

HSIE Results Daily

Contents

Results Reviews

- **Tata Consultancy Services:** We maintain ADD on TCS, following a strong 4Q performance, robust growth indicators, and positive commentary (3-5 years structural growth drivers). The near-term growth visibility is high, supported by strong bookings (4Q book-to-bill higher than FY20 and 9MFY21 book-to-bill) and higher mix of smaller deals. We believe TCS' calibrated focus on upstream/consulting business will increase its addressable market. The industry-leading execution continues with markers such as decline in attrition (though uptick in sub-con), reversion to normal wage cycle, and investments in up-skilling (enabling partnerships, solution expertise). TCS' commentary on supply-side (no concerns) was a contrast to Accenture's commentary (reversion of attrition to pre-COVID level), and we believe that the uptick in demand will increase the attrition differential within the sector. Core verticals look healthy with strong bookings in BFSI and Retail & CPG (both in value and volume terms). Our target price of INR 3,470 is based on 28x Mar-23E EPS with EPS CAGR at 17% over FY21-23E.

HSIE Research Team

hdfcsec-research@hdfcsec.com

Tata Consultancy Services

Strong progression

We maintain ADD on TCS, following a strong 4Q performance, robust growth indicators, and positive commentary (3-5 years structural growth drivers). The near-term growth visibility is high, supported by strong bookings (4Q book-to-bill higher than FY20 and 9MFY21 book-to-bill) and higher mix of smaller deals. We believe TCS' calibrated focus on upstream/consulting business will increase its addressable market. The industry-leading execution continues with markers such as decline in attrition (though uptick in sub-con), reversion to normal wage cycle, and investments in up-skilling (enabling partnerships, solution expertise). TCS' commentary on supply-side (no concerns) was a contrast to Accenture's commentary (reversion of attrition to pre-COVID level), and we believe that the uptick in demand will increase the attrition differential within the sector. Core verticals look healthy with strong bookings in BFSI and Retail & CPG (both in value and volume terms). Our target price of INR 3,470 is based on 28x Mar-23E EPS with EPS CAGR at 17% over FY21-23E.

- 4QFY21 highlights:** (1) Revenue came at the highest ever 4Q in the past ten years at 4.2% QoQ CC (5.9% YoY). (2) EBIT margin hit a 22-quarter high at 26.8%, +23bps QoQ supported by higher gross margin, offset by higher sub-con. (3) Net addition was robust in 4Q at 19,388. (4) BFSI and Retail & CPG verticals grew 7% QoQ and 4% QoQ in CC terms, supported by ramp-up of large deal wins and strong bookings during the quarter. (5) Deal TCV of USD 9.2bn (book-to-bill 1.54x) included NorthAm bookings at USD 4.2bn, BFSI bookings at USD 3.9bn, and Retail & CPG bookings at USD 4.2bn.
- Outlook:** Accelerated cloud adoption, vendor consolidation, and uptick in transformational deals will support the flight to quality. We have factored in USD revenue growth of 15.9%/10.9% for FY22/23E with 1QFY22 at 3.1% QoQ. EBIT margin for TCS is factored in at 26.4%/27.5% for FY22/23E. Valuations are at 30.4/26.2x with FY21-23E EPS CAGR at 17%.

Quarterly financial summary

YE March (INR bn)	4Q FY21	4Q FY20	YoY (%)	3Q FY21	QoQ (%)	FY19	FY20	FY21	FY22E	FY23E
Revenue (USD mn)	5,989	5,444	10.0	5,702	5.0	20,913	22,032	22,174	25,703	28,511
Net Sales	437.05	399.46	9.4	420.15	4.0	1,464.63	1,569.49	1,641.77	1,892.68	2,138.31
EBIT	117.34	100.25	17.0	111.84	4.9	374.50	385.80	424.81	500.30	588.14
APAT	92.46	80.49	14.9	87.01	6.3	314.72	323.40	333.56	394.94	458.51
Diluted EPS (INR)	25.0	21.8	14.9	23.5	6.3	85.1	87.4	90.2	106.8	124.0
P/E (x)						38.2	37.1	36.0	30.4	26.2
EV / EBITDA (x)						30.1	27.9	25.1	21.4	18.2
RoE (%)						36.1	37.3	39.1	44.3	47.8

Source: Company, HSIE Research, Consolidated Financials

Change in estimates

YE March (INR bn)	FY21E Old	FY21 Revised	Change %	FY22E Old	FY22E Revised	Change %	FY23E Old	FY23E Revised	Change %
Revenue (USD mn)	22,142	22,174	0.1	25,430	25,703	1.1	28,207	28,511	1.1
Revenue	1,638.42	1,641.77	0.2	1,872.52	1,892.68	1.1	2,115.56	2,138.31	1.1
EBIT	422.82	424.81	0.5	492.54	500.30	1.6	579.75	588.14	1.4
EBIT margin (%)	25.8	25.9	7bps	26.3	26.4	13bps	27.4	27.5	10bps
APAT	329.36	333.56	1.3	390.62	394.94	1.1	457.25	458.51	0.3
EPS (INR)	89.0	90.2	1.3	105.6	106.8	1.1	123.6	124.0	0.3

Source: Company, HSIE Research

ADD

CMP (as on 12 Apr 2021)	INR 3,247
Target Price	INR 3,470
NIFTY	14,311

KEY CHANGES	OLD	NEW
Rating	ADD	ADD
Price Target	INR 3,460	INR 3,470
EPS %	FY22E +1.1	FY23E +0.3

KEY STOCK DATA

Bloomberg code	TCS IN
No. of Shares (mn)	3,699
MCap (Rs bn) / (\$ mn)	12,009/1,65,165
6m avg traded value (Rs mn)	10,917
52 Week high / low	Rs 3,359/1,675

STOCK PERFORMANCE (%)

	3M	6M	12M
Absolute (%)	2.3	14.7	83.8
Relative (%)	5.6	(3.2)	30.1

SHAREHOLDING PATTERN (%)

	Dec-20	Mar-21
Promoters	72.05	72.19
FIs & Local MFs	7.72	7.82
FPIs	15.88	15.62
Public & Others	4.35	4.37
Pledged Shares	2.12	0.34

Source : BSE

Pledged shares as % of total shares

Apurva Prasad

apurva.prasad@hdfcsec.com
+91-22-6171-7327

Amit Chandra

amit.chandra@hdfcsec.com
+91-22-6171-7345

Vinesh Vala

vinesh.vala@hdfcsec.com
+91-22-6171-7332

Rating Criteria

- BUY: >+15% return potential
- ADD: +5% to +15% return potential
- REDUCE: -10% to +5% return potential
- SELL: > 10% Downside return potential

Disclosure:

Analyst	Company Covered	Qualification	Any holding in the stock
Apurva Prasad	Tata Consultancy Services	MBA	NO
Amit Chandra	Tata Consultancy Services	MBA	NO
Vinesh Vala	Tata Consultancy Services	MBA	NO

Disclosure:

Authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. HSL has no material adverse disciplinary history as on the date of publication of this report. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

Research Analyst or his/her relative or HDFC Securities Ltd. **does not have** any financial interest in the subject company. Also Research Analyst or his relative or HDFC Securities Ltd. or its Associate may have beneficial ownership of 1% or more in the subject company at the end of the month immediately preceding the date of publication of the Research Report. Further Research Analyst or his relative or HDFC Securities Ltd. or its associate **does not have** any material conflict of interest.

HDFC Securities Limited (HSL) is a SEBI Registered Research Analyst having registration no. INH000002475.

Disclaimer:

This report has been prepared by HDFC Securities Ltd and is solely for information of the recipient only. The report must not be used as a singular basis of any investment decision. The views herein are of a general nature and do not consider the risk appetite or the particular circumstances of an individual investor; readers are requested to take professional advice before investing. Nothing in this document should be construed as investment advice. Each recipient of this document should make such investigations as they deem necessary to arrive at an independent evaluation of an investment in securities of the companies referred to in this document (including merits and risks) and should consult their own advisors to determine merits and risks of such investment. The information and opinions contained herein have been compiled or arrived at, based upon information obtained in good faith from sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. Descriptions of any company or companies or their securities mentioned herein are not intended to be complete. HSL is not obliged to update this report for such changes. HSL has the right to make changes and modifications at any time.

This report is not directed to, or intended for display, downloading, printing, reproducing or for distribution to or use by, any person or entity who is a citizen or resident or located in any locality, state, country or other jurisdiction where such distribution, publication, reproduction, availability or use would be contrary to law or regulation or what would subject HSL or its affiliates to any registration or licensing requirement within such jurisdiction.

If this report is inadvertently sent or has reached any person in such country, especially, United States of America, the same should be ignored and brought to the attention of the sender. This document may not be reproduced, distributed or published in whole or in part, directly or indirectly, for any purposes or in any manner.

Foreign currencies denominated securities, wherever mentioned, are subject to exchange rate fluctuations, which could have an adverse effect on their value or price, or the income derived from them. In addition, investors in securities such as ADRs, the values of which are influenced by foreign currencies effectively assume currency risk. It should not be considered to be taken as an offer to sell or a solicitation to buy any security.

This document is not, and should not, be construed as an offer or solicitation of an offer, to buy or sell any securities or other financial instruments. This report should not be construed as an invitation or solicitation to do business with HSL. HSL may from time to time solicit from, or perform broking, or other services for, any company mentioned in this mail and/or its attachments.

HSL and its affiliated company(ies), their directors and employees may; (a) from time to time, have a long or short position in, and buy or sell the securities of the company(ies) mentioned herein or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.

HSL, its directors, analysts or employees do not take any responsibility, financial or otherwise, of the losses or the damages sustained due to the investments made or any action taken on basis of this report, including but not restricted to, fluctuation in the prices of shares and bonds, changes in the currency rates, diminution in the NAVs, reduction in the dividend or income, etc.

HSL and other group companies, its directors, associates, employees may have various positions in any of the stocks, securities and financial instruments dealt in the report, or may make sell or purchase or other deals in these securities from time to time or may deal in other securities of the companies / organizations described in this report.

HSL or its associates might have managed or co-managed public offering of securities for the subject company or might have been mandated by the subject company for any other assignment in the past twelve months.

HSL or its associates might have received any compensation from the companies mentioned in the report during the period preceding twelve months from the date of this report for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory service in a merger or specific transaction in the normal course of business.

HSL or its analysts did not receive any compensation or other benefits from the companies mentioned in the report or third party in connection with preparation of the research report. Accordingly, neither HSL nor Research Analysts have any material conflict of interest at the time of publication of this report. Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. HSL may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report.

Research entity has not been engaged in market making activity for the subject company. Research analyst has not served as an officer, director or employee of the subject company. We have not received any compensation/benefits from the subject company or third party in connection with the Research Report.

HDFC securities Limited, I Think Techno Campus, Building - B, "Alpha", Office Floor 8, Near Kanjurmarg Station, Opp. Crompton Greaves, Kanjurmarg (East), Mumbai 400 042 Phone: (022) 3075 3400 Fax: (022) 2496 5066 Compliance Officer: Binkle R. Oza Email: complianceofficer@hdfcsec.com Phone: (022) 3045 3600

HDFC Securities Limited, SEBI Reg. No.: NSE, BSE, MSEI, MCX: INZ000186937; AMFI Reg. No. ARN: 13549; PFRDA Reg. No. POP: 11092018; IRDA Corporate Agent License No.: CA0062; SEBI Research Analyst Reg. No.: INH000002475; SEBI Investment Adviser Reg. No.: INA000011538; CIN - U67120MH2000PLC152193

HDFC securities**Institutional Equities**

Unit No. 1602, 16th Floor, Tower A, Peninsula Business Park,

Senapati Bapat Marg, Lower Parel, Mumbai - 400 013

Board: +91-22-6171-7330 www.hdfcsec.com