

Cyient Ltd (CYILIM)

₹ 702

Positive outlook across businesses...

- US\$ revenues grew 8.3% QoQ to \$164.6 million, above our 7.6% QoQ growth and \$163.5 million estimate
- Revenues in rupees grew 8% QoQ to ₹ 1061.8 crore, above our ₹ 1052.3 crore estimates
- EBITDA margins fell 50 bps QoQ to 14.1%, below our 30 bps decline, 14.3% estimate mainly due to higher material cost (up 76% QoQ)
- Reported PAT of ₹ 118.4 crore was above our ₹ 96.1 crore estimate on account of lower-than-expected tax rate (ETR of 21.3% as a percentage of PBT vs. our estimate of 28%) and higher other income (₹ 40.8 crore vs. ₹ 27.3 crore in Q3FY18)
- The company declared a final dividend of ₹ 4/share taking the full year dividend to ₹ 13 per share

DLM growth drives overall growth in Q4FY18...

US\$ revenues reported strong growth of 8.3% QoQ to \$164.6 million in the quarter mainly driven by healthy growth in the Design Led Manufacturing (DLM) business. DLM grew 81.2% QoQ to \$22 million while services grew 2% to \$142.7 million. Services growth was driven by communications and semiconductor vertical, which grew 11% and 7.5% QoQ, respectively. The management expects robust growth in aerospace and defense in FY19E backed by a strong order backlog and a healthy pipeline. For the revenue outlook, the management retained its guidance of double digit revenue growth in core services and ~20% YoY growth in DLM backed by a strong pipeline and order backlog. Consequently, we expect US\$ revenues to grow at 12.7% CAGR during FY18-20E.

Expect flat margin for FY19E owing to investments in newer businesses...

EBITDA margins declined 50 bps QoQ to 14.1% owing to a decline in core services margin and higher revenue contribution from low margin DLM business. Owing to strong growth in the DLM business, margins in the business expanded to 6.9% (vs. 1% in Q3FY18). Citing the outlook for FY19E, the management expects double digit growth in operating profit with a 100 bps improvement in margins coming in from operational efficiency. However, this benefit would be offset by the company's investments in new business initiatives thereby leading to flat margin for FY19E. We expect margins at 14.0%, 14.5% in FY19E, FY20E, respectively.

Decline in order intake in FY18 vs. FY17 but commentary positive...

In terms of order intake, services order intake saw a decline of 22.4% QoQ to US\$187 million in Q4FY18. Total DLM order intake witnessed a strong up-tick of 375% sequentially to US\$19 million taking the full year order intake to \$65 million. Total order intake was at US\$730 million in FY18, down 2.8% YoY. However, the management alluded to an upward trajectory in order intake on the back of a strong pipeline, going forward.

Earnings growth momentum to sustain; upgrade to BUY...

Cyient reported Q4FY18 numbers wherein revenues were above our estimates mainly on account of higher-than-expected growth in the Rangsons business. A positive outlook for services and DLM, traction across business verticals would lead to strong earnings growth of 16.5% CAGR during FY18-20E. We upgrade Cyient to **BUY** rating on the back of sustained earning growth momentum and revise our target price to ₹ 780.

Rating matrix		
Rating	:	Buy
Target	:	₹ 780
Target Period	:	12 months
Potential Upside	:	11%

What's Changed?	
Target	Changed from ₹ 600 to ₹ 780
EPS FY19E	Changed from ₹ 37.5 to ₹ 40.4
EPS FY20E	Changed from ₹ 42.9 to ₹ 48.9
Rating	Changing from Hold to Buy

Quarterly Performance					
	Q4FY18	Q4FY17	YoY (%)	Q3FY18	QoQ (%)
Revenue	1,062	941	12.8	983	8.0
EBITDA	149	125	19.5	143	4.3
EBITDA (%)	14.1	13.3	78 bps	14.6	-50 bps
PAT	122	105	16.2	109	11.7

Key Financials				
₹ Crore	FY17	FY18E	FY19E	FY20E
Net Sales	3,607	3,918	4,467	5,012
EBITDA	485	549	625	727
Net Profit	344	405	455	550
EPS (₹)	30.5	36.0	40.4	48.9

Valuation summary				
	FY17	FY18E	FY19E	FY20E
P/E	23.0	19.5	17.4	14.4
Target P/E	25.5	21.7	19.3	16.0
EV / EBITDA	14.6	11.9	10.6	8.3
P/BV	3.7	3.3	3.0	2.6
RoNW (%)	16.2	17.1	17.3	18.3
RoCE (%)	19.7	22.0	21.1	22.3

Stock data	
Particular	Amount
Market Capitalization (₹ Crore)	7,903.9
Total Debt (₹ Crore)	182.8
Cash and Investments (₹ Crore)	970.6
EV (₹ Crore)	7,098.4
52 week H/L	734/ 475
Equity capital	56.3
Face value	₹ 5

Price performance (%)				
	1M	3M	6M	12M
Cyient	0.2	11.4	19.3	32.0
KPIT	2.6	14.3	80.9	80.6
Mindtree	11.0	36.5	79.3	97.1
NIIT Tech	5.3	32.4	48.9	115.7

Research Analysts	
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Variance analysis

	Q4FY18	Q4Y18E	Q4FY17	YoY (%)	Q3FY18	QoQ (%)	Comments
Revenue	1,061.8	1,052.3	941.0	12.8	983.4	8.0	Ciyent reported revenues higher than our expectations owing to higher-than-expected growth in DLM business
Cost of revenue	691.9	680.4	617.7	12.0	632.9	9.3	
Gross Margin	369.9	371.9	323.3	14.4	350.5	5.5	
Gross margin (%)	34.8	35.3	34.4	48 bps	35.6	-80 bps	
SG&A expenses	220.7	221.9	198.4	11.2	207.4	6.4	
EBITDA	149.2	150.0	124.9	19.5	143.1	4.3	
EBITDA Margin (%)	14.1	14.3	13.3	78 bps	14.6	-59 bps	Margins were below our expectations mainly due to higher material cost
Depreciation & amortisation	25.7	30.3	25.5	0.8	27.4	-6.2	
EBIT	123.5	119.7	99.4	24.2	115.7	6.7	
EBIT Margin (%)	11.6	11.4	10.6	107 bps	11.8	-13 bps	
Other income (less interest)	34.1	12.8	22.7	50.2	21.7	57.1	
PBT	157.6	132.5	122.1	29.1	137.4	14.7	
Tax paid	33.6	37.1	22.1	52.0	24.9	34.9	
PAT	121.5	96.1	104.5	16.2	108.8	11.7	Reported PAT was above our estimate on account of lower-than-expected tax rate (ETR of 21.3% as a percentage of PBT vs. our estimate of 28%) and higher other income (₹ 40.8 crore vs ₹ 27.3 crore in Q3FY18)

Key Metrics

Closing employees	14,125	14,000	13,084	8.0	13,829	2.1
Voluntary attrition (%)	16.9	15.0	15.6	130 bps	16.8	10 bps
Overall utilisation (%)	76.7	76.0	77.4	-70 bps	78.6	-190 bps
Average \$/₹	64.5	64.4	66.7	-3.3	64.7	-0.3

Source: Company, ICICIdirect Research

Change in estimates

₹ Crore	FY19E			FY20E			Comments
	Old	New	% Change	Old	New	% Change	
Revenue	4,447.5	4,466.9	0.4	4,984.9	5,011.5	0.5	
EBITDA	640.4	625.4	-2.4	727.8	726.7	-0.2	
EBITDA Margin (%)	14.4	14.0	-40 bps	14.6	14.5	-10 bps	Change in margin estimates on the back of increased investments in newer businesses
PAT	422.0	454.6	7.7	483.5	550.3	13.8	
EPS (₹)	37.5	40.4	7.7	42.9	48.9	13.8	Earning upgrade is also on account of lower than expected tax rate

Source: Company, ICICIdirect Research

Assumptions

	FY19E		FY18E		FY20E		FY19E	
	Current	Earlier	Current	Earlier	Current	Earlier	Current	Earlier
Closing employees (ex-Rangson)	13,084	14,125	13,718	14,561	14,232	14,915	14,648	14,648
Voluntary attrition (%)	20.2	16.1	19.0	19.0	19.0	19.0	19.0	19.0
Overall utilisation (%)	76.8	77.0	77.0	77.0	77.0	77.0	77.0	77.0
Average \$/₹	67.0	64.5	64.7	65.0	65.0	65.0	65.0	65.0

*Exclude Rangsons' headcount, Source: Company, ICICIdirect Research

Conference call highlights

- **Maintains revenue outlook stance for FY19E as FY18:** The management has maintained its double digit revenue growth in core services business and ~20% growth in the DLM business unit. DLM would include full year contribution from the B&F design acquisition
- **Margin outlook:** The management expects double digit growth in operating profit with a 100 bps improvement in margins coming in from operational efficiency. However, this benefit would be offset by the company's investments in newer businesses thereby leading to flat margin for FY19E
- **Joint venture with BlueBird Aero Systems:** Cyient has entered into a joint venture with Israel-based BlueBird Aero Systems to offer field-proven unmanned aerial vehicle (UAV) systems to Indian defence, paramilitary, security and police forces. The joint venture, named Cyient Solutions & Systems, would manufacture, assemble, integrate, and test advanced UAV systems by leveraging Bluebird's technology and manufacturing know-how
- **DLM business:** DLM business (Rangsons) grew strongly at 81.2% sequentially to \$22 million (vs. our expectation of \$19.4 million) and included two-month consolidation of B&F design acquisition amounting to \$1.1 million. Total DLM order intake witnessed a strong up-tick of 375% sequentially to US\$19 million taking the full year order intake to \$65 million. It expects the division to grow 20% YoY driven by strong order intake and full year contribution from B&F design acquisition
- **Employee details:** The company's employee strength was at 14,125 in FY18 (vs. 13,084 as at end of FY17). Voluntary attrition increased marginally by 10 bps QoQ to 16.9%. Utilisation declined sharply by 190 bps QoQ to 76.7%
- **Clientele update:** Top five customers (38.9% of revenues) and top 10 accounts (52.4% of revenues) witnessed sequential growth and grew 5% and 5.1% QoQ, respectively. Client additions were steady with 16 clients added in the quarter taking the total to 82 in FY18
- **Cash position:** The cash & cash equivalent position increased to ₹ 1093.7 crore mark in FY18 vs. ₹ 970.6 crore in FY17. Further, DSO days remain unchanged QoQ at 80 days including billed and unbilled revenue

Company Analysis

Exhibit 2: Geography-wise break-up

	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18
Revenue by geography (%)						
North America	58.0	57.1	55.8	54.2	55.1	53.3
Europe (EMEA and India)	24.0	25.1	26.6	26.7	27.7	29.2
Asia Pacific	18.0	17.8	17.6	19.1	17.2	17.5
Growth QoQ (%)						
North America	-3.5	1.8	0.7	1.3	5.9	-1.4
Europe (EMEA and India)	-1.7	8.1	9.2	4.7	8.1	7.5
Asia Pacific	4.7	2.2	1.9	13.2	-6.2	3.7

Source: Company, ICICIdirect Research

Exhibit 3: Vertical-wise break-up

	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18
Revenue by verticals (%)						
Aerospace and Defense	35.6	35.7	35.2	34.7	34.7	33.4
Transportation	9.4	9.7	10.5	11.2	11.7	11.6
Industrial, Energy and Natural Resources	9.3	8.7	8.5	8.6	8.6	8.3
Semiconductor	3.9	4.2	4.5	4.1	3.7	3.9
Medical and Healthcare	1.9	1.9	2.0	2.2	2.0	1.9
Utilities & Geospatial	17.2	18.5	16.6	15.9	16.6	16.2
Communications	22.7	21.4	22.8	23.3	22.7	24.7

Growth QoQ (%)

Aerospace and Defense	-4.9	3.7	1.6	2.8	4.2	-1.9
Transportation	-1.7	6.7	11.5	11.2	8.8	1.1
Industrial, Energy and Natural Resources	-1.7	-3.3	0.7	5.5	4.2	-1.6
Semiconductor	-6.5	11.3	10.4	-5.0	-6.0	7.5
Medical and Healthcare	-1.7	3.4	8.5	14.7	-5.3	-3.1
Utilities & Geospatial	1.3	11.2	-7.5	-0.1	8.7	-0.5
Communications	2.4	-2.5	9.8	6.6	1.5	11.0

Source: Company, ICICIdirect Research

Exhibit 4: Client & human resource matrix

	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18
Client metrics						
USD 1 mn+ clients	60	62	57	65	66	63
USD 5 mn+ clients	21	20	21	22	23	23
USD 10 mn+ clients	11	9	9	9	11	12
USD 20 mn+ clients	3	5	5	5	5	4
Headcount, Utilization, Attrition						
Total Employees	13094	13084	13206	13568	13829	14125
Utilization	78.3	77.4	74.1	75.9	78.6	76.7
Voluntary attrition	22.6	15.6	16.6	14.2	16.8	16.9

Source: Company, ICICIdirect Research

Europe led the growth for a second quarter in the row

Vertical-wise, growth was driven by communications and semiconductor vertical

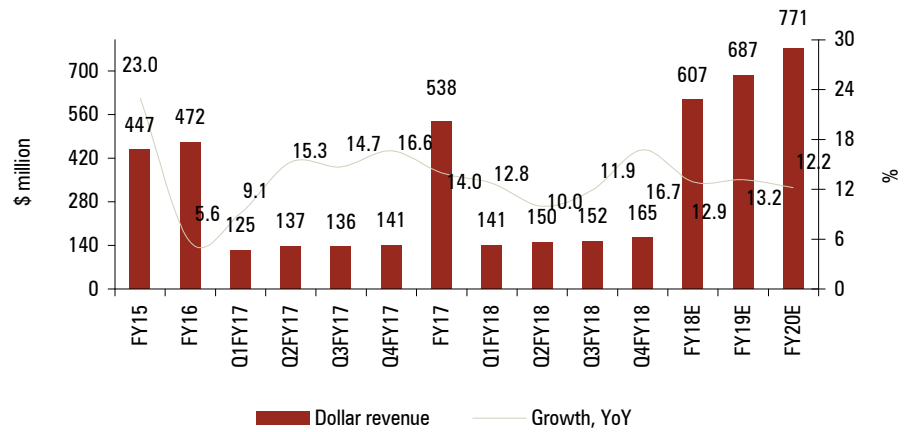
Expect robust growth in aerospace and defence in FY19E backed by strong order backlog and a healthy pipeline

In utilities and geospatial, company expect growth to be driven by new customers in utilities and solution selling. The management expect solutions to account for 10% of revenue growth in FY19E

Utilisation declined sharply by 190 bps QoQ to 76.7%

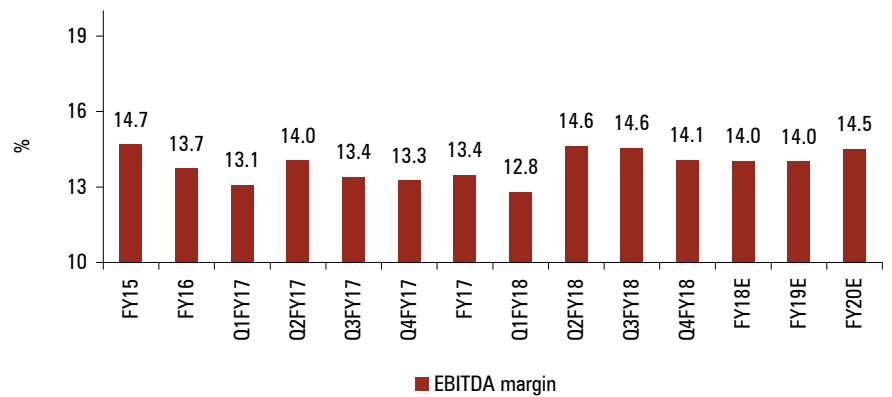
Financial story in charts

Exhibit 5: Dollar revenues may grow at 12.7% CAGR during FY18-20E



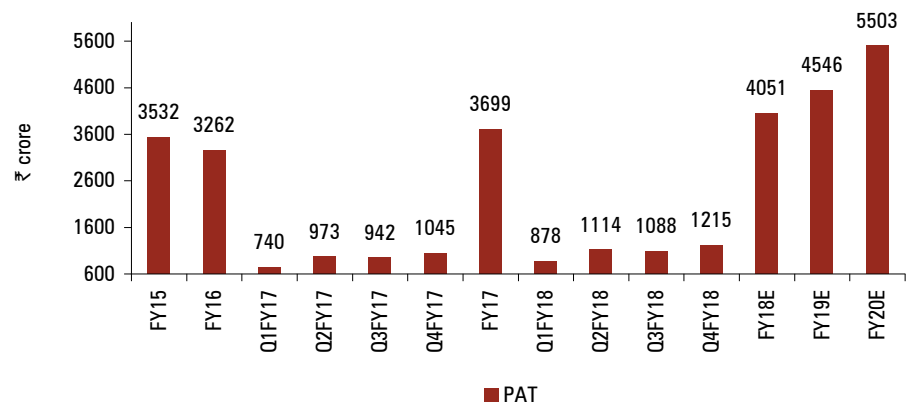
Source: Company, ICICIdirect Research

Exhibit 6: Expects margin decline of 50 bps QoQ



Source: Company, ICICIdirect Research

Exhibit 7: PAT may grow at 16.5% CAGR during FY18-20E



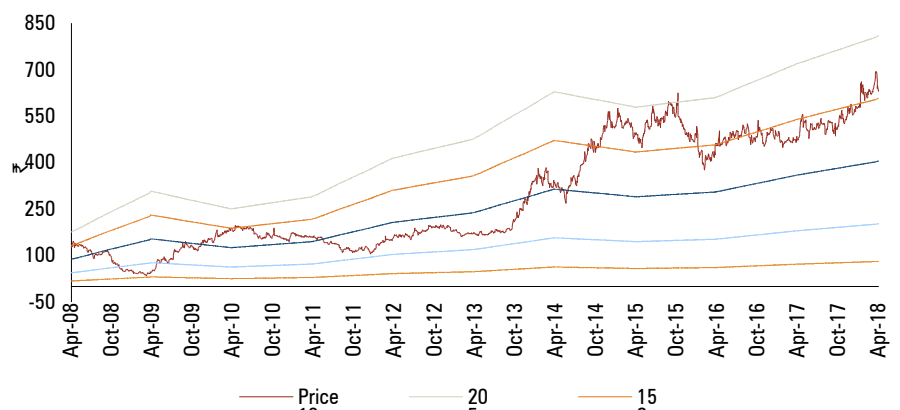
Source: Company, ICICIdirect Research

Outlook and valuation

Cyient reported Q4FY18 numbers wherein revenues were above our estimates mainly on account of higher-than-expected growth in the Rangsons business (81.2% sequential growth). Margins were below our expectations due to higher material cost. For the FY19E outlook, the company expects double digit revenue growth in the services business while the DLM business is expected to grow ~20%.

Cyient reported Q4FY18 numbers wherein revenues were above our estimates mainly on account of higher-than-expected growth in the Rangsons business. A positive outlook for services and DLM, traction across business verticals would lead to strong earnings growth of 16.5% CAGR in FY18-20E. We upgrade Cyient to **BUY** recommendation on the back of sustained earning growth momentum. We revise our target price to ₹ 780.

Exhibit 8: One year forward rolling PE



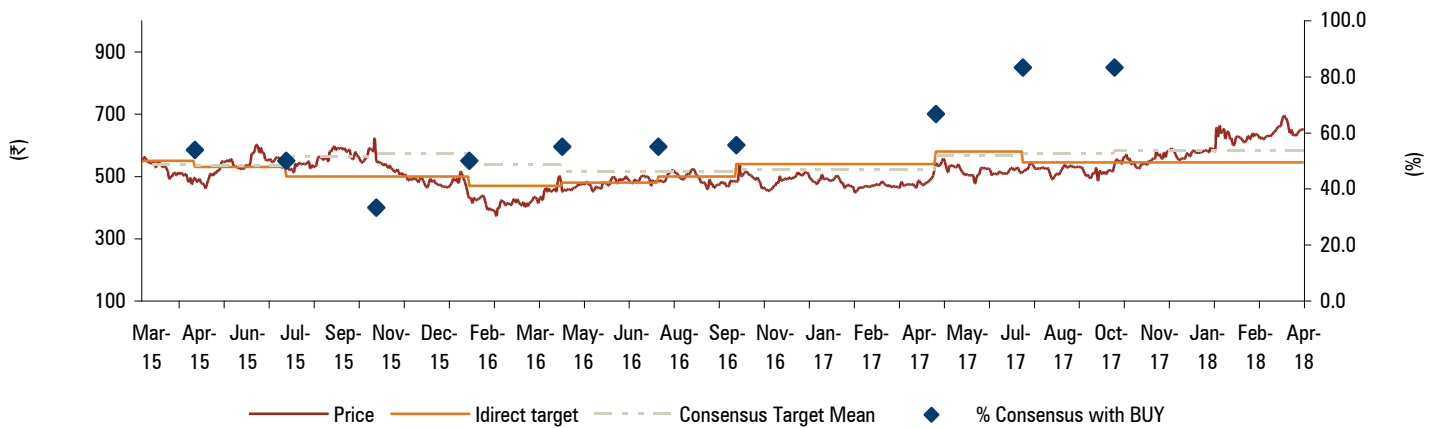
Source: Company, ICICIdirect Research

Exhibit 9: Valuation

	Sales (₹ cr)	Growth (%)	EPS (₹)	Growth (%)	PE (x)	EV/EBITDA (x)	RoNW (%)	RoCE (%)
FY16	3,096	13.1	29.0	(7.7)	24.2	17.2	17.8	20.3
FY17	3,607	16.5	30.5	5.4	23.0	14.6	16.2	19.7
FY18E	3,918	8.6	36.0	17.8	19.5	11.9	17.1	22.0
FY19E	4,467	14.0	40.4	12.2	17.4	10.6	17.3	21.1
FY20E	5,012	12.2	48.9	21.0	14.4	8.3	18.3	22.3

Source: Company, ICICIdirect Research

Recommendation History vs. Consensus



Source: Bloomberg, Company, ICICIdirect Research

Key events

Date	Event
Jan-17	Acquires US based Certon Software Inc for US\$ 7.5 million to bolster its presence in Avionics solutions for Aerospace and Defence space.
Feb-17	Cyient Inc, subsidiary of Cyient Ltd signs a joint go to market agreement with a privately owned Italian company ASE SpA, a leading provider of electricity generation and distribution systems to the international aerospace and defense industry
Mar-17	Cyient inks agreement with Thyssenkrupp elevator to support its MAX platform
Mar-17	Selected by the world's largest international cable TV and broadband company Liberty Global, to support its new GIGAWorld initiative to bring Gigabit broadband
Apr-17	Cyient collaborates with Amdocs to implement GIS services as part of Netlink's trust B/OSS project
Jul-17	city' deployments. Under the terms of the agreement, Cyient would also provide Kii with project delivery and implementation services.
Sep-17	Cyient, through its step down subsidiary Cyient Defence Services Inc, US signs definitive agreement to acquire 100% equity ownership in B&F Design Inc, US. Enterprise value for the acquisition is \$5 million. B&F Design had CY15 & CY16 revenue of US\$ 7.8 million and US\$ 8.5 million, respectively, with ~47 employees. This engagement would strengthen the company's capabilities in aerospace and defence vertical (~35-40% of revenues)
Sep-17	Cyient signs definitive agreement to sell its entire stake of 49% in Infotech Aerospace Services Inc (IASI) to United Technologies Corporation. IASI contributed ₹ 11.8 crore to Cyient PAT in FY17. The company will receive US\$1.8 million (post additional dividend disbursement of US\$9.1 million from cash reserves) from transaction
Apr-18	Cyient enters joint venture with Israel-based BlueBird Aero Systems to offer field-proven unmanned aerial vehicle (UAV) systems to Indian defence, paramilitary, security, and police forces. The joint venture, named Cyient Solutions & Systems would manufacture, assemble, integrate, and test advanced UAV systems by leveraging Bluebird's technology and manufacturing know-how

Source: Company, ICICIdirect Research

Top 10 Shareholders

Rank	Name	Latest Filing Date	% O/S	Position (m)	Change (m)
1	Vineyard Point Software Pvt. Ltd.	31-Dec-17	10.0%	11.3	0.0
2	Amansa Capital Pte Ltd.	31-Dec-17	6.4%	7.2	0.0
3	First State Investments (Singapore)	31-Dec-17	6.1%	6.8	0.0
4	Aditya Birla Sun Life AMC Limited	28-Feb-18	5.6%	6.3	0.0
5	Reliance Nippon Life Asset Management Limited	31-Dec-17	5.6%	6.3	5.0
6	Infocad Enterprises Pvt. Ltd.	31-Dec-17	5.0%	5.6	0.0
7	Franklin Templeton Asset Management (India) Pvt. Ltd	31-Dec-17	4.9%	5.5	0.1
8	Stewart Investors	31-Dec-17	4.3%	4.9	0.1
9	ICICI Prudential Life Insurance Company Ltd.	31-Dec-17	4.2%	4.7	0.0
10	T. Rowe Price International (UK) Ltd.	31-Dec-17	3.9%	4.3	0.0

Source: Reuters, ICICIdirect Research

Shareholding Pattern

(in %)	Jun-17	Sep-17	Dec-17
Promoter	22.18	22.18	22.18
Public	77.82	77.82	77.82
Others	--	--	--
Total	100.00	100.00	100.00

Recent Activity

Buys			Sells		
Investor name	Value	Shares	Investor name	Value	Shares
Reliance Nippon Life Asset Management Limited	46.0m	5.0m	Seafarer Capital Partners, LLC	-3.0m	-0.3m
Fidelity Institutional Asset Management	18.2m	2.0m	ICICI Prudential Life Insurance Company Ltd.	-0.1m	-0.0m
Goldman Sachs Asset Management International	16.5m	1.6m	Nordea Funds Oy	-0.1m	-0.0m
Norges Bank Investment Management (NBIM)	12.4m	1.4m	Standard Life Investments Ltd.	-0.0m	-0.0m
William Blair Investment Management, LLC	3.3m	0.3m	WisdomTree Asset Management, Inc.	-0.0m	-0.0m

Source: Reuters, ICICIdirect Research

Financial summary

Profit and loss statement		₹ Crore			
	FY17	FY18E	FY19E	FY20E	
Total Revenues	3,607	3,918	4,467	5,012	
Growth (%)	16.5	8.6	14.0	12.2	
COGS	2,365	2,539	2,868	3,207	
Other expenditure	757	830	974	1,077	
EBITDA	485	549	625	727	
Growth (%)	14.1	13.3	13.8	16.2	
Depreciation	95	105	112	120	
Other Income	87	144	107	131	
Interest	19	23	20	20	
PBT before Exceptional Items	458	565	601	718	
Growth (%)	8.5	23.3	6.4	19.4	
Tax	105	138	144	165	
PAT before Exceptional Items	301	370	452	548	
Exceptional items	(26)	(29)	-	-	
PAT before MI	327	398	452	548	
Minority Int & Pft. from associates	17	7	2	2	
PAT	344	405	455	550	
Growth (%)	5.4	17.8	12.2	21.0	
EPS	30.5	36.0	40.4	48.9	
EPS (Growth %)	5.4	17.8	12.2	21.0	

Source: Company, ICICIdirect Research

Balance sheet		₹ Crore			
	FY17	FY18E	FY19E	FY20E	
Liabilities					
Equity	56	56	56	56	
Reserves & Surplus	2,061	2,308	2,579	2,945	
Networth	2,117	2,364	2,635	3,001	
Minority Interest	3	5	7	10	
Borrowings	165	165	165	165	
Long term Liabilities & provisions	138	138	138	138	
Source of funds	2,423	2,673	2,945	3,314	
Assets					
Net fixed assets	302	314	336	366	
Net intangible assets	139	156	156	156	
CWIP	9	9	9	9	
Goodwill	328	328	328	328	
Other non current assets	184	184	184	184	
Non current Investments	103	108	108	108	
Inventories	94	102	116	150	
Debtors	650	656	833	838	
Cash & Cash equivalents	878	1,426	1,358	1,921	
Other current assets	450	427	462	497	
Trade payables	402	686	555	837	
Current liabilities	288	273	290	306	
Provisions	24	78	100	100	
Application of funds	2,423	2,673	2,945	3,314	

Source: Company, ICICIdirect Research

Cash flow statement		₹ Crore			
	FY17	FY18E	FY19E	FY20E	
PBT	432	565	601	718	
Depreciation	95	105	112	120	
WC changes	37	333	(319)	225	
Other non cash adju.	(44)	(162)	(87)	(111)	
Income taxes pd.	(100)	(138)	(144)	(165)	
CF from operations	420	703	162	786	
Other Investments	(77)	144	107	107	
Acq. Of business	-	-	-	-	
(Purchase)/Sale of Fixed Assets	(104)	(117)	(134)	(134)	
CF from investing Activities	(180)	26	(26)	(19)	
Inc / (Dec) in Equity Capital	2	-	-	-	
Change in debt funds	(20)	(23)	(20)	(20)	
Dividend & DDT	(75)	(158)	(184)	(184)	
CF from Financial Activities	(93)	(181)	(204)	(204)	
Exchange rate differences	28	-	-	-	
Opening cash balance	683	878	1,426	1,358	
Cash as margins/associates	21	-	-	-	
Cash c/f to balance sheet	878	1,426	1,358	1,921	

Source: Company, ICICIdirect Research

Key ratios		FY17			
		FY17	FY18E	FY19E	FY20E
Per share data (₹)					
Adjusted EPS (Diluted)		30.5	36.0	40.4	48.9
Cash per Share		78.0	126.6	120.6	170.6
BV per share		188.0	209.9	233.9	266.4
DPS		10.5	12.0	14.0	14.0
Operating Ratios (%)					
EBITDA Margin		13.4	14.0	14.0	14.5
PAT Margin		9.5	10.3	10.2	11.0
Debtor days		66	61	68	61
Creditor days		41	64	45	61
Return Ratios (%)					
RoE		16.2	17.1	17.3	18.3
RoCE		19.7	22.0	21.1	22.3
RoIC		38.1	61.3	48.2	69.6
Valuation Ratios (x)					
P/E		23.0	19.5	17.4	14.4
EV / EBITDA		14.6	11.9	10.6	8.3
EV / Net Sales		2.0	1.7	1.5	1.2
Market Cap / Sales		2.2	2.0	1.8	1.6
Price to Book Value		3.7	3.3	3.0	2.6
Solvency Ratios					
Debt/EBITDA		0.3	0.3	0.3	0.2
Debt / Equity		0.1	0.1	0.1	0.1
Current Ratio		1.7	1.1	1.5	1.2
Quick Ratio		1.5	1.0	1.4	1.1

Source: Company, ICICIdirect Research

ICICIdirect.com coverage universe (IT)

Sector / Company	CMP			M Cap (₹ Cr)	EPS (₹)			P/E (x)			EV/EBITDA (x)			RoCE (%)			RoE(%)		
	(₹)	TP(₹)	Rating		FY17	FY18E	FY19E	FY17	FY18E	FY19E	FY17	FY18E	FY19E	FY17	FY18E	FY19E	FY17	FY18E	FY19E
Cyient (INFENT)	702	780	Buy	7,904	30.5	36.0	40.4	23.0	19.5	17.4	14.6	11.9	10.6	19.7	22.0	21.1	16.2	17.1	17.3
Eclerx (ECLSER)	1,270	1,220	Sell	5,236	86.4	73.9	79.7	14.7	17.2	15.9	9.9	11.9	11.0	34.5	26.9	26.5	29.1	21.4	21.1
Firstsource (FIRSOU)	58	50	Buy	4,052	4.1	4.5	4.7	14.2	12.7	12.3	10.9	10.0	8.7	11.7	11.8	12.6	13.8	13.3	12.1
HCL Tech (HCLTEC)	1,005	1,000	Hold	141,876	60.0	61.9	65.7	16.8	16.2	15.3	13.6	12.0	10.3	29.0	28.9	28.2	25.3	25.0	23.3
Infosys (INFTEC)	1,125	1,110	Hold	257,121	62.8	73.8	67.6	17.9	15.2	16.6	12.3	12.5	11.6	28.8	33.3	31.3	20.8	26.4	22.2
KPIT Tech (KPISYS)	231	200	Hold	4,596	10.6	12.1	13.6	21.7	19.1	16.9	12.8	12.0	10.3	14.5	15.8	16.4	15.1	13.6	13.6
Mindtree (MINCON)	890	830	Hold	14,945	24.9	34.3	39.5	35.7	26.0	22.5	20.2	19.1	13.9	21.2	27.7	28.7	16.2	21.8	21.4
NIIT Technologies (NIITEC)	921	775	Hold	3,300	40.8	44.8	52.2	20.6	20.5	17.7	5.3	4.8	3.7	29.8	31.5	36.4	14.8	14.6	15.0
Persistent (PSYS)	683	780	Buy	5,463	37.6	47.9	38.8	16.9	16.4	13.7	9.9	9.0	7.1	20.7	19.4	21.4	15.9	14.6	16.0
TCS (TCS)	3,378	3,260	Hold	661,649	133.4	135.5	145.5	25.3	24.9	23.2	19.1	18.9	16.6	38.0	38.3	35.2	29.8	29.9	27.3
Tech Mahindra (TECMAH)	666	630	Hold	65,448	31.7	38.4	39.6	21.0	17.3	16.8	14.6	12.9	10.7	19.4	20.0	18.6	17.1	18.1	16.4
Wipro (WIPRO)	287	360	Buy	141,692	17.5	18.6	20.6	16.4	15.4	14.0	10.5	11.7	9.7	16.8	17.4	17.1	16.3	17.4	16.5

Company, ICICIdirect Research

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