HIGH-END BUSINESS SOLUTIONS DEVELOPMENT IN VIETNAM
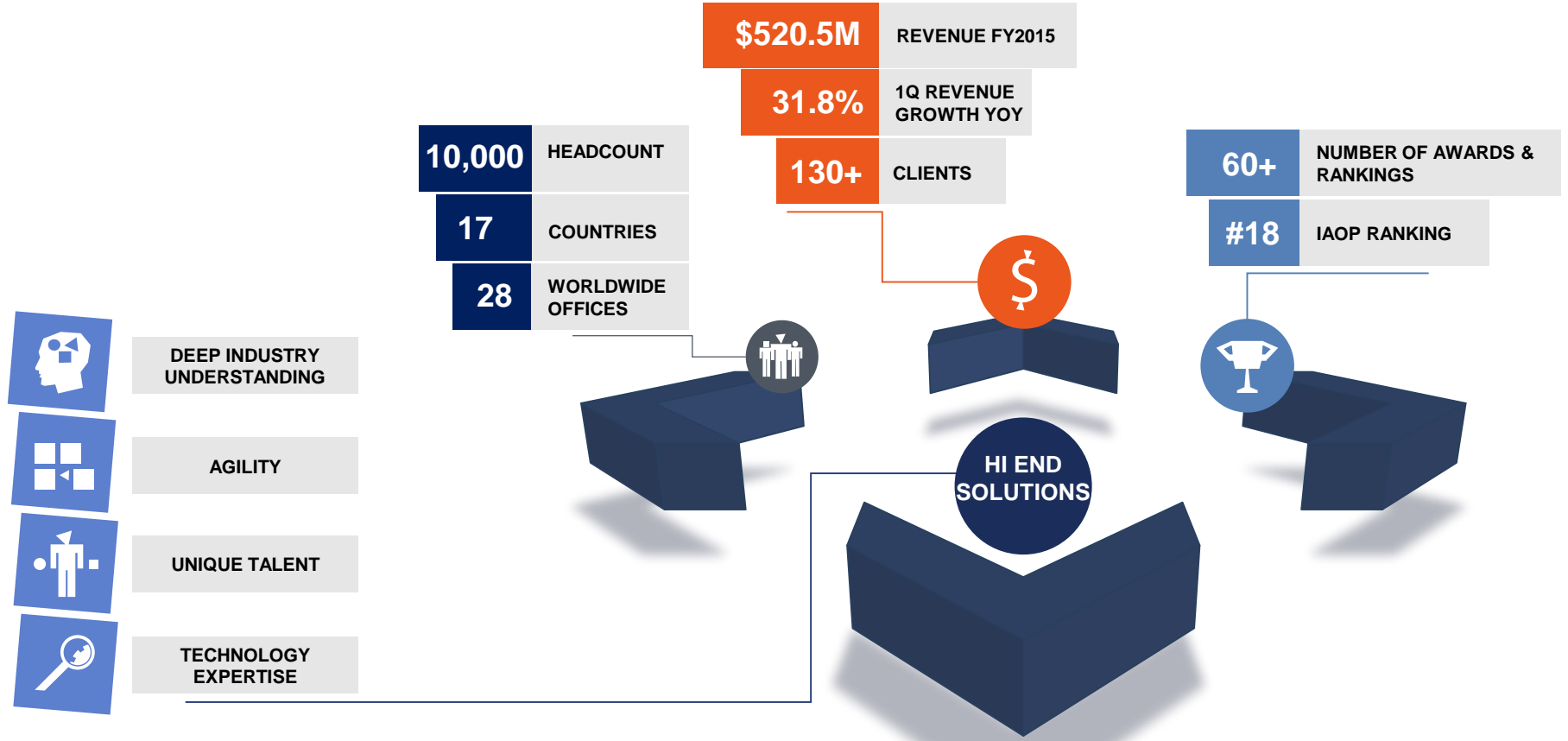
Dmitry Kushnir
VP Global Delivery Locations
Luxoft

Vietnam ITO Conference
October 14 - 17, 2015

LUXOFT

LXFT
LISTED
NYSE

FOCUS ON MIX OF TALENT, AGILITY, TECHNOLOGY AND INDUSTRY EXPERTISE | CONSISTENTLY STRONG RESULTS

$520.5M — REVENUE FY2015

31.8% — 1Q REVENUE GROWTH YOY

130+ — CLIENTS

10,000 — HEADCOUNT

17 — COUNTRIES

28 — WORLDWIDE OFFICES

60+ — NUMBER OF AWARDS & RANKINGS

#18 — IAOP RANKING

DEEP INDUSTRY UNDERSTANDING

AGILITY

UNIQUE TALENT

TECHNOLOGY EXPERTISE

HI END SOLUTIONS

www.luxoft.com

LUXOFT

DEEP BUSINESS UNDERSTANDING | FOCUS ON HI END SOLUTIONS

SIX VERTICALS

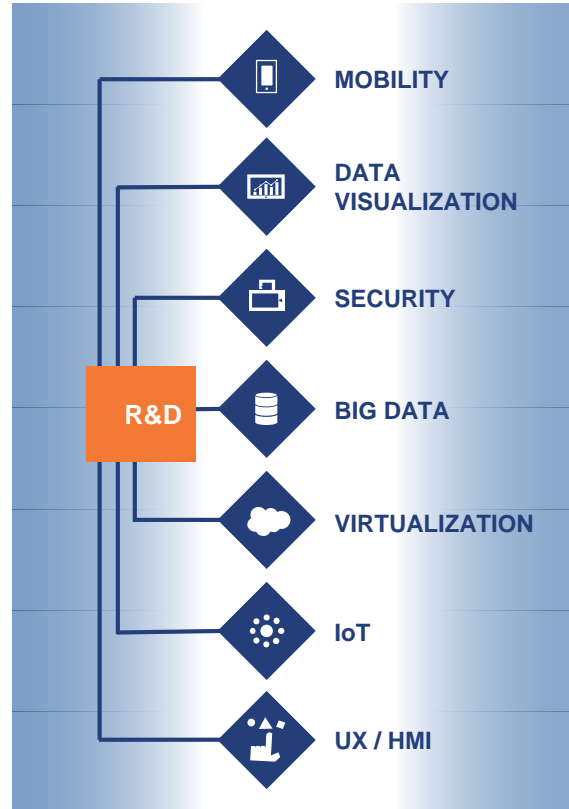- FINANCIAL SERVICES
- AUTOMOTIVE
- TELECOM
- TRAVEL & AVIATION
- TECHNOLOGY
- ENERGY

TECHNOLOGY EXPERTISE

R&D

- MOBILITY
- DATA VISUALIZATION
- SECURITY
- BIG DATA
- VIRTUALIZATION
- IoT
- UX / HMI

UNIQUE VALUE PROPOSITION

- Highly focused business model on Industry Verticals and key Centres of Expertise

- Deep business domain knowledge combined with software engineering skills

- Focus on core mission-critical systems, solutions for efficient innovation and enhanced business outcomes

- Agile, dedicated global delivery model, presence in 17 countries

- Ability to recruit and retain highly skilled & experienced workforce

WHY VIETNAM?

▶ YOUNG, TECH-SAVVY POPULATION WITH A STRONG INTEREST IN NEW TECHNOLOGIES
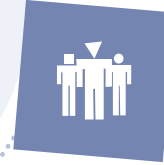
Strong technical education in Vietnam

Students gain exposure to computer science at a younger age

VIETNAM AS KEY ITO LOCATION IN APAC

Good reputation of Vietnamese students in Russia and Ukraine

University exchange programs with other countries

8-10%	forecasted contribution to GDP by 2020 due to highly-trained IT talents*	**795**	scholarships to Vietnamese nationals form the Russian Government in 2015. The figure to grow to 1,000 in 2018	**in TOP 3**	ranked Vietnamese students among other countries in math proficiency in 2012 **

*http://www.bloomberg.com/   **http://techonomy.com   http://english.vietnamnet.vn/

‹LUXOFT

BOLD BET ON VIETNAM

▶ **STRATEGIC INVESTMENT TO BUILD ASIA HUB & ACCESS APAC TALENT POOL**

107K+
Availability of experienced IT staff of SW industry in 2015*

40K+
IT graduates annually in Vietnam

LUXOFT Vietnam
Ho Chi Minh

280+
Universities, colleges with major IT faculties

15K+
Experienced ITO pool in Ho Chi Minh in 2015

ITU
The highest telecommunication growth rate worldwide in the last few years

Gartner
30 Leading Locations for Offshore Services, 2014

CUSHMAN & WAKEFIELD
Ranked #1 Global outsourcing location Index, 2015

THOLONS
Ho Chi Minh & Hanoi in Top 20 outsourcing cities, 2009-2014

2008
Started in Quang Trung Software City

85
employees

5+
years on average with the company

100+
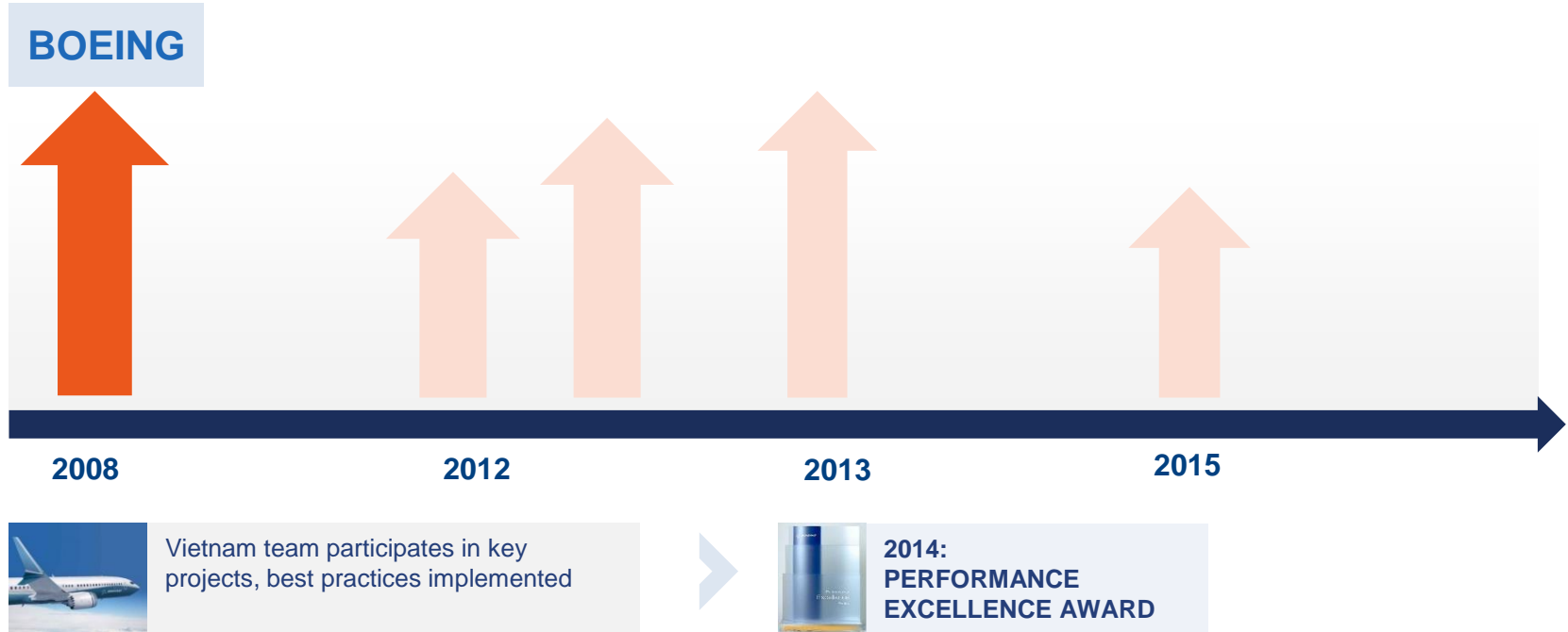projects completed

3
core industries

*2014 White Book on Vietnam ICT (MIC)   ***http://qtsc.com.vn/en_US/web/qtsc-english/why-choose-vietnam

LUXOFT

QUICKLY GOT BIG FIRST CLIENT IN AVIATION IN VIETNAM

▶ **STARTED BUILDING AVIATION INDUSTRY EXPERTISE**

BOEING

2008   **2012**   **2013**   **2015**

Vietnam team participates in key projects, best practices implemented

2014:
PERFORMANCE
EXCELLENCE AWARD

INTRODUCED NEW INDUSTRY VERTICALS IN VIETNAM
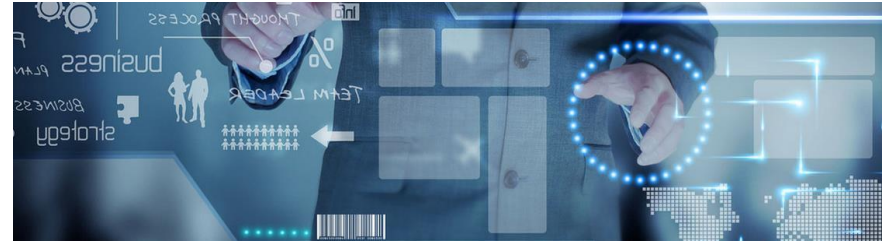
▶ AUTOMOTIVE & TELECOM

AUTOMOTIVE EXPERTISE	TELECOM EXPERTISE

- Projects for infotainment, digital cluster, telematics
- UX and design
- HMI tools, ADAS with computer vision integration
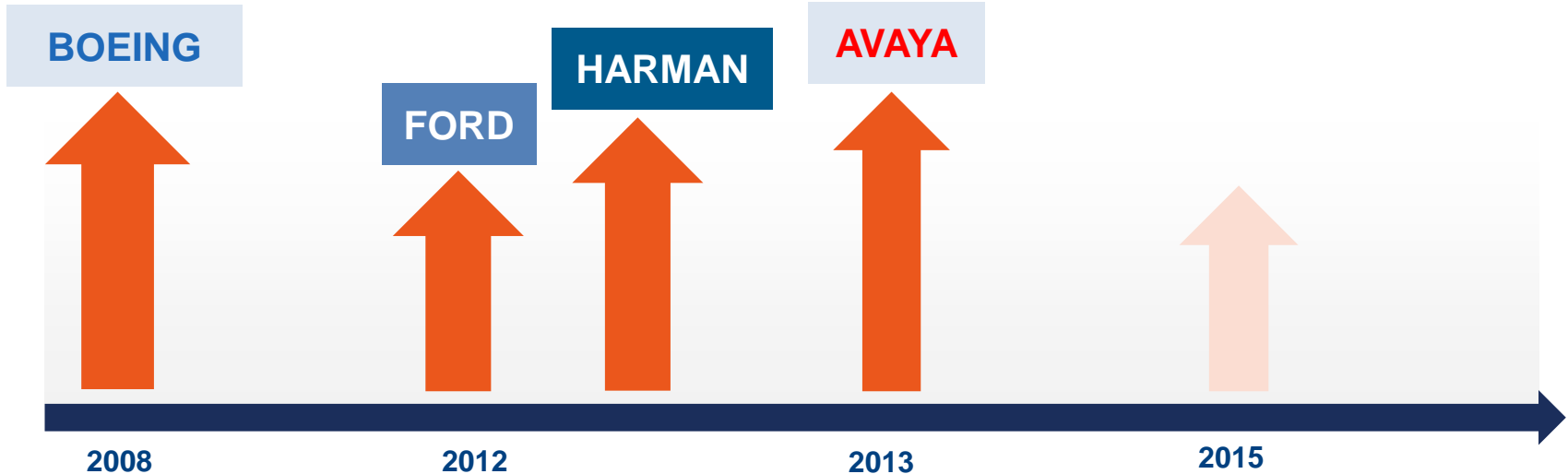- Connectivity solutions for cars and consumers

- IP office
- Functional/system manual and automated testing
- Hybrid cloud

LUXOFT

ATTRACTING CLIENTS FROM AUTOMOTIVE AND TELECOM TO VIETNAM

▶ **CONTINUED STRENGTHENING INDUSTRY EXPERTISE**

BOEING

FORD

HARMAN

AVAYA

2008   **2012**   **2013**   **2015**

Vietnam Automotive DC
Expertise Human Machine Interface (HMI), connectivity, navigation & digital maps
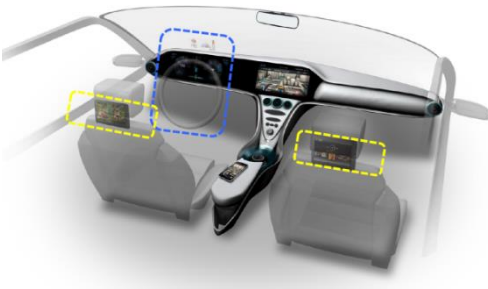
AWARD FOR CONECTED CAR HMI CONCEPTS AND SYSTEMS 2014

2014 **OUTSOURCING EXCELLENCE AWARD - NAMED FORD AND LUXOFT "MOST INNOVATIVE"**

LUXOFT

AUTOMOTIVE TECHNOLOGIES FOR NEXT GENERATION VEHICLES
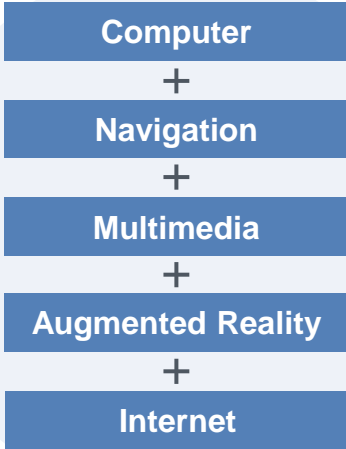
▶ **10 YEARS STRONG EXPERTISE IN CUTTING-EDGE TECHNOLOGY**

CONNECTED USERS & CARS (IOT)

ADAS WITH COMPUTER VISION INTEGRATION

Computer
+
Navigation
+
Multimedia
+
Augmented Reality
+
Internet

USER EXPERIENCE DESIGN

HUMAN MACHINE INTERFACE & IVI

CAR NAVIGATION & TELEMATICS

ADVANCED DRIVER ASSISTANCE SYSTEMS

EMBEDDED AUTOMOTIVE SOFTWARE

CONNECTIVITY & CARS
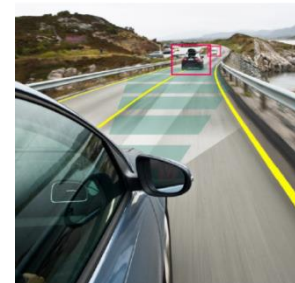
LUXOFT

BRINGING NEW BIG CLIENT FROM AUTOMOTIVE TO VIETNAM

BOEING

FORD

HARMAN

AVAYA

Continental

2008

2012

2013

2015
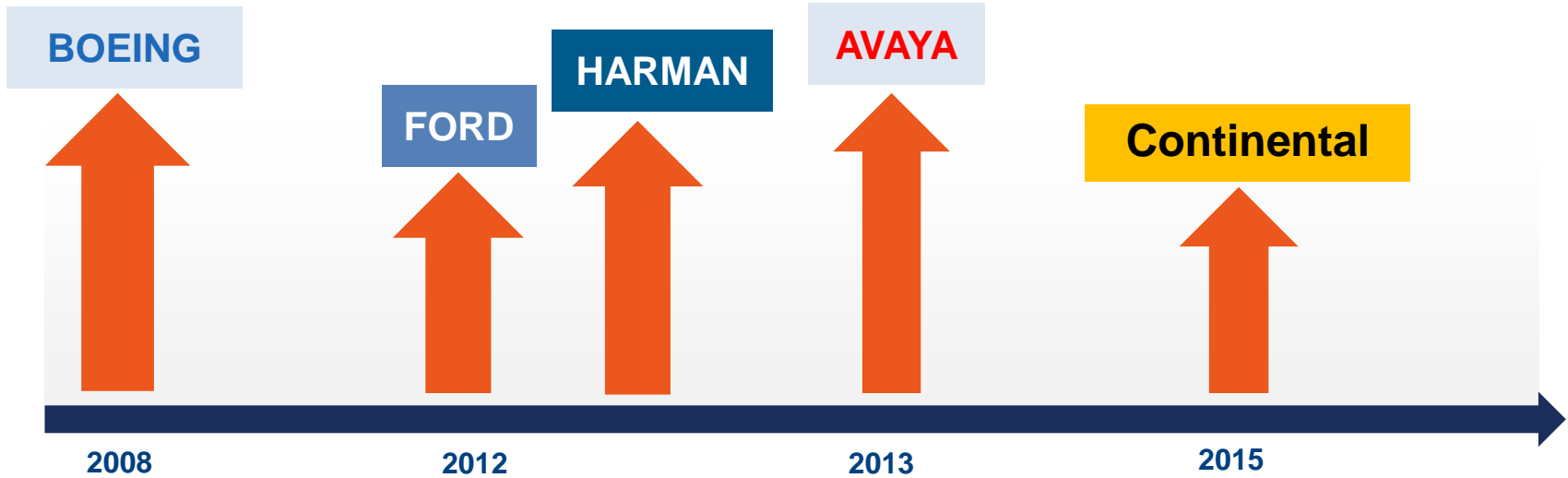
Luxoft Vietnam will build Automotive hub in HCMC with leading Automotive company

FROM MEANS OF TRANSPORTATION TO AUTOMOTIVE SERVICES PLATFORM

INVESTING IN AUTOMOTIVE HUB IN VIETNAM

HCMC automotive Hub for customers from Korea, Japan, China, Singapore

Promote Vietnam, attract attention of big automotive players to IT talents and industry capabilities

Relocate highly experienced engineers from Eastern Europe to transfer knowledge

Bring Luxoft Automotive expertise to Ho Chi Minh City

Setup automotive R&D Lab, cooperate with universities on internship programs

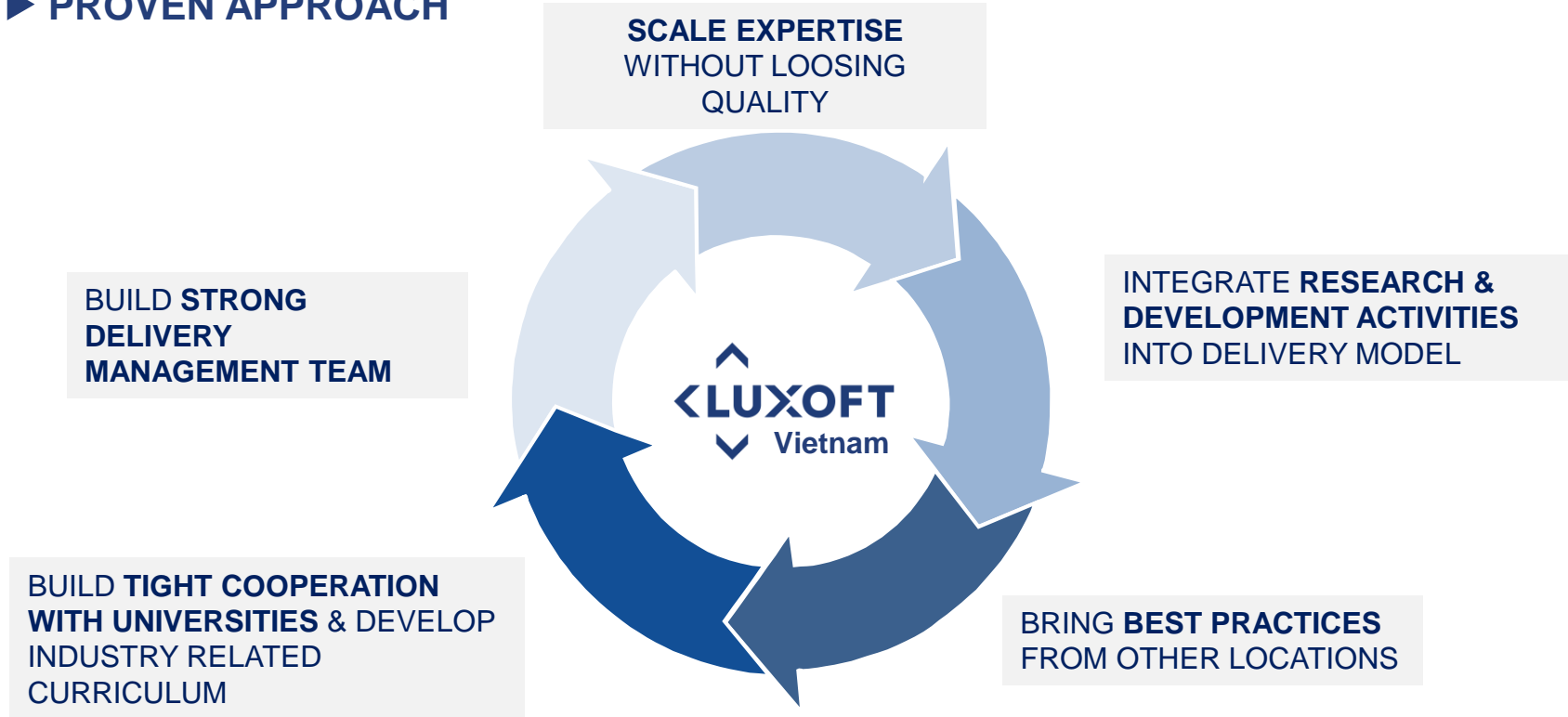Investment in it talent & infrastructure

Sponsor technology events, trainings, certifications, math & programming competitions for local talents

Create new jobs for IT engineers

Japan

S.Korea

China

Vietnam

Singapore

◆ Automotive Hub in Vietnam

◆ Clients in APAC for Automotive Solutions

‹LUXOFT

BUILDING HI END BUSINESS SOLUTIONS

▶ **PROVEN APPROACH**

SCALE EXPERTISE WITHOUT LOOSING QUALITY

INTEGRATE **RESEARCH & DEVELOPMENT ACTIVITIES** INTO DELIVERY MODEL

BUILD **STRONG DELIVERY MANAGEMENT TEAM**

❮LUXOFT
Vietnam

BRING **BEST PRACTICES** FROM OTHER LOCATIONS

BUILD **TIGHT COOPERATION WITH UNIVERSITIES** & DEVELOP INDUSTRY RELATED CURRICULUM

❮LUXOFT

THANK YOU