

24 April 2026

India | Equity Research | Results Update

# Infosys

Technology

## Competitive intensity increasing due to advancement in AI

Infosys' organic growth guidance of 2.2% YoY CC (at mid-point) for FY27 – lower than 2.4% organic growth delivered in FY26 – despite strong bookings and better exit rate vs last year is due to: 1) client-specific issues in large European manufacturing client; 2) lower onsite revenue mix; and 3) AI-led compression. We note that deal TCV growth for FY26 is strong at 28% YoY and the company has executed well on improving realisation in FY26, as volume growth was flat. At the same time, management acknowledged increased competitive intensity due to rapid advancement in AI. This adds to uncertainty around the quantum of AI-led compression. Slower headcount addition and deferment of wage hike for FY26 also suggest higher uncertainty ahead. Maintain **HOLD** with a TP of INR 1,300, based on a one-year forward unchanged P/E of 17x on FY28 EPS of INR 76.6.

## Miss on revenue due slower pace of decision making in March

Infosys' revenue decline of -1.3% QoQ CC was higher vs. our and consensus estimates (I-Sec: -0.2%; Cons.: -0.7%) due to seasonal weakness and slower decision making in Mar'26. The decline was led by manufacturing (-5.9% QoQ USD), BFSI (-1.9% QoQ USD), retail (-1.2% QoQ USD) and energy & resources (-1.2% QoQ USD). Technology (2.9% QoQ USD) and communication (1.3% QoQ USD) were the only two verticals that grew.

## Soft growth outlook for FY27 driven by client-specific issues and AI-led compression

Infosys expects FY27 revenue to grow between 1.5–3.5% (with 20bps contribution from Stratus acquisition). At mid-point, organic growth guidance of 2.2% suggests a slowdown from the 2.4% organic growth delivered in FY26. Guidance factors in: 1) Reduction of 75–100bps due to lower revenue from one of its large European manufacturing clients — due to reduced client spend amid a challenging macro, along with Infosys' conscious decision to not pursue deals below certain return expectations. 2) 75-100bps impact from reduction in on-site mix. Infosys expects third-party costs for FY27 to remain at similar levels as FY26. Management mentioned that IT spending is measured amid macro and geopolitical uncertainties, higher interest rates, rapid technology shifts, and high competitive intensity. Contribution from Versant and Optimum Health is not included in guidance, pending closures of these acquisitions.

## Financial Summary

Y/E March (INR mn)	FY25A	FY26A	FY27E	FY28E
Net Revenue	16,29,900	17,86,500	19,09,154	19,80,282
EBITDA	3,92,350	4,24,440	4,48,210	4,67,711
EBITDA Margin (%)	24.1	23.8	23.5	23.6
Net Profit	2,67,500	3,07,630	2,94,032	3,10,569
EPS (INR)	64.5	71.6	72.6	76.7
EPS % Chg YoY	1.8	11.0	1.3	5.6
P/E (x)	19.2	17.3	17.1	16.2
EV/EBITDA (x)	12.5	11.5	10.6	10.0
RoCE (%)	26.5	29.5	29.4	28.9
RoE (%)	28.9	32.4	30.3	30.2

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### Market Data

Market Cap (INR)	5,031bn
Market Cap (USD)	53,545mn
Bloomberg Code	INFO IN
Reuters Code	INFY.BO
52-week Range (INR)	1,728 /1,215
Free Float (%)	86.0
ADTV-3M (mn) (USD)	203.7

Price Performance (%)	3m	6m	12m
Absolute	(25.7)	(18.8)	(15.9)
Relative to Sensex	(21.0)	(11.1)	(13.2)

ESG Score	2024	2025	Change
ESG score	77.2	80.9	3.7
Environment	64.2	71.8	7.6
Social	63.8	68.2	4.4
Governance	93.4	94.4	1.0

Note - Score ranges from 0 - 100 with a higher score indicating higher ESG disclosures.

Source: SES ESG, I-sec research

Earnings Revisions (%)	FY27E	FY28E
USD Revenue	(1.7)	(2.8)
EBIT	(0.5)	(3.9)
EPS	0.6	(3.5)

### Previous Reports

01-04-2026: [IT services Q4FY26 preview](#)

18-02-2026: [Company Update](#)

### Stable margins despite revenue decline

Infosys reported EBIT margin of 20.9% (in reported USD terms), down 20bps QoQ, slightly below consensus estimates (I-Sec: 20.6%; Cons.: 21.3%). Margin walk: Headwinds of: 1) 50bps from past acquisitions on account of additional amortization of intangibles; 2) 30bps from normalisation of last quarter's one-off gain; and 3) 20bps from compensation related costs, offset by lower variable pay. This is partially offset by tailwinds of: 1) 40bps from currency; and 2) 30bps from project Maximus, comprising of value-based selling, lean and automation, and critical portfolio focus.

There was a net headcount reduction of 8.4K employees QoQ. Headcount was up 1.6% YoY lower than revenue growth of 3.1% YoY CC in FY26. Despite slower headcount addition, utilisation (excluding trainees) saw a considerable dip of 110bps QoQ and 190bps YoY.

Infosys expects EBIT margin to be between 20–22% in FY27 (similar to guidance given for FY26). Guidance factors in headwinds from wage hikes (timeline is not yet decided), productivity pass-through, and AI investments, offset by initiatives under Project Maximus. Management mentioned that depreciation of INR against USD is not likely to translate entirely in margin expansion due to cross currency headwinds on revenue and reinvestment in the business.

### Progress on AI initiatives

Infosys has seen increasing momentum in AI-driven initiatives, particularly around productivity, automation and platform-led modernisation initiatives. Infosys is a strategic AI partner for 18 out of the top 20 clients in the BFSI vertical. In the communication vertical, the company is seeing a strong uptick in AI deals in areas like IT operations, software replacement, and mainframe migration.

Infosys has not seen a step change in AI productivity demand from clients in the last one-two quarters due to AI model advances. However, competitive intensity is going up. Infosys has strategic collaborations with foundation model companies such as Anthropic and OpenAI, which helps in supporting clients' transformation for software development, legacy modernization, and agent building.

### FY26 performance

FY26 revenue grew 3.1% (2.4% organic) YoY CC vs. guidance of 3–3.5% shared in Jan'26. Key headwinds of lower third-party revenue (third-party software license costs decreased 100bps YoY) and lower onsite revenue mix (down 70bps YoY) were offset by better realisation. In terms of verticals, growth was driven by communication (6.9% YoY CC), manufacturing (6.5% YoY CC), BFSI (4.4% YoY CC) and energy, resources and utilities (3.9% YoY CC). While growth was soft in technology (1.7% YoY CC), retail (-1.8% YoY CC) and life sciences (-3.4% YoY CC). In terms of markets, growth was driven by Europe (7.3% YoY CC), followed by US (1.3% YoY CC). Deal TCV growth was strong at 28% YoY led by 96 large deals (including 3 mega deals) and 55% net new component.

EBIT margin came in at 21%, down 10bps YoY. Gains from currency benefit and project Maximus were reinvested in talent, AI capability building and sales and marketing. The company's focus on collections, aided by technology interventions, helped it reduce DSO, including unbilled net of unearned to 78, which is its lowest in seven years.

### Change in estimates

We cut our EPS estimates by 3.5% for FY28, led by cut in revenue estimates by ~3%, partially offset by increase in USD/INR estimates.

**Key downside risks:** 1) Prolonged weakness in macros due to geo-political conflict; 2) cut in discretionary spends in BFSI vertical; and 3) INR's appreciation against the USD.

**Key upside risk:** 1) Faster-than-expected improvement in macros due to resolution of uncertainty around geopolitical issues; and 2) AI-led deals picking up pace.

**Exhibit 1: Q4FY26 result review**

INR bn	Q4FY26	Q3FY26	QoQ	Q4FY25	YoY	ISEC estimates	vs our estimates	Consensus	vs Cons estimates
CC growth	-1.3%	0.6%		-3.5%		-0.2%	-107 bps	-0.7%	-60 bps
Sales (USD mn)	5,040	5,099	-1.2%	4,730	6.6%	5,103	-1.2%	5,084	-0.9%
Average (USD rate)	92.0	89.2	3.1%	86.6	6.3%	92.3	-0.4%	91.8	
Sales	464.0	454.8	2.0%	409.3	13.4%	471	-1.5%	467	-0.6%
EBIT	97.4	96.4	1.0%	85.8	13.6%	97	0.4%	99	-2.0%
EBIT Margin	21.0%	21.2%	-21 bps	21.0%	4 bps	20.6%	39 bps	21.3%	-30 bps
Reported PAT	85.0	75.9	0.1	70.3	20.9%	73.6	15.6%	76.1	11.7%
EPS (INR/share)	21.0	18.4	14.0%	16.9	23.8%	17.8	17.6%	18.8	11.7%

Source: Company data, I-Sec research

**Exhibit 2: Change in estimates**

	New		Old		New vs. Old	
	FY27E	FY28E	FY27E	FY28E	FY27E	FY28E
Revenues (INR bn)	20,666	21,427	21,120	22,134	-1.7%	-2.8%
Revenue growth YoY CC	2.4%	3.7%	4.2%	4.8%	-140bps	-110bps
Revenue growth YoY US\$	2.5%	3.7%	4.5%	4.8%	-150bps	-110bps
USD/INR	92.0	92.0	91.0	92.0	1.1%	0.0%
<b>INR bn</b>						
Revenues	1,901	1,971	1,922	2,036	-0.7%	-2.8%
EBIT	388	405	392	424	-0.5%	-3.9%
EBIT margin	20.4%	20.5%	20.4%	20.8%	0bps	-30bps
EPS (Rs/share)	72.2	76.2	72.0	79.4	0.6%	-3.5%

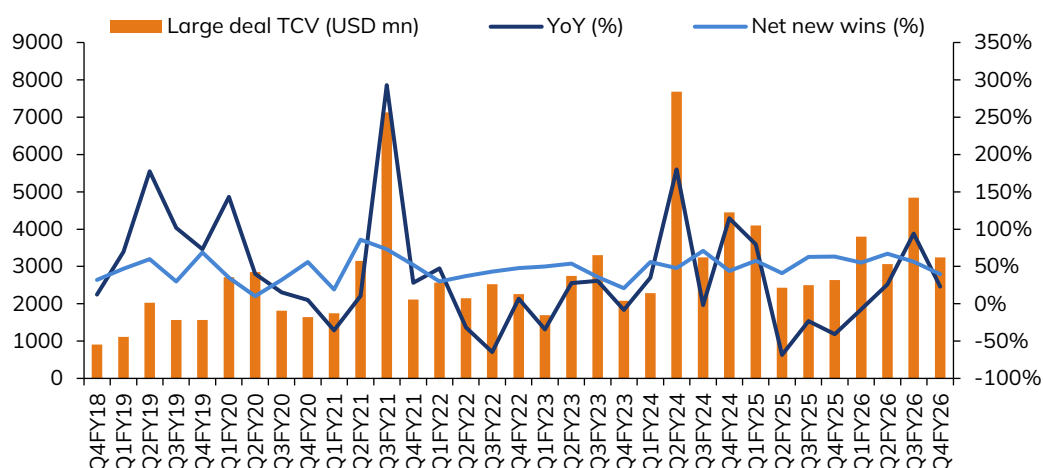
Source: I-Sec research, Company data

**Exhibit 3: Employee costs increased 20bps QoQ and sub-con costs increased 50bps QoQ, this was partially offset by lower subcontractor costs, down 30bps QoQ**

Cost line-items as % of sales	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26
Employee benefit costs	54.2%	54.8%	53.3%	53.2%	53.8%	53.2%	52.6%	51.3%	53.8%	54.0%	52.7%	53.0%	53.2%
Cost of technical sub-contractors	8.3%	8.2%	7.9%	7.9%	7.8%	8.1%	7.8%	7.9%	8.0%	8.3%	8.7%	9.0%	8.5%
Third party items bought for service delivery	6.4%	5.9%	7.3%	8.1%	8.3%	7.3%	8.1%	9.6%	7.9%	7.3%	7.5%	7.2%	6.9%
Travelling costs	1.0%	1.1%	1.0%	0.9%	1.1%	1.1%	1.0%	0.9%	1.1%	1.1%	1.1%	1.0%	1.0%
Other costs	9.0%	9.2%	9.2%	9.4%	9.0%	9.2%	9.4%	9.0%	8.2%	8.5%	9.0%	8.6%	9.4%

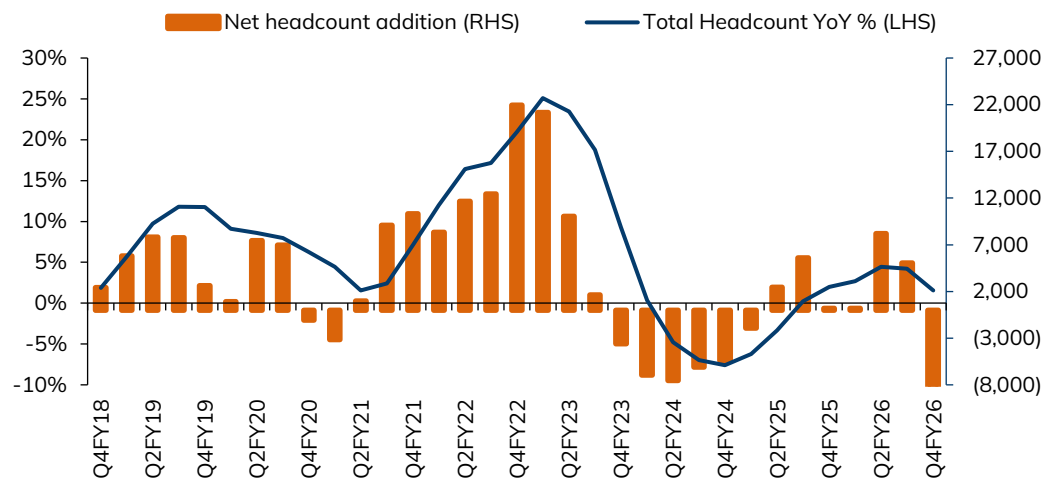
Source: I-Sec research, Company data, note: Employee benefit expenses exclude one-time charges related to new labour code reforms.

**Exhibit 4: Strong deal TCV at USD 3.242 bn; lower than last four quarters' average of USD 3.6bn; net new deal component was lower at 39.6%**



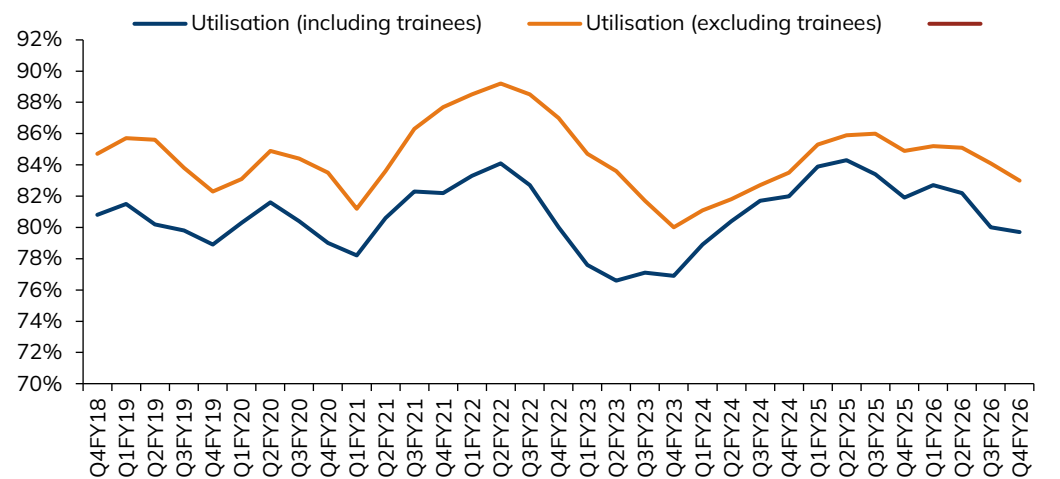
Source: I-Sec research, Company data

**Exhibit 5: Headcount grew 1.6% YoY, lower than FY26 revenue growth of 3.1% YoY CC**



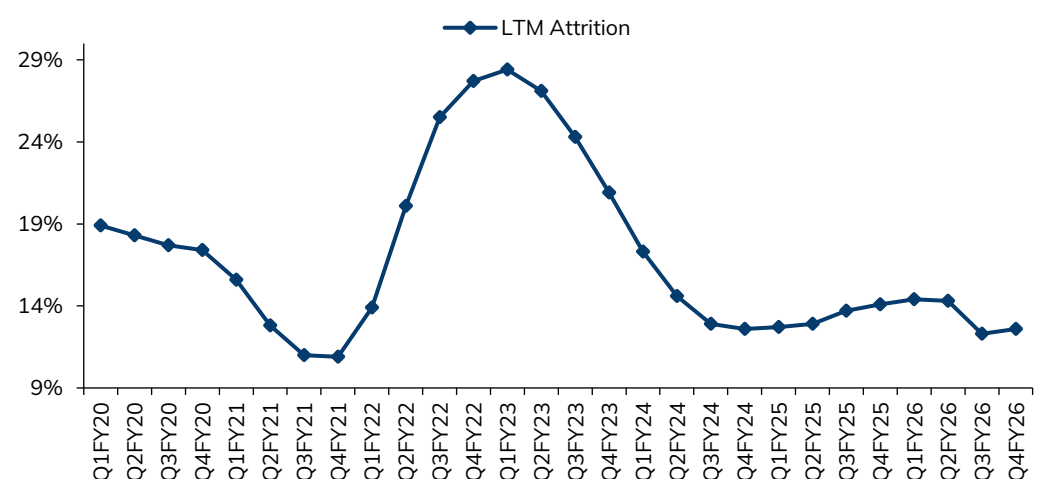
Source: I-Sec research, Company data

**Exhibit 6: Utilisation (excluding trainees) saw considerable dip of 110bps QoQ**



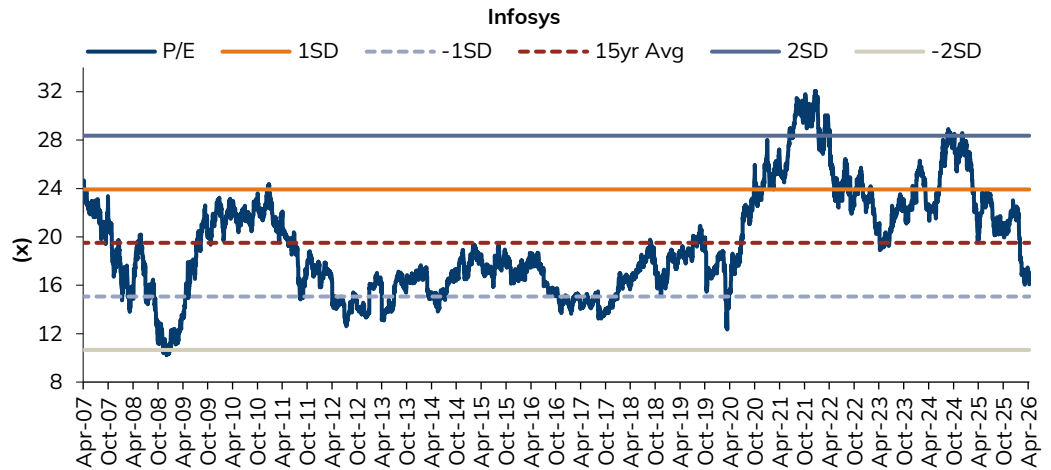
Source: I-Sec research, Company data

**Exhibit 7: LTM attrition, inched up 30bps QoQ to 12.6%, but still lower than historical normal levels**



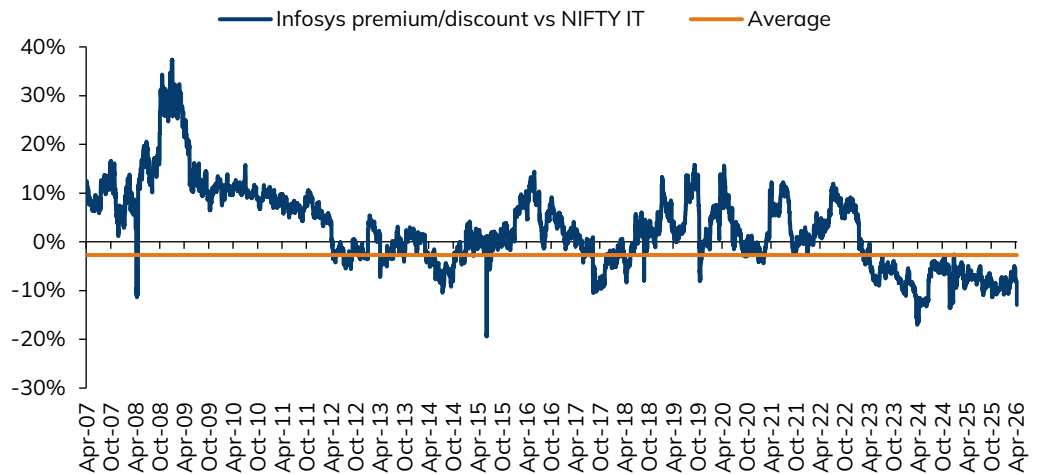
Source: I-Sec research, Company data

**Exhibit 8: Infosys is trading at 16x (1-year forward P/E) closer to long-term avg-1SD of 15x**



Source: I-Sec research, Company data

**Exhibit 9: Infosys is trading at 13% discount to NIFTY IT vs. long-term avg. discount of 3%**



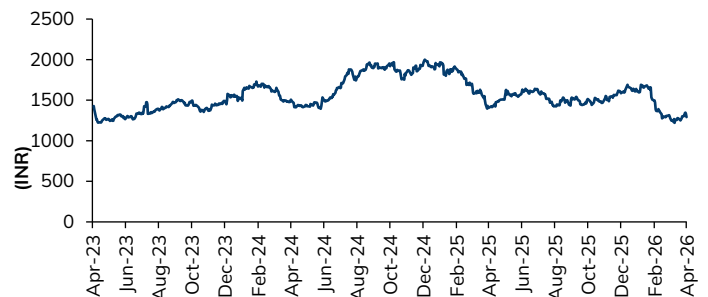
Source: I-Sec research, Company data

**Exhibit 10: Shareholding pattern**

%	Sep'25	Dec'25	Mar'25
Promoters	14.3	14.6	14.4
Institutional investors	71.7	71.2	71.8
MFs and other	22.7	22.7	23.5
Banks/ FIs	2.6	2.9	0.7
Insurance Cos.	15.7	15.5	19.2
FII's	30.7	30.1	28.5
Others	14.0	14.2	13.8

Source: Bloomberg, I-Sec research

**Exhibit 11: Price chart**



Source: Bloomberg, I-Sec research

## Financial Summary

### Exhibit 12: Profit & Loss

(Rs mn, year ending March)

	FY25A	FY26A	FY27E	FY28E
<b>Net Sales (USD mn)</b>	<b>19,277</b>	<b>20,156</b>	<b>20,752</b>	<b>21,525</b>
<b>Net Sales (INR. mn)</b>	<b>16,29,900</b>	<b>17,86,500</b>	<b>19,09,154</b>	<b>19,80,282</b>
Operating Expense	12,85,660	14,11,070	15,19,532	15,73,343
<b>EBITDA</b>	<b>3,92,350</b>	<b>4,24,440</b>	<b>4,48,210</b>	<b>4,67,711</b>
EBITDA Margin (%)	24.1	23.8	23.5	23.6
Depreciation & Amortization	48,110	49,010	58,589	60,772
EBIT	3,44,240	3,75,430	3,89,622	4,06,939
Interest expenditure	4,160	4,160	4,332	4,332
Other Non-operating Income	35,990	41,570	17,494	22,829
<b>Recurring PBT</b>	<b>3,76,070</b>	<b>4,12,840</b>	<b>4,02,784</b>	<b>4,25,437</b>
<b>Profit / (Loss) from Associates</b>	-	-	-	-
Less: Taxes	1,08,570	1,05,210	1,08,752	1,14,868
PAT	2,67,500	3,07,630	2,94,032	3,10,569
Less: Minority Interest	250	340	320	320
<b>Net Income (Reported)</b>	<b>2,67,500</b>	<b>3,07,630</b>	<b>2,94,032</b>	<b>3,10,569</b>
Extraordinaries (Net)	-	-	-	-
<b>Recurring Net Income</b>	<b>2,67,250</b>	<b>3,07,290</b>	<b>2,93,712</b>	<b>3,10,249</b>

Source Company data, I-Sec research

### Exhibit 13: Balance sheet

(Rs mn, year ending March)

	FY25A	FY26A	FY27E	FY28E
Total Current Assets	9,70,990	10,34,890	11,50,533	12,47,013
of which cash & cash eqv.	2,44,550	2,22,010	2,66,646	3,34,093
Total Current Liabilities & Provisions	4,28,500	5,23,220	5,35,681	5,52,904
<b>Net Current Assets</b>	<b>5,42,490</b>	<b>5,11,670</b>	<b>6,14,851</b>	<b>6,94,109</b>
Investments	1,10,590	89,300	89,300	89,300
Net Fixed Assets	1,28,000	1,33,310	1,01,310	69,310
ROU Assets	63,110	61,770	61,770	61,770
Capital Work-in-Progress	-	-	-	-
Goodwill	1,01,060	1,21,170	1,21,170	1,21,170
Other assets	76,540	68,340	68,340	68,340
Deferred Tax Assets	11,080	22,640	22,640	22,640
<b>Total Assets</b>	<b>10,60,530</b>	<b>10,36,450</b>	<b>11,07,631</b>	<b>11,54,889</b>
<b>Liabilities</b>				
<b>Borrowings</b>	-	-	-	-
<b>Deferred Tax Liability</b>	<b>17,220</b>	<b>16,790</b>	<b>16,790</b>	<b>16,790</b>
provisions	-	-	-	-
other Liabilities	23,560	26,530	26,530	26,530
Minority Interest	3,850	4,450	4,450	4,450
Equity Share Capital	20,730	20,240	20,240	20,240
Reserves & Surplus*	9,37,450	9,08,280	9,79,461	10,26,719
<b>Total Net Worth</b>	<b>9,58,180</b>	<b>9,28,520</b>	<b>9,99,701</b>	<b>10,46,959</b>
<b>Total Liabilities</b>	<b>10,60,530</b>	<b>10,36,450</b>	<b>11,07,631</b>	<b>11,54,889</b>

Source Company data, I-Sec research

### Exhibit 14: Quarterly trend

(INR mn, year ending March)

	Mar-25	Sep-25	Dec-25	Mar-26
Net Sales	4,22,790	4,44,900	4,54,790	4,64,020
% growth (YOY)	3.3	5.2	2.2	2.0
EBITDA	99,430	1,05,350	1,07,990	1,11,670
Margin %	23.5	23.7	23.7	24.1
Other Income	9,370	8,760	8,740	10,540
Extraordinaries	0	0	0	0
Adjusted Net Profit	69,210	73,640	66,540	85,010

Source Company data, I-Sec research

### Exhibit 15: Cashflow statement

(Rs mn, year ending March)

	FY25A	FY26A	FY27E	FY28E
CFO before WC changes	4,29,930	4,67,780	4,47,890	4,67,391
<b>CFO after WC changes</b>	<b>4,23,880</b>	<b>4,44,720</b>	<b>3,89,345</b>	<b>4,55,581</b>
Tax Paid	(56,020)	(86,480)	(1,08,752)	(1,14,868)
Cashflow from Operations	3,67,860	3,58,240	2,80,593	3,40,713
Capital Commitments	53,920	33,770	26,589	28,772
<b>Free Cashflow</b>	<b>3,13,940</b>	<b>3,24,470</b>	<b>2,54,005</b>	<b>3,11,941</b>
Other investing cashflow	23,540	34,850	17,494	22,829
<b>Cashflow from Investing Activities</b>	<b>(30,380)</b>	<b>1,080</b>	<b>(9,095)</b>	<b>(5,943)</b>
Dividend and Buyback	(2,02,890)	(1,83,080)	(2,22,531)	(2,62,991)
Inc (Dec) in Borrowings	-	-	-	-
Others	(38,780)	(2,14,800)	(4,332)	(4,332)
<b>Cash flow from Financing Activities</b>	<b>(2,41,610)</b>	<b>(3,97,860)</b>	<b>(2,26,863)</b>	<b>(2,67,323)</b>
<b>Chg. in Cash &amp; Bank balance</b>	<b>96,690</b>	<b>(22,540)</b>	<b>44,636</b>	<b>67,447</b>
Closing cash & balance	2,44,550	2,22,010	2,66,646	3,34,093

Source Company data, I-Sec research

### Exhibit 16: Key ratios

(Year ending March)

	FY25A	FY26A	FY27E	FY28E
<b>Per Share Data (INR)</b>				
Reported EPS	64.5	71.6	72.6	76.7
Diluted EPS	64.4	71.5	72.5	76.6
Cash EPS	76.2	86.7	87.1	91.7
Dividend per share (DPS)	43.0	47.8	55.0	65.0
Book Value per share (BV)	231.4	225.9	247.1	258.8
Dividend Payout (%)	66.8	66.8	75.9	84.9
<b>Growth (%)</b>				
Net Sales	6.1	9.6	6.9	3.7
EBITDA	7.7	8.2	5.6	4.4
EPS	1.8	11.0	1.3	5.6
<b>Valuation Ratios (x)</b>				
P/E	19.2	17.3	17.1	16.2
P/CEPS	16.3	14.3	14.2	13.5
P/BV	5.4	5.5	5.0	4.8
EV / EBITDA	12.5	11.5	10.6	10.0
P/S	3.2	2.9	2.6	2.5
Dividend Yield (%)	3.5	3.9	4.4	5.2
<b>Operating Ratios</b>				
EBITDA Margins (%)	24.1	23.8	23.5	23.6
EBIT Margins (%)	21.1	21.0	20.4	20.5
Effective Tax Rate (%)	28.9	25.5	27.0	27.0
Net Profit Margins (%)	16.4	17.2	15.4	15.7
Inventory Turnover Days	-	-	-	-
Fixed Asset Turnover (x)	12.7	13.7	16.3	23.2
Receivables Days	69	68	69	70
Payables Days	9	9	9	9
Working Capital Days	74	60	61	65
Net Debt / EBITDA (x)	(5.1)	(4.5)	(4.6)	(5.5)
<b>Profitability Ratios</b>				
RoCE (%)	26.5	29.5	29.4	28.9
RoIC (%)	44.1	48.9	47.5	51.3
RoNW (%)	28.9	32.4	30.3	30.2

Source Company data, I-Sec research

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**BUY: >15% return; ADD: 5% to 15% return; HOLD: Negative 5% to Positive 5% return; REDUCE: Negative 5% to Negative 15% return; SELL: < negative 15% return**

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