



Luxoft Growing Global Footprint

Global locations

Americas

USA: New York, Rochelle Park, Detroit, Seattle,

Los Angeles, Minneapolis Mexico: Guadalajara Canada: Toronto

Europe

Switzerland: Zug (HQ)

Ukraine: Kiev, Dnipro, Odessa

Russia: Moscow, St. Petersburg, Dubna, Omsk Poland: Krakow, Wroclaw, Tricity, Warsaw

Romania: Bucharest Bulgaria: Sofia

Germany: Frankfurt, Munich, Stuttgart (Boeblingen, Leinfelden-Echterdingen),

Braunschweig

Netherlands: Eindhoven

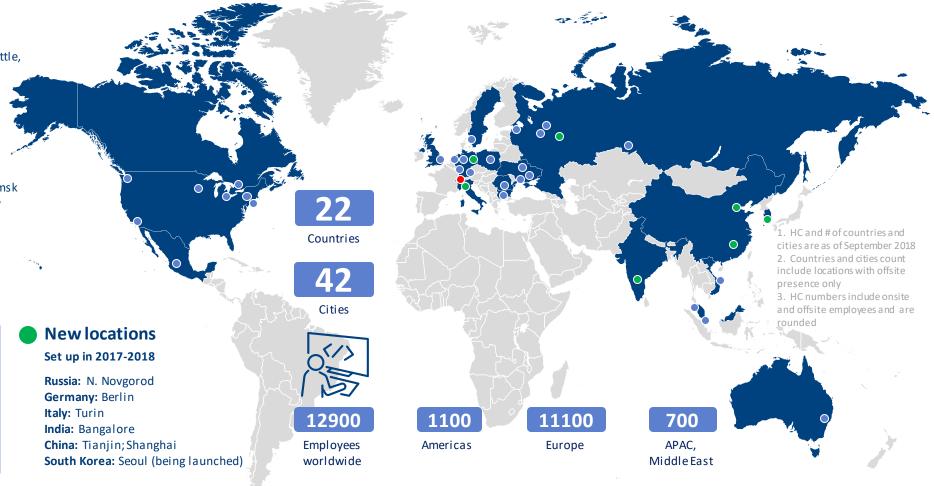
UK: London, Welwyn Garden City

Sweden: Gothenburg Cyprus: Nicosia Luxembourg: Strassen

APAC

Singapore: Singapore **Vietnam:** Ho Chi Minh City

Australia: Sydney Malaysia: Penang



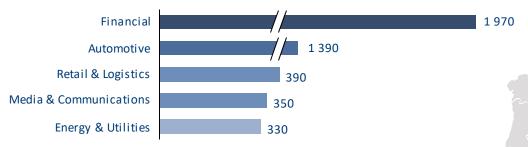
Luxoft Eastern Europe



Luxoft Central Europe value proposition

- Nearshore Europe
- Large & mature IT Labor markets
- Key relocation donor pool due to high interest in relocations.
 2200 specialists relocated to other countries since 2014
- Top education programs in Math, Science & Engineering Degrees
- Premium compensation in IT industry makes IT career extremely attractive

Key Client's Headcount





Russia: Location Key Facts



Luxoft in location:

Started operations in 2000



2690

employees

Location value proposition

years in market

- Strong math & computer science education
- Strong domain expertise availability
- Nearshore Europe
- Attractive cost
- Scalablelabor pool



66

Financial Services

- Enterprise Trading & Risk Management
- E-Trading & Front Office
- Regulatory
- Banking CRM
- Trade, Market & Reference Data
- Corporate Banking
- **Retail Banking**

Media & Communications

- Targeted Advertising
- · Content Optimization and Distribution
- Predictive Analytics

Logistics (SME Location)

- Sensors solutions
- Shipment Booking and Tracking
- Location and Condition Monitoring
- Supply Chain Management

Automotive

Industries

- Digital Cockpit; Navigation and ADAS
- Timing Analysis and Real-Time Systems
- Telematics, connectivity and media
- AutoSAR adaptive
- Blockchain for connected cars

Retail

- In-store operations
- Store Technical Operations
- Visual shelf monitoring

Manufacturing

- Smart Factory
- **Client Facing Applications**
- Engineering data management

• Provider Lifecycle

Healthcare & Life Science

Medical Devices

Digital Marketing

Ukraine: Location Key Facts



Luxoft in location:

 Started operations in 2005





employees

14

years in market





- Traditional, wellestablished IT exports market
- Nearshore Europe
- Strong math, science & engineering education
- Scalable & Mature
 IT market
- Attractive cost



Financial Services

- Enterprise Trading & Risk Management
- E-Trading & Front Office
- Banking CRM
- Regulatory
- Trade, Market & Reference Data
- Treasury Platforms

Media & Communications (SME Location)

- Targeted Advertising
- Content Optimization and Distribution
- Customer Retention
- Content metadata, Ratings, Comments, and Rights Management
- Predictive Analytics

Travel

- Online Travel Agencies
- Global Distribution Systems
- Corporate Travel
 Management
 Companies
- Airlines
- Railways

Automotive

- Digital Cockpit (includes Navigation)
- Telematics, connectivity
- AutoSAR adaptive

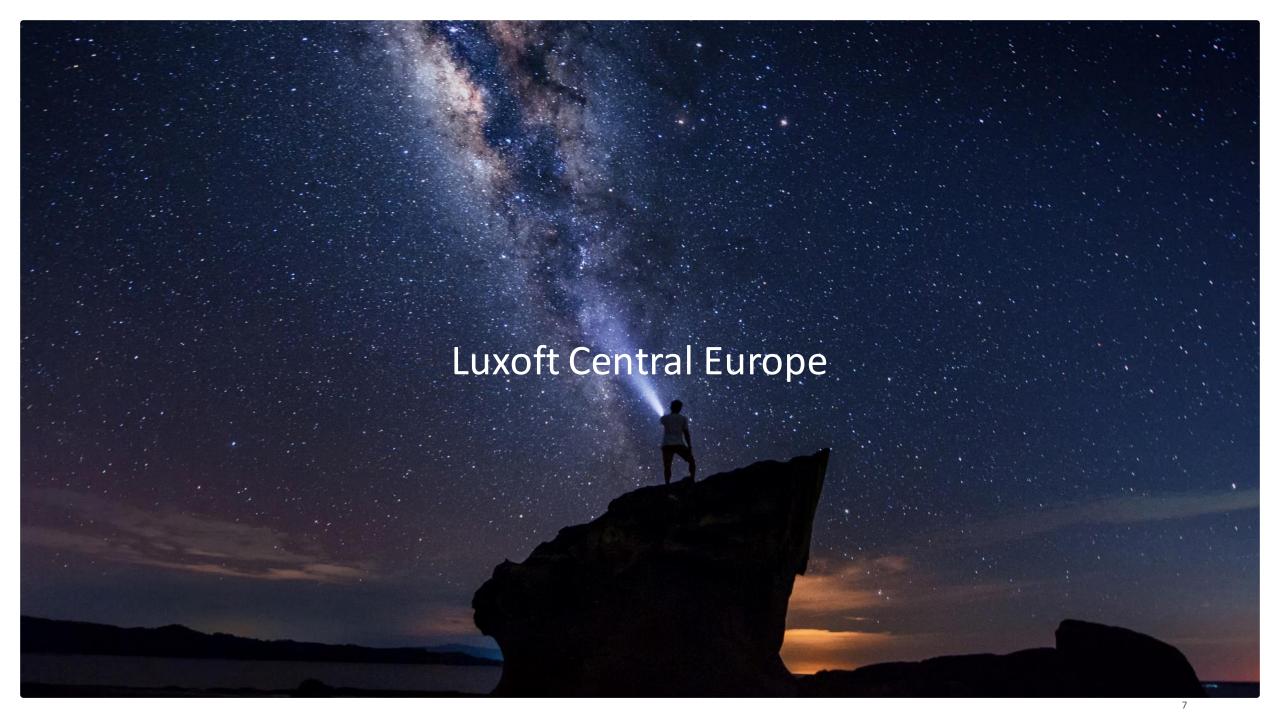
Energy (SME Location)

- Oil & Gas
- Electricity

Horizontal domains

Industries

- Big data
- Information Security
- Modern Project Management
- Digital Experience



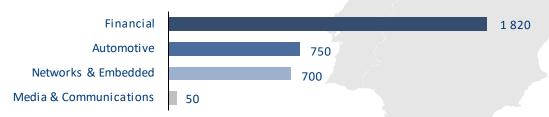
Luxoft Central Europe



Luxoft Central Europe value proposition

- Nearshore Europe
- Experienced ITtalent with strong engineering background and aptitude for complex processes
- Strong math & computer science education
- Geopolitical & macroeconomic stability, developed infrastructure, safe & secure environment, high quality of life
- Attractive cost vs onshore locations
- Attractive for relocation from Eastern European countries
- Popular for ITO / BPO captive centers

Key Client's Headcount





Poland: Location Key Facts



in location: • Started operations in 2010

 6 Poland-based relocation specialists

Luxoft



1810

employees

Location value proposition

vears in market

- Nearshore Europe
- Low country risks
- Attractive cost
- Scalable labor pool
- Attractive for relocation from other countries
- Luxoft is the largest vendor in Poland for investment banks and top-2 fastest growing IT company in 2015



clients, R&D function

Financial Services

- Enterprise Trading & Risk Management
- E-Trading & Front Office
- Regulatory
- Risk Management, trading systems
- Credit platforms

Media & Communications

- Targeted advertising
- Content Optimization and Distribution
- Predictive Analytics

Travel

- Booking engines
- Traveler profiling systems

Automotive

- Machine Learning, Computer Vision
- Navigation and ADAS
- Timing Analysis and Real-Time Systems

Networks

- Service assurance
- Visibility & Analytics

Horizontal domains

Industries

Big data

Information Security

DevOps

Digital Experience

Romania: Location Key Facts





employees



19

years in market



30

clients, R&D function



Luxoft

in location:

- Luxoft started operations in 2008 after acquisition. The acquired company had been operational since 2000
- Dedicated relocation specialist



Location value proposition

- Nearshore Europe
- Low country risks
- Strong math & computer science education
- Scalable labor pool with presence of large multinationals
- Large pool of senior talent



Networks & Embedded

- Industrial networking
- Network Security
- Cloud NetworkingEdge Computing
- Networking switching & routing
- Service Assurance

- Software Defined Networking
- Network Function
 Virtualization
- Visibility and Analytics
- Network Orchestration & Automation

Financial Services

- Enterprise Trading & Risk Management
- Credit Platforms
- Banking CRM
- Regulatory
- Trade, Market & Reference Data

Automotive

- Digital cockpit
- Diagnostics

Horizontal domains

Industries

- Information Security
- Digital Experience
- DevOps
- Modern Project Management



Bulgaria: Location Key Facts



LUXOFT

CORE

EXPERTISE

Diagnostics

Big data

Telematics, connectivity & media

IoT

www.luxoft.com

Good math &

education Attractive cost

computer science

Regional hub for a number of global

IT companies

Intelligent Devices

OTA specific Back-office systems

Digital Experience

Ticketing & Check-ins

Horizontal domains



Luxoft Western Europe

HC numbers are as of September Key locations with offsite presence are shown Total macro region HC includes onsite employees in France and Netherlands



Luxoft Central Europe value proposition

- Proximity to clients
- Critical On-Shore Resourcing & Management layers to interface with client.
- Facilitate technical liaison with nearshore development centers and the customer on design, specification, quality feedback and handover
- Strong expertise in Financial Services and Automotive domains
- Attractive for IT experts' relocation from Eastern Europe













Luxoft HC

Switzerland

Italy

Sweden







Key Client's Headcount Automotive

600 Financial 340





Luxoft HC



1080 Total HC



Luxoft HC

Germany: Location Key Facts





employees



years in location



clients, R&D function













in location:

- Started operations in 2009
- 3-strong recruitment team (supported by Luxoft CLR team of 22 recruitment specialists covering increased hiring demand throughout all Luxoft locations)
- 2 Germany-based relocation specialists



Location value proposition

Proximity to key clients in Germany critical Resourcing & Account Management layers ensuring high level of client satisfaction and coordination with offshore teams



- Strong expertise in Automotive domain
- **R&D** in HMI Tools, Computer Vision
- Attractive for IT experts relocation from Eastern Europe







Financial Services

- IT Risk Management
- **Identity & Access Management**
- Regulatory
- Murex Integration, back-office and front office
- Foreign Exchange and Money Market Instruments

Industries

- In-vehicle infotainment
- Navigation and ADAS

Automotive

- Human-machine interface
- Connected Mobility
- Automotive Cybersecurity

Horizontal domains

- Digital experience
- Intelligent devices
- Information Security
- Cloud

www.luxoft.com

14

UK: Location Key Facts





employees



vears in market



29





* Greater London area: Welwyn Garden City, Hertfordshire



Luxoft

in location:

- Started operations in 2004
- 4-strong recruitment team (Excelian), supported by Luxoft CLR team of 22 recruitment specialists covering increased hiring demand throughout all Luxoft locations
- Dedicated relocation specialist
- Strong local legal and HR capability ensuring legal and regulatory compliance



Location value proposition

- Luxoft's 2nd largest client market after US, accounting for up to 1/3 of Luxoft revenues
- Strong expertise in Financial Services domain. **HQ of Excelian Luxoft Financial Services** – leading systems integrator and technology consulting company for the financial services and commodities markets
- Critical Resourcing & Account Management layers ensuring high level of client satisfaction and coordination with offshore teams
- IT project delivery from both UK & offshore locations
- Attractive for IT experts relocation from Eastern Europe





Industries

Enterprise Trading & Risk Management -Murex, Calypso

- E-Trading & Front Office
 - **Platforms**

Financial Services

- Banking CRM
- Trade, Market & Reference Data

Networks & Embedded

VoIP and PBX

Horizontal domains

Big data

Cloud

DevOps

Switzerland: Location Key Facts





Luxoft

in location:

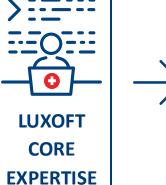
- Started operations in 2007
- Banking and wealth management clients
- Attractive for relocations from Central Europe



Location value proposition

- Luxoft HQ.
- Centre of Excellence of Global Avalog Practice of Excelian, rendering end-to-end implementation services of the Avalog Banking Suite and other IT consulting services for wealth management and banking industry
- One of the most affluent, service-oriented economies in the world, hosting leading global pharmaceutical, life sciences, healthcare companies and financial institutions
- Competitive research & innovation ecosystem, supported by tax-free zones, high-quality publicly funded research institutions, international openness, high life quality and safety. ICT is the key leverage behind productivity and innovation of the Swiss economy





Financial Services

Investment & Banking Product Management

Industries

- Murex and Avalogintegration
- Securities & Trading
- Payments & Cards
- Client development, relationship and contract management

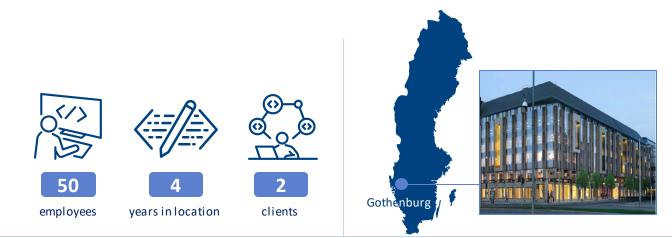
Horizontal domains

Big data

Murex

Avalog

Sweden: Location Key Facts



Luxoft in location:

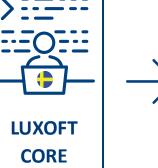
- Started operations in 2015
- Automotive clients: premium OEMs, Tier-1s; silicon & technology vendors
- Attractive for relocations from Central Europe



Location value proposition

- Proximity to key clients in Sweden critical On-Shore Resourcing
 Account Management layers to interface with clients.
- Strong expertise in Automotive domain end-to-end implementation of premium open source software platforms and other infotainment systems.
- Sweden is among the best-governed, most stable economies with top global rankings in international openness & ease of doing business.
 Sweden has a widely diversified economy with world-known brands in retail, finance, services and tech manufacturing sectors.
- **European ICT leader:** competitive research & innovation ecosystem, home to EU-leading electronics and tech companies.





EXPERTISE

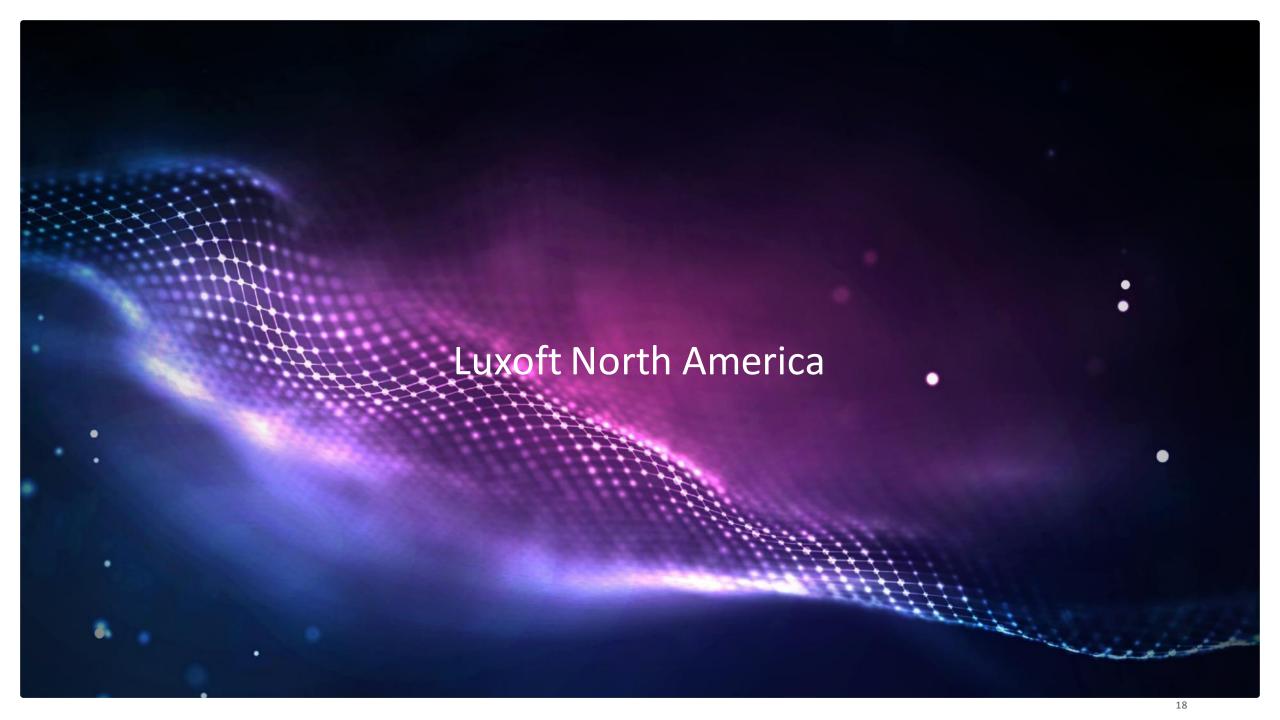
Industries

Automotive

- Digital Cockpit
- In-vehicle infotainment
- Telematics, connectivity and media
- Automotive Cybersecurity

Horizontal domains

- - Open Source
- Information Security
- DevOps
- Hardware Enablement



Luxoft North America



Luxoft Central Europe value proposition

- Strategic sourcing from On-Shore (US & Canada), Near-shore (Mexico) and traditional delivery locations in Europe
- Mexico offers one of the best ITO destinations in Central & Latin America due to talent availability; quality of infrastructure; government support; educational ecosystem



USA: Location Key Facts



Luxoft

in location:

- Started operations in USA in 2000
- Luxoft has Delivery teams in USA for every Line of Business and Every Global center of expertise, Key accounts from Media & Communications. Financial Services. Healthcare & Life Sciences
- Established Operations, Finance, HR & Recruiting Functions
 Across US Locations, with no client support/involvement needed
- 10-strong recruitment team (supported by Luxoft CLR team of 22 recruitment specialists covering increased hiring demand throughout all Luxoft locations)
- 3 dedicated relocation specialists



850

employees

Location value proposition

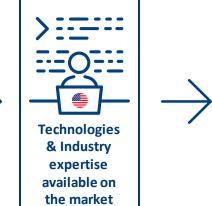
years in location

 Luxoft's largest client market, accounting for more than 1/3 of Luxoft revenues

43

clients

- Critical On-Shore Resourcing & Management layers to interface with client
- High Caliber Account Managers clients don't need to manage remote resources themselves
- Resources across ITTech City Epi-Centers. IT project delivery from both USA & offshore locations
- Attractive for IT experts relocation from Eastern Europe



Internet of Things
 Big Data
 Cloud
 DevOps
 Intelligent Devices
 Digital Experience
 Modern Project management
 Mobile

Mexico: Location Key Facts



Luxoft

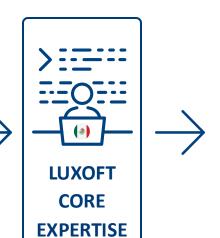
in location:

- Started operations in 2014
- 15-strong recruitment team (supported by Luxoft CLR team of 22 recruitment specialists covering increased hiring demand throughout all Luxoft locations)



Location value proposition

- Nearshore to the US, Central US Time zone
- One of the best ITO destinations in Latin America due to talent availability; quality of infrastructure; government support; growth potential; educational ecosystem
- IT hub attractive location for talent migration from other Mexico cities



Travel

- Online travel agencies
- Servicing Travel Providers and Travelers
- Airlines
- Car rental companies
- Hospitality (hotels & P2P)
- Railways

Networks & Embedded

- Software Defined Networking and Network Function Virtualization
- Visibility and Analytics

Healthcare & Life Sciences

- Patient Engagement
- Patient Data Management

Agriculture & Food

- Precision agriculture
- Data services for Farmers

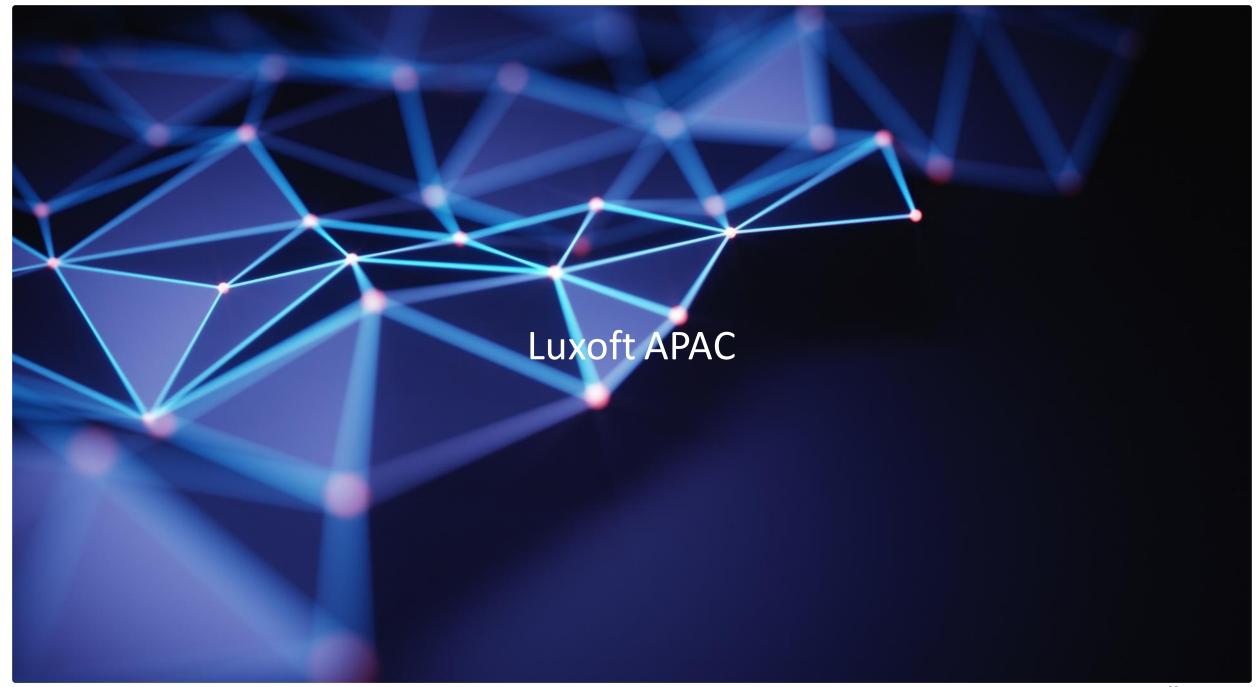
Automotive

Navigation & ADAS

Horizontal domains

Industries

- Big data
- DevOps
- Cloud
- Digital Experience
- Internet of Things



Luxoft APAC



Luxoft Central Europe value proposition

- High-quality and flexible delivery model based on APAC's expertise, scalability, location diversity
- Australia, Singapore, South Korea, China
 client facing locations
- India, Malaysia, Vietnam offshore / nearshore delivery locations:
- India offers value in terms of scalability potential, cost, IT pool size and diversity
- Malaysia is attractive for IT experts relocating from CEE & APAC for quality expat lifestyle







♥ Vietnam: Location Key Facts



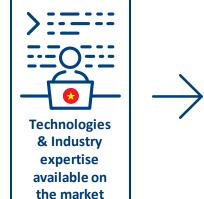


• Started operations in 2008



Location value proposition

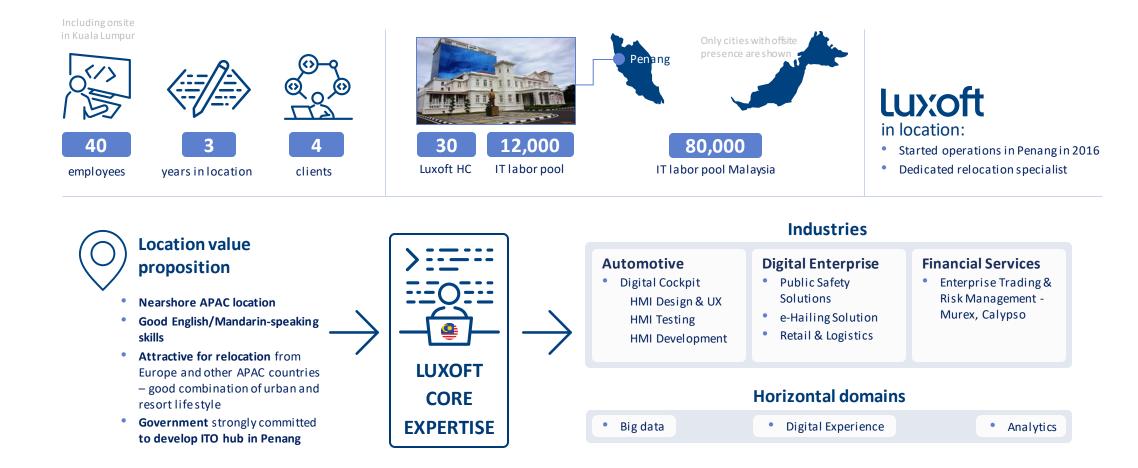
- Nearshore APAC
- Japan's #1 choice for ITO
- Good math & computer science education
- Attractive cost vs onshore locations
- Scalable labor pool







Malaysia: Location Key Facts



India: Location Key Facts

Including onsite Hydebarad & Mumbai Only cities with offsite Bangalore presence are shown 200 17 411,000 ~ 2,000,000 IT labor pool India Luxoft HC IT labor pool employees years in location clients

Luxoft

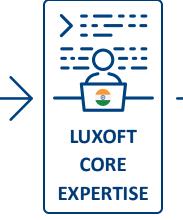
in location:

- Started operations in 2017 with DerivIT acquisition
- Dedicated relocation specialist



Location value proposition

- APAC offshore location offering superior value in terms of costs, rapid scale, IT pool size and diversity
- Operating model: European-managed premium, high-quality boutique delivery matching Luxoft CEE mix and utilizing DerivIT capabilities in Bangalore
- Low attrition due to "premium employer" status in India



Financial Services

- Enterprise Trading & RM (Murex, Calypso)
- E-Trading & Front Office
- Credit Platforms and Banking CRM
- Internet Banking

Industries

- Regulatory
- Trade, Market
- & Reference Data

Automotive

Digital Cockpit
 HMI Design & UX
 HMI Testing
 HMI Development
 Instrument clusters

Horizontal domains

DevOps

Digital Experience

BPM

China: Location Key Facts



Luxoft

in location:

- Luxoft started operations in 2017 after acquisition of DerivIT, which had been operational since 2013
- Key accounts from Financial Industry, with Luxoft planning to scale Automotive expertise to meet growing local demand for Automotive IT Solutions



40

employees

Location value proposition

years in market

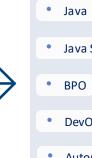
Prosperous IT industry: software and IT services income in China reached US\$0.75 trillion by end of 2016 with annual growth rate of 14.9%.

clients

- Auto industry is changing: As the #1 auto market, China auto industry is making huge efforts in technology and electronic cars
- Extensive R&D culture, offering opportunities for AI, cloud computing, analytics, mobile solutions and big data









Singapore: Location Key Facts



Luxoft

in location:

- Started operations in 2010
- Key accounts from Finance and Automotive
- Hub for Business development of Luxoft in APAC region
- Hiring is supported by Luxoft Cross Location Recruitment team of 22 Recruitment Specialists covering increased hiring demand throughout all Luxoft locations

Industries

Dedicated relocation specialist



Location value proposition

- Financial and logistics hub in APAC
- Well-established domestic business and IT service market
- Critical On-Shore Resourcing, Account Management & Business analysis layers who interface with clients and manage offshore resources
- World-class center in ICT development, R&D, knowledge economy services and leading-edge technologies
- Highly-skilled workforce suitable for complex IT services delivery



Financial Services

- Enterprise Trading & RM
 - Murex, Calypso
- E-Trading & Front Office
- Credit Platforms and Banking CRM

Automotive

- Digital Cockpit
- Navigation & ADAS

Horizontal domains

MobileCloud

IoT

DevOps

Australia: Location Key Facts



Luxoft

in location:

- Started operations in 2015
- Key Line of Business is Financial Services
- Strong local Recruitment Team (supported by Luxoft Cross Location Recruitment team of 22 Recruitment Specialists covering increased hiring demand throughout all Luxoft locations)

Industries



Location value proposition

- Leading Financial Centre in the Asia Pacific region –
 The Australian Securities Exchange is among the 10 largest exchanges in the world
- One of the world's best lifestyles With low cost of living, affordable quality housing, extensive healthcare benefits and one of the best education and social systems in the world
- Time zone compatibility with doing business globally -Australia's time zone spans the close of business in the USA and the opening of business in Europe





Financial Services

- Enterprise Trading & Risk Management - Murex, Calypso
- E-Trading & Front Office
- Credit Platforms
- Banking CRM
- Trade, Market & Reference Data

Horizontal domains

Big Data

Cloud

DevOps

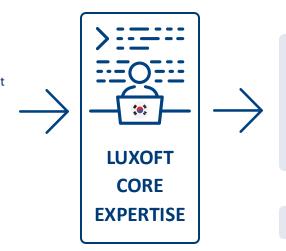
South Korea: Location Key Facts





Location value proposition

- World's 11th largest economy with digital agenda being an important economic driver.
- Proximity to key clients critical Resourcing & Account Management layers ensuring high level of coordination with offshore teams.
- Leading democracy in East Asia with benign business environment, entrepreneurial, competitive and Agile-oriented corporate culture.
- The world's most R&D intensive country, with top rankings globally and in Asia in ICT development and internet penetration.
- Global ICT leader; strong math, science & engineering education and substantial labor pool.



Industries

Automotive

- In-vehicle infotainment
- Navigation and ADAS
- Human-machine interface
- Connected Mobility
- Automotive Cybersecurity

Financial Services

- Enterprise Trading & Risk Management -Murex, Calypso
- Regulatory
- Trade, market & reference data

Horizontal domains

 Mobile Digital Experience

Cloud

Intelligent Devices

30

