



TCS/PR/SE-5/2016-17

April 22, 2016

**National Stock Exchange of India Limited  
Exchange Plaza,  
Bandra Kurla Complex  
Mumbai  
Kind Attn: Manager, Listing Department**

**BSE Limited  
P.J. Towers  
Dalal Street  
Mumbai  
Kind Attn: General Manager,  
Department of Corporate Services  
Scrip Code No. 532540 (BSE)**

Dear Sirs,

We are sending herewith copy of the Press Release titled “**Vistara & Tata Consultancy Services in Strategic Partnership**” which will be disseminated shortly.

The Press release is self-explanatory.

Thanking you,

Yours faithfully,  
For **Tata Consultancy Services Limited**

**Suprakash Mukhopadhyay  
Vice President and Company Secretary**

**TATA CONSULTANCY SERVICES**

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For immediate use **PRESS RELEASE**

## **Vistara & Tata Consultancy Services in Strategic Partnership Signs a four year comprehensive agreement whereby TCS will provide a range of IT and digital services to the airline**

**SINGAPORE, April 22, 2016:** Vistara, India's fastest growing full service carrier and Tata Consultancy Services (TCS), (BSE: 532540, NSE: TCS) a leading global IT services, consulting and business solutions organization, today announced a long term strategic partnership. As per the agreement TCS will provide a broad range of IT services in the area of IT Management, application maintenance and application development to help Vistara achieve its goal in customer experience, operational excellence as well as cost leadership.

In a short span of 15 months, Vistara, a joint venture of Tata and Singapore Airlines, has rapidly expanded its footprint both in terms of network and service proposition. Vistara currently offers almost 400 weekly flights to 16 destinations in India, i.e. Delhi, Mumbai, Bengaluru, Hyderabad, Pune, Ahmedabad, Lucknow, Goa, Guwahati, Bagdogra, Bhubaneswar, Varanasi, Srinagar, Jammu, Kochi and Chandigarh (w.e.f. 2 May'16). Vistara has already flown more than 1,600,000 happy customers.

After a rigorous selection process to determine most proficient vendors in the sector, Vistara chose TCS based on its vast and proven experience of providing a comprehensive range of services and solutions to the world's leading airlines. More specifically, TCS was selected for its IT capabilities and experience in the area of airline applications, passenger service system (PSS) solutions, integration capabilities, infrastructure, consulting, vision and innovation.

**Commenting on the partnership, Phee Teik Yeoh, CEO, Vistara, said,** "Since the start of Vistara's journey, TCS has been a key technology partner that assisted us in defining our IT strategy, launch innovation platform items, created dashboards and tracking mechanisms to increase transparency and compliance. Both parties will now see greater synergies as the expanded partnership will extend many benefits to Vistara from TCS' vast airline domain capabilities as well as help us leverage its world-class technology and innovation competency."

Key services delivered by TCS since the launch of Vistara, include application maintenance and services, end user computing and infrastructure support. Some of the key projects delivered are PSS implementation, e-Commerce website, mobile applications, Data analytics and MIS. After the success of the first phase of this collaboration, Vistara sought to expand the partnership model, making TCS a strategic partner developing, delivering and managing the next generation of Vistara's technology stack, allowing the airline to leverage TCS' expertise to help grow its business in future. This second phase of the partnership started on 18 April 2016 with signing of a formal agreement by Vistara CEO Phee Teik Yeoh and TCS Asia Pacific President Girish Ramachandran.

**Girish Ramachandran, President, TCS Asia Pacific added:** "Vistara is a key strategic customer for TCS, and we are proud to have delivered a state-of-the-art, end-to-end airline platform that has assisted the airline to quickly and successfully enter into a highly competitive market. Through this strategic partnership, TCS has further demonstrated our leadership in airline technology solutions, and we look forward to working with Vistara to develop the next-generation of innovative digital and IT solutions that will help differentiate the airline for ongoing future success".

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Under the terms of the agreement, TCS will provide Vistara with a strategic partnership vision that covers 4 key streams:

- **Guardian vendor:** TCS will manage Vistara's other IT vendors and ensure day to day IT support, manage end to end SLA with various IT vendors seamlessly.
- **Joint solutions and innovation:** TCS and Vistara will develop state-of-the art digital solutions which can be taken to other airlines, leveraging TCS' prior track record in this area for Singapore Airlines and other leading global airline brands.
- **IT infrastructure and systems management:** TCS will be providing a scalable model that reimagines Vistara's IT organization and delivers optimal flexibility in IT skill and requirements.
- **Application maintenance and enhancement:** TCS will manage the operational aspects of Vistara's IT including application maintenance services, network maintenance, end user computing and airport infrastructure support.

**About Vistara (TATA SIA Airlines Limited):** TATA SIA Airlines Limited, known by the brand name Vistara, is a joint venture between Tata Sons Limited and Singapore Airlines Limited (SIA) with Tata Sons holding the majority stake of 51% in the company and SIA holding the remaining 49%. Vistara brings together Tata's and SIA's legendary hospitality and renowned service excellence to launch the finest full service carrier in India aimed at creating memorable and personalized flying experiences for its customers. Vistara commenced its commercial operations on January 9, 2015 with an aim to set new standards in the aviation industry in India. For additional information, visit [www.airvistara.com](http://www.airvistara.com)

**About Tata Consultancy Services Ltd. (TCS):** Tata Consultancy Services is an [IT services](#), [consulting](#) and business solutions organization that delivers real results to global business, ensuring a level of certainty no other firm can match. TCS offers a consulting-led, integrated portfolio of [IT](#), [BPS](#), [infrastructure](#), [engineering](#) and [assurance services](#). This is delivered through its unique [Global Network Delivery Model™](#), recognized as the benchmark of excellence in software development. A part of the Tata group, India's largest industrial conglomerate, TCS has over 353,000 of the world's best-trained consultants in 46 countries. The company generated consolidated revenues of US \$16.5 billion for year ended March 31, 2016 and is listed on the National Stock Exchange and Bombay Stock Exchange in India. For more information, visit us at [www.tcs.com](http://www.tcs.com). For TCS global news, follow [@TCS\\_News](#).

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