Forward Looking Statements

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 global IT services companies, various factors which may affect our profitability, 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, cyber attacks or security breaches, pandemics, natural disasters 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.
We Are...
A global IT services, consulting and business solutions leader partnering with the world’s leading businesses in their transformational journeys

Marketing and Brand Building

Revenue breakup by Geo

Revenue breakup by Industry

Revenue and Operating Margin FY 2023

Solution Centres

Employees

Contextual Masters

Women employees

Revenue breakup by Geo

Revenue breakup by Industry

Leader rankings by research firms

Tata Consultancy Services
The TCS Advantage

Unmatched contextual knowledge
Cutting-edge technology and talent
Unique customer-centricity
Holistic solutions for enterprise value
Transformative partnership

Optimize
Industrialized frameworks, cognitive technologies, process simplification for higher efficiency

Transform
Reimagine processes, systems for creation, value superior experience, new insights

Grow and scale
New business models for new revenue streams. Enabling a future-ready enterprise in perpetual transformation
## The Journey So Far

### Industry-leading topline growth...
- 18-year CAGR: 14.7%

### ... with superior profitability
- 18-year CAGR: 17.9%

### Judicious usage of cash...
- Shareholder distribution: 76%
- Invested Funds: 12%
- Capex: 11%
- Acquisitions: 1%

### ... and higher-than-benchmark share performance
- TCS: 2496%
- BSE IT: 1318%
Key Demand Drivers of Growth in FY 2023

All Time High Deal Wins
$34.1 Bn
TCV of Order Book
1.2
Book to Bill

Growth & Transformation
- M&A, new ways of working
- Product innovation, business model innovation including Horizon Two and Three programs
- Customer experience transformation

Cloud Migration
- Cloud strategy definition, assessment, business case preparation, roadmap creation
- ERP consolidation and migration
- Application and data modernization
- Workload migration

Operations Transformation – Business and IT
- Need to free up people and financial resources to execute G&T initiatives
- Talent scarcity made worse by the Great Resignation
- Desire for more resilient operations
Strategic Investments
Industry-Leading HR Outcomes

**Workforce**
- Globally Distributed, Highly Localized
- 614,795 Employees
- 22,600 Net Addition

**Talent Pool Expansion**
- To Mitigate Supply-side Challenges
- 150,000+ Fresh Graduates Trained and Onboarded in last 2 years
- Highest ever gross addition of lateral hires in a given financial year

**Talent Retention**
- Best in the Industry
- 20.1% LTM Attrition in IT Services

**A Diverse and Dynamic Workforce**
- 150 Nationalities
- 3 Generations
- 88% Millennials

~220,000+ Women
35.7% of workforce
60% Increase in senior women executives over last 5 years
747 Women patent holders

% Women improved at mid- and senior levels over last 5 years

Rising up the ranks
- Junior: 43.6% to 41.8%
- Middle: 29.5% to 30.7%
- Senior: 12.0% to 13.3%

*All figures as of March 31, 2023.

Industry leading talent retention
Fostering a G&T Workforce

**Purpose-Centric**
Training for Anyone to learn Anytime, Anywhere, accessing Any content on Any device

- **48.3 mn**
  Learning hours logged in FY 2023

- **6 mn**
  Competencies acquired

- **194,000**
  Employees deep skilled

**Contextual Masters**
Talent with potential to be tomorrow’s G&T leaders

- **64,000+**
  CMs

- **26%**
  Women

- **Bespoke management training programs created for this cohort in partnership with Ivy League business schools**

**TCS Elevate**
Linking learning to career growth

- **21,000**
  Employees identified as hi-talent, with higher pay

- **Best Unique or Innovative Leadership Development Program**
  Elevate

- **Best Use of Social Collaborative Learning**
  LBC

- **Best Learning Team**
  Xplore/Xperience

- **Best Advance in Content Authoring Technology**
  MuMCAP: Multi-model content authoring platform

- **Achievement in Workforce Development and Learning**
  TCS Talent Development

- **Best Use of People Analytics**
  TCS Talent Development Data Analytics

*All figures as of March 31, 2023*
Helping Clients Innovate at Scale

- Researchers and Innovators: 5,500+
- Publications: 260+
- Patents Filed: 7,305
- Patents Granted: 2,878
- Active PacePorts: 5
- ‘Powered by Pace’ Centers: 5
- Partner engagements: 60
- Strategic customers engaged: 45

Focus Areas of TCS’ R&I: Purposeful AI; Computing Futures; Digital Sciences; Sustainability

**Physical Sciences**
- Meta Materials for Communications
- New Materials Formulation
- Li-ion Batteries
- Catalysis
- Effluent Treatment

**Computing / Data Sciences**
- High Performance Computing and AI
- Multicloud deployments
- Cyber Cloud - Data Residency, Compliance, Security - Resilience on Cloud
- Low Energy Hardware, Low Energy High Performance Computing
- Edge Hardware for Compute and Communication
- Quantum Communications
- Robo Logistics
- Learning Aided Adaptive Software
- Digital Transformation for Applications
- AI in SDLC and Data Analytics
- AI for Cybersecurity
- Privacy preserving Service Operations, Privacy preserving Biometrics; Trustworthy AI
- Remote Sensing Spacetech for Sustainability and Infrastructure
- Energy Internet and Carbon Market
- Sustainability in Manufacturing, Carbon Capture, NetZero Transition and Renewables

**Behavioural and Business Sciences**
- Emotional Wellbeing for Enterprise
- Consumer Behavior in Retail
- Gamified Engagement and Learning
- Understanding Personae in Connected Homes

**Life Sciences**
- Generative Design in:
  - Drug (including vaccines and proteins) design and synthesis
  - Molecules, Formulations and Manufacturing Processes

* All figures as of March 31, 2023
Accelerate transformational outcomes, drive high quality revenues and deepen the competitive moat around TCS’ services business.

Solution Accelerators
Customizable assets that deliver speed to market and more certain business outcomes.

- BFSI: TCS BANCSTM, TCS MasterCraftSTM, DevOps
- Retail: TCS OptumeraSTM, TCS OmniStoreSTM
- Life Sciences: TCS ADD, ignio, Cognitive AI
- CMI: TCS HOBSSTM, TCS TwinxTM, Jile, Agile Tools
- SMB: TCS iON, TCS QUARTZSTM, BlockChain

Longer Term Growth Strategy
Customer-centricity at the Core of Our Strategy

Client Metrics

- FY 2018: 38, 97, 207
- FY 2022: 58, 120, 268
- FY 2023: 60, 133, 291

Rev per US$ 1 Million+ Client ($ Mn)

- FY 2022: 19.8, 21.7, 22.5
- FY 2023: Growth 13.5%
Consistent Profitable Growth for Long Term Value Creation

Resilient, Industry-Leading Profitability

- EBIT Margin
  - FY 2019: 25.6%
  - FY 2020: 24.6%
  - FY 2021: 25.9%
  - FY 2022: 25.3%
  - FY 2023: 24.1%

- Resilient Industry-Leading Profitability

Robust Cash Flow

- Cash Conversion
  - OCF to Net Income
  - FY 2019: 100.6%
  - FY 2023: 105.6%

- Free Cash Flow
  - USD Mn
  - FY 2019: $4,217
  - FY 2023: $5,131
  - CAGR: 4.6%
Shareholder-friendly Capital Allocation

98%
Average Payout
FY 2019 – FY 2023

<table>
<thead>
<tr>
<th>Year</th>
<th>Shareholder Payout</th>
<th>Payout ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2019</td>
<td>$4,070</td>
<td>91%</td>
</tr>
<tr>
<td>FY 2020</td>
<td>$4,433</td>
<td>98%</td>
</tr>
<tr>
<td>FY 2021</td>
<td>$4,604</td>
<td>102%</td>
</tr>
<tr>
<td>FY 2022</td>
<td>$5,023</td>
<td>98%</td>
</tr>
<tr>
<td>FY 2023</td>
<td>$5,212</td>
<td>100%</td>
</tr>
</tbody>
</table>
Making Progress in our Net Zero Journey*

**Target**

**Net Zero**
By 2030

- **70%** Reduction in Scope 1+2 emissions by 2025 vs base year 2016

**Achieved in FY 2023**

- **71%** Reduction in Scope 1+2 emissions vs base year 2016

**Water**

- **88%** Recycling of sewage generated (India)

**Waste**

- **100%** Recycling of regulated wastes, e-wastes, paper, packaging and plastics

### Reduced Energy Consumption and... Reduced Renewable Energy...

- **29%** decrease in Total Energy Consumed in GWH from FY 2016 to FY 2023
- **12x** increase in Renewable Energy Consumed in GWH from FY 2016 to FY 2023

### ...increased Use of Renewable Energy...

- **71%** reduction in Total Scope 1 + 2 Emissions in ‘000 tCO2e from FY 2016 to FY 2023

### ...reduced TCS’ Carbon footprint.

- **45%** reduction in Value chain emissions in ‘000 tCO2E from FY 2016 to FY 2023

* As of March 31, 2023
And Helping Clients in Their Sustainability Journeys

100+ offerings

and more

- Sustainable Banking & Finance
- Renewable energy management
- Digital Farming
- Solar value chain analytics platform
- Smart Utilities
- eMobility platform
- TCS ELVAC
- Sustainable marketplaces

- Carbon Compliance Management
- Health, Safety and Environmental reporting
- REC Trading on Blockchain

- TCS Pace and TCS PacePort
- Digital Impact Square

TCS Clever Energy
TCS Envirozone and TCS Net Zero
TCS IP2 and InTwin
Climate Risk Assessment
Green IT Portfolio Services

Health, Safety & security
Wellness analytics and insights
Digital Workplace
Equitable Education, and Skilling
Accessibility at work
Wearables, TCS Safe Workplace

TCS iCloseLoop
TCS OZone
TCS ENVIROZONE
DigiFleet / Sustainable Line Haul
Freight Carbon emissions mgmt.
Digital Twin for Water management
Sustainable Packaging

TCS Intelligent Urban Exchange for Smart Cities
Accessibility in infrastructure and public spaces
Digital Health & Wellness Platforms
HANDS (Healthy Ageing for a New Digital Society)
Giving back to the Community

- **Literacy Program**: 1.1 Mn+ learners, Bridging the Literacy Gap
- **Volunteering**: 2.8 Mn Hours, 150k Volunteers
- **Overall Impact**: 4.5 Mn Beneficiaries
- **goIT**: 41,000+ Students
- **BridgeIT**: 347 Entrepreneurs
- **Youth Employment Program**: 48,600+ Rural youth trained across India
- **Tata Medical Center, Cancer Institute**: 117,600+ New Patient Consultations
- **Ignite My Future**: 293,000 Students

Overall Impact: 4.5 Mn Beneficiaries
<table>
<thead>
<tr>
<th>Opportunity / Threat</th>
<th>TCS Approach</th>
<th>Outcomes</th>
</tr>
</thead>
</table>
| ▪ Macroeconomic uncertainty impacting decision making and prompting cost reduction initiatives | ▪ Proven track record in helping enterprises reduce their cost of operations.  
▪ Proactive pitching of IT and business operating model transformations that not only deliver greater efficiency, but also enhance enterprise agility, resilience and through-put.  
▪ Leveraging full services capability and deep client relationships to propose product-aligned operating models.  
▪ Use of TCS Cognix™ to accelerate operations transformation, using over 600 pre-built automation components that infuse AI/ML and other technologies into IT and business processes to reduce human intervention, increase velocity and throughput. | ▪ Strong deal flow resulting in a robust order book that gives better visibility of medium-term growth.  
▪ Market share gains in vendor consolidations.  
▪ Efficiency gains helping fund client’s transformation programs in some instances.  
▪ TCS Cognix recognized as a means of driving quicker realization of RoI, and used by nearly 300 clients. |
| ▪ Greater interest in using technology to drive business growth | ▪ Focused on developing contextual knowledge and applying that for inside-out transformations.  
▪ Continued investments in Research and Innovation, Pace Ports, and Intellectual Property.  
▪ Dedicated practice with domain experts to bring together TCS’ differentiated capabilities from across the organization to stitch together comprehensive solutions.  
▪ Proactive pitching of solutions to customers’ most pressing business problems.  
▪ New brand tagline ‘Building on Belief’ to strengthen positioning as a Growth and transformation partner. | ▪ Expansion of addressable market.  
▪ Growing share of G&T business adding to growth.  
▪ Higher quality revenue, lending margin resilience.  
▪ More deeply embedded in the client’s business.  
▪ Engaging with a broader set of buyers in the client organization.  
▪ Higher visibility within C-Suites. |
<table>
<thead>
<tr>
<th>Opportunity / Threat</th>
<th>TCS Approach</th>
<th>Outcomes</th>
</tr>
</thead>
</table>
| ▪ Accelerated adoption of public cloud   | ▪ Dedicated business units with end to end capabilities on each of the hyperscaler platforms.  
▪ Continued investment by each of these units in skills, certifications, credentials, IP and accelerators.  
▪ Articulated the multi-horizon cloud transformation framework.  
▪ Made available TCS products and solutions on public clouds.          | ▪ Strong growth in cloud transformation revenues.  
▪ Top tier partner to each of the hyperscalers.  
▪ Preferred partner to clients seeking to use cloud native capabilities to power their growth and transformation.  
▪ Over 100,000 hyperscaler-certified employees.                        |
| ▪ Greater acceptance of as-a-Service platforms | ▪ Strengthened alliances and launched new offerings around the popular and new SaaS products.  
▪ Helped Independent Software Vendor’ clients upgrade their products to launch new SaaS versions.  
▪ Partnering with product manufacturers to help launch innovative as-a-Service offerings using TCS Bring Things to Life IoT framework.  
TCS IP:  
▪ Promoted SaaS versions of in-house product portfolio; now available on hyperscaler platforms.  
▪ Used IP portfolio to launch new platforms that bundle IP and shared services on the cloud. | ▪ Stronger win-win partnerships.  
▪ Expansion of addressable market.  
▪ Strong growth in SaaS sales  
▪ Platforms drive stickier relationships, with long term revenue visibility. |
## Financial Highlights

### IFRS

<table>
<thead>
<tr>
<th></th>
<th>Yearly</th>
<th>Quarterly</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>FY 2023</td>
<td>FY 2022</td>
</tr>
<tr>
<td><strong>Revenue growth –</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Constant Currency</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>13.7%</td>
<td></td>
</tr>
<tr>
<td><strong>Revenue - INR Mn</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>2,254,580</td>
<td>1,917,540</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td>$27,927</td>
<td>$25,707</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>$11,043</td>
<td>$10,341</td>
</tr>
<tr>
<td><strong>Gross Margin</strong></td>
<td>39.5%</td>
<td>40.2%</td>
</tr>
<tr>
<td><strong>Operating Income</strong></td>
<td>$6,714</td>
<td>$6,496</td>
</tr>
<tr>
<td><strong>Operating Margin</strong></td>
<td>24.1%</td>
<td>25.3%</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>$5,219</td>
<td>$5,139</td>
</tr>
<tr>
<td><strong>Net Margin</strong></td>
<td>18.7%</td>
<td>20.0%</td>
</tr>
<tr>
<td><strong>EPS in INR</strong></td>
<td>115.19</td>
<td>103.62</td>
</tr>
</tbody>
</table>
Thank You