

LTM (LTM IN)

Event Update

May 23, 2026

■ Estimate Change | ■ Target | ■ Reco.

Change in Estimates

| | Current | | Previous | |
|-----------------|---------|-------|----------|-------|
| | FY27E | FY28E | FY27E | FY28E |
| Rating | HOLD | | HOLD | |
| Target Price | 4,560 | | 4,560 | |
| Sales (INR bn) | 472 | 520 | 472 | 520 |
| % Chng. | - | - | - | - |
| EBITDA (INR bn) | 85 | 95 | 85 | 95 |
| % Chng. | - | - | - | - |
| EPS (INR) | 205.5 | 228.4 | 205.5 | 228.4 |
| % Chng. | - | - | - | - |

Key Data

LTM.BO | LTM IN

| | |
|---------------------|-----------------------------|
| BSE Code | 540005 |
| NSE Code | LTM |
| 52-W High / Low | INR 6,430 / INR 3,907 |
| Face Value | 1 |
| Sensex / Nifty | 75,415 / 23,719 |
| Market Cap | INR 1,188 bn / \$ 12,418 mn |
| Shares Outstanding | 296.49 mn |
| 3M Avg. Daily Value | INR 1,707.78 mn |

Shareholding Pattern (%)

| | |
|-------------------|-------|
| Promoters | 68.52 |
| FII | 6.63 |
| MF | 4.33 |
| DII | 12.68 |
| Public | 7.84 |
| Promoter's Pledge | - |

Stock Performance (%)

| | 1M | 3M | 6M | 12M |
|----------|--------|--------|--------|--------|
| Absolute | (13.0) | (18.0) | (32.4) | (20.2) |
| Relative | (9.4) | (10.0) | (23.6) | (14.4) |

Key Financials - Consolidated

| Y/e Mar | FY25 | FY26 | FY27E | FY28E |
|---------------------|-------|-------|-------|-------|
| Sales (INR bn) | 380 | 423 | 472 | 520 |
| EBITDA (INR bn) | 65 | 76 | 85 | 95 |
| Margin (%) | 17.1 | 17.9 | 18.1 | 18.2 |
| PAT (INR bn) | 46 | 54 | 61 | 68 |
| EV (INR bn) | 1,078 | 1,040 | 1,013 | 972 |
| Total Debt (INR bn) | - | - | - | - |
| C&C Eq. (INR bn) | 21 | 23 | 31 | 51 |
| EPS (INR) | 155.3 | 181.8 | 205.6 | 228.5 |
| Gr. (%) | 0.2 | 17.1 | 13.1 | 11.1 |
| DPS (INR) | 65.1 | 75.1 | 75.1 | 75.1 |
| Yield (%) | 1.6 | 1.9 | 1.9 | 1.9 |
| RoE (%) | 21.5 | 23.1 | 23.5 | 22.4 |
| RoCE (%) | 19.1 | 20.3 | 20.7 | 19.9 |
| EV/Sales (x) | 2.8 | 2.5 | 2.1 | 1.9 |
| EV/EBITDA (x) | 16.6 | 13.8 | 11.9 | 10.3 |
| PE (x) | 25.8 | 22.0 | 19.5 | 17.5 |
| P/BV (x) | 5.2 | 4.9 | 4.3 | 3.7 |

Expand Europe presence via domain led acquisition
Quick Pointers

- Acquire Randstad's Technology & Consulting Services for USD 180 mn
- Scale Europe region to USD 1.1 bn + & Australia region to USD 100 mn + post integration

LTM announced to acquire Randstad's Technology & Consulting Services business in Europe & Australia for EUR 160 mn (~USD 180 mn), implying valuation of ~0.34x CY25 revenue of EUR 469 mn (~USD 500 mn). While the acquisition valuation appears attractive, the acquired business has witnessed revenue decline at a 12.2% CAGR during CY23–25 amid macro weakness in Europe and client rationalization. Management indicated that the rationalization exercise is largely completed, with the top 25 clients in Europe contributing ~65% of revenue and the top 10 clients in Australia contributing ~80%. However, looking at the vertical dynamics, Manufacturing seems to have higher concentration mix and that too Europe dominated, scrutinizing growth profile within marquee accounts. Near-term profitability impact remains a key monitorable given the onsite-heavy delivery mix and post integration S&M fuelling, although management highlighted that the acquired entity's onsite gross margins are superior to LTM's onsite margins, limiting near-term earnings dilution. At this stage, we await greater clarity on client revenue trends and profitability before incorporating the acquisition into our estimates and hence maintain our FY27E/FY28E estimates along with HOLD rating and unchanged TP of INR 4,560.

The acquisition is strategically aligned with LTM's five-year plan of strengthening its Europe presence (15% of FY26 rev. mix), scaling white-space capabilities across Aerospace & Defence, Automotive, Utilities and BFS (regional banks), and enhancing sovereign AI, cybersecurity and IoT capabilities. The acquired entity derives ~78% of its revenue from Europe and provides access to ~2.9k delivery employees, nearshore centers in Romania & Portugal, and access to marquee clients in regulated industries where LTM previously had limited exposure. Additionally, LTM has signed a five-year AI-led transformation engagement worth ~USD 50–60 mn for Randstad's India GCC alongside a strategic talent MSP partnership, which could aid in reducing subcontractor costs (6.2% of rev. in FY26).

Acquisition: LTM announced the acquisition of Randstad's Technology & Consulting Services business across Europe and Australia for an enterprise value of up to EUR 160 mn, implying ~0.34x CY25 sales of EUR 469 mn. The acquired entities provide IT services and technology solutions across Aerospace & Defence, Automotive, Utilities and BFS verticals, with operations spanning France, Germany, Belgium, Luxembourg, Portugal, Romania and Australia

Rationale of acquisition: The acquisition strengthens LTM's presence in Europe and Australia while diversifying its revenue mix beyond the US market. Post acquisition, Europe revenue is expected to scale to ~USD 1.1 bn while Australia would become a ~USD 100 mn+ market for LTM. The deal adds ~2.9k nearshore and onshore employees, delivery centers in Romania & Portugal, and strengthens cybersecurity, IoT and sovereign AI capabilities alongside marquee client relationships in regulated industries, while also creating meaningful cross-sell and up-sell opportunities.

Other Call Highlights

- Revenue decline in Randstad’s Technology & Consulting Services business over the past 2–3 years was largely driven by macroeconomic weakness in Europe and rationalization of long-tail accounts. While some near-term revenue haircut could continue, management believes the acquisition remains strategically aligned with LTM’s five-year ambition of scaling and doubling its Europe business.
- Randstad derives nearly 78% of revenues from Europe and 22% from Australia, with key exposure across aerospace, automotive, utilities and BFS verticals
- Management highlighted that the acquisition is strategically focused on Europe and Australia as a US acquisition would have resulted in customer overlap with existing accounts. Post integration, LTM expects Europe to scale to USD 1.1 bn while Australia is expected to become a USD100 million region over time
- Management indicated that the acquisition is unlikely to have any material margin impact in FY27, while dilution in FY28 is also expected to remain limited as LTM plans to offset the impact through cross-sell opportunities, offshore leverage and operational efficiencies. Management further highlighted that the acquired entity’s onsite gross margins are superior to LTM’s existing onsite margins, which should help mitigate near-term earnings dilution.
- The acquisition strengthens LTM’s previously subscale cybersecurity capabilities and enhances its ability to scale sovereign AI and regulated-industry offerings. Additionally, the deal provides access to security-cleared Aerospace & Defence talent, strengthening LTM’s positioning in regulated and high-growth verticals.
- The acquisition provides access to marquee continental European clients and nearshore delivery centers across Europe, thereby strengthening LTM’s regional delivery footprint and enhancing its ability to win large deals across Europe and global markets.
- Management stated that cash and cash equivalents utilized for the acquisition will be roughly 10% of LTM’s current cash balance, maintaining balance sheet flexibility post transaction.

Exhibit 1 : Acquisition strengthens capabilities in underpenetrated segments while also expanding onshore & near shore presence

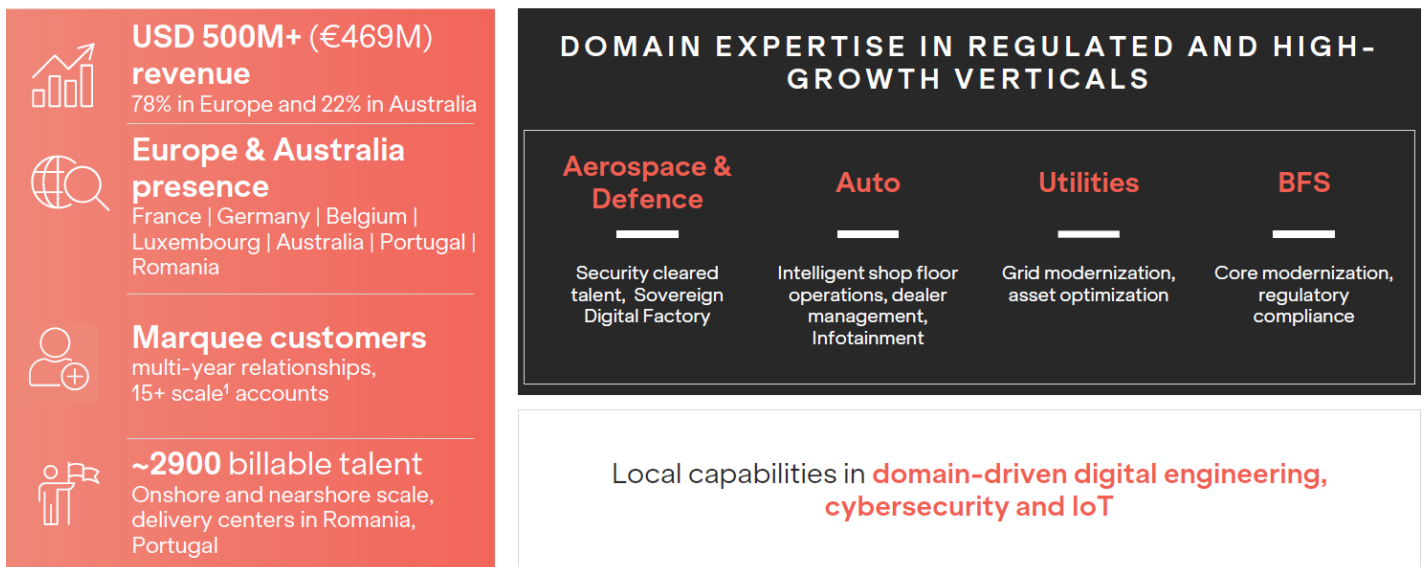


Exhibit 2 : Gives access to marquee clients which were not services by LTM

| Aerospace & Defence | Auto | Utilities | BFS |
|--|--|---------------------------------------|-----------------------------|
| Leading global aircraft OEM | 3 of Top 8 European automotive manufacturers | Leading French utility | 2 of Top 4 Australian banks |
| Leading French defence technology player | Top 5 European automotive supplier | 2 of Top 5 European telecom companies | Top 3 French banks |
| Top 5 European aerospace & defence co. | Leading European commercial vehicle OEM | Top 3 Australian Telcos | |

Source: Company, PL

Exhibit 3 : Key Benefits of acquisition

| | |
|--|--|
| Regional scale advantage - \$1.1B in Europe, ~2x in APAC | <ul style="list-style-type: none"> • Scale and domain depth to win in Europe and Australia • Non-linear benefits of scale across customers, ecosystem partners, and talent |
| Sovereign AI head-start in regulated & high-growth industries | <ul style="list-style-type: none"> • Domain x AI capabilities to win in growing AI market in Aero & Defence, Auto, Utilities, BFS • Sovereign-compliant AI solutions through local talent and innovation |
| Growth through cross-sell in acquired logos | <ul style="list-style-type: none"> • Cross-sell of LTM's complementary capabilities in cloud, data, enterprise platforms, CX & AI • Leverage from LTM's Blueverse AI ecosystem, as well as global partnerships |
| Turbo-charged large deal winnability | <ul style="list-style-type: none"> • Wider multi-shore and domain-centric value proposition to win large deals • Broader local leadership coverage to shape proactive large deals |
| Stronger footprint to serve global customers | <ul style="list-style-type: none"> • Expanded regional scale and expertise for global, multi-region customers • Cross-pollination of expertise across regions |

LTM

©LTM | Privileged and Confidential 7

Source: Company, PL

Exhibit 4 : Operating Metrics

| | 4QFY23 | 1QFY24 | 2QFY24 | 3QFY24 | 4QFY24 | 1QFY25 | 2QFY25 | 3QFY25 | 4QFY25 | 1QFY26 | 2QFY26 | 3QFY26 | 4QFY26 |
|---------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Revenue by verticals (%) | | | | | | | | | | | | | |
| BFSI | 38.0 | 37.5 | 36.5 | 35.6 | 35.1 | 35.2 | 35.6 | 36.4 | 37.1 | 37.0 | 36.2 | 35.1 | 33.0 |
| Manufacturing | 17.5 | 17.3 | 17.9 | 20.3 | 18.6 | 18.5 | 18.1 | 19.3 | 19.9 | 19.6 | 19.5 | 20.8 | 20.7 |
| CPG, retail & pharma | 15.4 | 15.1 | 15.3 | 14.7 | 15.1 | 14.5 | 14.5 | 14.3 | 14.1 | 14.6 | 15.6 | 15.4 | 15.6 |
| High tech, media & entertainment | 23.0 | 23.7 | 23.8 | 22.9 | 24.3 | 25.6 | 25.4 | 23.7 | 23.4 | 23.2 | 22.7 | 22.2 | 23.7 |
| Healthcare, Life, Public Science | 6.1 | 6.4 | 6.5 | 6.5 | 6.9 | 6.2 | 6.4 | 6.3 | 5.5 | 5.6 | 6.0 | 6.5 | 7.0 |
| Revenue by geography (%) | | | | | | | | | | | | | |
| North America | 71.9 | 73.1 | 73.4 | 72.7 | 73.8 | 75.1 | 75.0 | 74.7 | 74.5 | 74.4 | 74.2 | 72.8 | 72.3 |
| Europe | 15.4 | 15.2 | 15.3 | 14.5 | 14.6 | 14.4 | 14.4 | 13.8 | 13.6 | 14.7 | 14.7 | 14.8 | 15.4 |
| ROW | 12.7 | 11.7 | 11.3 | 12.8 | 11.6 | 10.5 | 10.6 | 11.5 | 11.9 | 11.0 | 11.1 | 12.4 | 12.3 |
| Client metrics (% of revenues) | | | | | | | | | | | | | |
| Top 5 client | 25.4 | 26.7 | 26.8 | 27.5 | 28.3 | 28.8 | 28.4 | 27.9 | 27.7 | 27.3 | 25.3 | 24.0 | 22.5 |
| Top 10 client | 32.9 | 34.1 | 34.3 | 35.3 | 35.5 | 35.7 | 35.0 | 34.5 | 34.3 | 34.3 | 32.8 | 31.7 | 30.7 |
| Top 20 client | 44.0 | 44.9 | 45.2 | 45.9 | 45.9 | 46.2 | 45.8 | 45.5 | 44.8 | 44.5 | 43.5 | 43.3 | 41.6 |
| Top 40 client | 56.8 | 57.2 | 57.6 | 58.5 | 58.0 | 58.9 | 58.2 | 58.1 | 57.2 | 56.8 | 56.1 | 56.8 | 55.3 |
| Non Top 20 clients | 56.0 | 55.1 | 54.8 | 54.1 | 54.1 | 53.8 | 54.2 | 54.5 | 55.2 | 55.5 | 56.5 | 56.7 | 58.4 |
| Number of active clients | 728 | 723 | 737 | 739 | 738 | 748 | 742 | 742 | 741 | 741 | 749 | 746 | 751 |
| New clients added in the period | 31 | 19 | 30 | 23 | 30 | 27 | 22 | 23 | 26 | 17 | 23 | 26 | 13 |
| Million \$ clients | | | | | | | | | | | | | |
| 5 Million \$ clients | 146 | 148 | 146 | 149 | 153 | 148 | 154 | 152 | 154 | 159 | 158 | 162 | 164 |
| 10 Million \$ clients | 81 | 88 | 90 | 89 | 91 | 87 | 88 | 90 | 89 | 90 | 93 | 97 | 101 |
| 20 Million \$ clients | 38 | 40 | 41 | 40 | 40 | 43 | 42 | 39 | 40 | 41 | 45 | 47 | 48 |
| 50 Million \$ clients | 13 | 13 | 14 | 12 | 13 | 12 | 12 | 13 | 14 | 14 | 14 | 12 | 14 |
| 100 Million \$ clients | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 |
| Employee metrics (in k's) | | | | | | | | | | | | | |
| Development | 80.3 | 77.6 | 78.3 | 77.2 | 76.5 | 76.8 | 79.4 | 81.6 | 79.1 | 78.7 | 81.4 | 82.9 | 83.0 |
| Sales and support | 4.3 | 5.2 | 5.3 | 5.3 | 5.2 | 5.1 | 5.1 | 5.2 | 5.2 | 5.2 | 5.1 | 5.0 | 4.9 |
| Total employees | 84.5 | 82.7 | 83.5 | 82.5 | 81.7 | 81.9 | 84.4 | 86.8 | 84.3 | 83.9 | 86.4 | 88.0 | 88.0 |
| Efforts mix | | | | | | | | | | | | | |
| Onsite | 14.9 | 14.8 | 14.8 | 15.0 | 15.1 | 15.4 | 15.5 | 15.4 | 15.1 | 15.1 | 14.8 | 14.5 | 14.2 |
| Offshore | 85.1 | 85.2 | 85.2 | 85.0 | 84.9 | 84.6 | 84.5 | 84.6 | 84.9 | 84.9 | 85.2 | 85.5 | 85.8 |
| Utilization measures | | | | | | | | | | | | | |
| Excluding trainees | 81.7 | 84.8 | 86.6 | 87.4 | 86.9 | 88.3 | 87.7 | 85.4 | 85.8 | 88.1 | 88.1 | 86.9 | 85.7 |
| Attrition LTM (%) | 20.2 | 17.8 | 15.2 | 14.2 | 14.4 | 14.4 | 14.5 | 14.3 | 14.4 | 14.4 | 14.2 | 13.8 | 13.3 |

Source: Company, PL

Financials

Income Statement (INR bn)

| Y/e Mar | FY25 | FY26 | FY27E | FY28E |
|-------------------------------|--------------|--------------|--------------|--------------|
| Net Revenues | 380 | 423 | 472 | 520 |
| YoY gr. (%) | 7.0 | 11.3 | 11.6 | 10.2 |
| Cost of Goods Sold | 268 | 300 | 335 | 368 |
| Gross Profit | 112 | 123 | 137 | 152 |
| Margin (%) | 29.4 | 29.1 | 29.1 | 29.2 |
| Employee Cost | - | - | - | - |
| Other Expenses | - | - | - | - |
| EBITDA | 65 | 76 | 85 | 95 |
| YoY gr. (%) | 1.7 | 16.3 | 12.9 | 10.8 |
| Margin (%) | 17.1 | 17.9 | 18.1 | 18.2 |
| Depreciation and Amortization | 10 | 11 | 12 | 12 |
| EBIT | 55 | 65 | 74 | 82 |
| Margin (%) | 14.5 | 15.4 | 15.6 | 15.8 |
| Net Interest | - | - | - | - |
| Other Income | 7 | 8 | 10 | 11 |
| Profit Before Tax | 62 | 73 | 83 | 93 |
| Margin (%) | 16.3 | 17.3 | 17.7 | 17.8 |
| Total Tax | 16 | 20 | 23 | 25 |
| Effective Tax Rate (%) | 25.9 | 26.9 | 27.0 | 27.0 |
| Profit After Tax | 46 | 54 | 61 | 68 |
| Minority Interest | - | - | - | - |
| Share Profit from Associate | - | - | - | - |
| Adjusted PAT | 46 | 54 | 61 | 68 |
| YoY gr. (%) | 0.3 | 17.1 | 13.1 | 11.1 |
| Margin (%) | 12.1 | 12.7 | 12.9 | 13.0 |
| Extra Ord. Income / (Exp) | - | - | - | - |
| Reported PAT | 46 | 50 | 61 | 68 |
| YoY gr. (%) | 0.3 | 9.1 | 21.4 | 11.1 |
| Margin (%) | 12.1 | 11.9 | 12.9 | 13.0 |
| Other Comprehensive Income | - | - | - | - |
| Total Comprehensive Income | 46 | 50 | 61 | 68 |
| Equity Shares O/s (bn) | - | - | - | - |
| EPS (INR) | 155.3 | 181.8 | 205.6 | 228.5 |

Source: Company, PL

Balance Sheet (INR bn)

| Y/e Mar | FY25 | FY26 | FY27E | FY28E |
|---------------------------------------|------------|------------|------------|------------|
| Non-Current Assets | | | | |
| Gross Block | 79 | 95 | 103 | 112 |
| Tangibles | 62 | 78 | 86 | 95 |
| Intangibles | 17 | 17 | 17 | 17 |
| Acc: Dep / Amortization | 50 | 61 | 73 | 85 |
| Tangibles | 37 | 47 | 59 | 71 |
| Intangibles | 14 | 14 | 14 | 14 |
| Net Fixed Assets | 28 | 32 | 29 | 25 |
| Tangibles | 26 | 31 | 27 | 24 |
| Intangibles | 2 | 2 | 2 | 2 |
| Capital Work In Progress | - | - | - | - |
| Goodwill | 12 | 12 | 13 | 13 |
| Non-Current Investments | 20 | 21 | 21 | 21 |
| Net Deferred Tax Assets | 5 | 13 | 7 | 7 |
| Other Non-Current Assets | 32 | 17 | 19 | 21 |
| Current Assets | | | | |
| Investments | 89 | 125 | 145 | 165 |
| Inventories | - | - | - | - |
| Trade Receivables | 77 | 95 | 97 | 107 |
| Cash & Bank Balance | 21 | 23 | 31 | 51 |
| Other Current Assets | 20 | 29 | 28 | 31 |
| Total Assets | 306 | 372 | 394 | 447 |
| Equity | | | | |
| Equity Share Capital | - | - | - | - |
| Other Equity | 227 | 240 | 279 | 324 |
| Total Network | 227 | 240 | 279 | 324 |
| Non-Current Liabilities | | | | |
| Long Term Borrowings | - | - | - | - |
| Provisions | - | - | - | - |
| Other Non Current Liabilities | 19 | 32 | 32 | 32 |
| Current Liabilities | | | | |
| ST Debt / Current of LT Debt | - | - | - | - |
| Trade Payables | 15 | 21 | 19 | 21 |
| Other Current Liabilities | 44 | 77 | 63 | 68 |
| Total Equity & Liabilities | 306 | 372 | 394 | 447 |

Source: Company, PL

Cash Flow (INR bn)

| Y/e Mar | FY25 | FY26 | FY27E | FY28E |
|--------------------------------------|-------------|-------------|-------------|-------------|
| PBT | 46 | 50 | 61 | 68 |
| Add. Depreciation | 10 | 11 | 12 | 12 |
| Add. Interest | 3 | 3 | - | - |
| Less Financial Other Income | 7 | 8 | 10 | 11 |
| Add. Other | (8) | (9) | - | - |
| Op. Profit before WC Changes | 51 | 54 | 73 | 80 |
| Net Changes-WC | (5) | (5) | (14) | (8) |
| Direct Tax | - | - | - | - |
| Net Cash from Op. Activities | 45 | 48 | 59 | 72 |
| Capital Expenditures | (9) | (9) | (9) | (9) |
| Interest / Dividend Income | 4 | 6 | - | - |
| Others | (12) | (15) | (20) | (20) |
| Net Cash from Inv. Activities | (17) | (18) | (29) | (29) |
| Issue of Share Cap. / Premium | - | - | - | - |
| Debt Changes | (2) | (5) | - | - |
| Dividend Paid | (19) | (20) | (22) | (22) |
| Interest Paid | - | - | - | - |
| Others | (4) | (5) | - | - |
| Net Cash from Fin. Activities | (26) | (29) | (22) | (22) |
| Net Change in Cash | 2 | 1 | 7 | 21 |
| Free Cash Flow | 36 | 39 | 50 | 63 |

Source: Company, PL

Quarterly Financials (INR bn)

| Y/e Mar | Q1FY26 | Q2FY26 | Q3FY26 | Q4FY26 |
|-----------------------------------|-------------|-------------|-------------|-------------|
| Net Revenues | 98 | 104 | 108 | 113 |
| YoY gr. (%) | 7.6 | 10.2 | 11.6 | 15.6 |
| Raw Material Expenses | 70 | 72 | 76 | 82 |
| Gross Profit | 29 | 32 | 32 | 31 |
| Margin (%) | 29.1 | 30.3 | 29.4 | 27.8 |
| EBITDA | 16 | 19 | 20 | 20 |
| YoY gr. (%) | 2.7 | 13.6 | 25.7 | 23.6 |
| Margin (%) | 16.8 | 18.6 | 18.6 | 17.5 |
| Depreciation / Depletion | 2 | 3 | 3 | 3 |
| EBIT | 14 | 16 | 17 | 17 |
| Margin (%) | 14.3 | 15.9 | 16.1 | 15.1 |
| Net Interest | - | - | - | - |
| Other Income | 3 | 2 | 2 | 1 |
| Profit before Tax | 17 | 19 | 19 | 18 |
| Margin (%) | 17.5 | 18.1 | 17.6 | 16.1 |
| Total Tax | 5 | 5 | 5 | 5 |
| Effective Tax Rate (%) | 27.3 | 26.5 | 26.6 | 27.1 |
| Profit After Tax | 13 | 14 | 14 | 13 |
| Minority Interest | - | - | - | - |
| Share Profit from Associate | - | - | - | - |
| Adjusted PAT | 13 | 14 | 14 | 13 |
| YoY gr. (%) | 10.4 | 12.0 | 29.1 | 17.9 |
| Margin (%) | 12.7 | 13.5 | 13.0 | 11.8 |
| Extra Ord. Income / (Exp) | - | - | - | - |
| Reported PAT | 13 | 14 | 18 | 13 |
| YoY gr. (%) | 10.4 | 12.0 | 68.8 | 12.4 |
| Margin (%) | 12.7 | 13.5 | 17.0 | 11.2 |
| Other Comprehensive Income | - | - | - | - |
| Total Comprehensive Income | 13 | 14 | 18 | 13 |
| Avg. Shares O/s (bn) | - | - | - | - |
| EPS (INR) | 42.3 | 47.3 | 47.3 | 44.9 |

Source: Company, PL

Key Financial Metrics

| Y/e Mar | FY25 | FY26 | FY27E | FY28E |
|----------------------------|-------|-------|-------|---------|
| Per Share (INR) | | | | |
| EPS | 155.3 | 181.8 | 205.6 | 228.5 |
| CEPS | 188.7 | 217.4 | 245.4 | 270.6 |
| BVPS | 766.0 | 810.8 | 941.3 | 1,094.6 |
| FCF | 121.4 | 130.5 | 167.5 | 212.0 |
| DPS | 65.1 | 75.1 | 75.1 | 75.1 |
| Return Ratio (%) | | | | |
| RoCE | 19.1 | 20.3 | 20.7 | 19.9 |
| ROIC | 16.5 | 14.9 | 15.5 | 15.1 |
| RoE | 21.5 | 23.1 | 23.5 | 22.4 |
| Balance Sheet | | | | |
| Net Debt : Equity (x) | - | - | - | - |
| Net Working Capital (Days) | 59 | 64 | 60 | 60 |
| Valuation (x) | | | | |
| PER | 25.8 | 22.0 | 19.4 | 17.5 |
| P/B | 5.2 | 4.9 | 4.2 | 3.6 |
| P/CEPS | 21.2 | 18.4 | 16.3 | 14.8 |
| EV/EBITDA | 16.5 | 13.7 | 11.8 | 10.2 |
| EV/Sales | 2.8 | 2.4 | 2.1 | 1.8 |
| Dividend Yield (%) | 1.6 | 1.8 | 1.8 | 1.8 |
| FCFF Yield (%) | 3.0 | 3.2 | 4.1 | 5.2 |
| PEG Ratio | 126.1 | 1.2 | 1.4 | 1.5 |

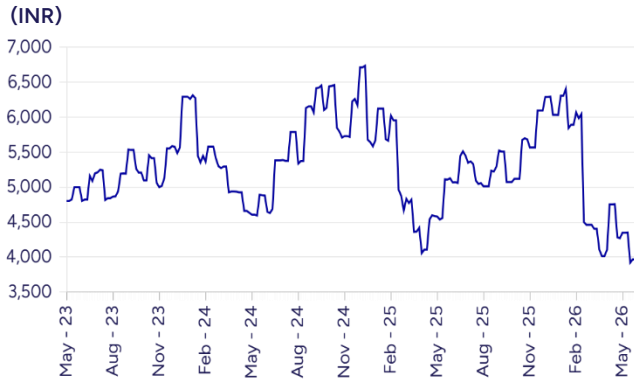
Source: Company, PL

Key Operating Metrics

| Y/e Mar | FY25 | FY26 | FY27E | FY28E |
|------------------|-------|-------|-------|-------|
| Revenue (USD mn) | 4,493 | 4,764 | 5,077 | 5,476 |

Source: Company, PL

Price Chart



Recommendation History

| No. | Date | Rating | TP (INR) | Share Price (INR) |
|-----|-----------|------------|----------|-------------------|
| 1 | 24-Apr-26 | Hold | 4560 | 4532 |
| 2 | 01-Apr-26 | BUY | 5240 | 4107 |
| 3 | 20-Jan-26 | Hold | 6000 | 6407 |
| 4 | 02-Jan-26 | Hold | 5830 | 6112 |
| 5 | 17-Oct-25 | Hold | 5470 | 5623 |
| 6 | 04-Oct-25 | Hold | 5380 | 5120 |
| 7 | 18-Jul-25 | Hold | 5340 | 5195 |
| 8 | 01-Jul-25 | Hold | 5060 | 5312 |
| 9 | 24-Apr-25 | Accumulate | 4980 | 4537 |
| 10 | 03-Apr-25 | BUY | 5790 | 4500 |

Analyst Coverage Universe

| Sr. No. | Company Name | Rating | TP (INR) | Share Price (INR) |
|---------|---------------------------|--------|----------|-------------------|
| 1 | Coforge | BUY | 2020 | 1169 |
| 2 | Cyient | BUY | 950 | 780 |
| 3 | Fractal Analytics | Hold | 1040 | 1034 |
| 4 | HCL Technologies | Reduce | 1300 | 1441 |
| 5 | Infosys | BUY | 1570 | 1241 |
| 6 | KPIT Technologies | BUY | 880 | 723 |
| 7 | L&T Technology Services | Hold | 3610 | 3550 |
| 8 | Latent View Analytics | Buy | 450 | 309 |
| 9 | LTM | Hold | 4560 | 4532 |
| 10 | Mphasis | BUY | 3000 | 2277 |
| 11 | Persistent Systems | Buy | 6400 | 5330 |
| 12 | Tata Consultancy Services | BUY | 3450 | 2589 |
| 13 | Tata Elxsi | HOLD | 4800 | 4651 |
| 14 | Tata Technologies | HOLD | 560 | 591 |
| 15 | Tech Mahindra | Buy | 1660 | 1463 |
| 16 | Wipro | HOLD | 200 | 210 |

PL's Recommendation Nomenclature (Absolute Performance)

| | |
|--------------------------|-----------------------------------|
| BUY | : > 15% |
| Accumulate | : 5% to 15% |
| Hold | : +5% to -5% |
| Reduce | : -5% to -15% |
| Sell | : < -15% |
| Not Rated (NR) | : No specific call on the stock |
| Under Review (UR) | : Rating likely to change shortly |

ANALYST CERTIFICATION

Indian Clients

We/I Mr. Pritesh Thakkar MBA Finance, Mr. Sujay Chavan MMS-Finance Research Analysts, authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

US Clients

The research analysts, with respect to each issuer and its securities covered by them in this research report, certify that: All of the views expressed in this research report accurately reflect his or her or their personal views about all of the issuers and their securities; and No part of his or her or their compensation was, is or will be directly related to the specific recommendation or views expressed in this research report.

Prabhudas Lilladher Pvt. Ltd.

Corporate Office: 6th Floor, Tower 2B South Annex, One World Centre, 841, Senapati Bapat Marg, Lower Parel, Mumbai - 400013

Registered Office: 3rd Floor, Sadhana House, 570, P. B. Marg, Worli, Mumbai-400 018

Tel: (91 22) 6632 2222 Fax: (91 22) 6632 2209

www.plindia.com

DISCLAIMER

Indian Clients

Prabhudas Lilladher Pvt. Ltd, Mumbai, India (hereinafter referred to as "PL") is engaged in the business of Stock Broking, Portfolio Manager, Depository Participant and distribution for third party financial products. PL is a subsidiary of Prabhudas Lilladher Advisory Services Pvt Ltd, which has its various subsidiaries engaged in business of commodity broking, investment banking, financial services (margin funding) and distribution of third party financial/other products, details in respect of which are available at www.plindia.com.

This document has been prepared by the Research Division of PL and is meant for use by the recipient only as information and is not for circulation. This document is not to be reported or copied or made available to others without prior permission of PL. It should not be considered or taken as an offer to sell or a solicitation to buy or sell any security.

The information contained in this report has been obtained from sources that are considered to be reliable. However, PL has not independently verified the accuracy or completeness of the same. Neither PL nor any of its affiliates, its directors or its employees accepts any responsibility of whatsoever nature for the information, statements and opinion given, made available or expressed herein or for any omission therein.

Recipients of this report should be aware that past performance is not necessarily a guide to future performance and value of investments can go down as well. The suitability or otherwise of any investments will depend upon the recipients particular circumstances and, in case of doubt, advice should be sought from an independent expert/advisor.

Either PL or its affiliates or its directors or its employees or its representatives or its clients or their relatives may have position(s), make market, act as principal or engage in transactions of securities of companies referred to in this report and they may have used the research material prior to publication.

PL may from time to time solicit or perform investment banking or other services for any company mentioned in this document.

PL is a registered with SEBI under the SEBI (Research Analysts) Regulation, 2014 and having registration number INH000000271.

PL submits that no material disciplinary action has been taken on us by any Regulatory Authority impacting Equity Research Analysis activities.

PL or its research analysts or its associates or his relatives do not have any financial interest in the subject company.

PL or its research analysts or its associates or his relatives do not have any material conflict of interest at the time of publication of the research report.

PL or its associates might have received compensation from the subject company in the past twelve months.

PL or its research analysts or its associates or his relatives do not have actual/beneficial ownership of one per cent or more securities of the subject company at the end of the month immediately preceding the date of publication of the research report.

PL or its associates might have managed or co-managed public offering of securities for the subject company in the past twelve months or mandated by the subject company for any other assignment in the past twelve months.

PL or its associates might have received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months.

PL or its associates might have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past twelve months

PL or its associates might have received any compensation or other benefits from the subject company or third party in connection with the research report.

PL encourages independence in research report preparation and strives to minimize conflict in preparation of research report.

PL or its analysts did not receive any compensation or other benefits from the subject Company or third party in connection with the preparation of the research report.

PL or its Research Analysts do not have any material conflict of interest at the time of publication of this report.

It is confirmed that Mr. Pritesh Thakkar MBA Finance, Mr. Sujay Chavan MMS-Finance Research Analysts of this report have not received any compensation from the companies mentioned in the report in the preceding twelve months. Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions.

The Research analysts 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.

The research analysts for this report has not served as an officer, director or employee of the subject company PL or its research analysts have not engaged in market making activity for the subject company

Our sales people, traders, and other professionals or affiliates may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses 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.

PL and its associates, their directors and employees may (a) from time to time, have a long or short position in, and buy or sell the securities of the subject company or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the subject company or act as an advisor or lender/borrower to the subject company or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.

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

US Clients

This research report is a product of Prabhudas Lilladher Pvt. Ltd., 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 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 by Prabhudas Lilladher Pvt. Ltd. only 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, Prabhudas Lilladher Pvt. Ltd. has entered into an 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.