



Cognizant

Quarterly Update
Report Abstract

November 2017

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16 pages





Who Is This Quarterly Update For?

NelsonHall's Quarterly Update on Cognizant 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 and BPO services and identifying vendor suitability for these 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.



Highlights

Q3 2017 Performance: Revenues Again at Upper End of Guidance, Margin Beginning to Strengthen

Three of the four vertical groups continue to deliver strong growth, including inorganic growth in some verticals /regions. Financial Services, in particular large money center banks, continues to be a drag.

This was the first quarter for some time of y/y adjusted operating margin expansion. Management indicated being slightly ahead of plan in the drive to reach a 22% non-GAAP margin by 2019.

Headcount down: utilization up

Solid Performance throughout 2017 YTD; full year guidance raised at bottom end

But Commentary Generally Cautious

Two acquisitions in Europe to expand Cognizant Digital Business

Acquisitions in U.S. to Enhance Healthcare Payer BPS capabilities

This Quarterly Update on Cognizant is 16 pages. For details, contact guy.saunders@nelson-hall.com

Contents

Overview

Financials

Recent Contract Awards

M&A and Investments

New Partnerships

Immediate Challenges

Appendix A: Financials

Appendix B: Number of Strategic Accounts

Appendix C: Employee Data

Scope of the Report

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

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