





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.

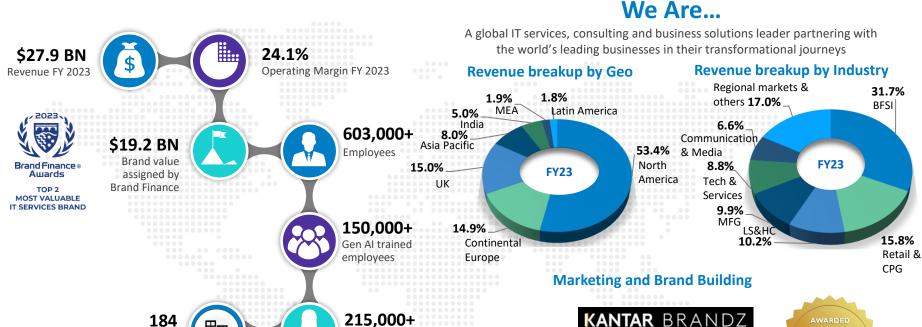
The Company assumes no obligation to revise or update any forward-looking statements.





Tata Consultancy Services

Solution Centres





\$165 BN

Market cap - Dec 31, 2023

Women

employees













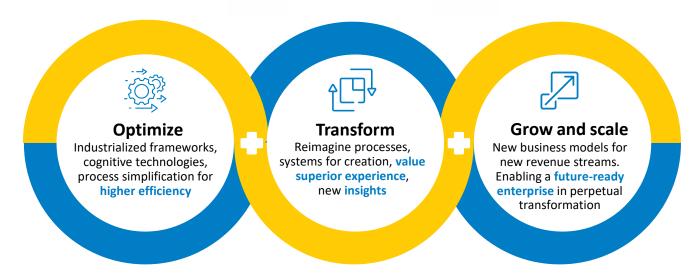
Leader rankings by research firms

The TCS Advantage

Unmatched contextual knowledge

Cutting-edge technology and talent Unique customer-centricity

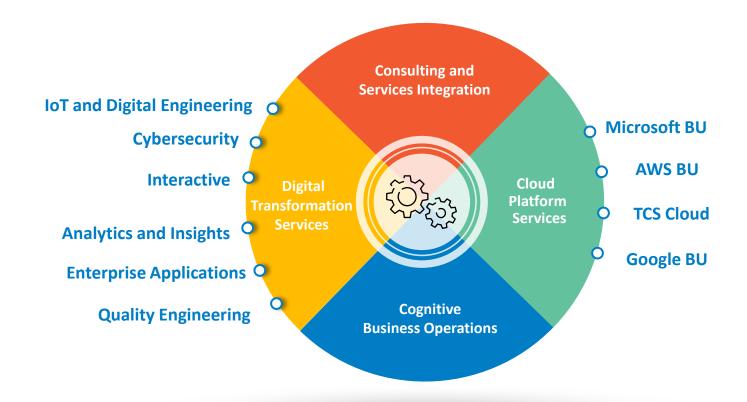
Holistic solutions for enterprise value Transformative partnership







Our Services Portfolio



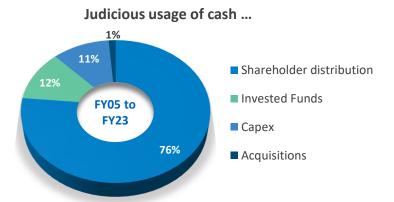


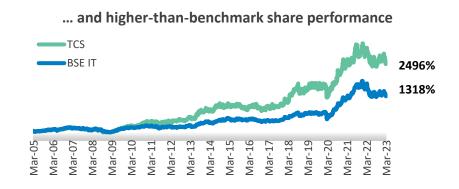


The Journey So Far





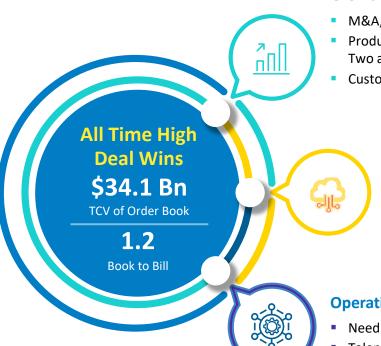








Key Demand Drivers of Growth in FY 2023



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





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improve their income by 15% and reduce rejections by 20%.



Strategic Investments



Industry-Leading HR Outcomes



Talent Pool Expansion
To Mitigate Supplyside Challenges

Talent Retention
Best in the Industry

614,795

22,600

150,000+

20.1%

Employees

Net Addition

Fresh Graduates Trained and Onboarded in last 2 years

Highest ever gross addition of lateral hires in a given financial year

LTM Attrition in IT Services

A Diverse and Dynamic Workforce



3 Generations

88%

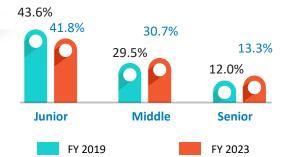
Millennials

Rising up the ranks

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



~220,000+ Women35.7% of workforce60% Increase in senior womenexecutives over last 5 years747 Women patent holders



Industry leading talent retention











Fostering a G&T Workforce



Purpose-Centric

Training for Anyone to learn Anytime, Anywhere, accessing Any content on Any device



Contextual Masters

Talent with potential to be tomorrow's G&T leaders



TCS Elevate

Linking learning to career growth

48.3 mn

Learning hours logged in FY 2023

6 mn

Competencies acquired

194,000

Employees deep skilled



CMs

26%

Women

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





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

21,000

Employees identified as hi-talent, with higher pay



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

5,500+

Researchers and Innovators

260+

Publications

7,305

Patents Filed

2,878

Patents Granted

tcs Pace™

- 5 Active PacePorts
- 5 'Powered by Pace' Centers
- 60 Partner engagements
- 45 Strategic customers engaged



Extended Co-Innovation Ecosystem

2,700+

80+

Start-ups

Academic Partners

* All figures as of March 31, 2023



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

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

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
- Al in SDLC and Data Analytics
- Al for Cybersecurity
- Privacy preserving Service Operations, Privacy preserving Biometrics; Trustworthy Al
- Remote Sensing Spacetech for Sustainability and Infrastructure
- Energy Internet and Carbon Market
- Sustainability in Manufacturing, Carbon Capture, NetZero Transition and Renewables



Accelerators, Products and Platforms: Competitive Differentiators

Accelerate transformational outcomes, drive high quality revenues and deepen the competitive moat around TCS' services business



Others: Decision Fabric, TCS Enterprise Navigator, PredictCX, Cyber Defence Suite, Enterprise 5G Edge Suite, UCX Framework for Salesforce etc.

Solution Accelerators

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

Bringing Life to Things[™]

TCS Clever Energy™

CSIP2™

TCS DigiFleet[™]

Connected Plant

Connected Health Solutions

tcs Cognix™

CS Crystallus™

TCS DATOM™

DAEzMo™

DeXAMTM

QET Platform







Longer Term Growth Strategy



Customer-centricity at the Core of Our Strategy











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















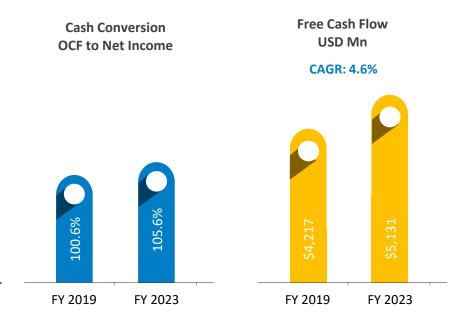
Consistent Profitable Growth for Long Term Value Creation

Resilient, Industry-Leading Profitability

EBIT Margin 25.9% 25.6% 25.3% 24.6% 24.1% 15.7% 15.5% 15.6% 15.5% 15.1% FY 2019 FY 2020 FY 2021 FY 2022 FY 2023

---- Peers Composite

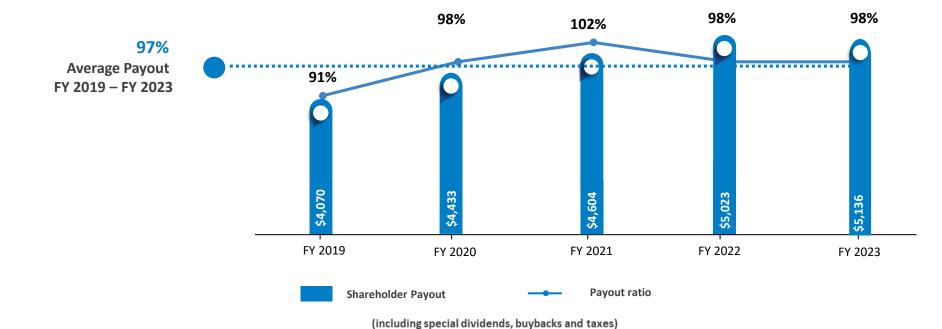
Robust Cash Flow







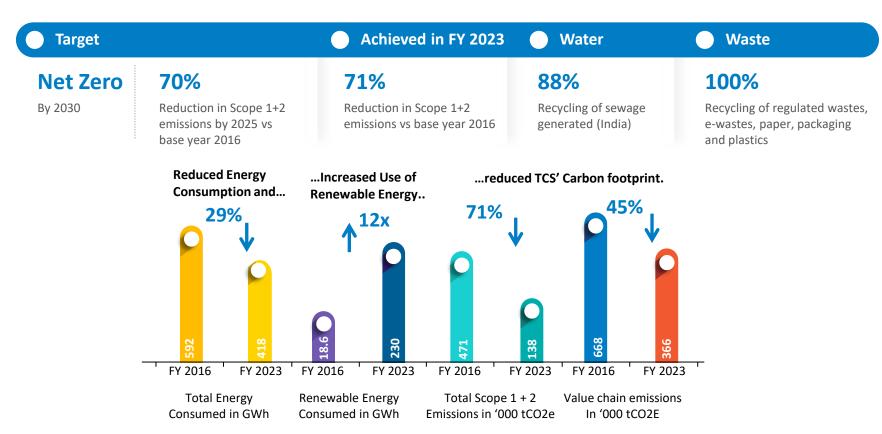
Shareholder-friendly Capital Allocation







Making Progress in our Net Zero Journey*





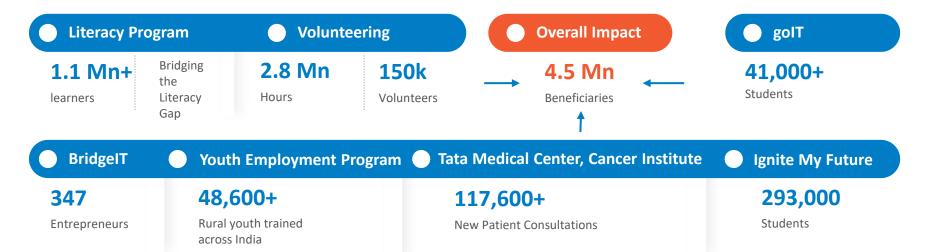


And Helping Clients in Their Sustainability Journeys





Giving back to the Community

































TCS Strategic Responses to Opportunities and Threats

Opportunity / Threat







 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 mediumterm 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 Rol, 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.





TCS Strategic Responses to Opportunities and Threats



TCS Approach



Outcomes



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

Amount in USD Mn, unless otherwise stated

	Yearly			Quarterly			
IFRS	FY 2023	FY 2022	YoY	3Q 2023*	3Q 2022	YoY *	
Revenue growth – Constant Currency			13.7%			1.7%	
Revenue - INR Mn	2,254,580	1,917,540	17.6%	605,830	582,290	4.0%	
Revenue	\$27,927	\$25,707	8.6%	\$7,281	\$7,075	2.9%	
Gross Profit	\$11,043	\$10,341	6.8%	\$2,970	\$2,834	4.8%	
Gross Margin	39.5%	40.2%	(70 bps)	40.8%	40.0%	80 bps	
Operating Income	\$6,714	\$6,496	3.4%	\$1,821	\$1,736	4.9%	
Operating Margin	24.1%	25.3%	(120 bps)	25.0%	24.5%	50 bps	
Net Income	\$5,219	\$5,139	1.6%	\$1,410	\$1,318	7.0%	
Net Margin	18.7%	20.0%	(130 bps)	19.4%	18.6%	80 bps	
EPS in INR	115.19	103.62	11.2%	32.14	29.64	8.4%	

 $[\]ensuremath{^*}$ excludes settlement of legal claim







Thank You

