

Business Profile:

- Tata Consultancy Services Limited (TCS) is a leading global IT services, consulting, and business solutions provider, headquartered in Mumbai, India. It operates through a cognitive-powered, integrated portfolio of IT, business, and engineering services and solutions.

- The company specializes in end-to-end transformational and operational solutions on leading cloud technology platforms, integrating deep domain expertise and innovation. Its unique selling proposition lies in its customer-centric approach and ability to deliver comprehensive, high-quality solutions that drive business growth and transformation.

- TCS targets industry verticals such as Banking, Financial Services and Insurance (BFSI), Retail and Consumer Business, Communications, Media and Technology (CMT), Manufacturing, Life Sciences and Healthcare, along with others like Energy, Resources and Utilities, Public Services. Their services are aimed at delivering high-quality, high-impact solutions through consulting, digital transformation, and cloud services to meet the specific needs of each industry.

Peer Comparison Table

Company Name	LTP (□)	P/E (%)	Mkt.Cap (□Cr.)	NP Qtr (□Cr.)	Div.Yield (%)	Sales Qtr (□.Cr)	Book Value (□)
Tata Consultancy Services Ltd TCS	3,973.40 BSE	31.91	1412845.09	11393.0	1.87	51488.0	198.39
Infosys Ltd INFY	1,589.75 BSE	23.89	650581.23	8480.0	2.93	32001.0	195.52
HCL Technologies Ltd HCLTECH	1,468.75 BSE	33.93	396086.56	2763.0	3.56	12077.0	145.45
Wipro Ltd WIPRO	527.25 BSE	30.04	269301.15	2446.6	0.19	16593.2	110.48
LTIMindtree Ltd LTIM	5,450.70 BSE	35.57	159562.46	1093.6	1.21	8603.9	651.61

OpenAI Analysis

Tata Consultancy Services Ltd (TCS) leads in market cap (■1412845.09 Cr) and quarterly net profit (■11393.0 Cr), with the highest quarterly sales (■51488.0 Cr). Infosys Ltd (INFY) follows with a market cap of ■650581.23 Cr and a net profit of ■8480.0 Cr, while HCL Technologies Ltd (HCLTECH) has a market cap of ■396086.56 Cr and a net profit of ■2763.0 Cr. Wipro Ltd (WIPRO) and LTIMindtree Ltd (LTIM) have lower market caps and net profits, with LTIM having the highest book value (■651.61).

Business Model:

- The company's revenue streams include the sale of distinct software, manufactured systems, third-party hardware, time and material contracts, and fixed-price maintenance and support services. Critical revenue comes from significant industry verticals such as Banking, Financial Services and Insurance, Retail and Consumer Business, and Communication, Media and Technology.

- The company targets clients at various stages of their relationship journey, from initial engagements to strategic partnerships, effectively deepening relationships with nearly 60 global clients who spend more than \$100 million annually. This customer-centric approach has been highly successful, consistently earning the company top rankings in customer satisfaction.

- The company maintains profitability and sales by devolving decision-making to frontline managers for growth and profitability and proactively investing in infrastructure and resourcing for flexible product offerings and long-term contracts.

- TCS uses various channels for selling and services, including Email, SMS, Newspaper, Pamphlets, Advertisements, Community Meetings, Notice Boards, and their website. Engagement with employees and customers also involves town halls, roadshows, video and audio conference calls, and internal

communication platforms like Ultimatix Notice Board and Knome.

- The company offers innovative propositions to its partners and consumers by leveraging the ecosystem to embed insurance and other offerings into transactions, and creates new revenue streams and growth opportunities through co-innovation and data insights. Additionally, it enhances user experience and business growth for Tata group entities by providing cutting-edge technologies and industry-specific best practices.

Management Structure:

- The company in question appears to be a subsidiary under Tata Sons Private Limited, a large conglomerate. Here's the classification based on the provided context: 1. **Size**: It is a large company, as indicated by the 25-fold revenue growth over the last 20 years and its extensive range of services and products. 2. **Ownership**: The company is a subsidiary of Tata Sons Private Limited. 3. **Type of Ownership**: It falls under private ownership, specifically as a part of a holding company structure where Tata Sons Private Limited acts as the parent entity.

- Tata Consultancy Services Limited (TCS) has multiple stakeholders including shareholders, customers, employees, and regulatory bodies. Shareholders are interested in the financial performance and return on investments, as evidenced by the comprehensive audit reports on both consolidated and standalone financial statements. Customers benefit from TCS's global network delivery model, ensuring high-quality and reliable service. Employees are crucial as they drive the service delivery with their expertise and trained domain knowledge. Regulatory bodies ensure compliance with financial and operational standards, with TCS adhering to arm's length transactions and regular audits for transparency and accountability.

- As of March 31, 2022, the company's Key Managerial Personnel are: - Chief Executive Officer (CEO) and Managing Director: Rajesh Gopinathan - Chief Operating Officer (COO) and Executive Director: N Ganapathy Subramaniam - Chief Information Officer (CIO): This role is not explicitly mentioned in the provided context. If you meant the Chief Technology Officer (CTO), that would be K Ananth Krishnan.

3rd Party Rating:

- The provided context does not include any information regarding a 3rd party rating of the company. If you need specific details about the company's 3rd party ratings, such as those from credit rating agencies or industry analysts, you may need to consult external sources or official company disclosures.