

# Make in India Roadshow – Mar 25, 2015 Sofia

## TCS in Europe



# Contents

- The Tata Group
- Tata Consultancy Services (TCS)
- TCS Europe

# The Tata Group



# TATA Group – Leadership with Trust

<b>145+</b>	<b>Years of heritage</b>
<b>~\$103.2 B</b>	<b>Group Revenue (67.2% outside India)</b>
<b>581,000+</b>	<b>Employees across the Globe</b>
<b>100</b>	<b>Companies in 7 Business Sectors</b>
<b>66%</b>	<b>Profits committed to Philanthropic Trust</b>



## Business Sectors

**TATA Steel**




Global Ranking  
10th

**TATA Consultancy Services (TCS)**




Global Ranking  
2nd

**TATA Power**



India's largest  
in private sector

**TATA Motors**




Global Ranking  
3rd & 4th -Bus/CVs

**TATA Chemicals**



Global Ranking  
2nd

**TATA Communications**



Global Ranking  
1st

**TATA Global Beverages**



Global Ranking  
2nd

# Globally Recognised Brands & Partnerships



# Values and Ethically Driven Approach

Leading change

Integrity

Respect for the individual

Excellence

Learning and sharing



***“In a free enterprise, the community is not just another stakeholder in business, but is in fact the very purpose of its existence”***

***Jamsetji Tata***

# Tata Consultancy Services



# TCS at-a-glance

1968 Year Established

13.4 Billion US\$ revenue (FY14)

226 Offices globally

46 Country presence

>300k Employees

118 Nationalities

#6 in Revenues

33% Workforce Women

India's Most Valued Company

Leader in Enterprise Mobility Services  
- Forrester

Ranked the #2 most valuable brand in global IT services



# FY2014: Top 10 Global IT Services Companies

Revenue \$ Billion			Net Income \$ Billion			Market Cap \$ Billion			Headcount '000		
1	IBM	98.8	1	IBM	17.2	1	IBM	\$194.8	1	IBM	431.2
2	Accenture	28.8	2	TCS	3.1	2	TCS	\$70.0	2	TCS	300.5
3	Xerox	21.4	3	Accenture	3.1	3	Accenture	\$50.5	3	Accenture	288.8
4	Capgemini	13.6	4	Infosys	1.8	4	ADP	\$37.2	4	Cognizant	178.6
5	NTT Data	13.5	5	ADP	1.4	5	Infosys	\$31.4	5	Infosys	160.4
6	TCS	13.4	6	Cognizant	1.3	6	Cognizant	\$30.7	6	Wipro	146.1
7	CSC	13.0	7	Wipro	1.3	7	Wipro	\$22.3	7	Xerox	140.0
8	T-Systems	12.4	8	Xerox	1.1	8	HCL Tech	\$16.3	8	Capgemini	134.0
9	ADP	12.0	9	HCLTech	0.9	9	FIS	\$15.5	9	Contax	107.2
10	Atos	11.5	10	CGI	0.7	10	Xerox	\$13.2	10	HCL Tech	90.2

**Source:** Companies, Gartner, Reuters

## NOTES:

1. Revenues, Net Income and Headcount are for the last reported twelve months (cut off: March 31, 2014)
2. Revenue and Net Income figures in USD has been translated using the median rate for the period April 1, 2013 to March 31, 2014
3. Market Capitalisation is as on March 31, 2014 based on prices from the exchange of primary listing, translated at closing exchange rates
4. Inclusion criteria: Service-centricity ( $\geq 50\%$  of revenue from IT & ITeS), Globality ( $\geq 15\%$  of revenue from overseas) and Comparability of services

# Our Services

## IT Services

- Outsourcing Solutions
- Enterprise Solutions
- Technology Solutions

## Consulting

- Enterprise Transformation & Change Management
- Business Process Management
- Systems & Application Architecture
- IT Process Management
- Outsourcing Process Management

## Business Process Outsourcing

- Finance & Accounting Outsourcing
- HR Outsourcing
- Customer Care Outsourcing
- Supply Management Solutions
- Vertical Solutions

## IT Infrastructure Solutions

- Infrastructure Outsourcing
- Network Consulting & Integration
- Hardware Support & Installation
- Infrastructure Management

## Product Based Solutions

- TCS BαNCS
- Vertical Industry Solutions
- Productivity Tool Solutions

## Engineering & Industrial Services

- Product & Process Engineering
- Embedded Systems
- Plant Automation Services
- Enterprise Asset Management



# Segments we serve



# TCS in Europe

Offices in 15 countries



Austria	Germany	Norway
Belgium	Hungary	Portugal
Denmark	Ireland	Sweden
Finland	Italy	Switzerland
France	Netherlands	UK

40 year successful track record

- Established presence in 1975
- 28% of company revenues
- 350+ active customers across Europe
- 5 Delivery centers

**“TCS is on a very good path in Europe  
with exceptional momentum.”**

**- Douglas Hayward, IDC**

# Beyond Business

“What came from the people has gone back to the people many times over” – JRD Tata

- Skill development programs
- STEM programs in the US and Europe
- University partnerships
- Research Institutions in social sciences, medicine and sciences
- Adult literacy programs
- Sponsor New York, Amsterdam, Berlin marathons
- Support Wheelchair Curling Team in Finland



# Recognition



# Thank You

IT Services  
Business Solutions  
Consulting

