



TCS

Quarterly Update Report Abstract

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by Rachael Stormonth
NelsonHall

12 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

Q2 FY19: another very strong quarter with accelerating growth in BFSI and retail

- Third consecutive quarter of accelerating revenue growth, entirely organic
- Ongoing acceleration of revenue growth from ‘Digital’, up nearly 60% y/y to 28.1% of total revenues with management highlighting growth in widespread growth digital across verticals and geos. ‘Digital’ includes transformational activity within outsourcing contracts
- Continuing improvement in two largest verticals, BFSI and retail, which trailed overall company growth throughout FY18. Insurance and retail boosted by ramp up in large outsourcing contracts; softness in U.S. banking sector dissipating
- Number of \$100m+ accounts and \$20m+ accounts continue to grow
- Business 4.0 framework is helping gain mindshare for large digital transformation opportunities
- Margin reaches target margin range.

Outlook for H2 FY19 remains confident

Q2 bookings same level as Q1 (book to bill <100%); management expressing confidence of ending FY19 with double digit growth.

Increasing emphasis on importance of ‘location independent’ Agile at scale and its drive to achieve 100% Agile by 2020

Re-imagining campus hiring process

Launched an online National Qualification Test for 2019 batch of grads and post-grads.

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M&A and Investments
Partnerships, New Offerings
Immediate Challenges
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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

12 pages

Report Authors

Rachael Stormonth