

Exchanges, Staffing and Internet

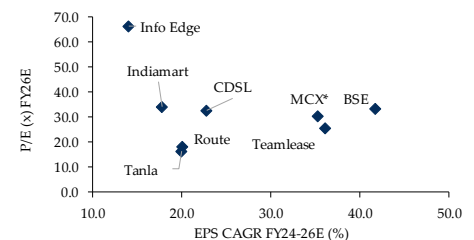
On growth path

- MCX:** MCX is expected to report revenue growth of 5% QoQ, led by growth in options revenue (+16% QoQ), offset by a decline in futures (-15.6% QoQ). Post the technology transition, Q4 is the first quarter with a normalised cost structure. We expect MCX to post an EBITDA/PAT of INR 1,257/1,038mn, up +6.2/17% QoQ (adjusted). MCX options' notional ADTV for the quarter stood at INR 1,137bn (premium ADTV stood at INR 22.83bn, ~2% of notional), up 20% QoQ and ~2.5x YoY. The new product pipeline that consists of index options, series monthly contracts, and shorter-duration contracts will accelerate the next phase of growth. The new cost structure will lead to operating leverage and margin expansion in FY25E. The uncertainty regarding the new top management, delay in product launches and SGF contribution are near-term challenges. We maintain our BUY rating with a TP of INR 4,350, based on 35x FY26E core EPS (vs 33x earlier) + cash ex SGF.
- BSE** market share in the cash and derivatives segment stands at 8.2/14.9% in Q4FY24, up 60/290bps QoQ. The SENSEX contract has reached a market share of 36% whereas the BANKEX contract has a 9% market share. The cash turnover has registered healthy growth of ~50% QoQ growth, led by exclusive/non-exclusive volume growth of 20/52% QoQ. The mutual fund platform (StAR MF) posted strong +20/70% QoQ/YoY growth in orders received. BSE is expected to report a strong quarter with revenue of INR 4.52bn +22/99% QoQ/YoY, led by derivatives revenue contribution of INR 1,134mn ~2x QoQ. The EBITDA margin will stand at ~50%, excluding SGF. We have assumed SGF contribution of INR 0.15bn and PAT including SGF will be at INR 1.70bn vs INR 1.08bn QoQ. We maintain our BUY rating with a target price of INR 3,100, based on 40x core FY26E PAT + CDSL stake + net cash ex SGF.
- CDSL:** CDSL added ~10.9 mn accounts in Q4FY24 vs 5.1 mn in Q4FY23, market share stood at 76% (+386bps YoY) with an incremental market share at ~90%. CDSL is expected to post revenue growth of +5.5% QoQ led by a strong recovery in transaction charges and KYC revenue offset by lower IPO/corporate action contribution and stable issuer revenue. The margin will expand by 166bps QoQ to 62.9%. We expect CDSL growth to be supported by (1) strong BO account additions, (2) traction in market-linked revenue, (3) a stable annuity revenue stream, and (4) contribution from CIRL in FY25E. We maintain our BUY rating and assign a TP of INR 2,360, based on 40x FY26E EPS.
- Staffing:** Teamlease is expected to post a decent quarter with stable margins. The general staffing associate addition remains strong while the decline in DA associates has stabilised. The IT hiring outlook is still weak (GCCs), and the specialised staffing growth will be flat QoQ. We expect a net addition of ~10K associates (volume growth of 3.9/20.1% QoQ/YoY) in general staffing and flat DA trainees (recovery from Q1). Revenue growth of 2.6% QoQ will be led by general staffing and strong HR services. EBITDA margin will expand by 3bps to 1.5% by general staffing and better HR services margin. We estimate +19/36% revenue/EPS growth over FY24-26E, led by volume growth and margin expansion (1.8% in FY26E). We maintain our ADD rating with a TP of INR 3,600, based on 28x FY26E EPS (vs 25x earlier).

Exchanges, Staffing and Internet

Company	CMP* (INR)	RECO	TP (INR)
MCX	3,792	BUY	4,350
BSE	2,769	BUY	3,100
CDSL	1,940	BUY	2,360
Teamlease	3,287	ADD	3,600
Indiamart	2,526	BUY	2,850
Tanla Platforms	933	BUY	1,300
Route Mobile	1,539	BUY	1,870
Info Edge	5,712	BUY	6,875

*CMP as on 19th Apr, 2024



*Normalised MCX EPS CAGR

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Internet

- **IndiaMart** is expected to have a muted quarter with paid supplier addition of ~3K vs 2/9K additions in Q3FY24/Q4FY23. The higher churn in the monthly subscribers continues to be at elevated levels, leading to <5K net additions. The ARPU remains stable and cash collections will be at INR 4.87bn +17% YoY in Q4. The increasing mix of annual platinum customers and conversion of monthly to annual packages has driven ARPU growth in the last four quarters while higher-than-expected churn is leading to lower volume growth. The collections growth for FY24E will be ~21% YoY vs ~30% YoY clocked in the last two years. We expect Q4 revenue to increase by 2.7/16.5% QoQ/YoY, led by supplier additions (+1.4/5.9% QoQ/YoY) and higher ARPU (+0.9/10% QoQ/YoY). The EBITDA margin is expected to be at 27.5%; margin expansion is expected in FY25E as the majority of the investments are behind. We expect revenue/EPS CAGRs of +20/18% over FY24-26E. Maintain BUY with a DCF-based target price of INR 2,850, implying a P/E of 39x on FY26E EPS.
- **Info Edge:** Recruitment is expected to report a rebound in growth, +4.7% QoQ growth, led by improvement in fresher hiring outlook (IT job speak +16%/-15.4% MoM/YoY in Feb-24). The billings for the core recruitment segment are up 25/7.1% QoQ/YoY. Other segments 99acres/Jeevansathi+Siksha are estimated to report ~4% QoQ growth. The IT sector hiring was under stress but is showing some early signs of recovery. The hiring activity in sectors like the BFSI and travel continues to remain strong. Standalone revenue is expected to increase by 4.6% QoQ and the EBITDA margin will expand by 34bps QoQ to 40.8%, led by lower losses in 99acres and Jeevansathi. Naukri's margin will be at ~58% down 94bps YoY. We expect +14/+21/10/+15% revenue CAGR in Naukri/99acres/Jeevansathi/Shiksha and a standalone EBITDA CAGR of 16% over FY24-26E. We have a BUY rating on Info Edge and a SoTP-based TP of INR 6,875. We have increased Naukri EV/EBITDA to 40x (vs 35x earlier) and assigned 5/3/2x P/S to 99 acres/Jeevansathi/investments (ex-Zomato and PB).
- **Route Mobile** is expected to report a soft quarter led by seasonality, the lower end of the growth guidance (+15-17% YoY in FY24E) implies ~7% QoQ growth in Q4, and we are at 2% QoQ for Q4FY24E. Route has a higher share of ILD revenue vs Tanla leading to higher volume impact. The new deal will lead to a recovery in ILD revenue and synergy benefits post the transition will boost growth. We expect Route to post revenue growth of ~13.5% YoY in FY24E and an EBITDA margin of ~12.4%. Growth is expected to revive led by the VI deal (Q1FY25E) coupled with traction from new channels like OTT and RCS. The ownership change and buyback will be completed in Q1. We expect ~19.7/20.1% revenue/EPS CAGR over FY24-26E. We maintain our BUY rating with a TP of INR 1,870, based on 22x FY26E EPS.
- **Tanla Platforms** is expected to post a weak quarter with a 1.7% QoQ decline in revenues due to seasonality and the impact of VI deal termination. The revenue from the new ATP deal and MaaP platform (RCS) will start in Q1/Q2 FY25. The enterprise segment revenue will be down 1% QoQ due to seasonality, the platform segment will be down 8% QoQ due to the impact of the VI deal impact, and the full impact will be visible in Q1FY25E. Revival in the business is expected in Q2 led by revenue from the ATP deal and higher revenue from the OTT channel. The EBITDA margin will decline by 205bps QoQ to 17.2% due to a decline in platform business and mobile world congress expenses (one-off). We expect revenue/EPS CAGR of 19/20% over FY24-26E and maintain our BUY rating with a TP of INR 1,300, based on 23x FY26E EPS.

Exchanges staffing and internet: Q4FY24E quarterly financial summary

Company	Net Sales (INR mn)			EBITDA (INR mn)			EBITDA Margin (%)			APAT (INR mn)			Adj. EPS (INR)		
	Q4 FY24E	QoQ (%)	YoY (%)	Q4 FY24E	QoQ (%)	YoY (%)	Q4 FY24E	QoQ (bps)	YoY (bps)	Q4 FY24E	QoQ (%)	YoY (%)	Q4 FY24E	Q3 FY24	Q4 FY23
Exchanges															
MCX*	2,013	5.1	50.5	1,257	6.2	53.2	62.5	66	112	1,038	17.4	58.6	20.4	17.4	12.9
BSE	4,520	21.7	99.1	2,262	22.1	118.3	50.0	19	439	1,829	2.6	87.7	13.5	13.2	7.2
CDSL	2,263	5.5	81.4	1,425	8.4	104.9	62.9	166	722	1,185	10.3	87.8	11.3	10.3	6.0
Aggregate*	8,796	13.1	81.2	4,944	13.6	93.7	56.2	25	364	4,051	8.3	79.3			
Staffing															
Teamlease	25,085	2.6	23.7	376	4.4	11.8	1.5	3	-16	350	12.8	33.1	20.8	18.5	15.7
Internet															
Indiamart	3,134	2.7	16.5	867	1.2	30.9	27.7	-40	304	839	2.5	54.2	13.9	13.6	9.0
Tanla Platforms	9,859	-1.7	18.3	1,694	-12.1	2.0	17.2	-205	-275	1,196	-14.7	-0.6	8.8	10.3	8.9
Route Mobile	10,449	2.0	3.6	1,271	1.5	-3.7	12.2	-6	-92	968	6.8	-4.7	15.5	14.5	16.2
Info Edge	6,229	4.6	10.4	2,539	5.5	15.3	40.8	34	170	2,250	5.4	16.3	17.4	16.6	15.0
Aggregate	29,670	1.3	10.9	6,370	-1.1	9.0	21.5	-54	-38	5,254	-0.2	11.8			
MCX Reported	2,013	5.1	50.5	1,257	NM	NM	62.5	NM	NM	1,038	NM	NM	20.4	-1.1	1.1

Source: HSIE Research, *Normalised EBITDA, APAT and EPS for MCX

Exchanges staffing and internet: valuation metrics

Company	Mcap (INR bn)	CMP (INR)	TP (INR)	RECO	EPS (INR)				P/E (x)				RoE (%)				INR Rev CAGR% FY24-26E	EPS CAGR% FY24-26E
					FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E		
Exchanges																		
MCX	193	3,792	4,350	BUY	29.3	19.5	91.4	124.6	132.9	200.0	42.6	31.2	10.3	6.7	30.2	37.3	30.2	35.3*
BSE	374	2,769	3,100	BUY	21.3	41.1	67.1	82.6	130.3	67.7	41.4	33.7	10.8	19.1	28.2	31.5	34.0	41.8
CDSL	203	1,940	2,360	BUY	26.4	39.1	49.7	59.0	74.4	50.3	39.6	33.3	23.9	31.5	35.1	36.1	21.1	22.8
Median									130.3	67.7	41.4	33.3	10.8	19.1	30.2	36.1	30.2	41.8
Staffing																		
TeamLease	56	3,287	3,600	ADD	66.5	69.5	98.7	128.8	50.2	48.1	33.8	25.9	15.1	14.3	18.3	19.7	18.7	36.1
Internet																		
Indiamart	155	2,526	2,850	BUY	36.1	53.1	60.6	73.6	70.4	47.8	41.9	34.5	11.2	16.5	18.6	19.3	19.5	17.8
Tanla Platforms	126	933	1,300	BUY	33.0	39.7	48.1	57.1	28.2	23.5	19.4	16.3	31.2	31.5	30.8	29.8	18.5	19.9
Route Mobile	96	1,539	1,870	BUY	50.9	58.9	72.2	84.9	30.2	26.1	21.3	18.1	18.3	18.6	19.4	19.4	19.7	20.1
Info Edge	737	5,712	6,875	BUY	47.1	66.1	76.2	85.9	121.3	86.6	75.0	66.6	15.0	30.0	27.8	25.5	15.0	14.0
Median									50.3	37.0	31.6	26.3	16.6	24.3	23.6	22.5	19.0	18.8

Source: HSIE Research, CMP as on 19th Apr, 2024; * Normalised FY24E EPS

Exchanges, staffing and internet stock performance (%)

	Mcap (INR bn)	CMP (INR)	1W (%)	1M (%)	3M (%)	6M (%)	1Y (%)	3Y (%)	5Y (%)
MCX	193	3,792	-0.7%	19.3%	18.5%	73.6%	162.9%	154.2%	388.2%
BSE	374	2,769	-2.1%	41.5%	21.6%	80.1%	509.3%	1,350.3%	1,245.3%
CDSL	203	1,940	-3.4%	15.6%	6.6%	44.9%	92.6%	172.3%	729.4%
Teamlease	56	3,287	-2.4%	18.9%	5.3%	26.4%	51.3%	6.8%	11.0%
Indiamart	155	2,526	-2.1%	-2.7%	-4.1%	-8.5%	-6.4%	-34.8%	NA
Tanla Platforms	126	933	-5.4%	13.2%	-20.8%	-9.0%	41.5%	5.7%	NA
Route Mobile	96	1,539	-3.9%	-2.5%	-4.8%	-2.2%	20.4%	5.7%	NA
Infoedge	737	5,712	-4.4%	12.1%	12.0%	36.7%	58.1%	21.6%	201.3%
NSE 200			0.3%	3.1%	3.9%	17.4%	34.3%	63.9%	104.0%

Source: Bloomberg, HSIE Research, CMP as on 19th Apr, 2024**Note:** Green indicates outperformance to Nifty 200 during the respective period

Red indicates under-performance to Nifty 200 during the respective period

Change in estimates

Company	Revenue INR bn (NEW)			Change (%)			EBITDA % (NEW)			Change (bps)			EPS (INR) NEW			Change (%)		
	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E
Exchanges																		
MCX	7.04	9.31	11.93	-2.1%	-3.2%	0.3%	16.0	65.6	69.8	-167	-75	9	19.5	91.4	124.6	-10.4%	-4.4%	-0.1%
BSE	13.54	19.96	24.30	2.3%	3.8%	0.9%	46.3	55.6	57.9	166	0	7	41.1	67.1	82.6	4.3%	3.0%	-0.3%
CDSL	7.98	9.98	11.70	0.0%	0.0%	0.0%	60.7	62.6	64.1	0	0	0	39.1	49.7	59.0	0.0%	0.0%	0.0%
Staffing																		
Teamlease	93.98	111.86	132.40	0.1%	0.4%	0.3%	1.4	1.7	1.8	1	2	2	69.5	98.7	128.8	0.5%	1.4%	1.2%
Internet																		
Indiamart	11.95	14.24	17.06	-1.1%	-1.1%	-1.1%	27.6	27.9	28.8	0	-17	14	53.08	60.65	73.59	2.6%	-1.4%	-0.5%
Tanla Platforms	39.08	46.86	54.90	0.0%	0.0%	0.0%	19.0	18.9	19.0	0	0	0	39.7	48.1	57.1	0.0%	0.0%	0.0%
Route Mobile	40.51	49.71	58.09	-1.9%	-4.0%	-3.1%	12.4	12.5	12.5	-13	-30	-45	58.9	72.2	84.9	-2.0%	-4.2%	-4.1%
Info Edge	23.96	27.83	31.69	0.2%	6.3%	7.1%	40.2	40.3	40.5	6	95	-35	66.1	76.2	85.9	1.5%	11.9%	9.1%

Source: Company, HSIE Research

Exchanges staffing and internet

Company	M-cap (INR bn)	CMP (INR)	TP Old (INR)	New TP (INR)	Old Rating	New Rating	Old multiple (x)	New multiple (x)	3Y Avg (x)	5Y Avg (x)
Exchanges										
MCX**	193	3,792	4,100	4,350	BUY	BUY	33#	35#	36	32
BSE	374	2,769	3,050	3,100	BUY	BUY	40#	40#	33	24
CDSL	203	1,940	2,360	2,360	BUY	BUY	40	40	39	35
Staffing										
Teamlease**	56	3,287	3,180	3,600	ADD	ADD	25	28	30	35
Internet										
Indiamart	155	2,526	2,900	2,850	BUY	BUY	39*	39*	49	NA
Tanla Platforms	126	933	1,300	1,300	BUY	BUY	23	23	23	NA
Route Mobile	96	1,539	1,950	1,870	BUY	BUY	22	22	34	NA
Info Edge**	737	5,712	5,650	6,875	BUY	BUY	35^	40^	93	97

Source: Company, HSIE Research, **represents multiple upgrade, #Core PAT multiples, *Implied FY26 P/E multiple, ^Naukri EV/EBITDA multiple, CMP as on 19th Apr, 2024

Quarterly Revenue Trend (QoQ Growth %)

Revenue	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24E
MCX	-3.9%	-9.7%	-5.0%	7.6%	18.9%	2.2%	17.1%	12.7%	-6.8%	9.0%	13.3%	16.0%	5.1%
BSE	26.2%	3.1%	20.2%	2.1%	6.2%	-8.7%	5.8%	3.2%	11.3%	-5.0%	45.9%	18.1%	21.7%
CDSL	19.7%	13.8%	24.5%	3.8%	-9.9%	2.7%	6.3%	-5.2%	-11.6%	20.0%	38.5%	3.5%	5.5%
Teamlease	5.1%	2.7%	10.7%	15.7%	3.1%	3.4%	4.0%	2.7%	0.9%	7.1%	4.7%	7.6%	2.6%
Indiamart	3.5%	1.1%	0.4%	3.1%	7.1%	11.5%	7.1%	4.5%	7.0%	4.9%	4.5%	3.6%	2.7%
Tanla Platforms	-0.8%	-3.4%	34.4%	5.1%	-3.6%	-6.2%	6.4%	2.2%	-4.2%	9.3%	10.7%	-0.6%	-1.7%
Route Mobile	-5.8%	4.2%	15.4%	29.2%	11.2%	16.4%	16.0%	16.5%	2.3%	-4.1%	4.9%	1.0%	2.0%
Infoedge	7.5%	9.3%	7.1%	18.3%	9.5%	11.4%	4.8%	4.4%	1.6%	3.6%	1.5%	0.4%	4.6%

Source: Company, HSIE Research

Quarterly EBITDA Margin Trend (%)

EBITDA Margin trend	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24E
MCX	45.6%	42.1%	40.6%	42.7%	50.0%	45.3%	51.5%	22.8%	1.5%	7.3%	-10.5%	-3.4%	62.5%
BSE	30.3%	32.3%	35.6%	39.2%	40.9%	32.9%	29.9%	31.8%	45.6%	33.4%	45.5%	49.8%	50.0%
CDSL	61.5%	62.9%	68.0%	68.1%	66.4%	53.9%	62.5%	60.3%	55.7%	53.9%	62.4%	61.3%	62.9%
Teamlease	1.9%	2.1%	2.2%	2.1%	2.3%	1.3%	1.6%	1.6%	1.7%	1.2%	1.4%	1.5%	1.5%
Indiamart	47.5%	48.8%	45.6%	41.9%	28.4%	28.6%	27.9%	27.9%	24.6%	27.4%	27.1%	28.1%	27.7%
Tanla Platforms	20.7%	21.5%	21.2%	22.9%	21.6%	16.3%	16.4%	17.4%	19.9%	20.0%	19.5%	19.2%	17.2%
Route Mobile	13.8%	12.1%	12.9%	10.8%	9.0%	11.6%	12.2%	12.6%	13.1%	12.7%	12.6%	12.2%	12.2%
Infoedge	19.6%	31.7%	30.2%	29.1%	28.1%	32.1%	34.6%	39.1%	39.1%	38.8%	40.7%	40.4%	40.8%

Source: Company, HSIE Research

Financial Snapshot

MCX (M-cap INR 193bn, CMP 3,792, TP 4,350, BUY)

INR bn	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Revenue (INR bn)	3.98	3.91	3.67	5.14	7.04	9.31	11.93
EBITDA (INR bn)	1.78	1.85	1.62	1.50	1.13	6.11	8.33
EBITDA Margin %	44.8	47.4	44.2	29.1	16.0	65.6	69.8
APAT (INR bn)	2.37	2.25	1.64	1.49	0.99	4.65	6.34
EPS (INR)	46.5	44.3	32.2	29.3	19.5	91.4	124.6
Revenue Growth (%)	32.6	-1.8	-6.1	40.0	37.0	32.3	28.1
EPS Growth (%)	39.1	-4.8	-27.3	-9.1	-33.5	369.9	36.3
ROE (%)	18.1	16.2	11.6	10.3	6.7	30.2	37.3
P/E (x)	81.6	85.7	117.8	129.6	195.0	41.5	30.4
P/S (x)	48.5	49.4	52.6	37.6	27.4	20.7	16.2
EV/EBITDA (x)	94.8	92.7	104.6	113.2	149.7	27.1	19.5

BSE (M-cap INR 374bn, CMP 2,769, TP 3100, BUY)

INR bn	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Revenue (INR bn)	4.51	5.01	7.43	8.16	13.54	19.96	24.30
EBITDA (INR bn)	0.08	0.72	2.77	2.89	6.27	11.10	14.08
EBITDA Margin %	1.8	14.5	37.3	35.4	46.3	55.6	57.9
APAT	1.36	1.67	3.02	2.89	5.56	9.09	11.18
EPS (INR)	10.1	12.4	22.4	21.3	41.1	67.1	82.6
Revenue Growth (%)	0.0	11.3	48.2	9.7	66.0	47.4	21.8
EPS Growth (%)	-33.5	22.8	80.6	-4.5	92.5	63.4	23.0
ROE (%)	5.1	6.8	11.7	10.8	19.1	28.2	31.5
P/E (x)	274.7	223.6	123.8	129.7	67.4	41.2	33.5
P/S (x)	83.1	74.7	50.4	45.9	27.7	18.8	15.4
EV/EBITDA (x)	4,178.2	467.0	116.4	112.5	50.7	28.2	22.0

CDSL (M-cap INR 203bn, CMP 1,940, TP 2,360, BUY)

INR bn	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Revenue (INR bn)	2.25	3.44	5.51	5.55	7.98	9.98	11.70
EBITDA (INR bn)	1.08	2.12	3.67	3.23	4.84	6.25	7.50
EBITDA Margin %	48.2	61.6	66.5	58.3	60.7	62.6	64.1
APAT	1.26	2.00	3.11	2.76	4.09	5.19	6.17
EPS (INR)	12.0	19.2	29.8	26.4	39.1	49.7	59.0
Revenue Growth (%)	15.6	52.7	60.4	0.7	43.7	25.1	17.3
EPS Growth (%)	10.6	59.6	55.3	-11.3	48.1	27.1	18.7
ROE (%)	18.0	25.0	31.6	23.9	31.5	35.1	36.1
P/E (x)	161.6	101.2	65.2	73.5	49.6	39.0	32.9
P/S (x)	90.1	59.0	36.8	36.5	25.4	20.3	17.3
EV/EBITDA (x)	180.5	91.4	52.2	59.4	39.4	30.2	24.8

Teamlease (M-cap INR 56bn, CMP 3,287, TP 3,600, ADD)

INR bn	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Revenue (INR bn)	52.01	48.81	64.80	78.70	93.98	111.86	132.40
EBITDA (INR bn)	0.95	0.98	1.42	1.22	1.32	1.87	2.38
EBITDA Margin %	1.8	2.0	2.2	1.6	1.4	1.7	1.8
APAT (INR bn)	0.85	0.80	1.10	1.14	1.17	1.65	2.16
EPS (INR)	49.5	47.1	64.5	66.5	69.5	98.7	128.8
Revenue Growth (%)	32.6	-6.1	32.7	21.5	19.4	19.0	18.4
EPS Growth (%)	-13.7	-4.8	36.9	3.1	4.5	42.0	30.5
ROE (%)	15.2	13.1	16.4	15.1	14.3	18.3	19.7
P/E (x)	66.4	69.8	51.0	49.4	47.3	33.3	25.5
P/S (x)	1.1	1.2	0.9	0.7	0.6	0.5	0.4
EV/EBITDA (x)	59.0	53.6	37.3	42.7	39.4	26.8	20.1

Indiamart (M-cap INR 155bn, CMP 2,526, TP 2,850, BUY)

INR bn	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Revenue (INR bn)	6.39	6.70	7.53	9.85	11.95	14.24	17.06
EBITDA (INR bn)	1.69	3.28	3.08	2.68	3.30	3.97	4.92
EBITDA Margin %	26.4	49.0	40.9	27.2	27.6	27.9	28.8
APAT	1.47	2.80	2.97	2.21	3.20	3.64	4.42
EPS (INR)	24.0	45.5	48.3	36.1	53.1	60.6	73.6
Revenue Growth (%)	25.9	4.8	12.5	30.8	21.3	19.2	19.8
EPS Growth (%)	72.8	89.8	6.2	-25.4	47.2	14.3	21.3
ROE (%)	67.8	29.7	17.0	11.2	16.5	18.6	19.3
P/E (x)	105.3	55.5	52.3	70.1	47.6	41.7	34.3
P/S (x)	24.2	23.1	20.5	15.7	12.9	10.9	9.1
EV/EBITDA (x)	86.4	40.2	42.6	49.1	39.9	31.7	24.1

Tanla Platforms (M-cap INR 126bn, CMP 933, TP 1,300, BUY)

INR bn	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Revenue (INR bn)	19.43	23.41	32.06	33.54	39.08	46.86	54.90
EBITDA (INR bn)	1.85	4.33	7.00	5.88	7.41	8.87	10.42
EBITDA Margin %	9.5	18.5	21.8	17.5	19.0	18.9	19.0
APAT	1.28	3.56	5.39	4.48	5.38	6.52	7.74
EPS (INR)	9.5	26.3	39.8	33.0	39.7	48.1	57.1
Revenue Growth (%)	93.5	20.5	36.9	4.6	16.5	19.9	17.2
EPS Growth (%)	330.5	177.4	51.4	-17.0	20.1	21.2	18.7
ROE (%)	18.0	44.7	48.0	31.2	31.5	30.8	29.8
P/E (x)	98.4	35.5	23.4	28.2	23.5	19.4	16.3
P/S (x)	6.5	5.4	3.9	3.8	3.2	2.7	2.3
EV/EBITDA (x)	67.2	27.8	16.9	20.4	16.3	13.2	10.8

Route Mobile (M-cap INR 96bn, CMP 1,539, TP 1,870, BUY)

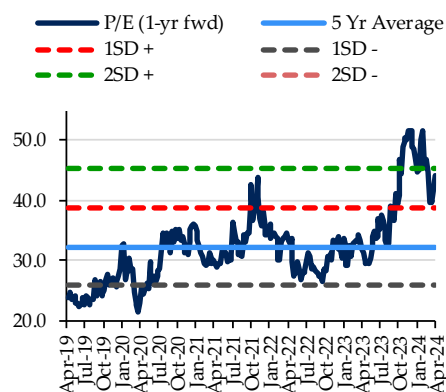
INR bn	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Revenue (INR bn)	9.56	14.06	20.02	35.69	40.51	49.71	58.09
EBITDA (INR bn)	1.00	1.74	2.19	4.44	5.04	6.19	7.24
EBITDA Margin %	10.5	12.4	10.9	12.4	12.4	12.5	12.5
APAT	0.73	1.33	1.62	3.19	3.69	4.52	5.32
EPS (INR)	11.7	21.3	25.9	50.9	58.9	72.2	84.9
Revenue Growth (%)	13.2	47.1	42.4	78.3	13.5	22.7	16.9
EPS Growth (%)	28.5	82.2	21.8	96.3	15.6	22.7	17.6
ROE (%)	29.7	28.9	14.0	18.3	18.6	19.4	19.4
P/E (x)	131.7	72.3	59.3	30.2	26.1	21.3	18.1
P/S (x)	10.1	6.9	4.8	2.7	2.4	1.9	1.7
EV/EBITDA (x)	95.7	52.6	39.3	19.9	17.0	13.4	10.9

Infoedge (M-cap INR 737bn, CMP 5,712, TP 6,875, BUY)

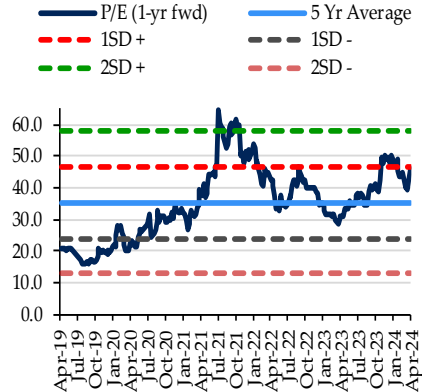
INR bn	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Revenue (INR bn)	12.73	11.28	15.62	21.59	23.96	27.83	31.69
EBITDA (INR bn)	4.03	2.88	4.64	7.84	9.62	11.21	12.84
EBITDA Margin %	31.6	25.5	29.7	36.3	40.2	40.3	40.5
APAT	3.29	2.82	5.21	6.08	8.52	9.83	11.08
EPS (INR)	25.5	21.8	40.3	47.1	66.1	76.2	85.9
Revenue Growth (%)	15.9	-11.4	38.5	38.2	11.0	16.2	13.9
EPS Growth (%)	4.4	-14.4	84.8	16.8	40.2	15.4	12.7
ROE (%)	13.8	17.3	10.3	15.0	30.0	27.8	25.5
P/E (x)	224.0	261.6	141.6	121.2	86.5	75.0	66.5
P/S (x)	57.9	65.3	47.2	34.1	30.8	26.5	23.3
EV/EBITDA (x)	179.7	243.6	151.0	89.7	72.3	61.2	52.6

Valuation charts

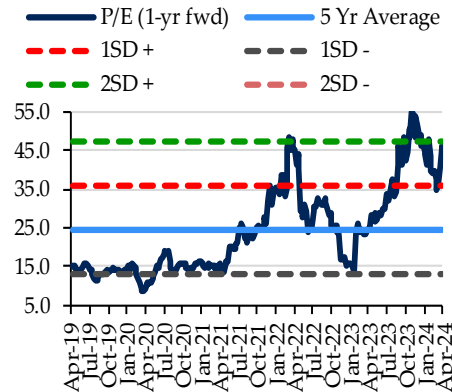
MCX P/E (1-yr fwd) trend



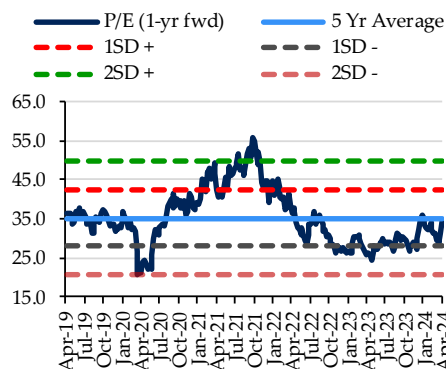
CDSL P/E (1-yr fwd) trend



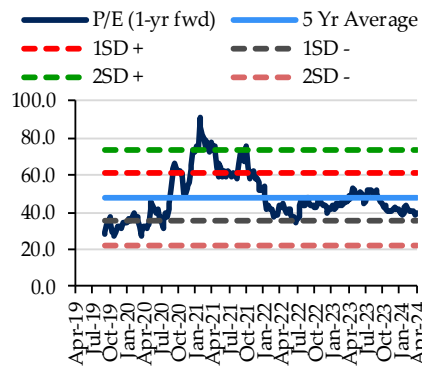
BSE P/E (1-yr fwd) trend



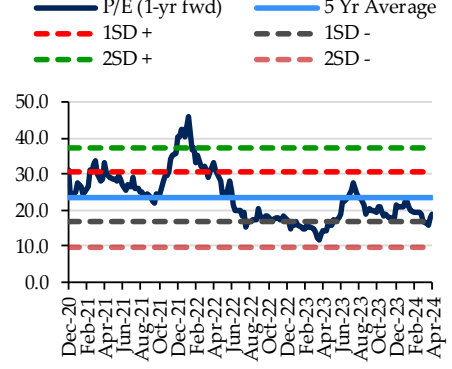
Teamlease P/E (1-yr fwd) trend



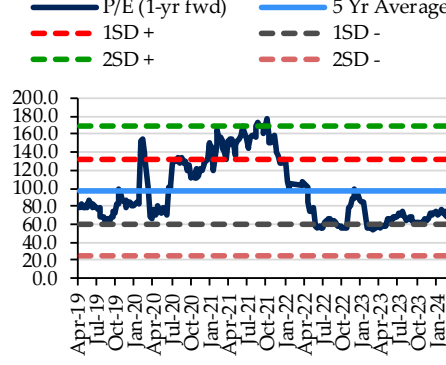
Indiamart P/E (1-yr fwd) trend



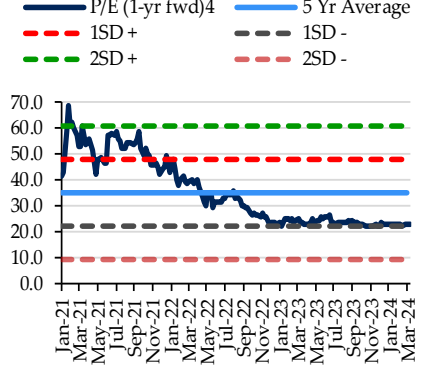
Tanla Platforms P/E (1-yr fwd) trend



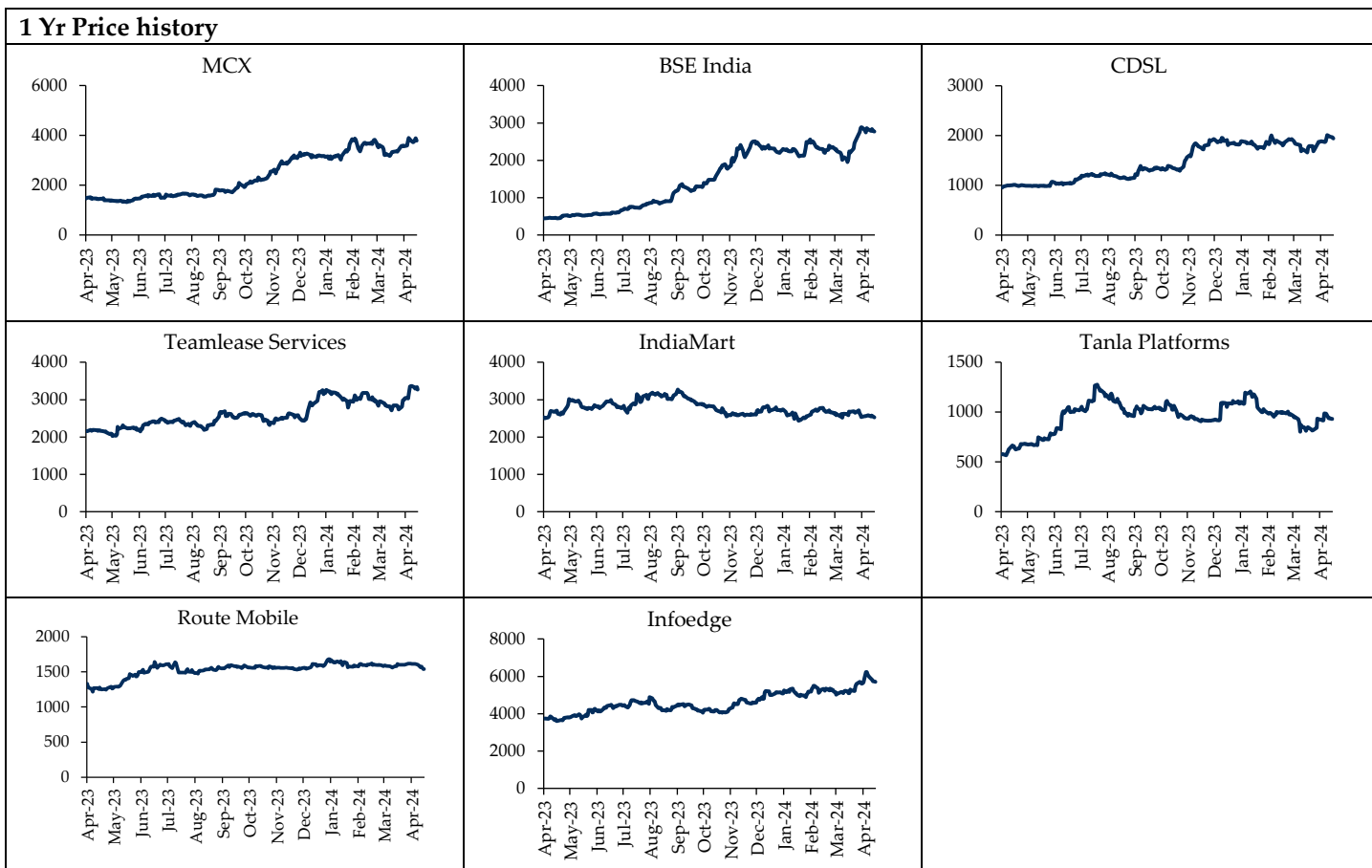
Infoedge P/E (1-yr fwd) trend



Route Mobile P/E (1-yr fwd) trend



Source: Bloomberg, HSIE Research



Rating Criteria

- BUY: >+15% return potential
- ADD: +5% to +15% return potential
- REDUCE: -10% to +5% return potential
- SELL: > 10% Downside return potential

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