

Earnings Release & Fact Sheet Third Quarter, Fiscal 2024

January 17, 2024



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Safe Harbour

Certain statements in this release concerning the future prospects are forward-looking statements. These statements by their nature involve risks and uncertainties that could cause the actual results to differ materially from such forward-looking statements. The Company assumes no obligation to revise or update any forward-looking statements that may be made from time to time by or on behalf of the Company.

Deal wins and recognitions section in this release include relevant disclosures between our last earnings release and this release.

LTIMindtree delivers 3.5% YoY USD revenue growth

EBIT increase of 14.6% YoY; Strong order inflow of USD 1.5 billion, registering a YoY growth of 21%

Mumbai, January 17, 2024: [LTIMindtree](#) [NSE: LTIM, BSE: 540005], a global technology consulting and digital solutions company, announced its consolidated results today for the third quarter ended December 31, 2023, as approved by its Board of directors.

*“Our strong operational performance in a seasonally weak quarter speaks about the **organization’s** resilience amid the continuing macro challenges. For the quarter, we reported a revenue of USD 1.08 billion, a 3.5% YoY growth in USD terms, an EBIT margin of 15.4%, an increase of 150 bps YoY, and a PAT margin of 13%, an increase of 140 bps YoY.*

We have booked our highest-ever order inflow at USD 1.5 billion, representing a 21% increase YoY, and our strong cash flow metrics helped us cross INR 10,000 crore in cash and investment balance. These strong indicators make us confident to deliver on our path to success as we enter the new year.”

-Debashis Chatterjee, Chief Executive Officer and Managing Director

Key financial highlights:

Quarter ended December 31, 2023

- In USD:
 - Revenue at \$1,083.7 million (growth of 0.8% Q-o-Q / 3.5% Y-o-Y)
 - Net profit at \$140.5 million (growth of 0.1% Q-o-Q / 15.6% Y-o-Y)
- In INR:
 - **Revenue at ₹90,166 million** (growth of 1.2% Q-o-Q / 4.6% Y-o-Y)
 - **Net profit at ₹11,693 million** (growth of 0.6% Q-o-Q / 16.8% Y-o-Y)

Nine Months ended December 31, 2023 (YTD FY24 vs YTD FY23)

- In USD:
 - Revenue at \$3,217.9 million (growth of 5.6%)
 - Net profit at \$421.1 million (growth of 2.7%)
- In INR:
 - **Revenue at ₹2,66,241 million** (growth of 8.7%)
 - **Net profit at ₹34,839 million** (growth of 5.7%)

Other highlights:

- Clients:
 - 739 active clients as of December 31, 2023
 - \$5 million+ clients increased by 5 on a Y-o-Y basis, total 149
 - \$10 million+ clients increased by 8 on a Y-o-Y basis, total 89
 - \$20 million+ clients increased by 3 on a Y-o-Y basis, total 40
 - \$50 million+ clients increased by 1 on a Y-o-Y basis, total 12
- People:
 - 82,471 professionals as of December 31, 2023
 - Trailing 12 months attrition was 14.2%

Deal Wins

- A global leader in the design, engineering, and delivery of customized facilities for high-tech industries has selected LTIMindtree as their preferred strategic partner for their Digital Transformation journey over the next 5 years. LTIMindtree will drive transformation across the technology landscape through multiple services including Cloud Migration, End User Services, Security, and Application Development and Support.
- A US-based premier oil and gas producer selected LTIMindtree as their strategic partner for end-to-end technology services. As part of the partnership, LTIMindtree will provide services across several value-based portfolios covering Digital Solutions, Platforms and Operations.
- A diversified multinational mass media corporation has chosen LTIMindtree as their preferred ServiceNow transformation partner. This engagement will help unlock the value of their ServiceNow investments, improve ROI, and drive cost efficiency.
- A leading US-based energy producer has expanded its infrastructure managed services scope with LTIMindtree.
- A global financial services technology company has chosen LTIMindtree for its Product Development initiatives.
- A utilities company in the Middle East continues to strengthen its relationship with LTIMindtree by signing another 3-year agreement where LTIMindtree will support their transformation journey by identifying areas of expansion and optimizing the technology landscape.

Partnerships

- LTIMindtree received the "Global Partner of the Year award" for Sustainability from #AWS at #reinvent2023. We received this commendation for the business impact we created for one of our marquee Utility customers, enabling them to reduce over 2 million metric tonnes of carbon emissions. This recognition accentuates LTIMindtree as a conscientious, futuristic, and sustainable organization committed to an inclusive vision, shared growth, and positive value creation with our stakeholders.
- LTIMindtree was honoured with "Partner on Boomi Award" at the Boomi World Tour. **This recognition endorses LTIMindtree's deep expertise to deliver integrated environments, power automation, and enable data-driven decision-making to give our joint customers the best business outcomes.**

Recognitions

- LTIMindtree named Global Future 50 Company by Fortune Magazine in its latest edition, being the only IT Services company to feature on the list.
- LTIMindtree positioned as a Leader in Everest Group's Cloud Services in Insurance PEAK Matrix® Assessment 2024.
- LTIMindtree recognized as Leader and Star Performer in Everest Group's Talent Readiness for Next-gen IT Services PEAK Matrix 2023.
- LTIMindtree recognized as Leader in Everest Group's Lending Services 2023 PEAK Assessment.
- **LTIMindtree recognized in Forrester's 'The Application Modernization and Migration Services Landscape, Q4 2023'.**
- **LTIMindtree interviewed for Forrester's November 2023 report, 'Layers, Gates, Pipes, And Loops: A GenAI Application Architecture'.**
- **LTIMindtree recognized in Forrester's 'The Continuous Automation and Testing Services Landscape, Q4 2023'.**
- **LTIMindtree recognized in Forrester's 'The Microsoft Business Applications Services Landscape, Q4 2023'.**
- LTIMindtree recognized as an Enterprise Innovator in HFS Horizons: Generative Enterprise Services Horizons.
- LTIMindtree recognized as an Enterprise Innovator in HFS Horizons: Life science service providers 2023.
- LTIMindtree positioned as an Innovator in HFS Horizon's Retail & CPG Industry 2023.
- LTIMindtree positioned as a Rising Star in ISG Supply Chain Services 2023.
- LTIMindtree positioned as a Major Contender in Everest Group's Cloud Security Services PEAK Matrix® Assessment 2023.
- LTIMindtree recognized as a Major Contender in Everest Group's Digital Interactive Experience (IX) Services PEAK Matrix® Assessment 2023 - North America.
- **LTIMindtree recognized as a Major Contender in Everest Group's Artificial Intelligence(AI) Services PEAK Matrix® Assessment 2023.**
- LTIMindtree recognized as a Major Contender in Everest Group's Healthcare Digital Payer Services PEAK Assessment 2023.

About LTIMindtree

LTIMindtree is a global technology consulting and digital solutions company that enables enterprises across industries to reimagine business models, accelerate innovation, and maximize growth by harnessing digital technologies. As a digital transformation partner to more than 700 clients, LTIMindtree brings extensive domain and technology expertise to help drive superior competitive differentiation, customer experiences, and business outcomes in a converging world. Powered by 82,000+ talented and entrepreneurial professionals across more than 30 countries, LTIMindtree – a Larsen & Toubro Group company – combines the industry-acclaimed strengths of erstwhile Larsen and Toubro Infotech and Mindtree in solving the most complex business challenges and delivering transformation at scale. For more information, please visit <https://www.ltimindtree.com/>.

Earnings Conference Call

| | |
|---|---|
| Universal Dial-in | +91 22 6280 1157 +91 22 7115 8058 |
| International Toll Free | USA : 18667462133 UK : 08081011573 Singapore : 8001012045 Hong Kong : 800964448 |
| Replay of Conference Call | Available after 1 hour from the call end time until January 24 th , 2024 Playback Code: 45827 Dial-in Number: India +91 22 71945757 USA Toll Free 18332898317 UK Toll Free 8007563427 Singapore Toll Free 8001012510 Hong Kong Toll Free 800965553 |
| <u>Audio Webcast</u> The audio from the conference call will be available online through a webcast and can be accessed at the following link: Click here for Audio Webcast | |
| Click here for your DiamondPass™ | |
| DiamondPass™ is a Premium Service that enables you to connect to your conference call without having to wait for an operator. If you have a DiamondPass™, click the above link to associate your pin and receive the access details for this conference. If you do not have a DiamondPass™, please register through the link and you will receive your DiamondPass™ for this conference. | |

Contact

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Key Financial Metrics

| Revenue USD \$ Mn | Q3 FY23 | Q2 FY24 | Q3 FY24 | Growth (%) | |
|----------------------------------|---------|---------|---------|------------|-------|
| | | | | Q-o-Q | Y-o-Y |
| Revenue USD Mn | 1,046.7 | 1,075.5 | 1,083.7 | 0.8% | 3.5% |
| Revenue - constant currency (CC) | | | | 0.7% | 3.1% |
| Financials ₹ Mn | Q3 FY23 | Q2 FY24 | Q3 FY24 | Growth (%) | |
| | | | | Q-o-Q | Y-o-Y |
| Revenue ₹ Millions | 86,200 | 89,054 | 90,166 | 1.2% | 4.6% |
| Gross Margin % | 28.6% | 31.4% | 29.9% | | |
| EBITDA Margin % | 16.0% | 18.3% | 17.6% | | |
| EBIT Margin % | 13.9% | 16.0% | 15.4% | | |
| Forex Gains/(loss) ₹ Millions | 490 | (21) | 426 | | |
| Effective Tax Rate* % | 23.6% | 23.5% | 24.3% | | |
| PAT ₹ Millions | 10,007 | 11,623 | 11,693 | | |
| PAT - Net Profit Margin % | 11.6% | 13.1% | 13.0% | | |
| EPS - Earnings Per Share | | | | | |
| Basic ₹ | 33.8 | 39.3 | 39.5 | | |
| Diluted ₹ | 33.8 | 39.2 | 39.4 | | |
| DSO** (Billed) | 61 | 68 | 62 | | |
| DSO** (Billed & Unbilled) | 90 | 94 | 85 | | |
| ROE % | 30.3% | 26.9% | 26.6% | | |

* Effective Tax Rate = Tax / PBT

** DSO is based on TTM

| Cash Flow ₹ Mn | Q3 FY23 | Q2 FY24 | Q3 FY24 |
|----------------------|---------|---------|---------|
| Free Cash Flow | 3,560 | 8,728 | 16,801 |
| Cash and Investments | 80,865 | 89,476 | 101,158 |

| Hedges outstanding | Value | Avg. Rate / INR |
|--------------------|-------|-----------------|
| USD \$ Mn | 3,982 | 86.56 |

| Exchange Rate (USD: INR) | Q3 FY23 | Q2 FY24 | Q3 FY24 |
|--------------------------|---------|---------|---------|
| Period closing rate | 82.73 | 83.05 | 83.21 |
| Period average rate | 82.35 | 82.80 | 83.20 |

Key Revenue Metrics

| Revenue by Industry | Q3 FY23 | Q2 FY24 | Q3 FY24 | USD Growth (%) | |
|--|---------|---------|---------|----------------|--------|
| | | | | Q-o-Q | Y-o-Y |
| Banking, Financial Services & Insurance | 37.4% | 36.5% | 35.6% | (1.6%) | (1.4%) |
| Hi-Tech, Media & Entertainment | 23.6% | 23.8% | 22.9% | (3.1%) | 0.3% |
| Manufacturing & Resources | 17.5% | 17.9% | 20.3% | 14.2% | 20.1% |
| Retail, CPG, Travel, Transport & Hospitality | 15.2% | 15.3% | 14.7% | (3.4%) | 0.6% |
| Healthcare, Life Sciences & Public Services | 6.3% | 6.5% | 6.5% | 1.0% | 6.0% |

| Revenue by Geography | Q3 FY23 | Q2 FY24 | Q3 FY24 | USD Growth (%) | |
|----------------------|---------|---------|---------|----------------|-------|
| | | | | Q-o-Q | Y-o-Y |
| North America | 72.3% | 73.4% | 72.7% | (0.2%) | 4.1% |
| Europe | 14.9% | 15.3% | 14.5% | (4.8%) | 0.9% |
| Rest of the World | 12.8% | 11.3% | 12.8% | 14.6% | 3.4% |

| Revenue by Currency | Q3 FY23 | Q2 FY24 | Q3 FY24 |
|---------------------|---------|---------|---------|
| USD | 77.3% | 77.9% | 76.2% |
| EUR | 7.0% | 7.7% | 7.5% |
| INR | 5.5% | 4.6% | 5.9% |
| GBP | 3.0% | 2.8% | 2.9% |
| Others | 7.2% | 7.0% | 7.5% |

Key Client Metrics

| Revenue Contribution | Q3 FY23 | Q2 FY24 | Q3 FY24 |
|----------------------|---------|---------|---------|
| Active Clients | 723 | 737 | 739 |
| New Clients added | 28 | 30 | 23 |
| Revenue Contribution | | | |
| 1 Million Dollar + | 374 | 391 | 388 |
| 5 Million Dollar + | 144 | 146 | 149 |
| 10 Million Dollar + | 81 | 90 | 89 |
| 20 Million Dollar + | 37 | 41 | 40 |
| 50 Million Dollar + | 11 | 14 | 12 |
| 100 Million Dollar + | 2 | 2 | 2 |

Active Clients and Revenue Contribution is based on TTM.

| Revenue Contribution | Q3 FY23 | Q2 FY24 | Q3 FY24 |
|----------------------|---------|---------|---------|
| Top 5 Clients | 26.3% | 26.8% | 27.5% |
| Top 10 Clients | 33.8% | 34.3% | 35.3% |
| Top 20 Clients | 45.3% | 45.2% | 45.9% |
| Top 40 Clients | 57.6% | 57.6% | 58.5% |

Effort and Utilization

| Effort & Utilization | Q3 FY23 | Q2 FY24 | Q3 FY24 |
|------------------------------|---------|---------|---------|
| Effort Mix | | | |
| Onsite | 14.9% | 14.8% | 15.0% |
| Offshore | 85.1% | 85.2% | 85.0% |
| Utilization (excl. trainees) | 82.9% | 86.6% | 87.4% |

Key Employee Metrics

| Employees | Q3 FY23 | Q2 FY24 | Q3 FY24 |
|------------------------|---------|---------|---------|
| Total Employees | 86,462 | 83,532 | 82,471 |
| Software Professionals | 82,197 | 78,276 | 77,203 |
| Sales & Support | 4,265 | 5,256 | 5,268 |
| Women Employees % | 31.5% | 30.8% | 30.7% |
| TTM Attrition % | 22.3% | 15.2% | 14.2% |

Financial Statements

Income Statement

Amount in INR Millions

| Particulars | Q3 FY23 | Q2 FY24 | Q3 FY24 | Growth (%) | |
|-------------------------------|---------|---------|---------|------------|-------|
| | | | | Q-o-Q | Y-o-Y |
| Revenue | 86,200 | 89,054 | 90,166 | 1.2% | 4.6% |
| Direct Cost | 61,555 | 61,048 | 63,224 | 3.6% | 2.7% |
| Gross Profit | 24,645 | 28,006 | 26,942 | (3.8%) | 9.3% |
| SG&A Expenses | 10,897 | 11,693 | 11,093 | (5.1%) | 1.8% |
| EBITDA | 13,748 | 16,313 | 15,849 | (2.8%) | 15.3% |
| Depreciation and Amortization | 1,781 | 2,082 | 1,990 | | |
| EBIT | 11,967 | 14,231 | 13,859 | (2.6%) | 15.8% |
| Forex Gains/(loss) | 490 | (21) | 426 | | |
| Other Income | 1,028 | 1,453 | 1,769 | | |
| Finance Cost | 379 | 470 | 607 | | |
| Provision for Tax | 3,099 | 3,570 | 3,754 | | |
| PAT | 10,007 | 11,623 | 11,693 | 0.6% | 16.8% |
| Margin % | | | | | |
| EBITDA | 16.0% | 18.3% | 17.6% | | |
| EBIT | 13.9% | 16.0% | 15.4% | | |
| PAT | 11.6% | 13.1% | 13.0% | | |

Balance Sheet

Amount in INR Millions

| Particulars | As at March 31, 2023 | As at Dec 31, 2023 |
|---|-------------------------|-----------------------|
| ASSETS | | |
| Non-current assets | | |
| Property, Plant and Equipment | 9,697 | 16,774 |
| Right of Use Assets | 12,539 | 13,338 |
| Capital work-in-progress | 8,126 | 2,429 |
| Goodwill | 11,892 | 12,033 |
| Other Intangible assets | 2,663 | 2,392 |
| Intangible assets under development | 897 | 917 |
| Financial Assets | | |
| Investments | 7,165 | 12,612 |
| Trade Receivable | 39 | 56 |
| Other Financial Assets | 1,924 | 3,529 |
| Deferred tax assets | 3,809 | 3,275 |
| Tax Assets | 2,334 | 2,490 |
| Other non-current assets | 2,018 | 2,256 |
| Total Non-Current Assets | 63,103 | 72,101 |
| Current assets | | |
| Inventories | 33 | 37 |
| Financial Assets | | |
| Investments | 47,418 | 65,971 |
| Trade receivable | 56,234 | 60,835 |
| Unbilled Revenue | 16,011 | 10,756 |
| Cash and Cash Equivalent | 23,389 | 15,300 |
| Other Bank Balances | 5,931 | 7,626 |
| Other Financial Assets | 1,830 | 2,576 |
| Income Tax Assets (net) | 0 | 263 |
| Other current assets | 21,012 | 19,411 |
| Total Current Assets | 1,71,858 | 1,82,775 |
| TOTAL ASSETS | 2,34,961 | 2,54,876 |
| EQUITY AND LIABILITIES | | |
| Equity | | |
| Equity Share capital | 296 | 296 |
| Other Equity | | |
| Other Reserves | 11,124 | 15,181 |
| Retained Earnings | 1,54,501 | 1,71,920 |
| Other Components of Equity | | |
| Share application money pending allotment | 0 | 1 |
| Non-controlling interests | 71 | 86 |
| Total Equity | 1,65,992 | 1,87,484 |
| Liabilities | | |
| Non-current liabilities | | |
| Financial Liabilities | | |
| Financial Liabilities - Others | 1,774 | 379 |
| Financial Liabilities - Lease liabilities | 11,872 | 12,709 |
| Deferred tax liabilities | 147 | 173 |
| Provisions | 350 | 151 |
| Total Non-current liabilities | 14,143 | 13,412 |
| Current liabilities | | |
| Financial Liabilities | | |
| Financial Liabilities - Borrowings | 1,253 | 1,734 |
| Trade Payables | 12,938 | 17,539 |
| Due to micro & small enterprises | 154 | 68 |
| Due to others | 12,784 | 17,471 |
| Other Financial Liabilities | 16,437 | 10,165 |
| Financial Liabilities - Lease liabilities | 2,287 | 2,280 |
| Other Liabilities | 12,070 | 13,031 |
| Provisions | 8,134 | 7,867 |
| Current Tax Liabilities (Net) | 1,707 | 1,364 |
| Total current liabilities | 54,826 | 53,980 |
| TOTAL EQUITY AND LIABILITIES | 2,34,961 | 2,54,876 |

Cash Flow Statement

Amount in INR Millions

| Particulars | Q3 FY23 | Q2 FY24 | Q3 FY24 |
|---|----------------|-----------------|-----------------|
| Cash flow from operating activities | | | |
| Net profit after tax | 10,007 | 11,623 | 11,693 |
| Adjustments for: | | | |
| Depreciation and amortisation | 1,781 | 2,082 | 1,990 |
| Income tax expense | 3,099 | 3,570 | 3,754 |
| Others | (522) | (222) | (762) |
| Operating profit before working capital changes | 14,365 | 17,053 | 16,675 |
| Changes in working capital (net) | (3,951) | (1,094) | 6,225 |
| Cash generated from operations | 10,413 | 15,959 | 22,900 |
| Income taxes | (3,828) | (5,250) | (4,696) |
| Net cash from operating activities | 6,585 | 10,709 | 18,204 |
| Cash flow from investing activities | | | |
| (Purchase)/ Sale of assets | (3,024) | (1,981) | (1,403) |
| (Purchase)/sale of current investments | (1,299) | 3,195 | (10,072) |
| Payment towards contingent/deferred consideration | (437) | (59) | - |
| Interest received | 391 | 653 | 555 |
| Net cash from investing activities | (4,369) | 1,808 | (10,920) |
| Cash flow from financing activities | | | |
| Shares issued on exercise of employee stock options | 3 | 5 | 1 |
| Share issue expenses | (7) | - | - |
| Proceeds from/(repayment) of borrowings | (16) | 162 | 230 |
| Movement in CSA Deposit received/(paid) | (510) | (168) | (22) |
| Interest paid | (98) | (169) | (258) |
| Interest paid on lease liabilities | (280) | (300) | (313) |
| Dividend paid | - | (11,834) | (5,918) |
| Payment towards Lease liability | (576) | (627) | (553) |
| Net cash from financing activities | (1,484) | (12,931) | (6,833) |
| Effect of exchange differences on translation of foreign currency cash and cash | 531 | 9 | 204 |
| Net increase in cash and cash equivalents | 1,263 | (405) | 655 |
| Cash and cash equivalents at period beginning | 18,664 | 15,044 | 14,639 |
| Cash and cash equivalents at period end | 19,927 | 14,639 | 15,294 |
| Book overdraft used for Cash management purpose | - | 7 | 6 |
| Cash and cash equivalents as per Balance Sheet | 19,927 | 14,646 | 15,300 |

Bank Balances and Investments as at 31st December, 2023

Amount in INR Millions

| Balances with Banks | Amount | Major Banking Partners (India & Overseas) |
|---|----------------|---|
| In Bank Accounts* | 12,915 | In India Citi Bank, HSBC, Standard Chartered, Axis Bank, ICICI Bank, State Bank of India, HDFC Bank |
| In Deposit Accounts | 2,385 | Rest of the World Citi Bank, HSBC, CIBC, Bank of China, JPMC, UBS, ING, Barclays, Bank of America, Handelsbanken |
| Total | 15,300 | |
| Investments | Amount | Institution |
| Mutual Funds ** | 45,282 | AMC - Aditya Birla, AXIS, Bandhan, Baroda BNP, DSP, Edelweiss, HDFC, HSBC, ICICI, Invesco, Kotak, Mirae Asset, Navi, Nippon India, SBI, Tata, UTI |
| Inter-Corporate Deposits | 7,692 | Aditya Birla Finance Ltd, Bajaj Finance Ltd, HDFC Ltd, Kotak Mahindra Investments Ltd, LIC Housing Finance Ltd |
| Bonds and Debentures | 11,428 | Aditya Birla Finance Ltd, Bajaj Finance, Embassy ReIT, HDB Financial Services, HDFC Ltd, Kotak Mahindra Investments Ltd, L&T Finance, LIC Housing Finance, Mahindra & Mahindra Financial Services Ltd, NABARD, Power Finance Corporation, Rural Electrification Corporation, Small Industries Development Bank of India, State Bank of India, Tata Capital Financial Services Ltd, Tata Capital Ltd |
| Fixed Deposits with Banks | 7,626 | Bank of Baroda, HDFC, HSBC, ICICI Bank, State Bank of India |
| Commercial Papers | 5,415 | Aditya Birla Finance Ltd, Axis Securities, HDFC Ltd, HDFC Securities, ICICI Securities, Kotak Mahindra Prime Ltd, Kotak Securities, LIC Housing Finance, SIDBI |
| Certificate of Deposits | 5,797 | Axis Bank, Bank of Baroda, HDFC Bank, Indian Bank, NABARD, SIDBI |
| Government Securities | 2,618 | Government Securities |
| Total | 85,858 | |
| Total Bank Balance and Investments | 101,158 | |

* Gross deposit balances including unclaimed dividend, earmarked balances and remittance in transit

** Mutual Fund investments are reported at fair market value.

Total of Bank balances and Investments: **Rs.101,158 Million**

Declaration : The above details have been verified by me and found correct.

For LTIMindtree Limited

Digitally signed by Vinit
Ajit Teredesai
Date: 2024.01.17
10:00:51 +05'30'

Vinit Teredesai
Chief Financial Officer

LTIMindtree Limited
(Formerly Larsen & Toubro Infotech Limited)

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LTIMindtree Limited is a subsidiary of Larsen & Toubro Limited.

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<https://www.ltimindtree.com/>