

L&T TECHNOLOGY SERVICES LIMITED  
**SECOND QUARTER | FY25 RESULTS**

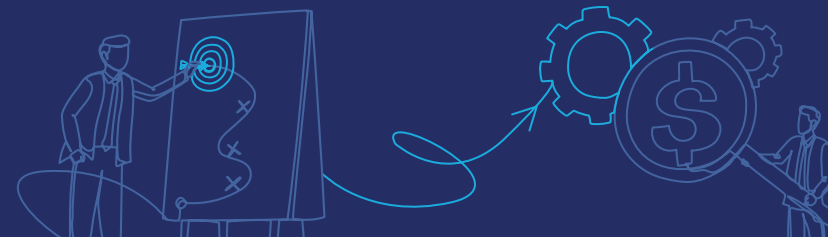
Investor Release | Bengaluru, India, October 16, 2024

Purposeful.  
Agile.  
Innovation.

## SAFE HARBOUR STATEMENT

Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve number of risks, and uncertainties that could cause our actual results to differ materially from those in such forward-looking statements. L&T Technology Services Limited (LTTS) does not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.

# FINANCIAL HIGHLIGHTS



## REVENUE IN INR

- Revenue of **₹25,729 million** for the quarter; up 4.5% QoQ and up 7.8% YoY

## REVENUE IN USD

- Revenue of **\$306.7 million** for the quarter; up 3.9% QoQ and up 6.5% YoY; in constant currency up 3.4% QoQ and up 6.3% YoY

## PROFIT IN INR

- EBIT of **₹3,877 million** for the quarter, EBIT margin at **15.1%**
- Net Income of **₹3,196 million** for the quarter, up 1.9% QoQ and up 1.3% YoY; Net Income margin at **12.4%**

## CAPITAL RETURN

- Interim Dividend of **₹17** per share; Record date 25<sup>th</sup> October, 2024

## MESSAGE FROM THE CEO & MANAGING DIRECTOR



Our 'Go Deeper to Scale' strategy at the start of the year and focused investments into our 3 segments is starting to show results. We had a strong quarter with 4% sequential growth led by broad-based performance across all 3 segments. Sustainability picked up very well growing by 6.5% on the back of earlier large deals and empanelment agreements. Mobility also had strong showing with 5% growth driven by our differentiated story on SDV and hybridization. In the Tech segment, we are seeing the growth momentum improving especially with our hyperscaler customers where our product, platform and silicon engineering play is helping us win larger deals and supersize our engagements.

We won two USD 20 million and four USD 10 million TCV deals. Additionally, we won two significant empanelment agreements in Sustainability. We are seeing an uptick in AI-led deal conversations, and our portfolio of AI/Gen AI solutions & accelerators is helping us win deals in our focus areas across segments. We have filed a total of 165 patents in AI till date.

In line with our 'Go Deeper to Scale' strategy, we prioritized investments in the 3 segments towards sales, solutions and labs in H1 of FY25. With growth improving and more deals in our strategic areas, we expect the EBIT margin trajectory to move upwards towards our aspirational levels.

With our pipeline comprising larger sized deals involving consolidation as well as advanced technology led transformation, we are confident about the vision we set for ourselves and continuation of broad-based growth.

We reaffirm our FY25 guidance of 8-10% revenue growth in constant currency, and medium-term outlook of USD 2 billion revenue with EBIT margin of 17-18%.

I am excited to launch LTTS' new brand campaign **Purposeful. Agile. Innovation.** This will position LTTS for the future, helping us scale in 3 strategic segments – Mobility, Sustainability and Tech, and build each of them into standalone billion-dollar units.

I thank our employees for their commitment and dedication, and our stakeholders for the constant encouragement.

**Amit Chadha**  
CEO & Managing Director  
L&T Technology Services Limited

# PERFORMANCE HIGHLIGHTS



## KEY DEAL WINS

LTTS closed several multi-million dollar projects from global customers across segments. The major wins are listed below:

- LTTS has won a multi-year deal in the Mobility segment from a leading U.S. construction and engineering equipment manufacturer, in the areas of control systems, software development and V&V.
- A global Tier 1 automotive company has awarded LTTS a four-year contract to provide multifaceted engineering services. This program will support their product development, maintenance, testing, and digital transformation efforts, specifically focusing on advanced suspension technologies and ride control.
- Signed a multi-year, multi-million-dollar program with one of the world's largest energy companies, in the Sustainability segment. LTTS will provide a comprehensive range of EPCM services, including Integrated Digital Engineering and Data Governance for Capital Projects.
- Won a large deal from one of the world's largest diversified energy companies, for Engineering and Procurement Management (EPM) Services, across the program lifecycle.
- Chosen as the implementation partner for engineer-to-order (ETO) and configure-to-order (CTO) programs for a major industrial leader in North America.
- A global energy giant awarded LTTS with a multi-million-dollar Digital Twin program in the Sustainability segment, encompassing multiple processing units across refineries.
- LTTS has been chosen as an engineering services and technology partner for a manufacturing site of a leading medical technology company. In a strategic move, LTTS consolidated various roles into a single contract adding value to the customer's manufacturing process.
- Selected by one of the world's leading technology majors to provide global carrier testing services and verifications processes.
- One of the world's biggest technology companies has awarded LTTS a multi-year program to provide global field engineering services in a managed services model, for next generation devices.

# FINANCIAL PERFORMANCE



## INCOME STATEMENT (CONSOLIDATED)

Amount in ₹ million

	Q2 FY24	Q1 FY25	Q2 FY25	QoQ	YoY
<b>Revenue</b>	23,865	24,619	25,729	4.5%	7.8%
Cost of sales	17,175	17,403	18,192		
<b>Gross Profit</b>	6,690	7,216	7,537	4.4%	12.7%
Selling, General & Administration Expenses	1,934	2,654	2,877		
<b>EBITDA</b>	4,756	4,562	4,660	2.1%	-2.0%
Depreciation & Amortisation	681	726	783		
<b>EBIT</b>	4,075	3,836	3,877	1.1%	-4.9%
Other Income, net	286	491	531		
Income tax expense	1,202	1,188	1,208		
Minority Interest	5	3	4		
<b>Net Income</b>	3,154	3,136	3,196	1.9%	1.3%
<b>Margins (%)</b>					
Gross Margin	28.0%	29.3%	29.3%		
EBITDA Margin	19.9%	18.5%	18.1%		
EBIT Margin	17.1%	15.6%	15.1%		
Net Income Margin	13.2%	12.7%	12.4%		
<b>Earnings Per Share (INR)</b>					
Basic	29.84	29.65	30.20		
Diluted	29.76	29.57	30.12		

## OTHER INCOME

	Q2 FY24	Q1 FY25	Q2 FY25
Income from investments, net	306	373	333
Foreign exchange gains/(loss)	100	83	251
Others	-120	35	-53
<b>Total</b>	<b>286</b>	<b>491</b>	<b>531</b>

## BALANCE SHEET (CONSOLIDATED)

Amount in ₹ million

	FY24	Q2 FY25
<b>Assets</b>		
Property and equipment	10,009	9,753
Intangible Assets and Goodwill	6,248	6,224
Accounts Receivable	28,277	29,061
Unbilled Revenues	4,280	5,082
Investments	14,927	17,294
Cash and Cash equivalents	13,905	11,194
Other current assets	2,905	3,753
Other non-current assets	4,334	4,111
<b>Total Assets</b>	<b>84,885</b>	<b>86,472</b>
<b>Liabilities and Shareholders' Equity</b>		
Shareholders' Funds	53,271	56,196
Other current liabilities	25,371	24,057
Other non-current liabilities	6,036	6,006
Minority Interest	207	213
<b>Total Liabilities</b>	<b>84,885</b>	<b>86,472</b>

## CASH FLOW SUMMARY (CONSOLIDATED)

Amount in ₹ million

	FY24	YTD FY25
Net cash provided by operating activities	14,928	3,741
Capex	-2,419	-463
<b>Free Cash Flow</b>	<b>12,509</b>	<b>3,278</b>
Free Cash Flow to Net Income (%)	96%	52%



# OPERATIONAL PERFORMANCE



	Q2 FY24	Q1 FY25	Q2 FY25	QoQ Growth	YoY Growth	In Constant Currency	
						QoQ Growth	YoY Growth
Revenue (USD Mn)	288.1	295.2	306.7	3.9%	6.5%	3.4%	6.3%

## REVENUE BY VERTICAL

	Q2 FY24	Q1 FY25	Q2 FY25	QoQ Growth	YoY Growth
Mobility	33.2%	35.2%	35.5%	4.8%	13.7%
Sustainability	31.3%	30.0%	30.8%	6.5%	4.7%
Tech	35.5%	34.8%	33.7%	0.8%	1.2%

Note: Effective Q1FY25, the business segments have been reorganized and the figures for prior period have been regrouped accordingly.

## REVENUE BY GEOGRAPHY

	Q2 FY24	Q1 FY25	Q2 FY25	QoQ Growth	YoY Growth
North America	55.3%	52.9%	52.5%	3.1%	1.0%
Europe	15.8%	18.1%	18.4%	5.8%	24.4%
India	21.6%	22.0%	21.9%	3.4%	7.9%
Rest of the World	7.3%	7.0%	7.2%	6.3%	4.6%

## REVENUE MIX

	Q2 FY24	Q1 FY25	Q2 FY25
Onsite	40.4%	41.1%	41.7%
Offshore	59.6%	58.9%	58.3%

## REVENUE BY PROJECT TYPE

	Q2 FY24	Q1 FY25	Q2 FY25
Fixed Price	35.8%	36.9%	37.5%
Time and Material Contract	64.2%	63.1%	62.5%

## CLIENT PROFILE

	Q2 FY24	Q1 FY25	Q2 FY25
Number of Active Clients	362	378	373
30 Million dollar +	4	6	7
20 Million dollar +	12	12	13
10 Million dollar +	31	31	33
5 Million dollar +	55	60	60
1 Million dollar +	177	177	176

Client profile is based on LTM (Last Twelve Months) revenue

## CLIENT CONTRIBUTION TO REVENUE

	Q2 FY24	Q1 FY25	Q2 FY25
Top 5 Clients	14.9%	15.0%	15.0%
Top 10 Clients	26.1%	26.3%	26.5%
Top 20 Clients	41.7%	41.3%	41.5%

Client contribution is based on LTM (Last Twelve Months) revenue

## EMPLOYEE STATISTICS

	Q2 FY24	Q1 FY25	Q2 FY25
Total Headcount	23,880	23,577	23,698
Billable	22,366	22,120	22,185
Sales & Support	1,514	1,457	1,513
Voluntary Attrition % (LTM)	16.7%	14.8%	14.3%

## EXCHANGE RATE (USD/INR)

	Q2 FY24	Q1 FY25	Q2 FY25
Period Realised	82.84	83.40	83.90
Period Closing	83.04	83.39	83.80

## INDUSTRY RECOGNITIONS

- Awarded with the **2024 Caterpillar Supplier Excellence Award**, honouring LTTS' commitment to delivering high-quality products and services that support sustainable growth.
- Awarded '**Partner-level Supplier**' status in **John Deere's Achieving Excellence Program** for the fourth time, the highest recognition for quality and service.
- LTTS has been featured among the Top 3 Global pure-play Engineering Services in Everest Group's Engineering Services Top 50 ranking.
- LTTS has been rated as Market Leaders in the 2024 HFS Horizons Report for IoT Service Providers, excelling in comprehensive strategies, global reach, technology partnerships, and transformative solutions.
- LTTS' '**Sampoorna Poshan**' initiative received the **CSR Times Award 2024** for its maternal and childcare programs focused on health monitoring, nutrition support, and reducing infant mortality.

## OTHER HIGHLIGHTS

- LTTS hosted its Investor and Analyst Day 2024 at the Bengaluru campus, bringing together prominent investors and financial analysts from leading brokerages and investment firms in India. The event highlighted LTTS' advanced solutions across its three core business segments: Mobility, Sustainability, and Technology. During the event, LTTS also launched three new offerings — FactoryNext Framework (Sustainability), LTTSDrive (Mobility), and GENIQ (Tech).
- LTTS signed an MoU with PST, Technology (PST), a wholly owned subsidiary of Union Pacific Railroad, to enhance the safety and efficiency of railroads in India and adjacent markets through world-class simulation technology.
- LTTS and Altair jointly established a digital twin CoE to accelerate digital transformation. The CoE will deliver cutting-edge digital twin capabilities to joint customers worldwide, enabling premier digital twin solutions for enhanced innovation and efficiency.

## PATENTS

At the end of **Q2FY25**, the patents portfolio of L&T Technology Services stood at **1,394**, out of which **877** are co-authored with its customers and the rest are filed by LTTS.



## CORPORATE SOCIAL RESPONSIBILITY



As part of its Social Responsibility mandate, LTTS undertook several CSR initiatives throughout the year, with a focus on areas such as Health, Education, Skill Development, Water, Environment and Sports. The key CSR initiatives undertaken in Q2 FY25 include:

### Maximizing Rainwater Harvesting Potential

LTTS, through the “Jal-Sanvardhan Project” has enabled the harvesting of 5.6 million litres of rainwater across five drought-prone villages in Maharashtra’s Nandurabar district. By removing 28,013 cubic meters of silt from water structures, previously incapacitated by decades of accumulation, groundwater levels have risen, allowing farmers to increase crop yields and incomes.



### Empowering Women: “Saksham” Initiative

In Maharashtra’s Nandurabar and Telangana’s Nalgonda districts, LTTS is empowering 290 women through entrepreneurship, training them to produce and sell products crafted from water hyacinth, banana fibre, and bamboo. Additionally, three Self-Help Groups have been formed to introduce these products to markets via digital marketing.



## ABOUT L&T TECHNOLOGY SERVICES

L&T Technology Services (LTTS) is a global leader in engineering and technology services. A listed subsidiary of Larsen & Toubro (L&T), we offer design, development, testing, and sustenance services across products and processes.

**Purposeful. Agile. Innovation.** is how we drive growth across the Mobility, Sustainability, and Tech segments. Our customer base includes 69 Fortune 500 companies and 57 top ER&D companies across industrial products, medical devices, transportation, telecom & hi-tech, and process industries. Headquartered in India, we have over 23,700 employees across 22 global design centers, 30 global sales offices, and 108 innovation labs, as of September 30, 2024.



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