

IT SERVICES

02 September 2025

Uncertainty persists. All eyes on strength of FY27 pick up.

- **1QFY26 commentary and guidance indicates that uncertainty continues to dog the sector. Do not see material FY26 upgrades**
- **While historical 5-year valuations look cheap, if one stretches that to 10 years they do not seem so. Especially when FY27 pick up may be at risk**
- **Reiterate underweight call. Nifty IT underperformance (~23ppt CYTD vis-à-vis Nifty) from here on would depend on domestic earnings trend**

Girish Pai | Lopa Notaria, CFA
 research@bobcaps.in

1QFY26 results were mixed: Among Tier-1 on revenue, while Infosys surprised on the upside, TCS did on the downside. Most of other Tier-1s were broadly in line. EBIT margins missed estimates. In Tier-2, Coforge beat our revenue estimate. Others had revenue broadly in line while EBIT margins disappointed for most. The big positive surprises on order inflow TCV were with Wipro in Tier-1 and Mphasis in Tier-2. Greater details on each of the companies can be found in the links provided inside the note on page 4.

Guidance changes: Infosys, HCLT (among Tier-1s) and FirstSource (Tier-2) upped the lower end of the revenue guidance by 1ppt largely due to a good 1Q. HCLT lowered its margin guidance by 100bps.

Estimates changes: Post 1QFY26, the only material (>5%) changes that we have made to our FY27/FY28 earnings estimates (see Fig 10-Fig 22) – the basis of our valuations - have been with Coforge (upwards) and Birlasoft (downwards).

Key points discussed on the calls: Efficiency driven vendor consolidation, continued macro uncertainty (which remained around the same levels as in April 2025), discretionary spending pressure, Manufacturing, retail verticals being under pressure while BFSI being among the better spots across most companies.

Upgrades downgrades: Post 1QFY26 we upgraded ratings for Infosys, Wipro and Mphasis (upgraded to HOLD from SELL) and FirstSource (upgrade to a BUY from HOLD). The rating upgrades to Wipro and Mphasis have also been driven by Target PE multiple upgrades on better-than-expected order inflow numbers. Infosys and FirstSource upgrades are largely due to stock price performance. Through this note we also upgrade HCLT to a HOLD from SELL largely due to price performance. Of the Tier-1 stocks all are HOLDS except LTIM. All Tier-2 stocks are SELLS except Eclerx and Mphasis (HOLDS) and FirstSource (BUY).

Our sectoral view is on page 2.

Recommendation snapshot

Ticker	Price	Target	Rating
BSOFT IN	368	339	SELL
COFORGE IN	1,724	1,478	SELL
ECLX IN	4,221	4,073	HOLD
FSOL IN	351	407	BUY
HCLT IN	1,455	1,389	HOLD
INFO IN	1,470	1,536	HOLD
LTIM IN	5,134	4,149	SELL
MPHL IN	2,788	2,684	HOLD
PSYS IN	5,306	3,918	SELL
TCS IN	3,085	3,304	HOLD
TECHM IN	1,481	1,662	HOLD
WPRO IN	249	256	HOLD
ZENT IN	768	599	SELL

Price & Target in Rupees | Price as of 29 Aug 2025



We have an underweight stance on Indian IT services.

We reinitiated coverage on the Indian IT Services with an Underweight stance through a report on 1 January 2025 (**Slow is the (new/old) normal**), and reiterated that view with an update on 12th March 2025 (**FY26 unlikely to be better than FY25**). We also put out a recent update (**Uncertainty stays and 'eating the tariff' may impact even FY27**) where we indicate we believe the tariff decisions of 7 July 2025 on 14 countries, post the 90-day pause, prolongs the current phase of uncertainty.

Consequently, we see Tier-1 growth to remain at low single digit level for FY26 and 'eating the tariff' may lead to adverse impact on FY27

While both earnings and PE multiples have corrected since 1 Jan 2025, we believe the industry's structural organic revenue growth from here on will be lower than the ~7% CAGR seen during FY15-FY20, possibly ~5% CAGR over FY25-FY30 in constant currency (CC) terms.

Multiple speed breakers post FY25 drive our Underweight stance

Trump policies raise uncertainty: The tariffs, the higher fiscal deficit from the 'one big, beautiful bill' (OB BB), the crackdown on illegal immigration, DOGE, etc all point to uncertainty in the coming days which may delay decision making

Higher for longer interest rate environment: One of the reasons for optimism around the Indian IT Services sector in late 2024 had been the view that the US would achieve a soft landing in 2025 and that Fed Funds rate would be gradually lowered from the peak of 5.25-5.5%, driven by lower inflation. This, the market felt, was the apt environment for a broader pick up in discretionary spending beyond that of North American BFSI sector, especially after two muted years when the constant refrain from vendors for the weak growth was of 'macro uncertainty'.

Lately, based on inflation prints and fears of a higher fiscal deficit, US 10-year yields have remained firm. There are fears that sustained high interest rates could reduce IT outsourcing demand, particularly in sectors like BFSI and Telecom, and dampen US demand in areas like housing, autos and retail.

Covid-induced pull forward of demand requires a multi-year unwind. We think there were excesses during the compressed transformation phase which are yet to be fully unwound.

Gen AI and GCCs are going to disrupt growth: We also believe that AI/Gen AI will lead to compression of revenue for the industry in the next 24-36 months as companies self-cannibalize to hold on to their existing clients. We also believe that the rapid growth of the GCCs is a threat to outsourcing. While there seems to be collaboration between the outsourcers and their clients in setting up these GCCs, there will be growth discontinuity when the business is insourced at some point.

Massive hyper scaler AI capex should accentuate re-alignment in IT spend:

Software players, including hyper scalers, are increasing capex on AI-related data centres. This will drive higher pricing, forcing enterprises to allocate more IT spend to

cloud/SaaS and move it away from the those who have lower bargaining power – the global IT services players.

Higher competition: Indian Tier-1 companies now face higher competition from Accenture (especially as it loses business due to DOGE), Tier-2 players, and Cognizant, likely slowing their growth compared to FY15-FY20. This is besides the fact that by FY25, Tier-1 revenue will reach US\$ 85bn, double that in FY15. Due to the higher base now, growth may not be as rapid.

Weak TCV: The weaker TCV for most players in FY25 (YoY) and lack of any mega deal announcements in recent quarters points to a brewing growth problem for FY26. Many of the large companies like TCS, INFO and HCLT will also grapple with large contributions to incremental revenue by a set of large clients in FY25 or the need to set off large pass-through items.

How we are valuing companies: We are using PE methodology and using TCS as our industry benchmark. The target PE used for TCS now is 21.3x, which is the average PE multiple of TCS over the last 10 years less 0.5SD. Through our choice of the benchmark Target PE multiple, we seek to capture the probability of downside risks to consensus growth expectations for FY26/FY27, especially due to Trump 2.0 proposals.

Tier- 2 valuation reflects growth gap with Tier-1

The Tier-2 set have been taking away market share from the Tier-1 set due to better execution and due to their smaller size. And unlike in the past cycles, they have performed better than the Tier-1 largely due to better management teams.

However, the current PE premium to Tier-1s is excessive as we believe that to deliver on the high consensus revenue growth expectations, they may be taking on more cost take-out projects which are likely to impact their margins adversely.

Links to our detailed 1QFY26 results notes

[Birlasoft-Q1FY26ResultReview8Aug25](#)

[Coforge-Q1FY26ResultReview25Jul25](#)

[eClerxServices-Q1FY26ResultReview28Jul25](#)

[FirstsourceSolutions-Q1FY26ResultReview31Jul25](#)

[HCLTechnologies-Q1FY26ResultReview15Jul25](#)

[Infosys-Q1FY26ResultReview24Jul25](#)

[LTMindtree-Q1FY26ResultReview18Jul25](#)

[Mphasis-Q1FY26ResultReview26Jul25](#)

[PersistentSystems-Q1FY26ResultReview24Jul25](#)

[TataConsultancyServices-Q1FY26ResultReview11Jul25](#)

[TechMahindra-Q1FY26ResultReview17Jul25](#)

[Wipro-Q1FY26ResultReview18Jul25](#)

[ZensarTechnologies-Q1FY26ResultReview23Jul25](#)

Fig 1 – Summary of financial performance estimates by Indian IT services industry for 1QFY26

Company Name	1QFY26E Revenue	QoQ CC	US\$ revenue growth (%)		EBIT Margin (%)		
	(US\$ mn)	Growth (%)	QoQ	YoY	1QFY25	4QFY25	1QFY26E
TCS	7,625	-	2.2	1.6	24.7	24.2	25.2
Infosys	4,833	0.02	2.2	2.5	21.1	21.0	21.5
HCLT	3,529	(1.0)	0.9	4.9	17.1	18.0	17.5
Wipro	2,632	(2.5)	(0.1)	0.2	15.5	17.2	17.5
Tech Mahindra	1,588	-	2.5	1.8	8.5	10.5	11.5
LTI Mindtree	1,169	2.0	3.4	6.7	15.0	13.8	14.5
Mphasis	434	-	0.8	5.8	15.0	15.3	15.5
Persistent Systems	392	3.5	4.4	19.3	14.0	15.6	16.2
Coforge	430	2.1	4.9	47.6	13.6	13.2	14.0
Birlasoft	150	(2.0)	(1.3)	(5.6)	13.1	11.5	11.5
Zensar	162	1.6	3.3	4.9	13.3	13.9	14.2
Firstsource	256	1.8	2.4	19.0	11.0	11.2	11.3
Eclerx	110	3.5	4.8	17.9	17.2	21.3	18.1

Source: Company, BOBCAPS Research

Fig 2 – Summary of financial performance (actuals) by Indian IT services industry for 1QFY26

Company Name	1QFY26 Revenue	QoQ CC	US\$ revenue growth (%)		EBIT Margin (%)		
	US\$ mn	Growth (%)	QoQ	YoY	1QFY25	4QFY25	1QFY26
TCS	7,421	(3.3)	(0.6)	(1.1)	24.7	24.2	24.5
Infosys	4,941	2.6	4.5	4.8	21.1	21.0	20.8
HCLT	3,545	(0.8)	1.3	5.4	17.1	18.0	16.3
Wipro	2,587	(2.0)	(1.8)	(1.5)	15.5	17.2	15.0
Tech Mahindra	1,564	(1.4)	1.0	0.4	8.5	10.5	11.1
LTI Mindtree	1,153	0.8	2.0	5.2	15.0	13.8	14.3
Mphasis	437	1.0	1.6	6.7	15.0	15.3	15.3
Persistent Systems	390	3.3	3.9	18.8	14.0	15.6	15.5
Coforge	442	8.0	7.8	51.8	13.6	13.2	13.1
Birlasoft	151	(1.8)	(1.0)	(5.3)	13.1	11.5	10.7
Zensar	162	1.9	3.3	4.9	13.3	13.9	13.5
Firstsource	259	1.6	3.6	20.5	11.0	11.2	11.3
Eclerx	109	3.3	4.2	17.1	17.2	21.3	20.0

Source: Company, BOBCAPS Research

Key points from company notes post 1QFY26

TCS

- 1QFY26 demand environment weaker than expected with challenges across international markets and BSNL contract, impacting margins
- Company expects a ~US\$350mn follow-on BSNL deal to be largely executed in 2Q and 3Q, providing some near-term revenue support
- We believe uncertainty is likely to remain, especially in international business with muted growth in FY26
- Margins pressured due to lower utilization and upfront investments

- Most verticals remain under pressure with BFSI cautious amid macro uncertainty but seeing unmet demand in areas like cloud and legacy modernization. Consumer, healthcare, and manufacturing face delays or focused spending, while energy and utilities are impacted by policy and geopolitical risks. Technology and services continue to see growth, led by AI-driven innovation and high-tech momentum
- Company sees potential pent-up demand uptick, but current weakness is soft but not deep, so a sharp rebound is unlikely; growth expected to pick up to mid-single digits in FY27 and FY28
- Clients remain focused on cost optimization, vendor consolidation, and efficiency-led transformations amid cautious discretionary spending
- Deal pipeline remains strong

INFO

- Demand remains uncertain with clients focused on cost optimization and vendor consolidation amid unresolved tariffs and geopolitical risks
- Stronger 1H expected, with softer 2H outlook due to seasonality
- Client discretionary spending cautious, with delayed decision-making across sectors
- Financial services pipeline remains strong while manufacturing, retail, energy, and communications face pressure from tariffs, supply chain issues, and macro uncertainty. Hi-tech remains cautious with budget cuts but continues investing in GenAI
- Demand mix shows strong AI growth, but sector-specific challenges remain in logistics, consumer products, manufacturing, and auto
- FY26 revenue guidance raised modestly to 1-3% CC growth, reflecting strong 1Q, seasonality, and lower third-party revenues, with cautious 2H
- Operating margin guidance steady at 20-22% balancing cost pressures and efficiencies

Change in Rating

- Maintain estimates and Target PE multiple -20.2x- at 5% discount to that of TCS. Price correction since last report leads to upgrade to HOLD

HCLT

- Revenue guidance raised modestly to 3–5% CC – 100bps at the lower end - (including 1% inorganic), reflecting better-than-expected 1Q performance and stable demand
- EBIT margin guidance lowered to 17–18% for FY26, a setback from the August 2024 aspiration to move margins higher
- TCV at US\$1.8bn remains weak, below HCLT's aspirations of scaling beyond the US\$2–2.5bn range; while some large deals slipped into 2Q and a big FS vendor consolidation win may lift 2Q TCV, FY26 YoY traction is still uncertain
- Demand environment more stable than peers reported, with financial services and technology showing strength, while manufacturing, life sciences, retail, and CPG continue to face stress
- Healthy pipeline driven by efficiency-focused and AI-led deals
- HCL Software falls short of earlier expectations that it would drive non-linear growth and reduce reliance on headcount-led scaling; it has yet to emerge as a meaningful value driver despite multiple years of effort

WPRO

- Large deal wins, driven by vendor consolidation and cost takeout, significantly improve revenue visibility
- New CEO's initiatives show early traction, boosting confidence in growth prospects
- Strong TCV growth: total TCV up 51% YoY, large deals up 131%, including two mega deals. Deal conversions expected to ramp up over the next 4-6 quarters
- Large deals expected to be margin dilutive due to upfront investments, keeping EBIT margins under pressure
- Management maintains EBIT margin target band of 17-17.5% despite near-term margin headwinds
- Macro uncertainties like tariffs and geopolitical risks continue to impact manufacturing and retail sectors

Change in Rating

- The greater visibility induced by the strong TCV accretion and the greater likelihood of conversion gives us greater confidence in our revenue and EPS estimates. While we cut margin estimates for FY26 we raised revenue for both FY27 and FY28. Greater confidence in our estimates induced us to raise the Target PE multiple by reducing discount vis-à-vis TCS from 20% to 15%. If Wipro outperforms on TCV from here on, both EPS and Target PE multiple could see further upgrades. Raised the rating to HOLD from SELL

TECHM

- Large deal wins have been strong but revenue conversion has lagged. Management said that this was due to project runoffs and client-specific issues and is expected to improve from 2QFY26 assuming stable macros
- FY27 margin guidance of 15% EBIT remains unchanged despite softer revenue and macro challenges
- Demand environment remains mixed with manufacturing and auto sectors under pressure due to ongoing tariff-related uncertainty and discretionary spend cuts
- Hi-tech vertical faces challenges from recession risks and budget cuts by a key semiconductor client while telecom shows stabilization and growth
- No significant change in demand momentum in other verticals, including telecom and BFSI
- Company views FY26 as a transitional year bridging growth gap with peers, with FY27 expected to deliver better-than-peer revenue growth and margin expansion
- Employee pyramid restructuring to be gradual, no immediate structural shifts to peer models expected
- Overall outlook cautious but management confident on revenue growth pickup from 2Q and margin stability into FY27 supported by large deal ramp-ups and operational improvements

LTIM

- Post-merger performance of LTI and Mindtree has been disappointing on both revenue growth and margins, failing to meet market hopes of outperformance relative to peers
- EBIT margins have declined from post-merger highs, reflecting execution challenges
- Growth remains tepid under the new CEO with no clear turnaround visible yet
- Large deal momentum improving with expectations of more announcements in 2Q and a strong pipeline for the year
- Management's \$10bn revenue target for 2030-31 remains unchanged
- Top clients in tech, media, and communications are shifting spends towards AI investments, with business models aligning accordingly. Optimistic about long-term growth prospects in tech, media, and communications verticals
- BFSI sector remains cautious amid macro headwinds
- Company's largest deal which it announced in May 2025 (with a company in the global agribusiness sector) began transition and revenue realization in 1Q FY26. Revenue from the deal staggered between 1Q and 2Q, with steady ramp-up in subsequent quarters. The deal will enter a steady state as contracted areas are ramped up. No material impact on margins from the largest deal

PSYS

- Management remains committed to its FY27 target of \$2bn in revenue and 200–300bps EBIT margin expansion from FY24 levels, driven by a mix of organic and inorganic initiatives. Recent quarters showed margins of around 15%, up from 14.7% last year, signaling progress toward this goal
- The company is focused on profitable growth and not chasing revenue targets at the expense of margin
- Management does not foresee major near-term margin headwinds as elevated costs such as onsite expenses and transition overlaps are expected to normalize
- Macroeconomic uncertainty continues to weigh on client sentiment, leading to cautious spending and slower deal closures
- BFSI and high-tech verticals are expected to be the primary growth drivers in FY26, while healthcare and life sciences, which led in FY25, will grow at a more modest pace
- Healthcare delays are seen as client-specific rather than structural, with the pipeline remaining healthy despite headwinds such as tariff issues with China and reduced federal research funding
- We believe cost-focused deal-making, vendor consolidation, and client preference for multi-service, low-cost providers are pressuring Tier-2 players, requiring aggressive bidding that could affect margins

COFORGE

- Sabre deal ramp-up drove a strong revenue beat in 1Q and is expected to continue contributing meaningfully in 2Q and 3Q
- The company expects to deliver 14% reported EBIT margin in FY26, with a 200bps improvement anticipated over the next three quarters, driven by operating leverage and a reduction in ESOP-related costs beginning 3Q
- Strong near- and medium-term outlook for the BFS vertical, supported by a solid deal pipeline and healthy 2Q expectations
- Macro uncertainties continue to impact client budgets, with fluctuating ‘run-the-enterprise’ spending and reduced discretionary allocations; however, AI-driven innovation budgets remain steady
- GCC business exposure is unusually high at ~10% of total revenue, raising concerns around potential revenue discontinuity in the event of insourcing by clients in future periods
- Sabre deal carries some concentration risk; while Coforge has mitigated receivables exposure via credit insurance, concerns remain around revenue continuity and downside to consensus if the client’s financial position weakens

MPHL

- 1QFY26 marked a strong quarter with better-than-expected revenue growth and the highest TCV in company history, including three large deals over \$100mn
- EBIT margins are expected to remain within the guided band of 14.75% to 15.75%
- Sustained improvement in TCV win rate has led to upward revisions in revenue and EPS estimates for FY27 and FY28
- Management targets growth at 2x the industry rate in FY26
- Growth momentum supported by wins and ramp-ups across BFS, Insurance, and TMT verticals; pipeline remains broad-based and active
- Client and vertical concentration risks remain elevated, with top client at 13%, top 10 clients at 54%, and BFS contributing 53% of revenue in 1QFY26, posing downside risks in a vendor consolidation-driven market
- US mortgage business headwinds appear to have largely stabilized, and the loss of a logistics client is seen as largely absorbed, reducing client-specific downside in the near term
- TCV-to-revenue conversion remains steady; customer spending focused on cost takeouts, efficiency, and vendor consolidation
- AI continues to shape forward-looking deals, reinforcing a platform-led strategy
- GCC model is evolving, with increased adoption of carve outs and managed captives as traditional staff-augmentation models come under pressure

Change in Rating

- We raised the rating of Mphasis to HOLD from SELL as we increase target PE multiple from 20.2x to 22.4x. The former was at 5% discount to the target PE multiple of TCS and now it is at a 5% premium. We may move the rating higher or lower on how it addresses client/vertical concentration risks

ZENT

- The company expects manufacturing and consumer verticals to return to growth from 2QFY26, though tariffs and macro factors may still weigh on performance
- The company avoids actively pursuing vendor consolidation deals to avoid pricing pressure and to protect profitability. Instead, it focusing on proactive deal creation and strong client relationships to maintain margins
- AI and emerging technology investments are driving a strong deal pipeline
- Management believes that for TMT vertical the worst is behind, but consistent growth remains uncertain due to ongoing layoffs by major players
- Early signs of improvement emerging in the African market but meaningful results are expected only in coming quarters

- The macro environment remains challenging with slowing growth in key regions like the US and Europe and only modest improvements in business capital expenditure
- Right shifting of demand continues amid ongoing uncertainties, leading clients to prioritize essential projects and delay new capital expenditures
- Tariff-related pressures persist, directly impacting manufacturing and consumer sectors, with potential second-order effects on banking, financial services, credit cards, and mortgages if consumer weakness deepens

BSOFT

- Demand commentary remains weak due to delays in transformational projects, discretionary cuts, sluggish deal conversion, and pricing pressure
- Management said that sequential growth expected in 2QFY26 but visibility beyond is limited amid ongoing uncertainty; challenging market conditions to persist through FY26
- Flat margins expected in FY26; margin expansion likely from FY27 as growth returns
- Manufacturing faces ongoing headwinds from macro and tariff issues, especially in mid-sized US and European firms
- Life sciences momentum improving in medical devices
- Early growth seen in insurance; Payments segment expected to grow in 2Q, soften in 3Q due to furloughs, but has good long-term potential; Asset management also expected to grow in long-term
- Management remains focused on rebuilding the order book, with priority on improving inflows to support future revenue growth; renewals and potential large deal closures in 3Q/4Q could strengthen outlook
- Execution risks remain given limited large deal wins and shrinking backlog, raising doubts on near-term growth recovery
- We expect this company to be the sole Tier-2 player to register a revenue decline in FY26

FSOL

- US\$1bn revenue run-rate milestone achieved four quarters ahead of plan, reflecting improved execution and enhanced sales, tech and delivery capabilities under the current leadership
- Raised FY26 CC revenue growth guidance to 13–15%, increasing the lower end by 100bps on the back of strong visibility and pipeline strength
- FY26 EBIT margin guidance maintained at 11.25–12%
- Near-term margin pressure in healthcare vertical expected to ease as ramping costs normalize and payer-provider mix stabilizes

- Europe decline driven by seasonal and regulatory-led shift to offshore/nearshore. Transition largely complete; growth expected to normalize from 2QFY26
- Management remains confident in sustaining high growth despite macroeconomic and geopolitical uncertainty, aided by a record-high deal pipeline at end-1QFY26
- UnBPO strategy leveraging AI, automation, and outcome-based pricing continues to differentiate Firstsource in a cautious demand environment
- Top pick in the Tier-2 IT/BPM space

Change in Rating

- Considering the strong order inflow we have raised our estimates for both USD revenue and EPS estimate. We maintain our Target PE multiple at 25.6x on June '27 EPS. This Target PE multiple is at a 20% premium to the target PE multiple we have accorded to our benchmark TCS. The PE premium of 20% accounts for the likely stronger revenue performance in a weaker macro set up that we are witnessing today. The correction of 40% from the 52-week high led us to raise the rating to 'BUY' from 'HOLD'. It is our only BUY under our coverage universe and our top pick in the Tier-2 space

ECLX

- FY26 started on a strong note with management confident of maintaining sequential revenue growth in 2Q over 1Q
- Reported EBITDA margin guidance remains steady at 24%–28%
- Good execution and strong ACV momentum position the company to potentially deliver industry-leading growth in FY26 despite broader macro volatility
- Demand environment is viewed with cautious optimism
- Productized services remain a key differentiator for Eclerx along with domain expertise
- High client concentration (top 10 at 63%) remains a structural risk, particularly in the context of vendor consolidation trends
- The company remains a small-cap worth monitoring for a better entry point, backed by strong return ratios and execution visibility, in the Tier-2 IT/ITES space

Fig 3 – Indian IT services sector valuation

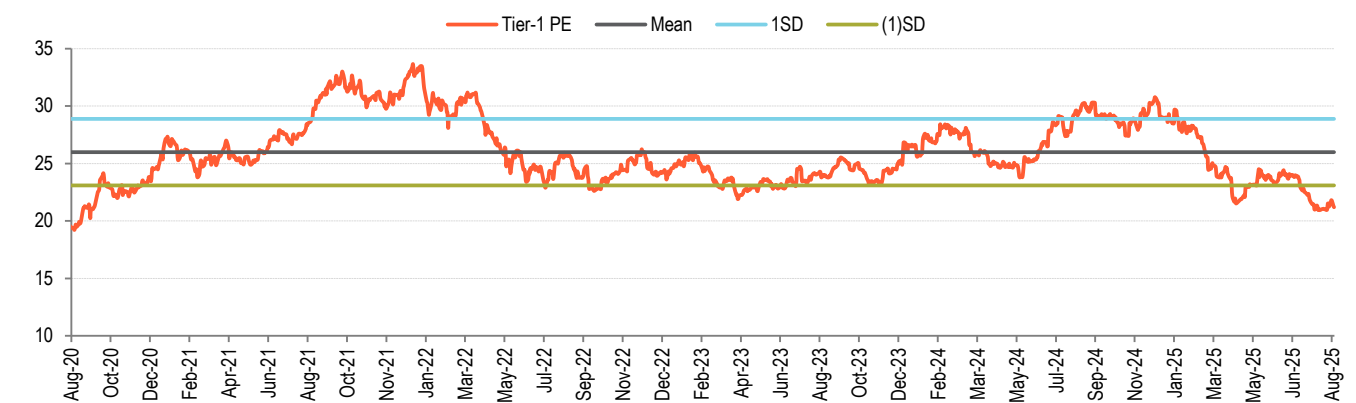
Y/E 31 Mar	TCS	Infosys	HCL Tech	Wipro	Tech Mahindra	LTIM	Persistent	Mphasis	Coforge	Birlasoft	Zensar	Firstsource	eClerx
Prices as on 29 Aug 2025	3,085	1,470	1,455	249	1,481	5,134	5,306	2,788	1,724	368	768	351	4,221
Currency	INR	INR	INR	INR	INR	INR	INR	INR	INR	INR	INR	INR	INR
Market Value (Rs Bn)	10,943.3	6,034.5	3,855.5	2,550.0	1,432.3	1,489.1	822.3	539.2	573.7	101.4	173.5	242.1	206.7
(US\$m)	127,843	70,497	45,041	29,790	16,733	17,396	9,607	6,299	6,702	1,184	2,027	2,829	2,414
June 2026 Target Price	3304	1536	1389	256	1662	4149	3918	2684	1478	339	599	407	4073
Upside/(downside) (%)	7.1	4.5	(4.5)	2.7	12.2	(19.2)	(26.2)	(3.7)	(14.3)	(7.9)	(22.0)	16.0	(3.5)
Recommendation	HOLD	HOLD	HOLD	HOLD	HOLD	SELL	SELL	HOLD	SELL	SELL	SELL	BUY	HOLD
FDEPS (Rs)													
FY23	115.2	57.6	54.9	10.3	54.7	149.0	60.3	87.1	22.8	12.0	14.4	7.3	98.3
FY24	128.1	63.3	57.9	10.4	26.5	154.6	71.2	82.6	26.3	22.6	29.1	7.3	104.0
FY25	134.2	64.4	64.1	12.5	47.8	153.4	90.2	89.3	24.5	18.3	28.4	8.4	113.1
FY26E	144.6	66.8	62.9	12.9	63.7	180.1	111.0	101.1	44.9	15.6	30.5	11.6	128.4
FY27E	152.5	74.1	70.9	13.9	84.2	210.1	140.0	116.2	57.5	20.8	34.2	14.9	164.3
FY28E	162.9	81.5	77.1	15.0	94.2	235.4	168.5	131.6	68.8	22.5	38.0	18.9	202.4
PE (x)													
FY23	26.8	25.5	26.5	24.1	27.1	34.5	88.0	32.0	75.8	30.6	53.5	48.0	42.9
FY24	24.1	23.2	25.1	24.1	55.9	33.2	74.5	33.8	65.6	16.3	26.4	47.8	40.6
FY25	23.0	22.8	22.7	19.9	31.0	33.5	58.8	31.2	70.5	20.1	27.1	41.6	37.3
FY26E	21.3	22.0	23.1	19.4	23.3	28.5	47.8	27.6	38.4	23.6	25.2	30.3	32.9
FY27E	20.2	19.8	20.5	18.0	17.6	24.4	37.9	24.0	30.0	17.7	22.5	23.5	25.7
FY28E	18.9	18.0	18.9	16.6	15.7	21.8	31.5	21.2	25.1	16.3	20.2	18.5	20.9
EV/EBITDA (x)													
FY23	18.7	17.0	16.6	13.6	15.6	24.5	52.9	20.7	36.9	17.7	30.1	31.1	27.2
FY24	17.2	16.3	15.4	13.3	24.6	23.5	45.9	20.9	34.7	11.6	19.1	27.2	25.4
FY25	16.4	14.9	14.5	11.8	17.7	23.1	39.3	19.0	28.6	14.1	20.3	22.4	23.3
FY26E	15.5	14.3	14.2	13.2	14.0	20.9	31.3	16.8	19.0	14.6	18.7	17.2	19.3
FY27E	14.6	12.8	12.8	11.9	10.9	18.1	24.9	14.9	16.0	11.7	16.7	14.3	15.0
FY28E	13.7	11.6	11.8	10.8	9.8	16.1	20.8	13.3	13.6	10.5	15.0	11.8	11.9
EV/Sales (x)													
FY23	4.9	4.1	3.7	2.7	2.3	4.5	9.6	3.6	6.5	1.9	3.4	4.3	7.7
FY24	4.6	3.9	3.4	2.6	2.4	4.2	8.1	3.8	5.7	1.8	3.4	4.1	6.7
FY25	4.3	3.6	3.2	2.5	2.3	4.0	6.8	3.5	4.7	1.8	3.1	3.4	5.7
FY26E	4.2	3.4	3.0	2.4	2.2	3.6	5.7	3.2	3.4	1.8	2.9	2.8	4.7
FY27E	3.9	3.1	2.8	2.3	2.0	3.3	4.7	2.8	2.8	1.6	2.6	2.4	3.8
FY28E	3.7	2.8	2.5	2.1	1.8	3.0	3.8	2.5	2.4	1.5	2.3	2.0	3.1
Post Tax ROIC (%)													
FY23	50.4	34.4	28.3	19.0	19.0	43.9	40.8	27.0	26.9	16.2	15.9	9.0	39.8
FY24	53.8	32.4	29.9	17.3	9.8	42.6	37.2	22.1	25.0	27.0	35.8	10.7	33.9
FY25	52.5	34.0	31.5	19.8	16.8	41.3	36.1	21.4	17.5	20.4	32.8	11.2	32.7
FY26E	51.4	35.3	30.7	19.9	21.1	41.2	37.2	22.1	18.4	15.6	33.4	12.8	38.1
FY27E	51.5	37.2	33.3	21.0	28.1	45.3	44.1	24.2	20.3	21.1	35.8	15.5	47.0
FY28E	52.5	38.9	35.1	21.7	30.9	46.5	49.6	26.0	22.6	21.6	38.2	18.4	54.5

Source: Company, BOBCAPS Research

Valuation

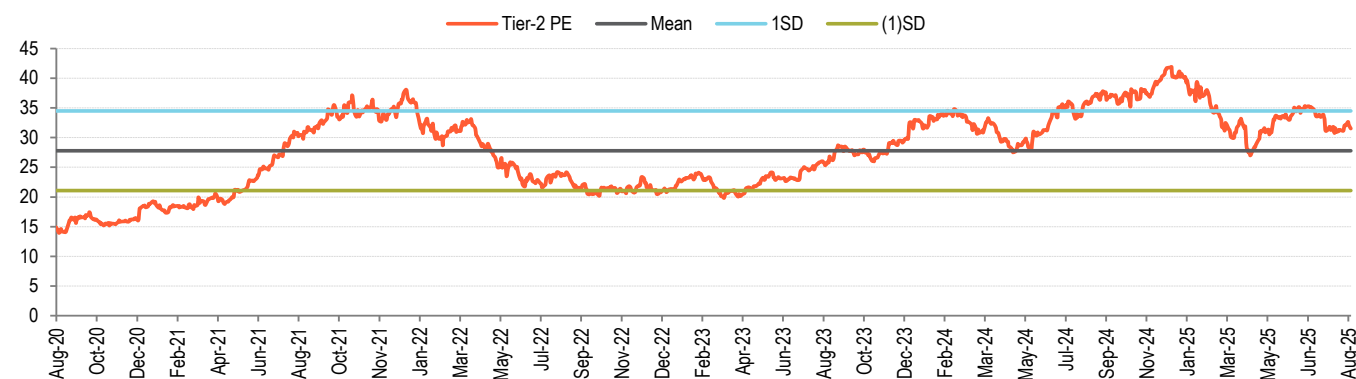
Tier 1 companies look cheap on 5-year charts but 10-year charts indicate they are not cheap enough for the growth that they are likely to display in the future (likely weaker than during the FY15-FY20 phase according to us). The 5-year charts encompass the 'compressed transformation' phase of FY21-FY23. While growth for Tier-2 is going to be better than that of Tier-1 by 500-1000bps in the foreseeable future we believe it is all in the current price.

Fig 4 – 12-month forward PE multiple chart of Tier-1 companies (Aug 2020 – Aug 2025)



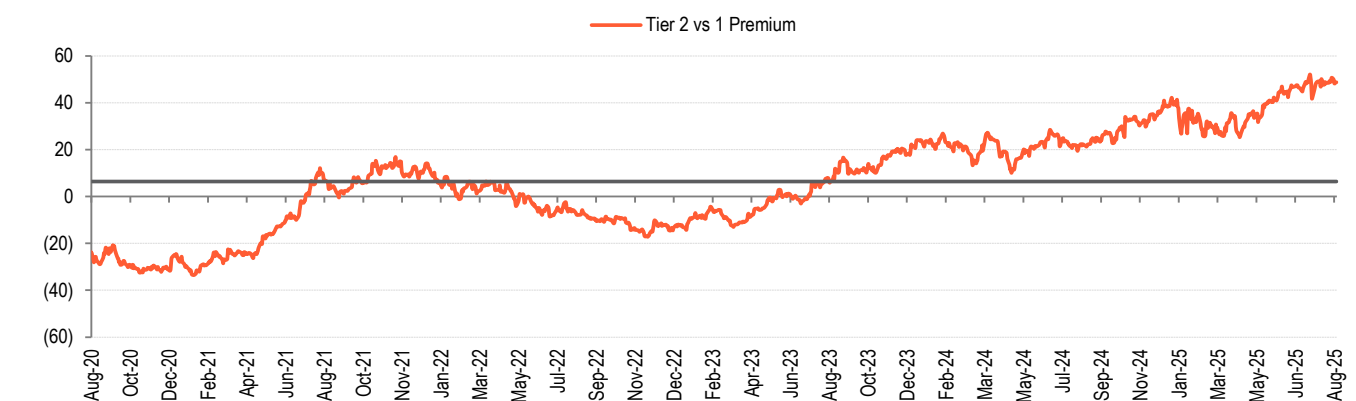
Source: Bloomberg, BOBCAPS Research

Fig 5 – 12-month forward PE multiple chart of Tier-2 companies (Aug 2020 – Aug 2025)



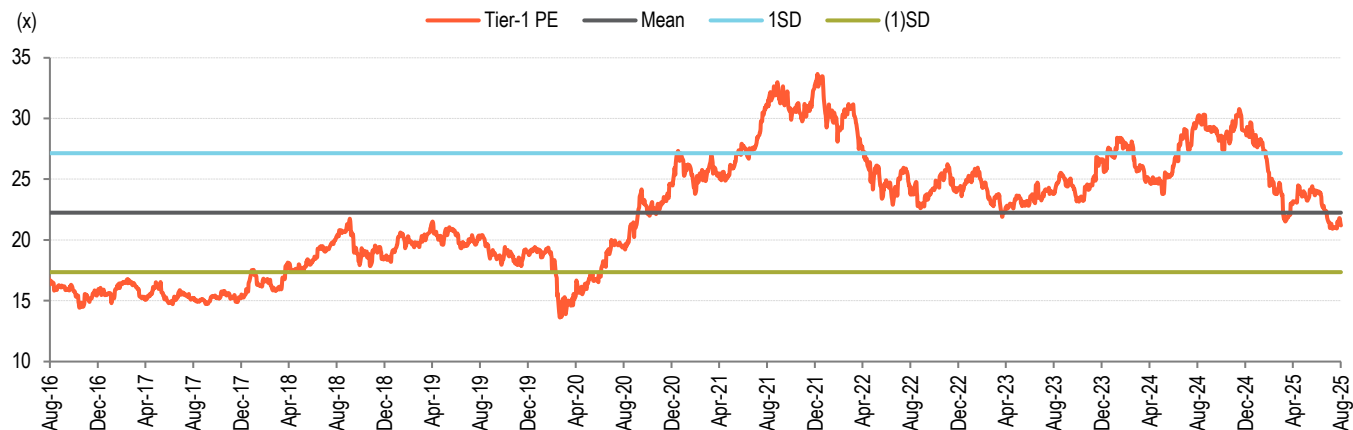
Source: Bloomberg, BOBCAPS Research

Fig 6 – 12-month forward PE premium of Tier-2 versus Tier-1 (Aug 2020 – Aug 2025)



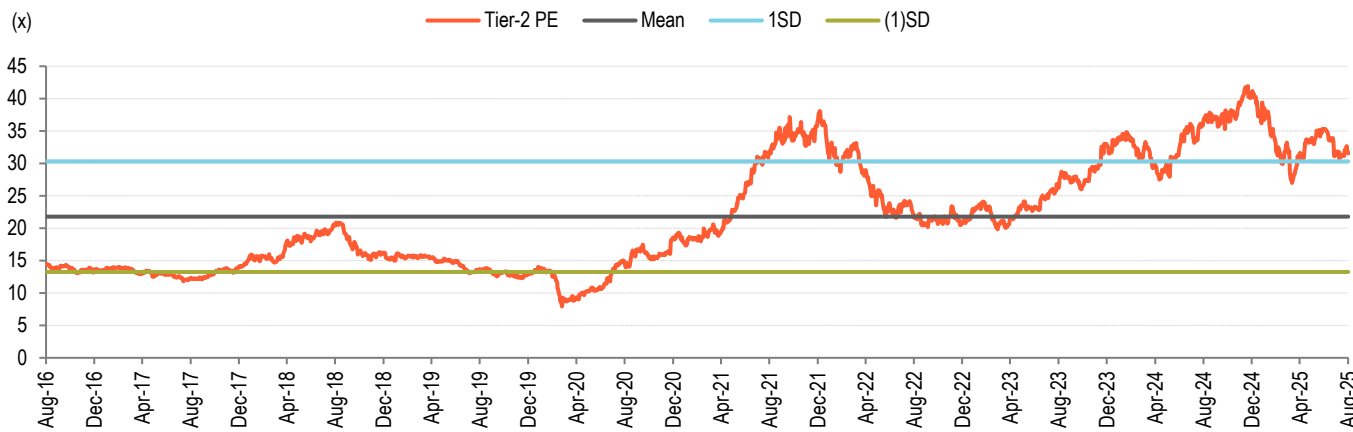
Source: Bloomberg, BOBCAPS Research

Fig 7 – 12-month forward PE multiple chart of Tier-1 companies (Aug 2016 – Aug 2025)



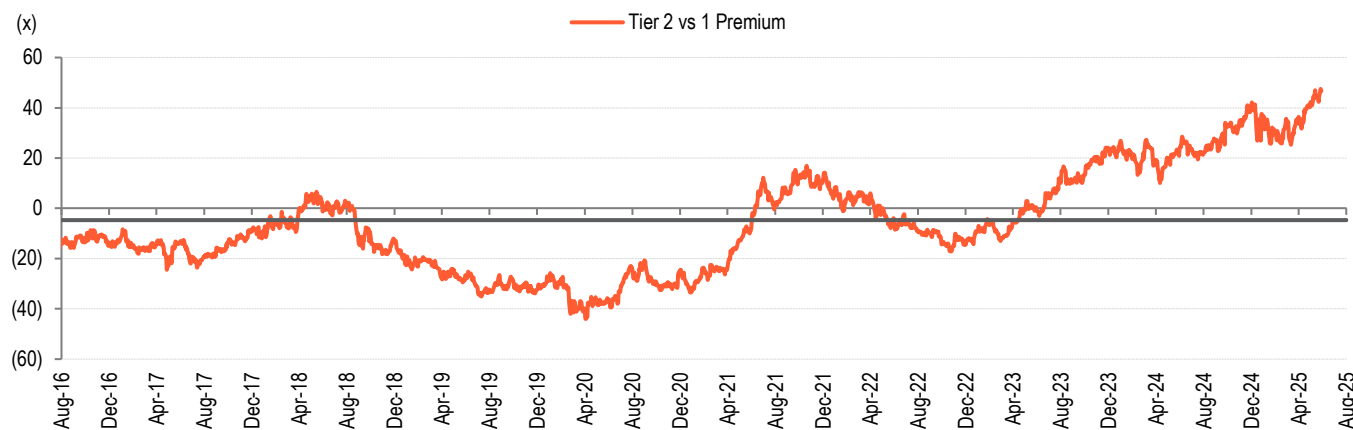
Source: Bloomberg, BOBCAPS Research

Fig 8 – 12-month forward PE multiple chart of Tier-2 companies (Aug 2016 – Aug 2025)



Source: Bloomberg, BOBCAPS Research

Fig 9 – 12- month forward PE premium of Tier-2 versus Tier-1 (Aug 2016 – Aug 2025)



Source: Bloomberg, BOBCAPS Research

Revised Estimates - Post 1QFY26 Results

Fig 10 – TCS

	New			Old			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
INR/USD	86.6	89.3	91.1	87.3	89.3	91.1	(0.7)	-	-
USD Revenue (USD mn)	30,720	32,012	33,365	30,339	31,993	33,580	1.3	0.1	(0.6)
USD Revenue Growth (%)	1.8	4.2	4.2	0.5	5.5	5.0			
Revenue (Rsbn)	2,662	2,857	3,038	2,647	2,856	3,058	0.6	0.1	(0.6)
EBIT (Rsbn)	659	704	751	666	708	757	(1.1)	(0.6)	(0.7)
EBIT Margin (%)	24.7	24.6	24.7	25.2	24.8	24.8			
PAT (Rsbn)	523	552	589	521	551	586	0.3	0.1	0.5
FDEPS (Rs)	144.6	152.5	162.9	144.1	152.4	162.0	0.3	0.1	0.5

Source: BOBCAPS Research

Fig 11 – INFO

	New			Old			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
INR/USD	86.6	89.3	91.1	87.3	89.3	91.1	(0.7)	0.0	0.0
USD Revenue (USD mn)	19,616	21,029	22,502	19,563	21,024	22,486	0.3	0.0	0.1
USD Revenue Growth (%)	1.8	7.2	7.0	1.5	7.5	7.0			
Revenue (Rsbn)	1699	1877	2049	1707	1877	2048	(0.4)	0.0	0.1
EBIT (Rsbn)	356	393	430	361	393	430	(1.3)	(0.0)	0.1
EBIT Margin (%)	21.0	21.0	21.0	21.2	21.0	21.0			
PAT Adjusted (Rsbn)	277	307	338	281	307	336	(1.3)	0.2	0.7
FDEPS-Adjusted (Rs)	66.8	74.1	81.5	67.6	73.9	80.9	(1.2)	0.2	0.7

Source: Company, BOBCAPS Research

Fig 12 – HCLT

	New			Old			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
INR/USD	86.7	89.3	91.1	87.3	89.3	91.1	(0.7)	-	-
USD Revenue (USD mn)	14,356	15,039	16,082	14,091	15,003	16,050	1.9	0.2	0.2
USD Revenue Growth (%)	3.7	4.8	6.9	1.8	6.5	7.0			
Revenue (Rsbn)	1,244	1,342	1,465	1,229	1,339	1,461	1.2	0.2	0.2
EBIT (Rsbn)	218	247	270	230	248	271	(5.3)	(0.2)	(0.4)
EBIT Margin (%)	17.5	18.4	18.4	18.7	18.5	18.5			
PAT (Rsbn)	171	192	209	182	195	213	(6.3)	(1.5)	(1.7)
FDEPS (Rs)	62.9	70.9	77.1	67.1	71.9	78.4	(6.2)	(1.4)	(1.6)

Source: Company, BOBCAPS Research

Fig 13 – WPRO

	New			Old			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
INR/USD	86.7	89.3	91.1	87.3	89.3	91.1	(0.6)	-	-
IT Services USD Revenue (USD mn)	10,426	10,823	11,178	10,414	10,659	10,977	0.1	1.5	1.8
USD Revenue Growth (%)	(1.2)	3.8	3.3	(1.3)	2.3	3.0			
Revenue (Rsbn)	905	968	1,020	911	954	1,002	(0.7)	1.5	1.8
EBIT (Rsbn)	151	165	180	160	167	175	(5.6)	(1.2)	2.6
EBIT Margin (%)	16.6	17.1	17.6	17.5	17.5	17.5			
PAT (Rsbn)	135	145	157	136	144	152	(0.5)	1.3	3.6
FDEPS (Rs)	12.9	13.9	15.0	12.9	13.7	14.5	(0.5)	1.2	3.6

Source: Company, BOBCAPS Research

Fig 14 – TECHM

	New			Old			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
INR/USD	86.6	89.3	91.1	87.3	89.3	91.1	(0.8)	-	-
USD Revenue (USD mn)	6,424	6,800	7,317	6,517	6,976	7,477	(1.4)	(2.5)	(2.1)
USD Revenue Growth (%)	2.6	5.9	7.6	4.0	7.0	7.2			
Revenue (Rsmn)	556.4	607.0	666.3	568.7	622.6	680.8	(2.2)	(2.5)	(2.1)
EBIT (Rsmn)	68.8	91.6	103.7	73.9	93.3	108.2	(6.9)	(1.7)	(4.1)
EBIT Margin (%)	12.4	15.1	15.6	13.0	15.0	15.9			
PAT (Rsmn)	56.5	74.7	83.6	61.1	76.2	87.7	(7.5)	(1.9)	(4.7)
EPS (Rs)	63.7	84.2	94.2	68.9	85.8	98.8	(7.5)	(1.9)	(4.7)

Source: Company, BOBCAPS Research

Fig 15 – LTIM

Change in estimates	New			Old			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
INR/USD	87.0	89.3	91.1	87.3	89.3	91.1	(0.3)	0.0	0.0
USD Revenue (USD mn)	4,648	4,973	5,319	4,665	4,974	5,321	(0.4)	(0.0)	(0.0)
USD Revenue Growth (%)	3.5	7.0	7.0	3.8	6.6	7.0			
Revenue (Rsmn)	404,175	443,869	484,385	406,989	443,992	484,519	(0.7)	(0.0)	(0.0)
EBIT (Rsmn)	59,137	68,724	77,845	61,747	68,867	77,330	(4.2)	(0.2)	0.7
EBIT Margin (%)	14.6	15.5	16.1	15.2	15.5	16.0			
PAT (Rsmn)	54,149	62,317	69,828	54,953	62,085	68,734	(1.5)	0.4	1.6
EPS (Rs)	180.1	210.1	235.4	177.0	200.0	221.4	1.7	5.0	6.3

Source: Company, BOBCAPS Research

Fig 16 – PSYS

	New			Old			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
INR/USD	86.6	89.3	91.1	87.3	89.3	91.1	(0.7)	-	-
USD Revenue (USD mn)	1,631	1,923	2,265	1,632	1,923	2,265	(0.0)	0.0	0.0
USD Revenue Growth (%)	15.8	17.9	17.8	15.8	17.8	17.8			
Revenue (Rs mn)	141,357	171,701	206,308	142,708	171,691	206,276	(0.9)	0.0	0.0
EBIT (Rs mn)	21,874	27,890	33,478	22,114	27,787	33,466	(1.1)	0.4	0.0
EBIT Margin (%)	15.5	16.2	16.2	15.5	16.2	16.2			
PAT (Rs mn)	17,334	21,869	26,316	17,221	21,682	26,221	0.7	0.9	0.4
FDEPS (Rs)	111.0	140.0	168.5	110.5	139.1	168.2	0.5	0.7	0.2

Source: Company, BOBCAPS Research

Fig 17 – COFORGE

	New			Old			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
INR/USD	86.7	89.3	91.1	87.3	89.3	91.1	(0.7)	-	-
USD Revenue (USD mn)	1,948	2,240	2,576	1,762	2,025	2,343	10.6	10.6	10.0
USD Revenue Growth (%)	32.7	15.0	15.0	20.0	15.0	15.7			
Revenue (Rsmn)	167,995	199,957	234,648	153,725	180,796	213,383	9.3	10.6	10.0
EBIT (Rsmn)	23,575	28,086	32,950	21,548	25,307	29,860	9.4	11.0	10.3
EBIT Margin (%)	14.0	14.0	14.0	14.0	14.0	14.0			
PAT (Rsmn)	14,608	19,213	22,969	14,783	17,687	21,292	(1.2)	8.6	7.9
EPS (Rs)	44.9	57.5	68.8	44.2	52.8	63.6	1.7	8.9	8.1

Source: Company, BOBCAPS Research

Fig 18 – MPHL

	New			Old			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY27E
INR/USD	86.6	89.3	91.1	87.3	89.3	91.1	(0.7)	0.0	0.0
USD Revenue (in mn)	1,802	1,983	2,182	1,788	1,939	2,084	0.8	2.3	4.7
USD Revenue Growth (%)	7.2	10.0	10.0	6.4	8.5	7.5			
Revenue (Rsmn)	156,108	177,027	198,701	156,020	173,090	189,765	0.1	2.3	4.7
EBIT (Rsmn)	24,198	27,353	30,824	24,171	26,857	29,390	0.1	1.8	4.9
EBIT Margin (%)	15.5	15.5	15.5	15.5	15.5	15.5			
PAT Adjusted (Rsmn)	19,298	22,173	25,115	19,437	21,780	24,134	(0.7)	1.8	4.1
FDEPS-Adjusted (Rs)	101.1	116.2	131.6	101.9	114.2	126.5	(0.8)	1.7	4.0

Source: Company, BOBCAPS Research

Fig 19 – BSOFT

Change in estimates	New			Old			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
INR/USD	86.6	89.3	91.1	87.3	89.3	91.1	(0.8)	-	-
USD Revenue (USD mn)	600	630	661	641	686	722	(6.4)	(8.2)	(8.5)
Growth (%)	(5.6)	5.0	5.0	0.8	7.1	5.3			
Revenue (Rsmn)	51,913	56,194	60,173	55,912	61,230	65,760	(7.2)	(8.2)	(8.5)
EBIT (Rsmn)	5,676	7,000	7,508	7,209	8,275	9,430	(21.3)	(15.4)	(20.4)
EBIT Margin (%)	10.9	12.5	12.5	12.9	13.5	14.3			
PAT (Rsmn)	4,400	5,858	6,340	5,729	6,594	7,508	(23.2)	(11.2)	(15.6)
FDEPS (Rs)	15.6	20.8	22.5	20.4	23.4	26.7	(23.3)	(11.2)	(15.6)

Source: Company, BOBCAPS Research

Fig 20 – ZENT

	New			Old			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
INR/USD	86.6	89.3	91.1	87.3	89.3	91.1	(0.7)	-	-
USD Revenue (USD mn)	658	704	757	654	700	753	0.5	0.5	0.5
USD revenue growth (%)	5.3	7.0	7.5	4.8	7.0	7.5			
Revenue (Rs mn)	56,990	62,815	68,893	57,096	62,513	68,545	(0.2)	0.5	0.5
EBIT (Rs mn)	7,888	8,712	9,549	7,862	8,701	9,535	0.3	0.1	0.1
EBIT Margin (%)	13.8	13.9	13.9	13.8	13.9	13.9			
PAT (Rs mn)	6,946	7,773	8,645	6,922	7,822	8,745	0.3	(0.6)	(1.1)
FDEPS (Rs)	30.5	34.2	38.0	30.5	34.5	38.5	(0.0)	(0.7)	(1.2)

Source: Company, BOBCAPS Research

Fig 21 – FSOL

	New			Old			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
INR/USD	86.9	89.3	91.1	87.3	89.3	91.1	(0.4)	-	-
USD Revenue (USD mn)	1,085	1,256	1,464	1,057	1,224	1,426	2.7	2.6	2.7
USD Revenue Growth (%)	15.0	15.8	16.5	12.0	15.8	16.5			
Revenue (Rsmn)	94,095	112,166	133,337	92,232	109,296	129,856	2.0	2.6	2.7
EBIT (Rsmn)	11,579	14,325	17,694	11,314	14,005	17,264	2.3	2.3	2.5
EBIT Margin (%)	12.3	12.8	13.3	12.3	12.8	13.3			
PAT (Rsmn)	8,176	10,530	13,351	7,985	10,228	13,021	2.4	3.0	2.5
FDEPS (Rs)	11.6	14.9	18.9	11.6	14.8	18.9	0.1	0.6	0.2

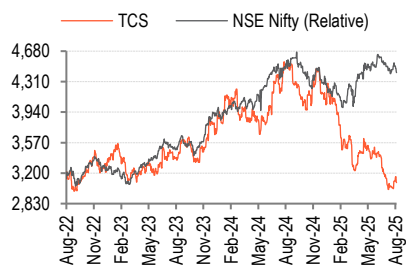
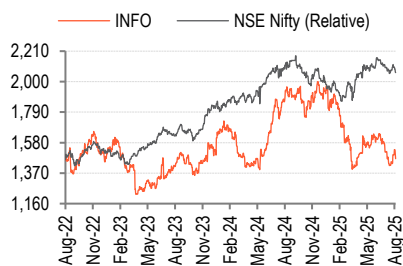
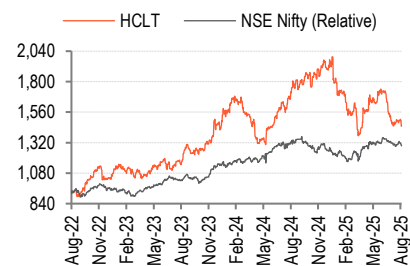
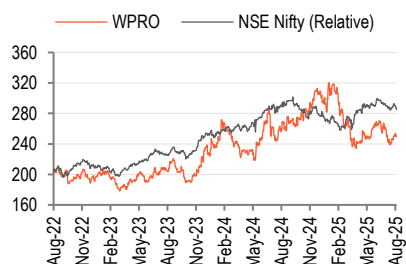
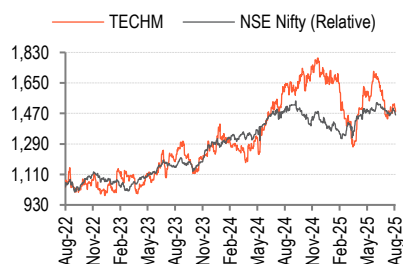
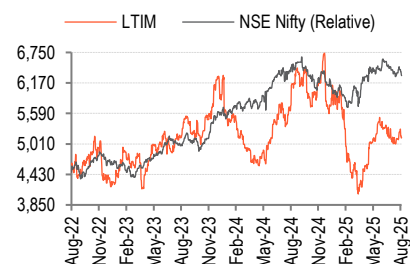
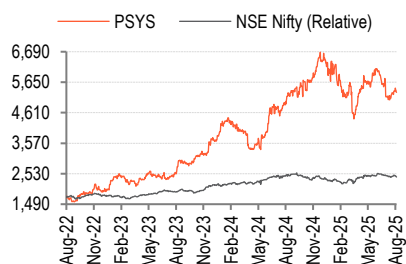
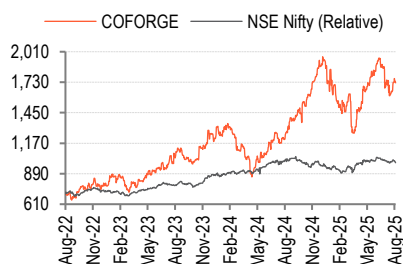
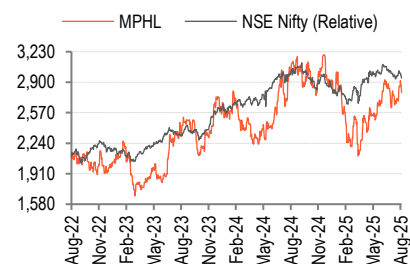
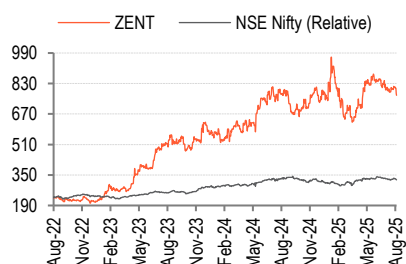
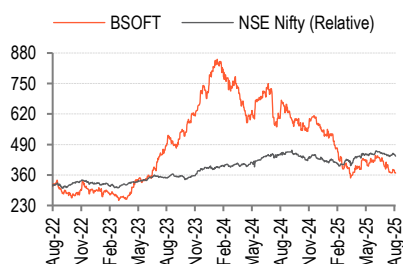
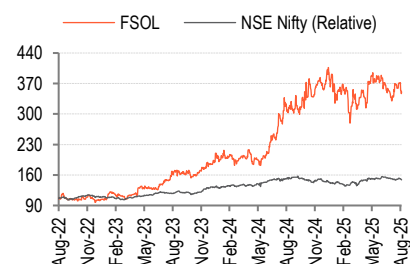
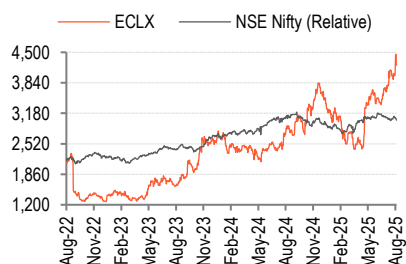
Source: Company, BOBCAPS Research

Fig 22 – ECLX

	New			Old			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
INR/USD	86.6	89.3	91.1	87.3	89.3	91.1	(0.7)	-	-
USD Revenue (USD mn)	454	522	597	449	511	583	1.1	2.2	2.5
USD Revenue Growth (%)	14.2	15.0	14.3	13.0	13.8	14.0			
Revenue (Rsmn)	39,358	46,627	54,367	39,191	45,634	53,066	0.4	2.2	2.5
EBIT (Rsmn)	7,885	9,826	11,813	7,831	9,632	11,498	0.7	2.0	2.7
EBIT Margin (%)	20.0	21.1	21.7	20.0	21.1	21.7			
PAT (Rsmn)	6,143	7,865	9,687	6,162	7,725	9,458	(0.3)	1.8	2.4
FDEPS (Rs)	128.4	164.3	202.4	128.7	161.4	197.6	(0.3)	1.8	2.4

Source: Company, BOBCAPS Research

Stock performance

Fig 23 – TCS

Fig 24 – INFO

Fig 25 – HCLT

Fig 26 – WPRO

Fig 27 – TECHM

Fig 28 – LTIM

Fig 29 – PSYS

Fig 30 – COFORGE

Fig 31 – MPHL

Fig 32 – ZENT

Fig 33 – BSOFT

Fig 34 – FSOL

Fig 35 – ECLX


Source: NSE

Financials – TCS

Income Statement

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Total revenue	2,408,930	2,553,240	2,661,695	2,857,269	3,038,197
EBITDA	642,950	674,070	713,838	760,723	810,274
Depreciation	49,840	52,420	55,165	57,099	59,032
EBIT	593,110	621,650	658,673	703,625	751,242
Net interest inc./(exp.)	(7,780)	(7,960)	(7,950)	(8,000)	(8,000)
Other inc./(exp.)	45,050	39,620	45,272	38,553	40,480
Exceptional items	0	0	0	0	0
EBT	630,380	653,310	695,995	734,178	783,722
Income taxes	162,620	165,340	170,525	179,880	192,019
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	1,910	2,440	2,360	2,360	2,360
Reported net profit	465,850	485,530	523,111	551,938	589,343
Adjustments	0	0	0	0	0
Adjusted net profit	465,850	485,530	523,111	551,938	589,343

Balance Sheet

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Accounts payables	99,810	139,090	161,146	169,785	182,202
Other current liabilities	344,780	373,580	423,990	438,642	459,700
Provisions	1,400	1,800	1,860	1,860	1,860
Debt funds	0	0	0	0	0
Other liabilities	105,310	124,110	128,301	130,027	132,508
Equity capital	3,620	3,620	3,620	3,620	3,620
Reserves & surplus	909,570	954,090	910,849	956,255	1,039,066
Shareholders' fund	913,190	957,710	914,469	959,875	1,042,686
Total liab. and equities	1,464,490	1,596,290	1,629,766	1,700,188	1,818,956
Cash and cash eq.	132,860	154,630	104,209	193,100	239,760
Accounts receivables	537,200	591,750	645,287	679,882	729,604
Inventories	280	280	250	250	250
Other current assets	148,930	180,670	210,958	220,081	233,192
Investments	314,810	306,890	273,520	203,520	203,520
Net fixed assets	109,400	125,240	130,017	134,494	138,971
CWIP	0	0	0	0	0
Intangible assets	23,420	28,000	26,890	26,890	26,890
Deferred tax assets, net	34,030	35,780	39,682	41,810	44,867
Other assets	163,560	173,120	198,952	200,162	201,902
Total assets	1,464,490	1,596,360	1,629,766	1,700,188	1,818,956

Cash Flows

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Cash flow from operations	486,970	551,930	553,133	597,358	627,060
Capital expenditures	(44,600)	(68,260)	(59,943)	(61,575)	(63,509)
Change in investments	54,010	7,980	33,450	70,000	0
Other investing cash flows	0	0	0	0	0
Cash flow from investing	9,410	(60,280)	(26,493)	8,425	(63,509)
Equities issued/Others	(207,400)	0	0	0	0
Debt raised/repaid	0	0	0	0	0
Interest expenses	(7,780)	(7,960)	(7,950)	(8,000)	(8,000)
Dividends paid	(318,888)	(549,334)	(614,731)	(610,371)	(610,371)
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(534,068)	(557,294)	(622,681)	(618,371)	(618,371)
Chg in cash & cash eq.	22,540	21,770	(50,040)	88,491	46,259
Closing cash & cash eq.	132,860	154,630	104,590	192,700	239,360

Per Share

Y/E 31 Mar (Rs)	FY24A	FY25A	FY26E	FY27E	FY28E
Reported EPS	128.8	134.2	144.6	152.5	162.9
Adjusted EPS	128.8	134.2	144.6	152.5	162.9
Dividend per share	73.2	126.0	141.0	140.0	140.0
Book value per share	252.4	264.7	252.7	265.3	288.2

Valuations Ratios

Y/E 31 Mar (x)	FY24A	FY25A	FY26E	FY27E	FY28E
EV/Sales	4.6	4.3	4.1	3.9	3.6
EV/EBITDA	17.1	16.4	15.4	14.5	13.6
Adjusted P/E	24.0	23.0	21.3	20.2	18.9
P/BV	12.2	11.7	12.2	11.6	10.7

DuPont Analysis

Y/E 31 Mar (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Tax burden (Net profit/PBT)	73.9	74.3	75.2	75.2	75.2
Interest burden (PBT/EBIT)	106.3	105.1	105.7	104.3	104.3
EBIT margin (EBIT/Revenue)	24.6	24.3	24.7	24.6	24.7
Asset turnover (Rev./Avg TA)	166.1	166.8	165.0	171.6	172.7
Leverage (Avg TA/Avg Equity)	1.6	1.6	1.8	1.7	1.7
Adjusted ROAE	51.0	50.7	57.2	57.5	56.5

Ratio Analysis

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
YoY growth (%)					
Revenue	6.8	6.0	4.2	7.3	6.3
EBITDA	8.5	4.8	5.9	6.6	6.5
Adjusted EPS	11.8	4.2	7.7	5.5	6.8

Profitability & Return ratios (%)

EBITDA margin	26.7	26.4	26.8	26.6	26.7
EBIT margin	24.6	24.3	24.7	24.6	24.7
Adjusted profit margin	19.3	19.0	19.7	19.3	19.4
Adjusted ROAE	51.0	51.9	55.9	58.9	58.9
ROCE	33.6	33.8	35.0	36.5	36.9

Working capital days (days)

Receivables	81	85	88	87	88
Inventory	NA	NA	NA	NA	NA
Payables	15	20	22	21	22

Ratios (x)

Gross asset turnover	22.0	20.4	20.5	21.2	21.9
Current ratio	1.8	1.8	1.6	1.8	1.9
Net interest coverage ratio	NA	NA	NA	NA	NA
Adjusted debt/equity	(0.1)	(0.2)	(0.1)	(0.2)	(0.2)

Source: Company, BOBCAPS Research | Note: TA = Total Assets

Financials – INFO

Income Statement

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Total revenue	1,536,710	1,629,900	1,699,415	1,877,268	2,048,918
EBITDA	364,250	392,350	406,111	449,735	491,891
Depreciation	46,780	48,110	49,699	56,318	61,468
EBIT	317,470	344,240	356,413	393,417	430,423
Net interest inc./(exp.)	(4,690)	(4,160)	(4,200)	(4,200)	(4,200)
Other inc./(exp.)	47,110	35,990	37,904	43,163	49,549
Exceptional items	0	0	0	0	0
EBT	359,890	376,070	390,117	432,380	475,772
Income taxes	97,410	108,570	112,789	125,008	137,554
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	160	370	30	0	0
Reported net profit	262,320	267,130	277,298	307,372	338,219
Adjustments	0	0	0	0	0
Adjusted net profit	262,320	267,130	277,298	307,372	338,219

Balance Sheet

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Accounts payables	39,560	41,640	36,160	36,160	36,160
Other current liabilities	330,420	372,110	394,431	455,392	477,944
Provisions	17,960	14,750	14,454	16,861	17,751
Debt funds	0	0	0	0	0
Other liabilities	105,590	98,500	100,610	100,610	100,610
Equity capital	20,710	20,730	20,740	20,740	20,740
Reserves & surplus	863,900	941,300	946,779	1,038,991	1,140,456
Shareholders' fund	884,610	962,030	967,519	1,059,731	1,161,196
Total liab. and equities	1,378,140	1,489,030	1,513,174	1,668,754	1,793,662
Cash and cash eq.	147,860	244,550	281,517	324,624	402,270
Accounts receivables	301,930	311,580	325,825	380,081	400,152
Inventories	0	0	0	0	0
Other current assets	398,700	375,470	377,500	424,735	442,209
Investments	246,230	235,410	182,490	182,490	182,490
Net fixed assets	128,180	128,000	133,250	141,426	150,105
CWIP	0	0	0	0	0
Intangible assets	87,000	128,720	142,940	142,940	142,940
Deferred tax assets, net	4,540	11,080	12,690	12,690	12,690
Other assets	63,700	54,220	56,963	59,768	60,805
Total assets	1,378,140	1,489,030	1,513,174	1,668,754	1,793,662

Cash Flows

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Cash flow from operations	255,420	373,630	327,843	326,962	388,746
Capital expenditures	(34,060)	(89,650)	(69,168)	(64,495)	(70,146)
Change in investments	(48,150)	13,230	52,620	0	0
Other investing cash flows	0	0	0	0	0
Cash flow from investing	(82,210)	(76,420)	(16,548)	(64,495)	(70,146)
Equities issued/Others	0	0	0	0	0
Debt raised/repaid	0	0	0	0	0
Interest expenses	(4,690)	(4,160)	(4,200)	(4,200)	(4,200)
Dividends paid	(190,400)	(178,111)	(194,108)	(215,160)	(236,753)
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(195,090)	(182,271)	(198,308)	(219,360)	(240,953)
Chg in cash & cash eq.	26,120	96,690	36,967	43,107	77,647
Closing cash & cash eq.	147,850	244,550	281,517	324,624	402,270

Per Share

Y/E 31 Mar (Rs)	FY24A	FY25A	FY26E	FY27E	FY28E
Reported EPS	63.4	64.5	66.9	74.2	81.6
Adjusted EPS	63.3	64.4	66.8	74.1	81.5
Dividend per share	46.0	43.0	46.8	51.9	57.1
Book value per share	213.7	232.2	233.5	255.7	280.2

Valuations Ratios

Y/E 31 Mar (x)	FY24A	FY25A	FY26E	FY27E	FY28E
EV/Sales	3.9	3.7	3.5	3.1	2.8
EV/EBITDA	16.3	15.2	14.5	13.0	11.8
Adjusted P/E	23.2	22.8	22.0	19.8	18.0
P/BV	6.9	6.3	6.3	5.7	5.2

DuPont Analysis

Y/E 31 Mar (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Tax burden (Net profit/PBT)	72.9	71.1	71.1	71.1	71.1
Interest burden (PBT/EBIT)	113.4	109.2	109.5	109.9	110.5
EBIT margin (EBIT/Revenue)	20.7	21.1	21.0	21.0	21.0
Asset turnover (Rev./Avg TA)	116.6	113.7	113.2	118.0	118.4
Leverage (Avg TA/Avg Equity)	1.6	1.6	1.6	1.6	1.6
Adjusted ROAE	32.0	29.0	28.7	30.3	30.5

Ratio Analysis

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
YoY growth (%)					
Revenue	4.7	6.1	4.3	10.5	9.1
EBITDA	3.7	7.7	3.5	10.7	9.4
Adjusted EPS	10.0	1.7	3.8	10.8	10.0
Profitability & Return ratios (%)					
EBITDA margin	23.7	24.1	23.9	24.0	24.0
EBIT margin	20.7	21.1	21.0	21.0	21.0
Adjusted profit margin	17.1	16.4	16.3	16.4	16.5
Adjusted ROAE	31.9	28.9	28.7	30.3	30.5
ROCE	28.2	26.5	26.3	27.6	27.6

Working capital days (days)

Receivables	105	102	103	109	105
Inventory	NA	NA	NA	NA	NA
Payables	9	9	8	7	6

Ratios (x)

Gross asset turnover	12.0	12.7	12.8	13.3	13.6
Current ratio	2.2	2.2	2.2	2.2	2.3
Net interest coverage ratio	NA	NA	NA	NA	NA
Adjusted debt/equity	(0.2)	(0.3)	(0.3)	(0.3)	(0.3)

Source: Company, BOBCAPS Research | Note: TA = Total Assets

Financials – HCLT

Income Statement

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Total revenue	1,099,130	1,170,550	1,244,186	1,342,442	1,464,510
EBITDA	242,000	255,050	262,332	291,816	315,139
Depreciation	41,730	40,840	44,027	44,574	45,083
EBIT	200,270	214,210	218,305	247,242	270,057
Net interest inc./(exp.)	0	0	0	0	0
Other inc./(exp.)	9,400	18,410	12,187	12,481	12,322
Exceptional items	0	0	0	0	0
EBT	209,670	232,620	230,492	259,723	282,379
Income taxes	52,570	58,620	59,744	67,321	73,193
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	80	90	40	40	40
Reported net profit	157,020	173,910	170,708	192,362	209,146
Adjustments	0	0	0	0	0
Adjusted net profit	157,020	173,910	170,708	192,362	209,146

Balance Sheet

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Accounts payables	0	0	0	0	0
Other current liabilities	215,320	244,710	247,481	273,228	295,666
Provisions	0	0	0	0	0
Debt funds	23,270	22,910	22,930	22,930	22,930
Other liabilities	76,550	91,270	97,282	102,948	107,886
Equity capital	5,430	5,430	5,430	5,430	5,430
Reserves & surplus	677,200	691,120	696,051	704,123	728,978
Shareholders' fund	682,630	696,550	701,481	709,553	734,408
Total liab. and equities	997,770	1,055,440	1,069,174	1,108,659	1,160,890
Cash and cash eq.	94,560	82,450	79,638	72,704	83,985
Accounts receivables	194,830	195,230	208,751	230,469	249,396
Inventories	0	0	0	0	0
Other current assets	303,920	343,410	344,913	359,730	372,642
Investments	3,810	12,970	9,540	9,540	9,540
Net fixed assets	322,610	332,150	336,916	340,789	344,662
CWIP	0	0	0	0	0
Intangible assets	0	0	0	0	0
Deferred tax assets, net	0	0	0	0	0
Other assets	78,040	89,230	89,415	95,427	100,666
Total assets	997,770	1,055,440	1,069,174	1,108,659	1,160,890

Cash Flows

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Cash flow from operations	205,170	233,950	190,091	226,189	244,868
Capital expenditures	(41,120)	(50,380)	(48,793)	(48,447)	(48,956)
Change in investments	(47,780)	(38,770)	15,860	0	0
Other investing cash flows	0	0	0	0	0
Cash flow from investing	(88,900)	(89,150)	(32,933)	(48,447)	(48,956)
Equities issued/Others	0	0	0	0	0
Debt raised/repaid	9,700	5,200	2,790	0	0
Interest expenses	0	0	0	0	0
Dividends paid	(140,714)	(162,528)	(162,609)	(184,291)	(184,291)
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(131,014)	(157,328)	(159,819)	(184,291)	(184,291)
Chg in cash & cash eq.	3,910	(12,021)	(3,087)	(6,548)	11,622
Closing cash & cash eq.	94,560	82,539	79,363	73,090	84,326

Per Share

Y/E 31 Mar (Rs)	FY24A	FY25A	FY26E	FY27E	FY28E
Reported EPS	58.0	64.2	63.0	71.0	77.2
Adjusted EPS	57.9	64.1	62.9	70.9	77.1
Dividend per share	52.0	60.0	60.0	68.0	68.0
Book value per share	251.2	256.5	258.7	261.6	270.8

Valuations Ratios

Y/E 31 Mar (x)	FY24A	FY25A	FY26E	FY27E	FY28E
EV/Sales	3.5	3.3	3.1	2.9	2.7
EV/EBITDA	16.0	15.2	14.8	13.3	12.3
Adjusted P/E	25.1	22.7	23.1	20.5	18.9
P/BV	5.8	5.7	5.6	5.6	5.4

DuPont Analysis

Y/E 31 Mar (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Tax burden (Net profit/PBT)	74.9	74.8	74.1	74.1	74.1
Interest burden (PBT/EBIT)	104.7	108.6	105.6	105.0	104.6
EBIT margin (EBIT/Revenue)	18.2	18.3	17.5	18.4	18.4
Asset turnover (Rev./Avg TA)	113.8	114.0	117.1	123.3	129.1
Leverage (Avg TA/Avg Equity)	1.4	1.5	1.5	1.5	1.6
Adjusted ROAE	23.5	25.2	24.4	27.3	29.0

Ratio Analysis

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
YoY growth (%)					
Revenue	8.3	6.5	6.3	7.9	9.1
EBITDA	6.9	5.4	2.9	11.2	8.0
Adjusted EPS	5.5	10.8	(1.8)	12.7	8.7
Profitability & Return ratios (%)					
EBITDA margin	22.0	21.8	21.1	21.7	21.5
EBIT margin	18.2	18.3	17.5	18.4	18.4
Adjusted profit margin	14.3	14.9	13.7	14.3	14.3
Adjusted ROAE	23.5	25.2	24.4	27.3	29.0
ROCE	19.8	20.1	19.8	22.1	23.5

Working capital days (days)

Receivables	65	61	61	63	62
Inventory	NA	NA	NA	NA	NA
Payables	NA	NA	NA	NA	NA

Ratios (x)

Gross asset turnover	3.4	3.5	3.7	3.9	4.2
Current ratio	2.9	2.7	2.7	2.5	2.5
Net interest coverage ratio	NA	NA	NA	NA	NA
Adjusted debt/equity	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)

Source: Company, BOBCAPS Research | Note: TA = Total Assets

Financials – WPRO

Income Statement

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Total revenue	897,603	890,884	905,031	968,164	1,020,007
EBITDA	176,379	190,397	166,433	184,337	202,353
Depreciation	40,280	39,126	15,810	19,092	22,715
EBIT	136,099	151,271	150,623	165,245	179,638
Net interest inc./(exp.)	(12,552)	(14,770)	(15,825)	(16,289)	(16,289)
Other inc./(exp.)	23,663	38,456	41,900	42,798	44,132
Exceptional items	0	0	0	0	0
EBT	147,210	174,957	176,698	191,754	207,481
Income taxes	36,089	42,777	41,406	46,021	49,795
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	669	826	244	244	244
Reported net profit	110,452	131,354	135,049	145,489	157,441
Adjustments	0	0	0	0	0
Adjusted net profit	110,452	131,354	135,049	145,489	157,441

Balance Sheet

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Accounts payables	88,566	88,252	90,452	96,250	100,943
Other current liabilities	154,671	189,976	241,147	245,390	248,824
Provisions	0	294	263	263	263
Debt funds	62,300	63,954	0	0	0
Other liabilities	93,882	111,036	110,393	110,393	110,393
Equity capital	10,450	20,944	20,965	20,965	20,965
Reserves & surplus	740,773	809,503	856,837	900,483	947,716
Shareholders' fund	751,223	830,447	877,802	921,448	968,681
Total liab. and equities	1,150,642	1,283,959	1,320,056	1,373,744	1,429,103
Cash and cash eq.	96,953	121,974	128,282	142,097	157,060
Accounts receivables	119,522	118,044	124,560	132,545	139,007
Inventories	907	694	571	571	571
Other current assets	140,136	147,815	163,064	170,044	175,693
Investments	333,844	439,259	434,943	434,943	434,943
Net fixed assets	52,640	55,235	81,768	106,676	134,961
CWIP	28,968	25,449	9,920	9,920	9,920
Intangible assets	348,750	352,464	354,355	354,355	354,355
Deferred tax assets, net	1,817	2,561	2,515	2,515	2,515
Other assets	27,105	20,464	20,079	20,079	20,079
Total assets	1,150,642	1,283,959	1,320,057	1,373,745	1,429,104

Cash Flows

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Cash flow from operations	170,637	190,916	149,810	176,191	192,705
Capital expenditures	16,664	(4,063)	(25,391)	(44,000)	(51,000)
Change in investments	(2,848)	(105,133)	4,371	0	0
Other investing cash flows	0	0	0	0	0
Cash flow from investing	13,817	(109,196)	(21,020)	(44,000)	(51,000)
Equities issued/Others	(148,000)	10,494	21	0	0
Debt raised/repaid	(8,627)	20,351	(35,051)	0	0
Interest expenses	(12,552)	(14,770)	(15,825)	(16,289)	(16,289)
Dividends paid	(5,218)	(6)	(146,894)	(101,842)	(110,209)
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(174,397)	16,069	(197,749)	(118,131)	(126,498)
Chg in cash & cash eq.	5,073	25,021	6,041	13,319	14,467
Closing cash & cash eq.	96,953	121,974	128,015	141,601	156,564

Per Share

Y/E 31 Mar (Rs)	FY24A	FY25A	FY26E	FY27E	FY28E
Reported EPS	10.4	12.6	12.9	13.9	15.0
Adjusted EPS	10.4	12.5	12.9	13.9	15.0
Dividend per share	0.5	0.0	14.0	9.7	10.5
Book value per share	71.9	79.4	83.8	88.0	92.5

Valuations Ratios

Y/E 31 Mar (x)	FY24A	FY25A	FY26E	FY27E	FY28E
EV/Sales	2.9	2.9	2.8	2.6	2.4
EV/EBITDA	14.6	13.5	15.4	13.7	12.2
Adjusted P/E	24.1	19.9	19.4	18.0	16.6
P/BV	3.5	3.1	3.0	2.8	2.7

DuPont Analysis

Y/E 31 Mar (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Tax burden (Net profit/PBT)	75.0	75.1	76.4	75.9	75.9
Interest burden (PBT/EBIT)	108.2	115.7	117.3	116.0	115.5
EBIT margin (EBIT/Revenue)	15.2	17.0	16.6	17.1	17.6
Asset turnover (Rev./Avg TA)	77.1	73.1	69.4	71.7	72.7
Leverage (Avg TA/Avg Equity)	1.5	1.5	1.5	1.5	1.5
Adjusted ROAE	14.4	16.6	15.8	16.2	16.7

Ratio Analysis

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
YoY growth (%)					
Revenue	(0.8)	(0.7)	1.6	7.0	5.4
EBITDA	(3.1)	7.9	(12.6)	10.8	9.8
Adjusted EPS	0.2	20.9	2.7	7.7	8.2

Profitability & Return ratios (%)

EBITDA margin	19.7	21.4	18.4	19.0	19.8
EBIT margin	15.2	17.0	16.6	17.1	17.6
Adjusted profit margin	12.3	14.7	14.9	15.0	15.4
Adjusted ROAE	14.4	16.6	15.8	16.2	16.7
ROCE	10.3	10.9	10.4	11.0	11.5

Working capital days (days)

Receivables	72	75	81	80	80
Inventory	NA	NA	NA	NA	NA
Payables	36	36	36	36	36

Ratios (x)

Gross asset turnover	17.1	16.1	11.1	9.1	7.6
Current ratio	1.5	1.4	1.3	1.3	1.4
Net interest coverage ratio	NA	NA	NA	NA	NA
Adjusted debt/equity	0.0	(0.1)	(0.1)	(0.2)	(0.2)

Source: Company, BOBCAPS Research | Note: TA = Total Assets

Financials – TECHM

Income Statement

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Total revenue	519,955	529,883	556,372	606,952	666,284
EBITDA	49,646	69,911	87,886	112,221	126,119
Depreciation	18,171	18,529	19,045	20,582	22,374
EBIT	31,475	51,382	68,841	91,638	103,745
Net interest inc./(exp.)	(3,922)	(3,217)	(3,112)	(3,112)	(3,112)
Other inc./(exp.)	9,169	8,554	11,801	13,182	13,244
Exceptional items	(4,582)	0	0	0	0
EBT	32,140	56,719	77,530	101,709	113,877
Income taxes	8,276	14,002	21,458	27,461	30,747
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	(285)	(101)	467	472	472
Reported net profit	23,579	42,818	55,604	73,775	82,658
Adjustments	0	0	0	0	0
Adjusted net profit	23,579	42,818	55,604	73,775	82,658

Balance Sheet

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Accounts payables	0	0	0	0	0
Other current liabilities	126,166	126,740	137,666	146,501	164,944
Provisions	0	0	0	0	0
Debt funds	1,570	160	160	160	160
Other liabilities	39,806	44,430	44,430	44,430	44,430
Equity capital	4,413	4,424	4,424	4,424	4,424
Reserves & surplus	262,281	269,191	277,003	285,268	289,125
Shareholders' fund	266,694	273,615	281,427	289,692	293,549
Total liab. and equities	434,236	444,945	463,683	480,783	503,083
Cash and cash eq.	75,149	74,350	82,536	86,014	81,036
Accounts receivables	114,011	115,470	125,425	133,474	150,277
Inventories	375	394	394	394	394
Other current assets	45,179	47,117	51,179	54,463	61,320
Investments	7,092	7,836	7,836	7,836	7,836
Net fixed assets	54,640	47,636	40,621	40,039	37,665
CWIP	1,011	206	206	206	206
Intangible assets	75,106	76,993	76,993	76,993	76,993
Deferred tax assets, net	14,396	18,573	18,573	18,573	18,573
Other assets	47,277	56,370	59,920	62,791	68,784
Total assets	434,236	444,945	463,683	480,783	503,083

Cash Flows

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Cash flow from operations	59,607	61,621	75,138	95,442	103,400
Capital expenditures	(7,600)	(10,899)	(12,137)	(20,000)	(20,000)
Change in investments	5,805	(8,433)	(3,550)	(2,871)	(5,993)
Other investing cash flows	0	0	0	0	0
Cash flow from investing	(1,795)	(19,332)	(15,687)	(22,871)	(25,993)
Equities issued/Others	13	11	0	0	0
Debt raised/repaid	(7,774)	3,686	0	0	0
Interest expenses	(3,922)	(3,217)	(3,112)	(3,112)	(3,112)
Dividends paid	(35,264)	(39,857)	(48,733)	(66,454)	(79,745)
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(46,947)	(39,377)	(51,845)	(69,566)	(82,857)
Chg in cash & cash eq.	4,770	(799)	8,186	3,478	(4,978)
Closing cash & cash eq.	75,149	74,350	82,536	86,014	81,036

Per Share

Y/E 31 Mar (Rs)	FY24A	FY25A	FY26E	FY27E	FY28E
Reported EPS	26.9	47.9	63.8	84.3	94.4
Adjusted EPS	26.5	47.8	63.7	84.2	94.2
Dividend per share	40.3	45.0	55.0	75.0	90.0
Book value per share	304.6	308.9	317.6	326.9	331.3

Valuations Ratios

Y/E 31 Mar (x)	FY24A	FY25A	FY26E	FY27E	FY28E
EV/Sales	2.4	2.4	2.2	2.0	1.8
EV/EBITDA	25.2	17.8	14.1	11.0	9.7
Adjusted P/E	55.9	31.0	23.3	17.6	15.7
P/BV	4.9	4.8	4.7	4.5	4.5

DuPont Analysis

Y/E 31 Mar (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Tax burden (Net profit/PBT)	73.4	75.5	71.7	72.5	72.6
Interest burden (PBT/EBIT)	102.1	110.4	112.6	111.0	109.8
EBIT margin (EBIT/Revenue)	6.1	9.7	12.4	15.1	15.6
Asset turnover (Rev./Avg TA)	163.4	169.2	172.7	183.8	198.2
Leverage (Avg TA/Avg Equity)	1.2	1.2	1.2	1.2	1.2
Adjusted ROAE	8.6	15.8	20.0	25.8	28.3

Ratio Analysis

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
YoY growth (%)					
Revenue	(2.4)	1.9	5.0	9.1	9.8
EBITDA	(38.2)	40.8	25.7	27.7	12.4
Adjusted EPS	(51.6)	80.6	33.2	32.1	11.9

Profitability & Return ratios (%)

EBITDA margin	9.5	13.2	15.8	18.5	18.9
EBIT margin	6.1	9.7	12.4	15.1	15.6
Adjusted profit margin	4.5	8.1	10.0	12.2	12.4
Adjusted ROAE	8.6	15.8	20.0	25.8	28.3
ROCE	7.3	12.4	15.5	20.3	22.5

Working capital days (days)

Receivables	80	80	82	80	82
Inventory	NA	NA	NA	NA	NA
Payables	NA	NA	NA	NA	NA

Ratios (x)

Gross asset turnover	9.5	11.1	13.7	15.2	17.7
Current ratio	1.9	1.9	1.9	1.9	1.8
Net interest coverage ratio	NA	NA	NA	NA	NA
Adjusted debt/equity	(0.3)	(0.3)	(0.3)	(0.3)	(0.3)

Source: Company, BOBCAPS Research | Note: TA = Total Assets

Financials – LTIM

Income Statement

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Total revenue	355,170	380,081	404,175	443,869	484,385
EBITDA	63,874	64,949	70,082	80,079	89,200
Depreciation	8,189	9,915	10,945	11,355	11,355
EBIT	55,685	55,034	59,137	68,724	77,845
Net interest inc./(exp.)	(2,217)	(2,789)	(2,968)	(3,240)	(3,517)
Other inc./(exp.)	9,236	12,686	18,062	20,257	21,747
Exceptional items	0	0	0	0	0
EBT	62,704	64,931	74,231	85,742	96,076
Income taxes	14,641	16,122	20,082	23,425	26,248
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	0	0	0	0	0
Reported net profit	48,063	48,809	54,149	62,317	69,828
Adjustments	0	0	0	0	0
Adjusted net profit	48,063	48,809	54,149	62,317	69,828

Balance Sheet

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Accounts payables	0	0	0	0	0
Other current liabilities	30,980	31,075	64,634	68,511	71,555
Provisions	8,486	9,691	10,204	10,204	10,204
Debt funds	318	554	997	997	997
Other liabilities	35,674	37,997	37,595	38,072	38,533
Equity capital	296	296	296	296	296
Reserves & surplus	199,876	226,687	243,681	277,822	312,058
Shareholders' fund	200,172	226,983	243,977	278,118	312,354
Total liab. and equities	275,630	306,300	357,406	395,902	433,642
Cash and cash eq.	18,200	20,623	60,077	74,013	90,531
Accounts receivables	70,387	76,882	83,444	93,967	102,226
Inventories	30	28	31	31	31
Other current assets	32,379	38,106	36,710	41,000	44,367
Investments	98,768	111,515	118,600	126,600	134,600
Net fixed assets	15,037	15,946	13,361	13,605	13,849
CWIP	4,669	5,818	6,116	6,116	6,116
Intangible assets	11,927	12,036	12,456	12,456	12,456
Deferred tax assets, net	5,220	5,303	5,575	6,278	6,830
Other assets	19,013	20,043	21,037	21,837	22,637
Total assets	275,630	306,300	357,406	395,902	433,642

Cash Flows

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Cash flow from operations	80,673	54,672	68,840	65,977	76,116
Capital expenditures	(10,310)	(8,400)	(8,400)	(8,400)	(8,400)
Change in investments	(32,117)	(12,747)	(7,085)	(8,000)	(8,000)
Other investing cash flows	0	0	0	0	0
Cash flow from investing	(42,427)	(21,147)	(15,485)	(16,400)	(16,400)
Equities issued/Others	0	0	0	0	0
Debt raised/repaid	(1,456)	236	443	0	0
Interest expenses	(2,217)	(2,789)	(2,968)	(3,240)	(3,517)
Dividends paid	(19,234)	(19,261)	(23,728)	(28,177)	(35,591)
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(22,907)	(21,814)	(26,253)	(31,416)	(39,108)
Chg in cash & cash eq.	(5,189)	2,423	39,453	13,928	16,512
Closing cash & cash eq.	18,200	20,623	60,076	74,005	90,525

Per Share

Y/E 31 Mar (Rs)	FY24A	FY25A	FY26E	FY27E	FY28E
Reported EPS	154.9	153.7	180.1	210.1	235.4
Adjusted EPS	154.6	153.4	180.1	210.1	235.4
Dividend per share	65.0	65.0	80.0	95.0	120.0
Book value per share	676.8	766.0	823.1	938.2	1,053.6

Valuations Ratios

Y/E 31 Mar (x)	FY24A	FY25A	FY26E	FY27E	FY28E
EV/Sales	4.2	4.0	3.7	3.3	3.0
EV/EBITDA	23.6	23.1	21.5	18.5	16.3
Adjusted P/E	33.2	33.5	28.5	24.4	21.8
P/BV	7.6	6.7	6.2	5.5	4.9

DuPont Analysis

Y/E 31 Mar (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Tax burden (Net profit/PBT)	76.7	75.2	72.9	72.7	72.7
Interest burden (PBT/EBIT)	112.6	118.0	125.5	124.8	123.4
EBIT margin (EBIT/Revenue)	15.7	14.5	14.6	15.5	16.1
Asset turnover (Rev./Avg TA)	139.1	130.6	121.8	117.8	116.8
Leverage (Avg TA/Avg Equity)	1.4	1.4	1.4	1.4	1.4
Adjusted ROAE	26.2	22.8	23.0	23.9	23.6

Ratio Analysis

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
YoY growth (%)					
Revenue	7.0	7.0	6.3	9.8	9.1
EBITDA	4.6	1.7	7.9	14.3	11.4
Adjusted EPS	3.8	(0.8)	17.5	16.6	12.1
Profitability & Return ratios (%)					
EBITDA margin	18.0	17.1	17.3	18.0	18.4
EBIT margin	15.7	14.5	14.6	15.5	16.1
Adjusted profit margin	13.5	12.8	13.4	14.0	14.4
Adjusted ROAE	26.3	22.9	23.0	23.9	23.7
ROCE	20.9	18.4	16.6	16.7	16.9

Working capital days (days)

Receivables	72	74	75	77	77
Inventory	NA	NA	NA	NA	NA
Payables	NA	NA	NA	NA	NA

Ratios (x)

Gross asset turnover	23.6	23.8	30.3	32.6	35.0
Current ratio	3.1	3.3	2.4	2.7	2.9
Net interest coverage ratio	NA	NA	NA	NA	NA
Adjusted debt/equity	(0.1)	(0.1)	(0.2)	(0.3)	(0.3)

Source: Company, BOBCAPS Research | Note: TA = Total Assets

Financials – PSYS

Income Statement

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Total revenue	98,217	119,387	141,357	171,701	206,308
EBITDA	17,257	20,581	25,738	32,053	37,939
Depreciation	3,094	3,069	3,864	4,163	4,462
EBIT	14,163	17,512	21,874	27,890	33,478
Net interest inc./(exp.)	0	0	0	0	0
Other inc./(exp.)	813	710	782	693	918
Exceptional items	0	0	0	0	0
EBT	14,976	18,223	22,657	28,583	34,396
Income taxes	3,541	4,222	5,322	6,714	8,080
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	0	0	0	0	0
Reported net profit	11,435	14,001	17,334	21,869	26,316
Adjustments	0	0	0	0	0
Adjusted net profit	11,435	14,001	17,334	21,869	26,316

Balance Sheet

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Accounts payables	0	0	0	0	0
Other current liabilities	18,511	17,299	23,715	29,200	34,843
Provisions	3,331	4,029	2,093	2,577	3,076
Debt funds	99	0	0	0	0
Other liabilities	2,218	2,848	2,792	2,792	2,792
Equity capital	770	779	782	782	782
Reserves & surplus	48,807	62,411	73,817	86,939	102,728
Shareholders' fund	49,577	63,191	74,599	87,721	103,510
Total liab. and equities	73,736	87,366	103,200	122,290	144,221
Cash and cash eq.	10,229	10,255	15,136	22,922	33,539
Accounts receivables	17,491	19,142	23,473	28,902	34,488
Inventories	0	0	0	0	0
Other current assets	11,902	18,926	22,867	28,156	33,598
Investments	8,266	9,803	12,915	14,915	16,915
Net fixed assets	11,302	13,805	12,800	11,386	9,674
CWIP	335	42	128	128	128
Intangible assets	10,913	12,338	12,370	12,370	12,370
Deferred tax assets, net	1,360	2,024	2,091	2,091	2,091
Other assets	1,938	1,031	1,419	1,419	1,419
Total assets	73,736	87,366	103,200	122,290	144,221

Cash Flows

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Cash flow from operations	8,911	8,433	17,186	21,282	25,892
Capital expenditures	1,769	(3,787)	(2,835)	(2,749)	(2,749)
Change in investments	(2,179)	(1,367)	(3,444)	(2,000)	(2,000)
Other investing cash flows	0	0	0	0	0
Cash flow from investing	(410)	(5,154)	(6,279)	(4,749)	(4,749)
Equities issued/Others	6	9	3	0	0
Debt raised/repaid	(1,958)	51	42	0	0
Interest expenses	0	0	0	0	0
Dividends paid	(3,933)	(5,387)	(9,258)	(8,748)	(10,526)
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(5,886)	(5,327)	(9,213)	(8,748)	(10,526)
Chg in cash & cash eq.	1,196	26	4,882	7,786	10,616
Closing cash & cash eq.	10,229	10,255	15,136	22,922	33,539

Per Share

Y/E 31 Mar (Rs)	FY24A	FY25A	FY26E	FY27E	FY28E
Reported EPS	72.6	91.2	111.9	141.2	169.9
Adjusted EPS	71.2	90.2	111.0	140.0	168.5
Dividend per share	26.0	34.9	59.8	56.5	67.9
Book value per share	322.3	405.4	477.7	561.7	662.8

Valuations Ratios

Y/E 31 Mar (x)	FY24A	FY25A	FY26E	FY27E	FY28E
EV/Sales	8.3	6.8	5.7	4.7	3.9
EV/EBITDA	47.2	39.5	31.5	25.2	21.2
Adjusted P/E	74.5	58.8	47.8	37.9	31.5
P/BV	16.5	13.1	11.1	9.4	8.0

DuPont Analysis

Y/E 31 Mar (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Tax burden (Net profit/PBT)	75.6	76.8	76.5	76.5	76.5
Interest burden (PBT/EBIT)	102.3	104.1	103.6	102.5	102.7
EBIT margin (EBIT/Revenue)	14.4	14.7	15.5	16.2	16.2
Asset turnover (Rev./Avg TA)	215.0	211.3	204.7	211.1	215.3
Leverage (Avg TA/Avg Equity)	1.0	1.0	1.0	1.0	1.0
Adjusted ROAE	24.5	24.8	25.2	26.9	27.5

Ratio Analysis

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
YoY growth (%)					
Revenue	17.6	21.6	18.4	21.5	20.2
EBITDA	13.6	19.3	25.1	24.5	18.4
Adjusted EPS	18.1	26.7	23.1	26.2	20.3
Profitability & Return ratios (%)					
EBITDA margin	17.6	17.2	18.2	18.7	18.4
EBIT margin	14.4	14.7	15.5	16.2	16.2
Adjusted profit margin	11.6	11.7	12.3	12.7	12.8
Adjusted ROAE	25.6	24.8	25.2	26.9	27.5
ROCE	23.4	23.8	24.2	26.2	26.7

Working capital days (days)

Receivables	65	59	61	61	61
Inventory	NA	NA	NA	NA	NA
Payables	NA	NA	NA	NA	NA

Ratios (x)

Gross asset turnover	8.7	8.6	11.0	15.1	21.3
Current ratio	1.8	2.3	2.4	2.5	2.7
Net interest coverage ratio	NA	NA	NA	NA	NA
Adjusted debt/equity	(0.2)	(0.2)	(0.2)	(0.3)	(0.3)

Source: Company, BOBCAPS Research | Note: TA = Total Assets

Financials – COFORGE

Income Statement

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Total revenue	91,790	121,912	167,995	199,957	234,648
EBITDA	14,960	18,332	29,844	35,285	41,397
Depreciation	3,186	4,580	6,312	7,198	8,447
EBIT	11,774	13,752	23,532	28,086	32,950
Net interest inc./(exp.)	0	0	0	0	0
Other inc./(exp.)	(1,156)	(1,072)	(788)	(204)	(25)
Exceptional items	165	132	706	0	0
EBT	10,453	12,548	22,038	27,883	32,924
Income taxes	2,093	3,201	5,870	7,110	8,396
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	276	1,240	1,560	1,560	1,560
Reported net profit	8,084	8,107	14,608	19,213	22,969
Adjustments	0	0	0	0	0
Adjusted net profit	8,084	8,107	14,608	19,213	22,969

Balance Sheet

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Accounts payables	0	0	0	0	0
Other current liabilities	15,315	27,800	32,954	36,227	44,426
Provisions	1,304	1,743	1,743	1,743	1,743
Debt funds	4,153	3,502	6,826	6,026	5,226
Other liabilities	4,039	28,070	28,954	29,202	29,921
Equity capital	618	669	669	669	669
Reserves & surplus	35,648	63,123	70,237	77,758	87,364
Shareholders' fund	36,266	63,792	70,906	78,427	88,033
Total liab. and equities	61,077	124,907	141,383	151,624	169,349
Cash and cash eq.	3,352	8,832	7,106	10,637	12,510
Accounts receivables	18,039	25,771	35,308	38,814	47,599
Inventories	0	0	0	0	0
Other current assets	4,634	11,555	10,700	12,103	15,617
Investments	0	1,457	0	0	0
Net fixed assets	4,470	7,682	13,632	15,434	18,986
CWIP	232	24	24	24	24
Intangible assets	16,133	49,726	54,226	54,226	54,226
Deferred tax assets, net	5,583	5,470	5,997	5,997	5,997
Other assets	8,634	14,390	14,390	14,390	14,390
Total assets	61,077	124,907	141,383	151,624	169,349

Cash Flows

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Cash flow from operations	7,333	11,968	17,735	26,335	28,877
Capital expenditures	(3,783)	(41,804)	(16,762)	(9,000)	(12,000)
Change in investments	0	1,457	(1,457)	0	0
Other investing cash flows	0	0	0	0	0
Cash flow from investing	(3,783)	(40,347)	(18,219)	(9,000)	(12,000)
Equities issued/Others	0	22,400	0	0	0
Debt raised/repaid	380	(651)	3,324	(800)	(800)
Interest expenses	0	0	0	0	0
Dividends paid	(4,673)	(5,019)	(9,019)	(11,692)	(13,362)
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(4,293)	16,730	(5,695)	(12,492)	(14,162)
Chg in cash & cash eq.	(2,435)	5,480	(1,726)	3,530	1,874
Closing cash & cash eq.	3,352	8,832	7,106	10,637	12,510

Per Share

Y/E 31 Mar (Rs)	FY24A	FY25A	FY26E	FY27E	FY28E
Reported EPS	26.3	24.5	44.9	57.5	68.8
Adjusted EPS	26.3	24.5	44.9	57.5	68.8
Dividend per share	15.2	15.2	27.0	35.0	40.0
Book value per share	117.3	190.5	212.3	234.8	263.5

Valuations Ratios

Y/E 31 Mar (x)	FY24A	FY25A	FY26E	FY27E	FY28E
EV/Sales	6.3	4.7	3.4	2.9	2.4
EV/EBITDA	38.4	31.4	19.2	16.2	13.9
Adjusted P/E	65.6	70.5	38.4	30.0	25.1
P/BV	14.7	9.0	8.1	7.3	6.5

DuPont Analysis

Y/E 31 Mar (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Tax burden (Net profit/PBT)	77.3	63.9	64.2	68.9	69.8
Interest burden (PBT/EBIT)	88.1	83.0	96.5	99.3	99.9
EBIT margin (EBIT/Revenue)	12.9	12.5	14.0	14.0	14.0
Asset turnover (Rev./Avg TA)	215.5	170.7	163.5	178.7	195.3
Leverage (Avg TA/Avg Equity)	1.3	1.4	1.5	1.5	1.4
Adjusted ROAE	24.1	16.2	21.7	25.7	27.6

Ratio Analysis

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
YoY growth (%)					
Revenue	14.5	32.8	37.8	19.0	17.3
EBITDA	6.5	22.5	62.8	18.2	17.3
Adjusted EPS	15.5	(6.9)	83.6	28.1	19.5
Profitability & Return ratios (%)					
EBITDA margin	16.3	15.0	17.8	17.6	17.6
EBIT margin	12.8	11.3	14.0	14.0	14.0
Adjusted profit margin	8.8	6.6	8.7	9.6	9.8
Adjusted ROAE	24.1	16.2	21.7	25.7	27.6
ROCE	22.3	16.0	17.0	18.7	20.4

Working capital days (days)

Receivables	72	77	77	71	74
Inventory	NA	NA	NA	NA	NA
Payables	NA	NA	NA	NA	NA

Ratios (x)

Gross asset turnover	20.5	15.9	12.3	13.0	12.4
Current ratio	1.7	1.7	1.6	1.7	1.7
Net interest coverage ratio	NA	NA	NA	NA	NA
Adjusted debt/equity	0.0	(0.1)	0.0	(0.1)	(0.1)

Source: Company, BOBCAPS Research | Note: TA = Total Assets

Financials – MPHL

Income Statement

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Total revenue	132,785	142,300	156,108	177,027	198,701
EBITDA	24,220	26,471	29,689	32,986	36,600
Depreciation	4,106	4,762	5,490	5,633	5,776
EBIT	20,114	21,709	24,198	27,353	30,824
Net interest inc./(exp.)	(1,608)	(1,656)	(1,629)	(1,515)	(1,401)
Other inc./(exp.)	2,178	2,550	3,466	3,924	4,288
Exceptional items	0	0	0	0	0
EBT	20,684	22,603	26,035	29,762	33,711
Income taxes	5,135	5,579	6,737	7,589	8,596
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	0	0	0	0	0
Reported net profit	15,549	17,024	19,298	22,173	25,115
Adjustments	0	0	0	0	0
Adjusted net profit	15,549	17,024	19,298	22,173	25,115

Balance Sheet

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Accounts payables	0	0	0	0	0
Other current liabilities	24,910	31,445	43,284	49,270	54,665
Provisions	3,261	833	678	772	857
Debt funds	15,436	11,159	11,119	10,319	9,519
Other liabilities	9,749	9,346	9,789	9,789	9,789
Equity capital	1,890	1,901	1,903	1,903	1,903
Reserves & surplus	86,056	94,383	103,341	112,210	122,256
Shareholders' fund	87,946	96,284	105,243	114,112	124,158
Total liab. and equities	141,302	149,067	170,114	184,262	198,987
Cash and cash eq.	8,144	16,126	17,811	25,374	26,774
Accounts receivables	27,028	31,604	34,043	38,751	42,994
Inventories	0	0	0	0	0
Other current assets	16,434	18,192	33,634	38,285	42,477
Investments	30,899	22,082	24,502	24,502	24,502
Net fixed assets	6,285	8,463	6,443	3,156	7,585
CWIP	614	2	5	5	5
Intangible assets	41,793	42,907	43,209	43,209	43,209
Deferred tax assets, net	2,857	3,246	3,709	4,222	4,684
Other assets	7,248	6,445	6,758	6,758	6,758
Total assets	141,302	149,067	170,114	184,262	198,987

Cash Flows

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Cash flow from operations	25,450	21,215	20,221	26,042	29,336
Capital expenditures	(18,094)	(6,328)	(3,473)	(2,347)	(10,204)
Change in investments	(13,808)	8,428	(2,883)	(513)	(462)
Other investing cash flows	0	0	0	0	0
Cash flow from investing	(31,902)	2,100	(6,356)	(2,860)	(10,667)
Equities issued/Others	0	0	0	0	0
Debt raised/repaid	13,720	(3,953)	14	(800)	(800)
Interest expenses	(1,608)	(1,656)	(1,629)	(1,515)	(1,401)
Dividends paid	(10,357)	0	(11,579)	(13,304)	(15,069)
Other financing cash flows	0	0	0	0	0
Cash flow from financing	1,755	(5,609)	(13,194)	(15,619)	(17,270)
Chg in cash & cash eq.	(2,414)	7,982	1,685	7,563	1,400
Closing cash & cash eq.	8,144	16,126	17,811	25,374	26,774

Per Share

Y/E 31 Mar (Rs)	FY24A	FY25A	FY26E	FY27E	FY28E
Reported EPS	82.6	89.9	101.4	116.6	132.0
Adjusted EPS	82.6	89.3	101.1	116.2	131.6
Dividend per share	55.0	0.0	60.9	69.9	79.2
Book value per share	467.1	507.0	553.3	599.9	652.7

Valuations Ratios

Y/E 31 Mar (x)	FY24A	FY25A	FY26E	FY27E	FY28E
EV/Sales	3.9	3.7	3.4	3.0	2.6
EV/EBITDA	21.6	20.0	17.9	15.9	14.2
Adjusted P/E	33.8	31.2	27.6	24.0	21.2
P/BV	6.0	5.5	5.0	4.6	4.3

DuPont Analysis

Y/E 31 Mar (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Tax burden (Net profit/PBT)	75.2	75.3	74.1	74.5	74.5
Interest burden (PBT/EBIT)	102.8	104.1	107.6	108.8	109.4
EBIT margin (EBIT/Revenue)	15.1	15.3	15.5	15.5	15.5
Asset turnover (Rev./Avg TA)	103.7	98.0	97.8	99.9	103.7
Leverage (Avg TA/Avg Equity)	1.5	1.6	1.6	1.6	1.6
Adjusted ROAE	18.6	18.5	19.2	20.2	21.1

Ratio Analysis

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
YoY growth (%)					
Revenue	(3.8)	7.2	9.7	13.4	12.2
EBITDA	(0.5)	9.3	12.2	11.1	11.0
Adjusted EPS	(5.1)	8.1	13.2	14.9	13.3

Profitability & Return ratios (%)

EBITDA margin	18.2	18.6	19.0	18.6	18.4
EBIT margin	15.1	15.3	15.5	15.5	15.5
Adjusted profit margin	11.7	12.0	12.4	12.5	12.6
Adjusted ROAE	18.6	18.5	19.2	20.2	21.1
ROCE	14.8	14.2	14.8	15.7	16.5

Working capital days (days)

Receivables	74	81	80	80	79
Inventory	NA	NA	NA	NA	NA
Payables	NA	NA	NA	NA	NA

Ratios (x)

Gross asset turnover	21.1	16.8	24.2	56.1	26.2
Current ratio	2.1	2.2	2.1	2.2	2.1
Net interest coverage ratio	NA	NA	NA	NA	NA
Adjusted debt/equity	0.1	(0.1)	(0.1)	(0.1)	(0.1)

Source: Company, BOBCAPS Research | Note: TA = Total Assets

Financials – ZENT

Income Statement

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Total revenue	49,018	52,806	56,990	62,815	68,893
EBITDA	8,716	8,166	8,865	9,832	10,811
Depreciation	1,338	1,019	977	1,120	1,262
EBIT	7,378	7,147	7,888	8,712	9,549
Net interest inc./(exp.)	0	0	0	0	0
Other inc./(exp.)	1,379	1,429	1,294	1,563	1,879
Exceptional items	0	0	0	0	0
EBT	8,757	8,577	9,182	10,275	11,428
Income taxes	2,107	2,079	2,236	2,503	2,783
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	0	0	0	0	0
Reported net profit	6,650	6,498	6,946	7,773	8,645
Adjustments	0	0	0	0	0
Adjusted net profit	6,650	6,498	6,946	7,773	8,645

Balance Sheet

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Accounts payables	3,224	3,454	3,752	4,121	4,545
Other current liabilities	5,445	5,385	5,622	5,916	6,254
Provisions	48	53	53	53	53
Debt funds	0	0	0	0	0
Other liabilities	3,241	3,239	3,239	3,239	3,239
Equity capital	453	454	454	454	454
Reserves & surplus	34,067	39,144	42,682	46,705	51,260
Shareholders' fund	34,520	39,598	43,136	47,159	51,714
Total liab. and equities	46,478	51,729	55,801	60,488	65,805
Cash and cash eq.	7,241	7,436	7,938	9,483	11,513
Accounts receivables	7,320	7,901	8,582	9,426	10,397
Inventories	0	0	0	0	0
Other current assets	4,874	5,272	5,379	5,512	5,665
Investments	6,506	12,537	15,037	17,037	19,037
Net fixed assets	811	908	1,190	1,355	1,519
CWIP	52	6	6	6	6
Intangible assets	8,103	9,819	9,819	9,819	9,819
Deferred tax assets, net	1,099	1,079	1,079	1,079	1,079
Other assets	10,472	6,771	6,771	6,771	6,771
Total assets	46,478	51,729	55,801	60,488	65,805

Cash Flows

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Cash flow from operations	7,480	7,240	7,695	8,683	9,650
Capital expenditures	(4)	2,335	1,260	1,284	1,427
Change in investments	1,997	6,031	2,500	2,000	2,000
Other investing cash flows	0	0	0	0	0
Cash flow from investing	2,001	3,696	1,240	716	573
Equities issued/Others	0	0	0	0	0
Debt raised/repaid	0	0	0	0	0
Interest expenses	0	0	0	0	0
Dividends paid	(2,378)	(2,951)	(3,408)	(3,749)	(4,090)
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(2,378)	(2,951)	(3,408)	(3,749)	(4,090)
Chg in cash & cash eq.	(39)	195	502	1,545	2,029
Closing cash & cash eq.	7,241	7,436	7,938	9,483	11,513

Per Share

Y/E 31 Mar (Rs)	FY24A	FY25A	FY26E	FY27E	FY28E
Reported EPS	29.4	28.7	30.6	34.2	38.0
Adjusted EPS	29.1	28.4	30.5	34.2	38.0
Dividend per share	10.5	13.0	15.0	16.5	18.0
Book value per share	152.4	174.4	189.8	207.6	227.6

Valuations Ratios

Y/E 31 Mar (x)	FY24A	FY25A	FY26E	FY27E	FY28E
EV/Sales	3.4	3.2	2.9	2.7	2.4
EV/EBITDA	19.1	20.5	18.9	17.0	15.3
Adjusted P/E	26.4	27.1	25.2	22.5	20.2
P/BV	5.0	4.4	4.0	3.7	3.4

DuPont Analysis

Y/E 31 Mar (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Tax burden (Net profit/PBT)	75.9	75.8	75.6	75.6	75.6
Interest burden (PBT/EBIT)	118.7	120.0	116.4	117.9	119.7
EBIT margin (EBIT/Revenue)	15.1	13.5	13.8	13.9	13.9
Asset turnover (Rev./Avg TA)	111.8	107.5	106.0	108.0	109.1
Leverage (Avg TA/Avg Equity)	1.4	1.3	1.3	1.3	1.3
Adjusted ROAE	20.9	17.5	16.8	17.2	17.5

Ratio Analysis

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
YoY growth (%)					
Revenue	1.1	7.7	7.9	10.2	9.7
EBITDA	57.8	(6.3)	8.6	10.9	10.0
Adjusted EPS	102.6	(2.5)	7.4	12.2	11.2
Profitability & Return ratios (%)					
EBITDA margin	17.8	15.5	15.6	15.7	15.7
EBIT margin	15.1	13.5	13.8	13.9	13.9
Adjusted profit margin	13.6	12.3	12.2	12.4	12.5
Adjusted ROAE	20.9	17.5	16.8	17.2	17.5
ROCE	15.9	13.4	13.4	13.6	13.7

Working capital days (days)

Receivables	73	55	55	55	55
Inventory	NA	NA	NA	NA	NA
Payables	24	24	24	24	24

Ratios (x)

Gross asset turnover	60.4	58.2	47.9	46.4	45.4
Current ratio	3.0	3.7	3.9	4.1	4.3
Net interest coverage ratio	NA	NA	NA	NA	NA
Adjusted debt/equity	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)

Source: Company, BOBCAPS Research | Note: TA = Total Assets

Financials – BSOFT

Income Statement

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Total revenue	52,781	53,752	51,913	56,194	60,173
EBITDA	8,362	6,974	6,529	7,910	8,476
Depreciation	850	857	852	910	967
EBIT	7,512	6,117	5,676	7,000	7,508
Net interest inc./(exp.)	200	234	226	254	272
Other inc./(exp.)	1,035	1,085	1,419	1,116	1,273
Exceptional items	0	0	0	0	0
EBT	8,348	6,968	6,869	7,863	8,510
Income taxes	2,110	1,801	2,470	2,005	2,170
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	0	0	0	0	0
Reported net profit	6,238	5,168	4,400	5,858	6,340
Adjustments	0	0	0	0	0
Adjusted net profit	6,238	5,168	4,400	5,858	6,340

Balance Sheet

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Accounts payables	2,805	2,353	2,975	3,265	3,445
Other current liabilities	4,653	5,469	6,104	6,596	6,901
Provisions	712	757	800	800	800
Debt funds	0	114	0	0	0
Other liabilities	645	1,148	1,217	1,217	1,217
Equity capital	552	556	556	556	556
Reserves & surplus	29,889	34,227	37,324	40,947	44,773
Shareholders' fund	30,441	34,782	37,880	41,503	45,329
Total liab. and equities	39,256	44,624	48,977	53,381	57,691
Cash and cash eq.	4,249	4,449	7,563	10,536	13,933
Accounts receivables	10,365	9,802	10,993	12,062	12,727
Inventories	0	104	65	65	65
Other current assets	13,060	17,278	17,441	17,736	17,919
Investments	2,860	2,972	2,950	2,950	2,950
Net fixed assets	1,142	1,031	999	1,065	1,131
CWIP	116	49	34	34	34
Intangible assets	4,957	5,072	5,179	5,179	5,179
Deferred tax assets, net	1,044	1,002	1,014	1,014	1,014
Other assets	1,463	2,866	2,739	2,739	2,739
Total assets	39,256	44,624	48,977	53,381	57,691

Cash Flows

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Cash flow from operations	8,775	5,388	5,728	7,605	7,941
Capital expenditures	(431)	(746)	(820)	(975)	(1,033)
Change in investments	(8,581)	(4,234)	161	0	0
Other investing cash flows	0	0	0	0	0
Cash flow from investing	(9,012)	(4,981)	(660)	(975)	(1,033)
Equities issued/Others	2	4	0	0	0
Debt raised/repaid	0	114	(114)	0	0
Interest expenses	(200)	(234)	(226)	(254)	(272)
Dividends paid	(1,792)	(1,808)	(1,676)	(2,235)	(2,514)
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(1,989)	(1,924)	(2,016)	(2,488)	(2,786)
Chg in cash & cash eq.	(5,309)	199	3,114	2,973	3,397
Closing cash & cash eq.	4,249	4,449	7,563	10,536	13,933

Per Share

Y/E 31 Mar (Rs)	FY24A	FY25A	FY26E	FY27E	FY28E
Reported EPS	22.6	18.6	15.7	21.0	22.7
Adjusted EPS	22.6	18.3	15.6	20.8	22.5
Dividend per share	6.5	6.5	6.0	8.0	9.0
Book value per share	110.4	125.1	135.6	148.6	162.3

Valuations Ratios

Y/E 31 Mar (x)	FY24A	FY25A	FY26E	FY27E	FY28E
EV/Sales	1.8	1.8	1.9	1.7	1.6
EV/EBITDA	11.1	13.8	15.1	12.2	11.1
Adjusted P/E	16.3	20.1	23.6	17.7	16.3
P/BV	3.3	2.9	2.7	2.5	2.3

DuPont Analysis

Y/E 31 Mar (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Tax burden (Net profit/PBT)	74.9	74.7	74.2	64.1	74.5
Interest burden (PBT/EBIT)	101.0	111.1	113.9	121.0	112.3
EBIT margin (EBIT/Revenue)	9.1	14.2	11.4	10.9	12.5
Asset turnover (Rev./Avg TA)	145.9	148.4	128.2	110.9	109.8
Leverage (Avg TA/Avg Equity)	1.3	1.3	1.3	1.3	1.3
Adjusted ROAE	13.2	22.7	15.8	12.1	14.8

Ratio Analysis

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
YoY growth (%)					
Revenue	10.1	1.8	(3.4)	8.2	7.1
EBITDA	60.7	(16.6)	(6.4)	21.2	7.2
Adjusted EPS	88.3	(19.0)	(14.8)	33.1	8.2

Profitability & Return ratios (%)

EBITDA margin	15.8	13.0	12.6	14.1	14.1
EBIT margin	14.2	11.4	10.9	12.5	12.5
Adjusted profit margin	11.8	9.6	8.5	10.4	10.5
Adjusted ROAE	22.7	15.8	12.1	14.8	14.6
ROCE	20.4	13.9	10.0	13.1	12.9

Working capital days (days)

Receivables	72	67	77	78	77
Inventory	NA	NA	NA	NA	NA
Payables	19	16	21	21	21

Ratios (x)

Gross asset turnover	46.2	52.1	52.0	52.8	53.2
Current ratio	3.7	4.0	4.0	4.1	4.3
Net interest coverage ratio	NA	NA	NA	NA	NA
Adjusted debt/equity	(0.1)	(0.1)	(0.2)	(0.3)	(0.3)

Source: Company, BOBCAPS Research | Note: TA = Total Assets

Financials – FSOL

Income Statement

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Total revenue	63,363	79,803	94,095	112,166	133,337
EBITDA	9,566	12,077	15,544	18,493	22,175
Depreciation	2,603	3,271	3,966	4,169	4,481
EBIT	6,963	8,806	11,579	14,325	17,694
Net interest inc./(exp.)	(1,034)	(1,383)	(1,622)	(1,584)	(1,584)
Other inc./(exp.)	368	(104)	339	520	703
Exceptional items	0	0	0	0	0
EBT	6,297	7,319	10,296	13,260	16,813
Income taxes	1,150	1,462	2,120	2,731	3,462
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	0	0	0	0	0
Reported net profit	5,147	5,857	8,176	10,530	13,351
Adjustments	0	0	0	0	0
Adjusted net profit	5,147	5,857	8,176	10,530	13,351

Balance Sheet

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Accounts payables	3,056	3,976	5,567	6,678	7,874
Other current liabilities	13,353	20,311	18,913	18,913	18,913
Provisions	188	241	269	269	269
Debt funds	42	3,419	2,680	1,680	680
Other liabilities	7,188	10,299	10,645	10,645	10,645
Equity capital	6,970	6,970	6,970	6,970	6,970
Reserves & surplus	30,034	34,006	37,019	42,020	48,460
Shareholders' fund	37,004	40,976	43,989	48,990	55,430
Total liab. and equities	60,830	79,222	82,064	87,175	93,811
Cash and cash eq.	1,884	1,670	2,157	3,540	6,013
Accounts receivables	11,608	16,860	17,972	21,559	25,421
Inventories	0	0	0	0	0
Other current assets	1,881	3,710	4,676	4,676	4,676
Investments	115	115	116	116	116
Net fixed assets	1,641	2,763	2,851	2,993	3,294
CWIP	171	491	491	491	491
Intangible assets	36,889	47,173	46,753	46,753	46,753
Deferred tax assets, net	3,729	3,449	3,528	3,528	3,528
Other assets	2,911	2,991	3,519	3,519	3,519
Total assets	60,830	79,222	82,064	87,175	93,811

Cash Flows

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Cash flow from operations	5,886	8,805	13,850	13,807	16,751
Capital expenditures	126	(1,790)	(783)	(344)	(614)
Change in investments	296	(315)	(543)	0	0
Other investing cash flows	0	0	0	0	0
Cash flow from investing	422	(2,105)	(1,326)	(344)	(614)
Equities issued/Others	0	0	0	0	0
Debt raised/repaid	(147)	7,204	(1,739)	(1,000)	(1,000)
Interest expenses	(1,034)	(1,383)	(1,622)	(1,584)	(1,584)
Dividends paid	(2,393)	(2,751)	(4,147)	(5,529)	(6,911)
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(3,574)	3,070	(7,508)	(8,113)	(9,496)
Chg in cash & cash eq.	329	(214)	487	1,383	2,473
Closing cash & cash eq.	1,884	1,670	2,157	3,540	6,013

Per Share

Y/E 31 Mar (Rs)	FY24A	FY25A	FY26E	FY27E	FY28E
Reported EPS	7.5	8.6	11.8	15.2	19.3
Adjusted EPS	7.3	8.4	11.6	14.9	18.9
Dividend per share	3.5	4.0	6.0	8.0	10.0
Book value per share	53.7	59.7	63.6	70.9	80.2

Valuations Ratios

Y/E 31 Mar (x)	FY24A	FY25A	FY26E	FY27E	FY28E
EV/Sales	3.8	3.0	2.6	2.2	1.8
EV/EBITDA	25.4	20.0	15.6	13.2	10.9
Adjusted P/E	47.8	41.6	30.3	23.5	18.5
P/BV	6.5	5.9	5.5	5.0	4.4

DuPont Analysis

Y/E 31 Mar (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Tax burden (Net profit/PBT)	81.7	80.3	79.4	79.4	79.4
Interest burden (PBT/EBIT)	90.4	84.1	88.9	92.6	95.0
EBIT margin (EBIT/Revenue)	11.0	11.0	12.3	12.8	13.3
Asset turnover (Rev./Avg TA)	107.9	114.0	116.7	132.6	147.3
Leverage (Avg TA/Avg Equity)	1.6	1.7	1.8	1.7	1.6
Adjusted ROAE	13.9	14.5	18.6	21.5	24.1

Ratio Analysis

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
YoY growth (%)					
Revenue	5.2	25.9	17.9	19.2	18.9
EBITDA	15.8	26.3	28.7	19.0	19.9
Adjusted EPS	0.3	14.9	37.5	28.8	26.8

Profitability & Return ratios (%)

EBITDA margin	15.1	15.1	16.5	16.5	16.6
EBIT margin	11.0	11.0	12.3	12.8	13.3
Adjusted profit margin	8.1	7.3	8.7	9.4	10.0
Adjusted ROAE	14.6	15.0	19.2	22.6	25.6
ROCE	10.2	10.6	12.1	14.5	16.9

Working capital days (days)

Receivables	67	77	70	70	70
Inventory	NA	NA	NA	NA	NA
Payables	17	18	21	21	21

Ratios (x)

Gross asset turnover	38.6	28.9	33.0	37.5	40.5
Current ratio	0.9	0.9	1.0	1.2	1.3
Net interest coverage ratio	NA	NA	NA	NA	NA
Adjusted debt/equity	0.0	0.0	0.0	0.0	(0.1)

Source: Company, BOBCAPS Research | Note: TA = Total Assets

Financials – ECLX

Income Statement

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Total revenue	29,255	33,659	39,358	46,627	54,367
EBITDA	7,750	8,209	9,577	11,854	14,152
Depreciation	1,258	1,412	1,692	2,028	2,339
EBIT	6,492	6,797	7,885	9,826	11,813
Net interest inc./(exp.)	(235)	(349)	(388)	(388)	(388)
Other inc./(exp.)	614	737	663	1,011	1,445
Exceptional items	0	0	0	0	0
EBT	6,871	7,185	8,161	10,449	12,870
Income taxes	1,753	1,773	2,018	2,584	3,183
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	3	2	2	4	4
Reported net profit	5,115	5,411	6,141	7,861	9,683
Adjustments	0	0	0	0	0
Adjusted net profit	5,115	5,411	6,141	7,861	9,683

Balance Sheet

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Accounts payables	0	0	0	0	0
Other current liabilities	3,914	4,459	5,931	7,026	8,192
Provisions	124	258	216	255	298
Debt funds	0	0	0	0	0
Other liabilities	2,756	3,660	4,169	4,783	5,455
Equity capital	482	470	470	470	470
Reserves & surplus	22,012	22,610	28,706	36,524	46,164
Shareholders' fund	22,495	23,080	29,176	36,993	46,634
Total liab. and equities	29,290	31,457	39,491	49,058	60,579
Cash and cash eq.	6,921	7,391	13,755	20,985	30,027
Accounts receivables	4,960	4,954	6,470	7,665	8,937
Inventories	6	2	2	2	2
Other current assets	3,993	5,370	5,391	6,387	7,447
Investments	4,065	3,090	3,090	3,090	3,090
Net fixed assets	2,097	2,409	1,977	1,441	841
CWIP	8	2	2	2	2
Intangible assets	3,993	4,079	4,079	4,079	4,079
Deferred tax assets, net	591	727	830	955	1,091
Other assets	2,663	3,434	3,896	4,453	5,065
Total assets	29,290	31,457	39,491	49,058	60,579

Cash Flows

Y/E 31 Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Cash flow from operations	5,259	6,668	7,394	8,147	9,771
Capital expenditures	(643)	(1,151)	(1,259)	(1,492)	(1,740)
Change in investments	(1,064)	1,291	0	0	0
Other investing cash flows	(3,172)	1,165	276	623	1,057
Cash flow from investing	(4,879)	1,305	(984)	(869)	(683)
Equities issued/Others	0	(3,839)	0	0	0
Debt raised/repaid	0	0	0	0	0
Interest expenses	(1,017)	(2,210)	0	0	0
Dividends paid	(48)	(47)	(47)	(47)	(47)
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(1,065)	(6,096)	(47)	(47)	(47)
Chg in cash & cash eq.	(685)	1,877	6,364	7,230	9,041
Closing cash & cash eq.	6,921	7,391	13,755	20,985	30,027

Per Share

Y/E 31 Mar (Rs)	FY24A	FY25A	FY26E	FY27E	FY28E
Reported EPS	106.1	115.1	130.6	167.2	206.0
Adjusted EPS	104.0	113.1	128.4	164.3	202.4
Dividend per share	1.0	1.0	1.0	1.0	1.0
Book value per share	466.5	491.0	620.7	787.0	992.1

Valuations Ratios

Y/E 31 Mar (x)	FY24A	FY25A	FY26E	FY27E	FY28E
EV/Sales	6.6	5.7	4.9	4.0	3.3
EV/EBITDA	25.0	23.5	20.0	15.8	12.8
Adjusted P/E	40.6	37.3	32.9	25.7	20.9
P/BV	9.0	8.6	6.8	5.4	4.3

DuPont Analysis

Y/E 31 Mar (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Tax burden (Net profit/PBT)	74.4	75.3	75.2	75.2	75.2
Interest burden (PBT/EBIT)	105.8	105.7	103.5	106.3	108.9
EBIT margin (EBIT/Revenue)	22.2	20.2	20.0	21.1	21.7
Asset turnover (Rev./Avg TA)	112.2	110.8	110.9	105.3	99.2
Leverage (Avg TA/Avg Equity)	1.3	1.3	1.4	1.3	1.3
Adjusted ROAE	25.8	23.7	23.5	23.8	23.2

Ratio Analysis

Y/E 31 Mar	FY24A	FY25A	FY26E	FY27E	FY28E
YoY growth (%)					
Revenue	10.5	15.1	16.9	18.5	16.6
EBITDA	4.2	5.9	16.7	23.8	19.4
Adjusted EPS	5.8	8.7	13.5	28.0	23.2

Profitability & Return ratios (%)

EBITDA margin	26.5	24.4	24.3	25.4	26.0
EBIT margin	22.2	20.2	20.0	21.1	21.7
Adjusted profit margin	17.5	16.1	15.6	16.9	17.8
Adjusted ROAE	25.8	23.7	23.5	23.8	23.2
ROCE	24.4	22.5	22.7	22.3	21.3

Working capital days (days)

Receivables	58	54	53	55	56
Inventory	NA	NA	NA	NA	NA
Payables	NA	NA	NA	NA	NA

Ratios (x)

Gross asset turnover	12.9	14.9	17.9	27.3	47.7
Current ratio	4.9	4.4	4.7	5.2	5.8
Net interest coverage ratio	NA	NA	NA	NA	NA
Adjusted debt/equity	(0.3)	(0.3)	(0.5)	(0.6)	(0.6)

Source: Company, BOBCAPS Research | Note: TA = Total Assets

NOT FOR DISTRIBUTION, DIRECTLY OR INDIRECTLY, IN OR INTO THE UNITED STATES OF AMERICA ("US") OR IN OR INTO ANY OTHER JURISDICTION IF SUCH AN ACTION IS PROHIBITED BY APPLICABLE LAW.

Disclaimer

Name of the Research Entity: **BOB Capital Markets Limited**

Registered office Address: **1704, B Wing, Parinee Crescenzo, G Block, BKC, Bandra East, Mumbai 400051**

SEBI Research Analyst Registration No: **INH000000040 valid till 03 February 2025**

Brand Name: **BOBCAPS**

Trade Name: **www.barodaetrade.com**

CIN: **U65999MH1996GOI098009**



Investments in securities market are subject to market risks. Read all the related documents carefully before investing.

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

Recommendation scale: Recommendations and Absolute returns (%) over 12 months

BUY – Expected return >+15%

HOLD – Expected return from -6% to +15%

SELL – Expected return <-6%

Note: Recommendation structure changed with effect from 21 June 2021

Our recommendation scale does not factor in short-term stock price volatility related to market fluctuations. Thus, our recommendations may not always be strictly in line with the recommendation scale as shown above.

Analyst certification

The research analyst(s) authoring this report hereby certifies that (1) all of the views expressed in this research report accurately reflect his/her personal views about the subject company or companies and its or their securities, and (2) no part of his/her compensation was, is, or will be, directly or indirectly, related to the specific recommendation(s) or view(s) in this report. Analysts are not registered as research analysts by FINRA and are not associated persons of BOB Capital Markets Limited (BOBCAPS).

General disclaimers

BOBCAPS is engaged in the business of Stock Broking and Investment Banking. BOBCAPS is a member of the National Stock Exchange of India Limited and BSE Limited and is also a SEBI-registered Category I Merchant Banker. BOBCAPS is a wholly owned subsidiary of Bank of Baroda which has its various subsidiaries engaged in the businesses of stock broking, lending, asset management, life insurance, health insurance and wealth management, among others.

BOBCAPS's activities have neither been suspended nor has it defaulted with any stock exchange authority with whom it has been registered in the last five years. BOBCAPS has not been debarred from doing business by any stock exchange or SEBI or any other authority. No disciplinary action has been taken by any regulatory authority against BOBCAPS affecting its equity research analysis activities.

BOBCAPS is also a SEBI-registered intermediary for the broking business having SEBI Single Registration Certificate No.: INZ000159332 dated 20 November 2017.

BOBCAPS prohibits its analysts, persons reporting to analysts, and members of their households from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. Additionally, BOBCAPS prohibits its analysts and persons reporting to analysts from serving as an officer, director, or advisory board member of any companies that the analysts cover.

Our salespeople, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions 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. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein.

This material should not be construed as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction. We are not soliciting any action based on this material. It is for the general information of BOBCAPS's clients. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Before acting on any advice or recommendation in this material, clients should consider whether it is suitable for their particular circumstances and, if necessary, seek professional advice. BOBCAPS research reports follow rules laid down by Securities and Exchange Board of India and individuals employed as research analysts are separate from other employees who are performing sales trading, dealing, corporate finance advisory or any other activity that may affect the independence of its research reports.

The price and value of the investments referred to in this material and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance, future returns are not guaranteed and a loss of original capital may occur. BOBCAPS does not provide tax advice to its clients, and all investors are strongly advised to consult with their tax advisers regarding any potential investment in certain transactions — including those involving futures, options, and other derivatives as well as non-investment-grade securities — that give rise to substantial risk and are not suitable for all investors. The material is based on information that we consider reliable, but we do not represent that it is accurate or complete, and it should not be relied on as such. Opinions expressed are our current opinions as of the date appearing on this material only. We endeavour to update on a reasonable basis the information discussed in this material, but regulatory, compliance, or other reasons may prevent us from doing so.

We and our affiliates, officers, directors, and employees, including persons involved in the preparation or issuance of this material, may from time to time have "long" or "short" positions in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein and may from time to time add to or dispose of any such securities (or investment). We and our affiliates may assume an underwriting commitment in the securities of companies discussed in this document (or in related investments), may sell them to or buy them from customers on a principal basis, and may also perform or seek to perform investment banking or advisory services for or relating to these companies and may also be represented in the supervisory board or any other committee of these companies.

For the purpose of calculating whether BOBCAPS and its affiliates hold, beneficially own, or control, including the right to vote for directors, one per cent or more of the equity shares of the subject company, the holdings of the issuer of the research report is also included.

BOBCAPS and its non-US affiliates may, to the extent permissible under applicable laws, have acted on or used this research to the extent that it relates to non-US issuers, prior to or immediately following its publication. Foreign currency denominated securities are subject to fluctuations in exchange rates that could have an adverse effect on the value or price of or income derived from the investment. In addition, investors in securities such as ADRs, the value of which are influenced by foreign currencies, effectively assume currency risk. In addition, options involve risks and are not suitable for all investors. Please ensure that you have read and understood the Risk disclosure document before entering into any derivative transactions.

No part of this material may be (1) copied, photocopied, or duplicated in any form by any means or (2) redistributed without BOBCAPS's prior written consent.

Company-specific disclosures under SEBI (Research Analysts) Regulations, 2014

The research analyst(s) or his/her relatives do not have any material conflict of interest at the time of publication of this research report.

BOBCAPS or its research analyst(s) or his/her relatives do not have any financial interest in the subject company. BOBCAPS or its research analyst(s) or his/her relatives do not have actual/beneficial ownership of one per cent or more securities in the subject company at the end of the month immediately preceding the date of publication of this report.

The research analyst(s) has not received any compensation from the subject company or third party in the past 12 months in connection with research report/activities. Compensation of the research analyst(s) is not based on any specific merchant banking, investment banking or brokerage service transactions.

BOBCAPS or its research analyst(s) is not engaged in any market making activities for the subject company.

The research analyst(s) has not served as an officer, director or employee of the subject company.

BOBCAPS or its associates may have material conflict of interest at the time of publication of this research report.

BOBCAPS's associates may have financial interest in the subject company. BOBCAPS's associates may hold actual / beneficial ownership of one per cent or more securities in the subject company at the end of the month immediately preceding the date of publication of this report.

BOBCAPS or its associates may have managed or co-managed a public offering of securities for the subject company or may have been mandated by the subject company for any other assignment in the past 12 months.

BOBCAPS may have received compensation from the subject company in the past 12 months. BOBCAPS may from time to time solicit or perform investment banking services for the subject company. BOBCAPS or its associates may have received compensation from the subject company in the past 12 months for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory services in a merger or specific transaction. BOBCAPS or its associates may have received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months.

Other disclaimers

BOBCAPS and MAYBANK (as defined below) make no representation or warranty, express or implied, as to the accuracy or completeness of any information obtained from third parties and expressly disclaim the merchantability, suitability, quality and fitness of this report. The information in this report has not been independently verified, is provided on an "as is" basis, should not be relied on by you in connection with any contract or commitment, and should not be used as a substitute for enquiries, procedures and advice which ought to be undertaken by you. This report also does not constitute an offer or solicitation to buy or sell any securities referred to herein and you should not construe this report as investment advice. All opinions and estimates contained in this report constitute BOBCAPS's judgment as of the date of this report and are subject to change without notice, and there is no obligation on BOBCAPS or MAYBANK to update this report upon issuance. This report and the information contained herein may not be reproduced, redistributed, disseminated or copied by any means without the prior consent of BOBCAPS and MAYBANK.

To the full extent permitted by law neither BOBCAPS, MAYBANK nor any of their respective affiliates, nor any other person, accepts any liability howsoever arising, whether in contract, tort, negligence, strict liability or any other basis, including without limitation, direct or indirect, special, incidental, consequential or punitive damages arising from any use of this report or the information contained herein. By accepting this report, you agree and undertake to fully indemnify and hold harmless BOBCAPS and MAYBANK from and against claims, charges, actions, proceedings, losses, liabilities, damages, expenses and demands (collectively, the "Losses") which BOBCAPS and/or MAYBANK may incur or suffer in any jurisdiction including but not limited to those Losses incurred by BOBCAPS and/or MAYBANK as a result of any proceedings or actions brought against them by any regulators and/or authorities, and which in any case are directly or indirectly occasioned by or result from or are attributable to anything done or omitted in relation to or arising from or in connection with this report.

Distribution into the United Kingdom ("UK"):

This research report will only be distributed in the United Kingdom, in accordance with the applicable laws and regulations of the UK, by Maybank Securities (London) Ltd ("MSL") who is authorised and regulated by the Financial Conduct Authority ("FCA") in the United Kingdom (MSL and its affiliates are collectively referred to as "MAYBANK"). BOBCAPS is not authorized to directly distribute this research report in the UK.

This report has not been prepared by BOBCAPS in accordance with the UK's legal and regulatory requirements.

This research report is for distribution only to, and is solely directed at, selected persons on the basis that those persons: (a) are eligible counterparties and professional clients of MAYBANK as selected by MAYBANK solely at its discretion; (b) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended from time to time (the "Order"), or (c) fall within Article 49(2)(a) to (d) (high net worth companies, unincorporated associations, etc. as mentioned in the stated Article) of the Order; (all such persons together being referred to as "relevant persons").

This research report is directed only at relevant persons and must not be acted on or relied on by any persons who are not relevant persons. Any investment or investment activity to which this material relates is available only to relevant persons and will be engaged in only with relevant persons.

The relevant person as recipient of this research report is not permitted to reproduce, change, remove, pass on, distribute or disseminate the data or make it available to third parties without the written permission of BOBCAPS or MAYBANK. Any decision taken by the relevant person(s) pursuant to the research report shall be solely at their costs and consequences and BOBCAPS and MAYBANK shall not have any liability of whatsoever nature in this regard.

No distribution into the US:

This report will not be distributed in the US and no US person may rely on this communication.

Other jurisdictions:

This report has been prepared in accordance with SEBI (Research Analysts) Regulations and not in accordance with local regulatory requirements of any other jurisdiction. In any other jurisdictions, this report is only for distribution (subject to applicable legal or regulatory restrictions) to professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions by Maybank Securities Pte Ltd. (Singapore) and / or by any broker-dealer affiliate or such other affiliate as determined by Malayan Banking Berhad.

If the recipient of this report is not as specified above, then it should not act upon this report and return the same to the sender.

By accepting this report, you agree to be bound by the foregoing limitations.