

Market snapshot

Equities - India	Close	Chg .%	CYTD.%
Sensex	79,273	1.0	-7.0
Nifty-50	24,577	0.9	-5.9
Nifty-M 100	60,087	0.5	-0.7
Equities-Global	Close	Chg .%	CYTD.%
S&P 500	7,064	-0.6	3.2
Nasdaq	24,260	-0.6	4.4
FTSE 100	10,498	-1.0	5.7
DAX	24,271	-0.6	-0.9
Hang Seng	8,944	0.5	0.3
Nikkei 225	59,349	0.9	17.9
Commodities	Close	Chg .%	CYTD.%
Brent (US\$/Bbl)	108	1.5	72.4
Gold (\$/OZ)	4,720	-2.1	9.3
Cu (US\$/MT)	13,164	-0.3	5.7
Almn (US\$/MT)	3,606	0.4	21.5
Currency	Close	Chg .%	CYTD.%
USD/INR	93.5	0.4	4.0
USD/EUR	1.2	-0.4	0.0
USD/JPY	159.4	0.4	1.7
YIELD (%)	Close	1MChg	CYTD chg
10 Yrs G-Sec	6.9	0.00	0.3
10 Yrs AAA Corp	7.5	0.00	0.2
Flows (USD b)	21-Apr	MTD	CYTD
FII	-0.21	-2.46	-18.0
DII	0.24	3.97	31.0
Volumes (INRb)	21-Apr	MTD*	YTD*
Cash	1,356	1430	1312
F&O	5,58,621	2,25,859	2,83,521

Note: Flows, MTD includes provisional numbers.

*Average



Today's top research idea

Nestlé India: Strong quarter; positive comments on demand recovery

- ❖ Nestlé India (Nestle) reported strong performance in 4QFY26, with revenue growing 23% YoY (beat; 13% two-year CAGR). Domestic revenue grew 23% YoY (vs. our est. of 17%), driven by double-digit volume growth. Gross margin dipped 50bp YoY to 55.7% (vs. our est. of 55.9%), which was hit by inflation in key commodities such as milk and edible oils. Wheat availability was also affected by unseasonal rains, which led to delayed harvests and lower quality output. Coffee prices continued to soften.
- ❖ Despite these factors, EBITDA margin expanded 60bp YoY to 26.3% (at an all-time high), led by cost efficiencies. EBITDA grew 25% YoY (vs. our est. of 13%). Rising crude prices amid ongoing geopolitical tensions remain a key concern; however, packaged food companies (15– 20% crude linkage) are relatively less exposed compared to HPC players (25– 30%).
- ❖ We model a revenue/EBITDA/APAT CAGR of 12%/15%/17% over FY26-28E. The stock is trading at 68x/60x FY27/FY28 EPS. Given its expensive valuation, we reiterate our Neutral rating with a revised TP of INR1,400 (based on 60x P/E Mar'28E).



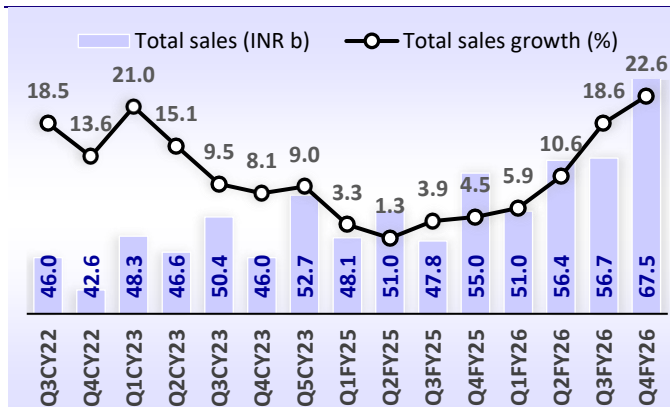
Research covered

Cos/Sector	Key Highlights
Nestlé India	Strong quarter; positive comments on demand recovery
HCL Technologies	FY27 guidance soft on the back of muted 4Q
Persistent Systems	Soft exit on core growth
Other Updates	360 ONE WAM Tata Elxsi PNB Housing Cyient DLM Indian General Insurance India Life Insurance Metals Monthly Sunteck Realty



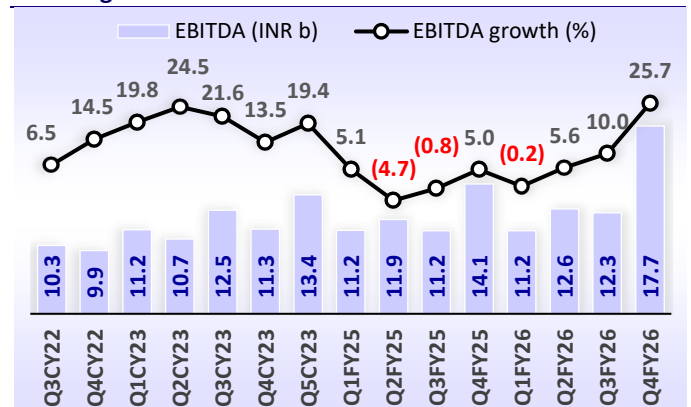
Chart of the Day: Nestlé India (Strong quarter; positive comments on demand recovery)

Total sales rose 23% YoY to INR67.5b



Sources: Company reports, MOFSL

EBITDA grew 26% YoY to INR17.7b



Source: Company reports, MOFSL

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Investors are advised to refer through important disclosures made at the last page of the Research Report.

Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.



Kindly click on textbox for the detailed news link

1

Govt's ammonia rule to hurt pharma cos as directive restricts sale of surplus to fertiliser firms

India's pharmaceutical industry faces a potential raw material crunch after the government restricted surplus ammonia supply to fertiliser use. Drugmakers warn the move could disrupt API production, cause medicine shortages and impact exports...

2

Amara Raja plans to begin bulk production of EV cells in 2027

India is building a lithium-ion cell manufacturing ecosystem. EV makers should anticipate a price premium on locally produced cells in the near future. Companies like Amara Raja and Tata Group's Agratas are investing heavily.

3

Suzlon Energy re-enters Europe with 'Blue Sky' turbines, eyes 20 GW repowering opportunity

Suzlon Energy is re-entering the European market with its new "Blue Sky" turbine platform, featuring 5 MW and 6.3 MW models to cater to diverse wind conditions. The company aims to capitalize on the region's 17-20 GW repowering opportunities by offering cost-effective retrofit solutions.

4

Telcos vs OTT apps: Trai's spam rules spark row with Bharti Airtel, Reliance Jio, Vodafone Idea

Telcos such as Bharti Airtel, Reliance Jio and Vodafone Idea as well as the Cellular Operators Association of India were united in their demand of a level playing field, stating that communication apps such as WhatsApp and Telegram must be brought under the same...

5

Sony Networks acquires Asian Games 2026 broadcast rights for India

Sony Pictures Networks India has secured India media rights for the 2026 Asian Games in Japan for about \$3.5-4 million. The event will air on Sony Sports Network and Sony LIV. With 41 sports, including cricket, the games are expected to draw strong Indian viewership.

6

Renault plans dual-platform strategy, targets 7 models and EV push in India by 2030

Renault is launching a new strategy in India. The company will use two platforms to offer vehicles. One platform targets cars under ten lakh rupees. The other will support larger vehicles and electrification. Renault plans to have seven models by 2030.

7

Hindustan Copper plans Rs 7,189-cr capex over 5 years for expansion of mines

Hindustan Copper Limited is investing over Rs 7,000 crore in the next five years to expand its mines. Production capacity is set to significantly increase. The company is also undertaking a major digital transformation.

Nestlé India

Estimate changes

TP change

Rating change



CMP: INR1,380

TP: INR1,400 (+1%)

Neutral

Bloomberg	NEST IN
Equity Shares (m)	1928
M.Cap.(INRb)/(USD b)	2660.9 / 28.5
52-Week Range (INR)	1396 / 1085
1, 6, 12 Rel. Per (%)	9/12/13
12M Avg Val (INR M)	1759

Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	231.5	263.2	290.2
Sales Gr. (%)	14.6	13.7	10.2
EBITDA	53.7	62.9	70.5
Margin (%)	23.2	23.9	24.3
Adj. PAT	33.0	39.7	44.8
Adj. EPS (INR)	17.1	20.6	23.2
EPS Gr. (%)	7.5	20.4	12.9
BV/Sh.(INR)	27.5	33.7	40.6

Ratios

RoE (%)	70.8	67.3	62.6
RoCE (%)	69.2	69.8	64.4
Payout (%)	70.1	70.1	70.1

Valuations

P/E (x)	81.5	67.7	60.0
P/BV (x)	50.7	41.4	34.3
EV/EBITDA (x)	49.7	42.3	37.5
Div. Yield (%)	0.9	1.0	1.2

Shareholding pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	62.8	62.8	62.8
DII	12.1	11.8	10.8
FII	9.8	9.8	10.3
Others	15.3	15.7	16.2

FII includes depository receipts

Strong quarter; positive comments on demand recovery

- Nestlé India (Nestle) reported strong performance in 4QFY26, with revenue growing 23% YoY (beat; 13% two-year CAGR). Domestic revenue grew 23% YoY (vs. our est. of 17%), driven by double-digit volume growth. Most categories delivered double-digit growth, with steady growth in milk products and nutrition. Nestle experienced market share gains for most of its key segments, reflecting better execution efforts. Export revenue rose 31% YoY.
- We had highlighted in our 4QFY26 preview note ([link](#)) that packaged food companies would continue to outperform as key beneficiaries of GST 2.0. Nestle has delivered strong performance since 2QFY26, backed by its investments in brands, strengthening distribution, and expanding capacity. These initiatives have been supported by a broader market recovery following GST 2.0, as ~85% of Nestle's portfolio has benefited from it.
- Gross margin dipped 50bp YoY to 55.7% (vs. our est. of 55.9%), which was hit by inflation in key commodities such as milk and edible oils. Wheat availability was also affected by unseasonal rains, which led to delayed harvests and lower quality output. Coffee prices continued to soften. Despite these factors, EBITDA margin expanded 60bp YoY to 26.3% (at an all-time high), led by cost efficiencies. EBITDA grew 25% YoY (vs. our est. of 13%). We model an EBITDA margin of 23.9% for FY27E and 24.3% for FY28E.
- The company had faced gross margin pressures over the past four quarters due to raw material inflation. Rising crude prices amid ongoing geopolitical tensions remain a key concern; however, packaged food companies (15–20% crude linkage) are relatively less exposed compared to HPC players (25–30%). That said, persistent geopolitical risks could keep inflation elevated and may weigh on broader demand recovery in 2026.
- We model a revenue/EBITDA/APAT CAGR of 12%/15%/17% over FY26-28E. The stock is trading at 68x/60x FY27/FY28 EPS. **Given its expensive valuation, we reiterate our Neutral rating with a revised TP of INR1,400 (based on 60x P/E Mar'28E).**

All-round beat; raise expectations for food peers

- **Third consecutive quarter of revenue beat:** Nestlé's net sales jumped 23% YoY to INR67.5b (est. INR64.3b) in 4QFY26. It is the third consecutive quarter of revenue outperformance. Domestic sales grew 23% YoY to INR64b, while exports jumped 31% YoY to INR2.8b. This growth was fueled by double-digit volume growth. The company has achieved its strongest volume growth in the last five years.

- **Volume-led growth across most segments:** The confectionery segment grew at a high double-digit pace in both value and volume, led by transaction growth in brands. The prepared dishes and cooking aids product group registered strong value growth, fueled by volume. The powdered and liquid beverages category recorded high double-digit growth (19 quarters in a row). The Milk Products and Nutrition product group showed steady growth. The pet food business delivered strong double-digit growth, propelled by innovation and distribution.
- **Commodity prices remained elevated:** The company's gross margin contracted 50bp YoY to 55.7% (est. 55.9%), given elevated RM prices. Management indicated that milk prices have not softened and are expected to remain elevated through the summer lean season. Edible oil prices remain elevated and have moved higher along with crude prices. Coffee prices continue to decline due to favorable crop yields in Vietnam and forthcoming crops in Brazil. Wheat has been affected by unseasonal rains in Apr'26, resulting in a delayed harvest and lower quantity and quality.
- **All-time high operating margin:** Other expenses grew 26% YoY while employee expenses were flat YoY. EBITDA margin expanded 60bp YoY to 26.3% (est. 24.8%, 21.7% in 3QFY25), at an all-time high. EBITDA grew 25% YoY to INR17.7b (est. INR16b). PBT grew 26% YoY to INR15.5b (est. INR14.1b), while Adj. PAT grew by 30% YoY to INR11.4b (est. INR10.3b).
- In FY26, the revenue, EBITDA, and APAT grew 15%, 11%, and 8%, respectively.

Valuation and view

- We raise our EPS estimates by 4-5% for FY27 and FY28.
- GST 2.0 stimulates consumption, drives affordability, and contributes to the overall growth of the FMCG sector. About 85% of the company's portfolio has benefited from the GST 2.0, leading to strong volumes across LUPs and larger packs. Apart from macro tailwinds, Nestle's own initiatives, such as its investments behind brands, strengthening distribution, and increasing capacity, are cumulatively boosting strong performance delivery.
- Rising crude prices amid ongoing geopolitical tensions remain a key concern; however, packaged food companies (15–20% crude linkage) are relatively less exposed compared to HPC players (25–30%). That said, persistent geopolitical risks could keep inflation elevated and may weigh on broader demand recovery in 2026.
- We model a revenue/EBITDA/APAT CAGR of 12%/15%/17% over FY26-28E. The stock is trading at 68x/60x FY27/FY28 EPS. **Given its expensive valuation, we reiterate our Neutral rating on the stock with a revised TP of INR1,400 (based on 60x P/E Mar'28E).**

Quarterly performance
(INR m)

Y/E December	FY25				FY26				FY25	FY26	FY26E 4QE	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Net Sales	48,140	51,040	47,797	55,039	50,962	56,436	56,670	67,478	2,02,016	2,31,546	64,334	4.9%
YoY Change (%)	3.3	1.3	3.9	4.5	5.9	10.6	18.6	22.6	3.5	14.6	16.9	
Gross Profit	27,751	28,901	26,951	30,914	28,107	30,667	31,582	37,579	1,14,518	1,28,133	35,950	4.5%
Margin (%)	57.6	56.6	56.4	56.2	55.2	54.3	55.7	55.7	56.7	55.3	55.9	
EBITDA	11,239	11,918	11,223	14,124	11,183	12,550	12,311	17,716	48,503	53,704	15,978	10.9%
Margins (%)	23.3	23.3	23.5	25.7	21.9	22.2	21.7	26.3	24.0	23.2	24.8	
YoY Growth (%)	5.4	-4.4	-0.6	5.2	-0.5	5.3	9.7	25.4	2.6	10.7	13.1	
Depreciation	1,127	1,216	1,503	1,553	1,569	1,634	1,744	2,045	5,399	6,992	1,777	
Interest	317	322	346	375	469	464	283	368	1,360	1,583	285	
Other income	391	69	44	84	40	16	117	185	589	404	173	
PBT	10,186	10,448	9,419	12,280	9,185	10,469	10,401	15,488	42,333	45,532	14,090	9.9%
Tax	2,625	3,010	2,264	3,192	2,412	2,753	2,597	3,985	11,085	11,748	3,636	
Rate (%)	25.8	28.8	24.0	26.0	26.3	26.3	25.0	25.7	26.2	25.8	25.8	
Adjusted PAT	7,467	7,792	6,880	8,730	6,466	7,443	7,721	11,378	30,694	32,996	10,347	10.0%
YoY Change (%)	6.4	-3.3	-11.9	-4.5	-13.4	-4.5	12.2	30.3	-3.1	7.5	18.5	

E: MOSL Estimates

HCL Technologies

Estimate change	↓
TP change	↓
Rating change	↔

CMP: INR1,441 TP: INR1,650 (+15%) Buy

FY27 guidance soft on the back of muted 4Q

Client-specific issues cloud the outlook, made worse by AI deflation

Bloomberg	HCLT IN
Equity Shares (m)	2714
M.Cap.(INRb)/(USDb)	3910.9 / 41.8
52-Week Range (INR)	1780 / 1276
1, 6, 12 Rel. Per (%)	2/2/-5
12M Avg Val (INR M)	4730

Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	1,301	1,413	1,506
EBIT Margin (%)	17.2	17.9	17.9
PAT	170	205	218
EPS (INR)	64.0	75.7	80.6
EPS Gr. (%)	0.2	18.3	6.5
BV/Sh. (INR)	265	262	257

Ratios

RoE (%)	24.5	28.8	31.1
RoCE (%)	23.8	26.5	28.7
Payout (%)	75.0	90.0	90.0

Valuations

P/E (x)	22.5	19.0	17.9
P/BV (x)	5.4	5.5	5.6
EV/EBITDA (x)	14.1	12.5	11.6
Div Yield (%)	3.3	4.7	5.0

Shareholding pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	60.8	60.8	60.8
DII	18.4	17.8	15.2
FII	16.5	16.9	19.5
Others	4.3	4.4	4.4

FII Includes depository receipts

- HCL Technologies (HCLT) reported 4QFY26 revenue of USD3.7b, which declined 3.3% QoQ CC, below our estimate of 0.9% QoQ CC decline. EBIT margin came in at 16.5% vs. our estimate of 17.2%. New deal TCV was USD1.9b (up 35.4% YoY) in 4QFY26. For FY27, revenue growth is guided at 1–4% YoY in CC. Services revenue growth is expected to be between 1.5% and 4.5% YoY in CC (vs. our expectations of 3–6%). EBIT margin guidance of 17.5–18.5% is in line.

- For FY26, revenue/EBIT grew 11.2%/4.6%, while adj. PAT was flat YoY in INR terms. We expect revenue/EBIT/PAT to grow 12.6%/21.0%/8.4% YoY in 1QFY27. Free cash flow stood at 107% of net profit for FY26. FY26 RoE came in at 24.5% (vs. 25.2%/23.5%/23.3% in FY25/FY24/FY23). The company's relative growth premium vs. large-cap peers narrows in the near term, although its diversified, infra-heavy portfolio remains a structural positive. We reiterate our **BUY rating** on HCLT with a TP of INR1,650, implying a 15% potential upside.

Our view: AI deflation starting to bite the industry

- **Soft guidance due to client-specific situations as well as the March weakness:** FY27 guidance of 1–4% YoY CC reflects a combination of **client-specific disruptions in March** and sharp discretionary cuts in telecom (by two large US clients). In addition, **two large client-specific headwinds (one retail, one manufacturing)** are expected to create ~50bps drag on services growth in FY27. Europe remains weak due to geopolitical issues, while North America is stable barring these client situations. Software weakness was also led by deal deferrals (the US government shutdown and West Asia crisis).
- **That said, this performance is a miss on guidance:** HCLT's premium multiple is premised on the fact that it can grow faster than other large-caps; at the midpoint, that growth premium disappears. We now expect ~3.0% services growth (organic). Importantly, the **full impact of the client-specific issues is yet to play out**, and we expect 1H to be soft. This, along with a **lower-than-expected improvement in FY27 margins**, would put HCLT's EPS growth premium at risk in the near term.
- **HCLT calls out a 2–3% deflationary impact from GenAI:** HCLT's service line is less exposed to GenAI deflation, with ~2–3% drag on its revenues. For the industry, HCLT estimates a higher drag of 3–5%; taken over 4–5 years, this implies **15–20% of revenues at risk** – higher than earlier expected, with the risk that AI swallows a larger part of the services stack.
- **Margins guided in-line; reinvestment offsets currency tailwinds:** FY27 EBIT margin guidance of 17.5–18.5% is in line. Management indicated that **benefits from currency depreciation will be reinvested into sales and GenAI capability buildout**, rather than flowing through to margins. Underlying margins remained resilient (17.7% adj. in 4Q), but **no meaningful operating leverage is expected in the near term.**

- Need clarity on AI deflation vs. client-specific issues; the long-term thesis of HCLT's portfolio being more resilient still intact:** Near-term performance is impacted by a mix of **client-specific issues and early-stage AI deflation**, and the interplay remains a key monitorable. That said, HCLT's exposure to **ER&D, chip design, and infrastructure management** makes it relatively more resilient vs. application-heavy peers. It has played out in previous downcycles, and we continue to hold this thesis despite today's results.

First cut – 4QFY26: Miss on revenue and margins; FY27E services guidance at 1.5-4.5%

- HCLT's revenue declined 3.3% QoQ in CC, below our estimate of a 0.9% QoQ CC decline. FY26 revenue stood at USD14.7b, up 6% YoY.
- New deal TCV stood at USD1.9b (down 35.6%/up 35.4% QoQ/YoY) in 4QFY26. For FY26, deal TCV stood at USD9.3b, up 0.6%.
- The IT business grew 0.1% QoQ cc, while ER&D/P&P dipped 1.3%/28.1% QoQ cc.
- For 4QFY26, the EBIT margin was 16.5%, below our estimate of 17.2%. For FY26, EBIT margin stood at 17.2% vs. 18.3% in FY25.
- For FY27, revenue growth guidance was given at 1–4% YoY in CC. Services revenue growth is expected to be between 1.5% and 4.5% YoY in CC (vs. our expectations of 3–6%). EBIT margin guidance of 17.5–18.5% is in line.
- In 4QFY26, adj. PAT declined 6.5% QoQ, but it was up 4.2% YoY to INR45b vs. est. of INR47b.
- LTM attrition improved 10bp QoQ to 12.5%. Net employee headcount improved by 0.4% in 4QFY26 and stood at 2,27,181 as at the end of 4QFY26. HCLT added 1,712 freshers in this quarter.
- LTM FCF to net income stood at 107%.
- The management declared an interim dividend of INR12/share for 4QFY26.

Key highlights from the management commentary

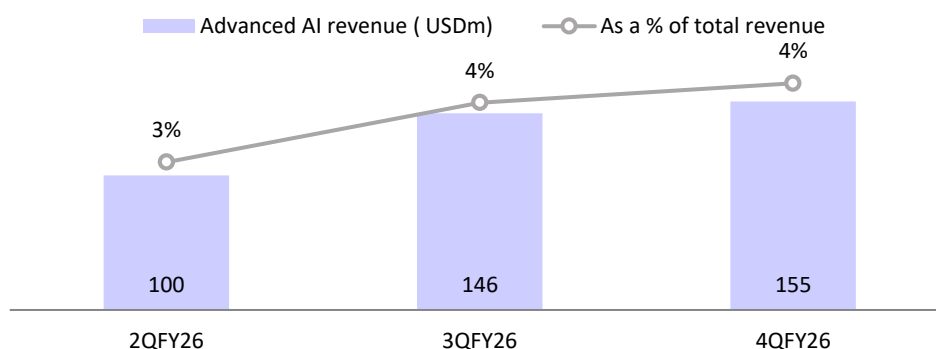
- FY26 saw continued macro uncertainty – tariff changes, lower discretionary spending in traditional IT, and some client cost-cutting; AI-related spending provided partial support.
- Cost-takeout and vendor consolidation continue to dominate the deal mix; discretionary IT spending remains soft across the board, with select telecom clients cutting spend meaningfully for CY26.
- The telecom vertical is the most significant near-term headwind – two large US telecom clients cut discretionary IT spending (digital business and engineering services) during 4QFY26. The impact is expected to persist through CY26 and is fully baked into the lower end of FY27 guidance.
- North America remains the most resilient region with no broad macro challenges; however, two client-specific situations (one retail, one manufacturing) will create a 50bp services growth headwind in FY27.
- AI deflation is estimated at 2-3% incremental impact on HCLT's portfolio mix (vs. the broader industry's 3-5% range); management views very little of this as having played out in reported numbers yet – the impact is likely to accelerate from FY27.
- Two acquisitions were completed in FY26: 1) Wabi Data Intelligence AI (augments software data offerings); and 2) a definitive agreement signed for

Solutions (Singapore-based wealth consulting – adds core banking and wealth management capabilities to BFSI portfolio).

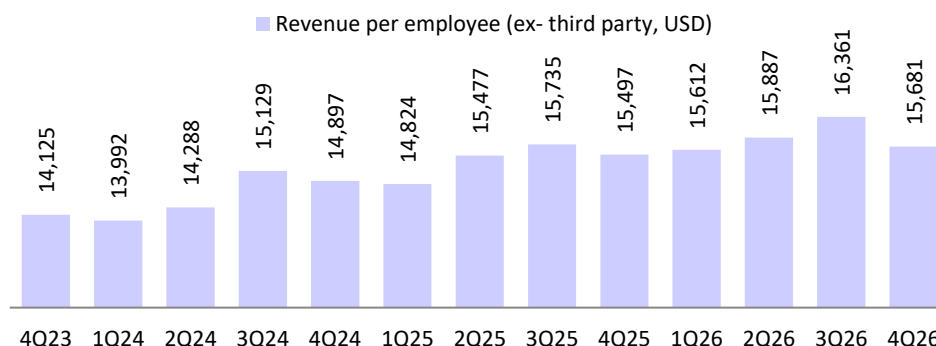
Valuation and view

■ We now expect HCL Technologies to deliver a CAGR of ~4.0% over FY25–28 in USD revenue with 17.9% EBIT margin for each year, factoring in softer FY27 guidance, client-specific headwinds, and early signs of GenAI-led deflation. The company’s relative growth premium vs. large-cap peers narrows in the near term, although its diversified, infra-heavy portfolio remains a structural positive. We trim our estimates by 2.5%/4.2% for FY27/FY28E. **We reiterate our BUY rating with a revised TP of INR1,650 (based on 20x FY28E EPS).**

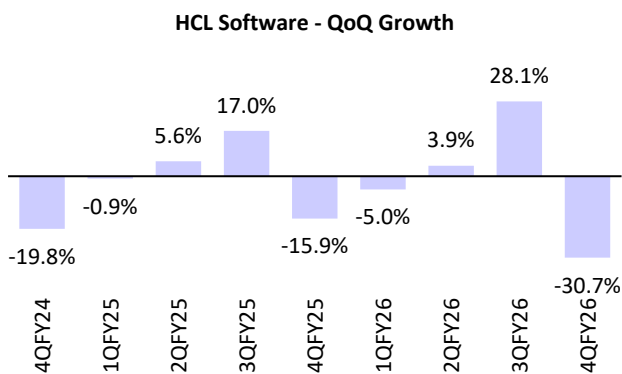
Annualized AI services revenue reached ~USD620m



Realizations have improved only 1.2% YoY

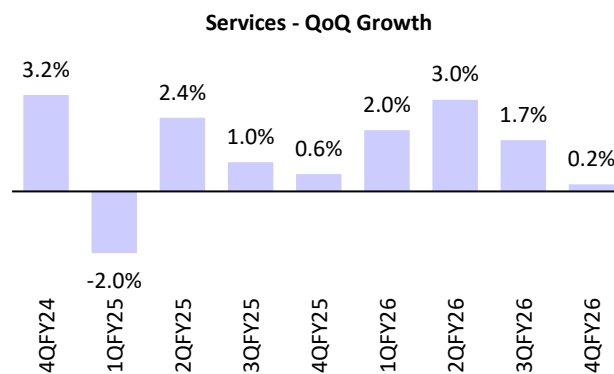


P&P business poses weak growth in 4Q



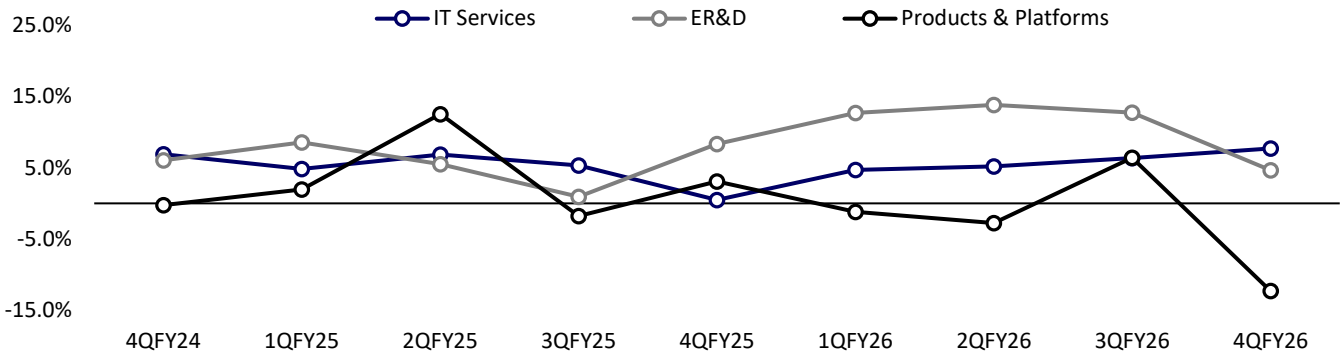
Source: MOFSL, Company

FY27 IT services growth guidance at 1.5-4.5% YoY CC



Source: MOFSL, Company

ER&D and IT Services experienced strong growth in a seasonally better quarter, while P&P business declined



Source: Company, MOFSL

RoW & India led growth; Americas also grew, while Europe's growth was the weakest

Geographies (YoY CC Growth, %)	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Americas	10.0	7.3	3.9	6.7	6.8	8.0	7.5	6.2	0.1	0.5	2.4	1.5	4.9
Europe	14.6	10.5	3.9	1.7	5.5	3.0	4.2	2.6	4.3	9.6	7.6	4.6	-2.9
ROW	1.4	-6.0	-3.6	-7.5	-7.1	-3.6	-2.6	2.9	23.2	15.0	17.9	22.1	16.6
India										1.3	0.6	15.8	5.3

Source: Company, MOFSL

Technology & Public Service led growth, while Retail & Financial Services are likely to perform better going ahead

Verticals (YoY CC Growth, %)	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Financial Services	9.6	14.4	12.5	12.9	12.1	-1.3	-4.5	-1.4	0.7	6.8	11.4	8.1	4.3
Manufacturing	11.8	16.5	3.3	5.8	9.8	3.5	7.1	0.0	-6.1	-1.0	-1.8	1.8	3.3
Technology & Services	17.9	-7.0	-9.5	-9.2	-8.6	2.7	5.6	7.6	10.8	13.7	13.9	14.4	17.8
Retail & CPG	11.8	3.2	8.1	11.7	8.2	9.7	6.2	17.2	9.5	8.2	5.5	-2.0	3.5
Telecommunications, Media, Publishing & Entertainment	8.9	-11.7	-10.4	8.3	6.5	69.2	61.2	33.1	24.3	13.0	11.7	7.1	-8.6
Lifesciences & Healthcare	1.6	13.4	9.8	0.5	5.4	-4.1	-2.8	-1.1	-7.4	-4.0	-3.0	-1.4	1.6
Public Services	7.6	6.8	1.7	-0.6	0.1	-3.7	-2.0	-4.6	-0.5	-2.4	2.2	8.0	10.7

Source: Company, MOFSL

Quarterly Performance

Y/E March	FY25				FY26				FY25	FY26	Est. 4QFY26	Var. (% / bp)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Revenue (USD m)	3,364	3,445	3,533	3,498	3,545	3,644	3,793	3,682	13,840	14,664	3,765	-2.2
QoQ (%)	-1.9	2.4	2.5	-1.0	1.3	2.8	4.1	-2.9	4.3	6.0	-0.7	-219bp
Revenue (INR b)	281	289	299	302	303	319	339	340	1,171	1,301	343	-1.1
YoY (%)	6.7	8.2	5.1	6.1	8.2	10.7	13.3	12.3	6.5	11.2	13.6	-121bp
GPM (%)	34.5	34.9	35.6	34.7	33.7	34.1	34.7	33.7	34.9	34.1	34.3	-62bp
SGA (%)	12.4	11.5	11.3	11.8	12.3	11.9	11.3	12.4	11.7	12.0	12.3	7bp
EBITDA	58	64	69	65	60	66	74	68	255	268	71	-4.4
EBITDA Margin (%)	20.6	22.1	23.0	21.5	19.6	20.7	21.9	19.9	21.8	20.6	20.6	-68bp
EBIT	48	54	58	54	49	56	63	56	214	224	59	-4.9
EBIT Margin (%)	17.1	18.6	19.5	18.0	16.3	17.4	18.6	16.5	18.3	17.2	17.2	-66bp
Other income	9	3	3	3	2	2	2	1	18	7	4	-80.1
ETR (%)	25.4	25.5	25.1	24.9	25.9	25.7	25.7	21.3	25.2	24.7	25.0	-376bp
Adj PAT	43	42	46	43	38	42	48	45	174	174	47	
Exceptional items	0.0	0.0	0.0	0.0	0.0	0.0	7.1	0.0		7.1	0.3	
PAT	43	42	46	43	38	42	41	45	174	167	47	-4.7
QoQ (%)	6.8	-0.5	8.4	-6.2	-10.8	10.2	-3.5	9.9			15.5	-567bp
YoY (%)	20.5	10.5	5.5	8.1	-9.7	0.0	-11.0	4.2	10.8	-4.3	9.3	-515bp
EPS	15.7	15.6	16.9	15.9	14.2	15.6	17.7	16.6	63.9	64.0	17.4	-4.8

Persistent Systems

Estimate change	↓
TP change	↔
Rating change	↔

CMP: INR5,330 **TP: INR6,200(+16%)** **Buy**

Soft exit on core growth

USD2b revenue target intact; margins steady with reinvestment bias

	PSYS IN
Bloomberg Equity Shares (m)	158
M.Cap.(INRb)/(USDb)	840.8 / 9
52-Week Range (INR)	6599 / 4449
1, 6, 12 Rel. Per (%)	7/-3/7
12M Avg Val (INR M)	3251

- Persistent Systems (PSYS) reported 4QFY26 revenue of USD436m (vs. est. USD438m), up 3.2% QoQ in USD terms and 3.4% in CC (est. +3.5%). Adj. EBIT margin stood at 16.3% (est. 16.6%).
- Adj. EBIT grew 16.3% QoQ/16.2% YoY to INR6.6b. Adj. PAT came in at INR5.3b (est. INR5.3b), up 4.5% QoQ/33.7% YoY.
- For FY26, revenue/adj. EBIT/adj. PAT grew 23.5%/36.6%/3.79% YoY in INR terms. We expect revenue/adj. EBIT/adj. PAT to grow 26.9%/38.9%/34.8% YoY in 1QFY27. Free cash flow stood at 94.7% of net profit for FY26. FY26 RoE came in at 27.3% (vs. 24.8%/25.6%/25.9% in FY25/FY24/FY23). TTM TCW was USD601m, down 10.8% QoQ and up 16.1% YoY (1.4x book-to-bill). We value PSYS at 34x FY28E EPS. Reiterate **BUY** with a TP of INR6,200.

Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	147.5	178.3	209.7
EBIT Margin (%)	16.2	16.7	16.8
Adj. PAT	19.3	23.7	27.9
Adj. EPS (INR)	123.3	150.1	177.1
EPS Gr.(%)	36.7	21.7	18.0
BV/Sh.(INR)	503.6	591.3	698.3
Ratios			
RoE (%)	27.3	27.7	27.7
RoCE (%)	24.6	24.6	24.6
Payout (%)	40.0	40.0	40.0
Valuations			
P/E (x)	43.2	35.5	30.1
P/BV (x)	10.6	9.0	7.6
EV/EBITDA (x)	28.5	23.2	19.4
Div. Yield (%)	0.9	1.1	1.3

Our view: Reinvestment to cap near-term margin upside

Shareholding pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	30.3	30.6	30.7
DII	29.8	30.6	26.3
FII	23.7	21.7	25.8
Others	16.2	17.2	17.2

FII Includes depository receipts

- **Fifth straight quarter of deceleration in revenue growth excl. software licenses:** 4Q revenue grew 3.4% QoQ in CC terms, a slight miss on consensus numbers. Revenue growth (excl. software licenses) continues to soften, with ~15% YoY growth in 4Q. While PSYS remains one of the fastest-growing IT services companies in our coverage, this marks the fifth straight quarter of YoY deceleration in revenue growth excl. software licenses (Exhibit 2).
- **The ask rate for next four-quarter CQGR for guided USD2b revenue is ~3.5% QoQ CC.** This would imply ~15% YoY growth for PSYS in FY27, again better than the industry but lower than our earlier expectation of ~18%.
- **Top 5 clients' revenue declined ~1.2% QoQ,** with YoY growth moderating to ~12% (vs. ~25% earlier). This moderation is largely driven by offshoring shifts and execution-related changes rather than demand weakness. Management indicated no structural issue in large accounts, with wallet share remaining intact.
- **Margin recovery with reinvestment bias:** 4Q EBIT margin at 16.3% (down 40bp QoQ) was supported by absence of 3Q one-offs (+220bp), operational efficiencies (+40bp), and favorable currency (+60bp), partly offset by higher consulting/advisory (-60bp) and software/travel costs (-70bp).
- However, management reiterated that growth reinvestment, particularly in AI platforms, consulting, and capability buildout, remains the priority. While the 16-17% margin band is achievable, near-term expansion could be capped by continued investments. We estimate EBIT margin of 16.7%/16.8% for FY27/FY28.

Valuation and revisions to our estimates

- **We now build in ~16% USD revenue CAGR over FY26-28E for PSYS,** reflecting moderation in core growth. Along with gradual margin expansion, this translates into ~20-22% EPS CAGR, still among the stronger growth profiles in mid-tier IT, though lower than earlier expectations.

- **We cut our estimates by ~4-5%**, factoring in a soft 4Q exit and continued reinvestments in AI platforms and consulting capabilities. We now build in a more gradual margin expansion to ~16.7-16.8% over FY27-28E. We value PSYS at **34x FY28E EPS** and maintain **BUY** with a revised TP of **INR6,200**.

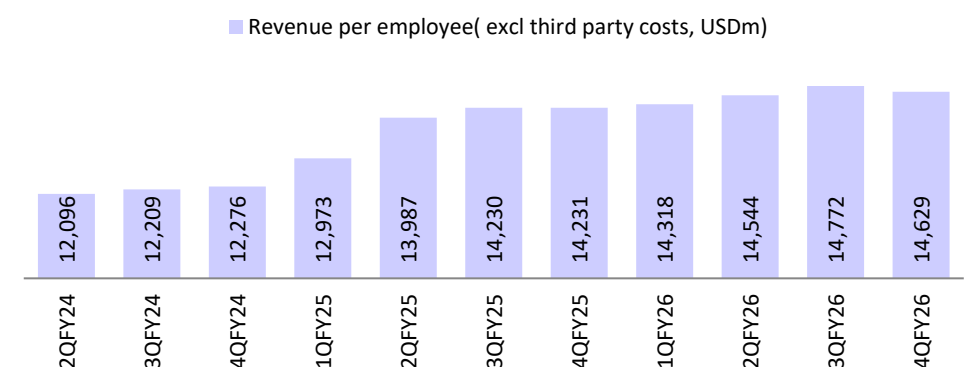
Revenue in line with our estimate and miss on margins; Healthcare & Hi-tech led growth

- 4QFY26 revenue stood at USD436m, up 3.2% QoQ in USD terms (below our estimate of 3.6% QoQ). It reported CC growth of 3.4% QoQ vs. our estimate of 3.5% QoQ CC growth. FY26 revenue stood at USD1,654.4m, up 17.4% YoY.
- Growth was led by Healthcare (up 6.9% QoQ) and Hi-tech (up 2.2% QoQ).
- Adj. EBIT margin at 16.3% was down by 40bp QoQ, below our estimate of 16.6%. For FY26, adj. EBIT margin stood at 16.2% vs. 14.7% in FY25.
- TCV was USD601m, down 10.9% QoQ/up 16.1% YoY (1.4x book-to-bill).
- Net new TCV was up 10.8% QoQ at USD409m. TTM ACV stood at USD445.1m. For FY26, deal TCV stood at USD2.4b, up 14.4%.
- Net headcount increased by 3% QoQ. Utilization declined 40bp QoQ to 88%. TTM attrition was down 50bp QoQ at 13%.
- Adj. PAT stood at INR5.3b (up 4.5% QoQ/33.7% YoY), in line with our estimate.
- The board approved the final dividend of INR18/share.

Key highlights from the management commentary

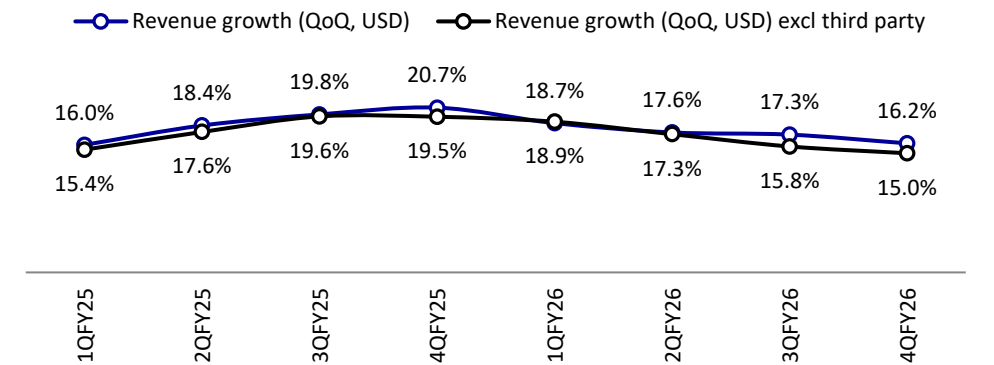
- Management acknowledged ongoing geopolitical headwinds (Middle East conflict, tariff uncertainty) but noted minimal direct revenue exposure to the affected regions.
- Management expects FY27 vertical growth to be led by Healthcare/Life Sciences and BFSI (neck-and-neck), followed by Hi-Tech & Emerging – directional guidance, not formal.
- Management noted increasing positioning as a credible challenger to Tier-1 outsourcing firms, evidenced by bypassing multi-vendor RFPs (e.g., French multinational bank data modernization win via direct Databricks expertise).
- Two senior leadership additions: Ruchi Kulhari (EVP, Enterprise Strategy & Execution) and Hari Abhyankar (EVP & Global Head, Private Equity & Professional Services – prior McKinsey, enterprise software background).
- AI strategy anchored on three pillars: (1) Engineering Hyper Productivity (SASVA - AI-embedded SDLC), (2) Business Hyper Productivity (GenAI Hub, Agent Studio - agentic workflow automation), (3) Enterprise Data Readiness (ERA - governance, semantic layer, knowledge graphs).

Steady improvement in realizations YoY



Source: Company, MOFSL

Excl. software licenses revenue growth weakens YoY for fifth straight quarter



Source: Company, MOFSL




Quarterly Performance (IFRS)

Y/E March (Consolidated)	FY25				FY26				FY25	FY26	Est. 4QFY26	Var. (% / bp)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Revenue (USD m)	328	346	360	375	390	406	423	436	1,409	1,654	437.7	-0.4
QoQ (%)	5.6	5.3	4.3	4.2	3.9	4.2	4.0	3.2	18.8	17.4	3.6	-41bp
Revenue (INR m)	27,372	28,972	30,623	32,421	33,336	35,807	37,782	40,559	1,19,387	1,47,485	39,930	1.6
QoQ (%)	5.7	5.8	5.7	5.9	2.8	7.4	5.5	7.4			5.7	166bp
YoY (%)	17.9	20.1	22.6	25.2	21.8	23.6	23.4	25.1	21.6	23.5	23.2	194bp
GPM (%)	33.0	33.4	34.7	34.9	35.3	36.0	36.1	35.3	34.0	35.7	36.1	-81bp
SGA (%)	16.4	16.8	17.1	16.8	16.9	16.9	16.8	16.4	16.8	16.7	16.8	-44bp
EBITDA	4,552	4,807	5,378	5,844	6,116	6,838	7,324	7,677	20,581	27,955	7,707	-0.4
EBITDA Margin (%)	16.6	16.6	17.6	18.0	18.3	19.1	19.4	18.9	17.2	19.0	19.3	-37bp
EBIT	3,840	4,062	4,557	5,053	5,178	5,837	6,318	6,592	17,512	23,925	6,628	-0.6
EBIT Margin (%)	14.0	14.0	14.9	15.6	15.5	16.3	16.7	16.3	14.7	16.2	16.6	-35bp
Other income	165	283	263	-1	376	331	222	148	710	1,078	280	-47.0
ETR (%)	23.5	25.2	22.6	21.7	23.5	23.6	22.6	21.5	23.2	22.7	23.5	
Adj. PAT	3,064	3,250	3,729	3,958	4,249	4,715	5,063	5,293	14,001	19,320	5,285	0.2
QoQ (%)	-2.8	6.1	14.7	6.1	7.4	10.9	7.4	4.5			4.4	16bp
YoY (%)	10.5	23.4	30.3	25.5	38.7	45.1	35.8	33.7	22.6	38.0	33.5	20bp
Exceptional Items	0.0	0.0	0.0	0.0	0.0	0.0	668.3	0.0	0.0	668.3	0.0	
PAT	3,064	3,250	3,729	3,958	4,249	4,715	4,395	5,293	14,001	18,651	5,285	
Adj. EPS (INR)	19.9	21.0	23.9	25.4	27.2	30.2	32.4	33.6	90.2	123.3	34.0	-1.2

Key Performance Indicators

Y/E March	FY25				FY26				FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Revenue (QoQ CC %)	5.6	5.1	4.6	4.5	3.3	4.4	4.1	3.4	
Margins									
Gross Margin	33.0	33.4	34.7	34.9	35.3	36.0	36.1	35.3	34.0
EBIT Margin	14.0	14.0	14.9	15.6	15.5	16.3	16.7	16.3	14.7
Net Margin	11.2	11.2	12.2	12.2	12.7	13.2	13.4	13.0	11.7
Operating metrics									
Headcount	23,519	23,237	23,942	24,594	25,340	26,224	26,711	27,502	24,594
Voluntary Attrition (%)	11.9	12.0	12.6	12.9	13.9	13.8	13.5	13.0	12.9
Utilisation (%)	82.1	84.8	87.4	88.4	88.7	88.2	88.4	88.0	88.4
Effort Mix(%)									
Global Delivery Centers	15.2	15.8	15.1	14.8	14.5	14.1	14.2	14.6	15.2
India	84.8	84.2	84.9	85.2	85.5	85.9	85.8	85.4	84.8

360 ONE WAM

Estimate change	
TP change	
Rating change	

CMP: INR1,108 TP: INR1,300 (+17%) Buy

Operating performance in line

Bloomberg	360ONE IN
Equity Shares (m)	405
M.Cap.(INRb)/(USD\$b)	450.1 / 4.8
52-Week Range (INR)	1274 / 862
1, 6, 12 Rel. Per (%)	0/0/14
12M Avg Val (INR M)	1267

Financials & Valuations (INR b)

Y/E March	2026	2027E	2028E
Net Revenues	30.7	35.7	41.9
Opex	15.7	18.0	20.6
Core PBT	15.0	17.8	21.3
PAT	12.3	14.8	17.6
EPS	30.2	34.3	41.0
EPS Grw (%)	16.8	13.7	19.4
BV	242.2	289.5	310.0

Ratios

RoE (%)	14.5	13.2	13.7
Div. Payout (%)	19.9	50.0	50.0

Valuations

P/E (x)	36.7	32.3	27.0
P/BV (x)	4.6	3.8	3.6
Div. Yield (%)	0.5	1.5	1.8

Shareholding pattern (%)

As of	Dec-25	Sep-25	Dec-24
Promoter	6.3	6.3	14.8
DII	10.8	10.7	9.7
FII	65.5	65.9	66.2
Others	17.4	17.2	9.4

FII includes depository receipts

- 360 One WAM (360ONE) reported a 4QFY26 operating revenue of INR8.3b (in line). Its operating revenue grew 28% YoY, driven by 20% YoY growth in recurring revenue and 54% YoY growth in transactional revenue. For FY26, the company's operating revenue grew 25% YoY.
- The cost-to-income ratio at 50.1% declined 120bp YoY (MOFSLe – 49.9%), with operating profit at INR4.2b (in line), which grew 31% YoY. For FY26, its operating profit came in at INR15b, up 22% YoY.
- Negative other income of INR550m resulted in a 6% miss on PAT. Its PAT rose 17% YoY to INR2.9b. For FY26, the PAT grew 21% YoY to INR12.2b.
- Management expects net flows of ~12–15% of opening AUM annually, supported by brand strength and talent expansion, along with MTM gains of ~10–12%. The cost-to-income ratio of ~49-50% is likely to moderate to ~46-48% through efficiencies in core and scaling of new businesses.
- We slightly cut our EPS by 1%/3% for FY27E/28E, considering an increase in costs owing to RM hiring as well as IB team build-up. **We adopt the SoTP approach, valuing ARR at 36x FY28E PAT and TBR/other income at 20x FY28E PAT, to arrive at a fair value of INR1,300. Reiterate BUY.**

Organic flows broadly stable; MTM impact on AUM

- 360ONE reported net ARR inflows of INR90b in 4QFY26 compared to INR40b in 4QFY25. On the wealth management side, ARR net flows stood at INR69.6b (INR33.2b in 4QFY25). AMC net flows were at INR20.3b compared to INR6.7b in 4QFY25.
- Wealth management ARR's AUM grew 33% YoY to ~INR2.2t, driven by 37%/31%/37% YoY growth in 360 One Plus/Distribution/Lending AUM. Robust inflows were observed in 360 ONE Plus and the lending book, while distribution assets experienced outflows (mainly in the treasury book).
- Wealth management ARR's retention stood at 74bp (vs. 80bp in 4QFY25), with the YoY dip largely led by a decline in lending book retention to ~5.25% (from 5.7% in 4QFY25). In contrast, the distribution and 360 ONE Plus retention were largely stable.
- Asset management AUM grew 13% YoY to INR952b, driven by 26%/9% YoY growth in AIF/MF AUM while discretionary PMS declined 4% YoY. The segment added ARR net flows worth INR20.3b with some redemptions seen in credit, private equity, and real estate funds.
- Asset management yields stood at 86bp (90bp in 4QFY25), with DPMS retention reducing and AIF retention rising YoY. Strategic recalibration is ongoing to improve the performance in DPMS.
- Employee costs grew 19% YoY to INR3b (in line) and the company aims to continue adding RMs as well as senior managers. Other admin costs grew 45% YoY to INR1.2b (in-line), resulting in total costs of INR4.2b.
- Other income was negative at INR548m in 4QFY26 (vs. INR65m in 4QFY25).

Highlights from the management commentary

- Attrition remains a risk, though mitigated by a diversified workforce, with ~60–65% of employees having 8–9 years of tenure. Management is comfortable with ~2–4% annual attrition.
- Carry accounting remains conservative, with carry AUM at ~75–80% of ARR AUM. Carry accruals are ~5–7bp in weak years and ~12–15bp in strong years, subject to meeting fund-level hurdles over the entire lifecycle.
- Transactional brokerage in 4Q reflects full-quarter consolidation of B&K. Fixed income, REITs, and InvITs supported growth. The quarterly TBR is expected to stabilize at INR1.6-1.8b (vs. INR1.2-1.4b earlier).

Valuation and view

- 360ONE offers a compelling structural growth story anchored to India's expanding wealth and asset management market. The company continues to garner robust flows across wealth and asset management, which are likely to be supported by the onboarding of new teams. The acquisition of B&K and the UBS collaboration enhance the company's international footprint, broaden client access, and strengthen its transactional platform. Operating leverage and cost synergies from integrations are anticipated to improve the company's profitability as new businesses scale up.
- We have slightly cut our EPS estimates by 1%/3% for FY27/28, considering an increase in costs owing to RM hiring as well as IB team build-up. **We adopt the SoTP approach, valuing ARR at 36x FY28E PAT and TBR/other income at 20x FY28E PAT, to arrive at a fair value of INR1,300. Reiterate BUY.**

Quarterly performance

Y/E March	FY25				FY26				FY25	FY26	4Q FY26E	Act. Vs Est. (%)	YoY	QoQ
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q						
Net Revenues	6,002	5,886	6,050	6,518	6,622	7,628	8,057	8,349	24,456	30,657	8,094	3.2	28%	4%
YoY Change (%)	48.0	37.7	37.7	13.7	10.3	29.6	33.2	28.1	32.5	25.4	24.2			
ARR Assets Income	3,756	3,973	4,262	5,022	5,105	5,537	6,195	6,048	17,011	22,885	6,268	-3.5	20%	-2%
TBR Assets Income	2,247	1,913	1,788	1,497	1,517	2,091	1,863	2,301	7,445	7,771	1,826	26.0	54%	24%
Operating Expenses	2,649	2,992	3,193	3,341	3,513	4,001	3,986	4,175	12,175	15,675	4,036	3.4	25%	5%
YoY Change (%)	25.9	39.5	37.9	11.3	32.7	33.7	24.8	25.0	27.3	28.7	20.8			
Cost to Income Ratio (%)	44.1	50.8	52.8	51.3	53.1	52.4	49.5	50.0	49.8	51.1	49.9			
Operating Profits	3,354	2,893	2,856	3,177	3,109	3,627	4,071	4,174	12,281	14,981	4,058	2.9	31%	3%
YoY Change (%)	71.8	35.8	37.4	16.4	-7.3	25.4	42.5	31.4	38.1	22.0	27.7			
Other Income	969	298	732	65	630	506	200	-548	2,063	788	75	-831.0	-938%	-374%
Profit Before Tax	4,323	3,191	3,588	3,243	3,739	4,134	4,271	3,626	14,344	15,770	4,133	-12.3	12%	-15%
Tax	1,889	719	839	744	867	977	965	708	4,191	3,517	1,013			
Tax Rate (%)	43.7	22.5	23.4	23.0	23.2	23.6	22.6	19.5	29.2	22.3	24.5			
PAT	2,434	2,472	2,749	2,498	2,872	3,156	3,306	2,918	10,154	12,252	3,120	-6.5	17%	-12%
YoY Change (%)	34.2	33.4	41.7	3.6	18.0	27.7	20.3	16.8	26.6	20.7	24.9			
PAT Margins (%)	40.5	42.0	45.4	38.3	43.4	41.4	41.0	34.9	41.5	40.0	38.6			
Key Operating Parameters (%)														
AUM (INR b)	3,761	4,046	4,069	4,357	4,985	5,130	5,356	5,158	4,357	5,158	5,227	-1.3	18%	-4%
YoY Change (%)	28.7	35.4	24.3	28.5	32.6	26.8	31.7	18.4	28.5	18.4	20.0			
ARR Assets	2,213	2,426	2,480	2,468	2,873	2,953	3,179	3,119	2,468	3,119	3,187	-2.1	26%	-2%
TBR Assets (ex custody)	1,548	1,620	1,589	1,889	2,112	2,177	2,177	2,039	1,889	2,039	2,040	-0.1	8%	-6%
ARR Yield (%)	0.72	0.68	0.70	0.84	0.79	0.76	0.81	0.78	0.63	0.64	0.79			
Wealth Management	0.71	0.68	0.73	0.80	0.78	0.72	0.79	0.74	0.76	0.82	0.76			
Asset Management	0.74	0.67	0.65	0.90	0.79	0.83	0.85	0.86	0.45	0.40	0.85			

Estimate change

TP change

Rating change


Bloomberg	TELX IN
Equity Shares (m)	62
M.Cap.(INRb)/(USDb)	289.7 / 3.1
52-Week Range (INR)	6735 / 3966
1, 6, 12 Rel. Per (%)	3/-8/-15
12M Avg Val (INR M)	1587
Free float (%)	56.1

Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	37.6	42.3	46.7
EBIT Margin (%)	20.0	22.5	23.7
PAT	6.3	8.6	9.4
EPS (INR)	100.9	138.2	151.2
EPS Gr. (%)	(19.9)	37.0	9.4
BV/Sh. (INR)	488.3	551.5	627.8

Ratios

RoE (%)	21.3	26.6	25.7
RoCE (%)	15.5	17.9	18.9
Payout (%)	74.3	60.0	60.0

Valuations

P/E (x)	46.1	33.7	30.8
P/BV (x)	9.5	8.4	7.4
EV/EBITDA (x)	32.3	25.7	21.7
Div Yield (%)	1.6	1.8	2.0

Shareholding pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	43.9	43.9	43.9
DII	12.3	10.4	7.5
FII	8.6	12.5	13.3
Others	35.2	33.2	35.3

FII Includes depository receipts

CMP: INR4,651
TP: INR3,350 (-28%)
Sell
Guidance resets as vertical recovery uneven
Deal ramp-up delays weigh on the growth

- Tata Elxsi (TELX) reported revenue of USD109m in 4QFY26, up 0.9% QoQ in CC terms, below our estimate of 2.0% CC. Growth was led by media and communication business (up 5.6% QoQ CC), whereas HLS declined 13.1% QoQ CC. EBIT margin was 22.3% (up 140bp QoQ), above our estimate of 20.4%. Adj. PAT was up 23.1%/27.8% QoQ/YoY to INR2,204m (above our est. of INR1,841m).
- For FY26, revenue grew 0.8% YoY, while EBIT/adj. PAT declined 13.2%/11% YoY in INR terms compared to FY25. We expect revenue/EBIT/adj. PAT to grow by 15%/32.6%/36.8% YoY in 1QFY27. FY26 RoE came in at 21.3% (vs. 29.3%/34.5%/41.0% in FY25/FY24/FY23).
- TELX's outlook has turned more conservative, with FY27 growth guided to be in high-single digits amid delayed deal closures and elongated decision cycles. We value the stock at 22x FY28E EPS, with a TP of INR3,350. We reiterate our Sell rating.

Our view: Transportation strength helps; HLS is likely to be bottomed out

- **Near-term growth moderated; demand remains mixed:** 4QFY26 revenue growth of ~0.9% QoQ CC reflects a subdued exit, with delays in deal closures and elongated decision cycles weighing on momentum. **Management has lowered FY27 outlook to high-single-digit growth, suggesting limited near-term visibility (we build in 7.3% YoY cc growth for FY27).** While deal wins continue, conversion into revenue remains uneven, indicating a mixed demand environment.
- **Deal wins intact, but ramp-up timing is key:** The company continues to win across verticals, including new logos in Transportation and a large consolidation deal in Media & Communication. However, new deals typically take 9–12 months to scale, and some Healthcare deals slipped into 1Q. We believe growth in FY27 will be driven by the ramp-up of existing wins and wallet share expansion.
- **Transportation steady; HLS likely bottoming out:** Transportation remains the key driver, supported by OEM-led engagements and rising offshoring. Media & Communication continues to witness cost-takeout-driven spends amid industry consolidation. Healthcare & Life Sciences growth was impacted by timing delays, but management indicated 4Q as the trough, with a recovery expected from 1Q. We see early signs of stabilization, though growth is likely to remain uneven across verticals.
- **Margins supported by utilization; gradual improvement ahead:** EBITDA margin expanded to 24.6%, aided by currency tailwinds and operating leverage, particularly utilization gains. While fixed-price contracts and pyramid optimization are supporting margins, wage hikes, and deal ramp-up costs could limit sharp upside. Management targets ~27% exit margin in FY27, we expect margin normalization to be gradual as deal ramp-ups, hiring, and continued investments in GenAI and domain capabilities resume. We expect 25.0% margin for FY27.

Valuations and changes to our estimates

- While 4QFY26 saw modest growth, TELX's outlook has turned more conservative, with FY27 growth guided to be in high-single digits amid delayed deal closures and elongated decision cycles. Growth remains dependent on ramp-up of existing deals and Transportation-led momentum, while Media and Healthcare recovery is gradual. We expect USD revenue growth to remain moderate at ~7% CAGR over FY26–28.
- We have modestly revised our estimates for FY27/FY28 by 1%. Margin expansion is expected to be gradual and back-ended, with EBIT margins expanding to 23.7%. We value the stock at 22x FY28E EPS, with a TP of INR3,350. We reiterate our Sell rating.

Miss on revenues and beat on margins; Media & Comms. leads growth

- USD revenue came in at USD109m, up 0.9% QoQ in CC terms but below our estimate of 2.0% QoQ CC growth. FY26 revenue stood at USD411.9b, down 3.5% YoY.
- Growth was led by the media and communication business (up 5.6% QoQ CC), whereas HLS declined 13.1% QoQ CC.
- In terms of geographies, Europe/RoW was up 4.1%/21.4% QoQ in USD terms while Americas was down 8.1%.
- EBIT margin was 22.3% (up 140bp QoQ), above our estimate of 20.4%. For FY26, EBIT margin stood at 20.0% vs 23.3% in FY25.
- Adj. PAT was up 23.1%/27.8% QoQ/YoY to INR2,204m (above our est. of INR1,841m).
- Net headcount increased by 287 employees to 12,414 (up 2.3% QoQ) in 4QFY26. Attrition (LTM) decreased by 170bp QoQ to 13.3%.

Key highlights from the management commentary

- Geopolitical uncertainties and global trade tensions are creating incremental caution among clients, particularly in deal decision timelines and ramp-up commitments.
- Consolidation and cost-takeout deals dominate across Media & Communication; innovation-led spending remains subdued in that vertical.
- Pyramid management and supply-demand optimization were cited as a key operating efficiency lever contributing to margin expansion.
- AI benefits are being reflected both in internal efficiencies and in value delivered to clients; pricing power improves where productivity gains can be demonstrated.
- ER&D business model nuance highlighted: Unlike large IT services, ER&D contracts are project-based and shorter in tenure, implying ~10–15% revenue run-off each quarter that must be continuously replenished through new wins; execution consistency and funnel management are, therefore, structurally critical.
- Current utilization of ~73% provides a meaningful buffer, with management comfortable operating up to ~80-82% before necessitating material headcount additions.

Valuation and view

- While 4QFY26 saw modest growth, TELX's outlook has turned more conservative, with FY27 growth guided to be in high-single digits amid delayed deal closures and elongated decision cycles. Growth remains dependent on the ramp-up of existing deals and Transportation-led momentum, while Media and Healthcare recovery is gradual. We expect USD revenue growth to remain moderate at ~7% CAGR over FY26–28.
- We have modestly revised our estimates for FY27/FY28 by 1%. Margin expansion is expected to be gradual and back-ended, with EBIT margins expanding to 23.7%. We value the stock at 22x FY28E EPS, with a TP of INR3,350. We maintain our Sell rating.

Vertical-wise performance (QoQ, %)

	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Transportation	3.2	2.0	6.4	3.1	9.8	4.8	8.4	-3.3	-9.3	5.2	-2.0	5.7	1.1
Media and Communications	2.5	0.3	-0.4	0.8	-11.7	1.1	-1.9	-0.2	-6.6	-3.7	4.5	-2.0	6.9
Healthcare and Life Sciences	0.5	3.6	3.2	4.4	-10.8	-4.5	-10.5	0.5	2.9	-5.5	-4.1	-5.7	-12.5

Source: Company, MOFSL

Region-wise performance (QoQ, %)

	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Europe	4.9	7.0	10.2	4.0	-1.4	7.0	3.9	-7.7	-11.3	3.9	-1.7	10.7	4.1
Americas	-0.8	-1.4	1.5	-3.0	-4.6	-4.3	-7.7	-0.5	-6.3	-2.0	5.4	3.1	-8.1
India	9.5	-0.2	-6.0	8.7	4.5	4.0	9.7	0.7	9.2	-11.9	-3.7	-10.5	2.3
RoW	-5.6	-7.2	-4.7	19.5	9.5	5.5	31.1	9.3	-7.5	15.0	2.3	-11.5	21.4

Source: Company, MOFSL

Quarterly performance

Y/E March									(INR M)			
	FY25				FY26				FY25	FY26	Est.	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QFY26	(% / bp)
Revenue (USD m)	111	114	111	105	105	105	107	109	441	426	109	-0.1
QoQ (%)	2.2	2.7	-2.5	-5.4	-0.3	0.4	1.8	1.7			1.8	-11bp
Revenue (INR m)	9,265	9,551	9,392	9,083	8,921	9,181	9,535	9,938	37,290	37,575	9,948	-0.1
YoY (%)	9.0	8.3	2.7	0.3	-3.7	-3.9	1.5	9.4	5.0	0.8	9.5	-11bp
GPM (%)	27.2	27.9	26.3	22.9	20.9	21.1	23.3	24.6	26.1	22.5	22.8	181bp
SGA (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0bp
EBITDA	2,523	2,664	2,466	2,077	1,867	1,933	2,222	2,446	9,730	8,469	2,268	7.8
EBITDA Margin (%)	27.2	27.9	26.3	22.9	20.9	21.1	23.3	24.6	26.1	22.5	22.8	181bp
EBIT	2,252	2,393	2,207	1,830	1,625	1,699	1,994	2,213	8,681	7,531	2,030	9.0
EBIT Margin (%)	24.3	25.1	23.5	20.1	18.2	18.5	20.9	22.3	23.3	20.0	20.4	186bp
Other income	272	595	352	385	339	448	425	465	1,603	1,677	458	1.6
ETR (%)	27.1	23.2	22.2	22.1	26.5	27.9	26.0	17.7	23.7	24.1	26.0	-829bp
Adj PAT	1,841	2,294	1,990	1,724	1,444	1,548	1,791	2,204	7,850	6,987	1,841	19.7
Exceptional items	0.0	0.0	0.0	0.0	0.0	0.0	702	0.0	0.0	702	0.0	
PAT	1,841	2,294	1,990	1,724	1,444	1,548	1,089	2,204	7,850	6,285	1,841	19.7
QoQ (%)	-6.5	24.6	-13.3	-13.4	-16.3	7.2	-29.7	102.4			69.1	
YoY (%)	-2.5	14.7	-3.6	-12.4	-21.6	-32.5	-45.3	27.8	-0.9	-11.0	6.8	
EPS (INR)	29.6	36.8	31.9	27.7	23.2	24.9	17.5	35.4	126.0	100.9	29.6	19.7

E: MOFSL Estimates

PNB Housing

Estimate changes	↑
TP change	↑
Rating change	↔

Bloomberg	PNBHOUSI IN
Equity Shares (m)	261
M.Cap.(INRb)/(USDb)	255.1 / 2.7
52-Week Range (INR)	1142 / 730
1, 6, 12 Rel. Per (%)	17/17/-5
12M Avg Val (INR M)	1534

Financials Snapshot (INR b)

Y/E March	FY26	FY27E	FY28E
NII	30.7	36.8	44.3
PPP	25.8	32.2	39.6
PAT	22.9	24.6	29.1
EPS (INR)	88	95	112
EPS Gr. (%)	18	8	18
BV/Sh. (INR)	738	824	925

Ratios

NIM (%)	3.8	3.9	3.9
C/I ratio (%)	26.3	24.6	23.2
RoAA (%)	2.6	2.4	2.4
RoE (%)	12.7	12.1	12.8

Valuations

P/E (x)	11.1	10.4	8.8
P/BV (x)	1.3	1.2	1.1
Div. Yield (%)	0.8	1.1	1.2

Shareholding pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	28.0	28.0	28.1
DII	43.1	40.7	26.9
FII	17.2	18.6	24.3
Others	11.7	12.7	20.7

FII Includes depository receipts

CMP: INR979 **TP: INR1,260 (+29%)** **Buy**

Disbursement momentum accelerates; retail loan growth healthy

NIM expands ~6bp QoQ; benign credit costs lead to big earnings beat

- PNB Housing's (PNBHf) 4QFY26 PAT grew ~19% YoY to ~INR6.6b (14% beat). FY26 PAT grew 18% YoY to INR22.9b. 4Q NII rose ~11% YoY to ~INR8.1b (in line). Other income declined ~10% YoY to ~INR1.2b. Opex rose ~17% YoY to ~INR2.5b (~7% higher than MOFSLe).
- 4Q PPOp grew ~5% YoY to INR6.8b (in line) and FY26 PPOp grew ~11% YoY to INR25.8b. Credit costs (net of recoveries) resulted in a provision write-back of ~INR1.8b (vs. est. ~INR490m). This resulted in net credit costs of -83bp (PQ: -20bp and PY: -35bp).
- Loan growth for PNBHF is being led by the affordable and emerging market segments, which together are expected to form ~50% (currently ~40%) of the loan mix over the medium term. These segments continue to benefit from strong demand visibility, particularly in Tier-2 and 3 cities, where infrastructure development and economic activity remain supportive.
- Management guided for overall loan book growth of ~18-20%, primarily led by the retail segment. While corporate lending is anticipated to remain selective and limited in scale (not exceeding 3% in FY27 and 5-6% by FY28), it is expected to gradually stabilize and contribute in a calibrated manner, focused on high-quality developers in key urban markets. Digital and distribution enhancements, along with deeper partner engagement, are expected to further support scalable growth.
- Margins are expected to remain stable, supported by a shift toward higher-yielding segments and continued improvement in funding costs. Yields have likely bottomed out following earlier rate-driven moderation and are expected to gradually improve with a higher share of affordable and emerging segment disbursements. Improvement in CoF, aided by stronger credit positioning and funding diversification, is expected to provide additional support to spreads.
- Asset quality trends remain stable, with delinquency indicators showing no fresh stress build-up despite geopolitical uncertainties. Credit costs are expected to remain contained, aided by sustained recoveries from written-off pools and improved portfolio seasoning.
- PNBHF reported a healthy quarter with improvement across key parameters. Disbursement growth saw an uptick, and margins expanded slightly as CoF declined, even though yields moderated. The BT-out rate also declined, aided by the unchanged repo rate environment. Asset quality remains robust, resulting in continued provision write-backs. Overall, 4QFY26 reflected steady progress with improving underlying operational metrics.
- We increase our EPS estimates for FY27/FY28 by 5%/4% to factor in higher other income, lower credit costs and slightly higher loan growth. We estimate PNBHF to deliver a CAGR of 19%/13% in loans/PAT over FY26-28E and RoA/RoE of ~2.4%/12.8% in FY28E. **Reiterate BUY with a revised TP of INR1,260 (based on 1.4x FY28E BVPS).**

Highlights from the management commentary

- PNBHF commenced corporate lending with wholesale disbursements at ~INR3.4b in 4QFY26, with a deliberate focus on quality developers and select geographies such as Mumbai, Pune, Hyderabad, Delhi, Chennai and Bangalore.
- About ~35 branches were added during the year, taking the total network to 393 branches. Affordable and emerging segments now account for ~80% of the branch network, reinforcing its strategic focus on high-growth geographies.

Valuation and view

- PNBHF is expected to sustain healthy loan growth going forward, supported by a strategic shift toward affordable and emerging segments, along with continued focus on disciplined margin management. The resumption of corporate segment is expected to provide incremental support to margins, although it will remain a relatively small part of the overall portfolio. Additionally, ongoing enhancements in digital capabilities and distribution are likely to further support efficient growth. Credit costs are expected to remain benign, with provision write-backs and recoveries likely to sustain in FY27 as well.
- The company's operating trajectory reflects improving growth visibility and stable profitability drivers. PNBHF currently trades at 1.2x FY27E P/BV. We expect PNBHF to post a CAGR of 19%/13% in loans/PAT over FY26-28E and RoA/RoE of ~2.4%/12.8% in FY28E. **Reiterate BUY with a revised TP of INR1,260 (based on 1.4x FY28E BVPS).**
- **Key risks:** (a) limited NIM expansion in FY27 due to high competitive intensity in the mortgage segment; and (b) asset quality deterioration and elevated credit costs arising from seasoning in the affordable, emerging, and corporate portfolios.

Quarterly performance

(INR M)

	FY25				FY26				FY25	FY26	4Q FY26E	v/s Est.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Interest Income	17,391	17,803	18,484	19,059	19,804	20,175	20,194	20,540	72,737	80,712	21,053	-2
Interest Expenses	10,969	11,185	11,579	11,781	12,344	12,670	12,528	12,461	45,514	50,002	13,191	-6
Net Interest Income	6,421	6,618	6,905	7,279	7,460	7,505	7,666	8,079	27,223	30,709	7,863	3
YoY Growth (%)	3.7	2.5	16.5	16.8	16.2	13.4	11.0	11.0	9.7	12.8	8.0	
Other income	930	994	947	1,309	1,015	1,132	1,013	1,179	4,179	4,339	1,156	2
Total Income	7,352	7,612	7,852	8,587	8,475	8,636	8,678	9,258	31,402	35,048	9,019	3
YoY Growth (%)	11.3	5.4	17.3	15.4	15.3	13.5	10.5	7.8	12.3	11.6	5.0	
Operating Expenses	1,929	2,020	2,057	2,124	2,158	2,172	2,399	2,474	8,130	9,203	2,304	7
YoY Growth (%)	26.1	18.7	21.0	19.4	11.9	7.5	16.7	16.5	21.2	13.2	8.5	
Operating Profits	5,422	5,591	5,795	6,464	6,317	6,465	6,279	6,784	23,272	25,845	6,715	1
YoY Growth (%)	6.9	1.3	16.0	14.1	16.5	15.6	8.4	5.0	9.5	11.1	3.9	
Provisions	-120	-456	-361	-648	-562	-1,132	-405	-1,762	-1,585	-3,862	-490	260
Profit before Tax	5,542	6,047	6,157	7,112	6,879	7,596	6,684	8,546	24,858	29,706	7,205	19
Tax Provisions	1,214	1,351	1,324	1,608	1,544	1,781	1,481	1,988	5,496	6,794	1,435	39
Profit after tax	4,328	4,697	4,833	5,504	5,335	5,816	5,204	6,558	19,361	22,912	5,770	14
YoY Growth (%)	24.6	22.6	42.8	25.3	23.3	23.8	7.7	19.2	28.4	18.3	4.8	

Key Operating Parameters (%)

Rep. Yield on loans	10.03	10.05	10.12	10.03	9.99	9.95	9.72	9.47				
Rep. Cost of funds	7.92	7.84	7.83	7.84	7.76	7.69	7.50	7.35				
Spreads	2.11	2.21	2.29	2.19	2.23	2.26	2.22	2.12				
Net Interest Margins	3.65	3.68	3.70	3.75	3.74	3.67	3.63	3.69				
Cost to Income Ratio	26.2	26.5	26.2	24.7	25.5	25.1	27.6	26.7				
Credit Cost	-0.07	-0.27	-0.20	-0.35	-0.29	-0.57	-0.20	-0.83				
Tax Rate	21.9	22.3	21.5	22.6	22.4	23.4	22.2	23.3				

Balance Sheet Parameters

Loans (INR B)	670	695	719	758	777	798	822	873				
Change YoY (%)	15.1	14.2	15.4	15.9	16.0	14.8	14.3	15.3				
AUM (INR B)	725	747	768	804	821	839	860	909				
Change YoY (%)	11.0	10.8	12.1	12.8	13.2	12.3	12.0	13.1				
Borrowings (Ex Assgn.) (INR B)	557	570	599	623	648	652	671	712				
Change YoY (%)	8.2	6.5	12.8	13.2	16.3	14.3	12.0	14.3				
Loans/Borrowings (%)	120.2	121.9	120.1	121.6	119.9	122.4	122.5	122.7				
Off BS loans/AUM (%)	10.7	7.0	6.4	5.8	5.3	4.9	4.5	3.9				
Debt/Equity (x)	3.6	3.6	3.7	3.7	3.7	3.6	3.6	3.7				

Asset Quality Parameters (%)

GS 3 (INR Mn)	9,060	8,650	8,570	8,160	8,250	8,300	8,550	8,090				
Gross Stage 3 (% on loans)	1.35	1.24	1.19	1.08	1.06	1.04	1.04	0.93				
NS 3 (INR Mn)	6,120	5,820	5,720	5,220	5,330	5,460	5,580	4,990				
Net Stage 3 (% on loans)	0.92	0.84	0.80	0.69	0.69	0.69	0.68	0.57				
PCR (%)	32.5	32.7	33.3	36.03	35.4	34.2	34.7	38.32				

E: MOFSL Estimates

Cyient DLM

Estimate change	↔
TP change	↑
Rating change	↔

CMP: INR358 **TP: INR470 (+31%)** **Buy**

Muted performance amid high defense revenue base

Operating performance beats estimates

Bloomberg	CYIENTDL IN
Equity Shares (m)	79
M.Cap.(INRb)/(USD\$b)	28.4 / 0.3
52-Week Range (INR)	541 / 265
1, 6, 12 Rel. Per (%)	11/-18/-26
12M Avg Val (INR M)	189

Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	12.6	15.8	19.4
EBITDA	1.3	1.8	2.4
Adj. PAT	0.6	1.0	1.5
EBITDA Margin (%)	10.3	11.5	12.5
Cons. Adj. EPS (INR)	7.2	12.8	18.8
EPS Gr. (%)	-22.7	77.7	46.6
BV/Sh. (INR)	127.6	140.4	159.2

Ratios

Net D:E	-0.0	-0.4	-0.4
RoE (%)	5.8	9.5	12.5
RoCE (%)	7.1	10.2	13.3

Valuations

P/E (x)	50	28	19
EV/EBITDA (x)	21	13	10

Shareholding pattern (%)

As on	Dec-25	Sep-25	Dec-24
Promoter	52.1	52.1	52.2
DII	28.8	28.7	29.4
FII	0.5	2.2	3.6
Others	18.6	17.0	14.8

Note: FII includes depository receipts

■ Cyient DLM's (CYIENTDL) 4QFY26 consolidated revenue/EBITDA declined ~14%/25% YoY to INR3.7b/INR431m, owing to a higher base of BEL orders and geopolitical disruptions in West Asia. EBITDA margins contracted 170bp YoY due to operating deleverage.

■ However, the order book increased by 27% YoY/3% QoQ to INR24.2b, boosted by an order intake of ~INR4.4b. The book-to-bill ratio stood at ~1.9x in FY26. Further, the company expects FY27 to be better than FY26, led by new client additions, improving order book, and high-margin orders. **These factors should help CYIENTDL to sustain 4Q-level margins in FY27.**

■ With a better book-to-bill ratio of 1.9x and the lower base in FY26, we believe CYIENTDL will clock a CAGR of 24%/36%/61% in revenue/EBITDA/adj. PAT over FY26-28E. We largely maintain our earnings estimates and reiterate our BUY rating on the stock with a **TP of INR470** (25x FY28E EPS).

Growing order intake improves growth outlook

■ Consol. revenue declined 14% YoY to INR3.7b (est. INR3.9b), impacted by the completion of an order in Defense & Aerospace (BEL) and geopolitical uncertainties.

■ The company's order backlog expanded 27% YoY to INR24.2b, driven by a strong order intake of ~INR4.7b. Revenue from Aerospace/Industrial/Others grew 2%/72%/72% YoY, while Defense/Med Tech declined 68%/28% YoY.

■ EBITDA margins declined 170bp YoY to 11.7% (est. 10.2%). EBITDA fell 25% YoY to INR431m (est. INR392m). However, gross margin expanded 470bp to 39.1% due to an improved product mix. Adjusted PAT was down 28% YoY at INR224m (est. INR175m).

■ In FY26, revenue/EBITDA/adj. PAT declined 17%/10%/23% to INR12.6b/INR1.3b/INR571m. CFO stood at INR539m (vs. cash outflow of INR600m in FY25) and net cash was INR397m (vs. INR440m in FY25).

Highlights from the management commentary

■ **Outlook:** Management expects YoY growth across all quarters of FY27, with a book-to-bill ratio of over 1x, while executing a phased strategy of strengthening core markets and capabilities (by FY26-27), expanding into automotive, defense and AI-led opportunities with M&A and integration (by FY27-29), and transitioning toward a product-platform-led model (by FY27-32). Margins are expected to remain stable.

■ **Order book:** Management highlighted that order book growth will be driven by a strengthened sales team, sharper go-to-market execution, higher conversion of large deals, ramp-up in the build-to-spec (B2S) and automotive programs, new client additions, deeper wallet share with existing customers, and stable traction across diversified end-markets and geographies.

- **Demand environment:** The industry is expected to clock healthy growth, supported by structural drivers such as rising electrification, increasing defense spending, supply chain realignment, and AI-led demand, with well-diversified global exposure (across APAC, North America and EMEA) and a growing domestic opportunity, further reinforced by the company's improving industry recognition.

Valuation and view

- We expect 4QFY26 to be the last quarter of earnings decline (due to high base), and anticipate growth momentum to pick up in 1QFY27. Going ahead, margins are expected to expand, driven by an improved product mix and increasing orders of box-build and B2S. Macro tailwinds, such as increasing defense spending across regions and growth in AI, are expected to drive growth in the medium term.
- For CYIENTDL, we estimate a CAGR of 24%/36%/61% in revenue/EBITDA/ adj. PAT over FY26-28. We reiterate our BUY rating on the stock with a **TP of INR470** (25x FY28E EPS).

Consolidated - Quarterly Earning Model

Y/E March	FY25				FY26				FY25	FY26E	FY26E	Var
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Gross Sales	2,579	3,895	4,442	4,281	2,784	3,106	3,033	3,691	15,196	12,615	3,852	-4
YoY Change (%)	18.8	33.4	38.4	18.3	8.0	-20.2	-31.7	-13.8	27.5	-17.0	-10.0	
Total Expenditure	2,379	3,578	4,081	3,706	2,534	2,794	2,724	3,260	13,745	11,312	3,461	
EBITDA	200	316	361	574	251	312	309	431	1,452	1,302	392	10
Margins (%)	7.8	8.1	8.1	13.4	9.0	10.0	10.2	11.7	9.6	10.3	10.2	
Depreciation	67	69	100	105	105	106	108	109	341	428	110	
Interest	80	110	100	86	86	68	61	56	375	272	85	
Other Income	89	71	69	33	42	31	43	51	262	167	40	
PBT before EO expense	142	209	230	417	101	169	183	317	997	770	237	
Extra-Ord expense	0	0	80	0	0	-196	34	0	80	-162	0	
PBT	142	209	150	417	101	365	149	317	917	932	237	
Tax	36	54	40	106	26	43	37	92	236	199	61	
Rate (%)	25.2	26.0	26.8	25.5	26.1	11.9	24.6	29.2	25.8	21.3	25.9	
MI & Profit/Loss of Asso. Cos.	0	0	0	0	0	0	0	0	0	0	0	
Reported PAT	106	155	110	310	75	321	112	224	681	733	175	
Adj PAT	106	155	168	310	75	126	147	224	739	571	175	28
YoY Change (%)	97.7	5.5	-8.7	36.5	-29.6	-18.7	-13.0	-27.7	20.8	-22.7	-13.0	
Margins (%)	4.1	4.0	3.8	7.3	2.7	4.0	4.8	6.1	4.9	4.5	4.6	



Insurance Tracker

Premium and YoY growth (%)

GWP, INR b	Mar-26	YoY
Grand Total	289	8%
Total Public	82	0%
Total Private	146	12%
SAHI	58.5	21%
Bajaj Life	13.8	-2%
ICICI -Lombard	21.9	21%
New India	32.8	12%
Niva Bupa	11.1	37%
Star Health	25.7	16%

Source: GI Council, MOFSL

Industry growth stable at 10% YoY (excl. specialized)

SAHIs and private insurers witness double-digit growth; PSUs flat

- The industry's gross written premium (GWP) grew 8% YoY to INR289b in Mar'26, with health being the fastest-growing segment (+18% YoY), maintaining strong double-digit trajectory for the third consecutive month. Excluding specialized insurers, GWP grew 10% YoY to INR287b.
- The motor segment grew 9% YoY to INR95b, with the motor OD and motor TP segments growing 12% and 6% YoY, respectively. Motor OD segment continues to recover, with double-digit growth for the fourth consecutive month.
- The health segment's growth was driven by 27% YoY growth in retail health and 15% YoY growth in group health. Private players' and SAHIs drove growth in this segment, reporting 31% and 21% YoY growth, respectively.
- During the month, GWP for private players grew 12% YoY to INR146b, while public players reported flat performance at INR82b. SAHIs maintained industry-leading growth momentum, with GWP growth of 21% YoY, supported by double-digit growth across most players.
- Among key multi-line insurers, IFFCO Tokio (+26% YoY), Shriram General (+23% YoY) and ICICI Lombard (+21% YoY) were the fastest-growing players. BGen reported a YoY decline of 2%. Niva Bupa was the fastest-growing SAHI (+37% YoY), while Star Health reported 16% YoY growth.

25%+ YoY growth in retail health for the sixth consecutive month

- The overall health business grew 18% YoY to INR126.7b, driven by 26% YoY growth in retail health to INR77.2b and 15% YoY growth in group health to INR48.2b.
- Within the retail health segment, SAHIs/private multi-line players grew 30%/35% YoY, while the public segment grew 3% YoY. Star Health reported 18% YoY growth, while all other SAHIs reported 40%+ YoY growth (Niva Bupa at +47% YoY). ICICIGI reported strong growth of 59% YoY, bringing its market share to 4.2% in FY26 from 3.3% in FY25. GST exemption is likely boosting the growth momentum.
- In the group health segment, private players witnessed 31% YoY growth, with ICICIGI growing 30% YoY. SAHIs witnessed YoY decline of 10%. Among SAHIs, Niva Bupa grew 15% YoY, whereas Star Health declined 23% YoY. Public insurers posted 17% YoY growth.

Motor segment growth in high single digits

- Motor GWP grew 8% YoY to INR104.8b, backed by 12% YoY growth in motor OD and 6% YoY growth in motor TP.
- Within motor OD, private players grew 15% YoY, while ICICIGI posted 9% YoY growth and BGen reported 2% YoY growth. Public players posted 4% YoY growth. Universal Sompo was the fastest-growing player in this segment (+47% YoY). High competitive intensity has resulted in a cautious approach by players, with a strong focus on profitable growth.
- Within motor TP, private players posted growth of 12% YoY, while ICICIGI reported better-than-industry growth of 16% YoY and BGen grew 14% YoY. Public players reported a decline of 4% YoY. The rate hike remains a key monitorable for growth in motor TP.

FY26 performance of key players

- **ICICI** reported a growth of 7% YoY (market share of 8.5% vs. 8.7% in FY25).
- **Bajaj General** reported a growth of 8% YoY (market share of 6.9% vs. 7.0%).
- **Go Digit** recorded a growth of 16% YoY (market share of 2.9% vs 2.8%).
- **New India** recorded a growth of 11% YoY (market share of 12.7% vs. 12.6%).
- **STARHEAL** registered a growth of 11% YoY (market share of 5.5% vs. 5.4%).
- **NIVABUPA** recorded a growth of 27% YoY (market share of 2.6% vs. 2.2%).

Overall GWP performance of general insurance players

INR b	Mar-26	Mar-25	YoY	FY26	FY25	YoY	FY26	FY25	YoY bps
Acko General	2.3	1.8	28%	25.9	20.7	25%	0.8%	0.7%	10
Bajaj General	13.8	14.1	-2%	231.8	214.2	8%	6.9%	7.0%	-7
Cholamandalam MS	6.6	6.8	-3%	77.6	81.2	-4%	2.3%	2.6%	-33
Zuno	1.2	0.8	37%	12.2	9.9	23%	0.4%	0.3%	4
Generali Central	3.3	5.3	-38%	52.3	54.1	-3%	1.6%	1.8%	-20
Go Digit	7.6	6.9	10%	98.5	84.7	16%	2.9%	2.8%	18
HDFC ERGO	15.7	15.1	4%	150.3	158.2	-5%	4.5%	5.1%	-67
Navi General	0.2	0.4	-63%	1.4	1.0	43%	0.0%	0.0%	1
ICICI -Lombard	21.9	18.1	21%	287.1	268.3	7%	8.5%	8.7%	-18
IFFCO -Tokio	7.9	6.2	26%	89.5	83.1	8%	2.7%	2.7%	-4
Kotak Mahindra	1.9	1.9	1%	22.4	19.2	17%	0.7%	0.6%	4
Kshema	2.0	0.1	1498%	10.1	7.7	31%	0.3%	0.3%	5
Liberty General	2.3	1.6	43%	28.1	22.5	25%	0.8%	0.7%	11
Magma HDI	3.1	3.4	-9%	36.2	33.3	8%	1.1%	1.1%	-1
Raheja QBE	0.4	0.1	172%	3.7	3.5	6%	0.1%	0.1%	0
IndusInd General	9.0	6.6	36%	122.4	125.5	-2%	3.6%	4.1%	-44
Royal Sundaram	4.0	3.1	29%	44.0	37.6	17%	1.3%	1.2%	8
SBI General	16.9	15.5	9%	159.0	138.9	15%	4.7%	4.5%	22
Shriram General	4.9	4.0	23%	46.4	37.5	24%	1.4%	1.2%	16
Tata-AIG	17.8	15.9	12%	200.5	177.0	13%	6.0%	5.8%	21
Universal Sampo	3.8	3.1	24%	60.1	50.8	18%	1.8%	1.7%	14
Private Players	146.3	130.8	12%	1,759.4	1,629.0	8%	52.3%	52.9%	-60
United India	20.2	19.5	3%	214.2	200.7	7%	6.4%	6.5%	-15
National	13.6	15.1	-10%	176.3	166.6	6%	5.2%	5.4%	-17
New India	32.8	29.3	12%	428.2	386.6	11%	12.7%	12.6%	17
Oriental	15.3	18.1	-15%	207.0	198.3	4%	6.2%	6.4%	-28
Public Players	81.9	82.0	0%	1,025.8	952.2	8%	30.5%	31.0%	-43
Aditya Birla	7.1	6.6	8%	62.4	48.2	29%	1.9%	1.6%	29
ManipalCigna	2.5	2.3	9%	22.1	18.0	23.1%	0.7%	0.6%	7
Niva Bupa	11.1	8.1	37%	85.9	67.6	27.0%	2.6%	2.2%	36
Care Insurance	11.6	8.9	30%	100.3	83.2	20.6%	3.0%	2.7%	28
Star Health	25.7	22.2	16%	186.1	167.2	11.3%	5.5%	5.4%	10
SAHI	58.5	48.2	21%	458.7	384.4	19.3%	13.6%	12.5%	115
AIC (Crop)	0.3	3.9	-91%	102.8	97.4	5.6%	3.1%	3.2%	-11
ECGC (Export & Credit)	1.9	1.7	8%	14.6	13.7	6.8%	0.4%	0.4%	-1
Specialized PSU	2.2	5.6	-61%	117.4	111.0	5.7%	3.5%	3.6%	-12
Industry	289	267	8%	3,361	3,077	9%	100.0%	100.0%	0

Insurance Tracker

Individual WRP and YoY growth (%)

Individual WRP, INR m	Mar'26	YoY gr. (%)
Grand Total	1,95,498	8.4
Total Private	1,35,710	7.8
LIC	59,788	9.9
HDFC life	19,632	-0.3
SBI Life	18,313	8.5
Max Life	16,776	6.9
Tata AIA	16,564	16.0
ICICI Prudential	13,072	-0.9
Bajaj Allianz	12,040	6.7
Birla Sun life	8,128	6.2
Kotak Life	7,295	9.3
PNB Met Life	3,526	1.4
Canara HSBC	2,922	-3.6

Source: LI Council, MOFSL

Industry witnesses single-digit growth in individual APE

- In Mar'26, the life insurance industry recorded ~8% YoY growth in individual weighted received premium (WRP). This marked a moderation from the strong 21% growth seen in Feb'26, with the slowdown largely driven by the lingering impact of GST changes and impact of macro economic conditions.
- Private players witnessed single-digit growth of ~8% YoY vs strong growth of ~20% in Feb'26, resulting in a MoM decline in market share to 69.4% from 73% in Feb'26, while LIC witnessed a growth of ~10% YoY.
- Among the listed private players, SBILIFE was the fastest-growing player, with individual WRP growing ~8.5% YoY, followed by MAXLIFE at 6.9% YoY and BAJAJLIFE at 6.7% YoY. While HDFCLIFE/IPRULIFE were flat YoY, CANHLIFE declined 4% YoY.
- The industry's new business premium grew ~24% YoY in Mar'26, driven by a 33% and 17% YoY growth in premiums for private players and LIC, respectively.
- HDFCLIFE/SBILIFE/MAXLIFE/IPRULIFE/BAJAJLIFE/CANHLIFE's new business premiums grew 15%/26%/11%/47%/25%/3% YoY.
- The industry had witnessed strong growth until Feb'26, which moderated in Mar'26 to single digits, led by unstable macro economic conditions and unabsorbed impact of GST. We expect the growth momentum to be largely stable going forward, supported by a continued focus on traditional products, improved affordability from GST exemptions, and expanded geographical reach by private insurers. MAXLIFE and CANHSBC are our preferred picks within the sector.

Individual WRP market share of private players declines YoY

- The individual WRP market share of private players declined MoM to 69.4% in Mar'26 from 73% in Feb'26.
- In Mar'26, HDFCLIFE maintained the top position among listed private players, with a 10% market share with respect to individual WRP, followed by SBILIFE at 9.4% and then MAXLIFE at 8.6%, while LIC's share stood at 31%.
- On an unweighted premium basis, HDFCLIFE was the largest private player with a market share of 17.2% in the private industry, followed by IPRULIFE at 17.1% and then SBILIFE at 15%.

Performance of key private players

On an individual WRP basis, the combined market share of private listed players – SBILIFE, HDFCLIFE, IPRULIFE, MAXLIFE, CANHLIFE, and Bajaj Life – accounted for 61% of the private insurance industry as of Mar'26. Among other prominent private insurers, TATA AIA reported a market share of 8.5%.

Among the key listed players based on individual WRP:

- **HDFCLIFE** was flat YoY in Mar'26. The total unweighted premium rose 15% YoY.
- **SBILIFE** grew 9% YoY in Mar'26. The total unweighted premium rose 26% YoY.
- **IPRULIFE** was flat YoY in Mar'26. The total unweighted premium rose 47% YoY.
- **MAXLIFE** grew 7% YoY in Mar'26. The total unweighted premium grew 11% YoY.
- **CANHSBC** declined 4% YoY in Mar'26. The total unweighted premium grew 3% YoY.
- **BAJAJLIFE** grew 7% YoY in Mar'26. The total unweighted premium grew 25% YoY.

Indian companies – valuations

	Price (INR)	EV/ EBITDA (x)		P/B (x)	
		FY26E	FY27E	FY26E	FY27E
Steel					
Tata	212	7.8	6.9	2.3	2.0
JSW	1,275	9.3	7.9	3.0	2.5
JINDALST	1,282	9.2	7.7	2.3	2.0
SAIL	173	7.2	6.9	1.1	1.0
JDSL	787	10.6	9.2	2.8	2.4
Non-ferrous					
Vedanta	771	5.6	5.0	4.4	3.5
HZL	589	9.5	7.8	7.9	5.6
Hindalco	1,015	7.7	7.1	1.8	1.6
Nalco	426	9.5	8.6	3.0	2.6
Mining					
Coal	442	4.9	4.5	2.1	1.8
NMDC	89	5.9	5.2	1.9	1.6

Global companies – valuations

Company	M. Cap USD b	EV/EBITDA (x)		P/B (x)	
		CY26/ FY27E	CY27/ FY28E	CY26/ FY27E	CY26/ FY27E
Steel					
AM	47	5.6	5.3	0.7	
SSAB	9	5.9	6.3	1.1	
Nucor	45	7.8	7.4	1.7	
POSCO	21	6.3	6.2	0.5	
JFE	7	6.8	6.4	0.4	
Aluminum					
Norsk Hydro	22	6.0	6.1	1.7	
Alcoa	17	5.4	5.1	1.8	
Zinc					
Teck	29	5.9	6.8	1.4	
Korea Zinc	24	17.7	15.7	3.1	
Iron ore					
Vale	77	5.3	5.1	1.8	
Diversified					
BHP	203	7.0	7.2	3.3	
Rio	170	6.3	5.8	2.2	

Metal prices rise in Mar'26; overall costs elevated

- HRC monthly average prices surged by INR2,000/t MoM to INR55,650/t in Mar'26, driven by supply shortages amid global conflicts, along with higher exports and lower imports. Monthly average rebar (BF-route) prices increased by INR1,500/t MoM to INR59,500/t in Mar'26 over steady order bookings and raw material inflation-led price hikes.
- We expect domestic steel prices to be high in Apr'26 amid supply disruptions, healthy demand, and higher freight and input material costs. Going forward, the price hike is likely to be driven by costs rather than demand and might weigh on downstream consumption.
- Global steel prices saw an uptick, with EU prices rising 6% MoM to USD700/t, supported by CBAM, import quota reductions and ongoing supply disruptions. China's steel export (FOB) prices rose to USD475/t (+4% YoY) in Mar'26.
- As per Joint Plant Committee (JPC) data, crude steel production rose 4% MoM and YoY to 14.5mt, and finished steel output stood at 13.9mt (+1% MoM and +4% YoY) in Mar'26. Imports fell 9% YoY to 0.52mt, whereas exports rose 29% YoY to 0.59mt in Mar'26.
- In non-ferrous, aluminum prices rose 10% MoM during Mar'26 to USD3,350/t due to supply disruption. Prices of other commodities (copper, zinc and lead) softened by 2-4% MoM.
- Nickel prices remained elevated at USD17,000/t in Mar'26 after the recent announcement of Indonesian mining/production cuts in CY26. With the rise in nickel prices, stainless steel prices increased by 5% MoM to INR2,13,000/t (SS-304 CRC) in Mar'26.

Input costs (iron ore/coking coal) steady

- Premium hard-coking coal (HCC) prices rose steadily by 28% YoY to USD250/t in Mar'26 but corrected 5% MoM amid improved supply. With supplies resuming in Australia, coking coal prices are likely to correct, although concerns over the ongoing conflicts can inflate prices.
- NMDC raised prices by INR100/t for fines and INR50/t for lumps in Mar'26, while OMC iron ore prices fell by INR100/t over subdued buying after pre-fiscal restocking. In Apr'26, NMDC took a price hike of INR500/t, and we expect prices to remain stable as fresh dispatches have started in Apr'26.
- Domestic coal production was down by 4% YoY at ~101mt, while Coal India production declined by 2% YoY to 85mt in Mar'26. Coal India dispatches increased by 2% YoY to 97mt in Mar'26.

Commodities and forex tracker

		UoM	Spot	WoW (%)	MoM (%)
Steel	India HRC (ex-Mum)	INR/t	59,100	(0.3)	5.7
	India TMT Prime (ex-Mum)	INR/t	60,400	(0.2)	1.0
	Korea HRC - FoB	USD/t	505	-	-
	Dom. HRC (Prem/(Disc) vs FTA	INR/t	12,173	(2.4)	33.5
	China HRC Dom.	USD/t	487	1.1	1.9
	China HRC - FoB	USD/t	505	-	6.3
Coking Coal	India Prem HCC CNF	USD/t	253	(0.4)	0.8
	Australia Premium HCC FOB	USD/t	231	(1.3)	3.1
	India 64 Mid Vols CNF	USD/t	200	(2.0)	(1.0)
Thermal Coal	RB1 (6000 NAR) SA FoB	USD/t	123	(1.2)	(6.5)
Metalics	Iron Ore (62% Aus origin – CNF Rizhao)	USD/t	107	0.9	(1.8)
	Iron Ore (62% Import Fines CFR Qingdao)	USD/t	102	2.7	(1.2)
Non-Ferrous	Aluminium	USD/t	3,660	3.8	14.4
	Copper	USD/t	13,149	3.9	11.2
	Zinc	USD/t	3,439	4.3	14.3
	Nickel	USD/t	17,909	5.1	6.7
	Lead	USD/t	1,949	3.6	6.6
	Alumina SMM - FOB	USD/t	306	(0.6)	2.7
	Ali UBC Scrap	USD/t	2,249	1.0	7.4
	Ali UBC Scrap Spread	USD/t	1,411	8.6	27.6
FX	INR/USD	x	92.9	0.2	0.3
	CNY/USD	"	6.8	(0.1)	(1.0)

BSE SENSEX
79,273

S&P CNX
24,577

CMP: INR341

Buy

Conference Call Details



Date: 22th April 2026

Time: 16:00 IST

Dial-in details:

+91-22 6280 1289 /

+91-22 7115 8190

Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	11.2	13.7	18.8
EBITDA	3.0	3.3	4.8
EBITDA Margin (%)	27.1	24.2	25.7
PAT	2.0	2.2	3.4
EPS (INR)	14.0	14.7	22.9
EPS Gr. (%)	36.0	5.6	55.2
BV/Sh. (INR)	246.5	259.7	281.1
Ratios			
RoE (%)	5.9	5.8	8.5
RoCE (%)	6.3	5.9	8.0
Payout (%)	10.8	10.2	6.6
Valuations			
P/E (x)	24.5	23.2	14.9
P/BV (x)	1.4	1.3	1.2
EV/EBITDA (x)	18.6	17.5	11.8
Div yld (%)	0.4	0.4	0.4

Strong operational performance

Collections outgrow presales in 4QFY26

Sunteck Realty (SRIN) reported pre-sales of INR10.6b in 4QFY26, up 22% YoY. Collections were up 39% YoY to INR4.3b.

In FY26, presales were at INR31.6b, up 25% YoY, while collections were at INR14.3b, up 14% YoY.

Balance sheet remains sturdy

Net cash flow surplus stood strong at INR5.5b in FY26 (up 48% YoY), while net debt-to-equity remained low at 0.06x.

MMR continues to remain in focus for business development

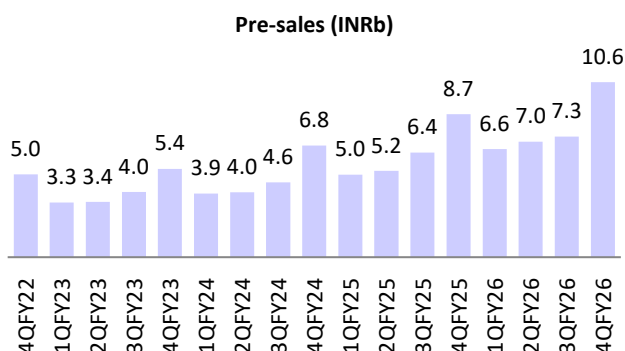
In FY26, the company expanded its MMR development pipeline through three strategic additions with a combined estimated GDV of INR50b. This includes a couple of projects in Andheri (one each in redevelopment and outright basis), offering a combined GDV of INR36-38b, and one JDA in Mira road with a GDV of INR12b.

P&L highlights

In 4QFY26, revenue was up 65% YoY to INR3.4b. The company reported EBITDA of INR967m, up 41% YoY. EBITDA margin contracted 482bp YoY to 28.5%. Adj. PAT stood at INR638m, up 27% YoY. PAT margin was at 19%.

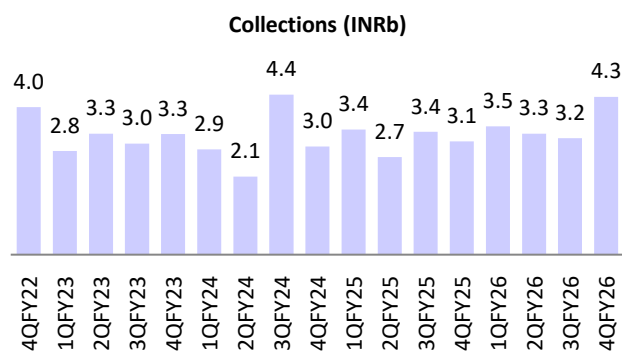
In FY26, revenue was up 32% YoY to INR11.2b. EBITDA was at INR3b, up 63% YoY. EBITDA margin stood at 27% vs 22% in FY25. Adj. PAT stood at INR2b, up 36% YoY.

Presales increased 22% YoY to INR10.6b



Source: Company, MOFSL

Collections increased 39% YoY to INR4.3b



Source: Company, MOFSL

Quarterly performance
(INR m)

Y/E March	FY25				FY26E				FY25	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Net Sales	3,163	1,690	1,618	2,060	1,883	2,524	3,441	3,390	8,531	11,238
YoY Change (%)	348.2	577.9	281.1	-51.7	-40.5	49.3	112.7	64.5	51.0	31.7
Total Expenditure	2,849	1,317	1,134	1,374	1,406	1,745	2,626	2,424	6,673	8,190
EBITDA	314	374	484	687	477	778	815	967	1,858	3,048
Margins (%)	9.9	22.1	29.9	33.3	25.4	30.8	23.7	28.5	21.8	27.1
Depreciation	34	36	31	28	34	36	37	38	129	145
Interest	103	99	87	119	149	194	117	202	409	673
Other Income	117	130	130	118	132	98	119	98	495	448
PBT before EO expense	295	368	495	658	426	646	780	826	1,816	2,678
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0
PBT	295	368	495	658	426	646	780	826	1,816	2,678
Tax	70	22	69	170	92	159	212	197	331	659
Rate (%)	23.9	5.9	13.9	25.9	21.6	24.5	27.1	23.9	18.2	24.6
Minority Interest & Profit/Loss of Asso. Cos.	-3	1	1	-17	0	-2	-13	-9	-18	-25
Reported PAT	228	346	425	504	334	490	582	638	1,503	2,044
Adj PAT	228	346	425	504	334	490	582	638	1,503	2,044
YoY Change (%)	-438.2	-348.3	-536.9	-50.3	46.7	41.4	36.9	26.5	111.6	36.0
Margins (%)	7.2	20.5	26.3	24.5	17.8	19.4	16.9	18.8	17.6	18.2
Operational metrics										
Pre-sales	5,020	5,240	6,350	8,700	6,570	7,020	7,340	10,640	25,310	31,570
Collections	3,420	2,670	3,360	3,100	3,510	3,310	3,190	4,320	12,550	14,330

Source: MOFSL, Company

Note: Estimates are under review since we will revise them after the earnings call.



Groww : Strong Q4FY26, No Change In Options Volume Since STT Hike; Ishan Bansal Co-founder & CFO

- No major impact on options; futures volumes may see ~5–10% dip.
- FY27 revenue growth guided at ~25–30%, supported by strong QoQ momentum and low base.
- Continued investments in IPL marketing, AMC, and Fisdom; wealth may turn profitable by FY28, AMC to take longer.
- MTF scaling strong with regulatory easing possible; operating leverage to drive margin expansion ahead.

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Hind Copper: Vision 2030 | Hoping To Beat Our Internal Estimates At Current Copper Prices; Sanjiv kumar, CMD

- Assumes \$9–10k copper vs current ~\$12–13k, leaving room for earnings upside.
- Targeting ~2.5x profit growth via volume ramp-up from ~4 mt to ~12 mt, led by key mine expansions.
- ~INR7,000cr planned, largely funded through internal accruals; balance sheet remains low leverage.
- Optional gains from critical minerals (tailings) and stable margins (~23–25%) with potential upside if prices stay strong.

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Titagarh Rail Systems: New Indian Navy Project, ₹610 Cr Capex & Future Listing Plans; Umesh Chowdhary, VC & MD

- Delivered Navy vessel; scaling shipbuilding via dedicated subsidiary and new Bengal shipyard.
- Facility to handle ~16–18 vessels annually; sector supported by government’s self-reliance push.
- ~₹600cr investment over 2–3 years; revenue potential ~3.5–4x over 4–5 years.
- Focus on specialized vessels with ~15% blended margins; separate listing possible over time.

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Power Exchange India: Sees Big Opportunity in Market Coupling ; Vivek Singla, MD & CEO

- CERC move to centralize price discovery seen as structural positive; ensures level playing field across exchanges.
- Revenue model unchanged (per-unit fees), but higher volumes from pooled liquidity to drive growth.
- PXIL expects to gain share in DAM/RTM (70% of market), targeting ~40–50% over time.
- Rising power demand + renewables + unlocking stranded capacity to boost overall exchange volumes.

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SELL	< - 10%
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UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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