

Q4FY25 Quarterly Results Review

Soft Q4; Expect improvement with tariff certainty

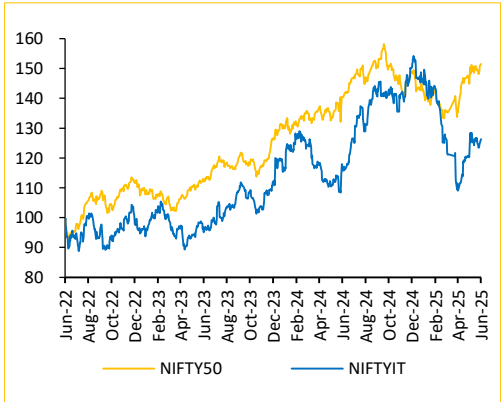
Choice

Sector View: Neutral

Recommendation			
Company (Ticker)	CMP (INR)	TP (INR)	Rated
HCL Tech (HCLT)	1,670	1,580	ADD
Infosys (INFO)	1,594	1,580	ADD
LTI Mindtree (LTIM)	5,390	4,680	REDUCE
Tata Consultancy Services (TCS)	3,462	3,950	BUY
Tech Mahindra (TECHM)	1,610	1,755	BUY
Wipro (WPRO)	255	252	REDUCE
Coforge (COFORGE)	1,835	2,153	BUY
Cyient (CYL)	1,351	1,555	BUY
Happiest Minds (HAPPSTMN)	619	655	ADD
KPIT Tech. (KPITTECH)	1,369	1,400	ADD
L&T Tech. (LTTS)	4,499	4,850	ADD
Mphasis (MPHL)	2,672	2,805	ADD
Persistent Systems (PSYS)	5,945	5,775	ADD
Tata Elxsi (TELX)	6,701	4,190	SELL
Allied Digital (ALDS)	193	200	ADD
Datamatics Global (DATA)	623	585	REDUCE
IndiaMart InterMesh (INMART)	2,500	2,475	ADD

\*CMP as on June 10, 2025

Relative Performance (%)			
YTD	3Y	2Y	1Y
NIFTY 50	52.3	35.2	7.8
NIFTY IT	26.6	32.8	7.1



TOP PICKS

- TECHM
- COFORGE

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Muted Q4FY25; Guidance implies modest growth in FY26E

In Q4FY25, all large-cap Indian IT services companies reported sequential revenue degrowth—the first such occurrence since Q1FY21, which was impacted by the COVID-19 pandemic. This softness was driven by delayed project ramp-ups, underperformance in selected verticals, and weakened demand due to tariff war. In response to the uncertain environment, Tier-I IT players have lowered their FY26E revenue guidance band by 1%, with the lower end factoring in continued demand weakness and the midpoint assuming the closure of key large deals under current macro conditions. While TCV across firms remained healthy, most wins were skewed towards cost-optimization engagements rather than transformational or large-scale deals. **We expect IT services companies to post modest growth in FY26E, constrained by cautious client spending and a challenging demand environment. Tier-I players are expected to grow in the range of -2.2% to 4.0%, while mid-tier firms are likely to outperform with growth of 5% to 28%.**

Margins to remain steady despite headwinds

Profitability remains under pressure due to sluggish revenue growth, elevated operating costs, & rising wage inflation. While most IT firms have already deployed conventional margin levers, there remains scope to optimize SG&A expenses and subcontractor costs. Potential deferral of wage hikes and a reduction in variable pay could also support margins. However, these tailwinds may be partially offset by pricing concessions and elevated marketing spends. Overall, **we anticipate margins to remain in narrow band in FY26E.**

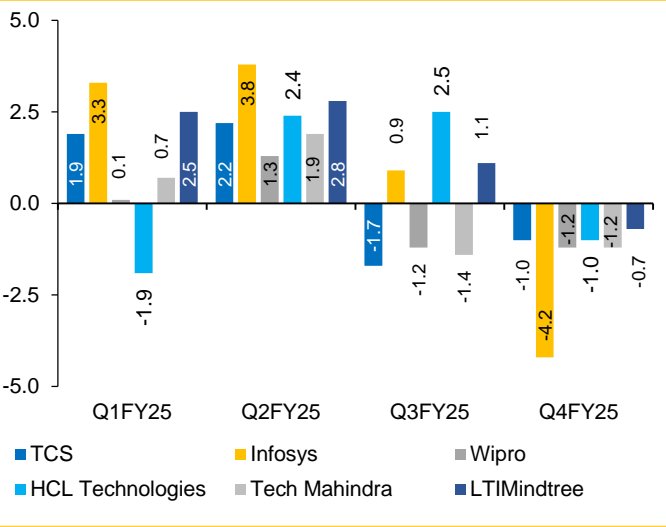
Moderate growth outlook; Tariff uncertainty limits upside

Vertical-level performance is expected to remain uneven in FY26E. Financial Services and Energy & Utilities are poised for growth, while Manufacturing, Retail, and CPG may lag due to continued pressure on tech budgets. H1FY26E is likely to remain soft; posing challenges to meet full-year targets, especially as H1 typically sees stronger momentum. A key near-term catalyst is the recently announced trade agreement between the US & China, which includes tariff reductions. This could offer a temporary demand uptick, particularly around supply chain reengineering, providing a tactical opportunity for Indian IT services. However, concerns around macro uncertainty, client cost focus, and uneven demand recovery persist, keeping large-cap growth expectations in low single digits.

Valuation: Reasonable amid selective optimism

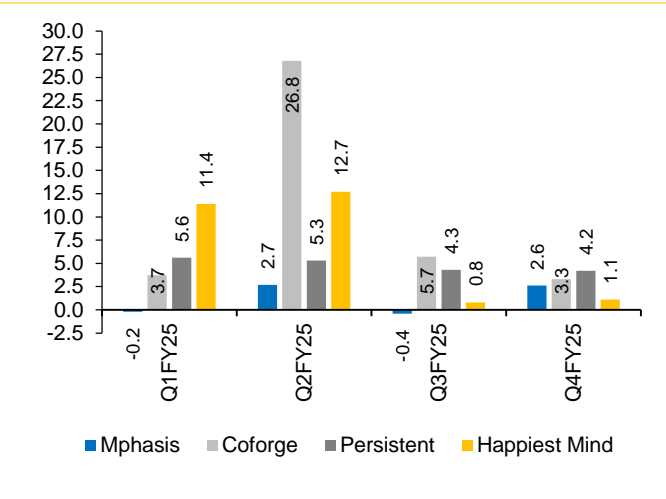
The Nifty IT Index has outperformed the broader markets by 2.2% over the past month, driven by renewed optimism following the US-China trade agreement. We remain constructive on firms with diversified portfolios catering to both costs takeout and discretionary IT spending. Within large caps, we favor **TCS** and **Tech Mahindra** for their balanced exposure and execution strength. In the mid-cap space, **Coforge** stands out for superior growth prospects and margin resilience.

Macro Uncertainty impacts revenue growth (QoQ)



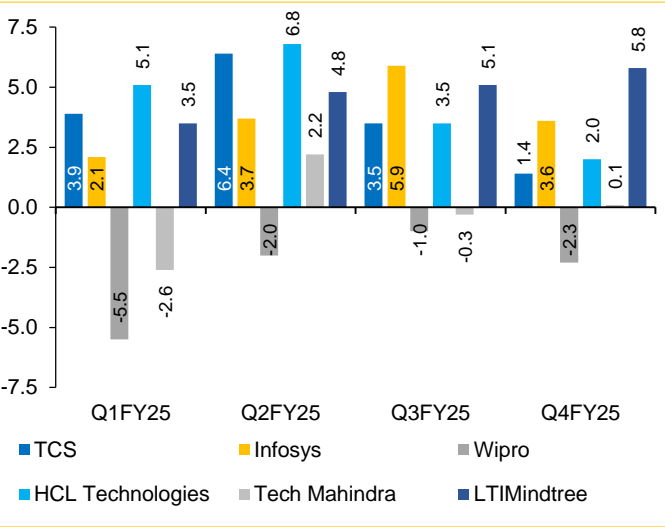
Source: Company, CEBPL

Tier-II revenue growth moderated (QoQ)



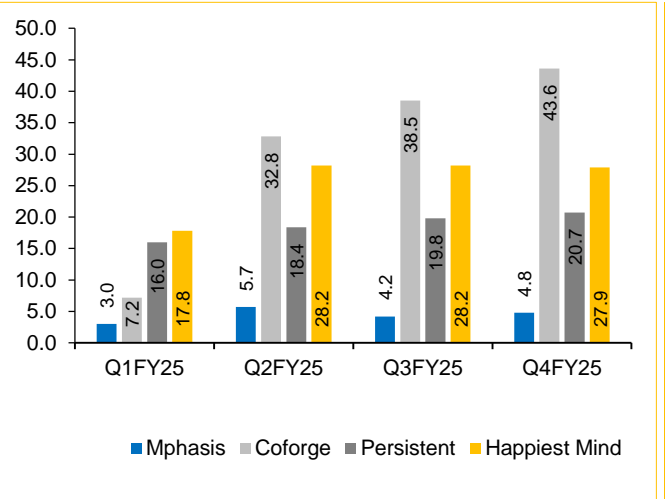
Source: Company, CEBPL

Tier I missed revenue estimates; WPRO lags (YoY)



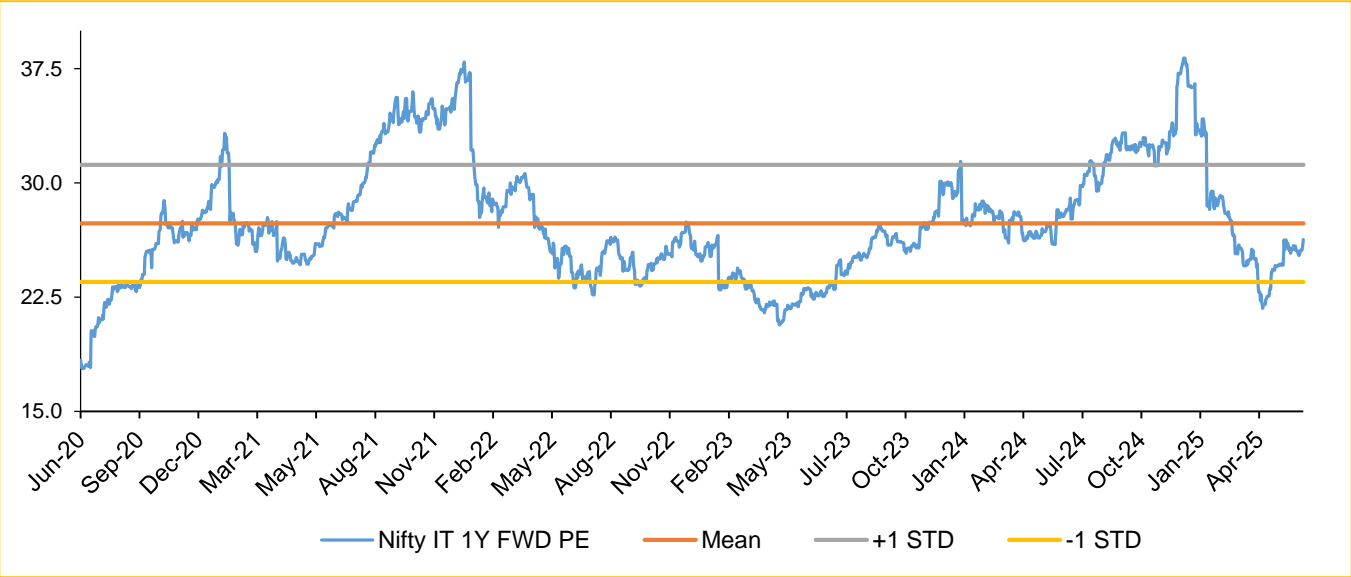
Source: Company, CEBPL

Tier-II revenue ouperfoms Tier-I; Coforge leads (YoY)



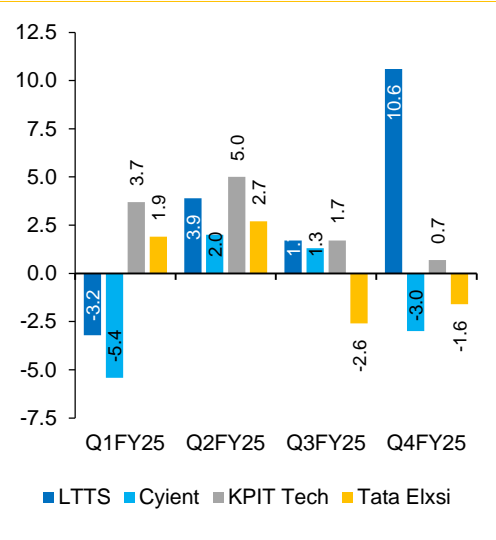
Source: Company, CEBPL

NIFTY IT 1 year forward PE band



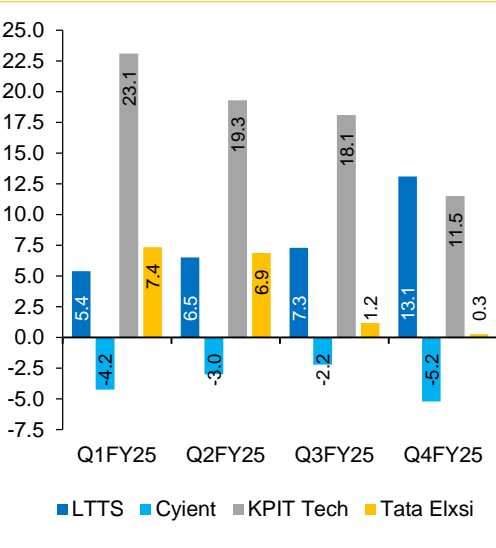
Source: Company, CEBPL

Soft topline; LTTS shines post acqn (QoQ)



Source: Company, CEBPL

Revenue growth moderated; except LTTS (YoY)



Source: Company, CEBPL

Muted performance in Q4; KPIT & LTTS buck the trend

Indian pureplay ER&D services (ESP) companies witnessed a challenging Q4FY25, with broad-based weakness across key verticals, particularly in mobility, and increased macro uncertainties stemming from tariff-related policy shifts. While **HCL Tech’s ER&D segment** (+5.5% QoQ CC), **LTTS** (+10.5% QoQ CC, including inorganic) and **KPIT** (+3% QoQ) reported sequential growth, others such as **Tata Elxsi** (-3.3% QoQ) and **Cyient** (-1.9% QoQ) fell short of expectations due to project delays, client budget pullbacks, and a general slowdown in decision-making. As a result, these companies have faced margin pressures as well, barring **KPIT**. Geographically, Asia outperformed relative to the US and Europe. Despite these near-term headwinds, deal win momentum remains intact across most players, offering some visibility into future growth.

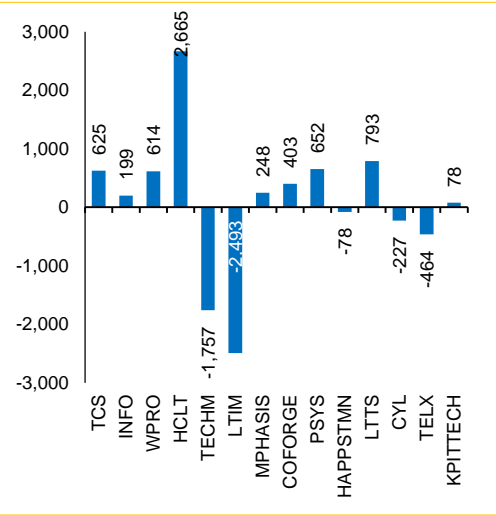
Weak H1FY26 Likely; gradual recovery expected in H2FY26E

The near-term outlook for ER&D services remains muted due to continued challenges around trade tariffs, elevated competition for large deals, and customer caution across key end-markets. Automotive, media, communications, and commercial aerospace verticals are expected to remain weak in H1FY26, with some clients deferring or cancelling smaller projects. Additionally, concerns over potential supply chain disruptions and recessionary risks continue to weigh on client sentiment. However, **we expect a gradual recovery in H2FY26 as new deal ramp-ups begin and the impact of tariffs starts to moderate. That said, FY26E revenue growth is likely to remain subdued overall, with continued softness in Europe (due to policy delays) and pricing pressure from Chinese peers acting as key downside risks.**

Valuation: Maintain selective approach amidst near-term uncertainty

Despite a 2–27% year-to-date correction in stock prices of pure-play ER&D firms; we remain selective given persistent macro and sector-specific headwinds. Many ER&D firms have refrained from issuing formal guidance for FY26E, reflecting elevated client caution, project delays, and a heightened focus on cost containment. While near-term challenges persist, **we believe the sector’s long-term structural growth drivers—such as increased outsourcing of digital engineering and mobility transformation—remain intact.** In this context, we prefer companies with differentiated service offerings, strong deal momentum, and high-quality client portfolios. We prefer **LTTS** and **KPIT** in this space, given their strong execution track record, domain focus, and relative resilience.

Moderation in headcount addition (QoQ)



Source: Company, CEBPL

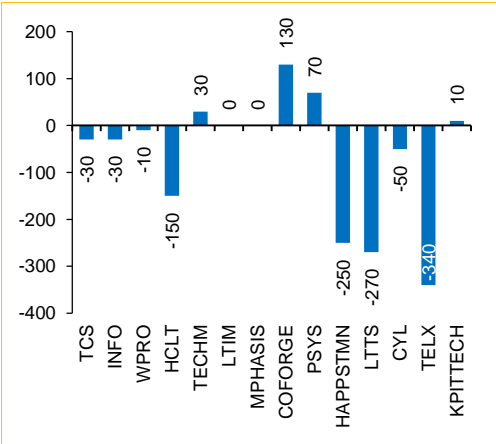
Continued momentum in headcount in Mid-Tier companies Relative to large caps

- Large-cap IT firms saw a QoQ decline in net headcount, though YoY additions remained positive. Only TechM and LTIM reported net reductions, while others emphasized fresher hiring. Attrition rose marginally by 10bps QoQ to 13.4%, and utilization declined 10bps to 85.1%.
- In contrast, mid-tier IT companies (e.g., Mphasis, Coforge, & Persistent) reported positive QoQ headcount growth. They reported a 20bps attrition decline and 50bps improvement in utilization to 85.7%, indicating better operational efficiency.

Resilience in BFSI, while manufacturing and retail trail behind

- BFSI sector remains resilient, with broad-based QoQ growth (except for Infosys and LTIM) driven by higher discretionary spending and regulatory initiatives.
- Manufacturing and Retail continued to weaken, reflecting sluggish demand and macro uncertainty, particularly in the US Healthcare also declined amid policy overhangs.
- TMT showed modest improvement, though tech spending remains cautious. The demand environment is largely flat, with pockets of strength in BFSI, high-tech, and select Asia/U.S. regions.

EBITM Under Pressure; TELX Falls Most



Source: Company, CEBPL

Coforge leads the pack in TCV wins, others posted strong to moderate growth

- Tier-I IT companies reported strong deal TCVs in 4QFY25, led by cost-optimization deals, though mega deals remained absent. TCS (+19.6% QoQ), Infosys (+4%), HCL Tech (+43%), and TechM (+7%) all posted sequential TCV growth, while LTIM saw a 5% QoQ decline. Wipro saw strong momentum (+83%) led by a large Phoenix deal.
- Mid-tier IT outperformed with robust TCV growth driven by large digital and AI-led transformation deals. Coforge reported a record \$2.1bn TCV (+324% QoQ), led by the Sabre mega deal and Mphasis posted a seven-quarter high TCV of \$390mn (+11%).

Peer Comparison

Company	CMP (INR)	TP (INR)	Revenue growth (%)*			EBIT Margin (%)			EPS (INR)			PE (x)		
			FY25	FY26E	FY27E	FY25	FY26E	FY27E	FY25	FY26E	FY27E	FY25	FY26E	FY27E
Tier-I														
TCS	3,462	3,950	6.0%	6.3%	11.1%	24.3%	24.7%	25.3%	134.0	145.0	165.0	25.8	23.9	21.0
INFO	1,594	1,580	6.1%	3.3%	5.5%	21.1%	20.7%	21.2%	64.5	66.3	71.8	24.7	24.0	22.2
HCLT	1,670	1,580	6.5%	5.8%	6.1%	18.4%	19.0%	19.4%	64.4	70.9	81.8	25.9	23.6	20.4
TECHM	1,610	1,755	1.9%	3.5%	4.5%	9.7%	11.5%	13.1%	48.0	61.6	73.2	33.5	26.1	22.0
WPRO	255	252	-0.7%	0.3%	8.6%	17.0%	16.9%	17.1%	12.6	12.0	13.3	20.2	21.3	19.2
LTIM	5,390	4,680	7.0%	6.3%	7.0%	14.5%	14.4%	15.0%	155.3	169.0	187.2	34.7	31.9	28.8
Tier-II														
COFORGE	1,835	2,153	33.5%	27.3%	17.1%	12.5%	13.4%	14.4%	122.5	221.8	269.1	15.0	8.3	6.8
PSYS	5,945	5,775	21.6%	19.4%	21.8%	14.7%	15.5%	16.2%	91.2	114.1	144.2	65.2	52.1	41.2
MPHL	2,672	2,805	7.2%	4.6%	11.8%	15.4%	15.3%	15.6%	89.9	95.1	108.0	29.7	28.1	24.7
HAPPSTMN	619	655	20.6%	23.4%	27.0%	17.2%	20.5%	21.5%	12.3	17.6	21.8	50.3	35.2	28.4
ER&D														
LTTS	4,499	4,850	10.6%	9.9%	11.9%	14.9%	15.4%	15.8%	123.3	140.6	161.6	36.5	32.0	27.8
TELX	6,701	4,190	5.0%	2.8%	10.0%	23.3%	25.4%	26.2%	126.0	132.8	149.6	53.2	50.5	44.8
CYL	1,351	1,555	3.0%	4.7%	6.1%	11.9%	12.9%	13.9%	56.0	68.8	77.8	24.1	19.6	17.4
KPITTECH	1,369	1,400	19.9%	14.7%	20.0%	21.0%	20.9%	21.4%	30.9	32.4	40	44.3	42.3	34.2

Source: Company, CEBPL

Key Financials					
INR Bn	FY23	FY24	FY25E	FY26E	FY27E
Revenue	532.9	520.0	529.9	548.7	573.1
YoY (%)	19.4	-2.4	1.9	3.5	4.5
EBIT	60.7	31.6	51.5	63.0	75.1
EBITM %	11.4	6.1	9.7	11.5	13.1
Adj PAT	48.3	23.6	42.5	54.6	64.8
EPS	54.8	26.7	48.0	61.6	73.2
ROE %	17.3	8.8	15.5	18.5	20.2
ROCE %	14.9	8.0	13.2	15.5	12.6
PE(x)	26.8	55.0	30.5	23.8	20.0

Source: Company, CEBPL

Top Picks:

1. Tech Mahindra Ltd. (TECHM) | Rating: BUY | Target Price: INR1,755

**Robust deal momentum and margin growth with cautious outlook:** TechM reported strong FY25 deal momentum with total wins of USD 2.7Bn (up 42.5% YoY), including USD 798Mn in Q4FY25 (up 60% YoY), aided by two large deals over USD 100Mn. The company targets a TCV range of USD 600–800Mn, though deal closures may remain uneven amid macro challenges. Sectoral softness (Manufacturing, Auto, Hi-tech) and BPS ramp-up delays due to US conditions may pressure near-term growth, though a pending Hi-Tech client renewal could aid recovery. Operating margins improved 360bps YoY to 9.7% in FY25, supported by Project Fortius, cost actions, and strategic exits. Despite wage hikes, margin resilience remained. TechM aims for 15% EBIT by FY27, with FY26 being critical. Reinvestment of 1% of revenue may temper gains, but a conservative 13% margin looks achievable.

**View & Valuation:** Strong deal wins within guidance indicate better performance once macroeconomic pressures ease, supporting optimism for FY26E’s later quarters. Reflecting these factors, estimates have been cut by 3-6%, with a revised BUY rating. The target price is lowered to INR 1,755, implying a PE multiple of 24x, down from 26x, based on FY27E EPS of 73.2.

Key Financials					
INR Bn	FY23	FY24	FY25E	FY26E	FY27E
Revenue	80.1	91.8	122.5	156.0	182.6
YoY (%)	24.6	14.5	33.5	27.3	17.1
EBIT	11.5	11.9	15.3	20.9	26.2
EBITM %	14.3	12.9	12.5	13.4	14.4
PAT	6.9	8.1	8.1	14.8	18.0
EPS	113.8	131.6	122.5	221.8	269.1
ROE %	22.5	22.3	12.7	20.6	22.0
ROCE %	17.4	16.5	14.0	15.3	16.2
PE(x)	65.9	57.0	61.2	33.8	27.9

Revised target price after stock split of 1:5  
Source: Company, CEBPL

2. Coforge Ltd. (COFORGE) | Rating: BUY | Target Price: INR2,153

**Strong Deal wins & acquisitions drive robust growth amid sector challenges:** Coforge posted a record USD 3.5Bn order intake in FY25, up 75.1% YoY, with USD 2.1Bn in Q4 alone. Strong deal wins and a solid pipeline support robust FY26 growth, aiming to reach the USD 2Bn revenue target earlier. Recent acquisitions like Cigniti boost cross-selling, though US tariff-impacted sectors such as Retail and Travel (18% exposure) may delay deals, affecting near-term growth. Coforge targets a 14% EBIT margin by Q4FY26, up from 13.2% in Q4FY25, driven by structural gains, cost cuts, and ESOP savings. Despite wage and visa cost pressures, attrition remains low at 10.9%.

**View & Valuation:** Despite current macro headwinds, Coforge expects strong growth across business segments, driven by recent acquisitions & key deal wins. While near-term conditions may mildly impact key sectors, we have marginally reduced our estimates by 1–3% and adopted a conservative view on margin expansion. We project Revenue/ EBIT/ PAT to grow at a CAGR of 22.1%/ 31.0%/ 49.0% over FY25–27E. We maintain our rating to BUY with a downward revised target price of INR2,153, implying a PE multiple of 40x (maintained) based on FY27E EPS of 53.8.



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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 stable 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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