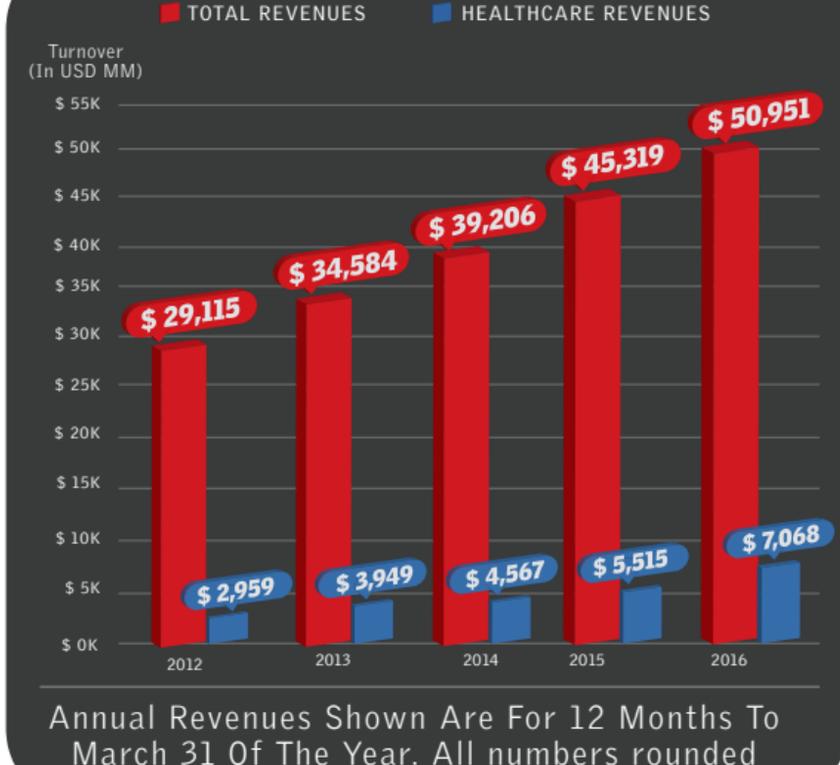




HEALTHCARE IT SERVICES: Q1 2016 EARNINGS ANALYSIS

Healthcare Footprint Of Major Tech Services Firms – Wipro, Infosys, TCS, CTS, HCL Companies.

HLS Revenue Growth And Contribution Across 5 Major IT Services Firms

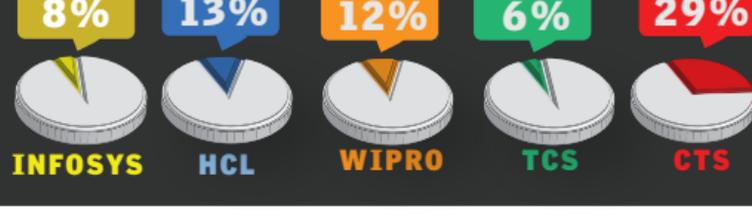


Combined revenue of **OVER \$ 7 BN** from healthcare for the **12-month** period ended **March 31**.

CTS had more than a **50% SHARE** of this, with around **3.7 BN**.

Healthcare % Of Revenue

Healthcare % Of Revenue For 12 Months Period To March 2016



HLS Revenue as % of total company revenue increased from **10% to 14%** in the last 5 years

Healthcare % Revenue YoY Growth

Healthcare % Revenue YOY Growth For The Year 2016



In **Q1 2016**, **CTS** has indicated a **4% sequential decline** while **growing by 4% YOY**.

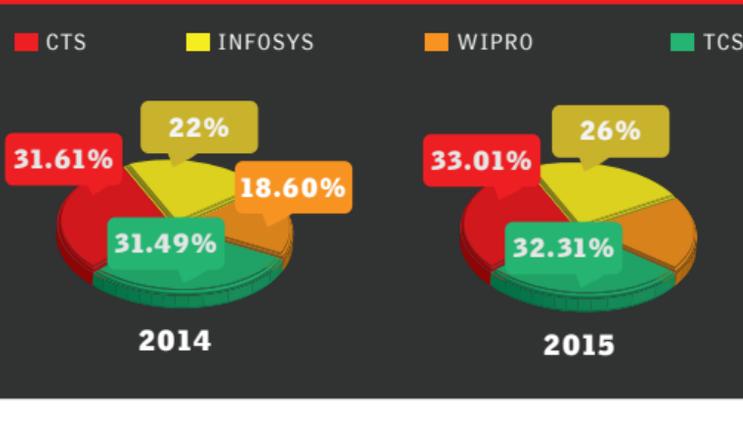
Wipro appointed new leader for **healthcare**, announced acquisition of Healthplan services for **\$ 460 M**



Infosys reclassified **HLS portfolio**, included **Insurance**

Annualized OM Comparison For Last 5 Years

HLS Operating Margin For The Year 2014 And 2015



OM profile likely to **change** in coming quarters with the **impact of acquisitions**

Notes

- The definition of what constitutes healthcare varies somewhat among the companies covered.
- IT services firms reclassify their portfolios from time to time which makes comparisons difficult.
- The annual financial reporting cycles are not the same for the companies covered
- This report relies only on public information.

Download the detailed report on Q1 earnings analysis

Download our quarterly market update report

About Damo Consulting

Damo Consulting is a management consulting firm that works exclusively in healthcare. Our clients include healthcare enterprises and technology firms. We provide global sourcing advisory, growth strategy consulting, market intelligence and digital marketing solutions.

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