



HQ/CS/CL.24B/16199

29 May 2017

Sir,

Sub: Intimation of Schedule of Analyst / Institutional Investor Meetings pursuant to Regulation 30(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Pursuant to Regulation 30(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please be informed that the following interactions have been scheduled to be held from 29th May 2017 to 2nd June 2017 between the Company and its analysts / institutional investors:

Date	Name of funds / firm / event	Venue	Type of meeting
June 01 st , 2017	IDFC Investor Conference	Sydney	In Person

Note: The above meeting schedules are subject to change. Changes may happen due to exigencies, logistical disorders and last minute schedule conflicts on the part of investors and / or the company.

The presentation in this regard is attached and is also available on the website of the Company.

Kindly take the same on your records.

Thanking you,

Yours faithfully,

For Tata Communications Limited

Manish Sansi

Company Secretary &

General Counsel (India)

To:

- 1) Security Code 500483, BSE Ltd, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001.
- 2) Security Code TATACOMM, National Stock Exchange of India Limited. Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai, Maharashtra 400051

TATA COMMUNICATIONS

Tata Communications Limited

Address : G Block, C 21 & 36, Bandra Kurla Complex, Mumbai 400098

Regd. Office : VSB Mahatma Gandhi Road Fort Mumbai – 400 001

Tel 91 22 6659 1966 Fax 91 22 6725 1962 email : manish.sansi@tatacommunications.com

CIN no. : L64200MH1986PLC039266 web site : www.tatacommunications.com

INVESTOR PRESENTATION

MAY 2017

SAFE HARBOUR

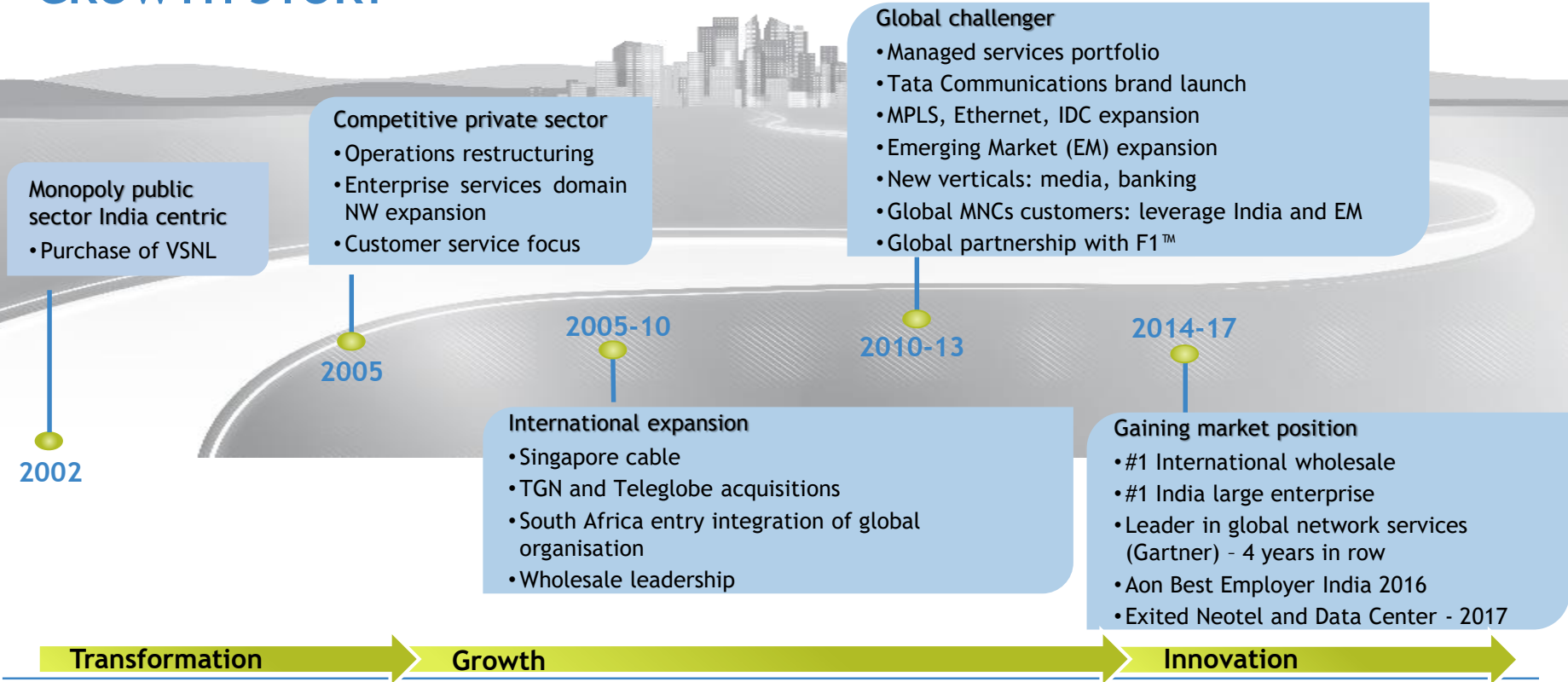
SOME OF THE STATEMENTS HEREIN CONSTITUTE “FORWARD-LOOKING STATEMENTS” THAT DO NOT DIRECTLY OR EXCLUSIVELY RELATE TO HISTORICAL FACTS. THESE FORWARD-LOOKING STATEMENTS REFLECT OUR INTENTIONS, PLANS, EXPECTATIONS, ASSUMPTIONS AND BELIEFS ABOUT FUTURE EVENTS AND ARE SUBJECT TO RISKS, UNCERTAINTIES AND OTHER FACTORS, MANY OF WHICH ARE OUTSIDE OUR CONTROL. IMPORTANT FACTORS THAT COULD CAUSE ACTUAL RESULTS TO DIFFER MATERIALLY FROM THE EXPECTATIONS EXPRESSED OR IMPLIED IN THE FORWARD-LOOKING STATEMENTS INCLUDE KNOWN AND UNKNOWN RISKS. BECAUSE ACTUAL RESULTS COULD DIFFER MATERIALLY FROM OUR INTENTIONS, PLANS, EXPECTATIONS, ASSUMPTIONS AND BELIEFS ABOUT THE FUTURE, YOU ARE URGED TO VIEW ALL FORWARD-LOOKING STATEMENTS CONTAINED HEREIN WITH CAUTION. TATA COMMUNICATIONS DOES NOT UNDERTAKE ANY OBLIGATION TO UPDATE OR REVISE FORWARD LOOKING STATEMENTS, WHETHER AS A RESULT OF NEW INFORMATION, FUTURE EVENTS OR OTHERWISE.

AGENDA

- Business Overview
- Competitive Situation
- Financial Performance
- Major Corporate Developments

BUSINESS OVERVIEW

GROWTH STORY



WE ARE PART OF THE TATA GROUP



A global business group with products and services in over 100 countries

More than 140 years experience

Over 600,000 employees

Group revenue of \$108.78bn (32 percent India; 68 percent rest of the world)

A global leader in several sectors (including IT, banking, healthcare and manufacturing)



WHO WE ARE

THROUGH OUR GLOBAL NETWORK, ONE OF THE WORLD'S LARGEST, WE ENABLE THE EMERGENCE OF A NEW WORLD OF COMMUNICATIONS™

Our customers can reach **99.7%** of the global GDP using our network and services



We're the world's **fifth** largest global IP service provider



We connect **4 out of 5** global mobile subscribers



We've invested over **\$300m** in data centre expansion



Over 25% of the world's internet routes use our network



We've invested **\$1.5bn** building the only wholly-owned subsea cable network that circles the globe

OUR 710,000KMS OF SUBSEA & TERRESTRIAL FIBRE NETWORK COULD CIRCUMVENT THE EQUATOR 17 TIMES

We enable over **5 billion** transactions per year



Over **12,000** petabits of internet traffic is carried on our internet backbone every month



We're **#1** in colocation in India. And a leading player in managed hosting and cloud services globally



We handle **1 in 10** of all international voice calls



We connect businesses to providers who account for almost **50%** of cloud computing



20 terabits of international bandwidth lit capacity

85 million voice transactions handled every day



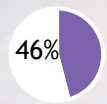
PRODUCTS AND SERVICES

Provider of Enterprise & Wholesale Data Services and Wholesale Long Distance Voice Solutions



Revenue Mix

Traditional Services



Virtual Private Network; International Private Line; Internet Leased Line; Ethernet Internet Protocol -Transit; Inmarsat; National Private Line; Mobility; Unified Collaboration and Conferencing

Growth Services



IZO & IZO SDWAN; Managed Hosting / GHCC; Managed Security Services Broadcast; Video Connect; SIP- Trunking; Video Streaming; Healthcare; Media Management; MOVE & IoT

Subsidiaries



TC Transformation Services Ltd; TC Payment Services Ltd

Voice Solutions



International Long Distance; National Long Distance

C.7000 CUSTOMERS GLOBALLY

c. 2,000
SERVICE
PROVIDER
CUSTOMERS
GLOBALLY

60% of S&P 500

60% of the Fortune 500

69% of PWC 100

41% of FTSE 350

c. 5,000
ENTERPRISE
CUSTOMERS
GLOBALLY

MANUFACTURING

E-COMMERCE

IT/ITES

SERVICES

TECHNOLOGY

BANKING/FINANCIAL

MEDIA/ENTERTAINMENT

HEALTHCARE/
PHARMACEUTICAL

SERVICE PROVIDER

OUR CUSTOMERS



OUR STRATEGY

Cross-border mobility solutions for enterprises and IoT

Make the Internet fit and secure for business

Partner for service creation and go-to-market

Be a global leader in cloud enablement



World-class customer service



Delivering new services



Innovating



Empowering people

ACCESS TO BOTH SERVICE PROVIDERS AND CUSTOMERS ACROSS DIVERSE SEGMENTS

SERVICE PROVIDERS

- Enabling their enterprise customers
- Access to white-labelled services
- Co-creation of services

GLOBAL ENTERPRISE

- End users of the platforms
- Cross leverage of cloud & network partnerships

NEXTGEN

- Helping NextGens reach end customers
- Co-creation of services
- Joint GTM

INDUSTRY VERTICALS (MEDIA, BFSI, HEALTHCARE)

- Specialist platforms for specific industries
- Facilitate growth in key markets

CREATION AND JOINT GO TO MARKET THROUGH STRONG PARTNERSHIPS

Microsoft
Google
Salesforce
Amazon

CLOUD AND DATA CENTRE PARTNERSHIPS

IZO partners across 70+ countries

Private - Public Interconnects




NNIs

NETWORK PLATFORMS

Cisco
Microsoft
Zscaler

CO-CREATION OF SERVICES

INVESTMENT IN START UPS AND TELECOM FOCUSED VC'S

 NORTHGATE	Northgate Telecom Innovation Fund	 LUMINATE <small>CLOUD-ENABLED MOBILE NETWORKS</small>	Cloud SDN
 viptela	Cloud-managed SD-WAN	 oooc	Incident resolution (analytics) platform
 SKYPORT SYSTEMS	Cloud app security	 Metaswitch Networks	SDN/NFV
 sentient technologies	Artificial Intelligence and security	 Teleena	Mobile Virtual Network Enabler

COMMITMENT TO R&D AND INNOVATION

A LEADING GLOBAL COMMUNICATIONS SERVICES PROVIDER

Corporate innovation programme: We power the digital economy and help our customers and partners accelerate their growth by developing innovative business solutions.

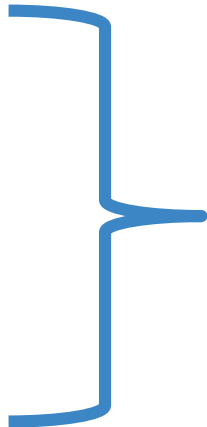
INTERNAL INNOVATION



Crowdsourcing ideas from 8,500 strong workforce & incubate internal start-ups for go to market

EXTERNAL INNOVATION

Start-up scouting in partnership with innovation partners like Northgate and theme based hackathons to garner ideas for new business creation



Innovating together

- We collaborate with customers and partners to build sustainable innovation
- To meet the tech challenges faced by our partner, FORMULA 1®, we created a global platform for crowdsourcing solutions. We call it FCIP - Formula One Connectivity Innovation Prize

These lead to:

New business opportunities e.g. IoT in India

New product development in partnership with start-ups

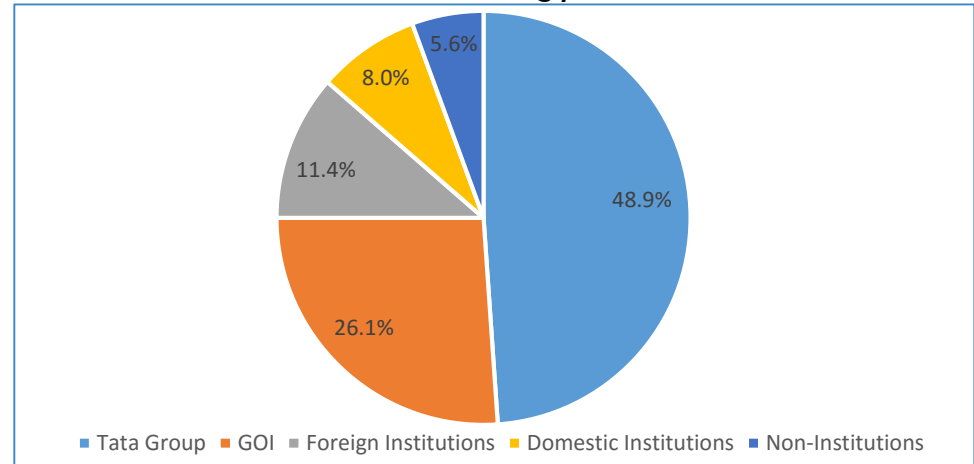
Investments in disruptive technologies like Sentinent AI

SHAREHOLDER VALUE CREATION

FOCUS ON MAXIMIZING LONG TERM INTRINSIC VALUE FOR SHAREHOLDERS

- **Drive capital efficiency**
 - Recalibrate Investments
 - Co-create with partners
 - Strong discipline and governance around capital allocation and expenditure
- **Improve margin profile**
 - Improve operating efficiency and drive operating leverage
 - Accelerate growth in high margin data segment and new services
- **Invest for sustainable long-term growth**
 - Reshape portfolio
 - Invest in new services/ innovation to differentiate and accelerate growth
- **Create financial and strategic flexibility**
 - Key priority is to generate free cash flow and deleverage balance sheet
 - Pursuit of opportunities to unlock intrinsic value
 - Rationalize businesses with sub-par return profiles

Shareholding pattern



As on March 31, 2017

1. Tata group includes Panatone Finvest Ltd (30.10%), Tata Sons (14.07%), and Tata Power Ltd. (4.71%)

SUCSESSES

Tata Communications ranks #2 in the 'Transparency in Corporate Report'

Transparency International, a global civil society organization, conducted research into the public reporting practices of 100 emerging market companies based in 16 countries in 2016

Frost & Sullivan India ICT Awards:

- Enterprise Telecom Service Provider of the Year
- Enterprise Data Service Provider of the Year
- Enterprise Ethernet Provider of the Year
- Third Party Datacentre Service Provider of the Year
- Enterprise VOIP Provider of the Year
- Hosted Contact Center Service Provider of the Year



GARTNER'S
MAGIC
QUADRANT

“Leader” in Gartner Magic Quadrant¹ for Network Services, Global **for the fourth consecutive year**



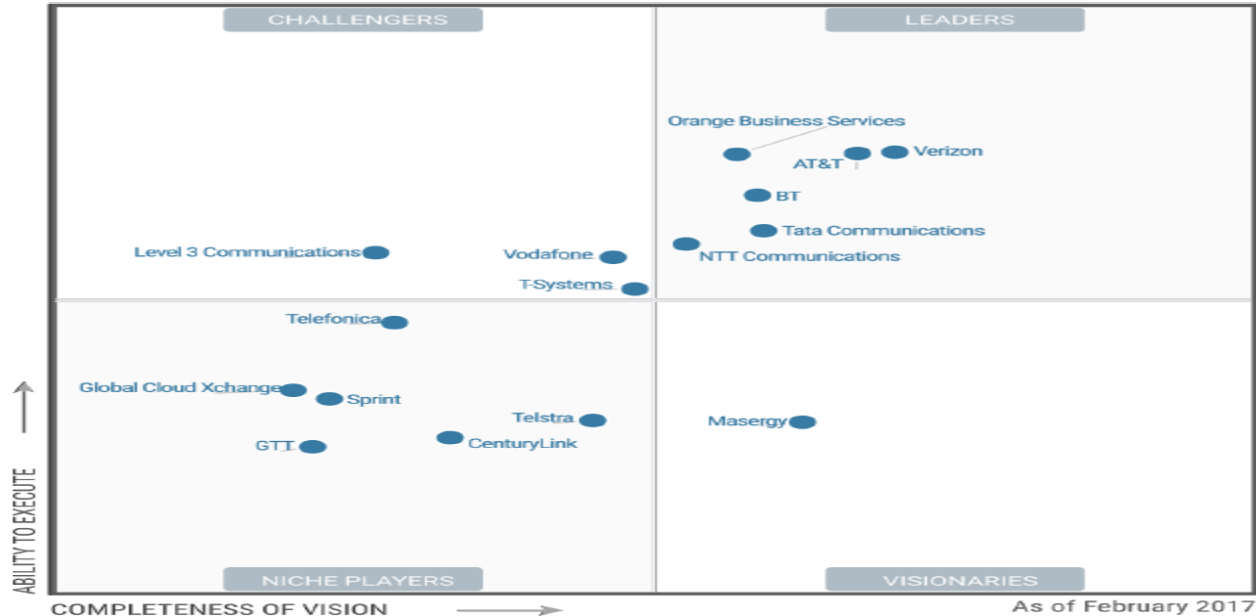
BEST EMPLOYERS

Named an **Aon Best Employer India, 2nd year in row.** Recognised for **high employee engagement, compelling employer brand, effective leadership and a culture that enables high performance**

COMPETITIVE LANDSCAPE



POSITIONED IN THE LEADERS' QUADRANT IN GARTNER MAGIC QUADRANT FOR NETWORK SERVICES, GLOBAL

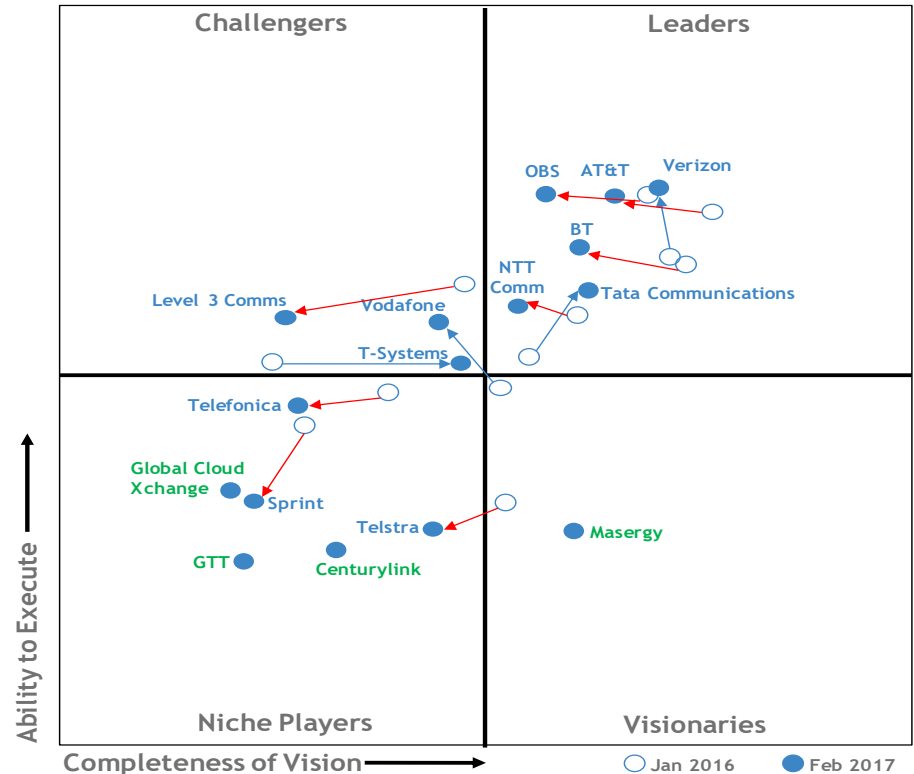


Source: Gartner, Inc “Magic Quadrant for Network Services, Global” Neil Rickard, Bjarne Munch, 13 February 2017.

This Magic Quadrant graphic was published by Gartner, Inc. as part of a larger research note and should be evaluated in the context of the entire report. The Gartner report is available upon request from Tata Communications. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings. Gartner research publications consist of the opinions of Gartner’s research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

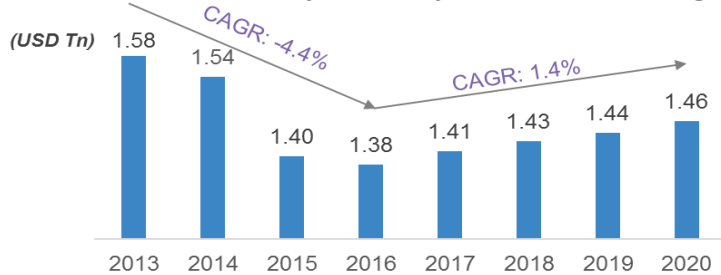
WE HAVE FURTHER IMPROVED OUR POSITION IN GARTNER MQ

- TCL and Verizon are the only “Leaders” showing significant improvement
- TCL’s global SIP trunk offering, IZO internet WAN across 82 countries and plans for SD-WAN have been identified as key strengths
- Most established players have lost ground
 - Telstra has dropped from “visionary” to “Niche Player”
 - Others like Level 3 Comms, BT Global, OBS, AT&T, NTT have lost ground in “completeness of vision”
- 4 New players have entered the GMQ in “Niche Players” and “Visionary” quadrants. These need to be watched out for.



TELECOM IS CONSOLIDATING / TRANSFORMING UNDER MARGIN PRESSURE & SEEKING NEW GROWTH OPPORTUNITIES

Communication services revenue has been declining in past but new services adoption is expected to revive the growth

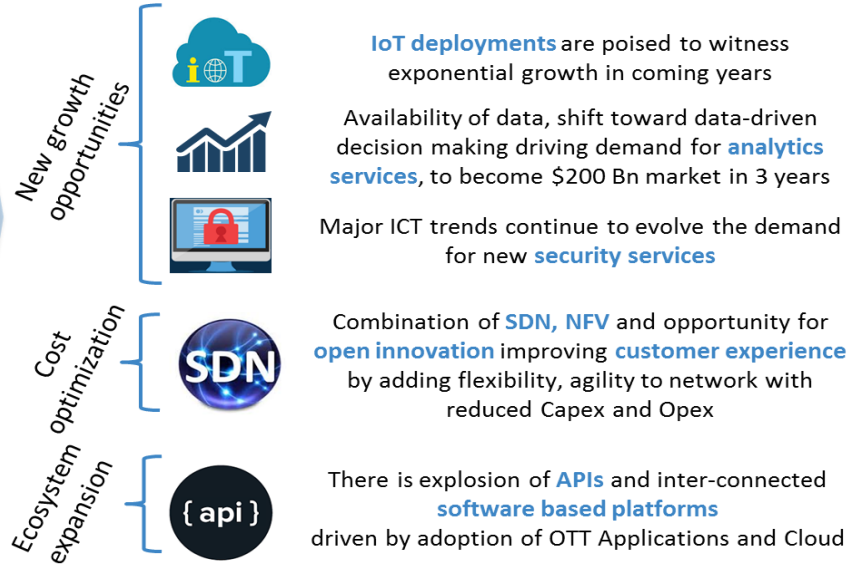


Industry is under consolidation through large M&A deals



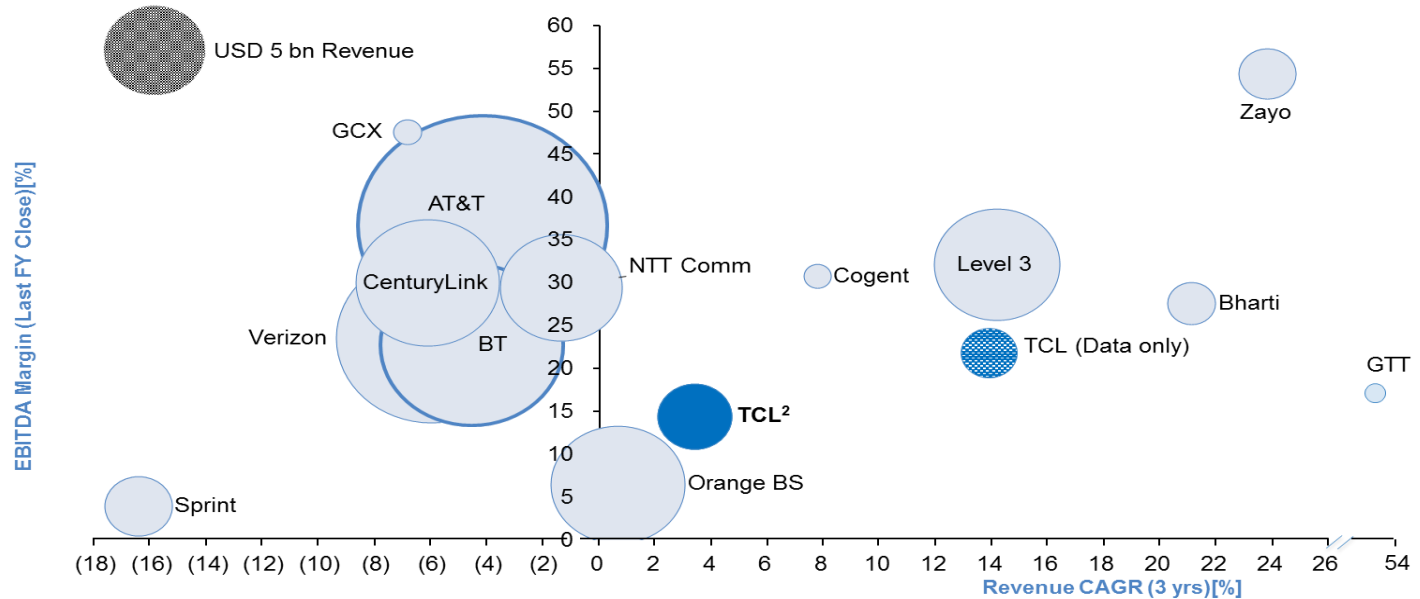
Source: Gartner, Industry reports

Telcos are responding by adding new growth businesses and presence in digital ecosystem for **new revenue opportunity**, and increasing flexibility, efficiency to bring **cost optimization**



WE ARE GROWING FASTER THAN OUR PEERS BUT WITH LOWER MARGINS

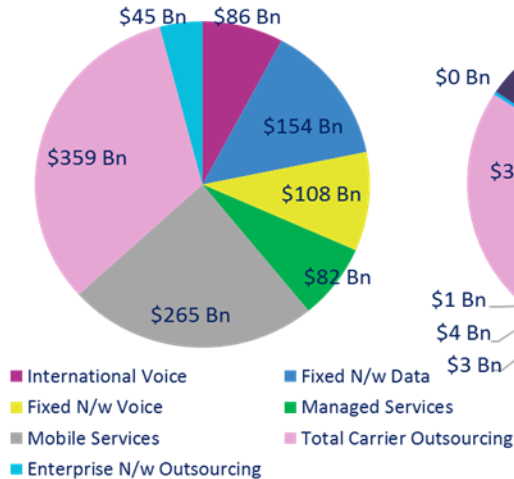
NATURE OF VOICE PULLS DOWN OUR REVENUE GROWTH AND EBITDA MARGINS



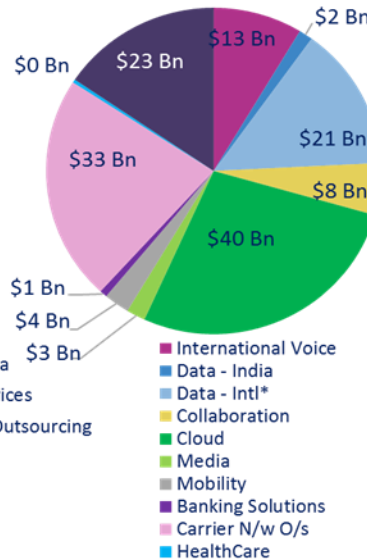
Note: Above analysis considers only comparative revenues and EBITDA margins to TCL's business estimated from each company. Size of bubble denotes comparative revenues for each company.
 (1) AT&T, Verizon, Level 3, Orange, Colt, Sprint and CenturyLink, last FY close is December '15. For TCL, Bharti, BT, GCX and NTT Com., last FY close is March '16. For Zayo, last FY close is June '16
 (2) TCL consolidated numbers excluding Neotel (Core)
 Source: Annual Reports & SEC 10K(s)

WE ADDRESS A ~\$46BN MARKET OUT OF \$1.1TN TELECOM MARKET

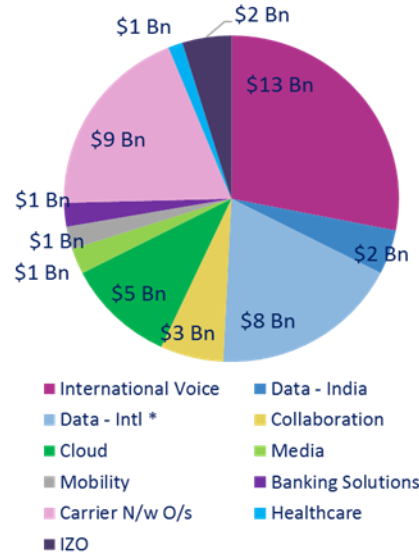
Telecom: \$1,100 Bn



Addressable: \$146 Bn



SAM: \$46 Bn



for FY17



Available Market:
Refers to the total market demand for a product or service in the world

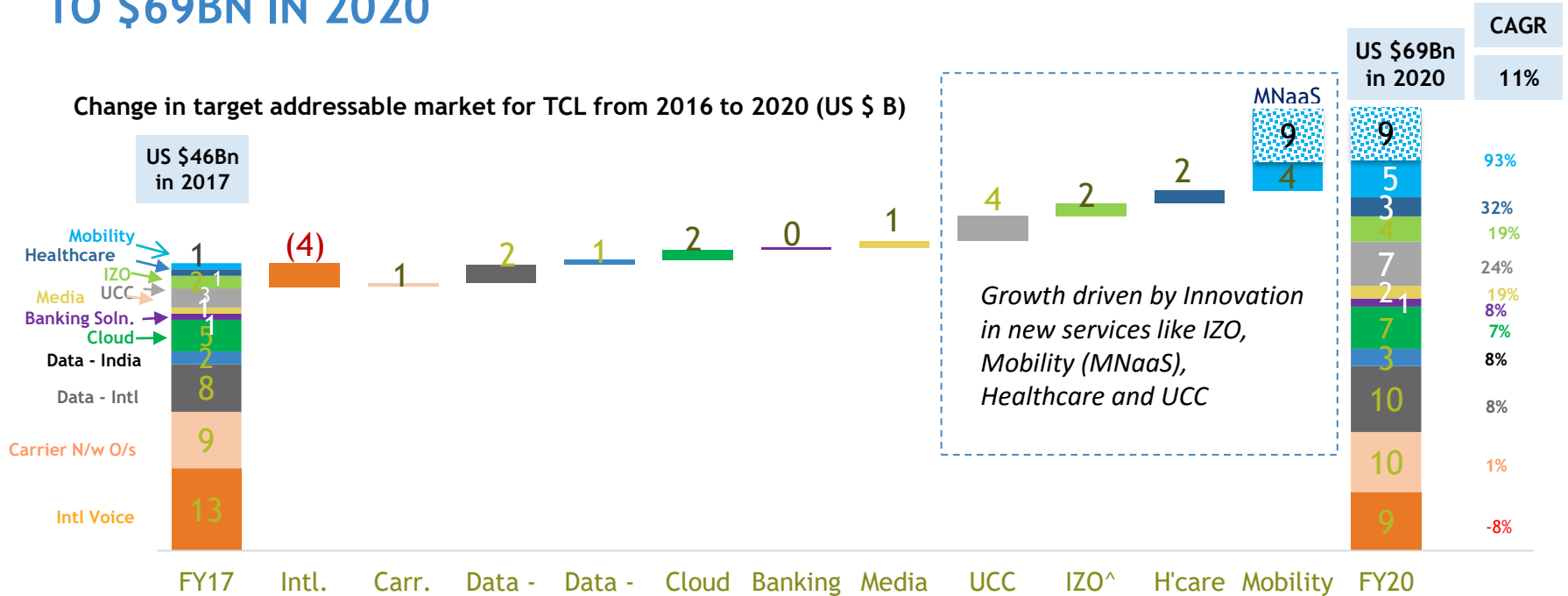
Addressable Market:
Refers to the segment of the Available Market targeted by our products and services which is within our geographical reach

Serviceable Addressable Market (SAM):
Refers to the portion of Addressable Market which we can capture

Source: Gartner, F&S, Telegeography, CISCO-VNI, Internal Estimates
 *Managed Services includes Media Services
 * Data Intl Connectivity includes CDN and IPT;

OUR TARGET ADDRESSABLE MARKET IS EXPANDING FROM \$46BN IN 2017 TO \$69BN IN 2020

Change in target addressable market for TCL from 2016 to 2020 (US \$ B)

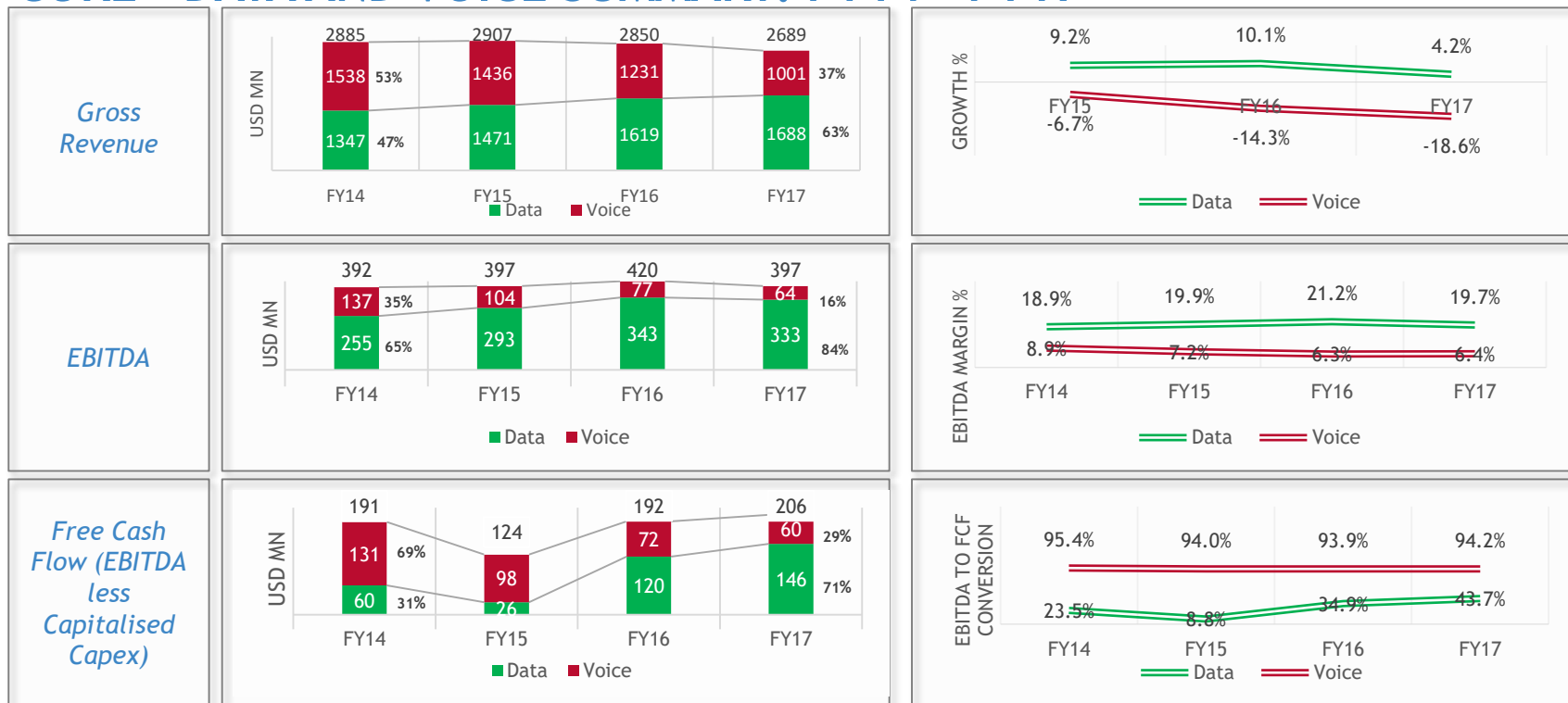


*Data - Intl Connectivity includes ILL, VPN, Ethernet, CDN, IPT

^IZO includes market for Enterprise Internet (excl. India) + Domestic VPN (excl. India)

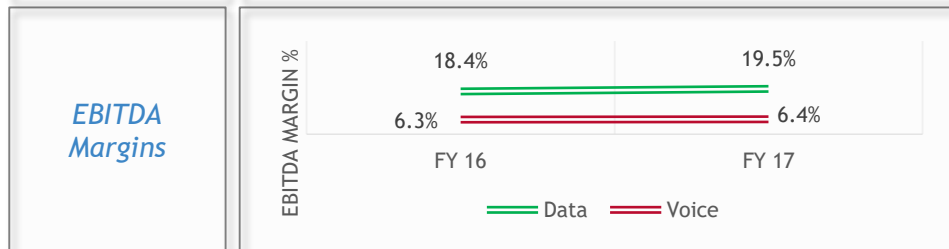
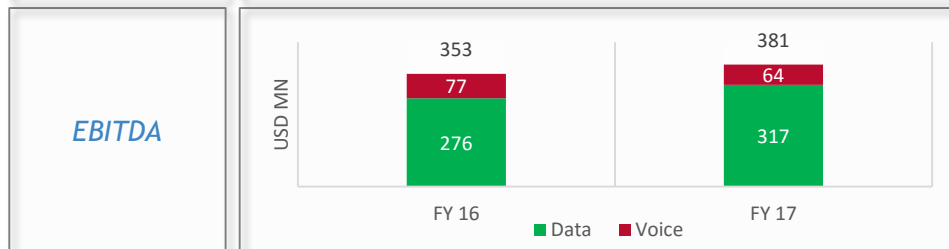
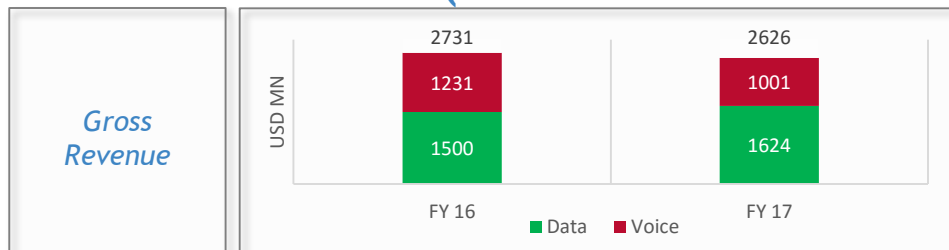
FINANCIAL PERFORMANCE

CORE - DATA AND VOICE SUMMARY: FY14 - FY17*



Note: USD-INR: FY14 60.48, FY15: 61.13, FY16: 65.44, FY17: 67.08; *FY17 figures are not comparable due to data centre stake sale during FY17 which affected Revenue and EBITDA.

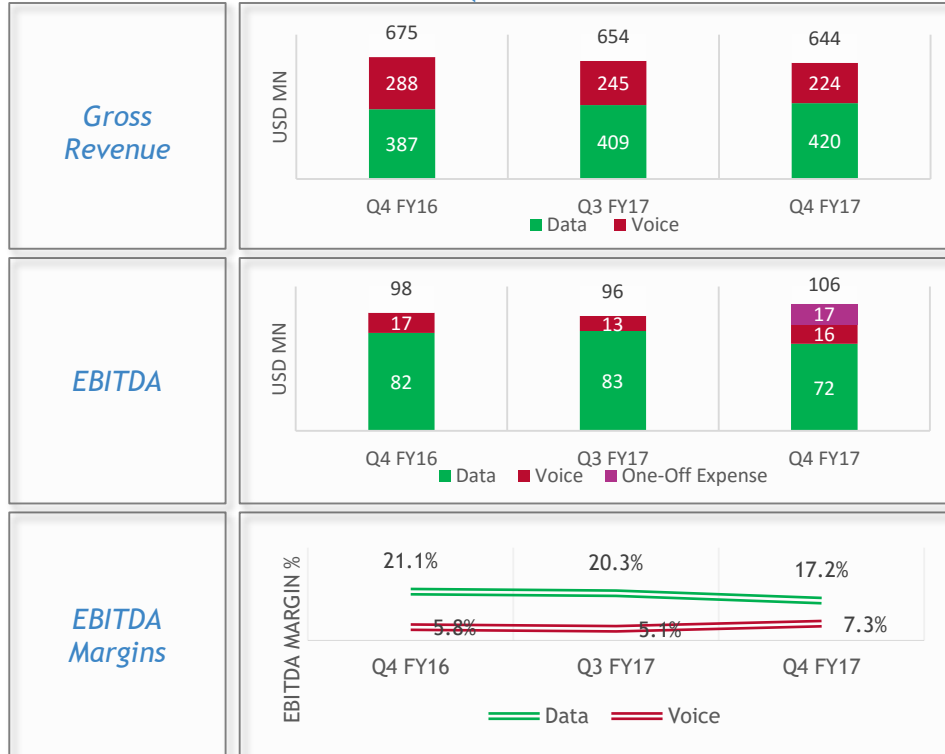
CORE - FULL YEAR (EXCLUDING DATA CENTER & NORMALISED FOR EXCEPTIONS)



- During FY17, the Madras High Court dismissed the petition filed by the Company against implementation of TRAI Regulation (2012) on Access Facilitation Charges (AFC). This has affected both reported Revenue and EBITDA.
 - Adverse Revenue Impact: USD 8.7Mn for FY17
 - Adverse EBITDA Impact: USD 25Mn for FY17
- Also, during the year the Payment Solutions business was affected by demonetisation.
 - Adverse Revenue Impact: USD 10.2Mn for FY17
 - Adverse EBITDA Impact: USD 6.2Mn for FY17
- In FY17, data centre stake was sold and for like to like comparison we have excluded data centre revenues and normalised for exceptions.
- The data business continues to grow well and in FY17 data revenues grew by 8.3% over FY16.
- The data EBITDA grew by 14.9% YoY and the margins expanded by 110 Bps.

Note: USD INR FY16: 65.44, FY17: 67.08; the financial performance is excluding data centre and normalised for access charges and demonetisation impact.

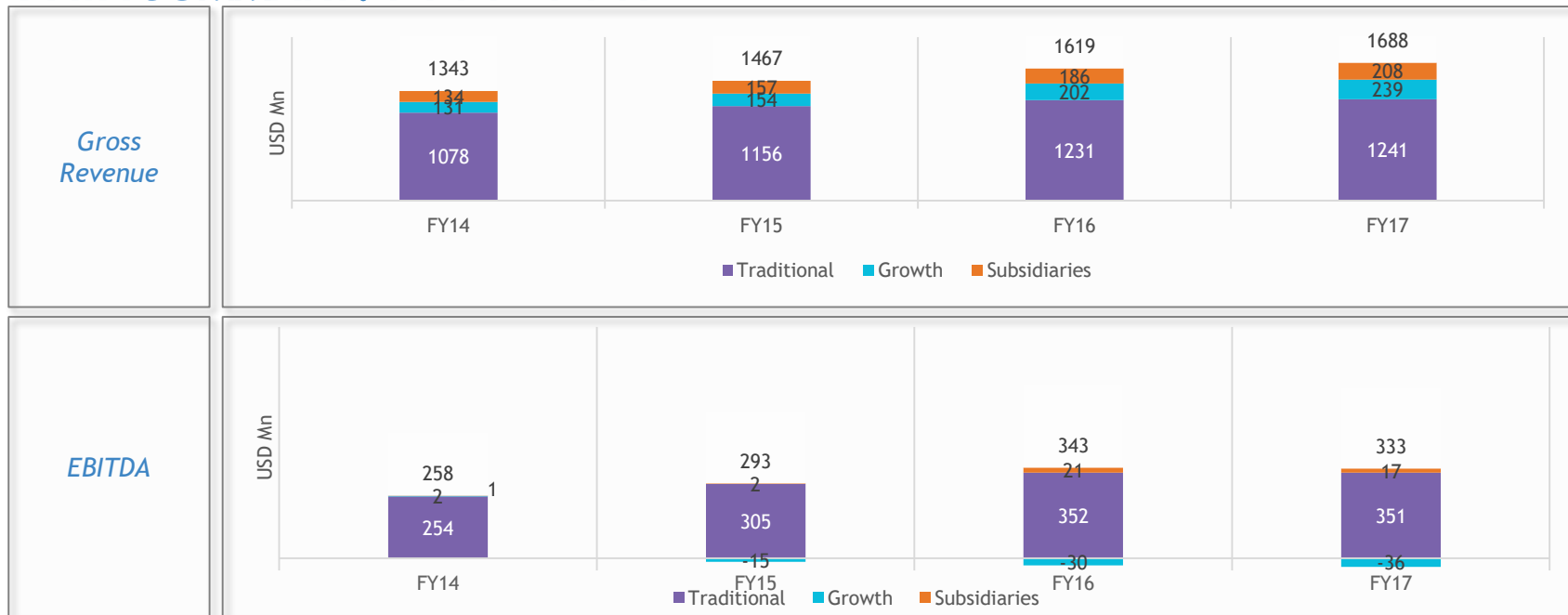
CORE - QUARTERLY (EXCLUDING DATA CENTER & NORMALISED FOR EXCEPTIONS)



- During FY17, the Madras High Court dismissed the petition filed by the Company against implementation of TRAI Regulation (2012) on Access Facilitation Charges (AFC). This has affected both reported Revenue and EBITDA.
 - Adverse Revenue Impact: USD 1.8Mn for Q4FY17
 - Adverse EBITDA Impact: USD 3.4Mn for Q4FY17
- Also, during the year the Payment Solutions business was affected by demonetisation.
 - Adverse Revenue Impact: USD 5.4Mn for Q4FY17
 - Adverse EBITDA Impact: USD 2.8Mn for Q4FY17
- In Q4; EBITDA and margins were impacted by one-off costs. The one-off costs (USD 17 Mn) during the quarter were on account of cable repair, employee related expenses and legal & professional fee.
- Accounting for one-off costs; the Q4 core EBITDA would have been USD 106Mn, a growth of 10.4% QoQ.
- The Q4 Data EBITDA would have grown by 7.2% QoQ and the data margins would have expanded by 90 Bps.

Note: The financial performance is excluding data centre and normalised for access charges and demonetisation impact. Q4FY17 has one-off expense of \$17 Mn

DATA SUMMARY: FY14 - FY17*



Traditional Connectivity Products / Services include Network Services (NPL, IPL, Ethernet, ILL, IP-T, VPN, CDN, Inmarsat), Mobile Core, IDC & UCC (Unified Conf., SAAS) ; Growth Products / Services include Network Service (IZO), IDC (Managed Hosting), Media (Broadcast, V Connect), UCC (SIP-T, VS & IPT, GHCC), Mobile New Services and Healthcare; Subsidiaries include Tata Communications Payment Solutions Ltd (TCPSTL) and Tata Communications Transformation Services Limited (TCTSL)

Note: USD-INR: FY14 60.48, FY15: 61.13, FY16: 65.44, FY17: 67.08; *FY17 figures are not comparable due to data centre stake sale during FY17 which affected Revenue and EBITDA.

PERFORMANCE HIGHLIGHTS | CORE SEGMENTATION (Y-O-Y)

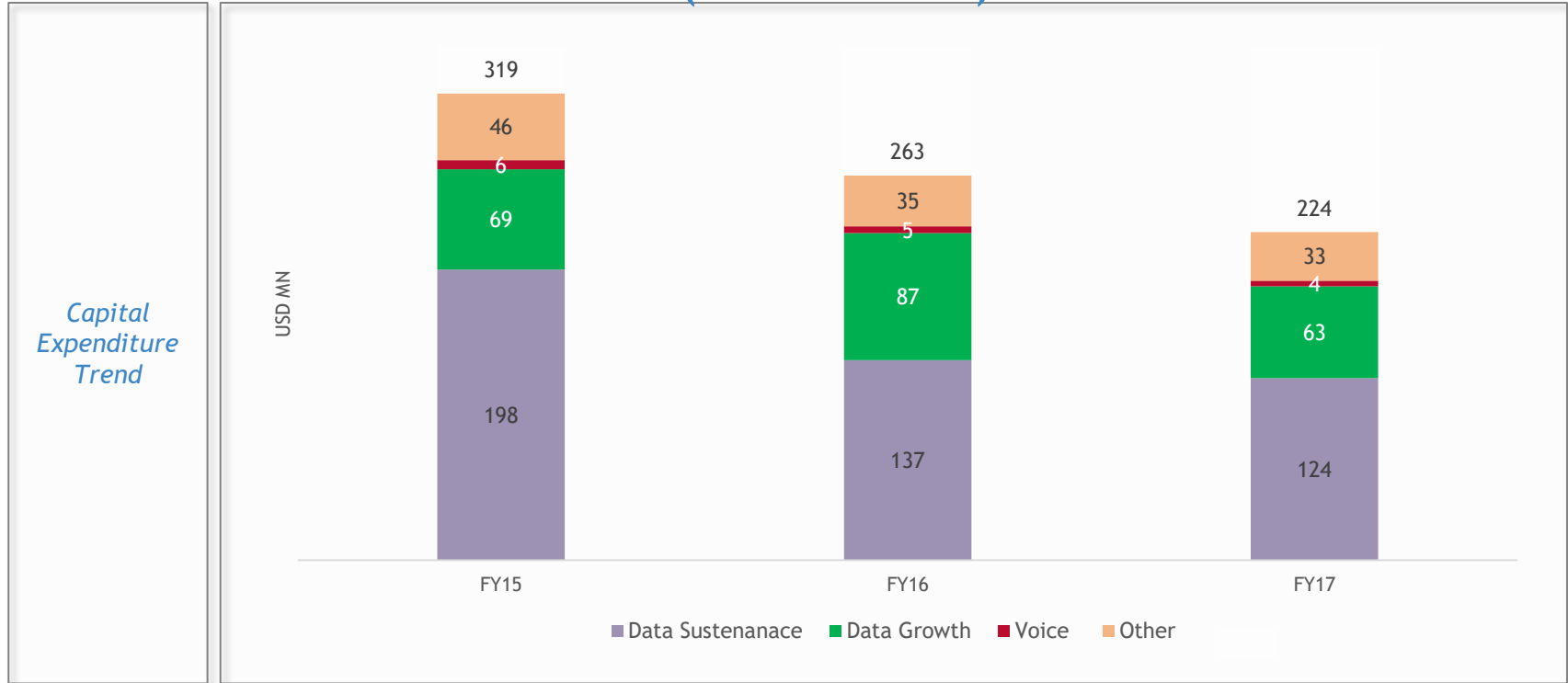
DATA SERVICES SAW IMPROVEMENT ON THE BACK OF GROWTH IN ALL THREE SEGMENTS

Y-o-Y Particulars	Data									Voice			USD Mn
	Traditional Services			Growth Services			Subsidiaries			Growth			
	FY16	FY17	Growth %	FY16	FY17	Growth %	FY16	FY17	Growth %	FY16	FY17	%	
GR	1230.7	1240.9	0.8%	202.1	239.2	18.4%	186.3	207.9	11.6%	1231.3	1001.5	(18.7%)	
NR	985.7	992.7	0.7%	115.1	130.4	13.3%	47.2	49.9	5.8%	166.4	135.0	(18.9%)	
EBITDA	352.2	350.9	(0.4%)	(29.9)	(35.5)		20.5	17.2	(15.8%)	77.0	64.0	(16.9%)	
Margin	28.6%	28.3%		(14.8%)	(14.8%)		11.0%	8.3%		6.3%	6.4%		

- Business aligned to high growth Data Services business.
 - FY17 reported Data revenue grew by 6.8% YoY; despite exclusion of Data Center, impact of access charges and demonetisation.
 - Excluding Data Center and normalising for access charges and demonetisation impact; in FY17 Data revenues grew by 8.3%.
 - Traditional services grew by 5%; Growth services grew by 18% and Transformation services grew by 24% YoY.

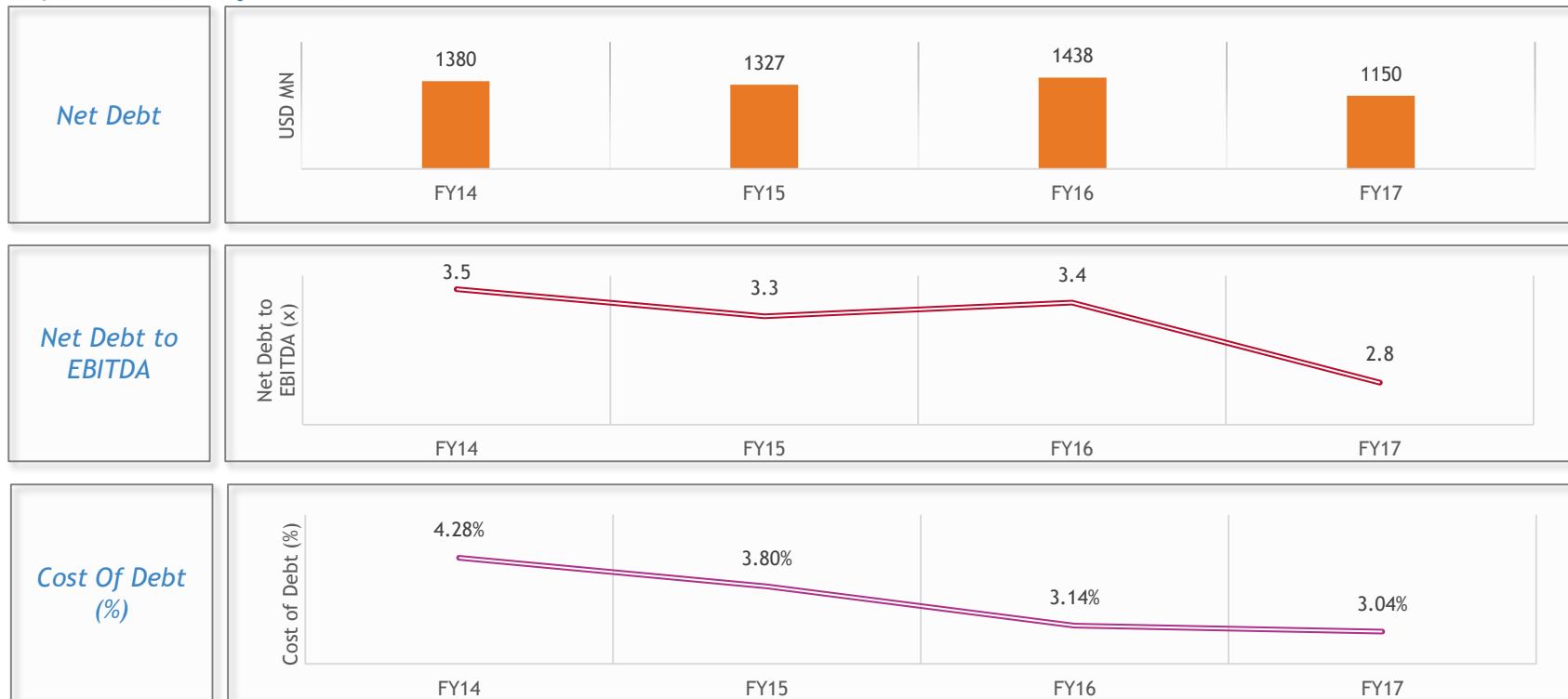
Note: Based on USD Numbers; ; USD-INR: FY16: 65.44, FY17: 67.08

CAPITAL EXPENDITURE TREND(CAPITALISED): FY14 - FY17



Note: USD-INR: FY14 60.48, FY15: 61.13, FY16: 65.44, FY17: 67.08

NET DEBT: FY14 - FY17



Note: USD-INR: FY14 60.48, FY15: 61.13, FY16: 65.44, FY17: 67.08; USD 159mn was paid to Tata Sons in Q2 FY17 for meeting Docomo obligation as per interse agreement.

DATA SERVICES - TRANSFORMATION SERVICES



Note: Numbers have been rounded off

DATA SERVICES - PAYMENT SOLUTIONS



- Business was affected due to demonetization drive, we are witnessing a slow recovery.
- Adverse revenue impact in the quarter was INR 364 Mn
- Adverse EBITDA impact in the quarter was INR 191 Mn
- Business expected to normalise with increase in money supply.

Note: Numbers have been rounded off

A woman with long dark hair is wearing a VR headset and smiling. Her right hand is raised to her forehead. The background is a solid light blue color. A bright white horizontal line of light passes through the center of the image, behind the text.

CORPORATE DEVELOPMENTS

TATA TELE SERVICES LIMITED (TTSL) UPDATE

- In 2008-09, when NTT Docomo of Japan had invested in TTSL to acquire a 20% stake, Tata Communications sold a part of its holding at INR 116.09/share making a profit of INR 346.65crs
 - At the same time Docomo reserved a right of sale option, entitling it to sell its entire holding in 2014 at a minimum pre-determined price of INR 58.05/share if certain performance parameters were not met by TTSL
 - At the time of selling its holding to Docomo, TCL and TTSL's other selling shareholders agreed to indemnification on a proportionate basis, in case Docomo ever exercised its sale option
- Subsequently in July 2014, Docomo decided to exercise its sale option. With Docomo deciding to divest its entire shareholding in TTSL and no buyer being found, TCL and the other selling shareholders were obliged to proportionately acquire the stake from Docomo at the higher of fair value or 50% of the subscription purchase price. However, RBI did not permit the acquisition at the pre-determined price but rather only at fair value
- Docomo then filed an arbitration request in London against Tata Sons and in June this year, Tata Sons informed TCL that the Arbitral Tribunal had issued a final award in the matter
 - It required Tata Sons to pay Docomo damages of USD 1,172mn upon tender of shares held by Docomo in TTSL, together with interest, arbitration costs and legal costs. However, Tata Sons has been advised that payment of these sums would require prior RBI and other regulatory approvals
 - Tata Sons communicated to TCL that, as a measure of relief to Tata Companies, it has voluntarily approved to take over any obligations of TCL arising out of Docomo's holding of any rights shares issued by TTSL in 2011 and legal costs arising out of the arbitration award
 - As per Tata Sons' advice TCL remitted approximately INR 1,058crs (USD 159 million) towards TCL's obligations under the sale agreement in Q2 FY17.
 - During the current year, NTT Docomo Inc had filed a petition with the Delhi High Court for implementation of the arbitration award (damages along with cost and interest) by the London Court of International Arbitration.
 - During the current quarter, based on the High Court order dated April 28, 2017, the Company has made a provision of INR 872 Crore towards the contractual obligation under the inter se agreement as the difference between the fair market value of the shares to be acquired and the advance paid to Tata Sons for shares of Tata Teleservices.

TATA COMMUNICATIONS

KEY TAKE AWAY

- ❑ Favourable sectoral trends - riding on global data growth; we continue to deliver industry leading growth.
- ❑ Investments in new services to increase Total Addressable market
 - ❑ Launched Wi-Fi+, a new Wi-Fi® cloud communication solution, which enables mobile network operators' customers to access the internet for calling, messaging, and data applications.
 - ❑ Launched IZO SDWAN.
 - ❑ Acquired stake in Teleena and launched 'MOVE' a platform to enable cross border mobility for humans and machines.
- ❑ Increased sales push through internal reorganisation and partnerships.
 - ❑ Partnership with Skylab, HP Enterprise, Hitachi Sunway, Emirates Data Clearing.
- ❑ Successful closure of Neotel and Data centre stake sale
- ❑ FY17 reported Data revenue grew by 6.8% YoY; despite exclusion of Data Center, AFA and demonetisation impact.
- ❑ Excluding Data Center and normalising for access charges and demonetisation impact; in FY17 Data revenues grew by 11.0%.
- ❑ Traditional services' normalised revenue grew by 5%; Growth services grew by 18% and Transformation services grew by 24% YoY.
- ❑ RoCE Expansion continues - Core RoCE at 8.6% for FY17 as compared to 8.1% for FY16.
- ❑ Free Cash flow for FY17 after capex, interest and tax was at INR 463 Crore (USD 69 Mn); witnessing a growth of 27% YoY.
- ❑ Core Net Debt at USD 1.15 bn reduction of USD 288 Mn over last quarter. Net Debt to EBITDA at 2.8x.
- ❑ Proposed Dividend of INR 6 per share which is 60% of the face value of each share.
- ❑ Positive steps taken by Government towards demerger of surplus land.

THANK YOU

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