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INSTITUTIONAL EQUITIES

October 16, 2025

RESULT REPORT Q2 FY26 | Sector: Information Technology

Wipro

In-line result; 3Q26 guidance mid-point positive

Healthcare, Technology and communications drive positive sequential growth after 8 quarters.

Revenues grow near mid-point of its guidance; 3QFY26 guidance at -0.5% to 1.5%– 2QFY26 revenues grow by 0.3% QoQ (Guidance was -1% to 1%) in CC terms after eight quarters of sequential decline: Growth was supported by continued strength in Healthcare, Technology, and Communications offset by weakness in Consumer and Manufacturing. Demand environment remained mixed — cost optimization, vendor consolidation, and AI-led transformation continue to drive spend, while macro and tariff-related uncertainty keep discretionary budgets tight. Phoenix deal (100% net new) will ramp-up from 3QFY26 increasing sequential growth guidance to -0.5% to 1.5% QoQ. Several large deals in H1 will also slowly ramp-up over next few quarters.

Margins remain rangebound – EBIT margins contracted to 16.7% down 60bps QoQ, 17.2% when adjusted for one-off due to client bankruptcy: Margins got tailwinds from currency benefit, improved utilization, lower attrition, higher profitability in fixed-price projects, SG&A optimization and headwinds included large deal transition costs and growth investments. Investments are expected to continue as several large/mega deals are expected to ramp-up in coming quarters keeping margins range bound near current levels. 17-15% band remains aspirational.

Wipro Intelligence – Clients compensating productivity gains with new work: Wipro introduced Wipro Intelligence, a unified AI suite combining platforms, industry solutions, and transformation offerings. It Integrates capabilities across software development, infrastructure, cloud, and BPO with sector-specific platforms with over 200 AI agents and platforms developed across industries. Clients largely reinvesting productivity gained with GenAI

Four mega deals in last two quarters – Large deals grew by 19% YoY and overall orderbook by 32% in 2Q: New Focusing on large deals became one the strategic pillar of Wipro's turnaround story after Srini came in, which has paid off very well. Book-to-bill ratio is at 3 years high providing good revenue visibility. Management is positive on Q3 revenue conversion as Europe and APMEA doing well with Americas joining the growth later. Better than historical net-new portion in H1 and strong pipeline secular across geographies, verticals, and sizes will also support growth

Reiterate ADD; TP kept unchanged at Rs. 290– Mega/large deal ramp-ups to support revenues keeping margins range-bound: We believe Wipro is just starting its turnaround story with Book-to-bill at 3 years high of 0.71x and our revenue conversion metrics flashing green all over, showing positive revenue conversion. We are 12/23/55bps below consensus (16.6%/16.8%/16.5% for FY26/27/28) on EBIT margins as we think multiple cost take out ramp ups will keep investment intensity high. We value Wipro at 21x its 3QFY27 to 2QFY28 EPS of Rs 13.8 to arrive at a TP of Rs 290 offering an upside of 14.3%.

Result at a glance

Rsm	2Q25	1Q26	2Q26	QoQ	YoY	Consensus	Diff.
Rev. grt in CC					-2.6%	0.5%	
Rev. grt in CC				0.3%			
Revenues	223,016	221,346	226,973	2.5%	1.8%	226,805	0.1%
EBIT	37,545	35,542	37,271	4.9%	-0.7%	37,544	-0.7%
Ebit margin	16.8%	16.1%	16.4%	36bps	-41bps	16.6%	-13bps
Other Income	5,230	6,991	5,401	-22.7%	3.3%		
Net profit	32,263	33,315	32,472	-2.5%	0.6%	32,786	-1.0%
EPS (Rs)	3.1	1.6	1.5	-2.6%	-49.4%	3.1	-50.3%

Source: Bloomberg, YES Sec

Recommendation	:	ADD
Current Price	:	Rs 254
Target Price	:	Rs 290
Potential Return	:	+14.3%

Stock data (as on October 16, 2025)

Nifty	25,585
52 Week h/l (Rs)	325 / 228
Market cap (Rs/USD mn)	2620177 / 29823
Outstanding Shares (mn)	10,472
6m Avg t/o (Rs mn):	2,459
Div yield (%):	2.4
Bloomberg code:	WPRO IN
NSE code:	WIPRO

Stock performance

	1M	3M	1Y
Absolute return	-0.1%	-3.4%	-4.6%

Shareholding pattern (As of Jun'25 end)

Promoter	72.7%
FII+DII	18.7%
Others	8.5%

Δ in stance

(1-Yr)	New	Old
Rating	ADD	ADD
Target Price	290	290

Financial Summary

(Rs mn)	FY25	FY26E	FY27E
Net Revenue	890,884	917,990	1,000,374
YoY Growth	-0.7	3.0	9.0
EBITDA	180,475	180,722	199,310
EBITDA (%)	20.3	19.7	19.9
EBIT	150,896	152,507	167,603
EBIT (%)	16.9	16.6	16.8
PAT	131,201	134,749	141,513
YoY Growth	16.9	2.4	5.0
ROE	18.5	18.7	20.9
EPS	12.5	12.8	13.5
P/E	18.2	17.8	17.1

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CONCALL SUMMARY

1) Overall performance & demand environment

- IT Services revenue stood at USD 2.6bn, growing 0.3% QoQ in constant currency (CC) and 0.7% QoQ reported, within guided range of -1% to 1%.
- Growth was supported by continued strength in Healthcare, Technology, and Communications, offset by weakness in Consumer and Manufacturing.
- Demand environment remained mixed — cost optimization, vendor consolidation, and AI-led transformation continue to drive spend, while macro and tariff-related uncertainty keep discretionary budgets tight.
- Management highlighted that large deal wins are ramping as planned, with strong backlog providing visibility for the next few quarters.

2) Geographical Performance

Three of four strategic market units (SMUs) reported sequential growth, with Europe returning to growth after several weak quarters

- Americas 1: Growth led by Healthcare, Technology, and Communications verticals. Client budgets in these verticals remain stable, supported by transformation and AI adoption projects.
- Americas 2: Sequential decline attributed to transition phase between deal signings and revenue conversion. Large BFSI wins in this region are expected to start contributing from Q3, with full ramp in 6–8 quarters.
- Europe: Europe returned to sequential growth after several quarters, led by BFSI, aided by the Phoenix deal, which will begin contributing in Q3FY26. Earlier client-specific challenges in Europe are now behind
- APMEA (Asia-Pacific, Middle East & Africa): Growth led by India, Australia, and Southeast Asia; newer markets like LATAM and Africa gaining traction. Capco's growth also supported momentum in newer geographies.

3) Vertical Performance

- BFSI:
  - Sequential growth led by Europe and APAC; Americas to recover as large deals ramp.
  - Clients prioritizing cost optimization, vendor consolidation, legacy modernization, and scaled deployment of agentic AI
  - The Phoenix mega deal in BFSI begins ramping from Q3.
  - Mix of renewal, renewal-plus-expansion, and net-new contracts. Renewals generally include productivity benefits passed to clients, though many reinvest those savings into AI-led transformation.
- Healthcare:
  - One of the two mega deals this quarter came from a healthcare client.
  - Sector facing near-term policy-related challenges (Affordable Care Act reforms), but driving cost optimization and modernization.
  - Clients focused on real-time claims, pre-authorization efficiency, and AI-based member engagement; PayerAI adoption gaining traction.
- Technology and Communications:

  - Focus is on accelerating AI adoption and developing industry-specific solutions, with cost optimization remaining central.
  - Growth supported by engineering and modernization deals; clients remain focused on productivity-driven spending.
- Consumer:
  - Tariff uncertainties continue to impact the sector as customers reevaluate supply chains.
  - Clients remain cautious on discretionary projects.
- Energy, Manufacturing & Resources (EMR):
  - Tariff uncertainty continues to weigh on manufacturing and auto clients.
  - Management noted delays in large ERP programs as clients await tariff clarity.
  - Seeing traction in S/4HANA migrations and post-merger integration projects; several legacy outsourcing contracts likely to re-enter the market.
  - Energy consulting showed early signs of recovery; utilities remain soft but could improve in the UK market.
- Capco (Consulting & Financial Services):
  - grew both sequentially and YoY with growth driven by strong BFSI demand and traction in LATAM and Europe.

4) Deal Wins and Pipeline

- TCV at USD 4.7bn in Q2FY26 and H1FY26 cumulative bookings: USD 9.5bn.
- Two mega deals closed: Healthcare client (US) and BFSI client (Phoenix deal).
- Both include a mix of renewal and expansion elements; net-new scope to ramp from Q3 onward.
- No material delays or deferrals in deal ramp-ups.
- Net-new portion in H1 remained strong, better than historical trend.
- Renewals typically come with productivity pass-throughs; however, clients are reinvesting savings into modernization and AI-led projects.
- BFSI, Healthcare, and Europe are key contributors to deal activity.
- Pipeline remains robust, secular across verticals and geographies.
- Smaller deal flow also improving; management indicated a balanced pipeline across large and mid-sized deals.

5) Guidance & Outlook

- Guidance for Q3FY26: sequential growth of -0.5% to +1.5% in CC; midpoint implies positive trajectory. Guidance excludes Harman Digital Transformation Solutions (DTS) acquisition.
- Margins expected to remain in a narrow band (17–17.5%) as Wipro continues investing in growth and AI capabilities.

6) AI and GenAI Strategy

Wipro introduced **“Wipro Intelligence”**, a unified AI suite combining platforms, industry solutions, and transformation offerings.

- Integrates capabilities across software development, infrastructure, cloud, and BPO with sector-specific platforms.
- Over 200 AI agents and platforms developed across industries.

- Flagship platforms:
  - AutoCortex (Automotive)
  - WealthAI (BFSI)
  - PayerAI (Healthcare)
- Responsible AI guardrails built into all offerings, mitigating risks of hallucination and misuse.
- Addressed investor queries on AI-related liabilities and cybersecurity; management clarified that contractual frameworks and built-in controls manage such risks.
- Productivity improvements achieved through AI in run, operate, and build programs are leading to reinvestment into innovation by clients.
- Partnerships expanding across hyperscalers and research institutions; early adoption seen in BFSI and Healthcare.

8) Margins and Profitability

- Reported EBIT margin: 16.7%, down 60 bps QoQ; adjusted for one-offs, 17.2%, up 40 bps YoY.
- Margin walk:
  - Tailwinds: currency benefit, improved utilization, lower attrition, higher profitability in fixed-price projects, SG&A optimization.
  - Headwinds: large deal transition costs, growth investments, and fewer working days in Q3.
- Management expects margins to remain in the 17–17.5% band, balancing growth investments with productivity gains.
- Harman DTS acquisition (to close in Q3) expected to dilute margins by ~60 bps initially.

9) Talent, Hiring and Delivery

- Headcount increased sequentially; fresher onboarding resumed.
- Hiring focused on AI, consulting, and transformation talent.
- Management expects headcount to continue rising as large deal ramp-ups drive volume in H2.
- Over 80% of US workforce localized; less than 20% dependent on H-1B visas.
- No supply-side pressure expected from US visa changes.
- Company continues to expand nearshore delivery centers and reduce subcontractor usage.

Geography Performance

USD mn	2Q25	1Q26	2Q26	As a % of revenue	QoQ	YoY	CC QoQ	CC YoY
Americas1	819	856	859	33.0%	*0.3%*	*4.9%*	*0.5%*	*5.0%*
Americas2	814	787	771	29.6%	*-2.0%*	*-5.3%*	*-2.0%*	*-5.2%*
Europe	742	665	685	26.3%	*3.0%*	*-7.7%*	*1.4%*	*-10.2%*
APMEA	285	279	289	11.1%	*3.4%*	*1.6%*	*3.1%*	*2.6%*
TOTAL	2,660	2,587	2,604	100.0%	*0.7%*	*-2.1%*	*0.3%*	*-2.6%*

Source: Company, YES Sec

Vertical Performance

US$m	2Q25	1Q26	2Q26	As a % of revenue	QoQ	YoY	CC YoY
BFSI	926	869	893	34.3%	*2.8%*	*-3.5%*	*-4.0%*
Technology & Communications	410	401	406	15.6%	*1.3%*	*-0.8%*	*-1.7%*
Consumer Business unit	511	481	474	18.2%	*-1.5%*	*-7.2%*	*-7.4%*
Energy, Manufacturing and Resources	452	458	453	17.4%	*-1.1%*	*0.2%*	*-0.5%*
Health Business Unit	362	362	378	14.5%	*4.4%*	*4.4%*	*3.9%*
TOTAL	2,660	2,571	2,604	100.0%	*1.0%*	*-2.1%*	*-2.6%*

Source: Company, YES Sec

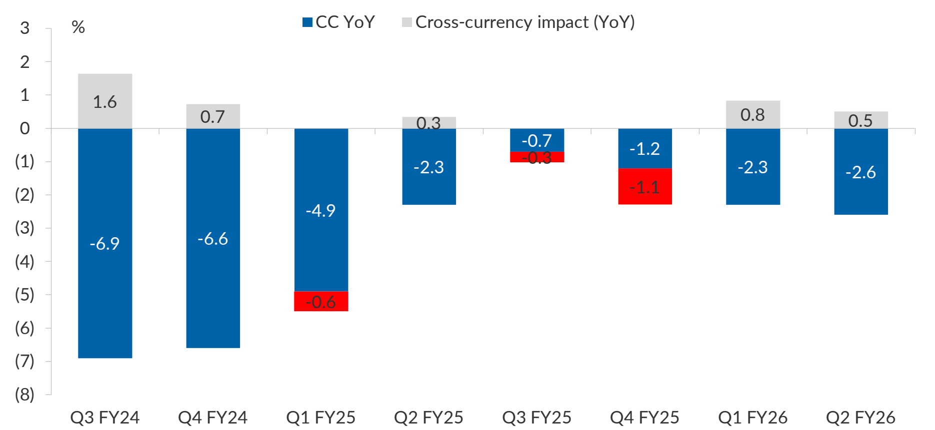
Valuation Summary

Valuation Metric	
Q5-Q8 EPS (Rs)	13.8
Target Multiple	21x
Target price (Rs)	290
Rating	ADD

Source: Company, YES Sec

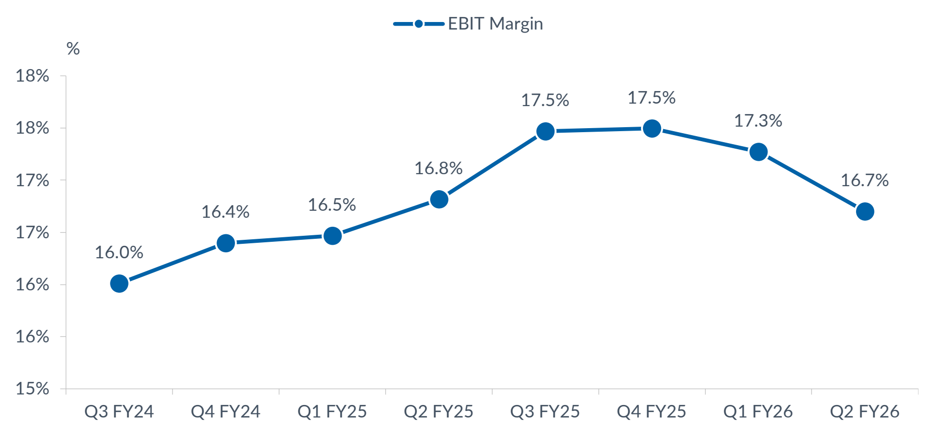
Charts of the Quarter

Exhibit 1: CC Growth Trend and Currency Impact (YoY)



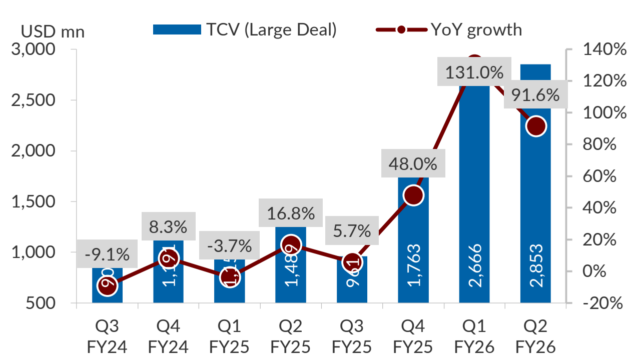
Source: Company, YES Sec

Exhibit 2: EBIT Margin trend (IT Services)



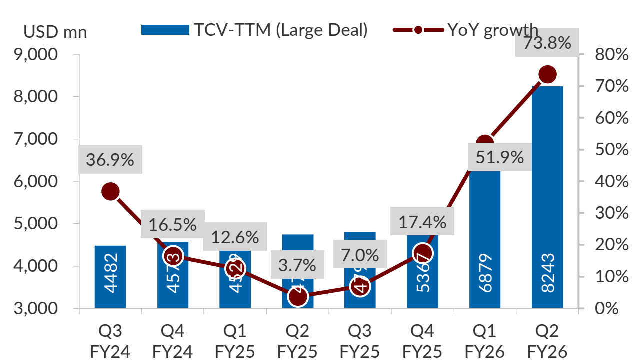
Source: Company, YES Sec

Exhibit 3: TCV (Large Deal) growth over quarters



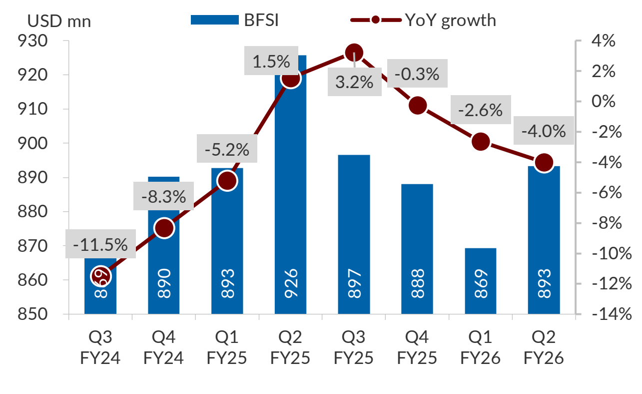
Source: Company, YES Sec

Exhibit 4: TTM TCV (Large Deal) growth over quarters



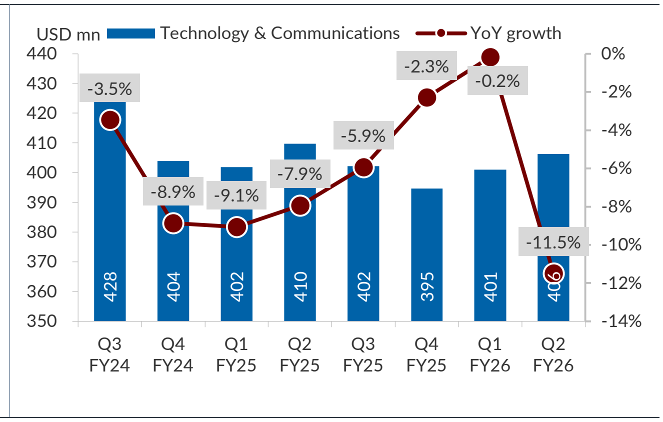
Source: Company, YES Sec

Exhibit 5: Vertical Performance- BFSI



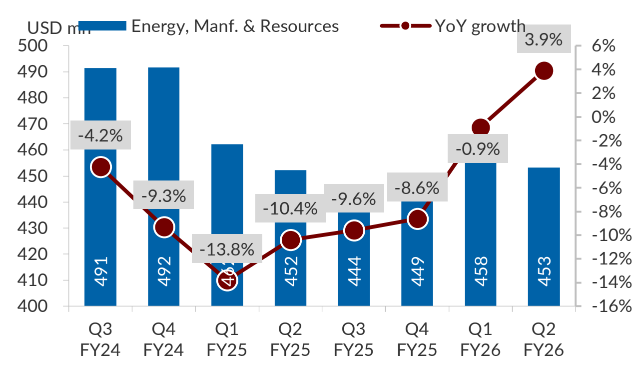
Source: Company, YES Sec

Exhibit 6: Vertical Performance- Tech. & Comm.



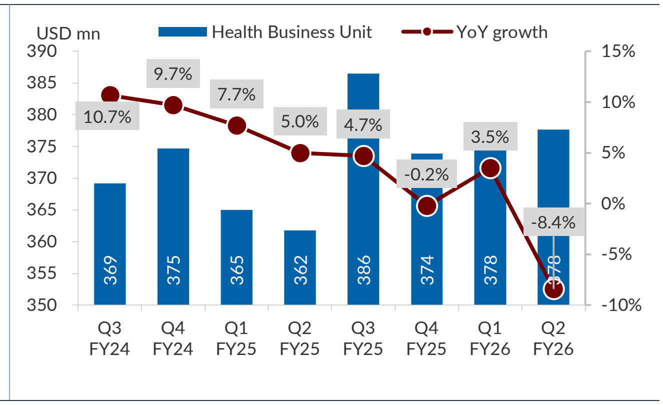
Source: Company, YES Sec

Exhibit 7: Vertical Performance- Energy, Manf. & Res.



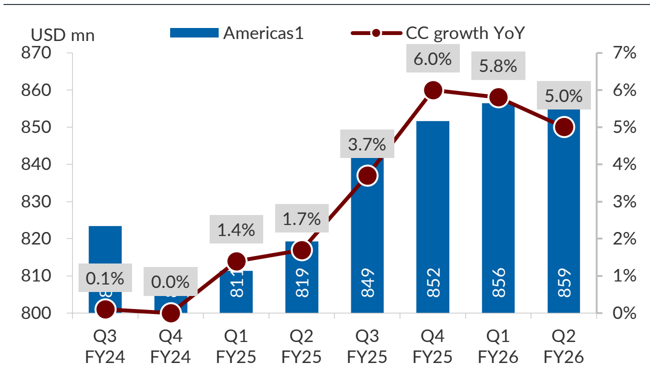
Source: Company, YES Sec

Exhibit 8: Vertical Performance- Healthcare



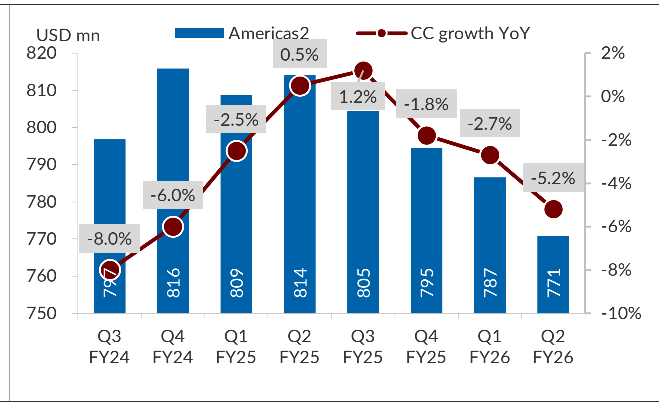
Source: Company, YES Sec

Exhibit 9: Geography Performance- Americas 1



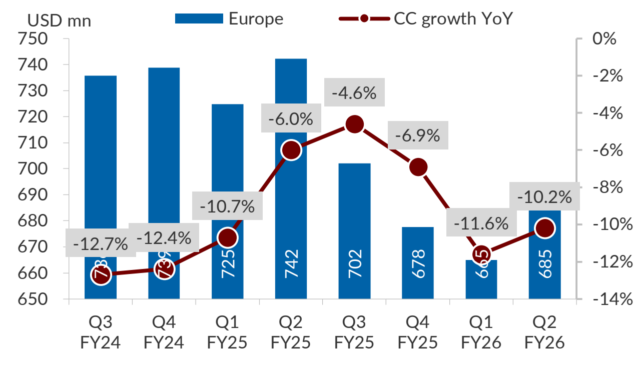
Source: Company, YES Sec

Exhibit 10: Geography Performance- Americas 2



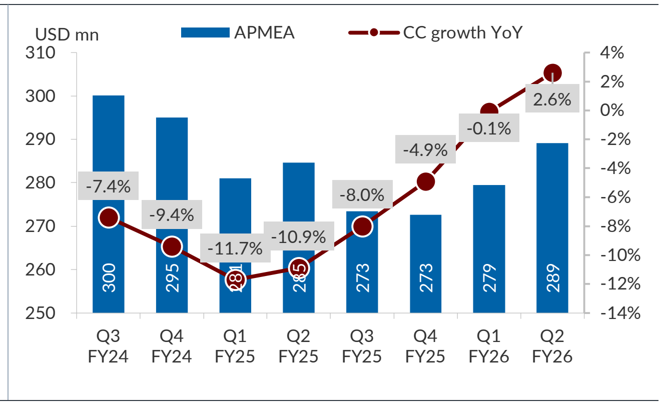
Source: Company, YES Sec

Exhibit 11: Geography Performance- Europe



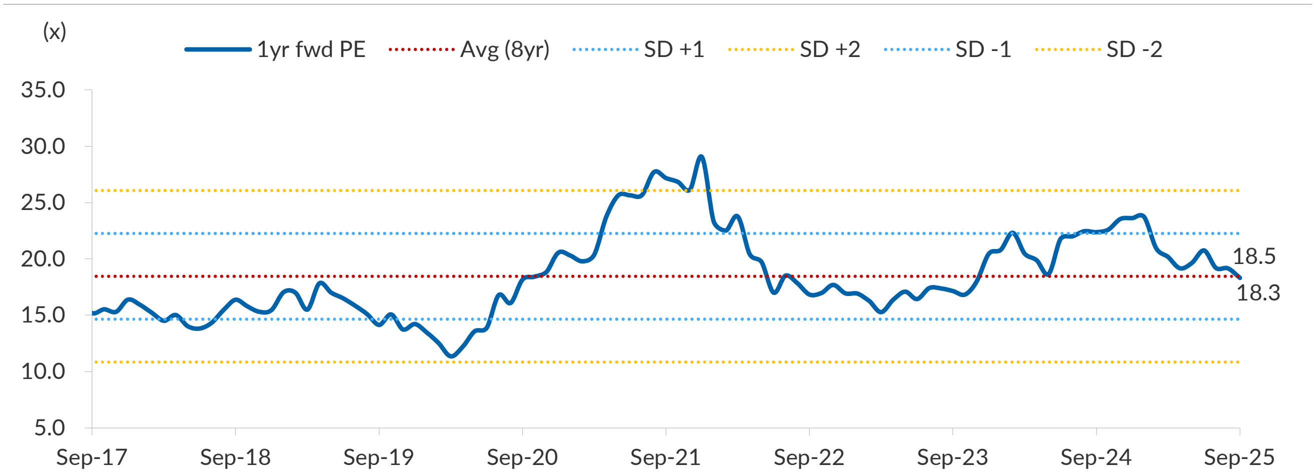
Source: Company, YES Sec

Exhibit 12: Geography Performance- APMEA



Source: Company, YES Sec

Exhibit 13: 1-year forward P/E (x) chart



Source: Company, YES Sec

Exhibit 14: Comp Sheet (Covered IT services)

Company	US$ revenue (USD mn)			EBIT Margins			ROE (%)		
	FY26	FY27	FY28	FY26	FY27	FY28	FY26	FY27	FY28
TCS	30,082	32,578	34,084	24.8%	24.8%	25.4%	55.9%	55.8%	49.9%
Infosys	20,141	21,225	22,422	20.8%	20.3%	20.1%	28.4%	27.1%	26.6%
HCL Tech	14,722	15,627	16,681	17.1%	17.6%	17.4%	24.3%	27.1%	28.0%
Wipro	10,478	11,125	11,818	17.0%	16.7%	16.5%	18.7%	20.9%	21.8%
TechM	6,412	6,743	7,069	12.0%	13.7%	14.3%	18.5%	22.1%	25.1%
LTIM	4,802	5,240	5,650	14.4%	14.3%	14.9%	22.7%	23.1%	23.3%

Source: Company, YES Sec

Exhibit 15: Comp Sheet (Covered IT services) continuation

Company	Reco.	CMP (Rs)	Mcap (INR bn)	Target price (Rs)	Upside/ (downside)	P/E			1-yr Fwd P/E	FCF Yield (%)
						FY26	FY27	FY28		
TCS	BUY	2,971	10,745	3,662	23%	20.8	19.2	16.7	20.5	4.6
Infosys	BUY	1,472	6,112	1,965	34%	20.8	19.4	18.0	20.8	5.5
HCL Tech	ADD	1,515	4,052	1,662	10%	24.4	21.5	20.1	21.9	5.4
Wipro	ADD	254	2,620	290	14%	19.8	18.8	18.0	18.8	6.9
TechM	BUY	1,464	1,429	1,782	22%	26.0	21.9	19.7	21.6	4.2
LTIM	ADD	5,623	1,663	6,365	13%	31.5	28.4	25.0	29.3	2.2

Source: Company, YES Sec

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Exhibit 16: Quarterly Snapshot

Particulars (Rs. Mn)	2QFY25	1QFY26	2QFY26	YoY(%)	QoQ(%)
Con. Revenues(USD mn)	**2,663**	**2,582**	**2,557**	**-4.0**	**-1.0**
% CC growth				**-2.6**	**0.3**
Exchange rate (INR/USD)	83	85	87	4.2	1.9
Con. Revenues (Rs mn)	**223,016**	**221,346**	**226,973**	**1.8**	**2.5**
Costs of revenues	146,741	150,392	152,915	4.2	1.7
Gross Profit	**76,275**	**70,954**	**74,058**	**-2.9**	**4.4**
Gross margin	34.2	32.1	32.6	-157bps	57bps
SG&A costs	30,422	28,557	29,870	-1.8	4.6
EBITDA	45,853	42,397	44,188	-3.6	4.2
EBITDA margin	**20.6**	**19.2**	**19.5**	**-109bps**	**31bps**
D&A Expense	8,308	6,855	6,917	-16.7	0.9
EBIT	37,545	35,542	37,271	-0.7	4.9
EBIT margin	**16.8**	**16.1**	**16.4**	**-41bps**	**36bps**
Other Income	5,230	6,991	5,401	3.3	-22.7
Profit before tax	42,775	42,533	42,672	-0.2	0.3
Tax	10512	9218	10200	-3.0	10.7
Minority Interest	178	61	162	-9.0	165.6
Share in earnings/(losses) of affiliates	(30)	50	152	-	204.0
Net PAT	**32,055**	**33,304**	**32,462**	**1.3**	**-2.5**
PAT margin	14.4	15.0	14.3	-7bps	-74bps
EPS (Rs)	6.1	3.2	3.1	-49.4	-2.6

Source: Company, YES Sec

Exhibit 17: Income Statement

Income statement (Rs mn)	FY22	FY23	FY24	FY25	FY26E	FY27E
Con. Revenues(USD mn)	**10,588**	**11,121**	**10,826**	**10,562**	**10,430**	**11,138**
% growth	26.1	5.0	-2.6	-2.4	-1.3	6.8
% CC growth	**26.9**	**11.5**	**-4.4**	**-2.3**	**-1.4**	**6.1**
Exchange rate (INR/USD)	75	80	83	85	88	90
Con. Revenues (Rs mn)	**790,934**	**904,876**	**897,603**	**890,884**	**917,990**	**1,000,374**
% growth	27.7	14.4	-0.8	-0.7	3.0	9.0
Costs of revenues	524,961	611,995	597,425	588,566	616,443	667,671
Gross Profit	**265,973**	**292,881**	**300,178**	**302,318**	**301,547**	**332,703**
Gross margin	33.6	32.4	33.4	33.9	32.8	33.3

Income statement (Rs mn)	FY22	FY23	FY24	FY25	FY26E	FY27E
SG&A costs	101,317	124,296	130,347	121,843	120,825	133,392
EBITDA	164,656	168,585	169,831	180,475	180,722	199,310
EBITDA margin	**20.8**	**18.6**	**18.9**	**20.3**	**19.7**	**19.9**
% growth (bps)	**-301.3**	**-218.7**	**29.0**	**133.7**	**-57.1**	**23.7**
D&A Expense	30,911	33,402	34,071	29,579	28,215	31,707
EBIT	133,745	135,183	135,760	150,896	152,507	167,603
EBIT margin	**17.2**	**14.9**	**15.1**	**16.9**	**16.6**	**16.8**
% growth (bps)	**-216.7**	**-224.7**	**18.5**	**181.3**	**-32.5**	**14.1**
Other Income	17,473	12,580	11,684	23,464	24,093	19,884
Profit before tax	151,218	147,763	147,444	174,360	176,600	187,487
Tax	28946	33992	34905	42777	41810	45934
Minority Interest	138	165	669	651	547	648
Share in earnings/(losses) of affiliates	57	(57)	(233)	269	506	608
Net PAT	**122,191**	**113,549**	**111,637**	**131,201**	**134,749**	**141,513**
PAT margin	15.4	12.5	12.4	14.7	14.7	14.1
EPS (Rs)	22.3	20.7	21.3	12.5	12.8	13.5

Source: Company, YES Sec

Exhibit 18: Balance Sheet

Balance sheet (Rs mn)	FY22	FY23	FY24	FY25	FY26E	FY27E
Share Capital	10,964	10,976	10,450	20,944	20,968	20,968
Reserves and Surplus	647,194	770,188	739,433	807,365	751,594	735,971
Minority Interest	515	589	1,340	2,138	2,230	2,878
Total Equity	**658,673**	**781,753**	**751,223**	**830,447**	**774,792**	**759,817**
Current Liabilities						
Short-term borrowings	95,233	88,821	79,166	97,863	128,507	128,507
Accounts payable	100,980	90,644	90,165	88,252	91,304	99,497
Unearned revenues	27,915	22,682	17,653	20,063	21,315	21,315
Current tax liabilities	13,231	18,846	21,756	34,481	47,937	47,937
Derivative liabilities	633	3,004	562	968	4,696	4,696
Provisions	825	959	372	1,637	1,447	1,447
Lease liabilities	9,056	8,620	9,221	8,025	8,011	8,011
Other current liabilities	60,504	34,356	33,567	34,964	40,841	44,506
Total current liabilities	**308,377**	**267,932**	**252,462**	**286,253**	**344,057**	**355,917**
Non-current liability						
Long term debt	56,463	61,272	62,300	63,954	-	-
Deferred tax liabilities	12,141	15,153	17,467	16,443	15,189	15,189

Balance sheet (Rs mn)	FY22	FY23	FY24	FY25	FY26E	FY27E
Non-current tax liability	17,818	21,777	37,090	42,024	41,010	41,010
Provisions	1	-	-	294	228	228
Lease liabilities	15,177	15,953	13,962	22,193	25,119	25,119
Other liabilities	10,532	11,982	17,955	24,912	25,538	25,538
Total liabilities	**420,509**	**394,069**	**401,236**	**456,073**	**451,141**	**463,001**
Total Liabilities & Equity	**1,079,182**	**1,175,822**	**1,152,459**	**1,286,520**	**1,225,933**	**1,222,817**
Assets						
Cash and Cash Equivalents	345,491	401,112	408,124	533,448	416,745	382,893
Accounts receivables	119,984	127,213	119,522	118,044	122,116	133,075
Unbilled revenues	81,456	83,516	78,199	80,075	85,511	93,185
Inventories	1,334	1,188	907	694	758	826
Derivative asset	3,032	1,844	1,333	1,820	17	17
Current tax asset	2,373	5,091	6,484	6,417	8,617	8,617
Other current assets	71,847	41,995	40,138	37,576	41,428	45,145
Total current assets	**625,517**	**661,959**	**654,707**	**778,074**	**675,192**	**663,759**
Property, plant & equipment, net	90,898	88,659	81,608	80,684	89,107	97,424
Lease assets	18,870	18,702	17,955	25,598	28,079	28,079
Investments in affiliates	774	780	1,044	1,327	1,586	1,586
Investment securities	19,109	20,720	21,629	26,458	42,831	42,831
Derivative asset	6	29	25	-	-	-
Non-current tax assets	10,256	11,922	9,043	7,230	6,398	6,398
Deferred tax assets	2,298	2,100	1,817	2,561	3,692	3,692
Intangible assets, net	43,555	43,045	32,748	27,450	25,108	25,108
Goodwill	246,989	307,970	316,002	325,014	339,417	339,417
Other assets	20,910	19,936	15,881	12,124	14,523	14,523
Total assets	**1,079,182**	**1,175,822**	**1,152,459**	**1,286,520**	**1,225,933**	**1,222,817**

Source: Company, YES Sec

Exhibit 19: Cash Flow

Cash flow statement (Rs mn)	FY22	FY23	FY24	FY25	FY26E	FY27E
PBT	**122,329**	**113,665**	**111,121**	**132,180**	**135,296**	**142,161**
Depreciation and amortisation expense	30,911	33,402	34,071	29,579	28,215	31,707
Others	142,060	141,973	139,454	155,748	177,106	188,095
Operating profit before WC changes	**172,971**	**175,375**	**173,525**	**185,327**	**205,321**	**219,802**
Changes in WC	(36,488)	(14,556)	18,051	10,274	14,676	4,399
Cash generated from operations	136,483	160,819	191,576	195,601	219,997	224,201
Net Income taxes paid	(25,686)	(30,218)	(15,360)	(26,175)	(41,810)	(45,934)

Cash flow statement (Rs mn)	FY22	FY23	FY24	FY25	FY26E	FY27E
Cash flow from operations	**110,797**	**130,601**	**176,216**	**169,426**	**178,187**	**178,267**
Capex (Net)	(19,417)	(14,288)	(6,188)	(13,215)	(36,598)	(8,318)
Amount paid for acquisitions	(129,846)	(45,555)	(5,291)	(964)	-	-
Other investing activities	(75,232)	(24,222)	23,159	(66,551)	-	-
Cash flow from investing activities	**(224,495)**	**(84,065)**	**11,680**	**(80,730)**	**(36,598)**	**(8,318)**
Buyback/ issuance of shares	-	-	(145,173)	-	-	-
Dividend paid	(6,602)	(32,814)	(5,540)	(62,750)	(209,496)	(157,136)
Other financing activities	53,188	(28,067)	(31,854)	(1,213)	-	-
Cash from financing activities	**46,586**	**(60,881)**	**(182,567)**	**(63,963)**	**(209,496)**	**(157,136)**
Change in cash balance	(67,112)	(14,345)	5,329	24,733	(67,907)	12,814
Opening cash balance	169,663	103,833	91,861	96,951	121,974	54,067
Exchange difference on translation of foreign currency C&CE	1,282	2,373	(239)	290	-	-
Closing cash balance	**103,833**	**91,861**	**96,951**	**121,974**	**54,067**	**66,881**

Source: Company, YES Sec

Exhibit 20: Ratios

Ratios (%)	FY22	FY23	FY24	FY25	FY26E	FY27E
Per share numbers (Rs)						
Reported earnings	11.6	11.3	11.7	13.9	14.2	14.9
Dividend	3.0	1.0	12.3	12.0	20.0	15.0
Book Value	60.0	71.2	70.4	79.0	73.6	72.1
Valuations (x)						
P/E	21.8	22.5	21.8	18.2	17.8	17.1
EV / EBITDA	15.7	15.0	14.8	13.4	13.8	12.7
EV/Sales	3.3	2.8	2.8	2.7	2.7	2.5
Profitability Ratios						
Gross margin	33.6	32.4	33.4	33.9	32.8	33.3
EBITDA margin	20.8	18.6	18.9	20.3	19.7	19.9
PAT margin	15.4	12.5	12.4	14.7	14.7	14.1
Return Ratios						
ROCE (pre-tax)	18.8	15.5	14.9	16.0	16.1	18.7
ROA	13.4	11.0	10.7	12.0	11.9	13.0
ROE	21.1	17.2	16.2	18.5	18.7	20.9
Turnover ratios						
Debtors days	50.4	49.9	50.2	48.7	47.7	46.6
Cash Conversion Ratios						
OCF/EBITDA	67.3	77.5	103.8	93.9	98.6	89.4
FCF/PAT	-31.5	62.3	147.6	118.3	105.1	120.1

Source: Company, YES Sec

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