

TCS affiche des performances stables au 3ème trimestre

Chiffre d'affaires de 4,15 milliards de dollars ;
en hausse de 5,5% en glissement annuel

- **Croissance du chiffre d'affaires international en monnaie constante, augmentation de 1,1 % en glissement trimestriel**
- **Croissance du digital de 4 % en glissement trimestriel; contribuant à 13,7% du chiffre d'affaires global**
- **Revenus net à 926 millions de dollars, en augmentation de 6% en glissement annuel**

MUMBAI, January 12, 2016: Tata Consultancy Services (BSE: 532540, NSE: TCS), the leading IT services, consulting and business solutions firm reported its consolidated financial results according to IFRS US Dollars for the quarter ended December 31, 2015.

Business Highlights for Quarter Ended December 31, 2015

- Gross employee addition **22,118**
- Total headcount: **344,691**
- Utilization: **84.9%** (excluding trainees) & **80.9%** (including trainees)
- No of \$100m+ clients increases by 1 to 34; No of \$20M+ clients increase by 2 to 173

Commenting on the Q3 performance, Chief Executive Officer and Managing Director, N Chandrasekaran said: "All our industry segments have exhibited growth in a traditionally weak quarter additionally accentuated by the impact of the Chennai floods. Our international business has grown smartly in CC terms with North America and Europe leading the way among major markets and Latin America among growth markets."

Mr Chandrasekaran added: "Digital will remain the core focus for enterprise IT in 2016 as our customers respond to competition in a global economy driven by real-time insights. With 13.7% of our revenues coming from Digital business and this segment growing at a higher sequential rate, TCS is playing an impactful role in partnership with customers."

Rajesh Gopinathan, Chief Financial Officer, said: "In a challenging quarter with significant cross currency and other headwinds, we have operated with rigor and discipline to deliver credible margin performance and generated excellent cash flows."

Growth in Q3 was holistic with all industry segments showing sequential growth with Life Sciences & Healthcare,

Manufacturing and Hi-Tech leading the way. Europe and North America led growth in major markets while Latin America and Asia Pacific led the growth markets. Among service lines, Infrastructure Services and BPS were the leaders.

Select Key Wins

- Selected by a large Global Bank for a multi-year Application Management and Service Delivery transformation to optimize operations
- Chosen as a strategic partner by a leading European manufacturer for Application Support across Sales, HR, Finance & Operations applications in North America and Latin America
- Selected by a leading UK-based Grocery Retailer to transform Quality Assurance and Environment Management services
- Selected by a large European Airline as its Infrastructure transformation partner to standardize and improve End User Services and Operations across multiple lines of business
- Selected by a North America's leading digital media and advertising company as its strategic partner to accelerate growth in online ad operations, search campaign management and customer on-boarding
- Awarded by one of Europe's largest Utilities a multi-year engagement for delivering enterprise BI & analytics services, leveraging Big data and mobility
- Entered into a strategic partnership with a large North American mutual life insurance company to provide end to end Application Management Services
- Awarded a large end-to-end full services deal by a leading Latin American Bank to transform its IT and Business operations
- Chosen by a leading Latin American Bank to completely transform its Data Center footprint to enable standardization of operations and align business growth strategy in the region

Key Wins in Digital Services and Solutions

- Engaged by an automobile manufacturer for its digital journey to transform customer experience in its connected cars
- Selected by a leading insurance company to transform the customer and agent experience by creating a compelling multi-channel solution
- Engaged by a leading European Life sciences company to transform its product safety monitoring operations by leveraging data driven analytical insights from social channels
- TCS has been selected by a major automobile manufacturer to deliver a unique engagement in robotics for its line of hybrid vehicles to enhance customer comfort
- TCS has been engaged by a global media and information company to provide design services for social gamification of its customer experience to drive adoption of its products
- Three global customers have selected TCS to deploy its TCS Active Archive™ product to enable fast on-demand access to archived enterprise data
- Engaged by a large Indian bank to reimagine the user experience journey for digital banking

TCS BaNCS

- A leading Asian bank selected BaNCS core banking platform for operations in Americas
- Two large South African banks selected TCS BaNCS Insurance platform for their Life and General Insurance business
- A global wealth management institution selected BaNCS platform for developing Digital offerings
- A large European market infrastructure institution has selected TCS BaNCS to replace its clearing and settlement system

ignio™: TCS' neural automation platform, **ignio™** is witnessing increasing adoption with customers:

- A leading North American energy provider selected ignio™ to create a foundation for technology transformation
- A global pharmaceutical major in North America chose ignio™ to improve efficiency of Data Center operations
- A global automotive major is deploying ignio™ as a layer of intelligence over their entire IT landscape to create end-to-end visibility and automate operations
- A large global airlines group chose ignio™ to help optimize their overall IT service quality

Innovation and Intellectual Property:

As of December 31, 2015, the company has applied for **2,536** patents, including **90** applied during the quarter. To date the company has been granted **302** patents.

Human Resources:

The company continued to hire to support business growth. There was a total gross addition of 22,118 people (net addition of 9,071 employees) taking the total employee strength to 344,691 employees on a consolidated basis. The attrition rate (LTM) fell to 15.9%.

“Our efforts to increase employee retention is working with quarterly attrition rates falling in Q3. Our hiring continues to support strong business growth and we continue to invest in building digital skills, with over 70,000 TCSers undergoing training in new technologies this year,” said **Ajoy Mukherjee, Executive vice president and Global Head, Human Resources.**

Awards and Recognition:

Business Leadership:

- Asia IP Elite 2015 award from Intellectual Asset Management (IAM)
- CII Industrial Intellectual Property Award 2015
- the Aegis Graham Bell Awards 2015 in the 'mHealth' category
- TCS China ranked among Top 10 Global Service Provider 2015
- TCS Hungary receives the University Cooperation Excellence Award

Partner:

- Oracle Excellence Award for Specialized Partner of the Year:
 - o Asia Pacific in Telecommunications Industry
 - o North America and Asia-Pacific in Engineered Systems Solution
- FY16 GSI Partner of the Year Award at Dell World 2015

Sustainability:

- Dow Jones Sustainability Index 2015

Leadership:

N Chandrasekaran:

- Qimpro Platinum Standard Award 2015 (Business)
- Business Today's Best CEO 2015 (IT & ITES)

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IFRS \$

Unaudited Condensed Consolidated Statements of Comprehensive Income
For the three-month periods ended December 31, 2014, September 30, 2015 and December 31, 2015
(In millions of USD, except per share data)

	Three-month period ended December 31, 2014	Three-month period ended September 30, 2015	Three-month period ended December 31, 2015
Revenue	3,931	4,156	4,145
Cost of revenue	2,168	2,318	2,305
Gross margin	1,763	1,838	1,840
SG & A expenses	700	713	738
Operating income	1,063	1,125	1,102
Other income (expense), net	101	103	106
Income before income taxes	1,164	1,228	1,208
Income taxes	280	296	280
Income after income taxes	884	932	928
Minority interest	11	6	2
Net income	873	926	926
Earnings per share in USD	0.45	0.47	0.47

Unaudited Condensed Consolidated Statements of Financial Position
As of March 31, 2015 and December 31, 2015
(In millions of USD)

	As of March 31, 2015	As of December 31, 2015
Assets		
Property and equipment	1,849	1,765
Intangible assets and Goodwill	628	592
Accounts Receivable	3,266	3,455
Unbilled Revenues	612	615
Investments	280	1,273
Cash and Cash equivalents	298	355
Other current assets	3,399	3,232
Other non-current assets	1,667	1,432
Total Assets	11,999	12,719
Liabilities and Shareholders' Equity		
Shareholders' Funds	9,185	10,265
Long term borrowings	18	13
Short term borrowings	39	14
Other current liabilities	2,306	2,077
Other non-current liabilities	305	307
Minority Interest	146	43
Total Liabilities	11,999	12,719

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A propos de Tata Consultancy Services Ltd (TCS)

Tata Consultancy Services offre des services informatiques, des solutions d'entreprises et un service de conseil aux entreprises du monde entier qui se différencient par des résultats tangibles et une fiabilité inégalée. A travers son modèle unique de réseau mondial de centres de services (le Global Network Delivery Model), reconnu comme une norme d'excellence dans le secteur du développement logiciel, TCS offre un portefeuille intégré de services informatiques et connexes s'appuyant sur une démarche de conseil.

Filiale du Groupe Tata, le plus grand conglomérat industriel indien, TCS emploie plus de 319 000 consultants, parmi les meilleurs, dans 46 pays à travers le monde. La société, dont le chiffre d'affaires consolidé a atteint les 15,5 milliards de dollars sur l'exercice clos au 31 mars 2015, est cotée sur le National Stock Exchange et le Bombay Stock Exchange, en Inde.

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