TATA CONSULTANCY SERVICES

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Tata Consultancy Services

CBS OFDI-Conference October 10, 2008

EMNCs in practice

Experience certainty.

IT Services
Business Solutions
Outsourcing

Agenda

- Introduction to the Tata Group
- Introduction to TCS
- TCS in Europe
- Our Business
- Innovation

Ranked 6th on BusinessWeek's 2008 list of 'World's 50 Most Innovative Companies'

An introduction to the Tata Group

An introduction to the Tata Group

A global business …

- Operations in 85 countries
- Products and services exported to 80 Countries
- International income 38% of group revenue

… operating on a global scale

- Group turnover USD 28.8 billion (Nov 2007), equivalent to 3.2% of India's GDP
- Market cap USD 60.56 billion (19 April 2007)
- Over 289,500 employees worldwide
- 30,000 employees in the UK & Ireland

India's largest conglomerate

- 98 operating companies
- 7 industry sectors

7 industry sectors

IT & Communications

Engineering

Energy

Chemicals

Consumer Goods

Materials

Services

Tata Businesses

India's **Largest** Conglomerate

98 Operating Companies in **7** Business Sectors

Some Recent International M&A Activity:

Tata Motors
Jaguar/ Land Rover
[~$2.3B]

Company significantly broadens product line and global footprint

Taj Hotels
Boston Ritz Carlton
[$170MM]

One of Asia's largest hotel companies expands into U.S.

VSNL
Tyco Global Networks/ Teleglobe
[$369MM]

Largest provider of submarine cable bandwidth

Tata Tea
Tetley / Good Earth Vitamin Water
[~$1B]

2nd largest global branded tea operation

Tata Steel
Corus Steel
[$13B]

Combined company now 5th largest steel producer in the world

Customers include seven of the Global Fortune top 10 companies

An introduction to Tata Consultancy Services

Tata Consultancy Services – At a glance

- Revenues of **$5.7bn**
- Employs **120,000 staff** in almost **50 countries**
- Founded **40 years** ago
- Customers include **seven** of the **Global Fortune top 10** companies
- Has partnered with over **750 of the world's leading companies**
- A **top-10** global IT player

S. Ramadorai, TCS' CEO, named as the

6th 'most influential personality in global IT'

Computer Business Review July 2007

N. Chandrasekaran, COO and Executive Director, TCS, named in

'Top 25 Consultants'

Consulting Magazine, 2006

‘India's Tata Consultancy wins
$1.2bn Nielsen contract’
Reuters, 11 October 2007

An introduction to
Tata Consultancy Services in EUROPE

Tata Consultancy Services - Europe

- First established in Europe in 1975
- 30 offices in 29 European locations
- 29.2% of revenues from Europe
- Clients in Europe: ABN AMRO, Aviva, BA, BNP Paribas, Ferrari, Nokia, Somerfield, Deutsche Bank, Barclays, Societe Genarale, SEI, Lloyds TSB, FSA, AP Moller-Maersk, Novo-Nordisk

Strengthening Our Presence in Europe

2007

- TCS Innovation Lab Peterborough launched in April 2007
- A hub to provide access to TCS' global Co-Innovation Network

2006

- Diligenta Ltd, TCS's FSA-regulated subsidiary, set-up in Peterborough
- Provides BPO services to Pearl Group
- Additional 950 UK-based staff

2005

- Global Consulting Practice launched in UK, EMEA rollout 2006/7
- Provides European clients with local, experienced consultants

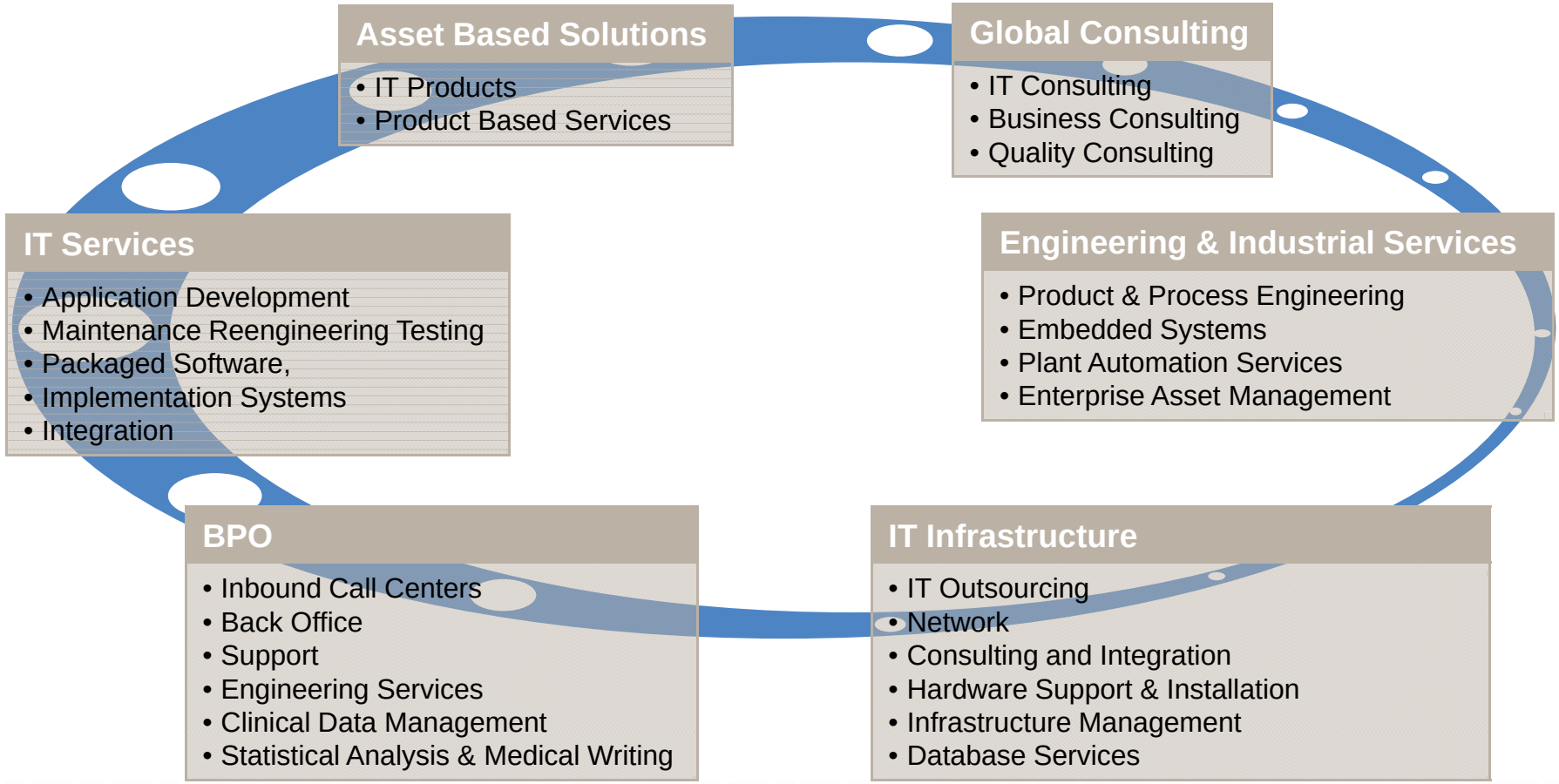
2001

- Global Delivery Centre established in Budapest, Hungary
- 300 technically qualified, multi-lingual professionals

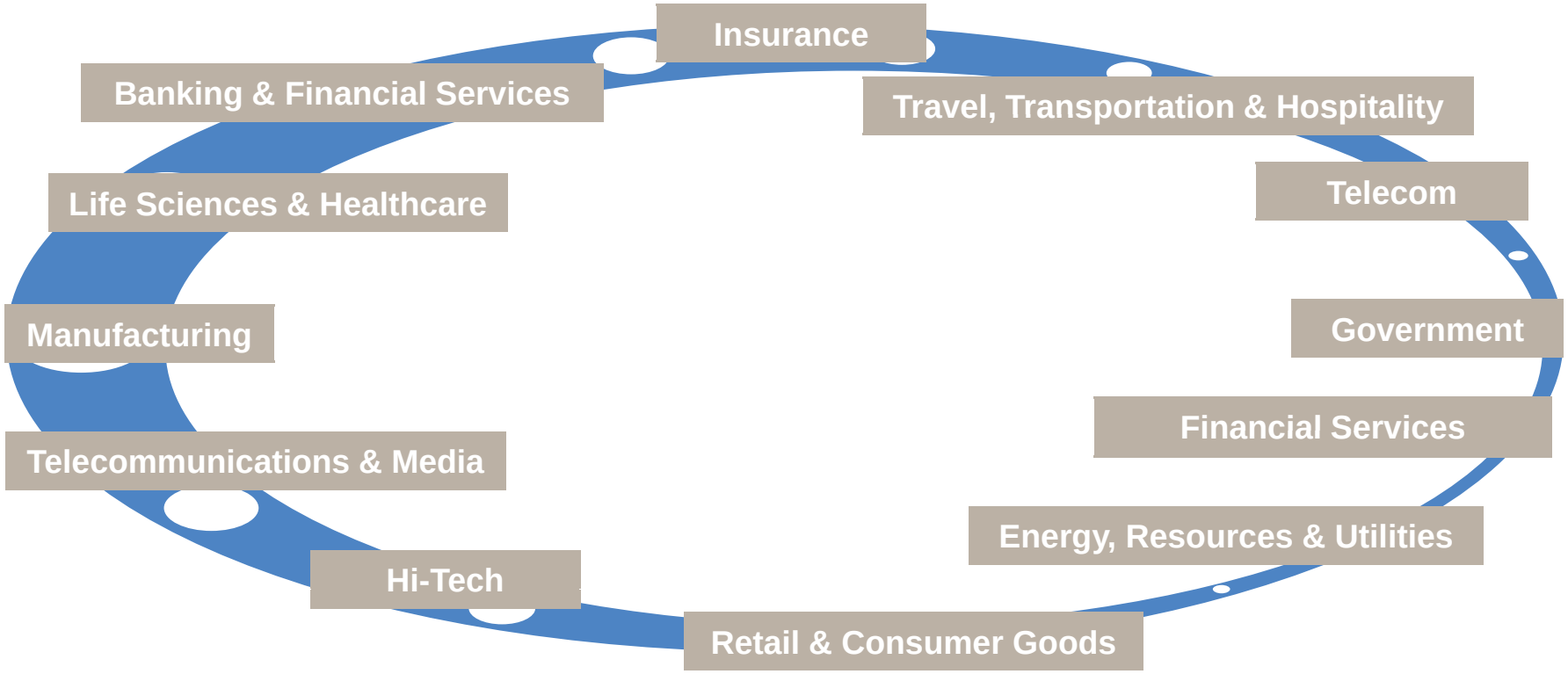
‘India's Tata Consultancy wins
$1.2bn Nielsen contract’
Reuters, 11 October 2007

TCS – Services & Business focus areas

Our Services



Businesses We Serve



Yankee Group, Jan 2007*, on Diligenta / Pearl deal…

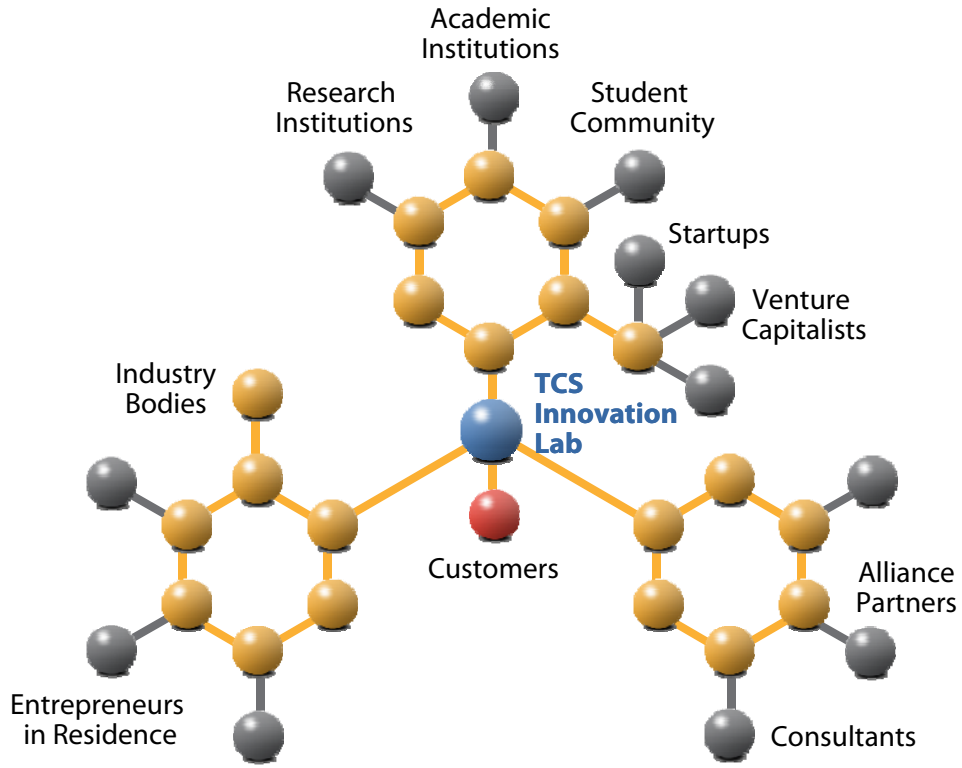
“innovative solutions that set benchmarks for the future.”

Innovation

*Yankee Group Decision Note, ‘Innovation is the key to enterprise service delivery’, Jan 2007

TCS Co-Innovation Network (COIN)

Co-Innovation Network



" TCS is remarkable for the way it taps into other organizations to create what it calls a co-innovation network. For the past three years the company has been gradually building a network of university researchers, venture capitalists, and startup entrepreneurs. Now this initiative is really starting to get traction"

– Steve Hamm , *"How TCS Harnesses Startup Innovation"*
BusinessWeek Blog - Bangalore Tigers , August 29, 2007

Innovation Themes

TCS has a global network of Innovation Labs, focused on key expectations from IT:

- Increase Operational Efficiency
- Promote Business Agility
- Simplify and Transform
- Manage Enterprise Risk and Compliance
- Enable Understanding of Markets and Customers

The other five themes of research outcomes address business, organizational and social goals:

- Enrich User Experience
- Optimise Enterprise Knowledge
- Foster Information Ubiquity
- Enhance Healthcare
- Conserve the Environment

International Innovation Labs

1. **Bangalore, India:** Embedded Systems
2. **Burbank, USA:** Media & Entertainment
3. **Chennai, India:** Infrastructure Management, Web 2.0, Retail, and Travel & Hospitality
4. **Cincinnati, USA:** Performance Engineering, Agile
5. **Delhi, India:** SaaS, Natural Language Processing, Multimedia Applications
6. **Hyderabad, India:** Business Systems & Cybernetics, and CMC
7. **Kolkata, India:** RFID
8. **Mumbai, India:** Convergence, Performance Engineering, Telecom, Media & Entertainment, and Insurance
9. **Naperville, USA:** RFID
10. **Peterborough, UK:** Enterprise Applications, Utility Computing, RFID
11. **Pune, India:** TRDDC, and Engineering & Industrial Design
12. **Sydney, Australia:** Banking & Financial Services

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Thank you

Questions?

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