

TATA CONSULTANCY SERVICES LIMITED

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

A. Audited Consolidated Financial Results for the Quarter and Nine months ended December 31, 2011

(₹ in Lakhs)

	Quarter ended			Nine months ended		Year ended
	December 31, 2011	September 30, 2011	December 31, 2010	December 31, 2011	December 31, 2010	March 31, 2011
<b>1 INCOME FROM OPERATIONS</b>						
(a) Information Technology and Consultancy Services	1272302	1128982	933147	3445705	2619831	3604613
(b) Sale of Equipment and Software Licenses (Net of excise)	48097	34367	33188	117745	96871	127838
	<b>1320399</b>	<b>1163349</b>	<b>966335</b>	<b>3563450</b>	<b>2716702</b>	<b>3732451</b>
<b>2 EXPENDITURE</b>						
(a) Employee Benefit Expenses	481815	448426	355223	1351124	1000247	1372610
(b) Overseas Business Expenses	181479	167285	140557	503505	404971	552921
(c) Services rendered by Business Associates and Others	65361	56108	43677	169936	132885	183655
(d) Depreciation and amortisation expense	23483	23177	18839	67453	52238	73526
(e) Others	182363	153119	136912	487806	370066	505429
Total Expenditure	<b>934501</b>	<b>848115</b>	<b>695208</b>	<b>2579824</b>	<b>1960407</b>	<b>2688141</b>
<b>3 PROFIT FROM OPERATIONS BEFORE OTHER INCOME, INTEREST AND TAXES</b>	<b>385898</b>	<b>315234</b>	<b>271127</b>	<b>983626</b>	<b>756295</b>	<b>1044310</b>
<b>4 OTHER INCOME (NET)</b>	(8728)	12269	19421	32955	36042	60400
<b>5 PROFIT BEFORE INTEREST AND TAXES</b>	<b>377170</b>	<b>327503</b>	<b>290548</b>	<b>1016581</b>	<b>792337</b>	<b>1104710</b>
<b>6 INTEREST</b>	486	964	487	1922	2283	2648
<b>7 PROFIT BEFORE TAXES</b>	<b>376684</b>	<b>326539</b>	<b>290061</b>	<b>1014659</b>	<b>790054</b>	<b>1102062</b>
<b>8 PROVISION FOR TAXES</b>	93081	93773	50414	254239	136708	183083
<b>9 PROFIT AFTER TAXES BUT BEFORE MINORITY INTEREST AND SHARE OF PROFIT OF ASSOCIATE</b>	<b>283603</b>	<b>232766</b>	<b>239647</b>	<b>760420</b>	<b>653346</b>	<b>918979</b>
<b>10 MINORITY INTEREST</b>	3326	2666	2664	8564	8805	12145
<b>11 SHARE OF LOSS OF ASSOCIATE</b>					30	30
<b>12 NET PROFIT FOR THE PERIOD</b>	<b>280277</b>	<b>230100</b>	<b>236983</b>	<b>751856</b>	<b>644511</b>	<b>906804</b>
<b>13 Paid up Equity Share Capital (Face Value : ₹ 1 per share)</b>	19572	19572	19572	19572	19572	19572
<b>14 Reserves excluding Revaluation Reserves</b>						<b>2420909</b>
<b>15 Dividend per share (par value ₹ 1/- each)</b>						
Interim dividend on equity shares (in ₹)	3	3	2	9	6	6
Final dividend on equity shares (in ₹)	-	-	-	-	-	8
Total dividend on equity shares (in ₹)	3	3	2	9	6	14
Total equity dividend percentage	300	300	200	900	600	1400
Dividend on redeemable preference shares (in ₹)	-	-	-	-	-	0.11
Preference dividend percentage	-	-	-	-	-	11
<b>16 Basic and diluted earnings per share (in ₹)</b>	14.30	11.74	12.08	38.37	32.85	46.27
<b>17 Total Public Shareholding</b>						
Number of shares	507350256	507356374	507829624	507350256	507829624	507883589
Percentage of shareholding	25.92	25.92	25.95	25.92	25.95	25.95
<b>18 Promoters and promoter group Shareholding</b>						
<b>a) Pledged / Encumbered</b>						
Number of shares	83100000	83100000	222100000	83100000	222100000	203300000
Percentage of shares (as a % of the total equity shareholding of promoter and promoter group)	5.73	5.73	15.32	5.73	15.32	14.03
Percentage of shares (as a % of the total equity share capital of the company)	4.25	4.25	11.35	4.25	11.35	10.39
<b>b) Non-Encumbered</b>						
Number of shares	1366770740	1366764622	1227291372	1366770740	1227291372	1246037407
Percentage of shares (as a % of the total equity shareholding of promoter and promoter group)	94.27	94.27	84.68	94.27	84.68	85.97
Percentage of shares (as a % of the total equity share capital of the company)	69.83	69.83	62.70	69.83	62.70	63.66

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**B. Consolidated Segment Information**

(₹ in Lakhs)

	Quarter ended			Nine months ended		Year ended
	December 31,	September 30,	December 31,	December 31,		March 31,
	2011	2011	2010	2011	2010	2011
<b>REVENUES BY INDUSTRY PRACTICE</b>						
Banking, Financial Services and Insurance	571060	507725	430870	1546473	1206141	1652660
Manufacturing	103129	90307	69639	275281	199157	275176
Retail and Consumer Packaged Goods	162390	141082	105591	429159	296810	410505
Telecom	161561	148217	137250	459640	394047	529245
Others	322259	276018	222985	852897	620547	864865
<b>REVENUES FROM OPERATIONS</b>	<b>1320399</b>	<b>1163349</b>	<b>966335</b>	<b>3563450</b>	<b>2716702</b>	<b>3732451</b>
<b>SEGMENT RESULTS</b>						
Banking, Financial Services and Insurance	184632	156736	132884	478068	373768	517084
Manufacturing	28056	23098	16842	70528	52076	70430
Retail and Consumer Packaged Goods	50167	40839	29050	123307	77169	107168
Telecom	52155	42447	48987	141092	141045	184378
Others	91012	71984	59244	228655	154942	227349
<b>Total</b>	<b>406022</b>	<b>335104</b>	<b>287007</b>	<b>1041650</b>	<b>799000</b>	<b>1106409</b>
Unallocable Expenses (Net)	20610	20834	16367	59946	44988	64747
<b>Operating income</b>	<b>385412</b>	<b>314270</b>	<b>270640</b>	<b>981704</b>	<b>754012</b>	<b>1041662</b>
Other Income (Net)	(8728)	12269	19421	32955	36042	60400
<b>PROFIT BEFORE TAXES</b>	<b>376684</b>	<b>326539</b>	<b>290061</b>	<b>1014659</b>	<b>790054</b>	<b>1102062</b>
		<b>As at September 30, 2011</b>		<b>As at December 31, 2011</b>	<b>As at December 31, 2010</b>	<b>As at March 31, 2011</b>
<b>SEGMENT CAPITAL EMPLOYED</b>						
Banking, Financial Services and Insurance		781318		831249	629324	669735
Manufacturing		99343		101484	70257	70895
Retail and Consumer Packaged Goods		120649		150813	86919	96758
Telecom		192967		200493	163501	168001
Others		427295		477040	306064	317676
		<b>1621572</b>		<b>1761079</b>	<b>1256065</b>	<b>1323065</b>
Unallocable Assets (Net)		1191759		1262338	1152161	1173233
<b>Total Capital Employed (Net)</b>		<b>2813331</b>		<b>3023417</b>	<b>2408226</b>	<b>2496298</b>

**Note:**

The Group has identified business segments (industry practice) as its primary segment and geographic segments as its secondary segment.

Business segments comprise companies providing banking, finance and insurance services, manufacturing companies, companies in retail and consumer packaged goods industries, companies in telecommunication, media and entertainment and others such as energy, resources and utilities, Hi-tech industry practice, life science and healthcare, s-Governance, travel, transportation and hospitality, products, etc.

Previous period figures have been regrouped, wherever necessary.

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**TATA CONSULTANCY SERVICES LIMITED**

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**C. Audited Financial Results for the Quarter and Nine months ended December 31, 2011**

(₹ in Lakhs)

		Quarter ended			Nine months ended		Year ended
		December 31,	September 30,	December 31,	December 31,	December 31,	March 31,
		2011	2011	2010	2011	2010	2011
1	<b>INCOME FROM OPERATIONS</b>						
	Information Technology and Consultancy Services	1011070	903149	732289	2744402	2045738	2817126
(a)	Sale of Equipment and Software Licenses (Net of excise)	43333	29775	30437	104281	84828	110415
(b)		<b>1054403</b>	<b>932924</b>	<b>762726</b>	<b>2848683</b>	<b>2130566</b>	<b>2927541</b>
2	<b>EXPENDITURE</b>						
(a)	Employee Benefit Expenses	364481	342171	262550	1027239	741769	1019031
(b)	Overseas Business Expenses	162630	149752	125886	450640	364826	497994
(c)	Services rendered by Business Associates and Others	70765	62777	45167	185602	126428	173572
(d)	Depreciation and amortization expense	17282	17387	13923	50395	38000	53782
(e)	Others	131422	112185	94616	350652	261040	360591
	Total Expenditure	<b>746580</b>	<b>684272</b>	<b>542142</b>	<b>2064528</b>	<b>1532063</b>	<b>2104970</b>
3	<b>PROFIT FROM OPERATIONS BEFORE OTHER INCOME, INTEREST AND TAXES</b>	<b>307823</b>	<b>248652</b>	<b>220584</b>	<b>784155</b>	<b>598503</b>	<b>822571</b>
4	OTHER INCOME (NET)	76384	142048	13719	244172	27684	49473
5	<b>PROFIT BEFORE INTEREST AND TAXES</b>	<b>384207</b>	<b>390700</b>	<b>234303</b>	<b>1028327</b>	<b>626187</b>	<b>872044</b>
6	INTEREST	314	847	260	1397	1881	2001
7	<b>PROFIT BEFORE TAXES</b>	<b>383893</b>	<b>389853</b>	<b>234043</b>	<b>1026930</b>	<b>624306</b>	<b>870043</b>
8	PROVISION FOR TAXES	67083	71142	28868	185166	82225	113044
9	<b>NET PROFIT AFTER TAXES</b>	<b>316810</b>	<b>318711</b>	<b>205175</b>	<b>841764</b>	<b>542081</b>	<b>756999</b>
10	Reserves excluding Revaluation Reserves						1928377
11	Basic and diluted earnings per share (in ₹)	16.17	16.27	10.46	42.96	27.62	38.61

*See*

**D. NOTES:**

1. Particulars of subsidiaries as on December 31, 2011

**Subsidiaries (held directly)**

CMC Limited, Tata Consultancy Services Sverige AB, Tata Consultancy Services Asia Pacific Pte Ltd., TCS Iberoamerica SA, Tata Consultancy Services Netherlands B.V., TCS FNS Pty. Limited, APOnline Limited, Tata America International Corporation, Tata Consultancy Services Belgium SA, Tata Consultancy Services Deutschland GmbH, WTI Advanced Technology Limited, Tata Consultancy Services Canada Inc., Diligenta Limited, C-Edge Technologies Limited, MP Online Limited, Tata Consultancy Services Morocco SARL AU, Tata Consultancy Services (Africa) (PTY) Ltd, TCS e-Serve Limited, MahaOnline Limited, Retail FullServe Limited, Tata Consultancy Services Qatar S.S.C

**Subsidiaries (held indirectly)**

CMC Americas Inc, CMC e-Biz Inc, Tata Information Technology (Shanghai) Company Limited, Tata Consultancy Services Japan Ltd, Tata Consultancy Services Malaysia Sdn Bhd., Tata Consultancy Services (China) Co. Ltd., PT Tata Consultancy Services Indonesia, Tata Consultancy Services (Thailand) Ltd., Tata Consultancy Services (Philippines) Inc, TCS Solution Center S.A., Tata Consultancy Services Argentina S.A., Tata Consultancy Services De Mexico S.A., De C.V., TCS Inversiones Chile Limitada, Tata Consultancy Services De Espana S.A., Tata Consultancy Services Do Brasil Ltda., Tata Consultancy Services Chile S.A., TATASOLUTION CENTER S.A., Tata Consultancy Services Portugal Unipessoal Limitada, TCS Uruguay S.A., MGDC S.C., Tata Consultancy Services Luxembourg S.A., Tata Consultancy Services Switzerland Ltd., Tata Consultancy Services France SAS, TCS Italia SRL, TCS Financial Solutions Australia Holdings Pty Limited, TCS Financial Solutions Australia Pty Limited, PT Financial Network Services, TCS Management Pty. Ltd., Financial Network Services (Beijing) Co. Ltd., MS CJV Investment Corporation, Diligenta 2 Limited, Tata Consultancy Services (South Africa) (PTY) Ltd., TCS e-Serve International Limited, TCS e-Serve America, Inc.

2. Income from Operations of subsidiaries of ₹ 258491 lakhs and ₹ 669693 lakhs for the quarter and nine months ended December 31, 2011 respectively have not been audited.
3. The consolidated financial results and the financial results of the Company for the quarter and nine months ended December 31, 2011 which have been audited by the statutory auditors have been reviewed by the Audit Committee of the Board and have been approved by the Board of Directors at its meeting held on January 17, 2012.
4. Other Income (consolidated) for the quarter and nine months ended December 31, 2011 includes foreign exchange loss of ₹ 30081 lakhs and ₹ 30115 lakhs respectively (Previous period : net gain of ₹ 5216 lakhs and a loss of ₹ 3679 lakhs respectively).
5. **Acquisitions / Divestments :**
- a) In terms of the shareholders agreement dated March 23, 2006, Phoenix Group Services Limited (formerly known as Pearl Group Services Limited), exercised their put option and sold equity holding of 24% in Diligenta Limited to the Company at a fixed price of ₹ 22800 lakhs (GBP 30.24 million) in September 2011. Thereby, Diligenta Limited became a wholly owned subsidiary of the Company.
- b) Tata Consultancy Services Morocco SARL AU, a wholly owned subsidiary, is being voluntarily liquidated.
- c) On December 20, 2011, the Company has subscribed to 100% share capital of Tata Consultancy Services Qatar S.S.C
6. The Board of Directors at its meeting held on January 17, 2012, has declared an interim dividend of ₹ 3 per equity share.
7. Previous period figures have been regrouped, wherever necessary.
8. Information on investors' complaints pursuant to Clause 41 of the Listing Agreement for the quarter ended December 31, 2011.

Opening Balance	Received during the Quarter	Resolved during the Quarter	Closing Balance
0	62	62	0

For and on behalf of the Board of Directors

Mumbai  
January 17, 2012

  
N. Chandrasekaran  
CEO & Managing Director



# Deloitte Haskins & Sells

Chartered Accountants  
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## AUDITORS' REPORT TO THE BOARD OF DIRECTORS OF TATA CONSULTANCY SERVICES LIMITED

1. We have audited the accompanying statement of consolidated financial results of **TATA CONSULTANCY SERVICES LIMITED** ('the Company') and its subsidiaries for the quarter and nine months ended December 31, 2011, attached herewith, being submitted by the Company pursuant to the requirement of clause 41 of the Listing Agreement with the Stock Exchanges. These consolidated financial results have been prepared by the Company on the basis of consolidated interim financial statements which are the responsibility of the Company's management and have been prepared by the management on the basis of separate financial statements and other information regarding components, and have been approved by the Board of Directors. Our responsibility is to express an opinion on these financial results based on our audit of such interim financial statements, which have been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard (AS) 25, Interim Financial Reporting issued pursuant to the Companies (Accounting Standards) Rules, 2006 and other accounting principles generally accepted in India.
2. 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 statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by the management. We believe that our audit provides a reasonable basis for our opinion.
3. The interim financial statements of 18 subsidiaries whose financial statements reflect total assets (net) of Rs 631913 lakhs as at December 31, 2011, and total revenues of Rs 258491 lakhs and Rs. 669693 lakhs for the quarter and nine months ended December 31, 2011, respectively, as considered in the consolidated financial results, have not been audited.
4. Subject to the matter referred to in paragraph 3 above, based on our audit and to the best of our information and according to the explanations given to us, we are of the opinion that the said consolidated financial results of the Company and its subsidiaries in so far as it relates to the consolidated figures stated in the column 'Quarter ended December 31, 2011' and 'Nine months ended December 31, 2011':
  - i. include the financial results of quarter and nine months ended December 31, 2011 of the entities listed in note D (1) to the accompanying financial results;
  - ii. have been presented in accordance with the requirements of clause 41 of the Listing Agreement with the Stock Exchanges to the extent applicable; and
  - iii. give a true and fair view in conformity with the accounting principles generally accepted in India, of the consolidated financial results for the quarter and nine months ended December 31, 2011.
5. Further, we also report that we have traced the number of shares as well as the percentage of shareholdings in respect of aggregate amount of public shareholdings, pledged /encumbered shares and non-encumbered shares of promoter and promoter group shareholders as furnished by the Company in terms of Clause 35 of the Listing Agreement and the particulars relating to undisputed investor complaints from the details furnished by the Company's Secretary.

For **DELOITTE HASKINS & SELLS**  
Chartered Accountants  
Registration No. 117366W

*P. R. Ramesh*

**P. R. Ramesh**  
Partner  
Membership No. 70928

Mumbai, January 17, 2012

# Deloitte Haskins & Sells

Chartered Accountants  
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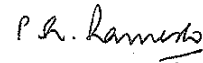
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## AUDITORS' REPORT

### TO THE BOARD OF DIRECTORS OF TATA CONSULTANCY SERVICES LIMITED

1. We have audited the accompanying statement of financial results of **TATA CONSULTANCY SERVICES LIMITED** ('the Company') for the quarter and nine months ended December 31, 2011, attached herewith, being submitted by the Company pursuant to the requirement of clause 41 of the Listing Agreement with the Stock Exchanges. These financial results have been prepared by the Company on the basis of interim financial statements which are the responsibility of the Company's management and have been approved by the Board of Directors. Our responsibility is to express an opinion on these financial results based on our audit of such interim financial statements, which have been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard (AS) 25, Interim Financial Reporting, issued pursuant to the Companies (Accounting Standards) Rules, 2006 and other accounting principles generally accepted in India.
2. 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 statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by the management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.
3. In our opinion and to the best of our information and according to the explanations given to us, the said financial results in so far as they relate to the figures stated in the column 'Quarter ended December 31, 2011' and 'Nine months ended December 31, 2011':
  - (a) are presented in accordance with the requirements of clause 41 of the Listing Agreement with the Stock Exchanges; and
  - (b) give a true and fair view of the financial results for the quarter and nine months ended December 31, 2011.

For **DELOITTE HASKINS & SELLS**  
Chartered Accountants  
Registration No. 117366W



**P. R. RAMESH**  
Partner  
Membership No. 70928

Mumbai, January 17, 2012