



3R MATRIX

|                      |   |   |   |
|----------------------|---|---|---|
|                      | + | = | - |
| Right Sector (RS)    | ✓ | ■ | ■ |
| Right Quality (RQ)   | ✓ | ■ | ■ |
| Right Valuation (RV) | ■ | ✓ | ■ |

+ Positive = Neutral - Negative

What has changed in 3R MATRIX

|    |     |   |     |
|----|-----|---|-----|
|    | Old |   | New |
| RS | ■   | ↔ | ■   |
| RQ | ■   | ↔ | ■   |
| RV | ■   | ↔ | ■   |

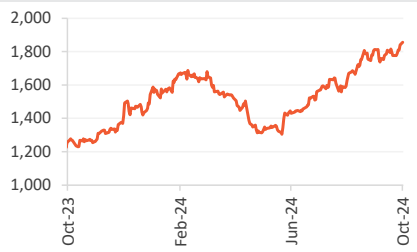
Company details

|                               |                 |
|-------------------------------|-----------------|
| Market cap:                   | Rs. 5,03,656 cr |
| 52-week high/low:             | Rs. 1,864/1,210 |
| NSE volume:<br>(No of shares) | 34.7 lakh       |
| BSE code:                     | 532281          |
| NSE code:                     | HCLTECH         |
| Free float:<br>(No of shares) | 106.34 cr       |

Shareholding (%)

|           |      |
|-----------|------|
| Promoters | 60.8 |
| FII       | 18.5 |
| DII       | 15.8 |
| Others    | 5.0  |

Price chart



Price performance

| (%)                | 1m  | 3m   | 6m   | 12m  |
|--------------------|-----|------|------|------|
| Absolute           | 2.4 | 18.3 | 23.3 | 47.9 |
| Relative to Sensex | 3.5 | 16.7 | 11.6 | 24.2 |

Sharekhan Research, Bloomberg

|                |                         |                |                           |
|----------------|-------------------------|----------------|---------------------------|
| IT & ITES      | Sharekhan code: HCLTECH |                |                           |
| Reco/View: Buy | ↔                       | CMP: Rs. 1,856 | Price Target: Rs. 2,120 ↑ |
| ↑ Upgrade      | ↔ Maintain              | ↓ Downgrade    |                           |

Summary

- HCL Tech reported revenue of \$3,445 million, up 1.6% q-o-q/6.2% y-o-y in CC terms, beating our estimates of 0.6% q-o-q growth in CC.
- EBIT margin expanded by 150 bps q-o-q to 18.6%, beating estimates of 17.9%, aided by strong operational execution. New deal wins TCVs stood at \$ 2,218 million, up 13% q-o-q/down 44%, in line with expectations.
- Management has raised the upper end of its revenue growth guidance to 3.5-5% from 3-5% on CC terms while maintaining EBIT margin at 18-19% for FY25. The ask rate to achieve guidance is 0-2% CQGR over Q3-Q4.
- We maintain BUY with a revised PT of Rs. 2,120 (valued at 28x Sep26E EPS). At CMP the stock trades at 28.9/26/23.1x its FY25/26/27E EPS.

HCL Technologies (HCL Tech) reported revenue of \$3,445 million, up 1.6% q-o-q/6.2% y-o-y in constant currency (CC) terms, beating our estimates of \$3,415 million. Revenue in rupee terms stood at Rs. 28,862 crore, up 2.9% q-o-q/8.2% y-o-y. Revenue growth was led by service revenue, up 1.6% q-o-q despite the impact of State street divestiture, while Software revenue grew 1.4% q-o-q in CC terms. EBIT margin expanded by 150 bps q-o-q to 18.6%, beating estimates of 17.9%, aided by strong operational execution. Net profit stood at Rs. 4,235 crore, down 0.5% q-o-q/10.5% y-o-y, beating our estimate of Rs. 4,019 crore. New deal wins TCVs stood at \$2,218 million, up 13% q-o-q/down 44%, in line with expectations but slightly lower than the eight-quarter average. Management has raised the upper end of its revenue growth guidance, following a better-than-expected H1FY25 which leaves the ask rate for Q3 and Q4 at benign 0-2% growth. With softer quarters behind, we believe the company is well placed to deliver industry-leading growth among Tier-1 companies. We expect Sales/PAT CAGR of ~9%/12% over FY24-27E. We maintain BUY with a revised price target (PT) of Rs. 2,120 (valued at 28x its Sep26E EPS). At CMP, the stock trades at 28.9/26/23.1x its FY25/26/27E EPS.

Key positives

- The company added 4 four clients each q-o-q in the \$50 million+ category and \$20 million+ category.
- EBIT margin expanded by 150 bps q-o-q to 18.6%.
- Growth in Financial Services, excluding the State Street joint venture impact, was over 4% q-o-q.

Key negatives

- New deal win TCVs moderated to \$2,218 million, up 13% q-o-q/down 44% y-o-y.
- Outsourcing costs rose to Rs. 3,748 crore, up 5.8 q-o-q/6.8% y-o-y.
- Net headcount declined by 780, taking the total headcount to 218,621.

Management Commentary

- Management has raised the upper end of its revenue growth guidance to 3.5-5% from 3-5% on CC terms, while maintaining EBIT margin at 18-19% for FY25. The ask rate for Q3 and Q4 is 0-2%
- Business momentum is picking up. The pipeline continues to grow and remain strong and is well distributed across business segments, verticals, and geographies.
- Management stated that it is cognizant regarding the macroeconomic environment, geopolitical factors, and volatility in discretionary spends.
- The company highlighted pressure in the automotive sector, particularly in Europe, and pressure from Aerospace clients due to industry-specific issues.
- The company expects furloughs in Q3 to be similar to last year.
- Management expects a wage hike impact of 65-80 bps in Q3 and an incremental further impact of another 50-60 bps in Q4.
- Wage hikes for India employees is expected to be around 7% on average. Top performers are likely to get double-digit increases of 12-15%.

Revision in estimates – We have fine-tuned our estimates to factor in Q2FY25 performance.

Our Call

Valuation – Maintain BUY with revised PT of Rs. 2,120: HCLTech reported strong results with revenue and margin beating estimates while the new deal win TCV was largely in line with expectations. Management has raised the upper end of its revenue growth guidance following a better-than-expected H1FY25, which leaves the ask rate for Q3 and Q4 at benign 0-2% growth. With softer quarters behind, we believe the company is well placed to deliver industry-leading growth among Tier-1 companies. We expect Sales/PAT CAGR of ~9%/12% over FY24-27E. We maintain BUY with a revised PT of Rs. 2,120 (valued at 28x its Sep26E EPS). At CMP the stock trades at 28.9/26/23.1x its FY25/26/27E EPS.

Key Risks

Rupee appreciation and/or adverse cross-currency movements. The contagion effect of banking crisis, macro headwinds and recession in the US can moderate the pace of technology spending.

Valuation (Consolidated)

| Particulars        | FY24       | FY25E      | FY26E      | FY27E      |
|--------------------|------------|------------|------------|------------|
| Net sales          | 1,09,913.0 | 1,16,964.2 | 1,29,607.8 | 1,41,999.3 |
| EBITDA Margin (%)  | 22.0       | 22.0       | 22.5       | 23.1       |
| Net profit (Rs cr) | 15,702.0   | 17,422.8   | 19,347.9   | 21,843.6   |
| % YoY growth       | 5.7        | 11.0       | 11.0       | 12.9       |
| EPS (Rs)           | 57.9       | 64.2       | 71.3       | 80.5       |
| PER                | 32.1       | 28.9       | 26.0       | 23.1       |
| P/B (x)            | 7.4        | 6.9        | 6.5        | 6.1        |
| EV/EBITDA          | 20.5       | 19.1       | 16.7       | 14.7       |
| ROE (%)            | 23.5       | 24.7       | 25.8       | 27.2       |
| ROCE (%)           | 26.9       | 28.2       | 29.6       | 31.5       |

Source: Company; Sharekhan estimates

## Key Earnings Highlights

- ◆ **Revenue:** Revenue in CC terms grew by 1.6% q-o-q, beating our estimates of 0.6% q-o-q revenue growth in CC terms. Reported revenue stood at \$3,445 million, up 2.4 % q-o-q/6.8% y-o-y. Revenue growth was led by Service revenue, up 1.6% q-o-q despite the impact of state street divestiture, while Software revenue grew 1.4% q-o-q in CC terms. Growth in the BFSI, excluding the State Street joint venture impact, was over 4% q-o-q. Revenue in rupee terms stood at Rs. 28,862 crore, up 2.9% q-o-q/8.2% y-o-y. Growth was on account of ramp-up of deals signed in the last 2-3 quarters with an equal split between efficiency-led deals and Data, SAP, and application modernisation opportunities.
- ◆ **EBIT margin:** EBIT margin expanded 150 bps q-o-q to 18.6%, beating our estimates of 17.9%, aided by strong operational execution. Software and Services business contributed to ~50/110 bps improvement, while ~25bps improvement came from a favourable exchange movement.
- ◆ **Booking performance:** HCL Tech signed 20 deals during Q2FY25, 12 in Services, and 8 in Software with a good mix of small and large deals. New deal wins TCVs stood at \$2,218 million, up 13% q-o-q/down 44%, in line with expectations but slightly lower than the eight-quarter average.
- ◆ **Vertical-wise performance:** Retail and CPG, Life Sciences, and Healthcare, Technology and Services, Manufacturing, Public Services, and Telecommunications grew 4.6%, 3.1%, 3.2%, 2.9%, 3.5%, and 1.6% q-o-q, respectively, while Financial Services was flat due to the impact of the planned divestment in the quarter; without divestment impact, it grew 4% q-o-q.
- ◆ **Geography-wise performance:** Americas, Europe, and ROW grew 1%, 4.3%, and 9.1% q-o-q, respectively.
- ◆ **Demand commentary:** Business momentum is picking up. Services segment is looking better from the discretionary spending perspective along with a few more verticals like Tech and Services. Management highlighted concerns regarding the macroeconomic environment, geopolitical factors, and volatility in discretionary spends. The company highlighted pressure in the automotive sector, particularly in Europe and pressure from Aerospace clients due to industry-specific issues. The company continues to witness good traction in AI and GenAI-related opportunities, led by offerings such as HCL Tech, AI Force, Enterprise AI Foundry, and AI Labs.
- ◆ **Net additions:** Net addition declined by 780, taking the total headcount to 2,18,621, while Attrition (LTM) rose 10 bps q-o-q to 12.9%.
- ◆ **Client metrics:** The company added four clients in the \$50 million+ and \$20 million+ category on a q-o-q basis but lost five and two clients in the \$10 million+ category and 5 million+ category, respectively. Revenue from the Top-5, Top-10, and Top-20 clients increased by 8.7%, 5%, and 4.8% q-o-q, respectively.
- ◆ **Strong cash flows:** On an LTM basis, OCF and FCF stood at \$2,512 and \$2,388 million, respectively, with FCF/NI at 119%. Net cash balance stood at \$3,166 million, up 23% y-o-y. DSO improved to 57 in Q2FY25 from 60 in Q1FY25.

Results

Rs cr

| Particulars                 | Q2FY25        | Q2FY24        | Q1FY25        | YoY (%)     | QoQ (%)     |
|-----------------------------|---------------|---------------|---------------|-------------|-------------|
| <b>Revenues (\$ mn)</b>     | <b>3,445</b>  | <b>3,225</b>  | <b>3,364</b>  | <b>6.8</b>  | <b>2.4</b>  |
| <b>Net sales</b>            | <b>28,862</b> | <b>26,672</b> | <b>28,057</b> | <b>8.2</b>  | <b>2.9</b>  |
| Direct Costs                | 18,789        | 17,013        | 18,364        | 10.4        | 2.3         |
| <b>Gross Profit</b>         | <b>10,073</b> | <b>9,659</b>  | <b>9,693</b>  | <b>4.3</b>  | <b>3.9</b>  |
| Research & development      | 395           | 404           | 407           | -2.2        | -2.9        |
| SG&A                        | 3,309         | 3,311         | 3,492         | -0.1        | -5.2        |
| <b>EBITDA</b>               | <b>6,369</b>  | <b>5,944</b>  | <b>5,794</b>  | <b>7.2</b>  | <b>9.9</b>  |
| Depreciation & amortization | 1,007         | 1,010         | 998           | -0.3        | 0.9         |
| <b>EBIT</b>                 | <b>5,362</b>  | <b>4,934</b>  | <b>4,796</b>  | <b>8.7</b>  | <b>11.8</b> |
| Forex gain/(loss)           | 3             | -15           | 81            | -120.0      | -96.3       |
| Other Income                | 322           | 209           | 831           | 54.1        | -61.3       |
| <b>PBT</b>                  | <b>5,687</b>  | <b>5,128</b>  | <b>5,708</b>  | <b>10.9</b> | <b>-0.4</b> |
| Tax Provision               | 1,450         | 1,295         | 1,448         | 12.0        | 0.1         |
| <b>Net profit</b>           | <b>4,235</b>  | <b>3,832</b>  | <b>4,258</b>  | <b>10.5</b> | <b>-0.5</b> |
| EO                          | 0             | 0             | 0             |             |             |
| <b>Reported net profit</b>  | <b>4,235</b>  | <b>3,832</b>  | <b>4,258</b>  | <b>10.5</b> | <b>-0.5</b> |
| EPS (Rs)                    | 15.6          | 14.2          | 15.7          | 10.4        | -0.4        |
| <b>Margin (%)</b>           |               |               |               |             |             |
| EBITDA                      | 22.1          | 22.3          | 20.7          | -22         | 142         |
| EBIT                        | 18.6          | 18.5          | 17.1          | 8           | 148         |
| NPM                         | 14.7          | 14.4          | 15.2          | 31          | -50         |
| Tax rate                    | 25.5          | 25.3          | 25.4          | 24          | 13          |

Source: Company, Sharekhan Research

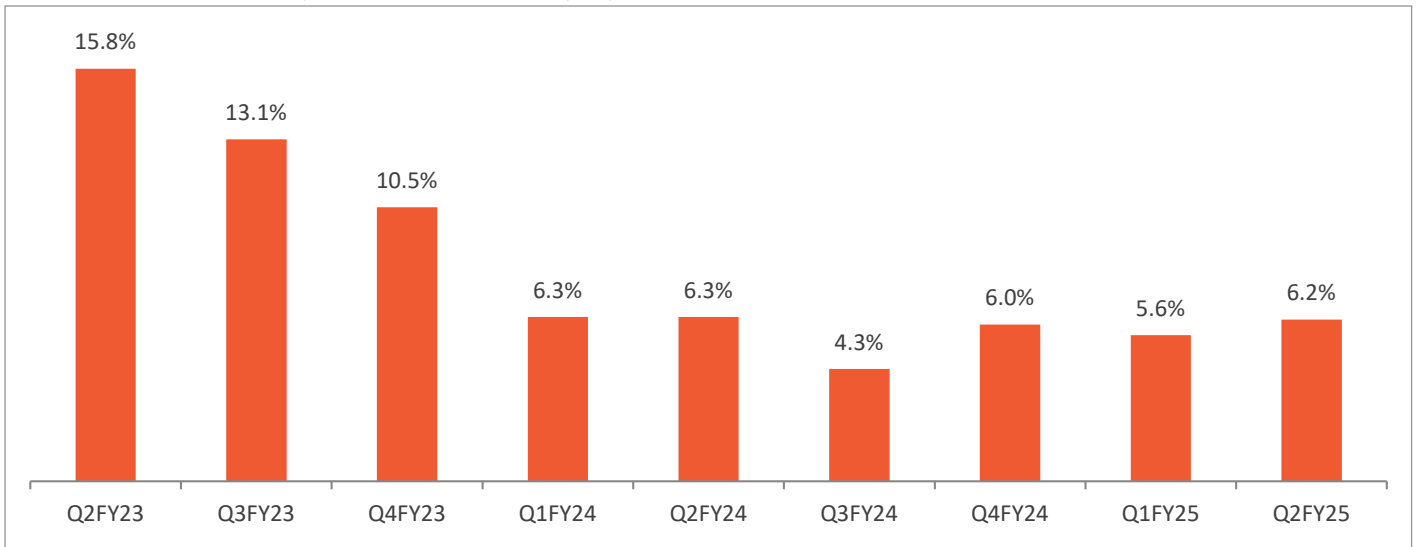
Revenue mix: Geographies, industry verticals, and other operating metrics

Rs cr

| Particulars   | Revenues |      | Contribution |       | \$ Growth (%) |       |
|---|----------|------|--------------|-------|---------------|-------|
|   | (\$ mn)  | (%)  | q-o-q        | y-o-y | q-o-q         | y-o-y |
| Revenues (\$ mn)                                      | 3,445    | 100  | 2.4          | 6.8   | 1.6           | 6.2   |
| <b>Geographic mix</b>                                 |          |      |              |       |               |       |
| Americas  | 2,243    | 65.1 | 1.0          | 7.8   | 0.0           | 7.5   |
| Europe  | 978      | 28.4 | 4.3          | 6.5   | 0.0           | 4.2   |
| RoW   | 224      | 6.5  | 9.1          | -0.8  | 0.0           | -2.6  |
| <b>Industry verticals</b>                             |          |      |              |       |               |       |
| Financial services                                    | 706      | 20.5 | 0.0          | -3.1  | 0.0           | -4.5  |
| Manufacturing   | 672      | 19.5 | 2.9          | 7.9   | 0.0           | 7.1   |
| Technology & services                                 | 451      | 13.1 | 3.2          | 6.8   | 0.0           | 5.6   |
| Retail & CPG  | 331      | 9.6  | 4.6          | 6.8   | 0.0           | 6.2   |
| Telecommunications, media, publishing & entertainment | 417      | 12.1 | 1.6          | 61.6  | 0.0           | 61.2  |
| Lifesciences & healthcare                             | 551      | 16.0 | 3.1          | -2.3  | 0.0           | 0.0   |
| Public services                                       | 317      | 9.2  | 3.5          | -0.7  | 0.0           | -2.0  |
| <b>Service line</b>                                   |          |      |              |       |               |       |
| IT and business services                              | 2,570    | 74.6 | 2.6          | 6.8   | 1.8           | 6.2   |
| Engineering and R&D Services                          | 544      | 15.8 | 1.8          | 5.5   | 1.1           | 4.3   |
| Products & platforms                                  | 341      | 9.9  | 2.4          | 6.8   | 1.4           | 9.9   |
| <b>Clients Contribution</b>                           |          |      |              |       |               |       |
| Top 5   | 417      | 12.1 | 8.7          | 31.9  |               |       |
| Top 10  | 692      | 20.1 | 5.0          | 24.9  |               |       |
| Top 20  | 1,061    | 30.8 | 4.8          | 20.5  |               |       |

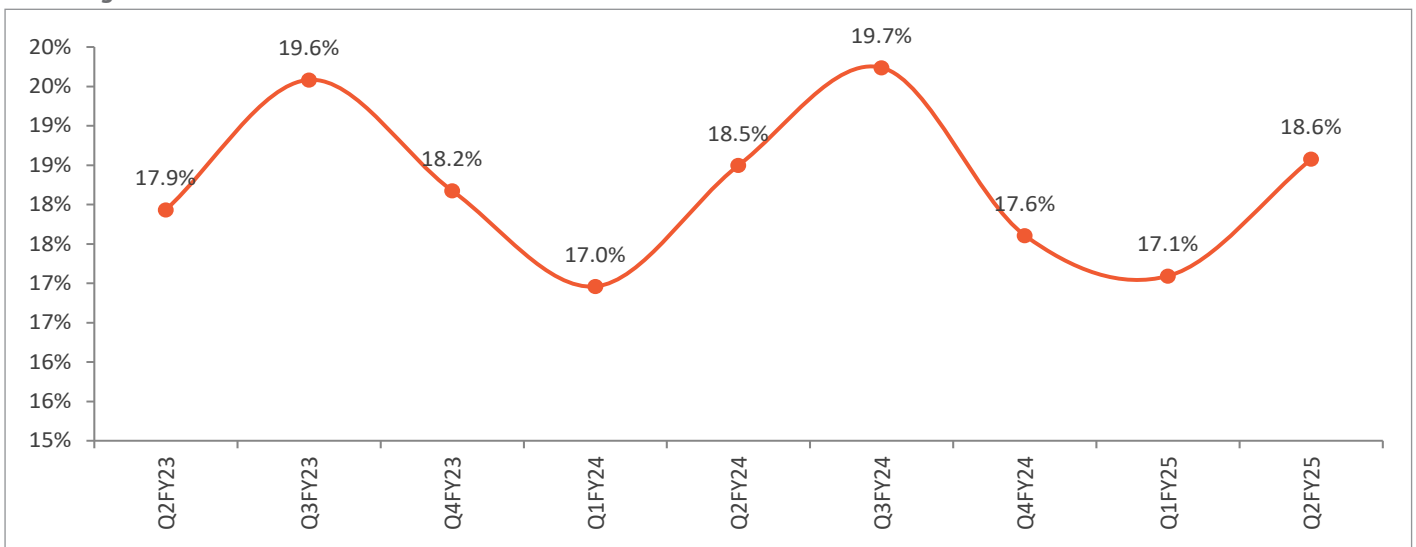
Source: Company, Sharekhan Research

HCL Tech's constant-currency revenue growth trend (y-o-y)



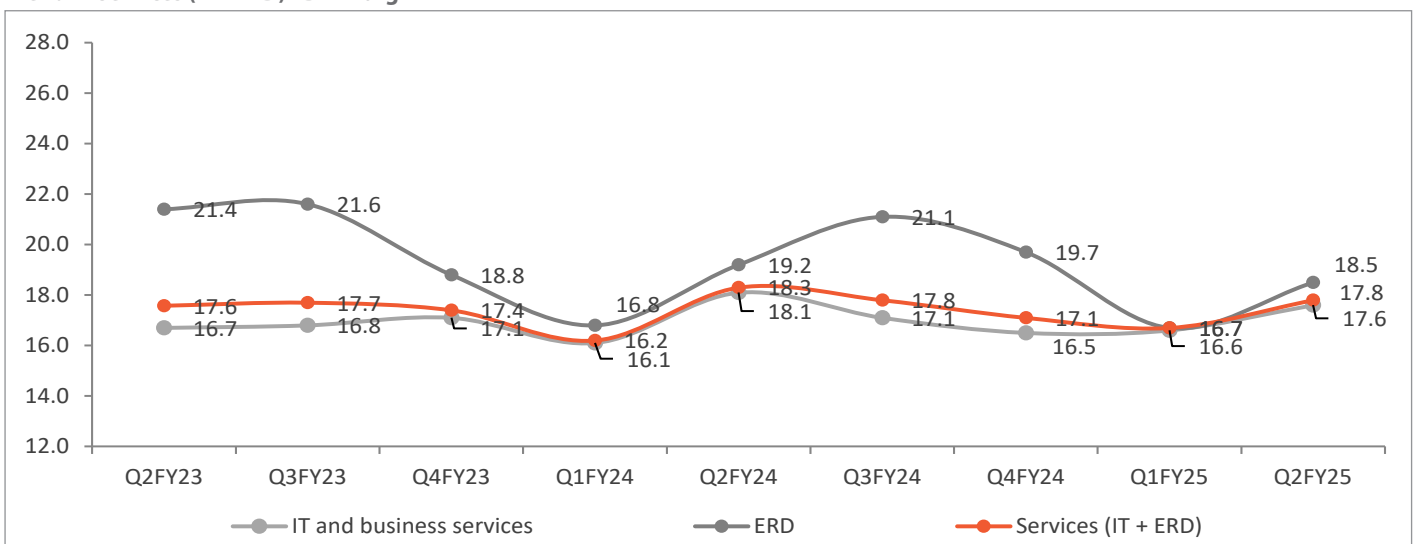
Source: Company, Sharekhan Research

EBIT margin trend



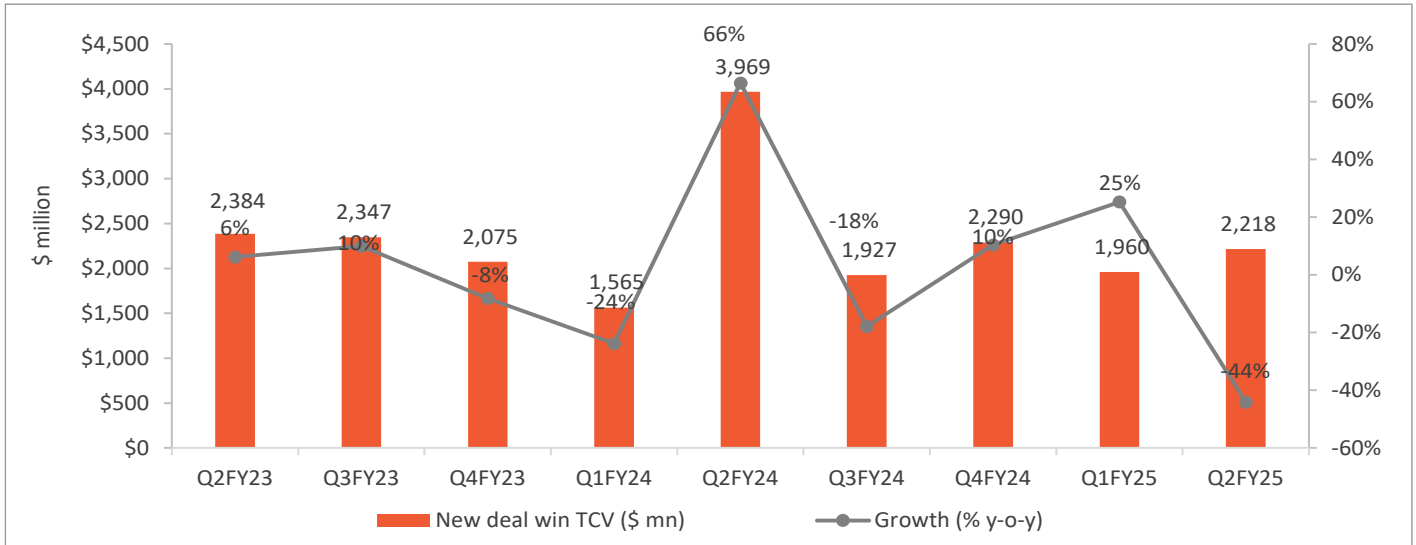
Source: Company, Sharekhan Research

Trend in services (IT+ ERD) EBIT margin



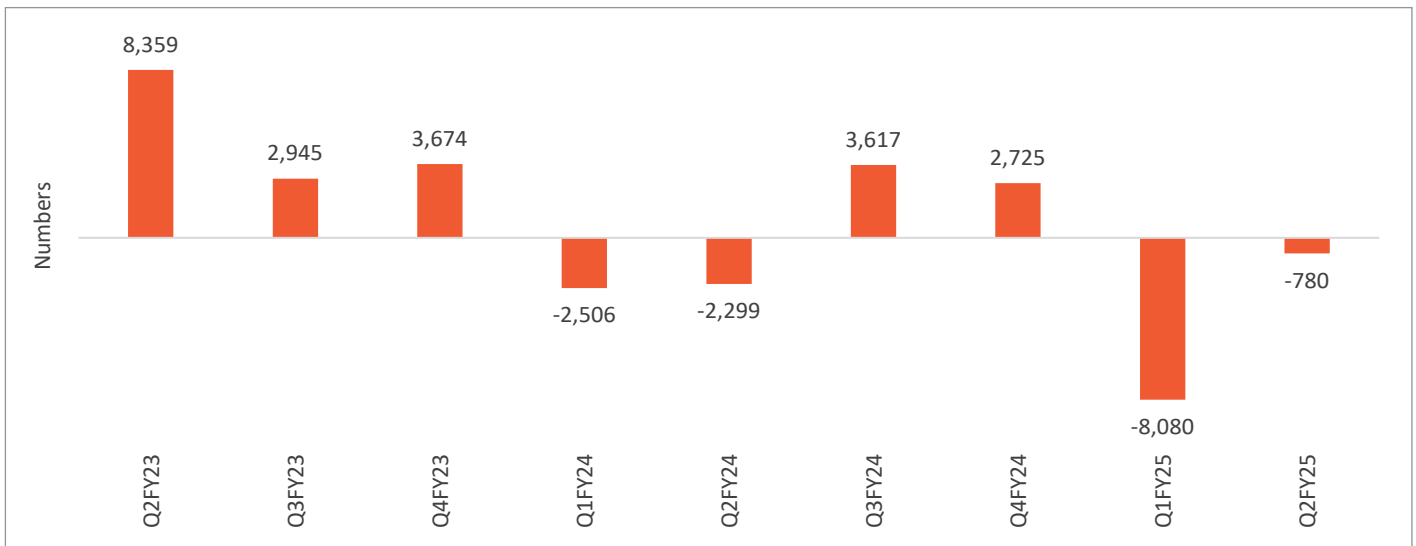
Source: Company, Sharekhan Research

**New deal wins TCVs trend**



Source: Company, Sharekhan Research

**Net headcount addition trend**



Source: Company, Sharekhan Research

## Outlook and Valuation

### ■ Sector view - Macro headwinds bottoming out; earnings visibility better

We anticipate growth momentum to return in FY25, aided by a lower base coupled with easing sector headwinds. Though, IT sector has already outperformed Nifty last year, we expect overall outperformance in CY24 as well, driven by receding headwinds and better earnings visibility.

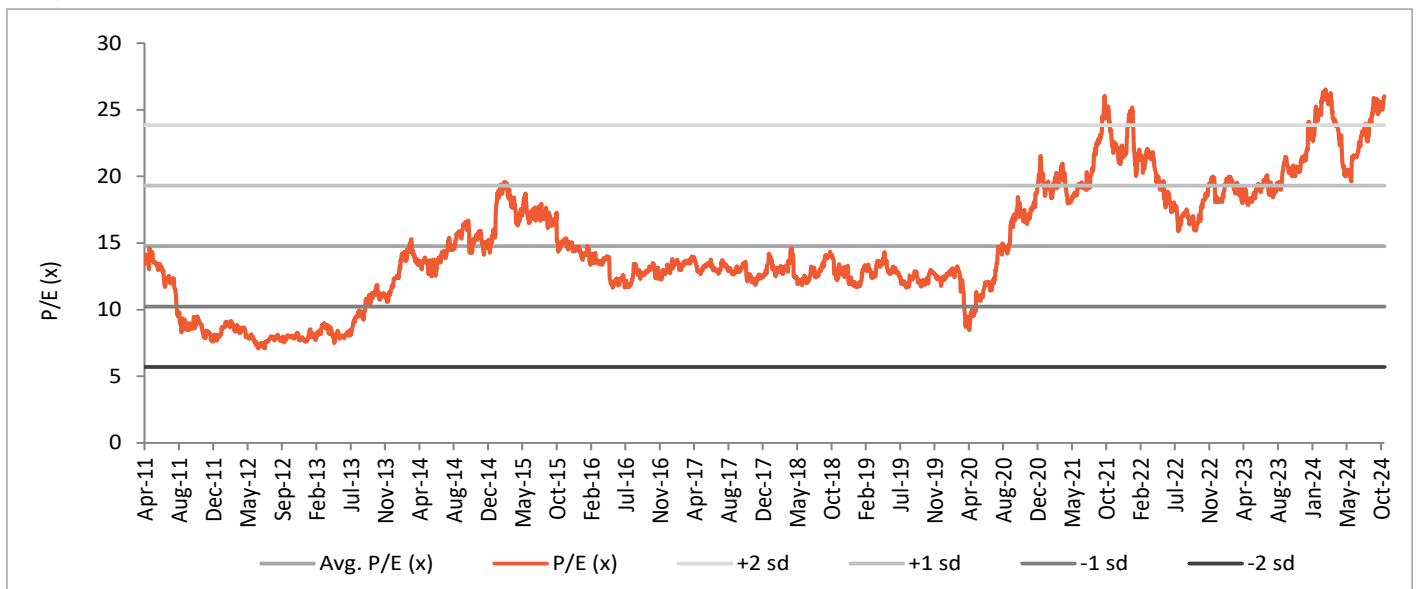
### ■ Company outlook - Leveraging on core strengths

HCL Technologies has invested aggressively in the fast-growing Mode-2 (a good proxy for digital offering) capabilities, which would help HCL Tech deliver strong revenue growth in the coming years. Given its differentiated position in Infrastructure Management Services (IMS) and strong capabilities in engineering services, HCL Tech is well positioned to maintain its growth momentum in the IT services business (89% of total revenue) going ahead. HCL Tech's strength in digital foundation and application modernisation make it a strong contender for building digital transformation initiatives for clients. Management has raised the upper end of its revenue growth guidance to 3.5-5% from 3-5% on CC terms, while maintaining EBIT margin at 18-19% for FY25

### ■ Valuation - Maintain Buy with revised PT of Rs. 2,120

HCLTech reported strong results with revenue and margin beating estimates while the new deal win TCV was largely in line with expectations. Management has raised the upper end of its revenue growth guidance following a better-than-expected H1FY25, which leaves the ask rate for Q3 and Q4 at benign 0-2% growth. With softer quarters behind, we believe the company is well placed to deliver industry-leading growth among Tier-1 companies. We expect Sales/PAT CAGR of ~9%/12% over FY24-27E. We maintain BUY with a revised PT of Rs. 2,120 (valued at 28x its Sep26E EPS). At CMP the stock trades at 28.9/26/23.1x its FY25/26/27E EPS.

### One-year forward P/E (x) band



Source: Sharekhan Research

## About company

HCL Tech is a leading global technology company providing software-led IT solutions, remote infrastructure management, BPO services, and engineering-related services. Further, the company helps global enterprises re-imagine and transform their businesses through digital technology transformation. HCL Tech leverages its global network of integrated co-innovation labs and global delivery capabilities to provide holistic multi-service delivery in key industry verticals.

## Investment theme

HCL Tech's revenue growth momentum is expected to accelerate, led by several large deal wins in the past few quarters and gradual recovery in infrastructure management services. The company focuses on chasing large deals to capture market share from incumbents in consolidation deals. Being the leader in IMS practices and the third-largest engineering services player globally in revenue, the company is well positioned to win large deal wins. Strong deal wins along with acquisition of select IP products will help the company drive growth going ahead.

## Key Risks

1) Rupee appreciation and/or adverse cross-currency movements. 2) The contagion effect of banking crisis, macro headwinds and recession in the US can moderate the pace of technology spending.

## Additional Data

### Key management personnel

|                       |   |
|-----------------------|---|
| Roshni Nadar Malhotra | Chairperson                                   |
| C Vijay Kumar         | Managing Director and CEO                     |
| Prateek Aggarwal      | Chief Financial Officer                       |
| Apparao V V           | Chief Human Resources Officer                 |
| Kalyan Kumar          | Chief Technology Officer and Head, Ecosystems |

Source: Company

### Top 10 shareholders

| Sr. No. | Holder Name                        | Holding (%) |
|---------|------------------------------------|-------------|
| 1       | Life Insurance Corp of India       | 4.65        |
| 2       | Artisan Partners Ltd               | 2.21        |
| 3       | Blackrock Inc                      | 1.73        |
| 4       | Vanguard Group Inc/The             | 1.61        |
| 5       | SBI Funds Management Ltd           | 1.48        |
| 6       | HDFC Asset Management Co Ltd       | 1.46        |
| 7       | ICICI Prudential Asset Management  | 1.15        |
| 8       | PPFAS Asset Management             | 0.69        |
| 9       | UTI Asset Management Co Ltd        | 0.63        |
| 10      | Nippon Life India Asset Management | 0.48        |

Source: Bloomberg

Sharekhan Limited, its analyst or dependant(s) of the analyst might be holding or having a position in the companies mentioned in the article.

## Understanding the Sharekhan 3R Matrix

| Right Sector    |  |
|-----------------|--|
| <b>Positive</b> | Strong industry fundamentals (favorable demand-supply scenario, consistent industry growth), increasing investments, higher entry barrier, and favorable government policies   |
| <b>Neutral</b>  | Stagnancy in the industry growth due to macro factors and lower incremental investments by Government/private companies  |
| <b>Negative</b> | Unable to recover from low in the stable economic environment, adverse government policies affecting the business fundamentals and global challenges (currency headwinds and unfavorable policies implemented by global industrial institutions) and any significant increase in commodity prices affecting profitability. |
| Right Quality   |  |
| <b>Positive</b> | Sector leader, Strong management bandwidth, Strong financial track-record, Healthy Balance sheet/cash flows, differentiated product/service portfolio and Good corporate governance.   |
| <b>Neutral</b>  | Macro slowdown affecting near term growth profile, Untoward events such as natural calamities resulting in near term uncertainty, Company specific events such as factory shutdown, lack of positive triggers/events in near term, raw material price movement turning unfavourable  |
| <b>Negative</b> | Weakening growth trend led by led by external/internal factors, reshuffling of key management personal, questionable corporate governance, high commodity prices/weak realisation environment resulting in margin pressure and deteriorating balance sheet   |
| Right Valuation |  |
| <b>Positive</b> | Strong earnings growth expectation and improving return ratios but valuations are trading at discount to industry leaders/historical average multiples, Expansion in valuation multiple due to expected outperformance amongst its peers and Industry up-cycle with conducive business environment.                        |
| <b>Neutral</b>  | Trading at par to historical valuations and having limited scope of expansion in valuation multiples.  |
| <b>Negative</b> | Trading at premium valuations but earnings outlook are weak; Emergence of roadblocks such as corporate governance issue, adverse government policies and bleak global macro environment etc warranting for lower than historical valuation multiple.   |

Source: Sharekhan Research



# Sharekhan

by BNP PARIBAS

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