

# **Analytics: Financial Performance Review**

<https://marketpublishers.com/r/A9FBAE3F9FFEN.html>

Date: September 2012

Pages: 86

Price: US\$ 295.00 (Single User License)

ID: A9FBAE3F9FFEN

## **Abstracts**

ValueNotes has conducted a study of the financial performance of 12 pure-play analytics service providers (their size, operating margins, solvency, and efficiency), principally in the Indian analytics industry. The study, which covers fiscal years 2007 through 2011, found that since 2007, the companies in the sample achieved an aggregated compounded annual growth rate (CAGR) of 39%. Revenue of the population of companies in 2011 was INR 2,445 mn, with an increasing dominance of large sized companies (INR 200+ mn), though other companies have seen a slow but steady growth in revenue since 2007.

ValueNotes has found that the aggregated revenue per employee of companies in the sample was INR 1,117k in 2011, and has been steadily increasing at a CAGR of 8% from 2007 to 2011. A key finding is that although the pure-play analytics companies in India have successfully controlled their operating costs since 2010, employee costs as a percentage of revenue remain high, at 50%. Furthermore, medium sized companies (INR 50 - 200 mn) have taken on debt since 2008 to improve their financial performance, and currently their debt to equity ratio is the highest amongst their peers. The report includes service provider profiles of 12 analytics firms, along with their service offerings, key financial ratios, shareholding patterns, and names of directors.

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