



Infosys

Quarterly Update
Report Abstract

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by Rachael Stormonth
NelsonHall

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 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

Q1 Performance “Solid CC growth, resilient margins”

Revenues were up 6.3% in CC to beating expectations

Management highlighted that “new software and software related services” launched since Q1 FY16 represented 9.9% of total revenues, also that these new higher margin offerings accounted for around \$1bn of the incremental growth in this period.

Still expects to see a recovery in retail banking later this FY

Operating margin was kept flat y/y in spite of headwinds.

Guidance for full FY18 is reaffirmed. Infosys is applying a number of levers to maintain margins in the face of headwinds and increasing investments.

Progress in Automation/AI One of Several Factors Helping Push Revenue Per Capita

Utilization Up – But So is Attrition

Launch of Nia

Claims to have 160+ use cases for Nia, with engagements in 70+ clients.

Opening Four Onshore Development Centers in U.S., Plans to Hire 10k American Workers

Unexpected Resignation of Sandeep Dadlani

Has led to new appointments for Global Heads of Manufacturing Retail/Consumer Goods/Logistics verticals; no announcement as yet as to new President Americas.

Contents

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

15 pages

Report Authors

Rachael Stormonth