

Cognizant Technology Solutions

3 May 2019

Bloomberg: CTSH US

2019 Organic Growth At 2.1%-3.6%; Margin Lowered By 200bps

Against a 7%-9% constant currency (CC) revenue growth for 2019 (with 150bps from acquisitions) that it had guided for when 4Q2018 results were declared, Cognizant Technology Solutions' (CTS) lowered it to 3.6%-5.1% after a weak 1Q with no material pickup expected in 2HCY2019. Assuming inorganic part at 150bps (not clarified by CTS), organic growth would fall to 2.1%-3.6% for 2019. CTS had hinted at a slow start to 2019 with revenue pick-up back-loaded. But that has changed now. The sharp reduction in guidance has been attributed to sector and client specific issues in Financial services and Healthcare verticals which together form 2/3rd of its revenue. While problems with some large banking clients have been long festering ([Are Street Expectations On Medium-term Industry Growth Too High](#)), it indicated new pockets of stress in several insurance and North American regional banking clients, especially in the second half of 1QCY2019. CTS cited executive transitions underway at several of its insurance clients slowing decision-making. It also indicated seeing some cautiousness in banking spends in the second half of the year with moderating outlook for growth in the customer's business. Regional banks had been an area of strength in the past few years for the entire industry and we had highlighted this as a potential source of weakness in our sector report ([We Downgrade](#)). While healthcare payer category was flagged off as temporary soft spot in its 8th February 2019 commentary ([4QCY18 Update](#)) due to M&A related activity, situation has been aggravated by faster than expected insourcing by one large client. We are unable to fathom how much all of this has to do with its long standing strategy and rhythm being broken by Elliott Capital and also by the exit of top two managers – Frank D' Souza, CEO and Raj Mehta, President in quick succession. While some of this may be to do with client specific issues of Cognizant, we believe the wider commentary on growth going into the second half of 2019 does not bode well for the Indian IT services sector – especially in the commentary surrounding the BFSI space which forms about 30-40% of revenues of most companies. Indian companies typically do not have a large exposure to healthcare payers and hence may not be impacted in a material way. CTS also talked about a weak communications vertical but that is not news to the Indian industry. In fact it was not clear from the new CEO whether CTS stood by the medium term goals on revenue growth and margins that were given at the analyst meet in November 2018 (in hindsight that guidance seemed badly timed). 2019 EBIT Margin guidance which was at 19% three months back has been lowered to 17% now. Margin pressure has been partly driven by lower utilization, provisions for defined benefit pension plans on retrospective basis due an Indian Supreme Court order, bad debts on some US retail clients, etc. CTS has underperformed both TCS and Accenture in stock returns due to regression to at-par-with-or-below industry growth after two decades of outperformance. Three of its large five banking customers in the US seem to be contracting (likely at a minimum rate of ~20%) and do not seem likely to turn the corner. While TCS and Infosys commentary on large banks have been mixed across quarters it has been positive through most of FY19. TCS in a recent meeting we had with it indicated uneven spending by large banking clients that may potentially pressure growth. This variation in BFS commentary across players stems from likely individual client-specific exposure. We reiterate our cautious view on the sector. We believe a good FY20 is already in the price for many of the tier-1 companies. We believe there could be negative surprises in store like the ones we saw in CTS. We stick with our zero-industry-growth-in-FY21 call. We continue to urge an underweight stance vis-à-vis benchmark weight. Within the sector we prefer TCS, Infosys and HCL Technologies in that order.

1Q was weak: Against guidance of 7.5%-8.5% (YoY) in revenue growth in CC terms, CTS delivered only 6.8%. Approximately USD50m lower than street estimates. While there was no EBIT margin guidance given for 1Q, adjusted margin at 16% was indicated to be lower than what CTS had internally targeted.

Lot of discussion around changing cost structure and improving run-the-business capabilities: The new CEO indicated that he was focused on (1) reducing the cost structure (2) greater clarity in roles of various managers so that they aligned with the goal of driving topline growth. The new CEO also indicated that in his conversation with large clients there was a focus on repurposing the spend away from legacy services to new services. That indicates that there is no large uptick in IT services spend and is largely a shift in spending from one bucket to another (as is widely known) and any vendor who is able to help create savings for the customer might be able to a better share of the spending in the 'new'. Which brings into question whether CTS in its current form has adequate capabilities to handle the pressure of generating savings for clients on the RTB side through use of better software engineering and automation tools. As we have stated in many of recent reports, that capability probably would differentiate the winners from the losers, in the days ahead.

CTS brings in an outsider as the CEO and he is not entirely new to IT services: CTS' board has chosen Brian Humphries, currently CEO of Vodafone Business, to take the role of CEO starting 1 April 2019. Brian handled a P&L of ~US\$14bn and was responsible for a portfolio consisting of B2B fixed and mobile customers, as well as IoT, cloud hosting and security services. Brian has worked in Dell EMC and HP in the past. In the former, he was President and COO of its Infrastructure Solutions Group. He was also President of Dell's Global Enterprise Solutions, with approximately US\$15bn in revenues. Before Dell, Brian was with HP in roles like SVP- Strategy and Corporate Development, Chief of Staff to Chairman and Chief Executive. He also served as Chief Financial Officer of HP Services. According to the CTS board, he comes with the track record of success across multiple companies, industries, technology, geographies, roles and organisational cultures.

NOT RATED
Sector: Information Technology

CMP: US\$66.6

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View on Indian IT services sector: We downgraded the Indian IT sector (see our report: [Street Is Not Factoring Even A Soft Landing; We Downgrade](#)) on 27 December 2018 based on: (1) Consensus not factoring in significantly softer growth in FY21 as the best demand environment since 2008-09 is largely behind us with corporate capex in both the US and Europe likely to have peaked in 2018. (2) The US BFSI space could witness pressure on margins from a flattened/inverted yield curve and probably a more hostile regulatory environment because of a split Congress in the US. (3) Pressure on cost structure because of tariffs levied on imports from China impacting US manufacturers. (4) Front-office capabilities in digital still elusive for Indian IT services players, leading to inability to tap into the marketing budgets of customers in a material way. The focus has been on the technology intensive back-end of digital where we believe the field is relatively more crowded. (5) 'Automation at scale' in legacy services eating into growth coming in from new services. This is driven by explosive growth in both intelligent and robotic process automation software industry. (6) Factoring in lower Indian rupee or INR depreciation benefits than estimated earlier (Refer: [Incorporating New INR Estimate](#)). (7) Capital return to shareholders not being as potent a stock driver as it was earlier because the cash hoard is shrinking after two to three rounds of share buyback over the past three years. (8) Talent pressure in the US in new-age services because of a tighter H1-B visa regime. We were planning the downgrade a quarter or two down the road but the global macro set-up has turned weaker far more quickly than we anticipated, hastening this move. While some of the 'relative' factors like investor positioning, valuation and earnings revision momentum - partly the reasons for turning 'tactically positive in March 2018 - still exist, we believe they are unlikely to carry as much importance with investors as deteriorating fundamentals would over FY19-FY21. While many of our competitors are expecting a better FY20 versus FY19, we believe that is unlikely. We probably had the best macro environment that the industry has seen in the past 10 years in 2018 and incrementally we only see a deterioration which should crimp spending by customers. More importantly, we reiterate our no-industry-growth-in-FY21 call initiated in March 2018. We base this scenario on an explicit expectation of a soft landing in the US (0%-1.5% real GDP growth) in 2020. We believe consensus is expecting mid-high single-digit revenue growth in FY21 for the industry, implicitly assuming continued robust growth in the US (2%-2.5%). It is our belief that the street will converge with our no-growth expectations over time. Until the market prices in this scenario, we believe technical factors are not likely to hold the sector up. A hard landing (recession) - not our current base case - could lead to single-digit negative growth for the sector. Just as outperformance of the sector in 2018 was driven largely by P/E multiple expansion in the belief that growth is going to accelerate, we believe the downside in 2019 will be driven by P/E multiple deflation as investors begin to re-calibrate growth expectations lower over FY19-FY21. We prefer large-caps over mid-caps. The faster growth shown by select mid-caps is a case of 'rising tide lifting all boats', a smaller base and lower exposure to legacy services. But as digital demand shifts from the front to back, we believe that traditional large Indian companies will be in a better position to capture the market. We would advise investors to focus on sustainability and not overpay for a riskier business model - some companies have seen client concentration rising over the past two years.

Exhibit 1: Comparative Valuation Table

Year Ending	TCS	Infosys	Wipro	HCL Tech	TechMahindra	Mindtree	Persistent
	March	March	March	March	March	March	March
Prices as on 02-May-19	2,215	731	294	1,160	837	981	628
Currency	INR	INR	INR	INR	INR	INR	INR
Market Value (Rs Bn)	8,482	3,176	1,450	1,578	738	162	50
(US\$m)	117,803	44,118	20,139	21,912	10,250	2,256	698
March 2020 Target Price	1,614	601	219	1,076	587	563	558
Upside/(downside)	-27.2%	-17.8%	-25.4%	-7.2%	-29.9%	-42.6%	-11.2%
Recommendation	Sell	Sell	Sell	Accumulate	Sell	Sell	Sell
FDEPS (Rs)							
FY18	67.0	32.5	16.8	62.9	42.8	34.6	40.4
FY19E	83.1	36.0	18.6	74.4	50.1	45.8	44.1
FY20E	93.4	38.9	18.4	83.4	56.2	53.5	54.4
FY21E	97.8	40.4	19.0	87.0	59.3	56.9	56.4
PE (x)							
FY18	33.1	22.5	17.5	18.4	19.6	28.4	15.6
FY19E	26.7	20.3	15.8	15.6	16.7	21.4	14.3
FY20E	23.7	18.8	16.0	13.9	14.9	18.3	11.6
FY21E	22.7	18.1	15.5	13.3	14.1	17.2	11.2
EV/EBITDA (x)							
FY18	23.6	16.1	14.3	11.2	13.8	20.2	10.4
FY19E	19.1	14.6	11.5	9.2	9.8	14.0	7.6
FY20E	18.0	13.5	9.7	8.2	8.8	11.3	6.5
FY21E	17.3	12.9	9.2	7.7	8.3	10.6	5.8
EV/Sales (x)							
FY18	6.2	4.3	2.7	2.5	2.1	2.7	1.6
FY19E	5.2	3.7	2.3	2.1	1.8	2.1	1.3
FY20E	4.7	3.4	2.0	1.9	1.6	1.8	1.1
FY21E	4.5	3.2	1.9	1.8	1.5	1.7	1.0
Pre Tax ROIC (%)							
FY18	57.3	44.9	24.5	38.9	25.8	32.9	29.7
FY19E	61.8	47.5	30.4	37.3	36.3	46.4	44.2
FY20E	59.4	49.4	37.0	34.1	38.1	49.2	52.5
FY21E	58.9	48.2	36.8	30.1	38.7	49.1	54.0

Source: Company, Nirmal Bang Institutional Equities Research

Exhibit 2: Quarterly snapshot

(US\$mn)	1QCY16	2QCY16	3QCY16	4QCY16	1QCY17	2QCY17	3QCY17	4QCY17	1QCY18	2QCY18	3QCY18	4QCY18	1QCY19
Net Sales	3,202	3,370	3,453	3,462	3,546	3,670	3,766	3,828	3,912	4,006	4,078	4,129	4,110
Gross Margin	1,287	1,332	1,376	1,384	1,352	1,409	1,429	1,468	1,511	1,589	1,598	1,589	1,535
Cost of Sales & Services	1,915	2,038	2,077	2,078	2,194	2,261	2,337	2,360	2,401	2,417	2,480	2,540	2,575
% of sales	59.8	60.5	60.2	60.0	61.9	61.6	62.1	61.7	61.4	60.3	60.8	61.5	62.7
SG& A	646	654	701	730	686	709	674	700	711	805	734	776	873
EBITDA	640	678	675	654	666	700	755	768	800	784	864	813	662
Depreciation	86	87	92	93	96	94	107	111	107	114	119	120	123
EBIT	554	591	583	561	570	606	648	657	693	670	745	693	539
Other income (net)	35	4	30	(1)	79	29	10	56	4	(47)	(83)	122	44
PBT	589	595	613	560	649	635	658	713	697	623	662	815	583
Provision for tax	148	342	169	144	92	165	164	732	177	167	185	168	142
Effective tax rate (%)	25.1	57.6	27.6	25.7	14.2	26.0	24.9	102.7	25.4	26.8	27.9	20.6	24.4
Net profit	441	252	444	416	557	470	494	(19)	520	456	477	647	441
EPS	0.7	0.4	0.7	0.7	0.9	0.8	0.8	(0.0)	0.9	0.8	0.8	1.1	0.8
YOY Growth (%)													
Revenue	10.0	9.2	8.4	7.1	10.7	8.9	9.1	10.6	10.3	9.2	8.3	7.9	5.1
Gross Profit	8.6	7.4	9.9	6.6	5.1	5.8	3.9	6.1	11.8	12.8	11.8	8.2	1.6
EBITDA	11.7	8.0	8.0	2.2	4.0	3.2	11.8	17.4	20.1	12.0	14.4	5.9	(17.3)
EBIT	10.7	8.3	7.5	1.4	2.9	2.6	11.1	17.1	21.6	10.6	15.0	5.5	(22.2)
Net Profit	15.2	(40.0)	11.8	(1.7)	26.2	86.4	11.3	(104.5)	(6.6)	(3.0)	(3.4)	(3,523.3)	(15.2)
Qoq growth													
Revenue	(0.9)	5.2	2.5	0.3	2.4	3.5	2.6	1.6	2.2	2.4	1.8	1.3	(0.5)
EBITDA	0.0	5.9	(0.4)	(3.2)	1.8	5.1	7.9	1.7	4.2	(2.0)	10.2	(5.9)	(18.6)
EBIT	0.1	6.7	(1.3)	(3.8)	1.6	6.3	6.9	1.4	5.5	(3.3)	11.2	(7.0)	(22.2)
Net Profit	4.2	(42.8)	76.1	(6.3)	33.9	(15.6)	5.1	(103.8)	(2851.3)	(12.3)	4.6	35.6	(31.8)
Margins													
Gross Margin	40.2	39.5	39.8	40.0	38.1	38.4	37.9	38.3	38.6	39.7	39.2	38.5	37.3
EBITDA	20.0	20.1	19.6	18.9	18.8	19.1	20.0	20.1	20.4	19.6	21.2	19.7	16.1
EBIT	17.3	17.5	16.9	16.2	16.1	16.5	17.2	17.2	17.7	16.7	18.3	16.8	13.1
PAT	13.8	7.5	12.9	12.0	15.7	12.8	13.1	(0.5)	13.3	11.4	11.7	15.7	10.7
SGA	20.2	19.4	20.3	21.1	19.3	19.3	17.9	18.3	18.2	20.1	18.0	18.8	21.2

Source: Company, Nirmal Bang Institutional Equities Research

Exhibit 3: Revenue exposure to geographies

% contribution (Revenue)	4QCY15	1QCY16	2QCY16	3QCY16	4QCY16	1QCY17	2QCY17	3QCY17	4QCY17	1QCY18	2QFY18	3QFY18	4QFY18	1QFY19
North America	78.4	78.0	77.9	78.5	78.4	77.9	77.7	76.8	77.0	76.0	76.6	76.2	76.1	76.0
Europe	16.1	16.4	16.2	15.6	15.5	15.8	15.8	16.7	16.5	17.5	17.2	17.7	17.9	17.9
Other	5.5	5.6	5.9	6.0	6.1	6.4	6.5	6.6	6.5	6.5	6.2	6.1	5.9	6.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Exhibit 4: Revenue exposure to verticals

% contribution (Revenue)	4QCY15	1QCY16	2QCY16	3QCY16	4QCY16	1QCY17	2QCY17	3QCY17	4QCY17	1QCY18	2QFY18	3QFY18	4QFY18	1QFY19
Financial Services	40.3	40.5	40.2	40.1	39.8	39.1	38.8	38.3	37.9	37.3	37.3	36.7	35.9	35.1
Healthcare	29.5	29.4	28.5	28.5	28.8	29.0	28.3	28.6	28.8	29.4	28.7	28.9	29.2	29.1
Manufacturing/Retail/Logistics (Products and Resources)	19.0	18.9	19.8	19.6	19.7	19.9	20.8	20.4	20.6	20.4	21.0	21.0	21.2	21.6
Other (Communication, Media and Technology)	11.2	11.2	11.5	11.9	11.8	12.0	12.1	12.7	12.7	12.9	13.0	13.5	13.8	14.2

Source: Company, Nirmal Bang Institutional Equities Research

Exhibit 5: QoQ and YoY performance

QoQ Growth (%)	4QCY15	1QCY16	2QCY16	3QCY16	4QCY16	1QCY17	2QCY17	3QCY17	4QCY17	1QCY18	2QCY18	3QCY18	4QCY18	1QCY19
Verticals														
Financial Services	1.8	(1.7)	5.1	1.8	(1.6)	1.6	2.2	1.5	-	2.4	0.5	(0.3)	(0.9)	(1.0)
Healthcare	1.4	(4.0)	4.9	3.5	1.2	(0.2)	4.7	3.3	3.7	(0.4)	3.1	2.9	1.1	(3.1)
Manufacturing/Retail/Logistics (Products & Resources)	0.7	3.6	4.4	2.8	1.4	7.1	1.4	3.6	1.0	5.0	2.3	2.7	3.2	2.6
Other (Communication, Media and Technology)	1.3	2.0	8.1	1.7	2.1	3.6	8.6	2.8	2.9	3.0	6.3	3.9	4.1	1.7
Geography														
North America	0.9	(1.4)	5.1	3.3	0.2	1.7	3.3	1.4	1.9	1.0	3.1	1.3	1.2	(0.7)
Europe	2.3	0.9	4.1	(1.7)	(0.5)	4.5	3.6	8.5	0.6	8.2	0.9	4.8	2.4	(0.8)
Other	6.8	0.3	10.8	3.8	2.9	6.6	6.2	2.9	0.8	1.6	(1.6)	(0.4)	(1.2)	3.3
Revenue Segments														
Consulting and Technology Revenue	2.3	0.8	7.1	2.5	0.3	1.5	5.7	2.4	(0.6)	2.9	1.2	3.0	2.2	0.2
Outsourcing	0.3	(3.2)	2.8	2.5	0.3	3.6	0.6	2.9	4.8	1.2	4.1	0.2	0.1	(1.4)
YoY Growth (%)														
Verticals														
Financial Services	16.6	10.7	8.1	7.1	3.5	7.0	4.1	3.8	5.4	6.2	4.5	2.6	1.7	(1.7)
Healthcare	23.2	4.0	6.9	5.7	5.6	9.7	9.5	9.3	11.9	11.8	10.1	9.6	6.8	3.9
Manufacturing/Retail/Logistics (Products & Resources)	14.3	15.2	14.2	12.0	12.7	16.5	13.1	14.0	13.7	11.4	12.4	11.5	13.9	11.3
Other (Communication, Media and Technology)	15.4	14.7	11.2	13.6	14.5	16.3	16.9	18.1	19.0	18.4	15.8	17.1	18.4	16.9
Geography														
North America	18.7	9.0	8.3	7.9	7.2	10.6	8.6	6.7	8.5	7.8	7.6	7.5	6.7	5.0
Europe	9.6	10.4	8.9	5.6	2.7	6.4	5.8	16.8	18.1	22.4	19.2	15.1	17.1	7.3
Other	34.0	24.9	25.0	23.2	18.6	26.0	20.8	19.8	17.5	11.9	3.8	0.4	(1.6)	-
Revenue Segments														
Consulting and Technology Revenue	22.2	15.0	15.2	13.2	10.9	11.7	10.2	11.3	9.2	10.7	6.0	6.6	9.6	6.7
Outsourcing	12.8	3.9	1.9	2.3	2.2	9.5	7.1	6.1	12.4	9.8	13.6	10.6	5.6	2.8

Source: Company, Nirmal Bang Institutional Equities Research

Exhibit 6: P/E multiple charts



Source: Bloomberg, Nirmal Bang Institutional Equities Research

Financials

Exhibit 7: Income statement

Y/E December (US\$mn)	CY14	CY15	CY16	CY17	CY18
Net Sales	10,263	12,416	13,487	14,810	16,125
-Growth (%)	16.1	21.0	8.6	9.8	8.9
Cost of Sales & Services	6,141	7,440	8,109	9,152	9,838
% of sales	59.8	59.9	60.1	61.8	61.0
Gross Margin	4122	4976	5379	5658	6287
% of sales	40.2	40.1	39.9	38.2	39.0
SG&A	2,037	2,509	2,731	2,769	3,026
% of sales	19.8	20.2	20.2	18.7	18.8
EBITDA	2,085	2,467	2,648	2,889	3,261
% of sales	20.3	19.9	19.6	19.5	20.2
Depreciation	200	325	359	408	460
EBIT	1,885	2,142	2,289	2,481	2,801
% of sales	18.4	17.3	17.0	16.8	17.4
Other income (net)	41	22	67	110	150
PBT	1,924	2,164	2,357	2,655	2,797
Provision for tax	485	540	803	1,153	697
Effective tax rate (%)	25.2	25.0	34.1	43.4	24.9
Net profit	1,439	1,624	1,553	1,502	2,100
-Growth (%)	17.1	12.8	-4.3	-3.3	39.8
-Net profit margin (%)	14.0	13.1	11.5	10.1	13.0

Source: Company, Nirmal Bang Institutional Equities Research, Note: Based on Igaap

Exhibit 9: Balance sheet

Y/E December (US\$mn)	CY14	CY15	CY16	CY17	CY18
Net worth	7,740	9,278	10,728	10,669	11,424
Other liabilities	449	192	319	431	498
Total loans	1,638	1,288	878	873	745
Total liabilities	9,827	10,758	11,925	11,973	12,667
Goodwill	2,414	2,405	2,554	2,704	3,481
Intangible assets	954	864	951	981	1,150
Net block	1,247	1,271	1,311	1,324	1,394
Investments	1,765	2,824	3,197	3,366	3,430
Other non-current assets	354	616	784	866	1,131
Debtors	1,969	2,253	2,556	2,865	3,257
Cash & bank balance	2,010	2,125	2,034	1,925	1,161
Other current assets	1,007	707	875	1,190	909
Total current assets	4,986	5,084	5,465	5,980	5,327
Total current liabilities	1,892	2,307	2,337	3,248	3,248
Net current assets	3,094	2,777	3,128	2,732	2,079
Total assets	9,827	10,758	11,925	11,973	12,665

Source: Company, Nirmal Bang Institutional Equities Research

Exhibit 8: Cash Flow

Y/E December (US\$mn)	CY14	CY15	CY16	CY17	CY18
EBIT	1,885	2,142	2,289	2,481	2,801
(Inc./dec. in working capital)	242	138	(768)	(203)	(173)
Cash flow from operations	2,127	2,280	1,522	2,278	2,628
Other income	(41)	(22)	(67)	(110)	(150)
Depreciation & amortisation	200	325	359	408	460
Tax paid	(485)	(540)	(803)	(1,153)	(697)
Dividends paid	-	-	-	-	-
Net cash from operations	1,801	2,044	1,010	1,423	2,241
Capital expenditure	(366)	990	(40)	(13)	(70)
Net cash after capex	1,435	3,034	970	1,410	2,171
Inc./dec. in debt	1,638	(350)	(410)	(5)	(128)
(Inc./dec. in investments)	230	1,060	373	169	64
Equity issue/(buyback)	12	(6,089)	0	6,000	0
Cash from financial activities	1,880	(5,379)	(37)	6,164	(64)
Others	(3,518)	782	110	154	154
Opening cash	2,213	2,010	446	1,490	9,218
Closing cash	2,010	446	1,490	9,218	11,479
Change in cash	(203)	(1,563)	1,044	7,728	2,261

Source: Company, Nirmal Bang Institutional Equities Research

Exhibit 10: Key ratios

Y/E December	CY14	CY15	CY16	CY17	CY18
Per Share (US\$)					
EPS	2.4	2.7	2.5	2.5	3.5
FDEPS	2.3	2.6	2.5	2.5	3.4
Dividend Per Share	-	-	-	-	-
Book Value	12.7	15.2	17.6	17.5	18.8
Dividend Payout Ratio	-	-	-	-	-
Return ratios (%)					
RoE	20.7	19.1	15.5	14.0	19.0
RoCE	24.3	22.0	20.6	20.5	22.0
RoIC	47.3	39.8	37.9	35.4	35.1
Turnover Ratios					
Asset Turnover	0.9	1.0	0.9	1.0	1.0
Debtor Days (incl. unbilled revenues)	81.6	77.1	78.6	79.4	73.7
Working capital cycle days	13.6	7.2	27.4	30.0	31.4
Valuation ratios (x)					
P/E	30.5	27.1	28.3	29.3	20.9
P/BV	5.7	4.7	4.1	4.1	3.8
EV/EBITDA	20.9	17.5	16.2	14.8	13.3
EV/Sales	4.2	3.5	3.2	2.9	2.7
M-cap/sales	4.3	3.5	3.3	3.0	2.7

Source: Company, Nirmal Bang Institutional Equities Research

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