

Rating: BUY | CMP: Rs2,013 | TP: Rs2,312

April 15, 2019

Q4FY19 Result Update

☑ Change in Estimates | ☑ Target | ■ Reco

Change in Estimates

	Current		Previous	
	FY20E	FY21E	FY20E	FY21E
Rating	BUY		BUY	
Target Price	2,312		2,265	
Sales (Rs. m)	16,29,720	18,15,691	16,29,574	18,23,441
% Chng.	-	(0.4)	-	-
EBITDA (Rs. m)	4,46,829	4,95,906	4,49,160	5,02,579
% Chng.	(0.5)	(1.3)	-	-
EPS (Rs.)	93.5	102.9	92.0	102.9
% Chng.	1.6	-	-	-

Key Financials

	FY18	FY19	FY20E	FY21E
Sales (Rs. bn)	1,231	1,465	1,630	1,816
EBITDA (Rs. bn)	325	395	447	496
Margin (%)	26.4	27.0	27.4	27.3
PAT (Rs. bn)	258	315	351	386
EPS (Rs.)	67.5	83.9	93.5	102.9
Gr. (%)	1.1	24.4	11.4	10.1
DPS (Rs.)	50.0	30.0	54.0	54.0
Yield (%)	2.5	1.5	2.7	2.7
RoE (%)	29.8	36.1	36.2	34.0
RoCE (%)	35.1	42.8	43.6	41.2
EV/Sales (x)	5.9	4.9	4.3	3.8
EV/EBITDA (x)	22.4	18.0	15.7	13.8
PE (x)	29.8	24.0	21.5	19.6
P/BV (x)	9.1	8.4	7.2	6.2

Key Data

TCS.BO | TCS IN

52-W High / Low	Rs.2,276 / Rs.1,504	
Sensex / Nifty	38,767 / 11,643	
Market Cap	Rs.7,554bn/ \$ 1,09,198m	
Shares Outstanding	3,752m	
3M Avg. Daily Value	Rs.12587.29m	

Shareholding Pattern (%)

Promoter's	72.05
Foreign	15.80
Domestic Institution	7.68
Public & Others	4.47
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	-	4.9	28.3
Relative	(3.1)	(6.0)	12.8

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Raising the bar for its peers

TCS posted a strong results beating consensus estimates on revenues & margins. Improved deal wins, stronger exit rate, broad based growth, robust pipeline & stable pricing environment will help TCS to deliver double digit growth in FY20E. Strong growth in major verticals (BFSI, Retail) & major geographies (US, Europe) gives us more confidence about TCS execution & pricing power. We reiterate TCS as our top pick in tier-1 IT sector since it's likely to gain more market share using its specific core strengths viz. lowest cost/attrition, large agile workforce, early investments in building digital capabilities & strong execution. TCS's valuation premium is justified given its solid & predictable earnings track record. We have raised our EPS estimates by 2.6%/2.9% of FY20E/21E to factor robust revenue growth & stable margin performance. Our revised TP stands at Rs.2312 (earlier: Rs.2265) valued at 22.5x Mar-21 multiple. Maintain Buy.

- Strong revenue acceleration with stable margin performance:** TCS posted a USD revenue growth of 2.8% (PLe: 2.3%, Cons: 2.0%) above our & street estimates. CC growth was inline with our estimates of 2.4%, but above street estimates of 1.6%. TCS reported EBIT margin at 25.1% (PLe:25.5%, cons:25.4%) erosion of 52 bps QoQ which includes ~60 bps of margin impact on contribution of USD 31.2 mn to an electoral trust. TCS reported EPS Rs.21.7 (PLe: Rs.21, Cons: Rs.21.3), increase of 2.3% QoQ & 20.2% YoY.
- No signs of macro environment on deal wins:** TCS bagged USD 6.2 bn in TCv in Q4 with steady improvement in deal wins across key verticals/geographies. Despite worsening macro indicators of US/Europe/UK, management guided strong demand environment for this geographies & expects BFSI, Retail to grow further in coming quarters. Digital revenue grew ~5.5% QoQ in CC terms to 31% of revenue. TCS continues to display signs of rising client relevance with a combination of large deal-wins momentum and a rising share of digital. We expect TCS to be a prime beneficiary of the commoditization of digital and AI adoption.
- Robust growth among key verticals:** TCS posted a robust growth in BFSI (11.6% YoY CC), Retail & CPG (9.9% YoY CC), Communication (10% YoY CC) & manufacturing (9.2%YoYCC). BFS & retail accounts to ~50% of the revenues for TCS. Spending trends in US BFSI vertical are strong since last 4 quarters which is reflected via strong growth in BFS (growing more than 6% YoY since last 3 quarters) of TCS. Strong growth momentum in key verticals gives us confidence of double digit growth in FY20E.
- Supply side constraints managed effectively:** TCS has managed to retain margins despite headwinds such as onsite hiring, localization, higher sub-contracting cost. TCS management expects supply side constraints may help Indian IT companies to negotiate better pricing terms with clients. Pipeline for platform deals is strong which will help to maintain pricing and a stable margin performance.

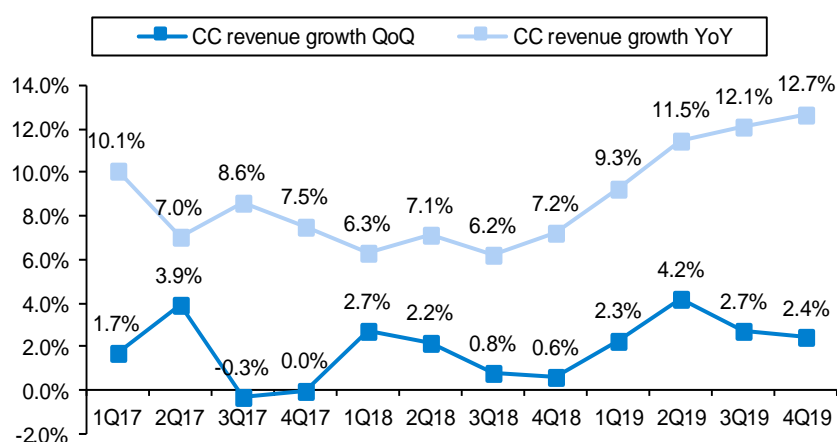
Exhibit 1: Q4FY19 Result Overview (Rs mn)

Y/e March	4Q19	3Q19	QoQ	4Q18	YoY	Ple	Ple vs Act
Revenues (US\$mn)	5,397	5,250	2.8%	4,972	8.5%	5,401	-0.1%
Revenues	380,100	373,380	1.8%	320,750	18.5%	378,086	0.5%
EBITDA	100,730	100,830	-0.1%	86,520	16.4%	102,386	-1.6%
EBITDA Margin	26.5%	27.0%	-50 bps	27.0%	-47 bps	27%	-58 bps
EBIT	95,370	95,640	-0.3%	81,470	17.1%	96,562	-1.2%
EBIT Margin	25.1%	25.6%	-52 bps	25.4%	-31 bps	25.5%	-45 bps
Adjusted PAT	81,260	81,050	0.3%	69,040	17.7%	80,244	1.3%
EPS (Rs)	21.67	21.17	2.3%	18.04	20.2%	20.96	3.4%

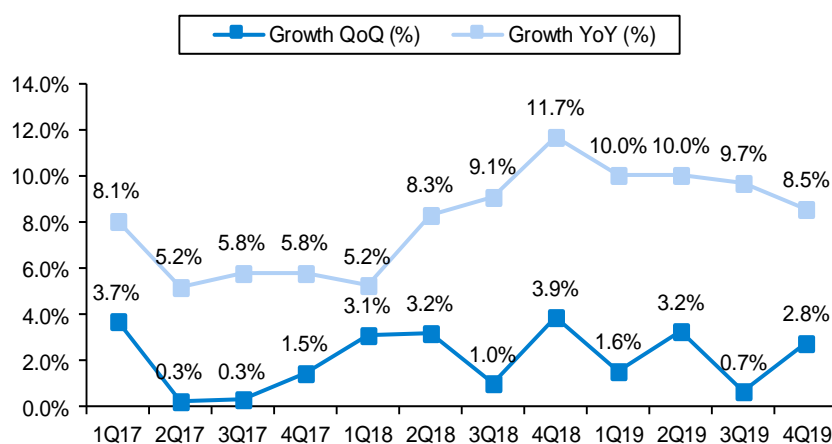
Source: Company, PL

TCS posted strong revenue growth in the quarter, inline with our estimates and beat street expectations.

USD revenue growth continue to grow with strong deal pipeline.

Exhibit 2: Momentum of strong revenue growth continues


Source: Company, PL

Exhibit 3: Sustained revenue performance


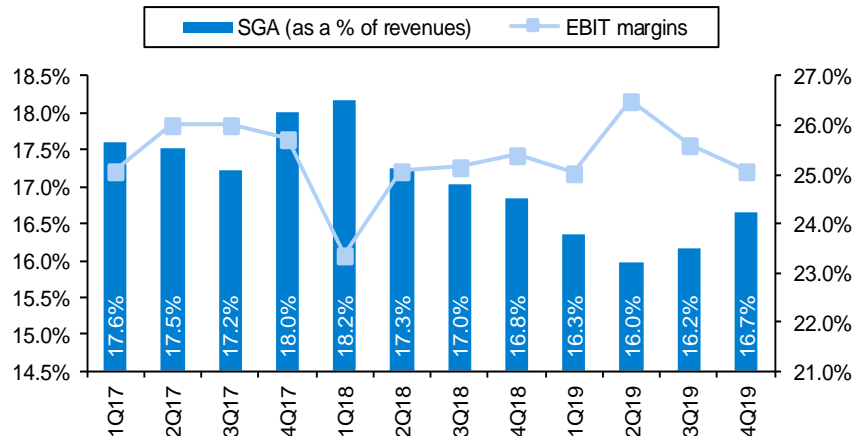
Source: Company, PL

TCS has managed maintain SGA Expenses despite headwinds such as onsite hiring, localization, higher sub-contracting cost.

Higher Sub-contracting cost reflecting headwinds from onsite hiring, localization which are ultimately putting pressure on margins. Despite headwinds TCS has able to maintain margins

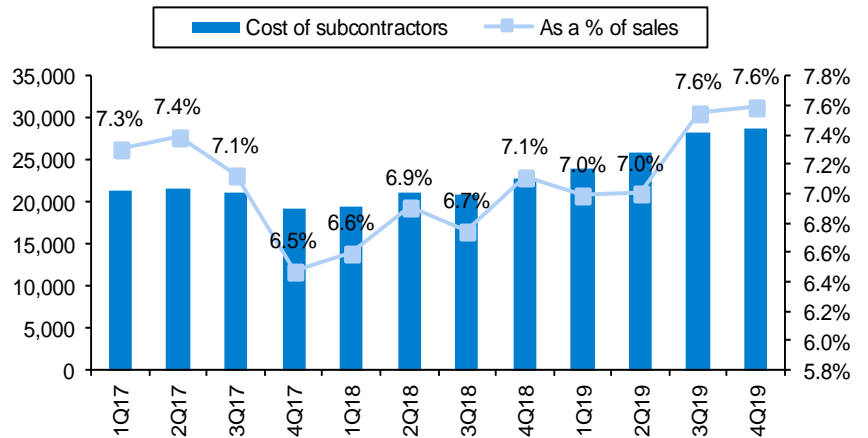
Digital remains the key growth driver for TCS and now accounts to 31% of total revenues. We also note that TCS is having Strong deal pipeline mainly driven by digital

Exhibit 4: Margins improved with falling SGA Expenses



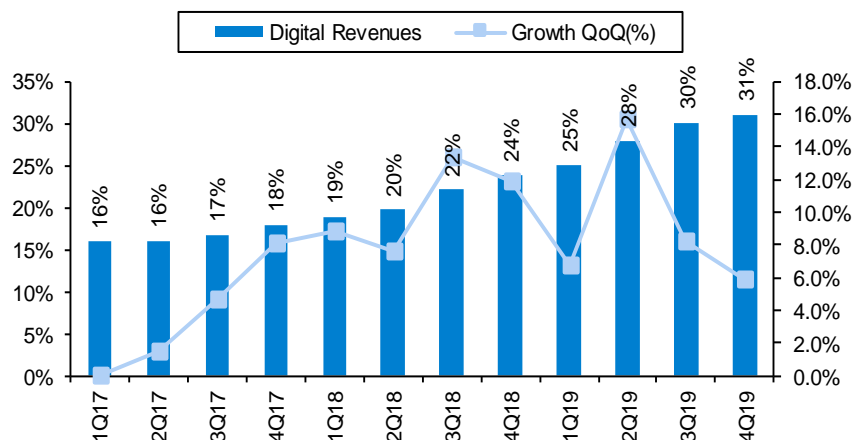
Source: Company, PL

Exhibit 5: Sub-Contracting building new normal level



Source: Company, PL

Exhibit 6: Digital growing at decelerating rate



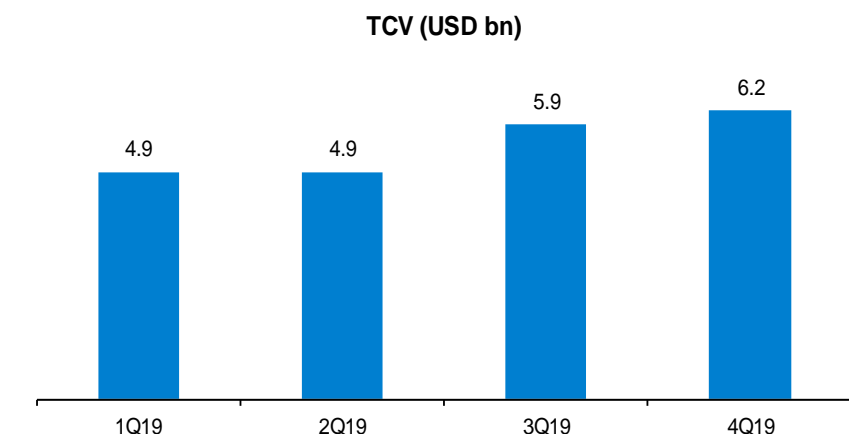
Source: Company, PL

TCS bagged USD 6.2 bn in TCV in Q4 with steady improvement in deal wins across key verticals/geographies.

Lower attrition rate turning out to be big positive for TCS. Company does not see any major challenge as of now and expect this to continue at same levels despite supply crunch.

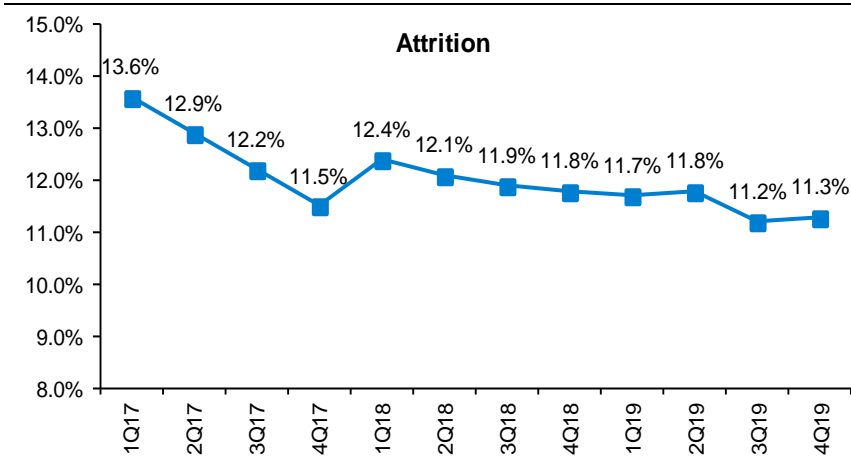
Growth in BFSI continues to remain strong reflects stable demand environment despite macro uncertainties. Spending trends in US BFSI vertical are strong since last 4 quarters which is reflected via strong growth in BFS

Exhibit 7: Strong TCV Deal Pipeline



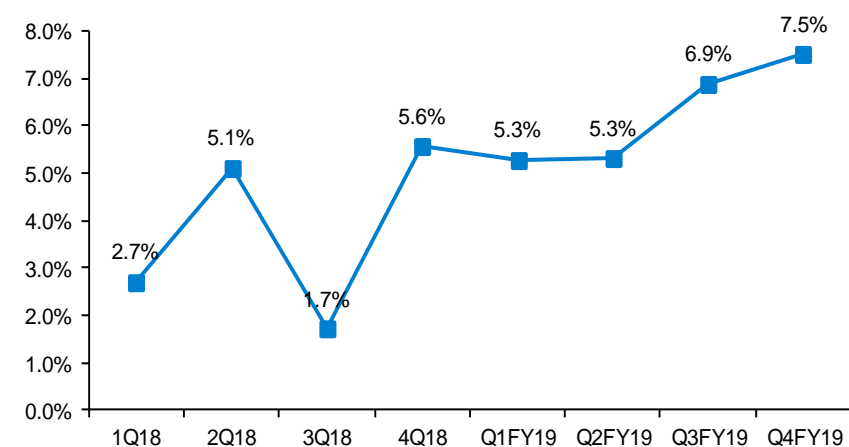
Source: Company, PL

Exhibit 8: TCS continues to maintain lower attrition rate in Industry



Source: Company, PL

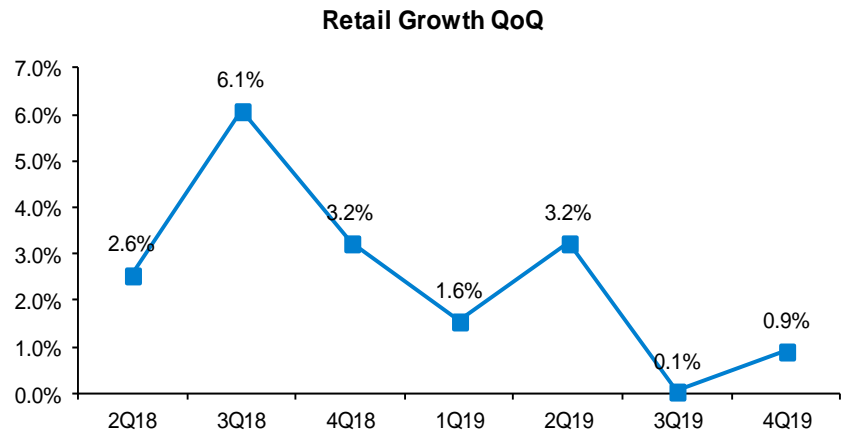
Exhibit 9: BFSI continues to maintain strong growth momentum (YoY Growth)



Source: Company, PL

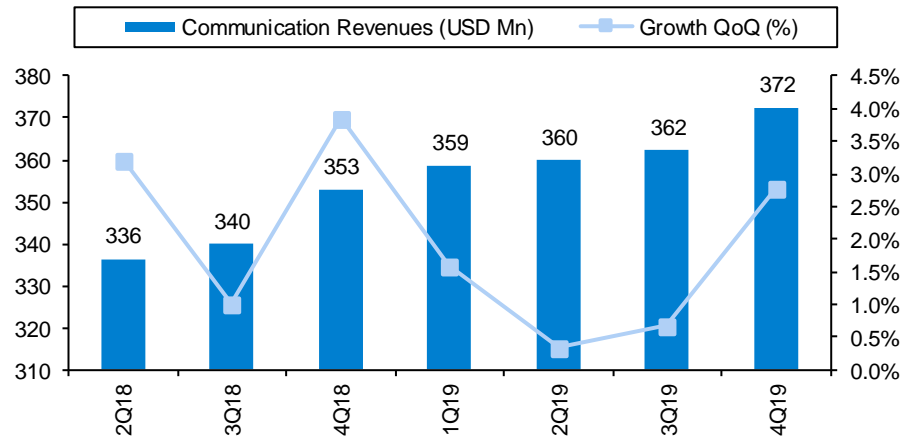
TCS looks very confident on Retail vertical with medium term perspective and cited that online transformation of business is driving growth in this vertical

Exhibit 10: Retail vertical on track of gaining growth momentum



Source: Company, PL

Exhibit 11: Communication vertical showing good recovery



Source: Company, PL

Conference Call Highlights

Growth & Deal Signings

- Deal closure: Very strong TCV deal won during the quarter of USD6.2bn mainly driven by digital.
- Transformational deals are won through broader & deeper engagement during the quarter.
- Key Drivers for growth to customers: Innovative spending, Agile and Machine First delivery model.
- **Supply Constraints:** VISA Regime- certain challenges with denial rates but management believes that it is in good position to meetup with challenges.
- TCS Bancs recorded 18 new wins and 29 go-lives in FY19
- Ignio manages over 1.5 bn technology resources autonomously for over 90 clients
- Overall pricing environment remains stable.

Lowest attrition:

- Not see posing major challenge as of now and will continue to be at same levels despite supply crunch

BFSI commentary:

- BFSI vertical performed well.
- BFSI is net outcome of multi decadal investment
- Capital markets is quite volatile and is impacted fastest by macro conditions.
- Insurance has seen widespread demand
- BFSI vertical has focussed team to participate in growth opportunity.
- European geography in BFSI continues to do well.

Retail:

- Growth is outcome of multi decadal investment
- On Medium term perspective very positive on Retail vertical
- Online transformation of business is driving growth in this vertical.

UK:

- Delivered good growth despite macro concerns and slowdown
- One-two large European bank are going through volatility. Overall European region performing well.
- Management cited that positioning in Europe is much stronger than US.

Digital:

- Digital continues to remain the key growth driver. Digital is becoming the key across industries for growth.
- Digital has totally transformed the development, distribution and consumption in media space and is driving growth in this vertical

Talent development:

52 mn learning hours clocked in FY19; 311K+ employees have been digitally trained in FY19; 348K+ employees trained on Agile.

Valuations

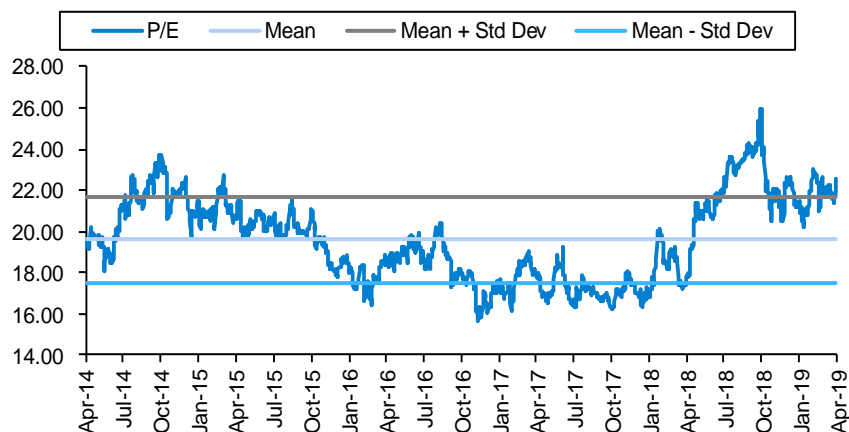
We believe that valuation multiple is linked to USD revenue growth & margin performance and hence improvement in the same for TCS holds potential to drive further re-rating. If we compare TCS with peers such as ACN and CTSH, which command forward multiples of 20-21x, TCS, with its organic-dependent growth, too can command the same or more, which is also in line with its long period average. We have raised our EPS estimates by 2.6%/2.9% of FY20E/21E to factor robust revenue growth & stable margin performance. Our revised TP stands at Rs.2312 (earlier: Rs.2265) valued at 22.5x Mar-21 multiple. Maintain Buy.

Exhibit 12: Change in Estimates

Y/e March	FY20E	FY21E
USD revenues (US\$ m)		
- New	23,117	25,573
- Old	23,031	25,327
Change (%)	0.4%	1.0%
EBIT Margin		
- New	25.9%	25.8%
- Old	26.0%	26.0%
Recurring EPS - Fully diluted (Rs)		
- New	93.5	102.9
- Old	91.1	100.0
Change (%)	2.6%	2.9%

Source: PL

Exhibit 13: One year forward PE chart of TCS



Source: Bloomberg, Company, PL

Exhibit 14: Geography-wise revenues

(US\$ m)	4Q19	3Q19	QoQ	4Q18	YoY
America	2,844	2,793	1.8%	2,595	9.6%
North America	2,736	2,688	1.8%	2,496	9.6%
Ibero America	108	105	2.8%	99	8.5%
Europe	1,619	1,554	4.2%	1,462	10.8%
UK	858	814	5.5%	756	13.5%
Continental Europe	761	740	2.8%	706	7.8%
India	313	299	4.6%	308	1.5%
Asia Pacific	513	494	3.9%	482	6.3%
MEA	108	110	-2.1%	124	-13.2%
% of Total					
America	52.7%	53.2%	-50 bps	52.2%	50 bps
North America	50.7%	51.2%	-50 bps	50.2%	50 bps
Ibero America	2.0%	2.0%	0 bps	2.0%	0 bps
Europe	30.0%	29.6%	40 bps	29.4%	60 bps
UK	15.9%	15.5%	40 bps	15.2%	70 bps
Continental Europe	14.1%	14.1%	0 bps	14.2%	-10 bps
India	5.8%	5.7%	10 bps	6.2%	-40 bps
Asia Pacific	9.5%	9.4%	10 bps	9.7%	-20 bps
MEA	2.0%	2.1%	-10 bps	2.5%	-50 bps

Source: Company, PL

Exhibit 15: Vertical-wise revenues

(US\$ m)	4Q19	3Q19	QoQ	4Q18	YoY
BFSI	1,662	1,617	2.8%	1,546	7.5%
Retail & CPG	874	866	0.9%	825	5.9%
Comm & media	372	362	2.8%	353	5.5%
Mfg	389	378	2.8%	368	5.6%
Life Sc & Healthcare	416	399	4.2%	358	16.1%
E&U	248	247	0.6%	239	4.0%
Tech Services	399	399	0.1%	388	3.0%
Regional Markets & Others	1,036	982	5.5%	895	15.8%
Total	5,397	5,250	2.8%	4,972	8.5%
% of Total					
BFSI	30.8%	30.8%	0 bps	31.1%	-30 bps
Retail & CPG	16.2%	16.5%	-30 bps	16.6%	-40 bps
Comm & media	6.9%	6.9%	0 bps	7.1%	-20 bps
Mfg	7.2%	7.2%	0 bps	7.4%	-20 bps
Life Sc & Healthcare	7.7%	7.6%	10 bps	7.2%	50 bps
E&U	4.6%	4.7%	-10 bps	4.8%	-20 bps
Travel & Hospitality	0.0%	0.0%	0 bps	0.0%	0 bps
Tech Services	7.4%	7.6%	-20 bps	7.8%	-40 bps
Regional Markets & Others	19.2%	18.7%	50 bps	18.0%	120 bps
Digital Revenue	31.0%	30.1%	90 bps	23.8%	720 bps

Source: Company, PL

Exhibit 16: Client Metrics

	4Q19	3Q19	QoQ	4Q18	YoY
US\$ 1mn clients	1,008	996	1.2%	963	4.7%
US\$ 5mn clients	532	519	2.5%	493	7.9%
US\$ 10mn clients	371	370	0.3%	350	6.0%
US\$ 20mn clients	215	211	1.9%	207	3.9%
US\$ 50mn clients	99	99	0.0%	97	2.1%
US\$ 100mn clients	44	45	-2.2%	38	15.8%

Source: Company, PL

Exhibit 17: Headcount Metrics

	4Q19	3Q19	QoQ	4Q18	YoY
Headcount	424,285	417,929	1.5%	394,998	7.4%
Net Addition (Consolidated)	6,356	6,827	-6.9%	4,118	54.3%
Overall Attrition	11.3%	11.2%	10 bps	11.8%	-50 bps

Source: Company, PL

Financials

Income Statement (Rs m)

Y/e Mar	FY18	FY19	FY20E	FY21E
Net Revenues	12,31,040	14,64,630	16,29,720	18,15,691
YoY gr. (%)	4.4	19.0	11.3	11.4
Employee Cost	6,97,520	8,35,090	9,04,494	10,08,625
Gross Profit	5,33,520	6,29,540	7,25,225	8,07,066
Margin (%)	43.3	43.0	44.5	44.4
SG&A Expenses	-	-	-	-
Other Expenses	-	-	-	-
EBITDA	3,24,790	3,95,050	4,46,829	4,95,906
YoY gr. (%)	0.5	21.6	13.1	11.0
Margin (%)	26.4	27.0	27.4	27.3
Depreciation and Amortization	19,770	20,550	24,725	28,233
EBIT	3,05,020	3,74,500	4,22,104	4,67,673
Margin (%)	24.8	25.6	25.9	25.8
Net Interest	-	-	-	-
Other Income	35,900	41,130	42,042	44,022
Profit Before Tax	3,40,920	4,15,630	4,64,146	5,11,695
Margin (%)	27.7	28.4	28.5	28.2
Total Tax	82,120	1,00,010	1,12,884	1,25,440
Effective tax rate (%)	24.1	24.1	24.3	24.5
Profit after tax	2,58,800	3,15,620	3,51,262	3,86,255
Minority interest	540	900	640	300
Share Profit from Associate	-	-	-	-
Adjusted PAT	2,58,260	3,14,720	3,50,622	3,85,955
YoY gr. (%)	(1.8)	21.9	11.4	10.1
Margin (%)	21.0	21.5	21.5	21.3
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	2,58,260	3,14,720	3,50,622	3,85,955
YoY gr. (%)	(1.8)	21.9	11.4	10.1
Margin (%)	21.0	21.5	21.5	21.3
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	2,58,260	3,14,720	3,50,622	3,85,955
Equity Shares O/s (m)	3,828	3,750	3,750	3,750
EPS (Rs)	67.5	83.9	93.5	102.9

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY18	FY19	FY20E	FY21E
Non-Current Assets				
Gross Block	1,54,960	1,56,630	1,91,030	2,08,250
Tangibles	1,16,000	1,16,500	1,50,900	1,68,120
Intangibles	38,960	40,130	40,130	40,130
Acc: Dep / Amortization	-	-	-	-
Tangibles	-	-	-	-
Intangibles	-	-	-	-
Net fixed assets	1,54,960	1,56,630	1,91,030	2,08,250
Tangibles	1,16,000	1,16,500	1,50,900	1,68,120
Intangibles	38,960	40,130	40,130	40,130
Capital Work In Progress	-	-	-	-
Goodwill	-	-	-	-
Non-Current Investments	3,010	2,390	2,390	2,390
Net Deferred tax assets	-	-	-	-
Other Non-Current Assets	92,750	69,100	69,100	69,100
Current Assets				
Investments	-	-	-	-
Inventories	-	-	-	-
Trade receivables	3,16,290	3,25,030	4,10,689	4,57,554
Cash & Bank Balance	4,28,680	4,19,390	5,50,178	6,86,286
Other Current Assets	67,270	1,76,890	65,189	72,628
Total Assets	10,62,960	11,49,430	12,88,576	14,96,207
Equity				
Equity Share Capital	1,910	3,750	3,750	3,750
Other Equity	8,49,370	8,90,710	10,38,832	12,22,287
Total Network	8,51,280	8,94,460	10,42,582	12,26,037
Non-Current Liabilities				
Long Term borrowings	1,810	-	-	-
Provisions	-	-	-	-
Other non current liabilities	31,590	34,130	34,130	34,130
Current Liabilities				
ST Debt / Current of LT Debt	540	440	-	-
Trade payables	-	-	-	-
Other current liabilities	1,77,740	2,20,400	2,11,864	2,36,040
Total Equity & Liabilities	10,62,960	11,49,430	12,88,576	14,96,207

Source: Company Data, PL Research

Cash Flow (Rs m)

Y/e Mar	FY18	FY19	FY20E	FY21E
PBT	3,40,920	4,15,630	4,64,146	5,11,695
Add. Depreciation	19,770	20,550	24,725	28,233
Add. Interest	-	-	-	-
Less Financial Other Income	35,900	41,130	42,042	44,022
Add. Other	-	-	-	-
Op. profit before WC changes	3,60,690	4,36,180	4,88,871	5,39,928
Net Changes-WC	3,900	(49,510)	17,505	(30,127)
Direct tax	(82,120)	(1,00,010)	(1,12,884)	(1,25,440)
Net cash from Op. activities	2,82,470	2,86,660	3,93,493	3,84,361
Capital expenditures	(19,640)	(22,220)	(59,125)	(45,453)
Interest / Dividend Income	-	-	-	-
Others	430	620	-	-
Net Cash from Inv. activities	(19,210)	(21,600)	(59,125)	(45,453)
Issue of share cap. / premium	(50,880)	1,840	-	-
Debt changes	(540)	(1,910)	(440)	-
Dividend paid	(1,91,406)	(1,12,500)	(2,02,500)	(2,02,500)
Interest paid	-	-	-	-
Others	(48,384)	(1,61,780)	(640)	(300)
Net cash from Fin. activities	(2,91,210)	(2,74,350)	(2,03,580)	(2,02,800)
Net change in cash	(27,950)	(9,290)	1,30,788	1,36,108
Free Cash Flow	2,62,830	2,64,440	3,34,368	3,38,908

Source: Company Data, PL Research

Key Financial Metrics

Y/e Mar	FY18	FY19	FY20E	FY21E
Per Share(Rs)				
EPS	67.5	83.9	93.5	102.9
CEPS	72.6	89.4	100.1	110.5
BVPS	222.4	238.5	278.0	326.9
FCF	68.7	70.5	89.2	90.4
DPS	50.0	30.0	54.0	54.0
Return Ratio(%)				
RoCE	35.1	42.8	43.6	41.2
ROIC	30.3	36.3	35.8	33.4
RoE	29.8	36.1	36.2	34.0
Balance Sheet				
Net Debt : Equity (x)	(0.5)	(0.5)	(0.5)	(0.6)
Debtor (Days)	94	81	92	92
Valuation(x)				
PER	29.8	24.0	21.5	19.6
P/B	9.1	8.4	7.2	6.2
P/CEPS	27.7	22.5	20.1	18.2
EV/EBITDA	22.4	18.0	15.7	13.8
EV/Sales	5.9	4.9	4.3	3.8
Dividend Yield (%)	2.5	1.5	2.7	2.7

Source: Company Data, PL Research

Quarterly Financials (Rs m)

Y/e Mar	Q1FY19	Q2FY19	Q3FY19	Q4FY19
Net Revenue	3,42,610	3,68,540	3,73,380	3,80,100
YoY gr. (%)	15.8	20.7	20.8	18.5
Raw Material Expenses	1,96,850	2,07,950	2,13,200	2,17,090
Gross Profit	1,45,760	1,60,590	1,60,180	1,63,010
Margin (%)	42.5	43.6	42.9	42.9
EBITDA	90,710	1,02,780	1,00,830	1,00,730
YoY gr. (%)	4.8	13.3	(1.9)	(0.1)
Margin (%)	26.5	27.9	27.0	26.5
Depreciation / Depletion	4,930	5,070	5,190	5,360
EBIT	85,780	97,710	95,640	95,370
Margin (%)	25.0	26.5	25.6	25.1
Net Interest	-	-	-	-
Other Income	12,080	5,930	11,470	11,650
Profit before Tax	97,860	1,03,640	1,07,110	1,07,020
Margin (%)	28.6	28.1	28.7	28.2
Total Tax	24,240	24,370	25,900	25,500
Effective tax rate (%)	24.8	23.5	24.2	23.8
Profit after Tax	73,620	79,270	81,210	81,520
Minority interest	220	260	160	260
Share Profit from Associates	-	-	-	-
Adjusted PAT	73,400	79,010	81,050	81,260
YoY gr. (%)	23.5	22.6	24.1	17.7
Margin (%)	21.4	21.4	21.7	21.4
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	73,400	79,010	81,050	81,260
YoY gr. (%)	23.5	22.6	24.1	17.7
Margin (%)	21.4	21.4	21.7	21.4
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	73,400	79,010	81,050	81,260
Avg. Shares O/s (m)	3,828	3,828	3,828	3,750
EPS (Rs)	19.2	20.6	21.2	21.7

Source: Company Data, PL Research

Price Chart

Recommendation History



No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	19-Apr-18	Accumulate	3,380	3,191
2	10-Jul-18	Accumulate	2,010	1,874
3	11-Jul-18	Accumulate	2,080	1,875
4	05-Oct-18	Accumulate	2,300	2,065
5	11-Oct-18	Accumulate	2,300	1,980
6	07-Jan-19	Accumulate	2,300	1,898
7	10-Jan-19	Accumulate	2,275	1,889
8	05-Apr-19	BUY	2,265	2,048

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Cyient	Accumulate	621	595
2	HCL Technologies	BUY	1,186	1,093
3	Hexaware Technologies	Reduce	325	360
4	Infosys	Accumulate	808	759
5	L&T Technology Services	Accumulate	1,807	1,609
6	Larsen & Toubro Infotech	BUY	2,032	1,652
7	Mindtree	Reduce	873	947
8	Mphasis	Accumulate	1,090	975
9	NIIT Technologies	BUY	1,539	1,348
10	Persistent Systems	Hold	653	627
11	Redington (India)	BUY	108	98
12	Sonata Software	Accumulate	400	346
13	Tata Consultancy Services	BUY	2,265	2,048
14	TeamLease Services	Hold	3,203	3,031
15	Tech Mahindra	BUY	886	777
16	Wipro	Hold	247	262
17	Zensar Technologies	Accumulate	256	231

PL's Recommendation Nomenclature (Absolute Performance)

Buy	: > 15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly

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