# Morgan Stanley

### MORGAN STANLEY RESEARCH ASIA/PACIFIC

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# Stock Rating Overweight Industry View Attractive

# Satyam Computer Services

Confident F2008 Outlook

**Quick Comment:** We found Satyam's F4Q07 report to be encouraging. The results were strong and higher than expected; management is confident on the F2008 outlook; and Satyam continues to make strong progress on the HR front.

What's New: Satyam recorded 7% QoQ revenue growth in F4Q07; 9.5% growth in US\$ terms. EBITDA margins declined by 160 bps QoQ, which was as expected given the RSU charges in 4Q and lower provisions in 3Q. Net income of Rs3.94bn was well above our Rs3.52bn expectation though other income has been higher.

The company guides for 28-30% revenue growth and 27-29% EPS growth for F2008. Rupee revenue growth guidance is 20-22% and EPS growth guidance is 18-20%, at an exchange rate of 42.30. EPS guidance is for Rs25.32-25.73. Management guides for 5-5.5% QoQ revenue growth in 1Q (US\$) and 1.2-1.7% (rupee), 4% EPS growth (US\$) and flat EPS (rupee). It expects flat margins in F2008, despite the currency headwind. This could be challenging though, given the wage increases, additional RSU expense and the rupee appreciation.

Attrition for the trailing 12 months has dropped from 17.6% to 15.7%, and F4Q07 attrition (annualized) has fallen to 13.2% vs. 21.9% 12 months ago. The CFO expects positive momentum in billing rates in F2008.

**Implications:** We think the revenue outlook is indicative of continuing strength in demand for Satyam and for the sector. While EPS growth in rupee terms is low compared to recent numbers, this is due to the currency and we are encouraged by the fact that management expects to keep margins constant despite the rupee appreciation.

We will publish a follow-up note updating our estimates for the F4Q07 numbers. Our current F08 EPS estimate is Rs25.34.

# **Key Ratios and Statistics**

### Reuters: SATY.BO Bloomberg: SCS IN

India Software	
Price target	Rs575.00
Shr price, close (Apr 18, 2007)	Rs461.60
Mkt cap, curr (mn)	Rs303,314
52-Week Range	Rs524.90-270.50
Sh out, basic, curr (mn)	648.9

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# **Key Highlights**

- Robust US\$-denominated guidance: In US\$ terms, management expects to grow revenue by 30% to US\$1.9bn and EPS by 29% to US\$1.18, at the higher end of the guidance range. F2008 revenue and EPS growth guidance is 22% and 20%, respectively, to Rs79bn and Rs25.7. It has assumed an average exchange rate of Rs42.3/US\$ for F2008. In rupee terms, the guidance is muted for F1Q08, with 2% QoQ revenue growth and flat earnings – it expects 5.5% revenue growth and 3.7% EPS growth in US\$ terms.
- Management expects flat margins despite the recent strength in the rupee ... could be challenging though: The company expects to maintain flat margins in F2008 notwithstanding the wage hike (16% average wage hike for offshore employees and 5% hike for onsite employees in F2008), RSU charges and the nearly 6% average rupee appreciation that it assumes in its guidance (which would have impacted margins negatively by about 200 bps). Key margin levers that it sees are pricing (2-3% average improvement; which will help margins by 200 bps), SG&A improvements; further improvement in the profitability of subsidiaries; possibly higher offshore proportion of revenue; improvement in the execution of fixed price projects; and further flattening of the employee pyramid.

We think this could be a bit challenging though. We estimate the additional impact of the RSUs could pressure margins to the extent of 80-90bps and the currency could impact margins by 200 bps. There would be an impact on account of wage inflation as well.

Better than expected F4Q07 results: Satyam reported 7% QoQ revenue growth to Rs17.8bn. The growth was 9.5% in US\$ terms. EBITDA margins declined by 160 bps sequentially – margins were marginally ahead of our estimates. Net income rose 17% QoQ vs. our expectation of 5% growth, though higher other income largely contributed to it – it had forex gains of Rs40m vs. a loss of 350m in F3Q07.

The company added around 1265 employees (net) in the quarter to take the total to 35,670. The company added 15 clients (net) in the quarter.

- Good progress on the HR front: The company reported impressive improvement in attrition – attrition for the trailing 12 months has dropped from 17.6% to 15.7%, and F4Q07 attrition (annualized) fell to 13.2% vs. 21.9% 12 months ago.
   Wage increases for F2008 have been slightly higher for offshore employees, but by not too much – management expects a 16% average wage hike for offshore employees and a 5% hike for onsite employees in F2008. Infosys and TCS have announced a 12-15% increase.
- Some positive momentum in billing rates: The company has seen an increase in billing rates for a few quarters now, though to a lesser extent than its larger peers. Onsite and offshore rates were up 1.7% and 1.4% YoY for the quarter. The management expects 2-3% average improvement in F2008.
- Continuing growth for the enterprise solutions (package implementation) business: The enterprise solution business grew at 9% sequentially for the quarter and by 43% YoY in F2007, faster than overall growth.
- 60% revenue growth guidance for BPO: Nipuna's F07 revenue rose 91% to US\$38.3m and management expects US\$61m of revenue for F2008. The subsidiary was EBITDA positive in F2007. It has 2,916 employees, with infrastructure for about 5,000.
- Qualitative management comments: "Entering the year with a strong sentiment", "positive pricing environment, 2-3% average improvement in F2008, will help in keeping margins flat", "three large deals signed in F07, robust pipeline, better than same time last year", "the enterprise business is getting better",

### **Company Description**

Satyam Computer Services Ltd. is a leading player in the offshore IT services industry and has gained strong positioning in the enterprise solutions area (package implementation). It offers a wide array of IT services and offers BPO services through Nipuna, a separate subsidiary.

India Software

**Industry View: Attractive** 

### **MSCI Country: India**

Asia Strategist's Recommended Weight: 1.7% MSCI Asia/Pac All Country Ex Jp Weight: 6.3%

Exhibit 1

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# Consolidated Quarterly Financials (Rs Mn)

Quarter Ending	Jun-06	QoQ	YoY	Sep-06	QoQ	YoY	Dec-06	QoQ	YoY	Mar-07	QoQ	YoY
Revenues	14,429	10%	36%	16,019	11%	39%	16,611	3.7%	31%	17,792	7.1%	35%
Personnel expenses	8,316	11%	30%	9,827	18%	45%	9,674	-2%	31%	10,763	11%	43%
% of revenue	57.6%	54 bps	-273 bps	61.3%	371 bps	266 bps	58.2%	-311 bps	-5 bps	60.5%	226 bps	340 bps
Cost of software and hardware	7	-22%	240%	4	-49%	35%	7	111%	12%	5	-32%	-43%
% of revenue	0.0%	-2 bps	3 bps	0.0%	-3 bps	0 bps	0.0%	2 bps	-1 bps	0.0%	-2 bps	-4 bps
Operating and admin exp	2,556	12%	43%	2,563	0%	28%	2,830	10%	33%	2,922	3%	28%
% of revenue	17.7%	34 bps	84 bps	16.0%	-171 bps	-136 bps	17.0%	104 bps	24 bps	16.4%	-62 bps	-95 bps
EBITDA	3,550	6%	47%	3,625	2%	31%	4,100	13%	30%	4,102	0%	23%
Margins (%)	24.6%	-86 bps	187 bps	22.6%	-197 bps	-130 bps	24.7%	205 bps	-18 bps	23.1%	-162 bps	-241 bps
Depreciation	362	-3%	16%	375	4%	8%	394	5%	15%	354	-10%	-5%
Interest	26	55%	443%	27	7%	253%	32	19%	21%	74	130%	350%
Other income	745	158%	218%	282	-62%	-11%	102	-64%	-69%	704	592%	144%
PBT	3,908	20%	68%	3,505	-10%	29%	3,776	8%	21%	4,378	16%	35%
Тах	368	-7%	-6%	307	-17%	-8%	403	31%	4%	442	10%	11%
Tax rate (%)	9.4%	-283 bps	-746 bps	8.8%	-66 bps	-347 bps	10.7%	193 bps	-175 bps	10.1%	-58 bps	-214 bps
PAT	3,540	24%	83%	3,198	-10%	34%	3,372	5%	24%	3,936	17%	38%
Share of loss in associate												
company and MI	(1)	-167%	-104%	NA	-	-	-	-	-	-	-	-
Net income	3,541	24%	86%	3,198	-10%	35%	3,372	5%	25%	3,936	17%	38%

Source: Company Data, Morgan Stanley Research

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#### Exhibit 2 **Quarterly Operating Metrics**

Quarter ending	Jun-05	Sep-05	Dec-05	Mar-06	Jun-06	Sep-06	Dec-06	Mar-07
Revenue Breakdown by Geography								
North America	67.8%	66.8%	64.4%	63.9%	65.9%	65.9%	64.3%	62.6%
Japan	1.5%	1.2%	1.2%	1.9%	1.1%	1.7%	1.7%	1.5%
Europe	17.2%	18.3%	18.5%	18.6%	17.6%	18.0%	19.0%	19.9%
RoW	13.6%	13.7%	15.9%	15.6%	15.4%	14.5%	15.1%	16.1%
Revenue Breakdown by Technology								
Software development and maintenance	e 51.3%	50.1%	50.1%	50.7%	48.5%	48.0%	47.3%	46.4%
Consulting and enterprise business soln		39.4%	39.4%	39.3%	40.3%	40.4%	42.0%	42.6%
Extended engineering solutions	7.2%	6.6%	6.4%	6.4%	6.0%	6.4%	6.8%	7.0%
Infrastructure management services	4.2%	3.9%	4.1%	3.7%	5.2%	5.2%	3.9%	4.0%
Revenue Breakdown by Verticals								
BFSI	27.0%	28.7%	28.0%	28.8%	29.7%	28.6%	25.6%	24.7%
Manufacturing	28.8%	29.2%	27.6%	28.9%	27.8%	26.7%	27.1%	27.2%
TIMES *	19.4%	19.2%	18.5%	18.3%	19.1%	20.4%	20.7%	21.8%
Healthcare	6.0%	5.6%	7.2%	6.2%	6.5%	7.3%	7.6%	8.0%
Others	18.9%	17.3%	18.6%	17.9%	16.9%	17.0%	19.0%	18.3%
Client Concentration								
Top Client's contribution to revenue	9.9%	9.0%	9.4%	8.0%	7.1%	6.7%	6.3%	6.1%
Top 5 clients' contribution to revenue	27.2%	25.7%	24.6%	24.3%	22.7%	22.3%	21.6%	22.2%
Top 10 clients' contribution to revenue	39.4%	38.7%	36.8%	35.9%	34.4%	33.9%	34.2%	36.3%
Gross Clients Added	31	32	35	22	34	35	34	35
Total Clients	410	429	452	469	489	504	523	538
Net Clients Added	20	19	23	17	20	15	19	15
Repeat Business	91.9%	92.4%	92.1%	91.4%	87.7%	86.1%	85.7%	88.7%
\$1 Mn clients	134	137	142	150	142	154	164	180
\$5 Mn clients	38	43	49	46	51	54	54	57
\$10 Mn clients	21	22	25	27	33	32	32	35
Billing Rates (US\$per Person Hour)								
Onsite	56	56	56	56	56	56	57	57
Offshore	23	23	23	23	23	23	23	23
Domestic	13	13	14	14	14	14	14	14
Utilization Rates								
Onsite	97.1%	97.0%	97.6%	97.8%	97.0%	97.0%	96.8%	96.6%
Offshore	76.8%	79.4%	79.7%	79.9%	79.6%	78.8%	77.6%	78.4%
Domestic	98.4%	94.8%	98.2%	94.3%	96.1%	95.6%	89.4%	96.9%
Offshore with trainees	74.2%	74.7%	74.3%	72.2%	71.2%	71.1%	68.5%	71.3%
Staff								
No of Employees	20,505	22,482	23,432	26,511	27,634	31,659	34,405	35,670
Nipuna	1,612	1,673	1,639	1,765	2,005	2,446	2,825	2,916
Software Professionals	19,023	20,890	21,790	24,801	25,853	29,830	32,594	33,812
Attrition Rates	16.7%	16.2%	18.0%	19.2%	19.6%	18.3%	17.6%	15.7%
Revenue Breakdown by Contract Typ	e							
Fixed Price	38.2%	34.9%	35.4%	34.1%	37.9%	39.4%	37.4%	35.1%
Time & Materials	61.8%	65.1%	64.6%	65.9%	62.1%	60.7%	62.6%	64.9%
DSO	76	72	75	80	77	80	82	87

\* includes Infrastructure, Media, Entertainment and Semiconductor businesses from Sep-03 onwards Source: Company Data, Morgan Stanley Research

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_				% of Total % of Rating		
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 The Americas

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# Industry Coverage:India Software

Company (Ticker)	Rating (as of)	Price (04/19/2007)
Anantha Narayan		
HCL Technologies (HCLT.BO)	E (01/30/2004)	Rs322.45
Hexaware Technologies Limited (HEXT.BO)	O (06/22/2006)	Rs172.4
Infosys Technologies (INFY.BO)	O (04/17/2006)	Rs2,039.65
MindTree Consulting Limited (MINT.BO)	U-V (04/10/2007)	Rs807.4
MphasiS BFL Group (MBFL.BO)	E (03/15/2004)	Rs304.2
Patni Computer Systems (PTNI.BO)	O (08/08/2005)	Rs430.3
Polaris Software Lab Ltd. (POLS.BO)	E (02/20/2007)	Rs194.6
Satyam Computer Services (SATY.BO)	O (03/18/2002)	Rs447.85
Tata Consultancy Services (TCS.BO)	O (09/29/2004)	Rs1,243
Wipro Ltd. (WIPR.BO)	E (03/22/2002)	Rs578.9
i-flex Solutions Ltd. (IFLX.BO)	E (10/31/2005)	Rs2,435.15

Stock Ratings are subject to change. Please see latest research for each company.