

Result Update - Q1FY26

II 15th Jul, 2025

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HCL Technologies Ltd.

Q1FY26 - Margin guidance cut overshadows increase in revenue guidance

SHARE PRICE PERFORMANCE

CMP* Target Potential Upside Market Cap (INR Bn.) Recommendation Sector INR 1,620 INR 1,693 4.5% INR 4,378.5 HOLD Internet Software & Services

HCL Tech's Q1FY26 performance was a mixed bag

Revenue: Q1FY26 revenue came in at INR 3,03,490 Mn. (+0.3% QoQ /+8.2% YoY), in-line with our estimates (+1.8%), driven continued growth traction across Financial services, Technology and Telecom segments. USD Revenue stood at 3,545 Mn. (-0.8% QoQ CC/ +3.7% YoY CC), performed better than our expectations of -1.9% QoQ CC growth.

Margins and Profitability: EBIT stood at INR 49,420 Mn. (-9.2% QoQ / +3.0% YoY), below our estimates (-6.8%). EBIT margins declined sequentially sharply by 161bps to 16.3%, below our estimates by 150bps, as it was impacted by 80bps on account of lower utilization, 30bps on account of higher Al-investments, 30bps on account of one-offs client bankruptcy, and rest on account of softer software revenues.

Net profit stood at INR 38,430 Mn. (-10.8% QoQ / -9.7% YoY), sharply below our estimates (-11.2%), led by poor operational performance and miss in margins. Net margin declined sequentially by 251bps to 12.7%, below our estimates by 185bps.

Vertical/Segments: Growth was majorly driven by demand across Technology and services (+13.7% YoY CC), Telecommunication and Media (+13.0% YoY CC), Retail (+8.2% YoY CC) and Financial services segments (+6.8% YoY CC), offset by Life Sciences and Healthcare (-4.0% YoY CC), Public Services (-2.4% YoY CC) and manufacturing segment (-1.0% YoY CC). Geographically services growth was majorly led by Europe (+9.6% YoY CC), RoW (+15.0% YoY CC), and modest growth across India (+1.3% YoY CC) and USA (+0.5% CC YoY).

Demand Drivers: Manufacturing, Life sciences & healthcare and retail segments are expected to see slower recovery led by supply chain bottlenecks and muted retail demand. The Company expects demand to remain higher across Financial services, Technology and Telecom driven by Al-led transformation demand and closure of large deal wins.

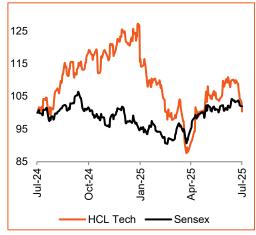
Deal Wins: Signed new deal wins with TCV value of USD 1.8bn, down 7.6% QoQ and 39.5% YoY. The Company expects to close large deal wins across Financial services, which is expected to drive the TCV bookings during Q2 and Q3 of FY26. Moreover, it closed nine renewals during the quarter, majority of which saw increase in revenue per client.

Clients: The Company added 19 new clients (YoY) taking the total count to 1,833. Further, it added 5 clients in the \$1Mn+ band, 11 clients in the \$20Mn+ band and 6 clients in the \$50Mn+ band, while observed some churn across mid bands.

Outlook: We have revised our FY26E/FY27E EPS estimate by -5.7%/-0.6% respectively, as we factor in higher revenue on the back of diluted margins in the short-term. We believe the management can drive efficiencies through scaling and ramping up of major deals across financial services and technology verticals.

We have rolled forward our valuation to Jun'27 estimates. We value HCL Tech at 23.0x Jun'27 EPS (at +1 SD to 7-year avg NTM P/E), implying a target price of INR 1,693. HCL Tech is currently trading at a 1-year fwd. P/E of 24.0x (in-line with its 1-year Avg. NTM P/E).

We reiterate our "HOLD" rating on the stock.



MARKET DATA	
Shares outs (Mn)	2,714
Mkt Cap (INR Bn)	4,378
52 Wk H/L (INR)	2,012/1,303
Volume Avg (3m K)	2,493
Face Value (INR)	2
Bloomberg Code	HCLT IN

^{*}Based on previous closing Note: All the market data is as of previous closing

SHARE HOLDING PATTERN (%)

Particulars (%)	Mar-25	Dec-24	Sep-24
Promoters	60.8	60.8	60.8
FIIs	19.2	19.4	18.7
DIIs	15.4	15.2	15.8
Others	4.6	4.6	4.7
Total	100.0	100.0	100.0

6.6%

Revenue CAGR between FY25-27E 5.9%

Adj. PAT CAGR between FY25-27E

KEY FINANCIALS

INR Millions	FY24	FY25	FY26E	FY27E	FY28E
Revenue	10,99,130	11,70,550	12,47,509	13,30,438	14,25,033
EBIT	2,00,270	2,14,210	2,17,938	2,48,037	2,76,521
EBIT Margin	18%	18%	17%	19%	19%
PAT	1,57,020	1,73,910	1,70,946	1,94,948	2,17,061
EPS	57.8	63.9	62.9	71.7	79.8

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Key Concall Highlights:

Margin Performance and levers

- Overall EBIT margin for Q1FY26 came in at 16.3% down 161bps sequentially, led by 80bps impact from lower utilization on back of excess capacity, 30bps impact from one-time client bankruptcy, 30bps impact from front-loading of investments in Al and GTM, and residual impact was driven by lower software revenue.
- The Company has trimmed the margin guidance for FY26 by 100bps to a range of 17.0-18.0%, led by underutilized workforce, M&A rationalization and AI investments. The key margin levers for include a) improvement in utilization levels b) shift to hiring freshers for specialist and elite roles c) reshaping pyramid and d) expanding customer wallet, where billing has been impacted driven by competitive pricing in AI driven contracts.

Vertical Performance

- Financial services witnessed a growth of 6.8% YoY CC, while the Technology & Services growth stood robust at 13.7% YoY CC.
- Telecommunication and Media grew at 13.0% YoY CC led by several European telecoms engaging for transformation deals.
- Retail and CPG grew at 8.2% YoY CC led by strong demand among clients to leverage AI in improving customer experience and
 optimization of logistic operations.
- Lifescience & healthcare, Public Services and Manufacturing continued to under perform, and grew at -4.0% YoY CC, -2.4% YoY CC and -1.0% YoY CC respectively. The Company expects similar growth trends for rest of the FY26 led by absence of discretionary demand.

Demand Drivers

- Financial Services, Technology & Services and Telecom is expected to witness stronger growth traction led by higher demand for modernization, leveraging GenAl and automation to enhance efficiency and improve customer service.
- Manufacturing, Lifescience & healthcare segments are expected to witness slower recovery as the automotive and pharma clients are highly impacted due to tariffs related supply chain shifts and concerns.
- Further, demand in retail segment is higher, but client's profitability has been impacted due to higher inflation and rising costs, putting pressure on margins.
- The Company expects to increase the client's wallet share for Al contracts, as they appear to margin dilutive driven by lower billing.
- The Company is expected to close large deal wins in FS vertical and anticipates to ramp it up quickly to boost topline through FY26 and FY27.

Clientele

• HCL Tech added 19 new clients (YoY) taking the total count to 1,833. Further, it added 5 clients in the \$1Mn+ band, 11 clients in the \$20Mn+ band and 6 clients in the \$50Mn+ band, while observed some churn across mid bands.

Employee Headcount and Hiring

- The Company observed consolidation in its total headcount as it got reduced sequentially by 269 employees to 2,23,151, led by ramp down in ramp-down in automotive business and recalibration of hiring strategy. Its LTM attrition rate declined by 20bps sequentially to 12.8%, one of the lowest in last 20 quarters.
- It plans to hire freshers across specialist and elite roles to improve the pyramid structure and drive higher operating leverage. It added 1,984 freshers during Q1FY26 and expects to add over 7,000 for FY26.

Notable Deal Wins/ Al Transformation Projects

- It closed nine renewals during the quarter, in eight of which the revenue per client is higher than the current run-rate. It expects to improve client wallet share through its suit of Al-offerings including Al Force, Al Foundry, Al Labs, Al Engineering.
- HCL Tech has signed 35 clients for its AI Force offering and have already deployed it over 70+ projects.
- The Company closed new deal wins with TCV value of USD 1.8bn, down 7.6% QoQ and 39.5% YoY. The Company expects to close large deal wins across financial services, which is expected to drive the TCV bookings during Q2 and Q3 of FY26.

Accolades

HCL Tech, the only service provider, has been recognized "as the customer's choice in all six Gartner Voice of the Customer
Quadrant Evaluations Related to IT Services"

Other Announcements

- HCL Tech has increased its revenue guidance by 100bps to 3.0-5.0% YoY CC.
- Board has recommended for an interim dividend of INR 12 per share.

RESEARCH ANALYST
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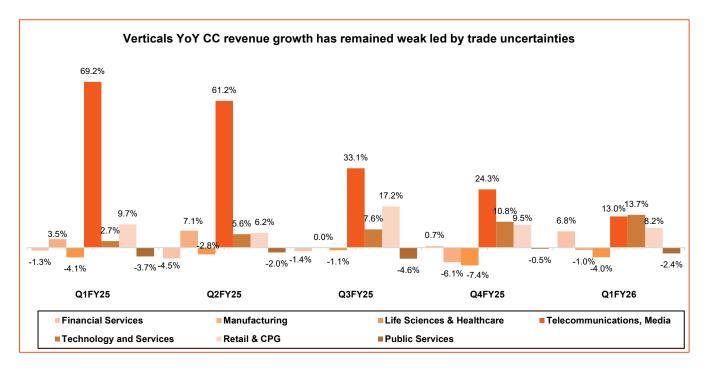
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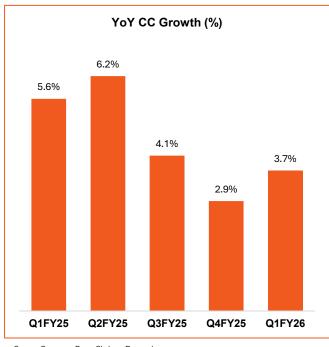
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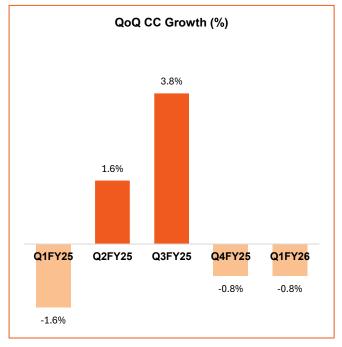
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India Equity Institutional Research |

Story in Charts

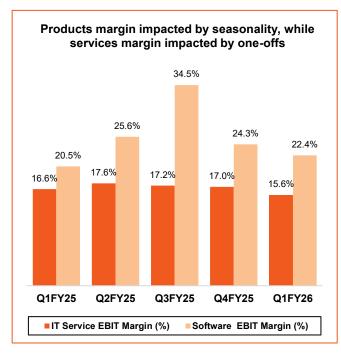


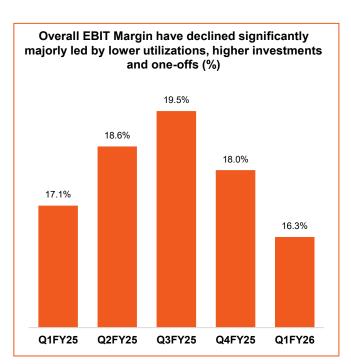


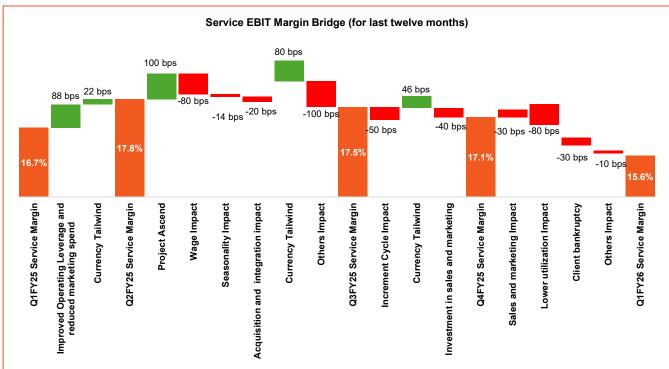


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Story in Charts





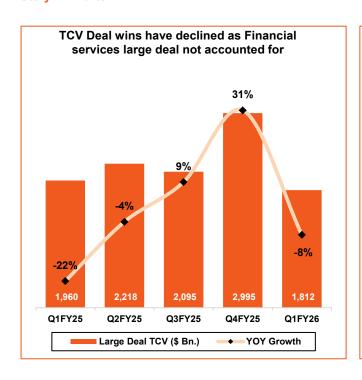


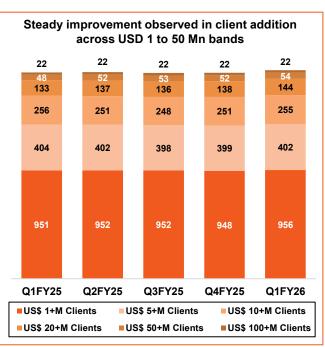
Source: Company, DevenChoksey Research and Analysis

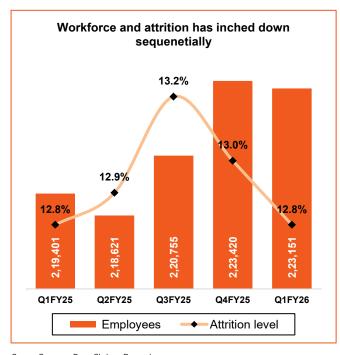
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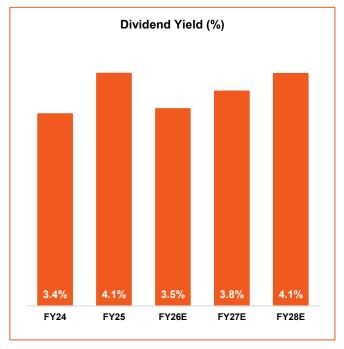
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Story in Charts







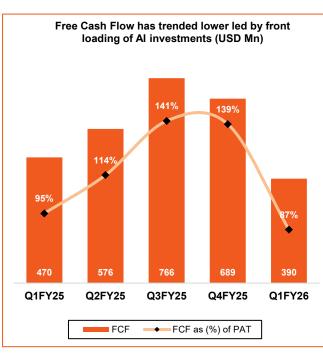


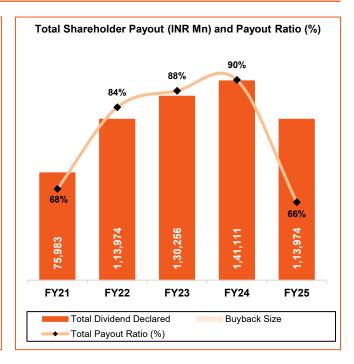
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RESULT SNAPSHOT

Particulars (Mn)	Q1FY26	Q4FY25	Q1FY25	QoQ	YoY	FY 25	FY 24	Y-o-Y
Revenue	2,98,900	2,88,620	2,84,460	3.6%	5.1%	8,68,090	8,14,140	6.6%
Employee benefits expense	1,65,760	1,65,230	1,58,620	0.3%	4.5%	4,95,090	4,61,290	7.3%
Purchase of stock-in-trade	5,780	4,800	4,170	20.4%	38.6%	14,620	12,620	15.8%
Changes in inventories of stock-in-trade	660	-140	-670	(571.4%)	(198.5%)	770	250	NA
Outsourcing costs	38,740	37,480	37,320	3.4%	3.8%	1,11,630	1,08,680	2.7%
Other expenses	19,360	17,560	17,150	10.3%	12.9%	55,760	50,490	10.4%
Total expenses	2,30,300	2,24,930	2,16,590	2.4%	6.3%	6,77,870	6,33,330	7.0%
EBITDA	68,600	63,690	67,870	7.7%	1.1%	1,90,220	1,80,810	5.2%
EBITDA margin (%)	23.0%	22.1%	23.9%	88bps	-91bps	21.9%	22.2%	-30bps
Depreciation	10,390	10,070	11,430	3.2%	(9.1%)	30,440	30,800	(1.2%)
EBIT	58,210	53,620	56,440	8.6%	3.1%	1,59,780	1,50,010	6.5%
EBIT margin (%)	19.5%	18.6%	19.8%	90bps	-37bps	18.4%	18.4%	-2bps
Finance Cost	1,660	1,310	1,400	26.7%	18.6%	4,880	3,820	27.7%
Other Income	4,770	4,560	3,700	4.6%	28.9%	20,360	10,790	88.7%
Profit before tax	61,320	56,870	58,740	7.8%	4.4%	1,75,260	1,56,980	11.6%
Tax expense	15,380	14,500	15,230	6.1%	1.0%	44,360	39,830	11.4%
Minority Interest	30	20	10	50.0%	200.0%	70	-10	NA
Net profit	45,910	42,350	43,500	8.4%	5.5%	1,30,830	1,17,160	11.7%
Net profit (%)	15.4%	14.7%	15.3%	69bps	7bps	15.1%	14.4%	68bps
Diluted EPS (INR)	16.9	15.6	16.0	8.4%	5.5%	48.2	43.2	11.7%





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Change in Estimates:

HCL Tech's Q1FY26 performance was mixed, as revenue came in at NR 3,03,490 Mn. In-line with our estimates (+1.8%), while its net profit stood at INR 38.430 Mn., sharply below our estimates (-11.2%) driven by lower utilization due to ramp-downs in auto and mismatch in expertise, Al-led higher investments and one-off driven by client bankruptcy.

The quarter witnessed muted deal wins, as one the large deal win is expected to spill through Q2 and Q3. The Company has highlighted stress across Manufacturing, Life sciences and retail segment, and it expects to witness slower recovery due to demand and supply chain issues across the globe.

HCL Tech expects to close a large-deal, and with its quicker ramp-up, plans to drive top-line growth in FY26 and FY27. Further, led by mismatch in talent and certain expertise, and lower utilization and higher investments it expects an 80bps margin impact over FY26. It aims to improve margin rapidly to 18-19% range by FY27 with faster execution of large deal and optimization of pyramid structure.

We have revised our FY26E/FY27E EPS estimate by -5.7%/-0.6% respectively, as we factor in higher revenue on the back of diluted margins in the short-term. We believe the management can drive efficiencies through scaling and ramping up of major deals across financial services and technology verticals.

	New Estimates		Old Estimates			Variation			
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Revenue	12,47,509	13,30,438	14,25,033	12,18,047	12,89,521	13,90,019	2.4%	3.2%	2.5%
EBIT	2,17,938	2,48,037	2,76,521	2,23,066	2,42,000	2,67,522	-2.3%	2.5%	3.4%
PAT	1,70,896	1,94,948	2,17,061	1,81,320	1,96,120	2,14,811	-5.7%	-0.6%	1.0%
EPS	62.8	71.7	79.8	66.7	72.1	79.0	-5.7%	-0.6%	1.0%
EBIT (%)	17.5%	18.6%	19.4%	18.3%	18.8%	19.2%	-84bps	-12bps	16bps
PAT (%)	13.7%	14.7%	15.2%	14.9%	15.2%	15.5%	-119bps	-56bps	-22bps

Source: Company, DevenChoksey Research and Analysis

Valuation:

We have rolled forward our valuation to Jun'27 estimates. We value HCL Tech at 23.0x Jun'27 EPS (at +1 SD to 7-year avg NTM P/E), implying a target price of INR 1,693.

HCL Tech is currently trading at a 1-year fwd. P/E of 24.0x (in-line with its 1-year Avg. NTM P/E). We reiterate our "HOLD" rating on the stock.

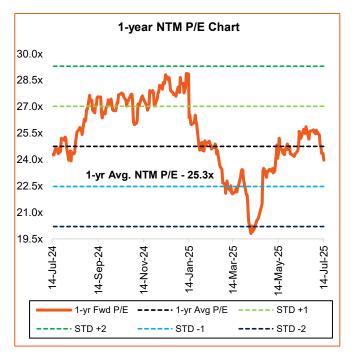
Company	СМР МСАР		Revenue CAGR	EPS CAGR	EBIT Margin (%)	P	/E	FCF Yie	eld (%)	ROE	€ (%)
	INR/ USD	USD Bn.	FY25-27E (%)	FY25-27E (%)	FY25	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
HCL Tech	1,655	52	6.6%	5.9%	18.3%	25.8x	22.6x	5.5%	6.0%	24.3%	27.0%
				Domesti	c Peers						
TCS	3,372	143	5.5%	7.5%	24.3%	23.8x	21.8x	3.7%	3.9%	53.6%	56.8%
Infosys	1,616	78	5.7%	7.6%	21.1%	23.8x	21.9x	4.2%	4.3%	28.3%	28.8%
Wipro	265	32	2.9%	4.5%	16.9%	21.0x	19.8x	4.6%	5.1%	15.6%	15.8%
Tech Mahindra	1,591	18	5.8%	26.7%	9.6%	26.1x	21.2x	3.4%	4.1%	19.2%	22.6%
Mean			5.3%	10.4%	18.1%	24.1x	21.5x	4.3%	4.7%	28.2%	30.2%
Median			5.7%	7.5%	18.3%	23.8x	21.8x	4.2%	4.3%	24.3%	27.0%
				Global	Peers						
Accenture	318	199	6.3%	8.0%	15.6%	23.3x	21.4x	5.1%	5.5%	25.1%	24.0%
Cognizant	80	40	5.0%	8.1%	14.9%	15.8x	14.7x	6.1%	6.6%	16.6%	15.9%
Mean			5.7%	8.1%	15.3%	19.6x	18.1x	5.6%	6.0%	20.8%	19.9%
Median			5.7%	8.1%	15.3%	19.6x	18.1x	5.6%	6.0%	20.8%	19.9%

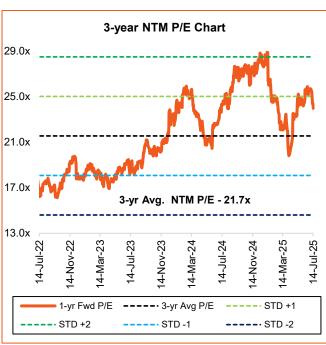
Note: Market Data as of 10th July Source: Company, Bloomberg, DevenChoksey Research and Analysis

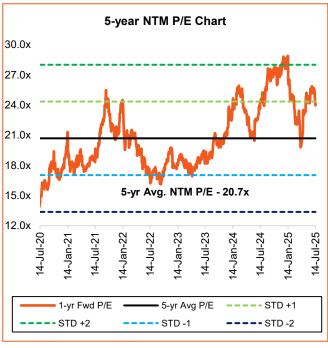
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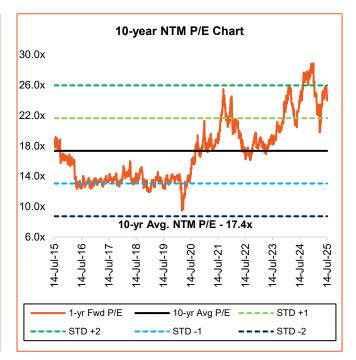
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Valuation Charts









Source: Bloomberg, DevenChoksey Research

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KEY FINANCIALS

Exhibit 1: Profit & Loss Statement

INR Millions	FY25	FY26E	FY27E	FY28E
Revenue	11,70,550	12,47,509	13,30,438	14,25,033
Employee Cost	7,61,570	8,18,827	8,62,354	9,17,965
EBITDA	2,55,050	2,61,987	2,92,974	3,22,363
Depreciation	40,840	44,049	44,937	45,842
EBIT	2,14,210	2,17,938	2,48,037	2,76,521
Other income	24,850	18,060	19,000	20,000
Finance costs	7,300	7,390	7,000	7,000
Pre-tax Income	2,32,620	2,28,658	2,60,037	2,89,521
Income tax expense	58,620	57,642	65,009	72,380
PAT before MI	1,74,000	1,71,016	1,95,028	2,17,141
Minority Interest	90	70	80	80
PAT after MI	1,73,910	1,70,946	1,94,948	2,17,061
Diluted EPS	63.9	62.9	71.7	79.8
Shares in Million	2,720	2,720	2,720	2,720

Exhibit 3: Cash Flow Statement

INR Millions	FY25	FY26E	FY27E	FY28E
CFFO	2,22,610	2,02,919	2,23,236	2,44,640
CFFI	-49,140	-37,425	-39,913	-42,751
CFFF	-1,85,610	-1,55,309	-1,76,308	-1,95,304
Net Inc/Dec in	-12,140	10,185	7,015	6,586
Closing Cash	82,450	92,635	99,650	1,06,235

Exhibit 4: Key Ratios

Key Ratios	FY25	FY26E	FY27E	FY28E
EBIT Margin (%)	18%	17%	19%	19%
NPM (%)	15%	14%	15%	15%
RoE (%)	22%	22%	22%	22%
RoCE (%)	21%	21%	21%	21%
P/E (x)	23.0x	25.8x	22.6x	20.3x

Source: Company, DevenChoksey Research

Exhibit 2: Balance Sheet

Exhibit 2: Balance	Sneet			
INR Millions	FY25	FY26E	FY27E	FY28E
Equity				
Equity Capital	5,430	5,430	5,430	5,430
Other Equity	6,91,120	7,07,387	7,25,947	7,47,624
Non controlling interest	180	250	330	410
Total Equity	6,96,730	7,13,067	7,31,707	7,53,464
Non-Current Liabilities				
Borrowings	700	0	0	0
Other Financial Liabilities	51,240	51,240	51,240	51,240
Operating Lease Liability	26,380	26,380	26,380	26,380
Total Non-Current Liabilities	78,320	77,620	77,620	77,620
Current Liabilities				
Borrowings	35,680	33,680	31,680	29,680
Trade Paybles	62,250	67,301	70,878	75,449
Income Tax Liabilities	28,150	28,150	28,150	28,150
Other current liabilities	1,54,310	1,54,310	1,54,310	1,54,310
Total Current	0.00.000		0.05.040	
Liabilities	2,80,390	2,83,441	2,85,018	2,87,589
Liabilities Total Liabilities	10,55,440	2,83,441 10,74,128	10,94,345	2,87,589 11,18,673
Total Liabilities Non-Current				
Total Liabilities Non-Current Assets Property Plants and	10,55,440	10,74,128	10,94,345	11,18,673
Total Liabilities Non-Current Assets Property Plants and Equipments Right of use of	10,55,440 45,010	10,74,128 38,386	10,94,345 33,363	11,18,673 30,272
Total Liabilities Non-Current Assets Property Plants and Equipments Right of use of Assets	10,55,440 45,010 30,160	10,74,128 38,386 30,160	10,94,345 33,363 30,160	11,18,673 30,272 30,160
Non-Current Assets Property Plants and Equipments Right of use of Assets Goodwill	10,55,440 45,010 30,160 2,17,560	10,74,128 38,386 30,160 2,17,560	10,94,345 33,363 30,160 2,17,560	30,272 30,160 2,17,560
Non-Current Assets Property Plants and Equipments Right of use of Assets Goodwill Intangible Assets	10,55,440 45,010 30,160 2,17,560 68,990	38,386 30,160 2,17,560 68,990	33,363 30,160 2,17,560 68,990	30,272 30,160 2,17,560 68,990
Total Liabilities Non-Current Assets Property Plants and Equipments Right of use of Assets Goodwill Intangible Assets Other current assets Total Non-Current	10,55,440 45,010 30,160 2,17,560 68,990 72,630	38,386 30,160 2,17,560 68,990 72,630	33,363 30,160 2,17,560 68,990 72,630	30,272 30,160 2,17,560 68,990 72,630
Total Liabilities Non-Current Assets Property Plants and Equipments Right of use of Assets Goodwill Intangible Assets Other current assets Total Non-Current Assets	10,55,440 45,010 30,160 2,17,560 68,990 72,630	38,386 30,160 2,17,560 68,990 72,630	33,363 30,160 2,17,560 68,990 72,630	30,272 30,160 2,17,560 68,990 72,630
Total Liabilities Non-Current Assets Property Plants and Equipments Right of use of Assets Goodwill Intangible Assets Other current assets Total Non-Current Assets Current Assets	10,55,440 45,010 30,160 2,17,560 68,990 72,630 4,34,350	38,386 30,160 2,17,560 68,990 72,630 4,27,726	33,363 30,160 2,17,560 68,990 72,630 4,22,703	30,272 30,160 2,17,560 68,990 72,630 4,19,612
Total Liabilities Non-Current Assets Property Plants and Equipments Right of use of Assets Goodwill Intangible Assets Other current assets Total Non-Current Assets Current Assets Investments	10,55,440 45,010 30,160 2,17,560 68,990 72,630 4,34,350	10,74,128 38,386 30,160 2,17,560 68,990 72,630 4,27,726	10,94,345 33,363 30,160 2,17,560 68,990 72,630 4,22,703	30,272 30,160 2,17,560 68,990 72,630 4,19,612
Total Liabilities Non-Current Assets Property Plants and Equipments Right of use of Assets Goodwill Intangible Assets Other current assets Total Non-Current Assets Current Assets Investments Trade Receivables	10,55,440 45,010 30,160 2,17,560 68,990 72,630 4,34,350 74,730 1,95,230	10,74,128 38,386 30,160 2,17,560 68,990 72,630 4,27,726 74,730 2,05,070	10,94,345 33,363 30,160 2,17,560 68,990 72,630 4,22,703 74,730 2,18,702	30,272 30,160 2,17,560 68,990 72,630 4,19,612 74,730 2,34,252
Non-Current Assets Property Plants and Equipments Right of use of Assets Goodwill Intangible Assets Other current assets Total Non-Current Assets Current Assets Investments Trade Receivables Cash and Bank	10,55,440 45,010 30,160 2,17,560 68,990 72,630 4,34,350 74,730 1,95,230 2,12,890	10,74,128 38,386 30,160 2,17,560 68,990 72,630 4,27,726 74,730 2,05,070 2,23,075	10,94,345 33,363 30,160 2,17,560 68,990 72,630 4,22,703 74,730 2,18,702 2,30,090	30,272 30,160 2,17,560 68,990 72,630 4,19,612 74,730 2,34,252 2,36,675
Total Liabilities Non-Current Assets Property Plants and Equipments Right of use of Assets Goodwill Intangible Assets Other current assets Total Non-Current Assets Current Assets Investments Trade Receivables Cash and Bank Oher current assets Total Current	10,55,440 45,010 30,160 2,17,560 68,990 72,630 4,34,350 74,730 1,95,230 2,12,890 1,38,240	10,74,128 38,386 30,160 2,17,560 68,990 72,630 4,27,726 74,730 2,05,070 2,23,075 1,43,527	10,94,345 33,363 30,160 2,17,560 68,990 72,630 4,22,703 74,730 2,18,702 2,30,090 1,48,121	30,272 30,160 2,17,560 68,990 72,630 4,19,612 74,730 2,34,252 2,36,675 1,53,404

Result Update - Q1FY26

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HCL Technologies Ltd.

HCL Technologies Ltd.							
Date	CMP (INR)	TP (INR)	Recommendation				
15-Jul-25	1,620	1,693	HOLD				
14-Jan-25	1,814	1,894	HOLD				
15-Oct-24	1,870	1,887	HOLD				
15-Jul-24	1,570	1,668	ACCUMULATE				
29-Apr-24	1,387	1,546	ACCUMULATE				

Rating Legend (Expected over a 12-month period)					
Our Rating Upside					
Buy	More than 15%				
Accumulate	5% – 15%				
Hold	0 – 5%				
Reduce	-5% – 0				
Sell	Less than -5%				

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