

FY26 revenue growth guidance missed

HCL Technologies (HCLT IN) reported a weak Q4 on both revenue and margin fronts. Revenue declined 3.3% QoQ in CC, steeper than market expectations. This was due to: i) discretionary spending cuts in two large telecom clients, and ii) discontinuation of SAP programs in one manufacturing and one retail client. Management expects weakness in telecom clients to continue in CY26. As a result of weak Q4, HCLT missed its FY26 revenue growth guidance, and ended FY26 at 3.9% revenue growth in CC versus guidance of 4-4.5% growth. The company is now guiding for 1-4% revenue growth in CC in FY27. The company guiding 17.5-18.5% EBIT margins in FY27. We maintain SELL with TP lowered to INR 1,200 (from INR 1,270) on 18x (unchanged) FY28E P/E.

Products business – Seasonality, a drag on growth: HCLT reported revenue de-growth of -3.3% QoQ in CC terms and 2.4% in USD terms. IT services (75% of the mix) reported 0.6% QoQ growth in USD and 0.1% in CC. ER&D posted a -1.3% QoQ CC drop, while Products business (8.3% mix) was down 28.1% QoQ in CC terms. Vertical-wise, in USD QoQ, Tech and BFSI reported growth in the range of 1.2-4% QoQ while Retail, Telecom, Life sciences and Manufacturing reported sequential decline. Geography wise, in USD QoQ, the US market reported 0.2% growth while Europe contracted 2.0% in Q4FY26. New deal TCW wins were weak at USD 1.9bn in Q4FY26, down 35% on both QoQ and YoY basis. Advanced AI revenues were at USD 155mn in Q4FY26 (6.2% of revenue), but growth rate has moderated to +6.2% QoQ CC. HCLT declared an interim dividend of INR 12 per share in Q4, taking the total FY26 dividend to INR 54 per share, with a payout ratio of 88%.

Margin contracted due to seasonality in P&P: Q4 EBIT margin came in at 16.5% at the company level, pressured by a 181bps QoQ drag from seasonality in the software domain and delayed deal closures. Services margin declined by 27bps mainly due to the second wage hike cycle (-45 bps), along with restructuring costs (-41 bps) and higher bad-debt provisions (-19 bps). These were partly offset by productivity gains at Project Ascend (+13 bps) and favorable FX (+65 bps). For FY27, HCLT has guided to 17.5%-18.5% EBIT margin. Currency gains are planned to be reinvested into sales and GenAI capabilities.

Maintain SELL with a lower TP of INR 1,200: Q4 revenues were unusually weak and considering sustained weakness in some of the clients for the full calendar year, these will have a bearing on full-year revenues. Management assumes continued softness in discretionary spending at the lower end of the revenue growth guidance and expects a moderate pick-up in discretionary spending at the higher end of the guidance. We are considering median revenue growth, i.e., 2.5% in FY27E and ~2% in FY28E. Earnings growth adjusted to one time labor code over FY26-28E is likely to be ~2.0% CAGR. We revise our earnings estimates downwards by 3-5% for FY27E/28E to reflect weak Q4 and FY26 for the company. We maintain SELL with a lower TP of INR 1,200 (unchanged 18x FY28E EPS) from INR 1,270. Better-than-expected revenue and earnings growth are key risks to our call.

Key Financials

YE March (INR mn)	FY25	FY26	FY27E	FY28E	FY29E
Revenue (INR mn)	1,170,550	1,301,440	1,366,061	1,389,988	1,421,948
YoY (%)	6.5	11.2	5.0	1.8	2.3
EBITDA (INR mn)	255,040	267,520	274,396	280,917	285,903
EBITDA margin (%)	21.8	20.6	20.1	20.2	20.1
Adj PAT (INR mn)	173,900	173,610	178,121	181,770	184,644
YoY (%)	10.8	(0.2)	2.6	2.0	1.6
Fully DEPS (INR)	64.1	64.0	65.7	67.0	68.1
RoE (%)	25.2	24.0	23.4	23.3	23.2
RoCE (%)	30.5	30.9	30.5	30.4	30.2
P/E (x)	22.5	24.7	20.5	21.5	21.1
EV/EBITDA (x)	14.3	13.7	13.3	13.0	12.8

Note: Pricing as on 21 April 2026; Source: Company, Elara Securities Estimate

Rating: Sell

Target Price: INR 1,200

Downside: 17%

CMP: INR 1,441

As on 21 April 2026

Key data

Bloomberg	HCLT IN
Reuters Code	HCLT.NS
Shares outstanding (mn)	2,714
Market cap (INR bn/USD mn)	3,911/41,830
EV (INR bn/USD mn)	3,656/39,102
ADTV 3M (INR mn/USD mn)	5,251/56
52 week high/low	1,780/1,276
Free float (%)	39

Note: as on 21 April 2026; Source: Bloomberg

Price chart



Source: Bloomberg

Shareholding (%)	Q4	Q1	Q2	Q3
	FY25	FY26	FY26	FY26
Promoter	60.8	60.8	60.8	60.8
% Pledge	0.0	0.0	0.0	0.0
FII	19.1	18.6	16.6	16.2
DII	15.4	16.2	17.8	18.4
Others	4.7	4.4	4.7	4.6

Source: BSE

Price performance (%)	3M	6M	12M
Nifty	(2.3)	(5.0)	1.9
HCL Technologies	(14.3)	(3.0)	(2.8)
NSE Mid-cap	1.9	(1.5)	7.2
NSE Small-cap	6.7	(4.5)	4.8

Source: Bloomberg

Sameer Pardikar

IT Services

+91 22 4204 8692
sameer.pardikar@elaracapital.com

Associates
Yash Kudale
yash.kudale@elaracapital.com



Financials (YE March)

Income Statement (INR mn)	FY25	FY26	FY27E	FY28E	FY29E
Total Revenue	1,170,550	1,301,440	1,366,061	1,389,988	1,421,948
Gross Profit	408,980	533,920	562,550	573,485	589,277
EBITDA	255,040	267,520	274,396	280,917	285,903
EBIT	214,200	223,970	231,932	237,240	241,036
Interest expense	6,440	8,690	9,387	9,596	9,804
Other income	24,850	15,300	15,057	14,823	15,066
Exceptional/ Extra-ordinary items	-	9,560	-	-	-
PBT	232,610	221,020	237,602	242,467	246,298
Tax	58,620	54,500	59,400	60,617	61,575
Minority interest/Associates income	(90)	(80)	-	80	80
Reported PAT	173,900	166,420	178,121	181,770	184,644
Adjusted PAT	173,900	173,610	178,121	181,770	184,644
Balance Sheet (INR mn)	FY25	FY26	FY27E	FY28E	FY29E
Shareholders' Equity	696,550	751,650	769,462	787,639	806,104
Minority Interest	180	320	400	480	560
Trade Payables	124,500	154,120	149,705	152,327	155,830
Provisions & Other Current Liabilities	155,890	164,140	169,203	177,100	178,758
Total Borrowings	700	370	370	370	370
Other long term liabilities	77,620	91,980	91,980	91,980	91,980
Total liabilities & equity	1,055,440	1,162,580	1,181,120	1,209,897	1,233,602
Net Fixed Assets	75,760	83,090	88,438	93,409	98,310
Goodwill	217,560	238,880	238,880	238,880	238,880
Intangible assets	68,990	51,600	51,600	51,600	51,600
Business Investments / other NC assets	72,040	83,590	83,590	83,590	83,590
Cash, Bank Balances & treasury investments	287,620	303,850	304,044	326,152	341,183
Inventories	-	-	-	-	-
Sundry Debtors	258,420	315,410	325,609	327,504	331,139
Other Current Assets	75,050	86,160	88,960	88,761	88,900
Total Assets	1,055,440	1,162,580	1,181,120	1,209,897	1,233,602
Cash Flow Statement (INR mn)	FY25	FY26	FY27E	FY28E	FY29E
Cashflow from Operations	222,610	199,750	208,315	234,351	230,979
Capital expenditure	(11,080)	(14,220)	(47,812)	(48,650)	(49,768)
Acquisitions / divestitures	(19,570)	-	-	-	-
Other Business cashflow	(18,490)	(510)	-	-	-
Free Cash Flow	211,530	185,530	160,503	185,701	181,211
Cashflow from Financing	(185,610)	(193,690)	(160,309)	(163,593)	(166,179)
Net Change in Cash / treasury investments	15,690	16,230	194	22,108	15,031
Key assumptions & Ratios	FY25	FY26	FY27E	FY28E	FY29E
Dividend per share (INR)	60.0	54.0	59.1	60.3	61.3
Book value per share (INR)	256.8	277.1	283.7	290.4	297.2
RoCE (Pre-tax) (%)	30.5	30.9	30.5	30.4	30.2
ROIC (Pre-tax) (%)	50.8	52.2	50.7	51.1	51.9
ROE (%)	25.2	24.0	23.4	23.3	23.2
Asset Turnover (x)	15.1	16.4	15.9	15.3	14.8
Net Debt to Equity (x)	(0.4)	(0.4)	(0.4)	(0.4)	(0.4)
Net Debt to EBITDA (x)	(1.1)	(1.1)	(1.1)	(1.2)	(1.2)
Interest cover (x) (EBITDA/ int exp)	39.6	30.8	29.2	29.3	29.2
Total Working capital days (WC/rev)	21.1	19.6	19.5	18.1	17.0
Valuation	FY25	FY26	FY27E	FY28E	FY29E
P/E (x)	22.5	24.7	20.5	21.5	21.1
P/Sales (x)	3.3	3.0	2.9	2.8	2.8
EV/ EBITDA (x)	14.3	13.7	13.3	13.0	12.8
EV/ OCF (x)	16.4	18.3	17.5	15.6	15.8
FCF Yield	5.4	4.7	4.1	4.7	4.6
Price to BV (x)	5.6	5.2	5.1	5.0	4.8
Dividend yield (%)	4.2	3.7	4.1	4.2	4.3

Note: Pricing as on 21 April 2026; Source: Company, Elara Securities Estimate

Exhibit 1: Quarterly financials

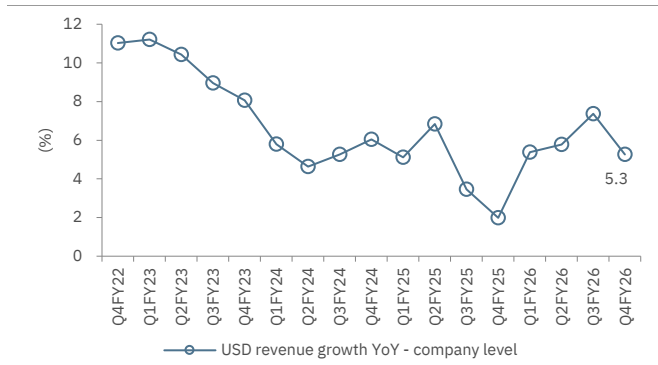
(INR mn)	Q4FY26	Q4FY25	YoY (%)	Q3FY26	QoQ (%)	Q4FY26E	Variance (%)
Revenues (USD mn)	3,682	3,498	5.3	3,793	(2.9)	3,755	(2.0)
Revenue	3,39,810	3,02,460	12.3	3,38,720	0.3	3,41,743	(0.6)
Operating Expenditure	2,72,690	2,37,640	14.7	2,64,600	3.1	2,71,075	0.6
Employee costs	1,93,770	1,72,460	12.4	1,88,670	2.7	1,94,707	(0.5)
Outsourcing costs	50,340	39,990	25.9	47,750	5.4	48,005	4.9
EBITDA	67,120	64,820	3.5	74,120	(9.4)	70,667	(5.0)
Depreciation	10,920	10,400		11,270		11,374	(4.0)
EBIT	56,200	54,420	3.3	62,850	(10.6)	59,293	(5.2)
Other Income and exceptional items	820	2,930		(7,760)		1,991	(58.8)
PBT	57,020	57,350	(0.6)	55,090	3.5	61,284	(7.0)
Total Tax	12,120	14,260		14,270		15,321	(20.9)
PAT	44,880	43,070	4.2	40,760	10.1	45,963	(2.4)
Reported EPS	16.6	15.9	4.5	15.1	10.2	17.0	(2.2)

Source: Company, Elara Securities Estimate

Conference call highlights

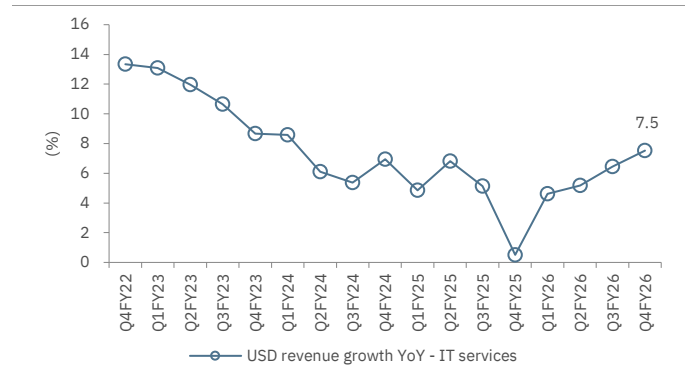
- ▶ **FY27 company-level revenue growth guidance of 1–4% in YoY CC**, while services-level growth guidance was slightly higher at 1.5-4.5% YoY CC. Management highlighted that FY26 was marked by an uncertain environment, driven by tariff volatility and geopolitical tensions, impacting Europe while North America remained relatively stable. Discretionary spending declined in traditional areas, particularly among key US telecom clients, but saw emerging demand in AI-led initiatives, with clients prioritizing cost optimization. FY27 guidance assumes continued softness in discretionary spending at the lower end, with a gradual recovery at the higher end. HCLT also highlighted a deliberate shift toward greater deal selectivity, choosing to walk away from hyper-competitive, low-margin traditional contracts to protect margins.
- ▶ **Segmental commentary:** Telecom was a key drag on growth due to discretionary spending cuts by two large US clients, impacting digital and engineering spends even as annuity programs remained stable. Other verticals such as financial services, manufacturing, life sciences, and healthcare continued to show steady demand, supported by modernization, cost takeout, and AI-led transformation programs, though selective budget prioritization impacted the pace of discretionary projects like large SAP implementations.
- ▶ **Geographically, the Americas remained resilient** and continued to grow, notwithstanding a few client-specific challenges unrelated to macro conditions, while Europe experienced softness driven by macro and geopolitical uncertainty that weighed on decision-making. In contrast, RoW and India delivered strong growth, driven by continued traction in global delivery, public sector, and emerging market-led transformation opportunities.
- ▶ **Software business continues shifting toward a subscription-led model**, though this transition remains uneven, particularly because government and large enterprise deals still skew toward upfront license models. Near-term growth has been guided at low single-digit to slightly negative, with Data and Operations products expected to remain relatively resilient and growth-oriented, offset by continued decline in experience-focused products.
- ▶ **AI is driving measurable pricing deflation in traditional IT services**, estimating an industry-wide impact of 3–5% as GenAI and automation accelerate productivity in areas such as app development, infrastructure operations, and support services. For HCLT, this translates into a more limited 2–3% deflation impact, reflecting its portfolio mix and increasing exposure to higher-value offerings. This deflation is expected to become more visible from FY27 and has already been incorporated into the company’s outlook. HCLT expects this pressure to be offset by strong growth in AI-amplified services and AI-native services, allowing overall growth to remain resilient despite price compression in legacy services.

Exhibit 2: Revenue growth impacted by weakness in telecom



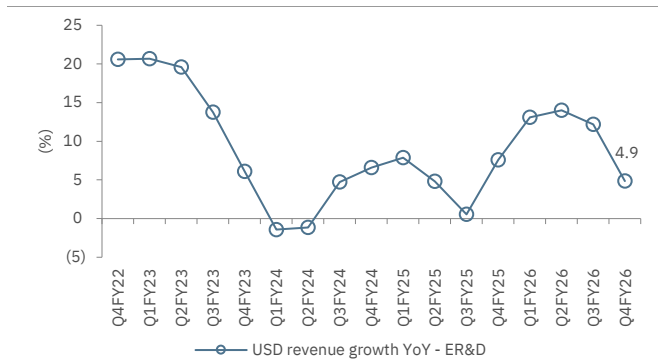
Source: Company, Elara Securities Research

Exhibit 3: IT services growth continue to improve



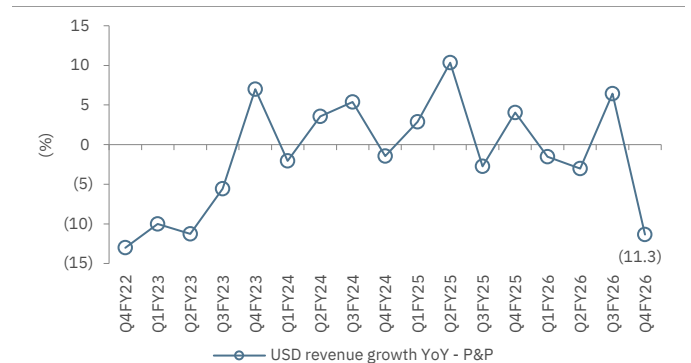
Source: Company, Elara Securities Research

Exhibit 4: ER&D growth remains soft



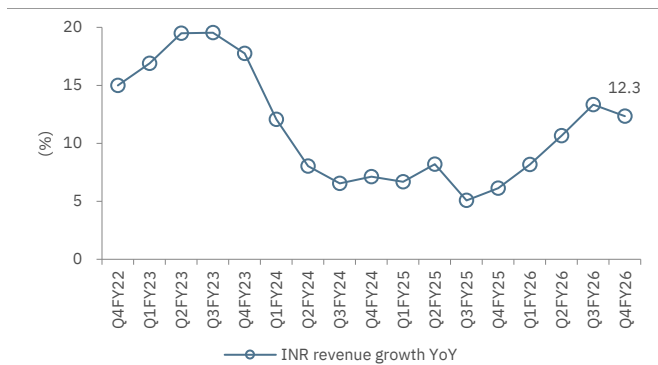
Source: Company, Elara Securities Research

Exhibit 5: Product business impacted by seasonality



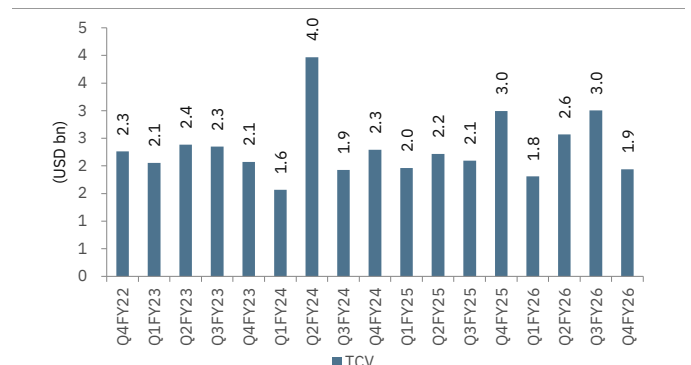
Source: Company, Elara Securities Research

Exhibit 6: INR revenue growth decelerating



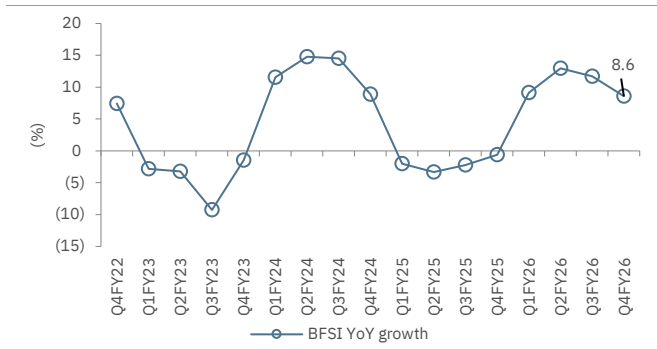
Source: Company, Elara Securities Research

Exhibit 7: TCV wins soft



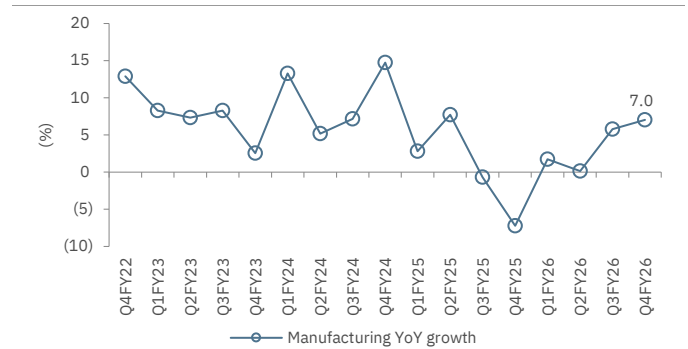
Source: Company, Elara Securities Research

Exhibit 8: BFSI showed steady growth



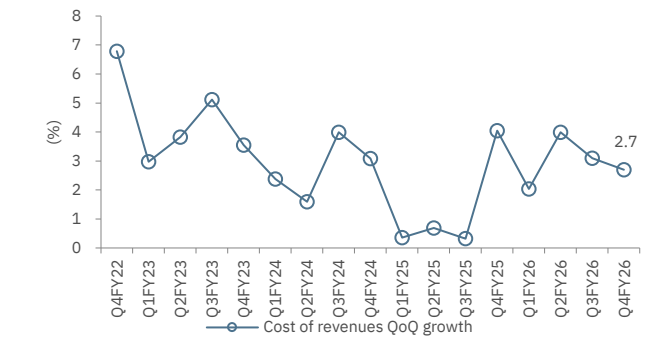
Source: Company, Elara Securities Research

Exhibit 9: Manufacturing continues to accelerate



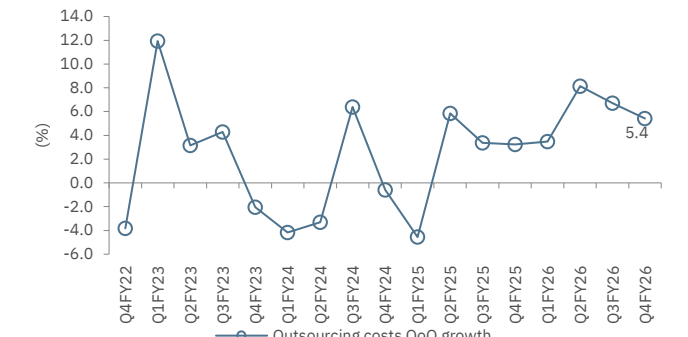
Source: Company, Elara Securities Research

Exhibit 10: Cost of revenue increasing sequentially



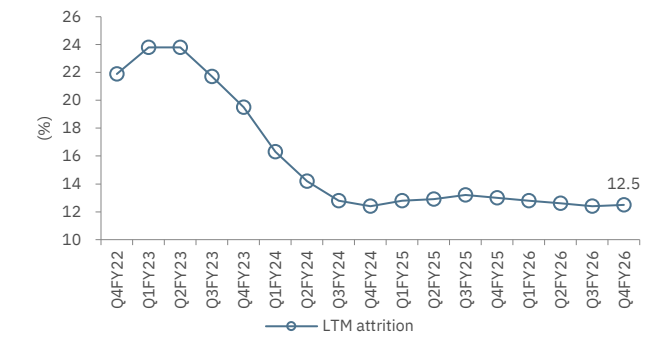
Source: Company, Elara Securities Research

Exhibit 11: Outsourcing costs continue to expand



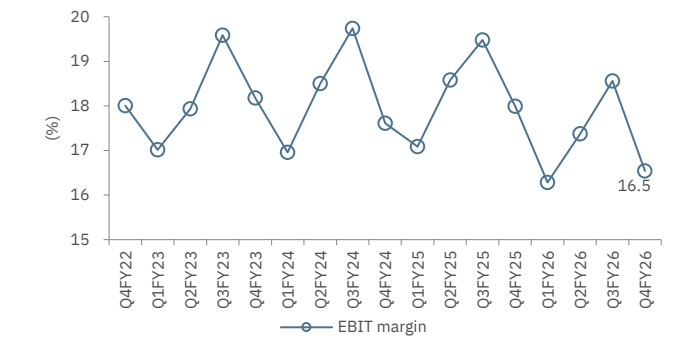
Source: Company, Elara Securities Research

Exhibit 12: LTM attrition up 10bp sequentially



Source: Company, Elara Securities Research

Exhibit 13: EBIT margin contracted ~210bps sequentially



Source: Company, Elara Securities Research

Exhibit 14: Employee count up marginally

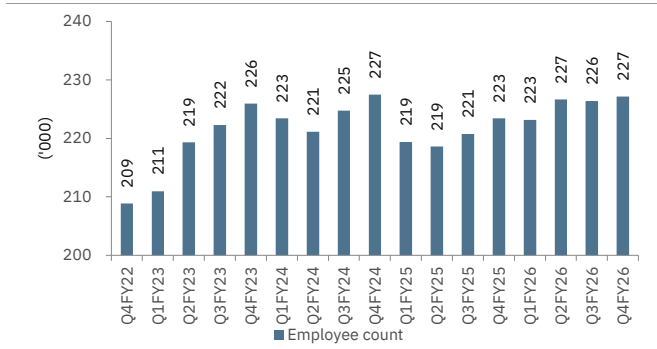
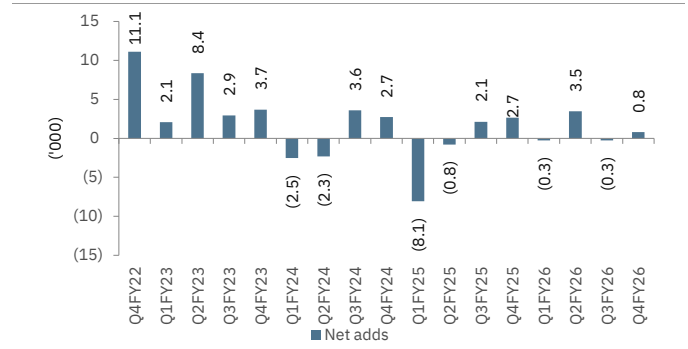


Exhibit 15: Net adds trend



Source: Company, Elara Securities Research

Source: Company, Elara Securities Research

Exhibit 16: Valuation (FY28E)

(INR)	
TTM EPS (INR)	61.4
CMP	1,441
Target EPS (INR)	67.0
Target Multiple (x)	18
TP	1,200
Downside (%)	17

Note: Pricing as on 21 April 2026; Source: Elara Securities Estimate

Exhibit 17: HCLT trading at 21.9x, which is above its 10-year mean



Note: Pricing as on 21 April 2026; Source: Elara Securities Estimate

Exhibit 18: Change in estimates

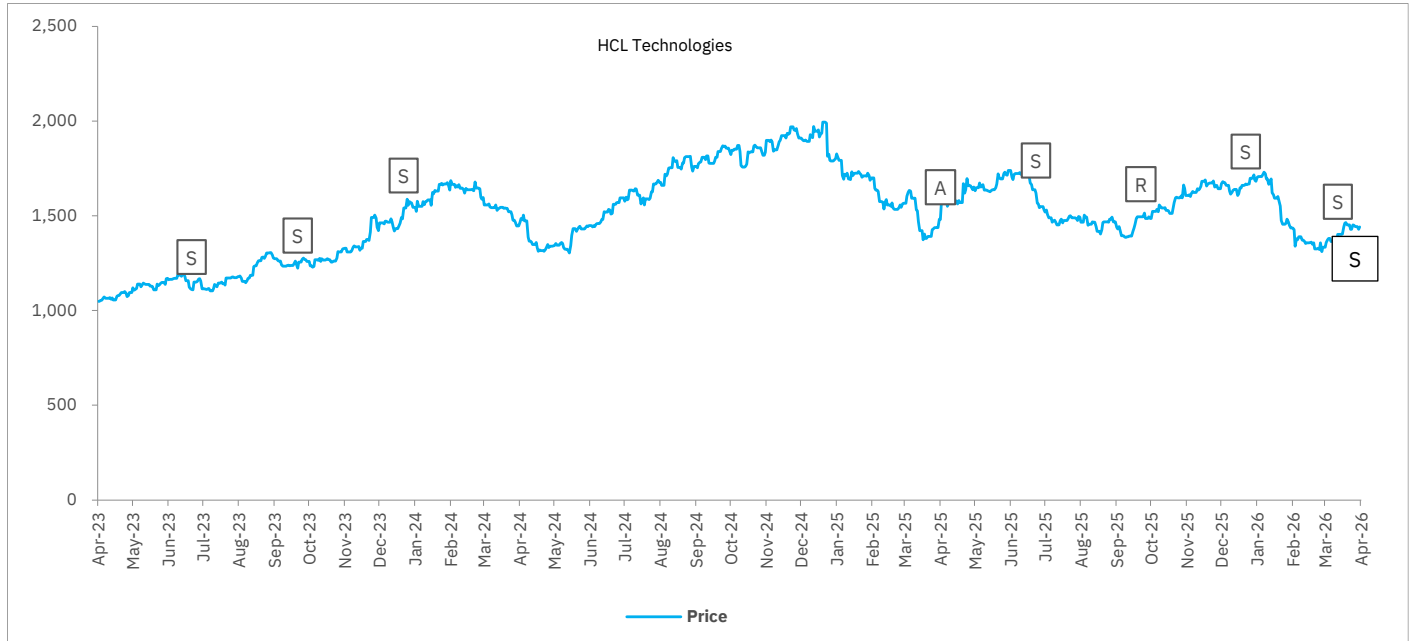
(INR mn)	Earlier estimates		Revised estimates		% change		New FY29E
	FY27E	FY28E	FY27E	FY28E	FY27E	FY28E	
Revenue in USD	15,570	16,489	15,012	15,275	(3.6)	(7.4)	15,626
Revenue in INR	14,01,264	14,84,016	13,66,061	13,89,988	(2.5)	(6.3)	14,21,948
EBIT	2,39,309	2,46,719	2,31,932	2,37,240	(3.1)	(3.8)	2,41,036
EBIT margin (%)	17.1	16.6	17.0	17.1	-10 bps	40 bps	17.0
PAT	1,84,129	1,91,151	1,78,121	1,81,770	(3.3)	(4.9)	1,84,644
EPS (INR)	68	71	66	67	(3.3)	(4.9)	68
TP (INR)		1,270		1,200		(5.5)	

Source: Elara Securities Estimate

Key risks to our call

- ▶ Higher-than-expected growth in IT services.
- ▶ Higher-than-expected margins.

Coverage History



Date	Rating	Target Price (INR)	Closing Price (INR)
12-Jul-2023	Sell	990	1,111
12-Oct-2023	Sell	1,020	1,224
12-Jan-2024	Sell	1,430	1,541
14-Oct-2024	Sell	1,620	1,856
13-Jan-2025	Sell	1,570	1,989
22-Apr-2025	Accumulate	1,570	1,480
14-Jul-2025	Sell	1,490	1,620
13-Oct-2025	Reduce	1,445	1,495
12-Jan-2026	Sell	1,500	1,668
02-Apr-2026	Sell	1,270	1,402
21-Apr-2026	Sell	1,200	1441

Guide to Research Rating

BUY (B)	Absolute Return >+20%
ACCUMULATE (A)	Absolute Return +5% to +20%
REDUCE (R)	Absolute Return -5% to +5%
SELL (S)	Absolute Return < -5%

Disclosures & Confidentiality for non U.S. Investors

The Note is based on our estimates and is being provided to you (herein referred to as the "Recipient") only for information purposes. The sole purpose of this Note is to provide preliminary information on the business activities of the company and the projected financial statements in order to assist the recipient in understanding / evaluating the Proposal. Nothing in this document should be construed as an advice to buy or sell or solicitation to buy or sell the securities of companies referred to in this document. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved) and should consult its own advisors to determine the merits and risks of such an investment. Nevertheless, Elara Securities (India) Private Limited or any of its affiliates is committed to provide independent and transparent recommendation to its client and would be happy to provide any information in response to specific client queries. Elara Securities (India) Private Limited or any of its affiliates have not independently verified all the information given in this Note and expressly disclaim all liability for any errors and/or omissions, representations or warranties, expressed or implied as contained in this Note. The user assumes the entire risk of any use made of this information. Elara Securities (India) Private Limited or any of its affiliates, their directors and the employees may from time to time, effect or have effected an own account transaction in or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for or solicit investment banking or other business from any company referred to in this Note. Each of these entities functions as a separate, distinct and independent of each other. This Note is strictly confidential and is being furnished to you solely for your information. This Note should not be reproduced or redistributed or passed on directly or indirectly in any form to any other person or published, copied, in whole or in part, for any purpose. This Note is not directed 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, regulation or which would subject Elara Securities (India) Private Limited or any of its affiliates to any registration or licensing requirements within such jurisdiction. The distribution of this document in certain jurisdictions may be restricted by law, and persons in whose possession this document comes, should inform themselves about and observe, any such restrictions. Upon request, the Recipient will promptly return all material received from the company and/or the Advisors without retaining any copies thereof. The Information given in this document is as of the date of this report and there can be no assurance that future results or events will be consistent with this information. This Information is subject to change without any prior notice. Elara Securities (India) Private Limited or any of its affiliates reserves the right to make modifications and alterations to this statement as may be required from time to time. However, Elara Securities (India) Private Limited is under no obligation to update or keep the information current. Neither Elara Securities (India) Private Limited nor any of its affiliates, group companies, directors, employees, agents or representatives shall be liable for any damages whether direct, indirect, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. This Note should not be deemed an indication of the state of affairs of the company nor shall it constitute an indication that there has been no change in the business or state of affairs of the company since the date of publication of this Note. The disclosures of interest statements incorporated in this document are provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. Elara Securities (India) Private Limited generally prohibits its analysts, persons reporting to analysts and their family members from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. 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.

Any clarifications / queries on the proposal as well as any future communication regarding the proposal should be addressed to Elara Securities (India) Private Limited. It is important to note that any dispute with respect to this research report, would not have access to stock exchange investor redressal forum or arbitration mechanism.

Elara Securities (India) Private Limited was incorporated in July 2007 as a subsidiary of Elara Capital (India) Private Limited.

Elara Securities (India) Private Limited is a SEBI registered Stock Broker in the Capital Market and Futures & Options Segments of National Stock Exchange of India Limited [NSE] and BSE Limited [BSE] and a Depository Participant registered with Central Depository Services (India) Limited [CDSL].

Elara Securities (India) Private Limited's business, amongst other things, is to undertake all associated activities relating to its broking business.

The activities of Elara Securities (India) Private Limited were neither suspended nor has it defaulted with any stock exchange authority with whom it is registered in last five years. However, during the routine course of inspection and based on observations, the exchanges have issued advise letters or levied minor penalties on Elara Securities (India) Private Limited for minor operational deviations in certain cases. Elara Securities (India) Private Limited has not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has the certificate of registration been cancelled by SEBI at any point of time.

Elara Securities (India) Private Limited offers research services primarily to institutional investors and their employees, directors, fund managers, advisors who are registered or proposed to be registered.

Details of Associates of Elara Securities (India) Private Limited are available on group company website www.elaracapital.com

Elara Securities (India) Private Limited is maintaining arms-length relationship with its associate entities.

Research Analyst or his/her relative(s) may have financial interest in the subject company. Elara Securities (India) Private Limited does not have any financial interest in the subject company, whereas its associate entities may have financial interest. Research Analyst or his/her relative does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. Elara Securities (India) Private Limited does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. Associate entities of Elara Securities (India) Private Limited 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 publication of Research Report. Research Analyst or his/her relative or Elara Securities (India) Private Limited or its associate entities does not have any other material conflict of interest at the time of publication of the Research Report.

Artificial Intelligence (AI) tools may have been used only for compilation or collating publicly available research data or internally generated research data during the information gathering and/or summarizing the final report.

Research Analyst or his/her relative(s) has not served as an officer, director or employee of the subject company.

Research analyst or Elara Securities (India) Private Limited have not received any compensation from the subject company in the past twelve months. Associate entities of Elara Securities (India) Private Limited may have received compensation from the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associate entities have not managed or co-managed public offering of securities for the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associates have not received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associate entities may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company or third party in connection with the Research Report in the past twelve months.

Disclaimer & Standard warning

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Disclaimer for non U.S. Investors

The information contained in this note is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavor to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act on such information without appropriate professional advice after a thorough examination of the particular situation.

Disclosures for U.S. Investors

Rule 15a6 Disclosure: This research report (“**Report**”) was prepared, approved, published, and distributed by Elara Securities (India) Private Limited a company located outside of the United States (the “**Foreign Counterparty**”). Avior Capital Markets US LLC (“**Avior US**”), a US registered broker-dealer, distributes this Report in the US on behalf of the Foreign Counterparty. Only major U.S. institutional investors (as defined in Rule 15a-6 under the US Securities Exchange Act of 1934 (the “**Exchange Act**”) may receive this Report under the exemption in Rule 15a-6. A US institutional investor must effect any transaction in the securities described in this Report through Avior US.

Neither the Report nor any analyst who prepared or approved the Report is subject to US legal requirements or the Financial Industry Regulatory Authority, Inc. (“**FINRA**”) or other US regulatory requirements concerning research reports or research analysts. The Foreign Counterparty is not a registered broker-dealer under the Exchange Act nor is it a member of the Financial Industry Regulatory Authority, Inc., or any other US self-regulatory organisation.

Disclosures on Subject Companies: Analysts of the Foreign Counterparty produced this material solely for informational purposes and the use of the intended recipient. No person may reproduce, this Report under any circumstances. No person may copy or make this Report available to any other person other than the intended recipient.

Avior US distributes this Report in the United States of America. The Foreign Counterparty distributes this Report elsewhere in the world. This document is not an offer, or invitation by or on behalf of Avior US, the Foreign Counterparty, their affiliates, or any other person, to buy or sell any security.

Avior US and the Foreign Counterparty and their affiliates obtained the information contained herein from published information and other sources, which Avior US and the Foreign Counterparty and their affiliates reasonably consider to be reliable.

Avior US and the Foreign Counterparty accept no liability or responsibility whatsoever for the accuracy or completeness of any such information. All estimates, expressions of opinion and other subjective judgments contained herein are valid as of the date of this document. Avior US assumes responsibility for the Report content with regards to research distributed in the US.

Neither Avior US nor the Foreign Counterparty has managed or co-managed a public offering of securities for the subject company in the past 12 months, have not received compensation for investment banking services from the subject company in the past 12 months and do not expect to receive and does not intend to seek compensation for investment banking services from the subject company in the next three months. Avior US and the Foreign Counterparty have not owned any class of equity securities of the subject company. There are no other actual, material conflicts of interest of Avior US and the Foreign Counterparty at the time of the publication of this Report. As of the publication of this Report, Avior US nor the Foreign Counterparty makes a market in the subject securities.

Avior US and its affiliates, to the fullest extent permissible by law, accept no liability of any nature whatsoever for any claims, damages or losses arising from, or in connection with, the contents of this Report or the use, reliance, publication, distribution, dissemination, disclosure, alteration or reproduction of this Report, or any views or recommendations recorded therein.

Participants in foreign exchange transactions may incur risks arising from several factors, including the following: (i) exchange rates can be volatile and are subject to large fluctuations; (ii) the value of currencies may be affected by numerous market factors, including world and national economic, political and regulatory events, events in equity and debt markets and changes in interest rates; and (iii) currencies may be subject to devaluation or government imposed exchange controls which could affect the value of the currency. Investors in securities such as ADRs, whose values are affected by the currency of an underlying security, effectively assume currency risk.

Subject to the applicable laws, all transactions should be executed through Avior US. Aside from within this Report, important conflict disclosures can also be found at <https://aviorcapital.us/us-regulatory-disclosures/> and Investors are strongly encouraged to review this information before investing.

Additional Disclaimer for UK Investors

Note that Elara Securities (India) Private Limited (“**Foreign Counterparty**”) has concluded a MiFID II research intermediary agreement with Avior Capital Markets International Limited (“**Avior UK**”), regulated by the Financial Conduct Authority (FRN: 191074), pursuant to which Avior UK distributes the Foreign Counterparty’s research in the UK, in return for which the Foreign Counterparty pays Avior UK a percentage of the income received in relation to such research. This research report including any recommendations recorded therein (“**Report**”) have been prepared by the Foreign Counterparty, and not by Avior UK.

The Report: (a) has been objectively prepared from public sources which are believed to be reliable and therefore constitutes independent investment research and is presented as such; and (b) may only be distributed to, and relied on by, qualifying investors, who are permitted to receive same in the UK.

Securities, money market instruments, strategies, financial or investment instruments mentioned in this Report may not be suitable for all investors. The information and opinions provided in this Report do not constitute a personal recommendation/investment advice and take no account of the investor’s individual circumstances. Investors should consider this Report as only a single factor in making any investment decisions and, if appropriate, should seek advice from an investment advisor. This Report is not an offer, or invitation by or on behalf of Avior UK, the Foreign Counterparty, their affiliates, or any other person, to buy or sell any security.

Save as disclosed otherwise, the Foreign Counterparty’s relationship with Avior UK is not reasonably expected to impair the objective presentation of the recommendations in the Report, including any interests or conflicts of interest concerning any financial instruments or the issuers to which the recommendations, directly or indirectly, relate. The Report is deemed to be first disseminated at the date and time recorded on the relevant distribution platform, data network or email (as applicable), and which information is available on request. A list of the Foreign Counterparty’s research reports disseminated in the UK over the past 12 months is also available on request.

Avior UK does not assume any responsibility or liability of any nature whatsoever arising from or in connection with the content, use, reliance or dissemination of the Report or any recommendation in respect thereof and disclaims any such liability.

Certification by Each of the Authors of this Report

The analyst(s) (singular includes plural) (“**Analyst**”) certifies that the views expressed in this Report are an accurate representation of the Analyst’s personal opinions on the stock or sector as covered and reported on by the Analyst hereinabove. The Analyst furthermore certifies that no part of the Analyst’s compensation was, is, or will be related, directly or indirectly, to the specific recommendations or views as expressed in this document. The Analyst is principally responsible for the preparation of this Report and does not have any material conflict of interest at the time of publication of this Report. The Analyst(s) has not served as an officer, director or employee of the subject company in the last 12-month period ending on the last day of the month immediately preceding the date of publication of the Report.

Analyst Certification: In connection with the companies or securities that; each analyst identified in this Report certifies that: The views expressed on the subject companies and securities in this Report reflect their personal views. No part of his or her compensation was, is or will be directly or indirectly dependent on the specific recommendations or views expressed in this Report.

Note that:

- (i) The Foreign Counterparty is the employer of the research analyst(s) responsible for the content of this Report, and
- (ii) Research analysts preparing this Report are resident outside the United States and are not associated persons of any US regulated broker-dealer. Therefore, the analyst(s) are not subject to supervision by a US broker-dealer and are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with US rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

Avior Capital Markets US, LLC is a FINRA registered broker-dealer (CRD # 172595) formed for that purpose in the State of Delaware with its principal office at 45 Rockefeller Plaza, Suite 2335, New York, New York 10111.

Avior Capital Markets International Limited is regulated by the Financial Conduct Authority (FRN: 191074), with its principal office at 10 South Street, Elgin, Scotland IV30 1LE.

Elara Securities (India) Private Limited is a SEBI-registered Research Analyst (Regn. No.: INH000000933), Stock Broker (Regn. No.: INZ000238236) and Depository Participant (Regn. No.: IN-DP-370-2018). Its registered address is One International Center, Tower 3, 21st Floor, Senapati Bapat Marg, Elphinstone Road (West) Mumbai – 400 013, India

India Elara Securities (India) Private Limited One International Center, Tower 3, 21st Floor, Senapati Bapat Marg, Elphinstone Road (West) Mumbai – 400 013, India Tel : +91 22 6164 8500	Europe Elara Capital Plc. 6th Floor, The Grove, 248A Marylebone Road, London, NW1 6JZ, United Kingdom Tel : +44 20 7486 9733	USA Elara Securities Inc. 950 Third Avenue, Suite 1900 New York, NY 10022 United States Tel: +1 212 430 5870 Fax: +1 212 208 2501	Asia / Pacific Elara Capital (Singapore) Pte.Ltd. One Marina Boulevard, Level 20, Singapore 018989 Tel : +65 6978 4047
---	--	--	---

	Managing Director Harendra Kumar harendra.kumar@elaracapital.com +91 22 6164 8571
	Head of Research Dr Bino Pathiparampil bino.pathiparampil@elaracapital.com +91 22 6164 8572

Sales Team

	India Hitesh Danak - hitesh.danak@elaracapital.com - +91 22 6164 8543 Ashok Agarwal - ashok.agarwal@elaracapital.com - +91 22 6164 8558 Himani Sanghavi - himani.sanghavi@elaracapital.com - +91 22 6164 8586
	India, APAC & Australia Sudhanshu Rajpal - sudhanshu.rajpal@elaracapital.com - +91 22 6164 8508 Joshua Saldanha - joshua.saldanha@elaracapital.com - +91 22 6164 8541 Shraddha Shrikhande - shraddha.shrikhande@elaracapital.com - +91 22 6164 8567 Suyash Maheshwari - suyash.maheshwari@elaracapital.com - +91 22 4204 8698
	India & UK Prashin Lalvani - prashin.lalvani@elaracapital.com - +91 22 6164 8544
	India & US Karan Rathod - karan.rathod@elaracapital.com - +91 22 6164 8570
	Corporate Access, Conference & Events Anita Nazareth - anita.nazareth@elaracapital.com - +91 22 6164 8520 Tina D'souza - tina.dsouza@elaracapital.com - +91 22 6164 8595

By clicking this link, you acknowledge and agree to the [Terms and Conditions of Research Services](#)

Access our reports on Bloomberg: Type **RESP ESEC <GO>**

Also available on **Thomson & Reuters**

Elara Securities (India) Private Limited
 Registered Office Address: One International Center, Tower 3, 21st Floor, Senapati Bapat Marg, Elphinstone Road (West) Mumbai – 400 013, India Tel : +91 22 6164 8500
 CIN: U74992MH2007PTC172297 | SEBI Research Analyst Registration No.: INH000000933
 Member of BSE Limited and National Stock Exchange of India Limited | SEBI REGN. NO.: INZ000238236
 Member of Central Depository Services (India) Limited | SEBI REGN. NO.: IN-DP-370-2018
 Investor Grievance Email ID: investor.grievances@elaracapital.com - Tel. +91 22 6164 8509
 Compliance Officer: Mr. Anand Rao - Email ID: anand.rao@elaracapital.com - Tel. +91 22 6164 8509