

Mphasis (MPHL IN)

Rating: BUY | CMP: Rs1,599 | TP: Rs1,719

January 25, 2021

Q3FY21 Result Update

☑ Change in Estimates | ☑ Target | ■ Reco

Change in Estimates

	Current		Previous	
	FY22E	FY23E	FY22E	FY23E
Rating	BUY		BUY	
Target Price	1,719		1,802	
Sales (Rs. m)	1,09,967	1,23,275	1,11,612	1,24,902
% Chng.	(1.5)	(1.3)		
EBITDA (Rs. m)	20,588	22,800	21,163	23,638
% Chng.	(2.7)	(3.5)		
EPS (Rs.)	76.7	85.9	79.6	90.1
% Chng.	(3.7)	(4.6)		

Key Financials - Standalone

Y/e Mar	FY20	FY21E	FY22E	FY23E
Sales (Rs. m)	88,436	97,305	1,09,967	1,23,275
EBITDA (Rs. m)	16,505	18,014	20,588	22,800
Margin (%)	18.7	18.5	18.7	18.5
PAT (Rs. m)	11,849	12,117	14,272	15,993
EPS (Rs.)	63.6	65.1	76.7	85.9
Gr. (%)	14.8	2.3	17.8	12.1
DPS (Rs.)	35.0	19.0	19.0	19.0
Yield (%)	2.2	1.2	1.2	1.2
RoE (%)	21.4	20.5	21.9	21.0
RoCE (%)	25.6	25.7	26.5	25.5
EV/Sales (x)	3.1	2.9	2.5	2.1
EV/EBITDA (x)	16.8	15.5	13.3	11.5
PE (x)	25.1	24.6	20.9	18.6
P/BV (x)	5.1	5.0	4.2	3.6

Key Data

MBFL.BO | MPHL IN

52-W High / Low	Rs.1,735 / Rs.612
Sensex / Nifty	48,879 / 14,372
Market Cap	Rs.299bn/ \$ 4,092m
Shares Outstanding	187m
3M Avg. Daily Value	Rs.1228.53m

Shareholding Pattern (%)

Promoter's	56.12
Foreign	22.75
Domestic Institution	15.98
Public & Others	5.14
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	12.4	60.7	79.9
Relative	5.8	24.5	51.3

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Direct channel to power growth

Quick Pointers:

- Negative surprise in revenues led by decline in DXC of 17.5% QoQ USD, further de-rising the business profile (accounts to ~13% of revs). Offset by consistent strong growth in Direct Core business (+5.8% QoQ USD).
- EBIT Margins to be maintained in narrow band of 15.5-16.5% for FY21.
- Strong deal wins (FYTD TCV of 867mn; +64.0% YoY), deal pipeline up +50% YoY provide growth visibility for FY22 for Direct business.

Mphasis negatively surprised us due to soft growth in revenues at 333.9\$ Mn, +2% QoQ USD (Ple: 2.7% QoQ CC, 3% QoQ USD) led by 17.5% decline in DXC and strong 5.8% growth in Direct Channel business. Mphasis has shifted focus away from DXC business to Direct channel business to further de-risk business profile. Quarterly run-rate of DXC has reduced to US\$44 mn from US\$73 mn in 4QFY20. We believe that DXC may stabilize depending on ramp up of new deal win or continue to decline, given that Mphasis is consciously shifting away from growing this business. Growth in direct channel was led by ITCE (+11.2% QoQ USD) and BCM (+1.8% QoQ USD). Furloughs in top account led to drag in BCM (53% of revenues).

EBIT margin at 16.4% grew at modest rate (+30 bps QoQ) and was in-line with our estimates (Ple: 16.4%). Margin band will be maintained in the range of 15.5-16.5% with aim to expand further in FY22. However, investments in growth will be priority for the near term.

Mphasis won new deals with TCV of USD 247 mn with 71 % of the deal wins in New-Gen Services. Management stated that large deal pipeline is up 50% YoY with multiple large deals to be expected in coming quarters. We continue to maintain our bullish stance on Mphasis as 1) Strong presence in mortgages, payments, consumer banking and wealth management, 2) Strong growth in direct business backed by large deal wins & healthy deal pipeline, 3) Ability to gain wallet share from top accounts 4) Stable margin performance. 5) lowering dependence on DXC channel.

We believe Mphasis should focus on new customer acquisition & ramp up of non-top accounts also. We would like to highlight investors that near-to-medium term outlook of top client is stable. We have tweaked our estimates to adjust the underperformance of DXC business which led to EPS cut by avg -4% for FY22/23. We continue to value Mphasis on 20X earnings multiple on Mar-23 EPS of INR 85.3 to arrive at a changed TP of INR 1719 (earlier: 1802). Mphasis is currently trading at multiples of 20.9/18.6X on EPS of 76.7/85.9 on FY22/23 respectively. Maintain Buy.

- Soft revenue growth led by sharp decline in DXC:** Mphasis reported revenues of \$333.9 Mn in 3Q +2% QoQ USD, +5% YoY USD, below our estimates of 2.7% QoQ USD growth. Softness in revenues was due to sharp decline in DXC revenues -17.5% QoQ USD now accounting to only 13% of

Large deal pipeline is up 50% YoY with multiple large deals to be expected in coming quarters. With strong focus on winning large integrated multi-year deals, Mphasis' LTM average deal size at 24 Mn\$ is up 50% YoY.

Europe (contributing to 11% of revenues) continues to be the focus area and Direct channel revenues in Europe have grown by 13% QoQ in CC terms and deal pipeline continues to be strong. FYTD revenue has grown at ~23% YoY on CC basis

Business Process Service line has grown at a strong consistent rate QoQ (+13% QoQ and 71% YoY in USD terms) due to strong traction in areas such as enterprise automation, process optimization, AI & ML led operations.

total revenues. Direct Channels grew at a strong rate of +5.8% QoQ USD. Within this Direct channel, New Gen services grew at 19% YoY on reported basis. We believe Direct channel will continue to grow at strong rate on back of large deal wins and healthy deal pipeline.

- **Continued strong deal win momentum:** Mphasis won new deals of TCV of USD 247 mn with 71 % of the deal wins in New-Gen Services. This includes three large deals wins from – i) Ardonagh Group, UK's largest independent insurance broker ii) F500 Global Consulting Professional Services firm and iii) Leading logistics client. Tribes led deal flow is up 49% YoY. FYTD TCV wins of 867 million; YoY growth of 64.0%. The company indicated that average TCV of large deals won has increased to US\$67 mn from US\$31 mn in 3QFY20
- Large deal pipeline is up 50% YoY with multiple large deals to be expected in coming quarters. With strong focus on winning large integrated multi-year deals, Mphasis' LTM average deal size at 24 Mn\$ is up 50% YoY. **On TTM basis, TCV increased 62% YoY to US\$1.1 bn.**

■ Vertical wise commentary

Growth was led by **IT, Communication and Entertainment (ITCE)** vertical (13% of revenues) which grew at 11.2% QoQ USD contributing 67% to incremental revenues. Strong growth in ITCE was driven by recent large deal wins. ITCE segmental margins improved by +436 bps QoQ led by strong revenue growth.

Banking & Capital Markets (BCM) (53% of revs) grew by +1.8% QoQ USD Vendor consolidations in BCM segment contributing to market share gains in this vertical. Kind of vendors displaced due to market share gains range from large global peers, Indian peers to local firms underscores their competence in the business.

Insurance (9.7% of revs) continued to grow at good pace of 3.9% QoQ and growth momentum to sustain in the coming quarters considering the recent large deal wins (Ardonagh Group, UK & F500 Global firm) and robust deal pipeline.

Hi-Tech (+47% CAGR over last two years) has emerged as a hyper growth sub-vertical led by Mphasis's capabilities in Product Engineering Services and strong traction in areas of Compute Systems, Enterprise Software, Medical Devices, Consumer Tech & Industrial Engineering

- **Europe** (contributing to 11% of revenues) continues to be the focus area and Direct channel revenues in Europe have grown by 13% QoQ in CC terms and deal pipeline continues to be strong. FYTD revenue has grown at ~23% YoY on CC basis.
- **Business Process Service line** has grown at a strong consistent rate QoQ (+13% QoQ and 71% YoY in USD terms) due to strong traction in areas such as enterprise automation, process optimization, AI & ML led operations. Through consistent mining efforts Mphasis has been able to open up new pockets of spends in top 10 clients in this space. Outlook in this service line continues to be positive. Mphasis indicated DXC business is mostly non-BPS.

Onsite utilization decreased QoQ by 400 bps and offshore utilization remained stable at 80% as the company wanted to prevent any supply side challenges given large deal pipeline and large deals won this quarter.

Mphasis BPO contribution to revenues is to be in the 20-25% range on a sustainable basis.

- **DXC:** Mphasis indicated that minimum revenue commitment (MRC) with DXC till Sep 2021 is valid. DXC revenues will increase from current levels to catch up to MRC. In case revenues fall short of MRC contractual provisions, it allows for offset to P&L. **We would like to highlight investors; management has mentioned that there will be visibility in DXC revenues post Sep-21 also as they have recently signed a multi-year deal with DXC & vendor consolidation to help Mphasis.**
- **Margins to sustain at higher end of guidance 15-16%:** EBIT margin came at 16.4%, +30bps QoQ, in line with our estimates, led by higher gross margin 29.1%, +130 bps QoQ. Onsite utilization decreased QoQ by 400 bps and offshore utilization remained stable at 80% as the company wanted to prevent any supply side challenges given large deal pipeline and large deals won this quarter. Offshore mix improved by 100bps. **Mphasis will continue to prioritize investments in sales and building competencies while maintaining EBIT margins in narrow band of 15-16%. This band is likely increase in FY22 with scope for improving offshoring and operational efficiencies. We forecast EBIT margins of 16.5% in both FY2022 and FY2023.**
- **Slight improvement in client pyramid:** In this quarter they have added 6 new logos, out of which one is in 50mn+ bucket and one in 20 Mn+ bucket. Management is focusing on increasing wallet share in existing accounts and gaining new clients. They have achieved healthy conversion of clients at each stage to the next (50% conversion rate) and consistent new client wins. Mphasis acquired Datalytix for up to 13.3 mn Pounds, in order to strengthen partnership with Snowflake and Talend for cloud-based data services

Exhibit 1: Q3FY21: Quick view on results

Y/e March	3Q21	2Q21	QoQ gr.	3Q20	YoY gr.	% var from est	Ple
Consolidated Sales - pre forex (US\$ m)	334	327	2.0%	317.8	5.1%	-0.7%	336.4
Consolidated Sales - post forex (Rs m)	24,743	24,354	1.6%	22,767	8.7%	-0.8%	24,941
EBITDA	4653	4524	2.9%	4269	9.0%		
EBIT	4,047	3,924	3.1%	3,694	9.6%	-1.1%	4,090
<i>EBIT margin</i>	<i>16.4%</i>	<i>16.1%</i>	<i>24 bps</i>	<i>16.2%</i>	<i>13 bps</i>	<i>-4 bps</i>	<i>16.4%</i>
PBT (Rs m)	4,265	4,038	5.6%	3,866	10.3%	-1.1%	4,312
Tax (Rs m)	1,011	1,046	-3.3%	929	8.8%	-7.7%	1,096
PAT (Rs m)	3,254	2,992	8.8%	2,937	10.8%	1.2%	3,217
EPS (Rs)	17.4	16.0	8.2%	15.64	11.0%	1.2%	17.16

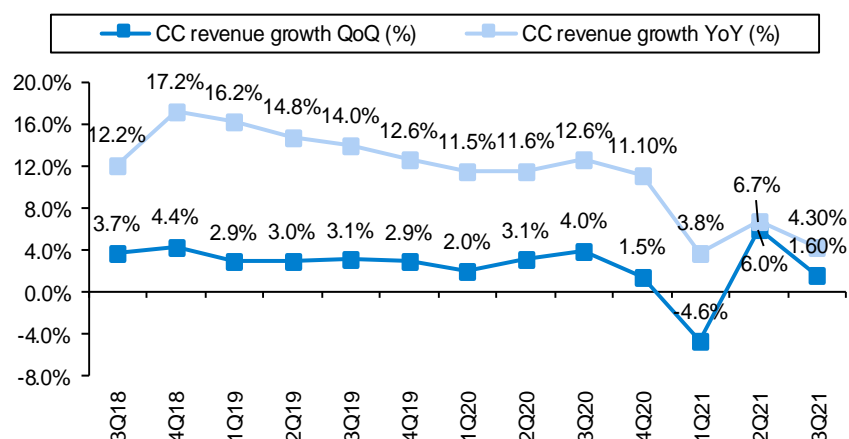
Source: Company, PL

Exhibit 2: Change in Estimates

Y/e March	FY21E	FY22E	FY23E
USD revenues (US\$ m)			
- New	1,309	1,459	1,615
- Old	1,319	1,482	1,637
Change (%)	-0.8%	-1.6%	-1.4%
EBIT Margin			
- New	16.0%	16.5%	16.5%
- Old	16.0%	16.8%	16.9%
Change (%)	-1 bps	-32 bps	-50 bps
Recurring EPS - Fully diluted (Rs)			
- New	64.6	76.1	85.3
- Old	65.1	79.1	89.4
Change (%)	-0.7%	-3.7%	-4.6%

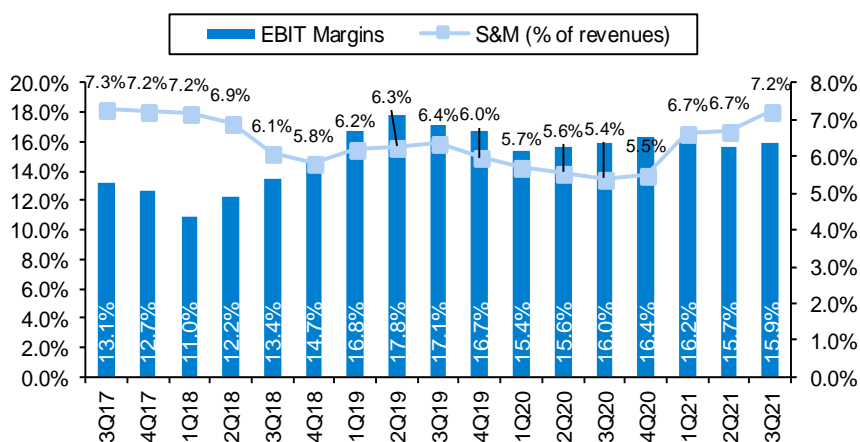
Source: PL

Exhibit 3: Revenue growth momentum to improve



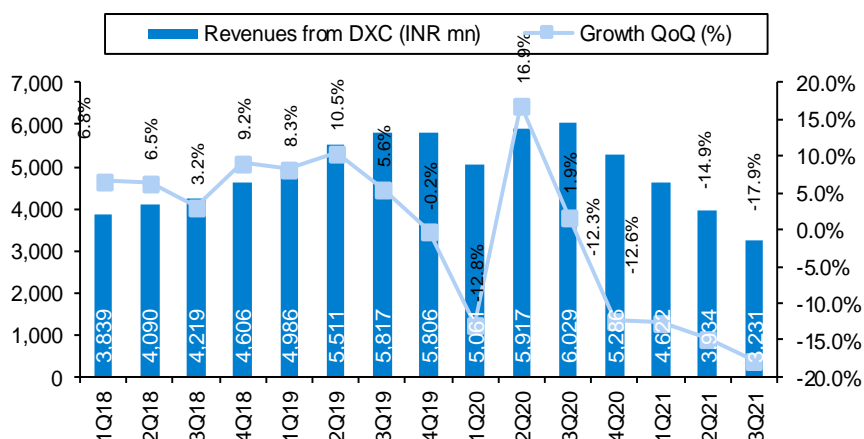
Source: Company, PL

Exhibit 4: Stable Margin Performance



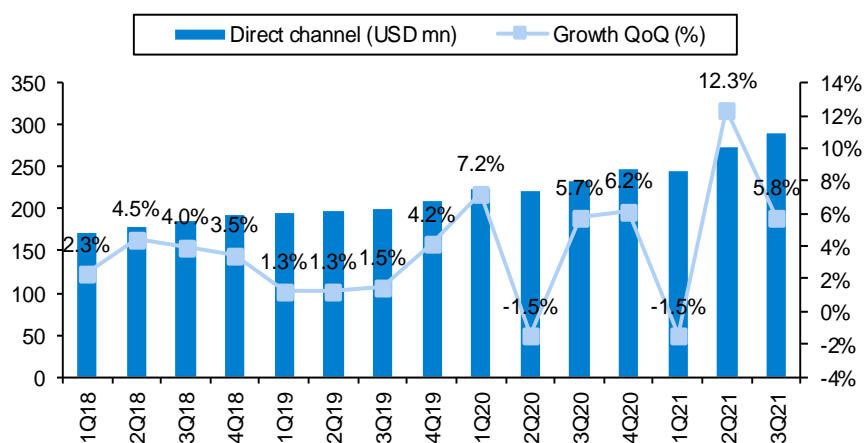
Source: Company, PL

Exhibit 5: DXC decline was steep



Source: Company, PL

Exhibit 6: Direct channel continued growth momentum



Source: Company, PL

Exhibit 7: Revenue by service offerings

(Rs m)	3Q21	2Q21	QoQ gr.	3Q20	YoY gr.
Application Services	13,760	14,300	-3.8%	6,485	112.2%
Business Process Services	7,235	6,434	12.4%	2,946	145.6%
Infrastructure Services	3,607	3,504	2.9%	2,122	70.0%
% of Total					
Application Services	55.6%	58.7%	-311 bps	28.5%	2713 bps
Business Process Services	29.2%	26.4%	282 bps	12.9%	1630 bps
Infrastructure Services	14.6%	14.4%	19 bps	9.3%	526 bps

Source: Company, PL

Exhibit 8: Vertical-wise revenues

(Rs m)	3Q21	2Q21	QoQ gr.	3Q20	YoY gr.
Banking and Capital Market	13,117	12,950	1.3%	10,326	27.0%
Insurance	2,386	2,308	3.4%	2,553	-6.5%
Information, Communication & Entertainment	3,165	2,860	10.7%	3,567	-11.3%
Emerging Industries	5,933	6,120	-3.1%	6,248	-5.0%
% of Total					
Banking and Capital Market	53.0%	53.2%	-16 bps	45.4%	766 bps
Insurance	9.6%	9.5%	17 bps	11.2%	-157 bps
Information, Communication & Entertainment	12.8%	11.7%	105 bps	15.7%	-288 bps
Emerging Industries	24.0%	25.1%	-115 bps	27.4%	-346 bps
Gross Profit Margin					
Banking and Capital Market	24.6%	25.1%	-54 bps	24.7%	-5 bps
Insurance	34.3%	32.4%	192 bps	24.2%	1008 bps
IT, Communication & Entertainment	24.0%	19.7%	436 bps	19.7%	434 bps
Emerging Industries	38.0%	36.4%	157 bps	33.1%	491 bps

Source: Company, PL

Exhibit 9: Geography-wise revenues

(Rs m)	3Q21	2Q21	QoQ gr.	3Q20	YoY gr.
Americas	19,156	18,929	1.2%	17,592	8.9%
EMEA	2,940	2,624	12.0%	2,616	12.4%
India	1,360	1,101	23.5%	1,149	18.4%
RoW	1,146	1,584	-27.7%	1,337	-14.3%
Total	24,602	24,238	1.5%	22,694	8.4%
% of Total					
America	77.9%	78.1%	-23 bps	77.5%	35 bps
EMEA	12.0%	10.8%	112 bps	11.5%	42 bps
India	5.5%	4.5%	99 bps	5.1%	46 bps
RoW	4.7%	6.5%	-188 bps	5.9%	-123 bps
Total	100.0%	100.0%		100.0%	

Source: Company, PL

Exhibit 10: Client Metrics

	3Q21	2Q21	QoQ gr.	3Q20	YoY gr.
>1mn	81	80	1.3%	106	-23.6%
>5mn	35	31	12.9%	36	-2.8%
>10mn	16	17	-5.9%	17	-5.9%
>20mn	9	8	12.5%	8	12.5%
Top Customer	2,722	2,922	-6.9%	3,187	-14.6%
Top 5	9,897	9,498	4.2%	10,928	-9.4%
Top 2-5	7,175	6,576	9.1%	7,741	-7.3%
Top 6-10	5,691	5,601	1.6%	5,919	-3.9%
Top 10	12,866	12,177	5.7%	13,660	-5.8%
Non Top 10 customers	11,877	12,177	-2.5%	9,107	30.4%
% of Revenue					
Top Customer	11.0%	12.0%	-100 bps	14.0%	-300 bps
Top 5	40.0%	39.0%	100 bps	48.0%	-800 bps
Top 10	52.0%	50.0%	200 bps	60.0%	-800 bps
Non Top 10 customers	48.0%	50.0%	-200 bps	40.0%	800 bps

Source: Company, PL

Exhibit 11: Segment-wise revenues

(Rs m)	3Q21	2Q21	QoQ gr.	3Q20	YoY gr.
Direct International	20,832	19,823	5.1%	15,890	31.1%
HP Channel	3,231	3,934	-17.9%	6,029	-46.4%
Direct Others	539	481	12.1%	775	-30.5%
% of Total					
Direct International	84.2%	81.4%	280 bps	69.8%	1440 bps
HP Channel	13.1%	16.2%	-310 bps	26.5%	-1342 bps
Direct Others	2.2%	2.0%	20 bps	3.4%	-123 bps

Source: Company, PL

Financials

Income Statement (Rs m)

Y/e Mar	FY20	FY21E	FY22E	FY23E
Net Revenues	88,436	97,305	1,09,967	1,23,275
YoY gr. (%)	14.4	10.0	13.0	12.1
Employee Cost	62,951	68,453	78,530	87,717
Gross Profit	25,485	28,852	31,437	35,558
Margin (%)	28.8	29.7	28.6	28.8
SG&A Expenses	4,093	4,442	5,003	5,903
Other Expenses	-	1	-	-
EBITDA	16,505	18,014	20,588	22,800
YoY gr. (%)	24.7	9.1	14.3	10.7
Margin (%)	18.7	18.5	18.7	18.5
Depreciation and Amortization	2,317	2,407	2,459	2,520
EBIT	14,188	15,606	18,129	20,280
Margin (%)	16.0	16.0	16.5	16.5
Net Interest	-	-	-	-
Other Income	967	637	1,007	1,168
Profit Before Tax	15,155	16,243	19,136	21,448
Margin (%)	17.1	16.7	17.4	17.4
Total Tax	3,306	4,126	4,865	5,455
Effective tax rate (%)	21.8	25.4	25.4	25.4
Profit after tax	11,849	12,117	14,272	15,993
Minority interest	-	-	-	-
Share Profit from Associate	-	-	-	-
Adjusted PAT	11,849	12,117	14,272	15,993
YoY gr. (%)	10.6	2.3	17.8	12.1
Margin (%)	13.4	12.5	13.0	13.0
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	11,849	12,117	14,272	15,993
YoY gr. (%)	10.6	2.3	17.8	12.1
Margin (%)	13.4	12.5	13.0	13.0
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	11,849	12,117	14,272	15,993
Equity Shares O/s (m)	186	186	186	186
EPS (Rs)	63.6	65.1	76.7	85.9

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY20	FY21E	FY22E	FY23E
Non-Current Assets				
Gross Block	8,897	9,109	9,923	10,736
Tangibles	8,897	9,109	9,923	10,736
Intangibles	-	-	-	-
Acc: Dep / Amortization	-	-	-	-
Tangibles	-	-	-	-
Intangibles	-	-	-	-
Net fixed assets	8,897	9,109	9,923	10,736
Tangibles	8,897	9,109	9,923	10,736
Intangibles	-	-	-	-
Capital Work In Progress	-	-	-	-
Goodwill	21,405	21,304	21,304	21,304
Non-Current Investments	-	-	-	-
Net Deferred tax assets	2,157	1,318	1,318	1,318
Other Non-Current Assets	10,945	17,548	17,548	17,548
Current Assets				
Investments	-	-	-	-
Inventories	-	-	-	-
Trade receivables	8,353	9,331	10,545	11,821
Cash & Bank Balance	21,035	20,909	27,792	37,558
Other Current Assets	-	-	-	-
Total Assets	87,535	93,141	1,03,824	1,17,543
Equity				
Equity Share Capital	1,865	1,867	1,867	1,867
Other Equity	56,431	58,222	68,357	80,213
Total Networth	58,296	60,089	70,224	82,080
Non-Current Liabilities				
Long Term borrowings	-	3,252	3,252	3,252
Provisions	-	-	-	-
Other non current liabilities	7,567	9,516	9,516	9,516
Current Liabilities				
ST Debt / Current of LT Debt	-	-	-	-
Trade payables	21,672	20,284	20,832	22,696
Other current liabilities	-	-	-	-
Total Equity & Liabilities	87,535	93,141	1,03,824	1,17,543

Source: Company Data, PL Research

Cash Flow (Rs m)

Y/e Mar	FY20	FY21E	FY22E	FY23E
PBT	15,155	16,243	19,136	21,448
Add. Depreciation	2,317	2,407	2,459	2,520
Add. Interest	813	510	80	400
Less Financial Other Income	967	637	1,007	1,168
Add. Other	-	-	-	-
Op. profit before WC changes	18,285	19,160	21,675	24,368
Net Changes-WC	2,825	(5,900)	(2,438)	(1,276)
Direct tax	(3,306)	(4,126)	(4,865)	(5,455)
Net cash from Op. activities	17,804	9,135	14,373	17,637
Capital expenditures	(5,677)	(2,519)	(3,273)	(3,334)
Interest / Dividend Income	-	-	-	-
Others	-	-	-	-
Net Cash from Inv. activities	(5,677)	(2,519)	(3,273)	(3,334)
Issue of share cap. / premium	3	2	-	-
Debt changes	-	3,252	-	-
Dividend paid	(7,621)	(4,137)	(4,137)	(4,137)
Interest paid	(813)	(510)	(80)	(400)
Others	223	(5,349)	-	-
Net cash from Fin. activities	(8,208)	(6,743)	(4,217)	(4,537)
Net change in cash	3,918	(126)	6,883	9,766
Free Cash Flow	12,126	6,617	11,100	14,303

Source: Company Data, PL Research

Key Financial Metrics

Y/e Mar	FY20	FY21E	FY22E	FY23E
Per Share(Rs)				
EPS	63.6	65.1	76.7	85.9
CEPS	76.0	78.0	89.9	99.5
BVPS	312.8	322.7	377.3	441.0
FCF	65.1	35.5	59.6	76.9
DPS	35.0	19.0	19.0	19.0
Return Ratio(%)				
RoCE	25.6	25.7	26.5	25.5
ROIC	37.1	36.4	35.8	31.0
RoE	21.4	20.5	21.9	21.0
Balance Sheet				
Net Debt : Equity (x)	(0.4)	(0.3)	(0.3)	(0.4)
Debtor (Days)	34	35	35	35
Valuation(x)				
PER	25.1	24.6	20.9	18.6
P/B	5.1	5.0	4.2	3.6
P/CEPS	76.0	78.0	89.9	99.5
EV/EBITDA	16.8	15.5	13.3	11.5
EV/Sales	3.1	2.9	2.5	2.1
Dividend Yield (%)	2.2	1.2	1.2	1.2

Source: Company Data, PL Research

Quarterly Financials (Rs m)

Y/e Mar	Q4FY20	Q1FY21	Q2FY21	Q3FY21
Net Revenue	23,462	22,882	24,354	24,743
YoY gr. (%)	13.7	6.0	7.0	5.5
Raw Material Expenses	16,591	16,261	16,974	17,073
Gross Profit	6,871	6,621	7,380	7,670
Margin (%)	29.3	28.9	30.3	31.0
EBITDA	4,441	4,178	4,524	4,653
YoY gr. (%)	18.6	3.1	6.0	4.8
Margin (%)	18.9	18.3	18.6	18.8
Depreciation / Depletion	610	595	600	606
EBIT	3,831	3,583	3,924	4,047
Margin (%)	16.3	15.7	16.1	16.4
Net Interest	-	-	-	-
Other Income	319	182	114	218
Profit before Tax	4,150	3,765	4,038	4,265
Margin (%)	17.7	16.5	16.6	17.2
Total Tax	618	1,015	1,046	1,011
Effective tax rate (%)	14.9	27.0	25.9	23.7
Profit after Tax	3,532	2,750	2,992	3,254
Minority interest	-	-	-	-
Share Profit from Associates	-	-	-	-
Adjusted PAT	3,532	2,750	2,992	3,254
YoY gr. (%)	33.4	0.6	1.9	(7.9)
Margin (%)	15.1	12.0	12.3	13.2
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	3,532	2,750	2,992	3,254
YoY gr. (%)	33.4	0.6	1.9	(7.9)
Margin (%)	15.1	12.0	12.3	13.2
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	3,532	2,750	2,992	3,254
Avg. Shares O/s (m)	186	187	186	186
EPS (Rs)	18.9	14.7	16.1	17.5

Source: Company Data, PL Research

Price Chart

Recommendation History



No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	04-Jan-21	BUY	1,802	1,530
2	26-Oct-20	BUY	1,711	1,382
3	05-Oct-20	BUY	1,693	1,345
4	01-Oct-20	BUY	1,693	1,383
5	27-Jul-20	BUY	1,302	1,118
6	04-Jul-20	Accumulate	943	887
7	15-May-20	Accumulate	852	803
8	12-Apr-20	Accumulate	839	676
9	10-Feb-20	Accumulate	1,094	929

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Coforge	BUY	2,966	2,722
2	Cyient	BUY	681	508
3	HCL Technologies	BUY	1,160	990
4	Infosys	BUY	1,611	1,387
5	L&T Technology Services	BUY	3,057	2,658
6	Larsen & Toubro Infotech	BUY	4,364	4,091
7	Mindtree	BUY	1,940	1,664
8	Mphasis	BUY	1,802	1,530
9	Persistent Systems	BUY	1,526	1,498
10	Redington (India)	BUY	138	133
11	Sonata Software	BUY	437	393
12	Tata Consultancy Services	BUY	3,358	2,928
13	TeamLease Services	BUY	2,931	2,666
14	Tech Mahindra	BUY	1,099	978
15	Wipro	BUY	493	459
16	Zensar Technologies	BUY	257	243

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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