

July 28, 2026

**Strong organic growth & order book reinforce FY27 visibility...**

**About the stock:** Coforge Ltd (Coforge) is a digital services and solutions provider that leverages its domain experience across sectors such as Banking & Financial Services, Insurance, Government, Travel, Transport and Hospitality. It had a strong FY26 with revenue growth of 29.1% in US\$ terms & rupee revenue growth of 35.9%.

**Q1FY27 performance:** Coforge reported revenue of US\$592.2 mn, up 21.1% QoQ/33.3% YoY in US\$ terms (+22.3% QoQ CC; Organic +1.1% QoQ CC & 5.2% QoQ CC excluding planned exit from low-margin businesses). EBITDA margin stood at 20.3%, down ~30 bps QoQ, while EBIT margin stood at 16%, down ~60 bps QoQ; organic EBIT margin stood at 16.7%, up ~10 bps QoQ. PAT from continuing operations stood at ₹518.6 crore, down 15.3% QoQ/up 109.8% YoY.

**Investment Rationale:**

- **Strong growth visibility backed by record order book and robust outlook:** Coforge delivered organic growth of 5.2% QoQ CC excluding the planned portfolio exits, materially ahead of its broadly flat Q1 guidance. **Management expects Q2 to be a robust growth quarter, with growth momentum sustaining thereafter, and remains confident of delivering industry-leading revenue growth in FY27.** This is supported by a record 12-month executable order book of US\$2.23 bn (+44.2% YoY), US\$691 mn Q1 order intake and a strong large-deal pipeline (including recently announced US\$230 mn+ 5-year deal). **Accordingly, we expect US\$ revenue to grow at CAGR of 27.2% over FY26-28E with organic CAGR being 11.3% over the same period.**
- **Structural margin improvement despite Encora integration:** Consolidated EBIT margin stood at 16% in Q1FY27, already ahead of management's FY27 guidance of ~15.5% or higher, while organic EBIT margin remained strong at 16.7%. Management expects margins to sustain at current levels at a minimum and potentially expand further, aided by operating leverage, portfolio rationalisation and faster-than-planned Encora cost synergies (~40% reduction in Encora G&A costs). **It maintained FY27 guidance of 20.5–21% consolidated EBITDA margin and 16.5–17% standalone EBIT margin, while indicating consolidated EBIT could surpass 15.5% supported by further cost synergies, operating leverage and limited wage-hike pressure (not planned till Q4). We bake in EBIT margins of 15.7% in both FY27E & FY28E.**
- **AI-led capabilities strengthen growth differentiation:** With **86% of revenues from AI-led engineering, data and cloud services**, Coforge is well positioned to capture rising enterprise AI spending. With 11,000+ data/AI practitioners, eight AI platforms and 100+ reusable AI agents, Coforge appears well placed to sustain above-industry growth alongside margin expansion.

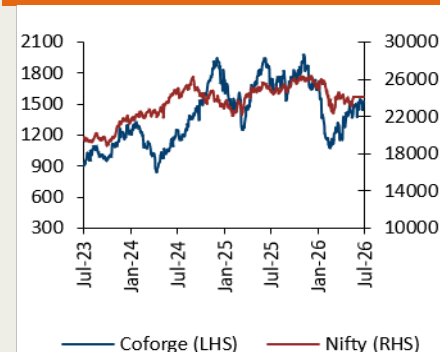
**Rating and Target Price:** Given strong organic growth, record executable order book and robust large-deal pipeline providing healthy growth visibility, alongside better-than-guided margin performance despite Encora integration, **we maintain our BUY rating on Coforge with a TP of ₹1,950, valuing it at ~27x FY28E EPS.**

**Coforge****Particulars**

| Particular                  | Amount    |
|-----------------------------|-----------|
| Market Cap (₹ Crore)        | 73,853    |
| Total Debt (₹ Crore)        | 116.7     |
| Cash & Investment (₹ Crore) | 1,099.2   |
| EV (₹ Crore)                | 72,871    |
| 52 week H/L                 | 1989/1008 |
| Equity capital              | 67.2      |
| Face value                  | 2.0       |

**Shareholding pattern**

|           | Sep-25 | Dec-25 | Mar-26 | Jun-26 |
|-----------|--------|--------|--------|--------|
| Promoters | -      | -      | -      | -      |
| FII       | 34     | 35     | 23     | 24     |
| DIs       | 55     | 54     | 44     | 43     |
| Others    | 11     | 12     | 32     | 33     |

**Price Chart****Key risks**

- Lower than expected revenue growth and ramp up of large deal wins;
- Lower than expected synergies from Encora acquisition

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**Key Financial Summary**

| Financials         | FY24  | FY25   | FY26   | 5 Year CAGR (FY21-26) | FY27E  | FY28E  | 2 year CAGR (FY26-28E) |
|--------------------|-------|--------|--------|-----------------------|--------|--------|------------------------|
| Net Sales          | 9,179 | 12,073 | 16,403 | NC                    | 24,894 | 28,301 | 31.4%                  |
| EBITDA             | 1,505 | 1,722  | 3,046  | NC                    | 5,055  | 5,745  | 37.3%                  |
| EBITDA Margins (%) | 16.4  | 14.3   | 18.6   |                       | 20.3   | 20.3   |                        |
| Net Profit         | 808   | 840    | 1,485  | NC                    | 2,619  | 3,206  | 46.9%                  |
| Diluted EPS (₹)    | 130.8 | 24.6   | 45.9   |                       | 59.2   | 72.5   |                        |
| P/E                | 63.8  | 67.8   | 36.4   |                       | 28.2   | 23.0   |                        |
| RoNW (%)           | 22.3  | 13.2   | 15.6   |                       | 11.7   | 13.3   |                        |
| RoCE (%)           | 23.6  | 13.7   | 19.3   |                       | 13.3   | 15.6   |                        |

Source: Company, ICICI Direct Research; Note: FY25 numbers are excluding AdvantageGo and thus not comparable

## Performance highlights and outlook

- **Revenue Performance:** Coforge in Q1FY27 reported revenue of US\$592.2 mn, up 21.1% QoQ/33.3% YoY in US\$ terms (+22.3% QoQ CC), including US\$100.7 mn contribution from two months of Encora. Organic revenue grew 1.1% QoQ CC and 5.2% QoQ CC excluding the planned exit from low-margin India Government and data-center businesses, materially ahead of the company's broadly flat Q1 guidance. In rupee terms, revenue stood at ₹5,527.7 crore, up 24% QoQ/ 50% YoY.
- **Geography Performance:** Geography wise on a QoQ basis in US\$ terms, Americas (61.8% of the mix) and EMEA (27% of the mix) grew by 35.4% and 18.6%, respectively, while RoW (11.2% of the mix) declined by 7.5%. On an organic CC basis, Americas and EMEA grew 3.5% and 8.4% QoQ, respectively, while RoW declined 22% QoQ
  - **ROW:** Organic QoQ de-growth was largely attributable to the planned discontinuation of a ~US\$15 mn low-margin India Government portfolio and ~US\$4 mn revenue impact from divestment of a data-center asset and hence does not indicate underlying demand weakness.
- **Segment Performance:** Vertical wise on a QoQ basis in US\$ terms, growth was led by Healthcare & Hi-tech (11.5% of mix), BFSI (24.9%), Others (17.9%), Insurance (14.8%) and TTH (23.4%), which grew 86%, 23%, 18.7%, 14.6% and 12.9%, respectively, while Government (7.5%) declined 0.2%. On an organic CC basis, BFSI, Insurance, TTH and Healthcare & Hi-tech grew 2.9%, 4.6%, 1.7% and 11.6% QoQ, respectively, while Others declined 8% due to planned portfolio exits.
  - **Healthcare & Hi-tech** emerged as a key growth driver, growing 11.6% QoQ organically in CC terms. Encora materially strengthens Coforge's presence in Hi-tech and nearly doubles its Healthcare capabilities. Management sees significant cross-selling opportunities across Encora's client portfolio, including the potential to scale select acquired accounts materially over the next 12–18 months.
  - **TTH:** TTH grew 1.7% QoQ organically in CC terms and continues to remain a key growth engine. Management indicated that the broader Travel business remains well positioned, supported by strong domain capabilities and cross-selling opportunities from Encora. It expects all major verticals, including Travel, to contribute to robust growth through FY27.
- **Margin performance:** EBITDA margin stood at 20.3%, down ~30 bps QoQ, while EBIT margin stood at 16%, down ~60 bps QoQ. Organic EBIT margin stood at 16.7%, up ~10 bps QoQ (ahead of the FY27 consolidated guidance of ~15.5%), while Encora delivered EBIT margin of 19.1% in its first quarter under Coforge. Encora G&A costs have already been reduced by ~40%, with further benefits expected in Q2. PAT from continuing operations stood at ₹518.6 crore, down 15.3% QoQ/up 109.8% YoY.
- **Revenue & Margin Guidance:** Management expects robust revenue growth from Q2FY27 onwards, with the impact of planned India Government and data-center portfolio exits now largely reflected in the Q1 base. Q2 growth visibility is already in place, although recently signed large deals are expected to contribute more meaningfully from Q3. **Management retained its FY27 outlook of 20.5–21% consolidated EBITDA margin, 16.5–17% standalone EBIT margin and ~15.5% or higher consolidated EBIT margin**, while FCF/PAT conversion is expected to exceed 100%. Management expects Encora's growth trajectory to become comparable with Coforge by Q3FY27.
- **Deal Pipeline:** Q1FY27 order intake stood at US\$691 mn, up 6.6% QoQ, comprising 4 large deals. Importantly, this excludes order intake from Encora as well as incremental work from previously announced framework agreements. The 12-month executable order book reached a record US\$2.23 bn, up 27.2% QoQ/44.2% YoY. Management highlighted that the

Q2 large-deal pipeline is the strongest in the company's history, with the recently announced US\$230 mn+ five-year AI-led transformation deal also forming part of Q2 rather than Q1 bookings.

- **AI/GenAI:** AI-led engineering, data and cloud services contributed 86% of consolidated revenue in Q1FY27, ahead of the ~80% indicated at the time of the Encora acquisition. Coforge has 11,000+ data and AI practitioners, 8 AI platforms, 22 AI assets and 100+ reusable AI agents and accelerators, having invested ~US\$58 mn in AI innovation during FY26. Management is increasingly focusing on “enterprise autonomy” through Coforge Neuron, forward-deployed engineers and AI-human ModSquads, with ~30% of active engagements already leveraging AI within delivery workflows. Outcome-based contracts currently account for ~6–7% of revenue.
- **Encora integration & synergies:** Encora integration is progressing ahead of plan, with all 45 legal entities migrated onto a common S/4HANA platform and operational control fully transitioned to Coforge leadership. Encora contributed US\$100.7 mn for two months in Q1 and delivered a 19.1% EBIT margin. Management highlighted ~40% reduction in Encora G&A costs & expects further synergies in Q2. It remains confident that the acquisition will be EPS accretive in FY27.
- **Debt & cash flow:** Coforge raised a US\$550 mn three-year term loan at 4.6% interest to fund the Encora acquisition, translating into a post-tax P&L cost of ~2.99%. Principal and interest payments are expected at ~US\$59 mn in FY27, US\$209 mn in FY28, US\$258 mn in FY29 and US\$75 mn in Q1FY30. Despite acquisition-related costs and higher interest expense, Q1 FCF stood at US\$52.9 mn, translating into 95.3% FCF/PAT conversion, with management maintaining its FY27 guidance of >100%.
- **Employee Addition & Attrition:** Total headcount increased by 10,451 QoQ to 46,228, including 9,256 employees from Encora and 1,195 organic additions. Utilisation stood at 82.5%, with management deliberately maintaining capacity in anticipation of strong growth, while LTM attrition declined ~40 bps QoQ to 10.4%, remaining among lowest in the industry.
- **Dividend:** The Board declared an interim dividend of ₹4 per share.

#### Exhibit 1: Quarter performance

|                              | Q1FY27  | Q1FY26  | YoY(%) | Q4FY26  | QoQ(%) | Comments                                                                                                                                                                                  |
|------------------------------|---------|---------|--------|---------|--------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Revenue in USD               | 592.2   | 442.4   | 33.9   | 489.1   | 21.1   | - Revenue in CC terms increased +22.3% QoQ.<br>- Organic revenue grew 1.1% QoQ CC and 5.2% QoQ CC excluding the planned exit from low-margin India Government and data-center businesses. |
| Revenue in ₹                 | 5,527.7 | 3,688.6 | 49.9   | 4,450.4 | 24.2   |                                                                                                                                                                                           |
| Employee expenses            | 3,633.9 | 2,430.8 | 49.5   | 2,919.5 | 24.5   |                                                                                                                                                                                           |
| Gross Margin                 | 1,893.8 | 1,257.8 | 50.6   | 1,530.9 | 23.7   |                                                                                                                                                                                           |
| Gross margin (%)             | 34.3    | 34.1    | 16bps  | 34.4    | -14bps |                                                                                                                                                                                           |
| SG&A expenses                | 770.5   | 613.6   | 25.6   | 614.1   | 25.5   |                                                                                                                                                                                           |
| EBITDA                       | 1,123.3 | 644.2   | 74.4   | 916.8   | 22.5   | Management retained its FY27 outlook of 20.5–21% consolidated EBITDA margin                                                                                                               |
| EBITDA Margin (%)            | 20.3    | 17.5    | 286bps | 20.6    | -28bps |                                                                                                                                                                                           |
| Depreciation & amortisation  | 241.1   | 159.2   | 51.4   | 180.0   | 33.9   |                                                                                                                                                                                           |
| EBIT                         | 882.2   | 485.0   | 81.9   | 736.8   | 19.7   |                                                                                                                                                                                           |
| EBIT Margin (%)              | 16.0    | 13.1    | 281bps | 16.6    | -60bps | Management retained its FY27 outlook of 16.5–17% standalone EBIT margin and ~15.5% or higher consolidated EBIT margin                                                                     |
| Other income (less interest) | -125.1  | -44.8   | 179.2  | -58.2   | 114.9  |                                                                                                                                                                                           |
| Exceptional items            | 55.0    | 74.9    | -26.6  | 53.6    | 2.6    |                                                                                                                                                                                           |
| PBT                          | 702.1   | 440.2   | 59.5   | 625.0   | 12.3   |                                                                                                                                                                                           |
| Tax paid                     | 170.4   | 79.2    | 115.2  | -41.2   | -513.6 |                                                                                                                                                                                           |
| PAT                          | 518.6   | 247.1   | 109.9  | 612.3   | -15.3  |                                                                                                                                                                                           |

Source: Company, ICICI Direct Research

**Exhibit 2: Change in estimates**

| Exhibit 2: Change in Estimates |        |        |         |       |        |         |  |
|--------------------------------|--------|--------|---------|-------|--------|---------|--|
| (₹ crore)                      | FY27E  |        |         | FY28E |        |         |  |
|                                | Old    | New    | %Change | Old   | New    | %Change |  |
| Revenue (USD mn)               | 2,688  | 2,663  | -0.9    | 2981  | 3,027  | 1.5     |  |
| Revenue                        | 24,898 | 24,894 | 0.0     | 27616 | 28,301 | 2.5     |  |
| EBIT                           | 3,859  | 3,903  | 1.1     | 4280  | 4,443  | 3.8     |  |
| EBIT Margin (%)                | 15.5   | 15.7   | 18bps   | 15.5  | 15.7   | 20bps   |  |
| PAT                            | 2,678  | 2,619  | -2.2    | 3077  | 3,206  | 4.2     |  |
| EPS                            | 57.2   | 59.2   | 3.5     | 65.7  | 72.5   | 10.3    |  |

Source: Company, ICICI Direct Research

## Financial summary

## Exhibit 3: Profit and loss statement

₹ crore

| (Year-end March)            | FY26          | FY27E         | FY28E         |
|-----------------------------|---------------|---------------|---------------|
| <b>Total op. Income</b>     | <b>16,403</b> | <b>24,894</b> | <b>28,301</b> |
| Growth (%)                  | 35.9          | 51.8          | 13.7          |
| COGS (employee expenses)    | 10,859        | 16,319        | 18,481        |
| S,G&A expenses              | 2,503         | 3,521         | 4,075         |
| Total Operating expenditure | 13,361        | 19,839        | 22,556        |
| <b>EBITDA</b>               | <b>3,046</b>  | <b>5,055</b>  | <b>5,745</b>  |
| Growth (%)                  | 76.9          | 65.9          | 13.7          |
| Depreciation                | 682           | 1,151         | 1,302         |
| Other Income (net)          | (206)         | (305)         | (120)         |
| PBT                         | 2,159         | 3,598         | 4,323         |
| Total Tax                   | 258           | 881           | 1,081         |
| Adjusted PAT                | 1,485         | 2,619         | 3,206         |
| Growth (%)                  | 77            | 76            | 22            |
| Adjusted EPS (₹)            | 45.9          | 59.2          | 72.5          |
| Growth (%)                  | 86.6          | 29.0          | 22.4          |

Source: Company, ICICI Direct Research

## Exhibit 4: Cash flow statement

₹ crore

| (Year-end March)               | FY26           | FY27E           | FY28E          |
|--------------------------------|----------------|-----------------|----------------|
| Profit before Tax              | 2,159          | 3,598           | 4,323          |
| Add: Depreciation              | 682            | 1,151           | 1,302          |
| (Inc)/dec in Current Assets    | (1,418)        | (3,705)         | 644            |
| Inc/(dec) in CL and Provisions | 567            | 961             | 634            |
| Taxes paid                     | (439)          | (881)           | (1,081)        |
| <b>CF from op.activities</b>   | <b>1,792</b>   | <b>(11,019)</b> | <b>5,822</b>   |
| (Inc)/dec in Investments       | -              | -               | -              |
| (Inc)/dec in Fixed Assets      | (743)          | (697)           | (708)          |
| Others                         | 26             | (305)           | (120)          |
| <b>CF from inv. activities</b> | <b>(435)</b>   | <b>(1,002)</b>  | <b>(828)</b>   |
| Issue/(Buy back) of Equity     | 0              | 11,335          | -              |
| Inc/(dec) in loan funds        | (105)          | -               | -              |
| Dividend paid & dividend tax   | (543)          | (1,179)         | (1,443)        |
| <b>CF from fin. activities</b> | <b>(1,094)</b> | <b>13,156</b>   | <b>(2,560)</b> |
| Net Cash flow                  | 263            | 1,135           | 2,435          |
| Exchange difference            | 35             | -               | -              |
| Opening Cash                   | 796            | 1,099           | 2,234          |
| <b>Closing Cash</b>            | <b>1,099</b>   | <b>2,234</b>    | <b>4,668</b>   |

Source: Company, ICICI Direct Research

## Exhibit 5: Balance sheet

₹ crore

| (Year-end March)              | FY26          | FY27E         | FY28E         |
|-------------------------------|---------------|---------------|---------------|
| <b>Liabilities</b>            |               |               |               |
| Equity Capital                | 67            | 89            | 89            |
| Reserve and Surplus           | 9,470         | 22,341        | 24,105        |
| Total Shareholders funds      | 9,538         | 22,430        | 24,193        |
| Total Debt                    | 117           | 3,117         | 2,000         |
| Provisions                    | 319           | 319           | 319           |
| Minority Interest / Other NCL | 1,204         | 1,247         | 1,283         |
| <b>Total Liabilities</b>      | <b>11,177</b> | <b>27,112</b> | <b>27,795</b> |
| <b>Assets</b>                 |               |               |               |
| Net Block                     | 2,592         | 2,138         | 1,544         |
| Capital WIP                   | 3             | 3             | 3             |
| Total Fixed Assets            | 2,596         | 2,141         | 1,547         |
| Goodwill                      | 4,167         | 16,373        | 16,373        |
| Deferred tax assets           | 652           | 652           | 652           |
| Debtors                       | 3,970         | 6,025         | 6,850         |
| Other Current Assets          | 837           | 2,792         | 1,443         |
| Cash                          | 1,099         | 2,234         | 4,668         |
| Current Investments           | -             | -             | -             |
| <b>Total Current Assets</b>   | <b>5,906</b>  | <b>11,051</b> | <b>12,962</b> |
| Trade payables                | 1,775         | 1,992         | 2,264         |
| Other current liabilities     | 1,795         | 2,489         | 2,830         |
| Short term provisions         | 99            | 150           | 170           |
| Total Current Liabilities     | 3,669         | 4,631         | 5,264         |
| Net Current Assets            | 2,236         | 6,420         | 7,698         |
| <b>Application of Funds</b>   | <b>11,177</b> | <b>27,112</b> | <b>27,795</b> |

Source: Company, ICICI Direct Research

## Exhibit 6: Key ratios

| (Year-end March)            | FY26  | FY27E | FY28E |
|-----------------------------|-------|-------|-------|
| <b>Per share data (₹)</b>   |       |       |       |
| Adjusted EPS (Diluted)      | 45.9  | 59.2  | 72.5  |
| DPS                         | 21    | 27    | 33    |
| Cash per Share              | 34.0  | 50.5  | 105.5 |
| BV per share (Diluted)      | 294.7 | 506.9 | 546.7 |
| <b>Operating Ratios (%)</b> |       |       |       |
| EBITDA Margin               | 18.6  | 20.3  | 20.3  |
| PBT Margin                  | 13.2  | 14.5  | 15.3  |
| PAT Margin                  | 9.1   | 10.5  | 11.3  |
| Debtor days                 | 88    | 88    | 88    |
| Creditor days               | 40    | 29    | 29    |
| <b>Return Ratios (%)</b>    |       |       |       |
| RoE                         | 15.6  | 11.7  | 13.3  |
| RoCE                        | 19.3  | 13.3  | 15.6  |
| RoIC                        | 23.5  | 15.7  | 19.2  |
| <b>Valuation Ratios (x)</b> |       |       |       |
| P/E (Adjusted)              | 36.4  | 28.2  | 23.0  |
| EV / EBITDA                 | 23.9  | 14.8  | 12.4  |
| EV / Net Sales              | 4.4   | 3.0   | 2.5   |
| Market Cap / Sales          | 4.5   | 3.0   | 2.6   |
| Price to Book Value         | 5.7   | 3.3   | 3.1   |
| <b>Solvency Ratios</b>      |       |       |       |
| Debt/EBITDA                 | 0.0   | 0.6   | 0.3   |
| Debt / Equity               | 0.0   | 0.1   | 0.1   |
| Current Ratio               | 1.3   | 1.9   | 1.6   |
| Quick Ratio                 | 1.3   | 1.9   | 1.6   |

Source: Company, ICICI Direct Research

## RATING RATIONALE

ICICI Direct endeavours to provide objective opinions and recommendations. ICICI Direct assigns ratings to its stocks according to their notional target price vs. current market price and then categorizes them as Buy, Hold, Reduce and Sell. The performance horizon is two years unless specified and the notional target price is defined as the analysts' valuation for a stock

Buy: >15%

Hold: -5% to 15%;

Reduce: -15% to -5%;

Sell: <-15%

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## ANALYST CERTIFICATION

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