

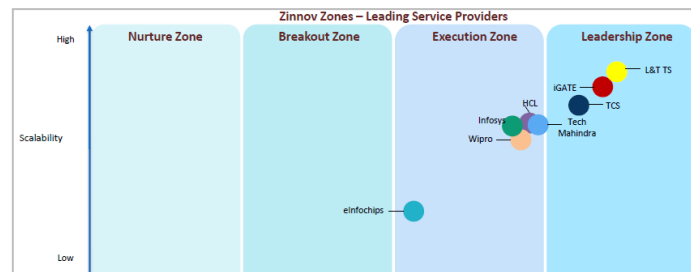
L&T Technology Services - Leader In Engineering Services: Zinnov Study

L&T Technology Services has been recognised as a leader in engineering services across multiple verticals by Zinnov, a leading independent global management consulting company.

L&T Technology Services ranks in 'The Leadership Zone', which is the highest rank, in Industrial Products, Energy, Heavy Machinery, Automotive, Transportation (Marine and Rail), and Telecom verticals. The Industrial Products vertical continues at the #1 position in The Leadership Zone for the third year in a row.

| YEAR | In Leadership Zone |
|------|--|
| 2011 | 1. Industrial Products |
| 2012 | 1. Industrial Products 2. Trucks & Off-highways comes on the border of leadership |
| 2013 | 1. Industrial Products 2. Energy 3. Trucks & Off-highways 4. Telecom 5. Automotive 6. Transport |

Zinnov's Leadership Zone is defined as the category of engineering services provider who can supply complete solutions from concept to product/solution. L&T Technology Services has improved in this rating year to year. While building on the legacy of L&T, this demonstrates L&T Technology Services' commitment and focus to bring to market next generation technologies, and solutions to the Global Fortune 500 clients it serves.



Founded in 2002, Zinnov is a leading management consulting company providing advisory services in global sourcing, emerging markets expansion and human capital optimisation to Fortune 1000 companies.

Zinnov uses a rigorous and structured process of selection from the top 75 research & development service providers across geographies. Service providers are assessed on parameters like human capital, product development, financials, and infrastructure.