Tech Mahindra

Quarterly Update
Report Abstract

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NelsonHall

11 pages

Who Is This Quarterly Update For?

NelsonHall's Quarterly Update on Tech Mahindra provides a snapshot of developments at the company 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 results: low-double digit y/y revenue growth, includes first-year contributions from acquisitions, Total Group (full quarter), BIO and Pinifarina
- Margins impacted by lower margins of some subsidiaries and more recently acquired businesses, increased SG&A costs (up 60 bps y/y) and depreciation of GBP against Indian Rupee
- Plans to divest under-performing parts of the LCC business over the next six months
- Three recent acquisitions in Europe increasing enterprise (i.e. non-telcoms) business
- Introduced theme of DAVID (Digital, Automation, Verticalization, Innovation and Disruption); expected to be a key component enabling its aspiration to generate $10bn in revenues by 2020.

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Scope of the Report

The report provides a quarterly update on Tech Mahindra, looking at financial performance and key developments during the period.

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

11 pages

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