PL Capital
PRABHUDAS LILLADHER

LTIMindtree (LTIM IN)

Rating: BUY | CMP: Rs5,979 | TP: Rs7,000

January 17, 2025

Q3FY25 Result Update

☑ Change in Estimates | ☑ Target | ■ Reco

Change in Estimates

	Current		Previous	
	FY26E	FY27E	FY26E	FY27E
Rating	**BUY**		**BUY**	
Target Price	**7,000**		**7,130**	
Sales (Rs. bn)	423	475	426	480
% Chng.	*(0.7)*	*(1.0)*		
EBITDA (Rs. bn)	78	91	79	92
% Chng.	*(0.8)*	*(0.9)*		
EPS (Rs.)	186.5	216.6	189.8	220.4
% Chng.	*(1.7)*	*(1.7)*		

Key Financials - Consolidated

Y/e Mar	FY24	FY25E	FY26E	FY27E
Sales (Rs. bn)	355	381	423	475
EBITDA (Rs. bn)	64	66	78	91
Margin (%)	*18.0*	*17.3*	*18.4*	*19.1*
PAT (Rs. bn)	46	47	55	64
EPS (Rs.)	155.0	158.0	186.5	216.6
Gr. (%)	*2.1*	*2.0*	*18.0*	*16.1*
DPS (Rs.)	64.9	66.2	78.2	90.9
Yield (%)	*1.1*	*1.1*	*1.3*	*1.5*
RoE (%)	*25.1*	*21.9*	*22.7*	*23.1*
RoCE (%)	*23.1*	*19.4*	*20.4*	*20.8*
EV/Sales (x)	4.7	4.3	3.8	3.3
EV/EBITDA (x)	26.2	24.8	20.6	17.3
PE (x)	38.6	37.8	32.1	27.6
P/BV (x)	8.8	7.8	6.8	6.0

Key Data

Key Data	LTIM.BO | LTIM IN
52-W High / Low	Rs.6,768 / Rs.4,514
Sensex / Nifty	77,043 / 23,312
Market Cap	Rs.1,771bn/ $ 20,467m
Shares Outstanding	296m
3M Avg. Daily Value	Rs.2033.59m

Shareholding Pattern (%)

Promoter's	68.62
Foreign	7.39
Domestic Institution	14.89
Public & Others	9.10
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	(11.3)	7.5	(4.1)
Relative	(5.9)	12.6	(9.0)

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Quarterly volatility, aggressive on passing GenAI benefits

Quick Pointers:

- Operating margins to remain stressed after wage hike implementation
- Recorded highest ever order intake of USD 1.7 bn

The quarterly performance was dominated by selective pockets BFS and Manufacturing, the Manufacturing growth was partly aided by passthrough component along with a ramp up of large deal. While CMT had a volume impact in 3Q owing to passing productivity benefits to a top account. Similarly, the full-quarter impact of productivity benefits would also be carried out in Q4, hence Q4 revenue would have a negative impact through CMT (productivity benefits) and missing passthrough component. The order inflows remained strong in 3Q with a slight improvement in discretionary spending, especially in the BFS segment. The management indicated that the clients are aggressively pursuing GenAI investments, the company is infusing AI into every large deal to optimize cost and drive efficiency to clients' operations. We believe the management is quite aggressive in passing GenAI efficiency to clients in order to win higher wallet share and claim volume benefits in the near term. We are factoring in the Q4 impact of missing passthrough and lower volume on productivity commitment, which will get offset by missing furloughs and higher working day, which translates to a revenue growth of 5.5% CC YoY in FY25E. We are baking in revenue growth of 10.2% and 12.3% YoY CC in FY26E/FY27E. The execution on margins was strong in Q3, however the majority of the margin levers are fully utilized and the incremental growth would only be driven by similar uptick in volume. With compensation revision behind, the margins should see a recovery in 4Q. Despite the beat on margins, we are keeping our margin estimates unchanged for FY25E/FY26E/FY27E.

Revenue: Strong growth in Manufacturing and sustained momentum in BFSI (3rd quarter of sequential growth) aided LTIM in posting revenue growth of 1.8% QoQ CC in Q3FY25 (above our expectations of 1.1% QoQ CC) despite the headwinds of furloughs & productivity benefits passback to large CMT client.

Margin: EBIT margin declined by 170bps QoQ to 13.8% during the quarter vs our expectation of 220bps decline. The margin decline was primarily driven by the impact of wage hike implementation (-220 bps), partially offset by tailwinds of +50 bps from operational efficiencies.

Order Intake: LTIM reported its highest order intake during the quarter of USD 1.68 bn, up 29% QoQ & 12% YoY. This includes 2 large deals in BFSI and 1 USD 50 mn deal with a new client in the manufacturing segment.

Valuations and outlook: With strong execution strategy and robust sales engine, LTIM is well positioned to play in the challenging environment with a mix of cost and transformation programs. We are baking in USD revenue/earnings CAGR of 8.8% and 11.9%, respectively. We are assigning P/E of 32x to FY27E with a target price of INR 7,000. Maintain BUY.

Beating estimates, strong deal TCV

- Revenue stood at USD1.13 bn, up 1.8% QoQ CC and 1.1% QoQ reported terms, beating our est. (+1.1% QoQ CC) and consensus estimate of (+0.7% QoQ USD)
- **The growth was majorly led by Mfg and BFSI, up 8.1% and 3.4% QoQ**, while CMT, Retail and Healthcare were weak at -5.8%, -0.7% and -0.2% QoQ respectively.
- Within Geographies, ROW and NA grew by 9.0% and 0.7% QoQ, while Europe declined by 2.7% QoQ
- EBIT margin came at 13.8%, down 170bp QoQ, vs our est. of 13.3% and consensus of 14.8%
- **Net headcount increased by 2.4k in 3Q vs 2.5k additions in 2Q**, Utilization declined by 230 bp QoQ to 85.4% (near comfort band of 85%), Attrition declined by 20 bps QoQ to 14.3%
- **Order inflows stood at USD1.68bn compared to USD 1.3 bn in Q2, with BTB of 1.5x**
- PAT came in at INR10.9 bn, down 13.2% QoQ, vs our estimates of INR 10.7bn

Conference Call Highlights

- The management mentioned that uncertainty persists in the macro environment post conclusion of the US election. However, they indicated an increase in deal activity and deal pipeline. They also observed that demand continues to be driven by cost optimization and vendor consolidation initiatives. The cost savings generated from these efforts are being reinvested in AI pilots, foundational data and infrastructure.
- The management expects FY26 to be better than FY25 and indicated that their clients are in the process of finalizing their budgets post which they will get better clarity on their spending.
- Management indicated that order intake continues to be driven by cost optimization and vendor consolidation deals. While discretionary spending demand traction is evident in the BFS segment, management anticipates a recovery in other segments soon. Furthermore, management clarified that some of the smaller-cycle deals secured in the BFS sector are driven by regulatory requirements and are expected to continue in FY26
- LTIM for its AI strategy is screening all its deals with AI offerings for clients. The company has completed foundational level AI training for all its employees. Also, to expand its AI offerings it has collaborated with GitHub, AWS, Microsoft & Voicing.AI. The company also developed Smart Underwriter an agentic AI solution in partnership with ServiceNow.

- The management mentioned that its AI strategy could lead to some revenue loss in the short term, but it will help to win additional volume from clients in the long run. Regarding productivity gains, management confirmed that they have begun sharing these benefits with clients. The impact of productivity passthrough to a major client was a contributing factor to the sharp decline observed in the CMT segment during Q3. They further mentioned that the productivity passback impact will continue in Q4 also in its large client.

- Management acknowledged that it would take a couple of quarters to fully absorb the impact of wage hikes on margins. The margin tailwinds for Q4 would be increase in utilization due to ramp of large deals, partial reversal of furloughs, pyramid optimization & operational efficiencies. However, management reiterated that achieving the target EBIT margin of 17% will require sustained revenue growth at a faster pace.

- Utilization declined by 230 bps QoQ to 85.4% inline of management comfort band range of 85-86%. LTIM during the quarter hired 1,400 freshers.

Exhibit 1: 3QFY25 Results: Revenues grew by 1.8% QoQ in CC, EBIT margin impacted by wage hike implementation

Consolidated (INR b)	3QFY25	3QFY25E	% Var.	2QFY25	QoQ gr. (%)	3QFY24	YoY gr. (%)	9MFY25	9MFY24	YoY gr. (%)
IT Services Revenue (USD m)	**1,139**	**1,134**	***0.4***	**1,127**	***1.1***	**1,084**	***5.1***	**3,362**	**3,218**	***4.5***
Overall Revenue (INR b)	97	96	*0.9*	94	*2.4*	90	*7.1*	282	266	*6.1*
Gross Profit	**28**	**28**	***0.9***	**29**	***-4.2***	**27**	***3.3***	**85**	**82**	***2.6***
Gross Margin (%)	*28.8*	*28.8*	*0bps*	*30.8*	*-200bps*	*29.9*	*-110bps*	*30.0*	*31.0*	*-100bps*
SG&A and Other Costs	11.9	12.4	-3.8	12.1	-1.4	11.1	7.2	35.6	33.9	4.9
% of Rev	*12.3*	*12.9*	*-60bps*	*12.8*	*-50bps*	*12.3*	*0bps*	*12.6*	*12.7*	*-10bps*
EBITDA	**16**	**15**	***4.6***	**17**	***-6.2***	**16**	***0.5***	**49**	**49**	***1.0***
EBITDA Margin (%)	*16.5*	*15.9*	*60bps*	*18.0*	*-150bps*	*17.6*	*-110bps*	*17.3*	*18.2*	*-90bps*
Depreciation	3	2	*6.2*	2	*10*	2	*32.9*	7	6	*25.1*
% of Rev	2.7	2.6	*10bps*	2.6	*20bps*	2.2	*50bps*	2.6	2.2	*40bps*
EBIT	**13**	**13**	***4.3***	**15**	***-8.9***	**14**	***-4.1***	**42**	**43**	***-2.4***
EBIT Margin (%)	*13.8*	*13.3*	*50bps*	*15.5*	*-170bps*	*15.4*	*-160bps*	*14.7*	*16.0*	*-130bps*
Other Income (net)	1	2	*-16.7*	2	*-37.2*	2	*-9.6*	5	3	*54.7*
PBT	**15**	**14**	***1.8***	**17**	***-12.7***	**15**	***-4.7***	**47**	**46**	***1.8***
Tax	4	4	*3.4*	4	*-11.4*	4	*2.8*	12	11	*8.5*
Effective tax rate (%)	*26.2*	*25.8*	*40bps*	*25.8*	*40bps*	*24.3*	*190bps*	*25.9*	*24.3*	*160bps*
Adjusted PAT	**11**	**11**	***1.3***	**13**	***-13.2***	**12**	***-7.1***	**35**	**35**	***-0.3***
Exceptional items	0	0	*NA*	0	*NA*	0	*NA*	0	0	*NA*
Reported PAT	**11**	**11**	***1.3***	**13**	***-13.2***	**12**	***-7.1***	**35**	**35**	***-0.3***
Reported EPS (INR)	**37**	**36**	***1.3***	**42**	***-13.2***	**40**	***-7.1***	**117**	**118**	***-0.4***

Source: Company, PL

Exhibit 2: Regional growth (%)

Geographies	Contribution to revenue (%)	QoQ gr. (%)
North America	74.7	0.7
Europe	13.8	(3.1)
RoW	11.5	9.7

Source: Company, PL

Exhibit 3: Vertical Growth (%)

Verticals	Contribution to revenue (%)	QoQ gr. (%)
BFSI	36.4	3.3
Manufacturing	19.3	7.8
CPG, Retail & Pharma	14.3	(0.3)
High-Tech, Media & Entertainment	23.7	(5.7)
Healthcare	6.3	-0.5

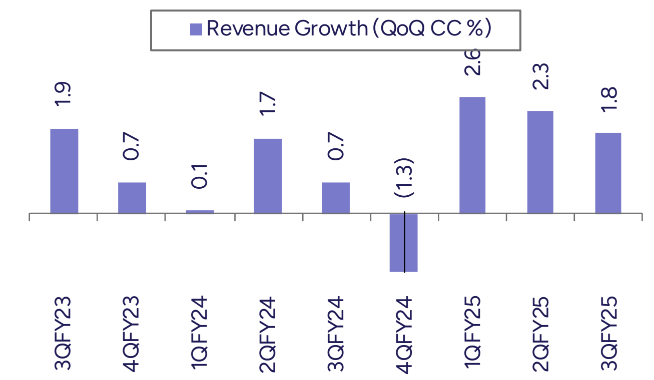
Source: Company, PL

Exhibit 4: Key Performance Indicator

	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	FY24	FY25E
Revenue (QoQ CC %)	0.7	0.1	1.7	0.7	-1.3	2.6	2.3	1.8	4.2	5.5
Margins (%)										
Gross Margin	29.9	31.6	31.4	29.9	29.8	30.3	30.8	28.8	30.7	29.9
EBIT Margin	16.4	16.7	16.0	15.4	14.7	15.0	15.5	13.8	15.7	14.7
Net Margin	12.8	13.2	13.0	13.0	12.4	12.4	13.3	11.2	12.9	12.3
Operating metrics										
Headcount	84,546	82,738	83,532	82,471	81,650	81,934	84,438	86,800	81,650	-
Attrition (%)	20.2	17.8	15.2	14.2	14.4	14.4	14.5	14.3	14.4	-
Utilization (excl. trainees)	81.7	84.8	86.6	87.4	86.9	88.3	87.7	85.4	86.9	-

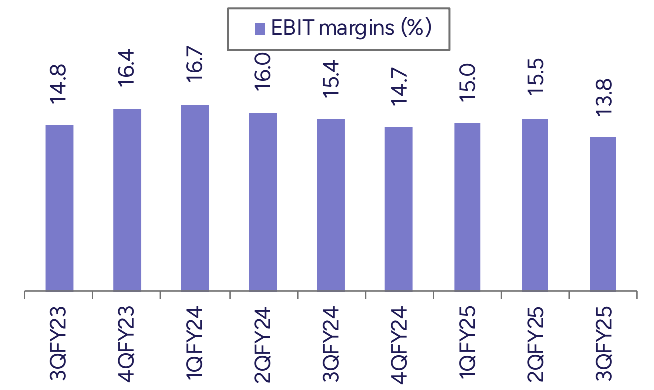
Source: Company, PL

Exhibit 5: Revenue increased by 1.8% QoQ CC



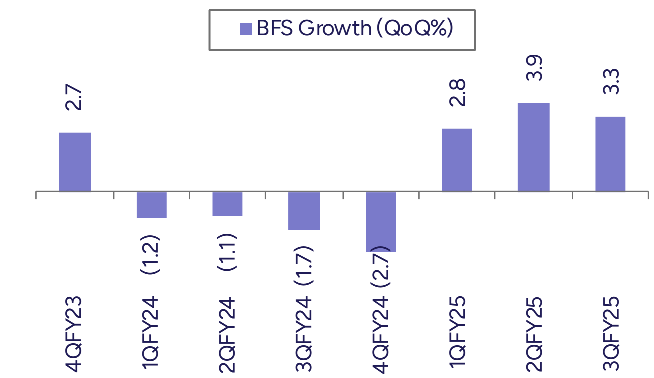
Source: Company, PL

Exhibit 6: EBIT margin (%) declined due to wage hike



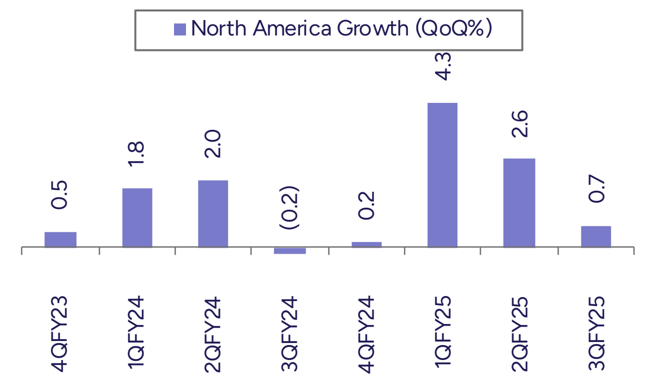
Source: Company, PL

Exhibit 7: BFSI growth (QoQ %) remains strong



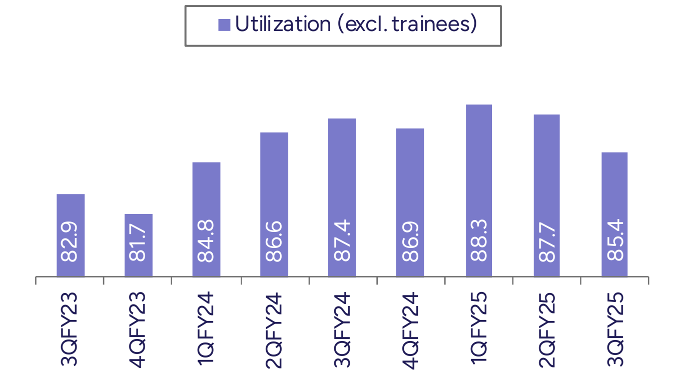
Source: Company, PL

Exhibit 8: North America (QoQ %) growth muted in Q3



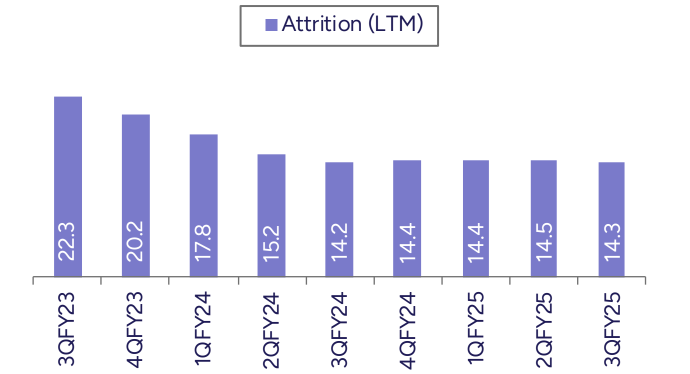
Source: Company, PL

Exhibit 9: Utilization (Ex. Trainees %) declining



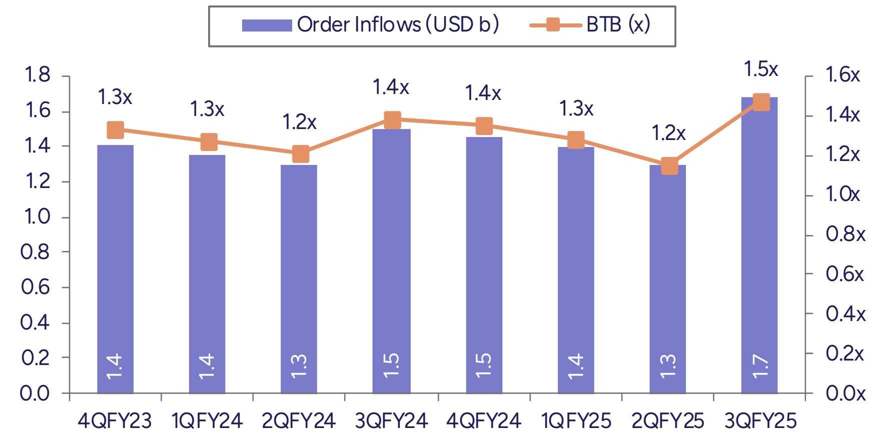
Source: Company, PL

Exhibit 10: Attrition (LTM %) steady



Source: Company, PL

Exhibit 11: Order Inflows (USD b) at record high in Q3



Source: Company, PL

Exhibit 12: Operating Metrics

Consolidated (INR b)	4QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25
Revenue by verticals (%)												
BFSI	37.5	36.5	35.6	35.1	38.0	37.5	36.5	35.6	35.1	35.2	35.6	36.4
Manufacturing	17.4	16.3	16.2	17.5	17.5	17.3	17.9	20.3	18.6	18.5	18.1	19.3
CPG, retail & pharma	15.7	15.7	15.4	15.2	15.4	15.1	15.3	14.7	15.1	14.5	14.5	14.3
High tech, media & entertainment	25.0	25.4	25.3	23.6	23.0	23.7	23.8	22.9	24.3	25.6	25.4	23.7
Healthcare, Life, Public Science	6.4	6.6	6.8	6.3	6.1	6.4	6.5	6.5	6.9	6.2	6.4	6.3
Revenue by geography (%)												
North America	69.5	71.7	72.9	72.3	71.9	73.1	73.4	72.7	73.8	75.1	75.0	74.7
Europe	17.0	15.3	14.6	14.9	15.4	15.2	15.3	14.5	14.6	14.4	14.4	13.8
ROW	13.5	13.0	12.5	12.8	12.7	11.7	11.3	12.8	11.6	10.5	10.6	11.5
Client metrics (% of revenues)												
Top 5 client	25.5	26.8	26.7	26.3	25.4	26.7	26.8	27.5	28.3	28.8	28.4	27.9
Top 10 client	33.5	34.5	34.3	33.8	32.9	34.1	34.3	35.3	35.5	35.7	35.0	34.5
Top 20 client	44.8	45.5	45.1	45.3	44.0	44.9	45.2	45.9	45.9	46.2	45.8	45.5
Top 40 client	58.4	58.7	57.4	57.6	56.8	57.2	57.6	58.5	58.0	58.9	58.2	58.1
Non Top 20 clients	55.2	54.5	54.9	54.7	56.0	55.1	54.8	54.1	54.1	53.8	54.2	54.5
Number of active clients	673	708	719	723	728	723	737	739	738	748	742	742
New clients added in the period	29	43	22	28	31	19	30	23	30	27	22	23
Million $ clients												
5 Million $ clients	125	130	137	144	146	148	146	149	153	148	154	152
10 Million $ clients	76	79	77	81	81	88	90	89	91	87	88	90
20 Million $ clients	37	40	38	37	38	40	41	40	40	43	42	39
50 Million $ clients	10	10	11	11	13	13	14	12	13	12	12	13
100 Million $ clients	2	2	2	2	2	2	2	2	2	2	2	2
Employee metrics												
Development	75,869	79,998	82,681	82,197	80,283	77,555	78,276	77,203	76,460	76,837	79,374	81,641
Sales and support	3,725	4,032	4,355	4,265	4,263	5,183	5,256	5,268	5,190	5,097	5,064	5,159
Total employees	**79,594**	**84,030**	**86,936**	**86,462**	**84,546**	**82,738**	**83,532**	**82,471**	**81,650**	**81,934**	**84,438**	**86,800**
Efforts mix												
Onsite	15.0	14.7	14.7	14.9	14.9	14.8	14.8	15.0	15.1	15.4	15.5	15.4
Offshore	85.0	85.3	85.3	85.1	85.1	85.2	85.2	85.0	84.9	84.6	84.5	84.6
Utilization measures												
Excluding trainees	83.2	83.5	83.5	82.9	81.7	84.8	86.6	87.4	86.9	88.3	87.7	85.4
Attrition LTM (%)	**23.8**	**24.0**	**24.1**	**22.3**	**20.2**	**17.8**	**15.2**	**14.2**	**14.4**	**14.4**	**14.5**	**14.3**

Source: Company, PL

Financials

Income Statement (Rs bn)

Y/e Mar	FY24	FY25E	FY26E	FY27E
Net Revenues	**355**	**381**	**423**	**475**
YoY gr. (%)	*7.0*	*7.3*	*11.1*	*12.3*
Employee Cost	246	267	292	325
Gross Profit	109	114	131	151
Margin (%)	*30.7*	*29.9*	*30.9*	*31.7*
Employee Cost	-	-	-	-
Other Expenses	-	-	-	-
EBITDA	**64**	**66**	**78**	**91**
YoY gr. (%)	*3.2*	*3.3*	*18.1*	*16.6*
Margin (%)	*18.0*	*17.3*	*18.4*	*19.1*
Depreciation and Amortization	8	10	11	13
EBIT	**56**	**56**	**67**	**78**
Margin (%)	*15.7*	*14.7*	*15.8*	*16.4*
Net Interest	-	-	-	-
Other Income	5	7	8	9
Profit Before Tax	**60**	**63**	**75**	**87**
Margin (%)	*17.0*	*16.6*	*17.6*	*18.2*
Total Tax	15	16	19	22
Effective tax rate (%)	*24.2*	*25.9*	*25.9*	*25.9*
Profit after tax	**46**	**47**	**55**	**64**
Minority interest	0	-	-	-
Share Profit from Associate	-	-	-	-
Adjusted PAT	**46**	**47**	**55**	**64**
YoY gr. (%)	*2.1*	*2.0*	*18.0*	*16.1*
Margin (%)	*12.9*	*12.3*	*13.0*	*13.5*
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	**46**	**47**	**55**	**64**
YoY gr. (%)	*4.0*	*2.0*	*18.0*	*16.1*
Margin (%)	*12.9*	*12.3*	*13.0*	*13.5*
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	46	47	55	64
Equity Shares O/s (bn)	**0**	**0**	**0**	**0**
EPS (Rs)	**155.0**	**158.0**	**186.5**	**216.6**

Source: Company Data, PL Research

Balance Sheet Abstract (Rs bn)

Y/e Mar	FY24	FY25E	FY26E	FY27E
Non-Current Assets				
Gross Block	**65**	**74**	**83**	**92**
Tangibles	48	57	66	75
Intangibles	17	17	17	17
Acc: Dep / Amortization	**40**	**50**	**61**	**74**
Tangibles	27	37	48	61
Intangibles	14	14	14	14
Net fixed assets	**24**	**23**	**21**	**17**
Tangibles	21	20	18	14
Intangibles	3	3	3	3
Capital Work In Progress	-	-	-	-
Goodwill	12	12	12	12
Non-Current Investments	19	19	19	19
Net Deferred tax assets	5	6	6	6
Other Non-Current Assets	27	25	23	26
Current Assets				
Investments	77	97	117	137
Inventories	-	-	-	-
Trade receivables	70	65	71	79
Cash & Bank Balance	18	35	48	61
Other Current Assets	20	20	22	25
Total Assets	**276**	**305**	**343**	**387**
Equity				
Equity Share Capital	0	0	0	0
Other Equity	200	227	259	296
Total Networth	**200**	**227**	**259**	**297**
Non-Current Liabilities				
Long Term borrowings	-	-	-	-
Provisions	0	0	0	0
Other non current liabilities	18	18	18	18
Current Liabilities				
ST Debt / Current of LT Debt	-	-	-	-
Trade payables	15	15	17	19
Other current liabilities	42	44	49	53
Total Equity & Liabilities	**276**	**305**	**343**	**387**

Source: Company Data, PL Research

Cash Flow (Rs bn)

Y/e Mar	FY24	FY25E	FY26E	FY27E
PBT	46	47	55	64
Add. Depreciation	8	10	11	13
Add. Interest	2	-	-	-
Less Financial Other Income	5	7	8	9
Add. Other	(4)	-	-	-
Op. profit before WC changes	52	57	66	77
Net Changes-WC	6	9	(1)	(8)
Direct tax	(1)	-	-	-
Net cash from Op. activities	**57**	**66**	**65**	**69**
Capital expenditures	(8)	(9)	(9)	(9)
Interest / Dividend Income	3	-	-	-
Others	(33)	(20)	(20)	(20)
Net Cash from Invt. activities	**(39)**	**(29)**	**(29)**	**(29)**
Issue of share cap. / premium	0	-	-	-
Debt changes	(2)	-	-	-
Dividend paid	(18)	(20)	(23)	(27)
Interest paid	-	-	-	-
Others	(3)	-	-	-
Net cash from Fin. activities	**(23)**	**(20)**	**(23)**	**(27)**
Net change in cash	**(5)**	**17**	**13**	**13**
Free Cash Flow	48	57	56	60

Source: Company Data, PL Research

Key Financial Metrics

Y/e Mar	FY24	FY25E	FY26E	FY27E
Per Share(Rs)				
EPS	155.0	158.0	186.5	216.6
CEPS	182.6	192.0	223.7	260.0
BVPS	676.3	767.9	876.2	1,002.0
FCF	163.1	191.0	189.8	201.9
DPS	64.9	66.2	78.2	90.9
Return Ratio(%)				
RoCE	23.1	19.4	20.4	20.8
ROIC	19.0	16.4	17.0	17.4
RoE	25.1	21.9	22.7	23.1
Balance Sheet				
Net Debt : Equity (x)	(0.5)	(0.6)	(0.6)	(0.7)
Net Working Capital (Days)	57	47	46	46
Valuation(x)				
PER	38.6	37.8	32.1	27.6
P/B	8.8	7.8	6.8	6.0
P/CEPS	32.7	31.1	26.7	23.0
EV/EBITDA	26.2	24.8	20.6	17.3
EV/Sales	4.7	4.3	3.8	3.3
Dividend Yield (%)	1.1	1.1	1.3	1.5

Source: Company Data, PL Research

Quarterly Financials (Rs bn)

Y/e Mar	Q4FY24	Q1FY25	Q2FY25	Q3FY25
Net Revenue	**89**	**91**	**94**	**97**
YoY gr. (%)	*2.3*	*5.1*	*5.9*	*7.1*
Raw Material Expenses	62	64	65	69
Gross Profit	27	28	29	28
Margin (%)	*29.8*	*30.3*	*30.8*	*28.8*
EBITDA	**15**	**16**	**17**	**16**
YoY gr. (%)	*(4.2)*	*(1.8)*	*4.2*	*0.5*
Margin (%)	*17.3*	*17.6*	*18.0*	*16.5*
Depreciation / Depletion	2	2	2	3
EBIT	**13**	**14**	**15**	**13**
Margin (%)	*14.7*	*15.0*	*15.5*	*13.8*
Net Interest	-	-	-	-
Other Income	1	2	2	1
Profit before Tax	**14**	**15**	**17**	**15**
Margin (%)	*16.3*	*16.7*	*17.9*	*15.2*
Total Tax	3	4	4	4
Effective tax rate (%)	*24.0*	*25.6*	*25.8*	*26.2*
Profit after Tax	**11**	**11**	**13**	**11**
Minority interest	-	-	-	-
Share Profit from Associates	-	-	-	-
Adjusted PAT	**11**	**11**	**13**	**11**
YoY gr. (%)	*(1.2)*	*(1.4)*	*7.6*	*(7.2)*
Margin (%)	*12.4*	*12.4*	*13.3*	*11.2*
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	**11**	**11**	**13**	**11**
YoY gr. (%)	*(1.2)*	*(1.4)*	*7.6*	*(7.2)*
Margin (%)	*12.4*	*12.4*	*13.3*	*11.2*
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	**11**	**11**	**13**	**11**
Avg. Shares O/s (bn)	-	-	-	-
EPS (Rs)	**37.3**	**38.4**	**42.3**	**36.7**

Source: Company Data, PL Research

Key Operating Metrics

Y/e Mar	FY24	FY25E	FY26E	FY27E
Revenue (USD mn)	4,287	4,516	4,949	5,526

Source: Company Data, PL Research

Price Chart

Recommendation History

No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	07-Jan-25	BUY	7,130	5,733
2	27-Nov-24	BUY	7,360	6,218
3	18-Oct-24	BUY	7,360	6,394
4	03-Oct-24	BUY	7,200	6,273
5	18-Jul-24	Accumulate	6,040	5,574
6	02-Jul-24	Accumulate	5,910	5,440
7	25-Apr-24	Accumulate	5,015	4,733

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Cyient	BUY	2,120	1,780
2	HCL Technologies	Accumulate	2,080	1,989
3	Infosys	BUY	2,270	1,939
4	LTIMindtree	BUY	7,130	5,733
5	Mphasis	Hold	3,020	2,869
6	Persistent Systems	Hold	6,060	6,395
7	Tata Consultancy Services	BUY	4,810	4,039
8	Tech Mahindra	Accumulate	1,790	1,689
9	Wipro	Accumulate	310	294

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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