

Tata Consultancy Services (TCS)

Performance highlights

(₹ cr)	4QFY13	3QFY13	% chg (qoq)	4QFY12	% chg (yoy)
Net revenue	16,070	15,621	2.9	13,204	21.7
EBITDA	4,654	4,441	4.8	4,092	13.7
EBITDA margin (%)	29.0	28.4	53bp	31.0	(203)bp
PAT	3,552	3,513	1.1	2,887	23.0

Source: Company, Angel Research

For 4QFY2013, TCS reported in-line set of results with a strong volume growth of 4.4% qoq. What came as a disappointment was the quantum of fall in the operating margin. It fell by ~70bp qoq against our expectation of a fall of ~40bp. But what is a big positive is the Management's bullish commentary, coupled with the annual wage hike announcement, continued hiring guidance, and the fact that the Management expects FY2014 to be better than FY2013. **We maintain our Accumulate rating on the stock.**

Quarterly highlights: For 4QFY2013, TCS posted a revenue of US\$3,040mn, up 3.1% qoq. In INR terms, the revenue came in at ₹16,430cr, up 2.2% qoq. A large part of the revenue growth during the quarter was driven by India; and within India, by sale of equipment and software licenses. TCS' EBITDA and EBIT margins declined by 60bp and 73bp qoq to 28.4% and 26.5%, respectively, impacted by a one-time lawsuit settlement of ~US\$30mn and a ~₹100cr impact due to exchange rate fluctuation. The PAT came in at ₹3,552cr, up 1.1% qoq, aided by other income of ₹419cr.

Outlook and valuation: The Management indicated that it expects CY2013 to be better than CY2012 in terms of IT spending, with clients seeming to be having a better handle on the kind of projects they would want to execute as clients are aware of the challenging macro environment and have made plans to spend on IT considering all these challenges. TCS is pursuing a higher number of large deals (in terms of cumulative size), vs this time last year. It cited a healthy deal pipeline with outlook on growth fairly broad-based. For FY2014, the Management has given a gross hiring target of 45,000 headcounts and has already given campus offers to ~25,000 candidates. The company also announced an ~7% wage hike at offshore, a 4-6% hike in other developing economies, and 2-4% hike in the developed economies. Over FY2013-15, we expect TCS' revenue to post a 14.5% (USD terms) and 14.0% (INR terms) CAGR. On the EBITDA and PAT fronts, we expect the company to post a 12.5% and 11.2% CAGR over FY2013-15, respectively. **We value TCS at 18x FY2015E EPS of ₹88.0 with a target price of ₹1,585 and maintain our Accumulate rating on the stock.**

Key financials (Consolidated, IFRS)

Y/E March (₹ cr)	FY2011	FY2012	FY2013E	FY2014E	FY2015E
Net sales	37,324	48,891	62,988	71,833	81,893
% chg	24.3	31.0	28.8	14.0	14.0
Net profit	8,715	10,636	13,942	15,369	17,228
% chg	26.8	22.0	31.1	10.2	12.1
EBITDA margin (%)	30.0	29.5	28.7	28.4	27.9
EPS (₹)	44.5	54.3	71.2	78.5	88.0
P/E (x)	32.8	26.9	20.5	18.6	16.6
P/BV (x)	11.2	8.8	7.0	5.6	4.6
RoE (%)	34.3	32.7	34.0	30.2	27.9
RoCE (%)	32.0	32.8	32.7	30.2	28.2
EV/Sales (x)	7.5	5.6	4.3	3.7	3.2
EV/EBITDA (x)	24.9	19.1	14.9	13.2	11.5

Source: Company, Angel Research

ACCUMULATE

CMP	₹1,459
Target Price	₹1,585

Investment Period	12 months
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Stock Info	
Sector	IT
Market Cap (₹ cr)	261,149
Net debt (₹ cr)	(19,357)
Beta	0.6
52 Week High / Low	1,438/1047
Avg. Daily Volume	140,551
Face Value (₹)	1
BSE Sensex	19,906
Nifty	6,024
Reuters Code	TCS.BO
Bloomberg Code	TCS@IN

Shareholding Pattern (%)	
Promoters	74.0
MF / Banks / Indian Fls	6.5
FII / NRIs / OCBs	15.0
Indian Public / Others	4.6

Abs. (%)	3m	1yr	3yr
Sensex	6.6	23.2	13.2
TCS	2.8	22.8	70.6

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Exhibit 1: 4QFY2013 performance (Consolidated, IFRS)

(₹ cr)	4QFY13	3QFY13	% chg (qoq)	4QFY12	% chg (yoy)	FY2013	FY2012	% chg (yoy)
Net revenue	16,430	16,070	2.2	13,259	23.9	62,988	48,891	28.8
Cost of revenue	8,577	8,453	1.5	6,924	23.9	33,253	25,877	28.5
Gross profit	7,853	7,617	3.1	6,336	23.9	29,736	23,014	29.2
SG& A expenses	3,193	2,963	7.8	2,424	31.7	11,648	8,599	35.5
EBITDA	4,660	4,654	0.1	3,912	19.1	18,088	14,415	25.5
Dep. and amortization	302	273	10.4	240	25.7	1,079	904	19.4
EBIT	4,358	4,381	(0.5)	3,672	18.7	17,009	13,511	25.9
Other income	419	213		108		1,118	404	
PBT	4,777	4,594	4.0	3,780	26.4	18,126	13,915	30.3
Income tax	1,142	1,003	13.9	817	39.7	4,034	3,169	27.3
PAT	3,635	3,592	1.2	2,962	22.7	14,092	10,747	31.1
Earnings in affiliates	-	-	-	-	-	-	-	-
Minority interest	38	40	(4.5)	30	27.9	149	111	34.6
Adjusted PAT	3,597	3,552	1.3	2,932	22.7	13,942	10,636	31.1
EPS (₹)	18.4	18.1	1.3	15.0	22.7	71.2	54.3	31.1
Gross margin (%)	47.8	47.4	40bp	47.8	1bp	47.2	47.1	14bp
EBITDA margin (%)	28.4	29.0	(60)bp	29.5	(114)bp	28.7	29.5	(77)bp
EBIT margin (%)	26.5	27.3	(73)bp	27.7	(117)bp	27.0	27.6	(63)bp
PAT margin (%)	21.3	21.8	(46)bp	21.9	(59)bp	21.7	21.6	17bp

Source: Company, Angel Research

Exhibit 2: Actual vs Angel estimates

(₹ cr)	Actual	Estimate	Var. (%)
Net revenue	16,430	16,457	(0.2)
EBITDA margin (%)	28.4	28.7	(29)bp
PAT	3,597	3,528	1.9

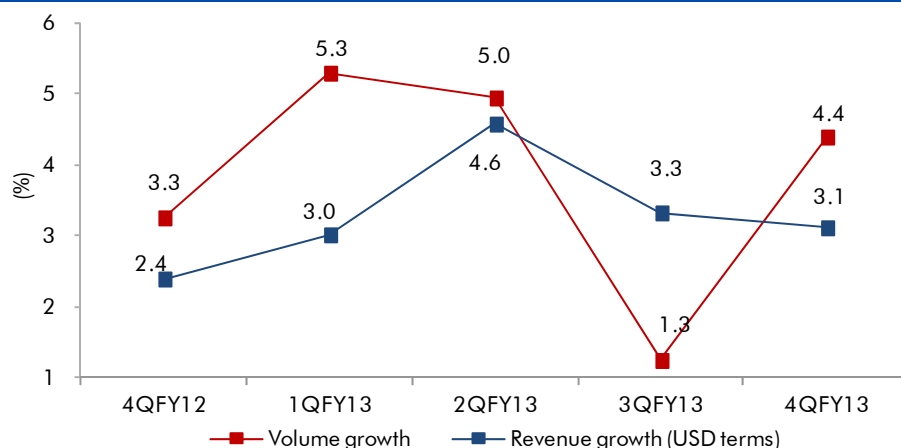
Source: Company, Angel Research

A consistent performer

For 4QFY2013, TCS reported in-line set of results with USD revenue growing by 3.1% qoq to US\$3,040mn. In constant currency (CC) terms, revenue grew 4.0% qoq, aided by a robust volume growth of 4.4% qoq. Excluding sale of equipment and software licenses, growth in volumes was 3.4% qoq, in line with our estimates. In INR terms, the revenue came in at ₹16,430cr, up 2.2% qoq. A large part of the revenue growth during the quarter was driven by India; and within India, from the sale of equipment and software licenses. India contributed 47% to incremental revenues during the quarter.

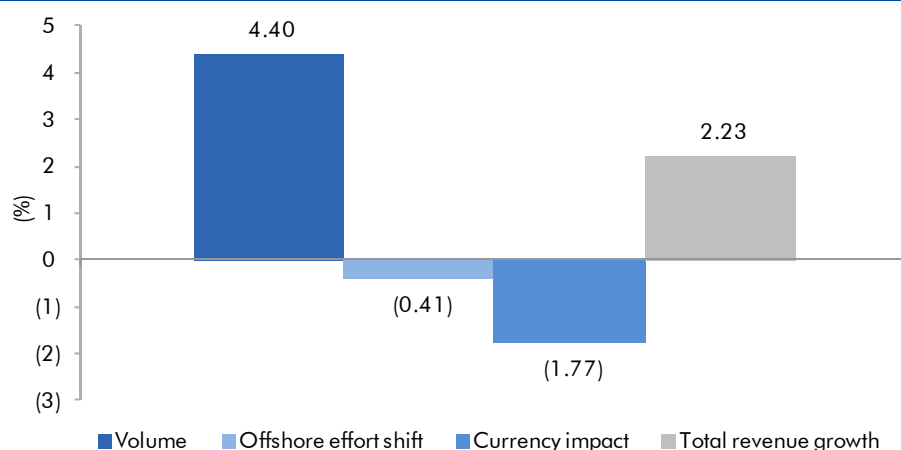
TCS closed 11 large deals during 4QFY2013. These deals span industry segments as well as geographies.

Exhibit 3: Trend in volume and revenue growth (qoq)



Source: Company, Angel Research

Exhibit 4: Revenue drivers for 4QFY2013



Source: Company, Angel Research

Broad-based growth

TCS' performance during the quarter was backed by healthy demand seen across almost all its industry segments. The company's anchor industry segment - banking, financial services, and insurance (BFSI) – grew the fastest amongst all the industry segments by posting a 4.3% qoq growth in revenues. The segment witnessed incremental revenues by ~60% during the quarter. The company expects BFSI to grow at least in line with the company's average in FY2014. IT spending in the BFSI industry is seen to be coming from work related to compliance, risk monitoring and digitization. Each of the industry segments such as manufacturing, retail & distribution, energy & utilities, and media & entertainment, posted 3%+ kind of dollar revenue growth qoq. The Management indicated that telecom, which has been challenged since the last two years, is expected to perform better in FY2014, which is in contradiction to the commentary given by the Managements of other IT companies, peer to TCS.

Exhibit 5: Revenue growth (Industry wise)

	% to revenue	% chg (qoq)	% chg (yoy)
BFSI	43.5	4.3	18.3
Manufacturing	8.5	3.1	23.5
Telecom	9.3	0.9	6.8
Lifesciences and healthcare	5.1	1.1	10.5
Retail and distribution	13.4	3.1	23.1
Travel and hospitality	3.4	(2.6)	5.5
Energy and utilities	3.8	3.1	14.8
Media and entertainment	2.1	3.1	9.6
Hi-tech	5.7	1.3	9.1

Source: Company, Angel Research

Service line wise, three service areas led TCS' growth during 4QFY2014 – IMS (6.6% qoq growth), enterprise services (5.9% qoq growth) and assurance services (4.5% qoq). Each of these verticals has now been strong over the past four quarters for TCS and have collectively accounted for 64% of the incremental revenue, during the quarter. The revenue from the company's anchor service line – application development and maintenance (ADM) grew by 3.1% qoq. The Management indicated that the deal pipeline is robust for services such as infrastructure management, consulting, enterprise services, and products.

Exhibit 6: Revenue growth (Service wise)

	% to revenue	% chg (qoq)	% chg (yoy)
IT solutions and services			
ADM	42.4	3.1	9.6
Enterprise solutions	15.5	5.9	17.1
Assurance services	7.8	4.5	22.7
Engg. and industrial services	4.6	0.9	14.8
Infrastructure services	12.1	6.6	33.6
Global consulting	3.1	(0.1)	31.8
Asset-leveraged solutions	2.5	(7.9)	(26.4)
BPO	12.0	(0.2)	19.8

Source: Company, Angel Research

Geography wise, growth was largely led by India, the revenue from which grew by 19.4% qoq. Revenue from UK declined by 1.0% qoq, on quarterly volatility in Diligenta, and depreciation of GBP. Revenue from developed geographies such as US and Continental Europe grew by 2.1% and 6.5% qoq, respectively.

Exhibit 7: Revenue growth (Geography wise)

	% of revenue	% chg (qoq)	% chg (yoy)
U.S.	52.1	2.1	11.6
Latin America	3.5	0.3	29.6
U.K.	16.8	(1.0)	26.9
Continental Europe	9.4	6.5	10.1
India	8.8	19.4	18.9
Asia Pacific	7.3	0.4	8.8
MEA	2.1	3.1	14.8

Source: Company, Angel Research

Hiring spree continues

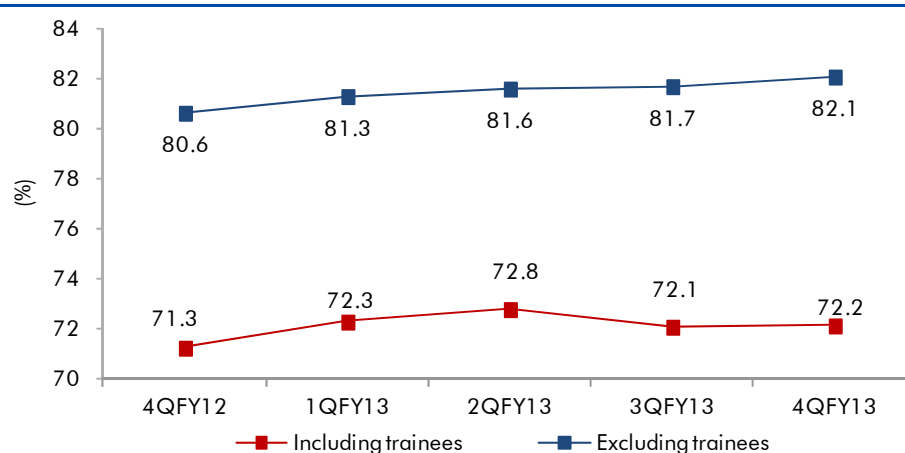
In 4QFY2013, TCS added 20,098 gross employees and 12,559 net employees, taking its total employee base to 276,196. During the quarter, the attrition rate (last twelve month [LTM] basis) declined to 10.6% (lowest in the past twelve quarters) from 11.2% in 3QFY2013.

For FY2013, the Management revised its gross hiring target to 60,000 employees, in 3QFY2013 (from 50,000 earlier), while the company actually hired 68,000+ gross employees during FY2013, which instills confidence in the deal pipeline of the company. For FY2014, the Management has given a gross hiring target of 45,000 employees and has already given campus offers to ~25,000 candidates.

Exhibit 8: Hiring and attrition trend

Particulars	4QFY12	1QFY13	2QFY13	3QFY13	4QFY13
Gross addition	19,156	13,831	18,654	17,145	20,098
Net addition	11,832	4,962	10,531	9,561	12,559
Total employee base	238,583	243,545	254,076	263,637	276,196
Attrition (%) - LTM basis	12.2	12.0	11.4	11.2	10.6

Source: Company, Angel Research

Exhibit 9: Trend in utilization


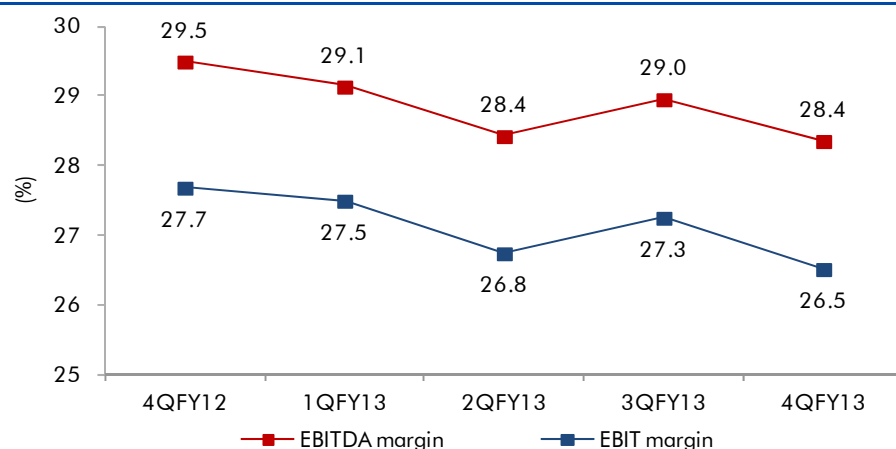
Source: Company, Angel Research

For 4QFY2013, the utilization level excluding trainees improved by 38bp qoq to 82.1%; while including trainees, it remained almost flat qoq at 72.2%.

Margins decline

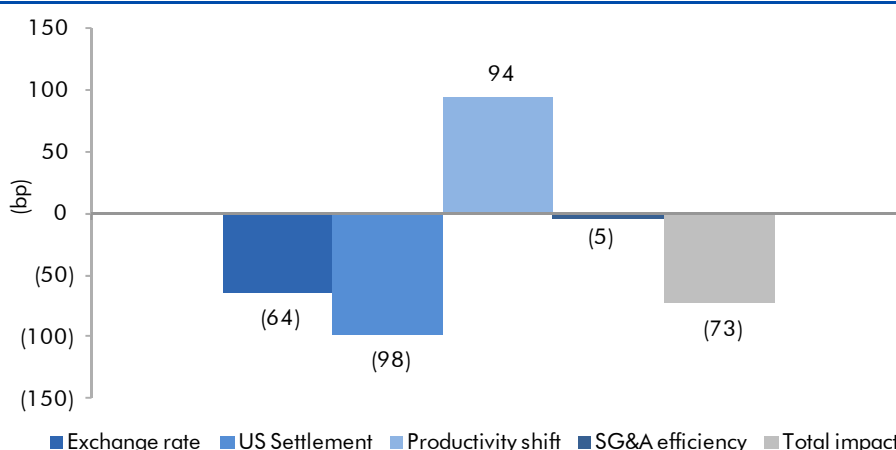
TCS' EBITDA and EBIT margins declined by 60bp and 73bp qoq to 28.4% and 26.5% respectively, impacted by an one-time lawsuit settlement of ~US\$30mn and a ₹100cr impact due to exchange rate fluctuation. The break-up of movement in EBIT margin is: 1) exchange rates: -64bp, 2) productivity gains: +94bp, 3) US settlement: -98bp and 4) increase in SG&A costs: -5bp.

Exhibit 10: Margin profile



Source: Company, Angel Research

Exhibit 11: Factors affecting EBIT margin of 4QFY2013



Source: Company, Angel Research

Client metrics

The client pyramid during the quarter witnessed a qualitative improvement, with client additions seen in some of the revenue brackets. During the quarter, TCS added one client in the US\$50-100mn revenue bracket and 10 in the US\$10mn-20mn revenue bracket. It added 52 new accounts in 4QFY2013, taking the total active client base to 1,065.

Exhibit 12: Client pyramid

	4QFY12	1QFY13	2QFY13	3QFY13	4QFY13
US\$1mn–5mn	277	268	269	278	279
US\$5mn–10mn	75	84	87	88	81
US\$10mn–20mn	71	70	74	71	81
US\$20mn–50mn	56	59	63	67	67
US\$50mn–100mn	29	32	31	31	32
US\$100mn plus	14	14	14	16	16
Number of active clients	1,037	1,032	1,041	1,051	1,065
Clients added	42	29	41	31	52

Source: Company, Angel Research

Outlook and valuation

The Management indicated that it expects CY2013 to be better than CY2012 in terms of IT spending, with clients seeming to be having a better handle on the kind of projects they would want to execute as clients are aware of the challenging macro environment and have made plans to spend on IT considering all these challenges. The current deal pipeline is presenting opportunities for a robust growth in both run-the-business (RTB) and discretionary activities. The company is pursuing more number of large deals in terms of cumulative size vs this time last year. A healthy pipeline, broad-based deal signings and upturn in discretionary spending - all these factors have collectively lent confidence to the company in estimating FY2014 to be a better year than FY2013. The company continues to receive deals in transformation projects. The company reiterated its outlook of a stable pricing environment, but for the changes in realization, that could potentially be impacted by changes in business mix from quarter to quarter. TCS cited a healthy deal pipeline with outlook on growth fairly broad-based.

For FY2013, the Management has revised its gross hiring target to 60,000 employees in 3QFY2013 (from 50,000 earlier), while the company actually hired 68,000+ gross employees during FY2013 which instills confidence in the deal pipeline of the company. For FY2014, the Management has given a gross hiring target of 45,000 headcounts and has already given campus offers to ~25,000 candidates. Even with aggressive hiring plans, the Management targets to maintain its utilization levels excluding trainees at 80%+ going ahead. TCS expects growth in BFSI, which is the company's anchor industry segment, to be at least in line with the overall company's average in FY2014, which is encouraging. The company announced 100% of the Quarterly Variable Payout to employees, during the quarter. For FY2014, it announced ~7% wage hike at offshore, 4-6% hikes in other developing economies, and 2-4% in developed economies.

Over FY2013-15, we expect TCS' revenue to post a 14.5% (in USD terms) and 14.0% (in INR terms) CAGR. On the EBITDA and PAT fronts, we expect the company to post a 12.5% and 11.2% CAGR over FY2013-15, respectively. At the current market price of ₹1,459, the stock is trading at 18.6x FY2014E and 16.6x FY2015E EPS of ₹78.5 and ₹88.0, respectively. **We value TCS at 18x FY2015E EPS of ₹88.0 with a target price of ₹1,585 and maintain our Accumulate rating on the stock.**

Exhibit 13: Key assumptions

	FY2014	FY2015
Revenue growth (USD)	15.0	14.0
USD-INR rate (realized)	54.0	54.0
Revenue growth (₹)	14.0	14.0
EBITDA margin (%)	28.4	27.9
Tax rate (%)	24.0	24.0
EPS growth (%)	10.2	12.1

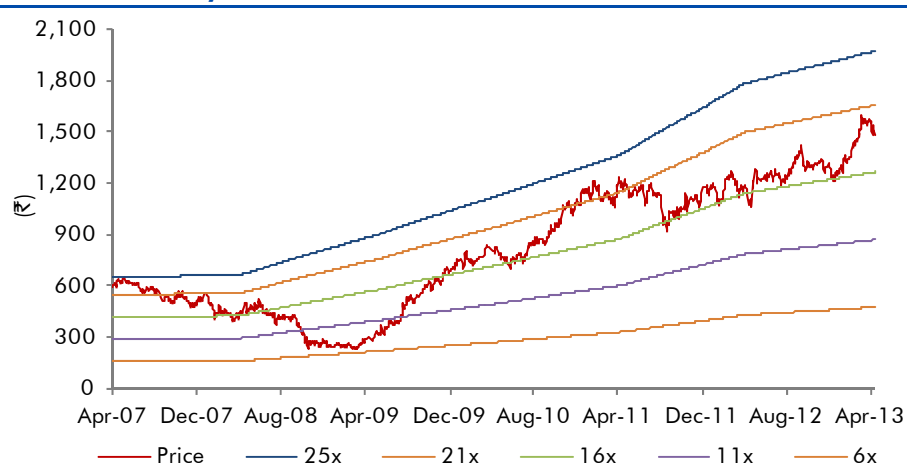
Source: Company, Angel Research

Exhibit 14: Change in estimates

Parameter (₹ cr)	FY2014E			FY2015E		
	Earlier estimates	Revised estimates	Variation (%)	Earlier estimates	Revised estimates	Variation (%)
Net revenue	71,548	71,833	0.4	81,428	81,893	0.6
EBITDA	20,391	20,407	0.1	22,891	22,886	(0.0)
PBT	1,148	1,226	6.7	1,352	1,449	7.2
Tax	20,323	20,426	0.5	22,883	22,943	0.3
PAT	4,877	4,902	0.5	5,492	5,506	0.3

Source: Company, Angel Research

Exhibit 15: One-year forward PE chart



Source: Company, Angel Research

Exhibit 16: Recommendation summary

Company	Reco	CMP (₹)	Tgt. price (₹)	Upside (%)	FY2015E EBITDA (%)	FY2015E P/E (x)	FY2012-15E EPS CAGR (%)	FY2015E EV/Sales (x)	FY2015E RoE (%)
HCL Tech	Buy	751	863	15.0	20.7	12.2	19.6	1.4	21.5
Hexaware	Buy	89	105	18.5	19.2	7.6	9.5	0.9	22.1
Infosys	Accumulate	2,282	2,465	8.0	27.7	12.5	7.9	2.0	19.3
Infotech Enterprises	Buy	167	196	17.0	18.5	7.7	14.5	0.4	13.1
KPIT Cummins	Buy	97	130	34.6	15.2	6.7	21.8	0.5	18.8
Mahindra Satyam	Buy	110	143	30.2	19.1	9.2	2.3	0.9	20.1
Mindtree	Accumulate	858	926	7.9	19.4	9.3	19.9	0.8	18.8
Mphasis	Accumulate	359	395	10.2	17.4	8.6	3.3	0.6	13.6
NIIT	Buy	23	30	30.4	9.1	4.3	(7.1)	0.1	11.9
Persistent	Accumulate	547	602	10.1	24.6	9.1	19.3	0.9	16.8
TCS	Accumulate	1,459	1,585	8.6	27.9	16.6	17.4	3.2	27.9
Tech Mahindra	Buy	956	1,230	28.7	18.1	8.3	10.7	1.4	19.1
Wipro	Buy	375	450	20.0	19.5	11.9	11.6	1.3	17.6

Source: Company, Angel Research

Company background

TCS is Asia's largest IT services provider and is amongst the top 10 technology firms in the world. The company has a global footprint with an employee base of over 2.7lakh professionals, offering services to more than 1,050 clients across various industry segments. The company has one of the widest portfolios of services offerings, spanning across the entire IT service value chain – from traditional application development and maintenance to consulting and package implementation to products and platforms.

Profit & Loss statement (Consolidated, IFRS)

Y/E March (₹ cr)	FY2011	FY2012	FY2013E	FY2014E	FY2015E
Net sales	37,324	48,891	62,988	71,833	81,893
Cost of revenues	19,937	25,877	33,253	38,479	44,594
Gross profit	17,387	23,014	29,736	33,354	37,299
% of net sales	46.6	47.1	47.2	46.4	45.5
SGA expenses	6,189	8,599	11,648	12,947	14,413
% of net sales	16.6	17.6	18.5	18.0	17.6
EBITDA	11,198	14,415	18,088	20,407	22,886
% of net sales	30.0	29.5	28.7	28.4	27.9
Dep. and amortization	721	904	1079	1207	1392
% of net sales	1.9	1.8	1.7	1.7	1.7
EBIT	10,477	13,511	17,009	19,201	21,494
% of net sales	28.1	27.6	27.0	26.7	26.2
Other income, net	532	404	1118	1226	1449
Profit before tax	11,009	13,915	18,126	20,426	22,943
Provision for tax	2,174	3,169	4,034	4,902	5,506
% of PBT	19.7	22.8	22.3	24.0	24.0
PAT	8,835	10,747	14,092	15,524	17,437
Earnings in affiliates	-	-	-	-	-
Minority interest	120	111	149	155	209
Adj. PAT	8,715	10,636	13,942	15,369	17,228
Fully diluted EPS (₹)	44.5	54.3	71.2	78.5	88.0

Balance sheet (Consolidated, IFRS)

Y/E March (₹ cr)	FY2011	FY2012	FY2013E	FY2014E	FY2015E
Assets					
Cash and cash equivalents	1,554	1,984	1,843	3,218	4,306
Other current financial assets	3,934	6,509	11,457	12,150	15,582
Accounts receivable	8,201	11,499	14,077	16,338	18,598
Unbilled revenues	1,349	2,248	3,160	3,542	4,039
Other current assets	1,449	-	-	-	-
Property and equipment	5,200	6,455	8,194	9,139	10,170
Intangible assets and goodwill	3,379	3,493	3,506	3,506	3,506
Investments	1,839	1,478	2,040	2,000	2,000
Other non-current assets	2,575	-	-	-	-
Total assets	32,788	41,199	52,074	63,530	76,270
Liabilities					
Current liabilities	5,834	6,806	8,751	10,120	11,729
Short term borrowings	33	11	101	101	101
Redeemable preference shares	100	100	100	100	100
Long term debt	6	115	131	131	131
Other non-current liabilities	1,097	1,115	1,378	1,602	1,857
Minority interest	315	528	656	656	656
Shareholders' funds	25,404	32,523	40,956	50,818	61,695
Total liabilities	32,788	41,199	52,074	63,530	76,270

Cash flow statement (Consolidated, IFRS)

Y/E March (₹ cr)	FY2011	FY2012	FY2013E	FY2014E	FY2015E
15E Pre-tax profit from oper.	10,477	13,511	17,009	19,201	21,494
Depreciation	721	904	1,079	1,207	1,392
Exp. (deferred)/written off	120	112	149	155	209
Pre tax cash from oper	11,078	14,303	17,939	20,252	22,677
Other inc./prior period ad	532	404	1,118	1,226	1,449
Net cash from operations	11,611	14,707	19,056	21,478	24,126
Tax	2,174	3,169	4,034	4,902	5,506
Cash profits	9,437	11,538	15,022	16,575	18,620
(Inc)/dec in acc. recv.	(2,391)	(3,298)	(2,578)	(2,261)	(2,260)
(Inc)/dec in unbilled rev.	(148)	(899)	(912)	(382)	(496)
(Inc)/dec in oth. current asst.	(3,255)	(1,127)	(4,948)	(693)	(3,431)
Inc/(dec) in current liab.	347	951	2,035	1,369	1,608
Net trade working capital	(5,448)	(4,373)	(6,403)	(1,968)	(4,579)
Cash flow from oper. actv.	3,989	7,166	8,619	14,608	14,041
(Inc)/dec in fixed assets	(1,750)	(2,159)	(2,819)	(2,151)	(2,423)
(Inc)/dec in investments	5,597	361	(562)	40	-
(Inc)/dec in intangible asst.	(138)	(114)	(13)	-	-
(Inc)/dec in non-cur.asst.	(3,275)	(1,649)	(262)	(5,840)	(4,433)
Cash flow from invt. actv.	435	(3,561)	(3,656)	(7,951)	(6,857)
Inc/(dec) in debt	419	128	278	225	255
Inc/(dec) in equity	328	1,979	(1,159)	(1,155)	(2,000)
Inc/(dec) in minority int.	(62)	213	129	-	-
Dividends	(4,580)	(5,496)	(4,351)	(4,351)	(4,351)
Cash flow from finan. actv.	(3,895)	(3,176)	(5,103)	(5,282)	(6,096)
Cash generated/(utilized)	529	430	(140)	1,375	1,088
Cash at start of the year	1,025	1,554	1,984	1,843	3,218
Cash at end of the year	1,554	1,984	1,843	3,218	4,306

Key ratios

Y/E March	FY2011	FY2012	FY2013E	FY2014E	FY2015E
Valuation ratio(x)					
P/E (on FDEPS)	32.8	26.9	20.5	18.6	16.6
P/CEPS	30.3	24.7	19.0	17.2	15.3
P/BVPS	11.2	8.8	7.0	5.6	4.6
Dividend yield (%)	1.6	1.4	1.3	1.3	1.3
EV/Sales	7.5	5.6	4.3	3.7	3.2
EV/EBITDA	24.9	19.1	14.9	13.2	11.5
EV/Total assets	8.5	6.7	5.2	4.2	3.5
Per share data (₹)					
EPS	44.5	54.3	71.2	78.5	88.0
Cash EPS	48.2	59.0	76.8	84.7	95.1
Dividend	23.4	20.0	19.0	19.0	19.0
Book value	130	166	209	260	315
Dupont analysis					
Tax retention ratio (PAT/PBT)	0.8	0.8	0.8	0.8	0.8
Cost of debt (PBT/EBIT)	1.1	1.0	1.1	1.1	1.1
EBIT margin (EBIT/Sales)	0.3	0.3	0.3	0.3	0.3
Asset turnover ratio (Sales/Assets)	1.1	1.2	1.2	1.1	1.1
Leverage ratio (Assets/Equity)	1.3	1.3	1.3	1.3	1.2
Operating ROE	34.8	33.0	34.4	30.5	28.3
Return ratios (%)					
RoCE (pre-tax)	32.0	32.8	32.7	30.2	28.2
Angel RoIC	41.1	43.3	46.3	41.6	39.5
RoE	34.3	32.7	34.0	30.2	27.9
Turnover ratios(x)					
Asset turnover (fixed assets)	7.2	7.6	7.7	7.9	8.0
Receivables days	80	86	82	83	83

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Disclosure of Interest Statement	TCS
1. Analyst ownership of the stock	No
2. Angel and its Group companies ownership of the stock	No
3. Angel and its Group companies' Directors ownership of the stock	No
4. Broking relationship with company covered	No

Note: We have not considered any Exposure below ₹1 lakh for Angel, its Group companies and Directors

Ratings (Returns):	Buy (> 15%) Reduce (-5% to -15%)	Accumulate (5% to 15%) Sell (< -15%)	Neutral (-5 to 5%)
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