



Infosys

Quarterly Update
Report Abstract

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14 pages





Who Is This Quarterly Update For?

NelsonHall's Quarterly Update on Infosys provides a snapshot of developments at Infosys in the last quarter. It accompanies NelsonHal's more comprehensive Key Vendor Assesment program. Both programs are designed for:

- Marketing, sales and business managers developing strategies to target service opportunities within the BPO/IT Services markets
- Sourcing managers monitoring the capabilities of existing suppliers of IT outsourcing services and identifying vendor suitability for IT services
- Consultants advising clients on vendor selection
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the BPO/IT services sector.



Key Findings & Highlights

Q2 FY17 revenue growth was once again stronger than TCS, though lower than in recent quarters.

Margin was down y/y though utilization was up.

In spite of progress with automation, revenue per capita has yet to increase, because of the impact of pricing pressure. Initiatives to drive automation and innovation continue to be high priority.

Because of the loss of work at a large RBS project, now shelved, guidance for FY17 has been revised downwards.

Infosys has reorganized its vertical GTM organization.

There were more senior exec departures in Q2, mainly performance related.

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Overview

Financials

Recent Contract Awards

M&A and Investments

Partnerships, New Offerings

Immediate Challenges

Appendix A: Financials

Appendix B: Client Metrics

Appendix C: Employee Data

Scope of the Report

The report provides a quarterly update on Infosys.

It accompanies NelsonHall's Key Vendor Assessment program which looks at Infosys' IT and BPO offerings, capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphases and new developments
- Revenue breakdowns
- Analysis of the company's offerings and key service components
- Analysis of the profile of the company's client base including the company's targeting strategy and examples of current contracts
- Analysis of the company's strengths, weaknesses and outlook.

Report Length

14 pages

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