

RESEARCH
Tata Consultancy Services | Target: Rs 4,630 | +18% | BUY

Management confident of strong medium-term demand

SUMMARY
Tata Consultancy Services

- Q2 revenue grew 2.9% QoQ USD, in line with our estimate of 3%; TCV was healthy at US\$ 7.6bn
- EBIT margin at 25.6% came in below estimates due to supply pressure, higher subcontracting costs and increased depreciation
- We lower FY22/FY23 EPS by 3%/4% post Q2 and revise our Sep'22 TP to Rs 4,630 (vs. Rs 4,800); retain BUY

[Click here for the full report.](#)
Daily macro indicators

Indicator	Current	2D (%)	1M (%)	12M (%)
US 10Y yield (%)	1.57	5bps	25bps	79bps
India 10Y yield (%)	6.27	(1bps)	10bps	25bps
USD/INR	74.79	0.3	(2.3)	(2.1)
Brent Crude (US\$/bbl)	81.95	1.1	13.5	89.1
Dow	34,755	1.0	(1.7)	22.3
Shanghai	3,568	0.9	(1.5)	10.9
Sensex	59,678	0.8	2.4	48.5
India FII (US\$ mn)	06-Oct	MTD	CYTD	FYTD
FII-D	(14.1)	20.0	95.0	2,122.3
FII-E	(105.0)	624.0	9,153.9	1,827.6

Source: Bloomberg

BOBCAPS Research

researchreport@bobcaps.in



BUY
 TP: Rs 4,630 | ▲ 18%

TATA CONSULTANCY SERVICES

| Technology & Internet | 09 October 2021

Management confident of strong medium-term demand

- Q2 revenue grew 2.9% QoQ USD, in line with our estimate of 3%; TCV was healthy at US\$ 7.6bn
- EBIT margin at 25.6% came in below estimates due to supply pressure, higher subcontracting costs and increased depreciation
- We lower FY22/FY23 EPS by 3%/4% post Q2 and revise our Sep'22 TP to Rs 4,630 (vs. Rs 4,800); retain BUY

Ruchi Burde | Seema Nayak
 researchreport@bobcaps.in

In-line revenue: TCS's Q2FY22 revenue grew 2.9% USD/4% CC, in line with our estimate of 3% USD/4% CC. Growth was backed by a pickup in the technology & services (+5.3% QoQ USD), telecom (+4.5%), retail (+4.3%) and manufacturing (+4%) verticals. The hi-tech vertical growth was driven by the NXP Semiconductor deal. Geography-wise, North America and Latin America grew the most. India grew 14.1% QoQ USD, recovering from the 15.6% QoQ decline in Q1FY22.

Miss on margins: EBIT margin stood at 25.6% (+10bps QoQ), below our estimate of 26.3% due to expensive backfilling costs from increased attrition amid a widespread supply crunch. Employee cost and SG&A were stable QoQ as a percentage of revenue, but depreciation increased 3.6% QoQ (in INR terms). Subcontracting costs rose 30bps QoQ (8.6% of revenue). Net margin was at 20.5%.

Deal pipeline robust; more small-to-midsized wins: Deal win TCV at US\$ 7.6bn declined 7% QoQ (-12% YoY) and consisted entirely of small-to-midsized contracts, per management. In contrast, Q2FY21 had a US\$ 2.6bn deal – excluding this large deal from the base quarter, TCV was up 25% YoY. The pipeline is healthy and has a similar mix of small and midsized engagements. BFSI/retail TCV were at US\$ 2.1bn/1.2bn. MFDM and TCS Cognix powered five large deal wins for digital transformation of operations. Q2 had several wins in the area of cloud transformation as well.

Strong, sustainable demand ahead: Management emphasised that growth visibility remains strong in the medium term and looks sustainable over an extended period. The three broad demand themes are increasing outsourcing, digitising/transforming operating models, and growth & transformation agendas. Cloud migration is another key demand driver.

Reiterate BUY: We lower FY22/FY23/FY24 EPS by 3%/4%/4% to factor in the Q2 margin miss and a continued tight supply environment for the next couple of quarters. Our Sep'22 TP stands revised to Rs 4,630 (vs. Rs 4,800), based on an unchanged one-year forward P/E of 36.5x. Reiterate BUY based on the Q2 revenue pickup, robust TCV and management's optimism on demand.

Key changes

Target	Rating
▼	◀ ▶

Ticker/Price	TCS IN/Rs 3,936
Market cap	US\$ 197.0bn
Free float	28%
3M ADV	US\$ 113.9mn
52wk high/low	Rs 3,990/Rs 2,600
Promoter/FPI/DII	72%/17%/11%

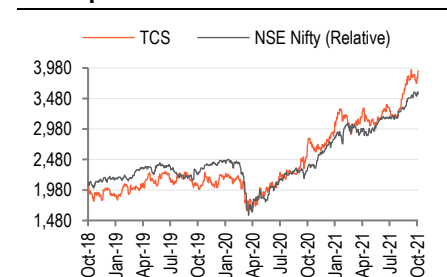
Source: NSE | Price as of 8 Oct 2021

Key financials

Y/E 31 Mar	FY21A	FY22E	FY23E
Total revenue (Rs mn)	1,641,770	1,897,907	2,181,215
EBITDA (Rs mn)	465,460	528,904	615,714
Adj. net profit (Rs mn)	336,480	382,624	442,959
Adj. EPS (Rs)	90.9	103.4	119.7
Consensus EPS (Rs)	90.9	107.2	119.2
Adj. ROAE (%)	39.2	39.4	37.4
Adj. P/E (x)	43.3	38.1	32.9
EV/EBITDA (x)	31.6	27.9	23.9
Adj. EPS growth (%)	5.5	13.7	15.8

Source: Company, Bloomberg, BOBCAPS Research

Stock performance



Source: NSE



Disclaimer

Recommendation scale: Recommendations and Absolute returns (%) over 12 months

BUY – Expected return >+15%

HOLD – Expected return from -6% to +15%

SELL – Expected return <-6%

Note: Recommendation structure changed with effect from 21 June 2021

Our recommendation scale does not factor in short-term stock price volatility related to market fluctuations. Thus, our recommendations may not always be strictly in line with the recommendation scale as shown above.

Rating distribution

As of 30 September 2021, out of 105 rated stocks in the BOB Capital Markets Limited (BOBCAPS) coverage universe, 48 have BUY ratings, 25 have HOLD ratings, 10 are rated ADD*, 2 are rated REDUCE* and 20 are rated SELL. None of these companies have been investment banking clients in the last 12 months. (*Our ADD and REDUCE ratings are in the process of being migrated to the new recommendation structure.)

Analyst certification

Each of the analysts mentioned in this research report certify, with respect to the sections of the report for which they are responsible, that (1) all of the views expressed in this report accurately reflect his/her personal views about the subject company or companies and its or their securities, and (2) no part of his/her compensation was, is, or will be, directly or indirectly, related to the specific recommendation(s) or view(s) in this report. Analysts are not registered as research analysts by FINRA and are not associated persons of BOBCAPS.

Important disclosures

This product is a compilation of previously published research notes. To view the complete report along with the associated Analyst certifications and Company-specific disclosures, please click on the hyperlink accompanying each excerpt.

General disclaimers

BOBCAPS is engaged in the business of Institutional Stock Broking and Investment Banking. BOBCAPS is a member of the National Stock Exchange of India Limited and BSE Limited and is also a SEBI-registered Category I Merchant Banker. BOBCAPS is a wholly owned subsidiary of Bank of Baroda which has its various subsidiaries engaged in the businesses of stock broking, lending, asset management, life insurance, health insurance and wealth management, among others.

BOBCAPS's activities have neither been suspended nor has it defaulted with any stock exchange authority with whom it has been registered in the last five years. BOBCAPS has not been debarred from doing business by any stock exchange or SEBI or any other authority. No disciplinary action has been taken by any regulatory authority against BOBCAPS affecting its equity research analysis activities.

BOBCAPS has obtained registration as a Research Entity under SEBI (Research Analysts) Regulations, 2014, having registration No.: INH000000040 valid till 03 February 2025. BOBCAPS is also a SEBI-registered intermediary for the broking business having SEBI Single Registration Certificate No.: INZ00159332 dated 20 November 2017. BOBCAPS CIN Number: U65999MH1996GOI098009.

BOBCAPS prohibits its analysts, persons reporting to analysts, and members of their households from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. Additionally, BOBCAPS prohibits its analysts and persons reporting to analysts from serving as an officer, director, or advisory board member of any companies that the analysts cover.

Our salespeople, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein.

This material should not be construed as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction where such an offer or solicitation would be illegal. We are not soliciting any action based on this material. It is for the general information of BOBCAPS's clients. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Before acting on any advice or recommendation in this material, clients should consider whether it is suitable for their particular circumstances and, if necessary, seek professional advice.

The price and value of the investments referred to in this material and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance, future returns are not guaranteed and a loss of original capital may occur. BOBCAPS does not provide tax advice to its clients, and all investors are strongly advised to consult with their tax advisers regarding any potential investment in certain transactions — including those involving futures, options, and other derivatives as well as non-investment-grade securities — that give rise to substantial risk and are not suitable for all investors. The material is based on information that we consider reliable, but we do not represent that it is accurate or complete, and it should not be relied on as such. Opinions expressed are our current opinions as of the date appearing on this material only. We endeavour to update on a reasonable basis the information discussed in this material, but regulatory, compliance, or other reasons may prevent us from doing so.

We and our affiliates, officers, directors, and employees, including persons involved in the preparation or issuance of this material, may from time to time have "long" or "short" positions in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein and may from time to time add to or dispose of any such securities (or investment). We and our affiliates may act as market makers or assume an underwriting commitment in the securities of companies discussed

in this document (or in related investments), may sell them to or buy them from customers on a principal basis, and may also perform or seek to perform investment banking or advisory services for or relating to these companies and may also be represented in the supervisory board or any other committee of these companies.

For the purpose of calculating whether BOBCAPS and its affiliates hold, beneficially own, or control, including the right to vote for directors, one per cent or more of the equity shares of the subject company, the holdings of the issuer of the research report is also included.

BOBCAPS and its non-US affiliates may, to the extent permissible under applicable laws, have acted on or used this research to the extent that it relates to non-US issuers, prior to or immediately following its publication. Foreign currency denominated securities are subject to fluctuations in exchange rates that could have an adverse effect on the value or price of or income derived from the investment. In addition, investors in securities such as ADRs, the value of which are influenced by foreign currencies, effectively assume currency risk. In addition, options involve risks and are not suitable for all investors. Please ensure that you have read and understood the Risk disclosure document before entering into any derivative transactions.

In the US, this material is only for Qualified Institutional Buyers as defined under rule 144(a) of the Securities Act, 1933. No part of this document may be distributed in Canada or used by private customers in the United Kingdom.

No part of this material may be (1) copied, photocopied, or duplicated in any form by any means or (2) redistributed without BOBCAPS's prior written consent.

Other disclosures

BOBCAPS does not have any financial interest in the subject company. BOBCAPS does not have actual/beneficial ownership of one per cent or more securities in the subject company at the end of the month immediately preceding the date of publication of this report.

BOBCAPS is not engaged in any market making activities for the subject company.

BOBCAPS or its associates may have material conflict of interest at the time of publication of this research report.

BOBCAPS's associates may have financial interest in the subject company. BOBCAPS's associates may hold actual / beneficial ownership of one per cent or more securities in the subject company at the end of the month immediately preceding the date of publication of this report.

BOBCAPS or its associates may have managed or co-managed a public offering of securities for the subject company or may have been mandated by the subject company for any other assignment in the past 12 months.

BOBCAPS may have received compensation from the subject company in the past 12 months. BOBCAPS may from time to time solicit or perform investment banking services for the subject company. BOBCAPS or its associates may have received compensation from the subject company in the past 12 months for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory services in a merger or specific transaction. BOBCAPS or its associates may have received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months.