



“L&T Technology Services Limited”

July 18, 2023

Management:

Mr. A. M. Naik, Chairman
Mr. S. N. Subrahmanyam, Vice Chairman
Mr. Amit Chadha, CEO & Managing Director
Mr. Abhishek Sinha, COO & Whole-Time Director
Mr. Alind Saxena, President Sales & Whole-Time Director
Dr. Keshab Panda, Non-Executive Director
Mr. Narayanan Kumar, Independent Director, Chairman of
Nomination & Remuneration Committee
Mr. Sudip Banerjee, Independent Director, Chairman of Corporate
Social Responsibility Committee
Ms. Apurva Purohit, Independent Director, Chairperson of
Stakeholders Relationship Committee
Mr. R. Chandrasekaran, Independent Director, Chairman of Risk
Management Committee
Mr. Luis Miranda, Independent Director, Chairman of Audit
Committee
Ms. Aruna Sundararajan, Independent Director
Mr. Rajeev Gupta, Chief Financial Officer
Ms. Prajakta Powle, Company Secretary and Compliance Officer

Moderator: Over to you Chairman Sir.

A. M. Naik: Thank you. Dear shareholders, good afternoon. I welcome you all to the 11th Annual General Meeting of L&T Technology Services Limited. I have been informed that based on registration received from the shareholder for AGM, the requisite quorum for AGM is present and now I call the AGM to be in order.

Let me introduce my colleagues on the board who have joined the meeting through VC with me from Landmark office Mumbai. Mr. S. N. Subrahmanyam, Vice Chairman; Mr. Amit Chadha, CEO & Managing Director; Mr. Abhishek Sinha, COO & Whole-Time Director; Mr. Alind Saxena, President, Sales & Whole-Time Director; Dr. Keshab Panda, Non-Executive Director; Mr. Narayanan Kumar, Independent Director, Chairman of Nomination & Remuneration Committee; Mr. Sudip Banerjee, Independent Director, Chairman of Corporate Social Responsibility Committee; Ms. Apurva Purohit, Independent Director, Chairperson of Stakeholders Relationship Committee; Mr. R. Chandrasekaran, Independent Director, Chairman of Risk Management Committee, he is attending this meeting from Chennai. Mr. Luis Miranda, Independent Director, Chairman of Audit Committee; Ms. Aruna Sundararajan, Independent Director.

The Key Managerial Personnel attending this AGM are Mr. Rajeev Gupta, Chief Financial Officer and Ms. Prajakta Powle, Company Secretary and Compliance Officer. I wish to inform that all the directors are attending this AGM.

The statutory auditors and the sectorial auditors have joined this meeting. Since the meeting is through electronic means, no proxies are allowed to attend the meeting. The documents and the other statutory register, as required by law, are made available for electronic inspection to the members of their request.

I now request the Company Secretary to announce the requisite instruction to the members of the company.

Prajakta Powle: Thank you Chairman Sir. Good afternoon, Dear shareholders. Ministry of Corporate Affairs and Securities and Exchange Board of India by their respective circulars have allowed all companies to hold their AGM through video conferencing or other audio-visual means up to September 30, 2023. Accordingly, this AGM is being held through video conferencing.

Further, as per the said circulars, companies are also exempted from the requirement of sending physical copies of annual report for the financial year 2022-23 to their shareholders. Accordingly, the annual reports of the company for financial year 2022-23 have been sent only by electronic means to all those shareholders whose email IDs were registered with the company or depositories.

Now a few instructions about the AGM. All the members joining this meeting have been kept on mute by default. Once the question and answer session starts, the names of the shareholders who have registered as speaker shareholders will be announced one by one. Once your name is

announced, you will need to unmute your microphone. Kindly restrict your queries or comments to three minutes to allow maximum participation by shareholders.

The speed and working of audio-video mode for joining a meeting by the members would depend on the internet capacity available at the members' end. For any queries relating to attendance or e-voting at the meeting, members can contact the toll-free helpline number of NSDL and CDSL as mentioned in the notice of the AGM. Thank you.

I now hand over to Chairman sir.

A. M. Naik:

Dear shareholders, good afternoon. On behalf of the Board of Directors of the L&T Technology Services, I welcome you to our 11th annual general meeting. This was a year of multiple milestones for your company. We crossed \$1 billion revenue run rate for the first time and surpassed Indian INR 1,000 crores in annual profit. We surpassed 1,000 patent filing and successfully closed our largest acquisition to date.

Our global workforce topped 22,000 at the end of the fiscal year as LTTS has continued to expand its footprint with new engineering centers in Poland, France, Canada and the U.S. The icing on the cake is that LTTS now attracts considerable interest on the Bombay Stock Exchange ticker and is talked about by leading analysts and business journalists.

These achievements assume even greater significance when viewed against the backdrop of ongoing global macroeconomic volatility and supply chain disruption. Your company's continued success reaffirms its credentials as India's largest pure-play technology services provider.

Worldwide economic scenario are improving and organizations are looking for new ways to leverage emerging technologies. I feel the technology and innovation-led initiative will be the driving force for sustained growth and inclusive development worldwide.

Our six big bets, electric, autonomous and connected vehicles, next generation communication, AI and digital products, digital manufacturing, medical technology, and sustainability, hold a lot of promise and should power us towards our targets, attracting significant customer traction across geographies, combined with our multi-vertical expertise and cross-pollination and capabilities.

LTTS's expanding family of young engineers are playing a key role in driving customer success worldwide. LTTS's 1 billion revenue run rate is the sum of several multi-million dollar deal wins across the segment. We have a large deal pipeline across several key areas, including energy transition, electrification, and digital and new age technologies.

Major deal wins were recorded during the years in the automotive, in foreign-bank domain, aerospace, 5G and next-generation communication. In rupee terms, LTTS revenues and net profits for the year rose by 22% year-on-year and we recorded the highest ever EBIT margin of 18.5% and the future looks promising.

Industry analysts today are predicting a rapid expansion in global demand for digital engineering services and LTTS as the nation's number one theoretically digital engineering and R&D service company is well poised to deliver on the evolving customer expectation. The analyst community continues to rate your company as a leader across multiple technology domains, including AI, digital engineering, 5G, and semiconductor.

With discussion around generative AI increasingly taking center stage, I feel it is up to us to leverage new opportunities in this direction. While concerns have been raised on the impact of AI on employment, I remain a firm believer in the power of technology to ultimately do good.

Over the past few years, your company has been successful in developing AI frameworks for the manufacturing and industrial sector. It will continue to expand its machine learning, library and natural language processing capabilities with an aim to become one of the global leaders in the industrial AI.

The acquisition of SWC, our largest still date, will help unlock new synergies and drive growth across the geographies. As you are aware, the acquisition was close at the start of the current fiscal. Subsequent performance across the geographies provides reassurance of a robust future outcome.

We are now sharpening our focus on new labs and cutting-edge infrastructure. This includes market investment in emerging technologies as exemplified in the over 100 innovation labs we have set up worldwide. Our investment covers industry-leading EV and 5G connectivity labs and state-of-the-art digital manufacturing centers.

Across India and the U.S., LTTS accomplishment as a leading engineering services major would not have been possible without the active contribution of my respected colleagues on the board, the vibrant LTTS team led by our CEO and Managing Director Mr. Amit Chadha and supply chain partners, I express my gratitude to them. I also take this opportunity to thank you, our valuable shareholders, for your continuous trust in us. I wish you and your families a safe, healthy and prosperous future. Jai Hind.

We are now having the annual report and the notice convening the 11th General Meeting were already described through electronic means. With your permission, I suggest that the notice be taken as read. The independent auditor's reports on the company's consolidated and stand-alone financial statement for the financial year 2022-23 are unqualified.

With your permission, I take the report as read. I now request the Company Secretary to explain the process in e-voting on the resolution.

Prajakta Powle:

Thank you Chairman Sir. The company had provided the facility of remote e-voting to members for casting their votes on the resolutions as set out in the notice conveying this AGM. The facility to cast votes remotely was made available from July 15, 2023 till July 17, 2023 between 9 am and 5 pm.

All those members who have not yet cast their votes remotely may do so now during the course of the AGM through the e-voting system. Members who have already voted through remote e-voting shall not be eligible to participate in the e-voting process today. However, they can participate in the AGM.

The facility for e-voting shall also be made available for 15 minutes after the conclusion of this meeting. Mr. Alwyn D'Souza, Practicing Company Secretary has been appointed as the scrutinizer to scrutinize the e-voting process in a fair and transparent manner. The results will be declared within two working days based on the scrutinizer's report and the same will be published on the company's website and the website of NSDL and will also be uploaded on NSE and BSE websites.

Handing over back to Chairman Sir, please.

A. M. Naik:

With the permission of the members, may I now move the resolutions by calling the brief description of the resolution. Since the meeting is through electronic mode, no proposing and seconding of resolution will be required. Combined results of remote e-voting and e-voting during the meeting of the resolution will be considered for approval of the resolution.

Resolution number one, Adoption of Audited Financial Statement of the company for the financial year ended March 31, '23 and reports of the board of directors and auditors thereon and the audited consolidated financial statement of the company for the financial year ended March 31, '23 together with the reports of the addition of the auditors thereon.

Resolution number two, declaration of final dividend for the financial year ended 31st March, '23 amounting to 30 per equity share. Earlier an interim dividend of 15 per share was paid during '22-'23. Thus, the total dividend for the year is INR45 per share.

Resolution number three, Appointment of Mr. Keshab Panda as the Director liable to retire by rotation.

Resolution number four, Appointment of Mrs. Aruna Sundararajan as an Independent Director of the company.

Resolution number five, Appointment of Mr. Alind Saxena as the President, Sales and Whole-Time Director of the company.

The e-voting window has already been activated for allowing the members to vote during the AGM. Members are requested to vote by clicking on the e-voting icon visible on your screen.

Now I shall be glad to address any question or observation from the shareholders and I request all the shareholders to restrict their comments and be brief. I shall now be calling out the names of each registered speaker. First it is Priyanka Chavan.

Moderator:

Thank you very much sir. May we request Ms. Priyanka Chavan, speaker number one, to please accept the prompt on your screen, unmute your audio and video and ask your question.

Priyanka Chavan: Thank you. Hello sir and good evening to everyone on the board. Firstly, thank you for giving me this opportunity. I want to start by congratulating the board on this splendid performance last year. And I must say that the annual report of FY 22-23 has turned out extremely well. I like the cover page of the annual report which says beyond the billion. And it actually shows where the company is heading and it boosts our confidence in the company.

Sir, I have two questions. One being, LTTS is an e-R&D company. So I just want to understand how much is the company spending on R&D as a percentage to the total revenue. And second, I want to understand, has the company filed any patents in the last year and are all these patents solely held by the company? Thank you, sir.

A. M. Naik: Can you repeat question number two?

Priyanka Chavan: Yes sir, question number two is has the company filed any patents in FY '23 and are all these patents only held by LTTS?

A. M. Naik: All the patents resigned.

Priyanka Chavan: Thank you so much.

A. M. Naik: During FY '23 the company has filed 222 patents which takes the company's patent portfolio over 1000. Out of 222, 100 is proprietary and 122 are co-authored. The company has incurred INR19 crores, 0.2% of total revenue for research and development and is planning to increase even more in coming years. Second is Gautam Tiwari.

Moderator: Thank you sir. Mr. Gautam Tiwari, request you to please accept the prompt on your screen. You will get an option to unmute your audio and video. Please do that.

Gautam Tiwari: Sir, again very very happy to see you sir. This is just one more year of grand success. The way you have explained about the company, we felt very happy. Some of the information which I wanted really I got it from the horse's mouth right from your end and we are very happy about the way company is doing and we have been leader in so many ways our digitally and globally also in many ways. So for which we feel very proud of being with you sir.

Sir as such good evening my dear honorable very very popular Chairman sir Amit – A. M. Naik, our Vice Chairman also, then our CFO, Rajeev Gupta, Mr. Amit, our CEO, MD, and other eminent and highly dignified Board of Directors, our team, LTTS, and my respected fellow shareholders, myself, Gautam Tiwari, I am participating at this AGM from Mumbai.

Sir, dear sir, I would like to thank the company for paying INR45 as dividend. Sir, received annual report and notice well in time and very informative and transparent. We have found this and we are very happy that the secretarial department is doing very good service, investor service and investor care.

So out of 269 complaints, all have been resolved satisfactorily. This shows the care that the company is taking of the investors and stakeholders. And sir even the, our CSR activities are

very good, for which we are very happy because we also get that puny which the company is doing through CSR activities to the community and society.

And thereafter, sir, our RTA is doing good service, NSDL service is good, Zoom's technical people are giving very good service. We are really thankful to each and every member of relevant departments for giving dedicated and committed a noble service and thank the management rather for providing such good service providers.

Sir, our investment is very much safe and rewarding in your hands, that is what we find. And we are really proud of being a shareholder of not only this company, of all your group companies also. Sir, we support as usual, we support the appointments and reappointments of all directors on board and heartily support all resolutions for which we have voted in advance by remote voting.

Dear Sir, a few queries which I have got in mind which I am sure you would like to get clarification from. But Sir, I have to ask you a question, I have to make a question mark, so in order to understand and improve my understanding, I would like to know sir, first, what is our company's capex plan and roadmap for this year and the next that you have got in your mind?

Sir, secondly, when can we achieve our target of USD1 million? Sir, who are our very big competitors in the global market? Sir, how much is the profit earned and revenue collected from global clients? How many key clients have left us during the year and how many new clients have joined us?

Sir, what are the sustainability steps taken by our company? Sir, what is the status of our 5G business right now as we see? And sir, what is your budget for current year's R&D and CSR expenditures? Sir, as usual, what is now attrition rate? I would like to know the number of physically challenged employees if we have got any sir and sir rest all is very good.

Sir, I would like to say one thing to you sir. It is a small thing. It is a small poem. What you have done, you have worked hard with honesty. Sir, you have worked hard with honestly brought the company to this level. Your victory has increased our morale day by day.

For which we are very grateful to you, Sir. I wish each and every member of the entire Board of management, all employees, staff and all those who are connected with the shareholders, stakeholders, investors, a very happy, healthy, wealthy and shining future and long life and peaceful life, along with the bright future as it is there already with the company, which are all the companies in the days to come. Once again, I wish you all the best, along with the best of the future in your hands. Thank you very much for patiently listening. Jai Hind, Jai Bharat, Jai Bharat. Thank you very much.

A. M. Naik:

Let me reply you comprehensively that number of differentially abled employees we have in '23. The company takes resources on third-party contract as and when need be. At the end of '23, we had had 1,300 third-party resources. Total strength of the company is 22,378 and the female employees are 22.5% and the average of the employees 32 years.

Attrition rate you ask, FY '23 was high 22.2%, but due to continuous effort towards employee engagement and professional enrichment, the company has been able to already reduce the attrition to 19%. It is further coming down as we can see in the first quarter result, I mean at the end of completion of the first quarter and I think the average of the attrition this year should be below 17%.

There has been no dividend transfer to IEPF during the FY '23. And the R&D expense this year, as I had mentioned earlier in my speech, would be normally last year we spent INR19 crores, this year we might exceed INR25 crores and company is determined to continue to spend more money on R&D and as I said the result is we have more than 1,000 patents.

Capex this year, I mean '23 it was INR166 crores, but we have in view of the demand and increasing employees have opened two new centers and we are going to spend this year INR290 crores. Our competitors are Altran of France and Capgemini and revenue and PAT is USD990 million and the profit is INR1,170 crores.

Global clients in '23 were 341, new client added in FY '23 were 17. I think most of what you ask I have answered and as usual you have been a very active shareholder and continue to be that way. Thank you very much and we see you now possibly in another L&T AGM coming up in the coming weeks. Thank you very much. Now, Lekha Shah.

Moderator: Ms. Lekha Shah, please accept the prompt on your screen and unmute your audio and video and ask your question.

Lekha Shah: Thank you sir, respected Chairman Sir, Board of Directors and my fellow members. Good afternoon to all of you. Myself Lekha Shah from Mumbai. First of all, I am very much thankful to our company secretary Prajakta ma'am for sending the AGM notice well in time, which is full of knowledge, facts and figures in place.

Since, Veza events allowed us to log in without any problem, I would like to thank them for their services, specially Swapnilji. Thank you, chairman sir for explaining us well about the company. Congratulations for excellent work sir.

Sir, I pray to god that he always shower his blessings upon you. Sir, I would like to ask only one question. How are we planning to increase the revenue in future? So, I strongly and wholeheartedly support all the resolutions for today's meeting and my best wishes always our company and its prosperity. Thank you, sir.

A. M. Naik: You know, you asked a question how we are planning to increase the revenue. Of course, we continue to grow organically and we acquire companies which has synergy with us. So we have already acquired one company in the beginning of this year and I think that is a very good addition to our company and we think it will add the revenue by more than a USD100 million.

So this is how organically and by acquisition we hope to keep up with the growth. Next speaker Santosh Kumar Saraf.

Moderator: Mr. Saraf, I request you to please accept the prompt on your screen. You may unmute your audio and video and ask your question.

Santosh K. Saraf: Mr. Naik, the present Board of Directors, the official, the employee and my shareholder brother and sister, I greet you all from Santosh Kumar Saraf from Kolkata, wishes everyone. I hope you are all well. I want to thank you and your management team for giving us such a good result this year.

You have given a very good result. You have increased by 20% in revenue this year. And sir, you have also given a good dividend as you said. Sir, I would like to ask this question that the revenue income of India has been reduced by 0.2% from last year.

Total means within 100%. So, to increase the revenue income of India company is taking a step, bringing technology, which has increased their revenue income in India. Total revenue, maximum 57% comes from America and 15% comes from India.

Secondly, you make different machines in your five sectors. So, what are you taking steps in your medical field, which is the future? With which new technology, which will grow more. As you said, we can use any technology like artificial intelligence to help us in new design. We will make new design every day and when it is made, demand in the market will increase.

I would like to thank you and your employees for taking the time to come here. We got an award and a good result because of their hard work. I would like to say that the VC meeting is very good. You should definitely attend the physical meeting. We do not refuse. You should also give the VC option. I pray to God that the pandemic that is going on in 2023, all of them stay healthy and healthy. I would like to thank the Secretary who provided us the link. Namaskar and stay with safety.

A. M. Naik: Thank you. Thank you. You know our company is basically 95% plus international and therefore revenue is as I said more than 95% from the companies which are global and however you must realize that all the global projects that we get we have almost 60% to 65% of the work being done in India and therefore the employment as I said to the Indian engineer is now over 22,000 people.

So one way or the other we are adding prosperity for our people in India. On medical, working on various areas of device engineering and digital engineering. Digital area is cyber security, AI, next-generation communication, digital manufacturing and electrification, working to invest in all these areas to go to the next level of the company's capabilities and I am sure with these the company will do better and better in future. So thank you very much. Next speaker Jamshed Patel.

Moderator: Sir Jamshed Patel has not connected. They had registered but did not join the meeting. Then the next shareholder was Aspi Bhesania. It looks like Aspi Bhesania has also dropped out of the meeting. They had connected but are no longer in the meeting.

In the meanwhile, we would move to our next speaker member.

A. M. Naik: Smita Bharat Shah.

Moderator: Ms. Smita Bharat Shah, please accept the prompt on your screen, unmute your audio and video and ask your question. Ladies and gentlemen, we request you to please remain connected while Ms. Smita Shah comes on screen. There seems to be no response from Smita Shah's connection.

We will check her connection and in the meanwhile we will move to our next speaker member that is Yusuf Rangwala. Yes, Yusuf could you please unmute your audio, go ahead.

Yusuf Rangwala: Sir, after very long days and long time, we are hearing your good voice, I am very happy to hear your good voice sir, which lives in my heart. And our Company Secretary Prajakta madam, She is a very excellent company secretary. She was in BSE. She got a very good knowledge. She is a very good hardworking Company Secretary.

Sir, especially dividend, INR30 final, interim INR15. Sir, you have made our pockets full. You gave us INR45 given for INR2 share. What more can I ask for? We have been given such a good dividend. I don't have a word.

Canada, Africa, United. In Foreign, Which countries are our clients? And total number of staff at present, sir. How many staff do we have? Total number of staff. How many gents and ladies are there? Second sir, next year. I hope to have a physical meeting.

Now, L&T, Sir, I want to meet you. I want to meet you in person, sir. It is very close, in August. one month I will wait sir. After the Sravan, sir, after the Sravan should go, sir. We will meet you, sir. And please take care, sir. Healthy and wealthy, sir.

You are the king of L&T, sir. Today our company is so good. your guidance, your hard working. We are very proud shareholder of this company sir. And I salute for the hard work sir. Thank you very much sir. I don't need to ask anything sir. You maintain it so well. I don't need to ask anything sir. I just came to meet me you, wanted to see your face, I am very happy.

I want to tell you a small thing, the fragrance of flowers, all the coming festivals, I will give you the details in the resolution. And sir, Ganesh Chaturji, with his blessings, and our company, today we have more than INR4000. Next year, you will give us a bonus of 1:1. This is the 11th Annual General Meeting. Jai Hind, Sir. Jai Hind.

A. M. Naik: Thank you. Sir.

Moderator: We have a speaker member Ms. Smita Shah.

A. M. Naik: Smita Bharat Shah coming online or not?

Moderator: Yes, sir. Ms. Smita Shah, could you please unmute your audio and ask your question?

Smita Shah:

Okay. Respected Chairman, Mr. A. M. Naik, Vice Chairman, Mr. S. N. Subrahmanyam, MD, CEO, Mr. Amit and other directors. Sir, I am Smita Shah speaking. Greetings, sir. And sir, I congratulate you and give you my congratulations that you have taken this company to the international level with excellent performance and great progress.

And you have also received prestigious national and international awards. Sir, you have also won the Padma Vibhushan and Padma Bhushan highest award from Gujarat state. Congratulations, sir. I wish you a lot of happiness in the future.

Sir, I have seen in your leadership, in comparison to 3 years, you have seen the growth in revenue, the revenue and EBITDA of the companies are increasing. Sir, your leadership, our Vice Chairman, MD Amit ji, the Board of Directors, all the employees, all the hard work and hard work has brought colour to the company's performance.

You have given the company great success. You have increased the share of shareholders by 3 years comparison and given 40 per share. Thank you very much, sir.

Sir, you have always taken care of the happiness of shareholders. You are always full of happiness and laughter. And you have also increased the value of shareholders. And sir, when we met a chairman like you, you have also increased the proud of the shareholder and have always opened your heart.

So sir, I would like to ask when are you giving bonus? Sir, please think about the bonus. Sir, you have kept AGM on a very good day. Today is Tuesday, the day of Shri Ganesh. And plus, a new month has also started. So, sir, my best wishes are that in the future, the company should grow with manifold and keep increasing our dividend. You always remain with very very good health. This is my prayer to my Lord, that all your wishes are fulfilled.

Lastly, I would like to thank the entire team of the Secretary Prajakta. I thank them for giving me a chance to come back to the office. I thank them for your good investor service.

I have a request. Next year, do physical AGM and do hybrid AGM. We know that people from outside can also connect with you after Corona. They can also express their feelings. So, do hybrid. We will always be with you. I wish you all the best in all your resolutions. I wish you all the best in all your future resolutions. Thank you.

A. M. Naik:

Thank you very much. The e-voting facility will continue for 15 minutes from the end of this meeting and I now declare the proceeding of the meeting as closed. Thank you very much and hopefully see you next year physically. Thank you. Thank you very much.