

Company Focus

2 March 2009 | 7 pages

Infosys Technologies (INFY.BO)

Buy: Worsening Outlook, But How Much Is Priced In?

- Management comments more bearish not unexpected though Our recent meetings with Infosys CEO, CFO and head of telecom vertical suggest a worsening outlook not surprising given the macro. Confidence on margins remains high (as ever), but visibility on revenues is possibly lowest ever.
- Key comments on the outlook (1) Budgets have less relevance customers in cash conservation mode (2) Some existing projects coming to an end may not be replenished as deal velocity is low (3) Customers asking for price cuts (5-15%) ~5% yoy price decline looks likely, in our view (4) Earliest possible recovery will be in mid CY10 (5) Telecom vertical outlook is challenging best case seems to be flattish revenues next year.
- Management to continue to give guidance; flattish is best case, in our view Management indicated that they will continue to guide based on the visibility they have at that point of time. However, given the challenging outlook, we would not be surprised if management guides to some decline yoy in revenues flat revenue guidance seems to be the best case at this point of time.
- What is priced in? Despite the worsening outlook, the stock has held up well, outperforming the Sensex by ~25% over last year. We believe "buy side" expectations have got reset to flat to some decline in revenues. Unless that worsens significantly, the stock remains a good defensive in the Indian market.
- Buy for better cost management/leverage to INR Outlook for the sector is challenging; Infosys is relatively better on cost management and is best leveraged to INR. FCF yield of ~9% should also provide support.

Buy/Medium Risk	1 M
Price (27 Feb 09)	Rs1,212.25
Target price	Rs1,350.00
Expected share price return	11.4%
Expected dividend yield	2.5%
Expected total return	13.8%
Market Cap	Rs694,185M
	US\$13,789M

Price Performa	nce (RIC:	INFY.BO, B	B: INFO IN)
INR			
1,800	\wedge		
1,600	\mathcal{N}	\checkmark	
1,400		5	
1,200		Ly	12-M2
1,000			v
31 Mar	30 Jun	30 Sep	31 Dec

Statistical Abstract							
Year to	Net Profit	Diluted EPS	EPS growth	P/E	P/B	ROE	Yield
31 Mar	(RsM)	(Rs)	(%)	(x)	(x)	(%)	(%)
2007A	38,560	67.76	54.6	17.9	6.1	42.3	0.9
2008A	46,590	81.26	19.9	14.9	5.0	37.2	2.7
2009E	58,781	102.51	26.2	11.8	3.9	37.1	2.5
2010E	58,728	102.44	-0.1	11.8	3.2	29.4	2.5
2011E	59,345	103.52	1.1	11.7	2.7	24.6	2.6

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Source: Powered by dataCentral

Fiscal year end 31-Mar	2007	2008	2009E	2010E	2011E
Valuation Ratios					
P/E adjusted (x)	17.9	14.9	11.8	11.8	11.7
EV/EBITDA adjusted (x)	14.7	12.0	8.4	8.1	7.4
P/BV (x)	6.1	5.0	3.9	3.2	2.7
Dividend yield (%)	0.9	2.7	2.5	2.5	2.6
Per Share Data (Rs)					
EPS adjusted	67.76	81.26	102.51	102.44	103.52
EPS reported	67.76	81.26	102.51	102.44	103.52
BVPS	199.99	241.11	312.16	384.72	456.37
DPS	11.50	33.25	30.00	30.00	32.00
Profit & Loss (RsM)					
Net sales	138,930	166,920	217,305	224,294	242,607
Operating expenses	-100,160	-120,520	-152,995	-161,729	-178,017
EBIT	38,770	46,400	64,310	62,565	64,590
Net interest expense	3,720	7,040	3,722	9,297	13,501
Non-operating/exceptionals	-20	0	0	0	0
Pre-tax profit	42,470	53,440	68,032	71,862	78,091
Tax	-5,110	-6,850	-9,251	-13,134	-18,746
Extraord./Min.Int./Pref.div.	1,200	0	0	0	0
Reported net income	38,560	46,590	58,781	58,728	59,345
Adjusted earnings	38,560	46,590	58,781	58,728	59,345
Adjusted EBITDA	43,910	52,380	71,816	70,314	72,544
Growth Rates (%)					
Sales	45.9	20.1	30.2	3.2	8.2
EBIT adjusted	46.0	19.7	38.6	-2.7	3.2
EBITDA adjusted	42.0	19.3	37.1	-2.1	3.2
EPS adjusted	54.6	19.9	26.2	-0.1	1.1
Cash Flow (RsM)					
Operating cash flow	29,100	41,490	56,520	53,033	54,917
Depreciation/amortization	5,140	5,980	7,507	7,749	7,954
Net working capital	-9,410	-3,770	-5,855	-4,147	1,119
Investing cash flow	-20,590	-16,040 16,040	-9,444	- 8,186	-12,006
Capital expenditure	-20,590	-16,040	-9,444	-8,186	-12,006
Acquisitions/disposals Financing cash flow	0 5,000	0 -21,230	0 - 17,992	0 -17,178	0 - 18,323
Borrowings	3,000 0	- 21,230 0	-17, 332 0	-17,17 6 0	-10,323
Dividends paid	-6,432	-19,018	-17,176	-17,178	-18,323
Change in cash	13,510	4,220	29,084	27,668	24,588
	10,010	1,220	20,001	27,000	21,000
Balance Sheet (RsM)	124 000	170.000	210 011	250 527	200 210
Total assets	134,090	179,860	216,911	259,527	306,310
Cash & cash equivalent Accounts receivable	58,710 24,360	69,500 32,970	101,046 37,026	138,012 40,373	176,101 43,669
Net fixed assets	37,710	32,970 47,770	49,708	50,145	54,197
Total liabilities	21,500	41,910	38,172	39,238	44,999
Accounts payable	14,690	19,120	24,959	24,082	26,464
Total Debt	0	0	24,333	0	20,404
Shareholders' funds	112,590	137,950	178,739	220,289	261,311
Profitability/Solvency Ratios (%)					
EBITDA margin adjusted	31.6	31.4	33.0	31.3	29.9
ROE adjusted	42.3	37.2	37.1	29.4	24.6
ROIC adjusted	83.6	66.3	78.2	64.5	57.0
Net debt to equity	-52.1	-50.4	-56.5	-62.7	-67.4
Total debt to capital	0.0	0.0	0.0	0.0	0.0

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Infosys Technologies

Company description

Infosys is the second-largest Indian IT services company with more than 100,000 professionals, and is a leader in the offshore services space. Infosys provides business consulting, application development & maintenance and engineering services to ~600 active clients across verticals such as Banking, Financial Services, Insurance, Retail, Manufacturing and Utilities in the Americas, Europe and Asia Pacific. Infosys also sells a core banking application, Finacle, which is used by leading banks in India, Middle East, Africa and Europe. Its subsidiary, Infosys BPO, which employs more than 17,000 people, is a provider of BPO services.

Investment strategy

We rate Infosys shares as Buy/Medium Risk (1M). We are positive on the fundamentals of the company. Offshore IT outsourcing has now become a mainstream option, and we think that scale and scalability, along with an ability to move up the value chain, are key criteria for successful offshore vendors. In this respect, Infosys appears well positioned and continues to gain ground given its strong branding and industry-leading sales force. We expect Infosys to deliver revenue CAGR of ~8% (US\$ terms) and earnings CAGR of ~8% for FY08-11E. Unlike many other high-growth firms in other industries, Infosys continues to generate solid FCF and its RoE of 30%+ continues to be well above its cost of capital.

Valuation

Our target price of Rs1,350 is based on 13x FY10E EPS. This is close to the lower end of the last three-year trading band of 11-30x 12-month forward earnings and factors in some deceleration in growth. Our estimates continue to assume a certain P/E premium to the market; this is justified, in our view, given the strong FCF and ROIC for Infosys vs. the overall market. We believe P/E remains the most appropriate valuation measure given Infosys' profitability record and higher earnings visibility.

Risks

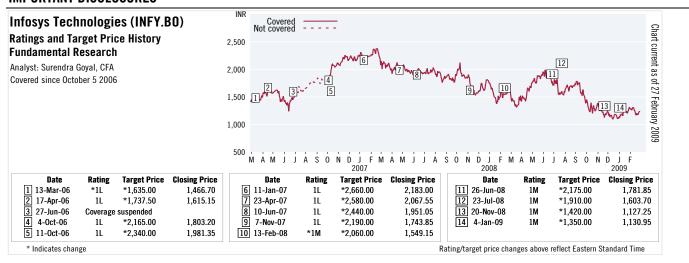
Although our quantitative risk-rating system suggests High Risk, we rate Infosys shares as Medium Risk given the superior branding, management quality and cost optimization abilities. The key downside risks are: (1) any significant appreciation of the rupee against the USD/EUR/GBP; (2) pressure on billing rates (as Infosys still continues to enjoy a 10-15% premium in its billing rates); (3) a prolonged slowdown in the US economy; and (4) limited H1B visas. Any of these risk factors could impede the shares from reaching our target price.

Appendix A-1

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