



TCS/BM/145/SE/2017-18

January 11, 2018

**National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Mumbai
Kind Attn: Manager, Listing Department**

**BSE Limited
P. J. Towers, Dalal Street,
Mumbai
Kind Attn: General Manager
Department of Corporate Services
Scrip Code No. 532540 (BSE)**

Dear Sirs,

Sub: Financial Results for the quarter and nine months ended December 31, 2017 and declaration of a Third Interim Dividend

We enclose the audited financial results of the Company and audited consolidated financial results of the Company and its subsidiaries for the quarter and nine months ended December 31, 2017 under Ind AS, which have been approved and taken on record at a meeting of the Board of Directors of the Company held today.

We would like to inform you that at the Board Meeting held today, the Directors have declared a Third Interim Dividend of ₹7 per Equity Share of ₹1 each of the Company and that the same shall be paid to the equity shareholders of the Company whose names appear on the Register of Members of the Company or in the records of the Depositories as beneficial owners of the shares as on Tuesday, January 23, 2018 which is the Record Date fixed for the purpose.

We would like to inform you that the Third Interim Dividend will be paid to the equity shareholders of the Company on Wednesday, January 31, 2018.

The above information is also available on the website of the Company: www.tcs.com

Thanking you,

Yours faithfully,
For **Tata Consultancy Services Limited**


Rajendra Moholkar
Company Secretary

Encl: As above

cc:

1. National Securities Depository Limited
2. Central Depository Services (India) Limited
3. TSR Darashaw Limited

TATA CONSULTANCY SERVICES

Tata Consultancy Services Limited

TCS House Raveline Street 21 D S Marg Fort Mumbai 400 001 India

Tel 91 22 6778 9999 Fax 91 22 6778 9000 e-mail corporate.office@tcs.com website www.tcs.com

Registered Office 9th Floor Nirmal Building Nariman Point Mumbai 400 021

Corporate Identification No. (CIN): L22210MH1995PLC084781

TATA CONSULTANCY SERVICES LIMITED

Registered Office : 9th Floor, Nirmal Building, Nariman Point, Mumbai 400021

PART I : Statement of Audited Consolidated Interim Financial Results for the Quarter and Nine months ended December 31, 2017

(₹ in crores)

		Quarter ended			Nine months ended		Year ended
		December 31,	September 30,	December 31,	December 31,	December 31,	March 31,
		2017	2017	2016	2017	2016	2017
1	Income from operations (net)	30,904	30,541	29,735	91,029	88,324	117,966
2	Other income	870	819	1,192	2,648	3,224	4,221
3	TOTAL INCOME (1+2)	31,774	31,360	30,927	93,677	91,548	122,187
4	EXPENSES						
a)	Employee benefit expenses	16,458	16,572	15,275	49,213	45,929	61,621
b)	Fees to external consultants	2,233	2,240	2,242	6,585	6,786	8,854
c)	Depreciation and amortisation expense	506	504	496	1,509	1,482	1,987
d)	Other operating expenses	3,926	3,565	3,989	11,367	11,430	15,180
	TOTAL EXPENSES	23,123	22,881	22,002	68,674	65,627	87,642
5	PROFIT BEFORE FINANCE COSTS AND TAX (3-4)	8,651	8,479	8,925	25,003	25,921	34,545
6	FINANCE COSTS	6	7	7	40	24	32
7	PROFIT BEFORE TAX (5-6)	8,645	8,472	8,918	24,963	25,897	34,513
8	TAX EXPENSE						
a)	Current tax	1,989	2,146	2,249	6,210	6,206	8,235
b)	Deferred tax	111	(134)	(145)	(202)	(44)	(79)
	Total Tax expense	2,100	2,012	2,104	6,008	6,162	8,156
9	NET PROFIT FOR THE PERIOD (7-8)	6,545	6,460	6,814	18,955	19,735	26,357
	Attributable to:						
	Shareholders of the Company	6,531	6,446	6,778	18,922	19,681	26,289
	Non Controlling interest	14	14	36	33	54	68
10	OTHER COMPREHENSIVE INCOME/(LOSSES)	(505)	(2)	31	(349)	435	(177)
11	TOTAL COMPREHENSIVE INCOME (9+10)	6,040	6,458	6,845	18,606	20,170	26,180
	Attributable to:						
	Shareholders of the Company	6,032	6,442	6,841	18,572	20,119	26,117
	Non Controlling interest	8	16	4	34	51	63
12	Paid up equity share capital (Face Value : ₹ 1 per share)	191	191	197	191	197	197
13	Total Reserves						86,383
14	Basic and diluted earnings per share (in ₹)	34.12	33.67	34.40	98.14	99.89	133.41
15	Dividend per share (par value ₹ 1 each)						
	Interim dividend on equity shares (in ₹)	7.00	7.00	6.50	21.00	19.50	19.50
	Final dividend on equity shares (in ₹)	-	-	-	-	-	27.50
	Total dividend on equity shares (in ₹)	7.00	7.00	6.50	21.00	19.50	47.00
	Total equity dividend percentage	700	700	650	2,100	1,950	4,700



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TATA CONSULTANCY SERVICES LIMITED

Registered Office : 9th Floor, Nirmal Building, Nariman Point, Mumbai 400021

PART II : Consolidated Segment Information

(₹ in crores)

	Quarter ended			Nine months ended		Year ended
	December 31,	September 30,	December 31,	December 31,	December 31,	March 31,
	2017	2017	2016	2017	2016	2017
REVENUE BY INDUSTRY PRACTICE						
Banking, Financial Services and Insurance	11,970	12,229	12,021	35,988	35,677	47,505
Manufacturing	3,315	3,288	3,155	9,785	9,338	12,486
Retail and Consumer Business	5,383	5,109	5,143	15,488	15,466	20,459
Communication, Media and Technology	5,370	5,269	4,751	15,680	14,520	19,521
Others	4,866	4,646	4,665	14,088	13,323	17,995
REVENUE FROM OPERATIONS	30,904	30,541	29,735	91,029	88,324	117,966
SEGMENT RESULTS						
Banking, Financial Services and Insurance	3,240	3,362	3,309	9,674	9,828	13,098
Manufacturing	936	897	963	2,656	2,673	3,574
Retail and Consumer Business	1,454	1,344	1,468	4,071	4,353	5,740
Communication, Media and Technology	1,486	1,449	1,315	4,207	4,111	5,552
Others	1,158	1,097	1,157	3,211	3,155	4,271
Total	8,274	8,149	8,212	23,819	24,120	32,235
Unallocable expenses	499	496	486	1,504	1,447	1,943
Operating income	7,775	7,653	7,726	22,315	22,673	30,292
Other income	870	819	1,192	2,648	3,224	4,221
PROFIT BEFORE TAX	8,645	8,472	8,918	24,963	25,897	34,513
			As at	As at	As at	As at
			December 31,	September 30,	December 31,	March 31,
			2017	2017	2016	2017
SEGMENT ASSETS						
Banking, Financial Services and Insurance			10,870	11,739	10,457	10,341
Manufacturing			3,540	3,356	3,274	3,223
Retail and Consumer Business			5,645	5,816	5,492	5,232
Communication, Media and Technology			6,073	5,751	5,092	5,104
Others			6,950	7,321	6,742	6,267
			33,078	33,983	31,057	30,167
Unallocable Assets			65,186	59,978	67,438	73,085
TOTAL ASSETS			98,264	93,961	98,495	103,252
SEGMENT LIABILITIES						
Banking, Financial Services and Insurance			1,677	1,577	1,464	1,706
Manufacturing			258	174	183	123
Retail and Consumer Business			430	311	373	382
Communication, Media and Technology			348	278	409	433
Others			698	657	620	698
			3,411	2,997	3,049	3,342
Unallocable Liabilities			15,009	15,552	13,350	13,330
TOTAL LIABILITIES			18,420	18,549	16,399	16,672



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Select explanatory notes to the Statement of Audited Consolidated Interim Financial Results for the Quarter and Nine months ended December 31, 2017

1. The audited consolidated interim financial results of the Company for the quarter and nine months ended December 31, 2017 have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on January 11, 2018. The statutory auditors have expressed an unqualified audit opinion.
2. The above consolidated interim financial results have been prepared from the respective condensed consolidated interim financial statements, which are prepared in accordance with Ind AS notified under the Companies (Indian Accounting Standards) Rules, 2015.
3. In October 2014, Epic Systems Corporation (referred to as Epic) filed a legal claim against the Company in the Court of Western District Madison, Wisconsin for alleged infringement of Epic's proprietary information. In April 2016, the Company received an unfavorable jury verdict awarding damages totaling ₹ 6,145 crores (US \$ 940 million) to Epic. In September 2017, the Company received a Court order reducing the damages from ₹ 6,145 crores (US \$ 940 million) to ₹ 2,681 crores (US \$ 420 million) to Epic. The Company has received legal advice to the effect that the order and the reduced damages awarded are not supported by evidence presented during the Trial and a strong appeal can be made to superior court to fully set aside the Order. During the current quarter, pursuant to US Court procedures, a letter of credit has been made available to Epic for ₹2,809 crores (US \$ 440 million) as financial security in order to stay execution of the judgment pending post-judgment proceedings and appeal Accordingly, an amount of ₹2,809 crores (US \$ 440 million) is disclosed as Contingent Liability.
4. The Board of Directors at its meeting held on January 11, 2018, has declared a third interim dividend of ₹ 7.00 per equity share.
5. The results for the quarter and nine months ended December 31, 2017 are available on the BSE Limited website (URL: www.bseindia.com/corporates), the National Stock Exchange of India Limited website (URL: www.nseindia.com/corporates) and on the Company's website (URL: www.tcs.com/investors).



Mumbai
January 11, 2018

For and on behalf of the Board of Directors


Rajesh Gopinathan
CEO & Managing Director

TATA CONSULTANCY SERVICES LIMITED

Registered Office : 9th Floor, Nirmal Building, Narlman Point, Mumbai 400021

Statement of Audited Unconsolidated Interim Financial Results for the Quarter and Nine months ended December 31, 2017

(₹ in crores)

		Quarter ended			Nine months ended		Year ended
		December 31, 2017	September 30, 2017	December 31, 2016	December 31, 2017	December 31, 2016	March 31, 2017
		2017	2017	2016	2017	2016	2017
1	Income from operations (net)	24,278	24,032	23,184	71,786	69,287	92,693
2	Other income	1,043	807	1,360	4,264	3,514	4,568
3	TOTAL INCOME (1+2)	25,321	24,839	24,544	76,050	72,801	97,261
4	EXPENSES						
a)	Employee benefit expenses	12,669	12,896	11,941	38,305	35,769	48,116
b)	Fees to external consultants	1,582	1,561	1,681	4,683	5,064	6,566
c)	Depreciation and amortisation expense	419	412	394	1,227	1,176	1,575
d)	Other operating expenses	2,910	2,662	2,814	8,482	8,080	10,922
	TOTAL EXPENSES	17,580	17,531	16,830	52,697	50,089	67,179
5	PROFIT BEFORE FINANCE COSTS AND TAX (3-4)	7,741	7,308	7,714	23,353	22,712	30,082
6	FINANCE COSTS	2	4	3	27	12	16
7	PROFIT BEFORE TAX (5-6)	7,739	7,304	7,711	23,326	22,700	30,066
8	TAX EXPENSE						
a)	Current tax	1,622	1,746	1,820	5,073	5,117	6,643
b)	Deferred tax	48	(188)	(193)	(232)	(237)	(230)
	Total Tax expense	1,670	1,558	1,627	4,841	4,880	6,413
9	NET PROFIT FOR THE PERIOD (7-8)	6,069	5,746	6,084	18,485	17,820	23,653
10	OTHER COMPREHENSIVE INCOME/(LOSSES)	(276)	(245)	193	(519)	639	303
11	TOTAL COMPREHENSIVE INCOME (9+10)	5,793	5,501	6,277	17,966	18,459	23,956
12	Paid up equity share capital (Face Value : ₹ 1 per share)	191	191	197	191	197	197
13	Total Reserves						77,825
14	Basic and diluted earnings per share (in ₹)	31.70	30.02	30.88	95.88	90.44	120.04
15	Dividend per share (par value ₹ 1 each)						
	Interim dividend on equity shares (in ₹)	7.00	7.00	6.50	21.00	19.50	19.50
	Final dividend on equity shares (in ₹)	-	-	-	-	-	27.50
	Total dividend on equity shares (in ₹)	7.00	7.00	6.50	21.00	19.50	47.00
	Total equity dividend percentage	700	700	650	2,100	1,950	4,700



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Select explanatory notes to the Statement of Audited Unconsolidated Interim Financial Results for the Quarter and Nine months ended December 31, 2017

1. The audited unconsolidated interim financial results of the Company for the quarter and nine months ended December 31 2017 have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on January 11, 2018. The statutory auditors have expressed an unqualified audit opinion.
2. The above unconsolidated interim financial results have been prepared from the respective condensed unconsolidated interim financial statements, which are prepared in accordance with Ind AS notified under the Companies (Indian Accounting Standards) Rules, 2015.
3. In October 2014, Epic Systems Corporation (referred to as Epic) filed a legal claim against the Company in the Court of Western District Madison, Wisconsin for alleged infringement of Epic's proprietary information. In April 2016, the Company received an unfavorable jury verdict awarding damages totaling ₹ 6,145 crores (US \$ 940 million) to Epic. In September 2017, the Company received a Court order reducing the damages from ₹ 6,145 crores (US \$ 940 million) to ₹ 2,681 crores (US \$ 420 million) to Epic. The Company has received legal advice to the effect that the order and the reduced damages awarded are not supported by evidence presented during the Trial and a strong appeal can be made to superior court to fully set aside the Order. During the current quarter, pursuant to US Court procedures, a letter of credit has been made available to Epic for ₹2,809 crores (US \$ 440 million) as financial security in order to stay execution of the judgment pending post-judgment proceedings and appeal Accordingly, an amount of ₹2,809 crores (US \$ 440 million) is disclosed as Contingent Liability.
4. The Board of Directors at its meeting held on January 11, 2018, has declared an interim dividend of ₹ 7.00 per equity share.
5. The results for the quarter and nine months ended December 31, 2017 are available on the BSE Limited website (URL: www.bseindia.com/corporates), the National Stock Exchange of India Limited website (URL: www.nseindia.com/corporates) and on the Company's website (URL: www.tcs.com/investors).

Mumbai
January 11, 2018



For and on behalf of the Board of Directors


Rajesh Gopinathan
CEO & Managing Director



B S R & Co. LLP

Chartered Accountants

5th Floor, Lodha Excelus,
Apollo Mills Compound
N. M. Joshi Marg, Mahalaxmi
Mumbai - 400 011
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Auditor's Report on Quarterly Consolidated Financial Results and Year to date Consolidated Financial Results of Tata Consultancy Services Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To the Board of Directors of Tata Consultancy Services Limited

We have audited the statement of consolidated financial results ('the Statement') of Tata Consultancy Services Limited ('the Company') and its subsidiaries listed in Annexure I (collectively referred to as 'the Group') for the quarter ended 31 December 2017 and the consolidated year to date results for the period from 1 April 2017 to 31 December 2017, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

These consolidated quarterly financial results as well as the consolidated year to date financial results have been prepared from the condensed consolidated interim financial statements, which are the responsibility of the Company's management.

Our responsibility is to express an opinion on these consolidated financial results based on our audit of such condensed consolidated interim financial statements, which have been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard ('Ind AS') for Interim Financial Reporting ('Ind AS 34'), mandated under Section 133 of the Companies Act, 2013 read with relevant Rules issued thereunder, as applicable, and other accounting principles generally accepted in India.

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.

We did not audit the condensed financial information of 18 subsidiaries and 41 step down subsidiaries, included in the consolidated quarterly financial results and consolidated year to date results, whose interim financial information reflect total revenue before consolidation adjustments of Rs 7,783 crores and Rs 22,901 crores for the quarter ended 31 December 2017 and for the period 1 April 2017 to 31 December 2017 respectively, total revenue after consolidation adjustments of Rs 7,438 crores and Rs 21,773 crores for the quarter ended 31 December 2017 and for the period 1 April 2017 to 31 December 2017, respectively, and total profit after tax before consolidation adjustments of Rs 464 crores and 1,679 crores for the quarter ended 31 December 2017 and for the period 1 April 2017 to 31 December 2017, respectively. These financial information are unaudited and have been furnished to us by Management and our opinion on the consolidated financial results, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, is based solely on such unaudited financial information. Our opinion on the consolidated financial results is not modified in respect of the above matter with respect to our reliance on the financial information certified by the Management.



Auditor's Report on Quarterly Consolidated Financial Results and Year to date Consolidated Financial Results of Tata Consultancy Services Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Continued)

Tata Consultancy Services Limited

Corresponding figures for the quarter ended 31 December 2016, for the period 1 April 2016 to 31 December 2016 and for the year ended 31 March 2017 were audited by another auditor who expressed a modified opinion on the consolidated financial results for the quarter ended 31 December 2016 and year to date consolidated financial results for the period 1 April 2016 to 31 December 2016 dated 12 January 2017 in relation to audit coverage of certain subsidiaries and an unmodified opinion on the annual consolidated financial statements for the year ended 31 March 2017 dated 18 April 2017.

Based on our audit conducted as above, in our opinion and to the best of our information and according to the explanations given to us, these consolidated quarterly financial results as well as the consolidated year to date results:

- (i) include the quarterly and year to date financial results of the entities listed in Annexure 1;
- (ii) have been presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and SEBI circular dated 5 July 2016 in this regard; and
- (iii) give a true and fair view of the consolidated net profit (consolidated financial performance including other comprehensive income) and other consolidated financial information for the quarter ended 31 December 2017 as well as the consolidated year to date financial results for the period from 1 April 2017 to 31 December 2017.

For **B S R & Co. LLP**

Chartered Accountants

Firm's Registration No: 101248W/W-100022



Yezdi Nagporewalla

Partner

Membership No: 049265

Mumbai
11 January 2018

Tata Consultancy Services Limited**Annexure I: List of entities consolidated as at 31 December 2017**

1	APT Online Limited (formerly AP Online Limited)	32	TCS Italia SRL
2	C-Edge Technologies Limited	33	Tescom (France) Software Systems Testing S.A.R.L.
3	CMC Americas Inc.	34	Teamlink
4	Diligenta Limited	35	CMC eBiz Inc.
5	MahaOnline Limited	36	Tata Consultancy Services (South Africa) (PTY) Ltd.
6	MP Online Limited	37	Tata Consultancy Services Chile S.A.
7	Tata America International Corporation	38	TATASOLUTION CENTER S.A.
8	Tata Consultancy Services (Africa) (PTY) Ltd.	39	TECHNOLOGY OUTSOURCING S.A.C
9	Tata Consultancy Services Asia Pacific Pte Ltd.	40	TCS e-Serve America, Inc.
10	Tata Consultancy Services Belgium S.A.	41	Tata Consultancy Services Portugal Unipessoal Limitada
11	Tata Consultancy Services Canada Inc.	42	TCS Financial Solutions Australia Pty Limited
12	Tata Consultancy Services Deutschland GmbH	43	TCS Financial Solutions Beijing Co., Ltd.
13	Tata Consultancy Services Netherlands BV	44	TCS Financial Solutions Australia Holdings Pty Limited
14	Tata Consultancy Services Qatar S.S.C.	45	MGDC S.C.
15	Tata Consultancy Services Sverige AB	46	Tata Consultancy Services Argentina S.A.
16	TCS e-Serve International Limited	47	Tata Consultancy Services De Mexico S.A., De C.V.
17	TCS FNS Pty Limited	48	Tata Consultancy Services Do Brasil Ltda
18	TCS Foundation	49	TCS Inversiones Chile Limitada
19	TCS Iberoamerica SA	50	TCS Solution Center S.A.
20	PT Tata Consultancy Services Indonesia	51	TCS Uruguay S.A.
21	Tata Consultancy Services (China) Co., Ltd.	52	Alti S.A.
22	Tata Consultancy Services (Philippines) Inc.	53	Tata Consultancy Services Danmark ApS
23	Tata Consultancy Services (Thailand) Limited	54	Tata Consultancy Services De Espana S.A.
24	Tata Consultancy Services Japan, Ltd.	55	Tata Consultancy Services Luxembourg S.A.
25	Tata Consultancy Services Malaysia Sdn Bhd	56	Tata Consultancy Services Osterreich GmbH
26	Alti HR S.A.S.	57	Tata Consultancy Services Saudi Arabia
27	Alti Infrastructures Systems & Reseaux S.A.S.	58	Tata Consultancy Services Switzerland Ltd.
28	Alti NV	59	Tata Sons & Consultancy Services Employees Welfare Trust
29	Alti Switzerland S.A.	60	TCS e-Serve Limited - Employees Welfare Trust
30	Tata Consultancy Services France SAS	61	TCS e-Serve International Limited - Employees Welfare Benefit Trust
31	Planaxis Technologies Inc.		

B S R & Co. LLP

Chartered Accountants

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India

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Auditor's Report on Quarterly Standalone Financial Results and Year to Date Standalone Financial Results of Tata Consultancy Services Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To The Board of Directors of Tata Consultancy Services Limited

We have audited the quarterly standalone financial results of Tata Consultancy Services Limited ('the Company') for the quarter ended 31 December 2017 and the year to date results for the period from 1 April 2017 to 31 December 2017, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

These quarterly standalone financial results as well as the year to date standalone financial results have been prepared on the basis of the condensed standalone interim financial statements, which are the responsibility of the Company's management. Our responsibility is to express an opinion on these standalone financial results based on our audit of such condensed standalone interim financial statements, which have been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard for Interim Financial Reporting ('Ind AS 34'), prescribed, under Section 133 of the Companies Act, 2013 read with relevant Rules issued thereunder; as applicable and other accounting principles generally accepted in India.

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.

Corresponding figures for the quarter ended 31 December 2016, the year to date standalone financial results for the period from 1 April 2016 to 31 December 2016 and the year ended 31 March 2017 were audited by another auditor who expressed an unqualified opinion on the quarterly standalone financial results for the quarter ended 31 December 2016 and year to date standalone financial results for the period from 1 April 2016 to 31 December 2016, dated 12 January 2017 and the annual standalone financial results for the year ended 31 March 2017, dated 18 April 2017.

In our opinion and to the best of our information and according to the explanations given to us, these quarterly standalone financial results as well as the year to date standalone financial results:

- (i) are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and SEBI circular dated 5 July 2016 in this regard; and



Auditor's Report on Quarterly Standalone Financial Results and Year to Date Standalone Financial Results of Tata Consultancy Services Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Continued)

Tata Consultancy Services Limited

- (ii) give a true and fair view of the standalone net profit (financial performance including other comprehensive income) and other financial information for the quarter ended 31 December 2017 as well as the year to date standalone financial results for the period from 1 April 2017 to 31 December 2017.

For B S R & Co. LLP

Chartered Accountants

Firm's Registration No: 101248W/W-100022



Yezdi Nagporewalla

Partner

Membership No: 049265

Mumbai

11 January 2018



TCS/BM/146/SE/2017-18

January 11, 2018

National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Mumbai
Kind Attn: Manager, Listing Department

BSE Limited
P. J. Towers, Dalal Street,
Mumbai
Kind Attn: General Manager
Department of Corporate Services
Scrip Code No. 532540 (BSE)

Dear Sirs,

Sub: Press Release

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of a Press Release which will be disseminated shortly. The Press Release is self-explanatory.

The above information is also available on the website of the Company: www.tcs.com

Thanking you,

Yours faithfully,
For **Tata Consultancy Services Limited**


Rajendra Moholkar
Company Secretary

Encl: As above

TATA CONSULTANCY SERVICES

Tata Consultancy Services Limited

TCS House Raveline Street 21 D S Marg Fort Mumbai 400 001 India

Tel 91 22 6778 9999 Fax 91 22 6778 9000 e-mail corporate.office@tcs.com website www.tcs.com

Registered Office 9th Floor Nirmal Building Nariman Point Mumbai 400 021

Corporate Identification No. (CIN): L22210MH1995PLC084781

For immediate use **PRESS RELEASE**
IFRS \$

Large deal wins, Digital demand mark Strong Q3

Revenue Growth of 9.1% Y-o-Y; 1% Q-o-Q in USD terms

- **Strongest Volume growth for Dec Qtr in 3 years: 1.6% Q-o-Q**
- **Digital revenue at 22.1%, up 39.6% Y-o-Y; 13.9% Q-o-Q (CC)**
- **Digital comes of age: Largest Digital deal signed till date**

MUMBAI, January 11, 2018: Tata Consultancy Services (BSE: 532540, NSE: TCS), the leading IT services, consulting and business solutions firm reported its consolidated financial results according to IFRS and Ind AS, as on December 31, 2017.

Financial Highlights for Quarter Ended December 31, 2017

- Revenue at \$4,787 Mn, +9.1 % Y-o-Y; +1% Q-o-Q
- Constant Currency revenue growth of 6.2% Y-o-Y; 1.3% Q-o-Q
- Net Income at \$1,012 Mn, +1.2% Y-o-Y; +1.1% Q-o-Q
- Operating Margin at 25.2%, an expansion of 0.1% Q-o-Q
- Net Cash from Operations at \$1,206 Mn i.e. 119.2% of Net Income
- Earnings Per Share at \$0.53
- Dividend per share of ₹ 7

Proposed record date 23/01/18; Payment date 31/01/18

Business Highlights for Quarter Ended December 31, 2017

- Retail vertical turns around: +3% Y-o-Y; +6.4% Q-o-Q (CC)
- Digital revenue at 22.1%, +39.6% Y-o-Y; +13.9% Q-o-Q (CC)
- Strong client metrics: 3 clients added in \$50M+ band, 7 in \$20M+, 9 in \$10M+ and 15 in the \$5M+ band
- IT Attrition rate (LTM) down further by 0.2% Q-o-Q to 11.1%
- Total employees: 390,880; Gross addition: 12,534 employees

Commenting on the Q3 performance, Rajesh Gopinathan, CEO and MD, said: *"We wrapped 2017 with a strong performance in the December quarter, marked by the signing of industry-defining deals, robust client metrics and broad-based demand across industry verticals. As lagging parts of our portfolio turn around, and areas of softness reduce, we are well placed for stronger growth ahead."*

Mr Gopinathan added: *"Progressive organizations looking to take advantage of new opportunities in the Business 4.0 era are ramping up their Digital investments, and TCS has emerged as their preferred transformational partner. We signed our first \$50Mn+ deal in Digital this quarter, crossing an important milestone in the mainstreaming of Digital technologies. The investments we have been*

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making over the last few years in Research and Innovation, and in building intellectual property, are giving us a distinct edge in the market in winning such large transformational programs.”

N. Ganapathy Subramaniam, Chief Operating Officer & Executive Director, said: *“We had a very good quarter marked by excellent operating metrics all across. New deal ramp-ups, increasing traction in Digital, robust demand pick up in Retail and continuing momentum in most of our industry verticals gave us strong volume growth in a seasonally weak quarter. Our reputation for superior execution, combined with our platform capability, positions us well to close mega deals.”*

V. Ramakrishnan, Chief Financial Officer, said: *“Concerted efforts by all our teams and tighter working capital management resulted in very strong cash conversion this quarter. The long view we have historically taken with many of our key investment decisions, be it our geographic forays or new cloud-based platform businesses, is now beginning to yield results. Several of the key deals we signed this quarter, are a vindication of that strategic patience.”*

Q3 Segment Highlights¹

Industries: Most industry verticals grew above company average in Q3. The Retail and CPG vertical showed a strong turn around, growing 6.4% Q-o-Q. Growth was led by Energy & Utilities (+8.5% Q-o-Q), Travel & Hospitality (+2.9% Q-o-Q) and Life Sciences & Healthcare (+2.5% Q-o-Q). On a year on year basis, all industry verticals – with the exception of BFSI and Retail – grew above 9.5%, with four verticals growing in double digits Y-o-Y.

Markets: Growth was led by Latin America (+5% Q-o-Q), Continental Europe (+2.6% Q-o-Q) and North America (+1.5% QoQ). On a Y-o-Y basis, Continental Europe (+22.3%), UK (+8.2%) and India (+4.1%) performed very well. North America grew 2.8% YoY.

Services: Continuing investments by clients in Digital initiatives resulted in over 150+ wins and strong growth across all service practices. Key highlights:

- **Cloud Services:** Robust growth led by public cloud, private cloud and application modernization services, accounting for 22 Digital wins
- **Cyber Security:** Saw more than 15 major wins, growth was led by demand for services around GDPR, Identity & Access Management, and Vulnerability Management
- **IoT:** The practice saw continued high growth, as IoT deployments go mainstream. TCS won over 10 IoT deals including the one where Rolls Royce chose the TCS Connected Universe Platform (TCUP) to underpin its next generation products and services
- **Digital Interactive:** Experience Intelligence & Humanizing the Machine First World were two key themes behind marquee wins
- **Enterprise Intelligent Automation:** Delivered top of the line growth, with TCS Machine First Delivery Model (MFDm) gaining strong traction

¹ Growth rates mentioned are in constant currency

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- **Enterprise Application Services:** Adoption of newer Digital offerings such as SAP S/4 HANA, Oracle Cloud, Microsoft Dynamics 365, Salesforce, and other cloud enterprise platforms drove steady growth
- **Consulting & Service Integration:** A key pillar of TCS' full stakeholder play, consulting-led transformations in the areas of M&A, Supply Chain, Future of Finance, and Customer Experience resulted in several marquee deal wins.
- **Cognitive Business Operations:** Robust order book with 3 large deals in Market Research, Oil & Gas and Telecom industries, as the value proposition of leveraging digital to transform business operations and deliver superior business outcomes gains traction.

Select Key Wins in Q3

- Selected as a strategic partner by a large European bank to operationally transform their mission critical core systems across multiple geographies and lines of business.
- Chosen as a strategic partner by a large Australian bank in a multi-year deal, to provide application services across all lines of business in an agile model.
- Selected as the exclusive partner by Lexmark International Inc. in the US to provide end-to-end IT management for the company's transformation to a future-ready enterprise. The partnership includes private cloud infrastructure, end user services and network management and applications management. The engagement will leverage **ignio™**, TCS' cognitive automation platform, to deploy a machine-first delivery model (MFD™).
- Partnered with a major US oil field services company to transform their F&A business processes, utilizing a cognitive operations solution, thereby unlocking exponential business value for the customer.
- Selected as a strategic IT partner for a large global engineering procurement construction company, managing multi-sourcing service integration, cyber security, deploying **ignio™** to drive cognitive automation of the company's SAP landscape, and application services.
- Selected for a multi-year deal to drive the business operations management of a large US healthcare organization's six critical healthcare functions, leveraging **ignio's** cognitive capabilities for automation and insights.
- Selected as the preferred digital partner for Rolls Royce in their strategic initiative to develop an IoT platform and associated applications, which will be the foundation of their IoT solution that connects thousands of assets globally.
- Extended a long-standing partnership until 2025 with Nielsen Holding PLC, a leading global market research firm, leveraging TCS' Business 4.0 strategy to help transform their technology, operations, engineering, and knowledge processes to deliver superior outcomes to their customers.
- Selected as the principal technology partner by UK's heritage fashion and foods retailer, Marks & Spencers, to transform customer experience and drive growth of its business.
- Selected as a strategic partner for Western Union, a large US financial services and communications company to maintain and transform its mission critical systems globally, spanning multiple lines of business and evolving to an agile and DevOps operating model.

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- Selected by TDC, a Danish telecommunications company to provide IT Infrastructure services and leverage **ignio™** to build a 360 degree view of the enterprise, automate incident and service request resolution, and infrastructure health-checks to reduce costs and enhance the customer experience.

Key Digital Wins

- Selected by a large European retailer as a strategic partner for their digital marketing transformation to provide customers with a proactive, conversational and contextual experience across multiple global channels, while taking the mass-personalization capability of the retailer to the next level.
- Chosen by a leading UK based insurance firm as the partner to chart the roadmap to transform its procure-to-pay business process to be more agile with the next generation cloud capabilities.
- Selected by a German lens manufacturer to conceptualize and bring out a first-of-its-kind offering with sophisticated centration, position of wear and related capabilities built on an IoT framework of intelligent devices to drive next generation automation and deliver a friction-free customer experience.
- Chosen by a leading Japanese hi-tech firm as their IoT partner to engineer next generation safety, security monitoring features in their Data Centers while minimizing their carbon footprint through a Remote Energy Management solution.
- Engaged by a European telecom company to improve visibility on expenditures using machine learning and AI techniques, and leverage the power of analytics to provide greater HR and talent insights.
- Selected by a Canadian insurer to develop the blueprint for an enhanced user experience – a key element of their competitive differentiation - using TCS's Service Design methodologies.
- Engaged by a leading UK based retailer as their cloud transformation partner for their application modernization program leveraging the Microsoft Azure Cloud.
- Engaged by a leading American investment management company to deliver out-of-the-box, disruptive methods of augmenting traditional channels with automated self-service for superior customer experience.
- Selected by a major Indian private bank for big data architecture and design consulting for enabling next generation security analytics capabilities.
- Selected for 3 different Cyber Security engagements - an American healthcare provider, a British stock exchange and an American insurance firm - to provide comprehensive Infrastructure and Application Vulnerability Management services.
- Engaged by an Australian oil and gas company as the strategic partner for their digital transformation journey to improve business stakeholder value leveraging cloud technologies.

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Research and Innovation:

- TCS' Research and Innovation scientists received Second Prize at the **INFORMS RAS 2017 Problem Solving Competition** at Houston, Texas. The Institute for Operations Research and the Management Sciences (INFORMS) is the largest society in the world for professionals in the field of operations research, management science, and analytics.
- The National Centre for Promotion of Employment for Disabled People (NCPEDP) selected a TCS R&I Scientist for the 18th NCPEDP Mindtree **Helen Keller Awards 2017**
- TCS hosted the TCS SLUSH Experience 2017 as part of SLUSH - Europe's top startup event in Helsinki. The event brought together a host of TCS customers and startups in the areas of AI and Mixed Reality towards driving collaborative innovation

As of December 31, 2017, the company has applied for **3617** patents, including **100** applied during the quarter. Till date the company has been granted **623** patents.

Human Resources:

Total employee strength at the end of Q3 stood at **390,880** on a consolidated basis, with gross addition of **12,534** employees and net addition of **1,667** employees during the quarter.

Localization initiatives continue to progress well, with **2,929** employees recruited outside India in Q3, bringing the total to **9,908** in FY 18, year to date.

Employee reskilling initiatives, focused on building digital competencies at scale using anywhere anytime access, are helping employees stay relevant at a time of technology change. The company continues to enjoy best in class employee retention rates. The IT Services attrition rate (LTM) fell by 0.2% in Q3 to **11.1%**, while the total attrition rate (including BPS) fell to **11.9%**.

The percentage of women in TCS rose further to **35.2%** in Q3. The total number of nationalities represented in the workforce stood at **131**.

"Our core philosophy of investing in our people and empowering them, and in creating employee-friendly workplaces, is resulting in an engaged, energized and empowered workforce that is central to our continued success," said Ajoy Mukherjee, Executive Vice President and Global Head, Human Resources.

Awards and Recognition:

Business Leadership:	Partner:
- Recognized in the Forbes 2017 Global 2000 list as: - o One of the Top Regarded Companies - o One of the World's Best Employers - Ranked No 1 in the BT 500 – India's Most Valuable Companies -2017 - Topped the BW 500 Real rankings in the technology space -2017	- CA Technologies 2017 Global Marketing Innovation Partner of the Year - Cloudera Global System Integrator of the Year - Cisco IT Service Provider Partner of the Year for Cloud Excellence - Perfecto 2017 Global Partner of the Year



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- Won the CII Industrial **Intellectual Property Award** 2017
- Won a **Gold** for the TCS New York City Marathon App in the **Best in Biz Awards 2017**
 - o Recognised for **Consumer App of the Year** for second consecutive year
- Won two awards at the **Express IT Awards® 2017**
 - o **IT Innovation in large enterprise category**
 - o **Mobility Solutions category**
- Ranked as **Top Employer in South Africa** by the Top Employers Institute
- Recognised as **Top 2017 Recruiter in Canada** by the Canadian HR Reporter
- Won Canadian National HR Award for '**Best Recruitment Campaign**'
- Named as one of the '**Best Companies to Work for Women in India**' by Working Mother Media and Avtar Group
- Won the '**WILL Best Employers for Women**' award

Sustainability:

- Recognised as a **Leader** in Climate Change efforts by CDP (formerly Carbon Disclosure Project)

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IFRS Financial Statements

Unaudited Condensed Consolidated Statements of Comprehensive Income
For the three-month periods ended December 31, 2016, September 30, 2017 and
December 31, 2017

(In millions of USD, except per share data)

	Three-month period ended December 31, 2016	Three-month period ended September 30, 2017	Three-month period ended December 31, 2017
Revenue	4,387	4,739	4,787
Cost of revenue	2,490	2,733	2,767
Gross margin	1,897	2,006	2,020
SG & A expenses	756	818	815
Operating income	1,141	1,188	1,205
Other income (expense), net	175	127	134
Income before income taxes	1,316	1,315	1,339
Income taxes	310	312	325
Income after income taxes	1,006	1,003	1,014
Minority interest	6	3	2
Net income	1,000	1,000	1,012
Earnings per share in \$	0.51	0.52	0.53

Unaudited Condensed Consolidated Statements of Financial Position
As of March 31, 2017 and December 31, 2017

(In millions of USD)

	As of March 31, 2017	As of December 31, 2017
Assets		
Property and equipment	1,811	1,828
Intangible assets and Goodwill	581	601
Accounts Receivable	3,498	3,819
Unbilled Revenues	825	991
Investments	6,474	5,028
Cash and Cash equivalents	555	761
Other current assets	1,119	1,016
Other non-current assets	1,385	1,682
Total Assets	16,248	15,726
Shareholders' Funds	13,619	12,782
Long term borrowings	11	9
Short term borrowings	34	3
Other current liabilities	2,204	2,529
Other non-current liabilities	323	344
Minority Interest	57	59
Total Liabilities	16,248	15,726

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About Tata Consultancy Services Ltd (TCS)

Tata Consultancy Services is an IT services, consulting and business solutions organization that partners with many of the world's largest businesses in their transformation journeys. TCS offers a consulting-led, Cognitive powered, integrated portfolio of IT, Business & Technology Services, and engineering. This is delivered through its unique Location Independent Agile delivery model, recognized as a benchmark of excellence in software development. A part of the Tata group, India's largest multinational business group, TCS has over 390,000 of the world's best-trained consultants in 46 countries. The company generated consolidated revenues of US \$ 17.6 billion for year ended March 31, 2017 and is listed on the BSE (formerly Bombay Stock Exchange) and the NSE (National Stock Exchange) in India. For more information, visit us at www.tcs.com.

Follow TCS on Twitter at [@TCS_News](https://twitter.com/TCS_News).

For more information please contact:

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TCS/BM/147/SE/2017-18

January 11, 2018

National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Mumbai
Kind Attn: Manager, Listing Department

BSE Limited
P. J. Towers, Dalal Street,
Mumbai
Kind Attn: General Manager
Department of Corporate Services
Scrip Code No. 532540 (BSE)

Dear Sirs,

Sub: Financial Results for the quarter and nine months ended December 31, 2017

The audited financial results of the Company and the audited consolidated financial results of the Company and its subsidiaries under Ind AS for the quarter and nine months ended December 31, 2017, have been approved and taken on record at a meeting of the Board of Directors of the Company held today at 11.15 a.m. and concluded at 5.15 p.m.

Thanking you,

Yours faithfully,
For **Tata Consultancy Services Limited**


Rajendra Moholkar
Company Secretary

TATA CONSULTANCY SERVICES

Tata Consultancy Services Limited

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Corporate Identification No. (CIN): L22210MH1995PLC084781