



# 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.



# Financial Performance

# Indian GAAP Growth Summary

Consolidated Indian GAAP (INR Crore)	Q1 FY11	Q4 FY10	Q1 FY10
<b>Total Income</b>	<b>8,217</b>	<b>7,738</b>	<b>7,207</b>
% Growth Q-o-Q	6.19%		
% Growth Y-o-Y	14.02%		
<b>PBIDT (before Other Income)</b>	<b>2,410</b>	<b>2,339</b>	<b>1,965</b>
% Growth Q-o-Q	3.03%		
% Growth Y-o-Y	22.67%		
<b>Profit After Tax</b>	<b>1,906</b>	<b>2,001</b>	<b>1,534</b>
% Growth Q-o-Q	-4.72%		
% Growth Y-o-Y	24.30%		



# US GAAP Revenue Growth

Consolidated US GAAP (INR Million)	Q1 FY11	Q4 FY10	Q1 FY10
<b>Total Revenue</b>	<b>82,173</b>	<b>77,365</b>	<b>72,070</b>
% Growth Q-o-Q	6.21%		
% Growth Y-o-Y	14.02%		
<b>Revenue from International Business</b>	<b>74,920</b>	<b>70,478</b>	<b>65,467</b>
% Growth Q-o-Q	6.30%		
% Growth Y-o-Y	14.44%		
<b>Revenue from Indian Business</b>	<b>7,252</b>	<b>6,887</b>	<b>6,603</b>
% Growth Q-o-Q	5.31%		
% Growth Y-o-Y	9.83%		

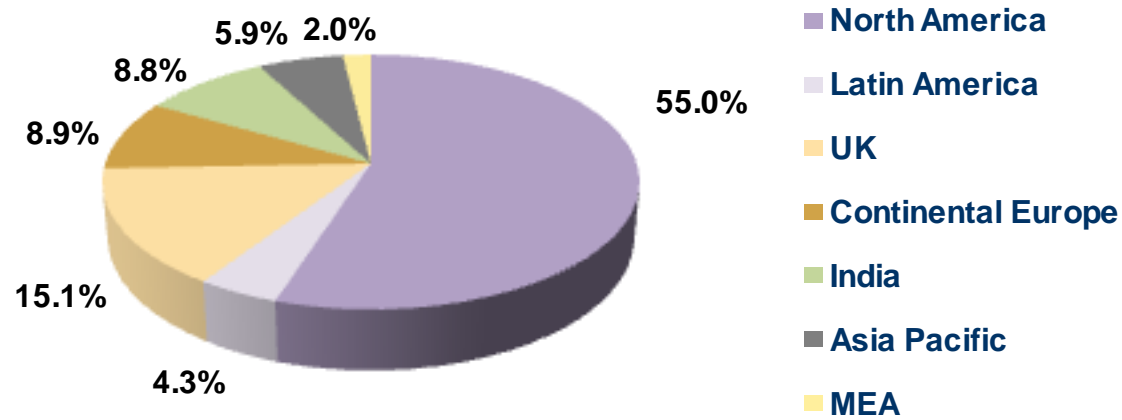
# US GAAP Growth Summary

Consolidated US GAAP (INR Million)	Q1 FY11	Q4 FY10	Q1 FY10
<b>Gross Margin</b>	<b>37,018</b>	<b>36,205</b>	<b>32,832</b>
% Growth Q-o-Q	2.24%		
% Growth Y-o-Y	12.75%		
<b>EBIDTA</b>	<b>24,088</b>	<b>23,120</b>	<b>19,620</b>
% Growth Q-o-Q	4.18%		
% Growth Y-o-Y	22.77%		
<b>Operating Income</b>	<b>22,307</b>	<b>21,280</b>	<b>17,892</b>
% Growth Q-o-Q	4.83%		
% Growth Y-o-Y	24.67%		
<b>Net Income</b>	<b>18,443</b>	<b>19,478</b>	<b>15,203</b>
% Growth Q-o-Q	-5.31%		
% Growth Y-o-Y	21.31%		



# Operational Performance

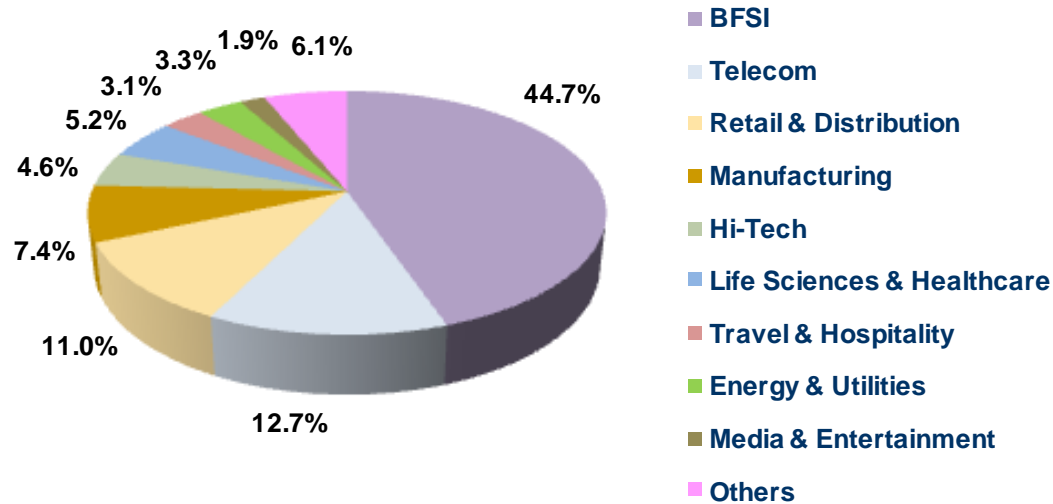
# Growth by Market



Geography (%)	Q1 FY11	Q4 FY10
<b>Americas</b>		
North America	55.0	54.0
Latin America	4.3	4.4
<b>Europe</b>		
UK	15.1	15.2
Continental Europe	8.9	10.0
India	8.8	8.9
Asia Pacific	5.9	5.6
MEA	2.0	1.9
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

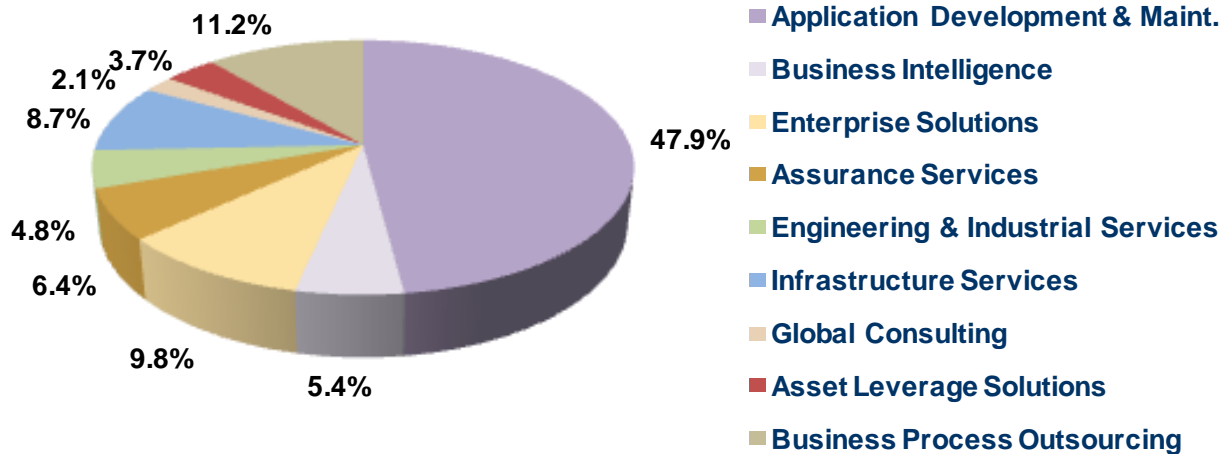


# Growth by Domain



IP Revenue (%)	Q1 FY11	Q4 FY10
BFSI	44.7	45.6
Telecom	12.7	12.2
Retail & Distribution	11.0	10.9
Manufacturing	7.4	7.8
Hi-Tech	4.6	4.4
Life Sciences & Healthcare	5.2	5.2
Travel & Hospitality	3.1	3.2
Energy & Utilities	3.3	3.0
Media & Entertainment	1.9	1.8
Others	6.1	5.9
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

# Growth by Service Line



SP Revenue (%)	Q1 FY11	Q4 FY10
<b>IT Solutions and Services</b>		
Application Development & Maint.	47.9	47.6
Business Intelligence	5.4	5.4
Enterprise Solutions	9.8	10.1
Assurance Services	6.4	5.8
<b>Engineering &amp; Industrial Services</b>		
Engineering & Industrial Services	4.8	4.8
<b>Infrastructure Services</b>		
Infrastructure Services	8.7	8.3
<b>Global Consulting</b>		
Global Consulting	2.1	2.5
<b>Asset Leverage Solutions</b>		
Asset Leverage Solutions	3.7	4.0
<b>Business Process Outsourcing</b>		
Business Process Outsourcing	11.2	11.5
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

# Client Parameters

	Q1 FY11	Q4 FY10
<b>Clients Contribution *</b>		
<b>Revenue %</b>		
Top 1	8.1	8.2
Top 5	22.0	21.8
Top 10	30.5	30.2
US\$ 1 mln Clients	409	409
US\$ 5 mln Clients	191	183
US\$ 10 mln Clients	122	118
US\$ 20 mln Clients	65	63
US\$ 50 mln Clients	24	23
US\$ 100 mln Clients	7	7

\* Last Twelve Months

# Operational Parameters

Revenue %	Q1 FY11	Q4 FY10
<b>Delivery Location*</b>		
Onsite	43.6	43.6
GDC/RDC	5.2	5.4
Offshore	51.2	51.0
<b>Contract Type</b>		
Time & Material	50.9	51.3
Fixed Price & Time	49.1	48.7

\* Excluding Domestic Clients

# Client Acquisition and Expansion

Particulars	Q1 FY11	Q4 FY10
Active Clients	930	917
New Clients	36	39
Revenue %from Repeat Business	98.4	95.7
Revenue %from New Business *	1.6	4.3

\* Reset at the beginning of Financial Year



# Key Wins

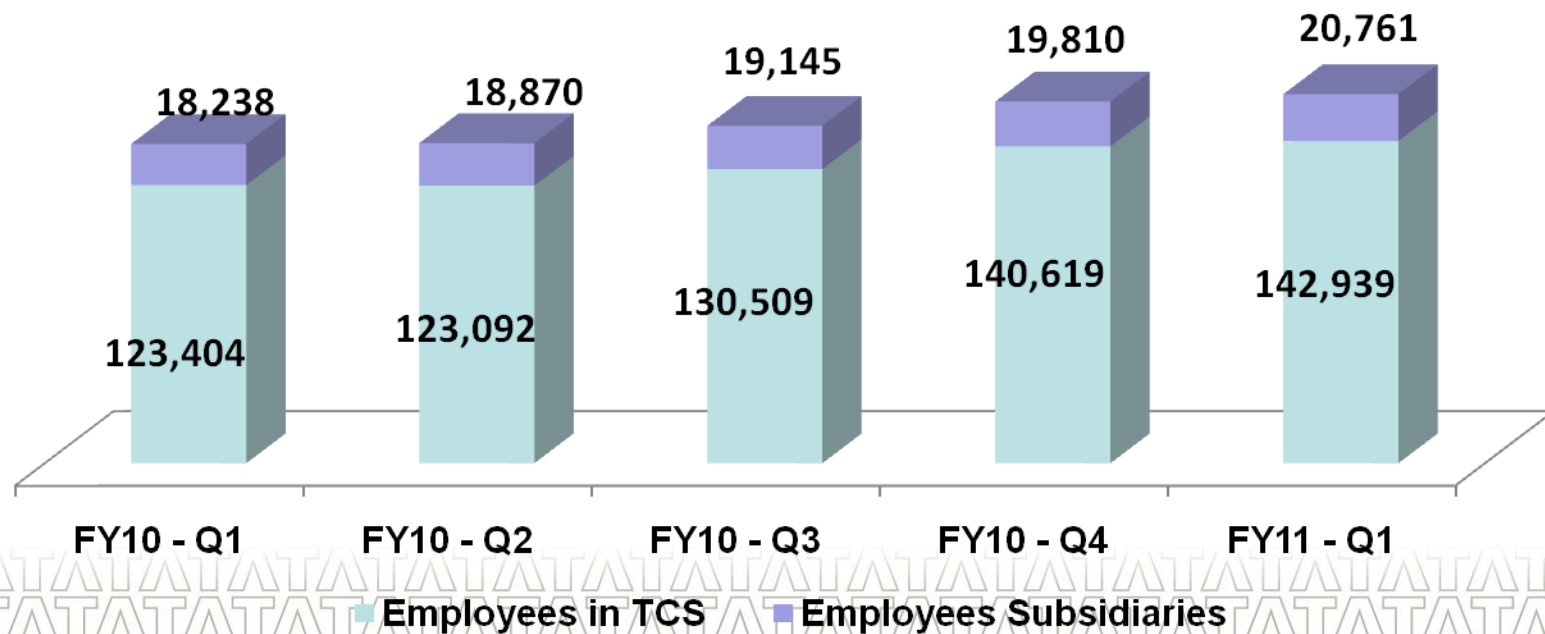
- TCS has won a large development project in the area of Supply Chain and Merchandizing from a large Food and Grocery Retailer in UK
- A large Media company has selected TCS, as its strategic partner to help transform its IT operations, in a deal worth over \$100M. TCS will be providing integrated Infrastructure and Applications Services to help the customer transform its IT operations into a centralized shared services delivery organization
- TCS continued its industry leadership in the Indian power sector. TCS has been chosen for implementing APDRP program for one of the states in India in an engagement valued over Rs. 250 crore.
- TCS has signed a multi- year contract with a European headquartered international wireless carrier/mobile phone operator to provide solutions which will bring in agility in its responsiveness to the customer.
- The world's leading medical devices company has chosen TCS as a strategic partner in a multi year, multi million dollar deal for its IT Applications and end to end infrastructure outsourcing.
- TCS has been awarded a multi million, multi year IT Infrastructure management contract by a large global corporation which manufactures and sells products and services related to computing.
- A leading storage company has selected TCS to be their strategic engineering services partner and has awarded a multi million, multi year contract for providing product quality assurance services and infrastructure management services.
- TCS has been selected to provide an end to end transformation of IT services for a US based leading self-adhesive base materials, office products and specialty materials.
- TCS has won a multi-year global deployment and support engagement of an enterprise solution package for one of its large US based manufacturing and services customers.



# Human Resources

# Q1 (FY11) Total Employee Base: 163,700

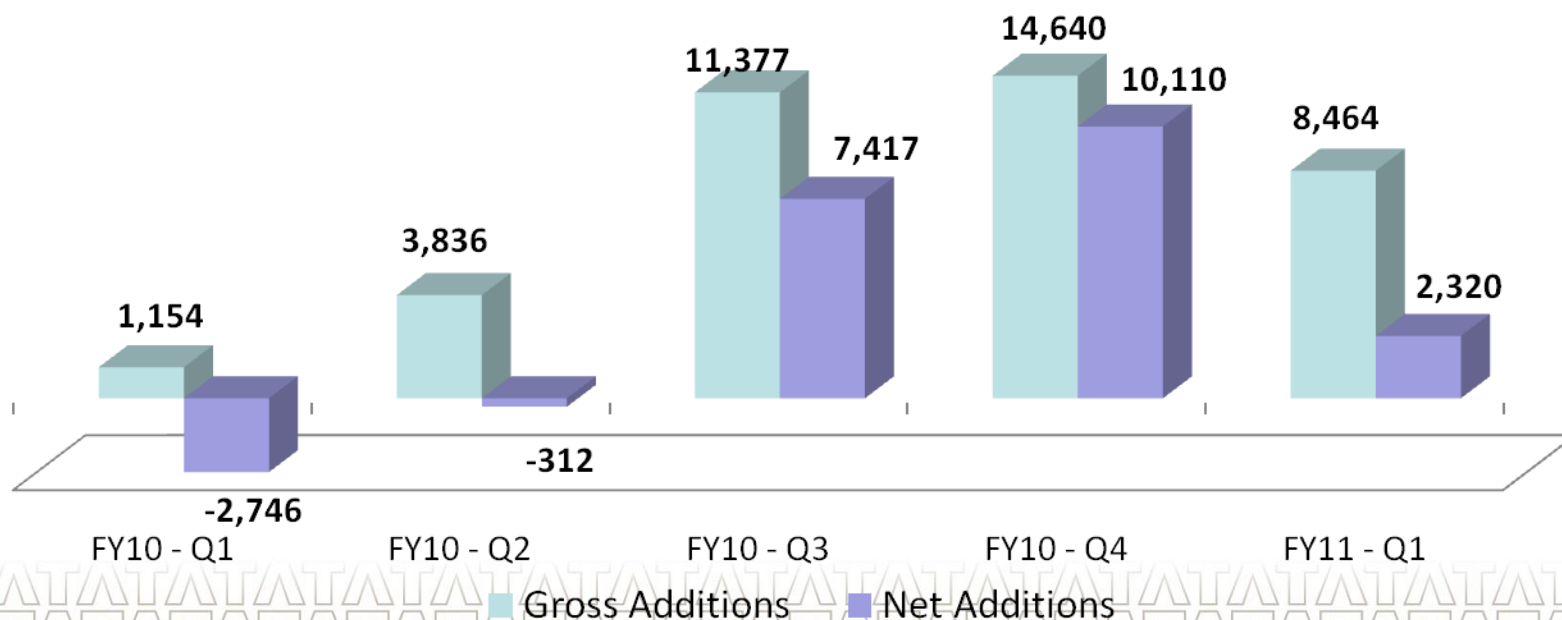
- TCS Employees : 142,939
  - Overseas branches & subsidiaries: 10,528
- Subsidiaries\* : 20,761



\* CMC, WTI, TCS e-Serve, Diligenta & others are now shown under 'Subsidiaries'

# Q1(FY11) Gross Additions 8,464 & Net Additions 2,320

- Additions:
  - 1,051 Trainees & 5,955 Laterals in India; 1,458 in Overseas Branches
- Attrition: 13.1% (LTM), including BPO
  - IT Services: 12.30% (LTM), BPO: 20.0% (LTM)
- Utilization Rate: 82.6% (excluding Trainees), 74.8% (including Trainees)



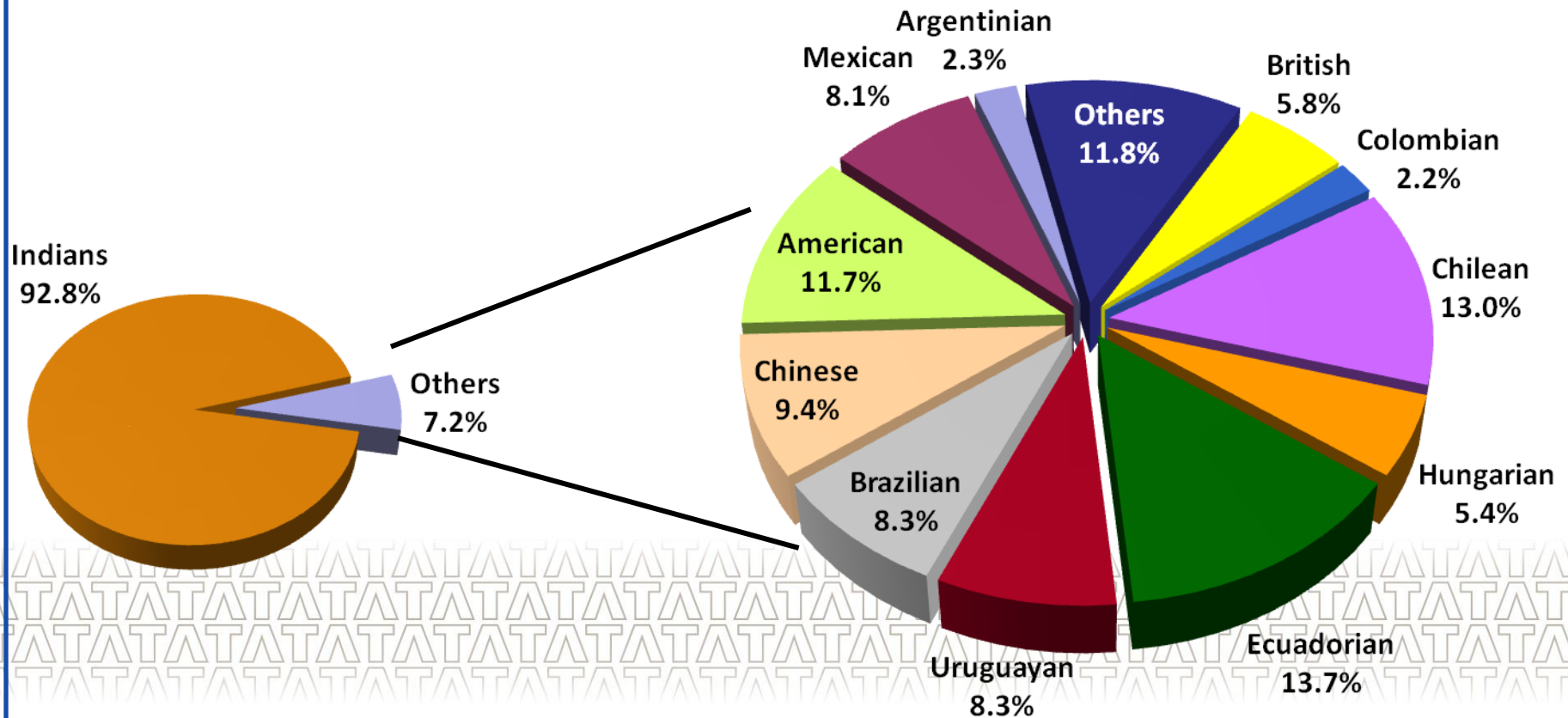
Q1 TCS Consolidated:

Gross Additions : 10,849 & Net Additions : 3,271

# Diversity

- 30% of our workforce are women
- 60.1 % of our associates have more than 3 years of work experience
- Associates from 81 nationalities

## Composition of International Workforce







# Annexure

# Indian GAAP Income Statement - Consolidated

Consolidated Indian GAAP	INR Crore			% of Total Income		
	Q1 FY11	Q4 FY10	Q1 FY10	Q1 FY11	Q4 FY10	Q1 FY10
<b>INCOME</b>						
a) IT & Consultancy Services	7,967	7,498	6,942	96.95	96.90	96.33
b) Manufacturing, Sale of equipment and Licences	250	240	265	3.05	3.10	3.67
<b>Total Income</b>	<b>8,217</b>	<b>7,738</b>	<b>7,207</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>EXPENDITURE</b>						
a ) Salaries & Wages	3,039	2,702	2,696	36.98	34.91	37.41
b ) Overseas business expenditure	1,253	1,182	1,095	15.25	15.28	15.19
c) Other operating expenses	1,515	1,515	1,451	18.44	19.58	20.14
<b>Total Expenditure</b>	<b>5,807</b>	<b>5,399</b>	<b>5,242</b>	<b>70.67</b>	<b>69.77</b>	<b>72.74</b>
<b>Profit Before Interest, Depreciation, Taxes &amp; Other Income</b>	<b>2,410</b>	<b>2,339</b>	<b>1,965</b>	<b>29.33</b>	<b>30.23</b>	<b>27.26</b>
Interest	3	5	4	0.03	0.07	0.05
Depreciation	162	169	158	1.97	2.18	2.19
<b>Profit Before Taxes &amp; Other Income</b>	<b>2,245</b>	<b>2,165</b>	<b>1,803</b>	<b>27.33</b>	<b>27.98</b>	<b>25.02</b>
Other income (expense), net	95	190	25	1.16	2.45	0.35
<b>Profit Before Taxes</b>	<b>2,340</b>	<b>2,355</b>	<b>1,828</b>	<b>28.49</b>	<b>30.43</b>	<b>25.37</b>
Provision For Taxes	402	320	277	4.90	4.13	3.85
<b>Profit After Taxes From Operations</b>	<b>1,938</b>	<b>2,035</b>	<b>1,551</b>	<b>23.59</b>	<b>26.30</b>	<b>21.52</b>
Minority Interest	(32)	(33)	(17)	(0.38)	(0.43)	(0.24)
Share of profit in respect of investments in Associates	(0)	(1)	(0)	-	(0.01)	-
<b>Net Profit</b>	<b>1,906</b>	<b>2,001</b>	<b>1,534</b>	<b>23.21</b>	<b>25.86</b>	<b>21.28</b>

# Indian GAAP Balance Sheet - Consolidated

Consolidated Indian GAAP	INR Crore		%	
	30-Jun-10	31-Mar-10	30-Jun-10	31-Mar-10
<b>Source of Funds</b>				
Shareholders' Funds	19,905	18,467	97.21	97.19
Minority Interest	393	362	1.92	1.90
Loan Funds	99	103	0.48	0.54
Deferred Tax Liability	79	68	0.39	0.37
<b>Total Liabilities</b>	<b>20,476</b>	<b>19,000</b>	<b>100.00</b>	<b>100.00</b>
<b>Application of Funds</b>				
Fixed Assets (net)	4,708	4,539	22.99	23.89
Goodwill	3,200	3,216	15.63	16.93
Deferred Tax Asset	178	168	0.87	0.88
Investments	5,538	3,682	27.05	19.38
<i>Cash and Bank Balance</i>	<i>3,818</i>	<i>4,719</i>	<i>18.65</i>	<i>24.83</i>
<i>Current Assets, Loans and Advances</i>	<i>12,442</i>	<i>11,070</i>	<i>60.76</i>	<i>58.26</i>
<i>Current Liabilities and Provisions</i>	<i>(9,408)</i>	<i>(8,394)</i>	<i>(45.95)</i>	<i>(44.17)</i>
Net Current Assets	6,852	7,395	33.46	38.92
<b>Total Assets</b>	<b>20,476</b>	<b>19,000</b>	<b>100.00</b>	<b>100.00</b>

# US GAAP Income Statement

Consolidated US GAAP	INR Million			% of Revenue		
	Q1 FY11	Q4 FY10	Q1 FY10	Q1 FY11	Q4 FY10	Q1 FY10
<b>Revenue</b>	<b>82,173</b>	<b>77,365</b>	<b>72,070</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
Cost of revenue	45,155	41,160	39,238	54.95	53.20	54.44
<b>Gross margin</b>	<b>37,018</b>	<b>36,205</b>	<b>32,832</b>	<b>45.05</b>	<b>46.80</b>	<b>45.56</b>
SG & A expenses	14,711	14,925	14,940	17.90	19.29	20.73
<b>Operating income</b>	<b>22,307</b>	<b>21,280</b>	<b>17,892</b>	<b>27.15</b>	<b>27.51</b>	<b>24.83</b>
Other income (expense), net	831	1,627	192	1.01	2.10	0.27
<b>Income before income taxes</b>	<b>23,138</b>	<b>22,907</b>	<b>18,084</b>	<b>28.16</b>	<b>29.61</b>	<b>25.10</b>
Income taxes	4,423	3,397	2,655	5.38	4.39	3.68
<b>Income after income taxes</b>	<b>18,715</b>	<b>19,510</b>	<b>15,429</b>	<b>22.78</b>	<b>25.22</b>	<b>21.42</b>
Minority Interest	272	32	226	0.33	0.04	0.31
<b>Net Income</b>	<b>18,443</b>	<b>19,478</b>	<b>15,203</b>	<b>22.45</b>	<b>25.18</b>	<b>21.11</b>
	<b>INR</b>	<b>INR</b>	<b>INR</b>			
<b>Earnings Per Share in INR</b>	<b>9.42</b>	<b>9.95</b>	<b>7.77</b>			

# COR – SG&A Details

COR	INR Million			% of Revenue		
	Q1 FY11	Q4 FY10	Q1 FY10	Q1 FY11	Q4 FY10	Q1 FY10
Employee Cost	37,625	33,984	31,462	45.79	43.93	43.66
Equipment & Software	1,917	1,795	2,609	2.33	2.32	3.62
Depreciation	1,177	1,224	1,030	1.43	1.58	1.43
Travel	772	674	652	0.94	0.87	0.90
Communication	966	723	692	1.18	0.94	0.96
Rent	1,466	1,473	1,393	1.78	1.90	1.93
Other Costs	1,232	1,287	1,400	1.50	1.66	1.94
<b>Cost of Revenue</b>	<b>45,155</b>	<b>41,160</b>	<b>39,238</b>	<b>54.95</b>	<b>53.20</b>	<b>54.44</b>

S G & A	INR Million			% of Revenue		
	Q1 FY11	Q4 FY10	Q1 FY10	Q1 FY11	Q4 FY10	Q1 FY10
Employee Cost	9,127	8,422	9,075	11.11	10.89	12.59
Bad Debts & Prov for Doubtful Debts	(97)	647	477	(0.12)	0.84	0.66
Depreciation	604	616	697	0.74	0.80	0.97
Rent	530	439	865	0.65	0.56	1.20
Travel	667	577	434	0.81	0.75	0.60
Communication	297	292	370	0.36	0.37	0.51
Recruitment & Training	456	345	144	0.55	0.45	0.20
Professional Fees	419	339	431	0.50	0.44	0.60
Other Costs	2,481	2,697	2,338	3.02	3.48	3.25
Research and development	227	551	109	0.28	0.71	0.15
<b>S G &amp; A expenses</b>	<b>14,711</b>	<b>14,925</b>	<b>14,940</b>	<b>17.90</b>	<b>19.29</b>	<b>20.73</b>



# US GAAP Balance Sheet

Consolidated US GAAP	30-Jun-10		31-Mar-10	
	INR Million	%	INR Million	%
<b>Assets</b>				
Cash and Cash equivalents	11,245	3.73	10,249	3.71
Bank Deposits	25,766	8.55	36,525	13.22
Accounts Receivable	65,514	21.75	58,098	21.03
Unbilled Revenues	14,107	4.68	12,011	4.35
Other Current assets	24,767	8.23	21,267	7.70
Property & Equipment	43,419	14.41	41,706	15.10
Intangible assets and Goodwill	32,165	10.68	32,415	11.74
Investments	56,284	18.69	37,839	13.70
Other Non Current assets	27,951	9.28	26,103	9.45
<b>Total assets</b>	<b>301,218</b>	<b>100.00</b>	<b>276,213</b>	<b>100.00</b>
<b>Liabilities and Shareholders' Equity</b>				
Current liabilities	58,647	19.47	52,891	19.15
Short term borrowings	2,318	0.77	2,307	0.84
Redeemable Preference Shares	1,000	0.33	1,000	0.36
Long term debt	114	0.04	111	0.04
Other non-current liabilities	6,978	2.31	6,732	2.44
Minority Interest	4,061	1.35	3,768	1.36
Shareholders' Funds	228,100	75.73	209,404	75.81
<b>Total Liabilities</b>	<b>301,218</b>	<b>100.00</b>	<b>276,213</b>	<b>100.00</b>

# US GAAP Income Statement – In USD

Consolidated US GAAP	USD Million			% of Revenue		
	Q1 FY11	Q4 FY10	Q1 FY10	Q1 FY11	Q4 FY10	Q1 FY10
<b>Revenue</b>	<b>1,794</b>	<b>1,686</b>	<b>1,480</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
Cost of revenue	986	897	806	54.95	53.20	54.44
<b>Gross margin</b>	<b>808</b>	<b>789</b>	<b>674</b>	<b>45.05</b>	<b>46.80</b>	<b>45.56</b>
SG & A expenses	321	325	307	17.90	19.29	20.73
<b>Operating income</b>	<b>487</b>	<b>464</b>	<b>367</b>	<b>27.15</b>	<b>27.51</b>	<b>24.83</b>
Other income (expense), net	18	35	4	1.01	2.10	0.27
<b>Income before income taxes</b>	<b>505</b>	<b>499</b>	<b>371</b>	<b>28.16</b>	<b>29.61</b>	<b>25.10</b>
Income taxes	96	75	55	5.38	4.45	3.74
<b>Income after income taxes</b>	<b>409</b>	<b>424</b>	<b>316</b>	<b>22.78</b>	<b>25.16</b>	<b>21.36</b>
Minority Interest	6	1	5	0.33	0.04	0.31
<b>Net Income</b>	<b>403</b>	<b>423</b>	<b>311</b>	<b>22.45</b>	<b>25.12</b>	<b>21.05</b>
	<b>USD</b>	<b>USD</b>	<b>USD</b>			
<b>Earnings Per Share in USD</b>	<b>0.21</b>	<b>0.22</b>	<b>0.16</b>			

# COR – SG&A Details – In USD

COR	USD Million			% of Revenue		
	Q1 FY11	Q4 FY10	Q1 FY10	Q1 FY11	Q4 FY10	Q1 FY10
Employee Cost	821	740	646	45.79	43.93	43.66
Equipment & Software	42	39	54	2.33	2.32	3.62
Depreciation	26	27	21	1.43	1.58	1.43
Travel	17	15	13	0.94	0.87	0.90
Communication	21	16	14	1.18	0.94	0.96
Rent	32	32	29	1.78	1.90	1.93
Other Costs	27	28	29	1.50	1.66	1.94
<b>Cost of Revenue</b>	<b>986</b>	<b>897</b>	<b>806</b>	<b>54.95</b>	<b>53.20</b>	<b>54.44</b>

S G & A	USD Million			% of Revenue		
	Q1 FY11	Q4 FY10	Q1 FY10	Q1 FY11	Q4 FY10	Q1 FY10
Employee Cost	199	183	186	11.11	10.89	12.59
Bad Debts & Prov for Doubtful Debts	(2)	14	10	(0.12)	0.84	0.66
Depreciation	13	13	15	0.74	0.80	0.97
Rent	12	10	18	0.65	0.56	1.20
Travel	15	13	9	0.81	0.75	0.60
Communication	6	6	7	0.36	0.37	0.51
Recruitment & Training	10	8	3	0.55	0.45	0.20
Professional Fees	9	7	9	0.50	0.44	0.60
Other Costs	54	59	48	3.02	3.48	3.25
Research and development	5	12	2	0.28	0.71	0.15
<b>S G &amp; A expenses</b>	<b>321</b>	<b>325</b>	<b>307</b>	<b>17.90</b>	<b>19.29</b>	<b>20.73</b>

# US GAAP Balance Sheet in USD

Consolidated US GAAP	30-Jun-10		31-Mar-10	
	USD Million	%	USD Million	%
<b>Assets</b>				
Cash and Cash equivalents	242	3.73	228	3.71
Bank Deposits	555	8.55	813	13.22
Accounts Receivable	1,410	21.75	1,293	21.03
Unbilled Revenues	304	4.68	267	4.35
Other Current assets	533	8.23	474	7.70
Property & Equipment	935	14.41	929	15.10
Intangible assets and Goodwill	692	10.68	722	11.74
Investments	1,212	18.69	842	13.70
Other Non Current assets	602	9.28	581	9.45
<b>Total assets</b>	<b>6,485</b>	<b>100.00</b>	<b>6,149</b>	<b>100.00</b>
<b>Liabilities and Shareholders' Equity</b>				
Current liabilities	1,263	19.47	1,178	19.15
Short term borrowings	50	0.77	51	0.83
Redeemable Preference Shares	22	0.33	22	0.36
Long term debt	2	0.04	3	0.04
Other non-current liabilities	150	2.32	150	2.44
Minority Interest	84	1.29	84	1.37
Shareholders' Funds	4,914	75.78	4,661	75.81
<b>Total Liabilities</b>	<b>6,485</b>	<b>100.00</b>	<b>6,149</b>	<b>100.00</b>

**Thank You!**