

# Nasscom to Stick to 14% Forecast for IT

'Can't alter projection based on one qtr's show'

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NEW DELHI

Software industry grouping Nasscom will not budge from its export growth forecast for the next few months, its new chairman said after a mixed bag of results and management commentary from India's top-IT services providers for the January-March quarter.

N Chandrasekaran, who is also the chief executive officer of India's largest software exporter Tata Consultancy Services, said it is "not prudent" to change the forecast based on one quarter's performance. "For this year, we are sticking to the forecast of 11-14%. October will be the time that we will come up for a review," he said.

Chandrasekaran, whose company's sales account for about one-tenth of the industry's revenue of \$100 billion (Rs 5.2 lakh crore), took over as chairman of the National Association of Software and Services Companies (Nasscom) from NIIT's Rajendra Pawar.

The concerns about expansion in exports became pronounced after Infosys, India's second-largest software company whose forecast is watched keenly as a pointer for the industry, said it expects to grow by only 8-10% in the finan-



**Nasscom Chief N Chandrasekaran**

cial year to March 2013. Wipro said it does not expect any growth in the second quarter but is optimistic about the rest of the year.

Chandrasekaran refused to get drawn into commenting about revenue projections of companies. TCS, which does not provide growth forecasts, has been more upbeat in its commentary than Infosys, as has HCL Tech. But Chandrasekharan has been quoted as saying that TCS hopes to beat the Nasscom forecast of 11%-14% in revenues by this year end. He said that while the business model of Indian IT companies is relevant, there are some fundamental changes underway in the industry.