REDUCE (Maintain)

CMP: INR 1,608 Target Price: INR 1,490 (INR 1,460) 🔻 -7%

17 July 2025

Tech Mahindra

Technology

In-line results; deal-wins strong

TECHM reported largely in-line revenue growth and a slight beat on margins. Highlights: 1) Growth bouncing back in the telecom vertical. 2) Good margin execution. 3) Strong TCV at USD 809mn, up 51% YoY. But the company saw softness in BFSI, which is critical to its turnaround journey and sounded cautious in manufacturing and technology demand. FY26 is supposed to be the year to bridge the growth gap with peers. Over the past four quarters, TCV has been between USD 600–800mn, but QoQ CC growth has been between -1.5% to 1% CC, indicating slow revenue conversion. Given the slow start to the year, we have built in a modest 2.2% USD FY26 revenue growth- better than TECHM's FY25 growth but lower than our expectation for peers. Maintain **REDUCE** with a one-year forward TP of INR 1,490 on an unchanged target PE of 19x.

Growth broad based; TCV strong

TECHM reported sequential revenue growth of 1% USD/-1.4% CC – as against I-Sec/consensus estimates of 1.1% QoQ USD/-0.8% CC. USD revenue is in line with estimates, while CC revenue growth has missed the mark. Geography-wise, America grew 2.7%. This is a welcome change, as US has been contracting for the past three quarters. Europe performed well with 3.3% QoQ USD growth. Vertical-wise, CME grew by 2.8% after two quarters of muted growth, despite Comviva seasonality. Communication, media and entertainment now forms 33.8% of Q1FY26 revenues, down from 35.8% in Q1FY24. Manufacturing grew well with a 4.1% QoQ uptick, following three quarters of muted growth. Technology performed slightly better w.r.t to Q4FY25 with a 1.4% QoQ uptick. Retail, healthcare and others were weak. BFSI saw slightly slower growth of -0.5%, contrary to the strong commentary over the last few quarters. TCV, at USD 809mn, was strong, surpassing the company's target range of USD 600–800mn, up 1.4% QoQ/51.5% YoY. The deal wins are across – communication, transportation, hi-tech and manufacturing.

Margin resilient

EBIT margin stood at 11.1%, up 60bps QoQ, in line with consensus estimate of 11%, and outperforming I-Sec's estimate of 10.5%. This was despite a gross margin decline of 50bps QoQ; also, marks the seventh consecutive quarter of EBIT margin expansion on account of project Fortius while SG&A was down 104bps QoQ. Sub-contracting expense was at an all-time low of 9.8% of revenue, down 30bps QoQ. Offshore headcount is at an all-time high of 78.6%, from 77.9% in Q4FY25.

Financial Summary

Y/E March (INR mn)	FY25A	FY26E	FY27E	FY28E
Net Revenue	5,29,883	5,47,033	5,91,217	6,37,035
EBITDA	69,911	82,374	1,01,778	1,14,359
EBITDA Margin (%)	13.2	15.1	17.2	18.0
Net Profit	43,076	51,012	63,651	73,724
EPS (INR)	48.5	57.5	71.8	83.1
EPS % Chg YoY	29.9	18.5	24.8	15.8
P/E (x)	33.1	27.9	22.4	19.3
EV/EBITDA (x)	19.4	16.5	13.3	11.7
RoCE (%)	13.6	16.4	20.5	22.0
RoE (%)	15.7	18.2	21.7	23.7

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Market Data

Market Cap (INR)	1,574bn
Market Cap (USD)	18,314mn
Bloomberg Code	TECHM IN
Reuters Code	TEML.BO
52-week Range (INR)	1,808/1,209
Free Float (%)	65.0
ADTV-3M (mn) (USD)	39.8

Price Performance (%)	3m	6m	12m
Absolute	22.9	(4.7)	6.0
Relative to Sensex	15.6	(12.0)	3.7

ESG Score	2023	2024	Change
ESG score	81.0	78.8	(2.2)
Environment	68.8	65.3	(3.5)
Social	80.8	81.7	0.9
Governance	85.3	84.7	(0.6)

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

Source: SES ESG, I-sec research

Earnings Revisions (%)	FY26E	FY27E	FY28E
USD Revenue	0.0	0.0	0.0
EBIT	0.1	1.9	4.6
EPS	(2.0)	2.0	4.1

Previous Reports

01-07-2025: <u>Technology Q1FY26 Preview</u> 25-04-2025: <u>Q4FY25 results review</u>

Other highlights

- **Demand environment** has been mixed. Telecom vertical is poised for growth in certain pockets. Manufacturing continues to see softness in automotive segment in US market, which will likely show in the longer term. In Europe, exposure to automotive is through Pininfarina. BFSI saw slight weakness; however, the long-term outlook remains positive. Hi-tech is seeing headwinds from the semiconductor sub-segment because of restructuring and cost reduction being carried out by clients, where recovery is expected in the second half of the year. In general, hi-tech is more susceptible to adverse macro-economic movements.
- **TCV** was broad-based across multiple verticals. Deal wins are expected to strengthen further in upcoming quarters. Per management, large deal wins shall start accruing to revenue in Q2FY26. LTM deal win was up 43.8% YoY. Onsite component is expected to increase as deals wins ramp-up. The company is taking a prudent approach in terms of large deal pricing. Large deals worth >USD 25mn+, now form a higher percentage of total deal wins.
- The company would push on **margin levers**, such as offshoring, tightening subcontracting cost, driving productivity, increasing FPP deals. Wage hike has been carried out in Q4 and the next wage hike is expected in January next year. TECHM aims to keep the sub-contracting cost within an 8–10% band. The company is holding on to margin commitments for FY26 and expects to reach higher than peers' growth in FY27.
- Al: Company is working along four pillars of: transformation, productivity, innovation and assurance. TECHM has a portfolio of 200+ Al agents, which are already in use across segments. It has 77,000+ employees across the company trained in Al and GenAl. Key use case the company is using Al to reduce churn and increase ARPU for telecom clients.
- TECHM has added 2 clients in USD 50mn+ bucket, YoY. The company continues to increase its focus on top accounts under its 'turbo charge' program; it aims to achieve higher than company growth for its **top clients**, which was the case in Q1FY26 as well.
- Attrition was at 12.6% vs. 11.8% in Q4FY25. Net headcount addition was at -214 QoQ, marking a third straight quarter of QoQ headcount reduction. The addition was in BPO while software and sales headcount has been reduced.
- **DSO** was at 95 days vs. 88 in Q4FY25 because of timing related collection delays. FCF/PAT stood at a low of 65% (vs. 111% in Q4FY25).
- Amol Phadke has joined as Chief Transformation Officer, and has experience of working across Google, Telenor and BT. His experience in BT could be of particular help at TECHM. The company is also focussing on grooming internal talent for role upgrades.

Key upside risks: 1) Faster-than-expected recovery in macro; and 2) expansion in market share in BFSI and Healthcare.

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Exhibit 1: Q1FY26 performance

(INR mn)	Q1FY26	Q4FY25	QoQ	Q1FY25	YoY
QoQ CC	-1.4%	-1.5%		0.7%	
Average (USD rate)	85.4	86.5	-1.3%	83.4	2.4%
Sales (\$ m)	1,564	1,549	1.0%	1,559	0.3%
Sales	1,33,512	1,33,840	-0.2%	1,30,055	2.7%
EBIT	14,771	14,053	5.1%	11,023	34.0%
EBIT Margin	11.1%	10.5%	56 bps	8.5%	259 bps
Adjusted PAT	11,406	11,850	-3.7%	8,515	34.0%
Adjusted EPS	12.9	13.4	-3.7%	9.6	33.9%

Source: I-Sec research, Company data

Exhibit 2: Change in estimates

		Revised		Old		Change (%)			
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Revenues (USD mn)	6,400	6,796	7,239	6,402	6,797	7,242	0.0%	0.0%	0.0%
Revenue growth YoY CC	0.5%	6.2%	6.5%	1.0%	6.2%	6.5%	-50bps	0bps	0bps
Revenue growth YoY USD	2.2%	6.2%	6.5%	2.2%	6.2%	6.5%	0bps	0bps	0bps
USD/INR	85.5	87.0	88.0	86.0	87.0	88.0	-0.6%	0.0%	0.0%
INR mn									
Revenues	5,47,033	5,91,217	6,37,035	5,50,584	5,91,381	6,37,323	-1%	0%	0%
EBIT	64,287	82,564	93,656	64,247	81,057	89,537	0.1%	1.9%	4.6%
EBIT margin	11.8	14.0	14.7	11.7	13.7	14.0	10bps	30bps	70bps
EPS (INR/share)	58.0	72.3	83.7	59.2	70.9	80.4	-2.0%	2.0%	4.1%

Source: Company data, I-Sec research

Exhibit 3: Deal TCV at USD 809mn (exceeding USD 600–800mn target range)



Source: Company data, I-Sec research

Exhibit 4: Reduction in software professionals headcount



Source: Company data, I-Sec research

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Exhibit 5: Sub-con shrank a further 30bps QoQ; at an all-time low



Exhibit 6: Utilisation down by 140bps QoQ



Source: Company data, I-Sec research

Exhibit 7: Consistent improvement in offshore effort mix, aiding margins



Source: Company data, I-Sec research

Exhibit 8: TechM is trading at 25x, near its 5-year average +1SD of ~25.2x



Source: Company data, I-Sec research

Exhibit 9: TechM is trading at 2% premium to NIFTY IT vs. its 5-year average discount of 19%



Source: Company data, I-Sec research

Exhibit 10: Shareholding pattern

%	Sep'24	Dec'24	Mar'25
Promoters	35.0	35.0	35.0
Institutional investors	53.6	53.6	53.8
MFs and others	15.8	16.0	17.2
FIs/Banks	0.4	0.3	0.6
Insurance	13.8	13.1	13.1
Flls	23.7	24.2	23.0
Others	11.4	11.4	11.2

Exhibit 11: Price chart



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Source: Bloomberg, I-Sec research

Source: Bloomberg, I-Sec research



Financial Summary

Exhibit 12: Profit & Loss

(INR mn, year ending March)

	FY25A	FY26E	FY27E	FY28E
Net Sales (USD mn)	6,264	6,400	6,796	7,239
Net Sales (INR. mn)	5,29,883	5,47,033	5,91,217	6,37,035
Operating Expense	4,59,972	4,64,659	4,89,439	5,22,676
EBITDA	69,911	82,374	1,01,778	1,14,359
EBITDA Margin (%)	13.2	15.1	17.2	18.0
Depreciation & Amortization	18,529	18,087	19,214	20,703
EBIT	51,382	64,287	82,564	93,656
Interest expenditure	3,217	2,386	1,288	1,288
Other Non-operating Income	8,827	7,956	4,738	7,258
Recurring PBT	56,992	69,857	86,015	99,627
Profit / (Loss) from Associates	86	5	-	-
Less: Taxes	14,002	18,850	22,364	25,903
PAT	42,990	51,007	63,651	73,724
Less: Minority Interest	(15)	472	500	520
Net Income (Reported)	43,076	51,012	63,651	73,724
Extraordinaries (Net)	-	-	-	-
Recurring Net Income	43,147	51,489	64,151	74,244

Source Company data, I-Sec research

Exhibit 13: Balance sheet

(INR mn, year ending March)

	FY25A	FY26E	FY27E	FY28E
Total Current Assets	2,07,864	2,10,135	2,28,435	2,53,303
of which cash & cash eqv.	43,185	30,498	39,107	54,235
Total Current Liabilities & Provisions	1,17,960	1,22,569	1,26,548	1,30,547
Net Current Assets	89,904	87,566	1,01,887	1,22,756
Investments	31,821	39,515	39,515	39,515
Net Fixed Assets	23,805	24,140	24,340	24,540
ROU Assets	15,526	15,729	15,729	15,729
Capital Work-in-Progress	206	126	126	126
Goodwill	76,993	78,385	78,385	78,385
Other assets	46,558	47,096	47,096	47,096
Deferred Tax Assets	18,573	19,125	19,125	19,125
Total Assets	3,14,681	3,23,892	3,38,413	3,59,482
Liabilities				
Borrowings	4,714	2,476	2,476	2,476
Deferred Tax Liability	2,279	2,249	2,249	2,249
provisions	14,027	13,931	13,931	13,931
other Liabilities	206	1,237	1,237	1,237
Minority Interest	4,302	4,339	4,339	4,339
Equity Share Capital	4,424	4,425	4,425	4,425
Reserves & Surplus*	2,69,191	2,79,395	2,93,916	3,14,985
Total Net Worth	2,73,615	2,83,820	2,98,341	3,19,410
Total Liabilities	3,14,681	3,23,892	3,38,413	3,59,482

Source Company data, I-Sec research

Exhibit 14: Quarterly trend

(INR mn, year ending March)

	Sep-24	Dec-24	Mar-25	Jun-25
Net Sales	1,33,132	1,32,856	1,33,840	1,33,512
% growth (QoQ)	2.4	-0.2	0.7	-0.2
EBITDA	17,502	18,090	18,674	19,352
Margin %	13.1	13.6	14.0	14.5
Other Income	4,331	-528	589	1,410
Extraordinaries	-	-	-	-
Adjusted Net Profit	12,501	9,832	11,667	11,406

Source Company data, I-Sec research

Exhibit 15: Cashflow statement

(INR mn, year ending March)

	FY25A	FY26E	FY27E	FY28E
CFO before WC changes	56,517	70,334	86,515	1,00,147
CFO after WC changes	72,601	60,205	95,278	1,07,851
Tax Paid	(14,744)	(18,850)	(22,364)	(25,903)
Cashflow from Operations	57,857	41,354	72,914	81,948
Capital Commitments	7,555	20,851	19,414	20,903
Free Cashflow	50,302	20,504	53,500	61,045
Other investing cashflow	7,323	6,819	4,738	7,258
Cashflow from Investing Activities	(232)	(14,032)	(14,676)	(13,645)
Dividend and Buyback	-	-	-	-
Inc (Dec) in Borrowings	(16,101)	1,265	-	-
Others	-	-	-	-
Cash flow from Financing Activities	(57,992)	(40,010)	(49,630)	(53,175)
Chg. in Cash & Bank balance	(368)	(12,687)	8,609	15,128
Closing cash & balance	43,183	30,498	39,107	54,235

Source Company data, I-Sec research

Exhibit 16: Key ratios

(Year ending March)

Per Share Data (INR)Reported EPS 48.5 57.5 71.8 83.1 Diluted EPS 47.9 58.0 72.3 83.7 Cash EPS 69.6 78.5 94.0 107.1 Dividend per share (DPS) 45.0 52.0 56.0 60.0 Book Value per share (BV) 308.9 320.1 336.4 360.2 Dividend Payout (%) 93.8 89.5 77.4 71.6 Growth (%)Net Sales 1.9 3.2 8.1 7.7 EBITDA 40.8 17.8 23.6 12.4 EPS 29.9 18.5 24.8 15.8 Valuation Ratios (x)P/E 33.1 27.9 22.4 19.3 P/CEPS 23.1 20.5 17.1 15.0 P/BV 5.2 5.0 4.8 4.5 EV / EBITDA 19.4 16.5 13.3 11.7 P/S 2.7 2.6 2.4 2.2 Dividend Yield (%) 2.8 3.2 3.5 3.7 Operating RatiosEBITDA Margins (%) 9.7 11.8 14.0 14.7 Effective Tax Rate (%) 24.6 27.0 26.0 26.0 Net Profit Margins (%) 8.1 9.3 10.8 11.6 Inventory Turnover Days 0.3 0.3 0.4 0.4 Fixed Asset Turnover (x) 20.9 22.7 24.3 25.9 Receivables Days 47 45		FY25A	FY26E	FY27E	FY28E
Diluted EPS47.958.072.383.7Cash EPS69.678.594.0107.1Dividend per share (DPS)45.052.056.060.0Book Value per share (BV)308.9320.1336.4360.2Dividend Payout (%)93.889.577.471.6Growth (%)Net Sales1.93.28.17.7EBITDA40.817.823.612.4EPS29.918.524.815.8Valuation Ratios (x)P/E33.127.922.419.3P/CEPS23.120.517.115.0P/BV5.25.04.84.5EV / EBITDA19.416.513.311.7P/S2.72.62.42.2Dividend Yield (%)2.83.23.53.7Operating RatiosEBITDA Margins (%)13.215.117.218.0EBIT Margins (%)9.711.814.014.7Effective Tax Rate (%)24.627.026.026.0Net Profit Margins (%)8.19.310.811.6Inventory Turnover Days0.30.30.40.4Fixed Asset Turnover (x)20.922.724.325.9Receivables Days47454545Payables Days28313131Working Capital Days35353738N	Per Share Data (INR)				
Cash EPS69.678.594.0107.1Dividend per share (DPS)45.052.056.060.0Book Value per share (BV)308.9320.1336.4360.2Dividend Payout (%)93.889.577.471.6Growth (%)Net Sales1.93.28.17.7EBITDA40.817.823.612.4EPS29.918.524.815.8Valuation Ratios (x)P/E33.127.922.419.3P/EPS23.120.517.115.0P/BV5.25.04.84.5EV / EBITDA19.416.513.311.7P/S2.72.62.42.2Dividend Yield (%)2.83.23.53.7Operating RatiosEBITDA Margins (%)13.215.117.218.0EBIT Margins (%)9.711.814.014.7Effective Tax Rate (%)24.627.026.026.0Net Profit Margins (%)8.19.310.811.6Inventory Turnover Days0.30.30.40.4Fixed Asset Turnover (x)20.922.724.325.9Receivables Days47454545Payables Days28313131Working Capital Days35353738Net Debt / EBITDA (x)(3.6)(3.6)(3.8)(4.3)<	Reported EPS	48.5	57.5	71.8	83.1
Dividend per share (DPS) Book Value per share (BV) Jokidend Payout (%) 45.0 308.9 320.1 336.4 320.1 336.4 360.2 Dividend Payout (%) 52.0 308.9 320.1 336.4 336.4 360.2 Dividend Payout (%) 7.4 7.16 Growth (%) Net Sales 1.9 40.8 3.2 8.1 7.4 7.7 7.4 BITDA 40.8 17.8 23.6 12.4 24.8 EBITDA 40.8 17.8 24.8 15.8 Valuation Ratios (x) P/E 7.9 22.4 24.8 15.8 Valuation Ratios (x) P/E 7.29 22.4 24.4 19.3 P/CEPS 23.1 20.5 27.9 22.4 24.4 19.3 P/CEPS 23.1 20.5 20.5 17.1 15.0 19.4 P/K P/S 2.7 2.6 2.4 2.4 2.2 2.2 Dividend Yield (%) 2.8 3.2 3.2 3.5 3.7 Operating Ratios EBITDA Margins (%) 13.2 9.7 11.8 14.0 14.7 14.7 215 17.2 18.0 18.0 Inventory Turnover Days 0.3 0.3 0.3 0.4 0.4 4.4 Inventory Turnover Days 0.3 0.3 0.3 0.4 0.4 4.5 Inventory Turnover Days 0.3 2.7 0.3 2.7 0.4 2.4 2.5 2.7 Receivables Days 47 45 45 45 45 45 45 93 35 35 37 38 Net Debt / EBITDA (x) (3.6) (3.6) (3.6) (3.6) (3.6) $(3.6$	Diluted EPS	47.9	58.0	72.3	83.7
Book Value per share (BV) 308.9 320.1 336.4 360.2 Dividend Payout (%) 93.8 89.5 77.4 71.6 Growth (%) 3.2 8.1 7.7 EBITDA 40.8 17.8 23.6 12.4 EPS 29.9 18.5 24.8 15.8 15.8 Valuation Ratios (x) P/E 33.1 27.9 22.4 19.3 P/CEPS 23.1 20.5 17.1 15.0 P/BV 5.2 5.0 4.8 4.5 EV / EBITDA 19.4 16.5 13.3 11.7 P/S 2.7 2.6 2.4 2.2 2.2 Dividend Yield (%) 2.8 3.2 3.5 3.7 Operating Ratios EBITDA Margins (%) 13.2 15.1 17.2 18.0 EBITDA Margins (%) 9.7 11.8 14.0 14.7 Effective Tax Rate (%) 24.6 27.0 26.0 26.0 Net Profit Margins (%) 8.1 </td <td>Cash EPS</td> <td>69.6</td> <td>78.5</td> <td>94.0</td> <td>107.1</td>	Cash EPS	69.6	78.5	94.0	107.1
Dividend Payout (%) 93.8 89.5 77.4 71.6 Growth (%) Net Sales 1.9 3.2 8.1 7.7 EBITDA 40.8 17.8 23.6 12.4 EPS 29.9 18.5 24.8 15.8 Valuation Ratios (x) P/E 33.1 27.9 22.4 19.3 P/CEPS 23.1 20.5 17.1 15.0 P/BV 5.2 5.0 4.8 4.5 EV / EBITDA 19.4 16.5 13.3 11.7 P/S 2.7 2.6 2.4 2.2 2.2 Dividend Yield (%) 2.8 3.2 3.5 3.7 Operating Ratios EBITDA Margins (%) 9.7 11.8 14.0 14.7 Effective Tax Rate (%) 24.6 27.0 26.0 26.0 26.0 Net Profit Margins (%) 8.1 9.3 10.8 11.6 Inventory Turnover Days 0.3 0.3 0.4 0.4 <tr< td=""><td>Dividend per share (DPS)</td><td>45.0</td><td>52.0</td><td>56.0</td><td>60.0</td></tr<>	Dividend per share (DPS)	45.0	52.0	56.0	60.0
Growth (%)Net Sales1.93.28.17.7EBITDA40.817.823.612.4EPS29.918.524.815.8Valuation Ratios (x)P/E33.127.922.419.3P/CEPS23.120.517.115.0P/BV5.25.04.84.5EV / EBITDA19.416.513.311.7P/S2.72.62.42.2Dividend Yield (%)2.83.23.53.7Operating RatiosEBITDA Margins (%)13.215.117.218.0EBIT Margins (%)9.711.814.014.7Effective Tax Rate (%)24.627.026.026.0Net Profit Margins (%)8.19.310.811.6Inventory Turnover Days0.30.30.40.4Fixed Asset Turnover (x)20.922.724.325.9Receivables Days47454545Payables Days28313131Working Capital Days35353738Net Debt / EBITDA (x)(3.6)(3.6)(3.8)(4.3)Profitability RatiosRoCE (%)13.616.420.522.0RoIC (%)22.625.532.235.4	Book Value per share (BV)	308.9	320.1	336.4	360.2
Net Sales 1.9 3.2 8.1 7.7 EBITDA 40.8 17.8 23.6 12.4 EPS 29.9 18.5 24.8 15.8 Valuation Ratios (x) P/E 33.1 27.9 22.4 19.3 P/CEPS 23.1 20.5 17.1 15.0 P/BV 5.2 5.0 4.8 4.5 EV / EBITDA 19.4 16.5 13.3 11.7 P/S 2.7 2.6 2.4 2.2 Dividend Yield (%) 2.8 3.2 3.5 3.7 Operating Ratios E	Dividend Payout (%)	93.8	89.5	77.4	71.6
EBITDA 40.8 17.8 23.6 12.4 EPS 29.9 18.5 24.8 15.8 Valuation Ratios (x) P/E 33.1 27.9 22.4 19.3 P/CEPS 23.1 20.5 17.1 15.0 P/BV 5.2 5.0 4.8 4.5 EV / EBITDA 19.4 16.5 13.3 11.7 P/S 2.7 2.6 2.4 2.2 Dividend Yield (%) 2.8 3.2 3.5 3.7 Operating Ratios EBITDA Margins (%) 13.2 15.1 17.2 18.0 EBIT Margins (%) 9.7 11.8 14.0 14.7 Effective Tax Rate (%) 24.6 27.0 26.0 26.0 Net Profit Margins (%) 8.1 9.3 10.8 11.6 Inventory Turnover Days 0.3 0.3 0.4 0.4 Fixed Asset Turnover (x) 20.9 22.7 24.3 25.9 Receivables Days 47 45 45 45	Growth (%)				
EPS 29.9 18.5 24.8 15.8 Valuation Ratios (x) P/E 33.1 27.9 22.4 19.3 P/CEPS 23.1 20.5 17.1 15.0 P/BV 5.2 5.0 4.8 4.5 EV / EBITDA 19.4 16.5 13.3 11.7 P/S 2.7 2.6 2.4 2.2 Dividend Yield (%) 2.8 3.2 3.5 3.7 Operating Ratios E E EBITDA Margins (%) 13.2 15.1 17.2 18.0 EBIT Margins (%) 9.7 11.8 14.0 14.7 Effective Tax Rate (%) 24.6 27.0 26.0 26.0 Net Profit Margins (%) 8.1 9.3 10.8 11.6 Inventory Turnover Days 0.3 0.3 0.4 0.4 Fixed Asset Turnover (x) 20.9 22.7 24.3 25.9 Receivables Days 47 45 45 45 Payables Days 28 31 31 31 Working Capital Days 35 </td <td>Net Sales</td> <td>1.9</td> <td>3.2</td> <td>8.1</td> <td>7.7</td>	Net Sales	1.9	3.2	8.1	7.7
Valuation Ratios (x) P/E 33.1 27.9 22.4 19.3 P/CEPS 23.1 20.5 17.1 15.0 P/BV 5.2 5.0 4.8 4.5 EV / EBITDA 19.4 16.5 13.3 11.7 P/S 2.7 2.6 2.4 2.2 Dividend Yield (%) 2.8 3.2 3.5 3.7 Operating Ratios EBITDA Margins (%) 13.2 15.1 17.2 18.0 EBIT Margins (%) 9.7 11.8 14.0 14.7 Effective Tax Rate (%) 24.6 27.0 26.0 26.0 Net Profit Margins (%) 8.1 9.3 10.8 11.6 Inventory Turnover Days 0.3 0.3 0.4 0.4 Fixed Asset Turnover (x) 20.9 22.7 24.3 25.9 Receivables Days 47 45 45 45 Payables Days 28 31 31 31 Working Capital Days 35 35 37 38	EBITDA	40.8	17.8	23.6	12.4
P/E 33.1 27.9 22.4 19.3 P/CEPS 23.1 20.5 17.1 15.0 P/BV 5.2 5.0 4.8 4.5 EV / EBITDA 19.4 16.5 13.3 11.7 P/S 2.7 2.6 2.4 2.2 Dividend Yield (%) 2.8 3.2 3.5 3.7 Operating Ratios EBITDA Margins (%) 13.2 15.1 17.2 18.0 EBIT Margins (%) 9.7 11.8 14.0 14.7 Effective Tax Rate (%) 24.6 27.0 26.0 26.0 Net Profit Margins (%) 8.1 9.3 10.8 11.6 Inventory Turnover Days 0.3 0.3 0.4 0.4 Fixed Asset Turnover (x) 20.9 22.7 24.3 25.9 Receivables Days 47 45 45 45 Payables Days 28 31 31 31 Working Capital Days 35 35 37 38 Net Debt / EBITDA (x) (3.6)	EPS	29.9	18.5	24.8	15.8
P/CEPS 23.1 20.5 17.1 15.0 P/BV 5.2 5.0 4.8 4.5 EV / EBITDA 19.4 16.5 13.3 11.7 P/S 2.7 2.6 2.4 2.2 Dividend Yield (%) 2.8 3.2 3.5 3.7 Operating Ratios EBITDA Margins (%) 13.2 15.1 17.2 18.0 EBIT Margins (%) 9.7 11.8 14.0 14.7 Effective Tax Rate (%) 24.6 27.0 26.0 26.0 Net Profit Margins (%) 8.1 9.3 10.8 11.6 Inventory Turnover Days 0.3 0.3 0.4 0.4 Fixed Asset Turnover (x) 20.9 22.7 24.3 25.9 Receivables Days 47 45 45 45 Payables Days 28 31 31 31 Working Capital Days 35 35 37 38 Net Debt / EBITDA (x) (3.6) (3.6) (3.8) (4.3) Profitability Ratios	Valuation Ratios (x)				
P/BV 5.2 5.0 4.8 4.5 EV / EBITDA 19.4 16.5 13.3 11.7 P/S 2.7 2.6 2.4 2.2 Dividend Yield (%) 2.8 3.2 3.5 3.7 Operating Ratios EBITDA Margins (%) 13.2 15.1 17.2 18.0 EBIT Margins (%) 9.7 11.8 14.0 14.7 Effective Tax Rate (%) 24.6 27.0 26.0 26.0 Net Profit Margins (%) 8.1 9.3 10.8 11.6 Inventory Turnover Days 0.3 0.3 0.4 0.4 Fixed Asset Turnover (x) 20.9 22.7 24.3 25.9 Receivables Days 47 45 45 45 Payables Days 28 31 31 31 Working Capital Days 35 35 37 38 Net Debt / EBITDA (x) (3.6) (3.6) (3.8) (4.3) Profitability Ratios Ester Size 22.0 25.5 32.2 35.4 <td>P/E</td> <td>33.1</td> <td>27.9</td> <td>22.4</td> <td>19.3</td>	P/E	33.1	27.9	22.4	19.3
EV / EBITDA 19.4 16.5 13.3 11.7 P/S 2.7 2.6 2.4 2.2 Dividend Yield (%) 2.8 3.2 3.5 3.7 Operating Ratios EBITDA Margins (%) 13.2 15.1 17.2 18.0 EBIT Margins (%) 9.7 11.8 14.0 14.7 Effective Tax Rate (%) 24.6 27.0 26.0 26.0 Net Profit Margins (%) 8.1 9.3 10.8 11.6 Inventory Turnover Days 0.3 0.3 0.4 0.4 Fixed Asset Turnover (x) 20.9 22.7 24.3 25.9 Receivables Days 47 45 45 45 Payables Days 28 31 31 31 Working Capital Days 35 35 37 38 Net Debt / EBITDA (x) (3.6) (3.6) (3.8) (4.3)	P/CEPS	23.1	20.5	17.1	15.0
P/S 2.7 2.6 2.4 2.2 Dividend Yield (%) 2.8 3.2 3.5 3.7 Operating Ratios EBITDA Margins (%) 13.2 15.1 17.2 18.0 EBIT Margins (%) 9.7 11.8 14.0 14.7 Effective Tax Rate (%) 24.6 27.0 26.0 26.0 Net Profit Margins (%) 8.1 9.3 10.8 11.6 Inventory Turnover Days 0.3 0.3 0.4 0.4 Fixed Asset Turnover (x) 20.9 22.7 24.3 25.9 Receivables Days 47 45 45 45 Payables Days 28 31 31 31 Working Capital Days 35 35 37 38 Net Debt / EBITDA (x) (3.6) (3.6) (3.8) (4.3)	P/BV	5.2	5.0	4.8	4.5
Dividend Yield (%) 2.8 3.2 3.5 3.7 Operating Ratios EBITDA Margins (%) 13.2 15.1 17.2 18.0 EBITDA Margins (%) 9.7 11.8 14.0 14.7 Effective Tax Rate (%) 24.6 27.0 26.0 26.0 Net Profit Margins (%) 8.1 9.3 10.8 11.6 Inventory Turnover Days 0.3 0.3 0.4 0.4 Fixed Asset Turnover (x) 20.9 22.7 24.3 25.9 Receivables Days 47 45 45 45 Payables Days 28 31 31 31 Working Capital Days 35 35 37 38 Net Debt / EBITDA (x) (3.6) (3.6) (3.8) (4.3) Profitability Ratios RoCE (%) 13.6 16.4 20.5 22.0 RoIC (%) 22.6 25.5 32.2 35.4	EV / EBITDA		16.5	13.3	11.7
Operating Ratios EBITDA Margins (%) 13.2 15.1 17.2 18.0 EBIT Margins (%) 9.7 11.8 14.0 14.7 Effective Tax Rate (%) 24.6 27.0 26.0 26.0 Net Profit Margins (%) 8.1 9.3 10.8 11.6 Inventory Turnover Days 0.3 0.3 0.4 0.4 Fixed Asset Turnover (x) 20.9 22.7 24.3 25.9 Receivables Days 47 45 45 45 Payables Days 28 31 31 31 Working Capital Days 35 35 37 38 Net Debt / EBITDA (x) (3.6) (3.6) (3.8) (4.3) Profitability Ratios E 22.6 25.5 32.2 35.4	P/S	2.7	2.6	2.4	2.2
EBITDA Margins (%) 13.2 15.1 17.2 18.0 EBIT Margins (%) 9.7 11.8 14.0 14.7 Effective Tax Rate (%) 24.6 27.0 26.0 26.0 Net Profit Margins (%) 8.1 9.3 10.8 11.6 Inventory Turnover Days 0.3 0.3 0.4 0.4 Fixed Asset Turnover (x) 20.9 22.7 24.3 25.9 Receivables Days 47 45 45 45 Payables Days 28 31 31 31 Working Capital Days 35 35 37 38 Net Debt / EBITDA (x) (3.6) (3.6) (3.8) (4.3)	Dividend Yield (%)	2.8	3.2	3.5	3.7
EBIT Margins (%) 9.7 11.8 14.0 14.7 Effective Tax Rate (%) 24.6 27.0 26.0 26.0 Net Profit Margins (%) 8.1 9.3 10.8 11.6 Inventory Turnover Days 0.3 0.3 0.4 0.4 Fixed Asset Turnover (x) 20.9 22.7 24.3 25.9 Receivables Days 47 45 45 45 Payables Days 28 31 31 31 Working Capital Days 35 35 37 38 Net Debt / EBITDA (x) (3.6) (3.6) (3.8) (4.3)	Operating Ratios				
Effective Tax Rate (%) 24.6 27.0 26.0 26.0 Net Profit Margins (%) 8.1 9.3 10.8 11.6 Inventory Turnover Days 0.3 0.3 0.4 0.4 Fixed Asset Turnover (x) 20.9 22.7 24.3 25.9 Receivables Days 47 45 45 45 Payables Days 28 31 31 31 Working Capital Days 35 35 37 38 Net Debt / EBITDA (x) (3.6) (3.6) (3.8) (4.3)	EBITDA Margins (%)	13.2	15.1	17.2	18.0
Net Profit Margins (%) 8.1 9.3 10.8 11.6 Inventory Turnover Days 0.3 0.3 0.4 0.4 Fixed Asset Turnover (x) 20.9 22.7 24.3 25.9 Receivables Days 47 45 45 45 Payables Days 28 31 31 31 Working Capital Days 35 35 37 38 Net Debt / EBITDA (x) (3.6) (3.6) (3.8) (4.3) Profitability Ratios RoCE (%) 13.6 16.4 20.5 22.0 RoIC (%) 22.6 25.5 32.2 35.4	EBIT Margins (%)	9.7	11.8	14.0	14.7
Inventory Turnover Days 0.3 0.3 0.4 0.4 Fixed Asset Turnover (x) 20.9 22.7 24.3 25.9 Receivables Days 47 45 45 45 Payables Days 28 31 31 31 Working Capital Days 35 35 37 38 Net Debt / EBITDA (x) (3.6) (3.6) (3.8) (4.3) Profitability Ratios RoCE (%) 13.6 16.4 20.5 22.0 RoIC (%) 22.6 25.5 32.2 35.4	Effective Tax Rate (%)	24.6	27.0	26.0	26.0
Fixed Asset Turnover (x) 20.9 22.7 24.3 25.9 Receivables Days 47 45 45 45 Payables Days 28 31 31 31 Working Capital Days 35 35 37 38 Net Debt / EBITDA (x) (3.6) (3.6) (3.8) (4.3) Profitability Ratios RoCE (%) 13.6 16.4 20.5 22.0 RoIC (%) 22.6 25.5 32.2 35.4	Net Profit Margins (%)	8.1	9.3	10.8	11.6
Receivables Days 47 45 45 45 Payables Days 28 31 31 31 Working Capital Days 35 35 37 38 Net Debt / EBITDA (x) (3.6) (3.6) (3.8) (4.3) Profitability Ratios RoCE (%) 13.6 16.4 20.5 22.0 RoIC (%) 22.6 25.5 32.2 35.4	Inventory Turnover Days	0.3	0.3	0.4	0.4
Payables Days 28 31 31 31 Working Capital Days 35 35 37 38 Net Debt / EBITDA (x) (3.6) (3.6) (3.8) (4.3) Profitability Ratios RoCE (%) 13.6 16.4 20.5 22.0 RoIC (%) 22.6 25.5 32.2 35.4	Fixed Asset Turnover (x)	20.9	22.7	24.3	25.9
Working Capital Days 35 35 37 38 Net Debt / EBITDA (x) (3.6) (3.6) (3.8) (4.3) Profitability Ratios RoCE (%) 13.6 16.4 20.5 22.0 RoIC (%) 22.6 25.5 32.2 35.4	Receivables Days	47	45	45	45
Net Debt / EBITDA (x) (3.6) (3.6) (3.8) (4.3) Profitability Ratios Image: Second s	Payables Days	28	31	31	31
Profitability Ratios RoCE (%) 13.6 16.4 20.5 22.0 RoIC (%) 22.6 25.5 32.2 35.4	Working Capital Days	35	35	37	38
RoCE (%) 13.6 16.4 20.5 22.0 RoIC (%) 22.6 25.5 32.2 35.4	Net Debt / EBITDA (x)	(3.6)	(3.6)	(3.8)	(4.3)
RoCE (%) 13.6 16.4 20.5 22.0 RoIC (%) 22.6 25.5 32.2 35.4	Profitability Ratios				
		13.6	16.4	20.5	22.0
PoN/A/ (%) 15.7 18.2 21.7 22.7	RoIC (%)	22.6	25.5	32.2	35.4
101100 10, 10, 20, 21, 23,	RoNW (%)	15.7	18.2	21.7	23.7

Source Company data, I-Sec research

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