

We expect IT Services companies to deliver a muted albeit steady sequential growth in Q4, on the back of lesser working days and a demand environment that remains constrained by client caution and evolving tech priorities. Among verticals, BFSI is likely to maintain positive momentum in Q4, whereas recovery in Healthcare, Manufacturing, Hitech, and Retail remains uneven, with elevated macro uncertainties clouding the pace of rebound. Tier 1 players LTM, TCS, WPRO, and TECHM would lead sequential revenue growth in our view, while INFO and HCLT would report decline due to the usual seasonality factor. Within the tier-2 pack, while FSOL, PSYS, MPHL, and COFORGE would lead on revenue growth, HEXT, LTTS, and SSOF are likely to post muted growth. EBITM for our IT universe is likely to be a mixed bag, contingent on wage-hike cycles, restructuring impact, large-deal ramp-up, business-related seasonality, and M&As, as well as being aided by currency movement. The recent sharp depreciation in the rupee offers a cushion to consensus' earnings estimates for CY26/FY27 and helps offset some pressures emanating from elevated macro and geopolitical volatility, uncertainties around AI evolution and adoption, changing pricing constructs, and potential deflationary impact on IT budgets. We expect heightened focus on revenue growth guidance, given widespread pessimism and the resultant increased volatility during the earnings season. The NIFTY IT Index has underperformed the broader market by ~10%/5% over the past 3M/6M, due to aforementioned factors. However, the underperformance has partially reversed over the past 1M, with the index outperforming the broader market by ~6% on sharp rupee depreciation, which has improved earnings defensibility. We upgrade COFORGE and ECLX to BUY from Add.

### Muted yet resilient revenue growth in Q4; YoY growth to improve further

IT Services companies are likely to deliver muted albeit resilient revenue growth in Q4 due to lesser working days, macro softness amid the Middle East (ME) conflict, cautious discretionary spending, and tighter RoI scrutiny. With steady demand trends in the last few quarters, revenue growth on YoY basis is expected to improve in Q4, providing a firm foundation for the FY27 growth trajectory. Large caps, except HCLT and INFO (due to the usual seasonality), are expected to report flat-to-modest growth. Reported USD revenue may still see modest QoQ growth, supported by favorable cross-currency movement. Tier-1 players are expected to post CC revenue growth in the -1.6% to 2.0% range, while reported USD revenue growth would be flat-to-40bps, given cross-currency tailwinds. Tier-2 companies may see CC revenue growth range of -1.5% to 4.6%, with the impact ranging from -20bps to 80bps on reported USD revenue. Among verticals, BFSI continues to exhibit positive momentum, Communication shows some recovery, while Manufacturing (especially Auto) remains soft. Growth trends across other verticals, including Hi-tech, Retail, and Healthcare, remain mixed. ER&D players continue to face pressure due to weakness in the Auto sector as well as the current ME crisis. For FY27E, we expect CC revenue growth guidance by INFO at 2-5% with EBITM of 20-22% and by HCLT at 3-6% with EBITM of 17.5-18.5%. WPRO's Q1FY27 CC revenue growth guidance range is expected at -1.5% to +0.5%.

### EBITM to reflect the mixed trends; buoyed by rupee depreciation

Margin performance of our IT Services companies' universe is expected to be a mixed bag in Q4, influenced by factors such as wage hike (WPRO, LTM), higher visa costs (INFO), restructuring (TCS, HCLT), weak rupee, business-related seasonality, and M&As. Tier-1 players except HCLT and LTIM are expected to log margin expansion sequentially. Mid-cap companies may see a wider margin fluctuation, ranging from -20bps to +130bps QoQ, except HEXT and BSOF, which would witness an increase of 570bps and decline of 230bps due to the absence of one-offs. Net hiring is likely to be muted.

### Key monitorables

i) FY27 revenue/margin guidance and growth trajectory being front-ended or back-ended. ii) Management commentary on the CY26 IT budget. iii) Update on early conversations with clients on tech spending amid the ME conflict. iv) Deal intake and pipeline. v) Pace of decision-making and project deferment/cancellation. vi) Demand trends in key verticals such as BFSI, Retail, Manufacturing, HLS, Hi-Tech, and Communications. vii) Evolving pricing and commercial constructs. viii) Change in talent strategy and hiring plan owing to shift in skills requirements and productivity gains from AI. ix) Enterprise ability and willingness to adopt and deploy AI-tailored solutions across functions. x) Management perspective on the human+agent led delivery.

### Dipeshkumar Mehta

dipeshkumar.mehta@emkayglobal.com  
+91-22-66121253

### Jimit Gandhi

jimit.gandhi@emkayglobal.com  
+91-22-66121255

### Shivang Bagla

shivang.bagla@emkayglobal.com  
+91-22-66242491

## Exhibit 1: Indian IT – Rating and Target Price

Company	CMP (Rs)	Market Cap (USD bn)	Target Price (Rs)	Rating	P/E (x)		EV/EBITDA (x)	
					FY26E	FY27E	FY26E	FY27E
TCS	2,359	90.3	2,800	ADD	17.5	15.4	11.1	10.3
INFO	1,251	53.7	1,450	BUY	17.8	16.2	11.2	9.9
HCLT	1,342	38.5	1,450	ADD	21.6	18.1	12.6	11.3
WPRO	188	20.8	210	REDUCE	14.9	13.8	8.7	7.9
TECHM	1,384	14.3	1,450	REDUCE	25.1	17.7	12.7	10.3
LTIM	4,014	12.6	4,700	ADD	23.8	19.1	15.3	12.9
MPHL	2,053	4.1	2,500	ADD	21.2	18.4	12.4	10.8
COFORGE	1,115	4.0	1,400	BUY	28.5	20.6	12.9	10.6
PSYS	4,877	8.1	5,200	ADD	41.6	33.3	26.5	21.6
HEXT	425	2.7	570	BUY	19.5	18.2	13.0	10.4
LTTTS	3,122	3.5	3,800	ADD	25.6	20.9	15.1	12.7
CYL	753	0.9	850	REDUCE	16.1	12.5	7.0	6.2
SSOF	210	0.6	370	BUY	13.0	11.1	8.5	7.4
BSOFT	333	1.0	400	ADD	20.4	14.6	8.2	7.6
FSOL	204	1.5	250	ADD	20.6	15.2	10.1	8.5
ECLX	1,387	1.4	1,800	BUY	19.6	16.6	11.9	9.8
ROUTE	416	0.3	900	BUY	11.8	7.3	2.7	2.2
QUESS	170	0.3	290	BUY	12.0	10.5	7.5	6.6
TEAM	1,129	0.2	1,800	BUY	14.4	12.6	9.3	7.5

Source: Company, Emkay Research

### Deal wins steady; elevated geopolitical uncertainty may weigh on decision-making

Deal wins are expected to be steady, broadly in line with that in recent quarters, although those in Q4 suggest absence of any mega-size contracts. Some players have indicated delay in the ramp-up of previously signed large deals, reflecting ongoing macro uncertainty and evolving tech priorities, particularly around AI adoption. There are also early signs of slower deal closures, especially in shorter-duration projects, driven by similar factors. Weak discretionary spending is likely to continue weighing on the overall deal intake. At the same time, the pipeline remains supported by cost optimization and vendor consolidation programs, which continue to anchor client spending. However, elevated macro and geopolitical uncertainty may prolong decision cycles and delay conversion of pipelines into signed deals.

### M&A activity gathers momentum in FY26

The Indian IT sector saw sharp pickup in M&A activity in FY26, with participation by both large and mid-size companies. Deal-making was largely targeted, focused on adding specific capabilities (particularly domain-specific), expansion in softwares/IPs, consulting/advisory, ER&D, cybersecurity, and GCC advisory. The common theme has been centered on building domain-led capabilities and differentiated offerings, as traditional horizontal services face pressure from AI-led efficiency gains. Overall, the rise in M&A points to a shift from headcount-led scaling toward capability building, with companies using the inorganic route to close gaps in domain depth, IP ownership, and upstream client engagement (Exhibits 2, 3).

This report is intended for Team White Marque Solutions (team.emkay@whitemarqueresolutions)

## Exhibit 2: Acceleration in M&amp;A activity across the Indian IT set...

Company	Date of announcement	Acquired entity	Stake	Consideration amount	Rationale
TCS	Dec-25	Coastal Cloud	100%	USD700mn	The acquisition gives TCS access to Coastal Cloud's mid-market client base and unlocks cross-sell opportunities across both portfolios. It deepens TCS's Salesforce, data, and AI capabilities, strengthens its multi-cloud and industry-focused offerings, and expands its US footprint.
TCS	Oct-25	ListEngage	100%	USD72.8mn	The acquisition deepens TCS's Salesforce capabilities by adding specializations across the full range of Salesforce marketing tools, particularly in Marketing Cloud, Data Cloud, and Agentforce. This, together with serving as a direct precursor to the larger Coastal Cloud acquisition, positions TCS among the top-5 Salesforce advisory firms globally.
Infosys	Mar-26	Optimum Healthcare IT	100%	USD465mn	The acquisition significantly strengthens INFO's footprint in the healthcare provider segment (a relatively underpenetrated and high-value area within healthcare IT Services) by bringing in new clients, broadening its tech capabilities, and unlocking synergies across previously untapped buying centers.
Infosys	Mar-26	Stratus	100%	USD95mn	The acquisition enhances INFO's capabilities in the P&C insurance segment by combining Stratus's Guidewire and platform consulting expertise with INFO's global scale, Topaz AI, and Cobalt cloud capabilities.
Infosys	Aug-25	Versent Group	100%	AUD233.25mn	The acquisition accelerates Infosys's cloud and AI-led transformation presence in Australia Versent's 650 local cloud-native engineers and government and enterprise client relationships with Infosys's global scale, Topaz AI capabilities, and Cobalt cloud offerings.
Infosys	Apr-25	The Missing Link	100%	AUD98mn	The acquisition bolsters Infosys's cybersecurity-as-a-service capabilities for Australian enterprise and government clients. Delivered alongside the Versent acquisition, it creates an integrated cloud plus security proposition in Australia, leveraging Infosys Topaz AI and Cobalt cloud platforms, and reinforces Infosys's Responsible AI toolkit with local cybersecurity delivery depth.
Infosys	Apr-25	MRE Consulting	100%	USD36mn	The acquisition strengthens Infosys's consulting presence in the US energy sector, adding niche capabilities in commodity trading and energy/CTRM technology.
HCLT	Jan-26	Finergic	100%	SGD19mn	The acquisition aligns with HCLT's strategic focus on strengthening its financial services expertise, particularly in core banking and wealth management.
HCLT	Dec-25	Jaspersoft (from Cloud Software)	NA	USD240mn	The acquisition enables HCLSoftware to strengthen the capabilities of Actian, a data-related software product under HCLSoftware's data division. HCL acquired 80% stake in Actian in Apr-18, for a consideration of USD259mn; the remaining 20% stake was acquired in Dec-21 for a consideration of USD100mn.
HCLT	Dec-25	Wobby	100%	€4.5mn	The acquisition bolsters HCL's AI and analytics product suite by integrating Wobby's AI-driven data generation and visualization tools, reinforcing its GenAI capabilities across client engagements.
HCLT	Dec-25	HPE's telco	NA	USD160mn	The acquisition enhances HCL's telecom product portfolio, particularly in network management, service assurance, and AI-led automation, enabling end-to-end offerings for global CSPs.
Wipro	Aug-25	Harman DTS	100%	USD375mn	The acquisition significantly strengthens Wipro's ER&D services by expanding its AI-driven digital and device engineering expertise and enabling end-to-end solutions from design through manufacturing across the technology, industrials, aerospace, healthcare, and consumer markets.
Coforge	Dec-25	Encora	100%	USD2.35bn	The acquisition accelerates Coforge's shift toward high-value, AI-led engineering services, with Encora adding deep engineering talent and complementary digital and AI capabilities, particularly strengthening BFSI and Travel.

Source: Company, Emkay Research

## Exhibit 3: ...(contd)...Acceleration in M&amp;A activity across the Indian IT set

Company	Date of announcement	Acquired entity	Stake	Consideration amount	Rationale
Hexaware	Nov-25	CyberSolve	100%	USD66mn	The acquisition fills a crucial white space in Hexaware's cybersecurity portfolio by adding identity and access management capabilities, which CIOs consistently identify as a top priority, as digital identity underpins every cloud, AI, and modernization transformation.
Hexaware	Jul-25	SMC Squared	100%	USD120mn	The acquisition enables Hexaware to offer a unified GCC services stack spanning advisory, setup, operations, and optimization through its newly launched GCC 2.0 service line, combining SMC Squared's 20Y BOT (build-optimize-transfer) playbook with Hexaware's AI, analytics, cloud, and platform-led IT delivery capabilities.
Mphasis	Oct-25	Locate	100%	USD8.5mn	The acquisition secures and deepens an existing client relationship by bringing in the digital transformation business of Locate Software that was already engaged with an identified Mphasis customer.
Mphasis	Jul-25	Aokah	26%	USD4mn	The 26% strategic stake in Aokah, a newly established GCC advisory firm, is aimed at creating an advisory-to-delivery pipeline for the India GCC market.
Cyient	Dec-25	Kinetic Technologies	65%	USD93mn	The acquisition aims to enhance Cyient's presence in power ICs for Edge AI and high-performance computing and will thereby help it build India's first ASIC-led custom power semiconductor company. The transaction is expected to be EBIT-accretive from FY27 and EPS-accretive from FY28.
Firstsource	Jan-26	TeleMedik	100%	USD3mn	The acquisition of TeleMedik significantly enhances Firstsource's clinical and utilization management capabilities across the full medical management lifecycle.
Firstsource	Jul-25	Pastdue Credit (PDC)	100%	GBP22mn	The acquisition represents a strategic fit for FSOL, enhancing its capabilities in both first- and third-party collections, with focus on key growth sectors such as utilities, financial services, and the public sector. It would help FSOL participate in over GBP1.9bn market opportunities, fueled by rising consumer debt and the growing role of private agencies in public-sector collections, in the UK collections market.

Source: Company, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarqueresolutions)

## Exhibit 4: Specific comments from latest earnings calls and press releases by respective companies...

Company	Commentary on Tech, IT, and AI Spending
Accenture	<p>"...First, clients are implementing foundational programs with our ecosystem partners to capture the full opportunity of AI. These typically involve cloud, security and data modernization, often combined with operating model and talent transformation. We continue to see at least one out of every two advanced AI projects that lead to a data project. Second, clients continue to look to reinvent faster, leverage our proprietary platforms and expertise and achieve greater efficiencies through managed services across the enterprise. And we see clients working with us to create more investment capacity to increase their spending in new areas. And third, clients with more advanced digital cores are starting to take on larger AI programs. We also see more moving from proof of concept to production, while others are still at the beginning of their journey with another 100 clients or so initiating advanced AI projects. Across many of these programs, AI and data are now central, sometimes as the destination and increasingly as part of the work from day one... "</p>
Cognizant	<p>"...Closing the AI velocity gap requires new methodologies and evolving beyond the traditional IT services role of the last two decades. While AI today is capable of unlocking USD4.5 trillion in US labor value, the methodologies to harness it are only just emerging.... Over 30% of our developer effort in software development cycles is AI-assisted and Agentic.... We are shifting from traditional linear staffing model to an asynchronous, autonomous software engineering model. In this framework, our associates are trained to delegate complex high-value macro tasks to agentic networks while they micro steer to outcomes..."</p>
Capgemini	<p>"...We are clearly pivoting the group to be the catalyst for enterprise-wide AI adoption.... We closed our first mega-deal of over EUR600mn for a large global company based on a true agentic AI-led transformation solution delivering significant cost reduction and operating on a non-FTE-based commercial model.... Clients are looking at how critical it is for them to adopt AI, and where it can have an impact.... They're ready to put the money on the table to make it happen, because they consider that as being critical to their future in terms of transformation.... This will translate in a number of skills adaptation initiatives, leading to an estimated EUR700mn restructuring over the next two years..."</p>
EPAM	<p>"...Notably, in Q4, we generated more than USD105mn in pure AI native revenues where we continue to see solid momentum and strong sequential growth.... Looking ahead, we continue to see robust demand for our AI-native services and expect to scale these revenues in excess of USD600mn in 2026.... We are supercharging our client zero mentality by extending AI capabilities across our entire business.... AI continues to be a net growth driver for our business.... Right now, because building software becomes easier per unit, people are going to build more; that's what I think about and how I see the situation..."</p>
TCS	<p>"...We are telling associates that if you find that you can do something faster, better, cheaper with AI, you should probably go and tell your customers, even if it cannibalizes revenue. We are not afraid this technology will take away our livelihood. We believe it is going to open up more, so you enjoy the benefits the more you do, and not by resisting the change..."</p>
Infosys	<p>"...It is not an opportunity risk, it is an execution risk.... Technology is moving faster than the ability of enterprises to deploy it.... This deployment gap is what we can help address.... We see six areas of new services opportunity from AI [AI Strategy and Engineering, Data for AI, Process for AI, Agentic Legacy Modernization, Physical AI, AI Trust - totaling USD300-400bn opportunity by 2030]..."</p>
HCLT	<p>"...In the real enterprise world, however, there are complex installed systems. It's not plug-and-play. That's where service providers like us come in.... The shift toward outcome-based engagement is very deliberate. Typically, outcome-based models can deliver higher margins because they allow us to leverage technology and optimization levers more effectively.... Overall, we anticipate a 2-3% deflation impact at an industry level, and we have modelled this carefully... This segment [Advance AI revenue] is growing at around 20% quarter-on-quarter. We believe it can scale to USD2.5-3bn over time..."</p>
Wipro	<p>"...For our clients, 2025 was more about deploying AI, proof of concepts, and bringing productivity benefits. That's dramatically changing in 2026 because the boards and the CEOs are asking them where the return on investment is. AI-assisted software development will cost about 25% less — that will translate to new and more projects and is why IT budgets are not going to shrink in the long run..."</p>

Source: Company, Emkay Research

## Earnings revision and valuation

ACN's revenue growth clocked closer to the upper end of its guidance for another quarter in Q2FY26, on the back of broad-based growth across markets, verticals, and types of work. ACN narrowed its FY26 revenue growth guidance to 3-5% LC (earlier, 2-5%), toward the upper end of the range (including inorganic contribution of ~1.5%). Excluding the estimated 1% impact from the US federal business, underlying growth would be around 4-6%. Management commentary suggests that the demand environment for IT Services is stable, with clients still prioritizing large, strategic transformation programs. AI is emerging as a structural demand driver with large-deal pipelines building up, although client budgets remain broadly similar to 2025 levels, pricing stays competitive, and no broad-based acceleration is yet visible in the near term.

We expect Indian IT Services companies to give a conservative guidance for FY27, given the uncertainties surrounding AI-driven adoption and spending as well as the heightened macroeconomic and geopolitical risks. The current geopolitical crisis in the ME exacerbates existing pressure, thereby potentially elevating macro-related risks. This could cause further delay in decision-making and prolong the pace of recovery in discretionary demand. If the situation persists or escalates, it could evolve into a broader demand headwind through slower global growth and tighter enterprise spending. Within this, verticals like TTH, Manufacturing, E&U, etc are expected to remain under pressure, with the ME crisis disrupting the supply chain and impacting client spending. In TTH, travel disruptions and cost pressures are expected to keep discretionary spending subdued and delay decision-making. In E&U, volatility in energy markets and shifting capex priorities could lead to slower decision-making and a deferral of non-essential IT investments.

The recent sharp depreciation in the rupee lends incremental comfort to consensus earnings estimates for CY26/FY27; it is likely to mitigate any risks arising from elevated macro and geopolitical uncertainties, AI evolution and adoption, evolving client priorities, changing pricing constructs, and the potential deflationary impact on IT budgets. We expect heightened focus on revenue growth guidance, given the widespread pessimism and the resultant increased volatility during the earnings season.

We revise earnings estimates across our IT coverage, to reflect changes in growth and margin assumptions and revise USD/INR assumptions to 92.0/94.0 for FY27E/FY28E, respectively, basis updated estimates by our macroeconomy team.

The NIFTY IT Index has underperformed the broader markets by ~10%/5% in 3M/6M, while seeing a partial recovery in the past 1M and outperforming the broader index by ~6% on the back of anticipated earnings defensibility with sharp rupee depreciation.

We upgrade COFORGE to BUY from Add, considering its reasonable valuation and proven historical execution record. The stock has corrected ~6%/33% over the past 1M/3M. It has delivered USD revenue/EPS CQGR of ~6.8%/5.5% over the last 8 quarters. We expect the company to deliver adjusted EPS CAGR of ~31% during FY25E-28E and remain positive on the company's medium-term growth prospects.

We upgrade ECLX to BUY from Add, considering reasonable valuation, expected double-digit revenue growth, steady cash conversion, disciplined capital allocation, healthy deal intake (~60% growth in TTM ACV), and strong pipeline. The stock has corrected by ~13%/38% over the past 1M/3M, even while its operating performance outlook is largely stable. We expect the company to deliver ~21% adjusted EPS CAGR over FY25-28E. While AI advancements have heightened risks of deflation in the BPO/KPO business, the management's tech-forward approach and nimble execution help negate some of these headwinds. We believe such risks are adequately captured in our current valuation, offering investors a comfortable safety margin.

Our pecking order is INFO, LTIM, TCS, HCLT, TECHM, and WPRO in large caps. Among mid-size IT Services coverage stocks, we prefer COFORGE, HEXT, MPHL, and PSYS.

This report is intended for Team White Marque Solutions (team.emkay@whitemarqueresolutions.com)

## Exhibit 5: Mar-26 quarterly estimates for IT Services companies under our coverage

Company	Revenue	Revenue growth (%)		EBIT	EBITM	EBITM change (bps)		Net profit	Net profit growth (%)		Cross currency impact (bps)	Constant currency growth QoQ (%)
	(USD mn)	QoQ	YoY	(Rs mn)	(%)	QoQ	YoY	(Rs mn)	QoQ	YoY		
TCS	7,607	1.3	1.9	177,402	25.4	20	120	139,003	3.4	13.7	30	1.0
INFO	5,079	-0.4	7.4	98,237	21.0	20	10	75,339	-1.2	7.1	40	(0.8)
HCLT	3,749	-1.2	7.2	60,191	17.5	(130)	(50)	47,218	-1.5	9.6	40	(1.6)
WPRO	2,673	1.4	2.9	41,559	16.8	40	(50)	35,491	5.5	-0.6	40	1.0
TECHM	1,622	0.8	4.7	20,383	13.7	50	320	14,322	8.7	22.8	40	0.4
LTM	1,232	2.0	8.9	17,189	15.2	(90)	140	13,666	40.8	21.1	0	2.0
MPHL	463	2.5	7.5	6,418	15.2	0	(10)	4,929	5.2	10.4	10	2.4
COFORGE	489	2.3	21.2	6,470	14.7	130	150	4,291	7.9	49.3	40	1.9
PSYS	437	3.4	16.4	6,656	16.6	(20)	100	5,183	17.9	31.0	(10)	3.5
HEXT	384	-1.3	3.4	4,595	13.0	570	(120)	3,129	7.2	-4.4	20	(1.5)
LTTS	325	-0.3	-5.7	4,410	14.7	10	150	3,441	13.7	10.6	(20)	(0.1)
CYL	176	1.1	3.4	2,011	10.1	70	(220)	1,460	13.7	-14.4	80	0.3
SSOF	82	0.1	1.3	1,590	6.2	50	50	1,198	14.8	11.4	10	(0.0)
BSOFT	151	0.0	-0.9	2,000	14.4	(230)	290	1,142	-28.9	-6.5	0	0.0
FSOL	288	5.1	15.1	3,209	12.2	30	100	2,231	85.4	38.9	50	4.6
ECLX	124	2.0	18.4	2,465	22.0	60	70	1,808	-5.8	18.8	10	1.9

Source: Company, Emkay Research

Note: USD revenue for Wipro pertains to the IT Services segment; for Sonata, it relates to the International IT Services segment; and for Cyient, it reflects DET revenue, including the semiconductor business. However, profits represent expectations based on consolidated reported numbers. Coforge's revenue has been considered after accounting for hedge losses

## Exhibit 6: Foreign exchange movement during the quarter

Particulars	INR/USD	INR/GBP	INR/EUR	USD/GBP	USD/EUR	JPY/USD	USD/AUD	USD/CAD
High	94.81	126.93	110.03	1.38	1.20	160.31	0.72	1.39
Low	89.89	120.91	104.97	1.32	1.14	152.21	0.67	1.35
Avg Rate	91.55	123.33	107.11	1.35	1.17	156.93	0.69	1.37
QoQ chg	2.8%	4.1%	3.3%	1.3%	0.5%	1.8%	5.8%	-1.6%
YoY chg	5.7%	13.1%	17.5%	7.0%	11.2%	2.9%	10.7%	-4.4%
Last date closing	94.81	125.51	109.00	1.32	1.15	159.48	0.69	1.39
QoQ chg	5.5%	3.9%	3.3%	-1.7%	-2.2%	1.8%	2.8%	1.4%
YoY chg	10.9%	13.6%	18.4%	2.5%	6.3%	6.3%	9.8%	-3.3%

Source: Bloomberg, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarquesolutions)

**Exhibit 7: Latest guidance by the management of global IT Services companies**

Company	Year end	CY26/FY26 revenue guidance	CY25 actual/earlier revenue guidance
Accenture	Aug	FY26: 3-5% in local currency (organic: 1.5-3.5%)	FY26: 2-5% in local currency (organic: 0.5-3.5%)
Cognizant	Dec	FY26: 4-6.5% CC (150bps M&A impact)	FY25: 6.4% CC (organic: 3.8%)
Cappgemini	Dec	FY26: +6.5 to 8.5% CC (4.5-5% contribution from M&A, including the WNS acquisition)	FY25: 3.4% CC
DXC	Mar	FY26: -4.3% (organic)	FY26: -4.5% to -3.5% (organic)
Globant	Dec	FY26: 0.2-2.2% YoY (incl positive forex impact of 100bps)	FY25: 1.6% YoY
EPAM	Dec	CY26: 3-6% (organic CC); overall 4.5-7.5%	CY25: 4.9% (organic CC)
Endava	Jun	FY26: -3.5% to -1.5%	FY26: -4.5% to -2.5%
Genpact	Dec	FY26: 6.8% CC (7% on reported basis)	FY25: 6.6% (6.4% CC)
EXL	Dec	FY26: 9-11% on both CC and reported	FY25: 13.6% on both CC and reported
Teleperformance	Dec	FY26: Like-for-like growth between 0% and +2%	FY25: Like-for-like revenue up 1.3% (excluding the hyperinflation impact)
Salesforce	Jan	FY27: 10-11% in CC and YoY terms (includes approximately 3% Informatica contribution)	FY26: Revenue USD41.5bn, up 10/9% in YoY/CC terms (includes ~USD399mn Informatica contribution)
ServiceNow	Dec	CY26: Subscription revenue growth of 19.5-20% CC YoY (reported 20.5-21%)	CY25: Subscription revenue grew 20.5% YoY
Snowflake	Jan	FY27: Product revenue growth of 27%	FY26: Product revenue growth of 29%

Source: Company, Emkay Research

**Exhibit 8: Change in estimates (revenue and margin)**

Change in estimates	Revenue - New (Rs bn)			Revenue - Old (Rs bn)			Change			EBIT Margin - New (%)			EBIT Margin - Old (%)			Change (bps)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
TCS	2,663	2,859	3,038	2,640	2,776	2,918	0.9%	3.0%	4.1%	25.0	25.0	25.0	25.1	25.0	25.0	-5	0	0
INFO	1,790	1,970	2,103	1,773	1,888	2,005	0.9%	4.4%	4.9%	20.9	21.2	21.3	20.9	21.3	21.3	0	-8	-8
HCLT	1,307	1,434	1,546	1,296	1,393	1,487	0.8%	2.9%	4.0%	17.5	18.0	18.4	17.5	18.0	18.4	3	-1	-4
WPRO	931	991	1,033	923	969	1,008	0.9%	2.3%	2.4%	16.5	16.9	17.0	16.5	16.9	17.0	0	-5	0
TECHM	567	614	655	562	597	634	0.8%	2.8%	3.4%	12.5	14.5	14.9	12.5	14.5	15.0	9	-6	-2
LTIM	424	477	528	420	464	512	0.8%	2.7%	3.3%	15.4	16.0	16.2	15.4	16.0	16.2	-6	-3	-2
MPHL	159	179	199	157	174	192	0.8%	2.9%	3.5%	15.2	15.3	15.4	15.3	15.4	15.5	-8	-7	-2
COFORGE	163	195	227	163	192	221	0.2%	1.5%	2.5%	13.4	14.0	14.0	13.4	13.9	14.0	1	6	5
PSYS	147	177	209	146	172	202	0.7%	2.8%	3.8%	16.3	16.7	16.7	16.3	16.6	16.7	4	8	1
HEXT	-	149	165	-	144	159	-	3.6%	3.4%	-	13.4	14.3	-	13.5	14.4	-	-2	-16
LTTS	118	126	140	117	123	136	0.8%	2.4%	2.5%	14.0	15.3	16.3	14.0	15.3	16.3	-2	7	7
CYL	73	85	94	73	79	87	0.8%	6.9%	7.9%	9.6	10.5	11.0	9.7	11.1	12.6	-7	-63	-159
SSOF	107	111	126	107	109	124	0.6%	1.0%	1.3%	5.7	6.1	6.5	5.7	6.1	6.5	4	0	3
BSOFT	53	57	62	53	56	61	0.9%	3.0%	3.1%	14.1	13.4	13.5	14.0	13.4	13.4	14	9	10
FSOL	96	110	123	95	110	122	0.5%	0.8%	1.0%	11.8	12.3	12.7	11.7	12.3	12.7	4	-2	-9
ECLX	41	49	57	41	48	56	0.5%	1.4%	3.4%	21.5	21.5	21.4	21.4	21.4	21.4	14	14	-0
ROUTE	44	45	48	44	47	50	0.0%	-2.8%	-4.6%	10.3	9.8	9.8	10.1	9.8	9.8	25	4	1
QUESS	154	172	192	154	172	192	0.0%	0.0%	0.0%	2.0	2.0	2.0	2.0	2.0	2.0	-	-	-
TEAM	119	133	158	118	133	158	0.1%	-0.1%	-0.1%	1.3	1.4	1.5	1.3	1.4	1.5	-2	-0	-0

Source: Company, Emkay Research; Note: FY26E corresponds to CY25 for HEXT and so forth

## Exhibit 9: Change in estimates (EPS, target multiple, and target price)

Change in estimates	EPS – New (Rs)			EPS – Old (Rs)			Change in EPS			Rating		Target multiple (x)		Target Price (Rs)	
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	Old	New	Old	New	Old	New
TCS	134.4	153.1	162.6	129.3	148.6	156.0	4.0%	3.0%	4.2%	ADD	ADD	18	18	2,800	2,800
INFO	70.2	77.4	83.6	69.6	75.2	80.6	0.9%	3.0%	3.8%	BUY	BUY	18	18	1,450	1,450
HCLT	62.2	74.2	81.7	62.4	72.9	79.6	-0.3%	1.8%	2.7%	ADD	ADD	18	18	1,450	1,450
WPRO	12.6	13.6	14.3	12.5	13.4	14.0	0.8%	1.8%	2.2%	REDUCE	REDUCE	15	15	210	210
TECHM	55.1	78.1	86.7	56.0	77.6	84.9	-1.7%	0.7%	2.1%	REDUCE	REDUCE	17	17	1,450	1,450
LTIM	168.5	210.6	239.4	169.5	207.8	233.9	-0.6%	1.3%	2.3%	ADD	ADD	20	20	4,700	4,700
MPHL	96.9	111.4	127.3	96.6	109.3	123.3	0.3%	1.9%	3.2%	ADD	ADD	20	20	2,500	2,500
COFORGE	39.1	54.2	65.8	39.0	53.1	63.9	0.3%	2.1%	2.9%	ADD	BUY	22	22	1,400	1,400
PSYS	117.1	146.4	179.2	116.0	145.5	172.8	1.0%	0.7%	3.7%	ADD	ADD	30	30	5,200	5,200
HEXT	-	23.4	27.9	-	22.5	27.4	-	4.1%	2.1%	BUY	BUY	20	20	570	570
LTTTS	121.8	149.2	178.0	122.1	146.9	173.3	-0.2%	1.6%	2.7%	ADD	ADD	22	22	3,800	3,800
CYL	46.7	60.2	67.9	47.0	61.1	76.1	-0.6%	-1.5%	-10.8%	REDUCE	REDUCE	12	12	950	850
SSOF	16.2	18.8	23.3	16.0	18.6	23.0	1.1%	1.1%	1.7%	BUY	BUY	16	16	370	370
BSOFT	16.2	22.6	25.7	16.4	22.5	24.9	-1.4%	0.7%	3.1%	ADD	ADD	16	16	400	400
FSOL	9.9	13.4	15.9	9.7	13.3	15.8	2.1%	0.7%	0.3%	ADD	ADD	16	16	250	250
ECLX	70.9	83.7	100.4	70.8	81.6	96.8	0.2%	2.6%	3.8%	ADD	BUY	18	18	1,800	1,800
ROUTE	56.7	57.3	62.8	55.4	58.7	65.6	2.4%	-2.3%	-4.2%	BUY	BUY	14	14	900	900
QUESS	14.2	16.1	18.3	14.2	16.1	18.3	0.0%	0.0%	0.0%	BUY	BUY	NA	NA	290	290
TEAM	78	89	121	79	90	121	-1.4%	-0.3%	-0.3%	BUY	BUY	NA	NA	1,800	1,800

Source: Company, Emkay Research; Note: FY26E corresponds to CY25E for HEXT and so forth

## Exhibit 10: Valuation summary

Company	CMP (Rs)	Mkt Cap (USD bn)	Promoter Holding (%)	ADTV 6M (USD mn)	Target Price (Rs)	Rating	P/E (x)				EV/EBITDA (x)				RoE (%)			
							FY25	FY26E	FY27E	FY28E	FY25	FY26E	FY27E	FY28E	FY25	FY26E	FY27E	FY28E
TCS	2,359	90.3	72	102.3	2,800	ADD	17.6	17.5	15.4	14.5	12.0	11.1	10.3	9.7	51.2	52.7	51.4	51.3
INFO	1,251	53.7	15	153.6	1,450	BUY	19.4	17.8	16.2	15.0	12.0	11.2	9.9	9.1	28.9	32.2	34.3	33.2
HCLT	1,342	38.5	61	45.0	1,450	ADD	20.9	21.6	18.1	16.4	13.5	12.6	11.3	10.3	25.2	25.2	28.2	30.1
WPRO	188	20.8	73	29.5	210	REDUCE	15.0	14.9	13.8	13.1	8.7	8.7	7.9	7.4	16.6	16.1	16.6	16.9
TECHM	1,384	14.3	35	32.6	1,450	REDUCE	28.8	25.1	17.7	16.0	16.5	12.7	10.3	9.3	15.8	18.2	23.6	24.6
LTIM	4,014	12.6	69	18.0	4,700	ADD	25.9	23.8	19.1	16.8	18.0	15.3	12.9	11.2	21.5	22.5	22.8	22.6
MPHL	2,053	4.1	40	15.7	2,500	ADD	22.9	21.2	18.4	16.1	13.9	12.4	10.8	9.5	18.5	18.9	20.0	21.3
COFORGE	1,115	4.0	-	39.8	1,400	BUY	45.9	28.5	20.6	16.9	21.9	12.9	10.6	8.9	16.2	22.9	25.1	25.1
PSYS	4,877	8.1	30	34.1	5,200	ADD	54.1	41.6	33.3	27.2	36.0	26.5	21.6	17.9	24.9	27.8	28.2	28.9
HEXT	425	2.7	74	5.8	570	BUY	21.9	19.5	18.2	15.2	13.0	13.0	10.4	8.7	23.6	18.8	22.0	23.5
LTTTS	3,122	3.5	74	5.7	3,800	ADD	26.1	25.6	20.9	17.5	16.1	15.1	12.7	10.6	22.1	20.5	22.0	23.2
CYL	753	0.9	23	4.6	850	REDUCE	13.6	16.1	12.5	11.1	6.3	7.0	6.2	5.4	13.0	10.3	11.8	12.7
SSOF	210	0.6	28	3.5	370	BUY	13.8	13.0	11.1	9.0	8.7	8.5	7.4	5.9	27.3	25.4	23.7	24.9
BSOFT	333	1.0	41	7.8	400	ADD	17.8	20.4	14.6	12.9	10.1	8.2	7.6	6.5	15.8	13.7	16.0	16.3
FSOL	204	1.5	54	3.8	250	ADD	24.0	20.6	15.2	12.9	12.9	10.1	8.5	7.4	15.0	18.6	20.1	21.4
ECLX	1,387	1.4	55	5.6	1,800	BUY	24.7	19.6	16.6	13.8	15.4	11.9	9.8	7.8	23.8	27.9	27.9	26.9
ROUTE	416	0.3	75	3.6	900	BUY	8.2	11.8	7.3	6.6	3.2	2.7	2.2	1.5	14.7	14.3	13.4	13.3
QUESS	170	0.3	57	0.9	290	BUY	12.0	12.0	10.5	9.3	8.7	7.5	6.6	5.8	10.8	19.9	20.4	21.8
TEAM	1,129	0.2	31	1.1	1,800	BUY	17.4	14.4	12.6	9.4	11.0	9.3	7.5	5.3	12.8	14.1	13.4	15.7

Source: Company, Bloomberg, Emkay Research

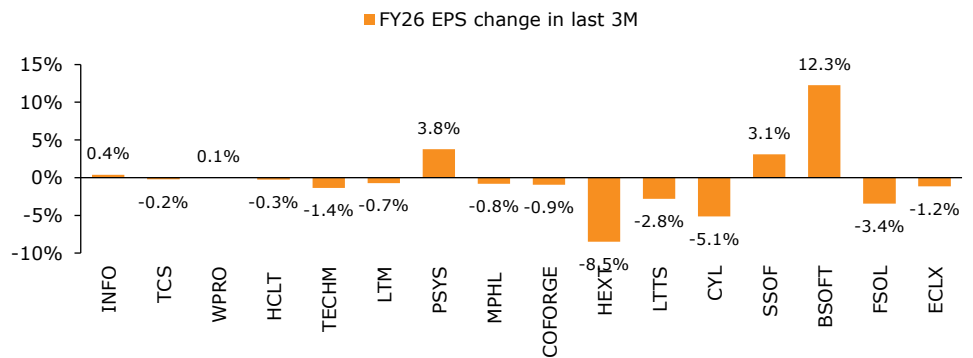
This report is intended for Team White Marquee Solutions (team.emkay@whitemarquesolutions)

Exhibit 11: Price performance

Index/Stock	CMP (Rs)	Return					Outperformance/Underperformance wrt Nifty				
		1M	3M	6M	1Y	3Y	1M	3M	6M	1Y	3Y
NIFTY 50	22,331	-11%	-14%	-9%	-5%	31%					
NIFTY IT	29,063	-5%	-24%	-14%	-19%	4%	6%	-10%	-5%	-14%	-27%
TCS	2,359	-11%	-26%	-17%	-34%	-25%	1%	-12%	-8%	-29%	-56%
INFO	1,251	-4%	-23%	-13%	-20%	-10%	8%	-9%	-4%	-15%	-40%
WPRO	188	-7%	-29%	-22%	-28%	5%	5%	-15%	-12%	-23%	-26%
HCLT	1,342	-3%	-17%	-3%	-16%	26%	8%	-3%	6%	-11%	-5%
TECHM	1,384	2%	-14%	-1%	-2%	28%	13%	0%	8%	3%	-3%
LTIM	4,014	-10%	-34%	-22%	-11%	-13%	1%	-20%	-13%	-6%	-44%
MPHL	2,053	-11%	-27%	-23%	-18%	19%	1%	-13%	-13%	-13%	-11%
PSYS	4,877	3%	-21%	1%	-12%	115%	14%	-7%	10%	-6%	84%
COFORGE	1,115	-6%	-33%	-30%	-31%	52%	5%	-19%	-21%	-26%	22%
HEXT	425	-10%	-44%	-37%	Na	Na	1%	-30%	-27%	Na	Na
LTTS	3,122	-11%	-30%	-24%	-31%	-7%	0%	-16%	-15%	-26%	-38%
CYL	753	-18%	-31%	-34%	-40%	-24%	-6%	-17%	-25%	-35%	-54%
SSOF	210	-22%	-41%	-39%	-39%	-44%	-11%	-27%	-30%	-34%	-75%
BSOFT	333	-15%	-21%	-6%	-14%	30%	-3%	-8%	3%	-9%	-1%
FSOL	204	-4%	-38%	-38%	-40%	95%	7%	-24%	-29%	-35%	64%
ECLX	1,387	-13%	-38%	-31%	0%	114%	-1%	-24%	-22%	5%	83%
ROUTE	416	-18%	-41%	-47%	-55%	-69%	-7%	-27%	-38%	-50%	-100%
QUESS	170	-13%	-19%	-33%	-47%	-3%	-2%	-5%	-24%	-42%	-34%
TEAM	1,129	-7%	-28%	-37%	-38%	-49%	4%	-14%	-27%	-33%	-80%

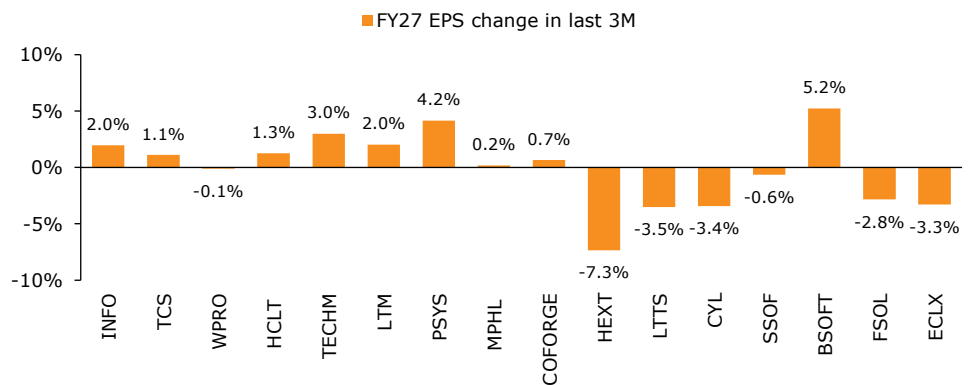
Source: Bloomberg, Emkay Research

Exhibit 12: Consensus estimates (FY26 EPS) – Changes in the past 3 months



Source: Bloomberg, Emkay Research

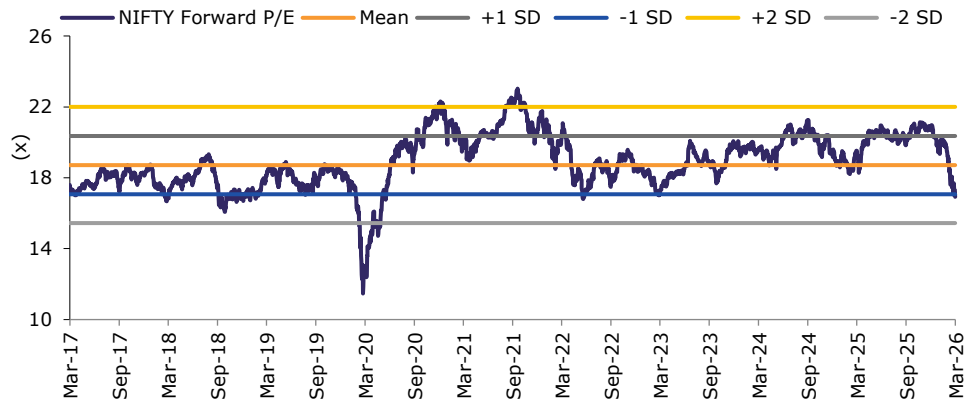
Exhibit 13: Consensus estimates (FY27 EPS) – Changes in the past 3 months



Source: Bloomberg, Emkay Research

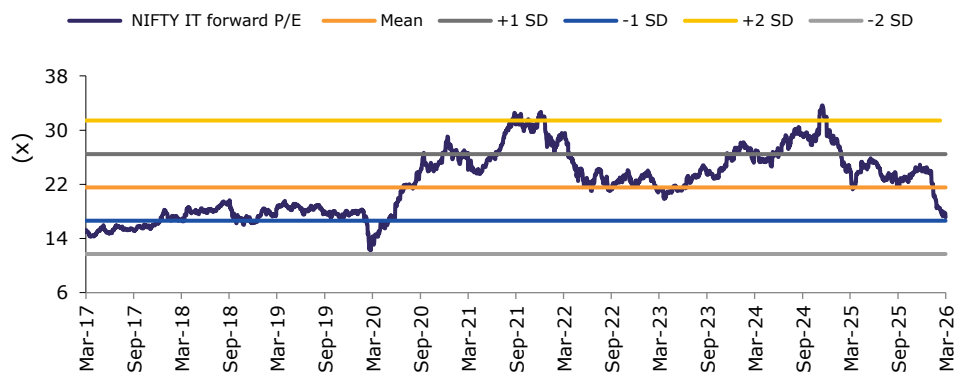
This report is intended for Team White Marque Solutions (team.emkay@whitemarquesolutions)

**Exhibit 14: NIFTY – One-year forward P/E is currently trading at mean -1SD**



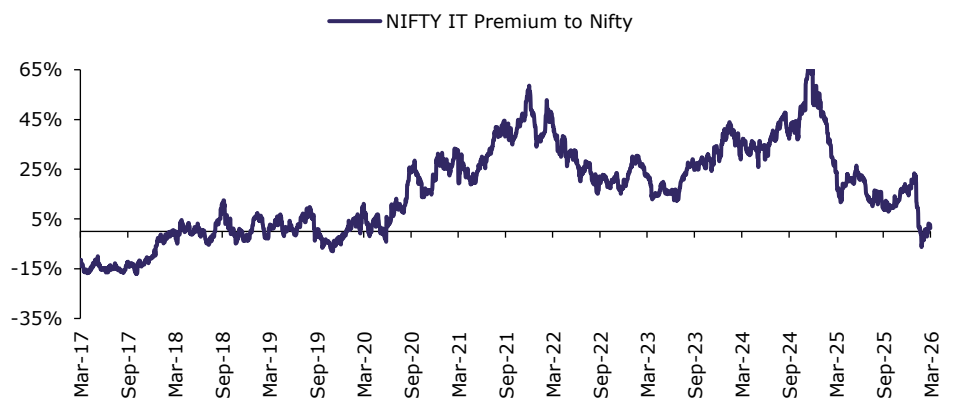
Source: Bloomberg, Emkay Research

**Exhibit 15: NIFTY IT – One-year forward P/E is currently approaching its mean -1SD**



Source: Bloomberg, Emkay Research

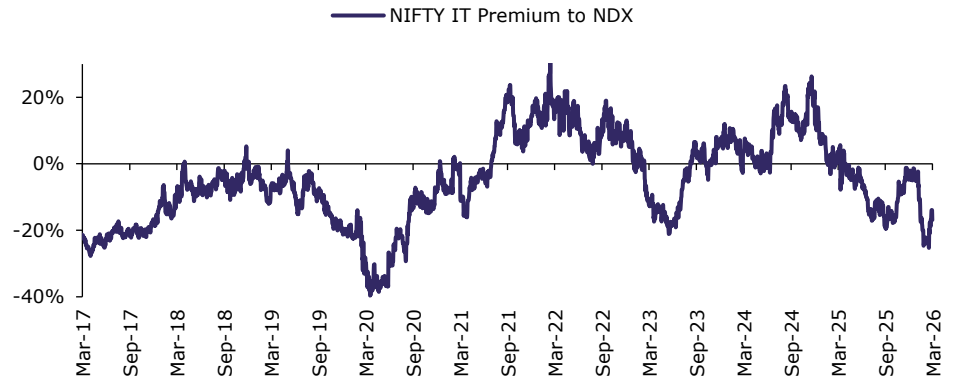
**Exhibit 16: NIFTY IT’s valuation premium wrt the Nifty has dropped sharply in the past 3 months**



Source: Bloomberg, Emkay Research

This report is intended for Team White Marquee Solutions (team.emkay@whitemarquesolutions)

**Exhibit 17: NIFTY IT's valuation discount wrt the NDX is recovering after a steep fall in the past couple of months**



Source: Bloomberg, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarquesolutions)

## Exhibit 18: Deals signed during Q4FY26...

Announced date	Customer	Company	Deal size (USD mn)	Deal duration (no of years)	Geography	Deal structure
19-Mar-26	Amadeus	TCS	Not disclosed	Not disclosed	Spain	TCS announced a global strategic partnership with Amadeus, a leading travel technology company in the global travel and tourism industry. The alliance is designed to accelerate innovation and drive digital transformation across the global travel ecosystem spanning airlines, airports, travel distribution, hospitality, and payments.
20-Mar-26	Swissport	TCS	Not disclosed	5 years	Switzerland	TCS and Swissport International have extended and expanded their decade-long partnership by five years. The renewed agreement brings fresh focus on digital innovation, enhancing operational excellence, and driving technological transformation across Swissport's global operations.
9-Feb-26	Flight Centre Travel Group	TCS	Not disclosed	Multi-year	Australia	TCS has partnered with the Flight Central Travel Group to support its global digital transformation journey. Flight Centre Travel Group is one of the world's largest travel groups with a vast leisure and corporate travel sales network, spanning Australia and New Zealand, The Americas, EMEA, and Asia. As part of the strategic partnership, TCS, with its deep domain expertise in technology, data, and AI in the travel industry, will future-proof FCTG's cloud and network services, strengthen resilience, and modernize services platforms across its operations. The partnership will streamline and consolidate core systems, unlock greater value from existing technological investments, and improve performance across FCTG's global enterprise technology stack.
22-Jan-26	Kalmar Oyj	TCS	Not disclosed	Not disclosed	Finland	TCS has been selected by Kalmar Oyj, a global leader in heavy material handling equipment and services, as its strategic IT partner for spearheading a full IT Services transformation. To enable Kalmar to operate even more efficiently, TCS will help establish a modern, integrated, AI-powered, digital core IT foundation that will reduce costs while enhancing agility and efficiency.
2-Feb-26	Madison Square Garden Family of Companies	Infosys	Not disclosed	Multi-year	United States	Infosys, Madison Square Garden Entertainment Corp., Madison Square Garden Sports Corp. and Sphere Entertainment Co. (together, the MSG Family of Companies) announced an extension of their partnership. The extension reinforces Infosys' role as the Official Digital Innovation Partner across key properties within the MSG Family of Companies, including the New York Knicks, New York Rangers, Madison Square Garden and MSG Networks.
3-Feb-26	Citizens	Infosys	Not disclosed	Not disclosed	United States	Infosys announced its collaboration with Citizens, one of the oldest and largest financial institutions in the US, to support the launch of the bank's AI-first Innovation Hub in Bengaluru, India. This industry-first initiative is designed to accelerate AI-driven transformation across Citizens' banking operations, product development, and customer experience.
12-Feb-26	ExxonMobil	Infosys	Not disclosed	Not disclosed	United States	Infosys announced the expansion of its strategic collaboration with ExxonMobil for developing and deploying its industry-leading suite of ExxonMobil Data Center Immersion Fluids, which enhances energy efficiency and maximizes the use of available power. This initiative builds on Infosys's commitment toward energy innovation, decarbonization, and cross-industry alliances.

Source: Company, Emkay Research

## Exhibit 19: ...(contd)...Deals signed during Q4FY26...

Announced Date	Customer	Company	Deal Size (USD mn)	Deal Duration (no of years)	Geography	Deal Structure
10-Mar-26	Incora	Infosys	Not disclosed	Multi-year	United States	Infosys and Incora (a leading provider of innovative supply-chain solutions in the aerospace and defense industry) announced a new strategic collaboration to advance the use of artificial intelligence across Incora's global supply chain operations. Through the multi-year alliance, Incora will work closely with Infosys to implement AI-enabled capabilities supporting operations across >60 countries.
11-Mar-26	TruStage	Wipro	Not disclosed	Multi-year	United States	Wipro has entered into a multi-year contract for business and technology modernization of TruStage's retirement services business. TruStage is an insurance and financial services provider based in Madison, Wisconsin. As part of this engagement, Wipro will transform TruStage's core retirement services operations and technology stack through an integrated approach that delivers seamless digital experiences, business agility, and increased efficiencies that aim to support TruStage in driving higher client satisfaction and foster product innovation.
12-Jan-26	The Magnum Ice Cream Company	HCL Tech	Not disclosed	Multi-year	Netherlands	HCLTech has entered a multi-year partnership to design, build, and manage a future-ready IT infrastructure for The Magnum Ice Cream Company, the world's largest ice cream company. In coming years, HCLTech will deploy its AI Force platform to embed AI across TMICC's digital infrastructure.
21-Jan-26	Team Global Express	HCL Tech	Not disclosed	Not disclosed	Australia	HCLTech has been selected by Team Global Express, the largest multimodal logistics organization in Australia and New Zealand, to accelerate digital transformation with AI-powered solutions. The new agreement consolidates the logistics major's multi-vendor IT landscape into a single, strategic partnership, with HCLTech as the trusted advisor to drive efficiency, innovation, and data-driven decision-making.
28-Jan-26	Guardian	HCL Tech	Not disclosed	Multi-year	United States	HCLTech has been selected by The Guardian Life Insurance Company of America (Guardian), one of the largest US life insurers and a major provider of employee benefits, to accelerate Guardian's AI-driven technology transformation journey and deliver seamless customer experience. The multi-year partnership reflects a broader shift toward long-term technology modernization at Guardian, with an emphasis on AI-led transformation and streamlined IT operations. As a part of the partnership, Guardian will leverage HCLTech's GenAI service transformation platform, AI Force, to support ongoing enterprise-wide technology innovation. This partnership will enhance Guardian's operational efficiencies, improve engineering outcomes, and accelerate time-to-market across application development, support, testing, and infrastructure management.
4-Feb-26	HAESL	HCL Tech	Not disclosed	Not disclosed	Hong Kong	HCLTech announced that it has been selected by Hong Kong Aero Engine Services Limited (HAESL) to transform its maintenance, repair, and overhaul (MRO) operations. HCLTech will deploy its iMRO/4 asset management solution, integrated with SAP S/4HANA, as HAESL's Maintenance Execution System (MES) in Hong Kong.

Source: Company, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarquesolutions)

## Exhibit 20: ...(contd)...Deals signed during Q4FY26...

Announced Date	Customer	Company	Deal Size (USD mn)	Deal Duration (no of years)	Geography	Deal Structure
2-Mar-26	Orange Business	Tech Mahindra	Not disclosed	5 years	France	Orange Business and Tech Mahindra announced to forge a strategic partnership to accelerate end-to-end digital transformation for enterprise customers worldwide, focusing on AI, automation, and secure digital platforms. This proposed 5-year partnership aims to fast-track next-generation solutions for international customers by combining Orange's leadership in networks, platforms, cloud, and cybersecurity with Tech Mahindra's strong integration expertise and agile delivery capabilities. Orange will help boost Tech Mahindra's profitability, driven by strengthened competitiveness of its international operations and access to new markets through an ambitious go-to-market approach.
13-Jan-26	Maples Group	LTM	Not disclosed	Not disclosed	Canada	LTM announced that Maples Group has joined its community of clients. This marks a significant milestone for Maples, a leading global provider of legal, fiduciary and fund administration services, expanding its services to Canadian-domiciled Alternative Investment Funds. This partnership enables Maples to offer streamlined operations, enhance investor servicing capabilities, and ensure regulatory compliance through the Unitrax platform's robust fund administration features.
16-Jan-26	Central Board of Direct Taxes (Insight 2.0 project)	LTM	Rs30bn	7 years	India	LTM announced that it has been awarded the Insight 2.0 project from the Central Board of Direct Taxes (CBDT) to build an AI-powered program for the modernization of India's national tax analytics platform. Valued at ~Rs30bn, this 7-year mandate reinforces LTM's leadership in enabling digital transformation, leveraging advanced digital architecture and data analytics to deliver real-time insights for policymakers.
16-Jan-26	European MedTech	LTM	USD100mn	Multi-year	Not disclosed	LTM announced a multi-year, USD100mn strategic agreement with a MedTech company in Europe, a leading provider of innovative hearing solutions, to deliver product development and support across its flagship products. This agreement will span over 7 years. Toward this, LTM will leverage iNXT, its cross-industry digital transformation and innovation platform designed to help enterprises manage the convergence of the physical and digital worlds.
25-Feb-26	UK-based client	Coforge	USD158mn	5 years	UK	Coforge announced that it won a USD158mn 5-year contract from a UK-based client. The firm shall provide services effective Apr-26. Revenue accrual under the contract will be evenly spread over 5 years. The firm expects material expansion of ancillary revenue around this core contract over the next 5 years from the same client.
26-Feb-26	VHC Health	Coforge	Not disclosed	Not disclosed	United States	Coforge announced a strategic partnership with VHC Health. Under the agreement, Coforge will serve as VHC Health's Digital and IT Services provider. This milestone marks Coforge's significant expansion in the healthcare provider market and strengthens its Provider Experience Management capabilities, reflecting a shared focus on delivering secure, reliable, and clinician-focused digital infrastructure, to support care delivery across the organization.

Source: Company, Emkay Research

This report is intended for Team White Marquee Solutions (team.emkay@whitemarquesolutions)

Exhibit 21: Emkay's IT Universe – Q4FY26 Preview...

			Mar-26	Dec-25	Mar-25	YoY chg	QoQ chg	Comments
<b>TCS (9-Apr)</b>								
CMP (Rs)	2,359	Net Sales (Rs mn)	699,809	670,870	644,790	8.5%	4.3%	We expect a 1.3% QoQ USD revenue growth after factoring in a 30bps cross-currency tailwind. EBIT margin is likely to expand by 20bps QoQ on the back of rupee depreciation. Key things to watch: 1) CY26 IT budget and any impact on tech spending from increased macro and geopolitical uncertainties; 2) deal intake and deal pipeline (including AI/Gen AI); 3) demand trends in key verticals like BFSI, Retail, Hi Tech, Manufacturing, and Communications; 4) pricing environment; 5) margin outlook; 6) progress on data center business, including ramp-up timeline with an anchor customer in place; 7) M&A focus areas; 8) management commentary on likely revenue deflation from AI and potential growth in new AI-related services; 9) update on client conversations to gauge any impact on decision making around IT spending, particularly discretionary spending, and demand environment across geographies; 10) change in talent strategy and hiring plan with progress in AI; 11) update on deal signing and revenue conversion on Rs29bn APO from BSNL; and 12) insights on partnerships with key stakeholders in the AI ecosystem and how new contracts will be structured.
Market cap (Rs bn)	8,535	EBITDA (Rs mn)	192,447	182,690	169,800	13.3%	5.3%	
Reco	ADD	EBITDA margin (%)	27.5	27.2	26.3	117bps	27bps	
Target price (Rs)	2,800	PAT (Rs mn)	139,003	134,380	122,240	13.7%	3.4%	
Upside	19%	EPS (Rs)	40.5	44.8	33.8	19.8%	-9.7%	
<b>Infosys (23-Apr)</b>								
CMP (Rs)	1,251	Net sales (Rs mn)	467,232	454,790	409,250	14.2%	2.7%	We expect 0.4% QoQ USD revenue decline after factoring in 40bps cross-currency tailwinds. EBIT margin is expected to expand by 20bps sequentially. Key monitorables: 1) FY27 guidance – we expect the company to guide 2-5% CC YoY revenue growth (including Versent, but excluding Optimum and Stratus) and 20-22% EBITM; 2) large deal intake, with share in net new deal intake; 3) update on discretionary spending and flow of smaller deals; 4) demand environment across geographies; 5) revenue from AI services; 6) management commentary on i) CY26 technology budget and spending behaviour by clients amid increased macro and geopolitical uncertainties; ii) expected deflation from AI-led productivity gains and likely offset from traction in new AI services; iii) any change in project ramp-ups, deferment, renewal, or cancellation trends; iv) demand environment in BFSI, Hitech, Manufacturing, Retail, and Communications; v) pricing environment; vi) deal pipeline, pace of decision making, and deal closure momentum; vii) change in talent strategy and hiring plan with progress in AI; viii) insights on partnerships with key stakeholders in the AI ecosystem and how new contracts will be structured.
Market cap (Rs bn)	5,072	EBITDA (Rs mn)	110,556	106,340	98,740	12.0%	4.0%	
Reco	BUY	EBITDA margin (%)	23.7	23.4	24.1	-47bps	28bps	
Target price (Rs)	1,450	PAT (Rs mn)	75,339	76,250	70,330	7.1%	-1.2%	
Upside	16%	EPS (Rs)	18.6	16.4	16.9	9.7%	13.2%	
<b>HCL Tech (21-Apr)</b>								
CMP (Rs)	1,342	Net sales (Rs mn)	344,904	338,720	302,460	14.0%	1.8%	We build in 1.2% QoQ USD revenue decline after factoring in 40bps cross-currency tailwinds and adverse software business seasonality. We expect EBIT margin to narrow by 130bps sequentially on the back of software business seasonality. Things to watch out for: 1) FY27 outlook – we expect the company to guide 3-6% CC revenue growth (including Jaspersoft and HPE's Telco solution business), with EBITM guidance of 17.5-18.5%; 2) CY26 IT budget and any impact from increased macro and geopolitical uncertainties on the pace of decision making and tech spending; 3) deal wins, deal pipeline, and pace of deal closures; 4) growth outlook for ER&D and Software businesses; 5) demand outlook for major verticals like BFSI, Manufacturing, Technology, Communications, Retail, and Healthcare; 6) pricing environment; 7) expected impact from AI-led compression on revenue growth and progress on new revenue pools to negate this deflationary impact; 8) update on recent M&As – expected revenue/margin impact and anticipated synergies benefits; 9) progress on AI Force platform deployment across clients; and 10) change in talent strategy and hiring plan with progress in AI.
Market cap (Rs bn)	3,641	EBITDA (Rs mn)	71,740	74,770	64,820	10.7%	-4.1%	
Reco	ADD	EBITDA margin (%)	20.8	22.1	21.4	-63bps	-127bps	
Target price (Rs)	1,450	PAT (Rs mn)	47,218	47,950	43,070	9.6%	-1.5%	
Upside	8%	EPS (Rs)	17.4	17.7	15.9	9.6%	-1.5%	

Source: Company, Emkay Research

This report is intended for Team White Marquee Solutions (team.emkay@whitemarquesolutions)

## Exhibit 22: ...(contd)...Emkay's IT Universe – Q4FY26 Preview...

			Mar-26	Dec-25	Mar-25	YoY chg	QoQ chg	Comments
<b>Wipro</b>								
CMP (Rs)	188	Net sales (Rs mn)	247,047	235,558	225,042	9.8%	4.9%	We expect 1.4% sequential USD revenue growth in the IT Services segment after factoring in i) ~2% contribution from incremental 2M revenue from the acquisition of the DTS business unit of Harman, and ii) 40bps cross-currency headwinds. Wipro had guided revenue growth at 0-2% QoQ in CC terms. We expect IT Services EBITM to decline by 70bps sequentially due to the Harman DTS integration and one month's of wage-hike impact. We expect overall EBITM to improve by ~40bps QoQ due to the absence of one-offs like restructuring costs. Key things to watch out for: 1) Q1FY27 outlook – we expect -1.5% to 0.5% revenue growth guidance; 2) management commentary on – a) CY26 IT budget and any impact on tech spending, particularly discretionary spending, from increased macro and geopolitical uncertainties; b) likely deflationary impact on revenue growth from AI and pockets of growth pools identified to negate it; c) deal intake/pipeline, trends seen in leakage in base business, update on the ramp-up plan of recently won large deals; d) change in deal pipeline composition in terms of cost takeouts vs discretionary/transformational spends and the company's ability to participate effectively to retain/capture wallet share; e) demand trends in key verticals like BFSI, Consumer, Communications, Technology, Manufacturing, Healthcare, and E&U; f) Capco/consulting business growth momentum; and g) change in talent strategy and hiring plan with progress of AI; and 3) capital allocation.
Market cap (Rs bn)	1,968	EBITDA (Rs mn)	49,409	46,025	46,080	7.2%	7.4%	
Reco	REDUCE	EBITDA margin (%)	20.0	19.5	20.5	-48bps	46bps	
Target price (Rs)	210	PAT (Rs mn)	35,491	33,628	35,696	-0.6%	5.5%	
Upside	12%	EPS (Rs)	3.4	3.2	3.4	-0.7%	5.5%	
<b>Tech Mahindra</b>								
CMP (Rs)	1,384	Net sales (Rs mn)	149,245	143,932	133,840	11.5%	3.7%	We expect USD revenue to grow 0.8% QoQ after factoring in 40bps cross-currency tailwinds. We expect EBIT margin to expand by 50bps sequentially. Key things to watch out for: 1) FY27 growth and margin aspirations; 2) CY26 IT budget, any impact on tech spending, decision-making cycle, and revenue conversion from increased macro and geopolitical uncertainties; 3) CME and Enterprise business outlook; 4) demand trends across major verticals in Enterprise business; 5) deal intake/pipeline and deal closure momentum; 6) expected revenue compression from AI and new revenue pools identified to negate headwinds emanating from AI; 7) changes in talent strategy and hiring plan with progress in AI; and 8) pricing.
Market cap (Rs bn)	1,356	EBITDA (Rs mn)	25,222	23,656	18,674	35.1%	6.6%	
Reco	REDUCE	EBITDA margin (%)	16.9	16.4	14.0	295bps	46bps	
Target price (Rs)	1,450	PAT (Rs mn)	14,322	13,269	11,940	19.9%	7.9%	
Upside	5%	EPS (Rs)	16.2	15.0	13.5	19.9%	7.9%	
<b>LTM</b>								
CMP (Rs)	4,014	Net sales (Rs mn)	113,359	107,810	97,717	16.0%	5.1%	We expect 2% QoQ USD revenue growth on factoring in flattish cross-currency movement. We expect EBIT margin to decline 90bps QoQ due to wage hike. Things to watch out for: 1) FY27 revenue and margin outlook; 2) management commentary on CY26 IT budget, any impact on tech spending and sales cycle due to elevated macro and geopolitical uncertainties; 3) deal intake and pipeline; 4) growth outlook in Hi-tech and BFSI top clients and other major clients; 5) demand outlook across BFSI, Travel, RCM, and E&U; 6) expected deflation from AI; 7) ramp-up plan of the recently announced Medtech deal; and 8) change in talent strategy and hiring plan with progress in AI.
Market cap (Rs bn)	1,190	EBITDA (Rs mn)	20,064	20,027	15,962	25.7%	0.2%	
Reco	ADD	EBITDA margin (%)	17.7	18.6	16.3	137bps	-88bps	
Target price (Rs)	4,700	PAT (Rs mn)	13,666	14,123	11,285	21.1%	-3.2%	
Upside	17%	EPS (Rs)	46.1	47.7	38.1	21.1%	-3.2%	
<b>Mphasis (29-Apr)</b>								
CMP (Rs)	2,053	Net sales (Rs mn)	42,221	40,026	37,101	13.8%	5.5%	We expect 2.6% net USD revenue growth after factoring 10bps cross currency tailwinds. We expect EBIT margins to remain flattish sequentially. Things to watch out for: 1) FY27 revenue growth and margin outlook; 2) management commentary on CY26 IT budget, any impact on tech spending, decision making cycle and revenue conversion from increased macro and geopolitical uncertainties, pace of deal pipeline conversion and deal to revenue conversion; 3) outlook for DXC business; 4) expected deflation from AI; 5) order booking, deal pipeline, and pace of deal closure; 6) growth outlook across BFS, Insurance, High Tech, and Logistics verticals; 7) client-specific issues, if any, in Top-20 accounts, and progress on growing non-Top 10 clients; and 8) expected OCF/EBITDA conversion.
Market cap (Rs bn)	392	EBITDA (Rs mn)	7,895	7,518	7,026	12.4%	5.0%	
Reco]	ADD	EBITDA margin (%)	18.7	18.8	18.9	-24bps	-8bps	
Target price (Rs)	2,500	PAT (Rs mn)	4,929	4,687	4,466	10.4%	5.2%	
Upside	22%	EPS (Rs)	25.9	23.2	23.5	10.1%	11.5%	

Source: Company, Emkay Research

This report is intended for Team White Marqu Solutions (team.emkay@whitemarquessolutions)

## Exhibit 23: ...(contd)...Emkay's IT Universe – Q4FY26 Preview...

			Mar-26	Dec-25	Mar-25	YoY chg	QoQ chg	Comments
<b>Coforge</b>								
CMP (Rs)	1,115	Net sales (Rs mn)	44,148	41,881	34,099	29.5%	5.4%	We expect 2.3% QoQ USD revenue growth on factoring in 40bps cross-currency tailwinds. We expect EBITM to expand by 130bps QoQ. Key things to watch out for: 1) FY27 revenue and margin outlook; 2) order bookings, growth in NTM executable order book, and deal pipeline; 3) update on Cigniti and Encora M&As timelines; 4) demand trends across BFS, Insurance, Manufacturing, and Travel verticals; 5) management commentary on – a) CY26 IT budget; b) expected deflation from AI; c) any impact on tech spending, decision making cycle, and revenue conversion from increased macro and geopolitical uncertainties; d) change in talent strategy and hiring plan with progress in AI; and e) medium-term growth aspiration post Encora integration across revenue, EBITM, and cash conversion.
Market cap (Rs bn)	374	EBITDA (Rs mn)	8,256	7,302	5,750	43.6%	13.1%	
Reco	BUY	EBITDA margin (%)	18.7	17.4	16.9	184bps	126bps	
Target price (Rs)	1,400	PAT (Rs mn)	4,291	3,978	2,875	49.3%	7.9%	
Upside	26%	EPS (Rs)	10.9	7.5	7.8	40.1%	46.6%	
<b>Persistent Systems</b>								
CMP (Rs)	4,877	Net sales (Rs mn)	40,192	37,782	32,421	24.0%	6.4%	We expect a 3.4% QoQ USD revenue growth on factoring in 10bps cross-currency headwind. We expect EBITM to decline by 20bps sequentially. Things to watch out for: 1) FY27 revenue growth and margin outlook; 2) management commentary on increased macro and geopolitical uncertainties on demand environment, along with CY26 IT budget; 3) deal intake and pipeline; 4) demand trends across BFSI, Healthcare, and Technology verticals; 5) outlook on major clients; 6) M&A focus areas; 7) traction seen in IP revenue and contribution to revenue; 8) implication on revenue growth momentum in the near term from potential compression from AI; and 9) change in talent strategy and hiring plan with progress in AI.
Market cap (Rs bn)	769	EBITDA (Rs mn)	7,665	7,331	5,844	31.1%	4.6%	
Reco	ADD	EBITDA margin (%)	19.1	19.4	18.0	104bps	-33bps	
Target price (Rs)	5,200	PAT (Rs mn)	5,183	5,075	3,958	31.0%	2.1%	
Upside	7%	EPS (Rs)	32.9	27.9	25.4	29.4%	17.9%	
<b>Hexaware Technologies</b>								
CMP (Rs)	425	Net sales (Rs mn)	35,333	34,782	32,079	10.1%	1.6%	We expect 1.3% QoQ USD revenue decline on factoring in 20bps cross-currency tailwind. We expect EBITM to expand 570bps sequentially on the back of the absence of one-off factors like impairment costs, accelerated amortization of RoU, etc. Things to watch out for: 1) CY26 guidance – we expect the company to retain guidance of better-than-CY25 growth of 7.6% and 13-14% EBITM; 2) management commentary on i) likely deflation from AI; ii) CY26 IT budget; iii) any impact on tech spending, decision-making cycle, and revenue conversion from increased macro and geopolitical uncertainties; and iv) progress on large deals; 3) deal intake and pipeline; 4) demand trends across verticals; 5) outlook on major clients; 6) M&A focus areas; 7) any tweaking on talent strategy and hiring plan with progress in AI.
Market cap (Rs bn)	260	EBITDA (Rs mn)	5,494	3,779	5,278	4.1%	45.4%	
Reco	BUY	EBITDA margin (%)	15.6	10.9	16.5	-90bps	469bps	
Target price (Rs)	570	PAT (Rs mn)	3,129	4,030	3,272	-4.4%	-22.3%	
Upside	34%	EPS (Rs)	5.1	4.8	5.4	-4.9%	7.2%	
<b>L&amp;T Technology Services</b>								
CMP (Rs)	3,122	Net sales (Rs mn)	29,939	29,235	29,824	0.4%	2.4%	We expect 0.3% QoQ decline in USD revenue on factoring in 20bps cross-currency headwind. We expect margins to improve 10bps sequentially. Key things to watch out for: 1) FY27 revenue growth and margin guidance; 2) update on restructuring exercise and likely benefits on EBITM and cash conversion cycle from SWC divestment; 3) growth outlook across verticals; 4) CY26 IT budget, any impact on ER&D spending and decision making cycle from increased macro and geopolitical uncertainties; 5) deal intake and pipeline trends; and 6) hiring plan.
Market cap (Rs bn)	331	EBITDA (Rs mn)	5,239	5,138	4,755	10.2%	2.0%	
Reco	ADD	EBITDA margin (%)	17.5	17.6	15.9	156bps	-7bps	
Target price (Rs)	3,800	PAT (Rs mn)	3,441	3,291	3,111	10.6%	4.6%	
Upside	22%	EPS (Rs)	32.5	31.1	29.4	10.4%	4.5%	

Source: Company, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarqueresolutions)

Exhibit 24: ...(contd)...Emkay's IT Universe – Q4FY26 Preview...

			Mar-26	Dec-25	Mar-25	YoY chg	QoQ chg	Comments
<b>Cyient</b>								
CMP (Rs)	753	Net sales (Rs mn)	19,882	18,485	19,092	4.1%	7.6%	We expect USD revenue to grow 1.1% sequentially in the DET business (including semiconductor) after factoring in a 80bps cross-currency tailwind. We expect overall revenue to grow 4.2% in USD terms QoQ. We expect the Transportation & Mobility vertical to do well, and Strategic Units verticals to be a laggard. We expect DET (including semiconductor)'s EBITM to expand by 50bps QoQ. We expect overall EBITM to expand by 60bps sequentially. Things to watch out for: 1) FY27 revenue and margin outlook for DET business; 2) update on semiconductor business, recent acquisition of Kinetic Technologies and details on growth/investment plan; 3) management commentary on CY26 ER&D budget across major clients and overall ER&D spending; 4) deal intake and pipeline; 5) demand outlook across Networks & Infrastructure, Transportation & Mobility, and Strategic Units; and 6) hiring plan and attrition trends.
Market cap (Rs bn)	84	EBITDA (Rs mn)	2,698	2,449	3,029	-10.9%	10.2%	
Reco	REDUCE	EBITDA margin (%)	13.6	13.2	15.9	-229bps	32bps	
Target price (Rs)	850	PAT (Rs mn)	1,460	1,284	1,706	-14.4%	13.7%	
Upside	13%	EPS (Rs)	13.1	8.3	15.4	-14.5%	59.2%	
<b>Sonata Software</b>								
CMP (Rs)	210	Net sales (Rs mn)	25,750	30,806	26,172	-1.6%	-16.4%	We expect 0.1% USD revenue growth in IITS business after factoring in 10bps cross-currency tailwind. We expect overall revenue to decline due to domestic business seasonality. We forecast IITS' EBITDAM to decline by 20bps QoQ. We estimate overall EBITM to improve by 60bps sequentially due to mix change. Things to watch out for: 1) management commentary on CY26 IT budget, any impact on tech spending, decision-making cycle from increased macro and geopolitical uncertainties; 2) FY27 growth outlook and medium-term growth aspiration in IITS and domestic business; 3) growth outlook across BFSI, RMD, TMT, and HLS verticals; 4) likely impact from the involuntary Chapter 7 bankruptcy petition filed against client OBSA Operating Company, LLC; 5) quant business performance; 6) deal intake and pipeline; 7) outlook on major TMT/BFSI clients in IITS; and 8) expected deflationary impact from AI on IITS business and likely impact on domestic business from AI.
Market cap (Rs bn)	59	EBITDA (Rs mn)	1,882	2,002	1,727	9.0%	-6.0%	
Reco	BUY	EBITDA margin (%)	7.3	6.5	6.6	71bps	81bps	
Target price (Rs)	370	PAT (Rs mn)	1,198	1,275	1,075	11.4%	-6.1%	
Upside	77%	EPS (Rs)	4.3	5.4	3.9	11.5%	-20.5%	
<b>Birlasoft</b>								
CMP (Rs)	333	Net sales (Rs mn)	13,874	13,475	13,169	5.4%	3.0%	We expect flattish USD revenue growth QoQ on factoring in flattish cross-currency movements. We expect EBIT margin to decline by 230bps sequentially, largely due to the absence of one-offs. Key things to watch out for: 1) FY27 revenue growth and margin outlook; 2) CY26 IT budget and demand trends across top clients; 3) impact on tech spending from increased macro and geopolitical uncertainties, pace of deal closures and deal-to-revenue conversion; 4) order wins during the quarter and deal pipeline; 5) demand trends in enterprise solutions business; 6) outlook for key industries like Manufacturing, Life Sciences, BFSI, and E&U; 7) growth outlook in Infra business; and 10) hiring plan and attrition trends.
Market cap (Rs bn)	93	EBITDA (Rs mn)	2,220	2,448	1,736	27.9%	-9.3%	
Reco	ADD	EBITDA margin (%)	16.0	18.2	13.2	282bps	-217bps	
Target price (Rs)	400	PAT (Rs mn)	1,142	1,606	1,221	-6.5%	-28.9%	
Upside	20%	EPS (Rs)	4.1	4.3	4.4	-6.5%	-4.8%	
<b>Firstsource Solutions</b>								
CMP (Rs)	204	Net sales (Rs mn)	26,246	24,431	21,615	21.4%	7.4%	We build in 5.1% USD revenue growth, factoring in 50bps cross-currency tailwinds. EBIT margins are expected to improve by 30bps sequentially. Key things to watch: 1) FY27 revenue and margin outlook – expect the company to guide for 10-13% revenue growth in CC terms and EBITM guidance of 12-12.5%, 2) expected compression in revenue from AI and traction in UnBPO offerings, 3) outlook on the Mortgage, Provider, Payer, and Collections businesses, 4) demand trends and outlook for the n BFS, CMT, and Healthcare verticals, 5) any impact on the client decision-making cycle from increased macro and geopolitical uncertainties, 6) share of revenue from outcome-based construct, 7) deal intake/pipeline momentum.
Market cap (Rs bn)	142	EBITDA (Rs mn)	4,371	4,027	3,328	31.3%	8.6%	
Reco	ADD	EBITDA margin (%)	16.7	16.5	15.4	126bps	17bps	
Target price (Rs)	250	PAT (Rs mn)	2,231	2,205	1,607	38.9%	1.2%	
Upside	22%	EPS (Rs)	3.2	1.7	2.3	38.9%	85.4%	

Source: Company, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarqueresolutions)

## Exhibit 25: ...(contd)...Emkay's IT Universe – Q4FY26 Preview...

			Mar-26	Dec-25	Mar-25	YoY chg	QoQ chg	Comments
<b>Eclerx Services</b>								
CMP (Rs)	1,387	Net sales (Rs mn)	11,185	10,703	8,983	24.5%	4.5%	We expect a 2% QoQ USD revenue growth after factoring in a 10bps cross-currency tailwind. We expect EBIT margin to expand 60bps sequentially. Management commentary on: a) FY27 revenue growth and margin outlook; b) expected deflation from AI and any change in roll-off trends; c) M&A focus areas and capital allocation; d) update on progress made on the geographic diversification of delivery capabilities and its implication on margins; e) deal intake and deal pipeline; f) growth outlook across BFSI, CMT, Hitech and M&D, Fashion, Luxury and Retail, and emerging industries; and g) progress on AI/Gen AI, partnerships with key stakeholders in the AI ecosystem, and any changes in contract structure/construct.
Market cap (Rs bn)	130	EBITDA (Rs mn)	2,953	2,762	2,323	27.1%	6.9%	
Reco	BUY	EBITDA margin (%)	26.4	25.8	25.9	54bps	60bps	
Target price (Rs)	1,800	PAT (Rs mn)	1,808	1,920	1,522	18.8%	-5.8%	
Upside	30%	EPS (Rs)	19.2	40.3	31.9	-39.8%	-52.3%	
<b>Route Mobile</b>								
CMP (Rs)	416	Net sales (Rs mn)	10,900	11,071	11,750	-7.2%	-1.5%	We expect revenue to fall 1.5% sequentially. We forecast EBITM to fall by 40bps QoQ. Key monitorables: 1) FY27 revenue growth and margin outlook; 2) progress on deriving synergies benefits with Proximus, likely share of revenue from RPT, and steps taken to manage margins with growing share of RPT revenue; 3) cash conversion and capital allocation; 4) traction in demand for non-SMS products; 5) M&A focus areas; 6) growth in new-gen product revenue and avenues to realign the business/compensate for volume loss; and 7) commentary on near-/medium-term projections shared by parent at its Capital Markets Day.
Market cap (Rs bn)	26	EBITDA (Rs mn)	1,395	1,464	1,227	13.7%	-4.7%	
Reco	BUY	EBITDA margin (%)	12.8	13.2	10.4	236bps	-42bps	
Target price (Rs)	900	PAT (Rs mn)	932	977	813	14.6%	-4.6%	
Upside	117%	EPS (Rs)	14.7	15.4	9.0	63.9%	-4.6%	
<b>Quest Corp</b>								
CMP (Rs)	170	Net sales (Rs mn)	39,707	39,297	36,564	8.6%	1.0%	We expect general staffing to buck seasonality and see some modest growth sequentially, mainly due to a softer Q3 as clients awaited further clarity on the labor code change. We also expect YoY growth, as the impact of the NBFC sector, which first came in Q4FY25, will no longer weigh on the base. Growth will be led by Manufacturing, BFSI, and CRT – in that order. GCC demand continues to support Professional Staffing growth, though YoY performance will be impacted by prior MSP loss and weak IT Services demand. Overseas business is likely to stay flat QoQ, with minimal impact from the ME crisis. On a consolidated level, we build in 1% QoQ revenue growth with stable EBIT margin. With the new CEO in place, we expect some commentary on new strategic direction/targets for Quest.
Market cap (Rs bn)	25	EBITDA (Rs mn)	796	796	674	18.2%	0.0%	
Reco	BUY	EBITDA margin (%)	2.0	2.0	1.8	16bps	-2bps	
Target price (Rs)	290	PAT (Rs mn)	547	618	625	-12.4%	-11.4%	
Upside	71%	EPS (Rs)	3.7	3.7	-6.4	-157.4%	-0.7%	
<b>Teamlease</b>								
CMP (Rs)	1,129	Net sales (Rs mn)	29,150	30,130	28,579	2.0%	-3.3%	We estimate 2% YoY growth in revenue for Teamlease, with QoQ revenue falling ~3% due to seasonality and full-quarter impact of client specific headwinds, resulting in near term softness in the general staffing segment. Specialised Staffing should maintain momentum on the back of traction in GCCs. We expect General Staffing margins to be flat QoQ, leading to EBITDA decline similar to that for revenue, on QoQ basis. This should be partly offset by continued traction in specialised staffing and seasonality in Other HR services. We believe near-term associate additions will be modest as corporates navigate the labor code implementation.
Market cap (Rs bn)	19	EBITDA (Rs mn)	454	423	475	-4.3%	7.4%	
Reco	BUY	EBITDA margin (%)	1.6	1.4	1.7	-10bps	15bps	
Target price (Rs)	1,800	PAT (Rs mn)	356	474	350	1.7%	-25.0%	
Upside	60%	EPS (Rs)	21.1	24.8	20.8	1.7%	-14.8%	

Source: Company, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarqueresolutions)

**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 BSE Limited (BSE), National Stock Exchange of India Limited (NSE), MCX Stock Exchange Limited (MCX-SX), Multi Commodity Exchange of India Ltd (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) (hereinafter referred to be as "Stock Exchange(s)"). EGFSL along with its [affiliates] 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 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.emkayglobal.com](http://www.emkayglobal.com).

EGFSL is registered as Research Analyst with the Securities and Exchange Board of India ("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. However, SEBI and Stock Exchanges had conducted their 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 its existing 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.

This report is based on information obtained from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This report and information herein is solely for informational purpose and shall not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Though disseminated to all the clients simultaneously, not all clients may receive this report at the same time. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient.

EGFSL and/or its affiliates may seek investment banking or other business from the company or companies that are the subject of this material. EGFSL may have issued or may issue other reports (on technical or fundamental analysis basis) of the same subject company that are inconsistent with and reach different conclusion from the information, recommendations or information presented in this report or are contrary to those contained in this report. Users of this report may visit [www.emkayglobal.com](http://www.emkayglobal.com) to view all Research Reports of EGFSL. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, and target price of the research published by any other analyst or by associate entities of EGFSL; our proprietary trading, investment businesses or other associate entities may make investment decisions that are 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. 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 affiliates. 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 report has not been reviewed or authorized by any regulatory authority. There is no planned schedule or frequency for updating research report relating to any issuer/subject company.

Please contact the primary analyst for valuation methodologies and assumptions associated with the covered companies or price targets.

**Disclaimer for U.S. persons only:** Research report is a product of Emkay Global Financial Services Ltd., under Marco Polo Securities 15a6 chaperone service, 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 Rule 15a 6(a)(2). If the recipient of 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. Emkay Global Financial Services Ltd. has entered into a chaperoning agreement with a U.S. registered broker-dealer, Marco Polo Securities Inc. ("Marco Polo"). Transactions in securities discussed in this research report should be effected through Marco Polo or another U.S. registered broker dealer.

This report is intended for Team White Marque Solutions ([team.emkay@whitemarqueresolutions.com](mailto:team.emkay@whitemarqueresolutions.com))

**RESTRICTIONS ON DISTRIBUTION**

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. Except 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. 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 distributed in Canada or used by private customers in United Kingdom.

**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 associated persons<sup>1</sup> may have served 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 may have Financial Interests<sup>2</sup> 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.

<sup>1</sup> An associated person is defined as (i) who reports directly or indirectly to such a research analyst in connection with the preparation of the reports; or (ii) another person accustomed or obliged to act in accordance with the directions or instructions of the analyst.

<sup>2</sup> 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.

**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:-

- EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her associate/relative's may have Financial Interest/proprietary positions in the securities recommended in this report as of March 31, 2026
  - EGFSL, and/or Research Analyst does not market make in equity securities of the issuer(s) or company(ies) mentioned in this Report
- Disclosure of previous investment recommendation produced:**
- 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.
  - EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her relative's may have material conflict of interest in the securities recommended in this report as of March 31, 2026
  - EGFSL, its affiliates and Research Analyst or his/her associate/relative's may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the March 31, 2026
  - EGFSL or its associates may have managed or co-managed public offering of securities for the subject company in the past twelve months.
  - EGFSL, its affiliates and Research Analyst or his/her associate may have received 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.
  - EGFSL, its affiliates and/or Research Analyst or his/her associate may have received any compensation or other benefits from the subject company or third party in connection with this research report.

**Emkay Rating Distribution**

Ratings	Expected Return within the next 12-18 months.
<b>BUY</b>	>15% upside
<b>ADD</b>	5-15% upside
<b>REDUCE</b>	5% upside to 15% downside
<b>SELL</b>	>15% downside

**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

This report is intended for Team White Marque Solutions (team.emkay@whitemarqueresolutions.com)

**OTHER DISCLAIMERS AND DISCLOSURES:****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) :-**

EGFSL or its associates may have financial interest in the subject company.

Research Analyst or his/her associate/relative's may have financial interest in the subject company.

EGFSL or its associates and Research Analyst or his/her associate/ relative's may have material conflict of interest in the subject company. The research Analyst or research entity (EGFSL) have not been engaged in market making activity for the subject company.

EGFSL or its associates may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of public appearance or publication of Research Report.

Research Analyst or his/her associate/relatives may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of public appearance or publication of Research Report.

Research Analyst may have served as an officer, director or employee of the subject company.

EGFSL or its affiliates may have received any compensation including for investment banking or merchant banking or brokerage services from the subject company in the past 12 months. . Emkay may have issued or may issue other reports that are inconsistent with and reach different conclusion from the information, recommendations or information presented in this report or are contrary to those contained in this report. Emkay Investors may visit [www.emkayglobal.com](http://www.emkayglobal.com) to view all Research Reports. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, and target price of the research published by any other analyst or by associate entities of Emkay; our proprietary trading, investment businesses or other associate entities may make investment decisions that are inconsistent with the recommendations expressed herein. EGFSL or its associates may have received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months. EGFSL or its associates may have received any compensation or other benefits from the Subject Company or third party in connection with the research report. EGFSL or its associates may have received compensation from the subject company in the past twelve months. Subject Company may have been client of EGFSL or its affiliates during twelve months preceding the date of distribution of the research report and EGFSL or its affiliates may have co-managed public offering of securities for the subject company in the past twelve months.

This report is intended for Team White Marque Solutions ([team.emkay@whitemarqueresolutions.com](mailto:team.emkay@whitemarqueresolutions.com))