

TCS Financial Results

Quarter IV & Year Ended FY 2024-25

Apr 10, 2025

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, liability for damages on our service contracts, client concentration, our ability to manage our international operations, restrictions on cross-border movement of skilled personnel, reduced demand for technology in our key focus areas, our ability to capitalize on the emerging technology landscape, the success of the companies in which TCS has made strategic investments, our ability to successfully complete and integrate potential acquisitions, legal restrictions on raising capital or acquiring companies outside India, withdrawal of governmental fiscal incentives, geo-political instability, regulatory changes impacting the business model, supplier concentration and resilience, unauthorized use of our intellectual property, disruptions in telecommunication networks, cyber attacks, security or data breaches, social media adverse impact, pandemics, natural disasters, our ability to ensure business continuity in unforeseen circumstances, 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.

Quarterly Financial Performance

Q4 FY25 Performance Highlights

➤ Revenue:

- INR Revenue of ₹ **644,790 Mn, up 5.3% YoY**
- USD Revenue of \$ **7,465 Mn, up 1.4% YoY**
- Constant currency revenue **up 2.5% YoY**

➤ Profit:

- Operating Margin at **24.2%**
- Net Margin at **19.0%**
- Cash flow from operations at **125.1%** of net profit

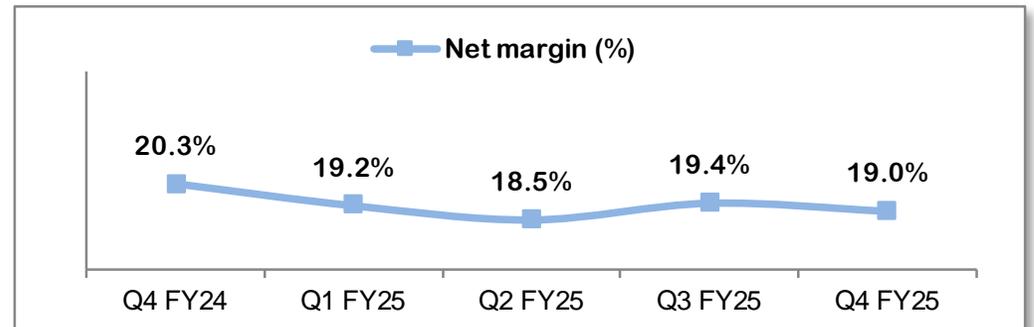
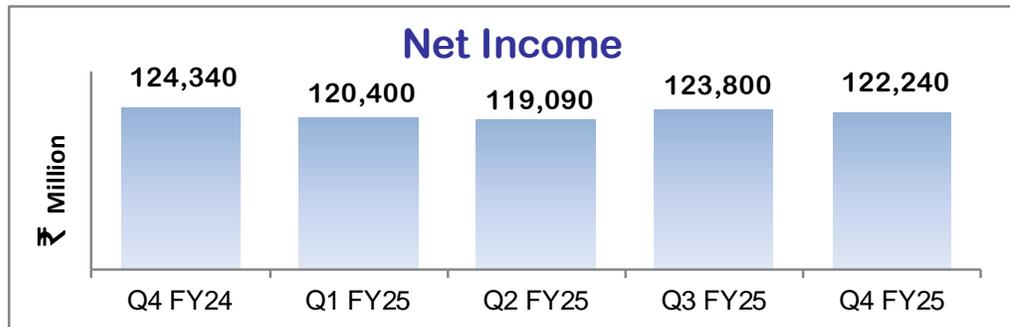
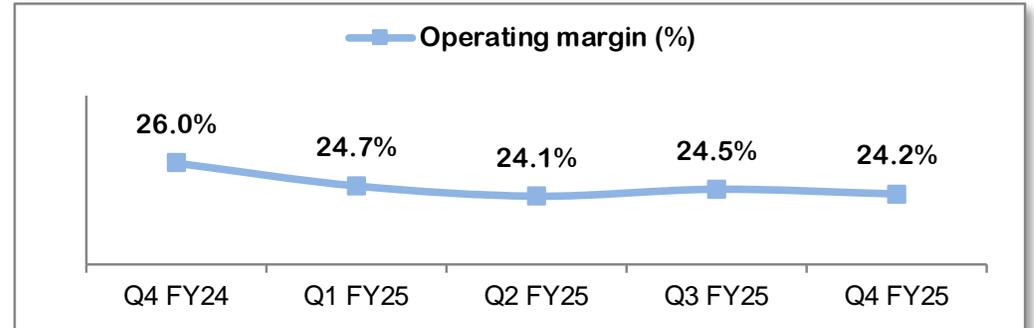
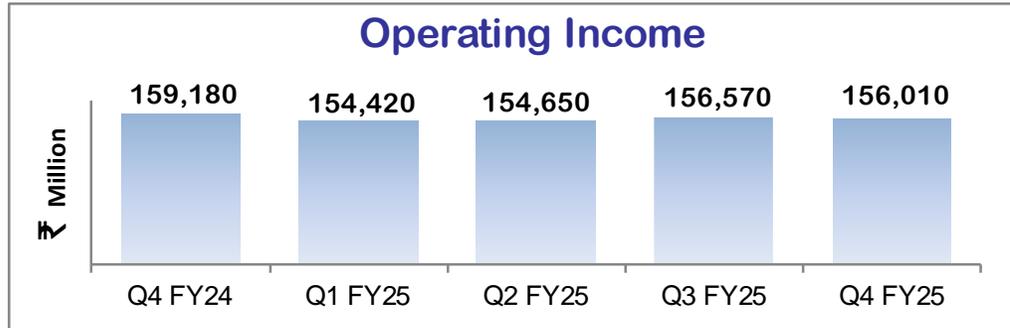
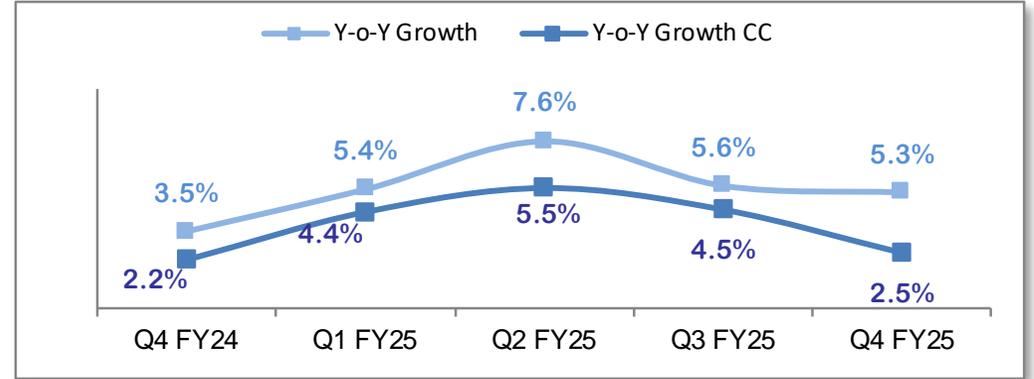
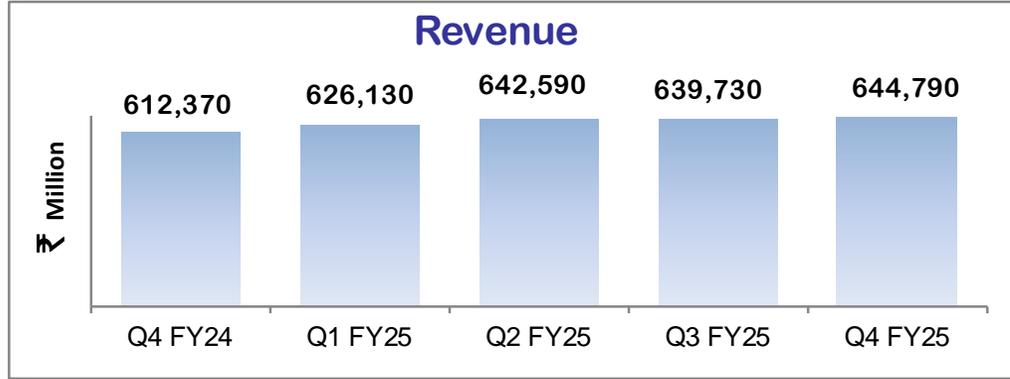
➤ Demand:

- Clients \$100M+ up by 2 ; \$10M+ up by 6 & \$1M+ up by 38 YoY
- Order book TCV at \$12.2 Bn; North America TCV at \$6.8 Bn; BFSI TCV at \$4.0 Bn, Consumer Business TCV at \$1.7 Bn

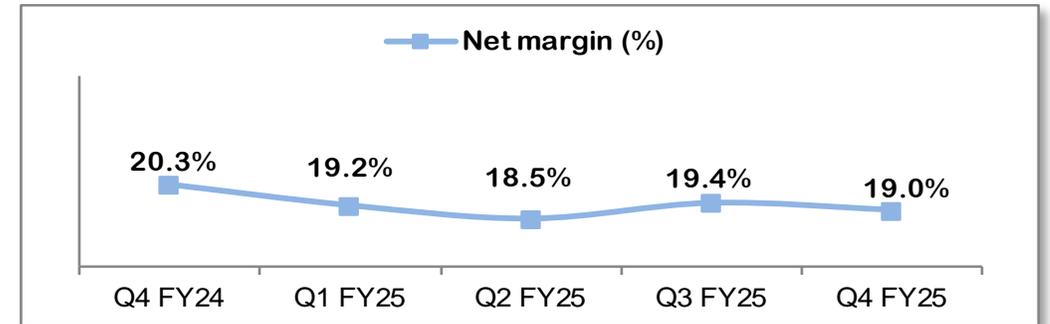
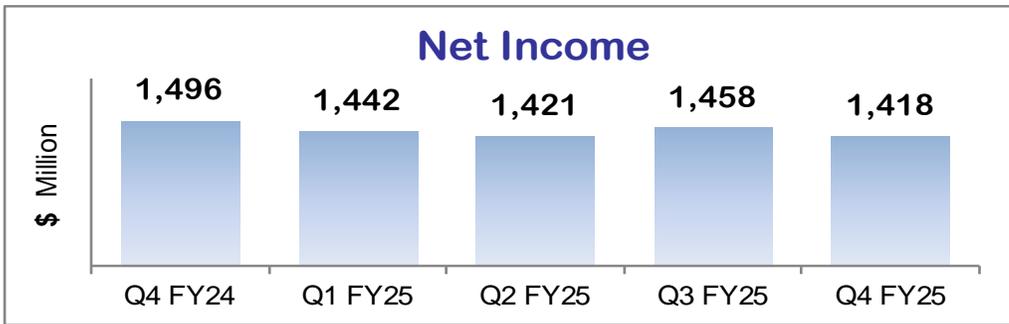
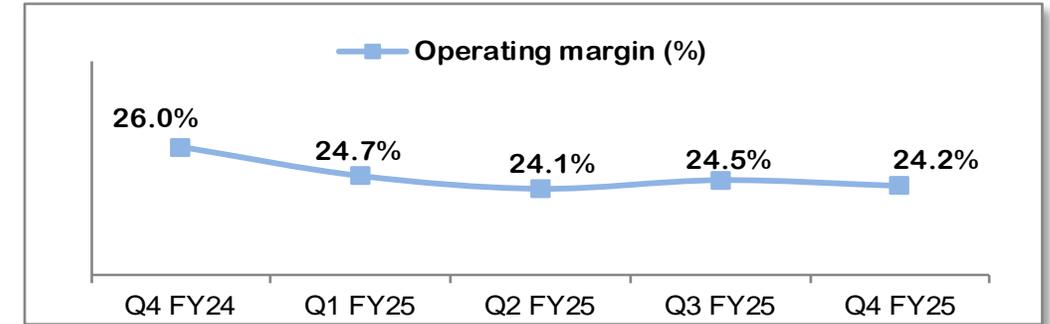
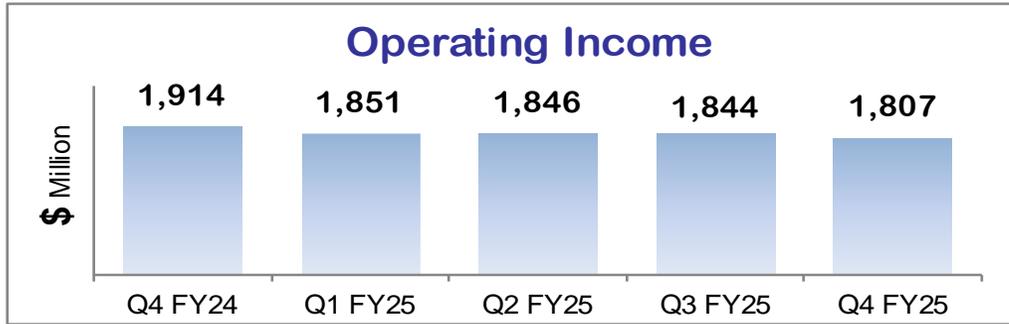
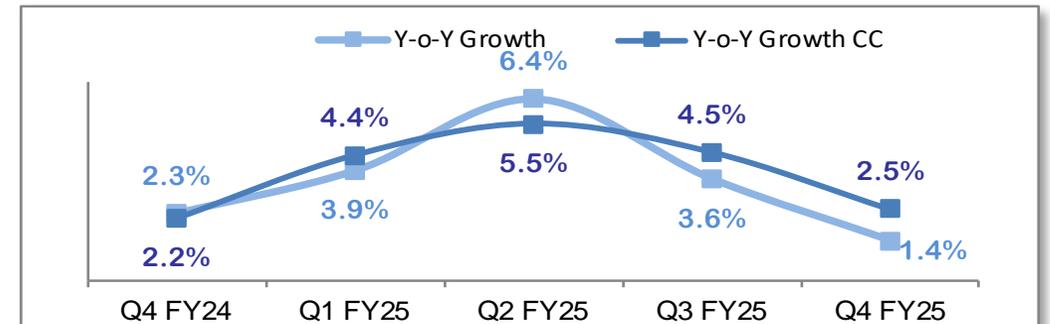
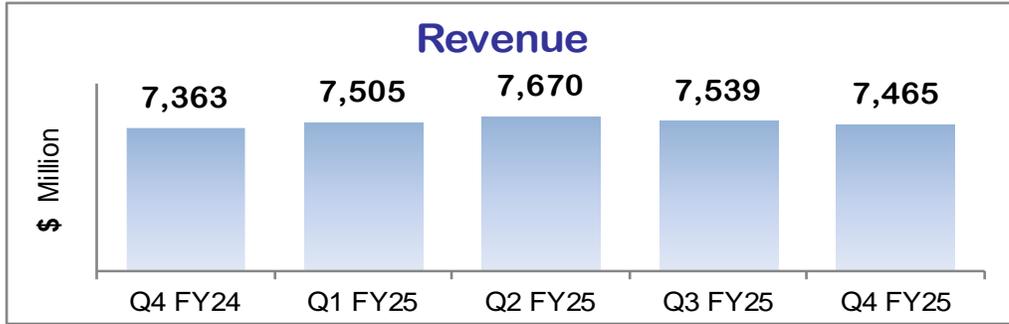
➤ People:

- Closing headcount: **607,979**
- LTM attrition at **13.3%** in IT Services

Growth Summary (INR)



Growth Summary (USD)



Annual Financial Performance

FY25 Performance Highlights

➤ Revenue:

- INR Revenue of ₹ **2.55 Tn**, growth of **6.0%**
- USD Revenue of \$ **30,179 Mn**, growth of **3.8%**
- Constant currency revenue growth of **4.2%**

➤ Profit:

- Operating Income at ₹ **621,650 Mn**, Operating Margin of **24.3%**
- Net Income at ₹ **485,530 Mn**, \$ **5,739 Mn**, Net Margin of **19.0%**
- Free Cash Flow at ₹ **464,490 Mn**, **4.9% up**

➤ Demand:

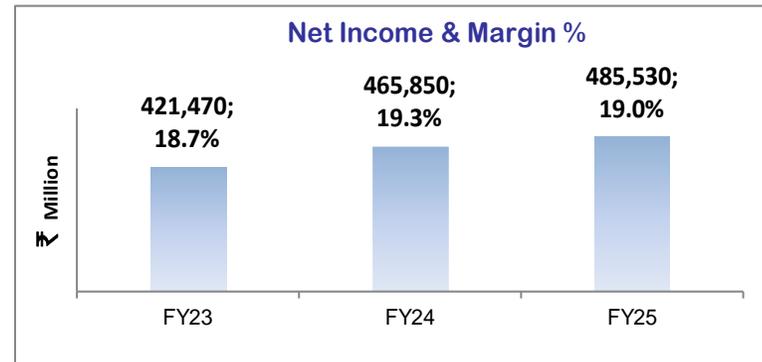
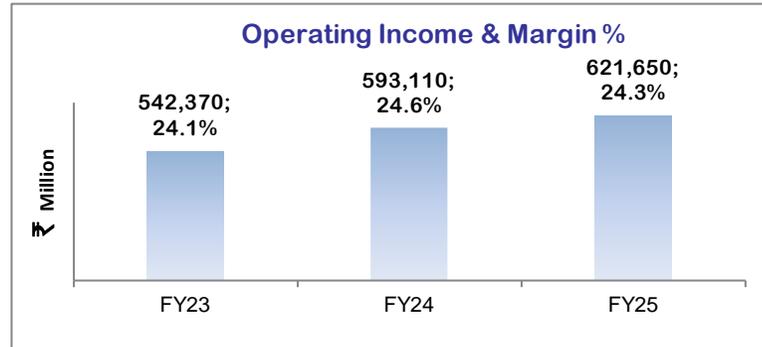
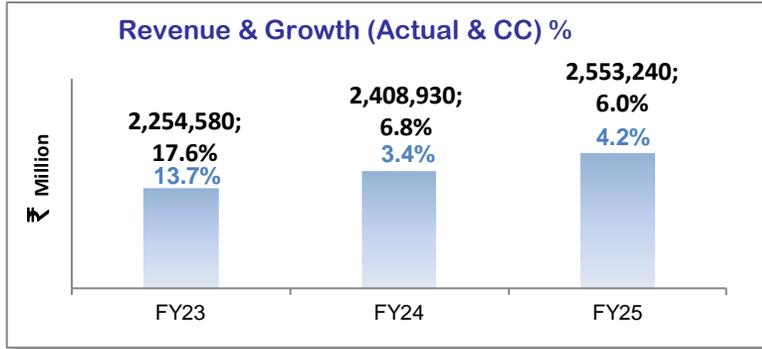
- Clients \$100M+ up by 2 ; \$10M+ up by 6 & \$1M+ up by 38 YoY
- Order book TCV at \$39.4 Bn; North America TCV at \$21.6 Bn; BFSI TCV at \$12.8 Bn, Consumer Business TCV at \$5.3 Bn

➤ People:

- Closing headcount: **607,979**
- Women makes up 35.2% of total employee strength

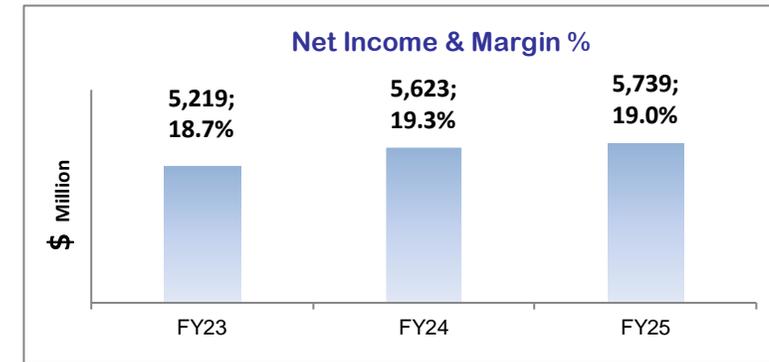
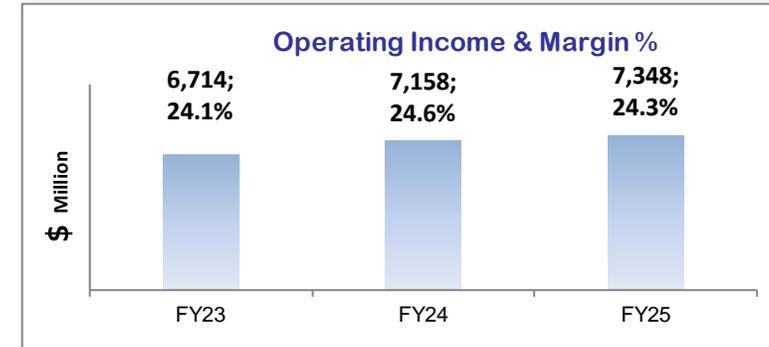
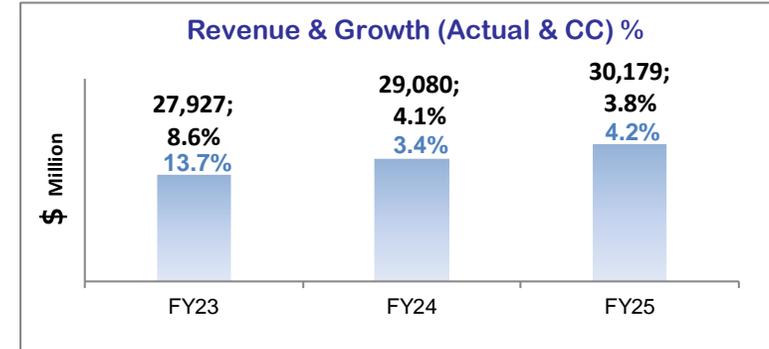
Growth Summary

Summary ₹



* FY24 excludes settlement of legal claim

Summary \$



Operational Parameters

Growth by Market

Geography (%)	Q4 FY24	Q4 FY25	Y-o-Y CC Growth	FY24	FY25	YoY CC Growth
Americas						
North America	50.0	48.2	- 1.9	51.1	48.2	-1.8
Latin America	2.0	1.8	4.3	2.0	1.9	6.0
Europe						
UK	16.8	16.8	1.2	16.5	16.8	4.0
Continental Europe	14.6	14.3	1.4	14.9	14.3	0.7
Asia Pacific	7.8	8.1	6.4	7.8	8.0	6.8
India	6.7	8.4	33.0	5.6	8.6	62.6
MEA	2.1	2.4	13.2	2.1	2.2	11.2
Total	100.0	100.0	2.5	100.0	100.0	4.2

Growth by Domain

Vertical (%)	Q4 FY24	Q4 FY25	Y-o-Y CC Growth	FY24	FY25	YoY CC Growth
BFSI	31.3	31.2	2.5	32.0	30.9	0.7
Consumer Business	15.7	15.3	-0.2	15.8	15.3	0.3
Life Sciences & Healthcare	10.9	10.1	-5.6	10.9	10.4	-1.6
Manufacturing	8.8	8.4	-2.9	8.6	8.5	2.9
Technology & Services	8.2	8.1	1.1	8.5	8.1	-1.3
Communication & Media	6.6	5.8	-9.8	6.8	5.9	-9.5
Energy, Resources and Utilities	5.6	5.7	4.6	5.6	5.7	5.1
Regional Markets & Others	12.9	15.4	22.5	11.8	15.2	37.2
Total	100.0	100.0	2.5	100.0	100.0	4.2

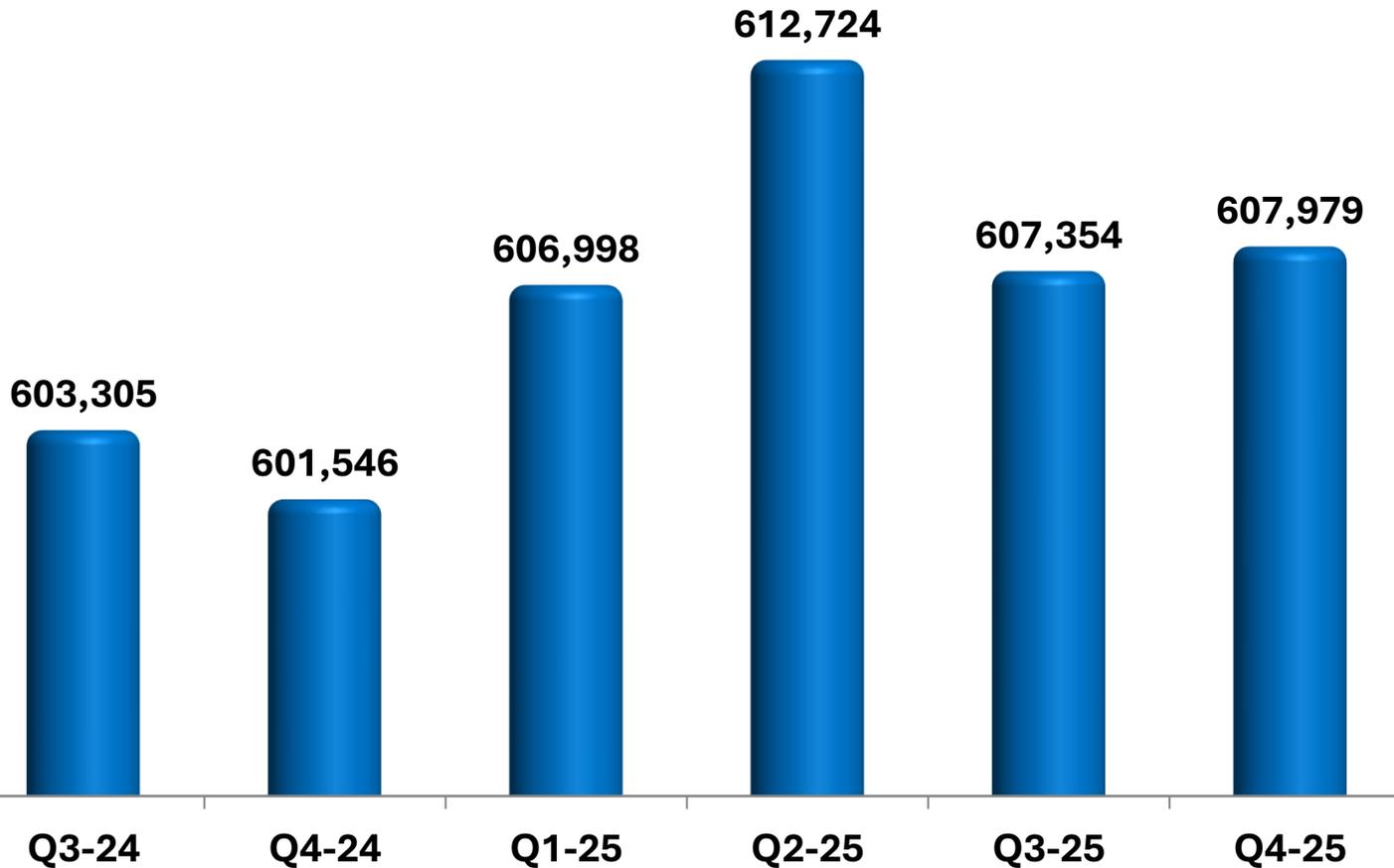
Client Parameters

Clients Contribution	Q4 FY24	Q4 FY25
US\$ 1m+ Clients	1294	1332
US\$ 5m+ Clients	693	723
US\$ 10m+ Clients	487	493
US\$ 20m+ Clients	301	298
US\$ 50m+ Clients	139	130
US\$ 100m+ Clients	62	64

*Last Twelve Months' services revenues

Human Resources

Total Employee Base



- **13.3%** LTM Attrition* – IT Services
- **35.2 %** Women employees
- **152** Nationalities

*Excluding Subsidiaries

Talent Development:

- **56Mn** Learning Hrs (FY25)
- **5.2Mn** competencies acquired (FY25)
- **729K+** high demand competencies acquired (FY25)

Annexure

IFRS Income Statement

Consolidated IFRS	₹ Million		% of Revenue	
	Q4 FY24	Q4 FY25	Q4 FY24	Q4 FY25
Revenue	612,370	644,790	100.00	100.00
Cost of revenue	360,460	394,740	58.86	61.22
Gross margin	251,910	250,050	41.14	38.78
SG & A expenses	92,730	94,040	15.14	14.58
Operating income	159,180	156,010	26.00	24.20
Other income (expense), net	9,310	8,010	1.52	1.24
Income before income taxes	168,490	164,020	27.52	25.44
Income taxes	43,470	41,090	7.10	6.37
Income after income taxes	125,020	122,930	20.42	19.07
Non-controlling interests	680	690	0.11	0.09
Net income	124,340	122,240	20.31	18.98
Earnings per share in ₹	34.37	33.79		

COR – SG&A Details

COR	₹ Million		% of Revenue	
	Q4 FY24	Q4 FY25	Q4 FY24	Q4 FY25
Employee cost	276,280	291,910	45.12	45.27
Fees to external consultants	27,990	29,060	4.57	4.51
Equipment and software	15,610	27,480	2.55	4.26
Facility expenses	4,850	5,580	0.79	0.87
Depreciation	9,620	10,850	1.57	1.68
Travel	5,760	5,620	0.94	0.87
Communication	3,870	4,230	0.63	0.66
Other expenses	16,480	20,010	2.69	3.10
Cost of Revenue	360,460	394,740	58.86	61.22

SG&A	₹ Million		% of Revenue	
	Q4 FY24	Q4 FY25	Q4 FY24	Q4 FY25
Employee cost	75,100	75,710	12.26	11.74
Fees to external consultants	1,770	1,650	0.29	0.26
Facility expenses	3,010	3,310	0.49	0.51
Depreciation	2,840	2,940	0.46	0.46
Travel	2,360	2,660	0.39	0.41
Communication	1,920	1,940	0.31	0.30
Provision for Doubtful Debts	420	250	0.07	0.04
Other expenses	5,310	5,580	0.87	0.86
S G & A expenses	92,730	94,040	15.14	14.58

Cash Flow Summary

IFRS in ₹ Mn	Q4 FY24	Q4 FY25
Net Cash from Operations	124,800	152,940
Capital Expenditure	8,990	25,700
Free Cash Flow	115,810	127,240
Dividends Paid	97,690	274,970
Operating Cash Flow to Sales (%)	20.4	23.7
Operating Cash Flow to Net Profit (%)	100.4	125.1
Total Cash and Investments	469,630	472,220

IFRS Income Statement

Consolidated IFRS	₹ Million			% of Revenue		
	FY24		FY25	FY24		FY25
	Ex Adj*	Reported		Ex Adj*	Reported	
Revenue	2,408,930	2,408,930	2,553,240	100.00	100.00	100.00
Cost of revenue	1,435,950	1,435,950	1,559,940	59.61	59.61	61.10
Gross margin	972,980	972,980	993,300	40.39	40.39	38.90
SG & A expenses	379,870	389,450	371,650	15.77	16.17	14.55
Operating income	593,110	583,530	621,650	24.62	24.22	24.35
Other income (expense), net	37,270	36,440	31,660	1.55	1.52	1.24
Income before income taxes	630,380	619,970	653,310	26.17	25.74	25.59
Income taxes	162,620	158,980	165,340	6.75	6.60	6.48
Income after income taxes	467,760	460,990	487,970	19.42	19.14	19.11
Non-controlling interests	1,910	1,910	2,440	0.08	0.08	0.09
Net income	465,850	459,080	485,530	19.34	19.06	19.02
Earnings per share in ₹	127.74	125.88	134.19			

*excludes settlement of legal claim

COR – SG&A Details

COR	₹ Million			% of Revenue		
	FY24		FY25	FY24		FY25
	Ex Adj*	Reported		Ex Adj*	Reported	
Employee cost	1,092,440	1,092,440	1,156,290	45.35	45.35	45.29
Fees to external consultants	149,860	149,860	110,460	6.23	6.23	4.32
Equipment and software	37,020	37,020	116,480	1.53	1.53	4.56
Facility expenses	19,260	19,260	21,570	0.80	0.80	0.85
Depreciation	38,200	38,200	40,890	1.59	1.59	1.60
Travel	20,590	20,590	23,330	0.85	0.85	0.92
Communication	14,750	14,750	16,050	0.61	0.61	0.63
Other expenses	63,830	63,830	74,870	2.65	2.65	2.93
Cost of Revenue	1,435,950	1,435,950	1,559,940	59.61	59.61	61.10

SG&A	₹ Million			% of Revenue		
	FY24		FY25	FY24		FY25
	Ex Adj*	Reported		Ex Adj*	Reported	
Employee cost	308,880	308,880	301,590	12.82	12.82	11.81
Fees to external consultants	8,340	8,340	6,490	0.34	0.34	0.25
Facility expenses	11,740	11,740	12,990	0.49	0.49	0.51
Depreciation	11,640	11,640	11,530	0.48	0.48	0.45
Travel	9,130	9,130	8,790	0.38	0.38	0.34
Communication	7,880	7,880	7,600	0.33	0.33	0.30
Provision for Doubtful Debts	1,140	1,140	1,280	0.05	0.05	0.05
Settlement of legal claim	-	9,580	-	-	0.40	-
Other expenses	21,120	21,120	21,380	0.88	0.88	0.84
S G & A expenses	379,870	389,450	371,650	15.77	16.17	14.55

*excludes settlement of legal claim

Cash Flow Summary

IFRS in ₹ Mn	FY24	FY25
Net Cash from Operations	469,320	514,260
Capital Expenditure	26,500	49,770
Free Cash Flow	442,820	464,490
Dividends Paid	252,180	449,620
Buy Back (incl. expenses)	210,050	-
Operating Cash Flow to Sales (%)	19.5	20.1
Operating Cash Flow to Net Profit (%)	102.2	105.9
Total Cash and Investments	469,630	472,220

IFRS Statement of Financial Position

Consolidated IFRS	₹ Million	
	31-Mar-24	31-Mar-25
Assets		
Property and equipment	112,240	129,320
Right-of-use Assets	78,860	92,750
Intangible assets and Goodwill	44,990	49,640
Accounts Receivable	445,610	502,330
Unbilled Revenues	153,000	154,700
Invested Funds	469,630	472,220
Other current assets	90,950	124,860
Other non current assets	90,440	91,730
Total assets	1,485,720	1,617,550
Liabilities and Shareholders' Equity		
Shareholders' Funds	926,120	968,820
Current liabilities	461,040	530,010
Non-current liabilities	90,260	108,570
Non-controlling interests	8,300	10,150
Total Liabilities	1,485,720	1,617,550

Detailed financials are uploaded.

IFRS Income Statement – In USD

Consolidated IFRS	\$ Million		% of Revenue	
	Q4 FY24	Q4 FY25	Q4 FY24	Q4 FY25
Revenue	7,363	7,465	100.00	100.00
Cost of revenue	4,334	4,570	58.86	61.22
Gross margin	3,029	2,895	41.14	38.78
SG & A expenses	1,115	1,088	15.14	14.58
Operating income	1,914	1,807	26.00	24.20
Other income (expense), net	113	93	1.52	1.24
Income before income taxes	2,027	1,900	27.52	25.44
Income taxes	523	475	7.10	6.37
Income after income taxes	1,504	1,425	20.42	19.07
Non-controlling interests	8	7	0.11	0.09
Net income	1,496	1,418	20.31	18.98
Earnings per share in \$	0.41	0.39		

COR – SG&A Details – In USD

COR	\$ Million		% of Revenue	
	Q4 FY24	Q4 FY25	Q4 FY24	Q4 FY25
Employee cost	3,322	3,380	45.12	45.27
Fees to external consultants	337	336	4.57	4.51
Equipment and software	188	318	2.55	4.26
Facility expenses	58	65	0.79	0.87
Depreciation	116	126	1.57	1.68
Travel	69	65	0.94	0.87
Communication	46	49	0.63	0.66
Other expenses	198	231	2.69	3.10
Cost of Revenue	4,334	4,570	58.86	61.22

SG&A	\$ Million		% of Revenue	
	Q4 FY24	Q4 FY25	Q4 FY24	Q4 FY25
Employee cost	903	877	12.26	11.74
Fees to external consultants	21	19	0.29	0.26
Facility expenses	36	38	0.49	0.51
Depreciation	34	34	0.46	0.46
Travel	29	31	0.39	0.41
Communication	23	22	0.31	0.30
Provision for Doubtful Debts	5	3	0.07	0.04
Other expenses	64	64	0.87	0.86
SG&A expenses	1,115	1,088	15.14	14.58

IFRS Income Statement – In USD

Consolidated IFRS	\$ Million			% of Revenue		
	FY24		FY25	FY24		FY25
	Ex Adj*	Reported		Ex Adj*	Reported	
Revenue	29,080	29,080	30,179	100.00	100.00	100.00
Cost of revenue	17,335	17,335	18,438	59.61	59.61	61.10
Gross margin	11,745	11,745	11,741	40.39	40.39	38.90
SG & A expenses	4,587	4,702	4,393	15.77	16.17	14.55
Operating income	7,158	7,043	7,348	24.62	24.22	24.35
Other income (expense), net	451	441	374	1.55	1.52	1.24
Income before income taxes	7,609	7,484	7,722	26.17	25.74	25.59
Income taxes	1,963	1,919	1,954	6.75	6.60	6.48
Income after income taxes	5,646	5,565	5,768	19.42	19.14	19.11
Non-controlling interests	23	23	29	0.08	0.08	0.09
Net income	5,623	5,542	5,739	19.34	19.06	19.02
Earnings per share in \$	1.54	1.52	1.59			

*excludes settlement of legal claim

COR – SG&A Details – In USD

COR	\$ Million			% of Revenue		
	FY24		FY25	FY24		FY25
	Ex Adj*	Reported		Ex Adj*	Reported	
Employee cost	13,188	13,188	13,668	45.35	45.35	45.29
Fees to external consultants	1,810	1,810	1,305	6.23	6.23	4.32
Equipment and software	446	446	1,376	1.53	1.53	4.56
Facility expenses	233	233	255	0.80	0.80	0.85
Depreciation	461	461	483	1.59	1.59	1.60
Travel	249	249	276	0.85	0.85	0.92
Communication	178	178	190	0.61	0.61	0.63
Other expenses	770	770	885	2.65	2.65	2.93
Cost of Revenue	17,335	17,335	18,438	59.61	59.61	61.10

SG&A	\$ Million			% of Revenue		
	FY24		FY25	FY24		FY25
	Ex Adj*	Reported		Ex Adj*	Reported	
Employee cost	3,729	3,729	3,565	12.82	12.82	11.81
Fees to external consultants	101	101	77	0.34	0.34	0.25
Facility expenses	142	142	153	0.49	0.49	0.51
Depreciation	141	141	136	0.48	0.48	0.45
Travel	110	110	104	0.38	0.38	0.34
Communication	95	95	90	0.33	0.33	0.30
Provision for Doubtful Debts	14	14	15	0.05	0.05	0.05
Settlement of legal claim	-	115	-	-	0.40	-
Other expenses	255	255	253	0.88	0.88	0.84
SG&A expenses	4,587	4,702	4,393	15.77	16.17	14.55

*excludes settlement of legal claim

IFRS Statement of Financial Position in USD

Consolidated IFRS	\$ Million	
	31-Mar-24	31-Mar-25
Assets		
Property and equipment	1,346	1,514
Right-of-use Assets	946	1,086
Intangible assets and Goodwill	539	580
Accounts Receivable	5,343	5,880
Unbilled Revenues	1,834	1,811
Invested Funds	5,633	5,526
Other current assets	1,092	1,458
Other non current assets	1,083	1,076
Total assets	17,816	18,931
Liabilities and Shareholders' Equity		
Shareholders' Funds	11,104	11,337
Current liabilities	5,529	6,202
Non-current liabilities	1,082	1,270
Non-controlling interests	101	122
Total Liabilities	17,816	18,931

Detailed financials are uploaded.

Ind AS Income Statement - Consolidated

Consolidated Ind AS	₹ Crore		% of Revenue	
	Q4 FY24	Q4 FY25	Q4 FY24	Q4 FY25
Revenue	61,237	64,479	100.00	100.00
Expenditure				
a) Employee Costs	35,138	36,762	57.38	57.01
b) Cost of equipment and software licences	1,561	2,748	2.55	4.26
c) Other Operating expenses	7,374	7,989	12.04	12.39
d) Depreciation	1,246	1,379	2.03	2.14
Total Expenditure	45,319	48,878	74.00	75.80
Profit Before Taxes & Other Income	15,918	15,601	26.00	24.20
Other income (expense), net	931	801	1.52	1.24
Profit Before Taxes	16,849	16,402	27.52	25.44
Provision For Taxes	4,347	4,109	7.10	6.37
Profit After Taxes & Before Non-controlling interests	12,502	12,293	20.42	19.07
Non-controlling interests	68	69	0.11	0.09
Net Profit	12,434	12,224	20.31	18.98
Earnings per share in ₹	34.37	33.79		

Ind AS Income Statement - Consolidated

Consolidated Ind AS	₹ Crore			% of Revenue		
	FY24		FY25	FY24		FY25
	Ex Adj*	Reported		Ex Adj*	Reported	
Revenue	240,893	240,893	255,324	100.00	100.00	100.00
Expenditure						
a) Employee Costs	140,131	140,131	145,788	58.17	58.17	57.10
b) Cost of equipment and software licences	3,702	3,702	11,648	1.54	1.54	4.56
c) Other Operating expenses	32,764	32,764	30,481	13.60	13.60	11.94
d) Depreciation	4,985	4,985	5,242	2.07	2.07	2.05
Total Expenditure	181,582	181,582	193,159	75.38	75.38	75.65
Profit Before Taxes, Other Income & Exceptional Items	59,311	59,311	62,165	24.62	24.62	24.35
Settlement of legal claim	-	958	-	-	0.40	-
Profit Before Taxes & Other Income	59,311	58,353	62,165	24.62	24.22	24.35
Other income (expense), net	3,727	3,644	3,166	1.55	1.52	1.24
Profit Before Taxes	63,038	61,997	65,331	26.17	25.74	25.59
Provision For Taxes	16,262	15,898	16,534	6.75	6.60	6.48
Profit After Taxes & Before Non-controlling interests	46,776	46,099	48,797	19.42	19.14	19.11
Non-controlling interests	191	191	244	0.08	0.08	0.09
Net Profit	46,585	45,908	48,553	19.34	19.06	19.02
Earnings per share in ₹	127.74	125.88	134.19			

*excludes settlement of legal claim

Ind AS Balance Sheet - Consolidated

Consolidated Ind AS	₹ Crore	
	31-Mar-24	31-Mar-25
Assets		
Property and equipment	10,940	12,524
Right-of-use Assets	7,886	9,275
Intangible assets and Goodwill	2,342	2,800
Accounts Receivable	44,561	50,233
Unbilled Revenues	15,300	15,470
Invested Funds	46,963	47,222
Other current assets	9,095	12,486
Other non current assets	9,362	9,619
Total Assets	146,449	159,629
Liabilities and Shareholders' Equity		
Shareholders' Funds	90,489	94,756
Current liabilities	46,104	53,001
Non-current liabilities	9,026	10,857
Non-controlling interests	830	1,015
Total Liabilities	146,449	159,629

Detailed financials are uploaded.

Currency mix and average realized rates in INR

Currency	Average rates		% of Revenue	
	Q4 FY24	Q4 FY25	Q4 FY24	Q4 FY25
USD	83.16	86.37	51.94%	49.70%
GBP	105.13	109.68	14.67%	14.70%
EUR	90.07	91.46	11.18%	10.97%
Others			22.21%	24.63%
Total			100.00%	100.00%

Thank you