Wipro



Refer to important disclosures at the end of this report

CMP Rs 509 as of (April 29, 2022) **Target Price** Rs 630 (▼) 12 months

Rating **BUY** (**■**)

Emkay

Upside 23.8 %

8,090,865

15.6%

Weak quarter; targets double-digit growth in FY23

- Wipro reported a weak operating performance in Q4. Q1 growth guidance also missed expectations. IT services revenue grew 3.1% QoQ (3.1% CC), in line with estimates. IT services' EBITM declined 60bps QoQ to 17%, 70bps below our estimates.
- Wipro has guided for 1-3% QoQ CC growth in IT services revenue in Q1. Management remains fairly confident of sustaining revenue growth momentum and achieving doubledigit growth in FY23 while sustaining EBITM at 17-17.5% in the medium term (margins to be lower in the near term due to supply-side challenges and planned investments).
- Wipro signed 9 large deals with a combined TCV of over USD400mn in Q4. The order book in ACV terms grew 30% YoY in FY22, giving good growth visibility. The deal pipeline stood at an all-time high and consisted of a good mix of small and large deals.
- We cut FY23/FY24 EPS estimates by 6.1%/4.7%, factoring in weak Q4 and near-term margin pressures. A simplified organization structure, empowered GAEs and investments into sales and capabilities should drive revenue growth acceleration. We believe the recent stock price correction has captured potential volatility in the operating performance during the early period of the restructuring exercise more than adequately. We retain Buy with a TP of Rs630 (Rs670 earlier) at 23x Mar'24E EPS.

What we liked? Broad-based revenue growth, steady progress on client mining and reduction in quarterly annualized attrition by 500bps

What we did not like? EBITM miss, lower large deal intake in Q4, and lower-than-expected revenue growth outlook for Q1FY23 (1-3% QoQ CC growth vs. expectation of 2-4%).

In-line revenue growth performance: Revenues grew 3.1% QoQ CC to USD2.72bn (sixth quarter in a row of over 3% QoQ growth) and came in at the mid-point of Wipro's guided range of 2-4% growth. Revenue growth was broad-based, led by Manufacturing (7.4% QoQ CC), Consumer (4.2%), Technology (3.6%) and BFSI (3.4%). Capco grew at a healthy double-digit rate in FY22, better than management's expectation. It signed 60 synergy deals with Capco in FY22, aiding revenue growth. Wipro has guided for 1-3% QoQ growth in Q4 and expects to clock double-digit growth in FY23, considering progress made on client mining, solid deal intake, broad-based demand and a healthy deal pipeline. Wipro continues to build on its relationship with hypersclaers, and as a result, its cloud revenues grew 31% YoY in FY22. Wipro closed 9 large deals with TCV of ~USD400mn in Q4; ~50% of the deals were led by strong relationships with large partners such as Salesforce, Microsoft, SAP, etc. TCV of large deals won in FY22 stood at USD2.3bn, with ~40% of the order book being led by cloud, which is seeing good traction. Deal ACV grew 30% YoY in FY22 on account of superior execution and a higher number of smaller deals closed during the year.

EBITM misses estimates: IT Services' EBITM declined 60bps QoQ to 17% due to supplyside challenges and investments in capability building, large deal teams and front sales teams. Wipro aspires to achieve 17-17.5% margin in the medium term but expects margins to remain low for the next 2-3 quarters due to supply-side challenges, wage hikes, increased hiring costs and investments in domain, technical and sales capabilities. Quarterly annualized attrition dropped by ~500bps in Q4 and management expects attrition to remain elevated in the near term.

Please see our sector model portfolio (Emkay Alpha Portfolio): Information Technology (Page 11)

Financial Snapshot (Consolidated)

· manoiai onaponot (onioonaatoa,				
(Rs mn)	FY20	FY21	FY22	FY23E	FY24E
Revenue	610,232	619,430	790,934	905,152	1,036,085
EBITDA	125,448	150,790	169,018	186,605	217,785
EBITDA Margin (%)	20.6	24.3	21.4	20.6	21.0
APAT	97,218	107,946	122,191	129,288	150,621
EPS (Rs)	17.0	19.7	22.3	23.6	27.5
EPS (% chg)	14.0	15.8	13.2	5.8	16.5
ROE (%)	17.3	19.4	20.2	18.6	19.5
P/E (x)	29.9	25.8	22.8	21.6	18.5
EV/EBITDA (x)	21.1	16.7	15.2	13.7	11.4
P/BV (x)	5.2	5.0	4.2	3.8	3.4
	o ionieamienika	iv (@.wmiemarci	Jesolulions.com	ruse and dow	noaded at 0:

Change in Estimates	
EPS Chg FY23E/FY24E (%)	(6.1)/(4.7)
Target Price change (%)	(6.0)
Target Period (Months)	12
Previous Reco	BUY
Emkay vs Consensus	

EPS Estimates FY23E FY24E 23.6 27.5 Consensus 248 28.3

Mean Consensus TP (12M) Rs 659 Stock Details **Bloomberg Code** WPRO IN Face Value (Rs) Shares outstanding (mn) 5,481 52 Week H/L 740 / 478 M Cap (Rs bn/USD bn) 2,789 / 36.49

Shareholding Pattern Mar '22	
Promoters	73.0%
Fils	8.1%
DIIs	3.3%

Price Performance								
(%)	1M	3M	6M	12M				
Absolute	(16)	(8)	(21)	4				
Rel. to Nift	y (14)	(8)	(19)	(10)				

Relative price chart

Public and Others

Daily Avg Volume (nos.)

Daily Avg Turnover (US\$ mn)



Source: Bloomberg

This report is solely produced by Emkay Global. The following person(s) are responsible for the production of the recommendation:

Dipesh Mehta

dipeshkumar.mehta@emkayglobal.com +91 22 6612 1253

Monit Vyas

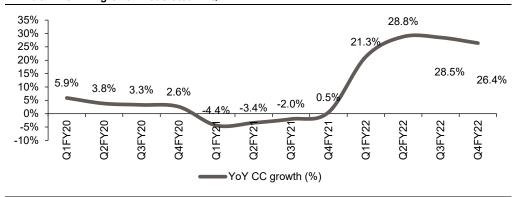
monit.vyas@emkayglobal.com +91 22 6612 1285

Ayush Bansal

ayush.bansal@emkayglobal.com +91 22 6612 1344

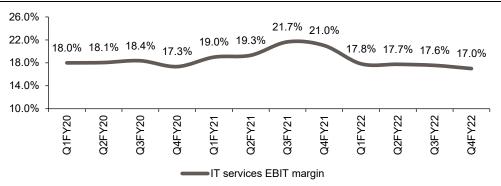
Story in Charts

Exhibit 1: YoY CC growth moderated in Q4



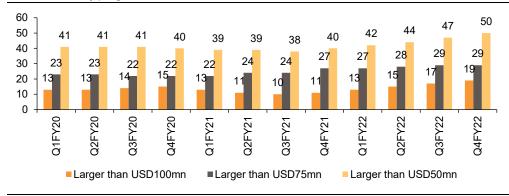
Source: Company, Emkay Research

Exhibit 2: IT services EBITM declined by 60bps QoQ



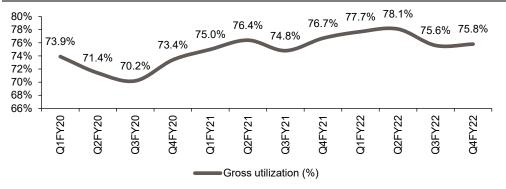
Source: Company, Emkay Research

Exhibit 3: Steady progress seen across client buckets



Source: Company, Emkay Research

Exhibit 4: Gross utilization has been lower in recent quarters due to higher fresher hiring



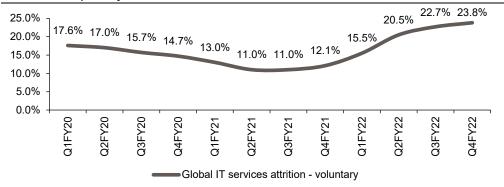
Source: Company, Emkay Research

This report is intended for team.emkay@whitemarquesolutions.com use and downloaded at 05/02/2022 12:48 PM

In-line revenue performance in Q4; guides for 1-3% QoQ CC growth for Q1FY23

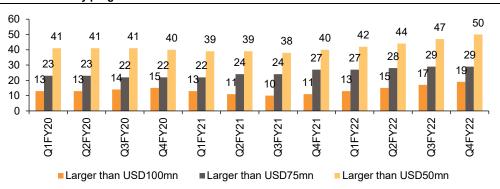
Wipro's IT services revenue grew 3.1% QoQ to USD2.72bn and came in at the mid-point of the company's guided range. Revenue growth was broad based across verticals and business lines in Q4, led by Manufacturing (7.4% QoQ CC), Consumer (4.2%), Technology (3.6%) and BFSI (3.4%). iDEAS and iCORE business lines reported 3.4% and 2.6% CC QoQ growth in Q4FY22, respectively. From the perspective of strategic market units, growth was led by Americas 2 (5.1%), Americas 1 (3.1%) and Europe (2.3%), while APMEA was flat. Capco had a solid year with a healthy double-digit growth. The ER&D business (~10% of revenues in FY22) is seeing healthy traction, with a healthy 20% growth in FY22. Wipro continues to see strong demand for new-age services such as cloud, digital transformation, Cyber security and data analytics. It has closed 9 large deals with TCV of ~USD400mn. Management indicated that the overall deal pipeline remains robust (highest ever) with a good mix of small, medium and large deals. Wipro has guided for IT Services revenues to be in the range of USD2,748-2,803mn for Q1FY23, translating to sequential growth of 1-3%. It expects FY23 revenue growth to be in double digits (excluding Rizing and any future acquisitions). The company has delivered improvement across client buckets, which augurs well for growth sustainability. The voluntary TTM attrition rate rose to 23.8% in Q4 from 22.7% in Q3.

Exhibit 5: Voluntary attrition on TTM basis continues to rise, although management indicated moderation in quarterly annualized attrition in Q4



Source: Company, Emkay Research

Exhibit 6: Steady progress seen across client buckets



Other Takeaways

Q4FY22 performance: Revenue grew 3.1% QoQ and 26.4% YoY to USD2.72bn. IT services EBITM declined ~60bps QoQ to 17%, below our estimates. Wipro signed 9 deals during the quarter with a TCV of ~USD400mn. Wipro saw good progress on the client mining front, with the addition of 2, 3 and 7 clients in USD100mn+, USD50mn+ and USD20mn+ buckets, respectively.

Outlook: Wipro has guided for Q1FY23 growth to be in the range of 1%-3% QoQ and expects double-digit growth in FY23, taking into account a strong broad-based demand environment and a robust deal intake. EBITM is expected to remain in the range of 17%-17.5% over the medium term and we expect it to be a bit lower in the coming 2-3 quarters due to supply-side challenges, wage hikes and planned investments.

Others key takeaways:

- Revenues from the Top client increased by 31% YoY, top five clients grew 34% YoY and top 10 clients grew 33% YoY in Q4.
- Wipro added ~19,000 freshers in FY22. It plans to double fresher addition in FY23.
- The deal pipeline remains the highest at the end of Q4, with a good mix of large, mid and small deals.
- The company has USD4.6bn of gross cash and USD2.6bn net cash balance at the end of Q4.
- It has outstanding forex hedges of USD3.5bn at the end of the quarter.

Exhibit 7: Actual vs. Estimates (Q4FY22)

(in Do man)	A -4	Estimates		% variation		Commont
(in Rs mn)	Actual	Emkay	Consensus	Emkay	Consensus	Comment
Revenues (in US\$ mn)	2,722	2,727	2,765	-0.2%	-1.6%	Revenue were in-line with our expectations
Revenues (in Rs mn)	208,600	209,318	208,191	-0.3%	0.2%	
EBIT	35,104	36,577	35,869	-4.0%	-2.1%	EBITM came 60bps below expectations
EBIT, margin	16.8%	17.5%	17.2%	-60 bps	-40 bps	
PAT	30,873	30,646	30,109	0.7%	2.5%	Profit was in-line with our estimates despite EBITM miss on account of lower taxes

Source: Company, Emkay Research

Exhibit 8: Quarterly snapshot

Rs mn	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	YoY (%)	QoQ (%)	FY22	FY21	YoY (%)
US\$ revenues(IT Services)	2,152	2,415	2,580	2,640	2,722	26.4	3.1	10,356	8,137	27.3
Revenue	162,454	182,524	196,674	203,136	208,600	28.4	2.7	790,934	619,430	27.7
Operating Expenditure	129,173	151,114	162,702	168,802	174,571	35.1	3.4	657,189	499,291	31.6
Cost of revenues	109,805	127,567	137,562	142,778	147,965	34.8	3.6	555,872	423,205	31.3
as % of sales	67.6	69.9	69.9	70.3	70.9			70.3	68.3	
SG&A expenses	19,368	23,547	25,140	26,024	26,606	37.4	2.2	101,317	76,086	33.2
as % of sales	11.9	12.9	12.8	12.8	12.8			12.8	12.3	
EBIT	33,281	31,410	33,972	34,334	34,029	2.2	(0.9)	133,745	120,139	11.3
Other Income	4,211	7,183	3,603	3,376	3,311	(21.4)	(1.9)	17,473	18,738	(6.8)
PBT	37,492	38,593	37,575	37,710	37,340	(0.4)	(1.0)	151,218	138,877	8.9
Total Tax	7,755	6,225	8,259	8,063	6,399	(17.5)	(20.6)	28,946	30,345	(4.6)
Adjusted PAT	29,737	32,368	29,316	29,647	30,941	4.0	4.4	122,272	108,532	12.7
(Profit)/loss from JV's/Ass/MI	-16	-47	-9	43	-68	325.0	(258.1)	-81	-586	
APAT after MI	29,721	32,321	29,307	29,690	30,873	3.9	4.0	122,191	107,946	13.2
Reported PAT	29,721	32,321	29,307	29,690	30,873	3.9	4.0	122,191	107,946	13.2
Reported EPS (Rs)	5.4	5.9	5.3	5.4	5.6	3.8	4.0	22	19	16.7

Margins (%)						(bps)	(bps)			(bps)
EBIT	20.5	17.2	17.3	16.9	16.3	(417)	(59)	16.9	19.4	(249)
EBT	23.1	21.1	19.1	18.6	17.9	(518)	(66)	19.1	22.4	(330)
PAT	18.3	17.7	14.9	14.6	14.8	(349)	18	15.4	17.4	(198)
Effective Tax rate	20.7	16.1	22.0	21.4	17.1	(355)	(424)	19.1	21.9	(271)

Source: Company, Emkay Research

Exhibit 9: Revenues by service lines

As a % of revenues	Q4FY22	Q3FY22	Q4FY21	QoQ (%)	YoY (%)
iDEAS	61.2%	61.0%	56.8%	3.4%	36.2%
iCORE	38.8%	39.0%	43.2%	2.6%	13.6%
Total	100.0%	100.0%	100.0%	3.1%	26.4%

Source: Company, Emkay Research

Exhibit 10: Revenues by verticals

As a % of revenues	Q4FY22	Q3FY22	Q4FY21	QoQ (%)	YoY (%)
Communications	4.8%	5.0%	5.0%	-1.0%	21.4%
Consumer Business Unit	17.9%	17.7%	17.0%	4.3%	33.1%
Energy, Natural resources & Utilities	11.5%	11.7%	13.2%	1.3%	10.2%
Banking, Financial Services & Insurance	35.4%	35.2%	30.5%	3.7%	46.8%
Health Business unit	11.5%	11.8%	13.0%	0.5%	11.9%
Manufacturing	7.0%	6.7%	7.9%	7.7%	12.0%
Technology	11.9%	11.9%	13.4%	3.1%	12.3%
Total	100.0%	100.0%	100.0%	3.1%	26.4%

Exhibit 11: Revenues by strategic market units

As a % of revenues	Q4FY22	Q3FY22	Q4FY21	QoQ (%)	YoY (%)
Americas 1	28.3%	28.2%	29.2%	3.5%	22.6%
Americas 2	31.0%	30.4%	29.3%	5.1%	33.8%
Europe	29.3%	29.7%	28.4%	1.7%	30.5%
APMEA	11.4%	11.7%	13.1%	0.5%	10.0%
Total	100.0%	100.0%	100.0%	3.1%	26.4%

Source: Company, Emkay Research

Exhibit 12: Client concentration

As a % of revenues	Q4FY22	Q3FY22	Q4FY21	QoQ (%)	YoY (%)
Top customer	3.2%	3.2%	3.1%	3.1%	30.5%
Top 5	12.9%	12.7%	12.2%	4.7%	33.7%
Top 10	20.5%	20.2%	19.5%	4.6%	32.9%

Source: Company, Emkay Research

Exhibit 13: Client distribution

Particulars	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22
US\$100mn +	14	15	13	11	10	11	13	15	17	19
US\$75mn+	22	22	22	24	24	27	27	28	29	29
US\$50mn+	41	40	39	39	38	40	42	44	47	50
US\$20mn+	96	96	97	100	97	93	95	100	110	117
US\$10mn+	169	166	163	166	168	167	176	182	189	194
US\$5mn+	260	260	258	257	260	257	273	279	286	297
US\$3mn+	344	341	348	342	341	349	361	390	399	410
US\$1mn+	572	574	577	573	567	566	601	623	661	679

Source: Company, Emkay Research

Exhibit 14: Changes in estimates

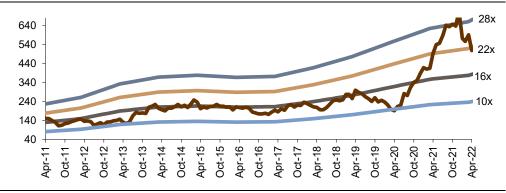
(Do)		FY23E			FY24E	24E	
(Rs mn)	Old	New	% change	Old	New	% change	
IT Services Revenues(US\$ mn)	11,848	11,727	-1.0	13,171	13,179	0.1	
US\$ revenues growth YoY, %	14.4%	13.2%		11.2%	12.4%		
Company Wide Revenues	915,395	905,152	-1.1	1,036,846	1,036,085	-0.1	
EBIT	161,898	150,347	-7.1	183,579	178,826	-2.6	
EBIT mgns, %	17.7	16.6		17.7	17.3		
Net profits	137,760	129,288	-6.1	158,092	150,621	-4.7	
EPS (Rs)	25.1	23.6	-6.1	28.8	27.5	-4.7	

Source: Company, Emkay Research

Exhibit 15: Key assumptions

(in Rs mn)	FY23E	FY24E
USD revenue growth (%)	13.2%	12.4%
USD/INR	76.0	77.5
INR revenue Growth (%)	14.4%	14.5%
EBIT margin (%)	16.6%	17.3%
EPS Growth (%)	5.8%	16.5%

Exhibit 16: Wipro 1 year forward P/E chart



Source: Company, Emkay Research

Exhibit 17: Valuation Summary

Co Name	Reco.	CMP	Target Price	%	Revenue CAGR	EPS CAGR		P/E (x)		EV/	EBITDA	(x)		ROE	
		(Rs)	(Rs)	upside	(FY21-24E)	(FY21-24E)	FY22	FY23E	FY24E	FY22	FY23E	FY24E	FY22	FY23E	FY24E
TCS	BUY	3,547	4,000	12.8	16.1	17.4	33.9	29.0	25.0	23.7	20.2	17.2	42.6	44.5	42.3
Infosys	BUY	1,568	1,970	25.7	17.8	15.7	29.8	26.6	22.3	19.7	17.4	14.5	29.0	30.6	31.9
Wipro	BUY	509	630	23.8	18.7	11.7	22.8	21.6	18.5	15.2	13.7	11.4	20.2	18.6	19.5
HCL Tech	BUY	1,079	1,400	29.7	13.9	15.5	21.7	19.8	17.1	13.5	12.0	10.4	22.2	23.2	25.5
Tech Mahindra	BUY	1,259	1,730	37.4	15.6	15.5	20.2	18.2	16.1	12.8	10.6	9.3	20.9	20.9	21.3
L&T Infotech	HOLD	4,839	6,350	31.2	22.6	19.0	37.0	31.0	25.9	27.4	22.7	18.7	28.5	28.4	28.8
Mphasis	BUY	2,843	3,650	28.4	19.9	19.3	37.2	31.0	25.7	24.3	19.7	16.4	21.2	23.4	25.2
Mindtree	HOLD	3,552	4,400	23.9	24.2	25.8	35.4	30.2	26.5	25.3	20.8	17.8	33.8	31.8	29.9
Persistent Systems	BUY	4,321	4,850	12.3	31.5	33.0	47.8	37.8	31.2	32.6	23.4	19.1	22.4	23.9	24.7
Coforge	HOLD	4,207	5,050	20.0	25.7	26.2	39.0	31.2	25.8	22.7	17.9	15.1	25.0	27.4	29.0
Birlasoft	BUY	414	530	28.1	17.6	26.6	26.3	22.1	18.1	16.0	12.9	10.4	19.1	19.8	20.9
Firstsource Solutions	BUY	125	180	44.0	15.2	15.0	16.3	14.1	12.0	10.1	8.5	7.2	18.4	19.5	20.8
eClerx	BUY	2,408	2,620	8.8	19.0	21.5	20.1	17.9	16.5	11.3	10.0	9.1	27.1	28.8	29.3
Route Mobile	BUY	1,638	2,150	31.2	34.5	34.6	63.0	46.6	31.6	42.6	28.2	20.0	14.3	12.7	16.4

Key Financials (Consolidated)

Income Statement

Y/E Mar (Rs mn)	FY20	FY21	FY22	FY23E	FY24E
Revenue	610,232	619,430	790,934	905,152	1,036,085
Expenditure	484,784	468,640	621,916	718,547	818,300
EBITDA	125,448	150,790	169,018	186,605	217,785
Depreciation	20,862	27,656	30,911	36,258	38,959
EBIT	104,586	123,134	138,107	150,347	178,826
Other Income	17,897	15,743	13,111	15,920	14,790
Interest expenses	0	0	0	0	0
PBT	122,483	138,877	151,218	166,267	193,617
Tax	24,799	30,345	28,946	36,579	42,596
Extraordinary Items	0	0	0	0	0
Minority Int./Income from Assoc.	524	846	195	400	400
Reported Net Income	97,218	107,946	122,191	129,288	150,621
Adjusted PAT	97,218	107,946	122,191	129,288	150,621

Balance Sheet

Y/E Mar (Rs mn)	FY20	FY21	FY22	FY23E	FY24E
Equity share capital	11,427	10,958	10,964	10,964	10,964
Reserves & surplus	546,031	542,137	647,194	719,882	805,133
Net worth	557,458	553,095	658,158	730,846	816,097
Minority Interest	1,875	1,498	515	715	915
Loan Funds	78,042	83,332	151,696	146,000	146,000
Net deferred tax liability	(3,180)	2,969	9,843	9,700	9,700
Total Liabilities	634,195	640,894	820,212	887,261	972,712
Net block	224,894	234,515	384,024	420,326	410,427
Investment	198,937	187,747	261,538	219,774	219,774
Current Assets	366,878	388,199	415,034	466,575	584,089
Cash & bank balance	144,499	169,793	103,836	161,282	239,131
Other Current Assets	90,831	95,920	133,836	115,422	127,825
Current liabilities & Provision	176,862	188,876	256,672	239,413	261,578
Net current assets	190,016	199,323	158,362	227,161	322,511
Misc. exp	0	0	0	0	0
Total Assets	634,195	640,894	820,212	887,261	972,712

Cash Flow

Y/E Mar (Rs mn)	FY20	FY21	FY22	FY23E	FY24E
PBT (Ex-Other income) (NI+Dep)	104,586	123,134	138,107	150,347	178,826
Other Non-Cash items	12,308	13,225	19,731	36,779	42,796
Chg in working cap	(23,856)	22,922	(36,488)	(11,496)	(17,501)
Operating Cashflow	100,643	147,550	110,797	154,651	172,678
Capital expenditure	(24,771)	(28,697)	(149,263)	(76,272)	(29,060)
Free Cash Flow	75,872	118,853	(38,466)	78,379	143,618
Investments	34,579	16,808	(87,509)	41,764	0
Other Investing Cash Flow	0	0	0	0	0
Investing Cashflow	34,012	7,739	(224,495)	(34,508)	(29,060)
Equity Capital Raised	(105,297)	(116,648)	6	0	0
Loans Taken / (Repaid)	(32,822)	(2,438)	58,271	(5,696)	0
Dividend paid (incl tax)	(8,278)	(6,419)	(6,602)	(57,001)	(65,770)
Other Financing Cash Flow	1,922	(890)	1,282	0	0
Financing Cashflow	(149,076)	(129,730)	47,868	(62,697)	(65,770)
Net chg in cash	(14,421)	25,559	(65,830)	57,446	77,849
Opening cash position	158,525	144,499	169,793	103,836	161,282
Closing cash position	144,499	170,058	103,963	161,282	239,131

Source: Company, Emkay Research

This report is intended for team.emkay@whitemarquesolutions.com use and downloaded at 05/02/2022 12:48 PM

Key Ratios

Profitability (%)	FY20	FY21	FY22	FY23E	FY24E
EBITDA Margin	20.6	24.3	21.4	20.6	21.0
EBIT Margin	17.1	19.9	17.5	16.6	17.3
Effective Tax Rate	20.2	21.9	19.1	22.0	22.0
Net Margin	16.0	17.5	15.5	14.3	14.6
ROCE	18.8	21.8	20.7	19.5	20.8
ROE	17.3	19.4	20.2	18.6	19.5
RoIC	39.5	46.1	39.3	32.5	36.5

Per Share Data (Rs)	FY20	FY21	FY22	FY23E	FY24E
EPS	17.0	19.7	22.3	23.6	27.5
CEPS	20.7	24.7	27.9	30.2	34.6
BVPS	97.6	100.9	120.1	133.3	148.9
DPS	1.0	1.0	6.0	10.4	12.0

Valuations (x)	FY20	FY21	FY22	FY23E	FY24E
PER	29.9	25.8	22.8	21.6	18.5
P/CEPS	24.6	20.6	18.2	16.8	14.7
P/BV	5.2	5.0	4.2	3.8	3.4
EV / Sales	4.3	4.1	3.3	2.8	2.4
EV / EBITDA	21.1	16.7	15.2	13.7	11.4
Dividend Yield (%)	0.2	0.2	1.2	2.0	2.4

Gearing Ratio (x)	FY20	FY21	FY22	FY23E	FY24E
Net Debt/ Equity	(0.5)	(0.5)	(0.3)	(0.3)	(0.4)
Net Debt/EBIDTA	(2.1)	(1.8)	(1.3)	(1.3)	(1.4)
Working Cap Cycle (days)	27.2	17.4	25.2	26.6	29.4

Growth (%)	FY20	FY21	FY22	FY23E	FY24E
Revenue	4.2	1.5	27.7	14.4	14.5
EBITDA	9.0	20.2	12.1	10.4	16.7
EBIT	9.4	17.7	12.2	8.9	18.9
PAT	8.0	11.0	13.2	5.8	16.5

Quarterly (Rs mn)	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22
Revenue	162,454	182,524	196,674	203,136	208,600
EBITDA	40,276	39,800	41,689	41,793	41,374
EBITDA Margin (%)	24.8	21.8	21.2	20.6	19.8
PAT	29,721	32,321	29,307	29,690	30,873
EPS (Rs)	5.4	5.9	5.3	5.4	5.6

Source: Company, Emkay Research

Shareholding Pattern (%)	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22
Promoters	73.0	73.0	73.0	73.0	73.0
FIIs	9.2	9.8	9.7	9.3	8.1
DIIs	6.2	5.7	2.1	2.8	3.3
Public and Others	11.6	11.5	15.2	14.9	15.6

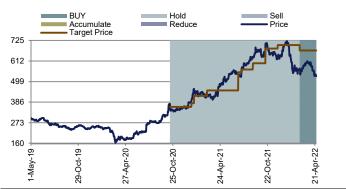
Source: Capitaline

RECOMMENDATION HISTORY TABLE

RECOMMENDAT	ONTINOTORY	IADLL			
Date	Closing Price	TP	Period (months)	Rating	Analyst
26-Apr-22	529	670	12m	Buy	Dipeshkumar Mehta
1-Apr-22	602	670	12m	Buy	Dipeshkumar Mehta
22-Feb-22	564	670	12m	Buy	Dipeshkumar Mehta
13-Jan-22	650	700	12m	Hold	Dipeshkumar Mehta
1-Jan-22	715	700	12m	Hold	Dipeshkumar Mehta
20-Dec-21	666	700	12m	Hold	Dipeshkumar Mehta
30-Nov-21	637	700	12m	Hold	Dipeshkumar Mehta
20-Nov-21	651	680	12m	Hold	Dipeshkumar Mehta
14-Oct-21	708	680	12m	Hold	Dipeshkumar Mehta
2-Oct-21	636	600	12m	Hold	Dipeshkumar Mehta
27-Aug-21	635	600	12m	Hold	Dipeshkumar Mehta
16-Jul-21	578	565	12m	Hold	Dipeshkumar Mehta
2-Jul-21	539	550	12m	Hold	Dipeshkumar Mehta
16-Apr-21	469	450	12m	Hold	Dipeshkumar Mehta
5-Apr-21	425	450	12m	Hold	Dipeshkumar Mehta
1-Apr-21	416	450	12m	Hold	Dipeshkumar Mehta
18-Mar-21	410	450	12m	Hold	Dipeshkumar Mehta
5-Mar-21	421	450	12m	Hold	Dipeshkumar Mehta
14-Jan-21	454	420	12m	Hold	Dipeshkumar Mehta
4-Jan-21	396	380	12m	Hold	Dipeshkumar Mehta
23-Dec-20	386	360	12m	Hold	Dipeshkumar Mehta
18-Dec-20	364	360	12m	Hold	Dipeshkumar Mehta
19-Nov-20	343	360	12m	Hold	Dipeshkumar Mehta
14-Oct-20	350	360	12m	Hold	Dipeshkumar Mehta

Source: Company, Emkay Research

RECOMMENDATION HISTORY CHART



Source: Bloomberg, Company, Emkay Research

Emkay Alpha Portfolio – Information Technology



Analyst: Dipesh Mehta

Contact Details	tact Detail		ct	ta	n	Co	
-----------------	-------------	--	----	----	---	----	--

dipeshkumar.mehta@emkayglobal.com +91 22 6612 1253

Sector

IT Services, ITeS and Software

Analyst bio

Dipesh is a seasoned Equities professional who has covered Technology sector for over 15 years. Dipesh has completed his B.E. in Information Technology from Sardar Patel University and MMS in Finance from Mumbai University.

EAP sector portfolio

Company Name	BSE200 Weight	EAP Weight	OW/UW (%)	OW/UW (bps)	EAP Weight based on Current NAV	Change
Information Technology	12.90	12.81	-1%	-9	100.00	
BirlaSoft	0.00	0.03	NA	3	0.27	0
Coforge	0.13	0.00	-100%	-13	0.00	0
Firstsource Solutions	0.00	0.04	NA	4	0.28	0
HCL Tech	1.16	1.25	8%	9	9.72	0
Infosys	5.68	5.74	1%	6	44.53	0
L&T Infotech	0.22	0.00	-100%	-22	0.00	0
Mindtree	0.22	0.17	-20%	-4	1.33	0
Mphasis	0.23	0.25	13%	3	1.98	0
Oracle Financial Services*	0.08	0.00	-100%	-8	0.00	0
Persistent Systems	0.00	0.19	NA	19	1.44	0
TCS	3.64	3.55	-3%	-9	27.52	0
Tech Mahindra	0.77	0.81	4%	3	6.26	0
Wipro	0.76	0.78	2%	2	6.02	0
Cash	0.00	0.09	NA	9	0.67	0

Source: Emkay Research

■ High Conviction/Strong Over Weight

Sector portfolio NAV

	Base					Latest
	1-Apr-19	28-Apr-21	28-Oct-21	28-Jan-22	28-Mar-22	28-Apr-22
EAP - Information Technology	100.0	177.2	225.4	224.4	240.7	213.7
BSE200 Neutral Weighted Portfolio (ETF)	100.0	166.9	211.1	207.7	222.6	197.4

*Performance measurement base date 1st April 2019

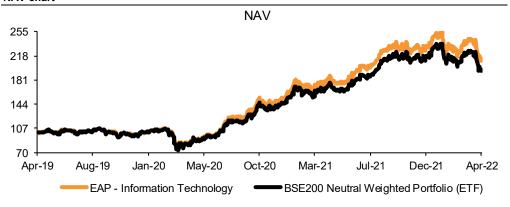
Source: Emkay Research

Price Performance (%)

	1m	3m	6m	12m
EAP - Information Technology	-11.2%	-4.7%	-5.2%	20.6%
BSE200 Neutral Weighted Portfolio (ETF)	-11.3%	-5.0%	-6.5%	18.3%

Source: Emkay Research

NAV chart



Source: Emkay Research

Please see our model portfolio (Emkay Alpha Portfolio): Nifty

Please see our model portfolio (Emkay Alpha Portfolio): SMID

"Emkay Alpha Portfolio – SMID and Nifty are a supporting document to the Emkay Alpha Portfolios Report and is updated on regular intervals"

This report is intended for team.emkay@whitemarquesolutions.com use and downloaded at 05/02/2022 12:48 PM

Emkay Rating Distribution

Ratings	Expected Return within the next 12-18 months.	
BUY	Over 15%	
HOLD	Between -5% to 15%	
SELL	Below -5%	

Completed Date: 30 Apr 2022 03:34:16 (SGT) Dissemination Date: 30 Apr 2022 03:35:16 (SGT)

Sources for all charts and tables are Emkay Research unless otherwise specified.

GENERAL DISCLOSURE/DISCLAIMER BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Emkay Global Financial Services Limited (CIN-L67120MH1995PLC084899) and its affiliates are a full-service, brokerage, investment banking, investment management and financing group. Emkay Global Financial Services Limited (EGFSL) along with its affiliates are participants in virtually all securities trading markets in India. EGFSL was established in 1995 and is one of India's leading brokerage and distribution house. EGFSL is a corporate trading member of Bombay Stock Exchange Limited (BSE), National Stock Exchange of India Limited (NSE), MCX Stock Exchange Limited (MCX-SX). EGFSL along with its subsidiaries offers the most comprehensive avenues for investments and is engaged in the businesses including stock broking (Institutional and retail), merchant banking, commodity broking, depository participant, portfolio management, insurance broking and services rendered in connection with distribution of primary market issues and financial products like mutual funds, fixed deposits. Details of associates are available on our website i.e. www.emkavolobal.com

EGFSL is registered as Research Analyst with SEBI bearing registration Number INH000000354 as per SEBI (Research Analysts) Regulations, 2014. EGFSL hereby declares that it has not defaulted with any stock exchange nor its activities were suspended by any stock exchange with whom it is registered in last five years, except that NSE had disabled EGFSL from trading on October 05, October 08 and October 09, 2012 for a manifest error resulting into a bonafide erroneous trade on October 05, 2012. However, SEBI and Stock Exchanges have conducted the routine inspection and based on their observations have issued advice letters or levied minor penalty on EGFSL for certain operational deviations in ordinary/routine course of business. EGFSL has not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has its certificate of registration been cancelled by SEBI at any point of time.

EGFSL offers research services to clients as well as prospects. The analyst for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

Other disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) covered in this report

EGFSL and/or its affiliates may seek investment banking or other business from the company or companies that are the subject of this material. Our salespeople, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that may be inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest including but not limited to those stated herein. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein. This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would subject EGFSL or its group companies to any registration or licensing requirement within such jurisdiction. Specifically, this document does not constitute an offer to or solicitation to any U.S. person for the purchase or sale of any financial instrument or as an official confirmation of any transaction to any U.S. person. Unless otherwise stated, this message should not be construed as official confirmation of any transaction. No part of this document may be used by private customers in United Kingdom. All material presented in this report, unless specifically indicated otherwise, is under copyright to Emkay. None of the material, nor its content, nor any copy of it, may be altered in any way, transmitted to, copied or distributed to any other party, without the prior express written permission of EGFSL. All trademarks, service marks and logos used in this report are trademarks or registered trademarks of EGFSL or its Group Companies. The information contained herein is not intended for publication or distribution or circulation in any manner whatsoever and any unauthorized reading, dissemination, distribution or copying of this communication is prohibited unless otherwise expressly authorized. Please ensure that you have read "Risk Disclosure Document for Capital Market and Derivatives Segments" as prescribed by Securities and Exchange Board of India before investing in Indian Securities Market. In so far as this report includes current or historic information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed.

- This publication has not been reviewed or authorized by any regulatory authority. There is no planned schedule or frequency for updating research publication relating to any issuer.
- Please contact the primary analyst for valuation methodologies and assumptions associated with the covered companies or price targets

Disclaimer for U.S. persons only: This research report is a product of Emkay Global Financial Services Limited (Emkay), which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of Financial Institutions Regulatory Authority (FINRA) or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account. This report is intended for distribution to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on the sender. Further, this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor. In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors.

ANALYST CERTIFICATION BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL)

The research analyst(s) primarily responsible for the content of this research report, in part or in whole, certifies that the views about the companies and their securities expressed in this report accurately reflect his/her personal views. The analyst(s) also certifies that no part of his/her compensation was, is, or will be, directly or indirectly, related to specific recommendations or views expressed in the report. The research analyst (s) primarily responsible of the content of this research report, in part or in whole, certifies that he or his associate does not serve as an officer, director or employee of the issuer or the new listing applicant (which includes in the case of a real estate investment trust, an officer of the management company of the real estate investment trust; and in the case of any other entity, an officer or its equivalent counterparty of the entity who is responsible for the management of the issuer or the new listing applicant). The research analyst(s) primarily responsible for the content of this research report or his associate does not have financial interests in relation to an issuer or a new listing applicant that the analyst reviews. EGFSL has procedures in place to eliminate, avoid and manage any potential conflicts of interests that may arise in connection with the production of research reports. The research analyst(s) responsible for this report operates as part of a separate and independent team to the investment banking function of the EGFSL and procedures are in place to ensure that confidential information held by either the research or investment banking function is handled appropriately. There is no direct link of EGFSL compensation to any specific investment banking function of the EGFSL.

¹ An associate is defined as (i) the spouse, or any minor child (natural or adopted) or minor step-child, of the analyst; (ii) the trustee of a trust of which the analyst, his spouse, minor child (natural or adopted) or minor step-child, is a beneficiary or discretionary object; or (iii) another person accustomed or obliged to act in accordance with the directions or instructions of the analyst.

COMPANY-SPECIFIC / REGULATORY DISCLOSURES BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) covered in this report-:

- 1. EGFSL, its subsidiaries and/or other affiliates do not have a proprietary position in the securities recommended in this report as of April 30, 2022
- 2. EGFSL, and/or Research Analyst does not market make in equity securities of the issuer(s) or company(ies) mentioned in this Research Report Disclosure of previous investment recommendation produced:
- 3. EGFSL may have published other investment recommendations in respect of the same securities / instruments recommended in this research report during the preceding 12 months. Please contact the primary analyst listed in the first page of this report to view previous investment recommendations published by EGFSL in the preceding 12 months.
- 4. EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her relative's does not have any material conflict of interest in the securities recommended in this report as of April 30, 2022.
- 5. EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her relative's does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the April 30, 2022
- 6. EGFSL, its subsidiaries and/or other affiliates and Research Analyst have not received any compensation in whatever form including compensation for investment banking or merchant banking or brokerage services or for products or services other than investment banking or merchant banking or brokerage services from securities recommended in this report (subject company) in the past 12 months.
- 7. EGFSL, its subsidiaries and/or other affiliates and/or and Research Analyst have not received any compensation or other benefits from securities recommended in this report (subject company) or third party in connection with the research report.
- 8. Securities recommended in this report (Subject Company) has not been client of EGFSL, its subsidiaries and/or other affiliates and/or and Research Analyst during twelve months preceding the April 30, 2022

² Financial interest is defined as interest that are commonly known financial interest, such as investment in the securities in respect of an issuer or a new listing applicant, or financial accommodation arrangement between the issuer or the new listing applicant and the firm or analysis. This term does not include commercial lending conducted at the arm's length, or investments in any collective investment scheme other than an issuer or new listing applicant notwithstanding the fact that the scheme has investments in securities in respect of an issuer or a new listing applicant.

RESTRICTIONS ON DISTRIBUTION

12011110110011					
General	This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation.				
Australia	This report is not for distribution into Australia.				
Hong Kong	This report is not for distribution into Hong Kong.				
Indonesia	This report is being distributed in Indonesia by PT DBS Vickers Sekuritas Indonesia.				
Malaysia	This report is not for distribution into Malaysia.				
Singapore	This report is distributed in Singapore by DBS Bank Ltd (Company Regn. No. 16800306E) or DBSVS (Company Regn. No. 1860024G) both of which are Exempt Financial Advisers as defined in the Financial Advisers Act and regulated by the Monetary Authority of Singapore. DBS Bank Ltd and/or DBSVS, may distribute reports produced by its respective foreign entities, affiliates or other foreign research houses pursuant to an agreement under Regulation 32C of the financial Advisers Regulations. Singapore recipients should contact DBS Bank Ltd at 6327 2288 for matters arising from, or in connection with the report.				
Thailand	This report is being distributed in Thailand by DBS Vickers Securities (Thailand) Co Ltd.				
	This report is disseminated in the United Kingdom by DBS Vickers Securities (UK) Ltd, ("DBSVUK"). DBSVUK is authorised and regulated by the Financial Conduct Authority in the United Kingdom. In respect of the United Kingdom, this report is solely intended for the clients of DBSVUK, its respective connected and				
United Kingdom	associated corporations and affiliates only and no part of this document may be (i) copied, photocopied or duplicated in any form or by any means or (ii) redistributed without the prior written consent of DBSVUK. This communication is directed at persons having professional experience in matters relating to investments. Any investment activity following from this communication will only be engaged in with such persons. Persons who do not have professional experience in matters relating to investments should not rely on this communication.				
Dubai International Financial Centre	This research report is being distributed by DBS Bank Ltd., (DIFC Branch) having its office at units 608-610, 6th Floor, Gate Precinct Building 5, PO Box 506538, Dubai International Financial Centre (DIFC), Dubai, United Arab Emirates. DBS Bank Ltd., (DIFC Branch) is regulated by The Dubai Financial Services Authority. This research report is intended only for professional clients (as defined in the DFSA rulebook) and no other person may act upon it.				
United Arab Emirates	This report is provided by DBS Bank Ltd (Company Regn. No. 196800306E) which is an Exempt Financial Adviser as defined in the Financial Advisers Act and regulated by the Monetary Authority of Singapore. This report is for information purposes only and should not be relied upon or acted on by the recipient or considered as a solicitation or inducement to buy or sell any financial product. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situation, or needs of individual clients. You should contact your relationship manager or investment adviser if you need advice on the merits of buying, selling or holding a particular investment. You should note that the information in this report may be out of date and it is not represented or warranted to be accurate, timely or complete. This report or any portion thereof may not be reprinted, sold or redistributed without our written consent.				
United States	DBSVUSA did not participate in its preparation. The research analyst(s) named on this report are not registered as research analysts with FINRA and are not associated persons of DBSVUSA. The research analyst(s) are not subject to FINRA Rule 2241 restrictions on analyst compensation, communications with a subject company, public appearances and trading securities held by a research analyst. This report is being distributed in the United States by DBSVUSA, which accepts responsibility for its contents. This report may only be distributed to Major U.S. Institutional Investors (as defined in SEC Rule 15a-6) and to such other institutional investors and qualified persons as DBSVUSA may authorize. Any U.S. person receiving this report who wishes to effect transactions in any securities referred to herein should contact DBSVUSA directly and not its affiliate.				
Other jurisdictions	In any other jurisdictions, except if otherwise restricted by laws or regulations, this report is intended only for qualified, professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions.				

Emkay Global Financial Services Ltd.

CIN - L67120MH1995PLC084899

7th Floor, The Ruby, Senapati Bapat Marg, Dadar - West, Mumbai - 400028. India Tel: +91 22 66121212 Fax: +91 22 66121299 Web: www.emkayglobal.com