

LTTS Investor & Analyst Day (IAD) 2021

September 2nd, 2021 | Virtual

About Event:

LTTS hosted its 2021 Investor and Analyst Day on September 2, 2021. It was a virtual summit focused on its key strategic investment areas and its growth roadmap for the next five years. There were presentations by CXOs and business leaders, discussions with customers, virtual lab walk-throughs, and a candid chat between analysts and CXOs.

The theme of the event was engineering at scale, how LTTS is prepared to scale up both its business as well as the engineering programs of its customers.

Event Pic:



Key Take-Aways:

- The demand environment for engineering services has improved. Customers will spend more on technology this decade. The attractiveness of offshoring has increased. LTTS is having good conversations with customers.
- LTTS vision is to be among the Top 5 Pure-Play Engineering Services Providers across the globe by 2025.
- LTTS aspiration is to hit the \$1.5 billion revenue milestone with 18% EBITDA by 2025.
- LTTS has created a '6-Dimensional Glide Path' to scale its 6 Big Bets.
- The Six Dimensions are:
 - Industry-Leading Growth
 - Customer Centricity
 - People Engagement
 - Technology Quotient
 - Sustainable Operating Model
 - Environmental, Social, and Governance.
- The Six Big Bets are:
 - Electric Autonomous Connected Vehicle (EACV)
 - 5G
 - Digital Manufacturing
 - Med Tech
 - AI/ ML in Digital Engineering
 - Sustainability Engineering
- Attrition is the big elephant in the room. LTTS is undertaking measures to keep attrition below industry average.
- Pandemic has made changes in the way of working. One example is LTTS has virtualized its engineering and innovation labs to facilitate a digital demonstration of its capabilities to clients.
- LTTS continues to have strong client relationships and looking forward to growing them further. Out of its top 30 customers, in the majority, it is either the top one or two service providers by spend. Out of world's top 100 R&D spenders, 57 are LTTS customers.

Bottom Line:

The inflection point has reached in the client's willingness to spend in engineering and offshoring, so good days are ahead for engineering service providers. LTTS is all set to capitalize on the tailwind with its \$1.5 Billion aspirations with six big bets. As long as it is able to grow faster than the industry, grow its key accounts and have attrition lower than the industry, we are hopeful of LTTS achieving its vision.