

# TCS Financial Results

## Quarter IV & Year Ended FY 2017 - 18



April 19, 2018

# Disclaimer

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 immigration, 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.

# Quarterly Financial Performance



# Q4 FY18 Performance Highlights

## ➤ Revenue:

- INR Revenue of ₹ **320,750 Mn**, **3.8% QoQ** and **8.2% YoY**
- USD Revenue of \$ **4,972 Mn**, **3.9% QoQ** and **11.7% YoY**
- Constant currency revenue growth of **7.2% YoY**, Volume growth of **8.5% YoY**

## ➤ Profit:

- Operating Income at ₹ **81,470 Mn**, Operating Margin of **25.4%**
- Net Income at ₹ **69,040 Mn**, \$ **1,070 Mn**, Net Margin of **21.5%**

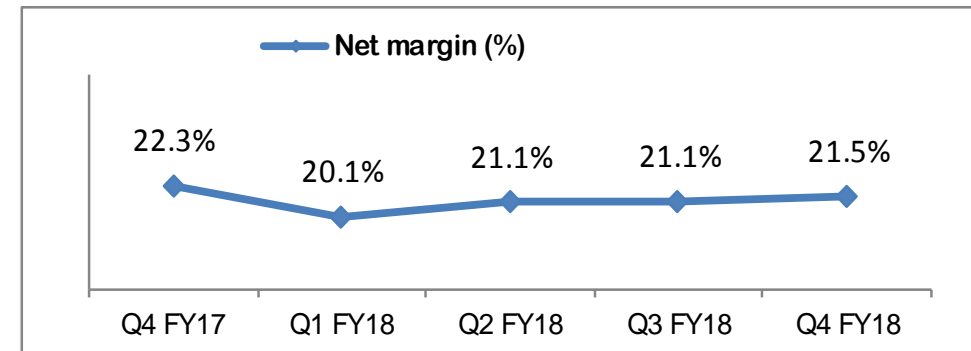
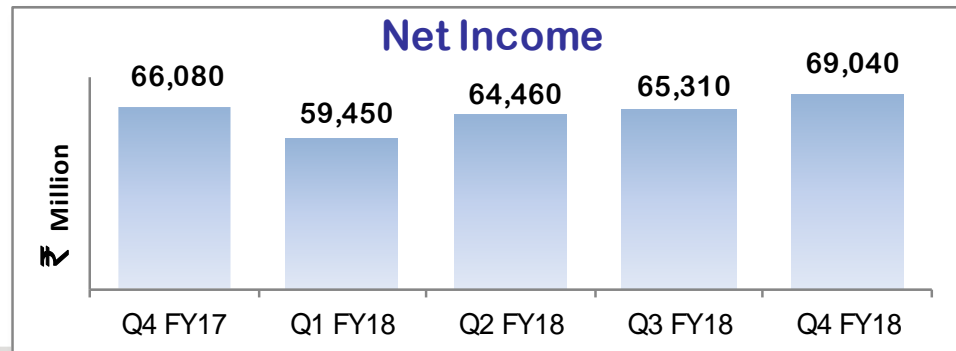
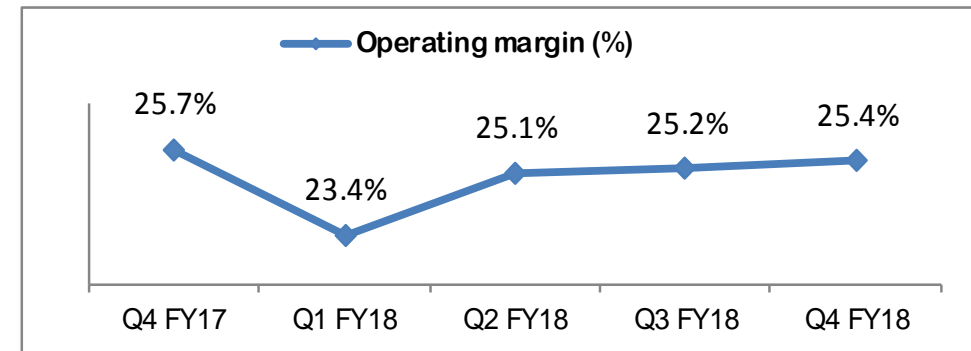
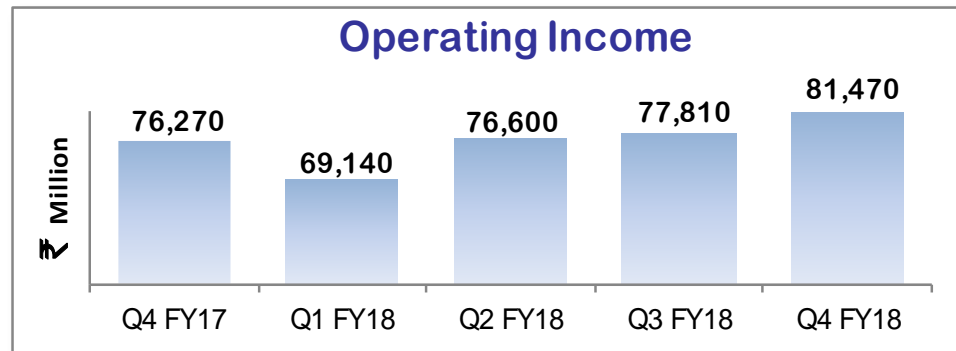
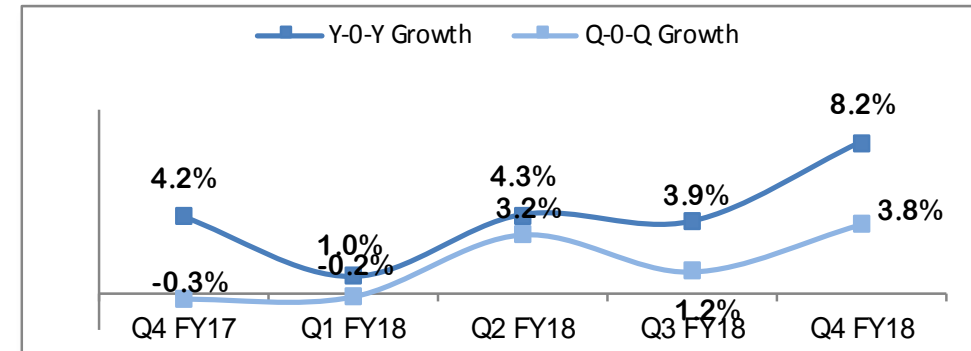
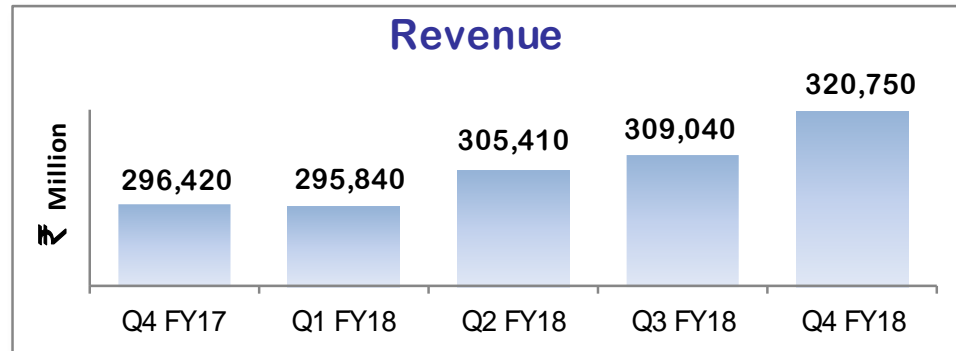
## ➤ Demand:

- Clients \$100M+ up by 1; \$50M+ up by 3; \$20M+ up by 4, \$10M+ up by 13, & \$5M+ up by 10

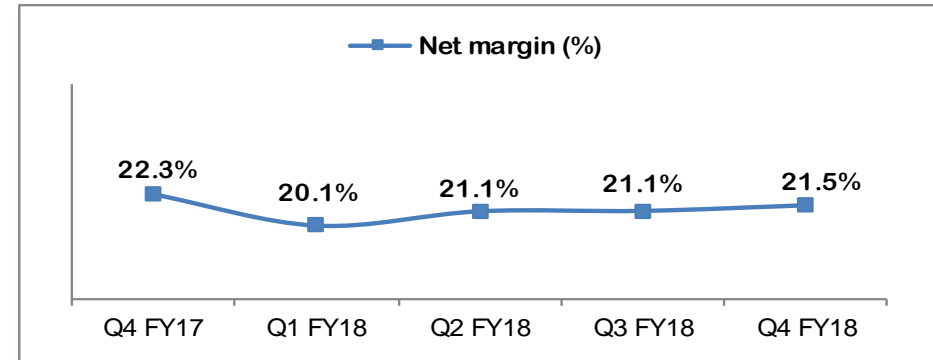
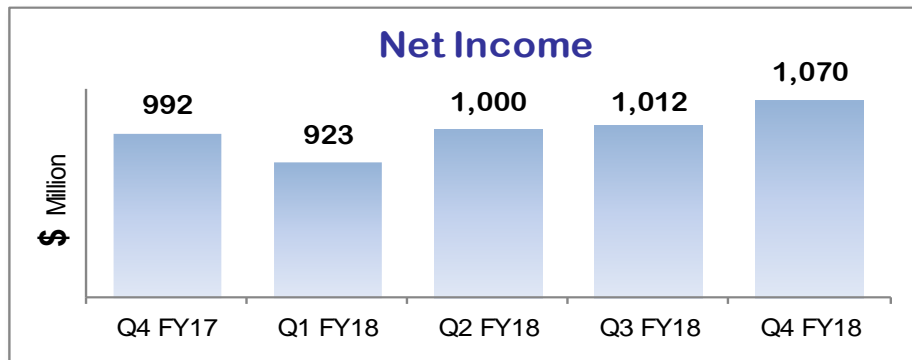
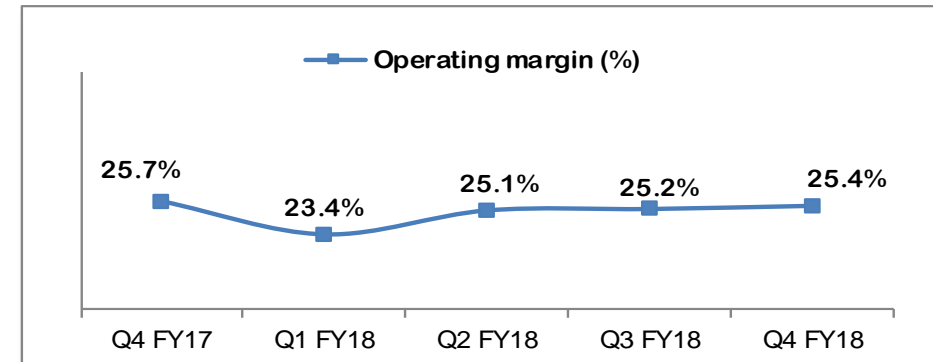
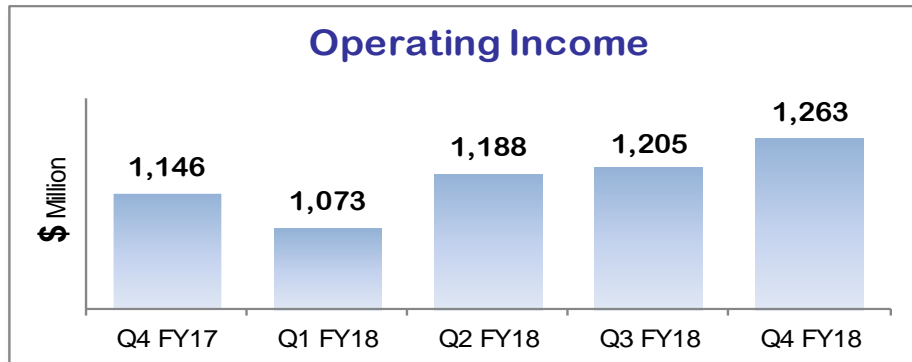
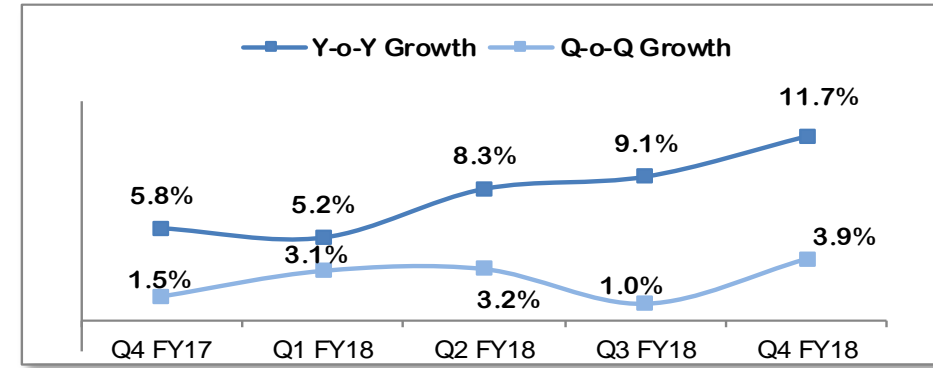
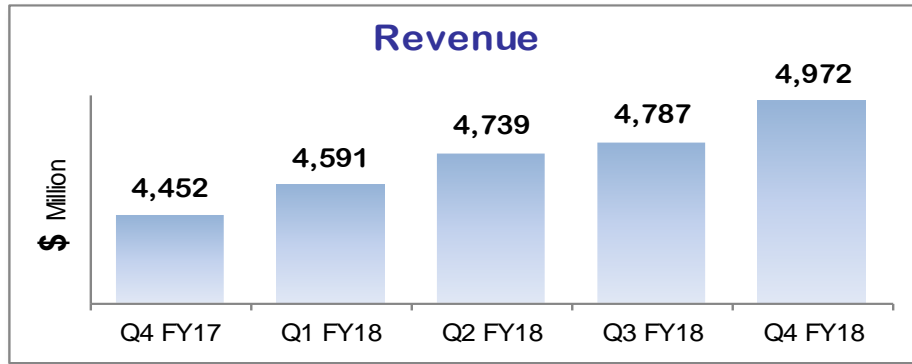
## ➤ People:

- Net addition of **4,118** associates, closing headcount: **394,998**
- LTM attrition down further QoQ to **11.0%** in IT Services

# Growth Summary (INR)



# Growth Summary (USD)



# Annual Financial Performance



# FY18 Performance Highlights

## ➤ Revenue:

- INR Revenue of ₹ **1.23 Tn**, growth of **4.4% YoY**
- USD Revenue of \$ **19,089 Mn**, growth of **8.6% YoY**
- Constant currency revenue growth of **6.7%**

## ➤ Profit:

- Operating Income at ₹ **305,020 Mn**, Operating Margin of **24.8%**
- Net Income at ₹ **258,260 Mn**, \$ **4,005 Mn**, Net Margin of **21.0%**

## ➤ Demand:

- Clients \$100M+ up by 3; \$50M+ up by 13; \$20M+ up by 17, \$10M+ up by 40, & \$5M+ up by 36

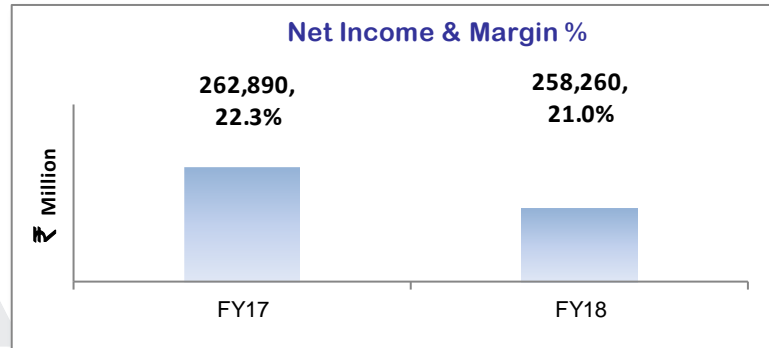
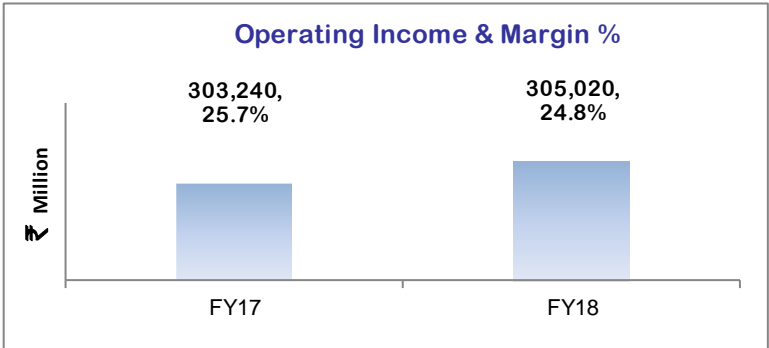
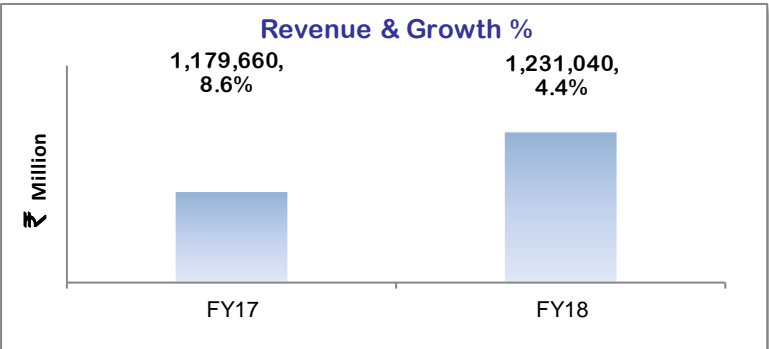
## ➤ People:

- Net addition of **7,775**, Closing headcount: **394,998**
- **5.6 Mn** Learning days, **247,000+** associates trained in Digital, **208,000+** associates trained in Agile.
- Women constitute 35.3% of total employee strength

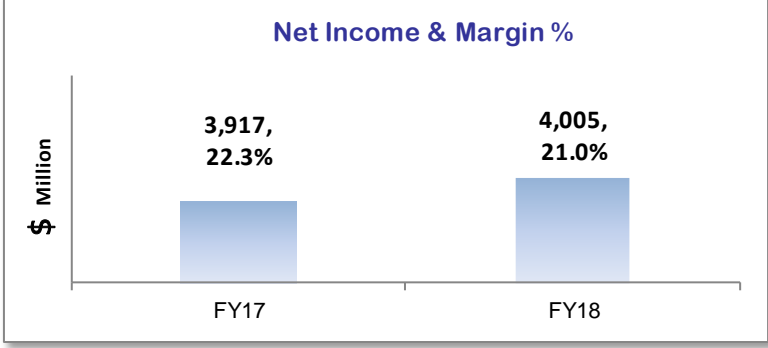
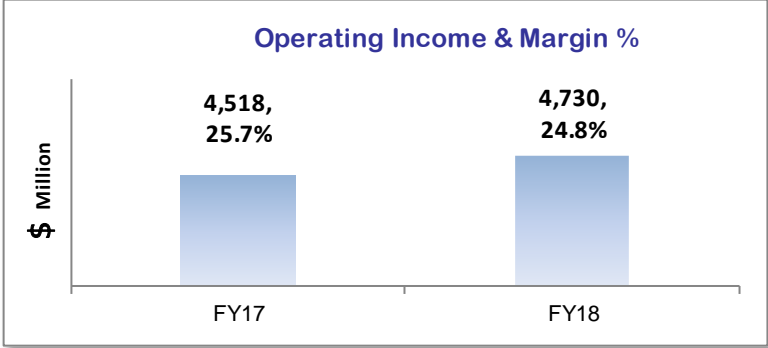
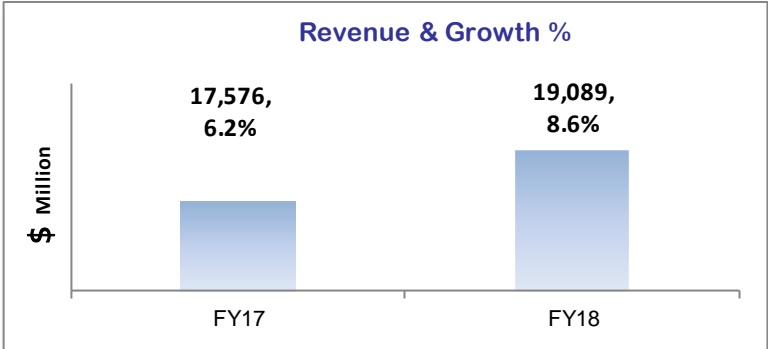


# Growth Summary

Summary ₹



Summary \$



# Operational Parameters



# Growth by Market

Geography (%)	Q4 FY17	Q3 FY18	Q4 FY18	Q-o-Q CC Growth	Y-o-Y CC Growth	FY17	FY18	YoY CC Growth
<b>Americas</b>								
North America	53.3	52.0	50.2	0.2	4.9	54.0	51.6	3.7
Latin America	2.1	2.2	2.0	-7.8	5.0	2.1	2.1	7.8
<b>Europe</b>								
UK	13.7	14.1	15.2	6.3	10.7	13.9	14.3	8.6
Continental Europe	11.8	13.5	14.2	4.5	19.1	11.5	13.4	19.1
<b>India</b>	6.8	6.3	6.2	2.8	-2.3	6.3	6.4	6.9
<b>Asia Pacific</b>	9.7	9.5	9.7	4.0	8.6	9.7	9.7	5.9
<b>MEA</b>	2.6	2.4	2.5	0.5	2.2	2.5	2.5	5.5
<b>Total</b>	100.0	100.0	100.0	2.0	7.2	100.0	100.0	6.7



# Growth by Domain

Vertical (%)	Q4 FY17	Q3 FY18	Q4 FY18	Q-o-Q CC Growth	Y-o-Y CC Growth	FY17	FY18	YoY CC Growth
<b>BFSI</b>	32.9	32.1	<b>31.5</b>	<b>0.4</b>	<b>2.9</b>	33.4	<b>32.3</b>	<b>3.2</b>
<b>Retail &amp; CPG</b>	12.3	12.5	<b>12.3</b>	<b>0.8</b>	<b>8.4</b>	12.9	<b>12.2</b>	<b>1.5</b>
<b>Communication &amp; Media</b>	7.2	7.4	<b>7.4</b>	<b>1.5</b>	<b>8.9</b>	7.0	<b>7.4</b>	<b>11.6</b>
<b>Manufacturing</b>	7.3	7.5	<b>7.4</b>	<b>0.6</b>	<b>8.6</b>	7.3	<b>7.4</b>	<b>9.6</b>
<b>Life Sciences &amp; Healthcare</b>	6.9	7.3	<b>7.2</b>	<b>1.3</b>	<b>12.6</b>	6.9	<b>7.2</b>	<b>11.9</b>
<b>Energy &amp; Utilities</b>	3.7	4.5	<b>4.8</b>	<b>6.9</b>	<b>33.7</b>	3.7	<b>4.4</b>	<b>26.8</b>
<b>Travel &amp; Hospitality</b>	3.4	3.8	<b>4.0</b>	<b>5.1</b>	<b>25.4</b>	3.3	<b>3.8</b>	<b>22.4</b>
<b>Technology &amp; Services</b>	7.8	8.0	<b>7.8</b>	<b>0.7</b>	<b>7.7</b>	7.8	<b>8.0</b>	<b>8.9</b>
<b>Regional Markets &amp; Others</b>	18.5	16.9	<b>17.6</b>	<b>5.6</b>	<b>1.8</b>	17.7	<b>17.3</b>	<b>4.0</b>
<b>Total</b>	100.0	100.0	<b>100.0</b>	<b>2.0</b>	<b>7.2</b>	100.0	<b>100.0</b>	<b>6.7</b>
<b>Digital Revenue (%)</b>	17.9	22.1	<b>23.8</b>	<b>10.2</b>	<b>42.8</b>	16.7	<b>21.2</b>	<b>35.3</b>



# Service Lines Commentary

- **Cloud & Cyber Security Services** saw **strong double digit growth** led by Cloud Migration & Modernisation, Identity & Access Management, IoT Security, and Managed Security Services. We provide cloud services to 200+ customers across public cloud / private cloud infrastructure & application services.
- **Machine First Delivery Model™** saw strong adoption in IT Ops and Process Automation (20+ clients during Q4) powered by ignio™ and third party solutions. TCS positioned in the **Winners Circle in HfS Blueprint for Enterprise AI enabled services**.
- TCS was ranked a **Leader in 6 analyst surveys during the quarter**, and in 43 surveys during the year.
- A strong quarter with several **Large Multi-practice wins**. Our pipeline is robust and new Digital offerings are seeing strong traction.

## Digital Transformation Services



### Cloud Services

**Cloud migration** continued to be a top customer priority. Our **application modernization services** saw strong demand with **high double digit growth**.



### Analytics & Insights

**Advanced Analytics solutions** such as the **Connected Clinical Trials** launched recently are seeing **robust pipeline build up**. More such contextual industry solutions backed by TCS assets in the pipeline for launch in FY19.



### Internet of Things

Our solutions covering **Energy management, Remote Diagnostics, Connected Car, Industry 4.0 and Smart City**, backed by our assets saw strong recognition from customers & analysts.



### TCS Interactive

Excellent **double digit growth** powered by customer experience transformation and product/service design offerings. TCS positioned as a **Leader in Digital Marketing Services** by Nelson Hall.



### Enterprise Application Services

Adoption of new Digital offerings from Enterprise ISVs accelerated during the quarter driving strong growth. Positioned as a **Leader in Magic Quadrant for SAP Application Services**.



### Digital Assurance

Engineering for delivering first time right quality for the **Agile & DevOps led Digital Business** is driving strong demand across geographies and industries. We are investing in new platform offerings.

## Consulting & Services Integration



Consulting & Services Integration practice saw near double digit growth as it continues to secure our position as a trusted advisor to our clients, being instrumental in winning **large multi-practice deals of strategic significance for customers**.

# Client Parameters

Clients Contribution	Q4 FY17	Q3 FY18	Q4 FY18	FY17	FY18
US\$ 1m+ Clients	897	941	<b>963</b>	897	<b>963</b>
US\$ 5m+ Clients	459	485	<b>495</b>	459	<b>495</b>
US\$ 10m+ Clients	310	337	<b>350</b>	310	<b>350</b>
US\$ 20m+ Clients	190	203	<b>207</b>	190	<b>207</b>
US\$ 50m+ Clients	84	94	<b>97</b>	84	<b>97</b>
US\$ 100m+ Clients	35	37	<b>38</b>	35	<b>38</b>



# Key Highlights

## Consulting & Services Integration

- Selected by a global biopharmaceutical company to use artificial intelligence to scan through unstructured information to provide an improved understanding of stakeholder sentiment and fully automate their tolling process to eliminate discrepancies between physical material flow and financial flow of funds.
- Chosen by an American confectionary and food products major for a consulting engagement to rationalize their application portfolio and streamline processes impacting Business resilience and Disaster Recovery.
- Engaged by a European telecom company to lead their Digital Transformation program re-imagining the customer engagement model and to provide advanced analytics and seamless unified user experience across web and mobile applications.

## Analytics, Intelligent Automation

- Selected by a global Financial Services organization, to perform data discovery and formulate a global data strategy to overhaul the existing data landscape enabling it to cater to the increasing risk and regulatory needs.
- Selected by a Canadian life insurance firm to provide the strategy blueprint and roadmap for Intelligent Automation.

## Cloud Services & Cyber Security

- Engaged with Mesosphere, a leading software firm from USA, as a Co-Development partner to drive efficiency and accelerate innovation for end customers managing modern data-intensive enterprise applications.
- Engaged by a leading global pharma company to divest the vegetable seeds business as a part of the strategic divestiture factory capability with a hybrid cloud solution stack.
- Engaged by a workforce solutions and services firm for GDPR compliance consulting engagement to outline, blueprint and implement consistent GDPR policies and principles across all its Group operations.
- Signed an extended multi-year partnership with Sainsbury's, a leading UK grocery retailer, to enable their strategy of differentiation and efficiency through digital transformation, focusing on excellence in systems support, agile first solution delivery and innovation.

## Internet of Things

- Chosen by a leading automobile major from Japan to establish a connected supply chain solution to provide more visibility for its component movements across global suppliers.
- Engaged by a North American agricultural products & services company to enhance security and safety of its plant operations by providing an IoT based remote monitoring solution.

## TCS Interactive

- Selected by a Finnish Insurance firm as a strategic partner to envision, strategize and provide digital customer experience based solutions using Interactive technologies.
- Selected by a large retail bookseller company to enhance the in-store employee experience using interactive technologies.

## Cognitive Business Operations

- Chosen by Bonnier AB, a leading Swedish multichannel media conglomerate, to digitally transform their pan-Nordics infrastructure landscape through extensive adoption of cloud, re-designing the operating model guided by TCS' machine-first delivery model MFDM™ and instituting cognitive intelligence based automation powered by ignio™
- Signed a multi-year deal with a global pharmaceutical company to manage their core functions across Research, Development and Commercial areas by leveraging TCS services in Digital, Analytics & Insights, and Cognitive Business Operations.

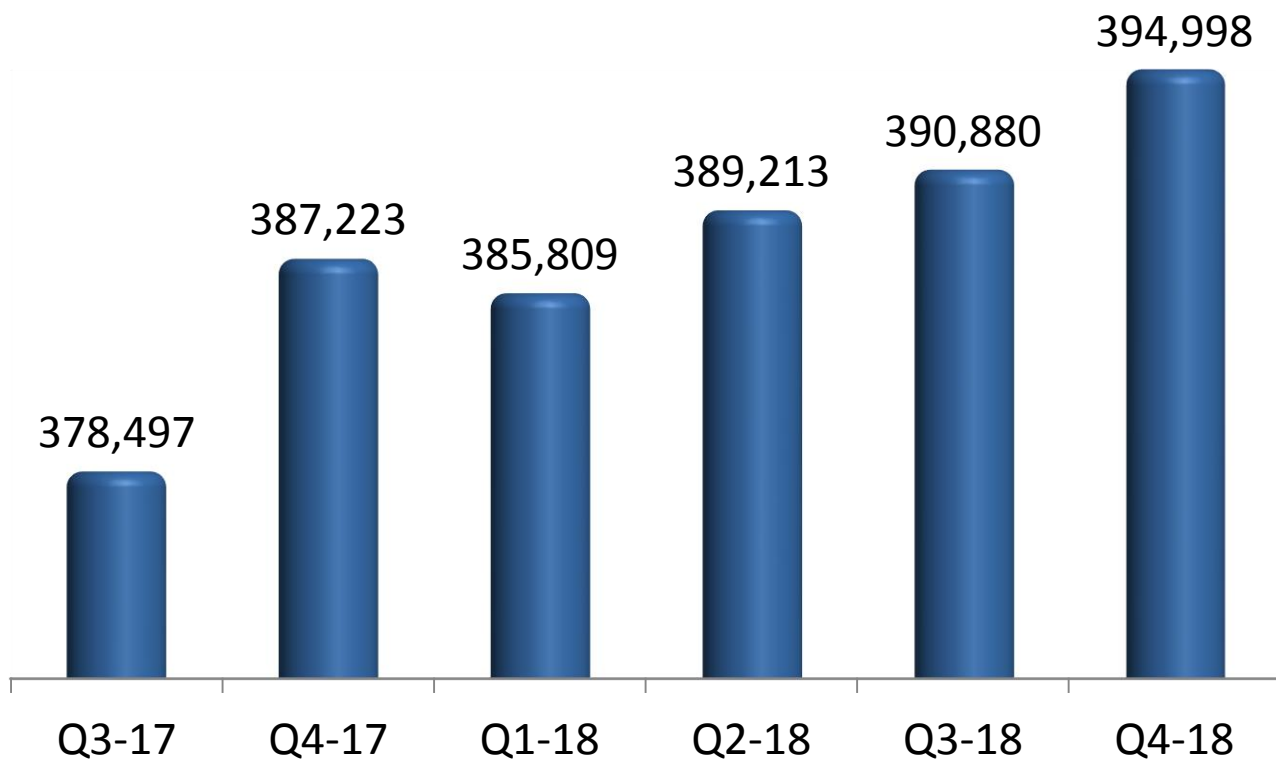
# Human Resources





# Total Employee Base

Total Employees : 394,998



## Attrition\*:

- 11.0% (LTM), IT Services
- 11.8% (LTM), including BPS

## Diversity:

- Women employees: 35.3%
- Nationalities: 131

\* Excluding Subsidiaries

## Talent Development:

- 5.6 M Learning days
- 247k employees Digital Trained
- 208k employees Agile Trained



# Annexure



# IFRS Income Statement

Consolidated IFRS	₹ Million			% of Revenue		
	Q4 FY17	Q3 FY18	Q4 FY18	Q4 FY17	Q3 FY18	Q4 FY18
<b>Revenue</b>	<b>296,420</b>	<b>309,040</b>	<b>320,750</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
Cost of revenue	166,730	178,620	185,240	56.25	57.80	57.75
<b>Gross margin</b>	<b>129,690</b>	<b>130,420</b>	<b>135,510</b>	<b>43.75</b>	<b>42.20</b>	<b>42.25</b>
SG & A expenses	53,420	52,610	54,040	18.02	17.02	16.85
<b>Operating income</b>	<b>76,270</b>	<b>77,810</b>	<b>81,470</b>	<b>25.73</b>	<b>25.18</b>	<b>25.40</b>
Other income (expense), net	9,890	8,640	9,820	3.34	2.80	3.06
<b>Income before income taxes</b>	<b>86,160</b>	<b>86,450</b>	<b>91,290</b>	<b>29.07</b>	<b>27.98</b>	<b>28.46</b>
Income taxes	19,940	21,000	22,040	6.73	6.80	6.87
<b>Income after income taxes</b>	<b>66,220</b>	<b>65,450</b>	<b>69,250</b>	<b>22.34</b>	<b>21.18</b>	<b>21.59</b>
Minority interest	140	140	210	0.05	0.05	0.06
<b>Net income</b>	<b>66,080</b>	<b>65,310</b>	<b>69,040</b>	<b>22.29</b>	<b>21.13</b>	<b>21.53</b>
Earnings per share in ₹	33.52	34.12	36.07			

# COR – SG&A Details

COR	₹ Million			% of Revenue		
	Q4 FY17	Q3 FY18	Q4 FY18	Q4 FY17	Q3 FY18	Q4 FY18
Employee cost	117,400	125,560	131,350	39.61	40.63	40.95
Fees to external consultants	19,200	20,870	22,820	6.48	6.75	7.11
Equipment and software	7,050	7,490	5,330	2.38	2.42	1.66
Facility expenses	5,510	6,670	6,970	1.86	2.16	2.17
Depreciation	3,710	4,000	4,020	1.25	1.30	1.25
Travel	4,330	4,510	4,760	1.46	1.46	1.48
Communication	1,810	1,940	2,260	0.61	0.63	0.71
Other expenses	7,720	7,580	7,730	2.60	2.45	2.42
<b>Cost of Revenue</b>	<b>166,730</b>	<b>178,620</b>	<b>185,240</b>	<b>56.25</b>	<b>57.80</b>	<b>57.75</b>

SGA	₹ Million			% of Revenue		
	Q4 FY17	Q3 FY18	Q4 FY18	Q4 FY17	Q3 FY18	Q4 FY18
Employee cost	39,530	39,020	40,470	13.33	12.63	12.62
Fees to external consultants	1,480	1,460	1,250	0.50	0.47	0.39
Facility expenses	3,590	3,220	3,170	1.21	1.04	0.99
Depreciation	1,350	1,060	1,030	0.46	0.34	0.32
Travel	2,600	2,230	2,320	0.88	0.72	0.72
Communication	640	700	470	0.22	0.23	0.15
Provision for Doubtful Debts	300	660	620	0.10	0.21	0.19
Other expenses	3,930	4,260	4,710	1.32	1.38	1.47
<b>S G &amp; A expenses</b>	<b>53,420</b>	<b>52,610</b>	<b>54,040</b>	<b>18.02</b>	<b>17.02</b>	<b>16.85</b>

# Cash Flow Summary

IFRS in ₹ Mn	Q4 FY17	Q3 FY18	Q4 FY18
Net Cash from Operations	77,330	77,880	83,990
Capital Expenditure	5,100	3,770	3,590
Free Cash Flow	72,230	74,110	80,400
Dividends Paid	15,260	16,110	14,610
Operating Cash Flow to Sales (%)	26.1	25.2	26.2
Operating Cash Flow to Net Profit (%)	117.0	119.2	121.7
Total Cash and Investments	484,340	405,910	476,860



# IFRS Income Statement

Consolidated IFRS	₹ Million		% of Revenue	
	FY17	FY18	FY17	FY18
<b>Revenue</b>	<b>1,179,660</b>	<b>1,231,040</b>	<b>100.00</b>	<b>100.00</b>
Cost of revenue	668,870	712,880	56.70	57.91
<b>Gross margin</b>	<b>510,790</b>	<b>518,160</b>	<b>43.30</b>	<b>42.09</b>
SG & A expenses	207,550	213,140	17.60	17.31
<b>Operating income</b>	<b>303,240</b>	<b>305,020</b>	<b>25.70</b>	<b>24.78</b>
Other income (expense), net	41,890	35,900	3.55	2.92
<b>Income before income taxes</b>	<b>345,130</b>	<b>340,920</b>	<b>29.25</b>	<b>27.70</b>
Income taxes	81,560	82,120	6.91	6.67
<b>Income after income taxes</b>	<b>263,570</b>	<b>258,800</b>	<b>22.34</b>	<b>21.03</b>
Minority interest	680	540	0.05	0.05
<b>Net income</b>	<b>262,890</b>	<b>258,260</b>	<b>22.29</b>	<b>20.98</b>
Earnings per share in ₹	133.41	134.19		

# COR – SG&A Details

COR	₹ Million		% of Revenue	
	FY17	FY18	FY17	FY18
Employee cost	462,020	503,500	39.17	40.90
Fees to external consultants	83,450	84,320	7.07	6.85
Equipment and software	28,080	27,000	2.38	2.19
Facility expenses	23,010	26,460	1.95	2.15
Depreciation	14,570	15,720	1.23	1.28
Travel	17,990	18,760	1.52	1.52
Communication	7,750	7,910	0.66	0.64
Other expenses	32,000	29,210	2.72	2.38
<b>Cost of Revenue</b>	<b>668,870</b>	<b>712,880</b>	<b>56.70</b>	<b>57.91</b>
SGA	₹ Million		% of Revenue	
	FY17	FY18	FY17	FY18
Employee cost	154,200	160,460	13.07	13.03
Fees to external consultants	5,090	5,590	0.43	0.46
Facility expenses	13,850	12,910	1.17	1.05
Depreciation	5,300	4,410	0.45	0.36
Travel	9,880	9,410	0.84	0.76
Communication	2,910	2,690	0.25	0.22
Provision for Doubtful Debts	1,260	2,080	0.11	0.17
Other expenses	15,060	15,590	1.28	1.26
<b>S G &amp; A expenses</b>	<b>207,550</b>	<b>213,140</b>	<b>17.60</b>	<b>17.31</b>

# Cash Flow Summary

IFRS in ₹ Mn	FY17	FY18
Net Cash from Operations	276,070	281,660
Capital Expenditure	19,530	18,040
Free Cash Flow	256,540	263,620
Dividends Paid	109,730	107,600
Buy Back (Incl. expenses)	-	160,420
Operating Cash Flow to Sales (%)	23.4	22.9
Operating Cash Flow to Net Profit (%)	105.0	109.1
Total Cash and Investments	484,340	476,860





# IFRS Statement of Financial Position

Consolidated IFRS	31-Mar-17		31-Mar-18	
	₹ Million	%	₹ Million	%
<b>Assets</b>				
Property and equipment	117,410	11.14	116,000	10.70
Intangible assets and Goodwill	37,680	3.58	38,960	3.59
Accounts Receivable	226,840	21.53	250,370	23.09
Unbilled Revenues	53,510	5.08	69,130	6.38
Investments	419,800	39.85	360,080	33.21
Cash and Cash equivalents	35,970	3.41	48,830	4.51
Other current assets	72,580	6.89	90,050	8.31
Other non current assets	89,740	8.52	110,670	10.21
<b>Total assets</b>	<b>1,053,530</b>	<b>100.00</b>	<b>1,084,090</b>	<b>100.00</b>
<b>Liabilities and Shareholders' Equity</b>				
Shareholders' Funds	883,150	83.83	872,410	80.47
Long term borrowings	710	0.07	540	0.05
Short term borrowings	2,180	0.21	1,930	0.18
Other current liabilities	142,940	13.56	176,350	16.27
Other non-current liabilities	20,890	1.98	28,840	2.66
Minority Interest	3,660	0.35	4,020	0.37
<b>Total Liabilities</b>	<b>1,053,530</b>	<b>100.00</b>	<b>1,084,090</b>	<b>100.00</b>

# IFRS Income Statement – In USD

Consolidated IFRS	\$ Million			% of Revenue		
	Q4 FY17	Q3 FY18	Q4 FY18	Q4 FY17	Q3 FY18	Q4 FY18
<b>Revenue</b>	<b>4,452</b>	<b>4,787</b>	<b>4,972</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
Cost of revenue	2,504	2,767	2,871	56.25	57.80	57.75
<b>Gross margin</b>	<b>1,948</b>	<b>2,020</b>	<b>2,101</b>	<b>43.75</b>	<b>42.20</b>	<b>42.25</b>
SG & A expenses	802	815	838	18.02	17.02	16.85
<b>Operating income</b>	<b>1,146</b>	<b>1,205</b>	<b>1,263</b>	<b>25.73</b>	<b>25.18</b>	<b>25.40</b>
Other income (expense), net	148	134	152	3.34	2.80	3.06
<b>Income before income taxes</b>	<b>1,294</b>	<b>1,339</b>	<b>1,415</b>	<b>29.07</b>	<b>27.98</b>	<b>28.46</b>
Income taxes	300	325	342	6.73	6.80	6.87
<b>Income after income taxes</b>	<b>994</b>	<b>1,014</b>	<b>1,073</b>	<b>22.34</b>	<b>21.18</b>	<b>21.59</b>
Minority interest	2	2	3	0.05	0.05	0.06
<b>Net income</b>	<b>992</b>	<b>1,012</b>	<b>1,070</b>	<b>22.29</b>	<b>21.13</b>	<b>21.53</b>
Earnings per share in \$	0.50	0.53	0.56			

# COR – SG&A Details – In USD

COR	\$ Million			% of Revenue		
	Q4 FY17	Q3 FY18	Q4 FY18	Q4 FY17	Q3 FY18	Q4 FY18
Employee cost	1,763	1,945	2,036	39.61	40.63	40.95
Fees to external consultants	288	323	354	6.48	6.75	7.11
Equipment and software	106	116	83	2.38	2.42	1.66
Facility expenses	83	103	108	1.86	2.16	2.17
Depreciation	56	62	62	1.25	1.30	1.25
Travel	65	70	74	1.46	1.46	1.48
Communication	27	30	35	0.61	0.63	0.71
Other expenses	116	118	119	2.60	2.45	2.42
<b>Cost of Revenue</b>	<b>2,504</b>	<b>2,767</b>	<b>2,871</b>	<b>56.25</b>	<b>57.80</b>	<b>57.75</b>

SGA	\$ Million			% of Revenue		
	Q4 FY17	Q3 FY18	Q4 FY18	Q4 FY17	Q3 FY18	Q4 FY18
Employee cost	594	604	627	13.33	12.63	12.62
Fees to external consultants	22	23	19	0.50	0.47	0.39
Facility expenses	54	50	49	1.21	1.04	0.99
Depreciation	20	16	16	0.46	0.34	0.32
Travel	39	35	36	0.88	0.72	0.72
Communication	10	11	8	0.22	0.23	0.15
Provision for Doubtful Debts	4	10	10	0.10	0.21	0.19
Other expenses	59	66	73	1.32	1.38	1.47
<b>SG&amp;A expenses</b>	<b>802</b>	<b>815</b>	<b>838</b>	<b>18.02</b>	<b>17.02</b>	<b>16.85</b>

# IFRS Income Statement – In USD

Consolidated IFRS	\$ Million		% of Revenue	
	FY17	FY18	FY17	FY18
<b>Revenue</b>	<b>17,576</b>	<b>19,089</b>	<b>100.00</b>	<b>100.00</b>
Cost of revenue	9,965	11,054	56.70	57.91
<b>Gross margin</b>	<b>7,611</b>	<b>8,035</b>	<b>43.30</b>	<b>42.09</b>
SG & A expenses	3,093	3,305	17.60	17.31
<b>Operating income</b>	<b>4,518</b>	<b>4,730</b>	<b>25.70</b>	<b>24.78</b>
Other income (expense), net	624	557	3.55	2.92
<b>Income before income taxes</b>	<b>5,142</b>	<b>5,287</b>	<b>29.25</b>	<b>27.70</b>
Income taxes	1,215	1,273	6.91	6.67
<b>Income after income taxes</b>	<b>3,927</b>	<b>4,014</b>	<b>22.34</b>	<b>21.03</b>
Minority interest	10	9	0.05	0.05
<b>Net income</b>	<b>3,917</b>	<b>4,005</b>	<b>22.29</b>	<b>20.98</b>
Earnings per share in \$	1.99	2.08		



# COR – SG&A Details – In USD

COR	\$ Million		% of Revenue	
	FY17	FY18	FY17	FY18
Employee cost	6,884	7,807	39.17	40.90
Fees to external consultants	1,243	1,307	7.07	6.85
Equipment and software	418	419	2.38	2.19
Facility expenses	343	410	1.95	2.15
Depreciation	217	244	1.23	1.28
Travel	268	291	1.52	1.52
Communication	115	123	0.66	0.64
Other expenses	477	453	2.72	2.38
<b>Cost of Revenue</b>	<b>9,965</b>	<b>11,054</b>	<b>56.70</b>	<b>57.91</b>

SGA	\$ Million		% of Revenue	
	FY17	FY18	FY17	FY18
Employee cost	2,297	2,488	13.07	13.03
Fees to external consultants	76	87	0.43	0.46
Facility expenses	207	200	1.17	1.05
Depreciation	79	68	0.45	0.36
Travel	147	146	0.84	0.76
Communication	43	42	0.25	0.22
Provision for Doubtful Debts	19	32	0.11	0.17
Other expenses	225	242	1.28	1.26
<b>SG&amp;A expenses</b>	<b>3,093</b>	<b>3,305</b>	<b>17.60</b>	<b>17.31</b>

# IFRS Statement of Financial Position in USD

Consolidated IFRS	31-Mar-17		31-Mar-18	
	\$ Million	%	\$ Million	%
<b>Assets</b>				
Property and equipment	1,811	11.15	1,784	10.70
Intangible assets and Goodwill	581	3.57	599	3.59
Accounts Receivable	3,498	21.53	3,849	23.09
Unbilled Revenues	825	5.08	1,063	6.38
Investments	6,474	39.84	5,536	33.21
Cash and Cash equivalents	555	3.42	751	4.51
Other current assets	1,119	6.89	1,385	8.31
Other non current assets	1,385	8.52	1,702	10.21
<b>Total assets</b>	<b>16,248</b>	<b>100.00</b>	<b>16,669</b>	<b>100.00</b>
<b>Liabilities and Shareholders' Equity</b>				
Shareholders' Funds	13,619	83.82	13,413	80.47
Long term borrowings	11	0.07	8	0.05
Short term borrowings	34	0.21	30	0.18
Other current liabilities	2,204	13.56	2,712	16.27
Other non-current liabilities	323	1.99	443	2.66
Minority Interest	57	0.35	63	0.37
<b>Total Liabilities</b>	<b>16,248</b>	<b>100.00</b>	<b>16,669</b>	<b>100.00</b>

# Ind AS Income Statement - Consolidated

Consolidated Ind AS	₹ Crore			% of Revenue		
	Q4 FY17	Q3 FY18	Q4 FY18	Q4 FY17	Q3 FY18	Q4 FY18
<b>Revenue</b>	<b>29,642</b>	<b>30,904</b>	<b>32,075</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>Expenditure</b>						
a) Employee Costs	15,692	16,458	17,183	52.94	53.25	53.57
b) Cost of equipment and software licences	705	749	533	2.38	2.42	1.66
c) Other Operating expenses	5,113	5,410	5,707	17.25	17.51	17.79
d) Depreciation	505	506	505	1.70	1.64	1.58
<b>Total Expenditure</b>	<b>22,015</b>	<b>23,123</b>	<b>23,928</b>	<b>74.27</b>	<b>74.82</b>	<b>74.60</b>
<b>Profit Before Taxes &amp; Other Income</b>	<b>7,627</b>	<b>7,781</b>	<b>8,147</b>	<b>25.73</b>	<b>25.18</b>	<b>25.40</b>
Other income (expense), net	989	864	982	3.32	2.80	3.06
<b>Profit Before Taxes &amp; Exceptional Items</b>	<b>8,616</b>	<b>8,645</b>	<b>9,129</b>	<b>29.05</b>	<b>27.98</b>	<b>28.46</b>
Provision For Taxes	1,994	2,100	2,204	6.71	6.80	6.87
<b>Profit After Taxes &amp; Before Minority Interest</b>	<b>6,622</b>	<b>6,545</b>	<b>6,925</b>	<b>22.34</b>	<b>21.18</b>	<b>21.59</b>
Minority Interest	14	14	21	0.05	0.05	0.07
<b>Net Profit</b>	<b>6,608</b>	<b>6,531</b>	<b>6,904</b>	<b>22.29</b>	<b>21.13</b>	<b>21.52</b>
Earnings per share in ₹	33.52	34.12	36.07			

# Ind AS Income Statement - Consolidated

Consolidated Ind AS	₹ Crore		% of Revenue	
	FY17	FY18	FY17	FY18
<b>Revenue</b>	<b>117,966</b>	<b>123,104</b>	<b>100.00</b>	<b>100.00</b>
<b>Expenditure</b>				
a) Employee Costs	61,621	66,396	52.24	53.93
b) Cost of equipment and software licences	2,808	2,700	2.38	2.19
c) Other Operating expenses	21,226	21,492	17.99	17.46
d) Depreciation	1,987	2,014	1.68	1.64
<b>Total Expenditure</b>	<b>87,642</b>	<b>92,602</b>	<b>74.29</b>	<b>75.22</b>
<b>Profit Before Taxes &amp; Other Income</b>	<b>30,324</b>	<b>30,502</b>	<b>25.71</b>	<b>24.78</b>
Other income (expense), net	4,189	3,590	3.55	2.91
<b>Profit Before Taxes &amp; Exceptional Items</b>	<b>34,513</b>	<b>34,092</b>	<b>29.26</b>	<b>27.69</b>
Provision For Taxes	8,156	8,212	6.91	6.67
<b>Profit After Taxes &amp; Before Minority Interest</b>	<b>26,357</b>	<b>25,880</b>	<b>22.35</b>	<b>21.02</b>
Minority Interest	68	54	0.06	0.04
<b>Net Profit</b>	<b>26,289</b>	<b>25,826</b>	<b>22.29</b>	<b>20.98</b>
Earnings per share in ₹	133.41	134.19		



# Ind AS Balance Sheet - Consolidated

Consolidated Ind AS	₹ Crore		%	
	31-Mar-17	31-Mar-18	31-Mar-17	31-Mar-18
<b>ASSETS</b>				
Property, plant and equipment	11,645	11,506	11.28	10.82
Investments	41,980	36,008	40.66	33.88
Deferred tax assets (net)	2,828	3,449	2.74	3.24
Goodwill (on consolidation)	1,597	1,745	1.55	1.64
Cash and Bank Balance	4,149	7,161	4.02	6.74
Current Assets, Loans and Advances	34,531	38,356	33.44	36.08
Non-current assets, Loans and advances	6,522	8,071	6.31	7.60
<b>Total Assets</b>	<b>103,252</b>	<b>106,296</b>	<b>100.00</b>	<b>100.00</b>
<b>EQUITY AND LIABILITIES</b>				
Shareholders' Funds	86,214	85,128	83.50	80.09
Minority Interest	366	402	0.35	0.38
Short term and long term borrowings	271	235	0.26	0.22
Deferred tax liabilities (net)	919	1,170	0.89	1.10
Current liabilities and provisions	14,312	17,647	13.86	16.60
Non-current liabilities and provisions	1,170	1,714	1.14	1.61
<b>Total Liabilities</b>	<b>103,252</b>	<b>106,296</b>	<b>100.00</b>	<b>100.00</b>

# Currency mix and average realized rates in INR

Currency	Average rates			% of Revenue	
	Q3 FY18	Q4 FY18	QoQ	Q3 FY18	Q4 FY18
USD	64.56	64.51	-0.08%	54.79%	53.32%
GBP	85.87	90.51	5.41%	12.28%	13.10%
EUR	76.22	79.74	4.62%	9.52%	10.21%
Others				23.41%	23.37%
<b>Total</b>				<b>100.00%</b>	<b>100.00%</b>



# Thank You

