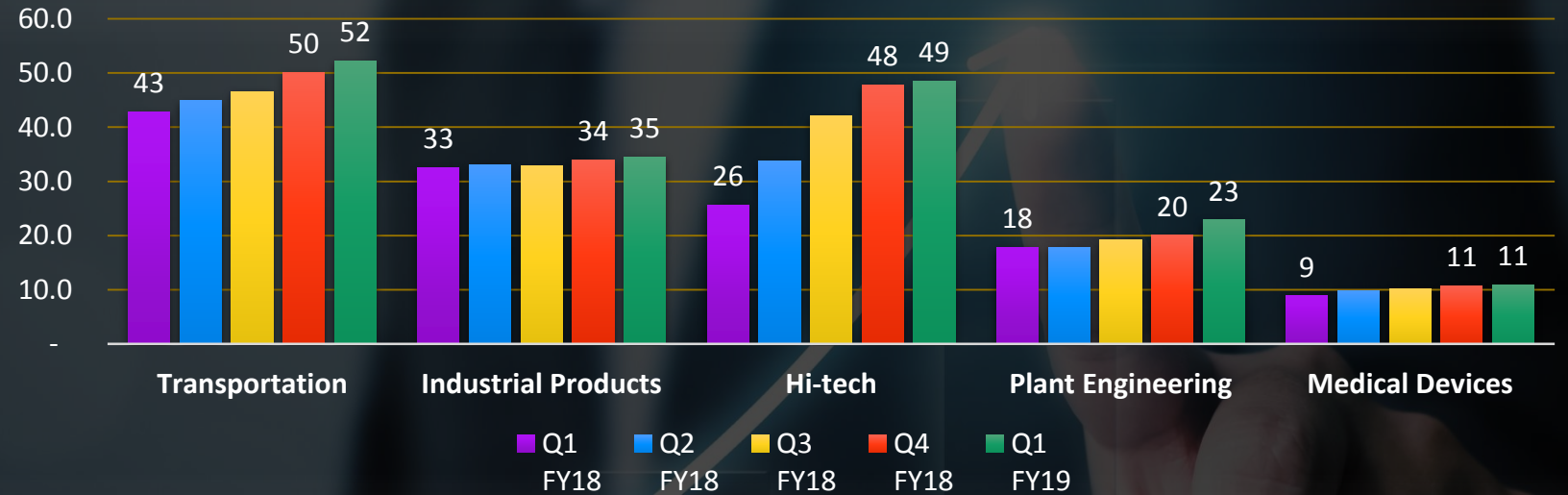
Revenue progression last 4 quarters

All numbers in USD Millions

Revenue



Vertical wise Revenue



FY18
revenue
growth of **20%**

Last 4
quarter
CQGR of **7.3%**

FY21
guidance of **USD 1bn**
(20% CAGR over FY18-21)

Margin progression last 4 quarters

20% EBITDA by FY21

Levers to achieve 100-150 bps every year

Leverage economies of scale within T-30 clients (offshore mix/SGA/Utilization)

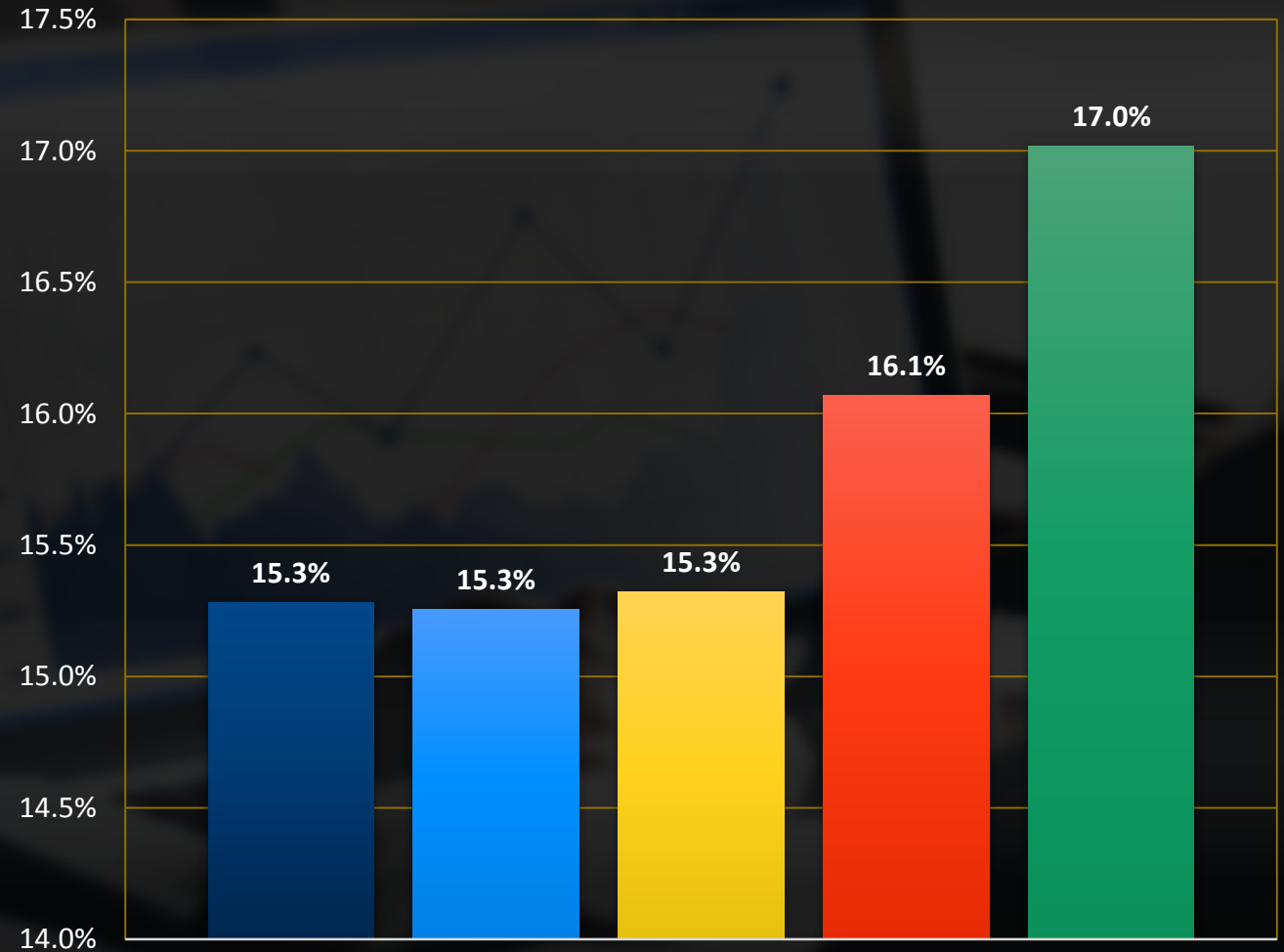


Faster growth in IP, Process and Medical

Bill rate increases at clients

Higher intake of fresh engg. Graduates

Scaling up IP+Solutions revenue



■ Q1 FY18 ■ Q2 FY18 ■ Q3 FY18 ■ Q4 FY18 ■ Q1 FY19

Financial goals

Revenue
growth of **20%**
and EBITDA
margin of **20%**

Maintain FCF
to Net Income
at **90-100%**

Maintain
ROE at **30%**



Thank you



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