



TCS ANALYST DAY

March 17, 2016

The Year Gone By

CY 2015 Incremental Revenues

\$2.0 B up 13.5% cc

Digital Revenues

13.0%

Operating Margins in Target Band

26.8%

Cash from Operations to Sales

22.1%

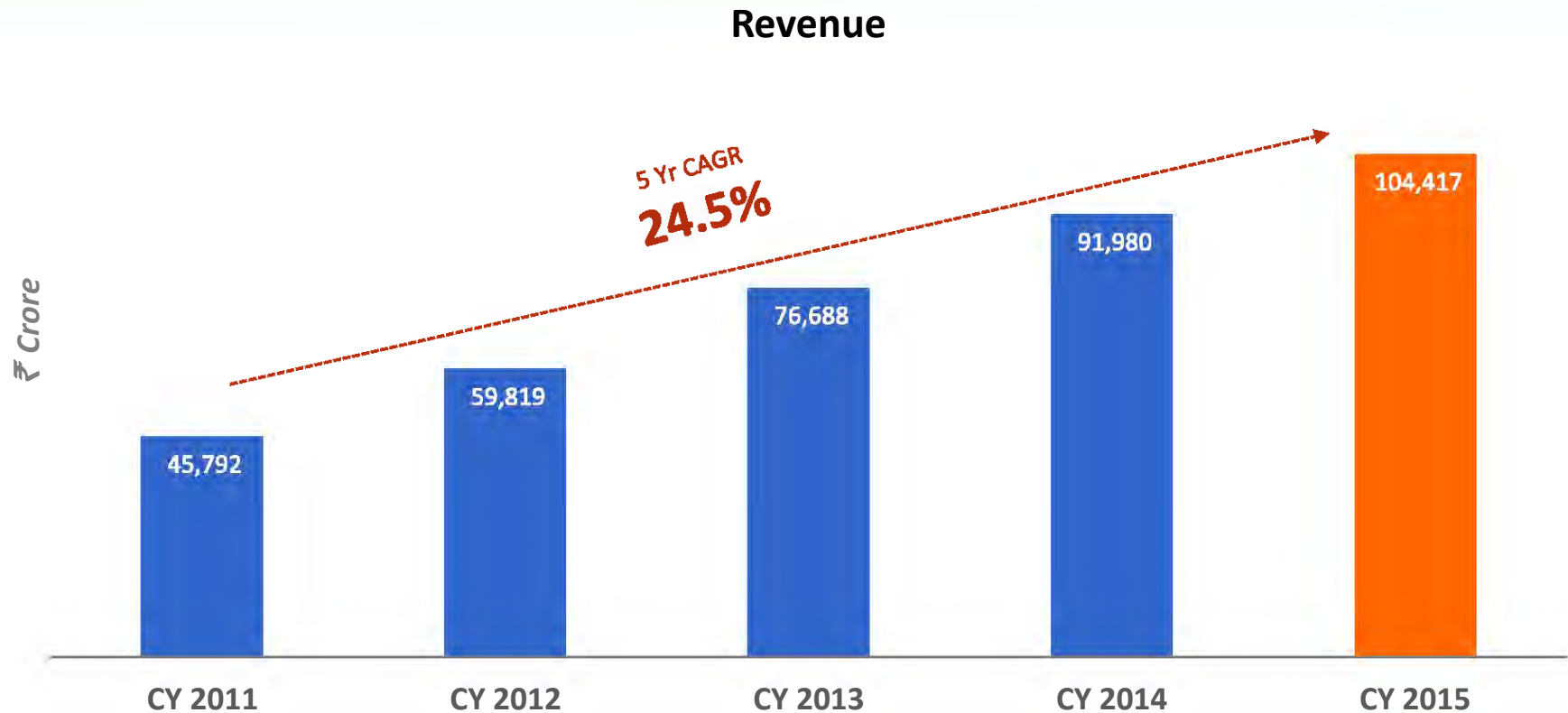
Sustained Net Margins

22.8%

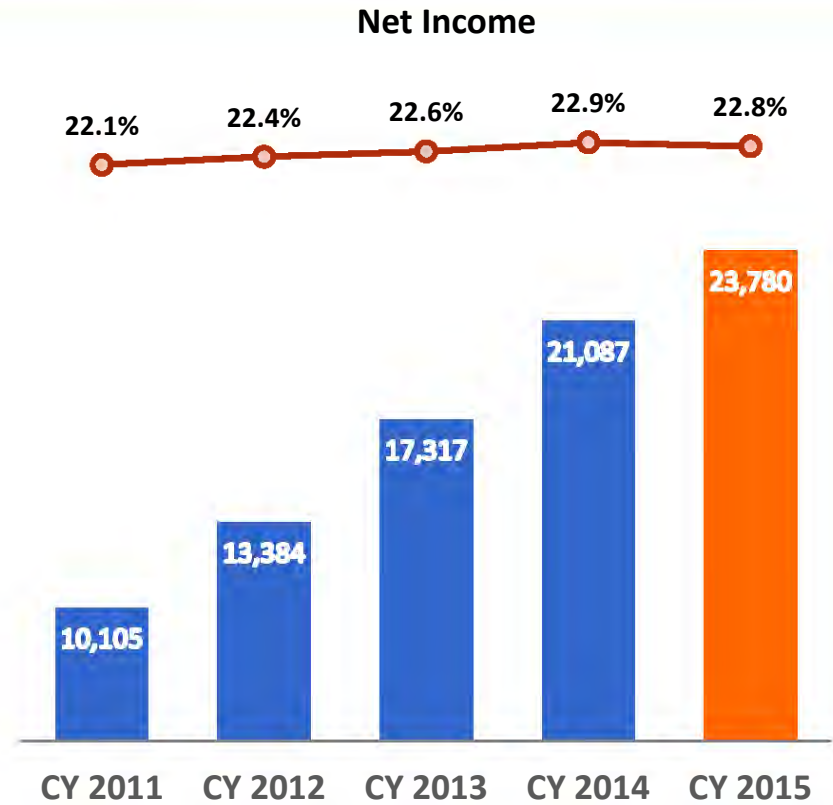
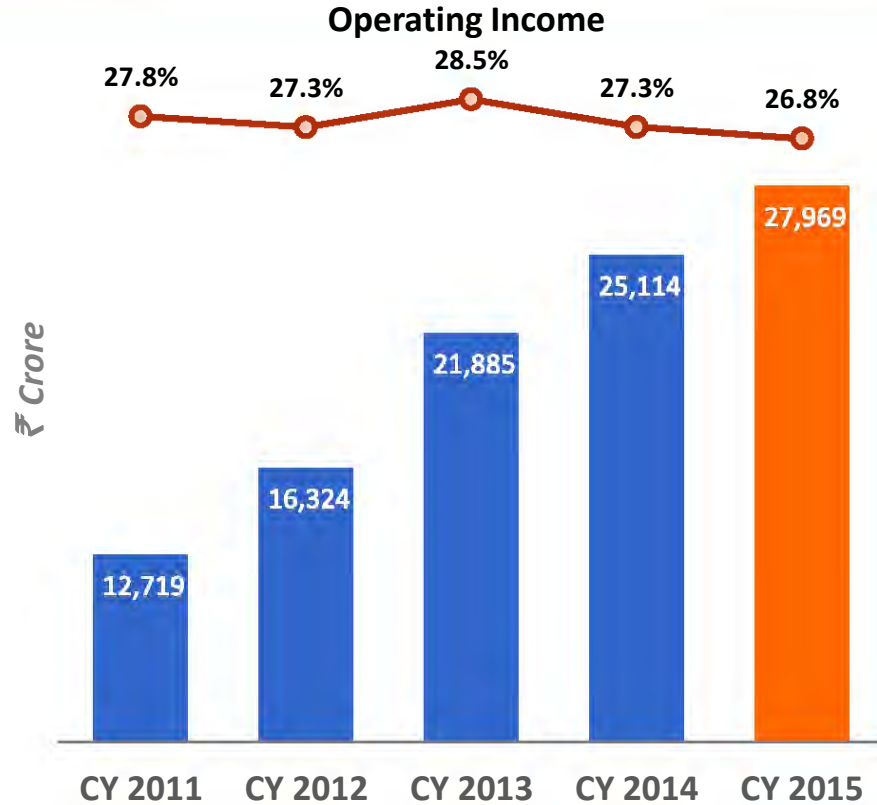
Dividend Distributed

₹ 9,437 Cr

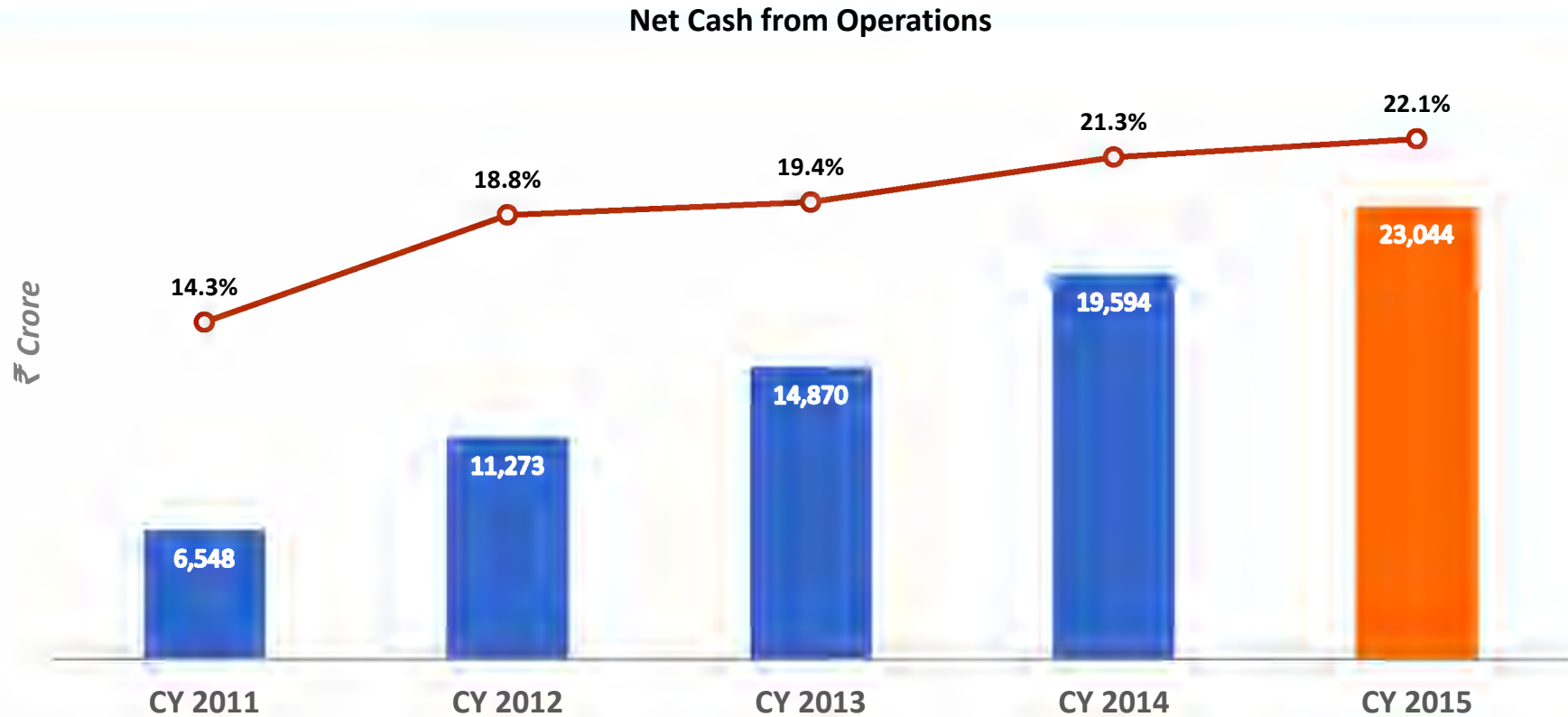
Sustained Revenue Growth



Disciplined Margin Performance

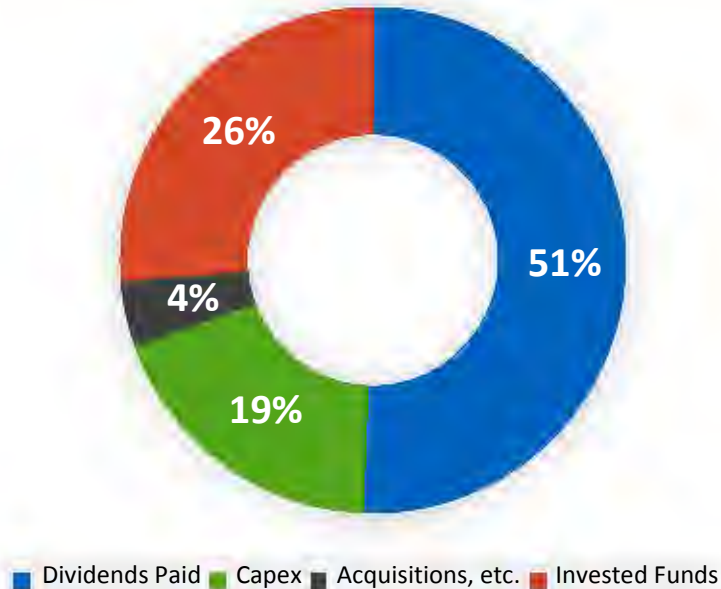


Focus on Value Creation

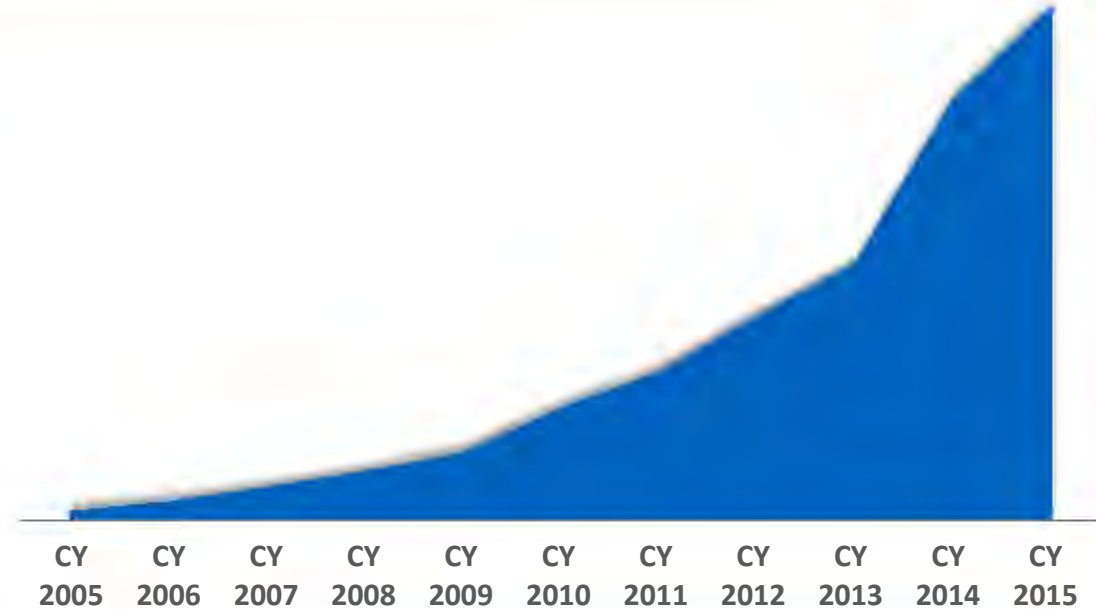


Delivering Shareholder Value

Allocation of Funds

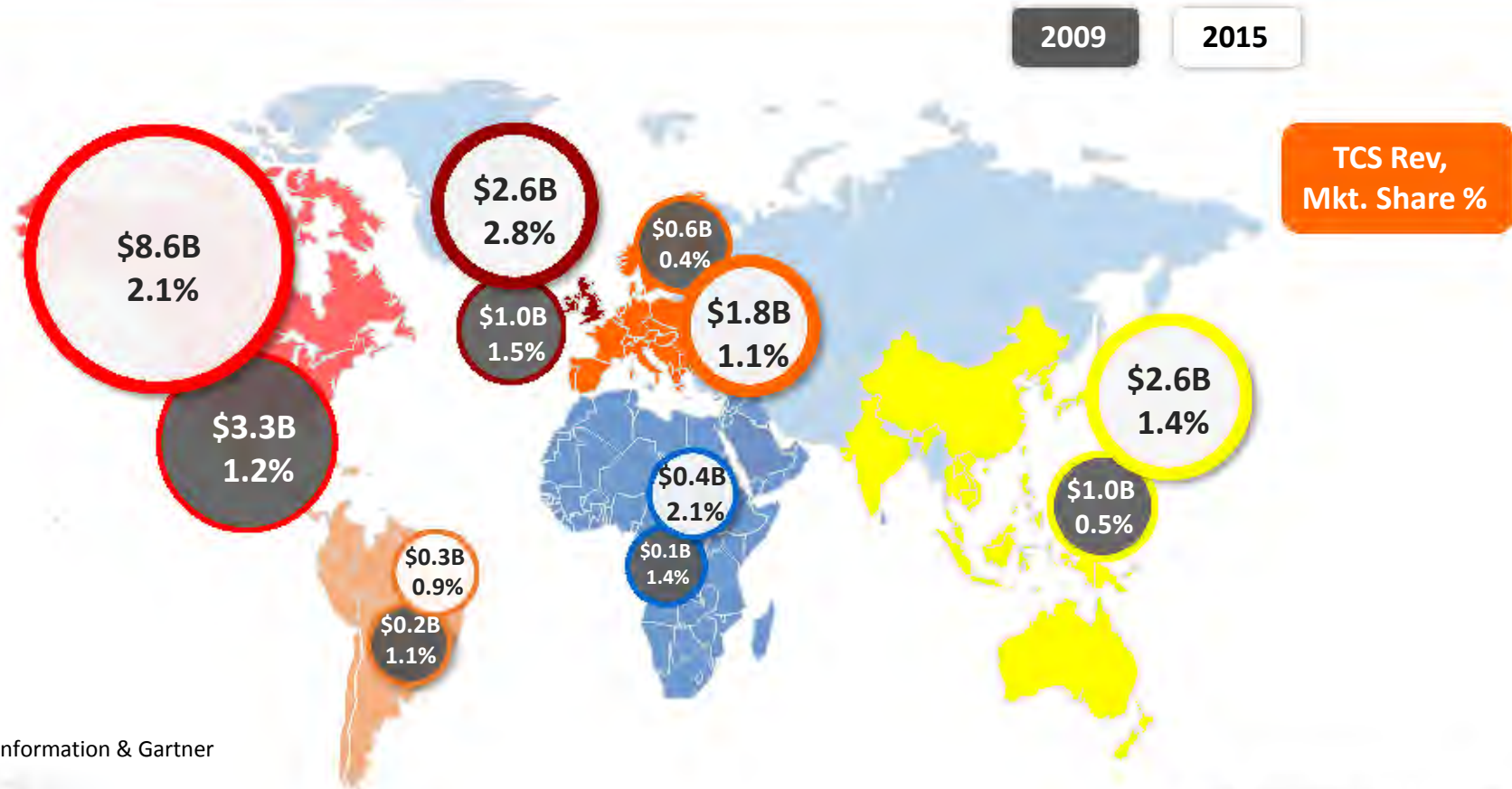


Cumulative Dividend Outflow ₹ **52,344** Cr



1 share at IPO price of ₹ **850** gave dividend of ₹ **938** & over **10x** return since listing ...

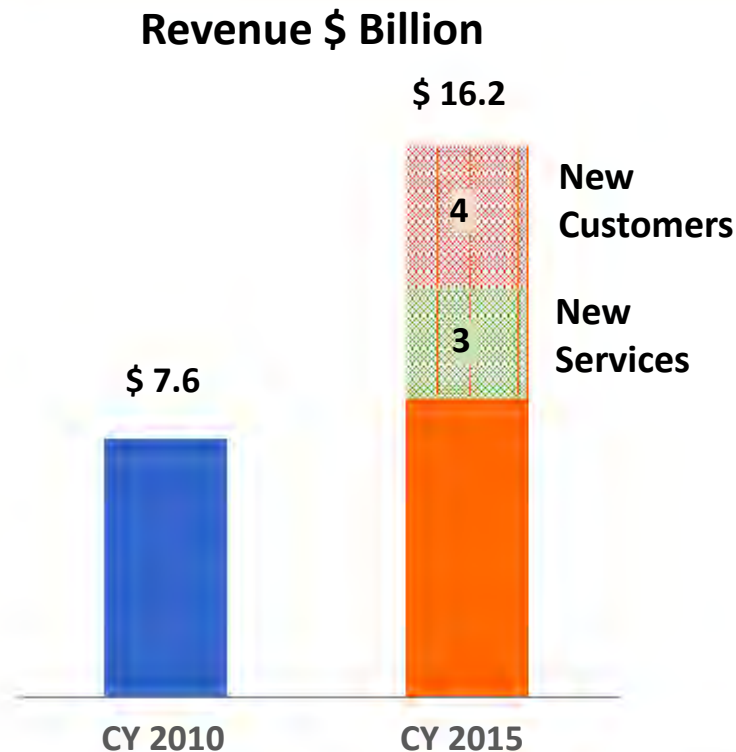
Investment in Market Access



Source : Company information & Gartner

Customer Relevance and Innovation

	CY 2010	CY 2015
US\$ 100m+ Clients	9	34
US\$ 50m+ Clients	25	65
US\$ 20m+ Clients	76	173
US\$ 10m+ Clients	139	281
US\$ 5m+ Clients	200	413
US\$ 1m+ Clients	434	838



Positioned to Sustain Leadership

Markets Expanding

Technology intensity increasing

Services industry consolidating

Pace of innovation increasing

TCS Investments

Continuous re-skilling & competency building

Platforms & products

Acquisitions for markets, customers, capabilities

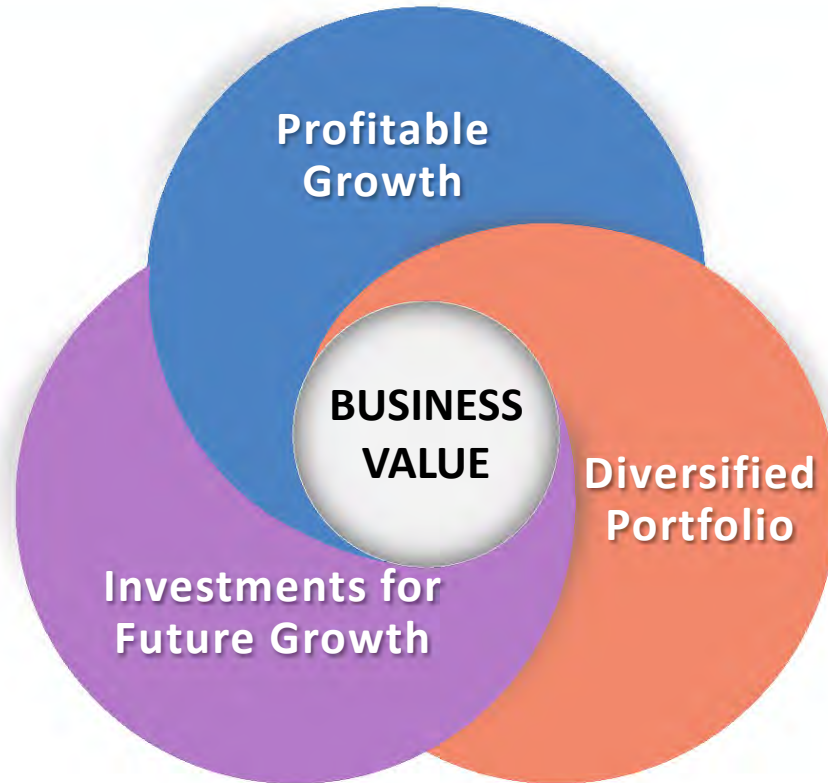
Strengthened Positioning

Rated as World's most Valuable IT services Brand

Expanded analyst coverage 8-fold in 5 yrs

'Leader' positioning in 66% analyst reports

Pillars of Business Value



Thank You
Thank You

IT Services
Business Solutions
Consulting

