

Tata Consultancy Services
Investor Relations

July 2010

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Forward Looking Statement

Certain statements in this release concerning our future prospects are forward-looking statements. Forward-looking statements by their nature involve a number of risks and uncertainties that could cause actual results to differ materially from market expectations. These risks and uncertainties include, but are not limited to our ability to manage growth, intense competition among Indian and overseas IT services companies, various factors which may affect our cost advantage, such as wage increases or an appreciating Rupee, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on cross-border movement of skilled personnel, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which TCS has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, unauthorized use of our intellectual property and general economic conditions affecting our industry. TCS may, from time to time, make additional written and oral forward-looking statements, including our reports to shareholders. These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and any forward-looking statement speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward-looking statements.

Tata Consultancy Services

- TCS was established in **1968**
- FY 2010 (March) revenue **US\$ 6.34 billion**
- Employer of Choice, No. of Employees over **163,700**
- Global Presence **140 offices in 42 countries**
- **First and Largest**
 - Software Exporter from India
 - Software R&D center in India
- **TCS is part of Tata Group** known for Management Excellence and Integrity
- **Tata Group is India's Largest Business Group** with FY 2009 revenue at **US\$ 70.8 billion**

Positioning for a long term growth



**1. Strong
Foundation**

**2. Broad
Diversification**

**3. Elements of
Strategy**

Long-term Growth: Key Enablers

Strong Foundation

Broad Diversification

Elements of Strategy

- **Focus on Execution – Delivery Excellence**
- **Innovation – Essential Catalyst for Growth**
- **Talent Management – Strong Set of Skills**

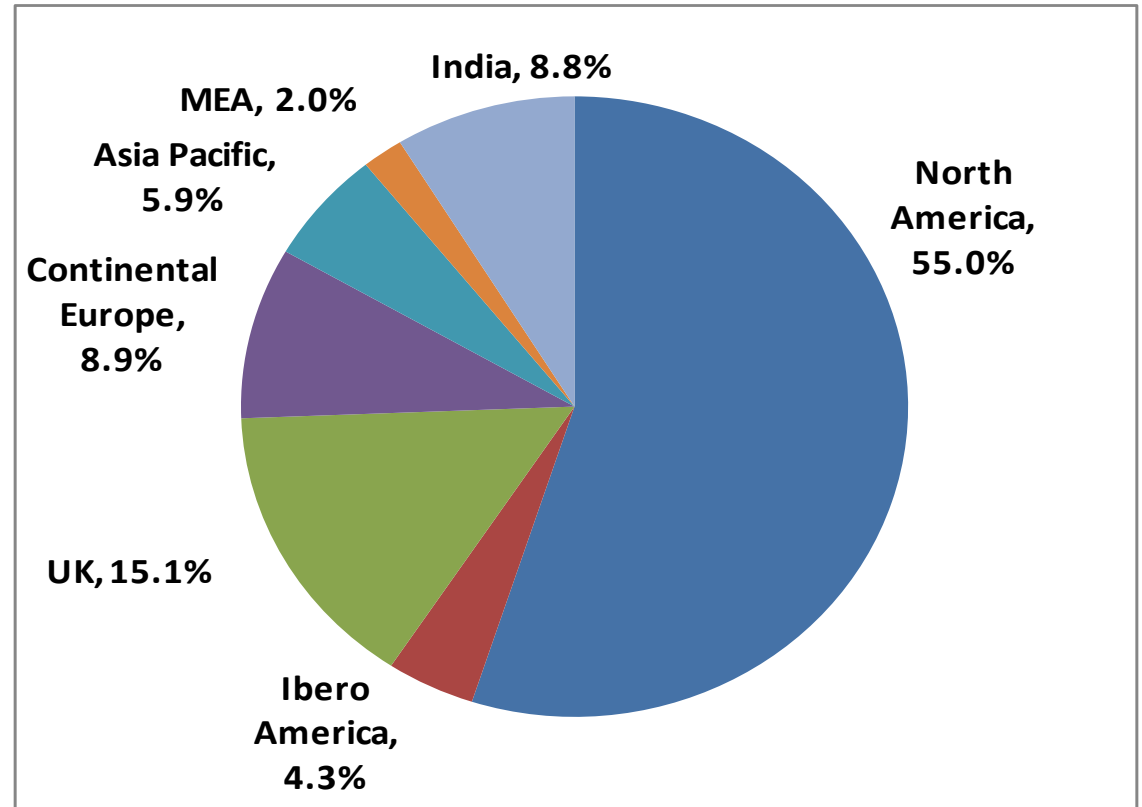
Long-term Growth: Key Enablers

Strong Foundation

Broad Diversification

Elements of Strategy

a. Revenue Spread Across Markets



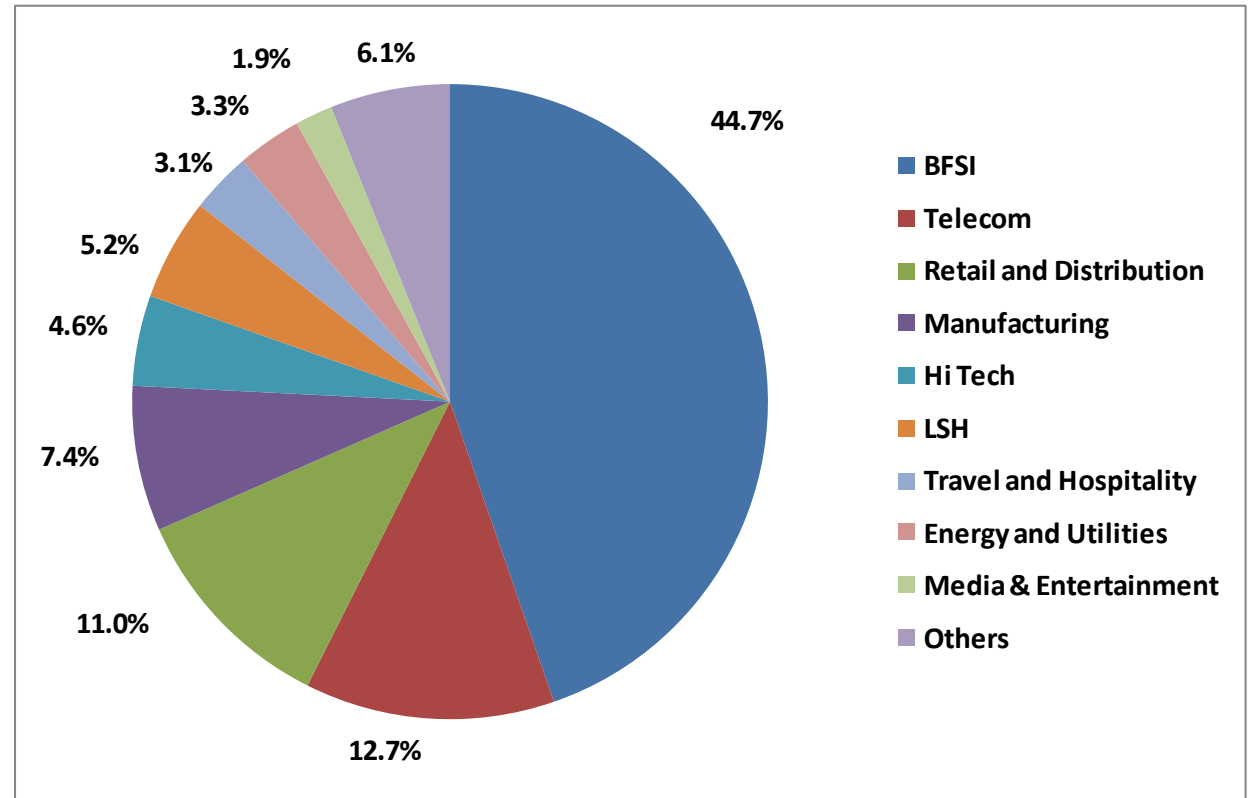
Long-term Growth: Key Enablers

Strong Foundation

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Elements of Strategy

b. Presence Across Industries



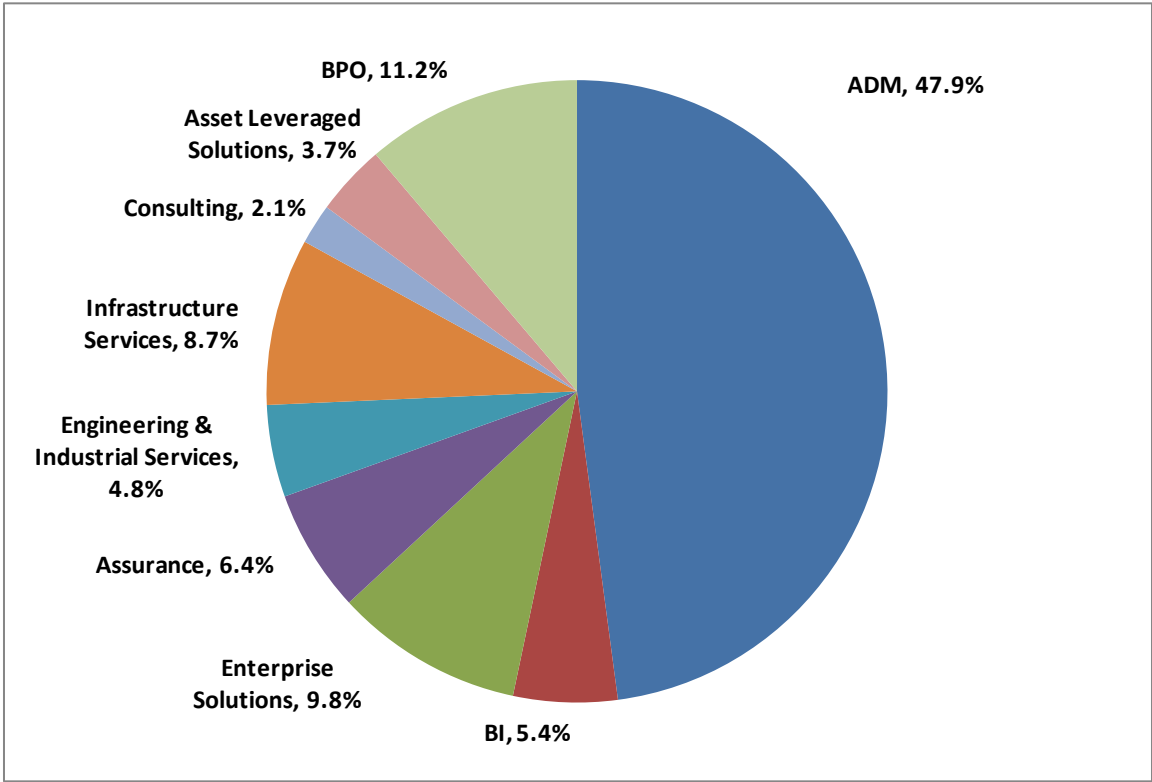
Long-term Growth: Key Enablers

Strong Foundation

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Elements of Strategy

c. Offerings Across Services



Long-term Growth: Key Enablers

Strong Foundation

Broad Diversification

Elements of Strategy

- 1. Key Account Focus**
- 2. Integrated Full Services**
- 3. Global Network Delivery Model GNDM™**
- 4. Customer Experience**
- 5. Non Linear Business Models**

Long-term Growth: Key Enablers

Strong Foundation

Broad Diversification

Elements of Strategy

1. Key Account Focus

- **Transformation Partnership beyond traditional outsourcing**
- **Long-term Commitment reflecting TCS Maturity & Leadership**

| Client Parameters | No. of Clients |
|--------------------------|-----------------------|
| \$ 1 mn+ clients | 409 |
| \$ 5 mn+ clients | 191 |
| \$ 10 mn+ clients | 122 |
| \$ 20 mn+ clients | 65 |
| \$ 50 mn+ clients | 24 |
| \$ 100 mn+ clients | 7 |

Long-term Growth: Key Enablers

Strong Foundation

Broad Diversification

Elements of Strategy

2. Integrated Full Services

- **Integrated Full Services for Business Value Creation beyond outsourcing**



Long-term Growth: Key Enablers

Strong Foundation

Broad Diversification

Elements of Strategy

3. Global Network Delivery Model GNDM™

- **Global Support for Global Customers**
- **Competing for significant Local projects: Strong need for world-class IT support**



- USA
- China
- Hungary

- Mexico
- Brazil
- Uruguay

106 Solution Centers in 20 countries

Strong Foundation

Broad Diversification

Elements of Strategy

4. Customer Experience

- **Beyond Delivery Certainty, Driving Experience for Customer Delight**
- **Creating Relationship Benchmarks**

5. Non-Linear Business Models

- **TCS Financial Solutions:** End-to-end universal banking and insurance products and solutions
- **Platform BPO:** Building vertical as well as horizontal platforms (HR, F&A)
- **Small & Medium Business Platform:** Launched in India - currently in investment mode
- **Application Cloud:** Software/Solution for end-to-end Business-IT application requirements

Tata Consultancy Services

Financial Highlights

1Q 2011 and FY 2010 Financial Highlights

US GAAP

USD Million

| Key metrics | FY10 | FY09 | YoY | 1Q11 | 4Q10 | QoQ | 1Q10 | YoY |
|------------------|----------|----------|-------|----------|----------|-------|----------|-------|
| Revenue | \$ 6,339 | \$ 6,016 | 5.4% | \$ 1,794 | \$ 1,686 | 6.4% | \$ 1,480 | 21.2% |
| Gross Profit | \$ 2,928 | \$ 2,673 | 9.5% | \$ 808 | \$ 789 | 2.4% | \$ 674 | 19.9% |
| Gross Margin | 46.19% | 44.43% | | 45.04% | 46.80% | | 45.54% | |
| Operating Income | \$ 1,682 | \$ 1,425 | 18.0% | \$ 487 | \$ 464 | 5.0% | \$ 367 | 32.7% |
| Operating Margin | 26.53% | 23.69% | | 27.15% | 27.52% | | 24.80% | |
| Net Income | \$ 1,450 | \$ 1,124 | 29.0% | \$ 403 | \$ 423 | -4.7% | \$ 311 | 29.6% |
| Net Margin | 22.87% | 18.69% | | 22.46% | 25.09% | | 21.01% | |
| Revenue INR mn | 300,289 | 278,129 | 8.0% | 82,173 | 77,365 | 6.2% | 72,070 | 14.0% |

In Summary...

- **Global IT Market:** Investments in technology continue to be made and addressable market keeps growing
- **TCS Key Strategies** are driving sustainable long term growth
- **TCS Operational Streamlining** during slowdown has
 - expanded margins, and
 - resulted in a leaner, more agile organization

Thank You
