

Strong customer additions, holistic growth helps TCS take market leadership in FY15;

Investments in Digital, Platforms, Automation provides ideal growth springboard for FY16

- Annual revenues at ₹94,648 crore; up 15.7%; CC 17%
- USD Revenues of \$15.5 billion; up 15 % Y-o-Y
- Q4 Revenues at ₹24,220 crore up 12.4% Y-on-Y & (1.1%) Q-on-Q; 1.6% CC Q-on-Q
- *Q4 Net Profit at ₹5,906 crore up 11.5% Y-on-Y & 8.5% Q-on-Q

Annual Highlights for 2014-15	Q4 Highlights for 2014-15
<ul style="list-style-type: none"> • *Operating Profits at ₹ 25,424 cr • *Operating Margin at 26.9 % • Volume growth at 16.9 % • Customer Revenue Metrics: <ul style="list-style-type: none"> ○ Clients in \$100M+ band increased by 5 ○ Clients in \$50M+ band increased by 15 ○ Clients in \$20M+ band increased by 26 • Gross addition: 67,123 employees • Net addition: 19,192 employees • Total Employees: 319,656 • *FY15 EPS at ₹ 110.77 • Total Dividend at ₹ 79 per share including proposed ₹ 24 as Final Dividend 	<ul style="list-style-type: none"> • *Operating Profits at ₹ 6,591 cr • *Operating Margin at 27.2 % • Volume growth at 1.4 % • Gross Addition: 14,395 employees • Net addition: 1031 employees • Attrition rate: 14.9% LTM • Utilisation Rate (excl trainees): 85.4% • Utilisation Rate (incl trainees): 81.5% • *EPS at ₹ 30.15 in Q4 from ₹ 27.79 in Q3

MUMBAI, April 16, 2015: Tata Consultancy Services (TCS), (BSE: 532540, NSE: TCS), a leading IT services, consulting and business solutions firm reported its consolidated financial results according to IFRS for the quarter and financial year ended March 31, 2015.

Commenting on the performance in 2014-15, **N. Chandrasekaran, CEO and MD said:** “We are living in a world where technology is not just becoming integral to business but to our daily lives. TCS is playing a leading role in this ongoing revolution, helping our clients navigate and leverage Digital to help grow their businesses. Our deep relationships with our customers, our domain expertise and strong rigor in operations have helped us continue to show growth leadership in FY15.”

*Figures are excluding One-time Special Employee Reward of ₹ 2,628 crore in Q4; Reported figures are available on the Financial Tables in Page 6-7

Looking forward to financial year 2015-16, **Mr Chandrasekaran added:** “We have laid a strong foundation for growth in FY16. Our investments in Platforms, Digital and Automation are gaining traction with clients and together with our market investments in USA, Europe and Japan, we are upbeat that the coming quarters will bring more opportunities to partner with customers across multiple industries. We remain focused on remaining relevant to our customers, our employees and the community.”

Rajesh Gopinathan, Chief Financial Officer, said: “We have maintained our profitability in a challenging operating environment, where currency has been a strong headwind for some time. Despite these and other macro challenges, our goal has been to support business growth while ensuring we continue to invest in a calibrated fashion for the future.”

There was holistic growth across markets and industries during the financial year. Europe led growth in major markets, while UK and North America continue to grow in line with the company average. All major industry verticals grew in double digits led by Retail, Manufacturing, Life Sciences & Healthcare and BFSI during FY15.

Key Digital Wins in Q4

- Selected by a large multinational consumer goods company to develop a gamified Digital learning experience on Mobile devices
- Chosen by a leading North American consumer products company as the preferred partner for their end-to-end Cloud Infrastructure and System Integration Initiative
- Chosen by an European Bank as a preferred partner to identify, analyze and establish consumer preferences for their services using TCS Listening Platform and Social analytics
- Selected by a leading retailer to overhaul Master Data Management to impact web searches, consumer shopping experience, and supply chain data quality
- Chosen by a leading credit rating agency as a strategic partner for its data ingestion framework to handle both structured and unstructured data
- Selected by a major European insurer to implement a Data Lake for futuristic and strategic big data implementations
- Selected by leading financial services provider in Japan for creating a cloud platform
- Selected by a leading UK financial institution to provide consulting services to define their digital knowledge management framework
- Chosen by a global consumer products company as a partner to provide comprehensive end-to-end services in the Digital space
- Selected by a leading educational institute for creating a cloud based environment for student onboarding
- Selected by a leading insurance provider in Asia Pacific to develop a mobile-based e-submission tool to optimize submission activities
- Chosen by a major UK based multinational retailer as its preferred partner to define their next generation mobility strategy for their stores
- Selected by the world leading university press to create a cloud based publishing content delivery network
- Engaged by a North American automobile maker to build Big Data solution for early detection of parts failure
- Selected by a leading North American insurance giant for Digital marketing through business analysis

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Key Wins in Q4

- Selected by a large European Bank to provide Business Process Services for Retail Banking, Market Operations and Reconciliations
- Chosen by a leading global bank as its Strategic Partner to deliver solutions and services across IT and Operations
- Selected by a large telecom company in the Middle East as its partner for implementation of a BSS transformation project
- Partner with a European Digital Fashion retailer with operations in UK, Continental Europe and USA for transforming their Multi-channel, Merchandising and Analytics operations.
- Selected by a leading department store retailer in North America as a Strategic Partner to provide managed services and build a Private Cloud to transform their infrastructure operation
- A leading US pharmacy services organization needed a solid foundation to embark on a business transformation. They have chosen TCS as their strategic partner to simplify and support their entire application and infrastructure portfolio in this multi-year transformation journey.
- Chosen by a major North American Insurance Company as a strategic partner for a full-services contract
- Selected by a leading North American Information Services provider as a strategic partner to modernize, rationalize and simplify its application portfolio that supports several of its business capabilities including sales and marketing
- A large financial cooperative in ASEAN selected TCS BaNCS to implement a Centralized Islamic Banking system covering compliance, treasury, core banking and payments operations.

Human Resources:

“During FY15, we have trained and integrated over 67,000 professionals who joined and with business demand continuing to be robust, we have made 25,000 offers on engineering campuses for trainees who will join us from the second quarter of the new fiscal year.” **said Ajoy Mukherjee, Executive Vice President, Head, Global Human Resources.** “Our attempts to build a next-gen organization that is social, mobile, engaged and collaborative continues at great speed and we are extending the model of using social and platform based collaboration tools to connect with students from colleges across India and globally.”

TCS also crossed the milestone of employing over 100,000 women in FY15 with gender diversity of 33% as well as 122 nationalities represented in its global workforce.

Innovation and Intellectual Property:

As of March 31, 2015, the company has applied for **2277** patents including **173** applied during the quarter. Till date, the company has been granted **206** patents.

Awards and Recognition

Business Leadership:

- Won 'Best Company of 40 years' at Business Standard Annual Awards for 2014
- Recognised as the industry's fastest growing brand over the last five years by Brand Finance
- Certified as Top Employer North America 2015 from the Top Employers Institute
- Achieves Superbrands status in the UK
- Ranked UK's number 1 Employer by Top Employers Institute
- Ranked # 1 Employer in Europe by Top Employers Institute
- Europe's largest ever survey of business leaders ranks TCS #1 on both performance and customer satisfaction
- Certified as top employer Australia 2015
- Awarded 'TOP 20 Service Outsourcing MNCs in China

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- Won NASSCOM 2014 award for ‘Excellence in Gender Inclusivity’ - Best IT services and Product Company”
- Won award for the being the Leading IT Company for 25 years at the NASSCOM event on silver jubilee of Indian IT-ITeS industry.
- Won the ASIAN MAKE award for the Tenth time
- Won multiple awards from ATD Excellence in Practice citations for TCS L & D
- Received multiple honours at the Brandon Hall Group Awards
 - o Excellence in Learning
 - o Best in Competencies and Skill Development;
 - o Best Use of Blended Learning.
 - o Excellence in Sales and Marketing
- ACE career development program of TCS won AIESEC International’s Global Partner of the Year award
- Passport Seva received the National Award for e-Governance (Gold Award) for Outstanding Performance in Citizen-centric Service Delivery
- TCS’ Business Process Services bagged multiple honours at the World HRD Congress 2015:
 - o Outstanding Contribution to the Cause of Education,
 - o Innovation in Recruitment,
 - o Best HR Strategy in line with Business
 - o Talent Management.
- Won multiple honours at the BPO Excellence Awards 2015
 - o BPO Organisation of the Year Award
 - o Award for Operational Excellence & Quality
 - o Social Change Agent Award
- Won awards at RASBIC (Recruiting and Staffing Best in Class) 2015 by World HRD Congress for the seventh year in a row
 - o Best Overall Recruiting & Staffing Organization of the Year
 - o Best Use of Technology for Recruiting
- TCS solutions Received trophy at CSI IT Excellence Awards

Partner:

- Recognised by Oracle as Specialized Partner of the Year
- Won 'Asia Pacific IBM Choice Award 2015'
- Received 2015 JD Edwards Partner Excellence award
- Received top laurels at Oracle India Partner Forum

Sustainability:

- TCS received Top IT/ITES Exporter and CSR award for Community Development & Environment Protection from HYSEA (Hyderabad Software Enterprises Association)

Leadership:

N Chandrasekaran:

- Awarded CNN-IBN Indian of the Year 2014 in Business category
- Voted as India's Best CEO in Finance Asia's annual Asia's Best Companies Poll

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About Tata Consultancy Services Ltd (TCS)

Tata Consultancy Services is an [IT services](#), [consulting](#) and business solutions organization that delivers real results to global business, ensuring a level of certainty no other firm can match. TCS offers a consulting-led, integrated portfolio of [IT](#), [BPS](#), [infrastructure](#), [engineering](#) and [assurance services](#). This is delivered through its unique [Global Network Delivery Model](#)[™], recognised as the benchmark of excellence in software development. A part of the Tata group, India's largest industrial conglomerate, TCS has over 319,000 of the world's best-trained consultants in 46 countries. The company generated consolidated revenues of US \$15.5 billion for year ended March 31, 2015 and is listed on the National Stock Exchange and Bombay Stock Exchange in India. For more information, visit us at www.tcs.com.

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Unaudited Condensed Consolidated Statements of Comprehensive Income
For the years ended March 31, 2014 and 2015
(In millions of ₹, except per share data)

	Year ended March 31, 2014	Year ended March 31, 2015	
		Ex Adj*	Reported
Revenue	818,094	946,484	946,484
Cost of revenue	430,645	525,283	544,992
Gross margin	387,449	421,201	401,492
SG & A expenses	149,369	166,957	173,527
Operating income	238,080	254,244	227,965
Other income (expense), net	15,891	31,397	31,397
Income before income taxes	253,971	285,641	259,362
Income taxes	60,713	66,566	60,830
Income after income taxes	193,258	219,075	198,532
Minority interest	2,090	2,114	2,048
Net income	191,168	216,961	196,484
Earnings per share in ₹	97.60	110.77	100.31

Unaudited Condensed Consolidated Statements of Comprehensive Income
For the three-month periods ended March 31, 2014, December 31, 2014 and March 31, 2015
(In millions of ₹, except per share data)

	Three-month period ended March 31, 2014	Three-month period ended December 31, 2014	Three-month period ended March 31, 2015	
			Ex Adj*	Reported
Revenue	215,511	245,011	242,198	242,198
Cost of revenue	114,640	135,159	135,287	154,996
Gross margin	100,871	109,852	106,911	87,202
SG & A expenses	38,061	43,611	41,000	47,570
Operating income	62,810	66,241	65,911	39,632
Other income (expense), net	6,990	6,295	11,291	11,291
Income before income taxes	69,800	72,536	77,202	50,923
Income taxes	16,313	17,453	17,754	12,018
Income after income taxes	53,487	55,083	59,448	38,905
Minority interest	520	642	389	323
Net income	52,967	54,441	59,059	38,582
Earnings per share in ₹	27.04	27.79	30.15	19.70

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Unaudited Condensed Consolidated Statements of Financial Position
As of March 31, 2014 and March 31, 2015
(In millions of ₹)

	As of March 31, 2014	As of March 31, 2015	
		Ex Adj*	Reported
Assets			
Property and equipment	103,644	115,716	115,716
Intangible assets and Goodwill	41,568	39,308	39,308
Accounts Receivable	182,304	204,399	204,399
Unbilled Revenues	40,056	38,271	38,271
Investments	34,617	17,543	17,543
Cash and Cash equivalents	14,688	18,622	18,622
Other current assets	180,934	212,709	212,709
Other non current assets	91,314	101,325	102,969
Total Assets	689,125	747,893	749,537
Liabilities and Shareholders' Equity			
Shareholders' Funds	553,355	595,243	574,767
Long term borrowings	1,273	1,143	1,143
Short term borrowings	1,696	2,434	2,434
Other current liabilities	109,055	121,971	144,281
Other non-current liabilities	16,844	17,900	17,776
Minority Interest	6,902	9,202	9,136
Total Liabilities	689,125	747,893	749,537

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