

**Coforge posted healthy operating performance in 1Q. Revenue grew 21.1% qoq to \$592.2mn (22.3% CC; organic: 1.1% CC), largely in line with our estimate of 22.4% CC. EBITM contracted by 60bps qoq to 16%, higher than our estimate of 15.7%. Coforge signed 4 large deals in 1Q, with total order intake of \$691mn (excluding order intake from Encora and UK framework agreement deal), lifting the next 12M executable orderbook to \$2.23bn. It sees large deal signing momentum gaining strength in 2Q, expecting the number of deals signed to be close to that in full-year FY23 (11), with most of these translating to revenue from 3Q. Approximately 6-7% of revenue comes from outcome-based contracts, and 30% of active delivery projects are driven by AI assets. The company expects a) industry-leading revenue growth and margin in FY27; b) EBITDAM/EBITM (including Encora) to sustain at 20.5-21%/15.5% in FY27; c) FCF/PAT of >100%; and d) EPS accretion from Encora integration in FY27 (on track). We tweak FY27-29E EPS by -1.0% to 3.3%, factoring in 1Q performance and management outlook on deals and growth. We retain BUY and raise TP by ~6% to Rs1,800 (from Rs1,700), at 24x Jun-28E EPS.**

#### Results summary

Revenue grew 21.1% qoq to \$592.2mn (22.3% CC; organic: 1.1% CC). Adjusted for the planned exit from low-margin India government business (\$15mn) and divestment of a data center asset (\$4mn), organic revenue growth stood at 5.2% qoq in CC terms. EBITM declined by 60bps qoq to 16%, above our estimate of 15.7%. Net profit stood at Rs5.2bn, tad above our estimate. Total headcount rose ~10.5k to 46,228 (including 9,256 from Encora). Coforge declared interim dividend of Rs4/share. What we like: Strong execution, margin beat, strong deal intake. What we do not like: cash conversion.

#### Encora acquisition on track to be EPS-accretive in FY27

The company consolidated 2 months of Encora's financials post-acquisition (~\$100.7mn revenue contribution) in 1Q. Per the management, the integration is ahead of schedule, with all 45 legal entities migrated to SAP S/4HANA. Early synergies are visible across AI-led engineering, Hi-tech and Healthcare expansion, and cross-selling. Client mining remains strong: one former Encora client entered the top-10 accounts and is expected to exceed \$50mn in revenue over the next 12-18M; two more clients are expected to scale through cross-selling. AI-led engineering, data, and cloud services contribute ~86% to revenue (vs initial 80% target). Encora delivered EBITDAM/EBITM of ~20.3/19.1%, respectively, in 1Q, while G&A costs declined ~40%, with further synergies expected from 2Q. Acquisition-related expenses stood at \$6.5mn in 1Q (vs \$5.4mn in 4Q), with total integration costs expected to remain within the \$15mn guided budget.

#### Recently won large deals in ramp-up phase

The management indicated that the \$158mn transformation deal is fully ramped up and contributing at the planned run rate. The \$230mn AI-led digital transformation deal entered the ramp-up phase in 2Q, and is expected to contribute progressively over the coming quarters as delivery scales and implementation advances.

|                         |            |
|-------------------------|------------|
| Target Price – 12M      | Jun-28     |
| <b>Change in TP (%)</b> | <b>5.9</b> |
| Current Reco.           | BUY        |
| Previous Reco.          | BUY        |
| Upside/(Downside) (%)   | 6.8        |

| Stock Data              | COFORGE IN |
|-------------------------|------------|
| 52-week High (Rs)       | 1,990      |
| 52-week Low (Rs)        | 1,008      |
| Shares outstanding (mn) | 442.9      |
| Market-cap (Rs bn)      | 747        |
| Market-cap (USD mn)     | 7,790      |
| Net-debt, FY27E (Rs mn) | 32,886.6   |
| ADTV-3M (mn shares)     | 3.8        |
| ADTV-3M (Rs mn)         | 5,691.4    |
| ADTV-3M (USD mn)        | 59.4       |
| Free float (%)          | 99.5       |
| Nifty-50                | 23,985.3   |
| INR/USD                 | 95.9       |

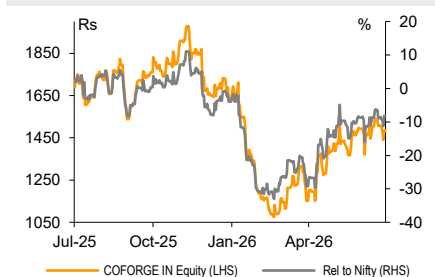
#### Shareholding, Jun-26

|               |           |
|---------------|-----------|
| Promoters (%) | 0.0       |
| FPIs/MFs (%)  | 24.3/42.6 |

#### Price Performance

| (%)           | 1M   | 3M   | 12M   |
|---------------|------|------|-------|
| Absolute      | 12.9 | 40.4 | (2.2) |
| Rel. to Nifty | 13.3 | 40.5 | 0.6   |

#### 1-Year share price trend (Rs)



#### Coforge: Financial Snapshot (Consolidated)

| Y/E Mar (Rs mn)     | FY25    | FY26    | FY27E   | FY28E   | FY29E   |
|---------------------|---------|---------|---------|---------|---------|
| Revenue             | 120,733 | 164,027 | 248,942 | 288,247 | 326,284 |
| EBITDA              | 17,218  | 30,464  | 50,153  | 58,146  | 65,819  |
| Adj. PAT            | 7,999   | 17,817  | 25,314  | 30,917  | 37,209  |
| Adj. EPS (Rs)       | 23.9    | 53.1    | 57.2    | 69.8    | 84.1    |
| EBITDA margin (%)   | 14.3    | 18.6    | 20.1    | 20.2    | 20.2    |
| EBITDA growth (%)   | 20.6    | 76.9    | 64.6    | 15.9    | 13.2    |
| Adj. EPS growth (%) | (8.5)   | 121.8   | 7.8     | 22.1    | 20.4    |
| RoE (%)             | 16.0    | 22.4    | 15.7    | 12.9    | 14.0    |
| RoIC (%)            | 18.1    | 26.7    | 17.5    | 13.1    | 15.0    |
| P/E (x)             | 70.5    | 36.4    | 30.3    | 24.1    | 20.1    |
| EV/EBITDA (x)       | 32.6    | 18.4    | 15.5    | 13.0    | 11.1    |
| P/B (x)             | 8.8     | 5.9     | 3.3     | 3.0     | 2.7     |
| FCFF yield (%)      | 1.2     | 2.1     | (4.2)   | 3.7     | 5.4     |

Source: Company, Emkay Research

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**Earnings call key takeaways**

- 1) The management highlighted that the industry is shifting from AI experimentation to enterprise-wide AI operationalization, governance, and measurable business outcomes. To support this transition, Coforge launched Coforge Nuuron, an enterprise AI platform that enables clients to scale AI adoption beyond experimentation.
- 2) The delivery model combines Nuuron, FDEs, AI-enabled ModSquads, and reusable AI assets to shift delivery from effort-based execution toward outcome-based engagement models.
- 3) The management believes the next phase of AI adoption will be driven by operationalizing intelligence rather than deploying additional AI tools. It expects solution-led selling to enable revenue growth and margin expansion while being cognizant of pricing.
- 4) Coforge expects Agentic AI to create a large managed services layer driving a structural, recurring, high-margin demand tailwind. During FY26, Coforge invested ~\$58mn in AI innovation and platform development.
- 5) Coforge's AI ecosystem comprises 8 proprietary AI platforms, 22 AI assets, over 100 reusable AI agents and accelerators, and a team of more than 11k data and AI professionals.
- 6) The management sees deflationary efficiency pressure offset by structural tailwinds in legacy modernization, AI-ready data foundations, cloud scalability, MLOps, model hosting, and security.
- 7) As part of the Encora transaction, Coforge recorded ~\$480mn of customer relationship intangibles, which will be amortized over 12 years, resulting in an amortization charge of \$40mn per year. The accounting for acquisition has been done based on the fair value per share on the date of closing, which was Rs1,220.6 as against Rs1,815.91 at the time of signing. This has resulted in lower goodwill in the balance sheet by \$600mn.
- 8) Wage hikes have been implemented only for a select employee group, and broad-based salary revisions may not occur until 4Q, or could even be deferred beyond FY27.

**Exhibit 1: Quarterly snapshot**

| Particular (Rs mn)  | 1QFY27 | 4QFY26 | qoq (%) | 1QFY26 | yoy (%) |
|---------------------|--------|--------|---------|--------|---------|
| Revenue (\$ mn)     | 592.2  | 489.1  | 21.1    | 444.2  | 33.3    |
| Revenue             | 55,277 | 44,504 | 24.2    | 37,044 | 49.2    |
| Operating expenses  | 44,043 | 35,336 |         | 31,031 |         |
| EBITDA              | 11,234 | 9,168  | 22.5    | 6,013  | 86.8    |
| Margin (%)          | 20.3   | 20.6   | (30)bps | 16.2   | 410bps  |
| Depreciation        | 2,411  | 1,800  |         | 1,592  |         |
| EBIT                | 8,823  | 7,368  | 19.7    | 4,421  | 99.6    |
| Margin (%)          | 16.0   | 16.6   | (60)bps | 11.9   | 400bps  |
| Other income (net)  | -1,251 | -582   |         | -477   |         |
| Exceptional items   | -550   | -536   |         | -291   |         |
| PBT                 | 7,022  | 6,250  | 12.4    | 3,653  | 92.2    |
| Tax provided        | 1,704  | -412   |         | 792    |         |
| PAT                 | 5,318  | 6,662  |         | 2,861  |         |
| Minority interest   | 131    | 539    |         | -312   |         |
| Reported net profit | 5,187  | 6,123  |         | 3,173  |         |
| Emkay net profit    | 5,737  | 6,659  | -13.8   | 3,464  | 65.6    |
| EPS (Rs)            | 13.0   | 19.8   | -34.6   | 10.4   | 25.1    |

Source: Company, Emkay Research

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

## Exhibit 2: Change in estimates

| (Rs mn)         | FY27E   |         |        | FY28E   |         |        | FY29E   |         |        |
|-----------------|---------|---------|--------|---------|---------|--------|---------|---------|--------|
|                 | Old     | New     | Change | Old     | New     | Change | Old     | New     | Change |
| Revenue (\$ mn) | 2,673   | 2,667   | -0.2%  | 3,061   | 3,066   | 0.2%   | 3,428   | 3,435   | 0.2%   |
| yoy growth      | 42.9%   | 42.6%   |        | 14.5%   | 15.0%   |        | 12.0%   | 12.0%   |        |
| Revenue         | 249,625 | 248,942 | -0.3%  | 287,720 | 288,247 | 0.2%   | 325,687 | 326,284 | 0.2%   |
| EBIT            | 38,795  | 39,202  | 1.0%   | 44,614  | 45,264  | 1.5%   | 51,261  | 52,232  | 1.9%   |
| EBIT margin (%) | 15.5    | 15.7    |        | 15.5    | 15.7    |        | 15.7    | 16.0    |        |
| Net profit      | 24,859  | 24,614  | -1.0%  | 30,219  | 30,917  | 2.3%   | 36,032  | 37,209  | 3.3%   |
| EPS (Rs)        | 56.2    | 55.6    | -1.0%  | 68.3    | 69.8    | 2.3%   | 81.4    | 84.1    | 3.3%   |

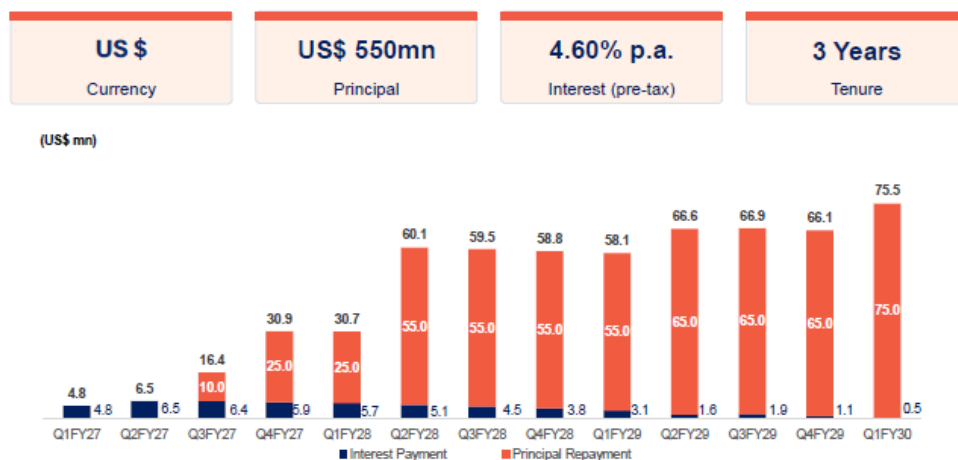
Source: Company, Emkay Research

## Exhibit 3: Actuals vs estimates

| (Rs mn)             | Actual | Estimate |           | Variation |           | Comments                                                       |
|---------------------|--------|----------|-----------|-----------|-----------|----------------------------------------------------------------|
|                     |        | Emkay    | Consensus | Emkay     | Consensus |                                                                |
| Net revenue (\$ mn) | 592    | 598      | 566       | -1.0%     | 4.6%      | Revenue growth on CC basis was broadly in line with estimates. |
| Sales               | 55,277 | 56,681   | 52,848    | -2.5%     | 4.6%      |                                                                |
| EBIT                | 8,823  | 8,923    | 8,220     | -1.1%     | 7.3%      | EBITM was better than estimates.                               |
| EBIT margin         | 16.0%  | 15.7%    | 15.6%     | 20 bps    | 40 bps    |                                                                |
| Adj PAT             | 5,187  | 5,139    | 5,509     | 0.9%      | -5.8%     | Reported PAT came broadly in line with expectations.           |

Source: Company, Bloomberg, Emkay Research

## Exhibit 4: Repayment schedule of \$550mn debt



Source: Company, Emkay Research

**Exhibit 5: Purchase price allocation in Encora acquisition**

**Total Purchase Consideration (A)**  
**\$1,490 Mn**  
₹139,815 Mn

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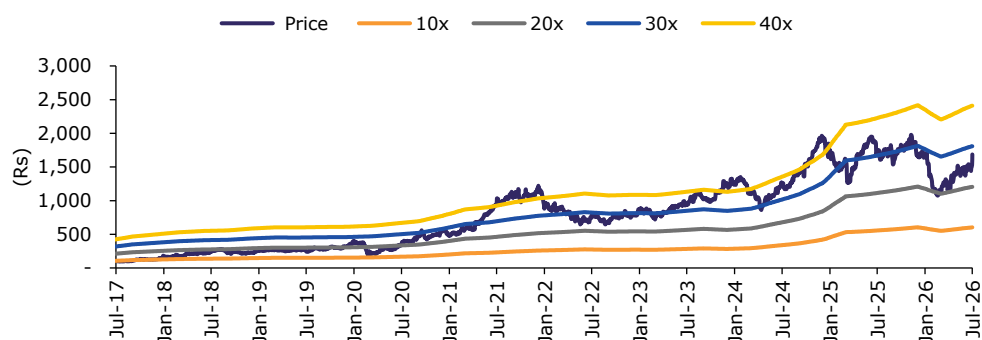
**Total Identified Net Assets (B)**  
**\$200 Mn**  
₹18,925 Mn

=

**Goodwill (A – B)**  
**\$1,290 Mn**  
₹120,890 Mn

| Description                             | INR Mn         | USD Mn       | Remarks                                                                                     |
|-----------------------------------------|----------------|--------------|---------------------------------------------------------------------------------------------|
| Consideration paid via share swap       | 114,488        | 1,220        | Share swap at acquisition-date fair value of ₹1,220.60 per share                            |
| Consideration paid via equity infusion  | 25,327         | 270          |                                                                                             |
| <b>Total Purchase Consideration (A)</b> | <b>139,815</b> | <b>1,490</b> |                                                                                             |
| Net assets acquired                     | (11,467)       | (124)        | Book value of net assets, excl. goodwill & intangible assets                                |
| Liabilities per due-diligence report    | (3,377)        | (36)         | Interest on outstanding receivables & advances (TP issue); transfer pricing margins         |
| Customer relationships (intangible)     | 45,026         | 480          | Amortised over 12 years; based on projected cash flows from existing customer relationships |
| Deferred tax liability on intangibles   | (11,257)       | (120)        | DTL on intangibles @ 25% (global ETR)                                                       |
| <b>Total identified net assets (B)</b>  | <b>18,925</b>  | <b>200</b>   |                                                                                             |
| <b>Goodwill (A – B)</b>                 | <b>120,890</b> | <b>1,290</b> |                                                                                             |

Source: Company, Emkay Research

**Exhibit 6: Coforge – One-year forward PER**

Source: Company, Emkay Research

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

## Exhibit 7: Key operating metrics – Coforge

| Metric                                        | 1QFY25        | 2QFY25        | 3QFY25        | 4QFY25        | 1QFY26        | 2QFY26        | 3QFY26        | 4QFY26        | 1QFY27        | (\$ mn) | qoq (%)      | yoy (%)      |
|-----------------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------|--------------|--------------|
| Revenue (\$ mn)                               | 282           | 361           | 386           | 404           | 444           | 460           | 481           | 489           | 592           |         | 21.1%        | 33.3%        |
| <b>Revenue by vertical (%)</b>                |               |               |               |               |               |               |               |               |               |         |              |              |
| Banking and Financial Services (BFS)          | -             | -             | 28.0          | 30.7          | 27.7          | 27.6          | 26.0          | 24.9          | 24.7          | 146     | 20.1%        | 18.9%        |
| Insurance                                     | -             | -             | 17.3          | 16.8          | 15.5          | 15.1          | 14.8          | 14.8          | 13.6          | 81      | 11.3%        | 17.0%        |
| Travel, Transportation, and Hospitality (TTH) | -             | -             | 18.4          | 19.1          | 22.9          | 23.3          | 22.9          | 23.4          | 21.3          | 126     | 10.2%        | 24.0%        |
| Healthcare and HiTech                         | -             | -             | 8.2           | 8.4           | 10.9          | 10.0          | 10.5          | 11.5          | 17.3          | 102     | 82.1%        | 111.6%       |
| Government outside India                      | -             | -             | 7.0           | 7.4           | 7.2           | 6.9           | 6.3           | 7.5           | 6.0           | 36      | -3.1%        | 11.1%        |
| Others                                        | -             | -             | 21.0          | 17.6          | 15.8          | 17.0          | 19.5          | 17.9          | 17.1          | 101     | 15.7%        | 44.3%        |
| <b>Revenue by practice (%)</b>                |               |               |               |               |               |               |               |               |               |         |              |              |
| Engineering / Software Engineering / ADM      | 32.1          | 42.4          | 41.9          | 45.4          | 45.9          | 46.1          | 44.4          | 45.1          | 50.4          | 298     | 35.3%        | 46.4%        |
| Cloud and Infrastructure Management (CIMS)    | 19.2          | 17.2          | 19.1          | 16.2          | 17.9          | 17.1          | 17.7          | 17.7          | 14.8          | 88      | 1.2%         | 10.2%        |
| BPM                                           | 9.4           | 8.1           | 7.6           | 7.7           | 7.5           | 7.8           | 7.9           | 8.0           | 7.0           | 41      | 5.9%         | 24.4%        |
| Data and Integration                          | 27.4          | 23.2          | 22.4          | 22.1          | 20.4          | 21.2          | 22.2          | 20.9          | 20.9          | 124     | 21.1%        | 36.6%        |
| Intelligent Automation                        | 11.7          | 9.1           | 8.9           | 8.7           | 8.4           | 7.8           | 7.8           | 8.4           | 7.0           | 41      | 0.9%         | 11.1%        |
| <b>Location mix – IT revenue only (%)</b>     |               |               |               |               |               |               |               |               |               |         |              |              |
| Onsite                                        | 48.0          | 46.2          | 46.9          | 46.6          | 47.7          | 47.7          | 47.2          | 47.6          | 49.0          |         |              |              |
| Offshore                                      | 52.0          | 53.8          | 53.1          | 53.4          | 52.3          | 52.3          | 52.8          | 52.4          | 51.0          |         |              |              |
| <b>Revenue by project type (%)</b>            |               |               |               |               |               |               |               |               |               |         |              |              |
| FPP                                           | 50.4          | 42.5          | 45.4          | 46.4          | 46.7          | 45.9          | 46.9          | 46.3          | 43.0          | 255     | 12.4%        | 22.8%        |
| T&M                                           | 49.6          | 57.5          | 54.6          | 53.6          | 53.3          | 54.1          | 53.1          | 53.7          | 57.0          | 338     | 28.5%        | 42.6%        |
| <b>Order book (\$ mn)</b>                     |               |               |               |               |               |               |               |               |               |         |              |              |
| Fresh order intake                            | 314           | 516           | 501           | 2,126         | 507           | 514           | 593           | 648           | 691           |         | 6.6%         | 36.3%        |
| Executable order book (next 12M)              | 1,070         | 1,305         | 1,365         | 1,505         | 1,545         | 1,635         | 1,717         | 1,752         | 2,228         |         | 27.2%        | 44.2%        |
| <b>Revenue concentration (%)</b>              |               |               |               |               |               |               |               |               |               |         |              |              |
| Top-5                                         | 21.0          | 23.0          | 19.8          | 18.0          | 20.7          | 21.0          | 21.0          | 21.8          | 18.0          | 107     | 0.0%         | 15.9%        |
| Top-10                                        | 32.9          | 34.4          | 30.0          | 27.7          | 29.3          | 30.8          | 30.7          | 31.4          | 26.1          | 155     | 0.6%         | 18.8%        |
| <b>Client metrics</b>                         |               |               |               |               |               |               |               |               |               |         |              |              |
| Repeat business (%)                           | 96.5          | 95.5          | 94.5          | 93.5          | 94.5          | 95.0          | 94.0          | 95.5          | 95.7          |         |              |              |
| New client additions – Total                  | 10            | 13            | 14            | 10            | 6             | 9             | 9             | 7             | 8             |         |              |              |
| Americas                                      | 7             | 7             | 7             | 6             | 3             | 4             | 3             | 3             | 6             |         |              |              |
| EMEA                                          | 2             | 6             | 7             | -             | 2             | 2             | 3             | 1             | -             |         |              |              |
| RoW                                           | 1             | -             | -             | 4             | 1             | 3             | 3             | 3             | 2             |         |              |              |
| No of large deals                             | 2             | 3             | 4             | 5             | 5             | 5             | 6             | 5             | 4             |         |              |              |
| <b>Client size buckets</b>                    |               |               |               |               |               |               |               |               |               |         |              |              |
| >\$100mn                                      | -             | -             | -             | -             | -             | -             | 1             | 1             | 1             |         |              |              |
| \$50-100mn                                    | -             | -             | -             | 2             | 2             | -             | 3             | 3             | 3             |         |              |              |
| \$20-50mn                                     | -             | -             | -             | 8             | 9             | -             | 7             | 9             | 14            |         |              |              |
| \$10-20mn                                     | -             | -             | -             | 21            | 21            | -             | 25            | 23            | 29            |         |              |              |
| \$5-10mn                                      | 25            | 29            | 31            | 35            | 40            | 45            | 42            | 42            | 52            |         |              |              |
| \$1-5mn                                       | 118           | 173           | 176           | 173           | 170           | 164           | 167           | 167           | 280           |         |              |              |
| Total (>\$1mn clients)                        | 166           | 231           | 238           | 239           | 242           | 243           | 245           | 245           | 379           |         |              |              |
| <b>Employees</b>                              |               |               |               |               |               |               |               |               |               |         |              |              |
| IT                                            | 17,920        | 22,886        | 23,015        | 23,510        | 24,097        | 24,375        | 24,673        | 25,062        | 34,061        |         | 35.9%        | 41.3%        |
| BPS                                           | 7,117         | 7,548         | 7,966         | 7,844         | 7,916         | 8,335         | 8,505         | 8,581         | 9,360         |         | 9.1%         | 18.2%        |
| Sales and marketing                           | 442           | 575           | 583           | 586           | 594           | 622           | 617           | 577           | 687           |         | 19.1%        | 15.7%        |
| Others                                        | 1,133         | 1,474         | 1,530         | 1,557         | 1,580         | 1,564         | 1,546         | 1,557         | 2,120         |         | 36.2%        | 34.2%        |
| <b>Grand total</b>                            | <b>26,612</b> | <b>32,483</b> | <b>33,094</b> | <b>33,497</b> | <b>34,187</b> | <b>34,896</b> | <b>35,341</b> | <b>35,777</b> | <b>46,228</b> |         | <b>29.2%</b> | <b>35.2%</b> |
| IT revenue per billable (\$/annum)            | -             | 59,775        | 63,707        | -             | 67,904        | 69,989        | 71,436        | 71,795        | 70,557        |         | -1.7%        | 3.9%         |
| <b>Utilisation and attrition (%)</b>          |               |               |               |               |               |               |               |               |               |         |              |              |
| Utilisation (including trainees)              | 81.6          | 82.2          | 81.3          | 82.0          | 82.1          | 82.3          | 81.7          | 82.5          | 82.5          |         |              |              |
| Attrition rate                                | 11.4          | 11.7          | 11.9          | 10.9          | 11.3          | 11.4          | 10.9          | 10.8          | 10.4          |         |              |              |
| OCF (\$ mn)                                   |               |               | 41.9          | 73.1          | 43.8          | 47.2          | 48.7          | 63.1          | 57.6          |         |              |              |
| FCF (\$ mn)                                   |               |               | 33.5          | 41.7          | -21.5         | 37.5          | 45.7          | 73.7          | 52.9          |         |              |              |
| FCF/PAT (%)                                   |               |               | 131%          | 136%          | -56%          | 86%           | 160%          | 110%          | 95%           |         |              |              |

Source: Company, Emkay Research

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

Coforge: Consolidated Financials and Valuations

| Profit & Loss               |         |         |         |         |         |
|-----------------------------|---------|---------|---------|---------|---------|
| Y/E Mar (Rs mn)             | FY25    | FY26    | FY27E   | FY28E   | FY29E   |
| Revenue                     | 120,733 | 164,027 | 248,942 | 288,247 | 326,284 |
| Revenue growth (%)          | 31.5    | 35.9    | 51.8    | 15.8    | 13.2    |
| EBITDA                      | 17,218  | 30,464  | 50,153  | 58,146  | 65,819  |
| EBITDA growth (%)           | 20.6    | 76.9    | 64.6    | 15.9    | 13.2    |
| Depreciation & Amortization | 4,276   | 6,819   | 10,951  | 12,882  | 13,587  |
| EBIT                        | 12,942  | 23,645  | 39,202  | 45,264  | 52,232  |
| EBIT growth (%)             | 16.7    | 82.7    | 65.8    | 15.5    | 15.4    |
| Other operating income      | -       | -       | -       | -       | -       |
| Other income                | 1,244   | (371)   | (674)   | 551     | 1,225   |
| Financial expense           | 1,347   | 1,686   | 4,751   | 4,170   | 3,111   |
| PBT                         | 12,839  | 21,588  | 33,777  | 41,645  | 50,347  |
| Extraordinary items         | 0       | (2,260) | (700)   | 0       | 0       |
| Taxes                       | 3,326   | 2,583   | 7,957   | 10,203  | 12,587  |
| Minority interest           | (1,514) | (1,188) | (506)   | (525)   | (551)   |
| Income from JV/Associates   | -       | -       | -       | -       | -       |
| Reported PAT                | 7,999   | 15,557  | 24,614  | 30,917  | 37,209  |
| PAT growth (%)              | (1.0)   | 94.5    | 58.2    | 25.6    | 20.4    |
| Adjusted PAT                | 7,999   | 17,817  | 25,314  | 30,917  | 37,209  |
| Diluted EPS (Rs)            | 23.9    | 53.1    | 57.2    | 69.8    | 84.1    |
| Diluted EPS growth (%)      | (8.5)   | 121.8   | 7.8     | 22.1    | 20.4    |
| DPS (Rs)                    | 15.2    | 16.2    | 16.0    | 16.8    | 20.0    |
| Dividend payout (%)         | 63.7    | 34.9    | 28.8    | 24.1    | 23.8    |
| EBITDA margin (%)           | 14.3    | 18.6    | 20.1    | 20.2    | 20.2    |
| EBIT margin (%)             | 10.7    | 14.4    | 15.7    | 15.7    | 16.0    |
| Effective tax rate (%)      | 25.9    | 12.0    | 23.6    | 24.5    | 25.0    |
| NOPLAT (pre-IndAS)          | 9,589   | 20,816  | 29,967  | 34,174  | 39,174  |
| Shares outstanding (mn)     | 334     | 336     | 443     | 443     | 443     |

Source: Company, Emkay Research

| Balance Sheet               |         |         |         |         |          |
|-----------------------------|---------|---------|---------|---------|----------|
| Y/E Mar (Rs mn)             | FY25    | FY26    | FY27E   | FY28E   | FY29E    |
| Share capital               | 669     | 672     | 885     | 885     | 885      |
| Reserves & Surplus          | 63,123  | 94,704  | 226,535 | 250,015 | 278,370  |
| Net worth                   | 63,792  | 95,376  | 227,421 | 250,900 | 279,255  |
| Minority interests          | 19,498  | 1,430   | 1,936   | 2,461   | 3,012    |
| Non-current liab. & prov.   | (3,286) | (6,870) | (6,870) | (6,870) | (6,870)  |
| Total debt                  | 7,005   | 3,997   | 47,300  | 31,200  | 17,100   |
| Total liabilities & equity  | 90,708  | 97,214  | 276,607 | 285,589 | 301,437  |
| Net tangible fixed assets   | 7,837   | 9,425   | 8,767   | 7,938   | 6,911    |
| Net intangible assets       | 11,296  | 13,443  | 53,150  | 46,162  | 39,237   |
| Net ROU assets              | 3,399   | 3,056   | 3,771   | 4,316   | 4,291    |
| Capital WIP                 | 4,131   | 33      | 33      | 33      | 33       |
| Goodwill                    | 38,430  | 41,671  | 164,061 | 164,061 | 164,061  |
| Investments [JV/Associates] | 1,457   | 0       | 0       | 0       | 0        |
| Cash & equivalents          | 8,832   | 10,992  | 14,413  | 19,235  | 35,488   |
| Current assets (ex-cash)    | 44,055  | 63,324  | 98,919  | 116,892 | 132,315  |
| Current Liab. & Prov.       | 28,729  | 44,730  | 66,498  | 73,049  | 80,901   |
| NWC (ex-cash)               | 15,326  | 18,594  | 32,411  | 43,843  | 51,415   |
| Total assets                | 90,708  | 97,214  | 276,607 | 285,589 | 301,437  |
| Net debt                    | (1,827) | (6,995) | 32,887  | 11,965  | (18,388) |
| Capital employed            | 90,708  | 97,214  | 276,607 | 285,589 | 301,437  |
| Invested capital            | 72,889  | 83,133  | 258,389 | 262,005 | 261,625  |
| BVPS (Rs)                   | 190.8   | 284.0   | 513.7   | 566.8   | 630.8    |
| Net Debt/Equity (x)         | -       | (0.1)   | 0.1     | -       | (0.1)    |
| Net Debt/EBITDA (x)         | (0.1)   | (0.2)   | 0.7     | 0.2     | (0.3)    |
| Interest coverage (x)       | 10.5    | 13.8    | 8.1     | 11.0    | 17.2     |
| RoCE (%)                    | 21.5    | 24.4    | 20.4    | 16.3    | 18.3     |

Source: Company, Emkay Research

| Cash flows                   |          |          |          |          |          |
|------------------------------|----------|----------|----------|----------|----------|
| Y/E Mar (Rs mn)              | FY25     | FY26     | FY27E    | FY28E    | FY29E    |
| PBT (ex-other income)        | 12,536   | 20,030   | 33,077   | 41,645   | 50,347   |
| Others (non-cash items)      | 6,483    | 8,893    | 10,951   | 12,882   | 13,587   |
| Taxes paid                   | (3,959)  | (4,385)  | (7,957)  | (10,203) | (12,587) |
| Change in NWC                | (2,689)  | (6,621)  | (10,277) | (10,356) | (6,529)  |
| Operating cash flow          | 12,371   | 17,917   | 25,794   | 33,968   | 44,817   |
| Capital expenditure          | (5,572)  | (5,951)  | (58,593) | (5,610)  | (5,610)  |
| Acquisition of business      | (20,810) | (208)    | 0        | 0        | 0        |
| Interest & dividend income   | 714      | 260      | 0        | 0        | 0        |
| Investing cash flow          | (24,483) | (4,348)  | (58,593) | (5,610)  | (5,610)  |
| Equity raised/(repaid)       | 22,015   | 3        | 0        | 0        | 0        |
| Debt raised/(repaid)         | 2,139    | (3,292)  | 43,303   | (16,100) | (14,100) |
| Payment of lease liabilities | (866)    | (1,048)  | 0        | 0        | 0        |
| Interest paid                | -        | -        | -        | -        | -        |
| Dividend paid (incl tax)     | (5,097)  | (5,431)  | (7,083)  | (7,437)  | (8,854)  |
| Others                       | (1,438)  | (1,169)  | 0        | 0        | 0        |
| Financing cash flow          | 16,753   | (10,937) | 36,220   | (23,537) | (22,954) |
| Net chg in Cash              | 4,641    | 2,632    | 3,421    | 4,821    | 16,254   |
| OCF                          | 12,371   | 17,917   | 25,794   | 33,968   | 44,817   |
| Adj. OCF (w/o NWC chg.)      | 15,060   | 24,538   | 36,071   | 44,324   | 51,347   |
| FCFF                         | 6,799    | 11,966   | (32,798) | 28,358   | 39,207   |
| FCFE                         | 6,166    | 10,540   | (37,550) | 24,188   | 36,097   |
| OCF/EBITDA (%)               | 71.8     | 58.8     | 51.4     | 58.4     | 68.1     |
| FCFE/PAT (%)                 | 77.1     | 67.8     | (152.6)  | 78.2     | 97.0     |
| FCFF/NOPLAT (%)              | 70.9     | 57.5     | (109.4)  | 83.0     | 100.1    |

Source: Company, Emkay Research

| Valuations and key Ratios |      |      |       |       |       |
|---------------------------|------|------|-------|-------|-------|
| Y/E Mar                   | FY25 | FY26 | FY27E | FY28E | FY29E |
| P/E (x)                   | 70.5 | 36.4 | 30.3  | 24.1  | 20.1  |
| EV/CE(x)                  | 6.2  | 5.5  | 2.8   | 2.7   | 2.4   |
| P/B (x)                   | 8.8  | 5.9  | 3.3   | 3.0   | 2.7   |
| EV/Sales (x)              | 4.7  | 3.4  | 3.1   | 2.6   | 2.2   |
| EV/EBITDA (x)             | 32.6 | 18.4 | 15.5  | 13.0  | 11.1  |
| EV/EBIT(x)                | 43.4 | 23.6 | 19.9  | 16.8  | 13.9  |
| EV/IC (x)                 | 7.7  | 6.7  | 3.0   | 2.9   | 2.8   |
| FCFF yield (%)            | 1.2  | 2.1  | (4.2) | 3.7   | 5.4   |
| FCFE yield (%)            | 0.8  | 1.4  | (5.0) | 3.2   | 4.8   |
| Dividend yield (%)        | 0.9  | 1.0  | 0.9   | 1.0   | 1.2   |
| DuPont-RoE split          |      |      |       |       |       |
| Net profit margin (%)     | 6.6  | 10.9 | 10.2  | 10.7  | 11.4  |
| Total asset turnover (x)  | 1.9  | 1.8  | 1.4   | 1.0   | 1.1   |
| Assets/Equity (x)         | 1.2  | 1.1  | 1.1   | 1.2   | 1.1   |
| RoE (%)                   | 16.0 | 22.4 | 15.7  | 12.9  | 14.0  |
| DuPont-RoIC               |      |      |       |       |       |
| NOPLAT margin (%)         | 7.9  | 12.7 | 12.0  | 11.9  | 12.0  |
| IC turnover (x)           | 2.3  | 2.1  | 1.5   | 1.1   | 1.2   |
| RoIC (%)                  | 18.1 | 26.7 | 17.5  | 13.1  | 15.0  |
| Operating metrics         |      |      |       |       |       |
| Core NWC days             | 46.3 | 41.4 | 47.5  | 55.5  | 57.5  |
| Total NWC days            | 46.3 | 41.4 | 47.5  | 55.5  | 57.5  |
| Fixed asset turnover      | 2.3  | 2.1  | 1.4   | 1.1   | 1.2   |
| Opex-to-revenue (%)       | 85.7 | 81.4 | 79.9  | 79.8  | 79.8  |

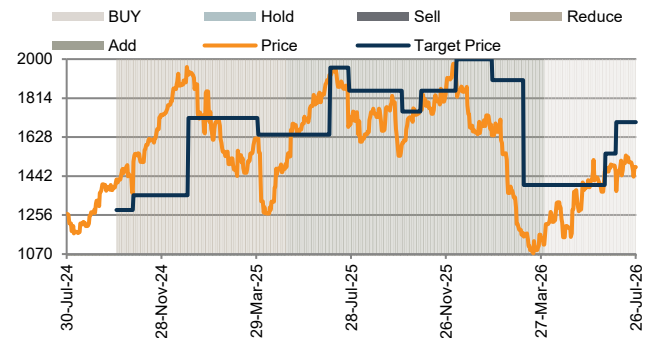
Source: Company, Emkay Research

## RECOMMENDATION HISTORY - DETAILS

| Date      | Closing Price (Rs) | TP (Rs) | Rating | Analyst           |
|-----------|--------------------|---------|--------|-------------------|
| 01-Jul-26 | 1,371              | 1,700   | Buy    | Dipeshkumar Mehta |
| 17-Jun-26 | 1,466              | 1,550   | Buy    | Dipeshkumar Mehta |
| 06-May-26 | 1,280              | 1,400   | Buy    | Dipeshkumar Mehta |
| 31-Mar-26 | 1,115              | 1,400   | Buy    | Dipeshkumar Mehta |
| 05-Mar-26 | 1,153              | 1,400   | Add    | Dipeshkumar Mehta |
| 18-Feb-26 | 1,373              | 1,900   | Add    | Dipeshkumar Mehta |
| 24-Jan-26 | 1,636              | 1,900   | Add    | Dipeshkumar Mehta |
| 01-Jan-26 | 1,656              | 2,000   | Add    | Dipeshkumar Mehta |
| 28-Dec-25 | 1,673              | 2,000   | Add    | Dipeshkumar Mehta |
| 09-Dec-25 | 1,874              | 2,000   | Add    | Dipeshkumar Mehta |
| 25-Oct-25 | 1,760              | 1,850   | Add    | Dipeshkumar Mehta |
| 01-Oct-25 | 1,601              | 1,750   | Add    | Dipeshkumar Mehta |
| 16-Sep-25 | 1,780              | 1,850   | Add    | Dipeshkumar Mehta |
| 25-Jul-25 | 1,689              | 1,850   | Add    | Dipeshkumar Mehta |
| 01-Jul-25 | 1,923              | 1,960   | Add    | Dipeshkumar Mehta |
| 06-May-25 | 1,485              | 1,640   | Add    | Dipeshkumar Mehta |
| 31-Mar-25 | 1,622              | 1,640   | Reduce | Dipeshkumar Mehta |
| 24-Jan-25 | 1,847              | 1,720   | Reduce | Dipeshkumar Mehta |
| 01-Jan-25 | 1,926              | 1,720   | Reduce | Dipeshkumar Mehta |
| 29-Dec-24 | 1,890              | 1,350   | Reduce | Dipeshkumar Mehta |

Source: Company, Emkay Research

## RECOMMENDATION HISTORY - TREND



Source: Company, Bloomberg, Emkay Research

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| <b>REDUCE</b> | 5% upside to 15% downside                     |
| <b>SELL</b>   | >15% downside                                 |

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