

April 25, 2024



**Current Price:** ₹ 4732.55

## STOCK DATA

BSE Code	540005
NSE Symbol	LTIM
Reuters	LRTI BO
Bloomberg	LTIM IN

## VALUE PARAMETERS

52 W H/L(Rs)	6442.65/4152.60
Mkt. Cap.(Rs Cr)	140160.80
Latest Equity(Subscribed)	29.62
Latest Reserve (cons.)	19987.60
Latest EPS (cons.) -Unit Curr.	154.72
Latest P/E Ratio -cons	30.59
Latest Bookvalue(cons.) -Unit Curr.	675.88
Latest P/BV - cons	7.00
Dividend Yield -%	0.95
Face Value	1.00

## SHARE HOLDING PATTERN (%)

Description as on	% of Holding 31/03/2024
Foreign	9.92
Institutions	13.58
Non Promoter Corp. Hold.	0.25
Promoters	68.60
Public & Others	7.64

## Consolidated Results

	Qtr Ending	Qtr Ending	Var. (%)	Qtr Ending	In Cr. Var. (%)
	Mar. 24	Dec. 23		Mar. 23	
Sales	8892.90	9016.60	-1	8691.00	2
OPM (%)	17.27	17.58	-31bps	18.45	-118bps
OP	1535.70	1584.90	-3	1603.70	-4
Other income	207.60	219.50	-5	66.40	213
PBIDT	1743.30	1804.40	-3	1670.10	4
Interest	68.00	60.70	12	43.60	56
PBDT	1675.30	1743.70	-4	1626.50	3
Depreciation	227.00	199.00	14	182.30	25
PBT	1448.30	1544.70	-6	1444.20	0
Tax	347.60	375.40	-7	330.10	5
PAT	1100.70	1169.30	-6	1114.10	-1
Minority interest	0.80	0.40		0.40	
Net profit	1099.90	1168.90	-6	1113.70	-1
EPS (Rs)	37.16	39.49		37.62	

### LTI Mindtree Q4 FY24 earnings- PAT drops 6% QoQ to Rs 1,100 cr, Miss Estimate.

#### On consolidated basis

#### Quarter ended March 2024 compared with Quarter ended December 2023.

Net sales (including other operating income) of LTIMindtree has declined 1.37% to Rs 8892.9 crore.

Operating profit margin has declined from 17.58% to 17.27%, leading to 3.10% decline in operating profit to Rs 1,535.70 crore. Employee cost increased from 62.47% to 65.45%. Other expenses fell from 19.95% to 17.28%. Expenses from contract fell from 7.23% to 6.70%. Other income fell 5.42% to Rs 207.6 crore. PBIDT fell 3.39% to Rs 1743.3 crore. Provision for interest rose 12.03% to Rs 68 crore. Loan funds remained nil.

PBDT fell 3.92% to Rs 1675.3 crore. Provision for depreciation rose 14.07% to Rs 227 crore. Profit before tax down 6.24% to Rs 1,448.30 crore. Share of profit/loss were nil in both the periods. Provision for tax was expense of Rs 347.6 crore, compared to Rs 375.4 crore. Effective tax rate was 24.00% compared to 24.30%. Minority interest increased 100% to Rs 0.80 crore. Net profit attributable to owners of the company decreased 5.90% to Rs 1,099.90 crore.

#### Quarter ended March 2024 compared with Quarter ended March 2023.

Net sales (including other operating income) of LTIMindtree has increased 2.32% to Rs 8892.9 crore. Sales of Banking Financial Services segment has gone down 5.38% to Rs 3,121.80 crore (accounting for 35.10% of total sales). Sales of Manufacturing segment has gone up 8.55% to Rs 1,653.40 crore (accounting for 18.59% of total sales). Sales of High Tech Media & Entertainment segment has gone up 8.20% to Rs 2,162.80 crore (accounting for 24.32% of total sales). Sales of CPG Retail Pharma segment has gone up 0.61% to Rs 1,342.70 crore (accounting for 15.10% of total sales). Sales of Health & Public Services segment has gone up

## Segmental Performance : LTIMindtree : Consolidated Segment Results

In Cr.

	Qtr Ending Mar. 24	Qtr Ending Mar. 23	Var.(%)	% of (Total)
<b>Sales</b>				
Banking Financial Services	3,121.80	3,299.20	-5	35
Manufacturing	1,653.40	1,523.10	9	19
High Tech Media & Entertainment	2,162.80	1,998.80	8	24
CPG Retail Pharma	1,342.70	1,334.60	1	15
Health & Public Services	612.20	535.30	14	7
Total Reported Sales	8,892.90	8,691.00	2	100
<b>PBIT</b>				
Banking Financial Services	487.70	588.00	-17	32
Manufacturing	258.60	268.50	-4	17
High Tech Media & Entertainment	436.70	410.30	6	28
CPG Retail Pharma	242.60	260.80	-7	16
Health & Public Services	110.10	76.10	45	7
Total PBIT	1535.70	1603.70	-4	100
Less : Interest	68.00	43.60	56	
Add: Other un-allocable	-19.40	-115.90	83	
<b>PBIT Margin(%)</b>				
Banking Financial Services	15.62	17.82	-220	
Manufacturing	15.64	17.63	-199	
High Tech Media & Entertainment	20.19	20.53	-34	
CPG Retail Pharma	18.07	19.54	-147	
Health & Public Services	17.98	14.22	377	
<b>PBT</b>	1448.30	1444.20	0	

\*\* Margins numbers are in bps

14.37% to Rs 612.20 crore (accounting for 6.88% of total sales).

Profit before interest, tax and other unallocable items (PBIT) has slumped 4.24% to Rs 1,535.70 crore. PBIT of Banking Financial Services segment fell 17.06% to Rs 487.70 crore (accounting for 31.76% of total PBIT). PBIT of Manufacturing segment fell 3.69% to Rs 258.60 crore (accounting for 16.84% of total PBIT). PBIT of High Tech Media & Entertainment segment rose 6.43% to Rs 436.70 crore (accounting for 28.44% of total PBIT). PBIT of CPG Retail Pharma segment fell 6.98% to Rs 242.60 crore (accounting for 15.80% of total PBIT). PBIT of Health & Public Services segment rose 44.68% to Rs 110.10 crore (accounting for 7.17% of total PBIT). PBIT margin of Banking Financial Services segment fell from 17.82% to 15.62%. PBIT margin of Manufacturing segment fell from 17.63% to 15.64%. PBIT margin of High Tech Media & Entertainment segment fell from 20.53% to 20.19%. PBIT margin of CPG Retail Pharma segment fell from 19.54% to 18.07%. PBIT margin of Health & Public Services segment rose from 14.22% to 17.98%. Overall PBIT margin fell from 18.45% to 17.27%.

Operating profit margin has declined from 18.45% to 17.27%, leading to 4.24% decline in operating profit to Rs 1,535.70 crore. Employee cost increased from 64.21% to 65.45%. Other expenses fell from 17.34% to 17.28%. Expenses from contract fell from 7.71% to 6.70%.

Other income rose 212.65% to Rs 207.6 crore. PBIDT rose 4.38% to Rs 1743.3 crore. Provision for interest rose 55.96% to Rs 68 crore. Loan funds rose to Rs 2,070.60 crore as of 31 March 2024 from Rs 1,541.20 crore as of 31 March 2023. Inventories declined from Rs 3.30 crore as of 31 March 2023 to Rs 3.00 crore as of 31 March 2024. Sundry debtors were higher at Rs 5,706.00 crore as of 31 March 2024 compared to Rs 5,623.40 crore as of 31 March 2023. Cash and bank balance declined from Rs 2,932.00 crore as of 31 March 2023 to Rs 2,816.00 crore as of 31

March 2024. Investments rose to Rs 8,743.60 crore as of 31 March 2024 from Rs 5,458.30 crore as of 31 March 2023.

PBDT rose 3% to Rs 1675.3 crore. Provision for depreciation rose 24.52% to Rs 227 crore. Fixed assets increased to Rs 4,338.80 crore as of 31 March 2024 from Rs 3,392.20 crore as of 31 March 2023. Intangible assets increased from Rs 1,189.20 crore to Rs 1,192.70 crore. Profit before tax grew 0.28% to Rs 1,448.30 crore. Share of profit/loss were nil in both the periods. Provision for tax was expense of Rs 347.6 crore, compared to Rs 330.1 crore. Effective tax rate was 24.00% compared to 22.86%. Minority interest increased 100% to Rs 0.80 crore. Net profit attributable to owners of the company decreased 1.24% to Rs 1,099.90 crore.

### **For year-to-date (YTD) results analysis.**

Net sales (including other operating income) of L&T Technology Services has increased 10.32% to Rs 7109.7 crore. Sales of Transportation segment has gone up 14.84% to Rs 2,350.00 crore (accounting for 33.05% of total sales). Sales of Process Engineering segment has gone up 5.27% to Rs 994.60 crore (accounting for 13.99% of total sales). Sales of Industrial Products segment rose 10.08% to Rs 1,234.40 crore (accounting for 17.36% of total sales). Sales of Medical Devices segment has gone up 11.74% to Rs 724.20 crore (accounting for 10.19% of total sales). Sales of Telecom segment has gone up 7.26% to Rs 1,806.50 crore (accounting for 25.41% of total sales).

Profit before interest, tax and other unallocable items (PBIT) has jumped 7.76% to Rs 1,473.30 crore. PBIT of Transportation segment rose 11.30% to Rs 458.00 crore (accounting for 31.09% of total PBIT). PBIT of Process Engineering segment rose 2.00% to Rs 255.40 crore (accounting for 17.34% of total PBIT). PBIT of Industrial Products segment rose 10.10% to Rs 369.60 crore (accounting for 25.09% of total PBIT). PBIT of Medical Devices segment rose 8.39% to Rs 222.20 crore (accounting for 15.08% of total PBIT). PBIT of Telecom segment rose 2.13% to Rs 168.10 crore (accounting for 11.41% of total PBIT).

PBIT margin of Transportation segment fell from 20.11% to 19.49%. PBIT margin of Process Engineering segment fell from 26.50% to 25.68%. PBIT margin of Industrial Products segment rose from 29.94% to 29.94%. PBIT margin of Medical Devices segment fell from 31.63% to 30.68%. PBIT margin of Telecom segment fell from 9.77% to 9.31%. Overall PBIT margin fell from 21.21% to 20.72%.

Operating profit margin has jumped from 19.87% to 19.92%, leading to 10.58% rise in operating profit to Rs 1,416.10 crore. Employee cost decreased from 53.47% to 52.19%. Other expenses rose from 26.66% to 27.89%.

Other income fell 1.05% to Rs 151.3 crore. PBIDT rose 9.34% to Rs 1567.4 crore. Provision for interest rose 14.24% to Rs 37.7 crore.

PBDT rose 9.23% to Rs 1529.7 crore. Provision for depreciation rose 11.36% to Rs 197 crore.

Profit before tax grew 8.92% to Rs 1,332.70 crore. Share of profit/loss were nil in both the periods. Provision for tax was expense of Rs 367.9 crore, compared to Rs 348.6 crore. Effective tax rate was 27.61% compared to 28.49%.

Minority interest decreased 30% to Rs 2.10 crore. Net profit attributable to owners of the company increased 10.40% to Rs 962.70 crore.

Promoters' stake was 73.75% as of 31 December 2023, compared to 73.85% as of 31 December 2022.

## Full year results analysis.

Net sales (including other operating income) of LTIMindtree has increased 7.03% to Rs 35517 crore. Sales of Banking Financial Services segment has gone up 4.83% to Rs 12,840.60 crore (accounting for 36.15% of total sales). Sales of Manufacturing segment has gone up 17.40% to Rs 6,587.50 crore (accounting for 18.55% of total sales). Sales of High Tech Media & Entertainment segment has gone up 4.12% to Rs 8,398.70 crore (accounting for 23.65% of total sales). Sales of CPG Retail Pharma segment has gone up 4.77% to Rs 5,356.00 crore (accounting for 15.08% of total sales). Sales of Health & Public Services segment has gone up 8.86% to Rs 2,334.20 crore (accounting for 6.57% of total sales).

Profit before interest, tax and other unallocable items (PBIT) has jumped 4.58% to Rs 6,387.40 crore. PBIT of Banking Financial Services segment fell 0.61% to Rs 2,162.10 crore (accounting for 33.85% of total PBIT). PBIT of Manufacturing segment rose 14.06% to Rs 1,015.40 crore (accounting for 15.90% of total PBIT). PBIT of High Tech Media & Entertainment segment rose 8.56% to Rs 1,870.30 crore (accounting for 29.28% of total PBIT). PBIT of CPG Retail Pharma segment fell 0.04% to Rs 1,003.10 crore (accounting for 15.70% of total PBIT). PBIT of Health & Public Services segment rose 6.55% to Rs 336.50 crore (accounting for 5.27% of total PBIT).

PBIT margin of Banking Financial Services segment fell from 17.76% to 16.84%. PBIT margin of Manufacturing segment fell from 15.87% to 15.41%. PBIT margin of High Tech Media & Entertainment segment rose from 21.36% to 22.27%. PBIT margin of CPG Retail Pharma segment fell from 19.63% to 18.73%. PBIT margin of Health & Public Services segment fell from 14.73% to 14.42%. Overall PBIT margin fell from 18.41% to 17.98%.

Operating profit margin has declined from 18.41% to 17.98%, leading to 4.58% rise in operating profit to Rs 6,387.40 crore. Employee cost increased from 62.92% to 64.00%. Other expenses fell from 18.67% to 18.01%. Expenses from contract fell from 8.52% to 7.21%.

Other income rose 26.04% to Rs 701.9 crore. PBIDT rose 6.37% to Rs 7089.3 crore. Provision for interest rose 47.41% to Rs 221.7 crore. Loan funds rose to Rs 2,070.60 crore as of 31 March 2024 from Rs 1,541.20 crore as of 31 March 2023. Inventories declined from Rs 3.30 crore as of 31 March 2023 to Rs 3.00 crore as of 31 March 2024. Sundry debtors were higher at Rs 5,706.00 crore as of 31 March 2024 compared to Rs 5,623.40 crore as of 31 March 2023. Cash and bank balance declined from Rs 2,932.00 crore as of 31 March 2023 to Rs 2,816.00 crore as of 31 March 2024. Investments rose to Rs 8,743.60 crore as of 31 March 2024 from Rs 5,458.30 crore as of 31 March 2023 .

PBDT rose 5.43% to Rs 6867.6 crore. Provision for depreciation rose 13.31% to Rs 818.9 crore. Fixed assets increased to Rs 4,338.80 crore as of 31 March 2024 from Rs 3,392.20 crore as of 31 March 2023. Intangible assets increased from Rs 1,189.20 crore to Rs 1,192.70 crore.

Profit before tax grew 4.44% to Rs 6,048.70 crore. Share of profit/loss were nil in both the periods. Provision for tax was expense of Rs 1464.1 crore, compared to Rs 1381.2 crore. Effective tax rate was 24.21% compared to 23.85%.

Minority interest increased 25% to Rs 2.50 crore. Net profit attributable to owners of the company increased 3.94% to Rs 4,582.10 crore.

Equity capital stood at Rs 29.60 crore as of 31 March 2024 to Rs 29.60 crore as of 31 March 2023. Per share face Value remained same at Rs 1.00.

Promoters' stake was 68.60% as of 31 March 2024 ,compared to 68.68% as of 31 March 2023 .

Cash flow from operating activities increased to Rs 5,669.50 crore for year ended March 2024 from Rs 3,094.60 crore for year ended March 2023. Cash flow used in acquiring fixed assets during the year ended March 2024 stood at Rs 843.20 crore, compared to Rs 939.30 crore during the year ended March 2023.

## Others

- The company said it added 30 new clients during the quarter ended 31 March 2024. The total client base currently stood at 738 active clients
- Total Headcount in Q4 FY24 was 81,650. The firm's trailing twelve months (TTM) attrition rate stood at 14.4% in Q4 FY24 as against 20.2% in Q4 FY23 and 14.2% in Q3 FY24.
- Dividend: The Board of Directors at its meeting held on April 24, 2024 has declared a final dividend of Rs 45/- per equity share of par value Rs 1/- each.

## Management Comment:

Commenting on the performance of the company Mr. Debashis Chatterjee, Chief Executive Officer and Managing Director, LTIMindtree, said: "We closed FY24 amidst a tough macro environment and delivered a resilient performance with full-year revenue growth of 4.4% in USD terms and an EBIT margin of 15.7%. Our order inflow for the full year at USD 5.6 billion registered a 15.7% growth over FY23. This growth reflects the positive outcomes of our positioning as an organization with scale, expanded capabilities, and larger partnerships. As the market dynamics evolve, we are excited to be part of innovations, partnerships, and initiatives that our clients will embark on in FY 25.

E-mail: [researchfeedback@smcindiaonline.com](mailto:researchfeedback@smcindiaonline.com)



**Corporate Office:**  
11/6B, Shanti Chamber,  
Pusa Road, New Delhi - 110005  
Tel: +91-11-30111000  
[www.smcindiaonline.com](http://www.smcindiaonline.com)

**Mumbai Office:**  
Lotus Corporate Park , A Wing 401 / 402 ,  
4th Floor, Graham Firth Steel Compound,  
Off Western Express Highway, Jay Coach Signal,  
Goreagon (East) Mumbai - 400063  
Tel: 91-22-67341600, Fax: 91-22-28805606

**Kolkata Office:**  
18, Rabindra Sarani,  
Poddar Court, Gate No.-4, 5th Floor, Kolkata-700001  
Tel: 91-33-39847000, Fax: 91-33-39847004

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