

The background of the slide features a dark blue field with a grid pattern. Overlaid on this are various elements: a line graph with a rising trend, a bar chart with several bars of varying heights, and a stream of white and light blue binary digits (0s and 1s) scattered across the scene.

IT Services Forecaster™

Growth Forecast Report for C4Q 2016

Market Report – May 2017 – Preview Deck

See appendix of this report for our important disclosures and terms of readership.

Sources of exhibits herein are based on company reports and DeepDive | Everest Group research, unless otherwise noted.

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Risks to Investment Conclusions

- There are fundamental risks to our overarching IT services industry views, which are somewhat cautious relative to views commonly conveyed on the Street: Cyclical improvements could drive demand upside. Share gains by individual stocks could offset industry headwinds. Firms able to distinctively capitalize on digital demand can achieve growth upside
- Also, beginning in October 2015, we contended Cognizant's growth expectations for 2016 were too high. Now, the main risk to this view is that Cognizant's 2016 growth expectations have implicitly dropped to below the formal consensus estimates. Similarly, in July 2016, we made a negative call about INFY's ability to achieve its growth estimates and guidance. After subsequent reductions in INFY's growth outlook and valuation, INFY now faces lower expectations

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