

Tata Consultancy Services

Industry leadership intact - Beating the law of averages with yet another strong quarter

- **We reiterate our long-held stance of TCS assuming P/E leadership in the sector:** TCS' strong 3Q FY11 results (on top of an excellent 2Q FY11) strongly confirm our long-held thesis that it is ready to take P/E leadership in the sector at a time when the sector is experiencing exceptional demand. With its industry-leading revenue growth, despite being more than 30% larger in size than Infosys (its closest peer), ever-improving margin performance, and most of all admirable consistency over the past seven quarters, we believe TCS has decisively demonstrated that it is well poised to command premium valuations in the industry. We believe that comparison with Infosys, its closest peer, is now unneeded after a period of consistent relative out-performance. **TCS should now be regarded as a valuation benchmark by itself in the Indian IT industry, in our view.**
- **Superior sequential growth of 7.8% in the international business:** The all-round nature of TCS' growth has been striking over the past 5-6 quarters (with only telecom & enterprise solutions falling mildly short in this quarter).
- **Very high employee addition attests to strong visibility for CY11:** By any yardstick, adding over 20,000 employees (gross) to the workforce in a single quarter (over 12,000 net addition, or 7% net addition Q/Q) attests to the strong visibility that management has on the business prospects in CY11.
- **Operating margins hit an all-time high, on parity with Infosys on a like-for-like basis:** It surprises us that even in a quarter in which we expected margin headwinds due to (a) the stronger Rupee, and (b) steeply higher rent costs, TCS has scaled yet another peak in operating margins (28.1% EBIT). This represents the culmination of a process of continual improvement in operating margins, which have risen by over 600bp since 1Q FY09. EBIT margins now stand within 210bp of Infosys' and, adjusted for TCS' exposure to the India market (over 9% of revenues), where margins are much lower, we estimate margin parity on the overseas (export) business with Infosys.
- **Investment view: Likely to lead the sector on valuations; maintain OW with new Sep- 11 PT of Rs1,280:** Yet again, we raise (a) our FY11E/12E EPS by 4%/7% and (b) our price target (from Rs1,150), ascribing a target valuation that is at a premium to that of Infosys. **TCS remains our top pick among the large caps, and we continue to recommend TCS (OW) over Infosys (N), believing it will return an extra 7-10% over Infosys on a 12-month horizon, with much of this front-ended.**

Overweight

TCS.BO, TCS IN

Price: Rs1,137.40

▲ **Price Target: Rs1,280.00**
Previous: Rs1,150.00

India

eBusiness/IT Services

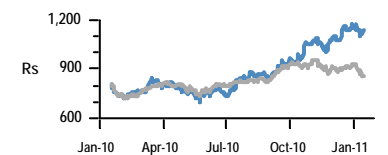
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J.P. Morgan India Private Limited

Price Performance



	YTD	1m	3m	12m
Abs	-1.8%	-2.5%	19.7%	41.8%
Rel	6.4%	2.4%	26.4%	34.6%

Bloomberg: TCS IN; Reuters: TCS.BO

Rs MM, YE Mar	FY10A	FY11E	FY12E	FY13E		FY10A	FY11E	FY12E	FY13E		
Sales	300,288	374,286	471,548	569,651	BVPS (Rs)	107.0	128.1	171.5	225.4	52-Week range	Rs676-1,187
Operating Profit	79,590	104,132	132,853	159,663	ROE (%)	37.6	37.4	35.3	31.9	Shares Outstg	1,957Mn
EBITDA	83,975	109,329	138,987	166,917	ROIC (%)	44.5	49.9	50.8	51.6	Date of price	1/17/11
Pre Tax Profit	81,846	107,393	135,958	166,860	Qtr EPS (Rs)	1Q	2Q	3Q	4Q	Avg daily volume	1.6Mn
Net profit	68,728	85,993	103,499	123,796	EPS (FY10)	6.4	6.4	6.9	6.7	Avg daily value	US\$32.0 Mn
EPS (Rs)	35.1	43.9	52.9	63.3	EPS (FY11) E	7.8	8.3	9.2	9.9	Index (Sensex)	18,882
EPS Growth (%)	32.9	25.1	20.4	19.6	EPS (FY12) E	9.4	10.8	11.9	11.8	Free float	24%
P/E (x)	28.1	25.9	21.5	18.0	Abs. Per.(1M, 3M, 12M)	49.9	46.3	139.8		Dividend Yld (%)	0.9%
P/B (x)	9.2	8.9	6.6	5.0	Rel. Per.(1M, 3M, 12M)	47.4	44.7	122.6		Exchange rate	Rs45.2/US\$1
Cash	46,774	61,611	121,649	202,283	Target Price (9/2011)	Rs	1,280			Market Cap	Rs 2,226B
										Market Cap	US\$ 48.90B

Source: Company data, Bloomberg, J.P. Morgan estimates.

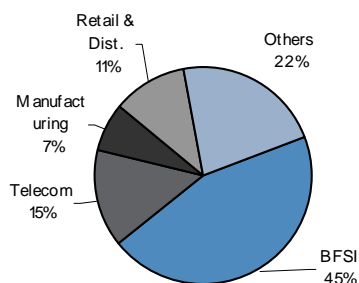
See page 12 for analyst certification and important disclosures, including non-US analyst disclosures.

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Company Description

TCS is Asia's largest IT services company with significant experience across vertical domains (BFSI, manufacturing, and telecom) and technology platforms. TCS serves 800+ clients. It has the widest portfolio of service offerings in the Indian IT space and its skill-set straddles the entire IT services value chain – from pure IT outsourcing to traditional application development and maintenance to package implementation to consulting assignments to complex turnkey projects to BPO.

Revenue chart



Source: Company data.

EPS: J.P. Morgan vs. consensus

	J. P. Morgan	Consensus
FY11E	43.9	43.1
FY12E	52.9	50.3
FY13E	63.3	60.1

Source: Bloomberg, J. P. Morgan.

P&L sensitivity metrics

	EBITDA impact (%)	EPS impact (%)
Sales volume growth assumption: 29%(FY11)		
Impact of each 5%	3.1%	3.2%
Gross margin assumption: 45%(FY11)		
Impact of each 1%	3.5%	3.6%
Capacity utilization assumption: 81% (FY11)		
Impact of each 5%	11.9%	12.2%
Debt/equity assumption: 0%(FY11)		
Impact of each 10%	0%	1.1%

Source: J. P. Morgan estimates.

Price target and valuation analysis

We increase our Sep-11 price target to Rs1,280 based on a one-year forward P/E of 22x, which is at a premium to Infosys' target price multiple of 20.5x.

Risk free rate:	6.50%
Market risk premium:	8.00%
Beta:	0.75
Debt/equity:	0.00%
Cost of debt:	8.00%
Terminal "g":	4%

Source: J.P. Morgan estimates.

Risks to our PT are further rupee appreciation, especially given that TCS has a lower hedging position and higher-than-expected wage expenses in variable payouts.

Widening the lead over Infosys

We believe that TCS should now be viewed as a valuation benchmark by itself in the Indian IT industry. That said, it helps to understand how much it has pulled ahead of Infosys, its closest peer, over the past seven quarters.

TCS is now faring more favorably than Infosys on several parameters. **We have identified five of them to illustrate our point that TCS deserves a P/E premium in the industry:**

- Its absolute EBIT is now 27.4% ahead of that of Infosys – continually rising over the past quarters (Figure 1).
- Tight, consistent focus on cost management, fixed price productivity and onsite-to-offshore shift has resulted in a shrinkage of the margin gap with Infosys to 210bp (the lowest ever, and down from ~700bp in 4Q FY09; see Figure 2). Adjusted for lower margins for TCS' India business (9% of revenues in 3Q FY11), we believe that margins on export (overseas) revenues could be on parity.
- In a robust demand environment, where managing the supply side (employees) is crucial, TCS is still doing a better job than Infosys of managing attrition in this high-attrition period (see Figure 3). This despite the fact that a greater proportion of its workforce belongs to BPO (than Infosys), where the attrition is almost 2x that in IT Services.
- Also, its per-employee EBIT is now only about 10% lower than that of Infosys (see Figure 4).
- Its tax rate is consistently lower than that of Infosys, which partly reflects a greater push to SEZs (besides Infosys suffering the relative disadvantage of all its STPI units out of 10A/10B protection and higher tax rates on greater interest income). Sure, we estimate TCS' effective tax rate will increase to 23-24% in FY12 (from the current 19%) when all prior tax exemptions cease, but this is still a clear 3-4% points lower than that of Infosys (26-27%).

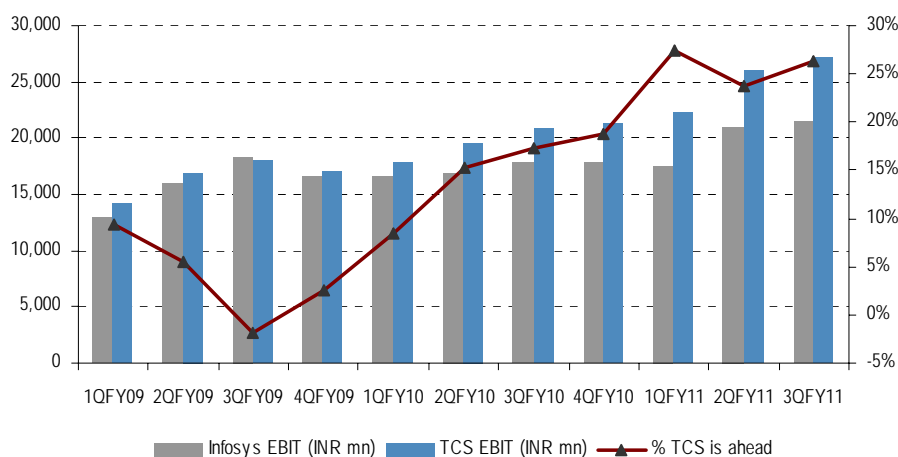
All of these ongoing improvements should mean that TCS' strong performance will lead to a decisive (and sustainable) P/E premium for TCS over Infosys.

Table 1: TCS and Infosys: Performance comparison

Revenues	2Q FY09	3Q FY09	4Q FY09	1Q FY10	2Q FY10	3QFY10	4QFY10	1QFY11	2QFY11	3QFY11
Infosys	54,108	57,891	56,319	54,776	55,842	57,436	59,499	61,898	69,534	71,060
TCS	69,534	72,770	71,718	72,070	74,351	76,503	77,365	82,173	92,864	96,634
% TCS leads Infosys	28.5	25.7	27.3	31.6	33.1	33.2	30.0	32.8	33.6	36.0
EBIT										
Infosys	15,980	18,350	16,579	16,501	16,937	17,809	17,905	17,503	21,009	21,475
TCS	16,848	18,020	17,000	17,892	19,531	20,888	21,280	22,307	26,008	27,132
% TCS leads Infosys	5.4	-1.8	2.5	8.4	15.3	17.3	18.9	27.4	23.8	26.3
Net profit										
Infosys	14,169	15,691	15,976	15,281	15,340	15,571	16,023	14,859	17,384	17,799
TCS	12,615	13,525	13,144	15,203	16,239	17,975	19,311	18,442	21,065	23,301
% TCS leads Infosys	-11.0	-13.8	-17.7	-0.5	5.9	15.4	20.5	24.1	21.2	30.9
Headcount										
Infosys	100,306	103,078	104,850	103,905	105,453	109,882	113,796	114,822	122,468	130,473
TCS	121,610	130,343	143,761	141,642	141,962	149,654	160,429	163,700	174,417	186,914
% TCS leads Infosys	21.2	26.5	37.1	36.3	34.6	36.2	41.0	42.6	42.4	43.3
Attrition										
Infosys	12.8%	11.8%	11.1%	11.1%	11.1%	11.6%	13.4%	15.8%	17.1%	17.5%
TCS	13.2%	11.9%	11.4%	11.5%	11.4%	11.5%	11.8%	13.1%	14.1%	14.4%

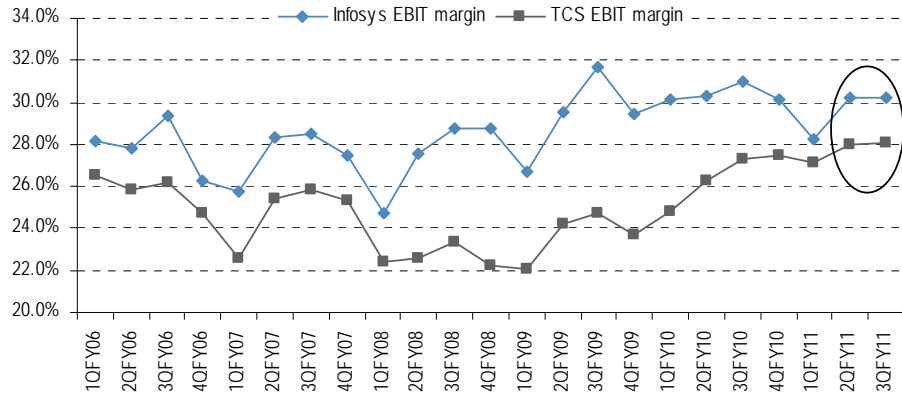
Source: Company reports.

Figure 1: TCS: EBIT gap with Infosys has increased considerably



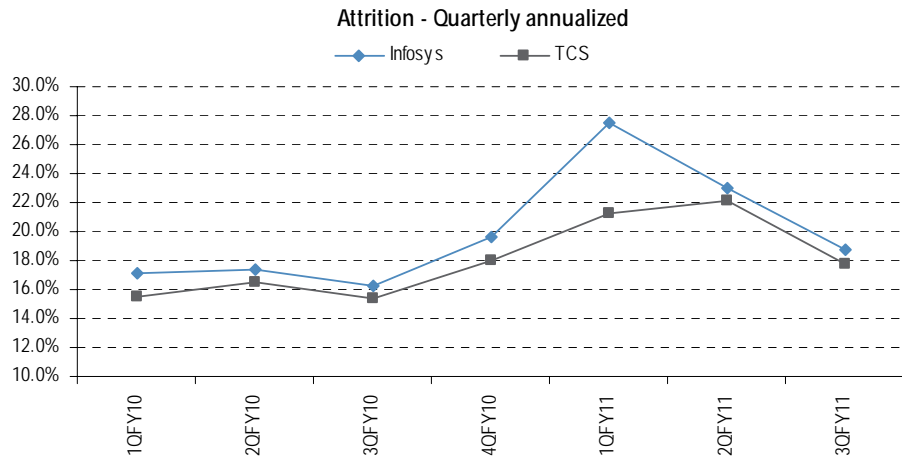
Source: Company reports and J.P. Morgan estimates.

Figure 2: TCS has closed the EBIT margin gap with Infosys to lower than 110bp



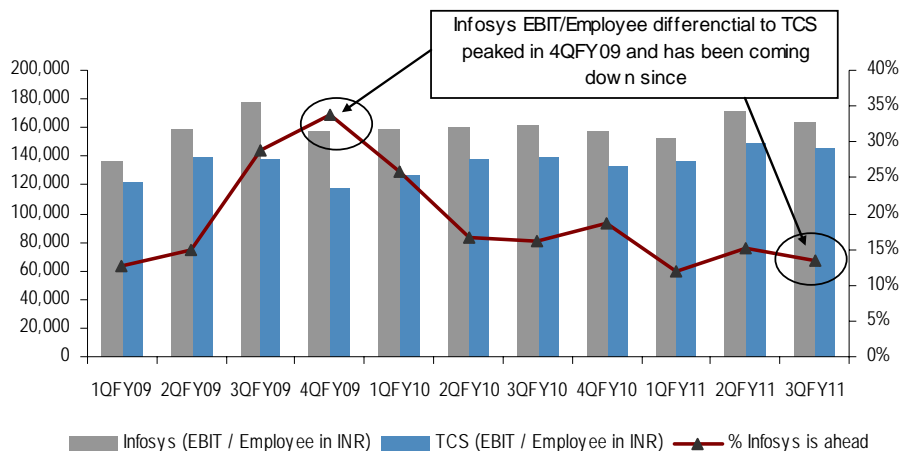
Source: Company reports and J.P. Morgan estimates.

Figure 3: TCS has managed the supply side better than Infosys, despite a greater proportion of its workforce in BPO (high-attrition service line), although the difference is narrowing



Source: Company reports and J.P. Morgan estimates.

Figure 4: TCS has closed down the EBIT-per-employee gap vs. Infosys over the last five quarters



Source: Company reports and J.P. Morgan estimates.

Environment outlook continues to improve, margins look sustainable

Management sounded confident about the environment, indicating closure in clients' IT budgets for CY11. While the macro-environment caveat was repeated, the on-the-ground impact for offshore IT services players remains positive across verticals and service lines. Moreover, management also clearly indicated that the demand was not just pent-up demand and is more sustainable in nature, which we think points to improved and sustained visibility in the IT spend outlook and a potential increase of better-margin discretionary projects. The deal pipeline continues to look strong for the coming quarters, as evidenced by the very robust hiring numbers.

On margins, management expects to hold on to margins using cost-control measures to offset the sharp rupee appreciation. We think this is appreciable given the already strong margin performance in 1H FY11 – despite the wage rises, stronger rupee, and higher rent and travel expenses.

We raise our bottom-line estimates by 4-7%

Table 2: TCS: Earnings estimate changes

Rs in millions, year-end March

	New			Earlier			Change (%)		
	FY11E	FY12E	FY13E	FY11E	FY12E	FY13E	FY11E	FY12E	FY13E
Revenue	374,286	471,548	569,651	370,031	454,881	545,568	1.1	3.7	4.4
Gross Profit	170,396	217,387	262,200	167,186	204,755	244,636	1.9	6.2	7.2
EBIT	104,132	132,853	159,663	101,541	123,909	148,071	2.6	7.2	7.8
EBITDA	109,329	138,987	166,917	106,708	130,042	155,325	2.5	6.9	7.5
Pre Tax Profit	107,393	135,958	166,860	103,064	126,831	154,761	4.2	7.2	7.8
Net Profit	85,993	103,499	123,796	82,298	96,325	117,671	4.5	7.4	5.2
EPS (Rs)	43.9	52.9	63.3	42.0	49.2	60.1	4.5	7.4	5.2
Margins (%)									
Gross margin	45.5	46.1	46.0	45.2	45.0				
EBIT margin	27.8	28.2	28.0	26.8	26.6				
EBITDA margin	29.2	29.5	29.3	28.2	28.0				
Net margin	23.0	21.9	21.7	22.1	21.2				

Source: J P Morgan estimates.

3Q FY11 Highlights

- Revenues came in at Rs97 billion, up 4.1% Q/Q and up 7.0% in US\$ terms (\$2.14 billion), driven by strong 5.7% Q/Q volume growth and positive pricing (+1.2%). Volume growth has understandably moderated from 11.2% last quarter. International business registered 7.8% growth. Forex headwind of 1.7% and increased offshore leverage (-1.1%) diluted the US\$ revenue growth to 4.1% Rs growth.
- Pricing improved modestly and contributed about 118bp to the top-line growth.**

Table 3: Revenue growth breakdown by driver

Factor	Contribution
Volume Growth	+5.7%
Pricing	<u>+1.2%</u>
US\$ Growth	+7.0%
Forex	-1.7%
Offshore Leverage	<u>-1.1%</u>
INR Growth	+4.1%

Source: Company reports Note: The numbers may not add up due to rounding.

- Revenues from the top 5 clients were up 6.0% (in US\$ terms). Revenue growth from top 10 clients was 7.0%, in line with growth from non-top-10 clients. The top 10 clients contributed 30.1% of total revenues.
- Proportion of fixed price contracts increased to 49.7%, the highest ever for the company, after remaining at about 49.0% for two straight quarters.

- Revenues from BFSI increased 8.4% Q/Q in US\$ terms. Media and Entertainment revenues increased 23.0%, Hi-Tech grew 16.3% Q/Q, Transportation increased 13.7% Q/Q, Energy and Utilities grew 9.5% and Healthcare reported above average growth of 9.1%. Telecom continues to be a drag (contracting 0.5%), primarily due to weakness in the domestic market, where a large proportion of revenues come from discretionary spending. Manufacturing growth at 4.1% was muted as well.
- TCS reported net addition of 12,497 employees during the quarter, which is the highest ever for any single quarter (7% Q/Q net addition). Gross addition was 20,219.
- Attrition increased modestly (30bp) to 14.4% (LTM) driven by increased BPO attrition (24.7% compared to 22.5% last quarter), while IT Services were almost flat at 13.2% (from 13.1% in 2Q). On an absolute basis, attrition declined 10% Q/Q from 8,576 in 2Q to 7,722 in 3Q.
- **TCS added 35 clients during the quarter. Net increase in million dollar clients was 14, compared to just one last quarter. TCS won nine large deals during the quarter.**
- Utilization (excluding trainees) remained flat at 83.8%, but decreased slightly including trainees to 77.1% from 77.7% last quarter due to increased number of trainees. **The strong utilization is in agreement with our view that the 'new normal' for utilization should be higher than historical average.**
- UK and Continental Europe revenues (in US\$ terms) grew at 11.9% and 9.3%, respectively. North America was also strong with 6.6% growth. Latin America and domestic revenues witnessed a decline of 15.0% and 0.6%, respectively. AsiaPac (+19.1%) and MEA (+12.6%) regions also exhibited double-digit growth.
- By Horizontals, Asset leverage solutions (+25.9%), Infrastructure services (+19.5%), Global consulting (+17.2%), Assurance services (+15.1%) and BPO (+11.1) reported double-digit Q/Q growth, while Enterprise solutions (-0.3%), Business intelligence (+1.3%), ADM (+2.9%) and Engineering services (+4.8) remained relatively weak.
- Although discretionary spending did not grow in line with the company average in 3Q FY10, indicated by the fact that BI, Enterprise solution, Engineering services and consulting revenues grew only 2.8% Q/Q, **management expects discretionary spending to pick up in the coming quarters.**
- Gross margins and operating margins improved by 26bp and 7bp, respectively, as currency headwinds were more than offset by SG&A improvement and positive offshore leverage. **The continuous improvement in operating margins reinforces our belief that the greater-than-historical average margins are due to a positive structural shift.**

Table 4: EBIT margin drivers Q/Q

Factor	Contribution
Forex Impact	-112bp
SG&A Improvement	+90bp
Offshore Leverage	+23bp
Others	+6bp
Total	+7bp

Source: Company reports

- Tax rate for 3Q was 18.6% (18.9% in 2Q) and management guided for continued increase in tax rate due to businesses moving out of STPI regions. Management expects FY12 and FY13 tax rate to be 23% and 25%, respectively.
- DSO stood at 80 days, increasing from 78 last quarter. Invested funds were \$85.7 billion at the end of 3Q, an increase of \$14.0 billion from 2Q.

JPM Q-Profile

Tata Consultancy Services Ltd. (INDIA / Information Technology)

As Of: 07-Jan-2011

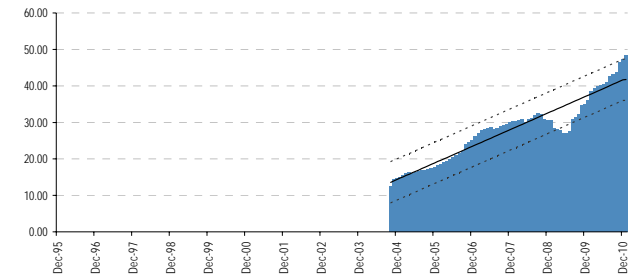
Global Equity Quantitative Analysis

Quant_Strategy@jpmorgan.com

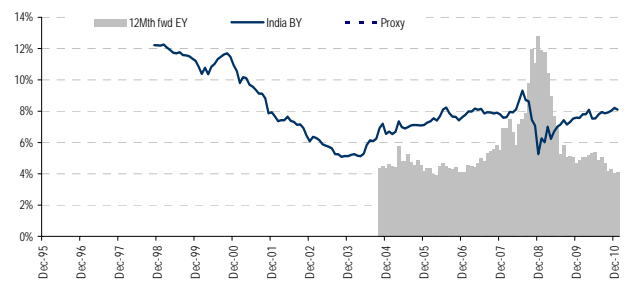
Local Share Price Current: **1174.20**



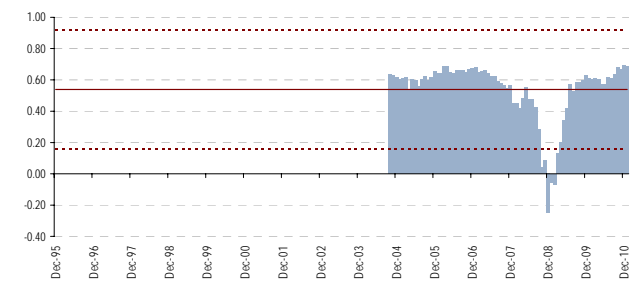
12 Mth Forward EPS Current: **48.48**



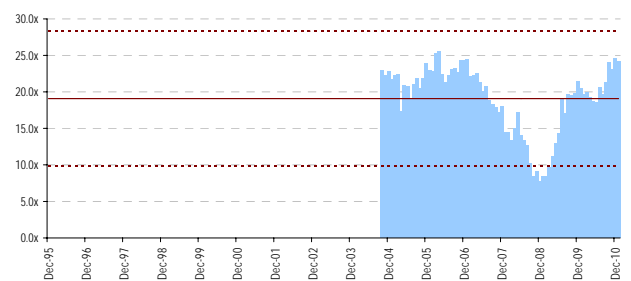
Earnings Yield (& local bond Yield) Current: **4%**



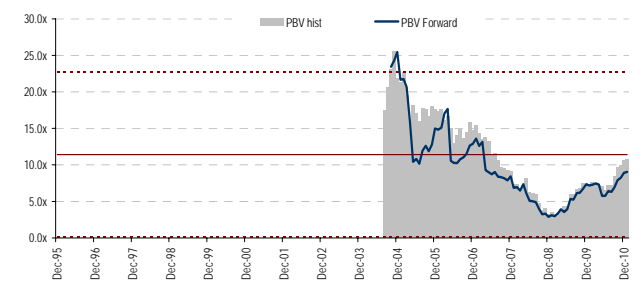
Implied Value Of Growth* Current: **68.47%**



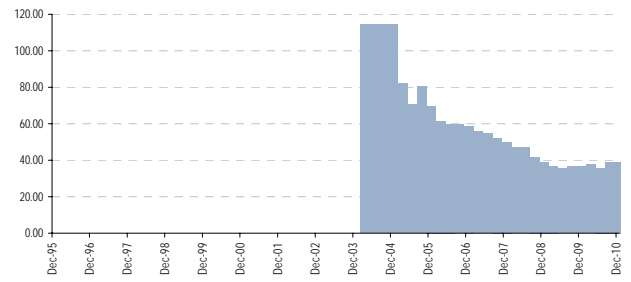
PE (1Yr Forward) Current: **24.2x**



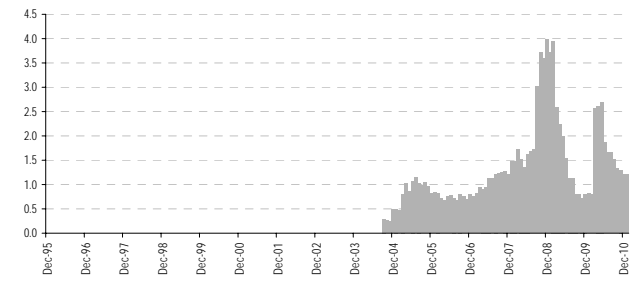
Price/Book Value Current: **10.8x**



ROE (Trailing) Current: **38.90**



Dividend Yield (Trailing) Current: **1.20**



Summary

Tata Consultancy Services Ltd.		SEDOL		B01NPJ1				As Of: 7-Jan-11			
INDIA								Local Price: 1,174.20			
Information Technology								EPS: 48.48			
	Latest	Min	Max	Median	Average	2 S.D.+	2 S.D. -	% to Min	% to Max	% to Med	% to Avg
12mth Forward PE	24.22x	7.79	25.47	20.46	19.08	28.33	9.84	-68%	5%	-16%	-21%
P/BV (Trailing)	10.77x	3.21	25.49	10.27	11.42	22.71	0.13	-70%	137%	-5%	6%
Dividend Yield (Trailing)	1.20	0.00	3.97	1.10	1.33	3.06	-0.41	-100%	231%	-9%	10%
ROE (Trailing)	38.90	35.37	114.23	54.59	60.38	112.06	8.70	-9%	194%	40%	55%
Implied Value of Growth	68.5%	-0.25	0.69	0.61	0.54	0.92	0.16	-137%	1%	-11%	-21%

Source: Bloomberg, Reuters Global Fundamentals, IBES CONSENSUS, J.P. Morgan Calcs

* Implied Value Of Growth = (1 - EY/Cost of equity) where cost of equity = Bond Yield + 5.0% (ERP)

Tata Consultancy Services: Summary of Financials

Profit and Loss Statement						Ratio Analysis					
Rs in millions, year end Mar	FY08	FY09	FY10	FY11E	FY12E	Rs in millions, year end Mar	FY08	FY09	FY10	FY11E	FY12E
Revenues	225,347	278,129	300,288	374,286	471,548	Gross margin	44.2%	44.5%	46.2%	45.5%	46.1%
Cost of goods sold	125,726	154,420	161,629	203,889	254,161	EBITDA margin	24.4%	25.0%	28.0%	29.2%	29.5%
Gross Profit	99,621	123,709	138,660	170,396	217,387	Operating margin	22.6%	23.7%	26.5%	27.8%	28.2%
R&D expenses	0	0	0	0	0	Net margin	22.2%	18.6%	22.9%	23.0%	21.9%
SG&A expenses	-48,593	-57,694	-59,069	-66,264	-84,534	R&D/sales	0.0%	0.0%	0.0%	0.0%	0.0%
Operating profit (EBIT)	51,028	66,015	79,590	104,132	132,853	SG&A/Sales	21.6%	20.7%	19.7%	17.7%	17.9%
EBITDA	54,879	69,520	83,975	109,329	138,987	Sales growth	21.3%	23.4%	8.0%	24.6%	26.0%
Interest income	564	1,041	2,096	3,467	4,705	Operating profit growth	10.5%	29.4%	20.6%	30.8%	27.6%
Interest expense	-452	-523	-536	-573	0	Net profit growth	21.2%	3.5%	32.9%	25.1%	20.4%
Investment income (Exp.)	112	518	1,561	2,895	4,705	EPS (reported) growth	21.2%	3.5%	32.9%	25.1%	20.4%
Non-operating income (Exp.)	6,853	-4,672	2,255	3,261	3,105	Interest coverage (x)	-	-	-	-	-
Earnings before tax	57,881	61,343	81,846	107,393	135,958	Net debt to total capital	-3.7%	-3.7%	-22.5%	-24.8%	-39.6%
Tax	-7,495	-9,011	-12,088	-20,302	-31,270	Net debt to equity	-3.4%	-3.5%	-20.3%	-23.1%	-35.0%
Net income (reported)	49,977	51,720	68,728	85,993	103,499	Asset turnover	1.47	1.38	1.20	1.24	1.25
Net income (adjusted)	50,386	52,332	69,757	87,091	104,687	Working capital turns (x)	5.43	8.04	7.07	6.84	6.79
EPS (reported)	25.53	26.43	35.11	43.94	52.88	ROE	45.8%	36.2%	36.8%	36.7%	34.8%
EPS (adjusted)	25.74	26.74	35.64	44.50	53.49	ROIC	48.0%	42.5%	44.5%	49.9%	50.8%
BVPS	63.41	79.98	107.05	128.07	171.54	ROIC (net of cash)	48.0%	42.5%	44.5%	49.9%	50.8%
DPS	8.19	8.22	23.52	9.41	9.41						
Shares outstanding	1,957	1,957	1,957	1,957	1,957						

Balance sheet						Cash flow statement					
Rs in millions, year end Mar	FY08	FY09	FY10	FY11E	FY12E	Rs in millions, year end Mar	FY08	FY09	FY10	FY11E	FY12E
Cash and cash equivalents	10,376	13,440	46,774	61,611	121,649	Net income	49,977	51,720	68,728	85,993	103,499
Accounts receivable	54,025	60,463	58,098	77,849	96,261	Depr. & amortization	3,851	3,505	4,385	5,196	6,134
Inventories	13,555	14,814	12,011	16,116	19,928	Change in working capital	-10,660	2,110	-2,758	-14,906	-14,780
Others	15,425	21,037	23,237	27,051	33,448	Other	0	0	0	0	0
Current assets	93,381	109,753	140,120	182,626	271,287	Cash flow from operations	43,576	57,946	71,384	77,382	96,041
LT investments	-	-	-	-	-	Capex	-11,221	-10,717	-8,596	-11,004	-14,000
Net fixed assets	30,284	37,495	41,706	47,514	55,380	Disposal/(purchase)	0	0	0	0	0
Others	-	-	-	-	-	Cash flow from investing	-11,221	-10,717	-8,596	-11,004	-14,000
Total Assets	175,426	226,858	274,546	328,720	427,647	Free cash flow	32,356	47,229	62,788	66,378	82,041
Liabilities						Equity raised/(repaid)	0	0	0	0	0
ST Loans	374	5,151	34	2,720	2,720	Debt raised/(repaid)	-511	1,798	-4,496	-588	-0
Payables	0	0	0	0	0	Other	647	1,170	3,912	-253	-1,189
Others	41,141	56,558	50,834	63,597	77,439	Dividends paid	-16,030	-16,094	-46,034	-18,414	-18,414
Total current liabilities	41,515	61,709	50,868	66,317	80,159	Cash flow from financing	-15,393	-16,316	-16,345	-45,681	-19,602
Long-term debt	5,741	2,762	3,383	109	109	Net change in cash	-1,917	3,065	33,334	14,837	60,039
Other liabilities	1,757	2,743	6,727	7,465	7,465	Beginning cash	12,291	10,376	13,440	46,774	61,611
Total Liabilities	49,012	67,214	60,978	73,891	87,733	Ending cash	10,376	13,440	46,774	61,611	121,649
Shareholders' equity	126,413	159,644	213,568	254,829	339,914						

Source: Company reports and J.P. Morgan estimates.

Other Companies Recommended in This Report (all prices in this report as of market close on 17 January 2011)
 Infosys Technologies (INFY.BO/Rs3,268.80/Neutral)

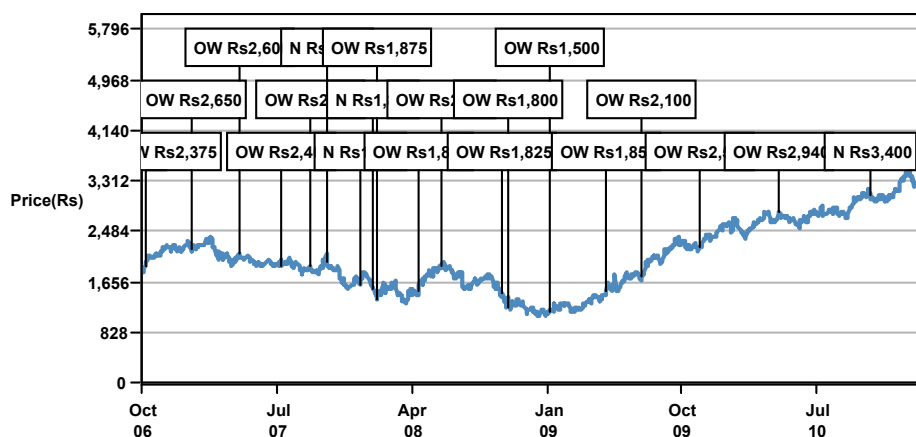
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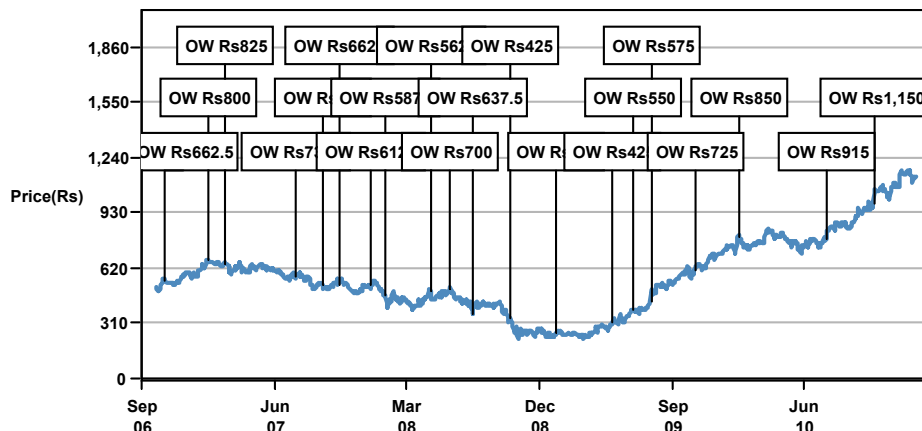
Infosys Technologies (INFY.BO) Price Chart



Date	Rating	Share Price (Rs)	Price Target (Rs)
11-Oct-06	OW	1906.00	2375.00
12-Jan-07	OW	2183.00	2650.00
16-Apr-07	OW	2128.30	2600.00
12-Jul-07	OW	1929.70	2400.00
10-Sep-07	OW	1908.85	2275.00
12-Oct-07	N	1976.00	2150.00
18-Dec-07	N	1621.95	1900.00
14-Jan-08	N	1530.20	1875.00
23-Jan-08	OW	1377.55	1875.00
15-Apr-08	OW	1510.80	1850.00
29-May-08	OW	1912.65	2350.00
02-Oct-08	OW	1453.90	1825.00
11-Oct-08	OW	1226.70	1800.00
06-Jan-09	OW	1174.45	1500.00
01-May-09	OW	1507.30	1850.00
12-Jul-09	OW	1726.50	2100.00
04-Nov-09	OW	2237.15	2550.00
14-Apr-10	OW	2801.60	2940.00
18-Oct-10	N	3076.30	3400.00

Source: Bloomberg and J.P. Morgan; price data adjusted for stock splits and dividends.
 This chart shows J.P. Morgan's continuing coverage of this stock; the current analyst may or may not have covered it over the entire period.
 J.P. Morgan ratings: OW = Overweight, N = Neutral, UW = Underweight.

Tata Consultancy Services (TCS.BO) Price Chart



Date	Rating	Share Price (Rs)	Price Target (Rs)
16-Oct-06	OW	552.38	662.50
15-Jan-07	OW	662.65	800.00
21-Feb-07	OW	642.98	825.00
16-Jul-07	OW	568.42	737.50
10-Sep-07	OW	523.48	725.00
15-Oct-07	OW	531.55	662.50
20-Dec-07	OW	522.62	612.50
16-Jan-08	OW	469.12	587.50
21-Apr-08	OW	496.28	562.50
29-May-08	OW	497.68	700.00
17-Jul-08	OW	363.68	637.50
02-Oct-08	OW	335.50	425.00
06-Jan-09	OW	253.82	350.00
01-May-09	OW	311.60	425.00
11-Jun-09	OW	387.72	550.00
19-Jul-09	OW	433.60	575.00
20-Oct-09	OW	608.80	725.00
17-Jan-10	OW	791.40	850.00
16-Jul-10	OW	782.10	915.00
22-Oct-10	OW	986.20	1150.00

Source: Bloomberg and J.P. Morgan; price data adjusted for stock splits and dividends.
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	Overweight (buy)	Neutral (hold)	Underweight (sell)
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IB clients*	53%	50%	38%
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IB clients*	71%	63%	59%

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