



TCS/SE/160/2025-26

December 10, 2025

**National Stock Exchange of India Limited**  
**Exchange Plaza, C-1, Block G,**  
**Bandra Kurla Complex, Bandra (East),**  
**Mumbai - 400051**  
**Symbol - TCS**

**BSE Limited**  
**P. J. Towers,**  
**Dalal Street,**  
**Mumbai - 400001**  
**Scrip Code No. - 532540**

Dear Sirs,

**Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations"), we wish to inform you that the Board of Directors of Tata Consultancy Services Limited ("Company" or "TCS") at its meeting held today *inter alia* considered and approved execution of Securities Purchase Agreement and Plan of Merger ("Agreement") for acquisition of Coastal Cloud Holdings, LLC and its subsidiaries.

Pursuant to the aforesaid approval, the Agreement has been executed today to record the terms and conditions of the proposed acquisition.

We are enclosing herewith brief details of the above, as prescribed under SEBI Listing Regulations as **Annexure A**. A press release with detailed information is enclosed as **Annexure B**.

The meeting of Board of Directors commenced at 5.30 PM and concluded at 6.20 PM. The above information is also available on the website of the Company - [www.tcs.com](http://www.tcs.com).

This is for your information and record.

Thanking you,

Yours faithfully,

**For Tata Consultancy Services Limited**

**Yashaswin Sheth**  
**Company Secretary**  
**ACS 15388**

Encl. as above

**TATA CONSULTANCY SERVICES**

**Tata Consultancy Services Limited**

9th Floor Nirmal Building Nariman Point Mumbai 400 021

Tel 91 22 6778 9595 Fax 91 22 6630 3672 e-mail [corporate.office@tcs.com](mailto:corporate.office@tcs.com) website [www.tcs.com](http://www.tcs.com)

Registered Office 9th Floor Nirmal Building Nariman Point Mumbai 400 021

Corporate Identity No. (CIN): L22210MH1995PLC084781



**Annexure - A**

**Details under amended Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

<b>Sr. No.</b>	<b>Particulars</b>	<b>Details</b>
1.	Name of the target entity, details in brief such as size, turnover etc.	<p>Coastal Cloud Holdings, LLC and its subsidiaries (“collectively, “<b>Coastal Cloud</b>”) – a Salesforce summit partner and Salesforce Ventures portfolio company-offering consulting, implementation and managed services across multiple Salesforce clouds such as Service Cloud, Sales Cloud, Marketing Cloud, Revenue &amp; CPQ Cloud, Commerce Cloud etc. Coastal Cloud also has strong Data &amp; AI expertise offering implementation and integration of Agentforce, Salesforce Data Cloud, Snowflake, Mulesoft and Tableau.</p> <p>Consolidated turnover was USD 132 million for FY ending December 2024 and USD 141 million for Last Twelve Months (LTM) till September 2025, with nearly 400 salesforce skilled professionals.</p> <p>The Company, through ListEngage MidCo, LLC (“<b>ListEngage</b>”), a wholly owned subsidiary of the Company in USA will acquire Coastal Cloud.</p> <p>To consummate the above transaction, ListEngage will simultaneously incorporate two wholly owned subsidiaries in the USA.</p>
2.	Whether the acquisition would fall within related party transaction(s) and whether the promoter/ promoter group/ group companies have any interest in the entity being acquired?  If yes, nature of interest and details thereof and whether the same is done at “arm’s length”	No

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Sr. No.	Particulars	Details
3.	Industry to which the entity being acquired belongs	Advisory and AI services, IT and IT Enabled Services
4.	Objects and impact of acquisition (including but not limited to, disclosure of reasons for acquisition of target entity, if its business is outside the main line of business of the listed entity)	<p>Coastal Cloud is one of the largest “pure-play” Salesforce partners with strong advisory capabilities, multi-cloud offerings and AI/Agentforce expertise. It has strong growth and profitability profile, deep partnership with Salesforce (including presence on Salesforce Partner Advisory Boards), experienced and credible leadership team and nearly 400 Salesforce certified personnel based in the US. Coastal Cloud has 400+ strong client roster including a strong presence in the mid-market segment, enabling TCS to penetrate this segment.</p> <p>Coastal Cloud will have access to TCS’ customer base to rapidly accelerate its growth. In addition, TCS has the unique capability of building and providing the scale to support the accelerated growth.</p>
5.	Brief details of any governmental or regulatory approvals required for the acquisition	Hart-Scott-Rodino antitrust (HSR) approval in USA
6.	Indicative time period for completion of the acquisition	The transaction is expected to be completed by January 31, 2026.
7.	Consideration - whether cash consideration or share swap or any other form and details of the same	Cash consideration
8.	Cost of acquisition and/or the price at which the shares are acquired	Enterprise Value of up to USD 700 million, including upfront and deferred payments excluding any customary post-closing adjustments for net debt & working capital.
9.	Percentage of shareholding / control acquired and / or number of shares acquired	100%

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Sr. No.	Particulars	Details
10.	Brief background about the entity acquired in terms of products/line of business acquired, date of incorporation, history of last 3 years turnover, country in which the acquired entity has presence and any other significant information (in brief)	<p>Founded in December 2012 and based in Florida (USA), Coastal Cloud (a Salesforce Ventures portfolio company and Summit Partner) is one of the largest “pure-play” Salesforce partners with strong advisory capabilities, multi-cloud offerings and expertise in Agentforce, AI and Data. It has a strong growth profile with industry leading margins, a strong leadership team, deep connects with Salesforce and skilled US based workforce with focus on US based mid-market clients.</p> <p>Last 3 years’ consolidated turnover (Fiscal Year ending December 31):</p> <ul style="list-style-type: none"><li>• FY22: USD 114 million</li><li>• FY23: USD 119 million</li><li>• FY24: USD 132 million</li></ul> <p>Country: USA</p>

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## TCS Acquires Coastal Cloud, a Leading US Salesforce Consulting Firm

Becomes a Top 5 Salesforce advisory and consulting firm globally.

Strengthens its strategic positioning to drive AI-first, agent-driven transformation.

**PALM COAST, FL | MUMBAI, IN, December 10, 2025:** [Tata Consultancy Services](#) (TCS) (BSE: 532540, NSE: TCS), a global leader in IT services, consulting, and business solutions, has signed a definitive agreement to acquire 100% stake in Coastal Cloud, a leading Salesforce Summit partner that specializes in Salesforce Consulting for an all cash consideration of \$700 Million.

Founded in 2012, Coastal Cloud is a leading multi-cloud Salesforce consulting firm, specializing in enterprise-scale transformations. They bring AI-led advisory and business consulting capabilities to help customers reimagine Sales, Service, Marketing, Revenue, CPQ, Commerce and Salesforce Data Cloud. As a Salesforce Summit Partner, Coastal Cloud excels in building deep customer relationships and partnerships. Coastal Cloud also has nominations on the Salesforce Partner Advisory Board which enables them to shape product innovations and develop the services required to support new launches. Coastal Cloud is led by Eric Berridge, a proven Salesforce veteran who has built and scaled category-leading Salesforce services ventures. Salesforce Ventures has been a strategic investor in this firm.

In October 2025, TCS strengthened its Salesforce practice with its ListEngage acquisition, a Summit Partner recognized for its Agentforce, Marketing and Commerce Cloud expertise. With Coastal Cloud, TCS has further strengthened its Salesforce advisory and business consulting capabilities across verticals globally by adding over 400 seasoned professionals with more than 3,000 multi-cloud certifications. Coastal Cloud's customer portfolio includes enterprises across industry verticals. TCS will benefit from getting access to mid-market customer segment and synergies it can drive across Coastal and TCS's customer base.

With the acquisitions of ListEngage and Coastal Cloud, TCS will be among top 5 Salesforce advisory and consulting firm, globally.

**Aarthi Subramanian, Chief Operating Officer, Tata Consultancy Services, said,** *"This acquisition marks a pivotal milestone in advancing our global Salesforce capabilities and accelerating our AI-led transformation agenda. It is another significant step towards realizing TCS's vision of becoming world's largest AI-led Technology Services company. By adding over 400 multi-cloud specialists with deep industry expertise, we are strengthening our advisory and business consulting capabilities and enhancing our AI and data offerings. We are delighted to welcome the Coastal Cloud team to TCS family. Eric, together with Altaf Shaikh from ListEngage will strengthen our leadership in propelling the next phase of growth for our Salesforce practice".*

**Eric Berridge, CEO, Coastal Cloud, said,** *"This is an exciting new chapter for Coastal Cloud, and joining TCS enables us to serve our customers' evolving needs with even greater depth, speed, and scale. Our team's Salesforce and multi-cloud expertise, combined with TCS' global reach, advanced AI capabilities and enterprise scale solutions, will allow us to support customers across a broader spectrum of transformation needs. Together, we can design solutions, modernize complex processes, and unlock new value across industries globally. Importantly, this partnership gives us a stronger platform to grow, inspire and attract the industry's best Salesforce and AI professionals. We remain committed to the relationships we have built over the years, and we look forward to expanding them through this partnership."*

**Vikram Karakoti, Global Head, Enterprise Solutions, Tata Consultancy Services,** *“Coastal Cloud’s multi-cloud capabilities strongly complement TCS’ existing Salesforce strength, and together with ListEngage’s expertise, we are poised to build a world-class Salesforce practice to deliver full-stack, custom solutions globally. These two acquisitions expand our geographic presence, deepen our sector capabilities, and significantly strengthen our talent pool, giving us confidence to meet our aspirations and support clients’ agendas in a rapidly evolving technology landscape. TCS remains fully committed to our existing customers, ensuring continuity, consistency, and excellence in service delivery.”*

These acquisitions significantly strengthen TCS’ global salesforce aspirations by bringing together comprehensive, multi-cloud Salesforce expertise across industries globally. With enhanced talent and complementary delivery capabilities, TCS is now better equipped to deliver stronger client outcomes and accelerate growth across all key global markets. Additionally, TCS will continue to pursue the M&A agenda aligned with its core priorities in AI, Cloud, Cybersecurity, Digital Engineering and Enterprise Solutions.

This reinforces TCS’ commitment to its customers in the United States of America, which is the largest market for the organization globally. In over 50 years of operations in the region, TCS has built a reputation as a reliable partner that helps enterprises seize future opportunities today. The latest acquisition is a step forward in that direction.

The transaction is subject to conditions precedent and regulatory approvals.

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#### **Tata Consultancy Services Ltd (TCS)**

Tata Consultancy Services (TCS) (BSE: 532540, NSE: TCS) is a digital transformation and technology partner of choice for industry-leading organizations worldwide. Since its inception in 1968, TCS has upheld the highest standards of innovation, engineering excellence, and customer service.

Rooted in the heritage of the Tata Group, TCS is focused on creating long term value for its clients, its investors, its employees, and the community at large. With a highly skilled workforce of over 590,000 employees spread across 55 countries and 202 service delivery centers across the world, the company has been recognized as a top employer in six continents. With the ability to rapidly apply and scale new technologies, the company has built long term partnerships with its clients – helping them emerge as perpetually adaptive enterprises. Many of these relationships have endured into decades and navigated every technology cycle, from mainframes in the 1970s to Artificial Intelligence today.

TCS has forged significant partnerships with leading universities such as Carnegie Mellon and Cornell Tech University to fuel innovation in the United States of America and Canada. Building on this foundation, TCS has recently set up a Bringing Life to Things™ Lab in Ohio—a state-of-the-art facility designed to support the rapid prototyping, experimentation, and large-scale implementation of AI, GenAI, and IoT engineering solutions for clients.

In 2024, TCS was named in the FORTUNE® Magazine 2024 list of the World's Most Admired Companies™ for the second year in a row. Top Employers Institute has also certified TCS in the United States of America and Canada as a top employer in the region for the last nine years.

TCS sponsors 14 of the world’s most prestigious marathons and endurance events, including the TCS New York City Marathon, TCS London Marathon and TCS Sydney Marathon with a focus on promoting health, sustainability, and community empowerment.

For immediate use **Press Release**

TCS generated consolidated revenues of over US \$30 billion in the fiscal year ended March 31, 2025. For more information, visit [www.tcs.com](http://www.tcs.com)

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