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.

Revenue breakup by Geo

- North America: 53.4%
- Latin America: 1.8%
- MEA: 1.9%
- Asia Pacific: 8.0%
- UK: 15.0%
- Continental Europe: 14.9%
- India: 5.0%

Revenue breakup by Industry

- BFSI: 31.7%
- Communication & Media: 5.0%
- Tech & Services: 9.9%
- MFG: 8.8%
- Regional markets & others: 17.0%
- LS&HC: 10.2%
- Retail & CPG: 15.8%
- MFG: 8.8%

Marketing and Brand Building

- Leader rankings by research firms: 126
- 2023 Most Valuable Indian Brands: TCS

Key Figures:

- $27.9 BN Revenue FY 2023
- 24.1% Operating Margin FY 2023
- $17.2 BN Brand value assigned by Brand Finance
- 615,000+ Employees
- 62,000+ Contextual Masters
- 184 Solution Centres
- 220,000+ Women employees
- $156 BN Market cap – Sep 30, 2023

Brand Finance Awards

- Top 2 Most Valuable IT Services Brand

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
Our Services Portfolio

- IoT and Digital Engineering
- Cybersecurity
- Interactive
- Analytics and Insights
- Enterprise Applications
- Quality Engineering
- Consulting and Services Integration
- Digital Transformation Services
- Cloud Platform Services
- Cognitive Business Operations
- Microsoft BU
- AWS BU
- TCS Cloud
- Google BU
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: 12%
- Invested Funds: 76%
- Capex: 1%
- Acquisitions: 11%

FY05 to FY23

... 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
Gaining Share in the G&T Opportunity
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

**Rising up the ranks**
% Women improved at mid- and senior levels over last 5 years

- Junior: 43.6% to 41.8%
- Middle: 29.5% to 30.7%
- Senior: 12.0% to 13.3%

**Industry leading talent retention**

- FY 2019: 11.3%
- FY 2020: 12.1%
- FY 2021: 7.2%
- FY 2022: 17.4%
- FY 2023: 20.1%

*All figures as of March 31, 2023*
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

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* All figures as of March 31, 2023

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ATD’s Best of the Best

Skill Development Programme of the Year
Elevate Wings2

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

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

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

<table>
<thead>
<tr>
<th>Physical Sciences</th>
<th>Computing / Data Sciences</th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ Meta Materials for Communications</td>
<td>▪ High Performance Computing and AI</td>
</tr>
<tr>
<td>▪ New Materials Formulation</td>
<td>▪ Multicloud deployments</td>
</tr>
<tr>
<td>▪ Li-ion Batteries</td>
<td>▪ Cyber Cloud - Data Residency, Compliance, Security - Resilience on Cloud</td>
</tr>
<tr>
<td>▪ Catalysis</td>
<td>▪ Low Energy Hardware, Low Energy High Performance Computing</td>
</tr>
<tr>
<td>▪ Effluent Treatment</td>
<td>▪ Edge Hardware for Compute and Communication</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Behavioural and Business Sciences</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ Emotional Wellbeing for Enterprise</td>
<td></td>
</tr>
<tr>
<td>▪ Consumer Behavior in Retail</td>
<td></td>
</tr>
<tr>
<td>▪ Gamified Engagement and Learning</td>
<td></td>
</tr>
<tr>
<td>▪ Understanding Personae in Connected Homes</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Life Sciences</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ Generative Design in:</td>
<td></td>
</tr>
<tr>
<td>▪ Drug (including vaccines and proteins) design and synthesis</td>
<td></td>
</tr>
<tr>
<td>▪ Molecules, Formulations and Manufacturing Processes</td>
<td></td>
</tr>
</tbody>
</table>

* All figures as of March 31, 2023

5,500+ Researchers and Innovators
260+ Publications

7,305 Patents Filed
2,878 Patents Granted

5 Active PacePorts
5 ‘Powered by Pace’ Centers
60 Partner engagements
45 Strategic customers engaged

2,700+ Start-ups
80+ Academic Partners

Extended Co-Innovation Ecosystem

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 Spacotech for Sustainability and Infrastructure
Energy Internet and Carbon Market
Sustainability in Manufacturing, Carbon Capture, NetZero Transition and Renewables
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 BANCS™
  - tcs MasterCraft™
  - DevOps

- **Retail**
  - tcs Optumera™
  - tcs OmniStore™

- **Life Sciences**
  - tcs ADD
  - Cognitive AI

- **CMI**
  - tcs HOBSTM
  - tcs TwinSTM
  - Jile
  - Agile Tools

- **SMB**
  - tcs ion
  - tcs QUARTZ™
  - BlockChain


- **Bringing Life to Things™**
  - TCS Clever Energy™

- **tcos IPSTM**
  - TCS DigiFleet™
  - Connected Plant
  - Connected Health Solutions

- **tcos Cognix™**
  - TCS Crystallus™
  - TCS DATOM™
  - DAEzMo™
  - DeXAM™
  - QET Platform
Longer Term Growth Strategy
Customer-centricity at the Core of Our Strategy

Client Metrics

<table>
<thead>
<tr>
<th>FY 2018</th>
<th>FY 2022</th>
<th>FY 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>US$ 20Mn+</td>
<td>US$ 50Mn+</td>
<td>US$ 100Mn+</td>
</tr>
<tr>
<td>97</td>
<td>268</td>
<td>291</td>
</tr>
<tr>
<td>38</td>
<td>58</td>
<td>60</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>FY 2018</th>
<th>FY 2022</th>
<th>FY 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>US$ 20Mn+</td>
<td>US$ 50Mn+</td>
<td>US$ 100Mn+</td>
</tr>
<tr>
<td>19.8</td>
<td>21.7</td>
<td>22.5</td>
</tr>
</tbody>
</table>

Growth 13.5%
Consistent Profitable Growth for Long Term Value Creation

Resilient, Industry-Leading Profitability

Robust Cash Flow

EBIT Margin

<table>
<thead>
<tr>
<th>Year</th>
<th>FY 2019</th>
<th>FY 2020</th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>FY 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Margin</td>
<td>25.6%</td>
<td>24.6%</td>
<td>25.9%</td>
<td>25.3%</td>
<td>24.1%</td>
</tr>
</tbody>
</table>

Cash Conversion

<table>
<thead>
<tr>
<th>Year</th>
<th>FY 2019</th>
<th>FY 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Margin</td>
<td>100.6%</td>
<td>105.6%</td>
</tr>
</tbody>
</table>

Free Cash Flow USD Mn

<table>
<thead>
<tr>
<th>Year</th>
<th>FY 2019</th>
<th>FY 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Flow</td>
<td>$4,217</td>
<td>$5,131</td>
</tr>
</tbody>
</table>

CAGR: 4.6%
Shareholder-friendly Capital Allocation

97% 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>$5,136</td>
<td>98%</td>
</tr>
</tbody>
</table>

(including special dividends, buybacks and taxes)
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...*
- **29%**
- FY 2016: 592 GWh
- FY 2023: 418 GWh

#### *Increased Use of Renewable Energy...*
- **12x**
- FY 2016: 18.6 GWh
- FY 2023: 230 GWh

#### *...reduced TCS’ Carbon footprint.*
- **71%**
- FY 2016: 45% TCS’ Carbon footprint
- FY 2023: 45% TCS’ Carbon footprint

---

*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

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

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

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

Impact Innovation
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)

Compliance, Reporting & Governance
TCS Pace and TCS PacePort
Digital Impact Square

Social Capital & Community
## 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
<table>
<thead>
<tr>
<th>Opportunity / Threat</th>
<th>TCS Approach</th>
<th>Outcomes</th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ Macroeconomic uncertainty impacting decision making and prompting cost reduction initiatives</td>
<td>▪ 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.</td>
<td>▪ 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.</td>
</tr>
<tr>
<td>Opportunity / Threat</td>
<td>TCS Approach</td>
<td>Outcomes</td>
</tr>
<tr>
<td>---------------------</td>
<td>--------------</td>
<td>----------</td>
</tr>
</tbody>
</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. |
Annexure
## Financial Highlights

<table>
<thead>
<tr>
<th>IFRS</th>
<th>Yearly</th>
<th>Quarterly</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue growth – Constant Currency</strong></td>
<td>FY 2023</td>
<td>FY 2022</td>
</tr>
<tr>
<td><strong>Revenue - INR Mn</strong></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>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>EPS in INR</strong></th>
<th>FY 2023</th>
<th>FY 2022</th>
<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Amount in USD Mn, unless otherwise stated</strong></td>
<td>2Q 2023</td>
<td>2Q 2022</td>
<td>YoY</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td>596,920</td>
<td>553,090</td>
<td>7.9%</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td>$7,210</td>
<td>$6,877</td>
<td>4.8%</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>$2,890</td>
<td>$2,716</td>
<td>6.4%</td>
</tr>
<tr>
<td><strong>Gross Margin</strong></td>
<td>40.1%</td>
<td>39.5%</td>
<td>60 bps</td>
</tr>
<tr>
<td><strong>Operating Income</strong></td>
<td>$1,749</td>
<td>$1,651</td>
<td>5.9%</td>
</tr>
<tr>
<td><strong>Operating Margin</strong></td>
<td>24.3%</td>
<td>24.0%</td>
<td>30 bps</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>$1,370</td>
<td>$1,298</td>
<td>5.5%</td>
</tr>
<tr>
<td><strong>Net Margin</strong></td>
<td>19.0%</td>
<td>18.9%</td>
<td>10 bps</td>
</tr>
</tbody>
</table>

| **EPS in INR** | 115.19 | 103.62 | 11.2% |
| **Amount in USD Mn, unless otherwise stated** | 31.00 | 28.51 | 8.7% |
Thank You