

India

HOLD (no change)

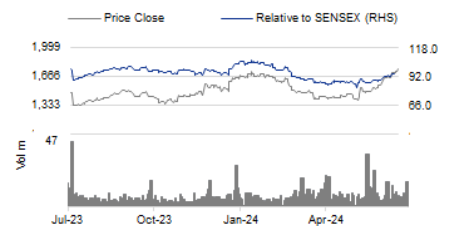
Consensus ratings*: Buy 32 Hold 8 Sell 7

Current price:	Rs1,758
Target price:	Rs1,852
Previous target:	Rs1,424
Up/downside:	5.3%
InCred Research / Consensus:	14.7%
Reuters:	
Bloomberg:	INFO IN
Market cap:	US\$100,523m
	Rs7,299,474m
Average daily turnover:	US\$169.5m
	Rs12311.3m
Current shares o/s:	4,143.4m
Free float:	87.0%

*Source: Bloomberg

Key changes in this note

- Expect 7.7% revenue CAGR over FY25F-27F.
- Expect 10.8% EBIT CAGR over FY25F-27F.
- Expect 12.3% PAT CAGR over FY25F-27F.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	17.3	24.6	19.9
Relative (%)	11.6	11.9	(1.1)

Major shareholders	% held
LIC	9.9
SBI MF	4.9
ICICI MF	2.9

Research Analyst(s)



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Infosys

Good execution

- 1QFY25 better than expected while the messaging was generally constructive.
- Operating cash flow (OCF) was up 47% yoy at ~Rs90.6bn. OCF/EBITDA stood at 96% vs. 68% yoy.
- Retain HOLD rating with a higher target price of Rs1,852 vs. Rs1,424 earlier.

1QFY25 earnings summary

Infosys' 1QFY25 revenue beat estimates, despite adjusting for one-timer (50bp), while the EBIT margin was aided by savings from project Maximus and the absence of one-time FSI customer contract renegotiation impact of 1% in 4QFY24. Better 1Q, demand uptick especially in the FSI vertical, and in-Tech acquisition led to an upward revision of guidance while the commentary on near-term visibility improvement led by short-cycle projects was consistent with our pre-quarter thesis that 1Q messaging may be generally constructive. We adjust FY25F estimates to account for the increase in guidance, introduce FY27F and shift the valuation to FY27F EPS to arrive at our higher target price of Rs1,852.

Strong deal TCV aids near-term revenue uptick

Large-deal TCV at US\$4.1bn was healthy, down 8.9% qoq but up 78.3% yoy, with the new component at 57.6% (44% in 4QFY24). Infosys signed 34 large deals in 1QFY25, of which eight were from the retail and communication verticals, six from energy, resources & services, five from financial services, four from manufacturing, two from high-tech, and one from life sciences. A sustained demand uptick could keep the new component at elevated levels while faster conversion to revenue may drive further upgrades.

EBIT margin beat encouraging

The EBIT margin beat (21.1% up 100bp qoq vs. 20.8% estimate) was aided by tailwinds from normalization of the one-time impact (100bp) of 4QFY24, 80bp from higher utilization and value-based selling, and realization improvement (40bp) partly offset by headwinds (120bp) related to higher variable pay and higher leave costs offset by currency movement. Management reiterated that the Maximus program is gaining traction while pyramid correction, automation, utilization, & pricing could help offset headwinds from large deal transitions. We retain our average 21.4% EBIT margin over FY25F-27F now vs. FY25F-26F earlier.

Retain HOLD rating but roll forward to FY27F raises the target price

We adjust our estimates and now model in a 7.7% US\$ revenue CAGR over FY25F-27F and a 12.3% PAT (Rs) CAGR. We also roll forward to FY27F valuation and largely retain the PE/G discount relative to TCS' multiple to arrive at our target P/EG of ~1.9x. This, in turn, drives our target price higher to Rs1,852 (Rs1,424 earlier). Cash conversion (OCF/EBITDA was ~73% over FY19-24), healthy return ratios and payout provide cushion. Continued ramp-up of deal wins and improvement in discretionary spending are key upside risks while delay in decision-making is a key downside risk.

Financial Summary

	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Revenue (Rsm)	1,467,670	1,536,710	1,609,607	1,773,835	1,949,201
Operating EBITDA (Rsm)	351,310	364,250	389,165	432,461	475,605
Net Profit (Rsm)	240,950	262,320	261,219	298,663	329,622
Core EPS (Rs)	57.3	63.0	63.0	72.0	79.5
Core EPS Growth	9.8%	9.8%	0.0%	14.3%	10.4%
FD Core P/E (x)	30.66	27.91	27.90	24.42	22.12
DPS (Rs)	34.0	46.0	56.0	61.2	67.5
Dividend Yield	1.93%	2.61%	3.18%	3.48%	3.84%
EV/EBITDA (x)	20.70	19.53	18.20	16.30	14.74
P/FCFE (x)	42.45	36.80	29.85	27.90	25.35
Net Gearing	(15.9%)	(24.1%)	(22.9%)	(25.7%)	(28.4%)
P/BV (x)	9.76	8.27	8.01	7.63	7.26
ROE	32.0%	32.1%	29.2%	32.0%	33.6%
% Change In Core EPS Estimates			(0.06%)	(0.04%)	
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)	4,714	4,617	2.1	4,564	3.3	4,649	1.4
Revenue (Rs m)	3,93,150	3,79,330	3.6	3,79,230	3.7	3,87,759	1.4
USD-Rs realization	83.4	82.2	1.5	83.09	0.4	83.4	0.0
EBITDA	94,370	90,640	4.1	87,840	7.4	92,287	2.3
EBITDA margin (%)	24.0	23.9	11 bp	23.2	84 bp	23.8	20 bp
EBIT	82,880	78,910	5.0	76,210	8.8	80,460	3.0
EBIT margin (%)	21.1	20.8	28 bp	20.1	99 bp	20.8	33 bp
Depreciation	11,490	11,730	(2.0)	11,630	(1.2)	11,827	(2.8)
Net other income	7,330	4,710	55.6	26,190	(72.0)	7,237	1.3
PBT	90,210	83,620	7.9	1,02,400	(11.9)	87,697	2.9
Provision for tax	26,470	24,170	9.5	22,650	16.9	25,301	4.6
% tax rate	29.3	28.9	44 bp	22.1	722 bp	28.9	49 bp
Net profit	63,680	59,450	7.1	79,690	(20.1)	62,336	2.2
EPS (Rs)	15.4	14.4	7.1	19.2	(20.1)	15.0	2.2

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Key conference-call highlights

- **Guidance:** FY25F constant currency or CC revenue growth guidance revised to 3%-4% (1-3% earlier), driven by 1QFY25 performance, ramp-up of large deals, and an uptick in the FSI vertical in the US. The EBIT margin guidance maintained at 20% to 22%.
- **Demand environment:** The demand situation is showing signs of improvement, with a broad-based growth across geographies and industry groups. However, discretionary spending remains under pressure due to economic factors such as interest rates and inflation, prompting clients to focus on delivering maximum business value through efficiency and transformation programs.
- **Vertical commentary**
 - **FSI:** Vertical revenue grew 0.3% yoy in CC terms, a first after six quarters, driven by large deal ramp-ups and recovery in the US, particularly in mortgage, capital markets, and cards and payments. Clients remain cautious but are focusing on maximizing value through technology and operation transformation.
 - **Manufacturing:** Up 6% yoy in CC terms and witnessing broad-based growth across industrial, automotive, and aerospace sectors. Vendor consolidation opportunities in resolving supply chain issues, infrastructure and application rationalization. Despite discretionary spending pressure, there's strong interest in GenAI and the in-Tech acquisition could aid engineering capabilities and growth in FY25F.
 - **Communication:** Up 5.4% yoy in CC terms driven by the ramp-up of recent large deal wins. However, the overall environment remains cautious with the ongoing opex pressure and delayed decision-making. Telcos are addressing challenges by focusing on rapid digitization and reprioritization of spending.
 - **Retail:** Declined 3% yoy in CC terms amid the ongoing uncertainty, and clients' focus on cost reductions to fund business transformation. Opportunities exist in customer and employee experience, predictive analytics, digital marketing, and landscape modernization. Despite a healthy pipeline, decision cycle remains lengthy.
 - **Energy:** Grew 6.3% yoy in CC terms. Current macroeconomic environment, with high interest rates and geopolitical conflicts, is influencing spending pattern amid pressure on discretionary spending. However, the differentiation in energy transition, integration, and business and human experience is helping build a strong pipeline.
 - **Hi-tech:** 2.1% yoy CC growth aided by strong client interest in GenAI, cloud services, and data standardization.
- **AI:**
 - Witnessing strong traction from clients with GenAI programs delivered through Infosys Topaz.

- Infosys is partnering with clients to transform product engineering practices, optimizing IT infrastructure, and preparing for the artificial intelligence or AI transformation journey using robust data foundations and Cobalt cloud services.

Figure 2: Operating metrics trend

Operating trends	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Revenue (US\$m)	4,444	4,555	4,659	4,554	4,617	4,718	4,663	4,564	4,714
Growth yoy (%)	17.5	13.9	9.6	6.4	3.9	3.6	0.1	0.2	2.1
Growth qoq (%)	3.8	2.5	2.3	-2.3	1.4	2.2	-1.2	-2.1	3.3
CC Growth yoy (%)	21.4	18.8	13.7	8.8	4.2	2.5	-1.0	-	2.5
CC Growth qoq (%)	5.5	4.0	2.4	-3.2	1.0	2.3	-1.0	-2.2	3.6
Revenue (Rs. m)	3,44,700	3,65,380	3,83,180	3,74,410	3,79,330	3,89,940	3,88,210	3,79,230	3,93,150
Growth yoy (%)	23.6	23.4	20.2	16.0	10.0	6.7	1.3	1.3	3.6
Growth qoq (%)	6.8	6.0	4.9	-2.3	1.3	2.8	-0.4	-2.3	3.7
EBIT margin (%)	20.1	21.5	21.5	21.0	20.8	21.2	20.5	20.1	21.1
US\$-INR realized rate	77.6	80.2	82.2	82.2	82.2	82.6	83.3	83.1	83.4
Headcount	3,35,186	3,45,218	3,46,845	3,43,234	3,36,294	3,28,764	3,22,663	3,17,240	3,15,332
Utilization ex-trainees (%)	84.7	83.6	81.7	80.0	81.1	81.8	82.7	83.5	85.3
LTM attrition - IT services (%)	28.4	27.1	24.3	20.9	17.3	14.6	12.9	12.6	12.7
Vertical (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Financial services	30.6	30.5	29.3	28.9	28.1	27.5	27.8	26.4	27.5
Retail	14.5	14.2	14.3	14.8	14.5	15.2	14.6	14.3	13.8
Communication	13.0	12.3	12.3	11.8	11.7	11.4	11.4	12.3	12.1
Energy, Utilities, Resources & Services	12.4	12.3	13.0	12.9	12.9	12.7	13.1	13.4	13.3
Manufacturing	12.1	12.8	13.3	13.5	14.1	14.3	14.9	14.7	14.7
Hi Tech	8.2	8.2	8.1	8.0	8.1	7.8	7.7	8.7	8.0
Life Sciences	6.5	6.7	7.0	7.2	7.2	7.8	7.6	7.3	7.3
Others	2.7	3.0	2.7	2.9	3.4	3.3	2.9	2.9	3.3
Vertical (US\$m)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Financial services	1,360	1,389	1,365	1,316	1,297	1,297	1,296	1,205	1,296
Retail	644	647	666	674	669	717	681	653	651
Communication	578	560	573	537	540	538	532	561	570
Energy, Utilities, Resources & Services	551	560	606	587	596	599	611	612	627
Manufacturing	538	583	620	615	651	675	695	671	693
Hi Tech	364	374	377	364	374	368	359	397	377
Life Sciences	289	305	326	328	332	368	354	333	344
Others	120	137	126	132	157	156	135	132	156
Vertical yoy (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Financial services	9.0	7.6	2.0	-1.8	-4.6	-6.6	-5.0	-8.4	-0.1
Retail	13.6	10.8	8.1	10.1	3.9	10.9	2.2	-3.2	-2.8
Communication	25.2	13.0	7.9	-1.9	-6.5	-4.0	-7.2	4.5	5.6
Energy, Utilities, Resources & Services	20.4	18.8	21.8	14.4	8.1	6.9	0.9	4.1	5.3
Manufacturing	46.6	33.8	29.0	21.7	21.1	15.7	12.1	9.1	6.4
Hi Tech	16.1	9.9	9.6	3.8	2.6	-1.5	-4.9	9.0	0.8
Life Sciences	12.3	7.5	2.3	16.1	15.1	20.6	8.7	1.6	3.5
Others	9.4	42.4	2.1	2.9	30.8	13.9	7.5	0.2	-0.9
Vertical qoq (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Financial services	1.5	2.2	-1.7	-3.6	-1.4	0.0	-0.1	-7.1	7.6
Retail	5.3	0.4	3.0	1.2	-0.7	7.1	-5.1	-4.1	-0.3
Communication	5.5	-3.0	2.3	-6.2	0.5	-0.4	-1.2	5.6	1.6
Energy, Utilities, Resources & Services	7.3	1.7	8.1	-3.0	1.4	0.6	1.9	0.1	2.5
Manufacturing	6.5	8.4	6.3	-0.8	5.9	3.6	3.0	-3.4	3.3
Hi Tech	3.8	2.5	1.0	-3.5	2.7	-1.6	-2.4	10.6	-5.0
Life Sciences	2.3	5.7	6.9	0.5	1.4	10.7	-3.7	-6.0	3.3
Others	-6.6	13.9	-7.9	5.0	18.9	-0.8	-13.1	-2.1	17.5
Incremental revenue (US\$m)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Financial services	20	29	24	-49	-19	0	-1	-91	91
Retail	32	2	19	8	-5	48	-36	-28	-2
Communication	30	-17	13	-36	3	-2	-6	30	9
Energy, Utilities, Resources & Services	37	9	45	-18	8	4	12	1	15
Manufacturing	33	45	37	-5	36	24	20	-24	22
Hi Tech	13	9	4	-13	10	-6	-9	38	-20
Life Sciences	6	16	21	2	5	36	-14	-21	11
Others	-8	17	-11	6	25	-1	-20	-3	23
Geography (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
North America	61.8	61.9	62.0	61.0	60.8	61.1	59.0	59.6	58.9
Europe	25.0	24.8	25.8	27.0	26.8	26.5	28.2	28.6	28.4
India	2.6	2.6	2.4	2.6	2.7	2.8	2.4	2.2	3.1
RoW	10.6	10.7	9.8	9.4	9.7	9.6	10.4	9.6	9.6
Geography (US\$m)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
North America	2,746	2,820	2,889	2,778	2,807	2,883	2,751	2,720	2,777
Europe	1,111	1,130	1,202	1,230	1,237	1,250	1,315	1,305	1,339
India	116	118	112	118	125	132	112	100	146
RoW	471	487	457	428	448	453	485	438	453
Geography yoy (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
North America	17.7	13.9	10.0	5.7	2.2	2.2	-4.8	-2.1	-1.1
Europe	21.4	13.9	13.6	14.0	11.4	10.7	9.4	6.2	8.2
India	5.3	13.9	-12.3	-13.5	7.9	11.5	0.1	-15.2	17.2
RoW	11.2	13.9	4.3	-1.9	-4.9	-7.1	6.2	2.4	1.0
Geography qoq (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
North America	4.5	2.7	2.4	-3.8	1.1	2.7	-4.6	-1.1	2.1
Europe	3.0	1.7	6.4	2.3	0.6	1.0	5.2	-0.7	2.6
India	-15.6	2.5	-5.6	5.9	5.3	6.0	-15.3	-10.3	45.5

RoW	7.9	3.5	-6.3	-6.2	4.6	1.1	7.1	-9.7	3.3
Incremental revenue (US\$m)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
North America	118	73	69	-111	29	76	-132	-31	56
Europe	32	19	72	28	8	13	65	-10	33
India	-21	3	-7	7	6	7	-20	-12	46
RoW	35	16	-31	-29	20	5	32	-47	14
Deal wins	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
TCV (US\$m)	1700	2700	3300	2100	2300	7700	3200	4,500	4,100
TCV yoy (%)	-34.6	25.6	30.4	-8.7	35.3	185.2	-3.0	114.3	78.3
TCV qoq (%)	-26.1	58.8	22.2	-36.4	9.5	234.8	-58.4	40.6	-8.9
TTM TCV	8,680	9,230	10,000	9,800	10,400	15,400	15,300	17,700	19,500
Clients (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Top 5	13.0	12.6	13.1	13.0	13.4	13.3	13.4	13.6	13.5
Top 6-10	7.8	7.6	7.4	7.1	7.0	6.6	6.6	6.8	7.4
Top 11-25	15.5	15.1	14.8	14.6	14.2	14.2	13.7	13.9	14.0
Non-top 25	63.7	64.7	64.7	65.3	65.4	65.9	66.3	65.7	65.1
Clients (US\$m)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Top 5	578	574	610	592	619	627	625	621	636
Top 6-10	347	346	345	323	323	311	308	310	349
Top 11-25	689	688	690	665	656	670	639	634	660
Non-top 25	2,831	2,947	3,014	2,974	3,020	3,109	3,092	2,999	3,069
Clients yoy growth (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Top 5	35.2	25.9	19.7	17.2	7.1	9.3	2.4	4.8	2.9
Top 6-10	22.2	8.2	-1.1	-0.6	-6.8	-10.1	-10.7	-4.0	7.9
Top 11-25	16.8	7.5	3.3	-2.9	-4.8	-2.6	-7.4	-4.6	0.7
Non-top 25	14.1	14.1	10.6	7.6	6.7	5.5	2.6	0.8	1.6
Clients qoq growth (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Top 5	14.4	-0.7	6.3	-3.0	4.5	1.4	-0.4	-0.7	2.5
Top 6-10	6.6	-0.1	-0.4	-6.2	-0.0	-3.7	-1.2	0.8	12.4
Top 11-25	0.6	-0.1	0.3	-3.6	-1.4	2.2	-4.6	-0.7	4.0
Non-top 25	2.4	4.1	2.3	-1.3	1.5	3.0	-0.6	-3.0	2.3
Client metrics	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
No of active clients	1,778	1,779	1,850	1,872	1,883	1,884	1,872	1,882	1,867
US\$1m+	877	895	912	922	940	951	944	959	987
US\$10m+	278	281	294	298	312	312	308	315	309
US\$50m+	69	77	79	75	79	80	82	83	84
US\$100m+	38	39	38	40	38	39	40	40	40
Per employee analysis	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Revenue (US\$m) TTM	16,972	17,529	17,938	18,212	18,385	18,548	18,552	18,562	18,659
Employees (average TTM)	3,05,221	3,21,622	3,35,316	3,42,621	3,42,898	3,38,784	3,32,739	3,26,240	3,21,000
Revenue per employee (TTM)	55,606	54,502	53,496	53,155	53,617	54,749	55,755	56,897	58,128

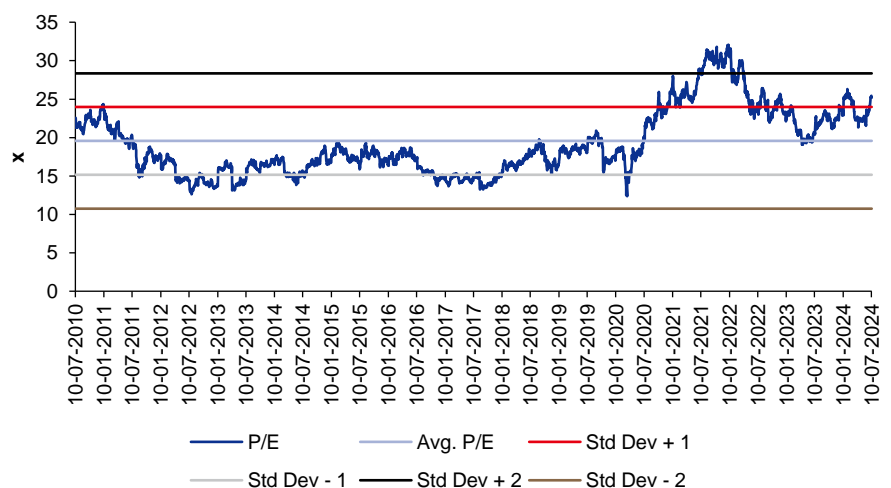
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 3: Change in our earnings estimates

Y/E Mar (Rs m)	FY25F			FY26F			FY27F
	New	Old	% change	New	Old	% change	New
US\$ revenue	19,300	19,056	1.3	20,747	20,003	3.7	22,405
Revenue	16,09,607	16,00,675	0.6	17,73,835	17,20,237	3.1	19,49,201
EBIT	3,41,182	3,36,966	1.3	3,80,133	3,75,012	1.4	4,19,078
EBIT margin (%)	21.2%	21.1%	0.1 bp	21.4%	21.8%	(0.4) bp	21.5%
Net PAT	2,61,219	2,60,867	0.1	2,98,663	2,98,202	0.2	3,29,622
EPS (Rs)	63.0	63.0	0.1	72.0	72.0	0.2	79.5

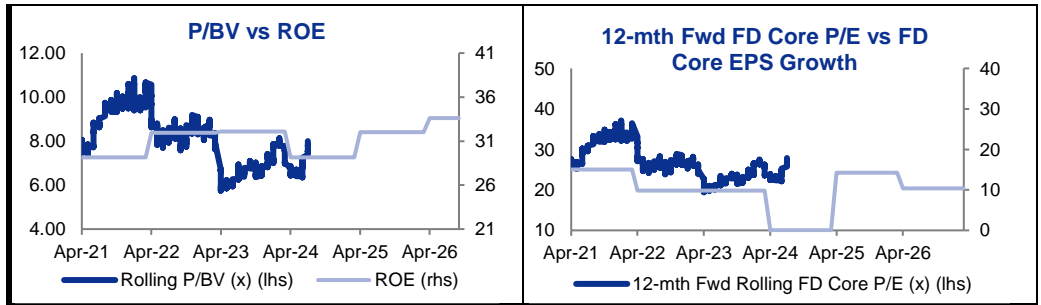
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 4: Infosys trades at ~25x 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	1,467,670	1,536,710	1,609,607	1,773,835	1,949,201
Gross Profit	486,390	509,350	539,574	590,687	647,135
Operating EBITDA	351,310	364,250	389,165	432,461	475,605
Depreciation And Amortisation	(42,250)	(46,780)	(47,984)	(52,328)	(56,527)
Operating EBIT	309,060	317,470	341,182	380,133	419,078
Financial Income/(Expense)	15,390	15,980	20,697	22,938	25,380
Pretax Income/(Loss) from Assoc.					
Non-Operating Income/(Expense)	8,770	26,440	6,417	6,386	7,407
Profit Before Tax (pre-EI)	333,220	359,890	368,296	409,456	451,865
Exceptional Items					
Pre-tax Profit	333,220	359,890	368,296	409,456	451,865
Taxation	(92,140)	(97,410)	(106,837)	(110,553)	(122,004)
Exceptional Income - post-tax					
Profit After Tax	241,080	262,480	261,459	298,903	329,862
Minority Interests	(130)	(160)	(240)	(240)	(240)
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	240,950	262,320	261,219	298,663	329,622
Recurring Net Profit	240,950	262,320	261,219	298,663	329,622
Fully Diluted Recurring Net Profit	240,950	262,320	261,219	298,663	329,622

Cash Flow

(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
EBITDA	351,310	364,250	389,165	432,461	475,605
Cash Flow from Invt. & Assoc.					
Change In Working Capital	(63,440)	(50,820)	(13,912)	(38,282)	(43,721)
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense	(130)	(160)	(240)	(240)	(240)
Other Operating Cashflow					
Net Interest (Paid)/Received					
Tax Paid	(87,940)	(92,310)	(106,837)	(110,553)	(122,004)
Cashflow From Operations	199,800	220,960	268,177	283,386	309,640
Capex	(25,790)	(22,010)	(24,000)	(22,000)	(22,000)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	13,700	(28,080)	(11,936)	33,523	36,987
Cash Flow From Investing	(12,090)	(50,090)	(35,936)	11,523	14,987
Debt Raised/(repaid)					
Proceeds From Issue Of Shares					
Shares Repurchased	(114,990)				
Dividends Paid	(136,310)	(146,920)	(231,855)	(253,864)	(280,178)
Preferred Dividends					
Other Financing Cashflow	(15,650)	(28,120)	(4,200)	(4,200)	(4,200)
Cash Flow From Financing	(266,950)	(175,040)	(236,055)	(258,064)	(284,378)
Total Cash Generated	(79,240)	(4,170)	(3,814)	36,845	40,249
Free Cashflow To Equity	174,010	198,950	244,177	261,386	287,640
Free Cashflow To Firm	187,710	170,870	232,241	294,909	324,627

SOURCE: 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	190,820	277,010	273,196	310,041	350,290
Total Debtors	407,130	429,610	445,398	485,982	534,028
Inventories					
Total Other Current Assets	110,860	187,700	187,700	187,700	187,700
Total Current Assets	708,810	894,320	906,294	983,724	1,072,018
Fixed Assets	205,160	192,150	211,416	181,088	146,561
Total Investments	154,060	148,470	148,470	148,470	148,470
Intangible Assets	89,970	87,000	87,000	87,000	87,000
Total Other Non-Current Assets	100,160	56,200	56,200	56,200	56,200
Total Non-current Assets	549,350	483,820	503,086	472,758	438,231
Short-term Debt					
Current Portion of Long-Term Debt					
Total Creditors	38,650	39,560	41,437	43,738	48,062
Other Current Liabilities	353,210	348,380	348,380	348,380	348,380
Total Current Liabilities	391,860	387,940	389,817	392,118	396,443
Total Long-term Debt					
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	108,350	105,590	105,590	105,590	105,590
Total Non-current Liabilities	108,350	105,590	105,590	105,590	105,590
Total Provisions					
Total Liabilities	500,210	493,530	495,407	497,708	502,033
Shareholders Equity	754,070	881,160	910,524	955,323	1,004,767
Minority Interests	3,880	3,450	3,450	3,450	3,450
Total Equity	757,950	884,610	913,974	958,773	1,008,217

Key Ratios					
	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Revenue Growth	20.7%	4.7%	4.7%	10.2%	9.9%
Operating EBITDA Growth	11.6%	3.7%	6.8%	11.1%	10.0%
Operating EBITDA Margin	23.9%	23.7%	24.2%	24.4%	24.4%
Net Cash Per Share (Rs)	28.73	51.41	50.43	59.31	69.02
BVPS (Rs)	180.13	212.67	219.51	230.31	242.22
Gross Interest Cover	108.82	67.69	81.23	90.51	99.78
Effective Tax Rate	27.7%	27.1%	29.0%	27.0%	27.0%
Net Dividend Payout Ratio	58.8%	72.6%	88.8%	85.0%	85.0%
Accounts Receivables Days	93.23	99.37	99.21	95.82	95.50
Inventory Days					
Accounts Payables Days	14.88	13.89	13.81	13.14	12.87
ROIC (%)	49.7%	44.4%	42.9%	46.4%	50.5%
ROCE (%)	27.4%	26.1%	25.1%	27.7%	29.2%
Return On Average Assets	18.9%	19.0%	17.7%	19.7%	21.0%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

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