

HCL Technologies (HCLT IN)

Rating: HOLD | CMP: Rs1,480 | TP: Rs1,540

April 23, 2025

Q4FY25 Result Update

☑ Change in Estimates | ☑ Target | ☑ Reco

Change in Estimates

| | Cur | rent | Previous | | | | |
|-----------------|-------|-------|----------|--------|--|--|--|
| | FY26E | FY27E | FY26E | FY27E | | | |
| Rating | НС | DLD | ACCUI | MULATE | | | |
| Target Price | 1,5 | 40 | 1,740 | | | | |
| Sales (Rs. bn) | 1,244 | 1,343 | 1,269 | 1,392 | | | |
| % Chng. | (2.0) | (3.6) | | | | | |
| EBITDA (Rs. bn) | 274 | 299 | 277 | 310 | | | |
| % Chng. | (1.4) | (3.6) | | | | | |
| EPS (Rs.) | 67.0 | 73.3 | 67.7 | 75.9 | | | |
| % Chng. | (1.0) | (3.4) | | | | | |

Key Financials - Consolidated

| Y/e Mar | FY24 | FY25 | FY26E | FY27E |
|-----------------|-------|-------|-------|-------|
| Sales (Rs. bn) | 1,099 | 1,171 | 1,244 | 1,343 |
| EBITDA (Rs. bn) | 242 | 255 | 274 | 299 |
| Margin (%) | 22.0 | 21.8 | 22.0 | 22.3 |
| PAT (Rs. bn) | 157 | 174 | 182 | 199 |
| EPS (Rs.) | 58.0 | 64.1 | 67.0 | 73.3 |
| Gr. (%) | 5.7 | 10.6 | 4.4 | 9.5 |
| DPS (Rs.) | 52.0 | 60.0 | 60.3 | 66.0 |
| Yield (%) | 3.5 | 4.1 | 4.1 | 4.5 |
| RoE (%) | 23.5 | 25.2 | 25.8 | 27.5 |
| RoCE (%) | 21.7 | 22.5 | 23.6 | 25.2 |
| EV/Sales (x) | 3.4 | 3.2 | 3.0 | 2.7 |
| EV/EBITDA (x) | 15.5 | 14.7 | 13.6 | 12.3 |
| PE (x) | 25.5 | 23.1 | 22.1 | 20.2 |
| P/BV (x) | 5.9 | 5.8 | 5.6 | 5.5 |

| Key Data | HCLT.BO HCLT IN |
|---------------------|------------------------|
| 52-W High / Low | Rs.2,005 / Rs.1,231 |
| Sensex / Nifty | 79,596 / 24,167 |
| Market Cap | Rs.4,016bn/ \$ 47,139m |
| Shares Outstanding | 2,714m |
| 3M Avg. Daily Value | Rs.4944.55m |

Shareholding Pattern (%)

| Promoter's | 60.99 |
|-------------------------|-------|
| Foreign | 19.14 |
| Domestic Institution | 15.48 |
| Public & Others | 4.39 |
| Promoter Pledge (Rs bn) | _ |

Stock Performance (%)

| | 1M | 6M | 12M |
|----------|-------|--------|-------|
| Absolute | (5.5) | (18.5) | 1.3 |
| Relative | (8.7) | (17.9) | (6.3) |

Pritesh Thakkar

priteshthakkar@plindia.com | 91-22-66322269

Sujay Chavan

sujaychavan@plindia.com |

Uncertainties pose a greater risk to the business mix...

Quick Pointers:

- Revenue guidance of 2-5% CC & EBIT margin guidance of 18-19% for FY26
- Strong deal wins in Q4 of USD 3bn with robust pipeline

The operating performance was broadly in line with our estimates. The FY26 revenue outlook (2-5% YoY CC) assumes 100bps of inorganic element (HPE Assets). The organic guidance translates to a weak CQGR of (-0.1% to +0.9%), which assumes the execution delays and further deterioration of demand at the lower band of the guidance. We believe the company is highly exposed to tariff sensitive verticals (Manufacturing, Retail, Healthcare), while the ER&D outlook is posing incremental risk to the organic business. Although the management indicated of having recorded 75%+ YoY growth in ER&D bookings in FY25, we believe the discretionary nature of these deals is sensitive to the current environment, which might cause execution delays as we progress through FY26. The constructive recovery in P&P business was notable (+3.5% YoY CC) in FY25 after 2.3% and 1.8% YoY CC growth in FY24/FY23. We expect the P&P business to see further recovery in FY26 through growing opportunities in the emerging markets. As a result, we expect the high-margin P&P business to contribute further in FY26 margins. We are baking in revenue growth of 3.0% and 5.5% YoY CC, while expecting an improvement in margins of 10/30bps YoY in FY26E/FY27E. The stock is currently trading at 22x/20x FY26E/FY27E, which is at marginal discount/premium (1-year forward) to its comparable peers. Considering direct exposure to tariff-sensitive verticals and challenging ER&D outlook, we downgrade to HOLD (earlier ACCUMUALTE).

Revenue: HCLT in Q4 reported revenue of USD 3.5 bn, down 0.8% QoQ CC compared to PLe of 0.9% decline & consensus estimate of 0.5% decline. Services segment reported 0.7% QoQ CC with IT Services declining by 0.3% QoQ CC while ER&D reported growth of 5.5% QoQ CC (aided by residual 2months of HPE acquisition). P&P business reported a decline of 12.9% QoQ CC due to Q4 seasonality. For FY25, HCLT reported revenue of USD 13.8 bn, up 4.7% YoY CC with ~60 bps contribution from acquisitions.

Margins: Consolidated EBIT margin for Q4 came at ~18%, down 150 bps QoQ, better than our & consensus estimate of 200 bps & 140 bps decline respectively. IT Services, ER&D and P&P reported margin decline of ~20 bps, ~100 bps & ~1000 bps QoQ respectively. For FY25, HCLT reported consolidated EBIT margin of 18.3%, up 10 bps YoY.

Guidance: HCLT is guiding for revenue growth in the range of 2-5% for FY26, both on a consolidated basis and for its Services business. The management indicated that it anticipates ~1% contribution to revenue from the HPE acquisition, implying an organic revenue growth of 1-4%. For FY26, HCLT has maintained its EBIT margin guidance in the range of 18-19%.

Valuations and outlook: We are baking in USD revenue/Earnings CAGR of 4.4%/7% between FY25-27E. The stock is currently trading at 22x/20x FY26E/FY27E. We are downgrading the stock to "Hold" from "Accumulate" and arrive at a TP of ₹1,540 by assigning a PE multiple of 21x (earlier 23x) to our FY27 EPS estimate.

In line performance, but impressive deal TCV

- USD rev of 3.49b, down 0.8% QoQ in CC (down 1.0% QoQ reported), tad below our estimates (-0.9% CC) and consensus est. (-0.5% CC)
- Services business up 0.7% QoQ in CC, with IT services (down 0.3% QoQ in CC) and ER&D (up 5.5% QoQ in CC). ER&D revenue includes 2-month integration of HPE assets
- HCL Software (P&P) revenue growth was down 12.9% QoQ CC and up 3.5%
 YoY CC
- Q4 new Deal TCV improved significantly at \$2.99bn (+42% QOQ) vs Q3 at USD 2.1bn
- Retail/Tech/Telecom (aided by HPE) led the growth with 9.5%, 10.8% and 24.3 YoY CC, respectively. While MFG. and Life Science were down 6.1% and 7.4% YoY CC, respectively.
- On a region wise, Europe and ROW led the growth with 4.3% and 23.2% YoY
 CC, while NA growth was muted.
- FY26 Revenue guidance band to the tune of 2-5% CC YoY, while our number stands at 4.9%. EBIT margin guidance at 18.0-19.0%
- Q4 EBIT margin declined by 150bps to 18.0%, against our and consensus estimated decline of 200bps and 140bps QoQ, respectively
- Services EBIT margin down 38bps QoQ, while P&P was down 159 bps QoQ.
- Net employees count was encouraging with net addition of another 2.7k
 QoQ vs 2.1k added in 3Q, and added 1.8k freshers during the quarter, LTM
 Attrition at 13.0%, down 20bp QoQ
- Reported PAT of Rs. 43.1b, down 6.2 QoQ/up 7.9% YoY, vs our estimates of Rs
 41.1b due to beat on margins
- The Board declared an interim dividend of Rs18/share
- FCF/NM at 123% on LTM basis
- Full year FY25 revenue growth stood at 4.7% YoY CC (vs PLe of 4.8%), while EBIT margin reported at 18.3% (vs PLe of 18.2%)

Concall Highlights

- In Q4, TMPE segment grew by 13.7% QoQ, which included a 2-month residual contribution from the HPE acquisition. The FS segment also showed positive growth of 4.5% QoQ. However, the overall business was negatively impacted by weakness in the Retail sector, which declined by 8% QoQ largely due to the completion of a large project, and a 4.6% QoQ decline in Lifesciences segment. Additionally, the Public Services and Manufacturing sectors experienced QoQ declines of 2.8% and 2.1%, respectively. Geographically, the RoW and Europe reported growth of 10.2% and 4.1% QoQ, respectively, while the Americas declined by 1.9% QoQ.
- HCLT in Q4 won robust new deal wins of USD 3 bn compared to wins of USD 2.1 bn in Q3 & USD 2 bn in Q1. The deals win was impressive as HCLT closed majority of the deals in the month of March when the macro environment had turned adverse due to tariff related uncertainties. The management further highlighted that these deal wins were broad-based across various verticals, geographies, and service lines. Despite the strong deal wins in Q4, they also mentioned that their deal pipeline remains at an all-time high, and they anticipate healthy conversion in H1FY26. They also mentioned that its ER&D deal wins in FY25 has increased by 75% YoY and is confident of growth in segment despite the macro uncertainty.
- The management acknowledged that the current macro environment remains adverse due to tariff-related uncertainties. However, they indicated that this had no bearing on the company's performance in Q4. They further mentioned that the current environment is not conducive to discretionary spending and anticipate it will worsen. The management mentioned that with discretionary spending weakness, new projects will be evaluated at multiple levels which will lead to decision making delays. They also noted that the retail and manufacturing segments will be initially impacted by the current macro headwinds, with an expectation that these headwinds will spill over to other segments.
- The management mentioned that the lower end of its guidance anticipates a further worsening of the macro environment, while the midpoint of the guidance has factored in the anticipated closing of certain deals in H1FY26. They further mentioned that the top end of the guidance assumes the demand environment will remain at a stable level.
- The management mentioned that AI and Gen AI remain an integral part of all new deals. They further stated that their AI offerings, including AI Force, AI Foundry, AI Labs, and AI Engineering, have witnessed robust adoption. They also noted that despite passing back productivity benefits to clients, they have seen increased volume from clients, indicating that AI adoption has a net positive impact on the company's operations.
- The management mentioned that P&P business is gaining traction & it is expanding its business in the geographies of India, Middle East & emerging markets.

- The management stated that in a strategic move to tap into the expanding market for state and local government, federal, defense, and civilian services in the US, they have established HCLTech Public Sector Solutions, a subsidiary located in the United States.
- Top 5/10/20 clients revenue grew by 1.4%/0.1%/-1.1% QoQ respectively.

Exhibit 1: 4QFY25 Results: USD revenues declined by 0.8% QoQ CC, EBIT margin declined by 150bps QoQ

| Consolidated (Rs bn) | 4QFY25 | 4QFY25E | % Var. | 3QFY25 | QoQ (%) | 4QFY24 | YoY (%) | FY25 | FY24 | YoY (%) |
|------------------------------|--------|---------|--------|--------|---------|--------|---------|--------|--------|---------|
| IT Services Revenue (USD mn) | 3,498 | 3,495 | 0.1 | 3,533 | -1.0 | 3,430 | 2.0 | 13,840 | 13,270 | 4.3 |
| Overall Revenue (Rs bn) | 302 | 299 | 1.2 | 299 | 1.2 | 285 | 6.1 | 1,171 | 1,099 | 6.5 |
| Gross Profit | 105 | 104 | 1.3 | 106 | -1.2 | 100 | 5.3 | 409 | 394 | 3.7 |
| Gross Margin (%) | 34.7 | 34.7 | Obps | 35.6 | -80bps | 35.0 | -30bps | 34.9 | 35.9 | -90bps |
| SG&A and Other Costs | 40.2 | 40.8 | -1.3 | 37.7 | 6.7 | 38.6 | 4.2 | 153.9 | 152 | 1.0 |
| % of Rev | 13.3 | 13.6 | -30bps | 12.6 | 70bps | 13.5 | -30bps | 13.2 | 13.9 | -70bps |
| EBITDA | 65 | 63 | 2.9 | 69 | -5.5 | 61 | 6.1 | 255 | 242 | 5.4 |
| EBIT Margin (%) | 21.4 | 21.1 | 40bps | 23.0 | -150bps | 21.4 | Obps | 21.8 | 22.0 | -20bps |
| Depreciation | 10 | 11 | -3.4 | 10 | 0 | 11 | -4.8 | 41 | 42 | -2.1 |
| % of Rev | 3.4 | 3.6 | -20bps | 3.5 | Obps | 3.8 | -40bps | 3.5 | 3.8 | -30bps |
| EBIT | 54 | 52 | 4.2 | 58 | -6.5 | 50 | 8.4 | 214 | 200 | 7.0 |
| EBIT Margin (%) | 18.0 | 17.5 | 50bps | 19.5 | -150bps | 17.6 | 40bps | 18.3 | 18.2 | 10bps |
| Other Income (net) | 3 | 3 | 8.9 | 3 | -5.8 | 3 | 16.7 | 18 | 9 | 95.9 |
| PBT | 57 | 55 | 4.4 | 61 | -6.5 | 53 | 8.8 | 233 | 210 | 10.9 |
| Tax | 14 | 14 | 3.8 | 15 | -7.3 | 13 | 11.9 | 59 | 53 | 11.5 |
| Effective tax rate (%) | 24.9 | 25.0 | -10bps | 25.1 | -20bps | 24.2 | 70bps | 25.2 | 25.1 | 10bps |
| Adjusted PAT | 43 | 41 | 4.7 | 46 | -6.2 | 40 | 7.9 | 174 | 157 | 10.8 |
| Exceptional items | 0 | 0 | NA | 0 | NA | 0 | NA | 0 | 0 | NA |
| Reported PAT | 43 | 41 | 4.7 | 46 | -6.2 | 40 | 7.9 | 174 | 157 | 10.8 |
| Reported EPS (Rs) | 15.9 | 15.2 | 4.7 | 16.9 | -6.2 | 14.7 | 7.7 | 64 | 58 | 10.7 |

Source: Company, PL

Exhibit 2: Regional growth (%)

| Geographies | Contr. To rev. (%) | QoQ Gr. (%) |
|---------------------|--------------------|--------------------|
| Americas | 63.9 | -1.9 |
| Europe | 29.2 | 4.1 |
| RoW | 6.9 | 10.2 |
| Source: Company, PL | | |

Exhibit 3: Vertical Growth (%)

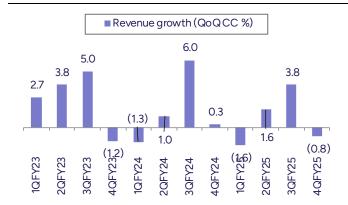
| Verticals | Contr. To rev. (%) G | oQ Gr. (%) |
|----------------------------|----------------------|------------|
| Financial Services | 21.1 | 4.5 |
| Manufacturing | 18.6 | -2.1 |
| Technology | 13.4 | 1.3 |
| Life Sciences & Healthcare | 14.7 | -4.6 |
| Telecom MP&E | 13.9 | 13.7 |
| Retail & CPG | 9.7 | -8.0 |
| Public Services | 8.6 | -2.8 |
| | | |

Source: Company, PL

Exhibit 4: Key Performance Indicator

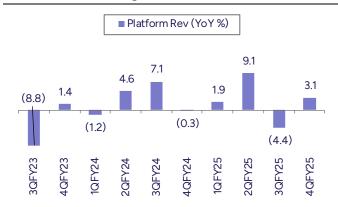
| | 1QFY24 | 2QFY24 | 3QFY24 | 4QFY24 | 1QFY25 | 2QFY25 | 3QFY25 | 4QFY25 | FY24* | FY25* |
|----------------------|----------|--------|--------|--------|--------|--------|--------|--------|-------|-------|
| Revenue (QoQ CC %) | -1.3 | 1.0 | 6.0 | 0.3 | -1.6 | 1.6 | 3.8 | -0.8 | 5.0 | 4.7 |
| Margins | | | | | | | | | | |
| Gross Margin | 35.6 | 36.2 | 36.7 | 35.0 | 34.5 | 34.9 | 35.6 | 34.7 | 35.9 | 34.9 |
| EBIT Margin | 17.0 | 18.5 | 19.7 | 17.6 | 17.1 | 18.6 | 19.5 | 18.0 | 18.2 | 18.3 |
| Net Margin | 13.4 | 14.4 | 15.3 | 14.0 | 15.2 | 14.7 | 15.4 | 14.2 | 14.3 | 14.9 |
| | | | | | | | | | | |
| Headcount (k) | 223 | 221 | 225 | 227 | 219 | 219 | 221 | 223 | 227 | 223 |
| Attrition (%) | 16.3 | 14.2 | 12.8 | 12.4 | 12.8 | 12.9 | 13.2 | 13.0 | 12.4 | 13.0 |
| Source: Company, PL, | * YoY CC | | | | | | | | | |

Exhibit 5: Revenue declined due to P&P seasonality



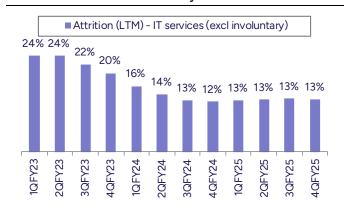
Source: Company, PL

Exhibit 7: P&P revenue grew in Q4



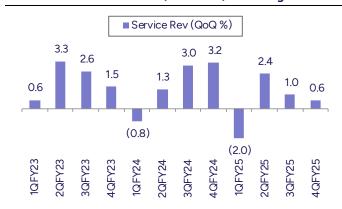
Source: Company, PL

Exhibit 9: Attrition remains steady



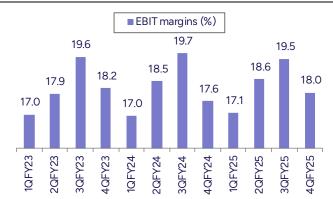
Source: Company, PL

Exhibit 6: Services business (IT & ER&D) revenue growth %



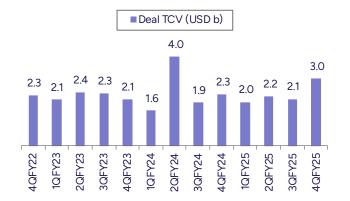
Source: Company, PL

Exhibit 8: EBIT margin declined by 150bps in Q4



Source: Company, PL

Exhibit 10: New Deal TCV strong in Q4



5

Source: Company, PL

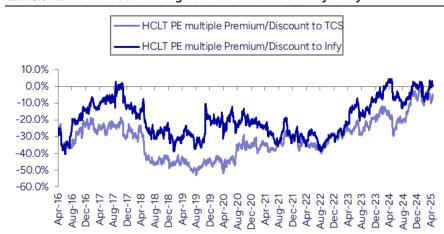


Exhibit 11: Operating Metrics

| Consolidated (Rs bn) | 1QFY23 | 2QFY23 | 3QFY23 | 4QFY23 | 1QFY24 | 2QFY24 | 3QFY24 | 4QFY24 | 1QFY25 | 2QFY25 | 3QFY25 | 4QFY25 |
|------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Service Line wise (%) | | | | | | | | | | | | |
| IT and Business Services | 72.8 | 73.6 | 71.7 | 73.8 | 74.7 | 74.6 | 71.7 | 74.4 | 74.5 | 74.6 | 73.0 | 73.3 |
| Engineering and R&D Services | 16.6 | 17.0 | 16.6 | 16.1 | 15.4 | 16.0 | 16.4 | 16.1 | 15.9 | 15.8 | 16.0 | 17.1 |
| Products and Platform | 10.6 | 9.4 | 11.7 | 10.1 | 9.9 | 9.4 | 11.9 | 9.5 | 9.6 | 9.6 | 11.0 | 9.6 |
| Vertical wise (%) | | | | | | | | | | | | |
| BFSI | 21.1 | 20.6 | 19.9 | 21.2 | 22.6 | 22.6 | 21.7 | 21.6 | 21.0 | 20.5 | 20.3 | 21.1 |
| Manufacturing | 18.3 | 18.3 | 18.3 | 19.0 | 19.0 | 19.0 | 20.1 | 20.4 | 19.4 | 19.5 | 19.1 | 18.6 |
| Technology & Services | 15.4 | 15.4 | 15.4 | 14.4 | 14.4 | 14.4 | 12.8 | 12.3 | 13.0 | 13.1 | 13.3 | 13.4 |
| Retail & CPG | 9.4 | 9.2 | 8.9 | 9.0 | 9.1 | 9.6 | 9.6 | 9.1 | 9.4 | 9.6 | 10.6 | 9.7 |
| Telecom MP&E | 9.2 | 9.2 | 9.4 | 8.8 | 7.6 | 8.0 | 9.7 | 11.5 | 12.2 | 12.1 | 12.3 | 13.9 |
| Life Sciences | 16.4 | 16.5 | 17.1 | 17.5 | 17.5 | 17.5 | 16.4 | 16.3 | 15.9 | 16.0 | 15.5 | 14.7 |
| Public Services | 10.2 | 10.2 | 10.2 | 10.2 | 10.0 | 9.9 | 9.7 | 8.8 | 9.1 | 9.2 | 8.9 | 8.6 |
| Geography wise (%) | | | | | | | | | | | | |
| US | 63.1 | 64.8 | 63.5 | 63.8 | 64.5 | 64.5 | 64.5 | 65.2 | 66.0 | 65.1 | 65.5 | 63.9 |
| Europe | 28.6 | 27.5 | 29.1 | 28.9 | 28.7 | 28.5 | 29.0 | 28.9 | 27.9 | 28.4 | 28.2 | 29.2 |
| ROW | 8.3 | 7.7 | 7.4 | 7.3 | 6.8 | 7.0 | 6.4 | 5.9 | 6.1 | 6.5 | 6.3 | 6.9 |
| Client wise (%) | | | | | | | | | | | | |
| Top 5 clients | 11.2 | 10.7 | 10.3 | 10.1 | 9.8 | 9.8 | 9.8 | 10.4 | 11.4 | 12.1 | 12.6 | 12.7 |
| Top 10 clients | 19.4 | 18.8 | 18.2 | 17.7 | 17.2 | 17.2 | 17.7 | 18.8 | 19.6 | 20.1 | 20.3 | 20.2 |
| Top 20 clients | 28.9 | 28.6 | 28.2 | 27.8 | 27.2 | 27.3 | 28.0 | 29.0 | 30.1 | 30.8 | 30.9 | 30.4 |

Source: Company, PL

Exhibit 12: HCLT trades at marginal discount to TCS & Infy at 1-yr fwd PE



Source: Company, PL



Financials

| Y/e Mar | FY24 | FY25 | FY26E | FY27E |
|-------------------------------|-------|-------|-------|-------|
| Net Revenues | 1,099 | 1,171 | 1,244 | 1,343 |
| YoY gr. (%) | 8.3 | 6.5 | 6.3 | 7.9 |
| Employee Cost | 705 | 762 | 809 | 866 |
| Gross Profit | 394 | 409 | 435 | 477 |
| Margin (%) | 35.9 | 34.9 | 35.0 | 35.5 |
| Employee Cost | _ | _ | _ | _ |
| Other Expenses | - | - | - | - |
| EBITDA | 242 | 255 | 274 | 299 |
| YoY gr. (%) | 6.9 | 5.4 | 7.3 | 9.3 |
| Margin (%) | 22.0 | 21.8 | 22.0 | 22.3 |
| Depreciation and Amortization | 42 | 41 | 45 | 48 |
| EBIT | 200 | 214 | 229 | 251 |
| Margin (%) | 18.2 | 18.3 | 18.4 | 18.7 |
| Net Interest | - | - | - | - |
| Other Income | 9 | 18 | 14 | 15 |
| Profit Before Tax | 210 | 233 | 243 | 266 |
| Margin (%) | 19.1 | 19.9 | 19.5 | 19.8 |
| Total Tax | 53 | 59 | 61 | 66 |
| Effective tax rate (%) | 25.1 | 25.2 | 25.0 | 25.0 |
| Profit after tax | 157 | 174 | 182 | 199 |
| Minority interest | 0 | 0 | 0 | 0 |
| Share Profit from Associate | - | - | - | - |
| Adjusted PAT | 157 | 174 | 182 | 199 |
| YoY gr. (%) | 5.7 | 10.8 | 4.5 | 9.5 |
| Margin (%) | 14.3 | 14.9 | 14.6 | 14.8 |
| Extra Ord. Income / (Exp) | - | - | - | - |
| Reported PAT | 157 | 174 | 182 | 199 |
| YoY gr. (%) | 5.7 | 10.8 | 4.5 | 9.5 |
| Margin (%) | 14.3 | 14.9 | 14.6 | 14.8 |
| Other Comprehensive Income | - | - | - | - |
| Total Comprehensive Income | 157 | 174 | 182 | 199 |
| Equity Shares O/s (bn) | 3 | 3 | 3 | 3 |
| EPS (Rs) | 58.0 | 64.1 | 67.0 | 73.3 |

Source: Company Data, PL Research

Balance Sheet Abstract (Rs bn)

| Non-Current Assets Gross Block 6 | 24 43 | FY25 | FY26E | FY27E |
|-----------------------------------|-----------------|-------|-------|-------|
| Gross Block 6 | 43 | | | |
| | 43 | | | |
| Tangibles 3 | | 694 | 707 | 720 |
| | 70 | 408 | 420 | 434 |
| Intangibles 2 | 273 | 287 | 287 | 287 |
| Acc: Dep / Amortization 2 | 291 | 332 | 377 | 425 |
| Tangibles 2 | 291 | 332 | 377 | 425 |
| Intangibles | - | - | - | - |
| Net fixed assets 3 | 52 | 362 | 330 | 295 |
| Tangibles | 79 | 76 | 43 | 9 |
| Intangibles 2 | 273 | 287 | 287 | 287 |
| Capital Work In Progress | - | - | - | - |
| Goodwill | - | - | - | - |
| Non-Current Investments | 1 | 1 | 1 | 1 |
| Net Deferred tax assets | - | - | - | - |
| Other Non-Current Assets | 52 | 71 | 72 | 73 |
| Current Assets | | | | |
| Investments 1 | 177 | 205 | 205 | 205 |
| Inventories | - | - | - | - |
| Trade receivables 2 | 55 | 258 | 274 | 297 |
| Cash & Bank Balance | 95 | 82 | 123 | 166 |
| Other Current Assets | 66 | 75 | 75 | 81 |
| Total Assets 9 | 98 | 1,055 | 1,079 | 1,117 |
| Equity | | | | |
| Equity Share Capital | 5 | 5 | 5 | 5 |
| Other Equity 6 | 577 | 691 | 709 | 729 |
| Total Networth 6 | 83 | 697 | 715 | 735 |
| Non-Current Liabilities | | | | |
| Long Term borrowings | 22 | 1 | 1 | 1 |
| Provisions | - | - | - | - |
| Other non current liabilities | 66 | 78 | 77 | 81 |
| Current Liabilities | | | | |
| ST Debt / Current of LT Debt | 1 | 22 | 22 | 22 |
| Trade payables | 59 | 62 | 67 | 71 |
| Other current liabilities 1 | 68 | 196 | 197 | 208 |
| Total Equity & Liabilities 9 | 98 | 1,055 | 1,079 | 1,117 |

Source: Company Data, PL Research



| | (Rs bn | |
|--|--------|--|
| | | |
| | | |

| Y/e Mar | FY24 | FY25 | FY26E | FY27E |
|--------------------------------|-------|-------|-------|-------|
| PBT | 210 | 233 | 182 | 199 |
| Add. Depreciation | 42 | 41 | 45 | 48 |
| Add. Interest | - | - | - | - |
| Less Financial Other Income | 9 | 18 | 14 | 15 |
| Add. Other | (50) | (19) | - | - |
| Op. profit before WC changes | 201 | 255 | 227 | 247 |
| Net Changes-WC | 23 | (32) | (10) | (11) |
| Direct tax | - | - | - | - |
| Net cash from Op. activities | 224 | 223 | 216 | 236 |
| Capital expenditures | (31) | (31) | (12) | (13) |
| Interest / Dividend Income | - | - | - | - |
| Others | (37) | (18) | - | - |
| Net Cash from Invt. activities | (67) | (49) | (12) | (13) |
| Issue of share cap. / premium | - | - | - | - |
| Debt changes | (2) | (1) | - | - |
| Dividend paid | (141) | (163) | (164) | (179) |
| Interest paid | - | - | - | - |
| Others | (12) | (22) | - | - |
| Net cash from Fin. activities | (155) | (186) | (164) | (179) |
| Net change in cash | 3 | (12) | 40 | 44 |
| Free Cash Flow | 214 | 212 | 204 | 223 |

Source: Company Data, PL Research

Quarterly Financials (Rs bn)

| Y/e Mar | Q1FY25 | Q2FY25 | Q3FY25 | Q4FY25 |
|------------------------------|--------|--------|--------|--------|
| Net Revenue | 281 | 289 | 299 | 302 |
| YoY gr. (%) | (1.6) | 2.9 | 3.6 | 1.2 |
| Raw Material Expenses | 184 | 188 | 193 | 197 |
| Gross Profit | 97 | 101 | 106 | 105 |
| Margin (%) | 34.5 | 34.9 | 35.6 | 34.7 |
| EBITDA | 58 | 64 | 69 | 65 |
| YoY gr. (%) | - | - | - | - |
| Margin (%) | 20.7 | 22.1 | 23.0 | 21.4 |
| Depreciation / Depletion | 10 | 10 | 10 | 10 |
| EBIT | 48 | 54 | 58 | 54 |
| Margin (%) | 17.1 | 18.6 | 19.5 | 18.0 |
| Net Interest | - | - | - | - |
| Other Income | 9 | 3 | 3 | 3 |
| Profit before Tax | 57 | 57 | 61 | 57 |
| Margin (%) | 20.3 | 19.7 | 20.5 | 19.0 |
| Total Tax | 14 | 15 | 15 | 14 |
| Effective tax rate (%) | 25.4 | 25.5 | 25.1 | 24.9 |
| Profit after Tax | 43 | 42 | 46 | 43 |
| Minority interest | - | - | - | - |
| Share Profit from Associates | - | - | - | - |
| Adjusted PAT | 43 | 42 | 46 | 43 |
| YoY gr. (%) | 6.8 | (0.5) | 8.4 | (6.2) |
| Margin (%) | 15.2 | 14.7 | 15.4 | 14.2 |
| Extra Ord. Income / (Exp) | - | - | - | - |
| Reported PAT | 43 | 42 | 46 | 43 |
| YoY gr. (%) | 6.8 | (0.5) | 8.4 | (6.2) |
| Margin (%) | 15.2 | 14.7 | 15.4 | 14.2 |
| Other Comprehensive Income | - | - | - | - |
| Total Comprehensive Income | 43 | 42 | 46 | 43 |
| Avg. Shares O/s (bn) | 3 | 3 | 3 | 3 |
| EPS (Rs) | 15.7 | 15.6 | 16.9 | 15.9 |

Source: Company Data, PL Research

Key Financial Metrics

| Y/e Mar | FY24 | FY25 | FY26E | FY27E |
|----------------------------|-------|-------|-------|-------|
| Per Share(Rs) | | | | |
| EPS | 58.0 | 64.1 | 67.0 | 73.3 |
| CEPS | 73.4 | 79.2 | 83.5 | 91.2 |
| BVPS | 252.1 | 256.9 | 263.4 | 270.7 |
| FCF | 79.1 | 78.1 | 75.2 | 82.2 |
| DPS | 52.0 | 60.0 | 60.3 | 66.0 |
| Return Ratio(%) | | | | |
| RoCE | 21.7 | 22.5 | 23.6 | 25.2 |
| ROIC | 22.3 | 23.0 | 23.8 | 24.8 |
| RoE | 23.5 | 25.2 | 25.8 | 27.5 |
| Balance Sheet | | | | |
| Net Debt : Equity (x) | (0.4) | (0.4) | (0.4) | (0.5) |
| Net Working Capital (Days) | 65 | 61 | 61 | 61 |
| Valuation(x) | | | | |
| PER | 25.5 | 23.1 | 22.1 | 20.2 |
| P/B | 5.9 | 5.8 | 5.6 | 5.5 |
| P/CEPS | 20.2 | 18.7 | 17.7 | 16.2 |
| EV/EBITDA | 15.5 | 14.7 | 13.6 | 12.3 |
| EV/Sales | 3.4 | 3.2 | 3.0 | 2.7 |
| Dividend Yield (%) | 3.5 | 4.1 | 4.1 | 4.5 |

Source: Company Data, PL Research

Key Operating Metrics

| Y/e Mar | FY24 | FY25 | FY26E | FY27E |
|------------------|--------|--------|--------|--------|
| Revenue (USD mn) | 13,270 | 13,840 | 14,296 | 15,086 |

Source: Company Data, PL Research





Analyst Coverage Universe

| Sr. No. | Company Name | Rating | TP (Rs) | Share Price (Rs) |
|---------|---------------------------|------------|---------|------------------|
| 1 | Cyient | BUY | 1,560 | 1,255 |
| 2 | HCL Technologies | Accumulate | 1,740 | 1,528 |
| 3 | Infosys | BUY | 1,630 | 1,420 |
| 4 | LTIMindtree | BUY | 5,790 | 4,500 |
| 5 | Mphasis | BUY | 2,940 | 2,474 |
| 6 | Persistent Systems | Accumulate | 5,920 | 5,318 |
| 7 | Tata Consultancy Services | BUY | 4,160 | 3,247 |
| 8 | Tech Mahindra | Accumulate | 1,540 | 1,423 |
| 9 | Wipro | Hold | 260 | 248 |

PL's Recommendation Nomenclature (Absolute Performance)

 Buy
 : > 15%

 Accumulate
 : 5% to 15%

 Hold
 : +5% to -5%

 Reduce
 : -5% to -15%

 Sell
 : < -15%</td>

Not Rated (NR) : No specific call on the stock
Under Review (UR) : Rating likely to change shortly

10



ANALYST CERTIFICATION

(Indian Clients)

We/l, Mr. Pritesh Thakkar- MBA Finance, Mr. Sujay Chavan- MMS-Finance Research Analysts, authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

(US Clients)

The research analysts, with respect to each issuer and its securities covered by them in this research report, certify that: All of the views expressed in this research report accurately reflect his or her or their personal views about all of the issuers and their securities; and No part of his or her or their compensation was, is or will be directly related to the specific recommendation or views expressed in this research report.

DISCLAIMER

Indian Clients

Prabhudas Lilladher Pvt. Ltd, Mumbai, India (hereinafter referred to as "PL") is engaged in the business of Stock Broking, Portfolio Manager, Depository Participant and distribution for third party financial products. PL is a subsidiary of Prabhudas Lilladher Advisory Services Pvt Ltd. which has its various subsidiaries engaged in business of commodity broking, investment banking, financial services (margin funding) and distribution of third party financial/other products, details in respect of which are available at www.plindia.com.

This document has been prepared by the Research Division of PL and is meant for use by the recipient only as information and is not for circulation. This document is not to be reported or copied or made available to others without prior permission of PL. It should not be considered or taken as an offer to sell or a solicitation to buy or sell any security.

The information contained in this report has been obtained from sources that are considered to be reliable. However, PL has not independently verified the accuracy or completeness of the same. Neither PL nor any of its affiliates, its directors or its employees accepts any responsibility of whatsoever nature for the information, statements and opinion given, made available or expressed herein or for any omission therein.

Recipients of this report should be aware that past performance is not necessarily a guide to future performance and value of investments can go down as well. The suitability or otherwise of any investments will depend upon the recipient's particular circumstances and, in case of doubt, advice should be sought from an independent expert/advisor.

Either PL or its affiliates or its directors or its employees or its representatives or its clients or their relatives may have position(s), make market, act as principal or engage in transactions of securities of companies referred to in this report and they may have used the research material prior to publication.

PL may from time to time solicit or perform investment banking or other services for any company mentioned in this document

PL is a registered with SEBI under the SEBI (Research Analysts) Regulation, 2014 and having registration number INH000000271.

PL submits that no material disciplinary action has been taken on us by any Regulatory Authority impacting Equity Research Analysis activities.

PL or its research analysts or its associates or his relatives do not have any financial interest in the subject company.

PL or its research analysts or its associates or his relatives do not have actual/beneficial ownership of one per cent or more securities of the subject company at the end of the month immediately preceding the date of publication of the research report.

PL or its research analysts or its associates or his relatives do not have any material conflict of interest at the time of publication of the research report.

PL or its associates might have received compensation from the subject company in the past twelve months.

PL or its associates might have managed or co-managed public offering of securities for the subject company in the past twelve months or mandated by the subject company for any other assignment in the past twelve months.

PL or its associates might have received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months.

PL or its associates might have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past twelve months

PL or its associates might have received any compensation or other benefits from the subject company or third party in connection with the research report.

PL encourages independence in research report preparation and strives to minimize conflict in preparation of research report. PL or its analysts did not receive any compensation or other benefits from the subject Company or third party in connection with the preparation of the research report. PL or its Research Analysts do not have any material conflict of interest at the time of publication of this report.

It is confirmed that Mr. Pritesh Thakkar- MBA Finance, Mr. Sujay Chavan- MMS-Finance Research Analysts of this report have not received any compensation from the companies mentioned in the report in the preceding twelve months

Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions.

The Research analysts for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

The research analysts for this report has not served as an officer, director or employee of the subject company PL or its research analysts have not engaged in market making activity for the subject company

Our sales people, traders, and other professionals or affiliates may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest.

PL and its associates, their directors and employees may (a) from time to time, have a long or short position in, and buy or sell the securities of the subject company or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the subject company or act as an advisor or lender/borrower to the subject company or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.

US Clients

This research report is a product of Prabhudas Lilladher Pvt. Ltd., which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution by Prabhudas Lilladher Pvt. Ltd. only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor.

In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors, Prabhudas Lilladher Pvt. Ltd. has entered into an agreement with a U.S. registered broker-dealer, Marco Polo Securities Inc. ("Marco Polo").

Transactions in securities discussed in this research report should be effected through Marco Polo or another U.S. registered broker dealer.

Prabhudas Lilladher Pvt. Ltd.

3rd Floor, Sadhana House, 570, P. B. Marg, Worli, Mumbai-400 018, India | Tel: (91 22) 6632 2222 Fax: (91 22) 6632 2209 www.plindia.com