

Technology

Results updates







Possibility of near-term disconnect with hyperscaler growth

Hyperscaler growth (AWS, Azure, GCP) is an important forward-looking metric for demand at IT services companies, given the scale of Enterprises spend on Cloud migration. Hence, any slowdown in revenue/guidance at hyperscalers is viewed as negative for IT services growth. Commentary over the last one week suggests a near-term moderation in Cloud capacity addition due to underutilization across corporate universe. While this may lead to slower growth at hyperscalers, demand for IT services (especially on optimization) should remain intact as enterprises continue to spend on tech to utilize the unused cloud capacities.

Cloud capacity addition disconnect with IT services demand

- Hyperscaler growth, an early indicator for IT services spend might see some disconnect from IT demand in the near term, given the warnings on excess Cloud capacity/inefficiency in the system from two of the largest IT services vendors (TCS, HCL Tech) along with industry advisor ISG over the last one week (Exhibit 1).
- Given the elevated level of unused capacity, it would be interesting to look for any meaningful slowdown at hyperscalers for the next few quarters.
- Enterprises, sitting on excess cloud capacity, are shifting their focus to capacity optimization from accelerated additions. This is in line with the recent commentary on high demand for cost optimization from across IT services.
- Given the near-term impact on hyperscalers, we would be cautious to use any datapoint from Amazon, Microsoft, or Google's results next week on Cloud.
- We would continue to favor IT services stocks with strong cost optimization offerings in the near term. For example, TCS and HCLT as better positioned on cost efficiency capabilities within our coverage universe.

Valuations

- As businesses continue to rely on technology, both for driving incremental revenue and optimizing costs, the demand for Indian IT Services should remain buoyant, despite an uncertain macro environment.
- Digital transformation initiatives will continue to drive demand for IT services companies. Improved pricing, offshoring, fresher additions, lower attrition, and lower reliance on sub-contractor expenses remain key margin levers.
- We remain positive on account of sustained long-term demand. We continue to prefer TCS, HCLT, and INFO in the Tier I IT space and LTTS and MPHL among Tier II players.

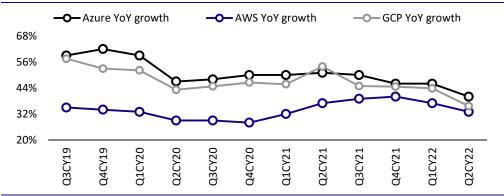
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Exhibit 1: Commentary on cloud consumption indicating a lot of unused capacity

Company/ Industry advisor	Commentary on cloud consumption
HCLT	"While they (enterprises) all signed up for a certain consumption with hyperscalers, lot of clients are lagging behind in consuming the capacity they subscribed toso they need to accelerate consumption of this capacity"
TCS	"many organizations, which rush to move their workloads to the cloud without sufficient planning and controls in place, are now discovering that they are not only losing out on the economic benefits of the hyperscaler clouds, but are actually incurring higher costs"
ISG	"There are large commitments to move to hyperscaler, but shift is slow so there is lot of unused capacity"

Source: MOSL, Company

Exhibit 2: Hyperscaler growth starting to moderate, although from elevated base



Sources: MOFSL, company reports

Exhibit 3: Valuation at a glance

Company	Rating	Price (INR)	TP (INR)	Upside/ downside	EPS			P/E ratio (x)		
					FY22	FY23E	FY24E	FY22	FY23E	FY24E
TCS	Buy	3,144	3,580	14%	104.0	115.1	132.3	30.2	27.3	23.8
INFO	Buy	1,504	1,630	8%	52.2	57.4	65.3	28.8	26.2	23.0
WPRO	Neutral	379	380	0%	21.9	20.3	23.7	17.3	18.7	16.0
HCLT	Buy	1,010	1,240	23%	49.8	54.3	61.8	20.3	18.6	16.3
TECHM	Neutral	1,020	980	-4%	62.6	59.7	69.7	16.3	17.1	14.6
LTI	Neutral	4,722	4,720	0%	130.8	162.7	188.9	36.1	29.0	25.0
MTCL	Neutral	3,420	3,350	-2%	100.1	128.4	152.2	34.2	26.6	22.5
MPHL	Buy	2,112	2,470	17%	75.1	92.9	107.3	28.1	22.7	19.7
LTTS	Buy	3,673	4,130	12%	90.5	112.4	133.1	40.6	32.7	27.6
COFORGE	Neutral	3,838	3,510	-9%	110.9	136.5	159.6	34.6	28.1	24.0
PSYS	Neutral	3,692	3,400	-8%	91.3	119.7	141.5	40.4	30.8	26.1
CYL	Buy	764	910	19%	47.8	53.4	64.9	16.0	14.3	11.8
ZENT	Buy	216	260	20%	18.3	12.0	17.0	11.8	18.0	12.7

Sources: MOFSL, company reports

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Explanation of Investment Rating				
Investment Rating	Expected return (over 12-month)			
BUY	>=15%			
SELL	<-10%			
NEUTRAL	< - 10 % to 15%			
UNDER REVIEW	Rating may undergo a change			
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation			

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