

HCLT: Deal Momentum Strengthens; AI Strategy Expands Opportunity

July 14, 2026 | CMP: INR 1,221 | Target Price: INR 1,330

Expected Share Price Return: 8.9% | Dividend Yield: 4.7% | Potential Upside: 13.6%

Sector View: Neutral

Change in Estimates	✓
Target Price Change	✓
Recommendation	✓

Company Info	
BB Code	HCLT IN EQUITY
Face Value (INR)	2.0
52 W High/Low (INR)	1,780/1,030
Mkt Cap (Bn)	INR 3,313/ \$34.6
Shares o/s (Mn)	2,713.1
3M Avg. Daily Volume	46,74,101

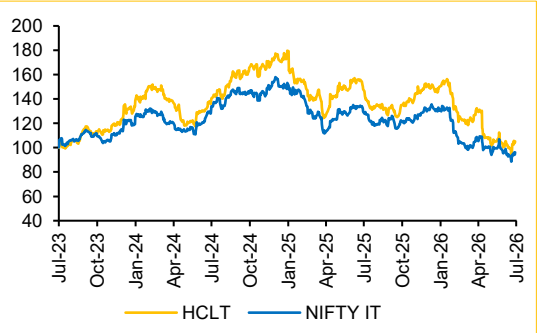
Change in Estimates						
FY27E			FY28E			
INR Bn	New	Old	Dev. (%)	New	Old	Dev. (%)
Revenues	1,411.6	1,404.9	0.5	1,508.6	1,508.3	0.0
EBIT	247.3	244.2	1.3	269.3	272.0	(1.0)
EBITM %	17.5	17.4	14 bps	17.9	18.0	(18) bps
EPS	71.2	71.6	(0.5)	78.4	80.5	(2.5)

Actual vs CIE Estimates			
INR Bn	Q1FY27A	CIE Est.	Dev. %
Revenue	345.7	344.0	0.5
EBIT	58.3	57.3	1.7
EBITM %	16.9	16.7	20 bps
PAT	46.2	45.4	1.8

Key Financials					
INR Bn	FY25	FY26	FY27E	FY28E	FY29E
Revenue	1,170.6	1,301.4	1,411.6	1,508.6	1,620.3
YoY (%)	6.5	11.2	8.5	6.9	7.4
EBIT	214.2	224.0	247.3	269.3	303.7
EBITM %	18.3	17.2	17.5	17.9	18.7
PAT	174.0	164.2	192.6	212.1	238.2
EPS	64.2	64.1	71.2	78.4	88.1
ROE %	25.2	22.7	25.3	27.2	29.6
ROCE %	21.4	21.3	22.6	23.8	26.0
PE(x)	19.1	19.1	17.2	15.6	13.9

Shareholding Pattern (%)			
	Mar-26	Dec-25	Sept-25
Promoters	60.86	60.82	60.82
FIIIs	15.51	16.21	16.64
DIIIs	18.95	18.37	17.80
Public	4.36	4.26	4.41

Relative Performance (%)			
YTD	3Y	2Y	1Y
NIFTY IT	1.1	(16.6)	(22.2)
HCLT	10.5	(21.5)	(24.6)



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Q1FY27 Technology IT Services Results Preview

Guidance Intact; AI Platform Expands, Supporting Medium-term Growth

Visibility: Q1FY27 was broadly in line, with seasonal weakness weighing on growth while margin remained resilient. The management hold FY27 guidance despite record Q1 TCV of USD 2.4 Bn, with strong bookings and a healthy pipeline creating scope for an upward revision as deal conversions gain traction. Commentary remains strong for the next few quarters despite a selective discretionary spending environment. HCLT also announced a INR-35 Bn strategic investment in AI data centres, extending its AI proposition beyond services into infrastructure and positioning itself as a full-stack AI partner. **While AI-led productivity is expected to remain a near-term pricing headwind and verticals, such as Telecom and Automotive continue to face demand pressures, we believe improving deal momentum and expanding AI monetisation opportunities underpin the medium-term growth outlook. We cut our earnings estimate by 0.5-2.5% on account of continued AI investments and arrive at a TP of INR 1,330 (earlier INR 1,410) based on FY28 EPS and assign a 'ADD' rating.**

Revenue in Line, Margin Beats Estimate; Deal TCVs Grew Strongly

- HCLT reported Q1FY27 revenues at USD 365 Cr, down 0.9% QoQ and up 3.0% YoY (vs CIE estimate of USD 366 Cr). CC revenue was down 0.5% QoQ & up 2.6% YoY. In INR terms, reported revenue stood at INR 34,579 Cr, up 1.8% QoQ and 13.9% YoY (vs CIE estimate of INR 34,408 Cr).
- EBIT stood at INR 5,831 Cr, up 3.8% QoQ and 18.0% YoY (vs CIE estimate of INR 5,320 Cr). Margin came at 16.9% for Q1FY27, up 32 bps QoQ and 58 bps YoY (vs CIE estimate of 16.7%).
- PAT for the quarter came in at INR 4,624 Cr, up 3.0% QoQ and up 20.3% YoY (vs CIE estimate of INR 4,730 Cr).

Growth Recovery to Build; AI Continues to Strengthen Medium-term

Outlook: Revenue remained subdued due to seasonal weakness and continued selectivity in discretionary spending, with Telecom, Manufacturing (Auto) and ER&D remaining soft, partly offset by healthy traction in Retail. The management expects demand to improve progressively, supported by a healthy pipeline, record deal bookings and improving execution over the next few quarters. AI remained the key growth engine, with Advanced AI revenue rising to USD 172 Mn (+62% YoY), underpinned by expanding enterprise adoption and a growing portfolio of AI-native solutions. **The planned INR-35 Bn AI data centre investment further broadens HCLT's AI capabilities into infrastructure, reinforcing its differentiated full-stack AI positioning and strengthening its ability to capture the next wave of enterprise AI spending, while partially offsetting the near-term productivity-led pressure on traditional services.**

Margin to Remain Range-bound; AI Investments to Limit Near-term Upside:

EBIT margin improved sequentially to 16.9%, supported by lower restructuring costs and favourable forex, while the management reiterated its FY27 EBIT margin guidance of 17.5-18.5%, which already factors in a 40-50 bps restructuring impact. With continued investments in AI capabilities, data centre infrastructure and go-to-market initiatives, we forecast margin expansion to remain gradual, with benefits from operating leverage largely offset by strategic investments. **We, therefore, expect FY27 margin to trend towards the lower end of the guided range, with meaningful expansion likely only as revenue growth broadens.**

HCLT Ltd.	Q1FY27	Q4FY26	QoQ (%)	Q1FY26	YoY (%)
Revenues (USD Mn)	3,650	3,682	(0.9)	3,545	3.0
Revenues (INR Mn)	3,45,790	3,39,810	1.8	3,03,490	13.9
EBIT (INR Mn)	58,310	56,200	3.8	49,420	18.0
EBIT Margin (%)	16.9	16.7	32 bps	16.3	58 bps
Other Income	3,610	3,220	12.1	4,560	(20.8)
Interest	840	2,400	(65.0)	2,090	(59.8)
PBT	61,080	57,020	7.1	51,890	17.7
Tax	14,820	12,120	22.3	13,450	10.2
PAT (INR Mn)	46,260	44,880	3.0	38,430	20.3
Basic EPS (INR)	17.1	16.6	3.0	14.2	20.4

Source: HCLT, Choice Institutional Equities

Management Call – Highlights

HCLT secured a landmark mega deal with a Fortune Global 50 firm in Europe to manage its digital workplace and networks using an 'AI-first' approach. While signed in early July (excluding it from Q1 TCV), it is expected to reach steady state by April 2027.

HCLT is entering the AI data center business with an initial strategic investment of up to INR 35,000 Mn, with a long-term goal of scaling up to 50 MW capacity.

Revenue from advanced AI offerings reached USD 172 Mn, marking a significant 62.1% YoY growth.

The company's focus on profitability led to an ROIC of 40.3%, an increase of 235 bps YoY. The services segment performed even higher with an ROIC of 47%.

- **Mega Deal Win:** HCLT secured a landmark mega deal with a Fortune Global 50 firm in Europe to manage its digital workplace and networks using an 'AI-first' approach. While signed in early July (excluding it from Q1 TCV), it is expected to reach steady state by April 2027.
- **Deal Wins:** Marquee deals included SAP-enabled transformation for a Fortune 250 semiconductor OEM and an incremental USD-180 Mn expansion for an AI data center build-out with a global technology major.
- **AI Data Center Investment:** HCLT is entering the AI data center business with an initial strategic investment of up to INR 35,000 Mn, with a long-term goal of scaling up to 50 MW capacity.
- **Sovereign AI Focus:** Unlike traditional colocation models, this is a full-stack play aimed at providing sovereign cloud, private SLMs and managed AI infrastructure.
- **Investment in Sarvam:** The company made a USD-150 Mn strategic investment in Sarvam, a sovereign AI company, to co-innovate multilingual, India-focussed AI models.
- **Advanced AI Revenue:** Revenue from advanced AI offering reached USD 172 Mn, marking a significant 62.1% YoY growth.
- **HCL Software:** The software segment's Annual Recurring Revenue (ARR) reached USD 1.063 Bn. The acquisition of Jaspersoft was completed to add a visualisation layer to HCLT's data management portfolio.
- **Client Expansion:** HCLT successfully deepened its large client relationships, adding one client to the USD 100 Mn+ category and six clients to the USD 50 Mn+ category during the quarter.
- **Talent & AI Delivery:** HCLT trained 24,000 employees in AI/GenAI during Q1FY27, expanded its AI Force platform to 92 client accounts, while headcount declined by 3,292 QoQ to 223,889. Attrition increased marginally by 20 bps QoQ to 12.7%.
- **Return on Invested Capital (ROIC):** The company's ROIC remains strong at 40.7%, a YoY increase of 257 bps. The Services segment performed even higher with an ROIC of 47.8%.
- **Cash Flow & Liquidity:** HCLT maintained a strong balance sheet with gross cash of USD 2.86 Bn and net cash of USD 2.84 Bn. Over the last 12 months, it generated USD 2.14 Bn in operating cash flow and USD 1.98 Bn in free cash flow, with an FCF-to-net income conversion of 99%, reflecting strong cash generation.
- **DSO:** Total DSO, including unbilled receivables, was 86 days, reflecting a slight increase of two days sequentially.
- **Dividend:** An interim dividend of INR 12 per share was declared for the quarter. The record date for this dividend is July 17, 2026, with the payment scheduled for July 27, 2026.

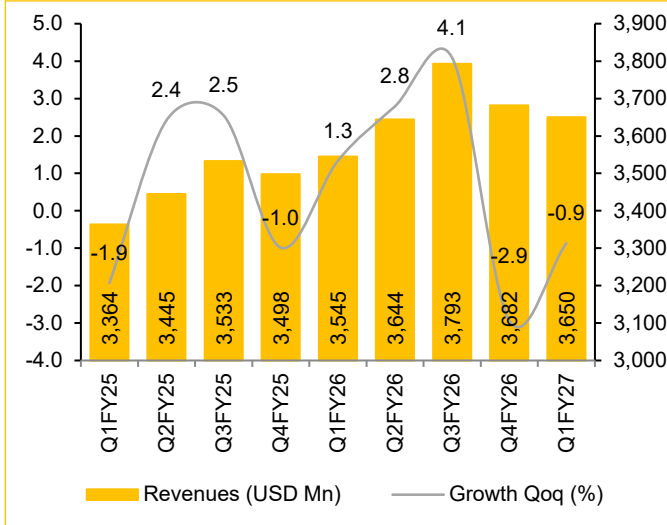
Sequential Operating Performance

	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26	1QFY27
Income Statement								
Revenues (USD Mn)	3,445	3,533	3,498	3,545	3,644	3,793	3,682	3,650
Revenues (INR Mn)	288,620	298,900	302,460	303,490	319,420	338,720	339,810	345,790
EBIT (INR Mn)	53,620	58,210	54,420	49,420	55,500	62,850	56,200	58,310
EBIT Margin (%)	18.6	19.5	18.0	16.3	17.4	18.6	16.5	16.9
PAT (INR Mn)	42,350	45,910	43,070	38,430	42,350	40,760	44,880	46,260
FDEPS (INR)	15.61	16.93	15.88	14.17	15.61	15.02	16.5	17.1
Operating Metrics								
Revenue from Business segments (%)								
IT and Business Services	74.6	73.0	73.3	74.0	74.2	72.3	75.0	75.1
Engineering and R&D Services	15.8	16.0	17.1	17.0	17.0	16.8	17.0	16.4
HCL Software	9.6	11.0	9.6	9.0	8.9	10.9	8.0	8.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Revenues - Geography (%)								
America	65.1	65.5	57.4	56.5	56.2	56.3	56.3	56.0
Europe	28.4	28.2	27.5	28.3	28.3	27.7	27.1	27.6
India	-	-	3.1	3.3	3.2	3.3	2.9	3.3
ROW	6.5	6.3	12.0	11.9	12.4	12.8	13.7	13.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Revenues -Industry (%)								
Financial Services	20.5	20.3	21.1	21.6	21.7	21.1	21.4	22.1
Manufacturing	19.5	19.1	18.6	18.6	18.3	18.8	18.6	18.7
Technology & Services	13.1	13.3	13.4	14.0	14.0	14.2	14.6	14.4
Retail & CPG	9.6	10.6	9.7	9.7	9.6	9.9	9.7	10.3
Teleco, Media, Publishing & Entertainment	12.1	12.3	13.9	13.1	12.7	12.5	12.1	11.2
Lifesciences & Healthcare	16.0	15.5	14.7	14.5	14.7	14.4	14.2	14.0
Public Services	9.2	8.9	8.6	8.5	8.9	9.1	9.2	9.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Employee Metrics								
Total Headcount	218,621	220,755	223,420	223,151	226,640	226,379	227,181	223,889
Attrition Rate LTM (%)	12.9	13.2	13.0	12.8	12.6	12.4	12.5	12.7
Client Metrics								
>USD 1 Mn	952	952	948	956	954	968	976	987
>USD 5 Mn	402	398	399	402	406	421	429	431
>USD 10 Mn	251	248	251	255	258	268	277	286
>USD 20 Mn	137	136	138	144	151	151	149	155
>USD 50 Mn	52	53	52	54	54	56	60	60
>USD 100 Mn	22	22	22	22	22	23	23	23
Client Contribution (%)								
Top 5	12.1	12.6	12.7	12.6	12.4	12.2	11.9	11.6
Top10	20.1	20.3	20.2	20.2	19.9	19.7	19.1	18.7
Top 20	30.8	30.9	30.4	29.9	29.5	29.1	28.5	28.0
Order Book (USD Mn)								
TCV	2,218	2,095	2,995	1,812	2,569	3,006	1,936	2,407
TTM TCV	8,395	8,563	9,268	9,120	9,471	10,382	9,323	9,918

Note: HCLT has started reporting Geography-wise metric in new format from Q4FY25 onwards

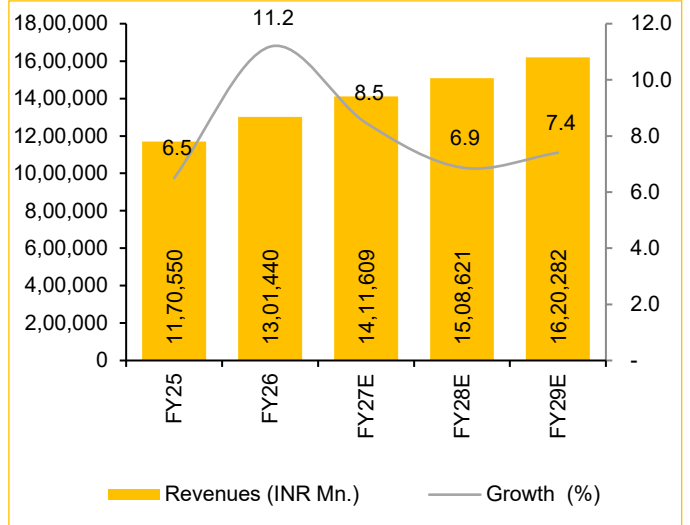
Source: HCLT, Choice Institutional Equities

Revenue marginally declined by 0.9% QoQ due to seasonality



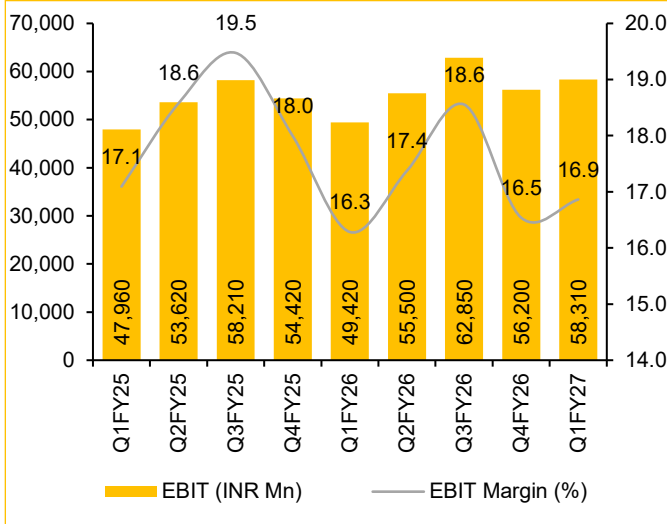
Source: HCLT, Choice Institutional Equities

Revenue expected to expand at 7.6% CAGR over FY26—29E



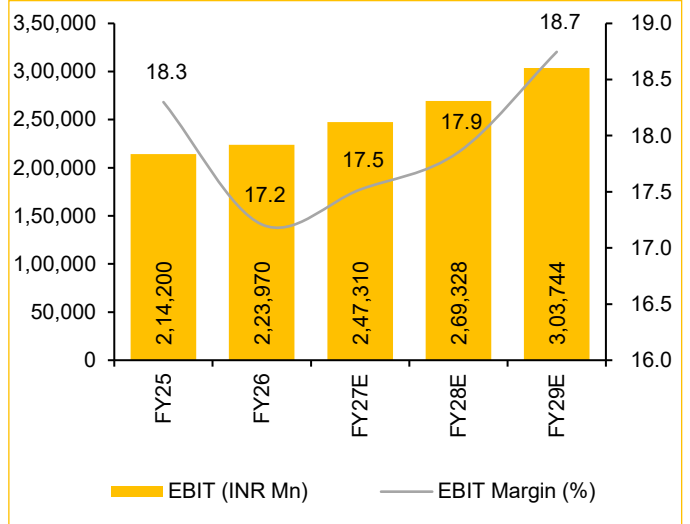
Source: HCLT, Choice Institutional Equities

Driven by low restructuring cost & FX gain, EBITM expanded 32 bps, partially offset by seasonality impact



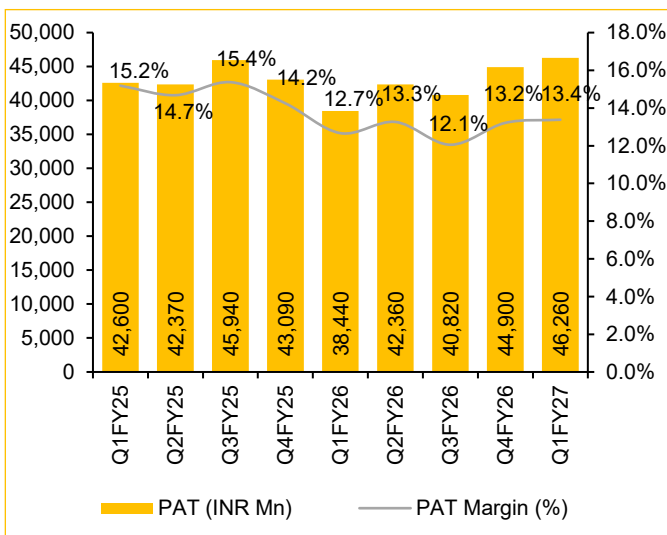
Source: HCLT, Choice Institutional Equities

EBIT anticipated to expand at 10.7% CAGR over FY26-29E



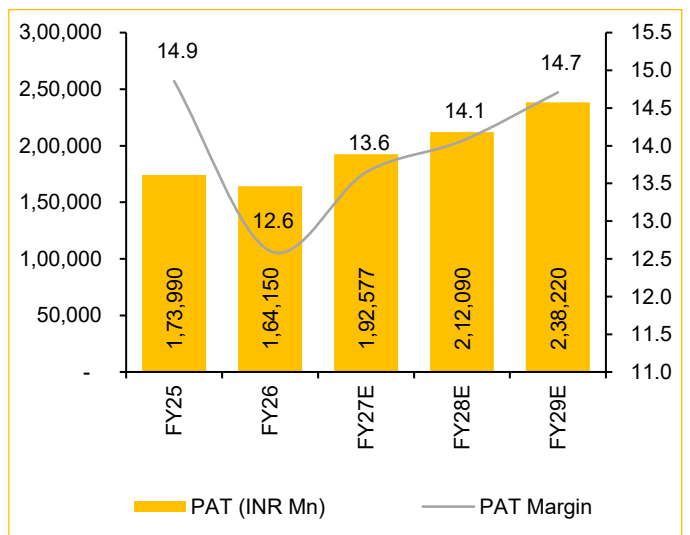
Source: HCLT, Choice Institutional Equities

PATM expanded marginally by 20 bps on a sequential basis



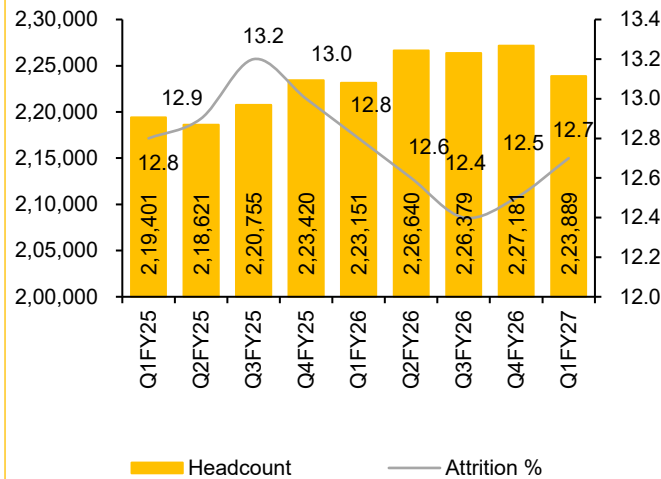
Source: HCLT, Choice Institutional Equities

PAT projected to expand at 13.2% CAGR over FY26—29E



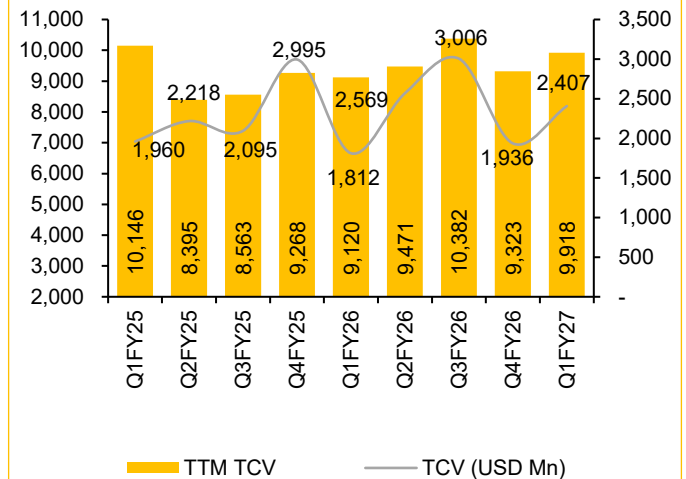
Source: HCLT, Choice Institutional Equities

Attrition rate increased 20 bps QoQ to 12.7%



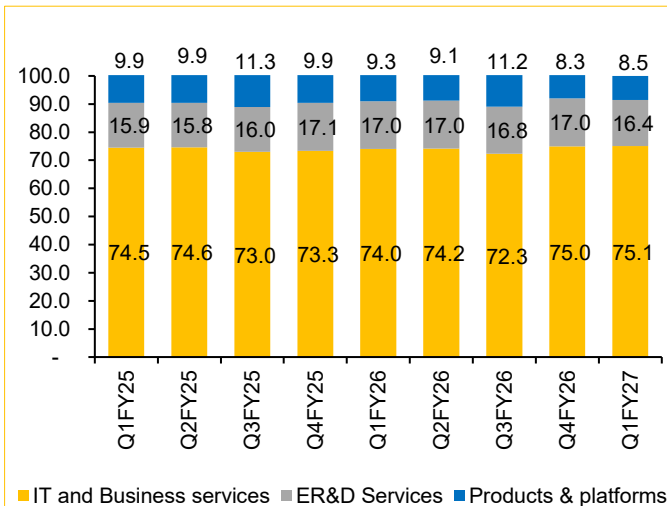
Source: HCLT, Choice Institutional Equities

AI-native and AI-amplified services drive record Q1 bookings



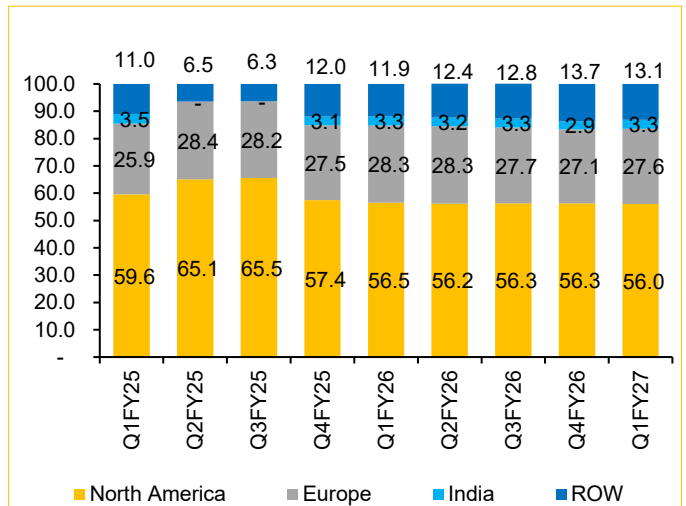
Source: HCLT, Choice Institutional Equities

ERS segment declined 3.7% QoQ due to discretionary spending cuts in Tech and Telecom, Media & Entertainment



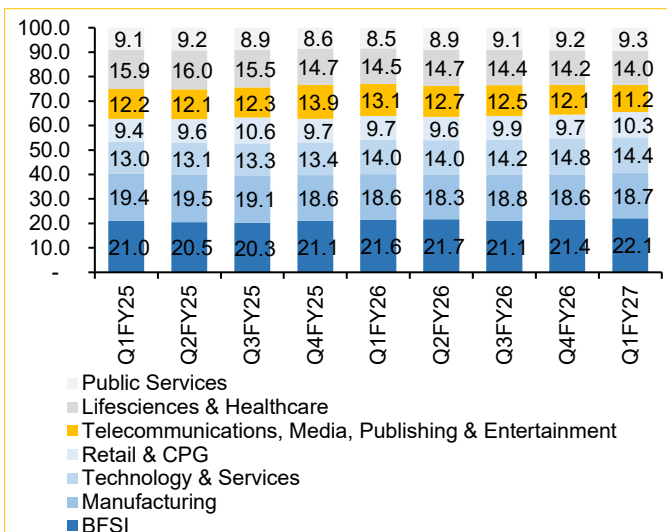
Source: HCLT, Choice Institutional Equities

India showcased strong growth at 16.9% YoY CC



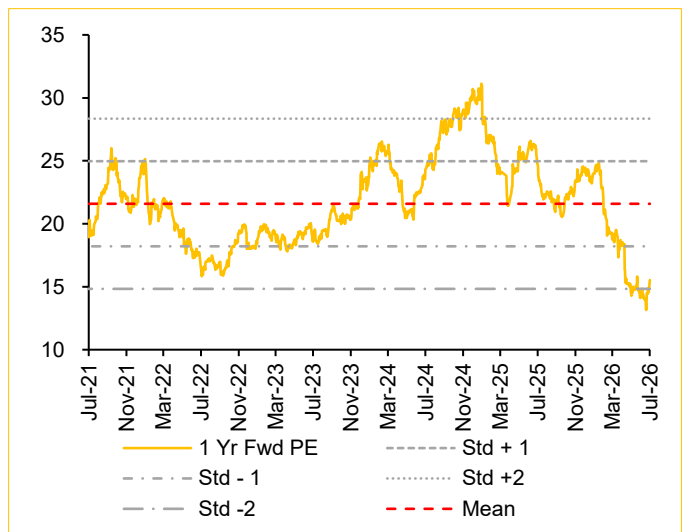
Source: HCLT, Choice Institutional Equities

Public Services & Retail and CPG grew 12% & 10.1%, respectively



Source: HCLT, Choice Institutional Equities

HCLT trading slightly above its Std.-2 on 1-year forward PE band



Source: HCLT, Choice Institutional Equities

Income Statement (Consolidated in INR Mn)

Particular	FY25	FY26	FY27E	FY28E	FY29E
Revenue (USD Mn)	13,840	14,664	14,989	15,715	16,533
Revenue	11,70,550	13,01,440	14,11,609	15,08,621	16,20,282
Gross profit	4,08,980	4,43,330	4,84,901	5,24,285	5,77,571
EBITDA	2,55,040	2,67,520	2,95,536	3,26,656	3,65,315
Depreciation	40,840	43,550	48,227	57,328	61,571
EBIT	2,14,200	2,23,970	2,47,310	2,69,328	3,03,744
Other Income	24,850	15,300	16,192	21,562	22,586
Interest	6,440	8,690	7,027	8,104	8,704
PAT	1,73,990	1,64,150	1,92,577	2,12,090	2,38,220
EPS	64.2	64.1	71.2	78.4	88.1

Ratio Analysis	FY25	FY26	FY27E	FY28E	FY29E
Growth Ratios (%)					
Revenues (USD)	4.3	6.0	2.2	4.8	5.2
Revenues (INR)	6.5	11.2	8.5	6.9	7.4
EBITDA	5.4	4.9	10.5	10.5	11.8
EBIT	7.0	4.6	10.4	8.9	12.8
Margin Ratios (%)					
EBITDA Margin	21.8	20.6	20.9	21.7	22.5
EBIT Margin	18.3	17.2	17.5	17.9	18.7
Profitability (%)					
ROE	25.2	22.7	25.3	27.2	29.6
ROIC	31.0	30.7	31.7	32.3	34.7
ROCE	21.4	21.3	22.6	23.8	26.0
Valuation					
OCF / Net profit (%)	87.3	74.7	80.4	77.8	77.3
EV/ EBITDA (x)	12.1	11.4	10.4	9.5	8.5
BVPS (x)	257.4	277.8	284.9	292.7	301.5
Free Cash Flow yield(%)	6.4	5.6	5.1	6.2	7.0

Source: HCLT, Choice Institutional Equities

Note: We assume INR 20,000 Mn of the AI data Centre investment will be funded through cash and the balance through debt, as the company has not disclosed the investment timeline or funding mix.

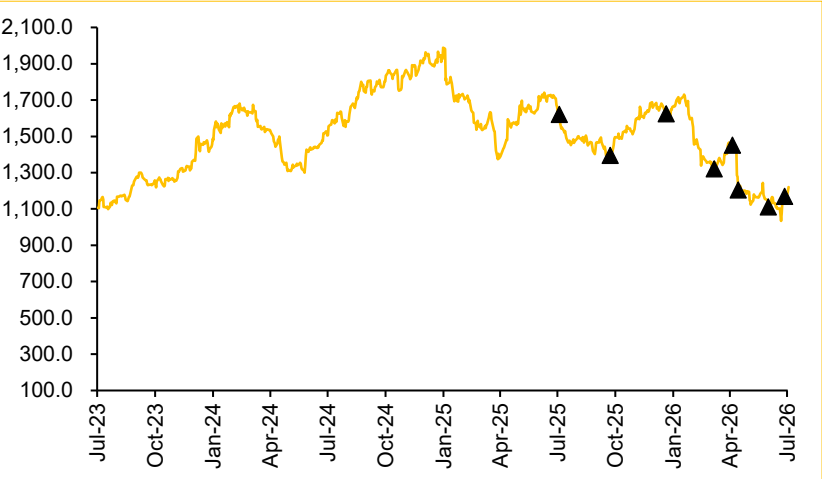
Balance Sheet (Consolidated in INR Mn)

Particular	FY25	FY26	FY27E	FY28E	FY29E
Tangible Fixed Assets	75,170	82,490	1,15,510	1,23,721	1,29,690
Goodwill & Intangible Assets	2,87,140	2,91,900	3,04,854	3,12,815	3,18,775
Investments	3,34,480	3,87,400	3,93,878	4,11,973	4,32,813
Cash & Cash Equivalents	2,12,890	2,34,250	2,17,127	2,11,997	2,11,206
Other Non-current Assets	72,040	82,770	82,770	82,770	82,770
Other Current Assets	73,720	83,770	83,770	83,770	83,770
Total Assets	10,55,440	11,62,580	11,97,909	12,27,046	12,59,025
Shareholder's funds	6,96,550	7,51,650	7,70,838	7,91,979	8,15,731
Minority interest	180	320	243	166	89
Borrowings	36,380	20,350	31,570	35,047	38,140
Other Non-current liabilities	77,620	91,980	93,935	96,152	98,726
Other current liabilities	2,44,710	2,98,280	3,01,323	3,03,702	3,06,338
Total Equity & Liabilities	10,55,440	11,62,580	11,97,909	12,27,046	12,59,025

Cash Flows (INR Mn)	FY25	FY26	FY27E	FY28E	FY29E
Cash Flows from Operations	222,610	199,750	237,656	254,173	282,331
Cash Flows from Investing	(49,140)	(14,730)	(93,500)	(73,500)	(73,500)
Cash Flows from Financing	(185,610)	(193,690)	(160,579)	(185,803)	(209,622)

DuPont Analysis	FY25	FY26	FY27E	FY28E	FY29E
ROE	25.2%	22.7%	25.3%	27.2%	29.6%
Net Profit Margin	21.1%	20.9%	19.7%	19.8%	19.8%
Asset Turnover	1.1	1.2	1.2	1.2	1.3
Equity Multiplier	1.5	1.5	1.6	1.5	1.5

Historical share price chart: HCL Technologies Limited



Date	Rating	Target Price
July 15, 2025	ADD	1,685
October 14, 2025	BUY	1,720
January 13, 2026	ADD	1,800
March 02, 2026	ADD	1,500
April 06, 2026	ADD	1,600
April 22, 2026	ADD	1,500
July 03, 2026	BUY	1,410
July 14, 2026	ADD	1,330

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Large Cap*	
BUY	The security is expected to generate upside of 15% or more over the next 12 months
ADD	The security is expected to show upside returns from 5% to less than 15% over the next 12 months
REDUCE	The security is expected to show upside or downside returns by 5% to -5% over the next 12 months
SELL	The security is expected to show downside of 5% or more over the next 12 months
Mid & Small Cap*	
BUY	The security is expected to generate upside of 20% or more over the next 12 months
ADD	The security is expected to show upside returns from 5% to less than 20% over the next 12 months
REDUCE	The security is expected to show upside or downside returns by 5% to -10% over the next 12 months
SELL	The security is expected to show downside of 10% or more over the next 12 months
Other Ratings	
NOT RATED (NR)	The stock has no recommendation from the Analyst
UNDER REVIEW (UR)	The stock is under review by the Analyst and rating may change
Sector View	
POSITIVE (P)	Fundamentals of the sector look attractive over the next 12 months
NEUTRAL (N)	Fundamentals of the sector are expected to be in stasis over the next 12 months
CAUTIOUS (C)	Fundamentals of the sector are expected to be challenging over the next 12 months

*Large Cap: More Than INR 20,000 Cr Market Cap
*Mid & Small Cap: Less Than INR 20,000 Cr Market Cap

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