

TCS Financial Results

Quarter I Ended FY 2024-25

Jul 11, 2024

Building on belief

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 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 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.

Q1 FY25 Performance Highlights

➤ Revenue:

- INR Revenue of ₹ **626,130 Mn**, up **5.4% YoY**
- USD Revenue of \$ **7,505 Mn**, up **3.9% YoY**
- Constant currency revenue up **4.4% YoY**

➤ Profit:

- Operating Margin at **24.7%**
- Net Margin at **19.2%**
- Cash flow from operations at **92.8%** of net profit

➤ Demand:

- Clients \$100M+ up by 3 ; \$50M+ up by 3 ; \$10M+ up by 18 & \$1M+ up by 42 YoY
- Order book TCV at \$8.3 Bn; North America TCV at \$4.6 Bn; BFSI TCV at \$2.7 Bn, Consumer Business TCV at \$1.1 Bn

➤ People:

- Closing headcount: **606,998**
- LTM attrition at **12.1%** in IT Services