

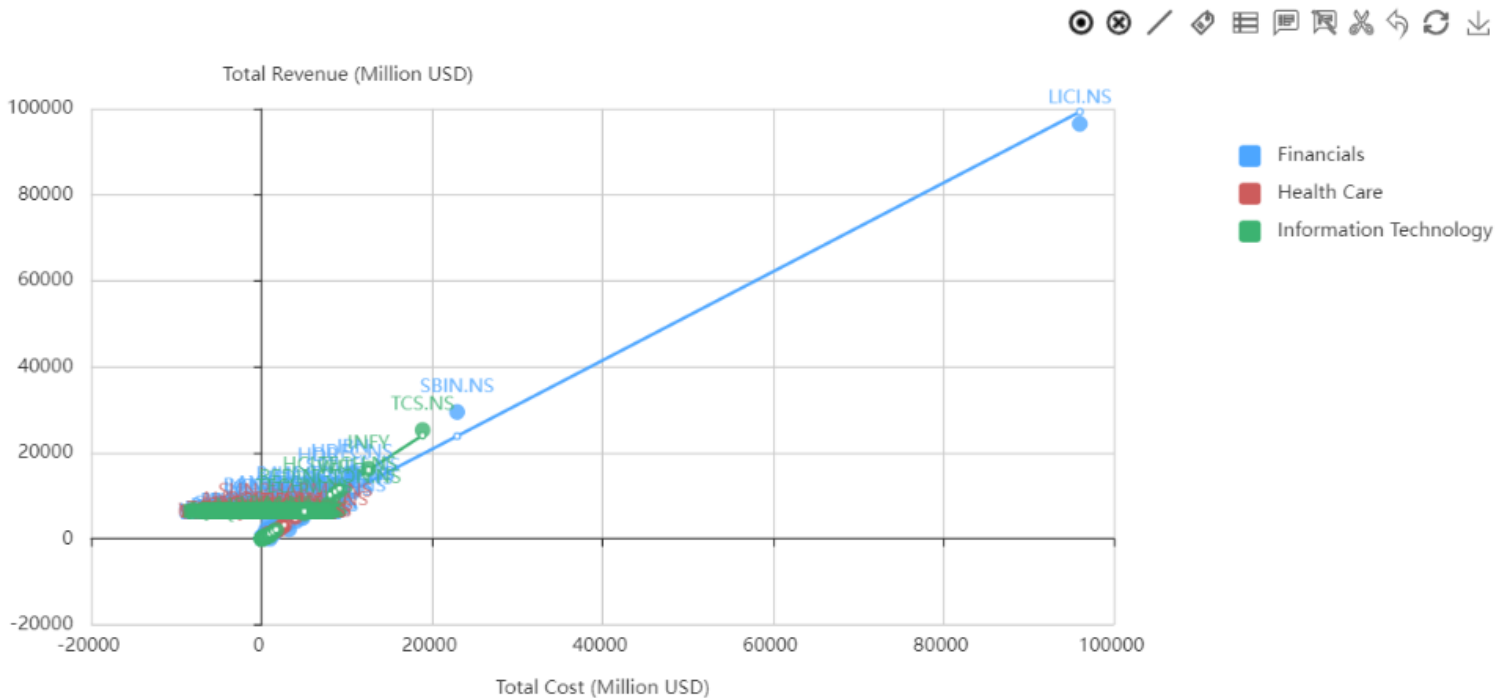
# Competition Positioning of the IT Industry



India's IT industry showcases notable competitiveness when compared with other key sectors such as finance, telecom, and healthcare. In particular, the IT industry leads in terms of Return on Assets (ROA) and operating income, outperforming the financial sector. This underscores the sector's financial strength and efficiency.

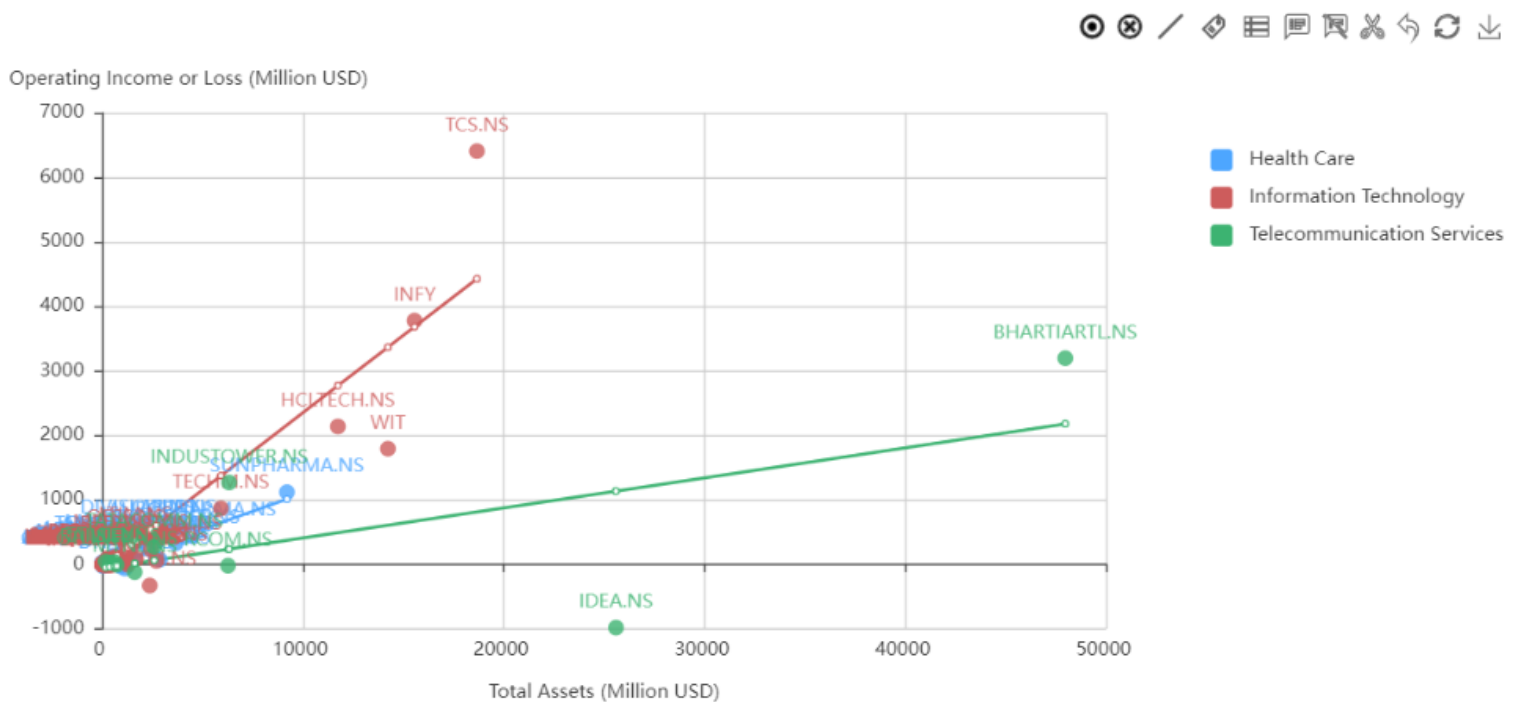
In a KPI examination of two major Indian companies, Tata Consultancy Services (TCS) and Infosys, TCS emerges as the frontrunner. TCS demonstrates superior performance in critical metrics, highlighting its strong market position and operational excellence. The company's robust ROA and operating income surpass Infosys, solidifying its leadership within the Indian IT landscape. This performance places TCS at the forefront of India's IT industry, reflecting its prowess in delivering value and returns to its stakeholders and clients, positioning it as a key player in the global IT arena.

# LANDSCAPE - Revenue vs. Cost

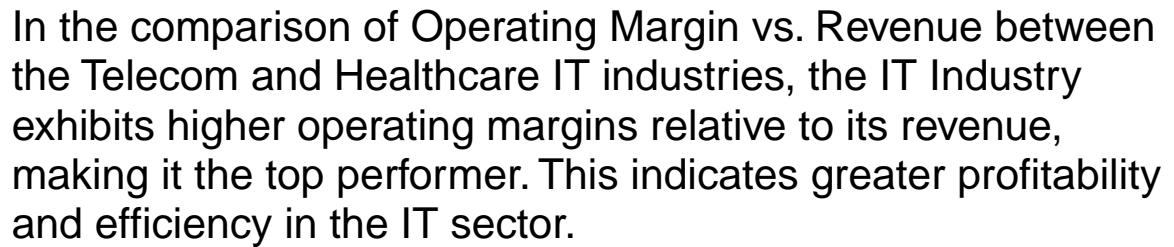


In terms of revenue and cost, the Financial Industry takes the lead, outperforming both the Healthcare and IT sectors. The Financial Industry demonstrates higher revenue and cost figures, underscoring its prominence and financial impact in comparison to the other two industries.

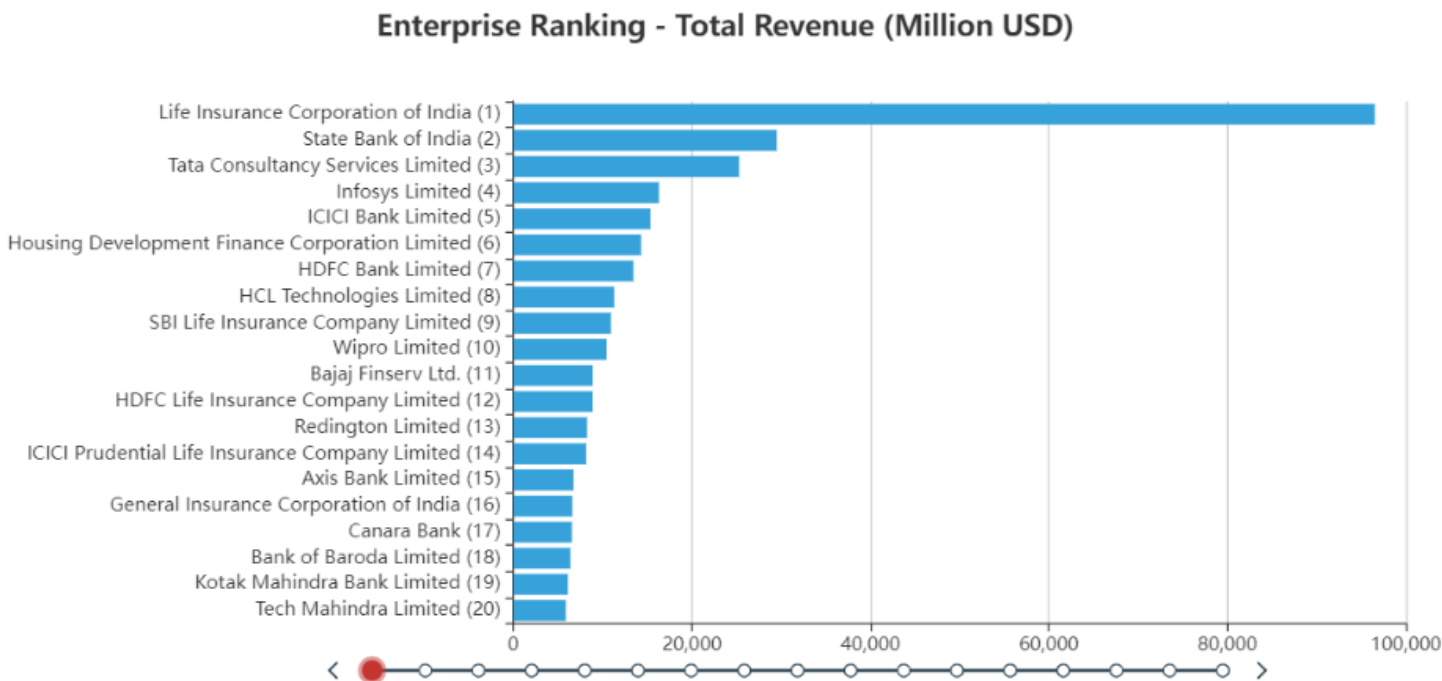
# LANDSCAPE - Profit vs. Total Assets(Operating Income)



In the assessment of Profit vs. Total Assets (Operating Income) the Telecom industry outperform Healthcare and IT Industry. Telecom services exhibit the highest profit relative to their operating total assets, highlighting their efficiency and profitability compared to the other two sectors.



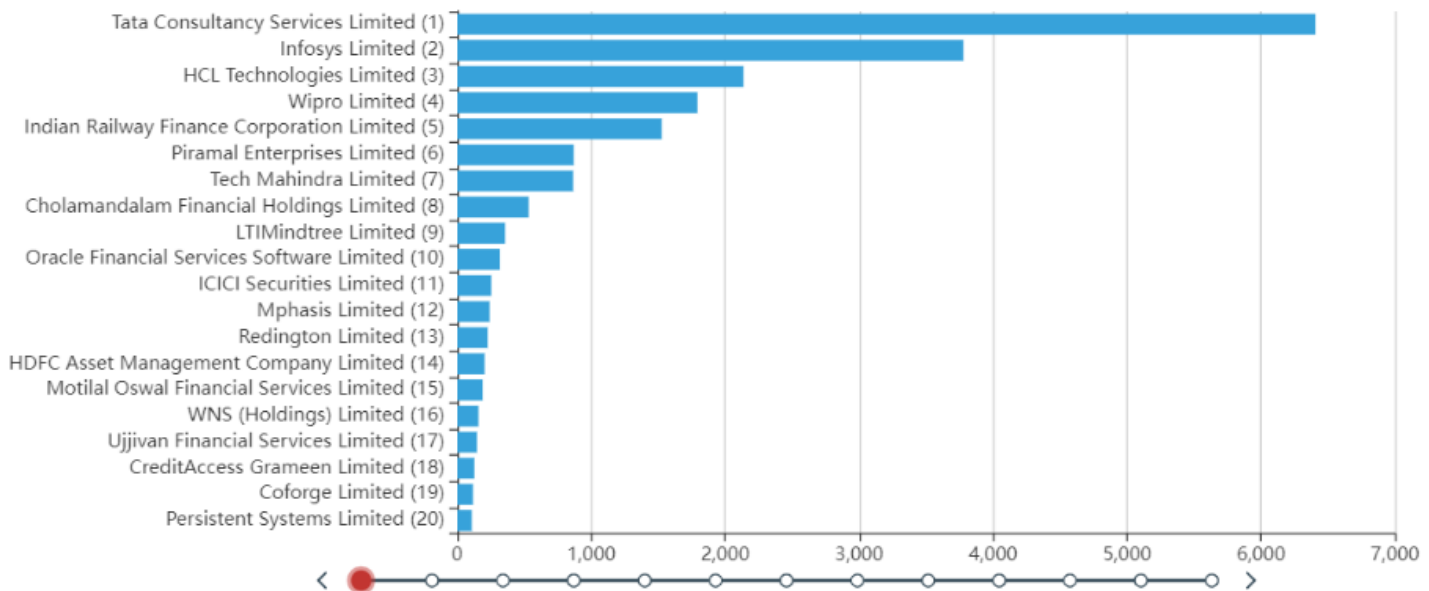
# ENTERPRISE RANKING - Total Revenue



In the enterprise ranking of total revenue, the Financial Industry, led by Life Insurance Corporation, secures the top position. Tata Consultancy Services from the IT Industry ranks third, reflecting its substantial revenue but falling behind Life Insurance Corporation and another prominent enterprise in the financial sector.

# ENTERPRISE RANKING - Operating Income or Loss

Enterprise Ranking - Operating Income or Loss (Million USD)



In the ranking of enterprise operating income or loss, the IT industry, with TCS and Infosys securing the top two positions, outperforms the Financial Industry. This indicates that TCS and Infosys, leading IT companies, have strong operating incomes compared to enterprises in the Financial sector.

# ENTERPRISE RANKING - Return On Assets



In the enterprise ranking based on Return on Assets (ROA), the IT industry leads with GTL and Ksolve securing the top two positions. This signifies the IT industry's strong performance in generating profits relative to its assets, surpassing the Financial Industry in this metric.



# KPI EXAMINATION - Tata Consultancy Services

Class	The Value of Tata Consultancy Services Limited	The Percentile Rank of Tata Consultancy Services Limited	90th Percentile	3rd Quartile (75th Percentile)	Median	1st Quartile (25th Percentile)	10th Percentile	Status	Unit
Profitability									
Gross Margin	0.477	0.69	0.8	0.56	0.37	0.23	0.1	Normal	
Operating Margin	0.253	0.88	0.28	0.17	0.1	0.03	-0.2	High	
Net Margin	0.199	0.81	0.3	0.16	0.08	0.02	-0.11	High	
Return on Assets	0.27	0.95	0.19	0.14	0.06	0.01	-0.05	High	
Return on Invested Capital	0.43	0.95	0.27	0.19	0.1	0.02	-0.06	High	
Financial Health									
Free Cash Flow / Total Cost	0.258	0.87	0.33	0.18	0.07	-0.03	-0.22	High	
Current Ratio	2.557	0.58	5.47	3.69	2.03	1.37	0.78	Normal	
Liability Asset Ratio	0.365	0.55	0.78	0.54	0.34	0.21	0.12	Normal	
Growth									
Total Revenue Growth Rate	0.131	0.46	0.61	0.32	0.15	0	-0.17	Normal	
Operating Income Growth Rate	0.102	0.45	1.39	0.44	0.14	-0.2	-1.19	Normal	
Net Income Growth Rate	0.144	0.42	3.15	0.74	0.27	-0.22	-1.23	Normal	
Free Cash Flow Growth Rate	0.004	0.76	0.79	0	-0.38	-1.14	-3.23	High	
Operational Efficiency									
Sales General Admin Cost / Total Revenue	0.075	0.7	0.2	0.1	0.04	0.02	0.01	Normal	
Inventory Days	0.072	0.02	289.75	142.03	48.45	5.31	1.13	Low	day
Cash Conversion Cycle			null <sup>1</sup>	50.08	34.15	8.46	null		day
<sup>1</sup> null: insufficient data									

Tata Consultancy Services (TCS) exhibits robust profitability, with consistent revenue growth and strong net income margins. It maintains solid financial health, reflected in stable cash flows and low debt levels. TCS demonstrates

remarkable operational efficiency through effective resource utilization and high client satisfaction.

# KPI EXAMINATION - Infosys Limited

Class	The Value of Infosys Limited	The Percentile Rank of Infosys Limited	90th Percentile	3rd Quartile (75th Percentile)	Median	1st Quartile (25th Percentile)	10th Percentile	Status	Unit
Profitability									
Gross Margin	0.325	0.4	0.8	0.56	0.37	0.23	0.1	Normal	
Operating Margin	0.231	0.86	0.28	0.17	0.1	0.03	-0.2	High	
Net Margin	0.181	0.78	0.3	0.16	0.08	0.02	-0.11	High	
Return on Assets	0.19	0.9	0.19	0.14	0.06	0.01	-0.05	High	
Return on Invested Capital	0.298	0.92	0.27	0.19	0.1	0.02	-0.06	High	
Financial Health									
Free Cash Flow / Total Cost	0.243	0.86	0.33	0.18	0.07	-0.03	-0.22	High	
Current Ratio	1.999	0.49	5.47	3.69	2.03	1.37	0.78	Normal	
Liability Asset Ratio	0.357	0.53	0.78	0.54	0.34	0.21	0.12	Normal	
Growth									
Total Revenue Growth Rate	0.202	0.55	0.61	0.32	0.15	0	-0.17	Normal	
Operating Income Growth Rate	0.128	0.49	1.39	0.44	0.14	-0.2	-1.19	Normal	
Net Income Growth Rate	0.133	0.4	3.15	0.74	0.27	-0.22	-1.23	Normal	
Free Cash Flow Growth Rate	0.027	0.78	0.79	0	-0.38	-1.14	-3.23	High	
Operational Efficiency									
Sales General Admin Cost / Total Revenue	0.085	0.73	0.2	0.1	0.04	0.02	0.01	Normal	
Inventory Days			289.75	142.03	48.45	5.31	1.13		day
Cash Conversion Cycle	34.147	0.5	null <sup>1</sup>	50.08	34.15	8.46	null	Normal	day
<sup>1</sup> null: insufficient data									

Infosys Limited, a leading IT services company, exhibits strong KPIs, including high revenue growth, healthy profit margins, and a robust client base. Key performance indicators reflect its competitiveness, technological excellence, and ability to deliver value to clients.