



# Infosys

Quarterly Update  
Report Abstract

October 2018

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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

### Q2 FY19: focus on topline growth at expense of margins

- Highest CC revenue growth for two years, above full year growth target
- Lowest operating margin for 20 quarters, in spite of low onshore mix and increased productivity offshore, due primarily to spike in sub-contractor costs.

### Largest ever bookings quarter

But not clear what proportion is net new business.

### Salesforce specialist acquisition in Nordics

Expands local presence.

We expect to see further local tuck-in acquisitions.

### Advances in support of localization

- Announces fourth U.S. Technology & Innovation Hub
- Almost 50% on its target to hire 10k local U.S. employees by 2020).
- New digital center in Europe.

### Further planned expansion of India delivery capabilities

Will remain heavily offshore-centric

### Attrition remains a concern

Level of recruitment is outstripping current and expected near-term revenue growth.

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