



TCS

Quarterly Update Report Abstract

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14 pages





Who Is This Quarterly Update For?

NelsonHall's Quarterly Update on TCS provides a snapshot of developments at TCS 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 FY18 performance: ongoing softness in large U.S. Banks, slight recovery in Retail, with other sectors posting strong growth and Continental Europe continuing to surge

- 'Digital' accounts for 22% of revenues, growing at nearly 40% y/y
- North America slows, impacted by softness in Banking
- Slight recovery in Retail
- Another very strong quarter of organic growth in Continental Europe.

Another strong quarter for bookings

- Won eleven large deals in the quarter.

Q4 starts with mega BPO signing, marking TCS' entry into the U.S. Insurance TPA market

Ongoing drive for onshore hiring

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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 TCS, looking at financial performance and key developments during the period.

It accompanies NelsonHall's Key Vendor Assessment program which looks at TCS' 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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