



Infosys

Quarterly Update
Report Abstract

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16 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 NelsonHall's more comprehensive Key Vendor Assessment 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

Q3 FY19: executing well on 3-year transformation plan

- Highest CC revenue growth for two years
- Raises FY19 CC growth target
- Investments in sales, digital capabilities, expanding localization and others impact operating margin. As earlier indicated, level of investment is increasing in H2

Bookings momentum continues; pipeline appears healthy

FY19 9 months YTD large deal bookings total is more than double the prior year period.

Pipeline features both larger digital projects and also some cost-driven outsourcing opportunities

Greater appetite for M&A and different commercial models

- Completes acquisition of Nordics Salesforce specialist
- Two JVs in Asia

Localization initiatives continue

- In U.S., inaugurates two Technology & Innovation hubs, announces two more
- Announces intentions for Tech & Innovation hubs in other regions.

Panaya and Skaya no longer up for sale

- Rethinking strategy for these businesses

Attrition reducing q/q; remains high.

This Quarterly Update on Infosys is 16 pages: for details how to access it, please contact guy.saunders@nelson-hall.com

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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

16 pages

Report Authors

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