



First Quarter, Fiscal 2027 Investor Release

July 11, 2026



A Larsen & Toubro
Group Company

Table of Contents

Company Overview

4 - 7

Q1 FY27 Performance

8 - 17

Business Highlights

18 - 24

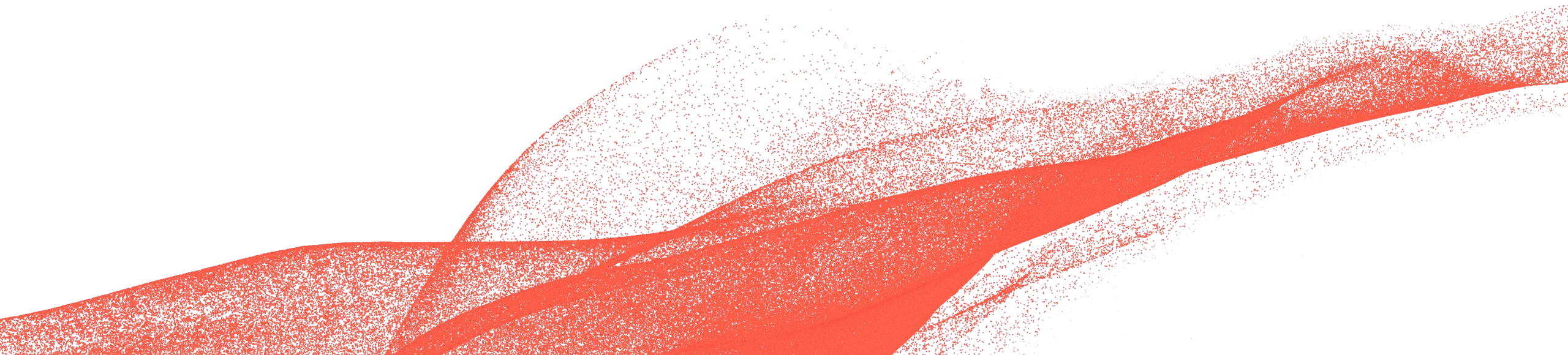
Annexures

25 - 30

Safe Harbor



Certain statements in this release concerning future prospects are forward-looking statements. These statements, by their nature, involve risks and uncertainties that could cause the actual results to differ materially from such forward-looking statements. LTM assumes no obligation to revise or update any forward-looking statements that may be made from time to time by or on behalf of LTM.





Company Overview

LTM: At a Glance

\$4.83 Bn

Revenue

TTM

15.6%

EBIT Margin

TTM

12.7%*

PAT Margin

TTM

\$1.59 Bn

Cash and
Investments

As of 30th June, 2026

\$6.65 Bn

Order Inflow

TTM

700+

World's largest
enterprises are
our active clients

29.8%

Return on Capital
Employed

As of 30th June, 2026

22.0%

Return on Equity

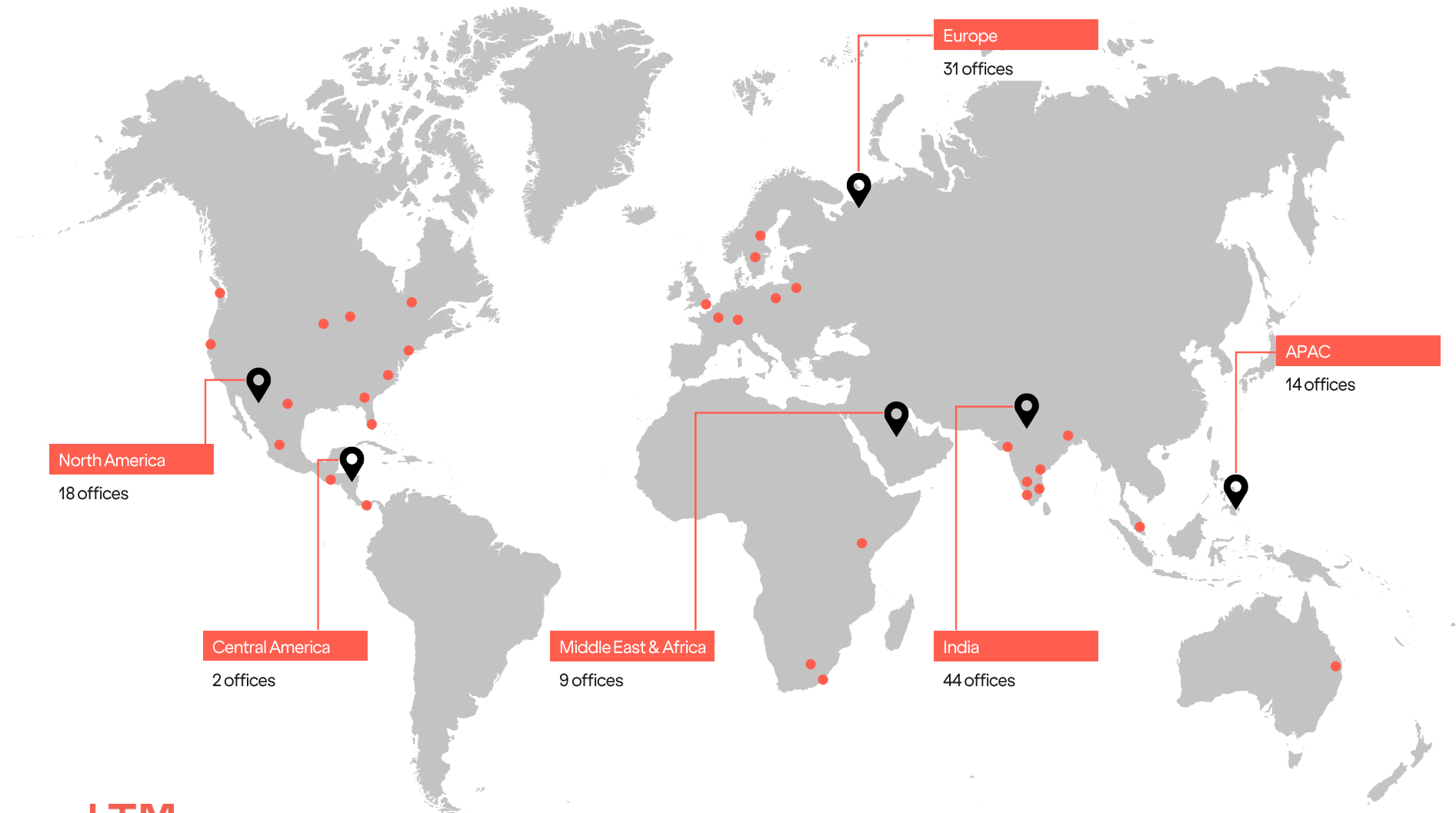
As of 30th June, 2026

TTM: Trailing twelve months

**Excluding exceptional item*

Global Scale for Global Impact

We work globally with a mix of onshore, nearshore and offshore presence.



118
Offices

40+
Countries

87,886
Employees

100+
Nationalities

Our Values

What guides us



Be driven by purpose

We lead with a clear mission to make business creativity work in the real world.



Act with compassion

We build intimacy, warmth, and empathy with stakeholders.



Be future-ready

We enable businesses and communities to flourish by embracing change and reinvention.



Deliver impact

We create tangible results and unlock new possibilities for clients and society.



Q1 FY27 Performance

Q1 FY27 Performance Highlights

\$1,223.5 Mn

USD Revenue

+0.3% QoQ CC Growth

+0.1% QoQ USD Growth

+6.4% YoY CC Growth

+6.1% YoY USD Growth

15.5% EBIT Margin

+40 bps QoQ Growth

+120 bps YoY Growth

\$1.68 Bn

Order Inflow

Revenue, Margin & Bookings

- EBIT at \$190 Mn | **+2.5%** QoQ | **+15.1%** YoY
- Net Profit at \$155 Mn | **+6.7%** QoQ | **+5.3%** YoY
- Order Inflow at \$1.68 Bn | **-0.3%** QoQ | **+3.1%** YoY
- Revenue at ₹1,16,080 Mn | **+2.8%** QoQ | **+18.0%** YoY
- EBIT at ₹17,993 Mn | **+5.3%** QoQ | **+27.9%** YoY
- Net Profit at ₹14,686 Mn | **+9.5%** QoQ | **+17.1%** YoY

Client & People

- Active Clients: **740** • New clients added: **16**
- \$1Mn+ increased by 3 on a YoY basis, total **407**
- \$5Mn+ increased by 11 on a YoY basis, total **170**
- \$10Mn+ increased by 14 on a YoY basis, total **104**
- \$20Mn+ increased by 11 on a YoY basis, total **52**
- \$50Mn+ increased by 1 on a YoY basis, total **15**
- Employees, total at **87,886**
- TTM attrition at **13.3%**
- Utilization (excluding trainees) at **86.4%**

Note: All numbers and comparisons exclude exceptional items.

LTM Q1 Revenue Up 18% YoY to Rs 11,608 Crores; PAT Rises 17.1% YoY EBIT Margin Expands to 15.5%, Up 120 bps YoY



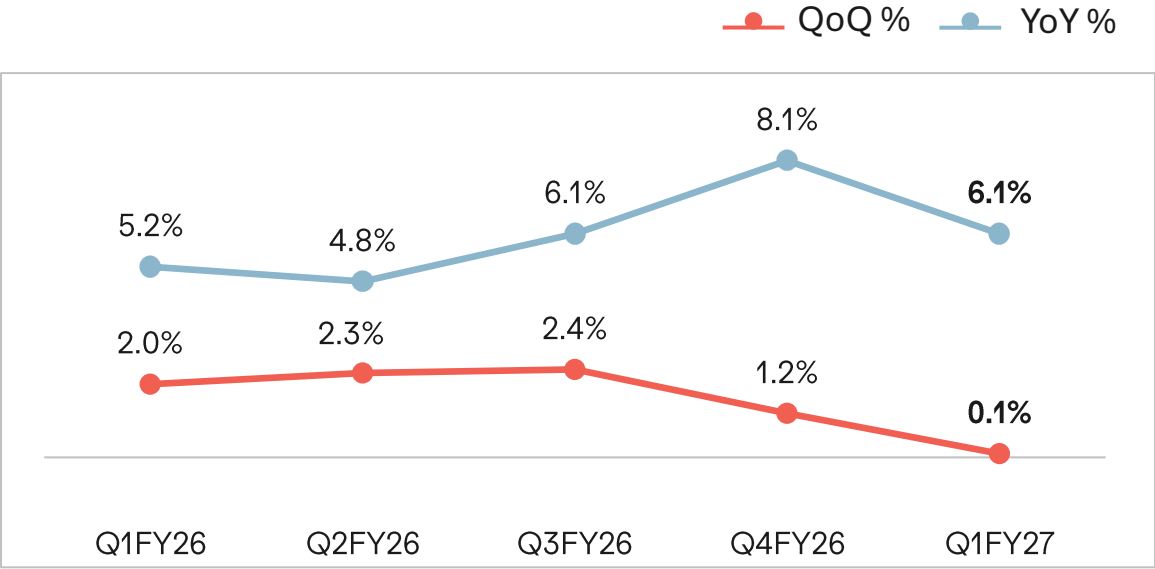
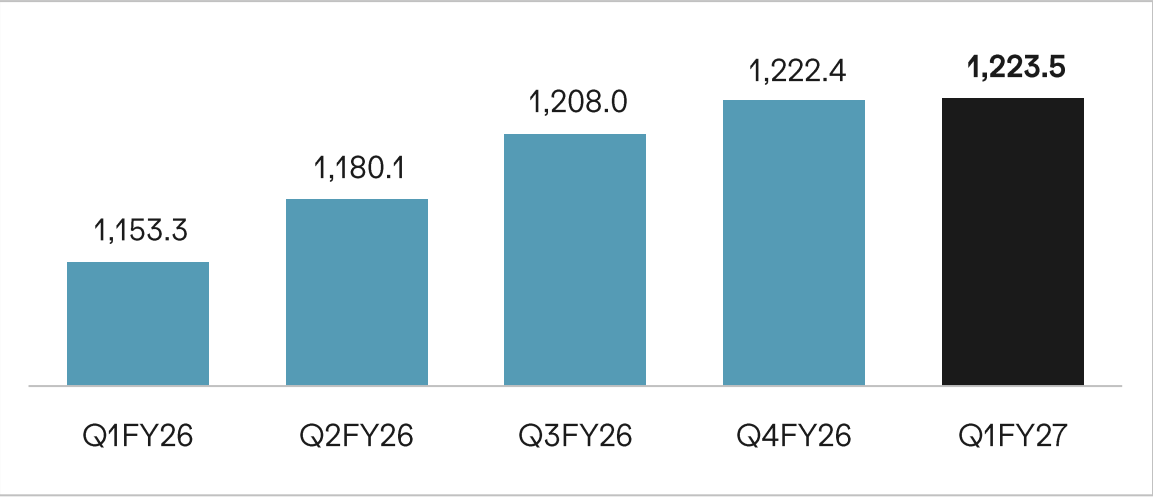
Message from the CEO & MD

“Our Q1FY27 performance reflects the progress we have made in executing our AI-centric strategy and our continued profitable growth journey. Our AI pivot is now producing tangible proof points for clients, visible in the outcomes we are creating and in the size and nature of the engagements we are winning. With a strong order book and healthy pipeline across our industry segments, we are confident that our growth momentum will continue to build through the year.”

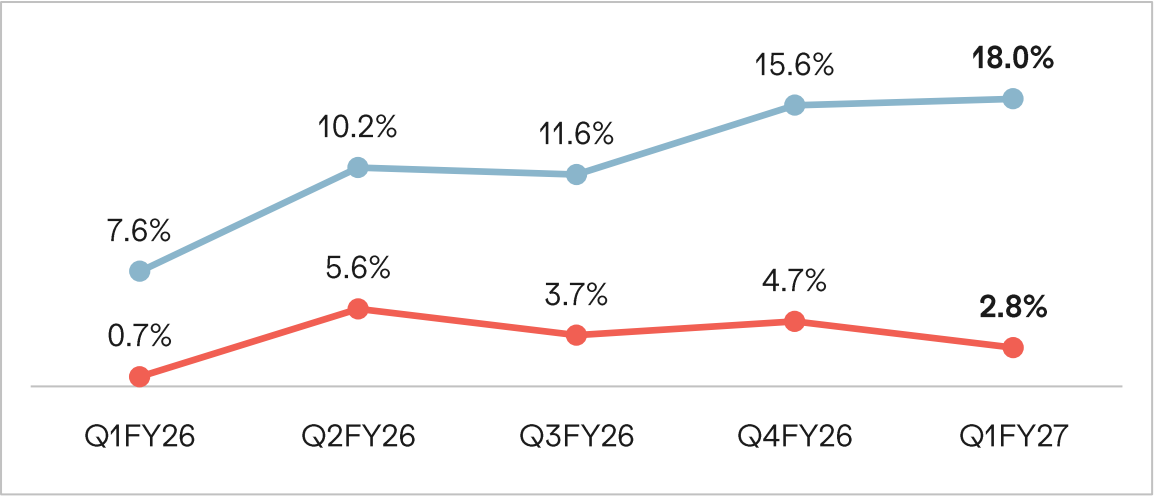
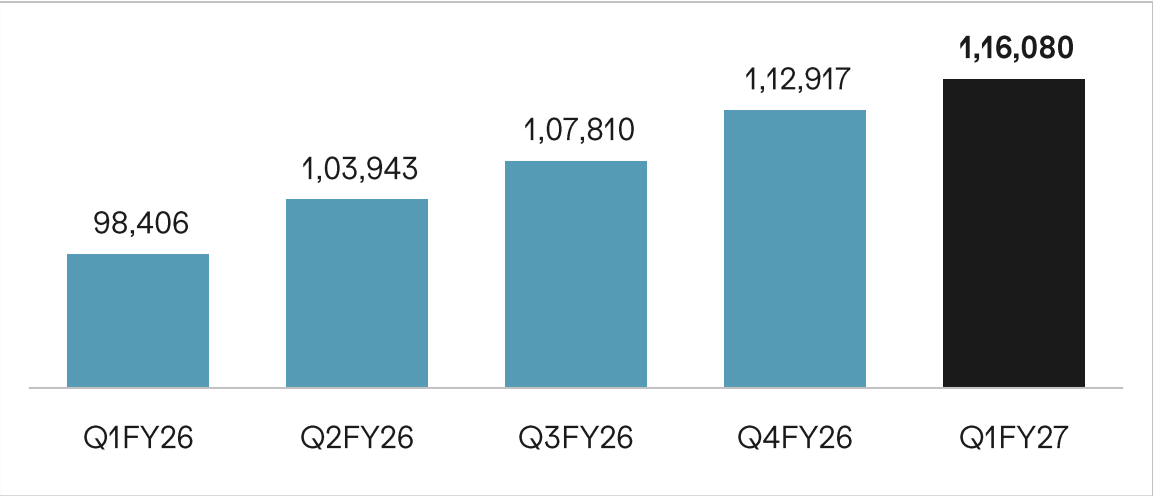
— **Venu Lambu**, CEO and MD

Revenue Growth

Revenue (USD Mn)

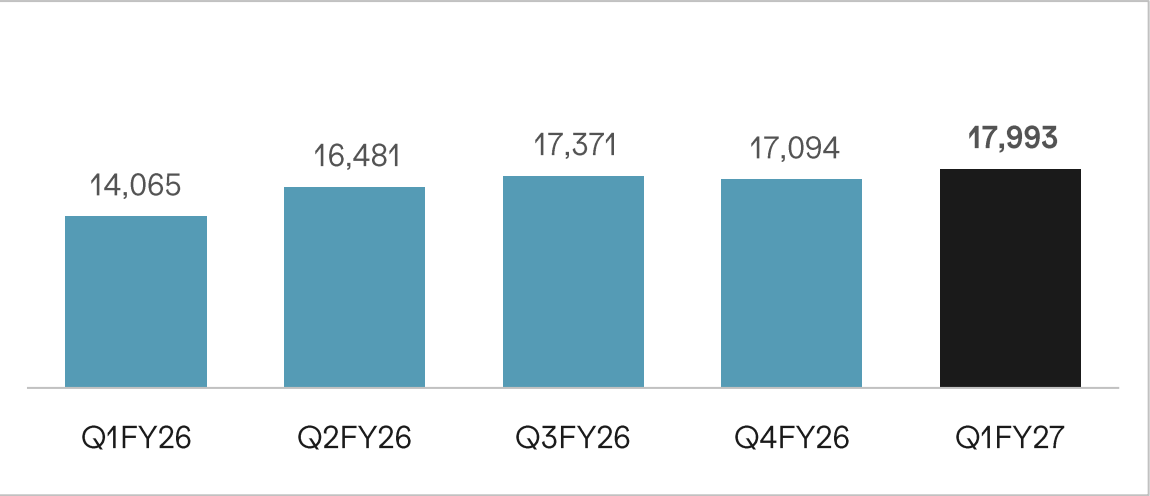


Revenue (INR Mn)

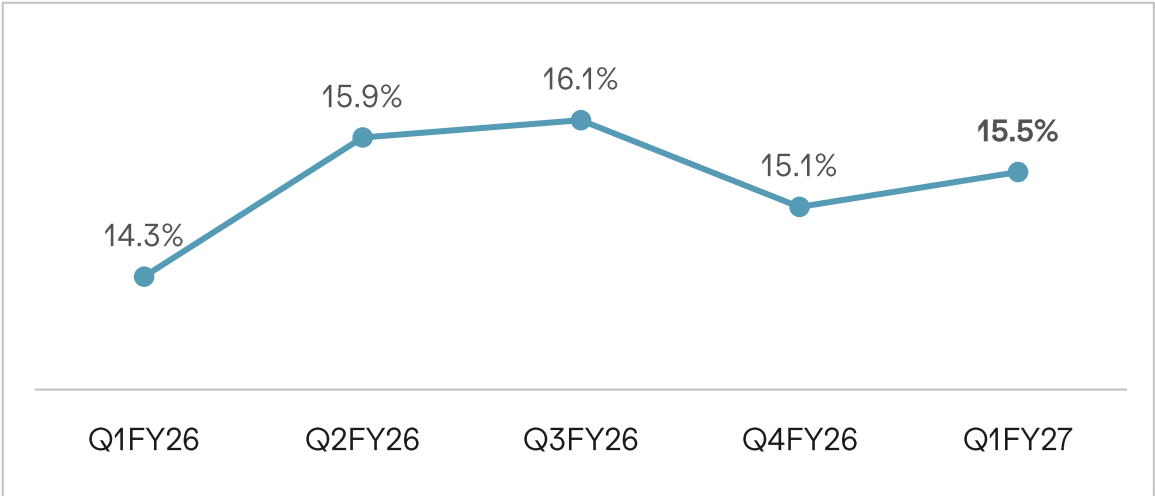


Margin & Profitability

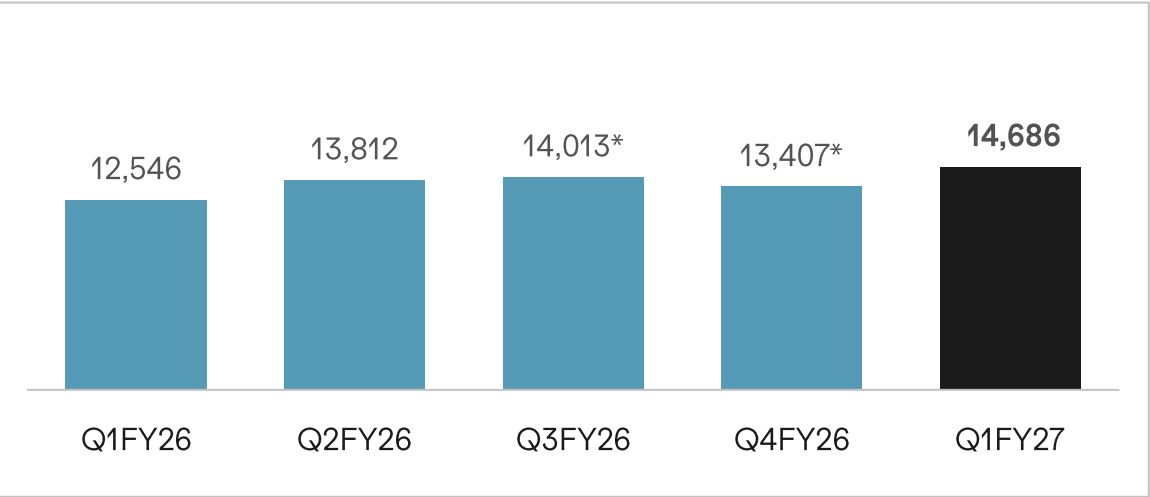
EBIT (INR Mn)



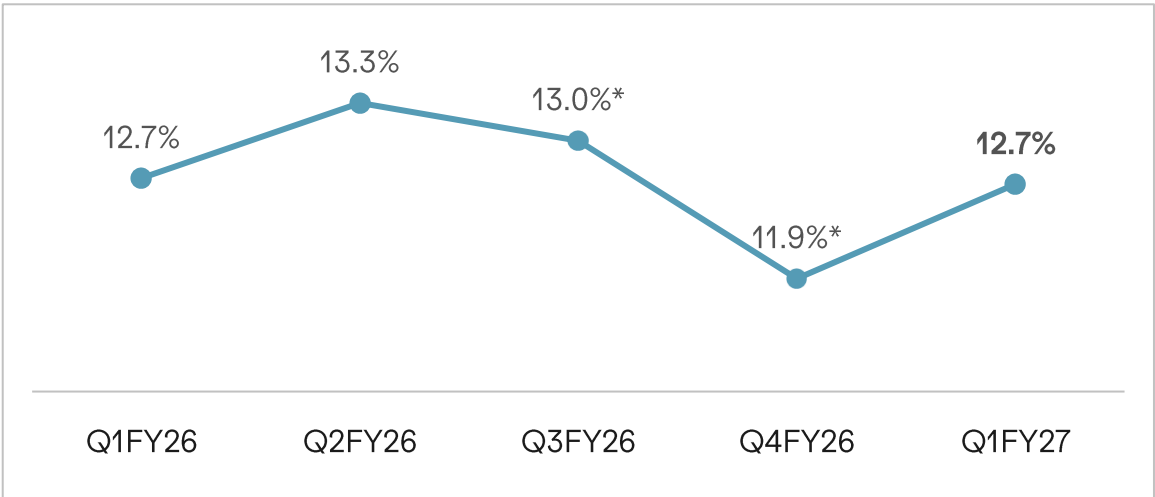
EBIT Margin



PAT (INR Mn)



PAT Margin



Revenue Mix

Industry Segments	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27	QoQ USD	YoY USD	QoQ CC	YoY CC
Financial Services	37.0%	36.2%	35.2%	33.0%	34.0%	3.0%	(2.6%)	3.2%	(2.5%)
Consumer	24.1%	25.7%	25.8%	26.9%	26.6%	(1.1%)	17.3%	(0.7%)	18.2%
Technology & Services	19.3%	18.6%	18.2%	19.4%	20.0%	3.3%	9.7%	3.4%	10.0%
Production	19.6%	19.5%	20.8%	20.7%	19.4%	(6.0%)	5.1%	(5.7%)	5.3%

Geography	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27	QoQ USD	YoY USD	QoQ CC	YoY CC
North America	74.4%	74.2%	72.8%	72.3%	73.9%	2.4%	5.4%	2.4%	5.5%
Europe	14.7%	14.7%	14.8%	15.4%	15.0%	(2.4%)	8.4%	(1.6%)	8.3%
Rest of the World	11.0%	11.1%	12.4%	12.3%	11.1%	(10.0%)	7.5%	(9.4%)	10.4%

Note: During the quarter ended June 30, 2026, the Company reorganised and renamed its reportable segments to better align with customer industry segments. As a result, the reportable segments are now classified as: (i) Financial Services, (ii) Consumer, (iii) Technology & Services, and (iv) Production. The erstwhile Banking, Financial Services & Insurance (BFSI) segment has been renamed Financial Services. Erstwhile Consumer Business has been renamed as Consumer. The Media & Entertainment business has been carved out from the erstwhile Technology, Media & Communications segment and Healthcare, Life Sciences & Public Services businesses are now part of Consumer. The remaining businesses within the erstwhile Technology, Media & Communications segment have been renamed Technology & Services and the erstwhile Manufacturing & Resources segment has been renamed Production. Accordingly, the Company has presented its segment results based on the revised reportable segment structure. Comparative segment information for prior periods has been restated to reflect these changes and to facilitate meaningful period-to-period comparability.

Client Metrics

Active & New Clients	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
Active Clients	741	749	746	751	740
New Clients added	17	23	26	13	16

Clients Contribution	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
1 Million Dollar +	404	402	399	411	407
5 Million Dollar +	159	158	162	164	170
10 Million Dollar +	90	93	97	101	104
20 Million Dollar +	41	45	47	48	52
50 Million Dollar +	14	14	12	14	15
100 Million Dollar +	2	2	2	2	2

Revenue Contribution (%)	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
Top 5 Clients	27.3%	25.3%	24.0%	22.5%	23.5%
Top 10 Clients	34.3%	32.8%	31.7%	30.7%	32.0%
Top 20 Clients	44.5%	43.5%	43.3%	41.6%	42.8%
Top 40 Clients	56.8%	56.1%	56.8%	55.3%	56.1%

Employee Metrics

Particulars	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27	QoQ	YoY
Total Employees	83,889	86,447	87,958	87,950	87,886	(64)	3,997
Software Professionals	78,729	81,355	82,911	83,004	83,185	181	4,456
Sales & Support	5,160	5,092	5,047	4,946	4,701	(245)	(459)
Women Employees %	30.5%	30.8%	30.9%	30.9%	31.1%	20 bps	60 bps
TTM Attrition %	14.4%	14.2%	13.8%	13.3%	13.3%	0 bps	(110 bps)

Effort & Utilization	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27	QoQ	YoY
Onsite Effort Mix	15.1%	14.8%	14.5%	14.2%	14.2%	0 bps	(90 bps)
Offshore Effort Mix	84.9%	85.2%	85.5%	85.8%	85.8%	0 bps	90 bps
Utilization (excl. trainees) %	88.1%	88.1%	86.9%	85.7%	86.4%	70 bps	(170 bps)

Other Metrics

FCF and Cash & Investments (INR Mn)	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
Free Cash Flow (FCF)	7,614	9,993	10,826	10,463	9,218
Cash and Investments	1,28,353	1,39,995	1,45,583	1,54,449	1,50,213

Capital Efficiency	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
Return on Capital Employed Equity (%)	27.9%	27.5%	29.0%	29.2%	29.8%
Return on Equity (%)	22.1%	21.8%	21.0%	21.3%	22.0%

Days Sales Outstanding (DSO)	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
Billed	59	58	62	59	56
Billed and Unbilled	81	82	85	84	85

DSO is based on TTM

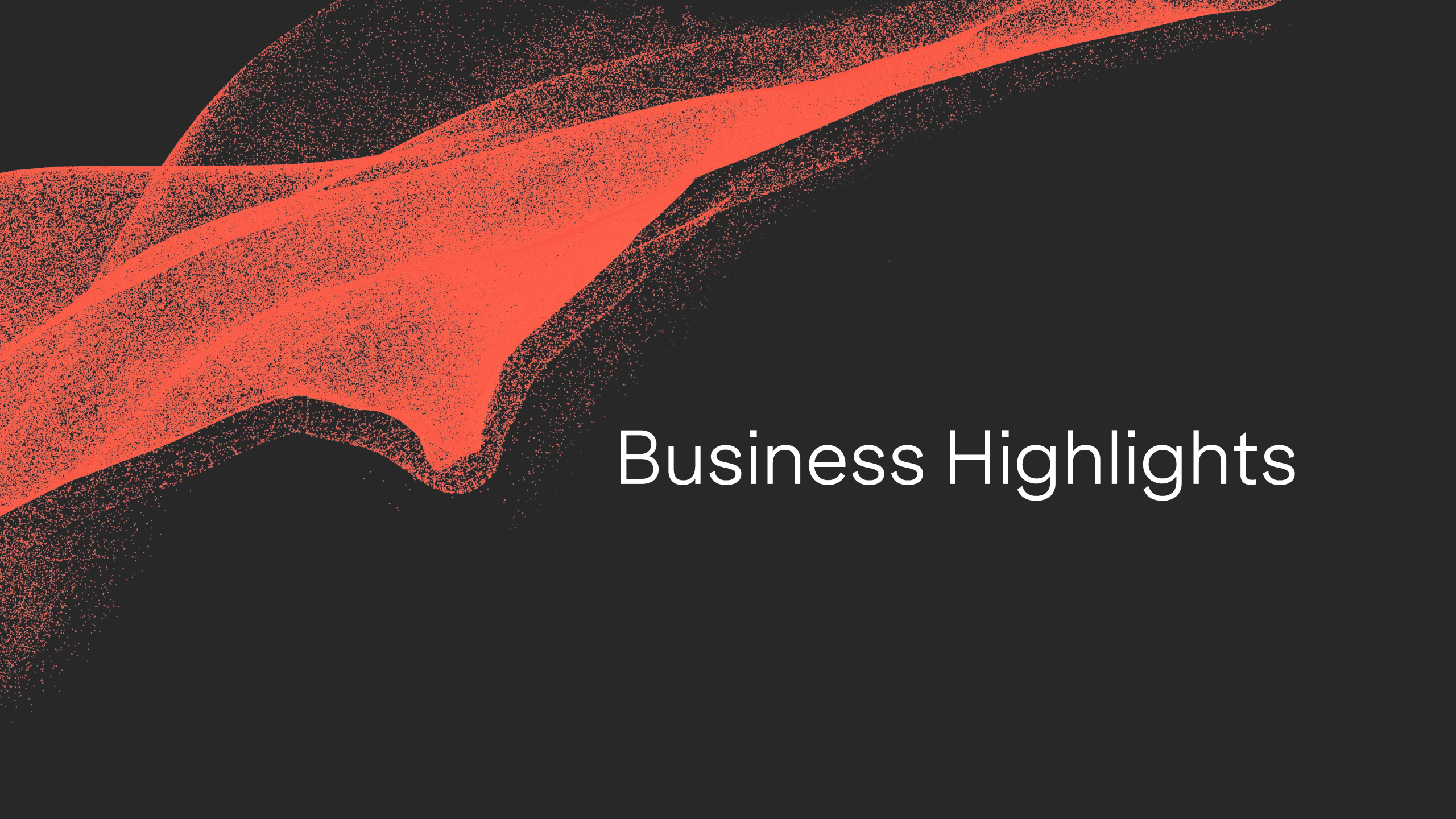
Particulars	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
Order Inflow (USD Bn)	1.63	1.59	1.69	1.69	1.68

Currency Metrics

Revenue by Currency	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
USD	78.0%	78.4%	77.2%	76.9%	78.6%
EUR	7.6%	7.5%	7.6%	7.9%	7.7%
INR	3.9%	3.9%	5.1%	4.6%	3.4%
GBP	2.6%	2.6%	2.7%	2.8%	2.5%
Others	7.9%	7.6%	7.4%	7.8%	7.8%

Exchange Rate (USD: INR)	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
Period closing rate	85.76	88.79	89.88	94.84	94.66
Period average rate	85.33	88.08	89.25	92.37	94.87

Hedges outstanding	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
Value in USD Mn	4,156	4,355	4,372	4,282	5,031
Average USD/INR Rate	89.88	90.71	91.29	92.71	95.17



Business Highlights

Key Deal Wins



A US-based insurance company

Selected LTM to modernize infrastructure operations through an AI-led delivery model, enhancing resilience, stability, and operational efficiency.



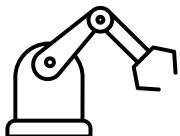
A Global travel management company

Selected LTM to transform its IT operations, application services, and consolidate its infrastructure to an integrated iRun model.



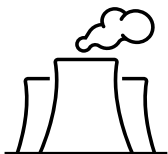
A US Based multinational organization

Selected LTM as a strategic vendor as part of its effort to consolidate its IT services landscape. Through our iRun, iTransform, and Business AI LoB model, we will help them reduce complexity, optimize costs, and accelerate transformation. This is the same large deal we referenced during our Investor Day last month.



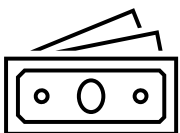
A leading global automotive manufacturer

Has chosen LTM as the transformation partner to consolidate and modernize its technology landscape through an AI-led model, improving operational efficiency and simplifying IT operations



A major global industrial manufacturer of climate and energy solutions

Selected LTM as a strategic data transformation partner to consolidate its federated data ecosystem into a unified enterprise data platform, enabling data monetization, and building a single source of truth.



A US-based financial payments company

Selected LTM to advance its technology transformation agenda through an AI Insights platform, cloud migration, and modernization initiatives.

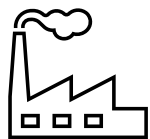
LTM

Key Deal Wins



A European consumer company

Selected LTM to reimagine its existing sales excellence processes and deploy an AI-powered data & decision intelligence platform to improve pricing, promotions, and sales effectiveness.



A global industrial conglomerate

Selected LTM to deploy an AI-driven platform that automates end-to-end proposal management, improving speed, quality, and consistency of client responses.



A leading US leisure travel company

Selected BlueVerse™ Voicing to automate member verification and resolve routine inquiries autonomously.



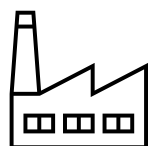
A global financial administration company

Adopted BlueVerse™ Voicing to migrate its customer service operations to an agentic AI-driven Voice & Intent Automation solution



A leading telecommunication company in the middle east

Has entrusted LTM with a managed services contract encompassing cloud infrastructure, application management & data management.



A multinational conglomerate

Has selected LTM as a strategic partner for a multi-year SAP engagement, driving application management services across a complex SAP S/4HANA-centric digital landscape. The engagement spans both run and transformation phases, supporting live environments while enabling future rollouts as part of the client's broader enterprise modernization program.

LTM

Partnerships



Duck Creek



Google Cloud
Partner



Hewlett Packard
Enterprise



Platinum Partner



rubrik



Microsoft



NVIDIA

ORACLE

Partner



Global Elite
Partner

SAP

Global
Partner

salesforce

SUMMIT
PARTNER

servicenow



snowflake

temenos

Tricentis

SOLUTIONS
PARTNER

Partnership Highlights



- + LTM is an early partner in AWS's Agentic Process Transformation (APT) program, a high-visibility initiative with dedicated funding and other incentives that helps convert early-stage AI conversations into a qualified pipeline and scale PoCs to production-grade outcomes.



- + LTM as Microsoft Agent 365 launch partner, is accelerating enterprise AI from pilots to production-scale ecosystems and is among the fastest-growing GSIs in Azure ACR growth.

salesforce

- + LTM is now part of the Salesforce FDE Program, advancing its two-decade partnership with a differentiated blend of business creativity and domain-led AI impact.

LTM



1



2 Partner of the Year Awards



2



Global GSI Delivery Excellence



3



2 Partner of the Year Awards



4



Partner Legacy Award

Awards & Recognitions

Analyst Recognitions

- + Leader in ISG Provider Lens®—Databricks Ecosystem Partners 2026 (Global) for both Modernization and AI/ML Enablement and Managed Data and Optimization Services.
- + Leader in the ISG Provider Lens® SAP Ecosystem 2026 (U.S.) report across multiple quadrants, including SAP S/4HANA System Transformation – Large Accounts, SAP Business AI and Business Technology Platform (BTP) Services, and SAP Application Managed Services.
- + Leader in Avasant’s Oracle Cloud ERP Services 2026 RadarView™.
- + Major Contender in Everest Group’s Agentic Process Automation Solutions PEAK Matrix® Assessment 2026
- + Major Contender in Everest Group’s Google Cloud Services PEAK Matrix® Assessment 2026.
- + Major Contender in Everest Group’s Healthcare Payer Digital Services PEAK Matrix® Assessment 2026.
- + Major Contender in Everest Group’s Guidewire Services PEAK Matrix® Assessment 2026.
- + Enterprise Innovator in HFS Horizons’ Data Modernization & AI 2026.
- + Enterprise Innovator in HFS Horizons’ SAP S/4 HANA Transformation Services 2026.
- + Enterprise Innovator in HFS Horizons’ Global Capability Center Services 2026.

Other Awards

- + Received two prestigious honors – Excellence in Financial Reporting and Excellence in Crisis Management at the BW CFO World Awards 2026.
 - + Golden Peacock Award for Excellence in Artificial Intelligence 2026, recognizing our leadership in enterprise-scale AI adoption and innovation through our BlueVerse™ ecosystem.
-
- + Recognized as the winner of the CII Award for Excellence in Disability Inclusion 2026 in the Emerging Category: Rising Star.
 - + Received Financial Express HR Awards 2026 for the second consecutive year.

ESG Highlights

CRISIL ESG Rating FY26

Core ESG Score

83

CRISIL ESG Score

77

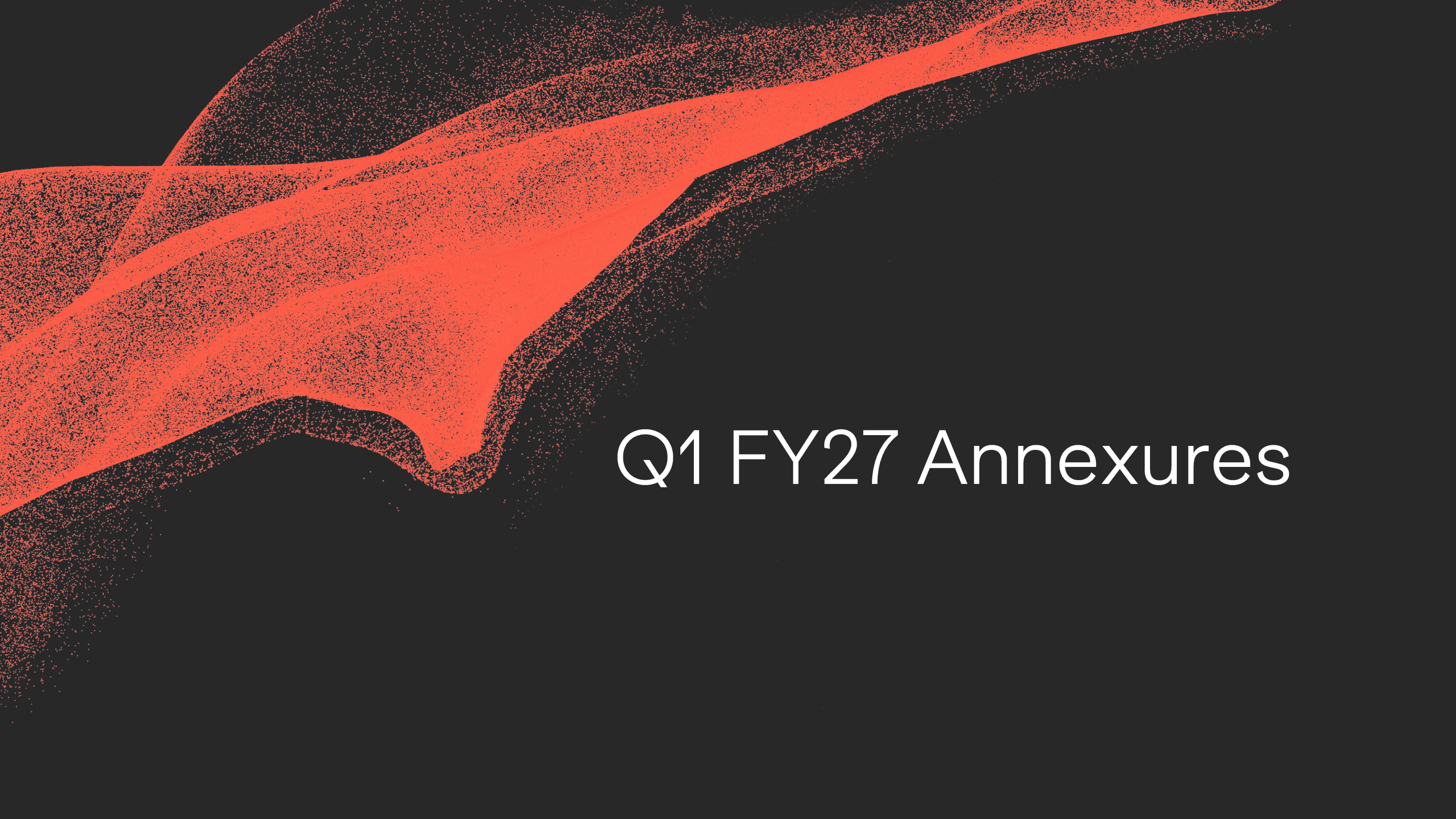
Leadership Category,
CRISIL's highest ESG recognition tier.

Environmental Initiatives

- + ISO 50001 framework established, with an energy management system in place; Energy policy signed by the CEO.
- + Restored 152 acres, created 4 farm ponds and 4 water structures, generating 2+ crore litres of water storage capacity.
- + Subsoil water initiative reduced freshwater purchase by ~35 KL/day through rainwater harvesting and groundwater recharge.

Social Initiatives

- + Enrolled 107 rural youth in vocational courses including Sewing, Beauty Therapy, and Advanced Welding through AM Naik Technical Training Centre.
- + On-site physiotherapists introduced across India facilities, providing musculoskeletal care, posture screening and ergonomics support.
- + 350+ STEAM sessions, 80+ experiential activities and 300+ student-led experiments/projects covering Robotics, Coding, AI, Electronics, Arduino, VR, and Digital Tools for 12,700+ students across 80+ schools.



Q1 FY27 Annexures

Revenue Summary

In USD Mn	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
Revenue	1,153.3	1,180.1	1,208.0	1,222.4	1,223.5
QoQ Growth %	2.0%	2.3%	2.4%	1.2%	0.1%
YoY Growth %	5.2%	4.8%	6.1%	8.1%	6.1%
Constant currency QoQ Growth %	0.8%	2.4%	2.4%	1.2%	0.3%
Constant currency YoY Growth %	4.4%	4.4%	5.2%	7.0%	6.4%

In INR Mn	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
Revenue	98,406	1,03,943	1,07,810	1,12,917	1,16,080
QoQ Growth %	0.7%	5.6%	3.7%	4.7%	2.8%
YoY Growth %	7.6%	10.2%	11.6%	15.6%	18.0%

Income Statement

Amount in INR Millions

Particulars	Q1 FY26	Q4 FY26	Q1 FY27	Growth (%)	
				QoQ	YoY
Revenue	98,406	1,12,917	1,16,080	2.8%	18.0%
Direct Cost	69,807	81,565	83,620	2.5%	19.8%
Gross Profit	28,599	31,352	32,460	3.5%	13.5%
SG&A Expenses	12,105	11,622	11,854	2.0%	(2.1%)
EBITDA	16,494	19,730	20,606	4.4%	24.9%
Depreciation and Amortization	2,429	2,636	2,613		
EBIT	14,065	17,094	17,993	5.3%	27.9%
Forex Gains/ (loss)	1,291	(786)	(2,664)		
Other Income	2,630	2,533	5,218		
Finance Cost	724	653	763		
Exceptional Item	-	(622)	-		
Provision for Tax	4,716	4,937	5,098		
Effective Tax Rate%*	27.3%	26.3%	25.8%		
PAT	12,546	13,407**	14,686	9.5%	17.1%
EPS – Basic ₹	42.3	45.4**	49.5		
EPS - Diluted ₹	42.3	45.4**	49.4		
Margin %					
Gross	29.1%	27.8%	28.0%		
EBITDA	16.8%	17.5%	17.8%		
EBIT	14.3%	15.1%	15.5%		
PAT	12.7%	11.9%**	12.7%		

*Effective Tax Rate = Tax / PBT

**The above PAT and EPS excludes exceptional item. Including the same, Q4 FY26 PAT stood at ₹13,873 million, with a margin of 12.3%, and diluted EPS of ₹46.9.

Cash Flow Statement (1/2)

Amount in INR Millions

Particulars	Q1 FY26	Q4 FY26	Q1 FY27
Cash flow from operating activities			
Net profit after tax	12,546	13,872	14,686
Adjustments for:			
Depreciation and amortisation	2,429	2,636	2,613
Income tax expense	4,716	4,938	5,098
Others	(2,192)	(1,217)	(4,071)
Operating profit before working capital changes	17,499	20,229	18,326
Changes in working capital (net)	(4,343)	(2,655)	(3,602)
Cash generated from operations	13,157	17,574	14,724
Income taxes	(2,827)	(4,208)	(3,157)
Net cash from operating activities	10,329	13,366	11,567
Cash flow from investing activities			
(Purchase)/ Sale of assets	(2,715)	(2,904)	(2,349)
(Purchase)/ sale of investments	4,930	(5,509)	4,784
Investment in Joint Venture	(439)	-	-
Dividend Income	-	50	30
Interest received	887	1,803	1,714
Net cash from investing activities	2,663	(6,560)	4,179

Cash Flow Statement (2/2)

Amount in INR Millions

Particulars	Q1 FY26	Q4 FY26	Q1 FY27
Cash flow from financing activities			
Shares issued on exercise of employee stock options	3	6	3
Proceeds from/(repayment) of borrowings	(10)	-	-
Movement in CSA Deposit received/(paid)	(496)	(2,192)	823
Interest paid	(314)	(244)	(284)
Interest paid on lease liabilities	(412)	(408)	(425)
Dividend paid	(13,333)	-	(15,714)
Payment towards Lease liability	(910)	(973)	(1,132)
Net cash from financing activities	(15,472)	(3,811)	(16,729)
Effect of exchange differences on translation of foreign currency cash & cash equivalents	652	592	(142)
Net increase/(decrease) in cash and cash equivalents	(1,828)	3,587	(1,125)
Cash and cash equivalents at period beginning	20,623	19,724	23,311
Cash and Cash equivalents as per Balance Sheet	18,795	23,311	22,186

Balance Sheet

Amount in INR Millions

Particular	As at March 31, 2026	As at June 30, 2026
ASSETS		
Non-Current Assets		
Property, Plant and Equipment	20,921	20,547
Right of Use Assets	20,783	22,016
Capital work-in-progress	9,171	10,012
Goodwill	12,923	12,860
Other Intangible assets	1,629	1,470
Intangible assets under development	52	58
Financial Assets		
Investments	5,322	3,990
Other Financial Assets	4,097	3,464
Deferred tax assets	9,518	7,508
Tax Assets	3,462	3,446
Other non-current assets	7,110	7,290
Total Non-Current Assets	94,988	92,661
Current Assets		
Inventories	33	28
Financial Assets		
Investments	1,20,355	1,19,045
Trade receivable	74,248	70,746
Unbilled Revenue	20,468	25,242
Cash and Cash Equivalent	23,311	22,186
Other Bank Balances	4,813	7,892
Other Financial Assets	4,482	4,083
Income Tax Assets (net)	18	15
Other current assets	29,244	29,859
Total Current Assets	2,76,972	2,79,096
TOTAL ASSETS	3,71,960	3,71,757

Particular	As at March 31, 2026	As at June 30, 2026
EQUITY AND LIABILITIES		
Equity		
Equity Share capital	296	296
Other Equity	2,39,954	2,45,041
Non-controlling interests	827	856
Total Equity	2,41,077	2,46,193
Liabilities		
Non-Current Liabilities		
Financial Liabilities		
Financial Liabilities – Others	13,397	9,218
Financial Liabilities - Lease liabilities	18,959	20,077
Deferred tax liabilities	475	862
Provisions	215	221
Total Non-Current Liabilities	33,046	30,378
Current Liabilities		
Financial Liabilities		
Financial Liabilities - Lease liabilities	4,141	4,232
Trade Payables	20,610	21,499
Due to micro & small enterprises	451	235
Due to others	20,159	21,264
Other Financial Liabilities	32,898	26,366
Other Liabilities	27,098	27,818
Provisions	11,741	12,320
Current Tax Liabilities (Net)	1,349	2,951
Total Current Liabilities	97,837	95,186
TOTAL EQUITY AND LIABILITIES	3,71,960	3,71,757

Earnings Conference Call



Date

Saturday,
July 11, 2026



Time

20:00 hours IST



Format

Brief management
discussion
followed by Q&A



Registration Link

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About LTM

LTM is an AI-centric global technology services company and the Business Creativity partner to the world's largest and most disruptive enterprises. We bring human insights and intelligent systems together to help clients create greater value at the intersection of technology and domain expertise. Our capabilities span integrated operations, transformation, and business AI — enabling new ways of working, new productivity paradigms, and new roads to value. Together with over 87,000 employees across 40 countries and our global network of partners, LTM — a Larsen & Toubro company — owns business outcomes for our clients, helping them not just outperform the market, but to Outcreate it. Read more at LTM.com.

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It's time to
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