Strong quarter; narrows services revenue growth guidance



Information Technology >

Result Update >

October 14, 2025

CMP (Rs): 1,495 | TP (Rs): 1,550

HCL Tech posted better-than-expected operating performance in Q2. Revenue grew 2.4% QoQ CC, ~1% ahead of our estimates. Services and Software revenue increased 2.5% and 0.5% CC QoQ, respectively. EBITM expanded by 110bps QoQ to 17.4%, beating our estimate on the back of improvement in software business profitability, absence of certain one-offs, benefits from Project Ascend, and a weak rupee partly negated by restructuring costs. New deal wins were robust at USD2.6bn. HCLT generated over USD100mn in advanced AI revenue, ie ~3% of revenue, through diverse service lines and IPs. Considering the strong Q2, robust deal booking, and pipeline, the company narrowed Services revenue growth guidance to 4-5% (implying 0.1-1.4% CQGR in H2; earlier 3-5% CC YoY) for FY26, while it retained overall revenue growth guidance at 3-5% (implying CQGR of 0.5-3% in H2) due to softness in Software and EBITM guidance of 17-18%. We tweak FY26-28E EPS by 0-2%, factoring in the Q2 beat. We retain ADD with TP of Rs1,550 at 21x Sep-27E EPS.

Results Summary

Revenue grew 2.8% QoQ (2.4% CC) to USD3.6bn, above our estimate of 1.4% CC QoQ. All segments grew CC QoQ, with IT and Business Services taking the lead with 2.6% growth, followed by ER&D Services and Software revenue growth at 2.2% and 0.5%, respectively. EBITM increased by 110bps QoQ to 17.4%, above our expectations of 16.7%, driven by higher profitability in Software (+35bps) and Services (+81bps) within Services, gains were driven by benefits from Project Ascend (+50bps), a weak rupee (+56bps), and absence of certain one-offs that hurt Q1 margins (+30bps), partially offset by restructuring expenses (-55bps). Services revenue growth was broad-based led by Public Services (7.8% in USD terms), Lifesciences and Healthcare (4.4%), Financial Services (3.5%), and Technology & Services (3.0%). Headcount increased 1.6% QoQ to 226,640. HCLT announced interim dividend of Rs12/sh. What we liked: operating performance beat, broad-based revenue growth, continued momentum in BFSI (3rd quarter of >3% QoQ), healthy deal wins. What we did not like: softness in Software.

Earnings Call KTAs

1) Its AI strategy includes 4 key elements: a) proactively transforming services with a long-term view and confidence to evolve, even if it means disrupting part of the existing revenue base, b) continuous investments in differentiated IPs that accelerate and scaleup AI adoption for clients, c) expanding into new AI-led services which includes AI engineering, AI factory, and AI advisory, and d) strengthening and expanding AI partnership across technology stack from GPU providers to model and agentic platform providers...(contd)...

Target Price – 12M	Sep-26
Change in TP (%)	-
Current Reco.	ADD
Previous Reco.	ADD
Upside/(Downside) (%)	3.7

Stock Data	HCLT IN
52-week High (Rs)	2,005
52-week Low (Rs)	1,303
Shares outstanding (mn)	2,713.7
Market-cap (Rs bn)	4,056
Market-cap (USD mn)	45,741
Net-debt, FY26E (Rs mn)	(218,849.0)
ADTV-3M (mn shares)	3
ADTV-3M (Rs mn)	4,927.5
ADTV-3M (USD mn)	55.6
Free float (%)	39.0
Nifty-50	25,227.3
INR/USD	88.7
Shareholding,Jun-25	
Promoters (%)	60.8
FPIs/MFs (%)	18.6/16.2

Price Performance							
(%)	1M	3M	12M				
Absolute	1.9	(8.8)	(18.5)				
Rel. to Nifty	1.4	(9.0)	(19.3)				



HCL Tech: Financial Snapshot (Consolidated)								
Y/E Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E			
Revenue	1,099,130	1,170,550	1,283,671	1,370,769	1,469,633			
EBITDA	241,980	255,040	266,078	292,444	315,002			
Adj. PAT	157,020	173,900	173,999	194,727	213,414			
Adj. EPS (Rs)	57.9	64.1	64.1	71.8	78.6			
EBITDA margin (%)	22.0	21.8	20.7	21.3	21.4			
EBITDA growth (%)	6.9	5.4	4.3	9.9	7.7			
Adj. EPS growth (%)	5.7	10.8	0.1	11.9	9.6			
RoE (%)	23.5	25.2	24.8	27.2	29.1			
RoIC (%)	30.8	33.2	32.7	35.6	39.7			
P/E (x)	25.8	23.3	23.3	20.8	19.0			
EV/EBITDA (x)	15.9	This report	14.5	for Tools	hito Margue			
P/B (x)	5.9	This report	5.7	for Team VV	nite Marque			
FCFF yield (%)	5.6	5.5	4.7	5.5	5.9			

Source: Company, Emkay Research

Dipeshkumar Mehta

dipeshkumar.mehta@emkayglobal.com +91-22-66121253

Jimit Gandhi

jimit.gandhi@emkayglobal.com +91-22-66121255

Shivang Bagla shivang.bagla@emkayglobal.com +91-22-66242491

...(contd)...2) The company made significant investments in building IPs, deepening partnerships, strengthening GTMs, and delivery team. These efforts are yielding results as company transition from the AI-pilot phase to the AI-monetization phase. It derived over USD100million in advanced AI revenue in Q2, representing ~ 3% of total revenue. Advanced AI includes rapidly evolving AI technologies like Agentic AI, Physical AI, AI Engineering, and AI Factory, though it excludes classical AI and basic data/analytics services as well as the services delivered using GenAI and Agentic AI. 3) HCL Tech saw strong bookings and a good demand environment with pipeline at record-high and new bookings crossing the USD2.5bn mark for the first time without a mega deal (2 large deals signed in Q2 which were deferred in Q1; the management targets a USD2.5bn quarterly run-rate). 4) The company is undergoing restructuring that began in Q2FY25 and will continue through Q3 with some spillovers into Q4 as well. It expects full-year impact from the restructuring to be slightly higher than 40bps in FY26. 5) Annual wage revisions will begin in Q3, with expected margin impact of 70-80bps in Q3 and an additional hit of 40-50bps in Q4. 6) H-1B reliance materially reduced to a few hundred visas a year. 7) AI is expected to have varying productivity impact across different service lines - 40-50% impact on the BPO business, 25-30% impact on SDLC, and 10-15% impact on IT operations as well as application support and maintenance. 8) HCL's AI Force platform has expanded deployment to 47 accounts (vs 35 in Q1) and aspires to reach 100 top clients. 9) Five of the top-10 renewals saw an increase in ACV, while the others saw a decline due to AI-linked productivity gains. AI played a central role in nearly every deal, with the company's AI offerings helping to secure several major strategic wins. 10) The highest demand elasticity is in legacy modernization, where many new programs are emerging despite uncertain discretionary spending. 11) The company is growing strong in the BFSI, Technology, Telecom, and Media verticals. It expects similar growth trends to emerge in the Retail and CPG vertical which would see broad-based revenue growth. A couple of areas in Retail and CPG where the company is seeing traction include integration work in M&As or carve-out-related separation work, and large-scale SDLC transformation work supported by Gen AI, specifically the AI-Force platform. 12) Auto vertical pipeline remains strong, though client decision-making is delayed, especially in Europe, keeping near-term growth muted. 13) Software business revenue declined 3.7% CC YoY in Q2 owing to decline in perpetual license revenue, while Subscription and Support and Professional Services revenue grew 8%.

This report is intended for Team White Marque Solutions (team emkay@whitemarquesolution

Exhibit 1: Quarterly snapshot

(Rs mn)	Q2FY26	Q1FY26	QoQ (%)	Q2FY25	YoY (%)
Net sales (USD mn)	3,644	3,545	2.8	3,445	5.8
Net sales	319,420	303,490	5.2	288,620	10.7
Operating expenses	253,440	243,140	4.2	224,930	
EBITDA	65,980	60,350	9.3	63,690	3.6
Margin (%)	20.7	19.9	80	22.1	-140.0
Depreciation	10,430	10,930		10,070	
EBIT	55,550	49,420	12.4	53,620	3.6
Margin (%)	17.4	16.3	110	18.6	-120.0
Other income	1,470	2,470		3,250	
Pre-tax profit	57,020	51,890	9.9	56,870	
Tax provided	14,660	13,450		14,500	
Profit after tax	42,360	38,440	10.2	42,370	0.0
Emkay - Net profit	42,350	38,430	10.2	42,350	0.0
EPS (Rs)	15.6	14.2	10.4	15.6	0.2

Source: Company, Emkay Research

Exhibit 2: Actuals vs estimates

(Da)		Estimate		Variation		Variation		Comment
(Rs mn)	Actual	Emkay	Consensus	Emkay	Consensus	Comment		
Revenue (USD mn)	3,644	3,603	3,613	1.1%	0.9%	Revenue came ahead of expectations.		
Sales	319,420	315,992	316,209	1.1%	1.0%			
EBIT	55,550	52,667	54,072	5.5%	2.7%	Margin was better than estimates.		
EBIT margin	17.4%	16.7%	17.1%	70 bps	30 bps			
PAT	42,350	41,909	43,004	1.1%	-1.5%	Profit came in higher than expectations on the back of strong operating performance.		

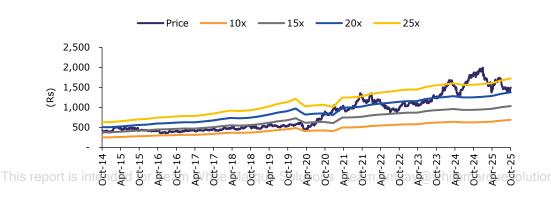
Source: Company, Emkay Research

Exhibit 3: Changes in estimates

(Da)		FY26E		FY27E			FY278E		
(Rs mn)	Old	New	% chg	Old	New	% chg	Old	New	% chg
Revenue (USD mn)	14,621	14,698	0.5	15,496	15,577	0.5	16,434	16,513	0.5
YoY growth	5.6%	6.2%		6.0%	6.0%		6.0%	6.0%	
Revenue	1,273,369	1,283,671	0.8	1,363,676	1,370,769	0.5	1,462,606	1,469,633	0.5
EBIT	217,064	221,769	2.2	245,668	246,497	0.3	267,967	269,463	0.6
EBIT margin (%)	17.0	17.3		18.0	18.0		18.3	18.3	
Net profit	171,339	173,999	1.6	194,022	194,727	0.4	212,158	213,414	0.6
EPS (Rs)	63.2	64.1	1.5	71.5	71.8	0.4	78.2	78.7	0.6

Source: Company, Emkay Research

Exhibit 4: HCL Tech - One-year forward PER



Source: Company, Emkay Research

HCL Tech: Consolidated Financials and Valuations

Profit & Loss					
Y/E Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Revenue	1,099,130	1,170,550	1,283,671	1,370,769	1,469,633
Revenue growth (%)	8.3	6.5	9.7	6.8	7.2
EBITDA	241,980	255,040	266,078	292,444	315,002
EBITDA growth (%)	6.9	5.4	4.3	9.9	7.7
Depreciation & Amortization	41,730	40,840	44,309	45,947	45,539
EBIT	200,250	214,200	221,769	246,497	269,463
EBIT growth (%)	8.3	7.0	3.5	11.2	9.3
Other operating income	-	-	-	-	-
Other income	14,950	24,850	19,656	21,871	24,173
Financial expense	5,530	6,440	7,334	6,883	7,066
PBT	209,670	232,610	234,090	261,485	286,569
Extraordinary items	0	0	0	0	0
Taxes	52,570	58,620	60,031	66,679	73,075
Minority interest	(80)	(90)	(60)	(80)	(80)
Income from JV/Associates	0	0	0	0	0
Reported PAT	157,020	173,900	173,999	194,727	213,414
PAT growth (%)	5.7	10.8	0.1	11.9	9.6
Adjusted PAT	157,020	173,900	173,999	194,727	213,414
Diluted EPS (Rs)	57.9	64.1	64.1	71.8	78.6
Diluted EPS growth (%)	5.7	10.8	0.1	11.9	9.6
DPS (Rs)	52.0	60.0	60.0	66.0	72.0
Dividend payout (%)	89.9	93.6	93.6	92.0	91.6
EBITDA margin (%)	22.0	21.8	20.7	21.3	21.4
EBIT margin (%)	18.2	18.3	17.3	18.0	18.3
Effective tax rate (%)	25.1	25.2	25.6	25.5	25.5
NOPLAT (pre-IndAS)	150,042	160,220	164,898	183,640	200,750
Shares outstanding (mn)	2,714	2,714	2,714	2,714	2,714

Source: Company, Emkay Research

Cash flows					
Y/E Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
PBT (ex-other income)	209,670	232,610	234,090	261,485	286,569
Others (non-cash items)	33,880	22,330	44,249	45,867	45,459
Taxes paid	(42,120)	(42,430)	(60,031)	(66,679)	(73,075)
Change in NWC	23,050	10,100	(15,695)	(5,011)	(5,688)
Operating cash flow	224,480	222,610	202,613	235,662	253,265
Capital expenditure	(10,160)	(10,830)	(23,260)	(22,850)	(23,850)
Acquisition of business	(20,430)	(19,820)	0	0	0
Interest & dividend income	10,410	13,220	0	0	0
Investing cash flow	(67,230)	(49,140)	(18,530)	(22,850)	(23,850)
Equity raised/(repaid)	0	(6,760)	0	0	0
Debt raised/(repaid)	(1,810)	(810)	90	0	0
Payment of lease liabilities	(11,410)	(14,530)	0	0	0
Interest paid	(640)	(510)	0	0	0
Dividend paid (incl tax)	(140,730)	(162,500)	(162,820)	(179,102)	(195,384)
Others	(50)	(500)	0	0	0
Financing cash flow	(154,640)	(185,610)	(162,730)	(179,102)	(195,384)
Net chg in Cash	2,610	(12,140)	21,353	33,710	34,031
OCF	224,480	222,610	202,613	235,662	253,265
Adj. OCF (w/o NWC chg.)	201,430	212,510	218,308	240,673	258,953
FCFF	214,320	211,780	179,353	212,812	229,415
FCFE	219,200	218,560	172,019	205,929	222,348
OCF/EBITDA (%)	92.8	87.3	76.1	80.6	80.4
FCFE/PAT (%)	139.6	125.7	98.9	105.8	104.2
FCFF/NOPLAT (%)	142.8	132.2	108.8	115.9	114.3

Source: Company, Emkay Research

Balance Sheet					
Y/E Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Share capital	5,430	5,430	5,430	5,430	5,430
Reserves & Surplus	677,200	691,120	702,300	717,924	735,955
Net worth	682,630	696,550	707,730	723,354	741,385
Minority interests	80	180	180	180	180
Non-current liab. & prov.	(10,310)	(10,640)	(10,640)	(10,640)	(10,640)
Total debt	72,720	81,330	86,304	90,600	95,475
Total liabilities & equity	779,410	807,270	825,777	848,560	874,716
Net tangible fixed assets	20,890	15,440	0	0	0
Net intangible assets	70,903	68,253	0	0	0
Net ROU assets	29,100	30,160	0	0	0
Capital WIP	0	0	0	0	0
Goodwill	-	-	-	-	-
Investments [JV/Associates]	-	-	-	-	-
Cash & equivalents	272,870	288,530	305,153	338,864	372,895
Current assets (ex-cash)	362,880	393,960	436,096	465,686	499,273
Current Liab. & Prov.	208,050	237,530	256,734	274,154	293,927
NWC (ex-cash)	154,830	156,430	179,362	191,532	205,346
Total assets	779,410	807,270	825,777	848,560	874,716
Net debt	(200,150)	(207,200)	(218,849)	(248,264)	(277,420)
Capital employed	779,410	807,270	825,777	848,560	874,716
Invested capital	477,440	488,580	520,623	509,697	501,822
BVPS (Rs)	251.6	256.7	260.8	266.6	273.2
Net Debt/Equity (x)	(0.3)	(0.3)	(0.3)	(0.3)	(0.4)
Net Debt/EBITDA (x)	(0.8)	(0.8)	(0.8)	(0.8)	(0.9)
Interest coverage (x)	38.9	37.1	32.9	39.0	41.6
RoCE (%)	29.4	31.2	30.7	33.4	35.6

Source: Company, Emkay Research

Valuations and key Ra	Valuations and key Ratios							
Y/E Mar	FY24	FY25	FY26E	FY27E	FY28E			
P/E (x)	25.8	23.3	23.3	20.8	19.0			
EV/CE(x)	5.1	5.0	4.9	4.7	4.6			
P/B (x)	5.9	5.8	5.7	5.6	5.5			
EV/Sales (x)	3.5	3.3	3.0	2.8	2.6			
EV/EBITDA (x)	15.9	15.1	14.5	13.2	12.2			
EV/EBIT(x)	19.3	18.0	17.4	15.6	14.3			
EV/IC (x)	8.1	7.9	7.4	7.6	7.7			
FCFF yield (%)	5.6	5.5	4.7	5.5	5.9			
FCFE yield (%)	5.4	5.4	4.2	5.1	5.5			
Dividend yield (%)	3.5	4.0	4.0	4.4	4.8			
DuPont-RoE split								
Net profit margin (%)	14.3	14.9	13.6	14.2	14.5			
Total asset turnover (x)	1.5	1.5	1.6	1.6	1.7			
Assets/Equity (x)	1.1	1.1	1.1	1.2	1.2			
RoE (%)	23.5	25.2	24.8	27.2	29.1			
DuPont-RoIC								
NOPLAT margin (%)	13.7	13.7	12.8	13.4	13.7			
IC turnover (x)	2.3	2.4	2.5	2.7	2.9			
RoIC (%)	30.8	33.2	32.7	35.6	39.7			
Operating metrics								
Core NWC days	51.4	48.8	51.0	51.0	51.0			
Total NWC days	51.4	48.8	51.0	51.0	51.0			
Fixed asset turnover	3.4	3.6	3.8	4.2	4.8			
Opex-to-revenue (%)	78.0	78.2	79.3	78.7	78.6			

Source: Company, Emkay Research

Fhis report is intended for Team White Marque Solutions(team.emkay@whitemarquesolution

RECOMMENDATION HISTORY - DETAILS

Date	Closing Price (Rs)	TP (Rs)	Rating	Analyst
01-Oct-25	1,390	1,550	Add	Dipeshkumar Mehta
15-Jul-25	1,566	1,660	Reduce	Dipeshkumar Mehta
01-Jul-25	1,718	1,750	Reduce	Dipeshkumar Mehta
23-Apr-25	1,594	1,600	Add	Dipeshkumar Mehta
31-Mar-25	1,593	1,700	Add	Dipeshkumar Mehta
14-Jan-25	1,814	2,000	Add	Dipeshkumar Mehta
01-Jan-25	1,912	2,000	Add	Dipeshkumar Mehta
15-Oct-24	1,870	1,950	Add	Dipeshkumar Mehta
01-Oct-24	1,817	1,850	Add	Dipeshkumar Mehta
29-Aug-24	1,752	1,850	Add	Dipeshkumar Mehta
13-Jul-24	1,560	1,700	Add	Dipeshkumar Mehta
09-Jun-24	1,432	1,600	Add	Dipeshkumar Mehta
03-Jun-24	1,314	1,600	Add	Dipeshkumar Mehta
27-May-24	1,353	1,600	Add	Dipeshkumar Mehta
27-Apr-24	1,474	1,600	Add	Dipeshkumar Mehta
01-Apr-24	1,557	1,600	Add	Dipeshkumar Mehta
31-Mar-24	1,544	1,700	Buy	Dipeshkumar Mehta
01-Mar-24	1,644	1,700	Buy	Dipeshkumar Mehta
13-Jan-24	1,541	1,700	Buy	Dipeshkumar Mehta
31-Dec-23	1,466	1,700	Buy	Dipeshkumar Mehta

Source: Company, Emkay Research

RECOMMENDATION HISTORY - TREND



Source: Company, Bloomberg, Emkay Research

This report is intended for Team White Marque Solutions(team.emkay@whitemarquesolutior

GENERAL DISCLOSURE/DISCLAIMER BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Emkay Global Financial Services Limited (CIN-L67120MH1995PLC084899) and its affiliates are a full-service, brokerage, investment banking, investment management and financing group. Emkay Global Financial Services Limited (EGFSL) along with its affiliates are participants in virtually all securities trading markets in India. EGFSL was established in 1995 and is one of India's leading brokerage and distribution house. EGFSL is a corporate trading member of BSE Limited (BSE), National Stock Exchange of India Limited (NSE), MCX Stock Exchange Limited (MCX-SX), Multi Commodity Exchange of India Ltd (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) (hereinafter referred to be as "Stock Exchange(s)"). EGFSL along with its [affiliates] offers the most comprehensive avenues for investments and is engaged in the businesses including stock broking (Institutional and retail), merchant banking, commodity broking, depository participant, portfolio management and services rendered in connection with distribution of primary market issues and financial products like mutual funds, fixed deposits. Details of associates are available on our website i.e. www.emkayglobal.com.

EGFSL is registered as Research Analyst with the Securities and Exchange Board of India ("SEBI") bearing registration Number INH000000354 as per SEBI (Research Analysts) Regulations, 2014. EGFSL hereby declares that it has not defaulted with any Stock Exchange nor its activities were suspended by any Stock Exchange with whom it is registered in last five years. However, SEBI and Stock Exchanges had conducted their routine inspection and based on their observations have issued advice letters or levied minor penalty on EGFSL for certain operational deviations in ordinary/routine course of business. EGFSL has not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has its certificate of registration been cancelled by SEBI at any point of time.

EGFSL offers research services to its existing clients as well as prospects. The analyst for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

This report is based on information obtained from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This report and information herein is solely for informational purpose and shall not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Though disseminated to all the clients simultaneously, not all clients may receive this report at the same time. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient.

EGFSL and/or its affiliates may seek investment banking or other business from the company or companies that are the subject of this material. EGFSL may have issued or may issue other reports (on technical or fundamental analysis basis) of the same subject company that are inconsistent with and reach different conclusion from the information, recommendations or information presented in this report or are contrary to those contained in this report. Users of this report may visit www.emkayglobal.com to view all Research Reports of EGFSL. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, and target price of the research published by any other analyst or by associate entities of EGFSL; our proprietary trading, investment businesses or other associate entities 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 including but not limited to those stated herein. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein. All material presented in this report, unless specifically indicated otherwise, is under copyright to Emkay. None of the material, nor its content, nor any copy of it, may be altered in any way, transmitted to, copied or distributed to any other party, without the prior express written permission of EGFSL . All trademarks, service marks and logos used in this report are trademarks or registered trademarks of EGFSL or its affiliates. The information contained herein is not intended for publication or distribution or circulation in any manner whatsoever and any unauthorized reading, dissemination, distribution or copying of this communication is prohibited unless otherwise expressly authorized. Please ensure that you have read "Risk Disclosure Document for Capital Market and Derivatives Segments" as prescribed by Securities and Exchange Board of India before investing in Indian Securities Market. In so far as this report includes current or historic information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed.

This report has not been reviewed or authorized by any regulatory authority. There is no planned schedule or frequency for updating research report relating to any issuer/subject company.

Please contact the primary analyst for valuation methodologies and assumptions associated with the covered companies or price targets.

Disclaimer for U.S. persons only: Research report is a product of Emkay Global Financial Services Ltd., under Marco Polo Securities 15a6 chaperone service, which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of Financial Institutions Regulatory Authority (FINRA) or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor. In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors. Emkay Global Financial Services Ltd. has entered into a chaperoning agreement with a U.S. registered broker-dealer, Marco Polo Securities Inc. ("Marco Polo"). Transactions in securities discussed in this research report should be effected through Marco Polo or another U.S. registered broker dealer.

This report is intended for Team White Margue Solutions (team emkay@whitemarguesolution

RESTRICTIONS ON DISTRIBUTION

This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation. Except otherwise restricted by laws or regulations, this report is intended only for qualified, professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions. Specifically, this document does not constitute an offer to or solicitation to any U.S. person for the purchase or sale of any financial instrument or as an official confirmation of any transaction to any U.S. person. Unless otherwise stated, this message should not be construed as official confirmation of any transaction. No part of this document may be distributed in Canada or used by private customers in United Kingdom.

ANALYST CERTIFICATION BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL)

The research analyst(s) primarily responsible for the content of this research report, in part or in whole, certifies that the views about the companies and their securities expressed in this report accurately reflect his/her personal views. The analyst(s) also certifies that no part of his/her compensation was, is, or will be, directly or indirectly, related to specific recommendations or views expressed in the report. The research analyst (s) primarily responsible of the content of this research report, in part or in whole, certifies that he or his associated persons1 may have served as an officer, director or employee of the issuer or the new listing applicant (which includes in the case of a real estate investment trust, an officer of the management company of the real estate investment trust; and in the case of any other entity, an officer or its equivalent counterparty of the entity who is responsible for the management of the issuer or the new listing applicant). The research analyst(s) primarily responsible for the content of this research report or his associate may have Financial Interests2 in relation to an issuer or a new listing applicant that the analyst reviews. EGFSL has procedures in place to eliminate, avoid and manage any potential conflicts of interests that may arise in connection with the production of research reports. The research analyst(s) responsible for this report operates as part of a separate and independent team to the investment banking function of the EGFSL and procedures are in place to ensure that confidential information held by either the research or investment banking function is handled appropriately. There is no direct link of EGFSL compensation to any specific investment banking function of the EGFSL.

¹ An associated person is defined as (i) who reports directly or indirectly to such a research analyst in connection with the preparation of the reports; or (ii) another person accustomed or obliged to act in accordance with the directions or instructions of the analyst.

² Financial Interest is defined as interest that are commonly known financial interest, such as investment in the securities in respect of an issuer or a new listing applicant, or financial accommodation arrangement between the issuer or the new listing applicant and the firm or analysis. This term does not include commercial lending conducted at the arm's length, or investments in any collective investment scheme other than an issuer or new listing applicant notwithstanding the fact that the scheme has investments in securities in respect of an issuer or a new listing applicant.

COMPANY-SPECIFIC / REGULATORY DISCLOSURES BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) covered in this report-:

- 1. EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her associate/relative's may have Financial Interest/proprietary positions in the securities recommended in this report as of October 14, 2025
- 2. EGFSL, and/or Research Analyst does not market make in equity securities of the issuer(s) or company(ies) mentioned in this Report

Disclosure of previous investment recommendation produced:

- 3. EGFSL may have published other investment recommendations in respect of the same securities / instruments recommended in this research report during the preceding 12 months. Please contact the primary analyst listed in the first page of this report to view previous investment recommendations published by EGFSL in the preceding 12 months.
- 4. EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her relative's may have material conflict of interest in the securities recommended in this report as of October 14, 2025
- EGFSL, its affiliates and Research Analyst or his/her associate/relative's may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the October 14, 2025
- 6. EGFSL or its associates may have managed or co-managed public offering of securities for the subject company in the past twelve months.
- 7. EGFSL, its affiliates and Research Analyst or his/her associate may have received compensation in whatever form including compensation for investment banking or merchant banking or brokerage services or for products or services other than investment banking or merchant banking or brokerage services from securities recommended in this report (subject company) in the past 12 months.
- EGFSL, its affiliates and/or and Research Analyst or his/her associate may have received any compensation or other benefits from the subject company or third party in connection with this research report.

Emkay Rating Distribution

Ratings	Expected Return within the next 12-18 months.
BUY	>15% upside
ADD	5-15% upside
REDUCE	5% upside to 15% downside
SELL	>15% downside

Emkay Global Financial Services Ltd.

CIN - L67120MH1995PLC084899

7th Floor, The Ruby, Senapati Bapat Marg, Dadar - West, Mumbai - 400028. India Tel: +91 22 66121212 Fax: +91 22 66121299 Web: www.emkavglobal.com

This report is intended for Team White Margue Solutions (team emkay@whitemarguesolution

OTHER DISCLAIMERS AND DISCLOSURES:

Other disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) -:

EGFSL or its associates may have financial interest in the subject company.

Research Analyst or his/her associate/relative's may have financial interest in the subject company.

EGFSL or its associates and Research Analyst or his/her associate/ relative's may have material conflict of interest in the subject company. The research Analyst or research entity (EGFSL) have not been engaged in market making activity for the subject company.

EGFSL or its associates may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of public appearance or publication of Research Report.

Research Analyst or his/her associate/relatives may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of public appearance or publication of Research Report.

Research Analyst may have served as an officer, director or employee of the subject company.

EGFSL or its affiliates may have received any compensation including for investment banking or merchant banking or brokerage services from the subject company in the past 12 months. Emkay may have issued or may issue other reports that are inconsistent with and reach different conclusion from the information, recommendations or information presented in this report or are contrary to those contained in this report. Emkay Investors may visit www.emkayglobal.com to view all Research Reports. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, and target price of the research published by any other analyst or by associate entities of Emkay; our proprietary trading, investment businesses or other associate entities may make investment decisions that are inconsistent with the recommendations expressed herein. EGFSL 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. EGFSL or its associates may have received any compensation or other benefits from the Subject Company or third party in connection with the research report. EGFSL or its associates may have received compensation from the subject company in the past twelve months. Subject Company may have been client of EGFSL or its affiliates during twelve months preceding the date of distribution of the research report and EGFSL or its affiliates may have co-managed public offering of securities for the subject company in the past twelve months.

This report is intended for Team White Marque Solutions, (team emkay@whitemarquesolution)