

Issued by Corporate Communications Department  
**LARSEN & TOUBRO LIMITED**  
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## **L&T Infotech: Leveraging the Business to IT Connect; Revenues to Touch \$ 1 Bn in 3-4 Years**

**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

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, it is driven by bringing the business domain experience & perspective to IT, and by

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-

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.

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:

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.

-added services to our customers through new / enhanced / differentiated offerings, ensuring maximization of their return on IT systems.

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.

