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#TCSQ2 FY16 EARNINGS CONFERENCE

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Q2 FY16 Performance Highlights

(IFRS)	QoQ	YoY
• Revenue of ₹ 27,165 crore	5.8%	14.1%
• Net Income of ₹ 6,055 crore	6.1%	14.5%
• Operating Margin 27.1%		

- Robust Volume growth at 4.9%
- Accelerated CC growth at 3.9% Q-o-Q
- Gross addition of 25,186 associates; Total employees: 335,620
- Utilization at 86% (excluding trainees)
- $100M+ Customers up by 3; $10M+ customers up by 6

Business & Digital Highlights

- Strong growth in BFS, Retail and Life Sciences;
- Strong Growth in Core Markets led by UK and North America
- Growth in Emerging Markets led by MEA, India, Latin America
- Service lines led by Asset-Leveraged solutions followed by Assurance, Ent Sol, Infrastructure and BPS
- Strong Traction for ‘Digital’ deals across key verticals
- Ignio™ – a neural automation system for enterprises – continues to see customer adoption
- Over 30,000 TCSers trained on new Digital Learning Platform

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Q&A