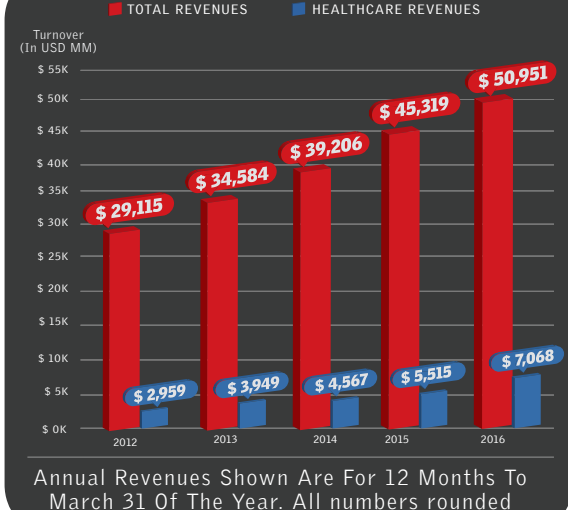




HEALTHCARE IT SERVICES: Q1 2016 EARNINGS ANALYSIS

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

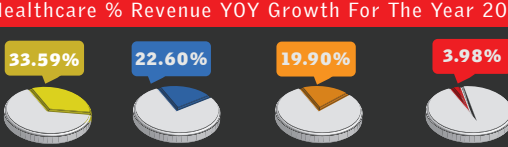
Healthcare % Of Revenue For 12 Months Period To March 2016



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**.

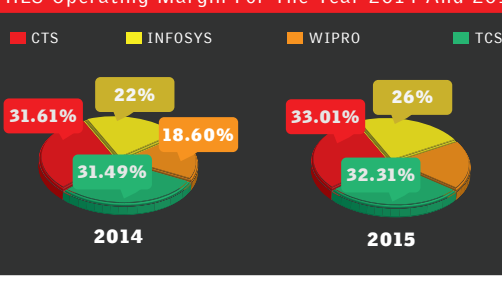
Wipro appointed new leader for healthcare, announced acquisition of Healthplan services for **\$ 460 M**



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.

Address :
One Lincoln Center, suite 1500
18W140 Butterfield Road
Oakbrook Terrace
Oak Brook, Illinois, 60181

Email : info@damoconsulting.net
 Website : www.damoconsulting.net
 Phone : **(630) 613-7200**