



# 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 (₹ Crore)	Q2 FY11	Q1 FY11	Q2 FY10
<b>Total Income</b>	<b>9,286</b>	<b>8,217</b>	<b>7,435</b>
% Growth Q-o-Q	13.01%		
% Growth Y-o-Y	24.89%		
<b>PBIDT (before Other Income)</b>	<b>2,776</b>	<b>2,410</b>	<b>2,118</b>
% Growth Q-o-Q	15.19%		
% Growth Y-o-Y	31.07%		
<b>Profit After Tax</b>	<b>2,169</b>	<b>1,906</b>	<b>1,642</b>
% Growth Q-o-Q	13.78%		
% Growth Y-o-Y	32.07%		



# US GAAP Revenue Growth

Consolidated US GAAP (₹ Million)	Q2 FY11	Q1 FY11	Q2 FY10
<b>Total Revenue</b>	<b>92,864</b>	<b>82,173</b>	<b>74,351</b>
% Growth Q-o-Q	13.01%		
% Growth Y-o-Y	24.90%		
<b>Revenue from International Business</b>	<b>83,648</b>	<b>74,920</b>	<b>68,347</b>
% Growth Q-o-Q	11.65%		
% Growth Y-o-Y	22.39%		
<b>Revenue from Indian Business</b>	<b>9,216</b>	<b>7,252</b>	<b>6,004</b>
% Growth Q-o-Q	27.07%		
% Growth Y-o-Y	53.49%		

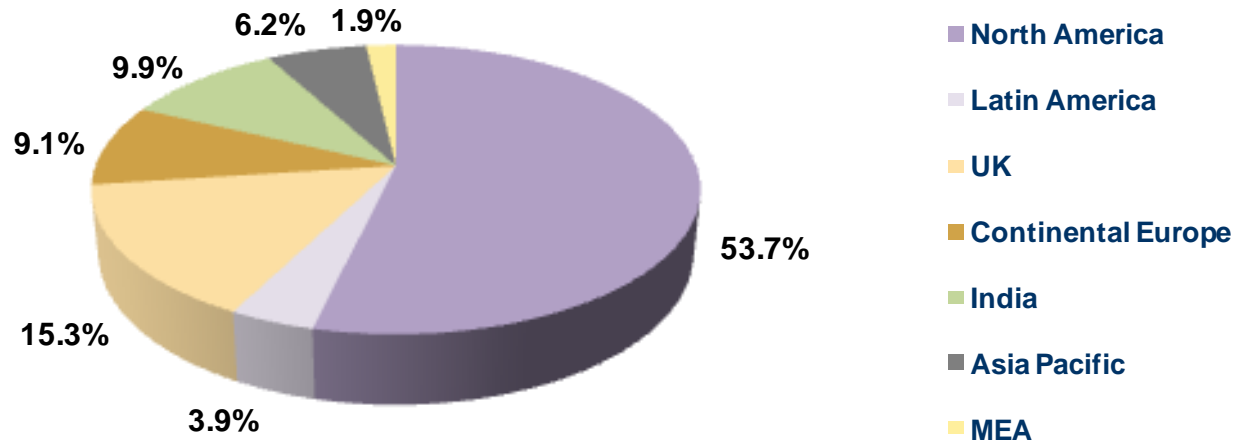
# US GAAP Growth Summary

Consolidated US GAAP (₹ Million)	Q2 FY11	Q1 FY11	Q2 FY10
<b>Gross Margin</b>	<b>42,133</b>	<b>37,018</b>	<b>34,040</b>
% Growth Q-o-Q	13.82%		
% Growth Y-o-Y	23.78%		
<b>EBIDTA</b>	<b>27,894</b>	<b>24,088</b>	<b>21,342</b>
% Growth Q-o-Q	15.80%		
% Growth Y-o-Y	30.70%		
<b>Operating Income</b>	<b>26,008</b>	<b>22,307</b>	<b>19,531</b>
% Growth Q-o-Q	16.59%		
% Growth Y-o-Y	33.16%		
<b>Net Income</b>	<b>21,065</b>	<b>18,443</b>	<b>16,239</b>
% Growth Q-o-Q	14.22%		
% Growth Y-o-Y	29.72%		



# Operational Performance

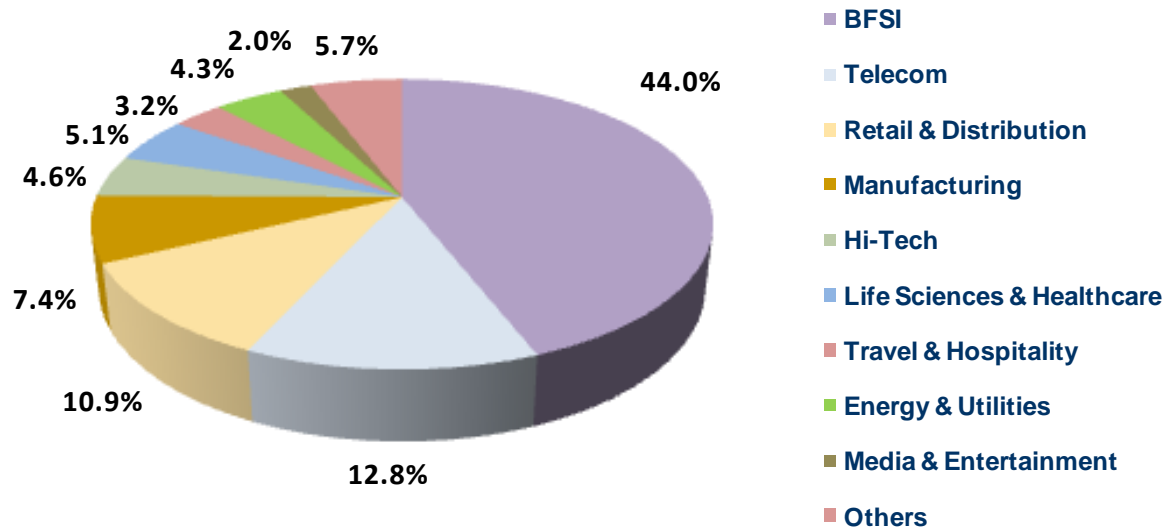
# Growth by Market



Geography (%)	Q2 FY11	Q1 FY11
<b>Americas</b>		
North America	53.7	55.0
Latin America	3.9	4.3
<b>Europe</b>		
UK	15.3	15.1
Continental Europe	9.1	8.9
<b>India</b>		
	9.9	8.8
<b>Asia Pacific</b>		
	6.2	5.9
<b>MEA</b>		
	1.9	2.0
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

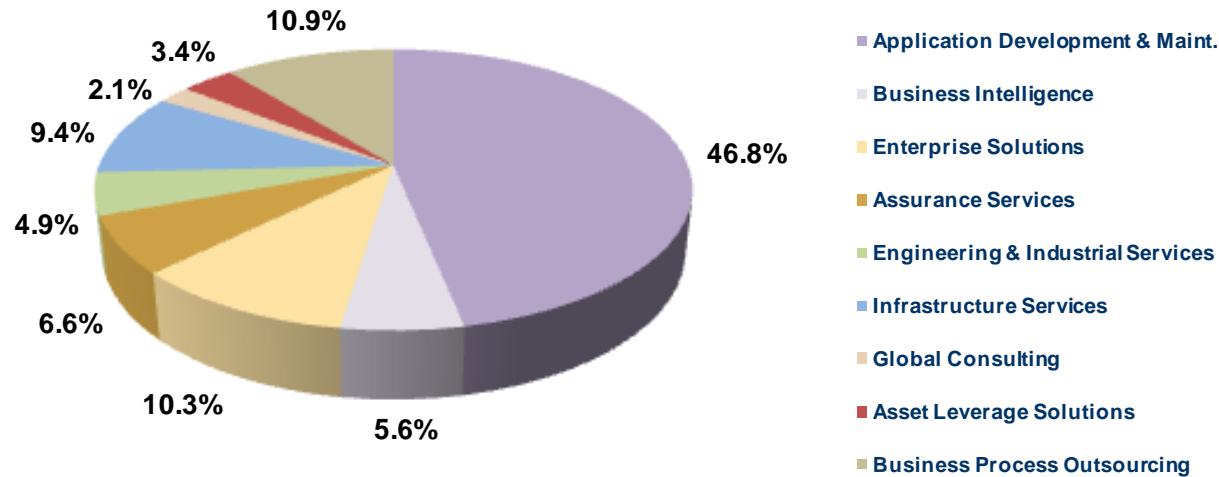


# Growth by Domain



IP Revenue (%)	Q2 FY11	Q1 FY11
BFSI	44.0	44.7
Telecom	12.8	12.7
Retail & Distribution	10.9	11.0
Manufacturing	7.4	7.4
Hi-Tech	4.6	4.6
Life Sciences & Healthcare	5.1	5.2
Travel & Hospitality	3.2	3.1
Energy & Utilities	4.3	3.3
Media & Entertainment	2.0	1.9
Others	5.7	6.1
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

# Growth by Service Line



SP Revenue (%)	Q2 FY11	Q1 FY11
<b>IT Solutions and Services</b>		
Application Development & Maint.	46.8	47.9
Business Intelligence	5.6	5.4
Enterprise Solutions	10.3	9.8
Assurance Services	6.6	6.4
<b>Engineering &amp; Industrial Services</b>	4.9	4.8
<b>Infrastructure Services</b>	9.4	8.7
<b>Global Consulting</b>	2.1	2.1
<b>Asset Leverage Solutions</b>	3.4	3.7
<b>Business Process Outsourcing</b>	10.9	11.2
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

# Client Parameters

	Q2 FY11	Q1 FY11
<b>Clients Contribution *</b>		
Revenue %		
Top 1	8.0	8.1
Top 5	22.1	22.0
Top 10	30.1	30.5
US\$ 1 mln Clients	420	409
US\$ 5 mln Clients	192	191
US\$ 10 mln Clients	131	122
US\$ 20 mln Clients	66	65
US\$ 50 mln Clients	25	24
US\$ 100 mln Clients	8	7

\* Last Twelve Months

# Operational Parameters

Revenue %	Q2 FY11	Q1 FY11
<b>Delivery Location*</b>		
Onsite	43.9	43.6
GDC/RDC	5.0	5.2
Offshore	51.1	51.2
<b>Contract Type</b>		
Time & Material	51.0	50.9
Fixed Price & Time	49.0	49.1

\* Excluding Domestic Clients

# Client Acquisition and Expansion

Particulars	Q2 FY11	Q1 FY11
Active Clients	936	930
New Clients	30	36
Revenue %from Repeat Business	98.3	98.4
Revenue %from New Business *	1.7	1.6

\* Reset at the beginning of Financial Year



# Key Wins

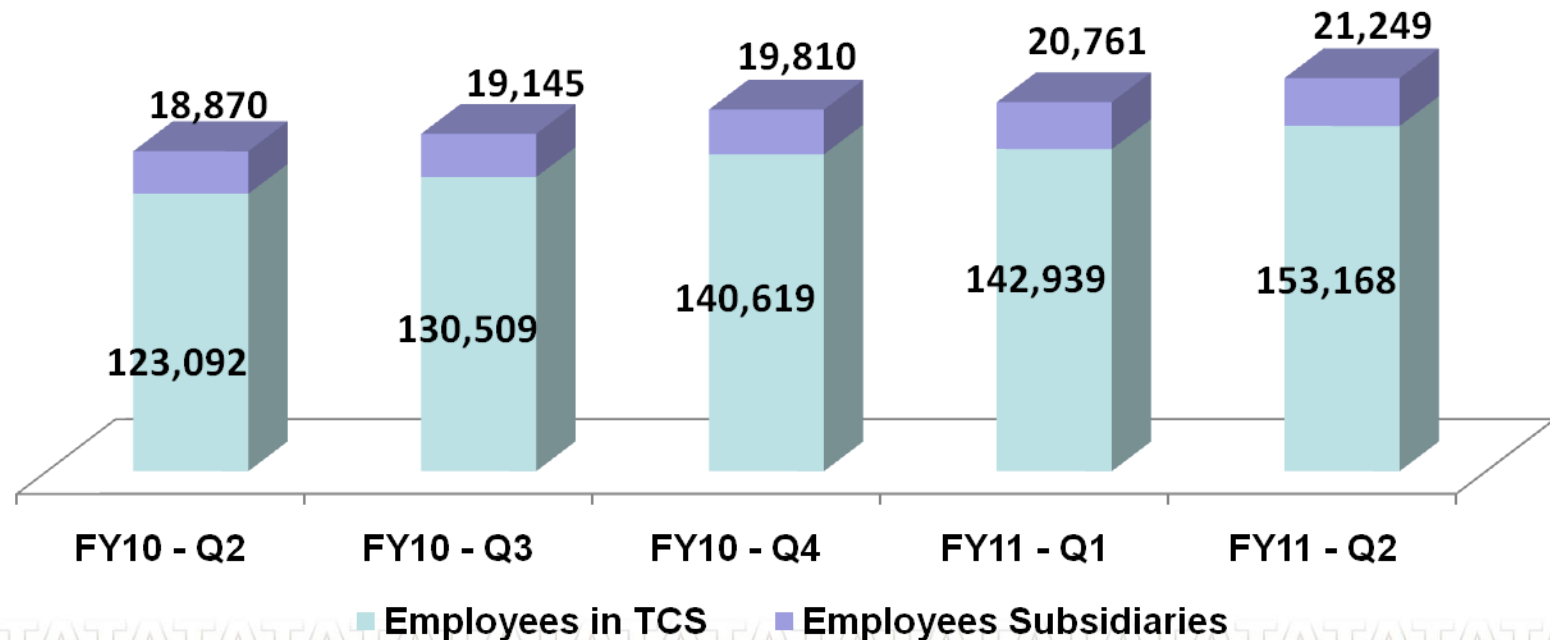
- One of Canada's large financial institutions selected TCS as a strategic partner to globally support IT, BPO and Infrastructure Services across all lines of business.
- A Fortune Top 50 Healthcare company has selected TCS to be their transformation and technology partner.
- A US based large banking and financial services institution has selected TCS as a partner to support its strategic initiative to achieve best in class technology services across its global locations.
- The Phoenix Group has acknowledged TCS' success with the ongoing Diligenta transformation program by transferring 1.7 million policies managed by another third party in a multi-year contract worth over £250 Million.
- A leading publishing and education services provider has chosen TCS to be their sole provider for supporting and maintaining their global technology platform.
- TCS entered into a multi-year strategic partnership with a leading grocery retailer to drive operational efficiencies and partner in their strategic initiatives through integration of IT, Infrastructure and Shared Services.
- TCS has been engaged by a leading general merchandise retailer based in North America to establish a large centralized assurance centre of excellence to standardize its testing processes and drive productivity across all its business units.
- A state government in India selected TCS to transform its food and civil supplies system.



# Human Resources

# Q2 (FY11) Total Employee Base: 174,417

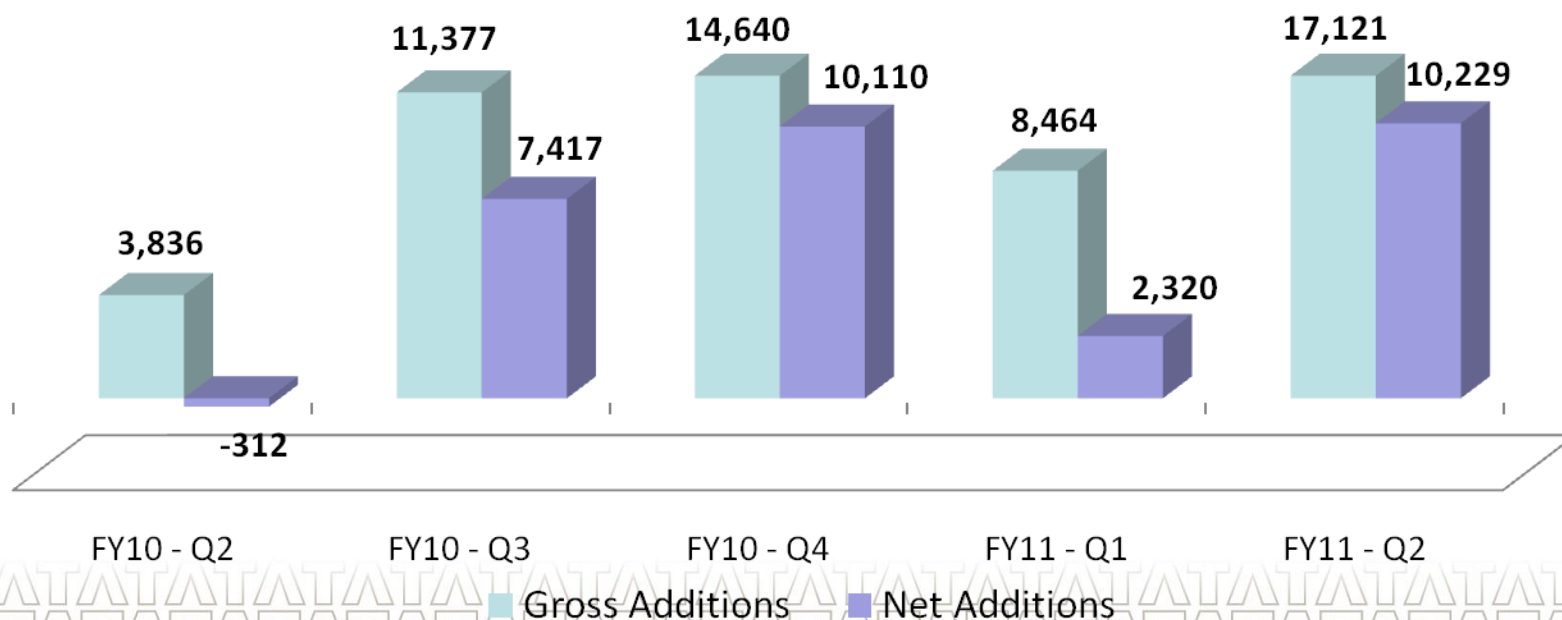
- TCS Employees : 153,168
  - Overseas branches & subsidiaries: 11,152
  - Global/Regional Delivery Centers : 4,440
- Subsidiaries\* : 21,249



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

# Q2 (FY11) Gross Additions 17,121 & Net Additions 10,229

- Additions:
  - 7,926 Trainees & 7,405 Laterals in India; 1,790 in Overseas Branches
- Attrition: 14.1% (LTM), including BPO
  - IT Services: 13.07% (LTM), BPO: 22.46% (LTM)
- Utilization Rate: 83.8% (excluding Trainees), 77.7% (including Trainees)



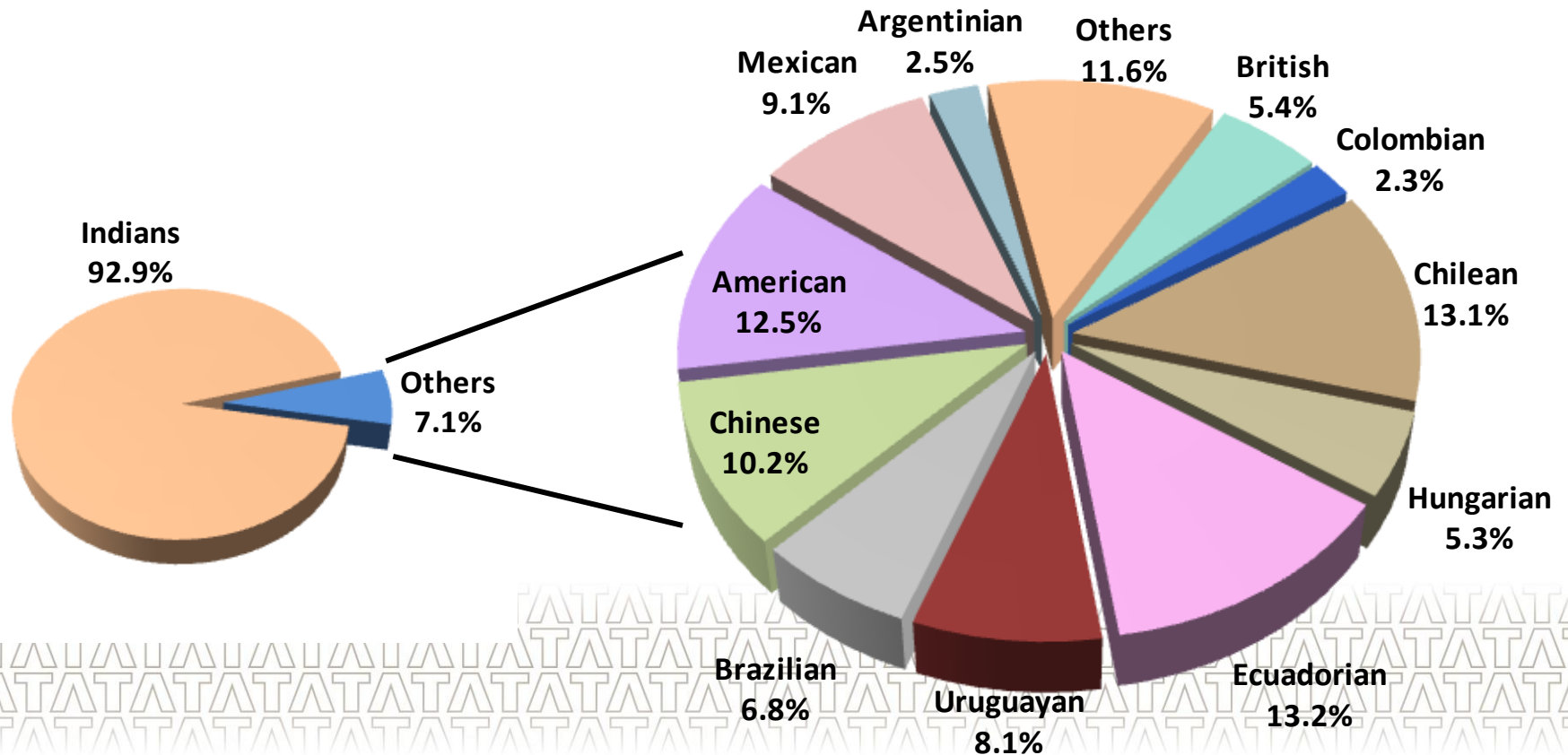
**Q2 TCS Consolidated:**

**Gross Additions : 19,293 & Net Additions : 10,717**

# Diversity

- 30.4% of our workforce are women
- 61 % of our associates have more than 3 years of work experience
- Associates from 88 nationalities

## Composition of International Workforce







# Annexure

# Indian GAAP Income Statement - Consolidated

Consolidated Indian GAAP	₹ Crore			% of Total Income		
	Q2 FY11	Q1 FY11	Q2 FY10	Q2 FY11	Q1 FY11	Q2 FY10
<b>INCOME</b>						
a) IT & Consultancy Services	8,900	7,967	7,199	95.84	96.95	96.82
b) Manufacturing, Sale of equipment and Licences	386	250	236	4.16	3.05	3.18
<b>Total Income</b>	<b>9,286</b>	<b>8,217</b>	<b>7,435</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>EXPENDITURE</b>						
a ) Salaries & Wages	3,411	3,039	2,769	36.73	36.98	37.24
b ) Overseas business expenditure	1,390	1,253	1,110	14.97	15.25	14.92
c) Other operating expenses	1,709	1,515	1,438	18.40	18.44	19.35
<b>Total Expenditure</b>	<b>6,510</b>	<b>5,807</b>	<b>5,317</b>	<b>70.10</b>	<b>70.67</b>	<b>71.51</b>
<b>Profit Before Interest, Depreciation, Taxes &amp; Other Income</b>	<b>2,776</b>	<b>2,410</b>	<b>2,118</b>	<b>29.90</b>	<b>29.33</b>	<b>28.49</b>
Interest	15	3	4	0.16	0.03	0.05
Depreciation	173	162	166	1.86	1.97	2.23
<b>Profit Before Taxes &amp; Other Income</b>	<b>2,588</b>	<b>2,245</b>	<b>1,948</b>	<b>27.88</b>	<b>27.33</b>	<b>26.21</b>
Other income (expense), net	71	95	(8)	0.76	1.16	(0.11)
<b>Profit Before Taxes</b>	<b>2,659</b>	<b>2,340</b>	<b>1,940</b>	<b>28.64</b>	<b>28.49</b>	<b>26.10</b>
Provision For Taxes	460	402	277	4.96	4.90	3.73
<b>Profit After Taxes From Operations</b>	<b>2,199</b>	<b>1,938</b>	<b>1,663</b>	<b>23.68</b>	<b>23.59</b>	<b>22.37</b>
Minority Interest	(30)	(32)	(21)	(0.32)	(0.38)	(0.28)
<b>Net Profit</b>	<b>2,169</b>	<b>1,906</b>	<b>1,642</b>	<b>23.36</b>	<b>23.21</b>	<b>22.09</b>

# Indian GAAP Balance Sheet - Consolidated

Consolidated Indian GAAP	₹ Crore		%	
	30-Sep-10	31-Mar-10	30-Sep-10	31-Mar-10
<b>Source of Funds</b>				
Shareholders' Funds	21,729	18,467	97.32	97.19
Minority Interest	408	362	1.83	1.90
Loan Funds	94	103	0.42	0.54
Deferred Tax Liability	96	68	0.43	0.37
<b>Total Liabilities</b>	<b>22,327</b>	<b>19,000</b>	<b>100.00</b>	<b>100.00</b>
<b>Application of Funds</b>				
Fixed Assets (net)	4,889	4,539	21.90	23.89
Goodwill	3,217	3,216	14.41	16.93
Deferred Tax Asset	166	168	0.74	0.88
Investments	3,449	3,682	15.45	19.38
<i>Cash and Bank Balance</i>	<i>3,599</i>	<i>4,719</i>	<i>16.12</i>	<i>24.83</i>
<i>Current Assets, Loans and Advances</i>	<i>13,165</i>	<i>11,070</i>	<i>58.96</i>	<i>58.26</i>
<i>Current Liabilities and Provisions</i>	<i>(6,158)</i>	<i>(8,394)</i>	<i>(27.59)</i>	<i>(44.17)</i>
Net Current Assets	10,606	7,395	47.50	38.92
<b>Total Assets</b>	<b>22,327</b>	<b>19,000</b>	<b>100.00</b>	<b>100.00</b>

# US GAAP Income Statement

Consolidated US GAAP	₹ Million			% of Revenue		
	Q2 FY11	Q1 FY11	Q2 FY10	Q2 FY11	Q1 FY11	Q2 FY10
<b>Revenue</b>	<b>92,864</b>	<b>82,173</b>	<b>74,351</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
Cost of revenue	50,731	45,155	40,311	54.63	54.95	54.22
<b>Gross margin</b>	<b>42,133</b>	<b>37,018</b>	<b>34,040</b>	<b>45.37</b>	<b>45.05</b>	<b>45.78</b>
SG & A expenses	16,125	14,711	14,509	17.36	17.90	19.51
<b>Operating income</b>	<b>26,008</b>	<b>22,307</b>	<b>19,531</b>	<b>28.01</b>	<b>27.15</b>	<b>26.27</b>
Other income (expense), net	337	831	(144)	0.36	1.01	(0.19)
<b>Income before income taxes</b>	<b>26,345</b>	<b>23,138</b>	<b>19,387</b>	<b>28.37</b>	<b>28.16</b>	<b>26.08</b>
Income taxes	4,992	4,423	2,909	5.38	5.38	3.91
<b>Income after income taxes</b>	<b>21,353</b>	<b>18,715</b>	<b>16,478</b>	<b>22.99</b>	<b>22.78</b>	<b>22.17</b>
Minority Interest	288	272	239	0.31	0.33	0.32
<b>Net Income</b>	<b>21,065</b>	<b>18,443</b>	<b>16,239</b>	<b>22.68</b>	<b>22.45</b>	<b>21.85</b>
	<b>INR</b>	<b>INR</b>	<b>INR</b>			
<b>Earnings Per Share in INR</b>	<b>10.76</b>	<b>9.42</b>	<b>8.30</b>			

# COR – SG&A Details

COR	₹ Million			% of Revenue		
	Q2 FY11	Q1 FY11	Q2 FY10	Q2 FY11	Q1 FY11	Q2 FY10
Employee Cost	42,182	37,625	33,462	45.42	45.79	45.01
Equipment & Software	3,383	1,917	1,892	3.64	2.33	2.54
Depreciation	1,283	1,177	1,096	1.39	1.43	1.48
Travel	914	772	619	0.98	0.94	0.83
Communication	946	966	773	1.02	1.18	1.04
Rent	794	1,466	1,173	0.86	1.78	1.58
Other Costs	1,229	1,232	1,296	1.32	1.50	1.74
<b>Cost of Revenue</b>	<b>50,731</b>	<b>45,155</b>	<b>40,311</b>	<b>54.63</b>	<b>54.95</b>	<b>54.22</b>

S G & A	₹ Million			% of Revenue		
	Q2 FY11	Q1 FY11	Q2 FY10	Q2 FY11	Q1 FY11	Q2 FY10
Employee Cost	10,216	9,127	8,801	11.00	11.11	11.84
Bad Debts & Prov for Doubtful Debts	(273)	(97)	639	(0.29)	(0.12)	0.86
Depreciation	603	604	715	0.64	0.74	0.96
Rent	544	530	561	0.59	0.65	0.75
Travel	611	667	439	0.66	0.81	0.59
Communication	335	297	306	0.36	0.36	0.41
Recruitment & Training	467	456	189	0.50	0.55	0.25
Professional Fees	436	419	395	0.47	0.50	0.53
Other Costs	2,942	2,481	2,363	3.17	3.02	3.18
Research and development	244	227	101	0.26	0.28	0.14
<b>S G &amp; A expenses</b>	<b>16,125</b>	<b>14,711</b>	<b>14,509</b>	<b>17.36</b>	<b>17.90</b>	<b>19.51</b>



# US GAAP Balance Sheet

Consolidated US GAAP	30-Sep-10		31-Mar-10	
	₹ Million	%	₹ Million	%
<b>Assets</b>				
Cash and Cash equivalents	13,402	4.70	10,249	3.71
Bank Deposits	20,863	7.32	36,525	13.22
Accounts Receivable	70,451	24.71	58,098	21.03
Unbilled Revenues	14,585	5.12	12,011	4.35
Other Current assets	24,480	8.58	21,267	7.70
Property & Equipment	45,250	15.87	41,706	15.10
Intangible assets and Goodwill	32,093	11.26	32,415	11.74
Investments	35,324	12.39	37,839	13.70
Other Non Current assets	28,640	10.05	26,103	9.45
<b>Total assets</b>	<b>285,088</b>	<b>100.00</b>	<b>276,213</b>	<b>100.00</b>
<b>Liabilities and Shareholders' Equity</b>				
Current liabilities	56,554	19.84	52,891	19.15
Short term borrowings	2,410	0.85	2,307	0.84
Redeemable Preference Shares	1,000	0.35	1,000	0.36
Long term debt	109	0.04	111	0.04
Other non-current liabilities	7,465	2.61	6,732	2.44
Minority Interest	4,164	1.46	3,768	1.36
Shareholders' Funds	213,386	74.85	209,404	75.81
<b>Total Liabilities</b>	<b>285,088</b>	<b>100.00</b>	<b>276,213</b>	<b>100.00</b>

# US GAAP Income Statement – In USD

Consolidated US GAAP	\$ Million			% of Revenue		
	Q2 FY11	Q1 FY11	Q2 FY10	Q2 FY11	Q1 FY11	Q2 FY10
<b>Revenue</b>	<b>2,004</b>	<b>1,794</b>	<b>1,538</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
Cost of revenue	1,095	986	834	54.63	54.95	54.22
<b>Gross margin</b>	<b>909</b>	<b>808</b>	<b>704</b>	<b>45.37</b>	<b>45.05</b>	<b>45.78</b>
SG & A expenses	348	321	300	17.36	17.90	19.51
<b>Operating income</b>	<b>561</b>	<b>487</b>	<b>404</b>	<b>28.01</b>	<b>27.15</b>	<b>26.27</b>
Other income (expense), net	8	18	(3)	0.36	1.01	(0.19)
<b>Income before income taxes</b>	<b>569</b>	<b>505</b>	<b>401</b>	<b>28.37</b>	<b>28.16</b>	<b>26.08</b>
Income taxes	108	96	60	5.38	5.38	3.91
<b>Income after income taxes</b>	<b>461</b>	<b>409</b>	<b>341</b>	<b>22.99</b>	<b>22.78</b>	<b>22.17</b>
Minority Interest	6	6	5	0.31	0.33	0.32
<b>Net Income</b>	<b>455</b>	<b>403</b>	<b>336</b>	<b>22.68</b>	<b>22.45</b>	<b>21.85</b>
	<b>USD</b>	<b>USD</b>	<b>USD</b>			
<b>Earnings Per Share in USD</b>	<b>0.23</b>	<b>0.21</b>	<b>0.17</b>			

# COR – SG&A Details – In USD

COR	\$ Million			% of Revenue		
	Q2 FY11	Q1 FY11	Q2 FY10	Q2 FY11	Q1 FY11	Q2 FY10
Employee Cost	910	821	692	45.42	45.79	45.01
Equipment & Software	73	42	39	3.64	2.33	2.55
Depreciation	28	26	23	1.39	1.43	1.47
Travel	20	17	13	0.98	0.94	0.83
Communication	20	21	16	1.02	1.18	1.04
Rent	17	32	24	0.86	1.78	1.58
Other Costs	27	27	27	1.32	1.50	1.74
<b>Cost of Revenue</b>	<b>1,095</b>	<b>986</b>	<b>834</b>	<b>54.63</b>	<b>54.95</b>	<b>54.22</b>

S G & A	\$ Million			% of Revenue		
	Q2 FY11	Q1 FY11	Q2 FY10	Q2 FY11	Q1 FY11	Q2 FY10
Employee Cost	220	199	182	11.00	11.11	11.84
Bad Debts & Prov for Doubtful Debts	(6)	(2)	13	(0.29)	(0.12)	0.86
Depreciation	13	13	15	0.64	0.74	0.96
Rent	12	12	12	0.59	0.65	0.75
Travel	13	15	9	0.66	0.81	0.59
Communication	7	6	6	0.36	0.36	0.41
Recruitment & Training	10	10	4	0.50	0.55	0.25
Professional Fees	9	9	8	0.47	0.50	0.53
Other Costs	64	54	49	3.17	3.02	3.18
Research and development	5	5	2	0.26	0.28	0.14
<b>S G &amp; A expenses</b>	<b>348</b>	<b>321</b>	<b>300</b>	<b>17.36</b>	<b>17.90</b>	<b>19.51</b>

# US GAAP Balance Sheet in USD

Consolidated US GAAP	30-Sep-10		31-Mar-10	
	\$ Million	%	\$ Million	%
<b>Assets</b>				
Cash and Cash equivalents	298	4.70	228	3.71
Bank Deposits	464	7.32	813	13.22
Accounts Receivable	1,568	24.71	1,293	21.03
Unbilled Revenues	325	5.12	267	4.35
Other Current assets	545	8.58	474	7.70
Property & Equipment	1,007	15.87	929	15.10
Intangible assets and Goodwill	714	11.26	722	11.74
Investments	786	12.39	842	13.70
Other Non Current assets	637	10.05	581	9.45
<b>Total assets</b>	<b>6,344</b>	<b>100.00</b>	<b>6,149</b>	<b>100.00</b>
<b>Liabilities and Shareholders' Equity</b>				
Current liabilities	1,259	19.84	1,178	19.15
Short term borrowings	54	0.85	51	0.83
Redeemable Preference Shares	22	0.35	22	0.36
Long term debt	2	0.04	3	0.04
Other non-current liabilities	166	2.62	150	2.44
Minority Interest	93	1.46	84	1.37
Shareholders' Funds	4,748	74.84	4,661	75.81
<b>Total Liabilities</b>	<b>6,344</b>	<b>100.00</b>	<b>6,149</b>	<b>100.00</b>

**Thank You!**