



India

HOLD (previously REDUCE)

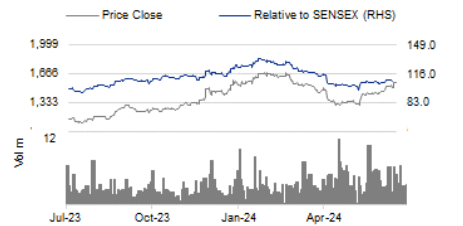
Consensus ratings*:	Buy 21	Hold 15	Sell 7
Current price:	Rs1,560		
Target price:	Rs1,576		
Previous target:	Rs1,362		
Up/downside:	1.0%		
InCred Research / Consensus:	0.7%		

Reuters:	
Bloomberg:	HCLT IN
Market cap:	US\$58,306m
	Rs4,233,861m
Average daily turnover:	US\$75.0m
	Rs5447.3m
Current shares o/s:	2,708.2m
Free float:	39.0%

*Source: Bloomberg

Key changes in this note

- Expect 7.5% revenue CAGR over FY25F-27F.
- Expect 11% EBIT CAGR over FY25F-27F.
- Expect 10.7% PAT CAGR over FY25F-27F



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	9.0	2.5	35.6
Relative (%)	4.2	(6.5)	11.2

Major shareholders	% held
LIC	4.4
Artisan International Value Fund	2.2
SBI MF	1.4

Research Analyst(s)



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HCL Technologies

In-line 1Q, but not enough for upgrade

- 1QFY25 largely in line. Commentary for the rest of the year was consistent.
- Pockets of weakness imply an uptick from 3QFY25F.
- Upgrade to HOLD (from REDUCE) rating with a higher target price of Rs1,576.

1QFY25 results summary

HCL Technologies '1QFY25 revenue decline (1.6% qoq in constant currency or CC terms & 5.6% yoy to US\$3,364m) was in line with consensus estimate, while the EBIT margin (at 17.1%) was 10/21bp below consensus/InCred estimates, respectively. Management commentary of a qoq growth across most verticals in 2QFY25F, except financial services, (FSI) was encouraging while 1) the weakness in the automotive segment of the manufacturing vertical due to stress in electric vehicles or EVs, especially in Germany, and 2) the lack of pick-up in discretionary spending are key headwinds. Overall, 1QFY25 softness was known while our recent [industry interactions](#) point to bottoming of the downgrade cycle. Hence, we upgrade our rating to HOLD while the lack of meaningful earnings upgrade and full valuation limits the double upgrade to ADD.

Expects broad-based growth in 2QFY25F ex-FSI, manufacturing

The financial services (FSI; 21% of revenue) vertical's weakness (down 4.9%/2.1% qoq/yoy) was driven by offshoring of a large deal while State Street divestiture could create ~80bp of revenue headwinds in 2QFY25F (~US\$27m). The manufacturing vertical's weakness (19.4%; down/up 6.9%/2.7% qoq/yoy) was due to annual productivity commitments to clients & offshoring. That said, deal ramp-up could drive FSI growth from 3QFY25F while the manufacturing vertical's growth could recover in 2QFY25F but partly offset by the automotive segment. The EV trend echoes our thoughts shared in the recent [automotive ER&D update](#).

Retains EBIT margin guidance

The EBIT margin at 17.1% (down 51bp qoq but up 13bp yoy) was ~10bp above consensus estimate, as headwinds from weakness in the ER&D business were offset by operational efficiency & currency (+10bp). Although the timing & the decision are not yet finalized, wage hike is a key headwind for the rest of FY25F. Management expects the 2QFY25F-4QFY25F margin trend to be similar to the previous year led by strong seasonality in the products business in 3QFY25F. We expect an avg. 18.5% EBIT margin over FY25F-27F.

Upgrade to HOLD rating with a higher target price of Rs1,576

We adjust our estimates to factor in 1QFY25 results and now expect FY25F-27F US\$ revenue CAGR of 7.5% and PAT (Rs) CAGR of 10.7%. We also narrow the discount to TCS' PE/G multiple to 10%, vs. ~14% earlier, to account for a potential recovery in demand and shift to FY27F valuation to arrive at a higher target price of Rs1,576 (Rs1,362 earlier). Prudent capital allocation, healthy cash generation and FCF yield (~5%) could anchor shares. Upside risk: Accelerated deal velocity and ramp-up in the services business. Downside risk: Continued moderation in the FSI and manufacturing verticals.

Financial Summary

	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Revenue (Rsm)	1,014,560	1,099,130	1,158,826	1,270,534	1,396,460
Operating EBITDA (Rsm)	226,290	242,000	253,356	279,518	308,618
Net Profit (Rsm)	148,490	157,020	171,438	189,323	210,062
Core EPS (Rs)	54.8	58.0	63.3	69.9	77.6
Core EPS Growth	10.0%	5.8%	9.2%	10.4%	11.0%
FD Core P/E (x)	28.47	26.91	24.65	22.32	20.11
DPS (Rs)	48.0	52.0	58.0	66.4	73.7
Dividend Yield	3.08%	3.33%	3.72%	4.26%	4.72%
EV/EBITDA (x)	17.97	16.53	15.66	14.11	12.71
P/FCFE (x)	26.49	19.88	24.48	23.03	20.82
Net Gearing	(24.8%)	(33.0%)	(37.1%)	(39.7%)	(42.4%)
P/BV (x)	6.46	6.19	6.06	5.98	5.89
ROE	23.3%	23.5%	24.9%	27.0%	29.5%
% Change In Core EPS Estimates			0.07%	(1.53%)	
InCred Research/Consensus EPS (x)					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 1: Quarterly performance

Y/E Mar (Rs m)	1QFY25	1QFY24	YoY (%)	4QFY24	QoQ (%)	1QFY25F	Var. (%)
Revenue (US\$ m)	3,364	3,200	5.1	3,430	(1.9)	3,387	(0.7)
Net sales (Rs m)	2,80,570	2,62,960	6.7	2,84,990	(1.6)	2,82,485	(0.7)
USD-INR realization	83.4	82.2	1.5	83.1	0.4	83.4	0.0
EBITDA	57,940	53,870	7.6	61,110	(5.2)	59,887	(3.3)
EBITDA margin (%)	20.7	20.5	16 bp	21.4	(79 bp)	21.2	(55 bp)
EBIT	47,960	44,600	7.5	50,180	(4.4)	48,870	(1.9)
EBIT margin (%)	17.1	17.0	13 bp	17.6	(51 bp)	17.3	(21 bp)
Depreciation	9,980	9,270	7.7	10,930	(8.7)	11,017	(9.4)
Net other income	9,120	2,360	286.4	2,510	263.3	2,684	239.8
PBT	57,080	46,960	21.6	52,690	8.3	51,554	10.7
Provision for tax	14,480	11,650	24.3	12,740	13.7	13,043	11.0
% tax rate	25.4	24.8	56 bp	24.2	119 bp	25.3	7 bp
Net profit	42,580	35,340	20.5	39,860	6.8	38,421	10.8
EPS (Rs)	15.7	13.0	20.4	14.7	6.8	14.2	10.6

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Key conference-call highlights

- **Guidance:** HCL Technologies expects revenue growth of 3% to 5% for FY25F, even with the State Street DPO divestiture impact. The company maintained its EBIT margin guidance of 18% to 19% and is confident of operating within this range, despite wage hikes and other factors.
- **Demand environment:** Expects gradual improvement with a broad-based growth in 2QFY25F, except for the financial services vertical. Discretionary spending is expected to be like last year, and there isn't any meaningful change in the environment. Economic pressures like interest rates and inflation are influencing clients' decisions on discretionary projects. There is still conservatism among clients, which may change with some positive signals and changes in the macroeconomic environment.
- **Vertical-wise commentary**
 - **Life Sciences and Healthcare:** Declined 4.1% yoy in CC terms due to softness in the MedTech segment.
 - **BFSI:** It witnessed an expected decline of 1.3% yoy in CC terms due to offshoring of a project, but growth is anticipated in 2HFY25F due to recent order wins. Clients continue to focus on cost efficiency programs driven by modernization and tech transformation, while discretionary spending was similar to the last quarter.
 - **Manufacturing:** It experienced weakness due to offshoring of a large program, traditional yoy productivity, and significant weakness in the automotive segment, particularly in Europe. Asset revenue declined by ~US\$10m, mostly in the manufacturing vertical, but good growth is expected in the second quarter.
- **Generative AI:**
 - GenAI technologies are expected to boost demand for cloud services and data standardization work. Implementations for clients have shown business efficiency and operational excellence.
 - The company aims to train 50,000 people on GenAI and AI skills in FY25F, with 33% of the target already achieved in the current quarter.
 - GenAI is expected to create new spend trajectories and incremental positive demand, with some clients planning significant outlays for GenAI programs.

Figure 2: Operating metrics trend

Operating trends	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Revenue (US\$m)	3,025	3,082	3,244	3,235	3,200	3,225	3,415	3,430	3,364
Growth yoy (%)	11.2	10.4	9.0	8.1	5.8	4.6	5.3	6.0	5.1
Growth qoq (%)	1.1	1.9	5.3	-0.3	-1.1	0.8	5.9	0.4	-1.9
CC Growth yoy (%)	15.6	15.8	13.1	10.5	6.3	3.4	4.3	6.0	5.6
CC Growth qoq (%)	2.7	3.8	5.0	-1.2	-1.3	1.0	6.0	0.3	-1.6
Revenue (Rs. m)	2,34,640	2,46,860	2,67,000	2,66,060	2,62,960	2,66,720	2,84,460	2,84,990	2,80,570
Growth yoy (%)	16.9	19.5	19.6	17.7	12.1	8.0	6.5	7.1	6.7
Growth qoq (%)	3.8	5.2	8.2	-0.4	-1.2	1.4	6.7	0.2	-1.6
EBIT margin (%)	17.0	17.9	19.6	18.2	17.0	18.5	19.7	17.6	17.1
US\$-INR realized rate	77.6	80.1	82.3	82.2	82.2	82.7	83.3	83.1	83.4
Headcount	2,10,966	2,19,325	2,22,270	2,25,944	2,23,438	2,21,139	2,24,756	2,27,481	2,19,401
Attrition (%)	23.8	23.8	21.7	19.5	16.3	14.2	12.8	12.4	12.8
Segment (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
IT services	72.8	73.6	71.7	73.8	74.7	74.6	71.7	74.4	74.5
ER&D	16.6	17.0	16.6	16.1	15.5	16.0	16.4	16.2	15.9
Products & platforms	10.6	9.8	11.8	10.2	9.8	9.4	11.9	9.4	9.6
Segment (US\$m)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
IT services	2,202	2,268	2,326	2,387	2,390	2,406	2,449	2,552	2,506
ER&D	502	524	539	521	496	516	560	556	535
Products & platforms	321	302	383	330	314	303	406	322	323
Segment yoy (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
IT services	13.1	12.0	10.6	8.7	8.5	6.0	5.3	6.9	4.8
ER&D	20.7	19.6	13.7	6.1	-1.2	-1.5	4.0	6.7	7.8
Products & platforms	-10.0	-7.5	-4.8	7.0	-2.2	0.4	6.2	-2.3	3.0
Segment qoq (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
IT services	0.2	3.0	2.5	2.6	0.1	0.6	1.8	4.2	-1.8
ER&D	2.3	4.3	2.8	-3.3	-4.8	4.0	8.5	-0.8	-3.7
Products & platforms	4.0	-5.8	26.7	-13.8	-5.0	-3.3	34.1	-20.7	0.2
Incremental revenue (US\$m)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
IT services	5.2	66.3	57.5	61.5	3.0	15.2	42.9	103.4	-45.7
ER&D	11.3	21.8	14.5	-17.7	-24.8	20.0	44.1	-4.4	-20.8
Products & platforms	12.4	-18.6	80.7	-52.8	-16.4	-10.5	103.3	-84.0	0.5
Vertical (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Financial Services	21.1	20.6	19.9	21.2	22.6	22.6	21.7	21.6	21.0
Manufacturing	18.3	19.2	19.7	19.0	19.9	19.3	20.1	20.4	19.4
Technology	15.4	15.1	14.8	14.4	13.4	13.1	12.8	12.3	13.0
Telecom	9.2	9.2	9.4	8.8	7.6	8.0	9.7	11.5	12.2
Retail & CPG	9.4	9.2	9.3	9.0	9.1	9.6	9.6	9.1	9.4
Media, Publishing & Telecom	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Healthcare	16.4	16.5	17.1	17.5	17.5	17.5	16.4	16.3	15.9
Public Services	10.2	10.2	10.2	10.2	10.0	9.9	9.7	8.8	9.1
Vertical (US\$m)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Financial Services	571	575	570	617	652	660	653	671	639
Manufacturing	495	536	564	553	574	564	605	634	590
Technology	416	422	424	419	387	383	385	382	395
Telecom	249	257	269	256	219	234	292	357	371
Retail & CPG	254	257	266	262	263	280	289	283	286
Healthcare	443	461	490	509	505	511	493	507	484
Public Services	276	285	292	297	289	289	292	273	277
Vertical yoy (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Financial Services	10.2	-4.6	-10.5	6.2	14.3	14.8	14.5	8.9	-2.1
Manufacturing	12.6	0.6	-0.8	8.8	16.1	5.2	7.2	14.7	2.7
Technology	32.5	9.5	1.7	10.5	-7.1	-9.2	-9.2	-8.7	2.2
Telecom	25.3	8.3	7.7	5.8	-11.8	-9.0	8.4	39.6	69.1
Retail & CPG	1.5	-6.1	-17.2	-0.6	3.3	9.2	8.4	8.0	8.8
Healthcare	13.7	-1.1	2.2	16.9	13.9	11.0	0.7	-0.5	-4.3
Public Services	10.1	-1.9	-4.7	5.1	4.6	1.5	-0.1	-7.8	-4.1
Vertical qoq (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Financial Services	-1.7	0.8	-0.9	8.2	5.8	1.2	-1.1	2.8	-4.9
Manufacturing	-2.6	8.3	5.3	-2.1	3.9	-1.8	7.2	4.8	-6.9
Technology	9.9	1.2	0.5	-1.2	-7.6	-1.0	0.6	-0.7	3.4
Telecom	2.8	3.3	4.8	-5.0	-14.3	6.5	24.9	22.5	3.8
Retail & CPG	-3.5	1.1	3.7	-1.7	0.4	6.8	3.0	-2.1	1.1
Healthcare	1.9	3.9	6.3	3.9	-0.8	1.2	-3.5	2.7	-4.5
Public Services	-2.3	3.3	2.6	1.5	-2.7	0.2	0.9	-6.3	1.2
Incremental revenue (US\$m)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Financial Services	-10.0	4.6	-5.2	46.5	35.8	8.0	-7.4	18.4	-32.6
Manufacturing	-13.1	41.3	28.2	-11.7	21.8	-10.5	40.9	29.2	-44.0
Technology	37.5	5.2	2.3	-5.1	-32.0	-4.1	2.4	-2.9	13.1
Telecom	6.9	8.1	12.4	-13.3	-36.6	14.4	58.1	65.5	13.6
Retail & CPG	-9.2	2.7	9.5	-4.7	0.9	17.8	8.4	-6.0	3.1
Healthcare	8.1	17.2	29.1	19.1	-3.8	6.2	-17.9	13.1	-23.0
Public Services	-6.4	9.0	7.4	4.5	-8.0	0.6	2.6	-18.4	3.3
Clients (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Top 5	11.2	10.7	10.3	10.1	9.8	9.8	9.8	10.4	11.4
Top 6-10	8.2	8.1	7.9	7.6	7.4	7.4	7.9	8.4	8.2
Top 11-20	9.5	10.1	10.0	10.1	10.0	10.1	10.3	10.2	10.5
Non-top 20	71.1	71.1	71.8	72.2	72.8	72.7	72.0	71.0	69.9
Clients (US\$m)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Top 5	339	330	334	327	314	316	335	357	383
Top 6-10	248	250	256	246	237	239	270	288	276
Top 11-20	287	311	324	327	320	326	352	350	353

Non-top 20	2,151	2,191	2,329	2,336	2,330	2,344	2,459	2,435	2,351
Clients yoy (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Top 5	-4.2	-7.0	-8.0	-5.9	-7.4	-4.2	0.2	9.2	22.3
Top 6-10	16.9	11.8	6.3	0.2	-4.5	-4.4	5.3	17.2	16.5
Top 11-20	10.1	21.2	19.7	17.4	11.4	4.6	8.4	7.1	10.4
Non-top 20	13.6	12.0	10.8	10.1	8.3	7.0	5.6	4.3	0.9
Clients qoq (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Top 5	-2.4	-2.7	1.3	-2.2	-4.0	0.8	5.9	6.6	7.5
Top 6-10	1.1	0.6	2.7	-4.1	-3.7	0.8	13.1	6.8	-4.3
Top 11-20	3.2	8.3	4.2	0.7	-2.1	1.8	8.0	-0.5	1.0
Non-top 20	1.3	1.9	6.3	0.3	-0.3	0.6	4.9	-1.0	-3.4
Incremental revenue (US\$m)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Top 5	-8	-9	4	-7	-13	2	19	22	27
Top 6-10	3	2	7	-10	-9	2	31	18	-12
Top 11-20	9	24	13	2	-7	6	26	-2	3
Non-top 20	29	41	138	6	-6	15	114	-24	-84
Client metric	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
US\$100m+	17	17	17	19	20	20	20	22	22
US\$50m+	42	42	45	46	48	49	49	46	48
US\$20m+	127	128	130	131	127	132	132	137	133
US\$10m+	218	220	221	229	237	243	250	254	256
US\$5m+	353	356	365	375	390	402	401	395	404
US\$1m+	880	890	937	937	947	971	958	951	951
Per employee analysis	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Revenue (US\$m) - TTM	11,786	12,078	12,344	12,586	12,761	12,904	13,075	13,270	13,434
Employees (average TTM)	2,01,314	2,09,236	2,15,360	2,19,626	2,22,744	2,23,198	2,23,819	2,24,204	2,23,194
Revenue per employee (TTM basis)	58,546	57,722	57,319	57,306	57,290	57,813	58,416	59,186	60,188

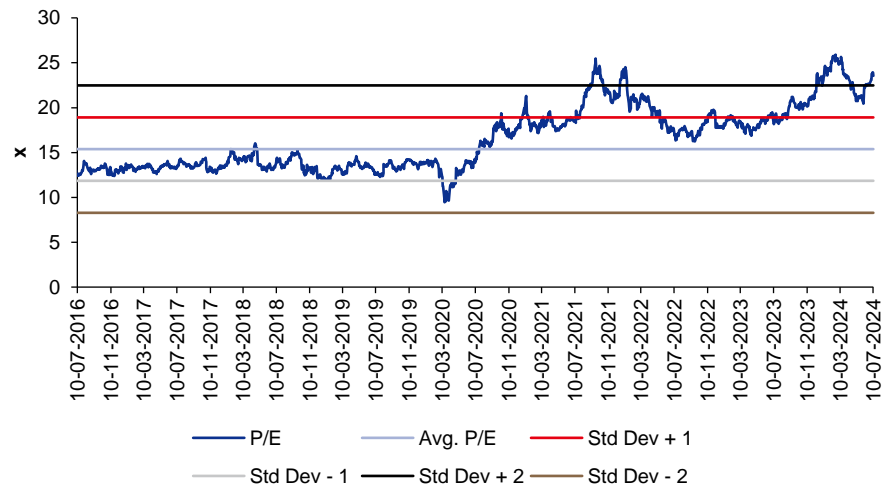
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 3: Change in our earnings estimate

Y/E Mar (Rs m)	FY25F			FY26F			FY27F
	New	Old	% change	New	Old	% change	New
US\$ revenue	13,894	13,938	-0.3	14,860	14,917	-0.4	16,051
Revenue	11,58,826	11,70,826	-1.0	12,70,534	12,82,824	-1.0	13,96,460
EBIT	2,11,758	2,16,017	-2.0	2,35,049	2,43,095	-3.3	2,61,138
EBIT margin (%)	18.3	18.5	(18) bp	18.5	19.0	(45) bp	18.7
Net PAT	1,71,438	1,71,321	0.1	1,89,323	1,92,263	-1.5	2,10,062
EPS (Rs)	63.3	63.3	0.1	69.9	71.0	-1.5	77.6

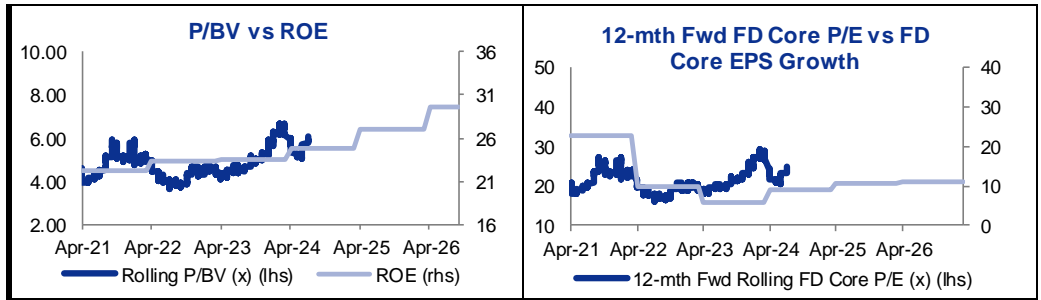
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 4: HCL Technologies trades above +2 standard deviation at ~24x one-year forward P/E



SOURCE: INCRED RESEARCH, BLOOMBERG

BY THE NUMBERS



Profit & Loss

(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Total Net Revenues	1,014,560	1,099,130	1,158,826	1,270,534	1,396,460
Gross Profit	353,010	377,880	393,938	435,793	478,986
Operating EBITDA	226,290	242,000	253,356	279,518	308,618
Depreciation And Amortisation	(41,450)	(41,730)	(41,597)	(44,469)	(47,480)
Operating EBIT	184,840	200,270	211,758	235,049	261,138
Financial Income/(Expense)	9,120	9,420	16,653	17,486	19,060
Pretax Income/(Loss) from Assoc.					
Non-Operating Income/(Expense)	910	(20)	1,249	1,016	1,117
Profit Before Tax (pre-EI)	194,870	209,670	229,661	253,551	281,315
Exceptional Items					
Pre-tax Profit	194,870	209,670	229,661	253,551	281,315
Taxation	(46,430)	(52,570)	(58,143)	(64,149)	(71,173)
Exceptional Income - post-tax					
Profit After Tax	148,440	157,100	171,518	189,403	210,142
Minority Interests	50	(80)	(80)	(80)	(80)
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	148,490	157,020	171,438	189,323	210,062
Recurring Net Profit	148,490	157,020	171,438	189,323	210,062
Fully Diluted Recurring Net Profit	148,490	157,020	171,438	189,323	210,062

Cash Flow

(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
EBITDA	226,290	242,000	253,356	279,518	308,618
Cash Flow from Invt. & Assoc.					
Change In Working Capital	(13,050)	23,050	(10,682)	(19,989)	(22,533)
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense	(50)	80	80	80	80
Other Operating Cashflow					
Net Interest (Paid)/Received					
Tax Paid	(36,980)	(42,120)	(58,143)	(64,149)	(71,173)
Cashflow From Operations	176,210	223,010	184,611	195,460	214,992
Capex	(16,610)	(10,480)	(12,000)	(12,000)	(12,000)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	(22,700)	(56,750)	16,653	17,486	19,060
Cash Flow From Investing	(39,310)	(67,230)	4,653	5,486	7,060
Debt Raised/(repaid)					
Proceeds From Issue Of Shares					
Shares Repurchased					
Dividends Paid	(129,950)	(140,730)	(157,302)	(179,857)	(199,559)
Preferred Dividends					
Other Financing Cashflow	(28,860)	(13,910)			
Cash Flow From Financing	(158,810)	(154,640)	(157,302)	(179,857)	(199,559)
Total Cash Generated	(21,910)	1,140	31,962	21,089	22,492
Free Cashflow To Equity	159,600	212,530	172,611	183,460	202,992
Free Cashflow To Firm	136,900	155,780	189,264	200,946	222,051

SOURCES: INCRED RESEARCH, COMPANY REPORTS

BY THE NUMBERS...cont'd

Balance Sheet					
(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Total Cash And Equivalents	201,090	271,930	304,981	326,927	350,376
Total Debtors	255,060	255,210	269,071	295,009	324,248
Inventories	2,280	1,850	1,850	1,850	1,850
Total Other Current Assets	77,340	64,320	64,320	64,320	64,320
Total Current Assets	535,770	593,310	640,222	688,106	740,794
Fixed Assets	160,920	150,390	120,793	88,324	52,844
Total Investments	20,700	23,500	23,500	23,500	23,500
Intangible Assets	185,670	201,320	201,320	201,320	201,320
Total Other Non-Current Assets	31,050	29,250	29,250	29,250	29,250
Total Non-current Assets	398,340	404,460	374,863	342,394	306,914
Short-term Debt	1,400	1,040	1,040	1,040	1,040
Current Portion of Long-Term Debt					
Total Creditors	64,280	58,530	61,709	67,657	74,363
Other Current Liabilities	148,630	167,690	167,690	167,690	167,690
Total Current Liabilities	214,310	227,260	230,439	236,387	243,093
Total Long-term Debt	21,110	22,230	22,230	22,230	22,230
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	44,710	65,570	65,570	65,570	65,570
Total Non-current Liabilities	65,820	87,800	87,800	87,800	87,800
Total Provisions					
Total Liabilities	280,130	315,060	318,239	324,188	330,893
Shareholders Equity	653,980	682,710	696,846	706,312	716,815
Minority Interests					
Total Equity	653,980	682,710	696,846	706,312	716,815

Key Ratios					
	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Revenue Growth	18.5%	8.3%	5.4%	9.6%	9.9%
Operating EBITDA Growth	12.1%	6.9%	4.7%	10.3%	10.4%
Operating EBITDA Margin	22.3%	22.0%	21.9%	22.0%	22.1%
Net Cash Per Share (Rs)	59.81	83.18	95.39	103.49	112.15
BVPS (Rs)	241.52	252.09	257.31	260.81	264.69
Gross Interest Cover					
Effective Tax Rate	23.8%	25.1%	25.3%	25.3%	25.3%
Net Dividend Payout Ratio	87.5%	89.7%	91.8%	95.0%	95.0%
Accounts Receivables Days	83.06	84.73	82.57	81.02	80.93
Inventory Days	1.07	1.05	0.88	0.81	0.74
Accounts Payables Days	35.05	31.07	28.69	28.28	28.25
ROIC (%)	37.8%	30.0%	33.2%	38.4%	43.9%
ROCE (%)	27.0%	21.1%	21.5%	23.5%	25.7%
Return On Average Assets	15.3%	15.5%	15.8%	17.2%	18.9%

SOURCES: INCRED RESEARCH, COMPANY REPORTS

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