

Infosys Analyst Meet 2020: Infosys highlighted that the Enterprise that have invested early in Digital infrastructure have been better able to connect with their end customers, employees and suppliers; which in turn is driving Acceleration in the Digital Transformation programs. However, the cost efficiency remains the critical driver thus its consistent strategy on scale digital capabilities (with over 200 industry solutions and 15000 cloud assets) and disciplined execution positions Infosys well to continue its superlative growth and margin trajectory.

4 growth drivers: CEO emphasised on its four pronged growth strategy around 1) Digital (47% of rev, and growing at 25%), 2) large deals win (all time high in Q2FY21 at over \$3bn), 3) Account expansion (30 clients with 100mn\$ revenue run rate – scaled 3 more on YoY basis), and 4) New accounts (added 123 logos to take active client count to 1487).

Profitability in good situation: The company believes that its investment phase is now behind and thus can leverage growth and many of its structural drivers hereon. It believes that several of the existing cost reduction factors such as Travel, Visa, Facilities expenses, Professional charges, Brand buildings may only go back to pre-pandemic level in a gradual manner and would continue to provide support in near term (although beyond control). Sustained remote working would lead to more savings in terms of better talent availability, improved productivity and right-shoring; however, would also entail higher spends on Technology, Security and Communication. More importantly, it is working on several other strategic cost levers such as AI & Automation (3000 micro-bots built, over 20,000 FTE repurposed in last 3 years), Onsite mix (down ~200bps on YoY basis), Pyramid, Sub-contracting cost (down 70bps YoY basis) and Operating leverage to drive the profitability potential of the business.

Outlook is encouraging: After completing three years of industry leading performance among Tier I names the company expect the growth momentum to continue and also aspire to improve profitability (H1FY21 OPM at 24.1% now almost at par with FY18 levels) by cutting inefficiencies across the board. The company has also managed to improve FCF generation in H1FY21 at \$1.4bn is up 59% on YoY basis led by improved profitability, improved WC management and lower Capex. This in turn would boost payouts for the year (85% of FCF is committed payout). Thus, the reaffirmation of momentum on Tech-spends culminating into superlative financial outcomes is quite encouraging and supports our positive view on the sector and thus we maintain our Accumulate rating with TP of Rs1270 (valued at 24x on FY23E earnings).

FINANCIALS (Rs Mn)

Particulars	FY19A	FY20A	FY21E	FY22E	FY23E
Revenue	826,760	907,910	986,709	1,104,763	1,229,129
Growth(%)	17.2	9.8	8.7	12.0	11.3
EBITDA	208,920	222,680	263,243	284,343	309,957
OPM(%)	25.3	24.5	26.7	25.7	25.2
PAT	158,690	165,950	182,647	203,644	223,961
Growth(%)	(1.4)	4.6	10.1	11.5	10.0
EPS(Rs.)	36.5	39.1	43.0	47.9	52.7
Growth(%)	(1.5)	7.3	9.8	11.5	10.0
PER(x)	30.8	28.7	26.1	23.4	21.3
ROANW(%)	23.7	25.5	26.8	27.2	26.8
ROACE(%)	24.7	24.8	25.4	25.9	25.7

CMP	Rs 1,123
Target / Upside	Rs 1,270 / 13%
NIFTY	12,749

Script Details

Equity / FV	Rs 21,204mn / Rs 5
Market Cap	Rs 4,760bn
	USD 64bn

52-week High/Low	Rs 1,186/ 509
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Avg. Volume (no)	10,746,400
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Bloom Code	INFO IN
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Price Performance 1M 3M 12M

Absolute (%)	1	18	59
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Rel to NIFTY (%)	(6)	5	51
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Shareholding Pattern

	Mar'20	Jun'20	Sep'20
Promoters	13.2	13.2	13.2
MF/Banks/FIs	24.7	25.4	25.4
FIIIs	48.4	47.8	47.8
Public / Others	13.8	13.6	13.6

Company Relative to SENSEX



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Summary of Analyst Meet Sessions

Chairman Address: Technology trends in the COVID world by Nandan Nilekani

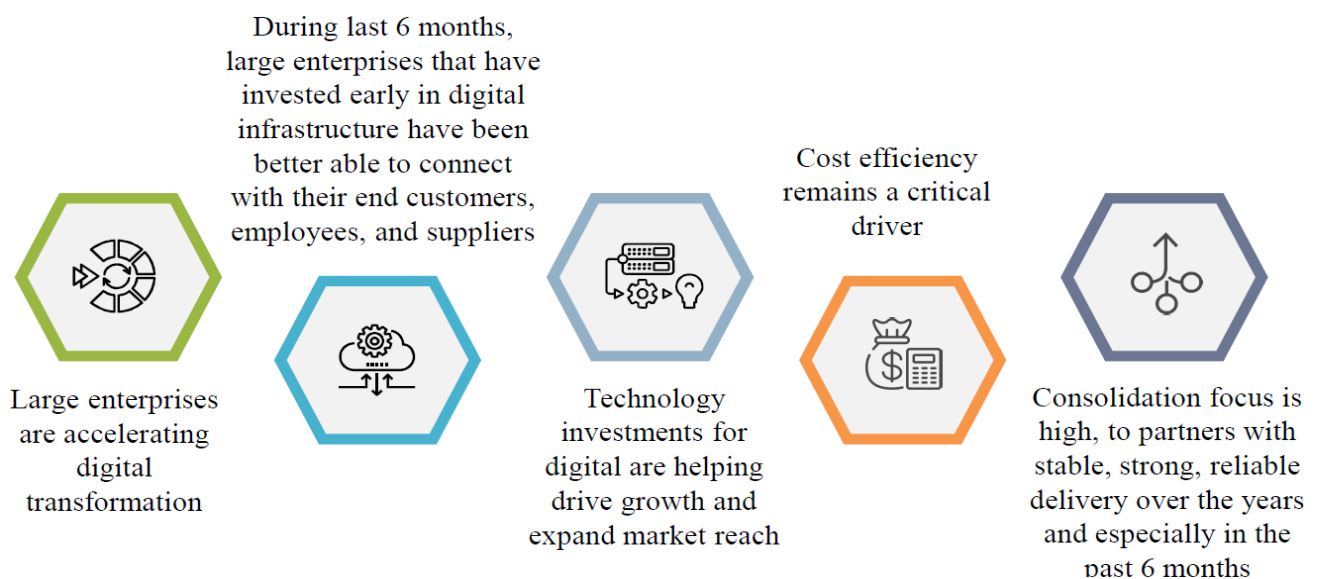
- Nandan Nilekani highlighted the Tech trends since 2006-07 which started from
 - 1) Emergence of Tech leadership from Enterprise which was changed with launch of Apple and Android, leading to consumerization of Tech platforms, which in turn created the first wave of consumerization of apps.
 - 2) Creation of Billion user platforms (FB, GOOGLE, ALIBABA), led to need for highly scalable systems. This led to the wave of increased adoption of open source systems at mass level.
 - 3) Tech giants sharing the computing power with enterprises, led to rise of cloud. Last 2-3 years, people started migrating to cloud (Cloud migration).
 - 4) With cloud and availability of data, the rise of big data, AI and Deep Learning are increased. The usage of AI for Enterprise has started.
 - 5) With increased cyberattacks on cloud and related apps, Enterprises realized the importance of Cyber Security and focus on cybersecurity increased.
 - 6) With usage of Cloud, the migration of non-core apps to cloud and movement of legacy infra to cloud increased.
- The chairmen highlighted that COVID has accelerated the above trends and made companies to realize the need of digitalization and need to be agile.
- Digital Transformation has become the existential choice for many large businesses. Retailers which were already on digital transformation path or had Ecomm footprint did very well versus the ones which didn't have a transformation drive in place or an Ecomm platform. Example shared where many retailers with no Ecomm saw bankruptcies. Infosys can play a key role in transformation exercise and bring value to clients over how the transformation has to be done.
- Nandan highlighted that Infosys was re-innovated by preparation in WFH readiness, New services, galvanizing the sales engine, investing in learning.
- He also highlighted that Infosys now has a very stable team in place and the board is being reconstituted over time. However, strategy execution is not yet done, and is currently ongoing (still in early stages of cloud migration and AI journey is just started). Nandan Nilekani highlighted that he will remain on board until the strategy execution is done.

Consistent strategy, disciplined execution by Salil Parekh

- Salil Parekh highlighted the client journey thru COVID times which showed that most enterprises are driving their own digital journey and those who had invested early on gained massive benefit (in terms of growth and market reach).
- Salil highlighted that cost efficiency is still very critical for clients.
- Enterprise are looking to consolidate with vendors who have a history and good execution with them. Salil expects Infosys to be a key benefiner of the same over coming quarters.
- **Current Strategic Blueprint:** Infosys is following a consistent strategic blueprint
 - 1) Scaling digital Capabilities (Scaling Cloud and IOT)
 - 2) Deepen Automation and AI (re-purposed 20,000 employees over 3 years and introduced 3,000 mini bots in a year)
 - 3) Re-Skilling Employees and
 - 4) Expand Localization (already at good scale and with further commitment to hire 12,000 Americans by 2022 and expand in Mexico and Canada).

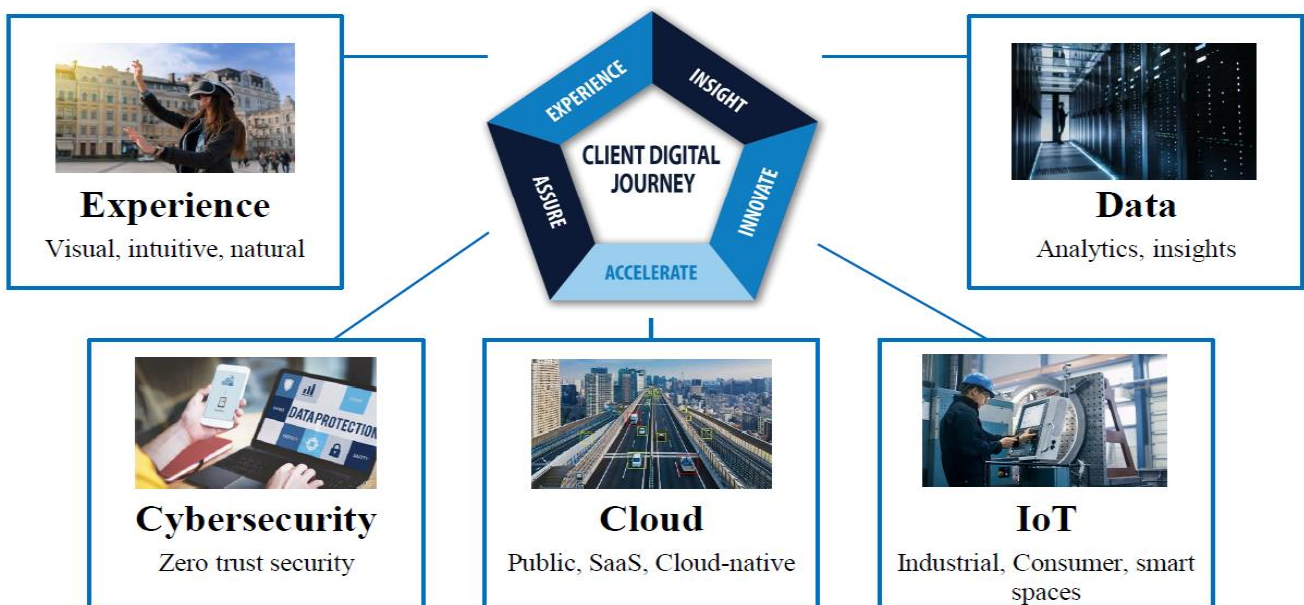
- **Growth Drivers:** 1) Focus on Digital Transformation 2) Getting Large Deals 3) Account Expansion 4) New Accounts
- **Margin Drivers:** 1) Mix of On-shore and Off-Shore 2) Pyramid 3) Automation 4) Sub-Contractors 5) Digital Value. CEO Salil highlighted that Investment phase is done with and all new investments are now funded from P&L. He highlighted that there is an ongoing cost programme and expects attrition to be lower over the company average.
- **Operating Discipline:** 1) Delivery Excellence at all times 2) Attention to business unit performance 3) Focus on cost discipline 4) Focus on cash collection.
- CEO Salil highlighted that Infosys has stable leadership team over the past 3 years. The team is unified, working in an aligned way in a collaborative manner.

Exhibit 1: Client Perspective around Pandemic



Source: DART, Company

Exhibit 2: Scaling Digital Capabilities (Digital Pentagon)

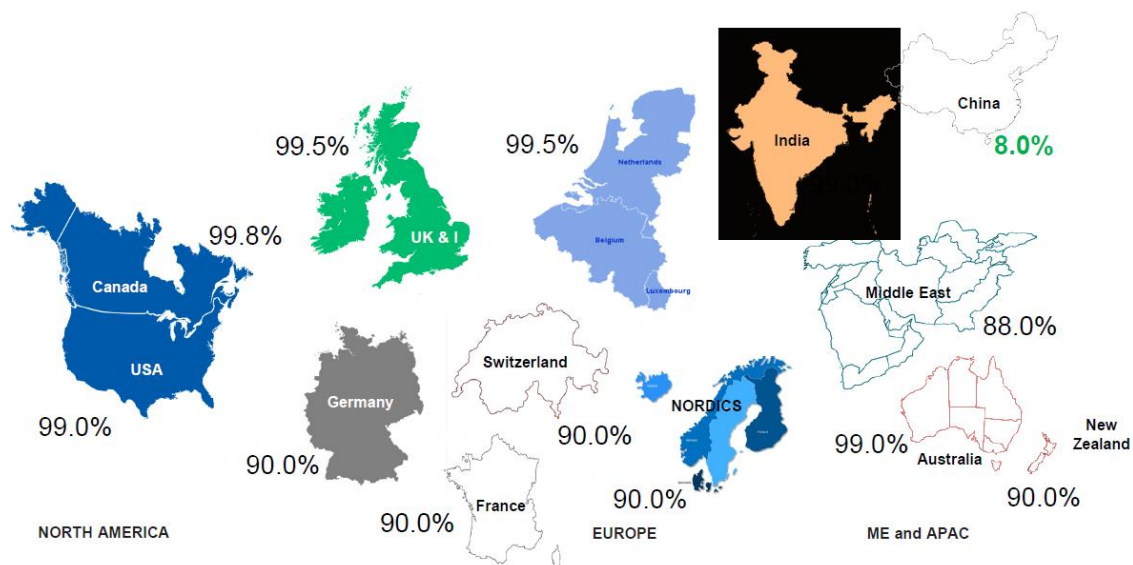


Source: DART, Company

Towards greater operational resilience - Pravin Rao

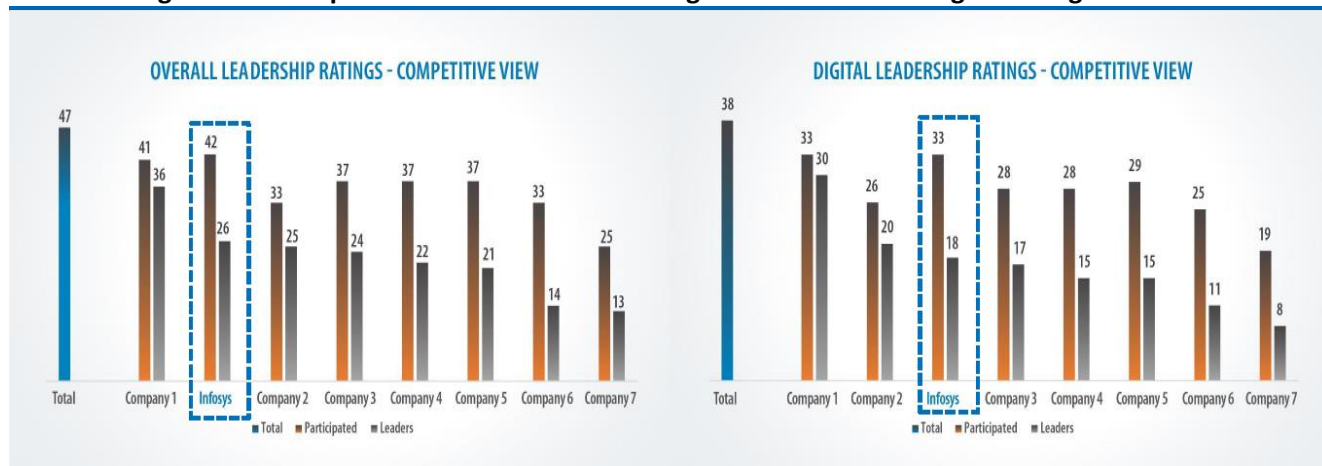
- Infosys had been focusing on some key priorities since COVID-19: 1) Enabling remote and hybrid working, 2) Improving productivity, 3) Increased focus on employee well-being, 4) Continued push on digital capability building, 5) De-risking onsite model with localization.
- **WFH Trend for Infosys:** Continental Europe had started opening up leading to higher WFO figures but 2nd lockdown have an impact on WFH figures.
- Infosys is focusing on significant attention to strengthening information Security layers: 1) Enhanced Enterprise Security Architecture 2) Continuous Vulnerability Management 3) Home Network Security 4) Awareness Programs and Intelligence Platforms 5) 24/7 Security Operations and War rooms. For WFH, Infosys has been secure VPN, Multi-factor login, Encryption, No USB, No admin access, 24*7 monitoring in server and end-point and investments in data protection and data leak protection tools. Infosys is making hot desk features available to employees over app (book any place).
- Infosys is preparing for a hybrid work environment which is expected to move in the flow of 1) Co-location work environment 2) Remote Allowed (working remote for few days) 3) Hybrid Remote (work remote but meet at office at intervals) 4) **Remote First (work remote but office exist) (THIS IS CURRENT STATE)** 5) All Remote (**NEXT STAGE**).
- COO Pravin Rao highlighted that Infosys is focusing on digital capability building. This is done with help of 1) 90% employees are using INFOSCIIONS on Lex Platform. The platform has 270,000 resources and 1,200 courses. The 80% of digital needs are met thru internal re-skilling or hiring adjacent skills and has seen significant number of unique learners spend 40 minutes each day on LEX platform. 2) Infosys TQ: Launched a student platform on skill building for students in 3rd and 4th year. Will get 0.5mn Engineering students certified in 2021.

Exhibit 3: Working from Homes (%)



Source: DART, Company

Exhibit 4: Digital leadership:- Ranked 2nd in overall rating and Ranked 3rd in Digital rating



Source: DART, Company

Exhibit 5: Clients Feedback on transitioning during lockdown

Feedback	Particulars
CIO, Brit Insurance(UK) Ltd	Infosys has been able to continue to provide a full and effective service to Brit Insurance during the Covid 19 lockdown for which we are extremely grateful. The commitment demonstrated by Infosys to its customers during this crisis has been superb and we are extremely grateful for this, Thank you!"
Global Services Markets and Trends, IDC	"Infosys demonstrated resilience by completing its internal repositioning for the COVID 19 crisis in under three weeks. Likewise, Infosys demonstrated agility by recalibrating its risk posture over a much larger threat surface , given that what had been anomalous behavior, pre COVID 19, was now part of the new normal."
CIO, Nationale Nederlanden	It is an amazing achievement that our teams were able to deliver programs and complete all the complex policy migrations, that too 100% virtually , that is a feat in itself. Despite all challenges both NN and Infosys are all facing in these unprecedented times, we are well on track! Big compliments from me to the Infosys team. The Infosys team has gone above and beyond to deliver programs in the conditions that are not straightforward, while demonstrating uncompromising quality and service continuation. I am very happy & grateful for all the effort & professionalism being displayed by team Infosys.
Corporate Vice President, Microsoft	Thank you Sanjay and team Infosys. Your sheer grit and pure spirit to deliver were always your north star until the clocks on June 30th called the day complete. A big thank you to each of you for all you delivered, the lessons learned and the progress we have yet to make in the future.
CIO, BUPA Global	Thank you Team Infosys, for the incredible work done, conducting the transition and moving all applications across Apps and engineering into steady during this period. For sustaining the business with no interruption during the last few weeks. The integrity & professionalism displayed by the teams and ensuring business continuity during this challenging period is commendable. For this I am truly thankful and look forward to greater partnership".

Source: DART, Company

Infosys COBALT - Ravi Kumar S (Deputy COO)

- Infosys is the first System Integrator to launch a Cloud Services Brand called Infosys Cobalt. Infosys Cobalt is a cloud offering – across PaaS, SaaS, IaaS. It is a community-led platform which helps client achieve speed and reduce risk while deploying / migrating to cloud. It has over 200 industry solutions and 15,000 cloud assets.
- 47% of Infosys Revenue is now Digital. Ravi Kumar sees the Enterprise Cloud Opportunity as a \$500Bn market over 3 years as digital journeys are foundationally built on Cloud, 50% of the spend in Digital is Cloud related.
- He highlighted that currently there is a strong potential for new age services and products (like Infosys products or Snowflake) to be built on top of hyper-scaler clouds. Earlier, the reason for cloud was scaling and cost saving and now it is much more than that (like taking non-core services and moving to cloud).
- The Cobalt with help of industry blueprints and combined expertise of Infosys cloud employees helps the clients to select the right hyperscaler / apps/ products.

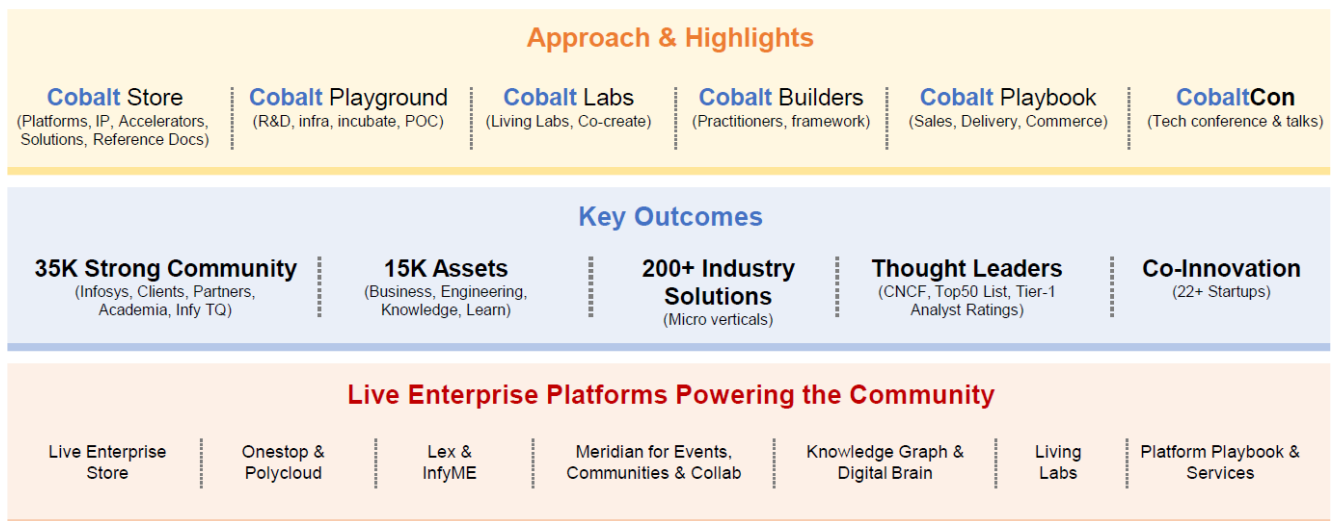
Exhibit 6: Cobalt provides opportunity to Reimagine the Enterprise Value Chain (More Strategic Now)



Source: DART, Company

Exhibit 7: Vision for Cobalt

Build the world's largest enterprise cloud community to drive innovation at scale for Infosys clients



Source: DART, Company

Exhibit 8: Client Case Studies

Case Studies	Particulars
A global F&B leader	A global leader in food and beverages is unlocking real time insights from their data estate migrated to a cloud data warehouse built on Snowflake and Microsoft Azure
A leading packaged food manufacturer	Created a consumerized and modernized user experience for a leading packaged food manufacturer leveraging Infosys ESM Café on Service Now. Completed in 13 Days
A global healthcare provider	Transformed core operations of a global healthcare provider onto an Azure cloud platform enabling faster onboarding of members and entry into new markets
A manufacturing conglomerate	Reimagined the distribution and logistics processes on a Google cloud platform for a manufacturing conglomerate enabling operational efficiencies. Now client is thinking to how to take more products to cloud.
Built Consumer Platform for Enterprise customers	Built an AI first, cloud first customer engagement platform to humanize customer experience, empower agents and drive intelligent operations for enterprises
Public Health and human agencies	Built an automated Infosys Health Insights Platform on AWS for public Health and human agencies that can convert massive data into valuable insights and actionable recommendations

Source: DART, Company

Sales acceleration and Financial Services Digital transformation - Mohit Joshi (President)

- Mohit highlighted that Infosys is following 5 key strategies: 1) Focus Large Deals 2) Sales Force Transformation (Reimagine Processes) 3) Focus on Account Expansion 4) Focus on New Account Openings 5) Sales Enablement (Reimagine Experience). Some of the progress is already on and is showing results as Net New deals won in H1FY21 is more than total FY20 Net New deals.
- Infosys has undertaken some new initiatives like 1) Developing targeted proposition relevant to clients: Cost Takeout, Captive Carve Out, ITaaS and XaaS model, Vendor Consolidation, Digital Transformation.
- Infosys highlighted over 90% offer acceptance on large rebadge deals. Infosys also continued its client focus by regularly communicating with clients to ensure they get clarity over pandemic period over the signed deals.
- Infosys has continued focus on Titan (\$100mn plus) Account Expansion which resulted in increase in \$100mn plus account to 30 (from 27) YoY in Q2FY21. It has also built a special fund for intervention in large client issues (used for buying more resources, etc).

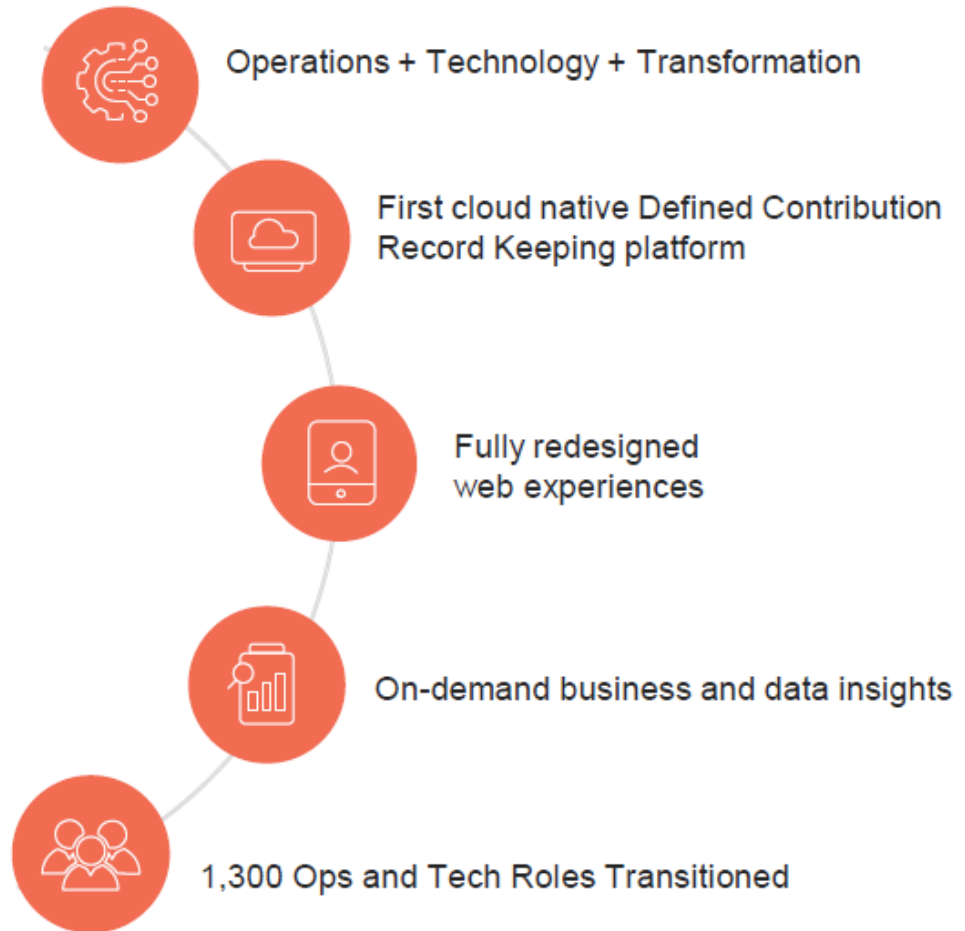
Exhibit 9: Focus on Titan Accounts



Source: Company, DART

- **Vanguard Deal:** Martha King (Chief Client Officer, joined from Vanguard) highlighted that Vanguard deal is a partnership of Operations and Tech. Within the partnership, Vanguard and Infosys are building the first cloud native recording keeping platform for Defined Contribution plans. She also highlighted that 1,300 Ops and Tech Roles Transitioned to Infosys.

Exhibit 10: Vanguard Deal Summary



Source: DART, Company

M&A Enabling transformation, Executing Strategy - Jayesh Sanghrajka (Deputy CFO)

- Jayesh highlighted that Infosys has fixed strategy for:
 - 1) **Having the right M&A Strategy** (built over Strengthen Digital services capabilities, Deepen Vertical Expertise, Expand Geographical footprint).
 - 2) **Identifying the right Targets** (Cultural fit and Vision alignment, Multiply Synergies across the value chain, Valuation, Returns and Cash flows, Tip of the Spear, Beachhead capabilities, Ability to Integrate).
 - 3) **Successful Integration & Capturing Synergies** (Operating Model, GTM Strategy, Value Proposition, Cultural Integration, Organization and change management, Robust governance process incl. oversight by senior leader).
- He also highlighted that Infosys has acquisition built into its' growth strategy and it is absolutely critical and the current focus for acquisition targets is AI, Data Analytics.
- He highlighted that Acquisitions have helped Infosys solve capabilities gap, improve service offerings, indirectly improve wallet share.

Exhibit 11: M&A Strategy Case Study

M&A Strategy	Particulars
Strengthen Digital Services capabilities	Experience: WongDoody, Brilliant Basics, Blue Acorn Accelerate: Simplus, Fluidio (Salesforce), GuideVision (Servicenow)
Deepen Vertical Expertise	Financial Services/Mortgage: Stater JV (mortgage) Healthcare: Kaleidoscope Innovation
Expand Geographical footprint	Singapore: Infosys Compaz JV Japan: HiPUS JV

Source: DART, Company

Accelerating Shareholder Value and ESG 2030- Nilanjan Roy

- Nilanjan Roy highlighted that the Margin improvement over H1FY21 from FY20 (24.1% from 21.3%) was led by a set of Temporary, Semi- Permanent and Permanent Factors. (highlighted below)

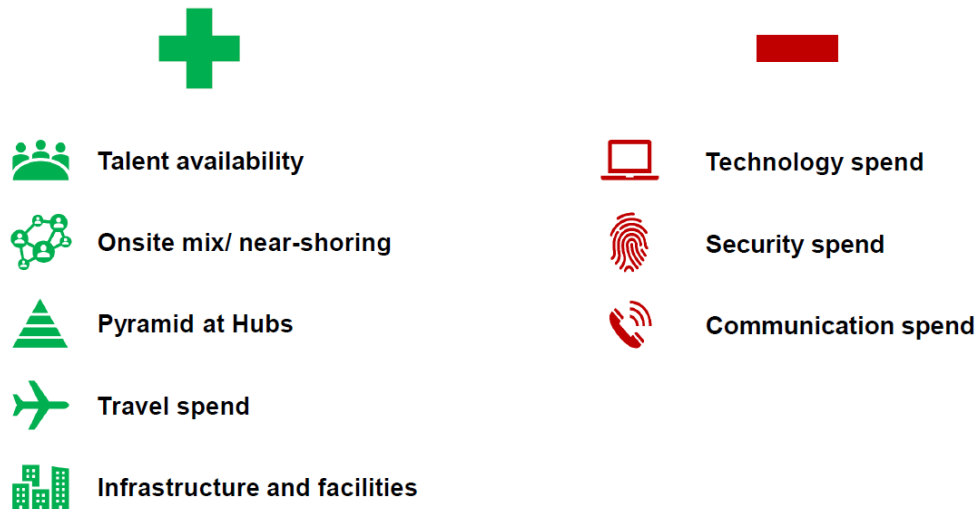
Exhibit 12: Margin Improvement was driven by ...

Cost deferrals	Cost reduction	Strategic cost levers
<ul style="list-style-type: none"> Salary Hikes Promotions Recruitment freeze 	<ul style="list-style-type: none"> Travel & Visa Facilities expenses Professional charges Brand building 	<ul style="list-style-type: none"> AI & Automation Onsite mix Pyramid Subcon cost Operating leverage
▲ Temporary	▲ Semi- Permanent	▲ Permanent

Source: DART, Company

- CFO also highlighted the progress over Strategic cost levers – AI and Automation which focuses on Eliminating non value tasks, Optimize processes to avoid wastage, Automate. Infosys has re-purposed 20,000 employees over 3 years and built 3 micro bots built.
- On the Strategic lever of Onsite Mix and Pyramid, CFO highlighted that onsite pyramid is much cheaper and Infosys has improved onsite and offsite pyramid over last 6 quarter and will continue to improve going forward as well. The onsite % is what Infosys has limited visibility as in where it might end up. Currently it is below the band of 28%-30%.
- Infosys has surpassed target cost optimization of \$150Mn in FY20 and is on track for higher savings in FY21 (cutting inefficiencies).
- On the human resources front, Infosys will invest towards improving gender ratio as remote working provides better flexibilities for women talent base, which in turn can lower down overall talent costs.
- On cost Operations, Infosys has witnessed massive reduction in Travel Cost and still has continued to deliver over \$2Bn quarterly deal wins over video calls.
- Similar to improvement in FCFs in H1FY21 over FY20 (\$1.40Bn over \$2.15Bn). Nilanjan expects continued improvement led by higher margins, Robust Working Capital improvement and Lower Capex.

Exhibit 13: Cost Dynamics –Future Remote Working



Source: DART, Company

- On ESG Front,** Infosys is currently Carbon Neutral and 30 years ahead of Paris Agreements. Achievements: 25Mn sq ft of highest rated (LEED Platinum/ GRIHA 5 star) green buildings, 60 MW of installed solar PV capacity, Super-efficient Buildings with superior energy performance, 44.3% of total electricity across India campuses from renewable sources, 55% reduction in per capita electricity consumption compared to 2008 baseline.

Exhibit 14: ESO Goals: 2030

Environment Vision Serve the preservation of our planet by shaping and sharing technology solutions	Social Vision Serve the development of people by shaping a future with meaningful opportunities for all	Governance Vision Serve the interests of all our stakeholders by leading through our core values
Environment Ambitions <ul style="list-style-type: none"> Climate change <ul style="list-style-type: none"> Carbon neutrality across Scope 1, 2 and 3 emissions Reducing Scope 1 and 2 GHG emissions by 75% Reducing Scope 3 GHG emissions by 30% Engaging clients on climate actions Water <ul style="list-style-type: none"> 100% wastewater recycling Waste <ul style="list-style-type: none"> Zero waste to landfill 	Social Ambitions <ul style="list-style-type: none"> Enabling digital talent at scale <ul style="list-style-type: none"> Digital skills to 10 mn+ (2025) Tech for good <ul style="list-style-type: none"> Empowering 80 mn+ lives via tech for good programs (2025) Diversity and inclusion <ul style="list-style-type: none"> Gender-diverse workforce @45% women Energizing local communities <ul style="list-style-type: none"> 33% work by flexible/remote work options Employee wellness and experience <ul style="list-style-type: none"> Best-in-class employee experience 	Governance Ambitions <ul style="list-style-type: none"> Corporate Governance <ul style="list-style-type: none"> Empowered, diverse and inclusive Board Sustainable supply chains Robust compliance and integrity practices Transparent communications with stakeholders Data privacy <ul style="list-style-type: none"> Leading data privacy standards Information management <ul style="list-style-type: none"> Industry leadership in our information security practices

Source: DART, Company

Profit and Loss Account

(Rs Mn)	FY20A	FY21E	FY22E	FY23E
Revenue	907,910	986,709	1,104,763	1,229,129
Total Expense	714,170	756,826	855,370	954,427
COGS	607,320	650,866	735,503	821,405
Employees Cost	0	0	0	0
Other expenses	106,850	105,960	119,867	133,023
EBIDTA	222,680	263,243	284,343	309,957
Depreciation	28,940	33,360	34,950	35,255
EBIT	193,740	229,883	249,393	274,702
Interest	0	0	0	0
Other Income	26,340	20,290	23,500	25,005
Exc. / E.O. items	0	0	0	0
EBT	220,080	250,173	272,893	299,707
Tax	53,680	66,556	68,769	75,526
RPAT	165,950	182,647	203,644	223,961
Minority Interest	450	970	480	220
Profit/Loss share of associates	0	0	0	0
APAT	165,950	182,647	203,644	223,961

Balance Sheet

(Rs Mn)	FY20A	FY21E	FY22E	FY23E
Sources of Funds				
Equity Capital	21,220	21,204	21,204	21,204
Minority Interest	3,940	4,910	5,390	5,610
Reserves & Surplus	633,280	689,674	766,575	863,534
Net Worth	654,500	710,878	787,779	884,737
Total Debt	46,330	41,954	39,454	38,454
Net Deferred Tax Liability	(7,760)	(8,148)	(8,047)	(8,673)
Total Capital Employed	697,010	749,594	824,576	920,128

Applications of Funds

Net Block	247,430	258,844	261,894	257,439
CWIP	0	0	0	0
Investments	48,740	49,109	49,495	49,739
Current Assets, Loans & Advances	614,070	667,863	761,596	882,365
Inventories	0	0	0	0
Receivables	184,870	194,638	211,872	232,356
Cash and Bank Balances	186,490	219,368	281,368	366,903
Loans and Advances	2,390	2,510	2,635	2,767
Other Current Assets	193,770	204,797	219,171	233,790
Less: Current Liabilities & Provisions	213,230	226,221	248,409	269,415
Payables	28,520	31,102	35,152	39,223
Other Current Liabilities	184,710	195,119	213,257	230,192
<i>sub total</i>				
Net Current Assets	400,840	441,642	513,187	612,950
Total Assets	697,010	749,594	824,576	920,128

E – Estimates

Important Ratios

Particulars	FY20A	FY21E	FY22E	FY23E
(A) Margins (%)				
Gross Profit Margin	33.1	34.0	33.4	33.2
EBIDTA Margin	24.5	26.7	25.7	25.2
EBIT Margin	21.3	23.3	22.6	22.3
Tax rate	24.4	26.6	25.2	25.2
Net Profit Margin	18.3	18.5	18.4	18.2
(B) As Percentage of Net Sales (%)				
COGS	66.9	66.0	66.6	66.8
Employee	0.0	0.0	0.0	0.0
Other	11.8	10.7	10.9	10.8
(C) Measure of Financial Status				
Gross Debt / Equity	0.1	0.1	0.1	0.0
Interest Coverage				
Inventory days	0	0	0	0
Debtors days	74	72	70	69
Average Cost of Debt	0.0	0.0	0.0	0.0
Payable days	11	12	12	12
Working Capital days	161	163	170	182
FA T/O	3.7	3.8	4.2	4.8
(D) Measures of Investment				
AEPS (Rs)	39.1	43.0	47.9	52.7
CEPS (Rs)	46.0	50.8	56.2	61.0
DPS (Rs)	25.0	29.9	29.9	29.9
Dividend Payout (%)	63.9	69.7	62.5	56.8
BVPS (Rs)	154.3	167.3	185.4	208.2
RoANW (%)	25.5	26.8	27.2	26.8
RoACE (%)	24.8	25.4	25.9	25.7
RoAIC (%)	40.5	44.2	46.5	50.1
(E) Valuation Ratios				
CMP (Rs)	1123	1123	1123	1123
P/E	28.7	26.1	23.4	21.3
Mcap (Rs Mn)	4,760,245	4,760,245	4,760,245	4,760,245
MCap/ Sales	5.2	4.8	4.3	3.9
EV	4,573,535	4,536,282	4,471,782	4,385,246
EV/Sales	5.0	4.6	4.0	3.6
EV/EBITDA	20.5	17.2	15.7	14.1
P/BV	7.3	6.7	6.1	5.4
Dividend Yield (%)	2.2	2.7	2.7	2.7
(F) Growth Rate (%)				
Revenue	9.8	8.7	12.0	11.3
EBITDA	6.6	18.2	8.0	9.0
EBIT	2.6	18.7	8.5	10.1
PBT	4.6	13.7	9.1	9.8
APAT	4.6	10.1	11.5	10.0
EPS	7.3	9.8	11.5	10.0

Cash Flow

(Rs Mn)	FY20A	FY21E	FY22E	FY23E
CFO	170,030	188,375	206,130	219,577
CFI	(2,390)	(24,852)	(14,887)	(6,039)
CF	(175,910)	(130,645)	(129,243)	(128,003)
FCFF	118,300	143,601	168,130	188,777
Opening Cash	195,680	186,490	219,368	281,368
Closing Cash	186,490	219,368	281,368	366,903

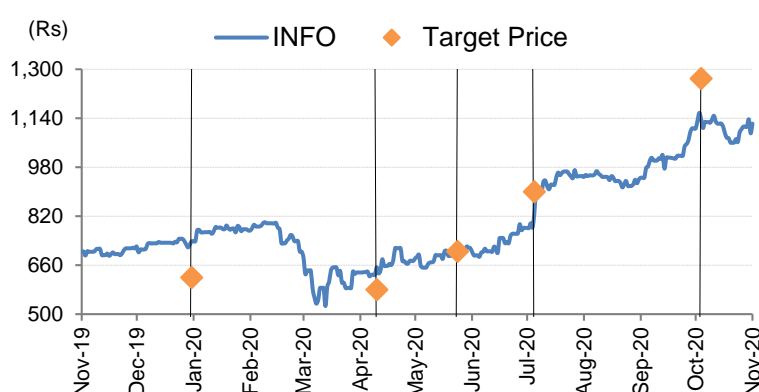
E – Estimates

DART RATING MATRIX

Total Return Expectation (12 Months)

Buy	> 20%
Accumulate	10 to 20%
Reduce	0 to 10%
Sell	< 0%

Rating and Target Price History



Month	Rating	TP (Rs.)	Price (Rs.)
Jan-20	Reduce	620	738
Apr-20	Sell	580	653
Jun-20	Reduce	705	702
Jul-20	Accumulate	900	831
Oct-20	Accumulate	1,270	1,137

*Price as on recommendation date

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