



# TCS

## Quarterly Update Report Abstract

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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

### **Q3 FY19 another very strong quarter**

- Highest CC y/y growth in 14 quarters
- Two mega deals in U.S. and U.K. have helped growth in FY19 YTD
- All three major regions enjoy accelerating growth
- Continuing hyper growth from 'Digital', up 52.7% y/y and now 30% of total revenues
- EBIT margin continues to expand y/y

### **CY18 a return to double digit growth trajectory; essentially all organic**

#### **Strongest bookings quarter of FY19 YTD; Pipeline Healthy**

Book to bill of 112%, with TCS highlighting an expansion of the order book across regions and verticals.

Pipeline is growing, and composed of more standard opportunities (whereas a year ago dominated by a few mega-deal opportunities)

#### **Launches TCS Pace sub-brand**

Two Pace Port locations announced to date

#### **Two nice acquisitions: start of a series?**

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Recent Contract Awards
M&A and Investments
Partnerships, New Offerings
Immediate Challenges
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Appendix B: Client Metrics
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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

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