

Persistent Systems

Steady operating performance; Robust Deal TCV of \$521 mn

Persistent Systems reported steady performance for Q1FY26 despite a challenging macro environment marked by slower decision-making and delayed deal ramp-ups. Reported revenue of Rs 33.34 Bn (up 2.8% QoQ, up 21.8% YoY in INR Terms; up 3.9% QoQ, up 18.8% YoY in USD terms; up 3.3% QoQ, 19.0% YoY in CC Terms). Segment wise, BFSI was up by 9.0% QoQ; Healthcare & Life Sc. was down by 1.9% QoQ; while Tech Cos. & Emerging Vertical was up by 3.6% QoQ in USD Terms. EBIT Margin was down by 10 bps QoQ to 15.5%, led by increase in SG&A costs (up by3.4% QoQ). Total Deal TCV was \$520.8 mn (vs \$462.8 mn in Q1FY25) with Total ACV at \$385.3 mn (vs \$337.3 mn in Q1FY25). Headcount grew by 746 QoQ to 25,340 Employees; Attrition increased by 100 bps QoQ to 13.9%. Utilization increased by 60 bps QoQ to 88.7%. DSO Billed down by 2 days QoQ to 56 Days. No. of \$75Mn+ client remained flat QoQ at 4 with \$20-50 Mn client increasing by 2 QoQ to 8. While near-term growth was impacted by cautious enterprise spending and delayed ramp-ups in select accounts, management indicated that deal activity remained intact and the overall pipeline is healthy. The company continues to focus on proactive client engagement and execution consistency, supporting confidence in medium-term growth visibility. Revenue/EBITDA/PAT to clock a CAGR of 19.6%/23.0%/25.0% over FY25-FY28E. We have revised our FY26E/FY27E EPS by 1.8%/(0.1)%. We maintain BUY with a target price of Rs 7,180 (vs Rs7,245 earlier) at a PE of 45x (unchanged) on Sep'27E.

Revenue Growth was broadly in-line with expectations

Revenue grew 3.9% QoQ and 18.8% YoY in USD terms, driven by broad-based growth across client buckets and verticals. BFSI and Hi-Tech led the momentum, while Healthcare witnessed a temporary QoQ decline due to planned onsite-to-offshore transitions. Management reiterated that all three verticals are expected to grow over the year. Platform-led offerings, particularly SASVA and iAURA, continue to see strong traction, supporting differentiated positioning.

Operating Margin declined sequentially

EBIT margin stood at 15.5%, down 10 bps QoQ (up 150 bps YoY). Margin pressure from higher amortization, delayed ramp-ups, and currency movement was largely offset by lower ESOP costs. Annual wage hikes have been deferred by a quarter amid the uncertain demand environment. The company remains focused on operational efficiency and expects margin improvement to be driven by platform leverage, offshore shift, and continued execution discipline.

Maintain BUY

While near-term visibility remains constrained in certain areas such as Healthcare, growth leadership from BFSI and Hi-Tech, coupled with a strong Al-led deal pipeline, positions the company well for the remainder of the year. Management remains confident in achieving its \$2 bn revenue aspiration by FY27. Recent leadership transitions in HR and marketing are expected to support execution and brand positioning as the company scales its Al-first, platform-centric strategy. We expect Revenue/EBITDA/PAT to clock a CAGR of 19.6%/23.0%/25.0% over FY25-FY28E. We have revised our FY26E/FY27E EPS by 1.8%/(0.1)%. We maintain BUY with a target price of Rs 7,180 (vs Rs7,245 earlier) at a PE of 45x (unchanged) on Sep'27E.

Financial and valuation summary

YE Mar (Rs mn)	1QFY26A	1QFY25A	YoY (%)	4QFY25A	QoQ (%)	FY26E	FY27E	FY28E
Revenues	33,336	27,372	21.8	32,421	2.8	1,43,75	1,71,68	2,04,32
EBITDA	6,116	4,552	34.4	5,844	4.7	25,661	31,761	38,333
EBITDA margin (%)	18.3	16.6	10.3	18.0	1.8	17.8	18.5	18.8
Adj. Net profit	4,249	3,064	38.7	3,958	7.4	18,110	22,589	27,268
Adj. EPS (Rs)	27.2	19.6	38.7	25.3	7.4	115.8	144.4	174.3
EPS growth (%)						29.6	24.7	20.7
PE (x)						48.4	38.8	32.1
EV/EBITDA (x)						36.3	29.0	23.8
PBV (x)						11.6	9.7	8.1
RoE (%)						26.1	27.3	27.4
RoCE (%)						29.9	30.8	31.5
Source: Company, Cent	rum Broking							

Result Update

India I IT Services

23 July, 2025

BUY

Price: Rs5,603 Target Price: Rs7,180 Forecast return: 28%

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Bloomberg:	PSYS IN
52 week H/L:	Rs 6789/4149
Market cap:	Rs876.7bn
Shares Outstanding:	156.4mn
Free float:	63.1%
Avg. daily vol. 3mth:	524,139
Source: Bloomhorg	

Changes in the report

Rating:	Unchanged
Target price:	Rs 7,180 from Rs 7,245
FPS:	FY27E:Rs 144.4 from Rs 144.5
Ers.	FY28E:Rs 174.3 from Rs 177.2

Source: Centrum Broking

Shareholding pattern

	Jun-25	Mar-25	Dec-24	Sep-24
Promoter	30.6	30.7	30.7	30.7
FIIs	24.2	24.4	24.8	23.3
DIIs	27.8	26.9	26.3	27.4
Public/other	17.4	18.0	18.2	18.6
Public/other	17.4	18.0	18.2	18.6

Centrum estimates vs Actual results

YE Mar	Centrum	Actual	Variance
(Rs mn)	Q1FY26	Q1FY26	(%)
Revenue	33,466	33,336	(0.4%)
EBIT	5,254	5,178	(1.4%)
EBIT margin	15.7%	15.5%	(20 bps)
Rep. PAT	4,141	4,249	2.6%
Adj. PAT	4,141	4,249	2.6%

Source: Bloomberg, Centrum Broking



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Thesis Snapshot

Estimate revision

YE Mar (Rs mn)	FY26E New	FY26E %	6 chg	FY27E New	FY27E Old	% chg
Revenue	1,43,759	1,45,098 (0).9%)	1,71,682	1,75,771	(2.3%)
EBITDA	25,661	25,682 (0).1%)	31,761	32,518	(2.3%)
EBITDA margin	17.8%	17.7% 1	0bps	18.50%	18.5%	0bps
Adj. PAT	18,110	17,713	2.2%	22,589	22,518	0.3%
Diluted EPS (Rs)	115.8	113.7	1.8%	144.4	144.5	(0.1%)

Source: Centrum Broking

Company versus NIFTY 50

	1m	6m	1 year
ONGC IN	(7.8)	(10.8)	16.5
NIFTY 50	3.1	8.8	2.7

Source: Bloomberg, NSE

Key assumptions

Y/E Mar (Rs mn)	FY26E	FY27E	FY28E
Revenues	1,43,759	1,71,682	2,04,324
EBITDA	25,661	31,761	38,333
PAT	18,110	22,589	27,268

Source: Centrum Broking

Valuations

We value Persistent Systems at a PE of 45x on Sep'27E to arrive at the target price of Rs 7,180/Share.

Valuations	Rs/share
Sep'27 EPS	159.5
Target PE Multiple	45x
Target Share Price	Rs 7,180

P/E mean and standard deviation



Source: Bloomberg, Centrum Broking

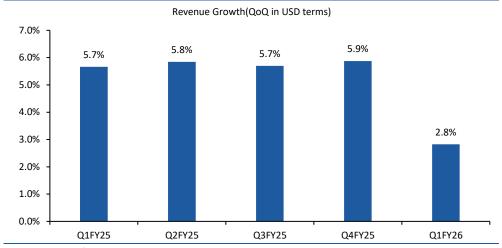
Result Analysis

Exhibit 1: Operating metrics

Vertical Revenue Mix	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25
BFSI	33.3%	32.3%	31.2%	30.7%	30.8%	31.5%	31.7%	32.3%	33.9%
Healthcare & Life Sc.	18.6%	19.3%	21.8%	24.2%	26.7%	27.8%	27.8%	26.8%	25.3%
Tech Cos. & Emerging Vertical	48.1%	48.4%	47.0%	45.1%	42.5%	40.7%	40.5%	40.9%	40.8%
Geography Revenue Mix	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25
North America	79.2%	79.2%	79.7%	80.1%	80.7%	81.3%	80.5%	80.5%	79.8%
Europe	9.7%	9.5%	8.9%	7.8%	7.8%	7.9%	8.2%	8.4%	9.0%
India	9.9%	9.7%	10.0%	10.1%	9.8%	9.2%	9.4%	9.3%	9.8%
ROW	1.2%	1.6%	1.4%	2.0%	1.7%	1.6%	1.9%	1.8%	1.4%
Effort Mix	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25
Onsite- Global Delivery Centres	13.1%	12.7%	13.8%	14.8%	15.2%	15.8%	15.1%	14.8%	14.5%
Offshore- India	86.9%	87.3%	86.2%	85.2%	84.8%	84.2%	84.9%	85.2%	85.5%
Offshore- mala	00.570	07.570	00.270	05.270	04.070	04.270	04.570	03.270	83.370
Revenue Concentration	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25
Top 5	27.9%	28.3%	18.0%	29.2%	30.7%	31.4%	30.8%	32.7%	31.8%
Top 10	39.6%	39.5%	39.3%	40.0%	41.5%	41.5%	40.0%	42.2%	42.0%
Top 20	50.4%	50.6%	51.4%	51.1%	51.9%	52.1%	50.9%	53.0%	53.8%
Top 50	66.1%	66.5%	66.7%	67.3%	67.8%	67.9%	67.4%	68.7%	70.0%
Top 100	-	-	-	-	80.3%	81.0%	80.6%	82.1%	82.8%
Client Engagement Size	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25
\$75 M+	2	2	2	2	3	3	3	4	4
\$50M-\$75M	0	0	0	1	1	1	1	0	0
\$20M-\$50M	8	7	9	7	6	6	6	6	8
\$10M-\$20M	7	7	5	7	9	11	12	11	10
\$5M-\$10M	21	23	22	23	22	22	25	34	34
\$1M-\$5M	129	136	138	138	137	141	142	136	135
	45.5	42.5	44.0	44.5	44.0	42	42.6	42.0	42.0
Attrition Rate TTM (%)	15.5	13.5	11.9	11.5	11.9	12	12.6	12.9	13.9
Headcount	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25
Technical	21,511	21,263	21,738	22,224	21,866	21,675	22,407	23,072	23,787
Sales	428	443	465	484	510	492	489	485	496
Others	1,191	1,136	1,133	1,142	1,143	1,070	1,046	1,037	1,057
Total	23,130	22,842	23,336	23,850	23,519	23,237	23,942	24,594	25,340
DSO (days)	67	66	66	63	67	68	64	58	56
	1 22	C 22	D	NA 24	1 24	C 24	D 24	NA 25	L 25
Utilization	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25
Blended	78.3%	80.6%	81.5%	80.0%	82.1%	84.8%	87.4%	88.1%	88.7%
Deal Data (\$ mn)	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25
Total TCV	380.3	479.3	521.4	447.7	462.8	529	594.1	517.5	520.8
New Business TCV	237.2	313.1	277.4	302	310.8	389.8	333.6	329	337
Total ACV	271.9	315.9	392.1	316.8	337.3	348.3	428.3	350.2	385.3
New Business ACV	144.1	184.2	182.9	184.5	198.1	218.6	195.6	198.1	211.8
Source: Company Data									

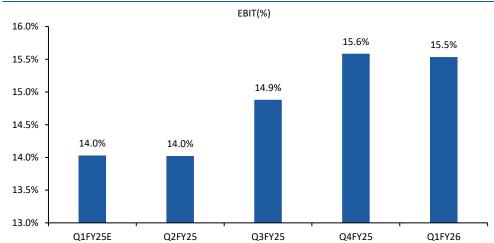
Source: Company Data

Exhibit 1: Revenue growth was broadly in-line with expectation



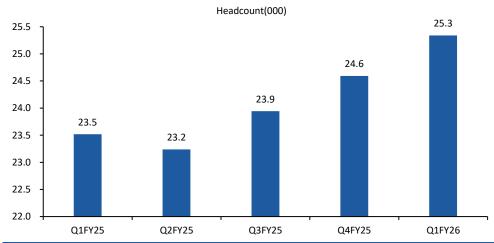
Source: Centrum Broking, Company Data

Exhibit 2: EBIT margin declined sequentially



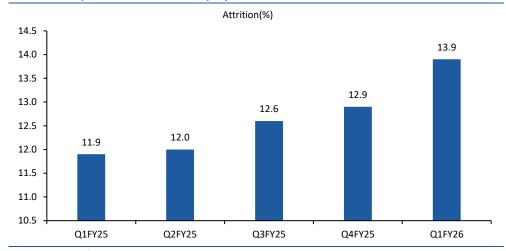
Source: Centrum Broking, Company Data

Exhibit 3: Headcount increased on a sequential basis



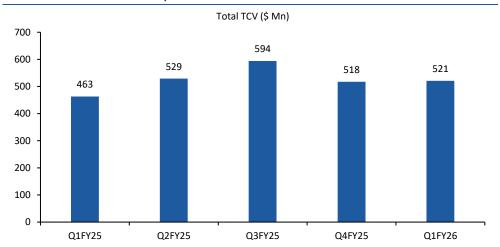
Source: Centrum Broking, Company Data

Exhibit 4: Sequential increase in employee attrition



Source: Centrum Broking, Company Data

Exhibit 5: Total TCV stood at \$521 Mn



Source: Centrum Broking, Company Data

Concall Highlights

 Q1 revenue grew 3.9% QoQ and 18.8% YoY in USD; growth seen across all top client buckets indicating broad-based account scaling

- EBIT margin stood at 15.5%, with margin improvement supported by lower ESOP costs, though partially offset by ramp-up delays and higher amortization
- Healthcare declined QoQ due to onsite-to-offshore transition at some large clients but is expected to return to growth during the year
- Order book remained strong with TCV at \$520.8 mn and \$337 mn from new bookings, supporting medium-term visibility
- New client additions were robust, with increased counts across all revenue buckets, reflecting expanding client relationships
- North America and Europe led geographical growth YoY, while rest of world saw a marginal decline
- BFSI led vertical performance with strong YoY growth, followed by Hi-Tech and Healthcare
- Wage hikes postponed by a quarter due to cautious demand environment and delayed deal ramps in some accounts
- Ongoing macroeconomic and geopolitical caution continues to slow decision cycles, though pipeline remains healthy
- Al-led offerings continue to gain traction; SASVA 3.0 launched as productivity-centric engineering platform with secure, enterprise-ready architecture
- Significant GenAl-led deal wins across BFSI, Hi-Tech, and Healthcare; use cases include underwriting automation and scientific research agents
- Al investments backed by expanding IP portfolio (55+ patents), integrated trust layer, and alliances with platforms like Salesforce and Google
- Key deal wins include platform modernization, cloud testing transformation, digital banking platform, and centralized pharma safety portal
- Leadership changes include new CPO and CMO appointments aimed at accelerating people and brand strategy in alignment with AI focus
- Return on capital employed (ex-cash) improved to 43.8%; PAT margin at 12.7% with healthy cash balance and 98.6% OCF-to-PAT conversion
- Despite short-term pressures, company reiterated ambition to reach \$2 bn revenue run-rate by FY27 and aims to maintain top-tier growth in sector

P&L					
YE Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Revenues	98,216	1,19,387	1,43,759	1,71,682	2,04,324
Operating Expense	15,742	20,066	23,643	27,469	32,692
Employee cost	65,231	78,740	94,456	1,12,451	1,33,299
EBITDA	17,243	20,582	25,661	31,761	38,333
Depreciation & Amortisation	3,094	3,069	3,367	3,777	4,495
EBIT	14,149	17,512	22,294	27,984	33,838
Other income	813	710	1,409	1,573	1,835
РВТ	14,962	18,223	23,703	29,558	35,673
Taxes	3,541	4,222	5,568	6,943	8,380
Effective tax rate (%)	23.7	23.2	23.5	23.5	23.5
PAT	11,421	14,001	18,135	22,614	27,293
Minority/Associates	(25)	(25)	(25)	(25)	(25)
Recurring PAT	11,396	13,976	18,110	22,589	27,268
Reported PAT	11,396	13,976	18,110	22,589	27,268
Ratios					
YE Mar	FY24A	FY25A	FY26E	FY27E	FY28E
Growth (%)					
Revenue	17.6	21.6	20.4	19.4	19.0
EBITDA	13.5	19.4	24.7	23.8	20.7
Adj. EPS	20.1	22.6	29.6	24.7	20.7
Margins (%)					
EBITDA	17.6	17.2	17.8	18.5	18.8
EBIT	14.4	14.7	15.5	16.3	16.6
Adjusted PAT	11.6	11.7	12.6	13.2	13.3
Returns (%)					
ROE	25.5	24.8	26.1	27.3	27.4
ROCE	27.5	29.2	29.9	30.8	31.5
ROIC	24.7	24.1	28.1	31.9	34.8
Turnover (days)					
Gross block turnover ratio (x)	22.2	27.4	31.5	35.8	40.6
Debtors	59	54	53	54	54
Net working capital	79	88	117	129	139
Solvency (x)					
Net debt-equity	(0.1)	(0.1)	(0.2)	(0.3)	(0.3)
Net debt/EBITDA	(0.3)	(0.4)	(0.6)	(0.7)	(0.9)
Per share (Rs)					
Adjusted EPS	72.9	89.4	115.8	144.4	174.3
BVPS	317.0	404.0	481.6	578.4	695.2
CEPS	92.6	109.0	137.3	168.6	203.1
DPS	26.1	29.4	38.2	47.7	57.5
Dividend payout (%)	35.8	32.9	33.0	33.0	33.0
Valuation (x)					
P/E	76.9	62.7	48.4	38.8	32.1
P/BV	17.7	13.9	11.6	9.7	8.1
EV/EBITDA	48.8	45.8	36.3	29.0	23.8
Dividend yield (%)	0.5	0.5	0.7	0.9	1.0

Source: Company, Centrum Broking

Balance sheet					
YE Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Equity share capital	770	779	779	779	779
Reserves & surplus	48,807	62,411	74,545	89,680	1,07,949
Shareholders fund	49,577	63,191	75,324	90,459	1,08,729
Total debt	4,291	2,848	7,960	7,956	7,955
Total liabilities	53,869	66,038	83,284	98,415	1,16,683
Gross block	4,420	4,351	4,568	4,797	5,037
Net block	4,420	4,351	4,568	4,797	5,037
Capital WIP	335	42	42	42	42
Net fixed assets	20,243	22,386	22,886	23,411	23,963
Non Current Assets	5,363	6,281	5,682	5,752	5,826
Investments	5,539	6,415	6,415	6,415	6,415
Sundry debtors	16,761	18,478	23,049	27,825	33,117
Cash & Cash Equivalents	10,229	10,255	22,618	31,281	42,189
Other current assets	14,242	21,527	25,025	29,118	33,911
Trade payables	8,139	8,886	11,003	13,177	15,633
Other current liab.	8,398	8,413	9,202	9,828	10,510
Provisions	3,331	4,029	4,351	4,699	5,075
Net current assets	21,364	28,932	46,135	60,520	77,999
Total assets	53,869	66,038	83,284	98,415	1,16,683
Cashflow					
	EV244	EV2E A	FV2CF	FV27F	EVANE
YE Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Profit Before Tax	14,962	18,223	23,703	29,558	35,673
Depreciation & Amortisation	3,094	3,069	3,367	3,777	4,495
Net Interest	(813)	(710)	(1,409)	(1,573)	(1,835)
Net Change – WC	(2,814)	(7,319)	(4,498)	(5,345)	(6,158)

Cashflow					
YE Mar (Rs mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Profit Before Tax	14,962	18,223	23,703	29,558	35,673
Depreciation & Amortisation	3,094	3,069	3,367	3,777	4,495
Net Interest	(813)	(710)	(1,409)	(1,573)	(1,835)
Net Change – WC	(2,814)	(7,319)	(4,498)	(5,345)	(6,158)
Direct taxes	(3,500)	(4,796)	(5,699)	(7,084)	(8,530)
Net cash from operations	10,930	8,467	15,464	19,332	23,645
Capital expenditure	1,660	(5,278)	(3,868)	(4,302)	(5,047)
Investments	(1,891)	(1,472)	326	(373)	(410)
Others	818	1,217	1,344	1,504	1,760
Net cash from investing	587	(5,533)	(2,198)	(3,171)	(3,697)
FCF	11,517	2,934	13,266	16,161	19,948
Issue of share capital	6	9	0	0	0
Increase/(decrease) in debt	(2,234)	(2,073)	0	0	0
Dividend paid	(4,084)	(4,600)	(5,976)	(7,454)	(8,998)
Others	(4,009)	3,756	5,073	(43)	(42)
Net cash from financing	(10,321)	(2,908)	(903)	(7,498)	(9,041)
Net change in Cash	1,196	26	12,363	8,663	10,908

Source: Company, Centrum Broking

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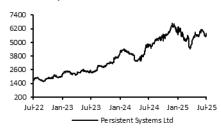
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Persistent Systems



Source: Bloomberg

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