



L&T Infotech

L&T Infotech: Leveraging the Business to IT Connect; Revenues to Touch \$ 1 Bn in 3-4 Years

Chairman Launches New Logo; 1900-seat Software Block Inaugurated

Mumbai, June 11, 2007: L&T Infotech is set to cross the US\$ 1 billion turnover mark in the next three to four years, said Mr. A. M. Naik, Chairman & Managing Director, Larsen & Toubro Limited (L&T), and Chairman of L&T Infotech, while launching the new brand identity for L&T Infotech here today.

In keeping with its aggressive growth plans, the Company inaugurated a new state-of-the-art 1900-seat software development centre at Mahape, Navi Mumbai, today.

Both milestones are part of L&T Infotech's aggressive growth strategy that seeks to cross a turnover of US\$ 1 billion by the next 3 to 4 years, and firmly establish the Company among the top Seven IT companies in India.

L&T-Infotech is uniquely positioned - unlike a pure play IT company, it has the distinct advantage of being able to draw upon the real experience and rich domain knowledge of the various business divisions of the parent company. This enables it to offer superior solutions to its customers.

As part of a comprehensive branding exercise, L&T Infotech has developed a branding strategy that is based on its deep Business-to-IT-Connect. 'We are uniquely positioned to help our clients leverage technology for business benefit' said Mr. A.M. Naik. "L&T Infotech's corporate heritage means that we truly understand business imperatives. We combine this with consistency, repeatability, scalability and dependability to deliver a very powerful offering", he added.



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The new identity for L&T Infotech retains the L&T medallion, but in a contemporary, multi-faceted 3D form. A crisp, italic logotype has been created that communicates agility and growth. The brand's primary colour is a vibrant, optimistic yellow.

Inaugurating the new centre of L&T Infotech, the company's CFO and Member of the Board of Directors of L&T, Mr. Y. M. Deosthalee, said, "The new centre along with the other centres in Chennai and Bangalore, indicate the rapid growth of the Company, and its confidence in its future."

L&T Infotech's new Software Development Centre (Block II) is located on a 5-acre plot adjacent to its existing Software Development Center (Block I) at Mahape, Navi Mumbai, and entailed an investment of Rs. 60 crore. More such centres will come up in Mumbai, Bangalore and Chennai in 2008.

L&T Infotech has consistently achieved 50% growth year on year for the last four years. The company provides a wide spectrum of technology and integrated engineering services to a loyal client base that includes Chevron, Motorola, Freescale, Sanyo, Hitachi and several other leading global players. Mr.V.K. Magapu, Member of the L&T Board and Chief Executive of L&T Infotech said, "L&T Infotech is carving out a niche for itself. It is unique in the sense it is driven by bringing the business domain experience & perspective to IT, and by always exceeding expectations of its customers".

The Company has set itself a target to be a billion dollar company in the next 3 - 4 years. We have already implemented a 5-year strategic plan, running up to 2009-2010", Mr. Naik said.

In FY 2006-2007, the Company clocked a turnover of \$ 287 million and reported a CAGR growth rate of 50 per cent. In fact, the average growth rate of the Company is more than that of most Tier-II IT companies, and is closer to Tier-I companies.



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As a part of its strategic initiative to achieve the \$ 1 billion target, the Company has laid down a road map. Its key features are:

- i) Achieve Customer Delight in all our engagements through a sharper client and vertical focus, strategic Account Management and a robust Global Delivery model, provide near-flawless, consistent and repeatable delivery with Quarter-on-Quarter improvement.
- ii) Provide value-added services to our customers through new / enhanced / differentiated offerings, ensuring maximization of their return on IT systems
- iii) Achieve the status of a ‘Trusted Thought Partner’ with our clients through Consulting services in Architecture and Technology, Quality, Solutions Building, Value Realization and Business Processes.

L&T Infotech will focus on selected verticals such as Banking & Financial Services, Insurance, Manufacturing and Product Engineering Services (Communications and Embedded Systems). Under the Manufacturing vertical, it is focusing on Energy & Petrochemicals, Hi-tech, Auto and Construction Equipment, CPG and Process industries.

The Company believes that these verticals offer tremendous growth opportunities and it should be able to realize its revenue targets easily with its domain-specific offerings and solutions in place.

“Information technology is a major thrust area for the Group. We want L&T Infotech to be one of the most valuable IT companies in India, deriving strength and synergy from its parent,” Mr. Naik stated.
