



Mindtree Limited

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**AUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2015**

*Rs in million, except per share data*

Particulars	Quarter ended			Nine months ended		Year ended
	December 31, 2015	September 30, 2015	December 31, 2014	December 31, 2015	December 31, 2014	March 31, 2015
Income from software services	11,209	10,682	8,117	31,514	26,438	35,474
<b>Expenses</b>						
Employee benefits expense	6,646	6,300	5,257	18,522	15,303	20,646
Depreciation and amortisation expense	340	312	260	870	723	1,017
Other expenses	2,514	2,356	1,894	7,211	5,829	7,764
<b>Profit from operations before other Income, foreign exchange gain and finance costs</b>	<b>1,709</b>	<b>1,714</b>	<b>1,606</b>	<b>4,811</b>	<b>4,583</b>	<b>6,047</b>
Other income	52	131	140	350	352	654
Foreign exchange gain	82	60	70	340	309	177
<b>Profit before finance costs</b>	<b>1,843</b>	<b>1,805</b>	<b>1,816</b>	<b>5,501</b>	<b>5,244</b>	<b>6,878</b>
Finance costs	-	2	1	2	1	1
<b>Profit before tax</b>	<b>1,843</b>	<b>1,803</b>	<b>1,815</b>	<b>5,499</b>	<b>5,243</b>	<b>6,877</b>
Tax expense	408	434	407	1,225	1,167	1,534
<b>Net profit for the period</b>	<b>1,435</b>	<b>1,468</b>	<b>1,408</b>	<b>4,274</b>	<b>4,076</b>	<b>5,343</b>
Paid up equity share capital (face value Rs. 10/- each)	839	839	837	839	837	837
Reserves	22,514	21,440	16,989	22,514	18,959	19,271
Basic EPS (Rs.)	17.11	17.52	16.81	51.00	48.76	53.90
Diluted EPS (Rs.)	17.06	17.47	16.74	50.84	48.53	53.62

**AUDITED SEGMENT WISE REVENUE AND RESULTS**

**Primary segment information**

Particulars	Quarter ended			Nine months ended		Year ended
	December 31, 2015	September 30, 2015	December 31, 2014	December 31, 2015	December 31, 2014	March 31, 2015
<b>Segment revenue</b>						
Retail, CPG and Manufacturing	2,426	2,362	2,020	6,952	5,728	7,720
Banking, Financial Services and Insurance	2,846	2,694	2,141	7,934	6,085	8,233
Technology, Media and Services	3,673	3,558	2,985	10,347	9,846	11,641
Travel and Hospitality	1,898	1,622	1,479	5,043	4,374	5,843
Others	366	446	492	1,238	1,605	2,037
<b>Total</b>	<b>11,209</b>	<b>10,682</b>	<b>8,117</b>	<b>31,514</b>	<b>26,438</b>	<b>35,474</b>
<b>Segment operating income</b>						
Retail, CPG and Manufacturing	528	577	396	1,582	1,083	1,503
Banking, Financial Services and Insurance	342	384	327	1,017	687	812
Technology, Media and Services	675	611	675	1,820	2,014	2,738
Travel and Hospitality	364	243	286	826	882	1,136
Others	140	205	187	538	652	763
<b>Total</b>	<b>2,049</b>	<b>2,020</b>	<b>1,871</b>	<b>5,781</b>	<b>5,318</b>	<b>7,082</b>
<b>Unallocable</b>						
Expenses	340	306	265	970	735	1,035
Finance costs	-	2	1	2	1	1
Other income (including foreign exchange gain)	134	191	210	690	661	831
<b>Profit before tax</b>	<b>1,843</b>	<b>1,803</b>	<b>1,815</b>	<b>5,499</b>	<b>5,243</b>	<b>6,877</b>

**Notes on segment information**

**Principal segments**

The Company is structured into five verticals –Retail, CPG and Manufacturing (RCM), Banking, Financial Services and Insurance (BFSI), Technology, Media and Services (TMS), formerly known as Hitech and Media Services, Travel and Hospitality (TH) and Others. Accordingly, the Company has presented its segment results under these business segments.

**Segment capital employed**

Segregation of assets, liabilities, depreciation and other non-cash expenses into various primary segments has not been carried out as the assets are used interchangeably between segments. Accordingly, no disclosure relating to segment assets and liabilities has been made.



**AUDITED STANDALONE STATEMENT OF ASSETS AND LIABILITIES**

*Rs in million*

Particulars	As at	
	December 31, 2015	March 31, 2015
<b>Shareholders' funds</b>		
Share capital	830	837
Reserves and surplus	22,514	19,271
	23,353	20,108
Share application money pending allotment	-	4
<b>Non-current liabilities</b>		
Long-term borrowings	18	23
Other long-term liabilities	744	334
	762	357
<b>Current liabilities</b>		
Trade payables	217	503
Other current liabilities	3,863	3,443
Short-term provisions	1,837	2,046
	5,917	5,992
<b>Total</b>	<b>30,032</b>	<b>26,461</b>
<b>Non-current assets</b>		
<b>Fixed assets</b>		
Tangible assets	4,842	4,507
Intangible assets	98	119
Capital work-in-progress	181	354
Non-current investments	5,960	1,113
Deferred tax assets (net)	527	449
Long-term loans and advances	1,796	1,639
Other non-current assets	60	17
	13,464	8,196
<b>Current assets</b>		
Current investments	4,323	5,343
Trade receivables	8,137	6,798
Cash and bank balances	1,615	3,689
Short-term loans and advances	1,057	1,448
Other current assets	1,416	1,005
	16,548	18,283
<b>Total</b>	<b>30,032</b>	<b>26,461</b>

Notes to audited financial results for the quarter and nine months ended December 31, 2016

- The above results were reviewed by the Audit Committee and thereafter have been approved by the Board at its meeting held on January 18, 2016.
- The statement of financial results have been audited by the Company's auditors. The Company's auditors have issued an unqualified audit opinion on the financial results. The audit report has been filed with the stock exchanges and is also available on the Company's website.
- EPS for the quarter/ period is not annualized.
- The Board of Directors at its meeting held on January 18, 2016 have declared an Interim dividend of 40% (Rs 4 per equity share of par value Rs 10 each) for the quarter ended December 31, 2015.
- The Board of Directors at its meeting held on January 18, 2016 have recommended an issue of bonus shares in the ratio of 1:1 (one additional equity share for every existing equity share). The Company is in the process of complying with necessary formalities.
- On January 18, 2016, the Company has entered into a definitive agreement to acquire 100% membership interest in Magnet 360 LLC, a US-based platinum salesforce partner specializing in multi-cloud solutions, consulting services and implementation, in an all cash transaction for USD 50 million. The consideration includes an upfront payment of USD 37 million and earn out and additional payout of up to USD 13 million over the next two years. This acquisition is subject to customary closing conditions.
- Previous period figures have been reclassified/ regrouped wherever necessary.

For and on behalf of the Board  
For Mindtree Limited



Srihankumar Natarajan  
CEO & Managing Director

Bengaluru, India  
January 18, 2016





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AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2015

Rs in million, except per share data

Particulars	Quarter ended			Nine months ended		Year ended
	December 31, 2015	September 30, 2015	December 31, 2014	December 31, 2015	December 31, 2014	March 31, 2015
Income from software services	12,145	11,693	0,117	33,654	26,438	35,619
Expenses						
Employee benefits expense	7,249	6,868	5,259	19,629	15,309	20,747
Depreciation and amortisation expense	345	317	260	984	723	1,018
Other expenses	2,749	2,851	1,892	7,780	5,833	7,760
Profit from operations before other income, foreign exchange gain and finance costs	1,802	1,847	1,606	5,061	4,683	6,074
Other income	52	131	140	350	352	656
Foreign exchange gain	95	64	70	361	309	179
Profit before finance costs	1,949	2,042	1,816	5,772	5,244	6,909
Finance costs	-	2	1	2	1	1
Profit before tax	1,949	2,040	1,815	5,770	5,243	6,909
Tax expense	440	458	407	1,297	1,167	1,545
Net profit for the period	1,509	1,582	1,408	4,473	4,076	5,363
Paid up equity share capital (face value Rs. 10/- each)	639	638	637	639	637	637
Reserves	22,679	21,593	18,996	22,670	18,996	19,287
Basic EPS (Rs.)	18.00	18.87	16.81	53.38	48.76	64.14
Diluted EPS (Rs.)	17.65	18.62	16.74	53.22	48.53	63.85

AUDITED SEGMENT WISE REVENUE AND RESULTS

Primary segment information

Rs in million

Particulars	Quarter ended			Nine months ended		Year ended
	December 31, 2015	September 30, 2015	December 31, 2014	December 31, 2015	December 31, 2014	March 31, 2015
Segment revenue						
Retail, CPG and Manufacturing	2,473	2,408	2,020	7,045	5,728	7,720
Banking, Financial Services and Insurance	3,050	2,887	2,141	8,524	6,085	8,378
Technology, Media and Services	3,671	3,558	2,985	10,345	8,646	11,641
Travel and Hospitality	1,898	1,622	1,479	5,043	4,374	5,843
Others	1,053	1,218	492	2,997	1,605	2,037
Total	12,145	11,693	8,117	33,654	26,438	35,619
Segment operating Income						
Retail, CPG and Manufacturing	542	564	396	1,603	1,083	1,503
Banking, Financial Services and Insurance	425	428	327	1,170	687	930
Technology, Media and Services	673	615	670	1,816	2,002	2,721
Travel and Hospitality	365	244	286	828	682	1,136
Others	142	295	167	628	652	793
Total	2,147	2,164	1,866	6,046	5,306	7,092
Unallocable						
Expenses	345	317	260	984	723	1,018
Finance costs	-	2	1	2	1	1
Other income (including foreign exchange gain)	147	195	210	711	661	935
Profit before tax	1,849	2,040	1,816	5,770	5,243	6,909

Notes on segment information

Principal segments

The Company is structured into five verticals—Retail, CPG and Manufacturing (RCM), Banking, Financial Services and Insurance (BFSI), Technology, Media and Services (TMS), formerly known as Hitech and Media Services, Travel and Hospitality (TH) and Others. Accordingly, the Company has presented its segment results under these business segments.

Segment capital employed

Segregation of assets, liabilities, depreciation and other non-cash expenses into various primary segments has not been carried out as the assets are used interchangeably between segments. Accordingly, no disclosure relating to segment assets and liabilities has been made.



AUDITED CONSOLIDATED STATEMENT OF ASSETS AND LIABILITIES		Rs in million	
Particulars	As at		
	December 31, 2015	March 31, 2015	
<b>Shareholders' funds</b>			
Share capital	838	837	
Reserves and surplus	22,678	18,287	
	<b>23,516</b>	<b>20,124</b>	
Share application money pending allotment	-	4	
<b>Non-current liabilities</b>			
Long-term borrowings	19	23	
Other long-term liabilities	744	334	
	<b>763</b>	<b>357</b>	
<b>Current liabilities</b>			
Short-term borrowings	7	-	
Trade payables	245	536	
Other current liabilities	4,267	3,465	
Short-term provisions	1,811	2,063	
	<b>6,430</b>	<b>6,064</b>	
<b>Total</b>	<b>30,710</b>	<b>26,649</b>	
<b>Non-current assets</b>			
Goodwill on consolidation	5,015	922	
<b>Fixed assets</b>			
Tangible assets	4,867	4,513	
Intangible assets	102	120	
Capital work-in-progress	181	354	
Non-current investments	58	8	
Deferred tax assets (net)	535	449	
Long-term loans and advances	1,807	1,640	
Other non-current assets	80	17	
	<b>12,640</b>	<b>9,023</b>	
<b>Current assets</b>			
Current investments	4,323	5,343	
Trade receivables	8,923	8,963	
Cash and bank balances	2,049	3,763	
Short-term loans and advances	1,093	1,451	
Other current assets	1,862	1,006	
	<b>18,070</b>	<b>18,526</b>	
<b>Total</b>	<b>30,710</b>	<b>26,649</b>	

Notes to audited consolidated financial results for the quarter and nine months ended December 31, 2015


- The above results were reviewed by the Audit Committee and thereafter have been approved by the Board at its meeting held on January 18, 2016.
- EPS for the quarter/period is not annualized.
- On January 18, 2016, the Company has entered into a definitive agreement to acquire 100% membership interest in Magnel 390 LLC, a US-based platform salesforce partner specializing in multi-cloud solutions, consulting services and implementation, in an all cash transaction for USD 50 million. The consideration includes an upfront payment of USD 37 million and earn out and additional payout of up to USD 13 million over the next two years. The acquisition is subject to customary closing conditions.
- The Board of Directors at its meeting held on January 18, 2016 have recommended an issue of bonus shares in the ratio of 1:1 (one additional equity share for every existing equity share). The Company is in the process of complying with necessary formalities.
- The Board of Directors at its meeting held on January 18, 2016 have declared an interim dividend of 40% (Rs 4 per equity share of par value Rs 10 each) for the quarter ended December 31, 2015.

5 Audited financial results of Mindtree Limited (standalone information)

Particulars	Quarter ended			Nine months ended		Year ended March 31, 2015
	December 31, 2015	September 30, 2015	December 31, 2014	December 31, 2015	December 31, 2014	
Revenues	11,209	10,682	9,117	31,514	26,438	35,474
Profit before tax	1,843	1,903	1,815	5,469	5,243	6,877
Profit after tax	1,435	1,469	1,408	4,274	4,070	5,343

Note: The audited results of Mindtree Limited for the above mentioned periods are available in the investors section in [www.mindtree.com](http://www.mindtree.com) and also with the stock exchanges where it is listed. The information above has been extracted from the audited financial results as stated.

- The statement of consolidated financial results have been audited by the Company's auditors. The Company's auditors have issued an unqualified audit opinion on the consolidated financial results. The audit report has been filed with the stock exchanges and is also available on the Company's website.
- Previous period figures have been reclassified/ regrouped wherever necessary.

For and on behalf of the Board  
For Mindtree Limited  
  
Krishnakumar Natarajan  
CEO & Managing Director

Bengaluru, India  
January 18, 2016



## INDEPENDENT AUDITOR'S REPORT ON AUDIT OF INTERIM FINANCIAL RESULTS TO THE BOARD OF DIRECTORS OF MINDTREE LIMITED

1. We have audited the accompanying Standalone Financial Results of **MINDTREE LIMITED** ("the Company") for the Quarter and Nine Months ended December 31, 2015 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement, which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared on the basis of the related interim financial statements in accordance with the recognition and measurement principles laid down in Accounting Standard for Interim Financial Reporting (AS 25), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express an opinion on the Statement.
2. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the Statement is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the Statement. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the Statement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the Statement in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Management, as well as evaluating the overall presentation of the Statement.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

3. In our opinion and to the best of our information and according to the explanations given to us, the Statement:
  - (i) is presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; and
  - (ii) gives a true and fair view in conformity with the aforesaid Accounting Standards and other accounting principles generally accepted in India of the net profit and other financial information of the Company for the Quarter and Nine Months ended December 31, 2015.

For **DELOITTE HASKINS & SELLS**  
Chartered Accountants  
(Firm's Registration No. 008072S)



**V. Balaji**  
Partner  
(Membership No. 203685)

## INDEPENDENT AUDITOR'S REPORT ON AUDIT OF INTERIM FINANCIAL RESULTS TO THE BOARD OF DIRECTORS OF MINDTREE LIMITED

1. We have audited the accompanying Consolidated Financial Results of **MINDTREE LIMITED** ("the Holding Company") and its subsidiaries (the Holding Company and its subsidiaries together referred to as "the Group") for the Quarter and Nine Months ended December 31, 2015 ("the Statement"), being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement, which is the responsibility of the Holding Company's Management and approved by the Board of Directors, has been prepared on the basis of the related interim consolidated financial statements in accordance with the recognition and measurement principles laid down in Accounting Standard for Interim Financial Reporting (AS 25), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express an opinion on the Statement.
2. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the Statement is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the Statement. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the Statement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Holding Company's preparation and fair presentation of the Statement in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Holding Company's internal control. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Management, as well as evaluating the overall presentation of the Statement.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

3. In our opinion and to the best of our information and according to the explanations given to us, the Statement:
  - a. includes the results of the following subsidiaries:
    - (i) Mindtree Software (Shanghai) Co, Ltd., Republic of China
    - (ii) Discoverture Solutions L.L.C., United States of America
    - (iii) Discoverture Solutions U.L.C., Canada (Liquidated with effect from November 19, 2015)
    - (iv) Discoverture Solutions Europe Limited, United Kingdom
    - (v) Relational Solutions, Inc., United States of America
    - (vi) Bluefin Solutions Limited, United Kingdom
    - (vii) Bluefin Solutions Inc., United States of America
    - (viii) Bluefin Solutions Sdn Bhd, Malaysia
    - (ix) Blouvin (Pty) Limited, South Africa
    - (x) Bluefin Solutions Pte Limited, Singapore
  - b. is presented in accordance with the requirements of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; and

**Deloitte  
Haskins & Sells**

- c. gives a true and fair view in conformity with the aforesaid Accounting Standards and other accounting principles generally accepted in India of the net profit and other financial information of the Group for the Quarter and Nine Months ended December 31, 2015.

For **DELOITTE HASKINS & SELLS**  
Chartered Accountants  
(Firm's Registration No. 008072S)



**V. Balaji**  
Partner  
(Membership No. 203685)

**BENGALURU**, January 18, 2016  
VB/UB/VMS/2016



## Revenue growth of 2.3% Q-o-Q and 24.8% Y-o-Y in dollar terms; Recommends interim dividend and 1:1 issue of bonus shares

**Bangalore (India) and Warren (NJ), January 18, 2016:** Mindtree, a global technology services company, announced its consolidated results today for the third quarter ended December 31, 2015, as approved by its Board of Directors.

"We saw good revenue growth in Q3 as we continue to strike the right chord with our clients. This broad-based result reflects the ongoing momentum of our key focus areas such as Digital and Managed Services. Those initiatives combined with our recent acquisitions and deal wins are creating a clear path to further our growth trajectory" said **Krishnakumar Natarajan, CEO & Managing Director, Mindtree.**

### Key financial highlights:

- In USD terms:
  - Revenue at \$184.4 million (growth of 2.3% q-o-q / 24.8% y-o-y). Constant currency revenue growth of 3% q-o-q
  - Net profit at \$22.8 million (decline of 5.9% q-o-q / growth of 0.2% y-o-y)
  
- In Rupee terms:
  - Revenue at ₹ 12,145 million (growth of 3.9% q-o-q / 33.2% y-o-y)
  - Net profit at ₹ 1,509 million (decline of 4.6% q-o-q / growth of 7.2% y-o-y)

### Other highlights:

- Clients:
  - 294 active clients as of December 31, 2015
  
- Employees:
  - 16,243 employees as of December 31, 2015
  - Added 1,306 employees during the quarter on a gross basis
  - Trailing 12 months attrition is at 16%.





- Multi-year and multi-million dollar wins with leading global clients
  - Leading travel management company. For this existing client, Mindtree will provide application development and support services
  - Global manufacturing and engineering company. Mindtree will provide infrastructure management services
  - International financial institution. Mindtree will provide IT services in multiple areas
- Awards and recognition:
  - Mindtree named in the leadership zone in Zinnov's Global Product Engineering Service Provider Ratings for the fourth time in a row
  - Mindtree has won the "Best Corporate Governance – Technology – Asia - 2015" by the Ethical Boardroom Corporation, for having exhibited exceptional leadership in the area of governance
  - Krishnakumar Natarajan, CEO & Managing Director, Mindtree has been named among India's Top 100 CEOs in an annual study conducted by Business Today and PwC
  - Mindtree has been placed among the top ten BEST Award Winners by the Association for Talent Development for its innovative talent development initiatives
- Issue of bonus shares:
  - The Board of Directors at their meeting held on January 18, 2016 recommended an issue of bonus shares in the ratio of 1:1, i.e. one additional equity share for every existing equity share. This is subject to shareholders approval. Bonus shares will be credited to the shareholders after completion of statutory formalities and within the prescribed statutory timelines. This is the second bonus shares issue in the last 2 years
- Dividend announcement:
  - The Board of Directors, at its meeting held on January 18, 2016 recommended an interim dividend of 40% (₹ 4 per equity share of par value ₹ 10 each) for the quarter ended December 31, 2015



### **About Mindtree**

Mindtree [NSE: MINDTREE] delivers digital transformation and technology services from ideation to execution, enabling Global 2000 clients to outperform the competition. "Born digital," Mindtree takes an agile, collaborative approach to creating customized solutions across the digital value chain. At the same time, our deep expertise in infrastructure and applications management helps optimize your IT into a strategic asset. Whether you need to differentiate your company, reinvent business functions or accelerate revenue growth, we can get you there. Visit [www.mindtree.com](http://www.mindtree.com) to learn more.

### **Safe harbour**

*Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause our actual results to differ materially from those in such forward-looking statements. We do not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.*

Visit us at [www.mindtree.com](http://www.mindtree.com). For more information, contact:

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