

Financial Performance:

- FY 2025 revenue surpassed the \$30 billion milestone, achieving \$30.2 billion.
- Revenue growth of 4.2% in constant currency; 3.8% in dollar terms; 6% in rupee terms.
- Operating margin for FY 2025 at 24.3%, a decline of 30 basis points year-on-year.
- Net margin for FY 2025 stood at 19%.
- Q4 revenues grew 2.5% on a constant currency basis, reaching ₹64,479 crore, translating to a growth of 5.3% in rupee terms and \$7.47 billion in dollar revenues, with a year-on-year growth of 1.4%.
- Q4 operating margin at 24.2%, reflecting a sequential decline of 30 basis points.

Client Metrics:

- Total Contract Value (TCV) in Q4 reached a record \$12.2 billion, indicating strong market share gains.
- North America TCV reached an all-time high of \$6.8 billion.
- BFSI TCV was \$4 billion, and Consumer Business Group contributed \$1.7 billion, all achieved without mega deals.

Segment Performance:

- BFSI grew 2.5%; Consumer Business Group declined 0.2%; Life Sciences & Healthcare declined 5.6%; Manufacturing declined 2.9%; Technology & Services grew 1.1%; Communication & Media declined 9.8%; Energy Resources & Utilities grew 4.6%; Regional Markets grew 22.5%.
- European markets grew 1.4%, with the U.K. at 1.2%, but North America declined 1.9%.

Investment in Workforce:

- Workforce at the end of FY 2025 was 607,979, with an attrition rate stable at 13.3%.
- Focus on campus hiring and organic talent development to enhance skills, particularly in AI and data certifications.
- Achieved enterprise-wide top employer certification from the Top Employer Institute.

Challenges and Headwinds:

- 200 basis points headwind from annual wage increases and tactical interventions.

- 130 basis points headwind from investments in infrastructure and capability building.
- Increased scrutiny on discretionary spending and delays in decision-making observed in some sectors, particularly in consumer and insurance.

Outlook and Demand Drivers:

- Management remains cautiously optimistic about FY 2026, expecting it to be better than FY 2025, driven by strong TCV and a belief that current uncertainty is short-lived.
- Increased focus on AI and GenAI applications across business processes anticipated to drive future growth.
- Technology modernization, vendor consolidation, and operational model transformation are key client priorities.

New Developments:

- Introduction of ignio™ cognitive automation software suite, with 30 new deal wins and 11 go-lives.
- Expansion of TCS BaNCSTM for financial services, with 4 wins and 4 go-lives.
- Launch of TCS iONTM platform for digital assessments, with significant operational capacity.
- TCS OmniStore™ and TCS Optumera™ platforms gaining traction in the market.

Strategic Focus:

- Emphasis on AI for both IT and business processes, with clients increasingly seeking AI-driven solutions for operational efficiency.
- Investments in cloud migration and cybersecurity initiatives to enhance service delivery and operational resilience.
- Continuous monitoring of global macroeconomic conditions and client engagement to adapt to changing market dynamics.