

Refocused strategy a structural positive...

Mahindra & Mahindra (M&M) reported a healthy operational performance in Q4FY20. Standalone net sales at ₹ 9,144 crore were down 35% YoY (automotive revenues down 46%, tractor revenues down 3%), with automotive segment ASPs at ₹ 6.1 lakh/unit and tractors segment ASP at ₹ 5.3 lakh/unit being positive surprises. Standalone EBITDA margins at 12.4% were down 100 bps QoQ, with 290 bps gross margin expansion being overshadowed by negative operating leverage. Consequent standalone loss at PAT level of ₹ 2,500 crore tracked exceptional charge of ₹ 2,800 crore for impairment of investments due to Covid-19 and others.

Tractor segment to help quicken revival

M&M has significant exposure to the rural economy through its tractor division where it is market leader and commands 41.2% domestic market share as of FY20. We expect the tractor segment to stay largely unaffected by demand side issues being faced by the rest of the automotive industry, courtesy stability in the outlook of rural incomes (on the back of good Rabi crop harvest, remunerative crop prices, healthy water table levels and expectations of a normal monsoon in 2020) and lack of regulatory disruption like BS-VI norms. Longer term demand drivers like the government's continued focus on doubling farm incomes and improving rural infrastructure as well as underpenetrated nature of farm mechanisation in India stay intact. In our view, the tractor segment would see a quicker revival than other automotive segments once Covid-19 related supply side shocks abate and M&M as the clear market leader would benefit. The company is already back to 80% capacity utilisation in this division, with >90% dealers operational. We build 2.3% tractor volume CAGR in FY20P-22E.

Tightened capital allocation -much needed strategic move

M&M as a conglomerate has interests in various businesses domestically as well as outside India. While some businesses have performed very well over time, others have lagged behind and been a drag on consolidated financials. In recognition of the same, the company has now recalibrated its capital allocation strategy whereby it would exit business interests with an unclear path to profitability and act on all loss-making subsidiaries. We view the development positively, as a further sharpening of strategic focus at M&M.

Valuation & Outlook

We expect sales, adjusted PAT to grow at 4.3%, 50.1% CAGR, respectively, in FY20P-22E. M&M's sharpened focus on capital allocation provides us further confidence in our constructive stance on the company. We maintain **BUY** rating on M&M, valuing it at ₹ 600/share on SOTP basis (6.5x FY22E EV/EBITDA for base business; 30% holdco discount to its investments).

Key Financial Summary

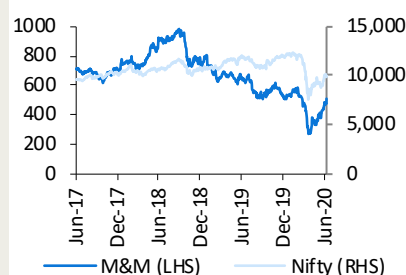
Key Financials	FY18	FY19	FY20P	FY21E	FY22E	CAGR (FY20P -22E)
Net Sales	48,685.6	53,614.0	45,487.8	42,644.8	49,482.7	4.3%
EBITDA	6,224.1	6,639.6	5,798.0	5,423.2	7,087.8	10.6%
EBITDA Margins (%)	12.8	12.4	12.7	12.7	14.3	
Net Profit	4,356.0	4,796.1	1,330.4	3,525.1	4,936.6	92.6%
Adjusted Net Profit	4,046.5	4,818.6	2,190.4	3,525.1	4,936.6	50.1%
EPS (₹)	35.0	38.6	10.7	28.4	39.7	
P/E	14.7	13.3	48.1	18.2	13.0	
RoNW (%)	13.4	14.1	6.4	9.5	12.0	
RoCE (%)	16.6	16.7	13.0	11.1	14.2	

Source: ICICI Direct Research, Company

Particulars

Particular	Amount
Market Capitalization (₹ crore)	64,024.8
Total Debt (FY 20P, ₹ crore)	2,932.0
Cash and Inv (FY 20P, ₹ crore)	6,426.0
EV (FY 20P, ₹ crore)	60,530.8
52 week H/L (₹)	675 / 246
Equity capital (₹ crore) (FY 20P)	596.5
Face value (₹)	₹ 5

Price chart



Key Highlights

- Revenues decline 35% YoY in Q4FY20 amid 46% drop in automotive segment and 3% dip in tractor segment
- Overall margins decline 100 bps QoQ to 12.4% amid negative operating leverage
- Higher exposure to rural geographies through tractor segment to help lead to quicker revival post Covid. Tightening of capital allocation strategy a structural positive
- Maintain BUY with revised target price of ₹ 600 on SOTP basis

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Exhibit 1: Variance Analysis

	Q4FY20	Q4FY20E	Q4FY19	YoY (%)	Q3FY20	QoQ (%)	Comments
Total Operating Income	9143.7	8461.1	14035.2	-34.9	12345.3	-25.9	Revenue decline of 35% YoY tracked 46% drop in automotive segment sales and 3% dip in tractor segment sales. Automotive volumes for the quarter came in at 92,423 units, down 47.1% YoY while tractor volumes were at 59,290 units, down 2.6% YoY
Raw Material Expenses	6147.2	5961	10037	-38.8	8649	-28.9	
Employee Expenses	617.8	719	709	-13	759	-19	
Other expenses	1243.9	931	1,643	-24.3	1,287	-3.4	
EBITDA	1134.8	849.9	1,645.8	-31.0	1,649.5	-31.2	
EBITDA Margin (%)	12.4	10.0	11.7	68 bps	13.4	-95 bps	Margins declined 95 bps sequentially on the back of negative operating leverage, with other expenses and employee costs rising 320 bps and 60 bps, respectively, on percentage of sales basis. Gross margins expanded 290 bps
Other income	314.7	211.0	236.8	32.9	206.3	52.6	
Depreciation	583.6	556	533	9.6	554	5.4	
Interest	33.5	29	28	19	22	49	
Tax	554.4	120	368	50.5	373	48.8	Tax outgo came in far ahead of estimates
PAT	-2502.5	355	849	-394.8	307	-916.4	Loss at PAT level primarily tracked ₹ 2,800 exceptional charge to P&L on account of impairment of investments due to Covid-19 and others
EPS	8.6	2.9	7.4	16.0	4.6	85.1	
Key Metrics							
Auto revenues (₹ crore)	5636.2	5,069	10,442	-46.0	7,642	-26.2	Automotive revenues came in higher than anticipated on the back of substantial ASP beat, which was at ₹ 6.1 lakh/unit
FES revenues (₹ crore)	3111.0	2,988	3,206	-3.0	4,278	-27.3	Tractor ASPs came in at ₹ 5.24 lakh/unit, ahead of our estimates
EBITDA margins (%)	12.4	10.0	11.7	68 bps	13.4	-95 bps	

Source: Company, ICICI Direct Research

Exhibit 2: Change in estimates

(₹ Crore)	FY21E			FY22E			Comments
	Old	New	% Change	Old	New	% Change	
Revenue	42,931	42,645	-0.7	47,955	49,483	3.2	Broadly maintain revenue estimates
EBITDA	3,626	5,423	49.6	4,896	7,088	44.8	
EBITDA Margin (%)	8.4	12.7	432 bps	10.2	14.3	412 bps	Margin estimates have been revised upwards on the back of expected shift in product mix towards tractors (~19% EBIT margins)
PAT	1,960	3,525	79.9	2,927	4,937	68.7	Increase in PAT estimates tracks expected improvement in margins and exit from loss making subsidiaries
EPS (₹)	15.8	28.4	79.9	23.5	39.7	68.7	

Source: Company, ICICI Direct Research

Exhibit 3: Assumptions

Units	Current			Earlier		Comments
	FY18	FY19	FY20P	FY21E	FY22E	
Automotive volumes	548,664	608,597	476,043	393,820	463,299	Automotive segment volumes seen de-growing at 1.3% CAGR over FY20P-22E
Automotive ASPs (₹)	580,009	580,892	596,766	654,521	670,951	
FES Volumes	318,538	330,436	301,915	295,329	316,001	Tractor segment sales volume seen growing at CAGR of 2.3% in FY20P-22E
FES ASPs (₹)	505,232	510,679	510,158	519,618	528,506	

Source: ICICI Direct Research

Conference Call Highlights

Demand, management outlook/guidance

- For FY20, automotive volumes nearly halved to 90,481 units (vs. 1.74 lakh units in FY19). Of the ~84,000 units lost, ~38,000 were on account of industry slowdown and BS-VI transition while fire at key supplier i.e. Varroc Engineering led to loss of 6500 units with Covid-19 accounting for the remaining ~39,000 units (~16,000 from global supply chain disruption, ~23,000 from India lockdown)
- M&M expects new Thar (September-October 2020 launch), XUV300 to support automotive volumes in H2FY21E
- From FY22E onwards, it aims to build a distinctive SUV brand with two new models (codenamed W601, Z101), new pickup truck, Supro (LCV) and EV portfolio the focus areas

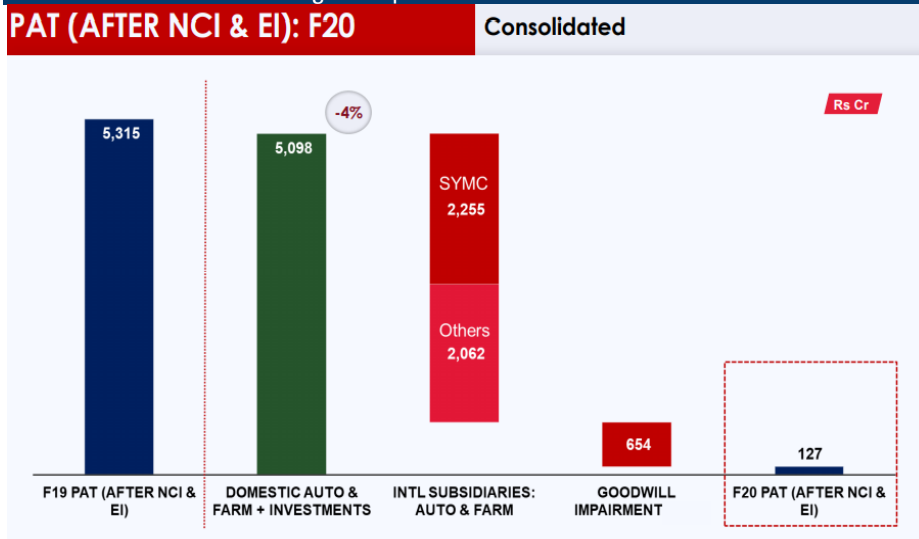
Covid-19 update

- The company lost 14,692 tractor units during March 2020 on account of the shutdown
- M&M estimated that Covid-19 negatively impacted tractor EBIT to the tune of ₹ 194 crore and automotive EBIT to the tune of ₹ 471 crore
- The JV with Ford has been delayed on account of Covid-19
- On the tractor side, >90% dealers are now operational with M&M reaching ~80% capacity utilisation levels
- For automotive, utilisation is at ~30% currently. All suppliers and >80% dealers are operational

Revenues, costs, margins

- Automotive EBITDA margin remained stable at ~13% for FY20 while tractor EBIT margin were at 19%. Moderate commodity prices are seen supporting EBITDA margins in the near term
- The negative impact of international subsidiaries (auto, farm) at the PAT level was at ₹ 2,719 crore in Q4FY20 and ₹ 3,049 crore in full year FY20. The company has impaired ~80% of its investments in SsangYong Motors and sees its stake reducing to minority or even zero

Exhibit 1: PAT revenue bridge – impact of international subsidiaries



Source: Company, ICICI Direct Research

Others

- Cash balance ₹ 10,300 crore with additional committed borrowing line of ₹ 2,250 crore
- M&M remains a net debt free company with surplus cash on books to the tune of ~₹ 3400 crore
- Gained 1% tractor market share to 41.2% while industry fell 10% YoY during FY20
- CV market share (including LCV <3.5 T i.e. Bolero pickup) improved 310 bps to 27.7% in FY20
- M&M realises ~45-50% of its UV sales from rural India with popular brands like Scorpio, Bolero
- US tractor business volumes grew 9.3% YoY to 15,642 units while Turkey tractor business market share improved to 7.3% (fourth largest player)

- Automotive dealer stock at present is <10,000 units
- Mahindra Electric did EBITDA breakeven for the first time in FY20
- With regard to emission norms for the >50 hp tractor segment (<10% of market), the management believes that implementation of these norms will get deferred beyond October 2020

Upcoming initiatives – Automotive (WALK - RUN – FLY)

- April–August 2020: gradually ramp up operations
- H2FY21E: Strategic re-prioritisation of capex, aggressive cost optimisation
- FY22E+: Improve global subsidiaries profitability, platform synergy to optimise capex

Exhibit 2: Upcoming plans for automotive, tractor segments

AUTOMOTIVE AND FARM SECTORS		
WALK April - August PROTECT THE BUSINESS TODAY	RUN Sept - March RAMP UP WITH FOCUS	FLY F22 & beyond... DIFFERENTIATED & PROFITABLE GROWTH
Manage Cash <ul style="list-style-type: none"> Core WC back to normal Capex optimization Manage Margin <ul style="list-style-type: none"> Improve NVM Stringent Cost management Manage Safety <ul style="list-style-type: none"> Ramp-up with Safety Financial health of dealers & suppliers 	<ul style="list-style-type: none"> Focus on Domestic Core Capex and Investment prioritization Build a Moat through Krish-e(FaaS) Simplifying the business 	<ul style="list-style-type: none"> SUV Core brand differentiation Launch New Yuvo Star and K2 Digital transformation Leverage Platform synergy to optimise capex
Conserve today for a secure tomorrow	Turnaround Global Businesses, Manage cash	Turnaround Global Businesses, New Auto Launches

Source: Company, ICICI Direct Research

Capital allocation decisions

- Losses of international subsidiaries have ballooned from ₹ 53 crore in FY17 to ₹ 5,257 crore in FY20 (from 1% of PAT in FY17 to 107% of PAT in FY20)
- Hence, M&M is now strictly reviewing investment decisions in these, with the following framework

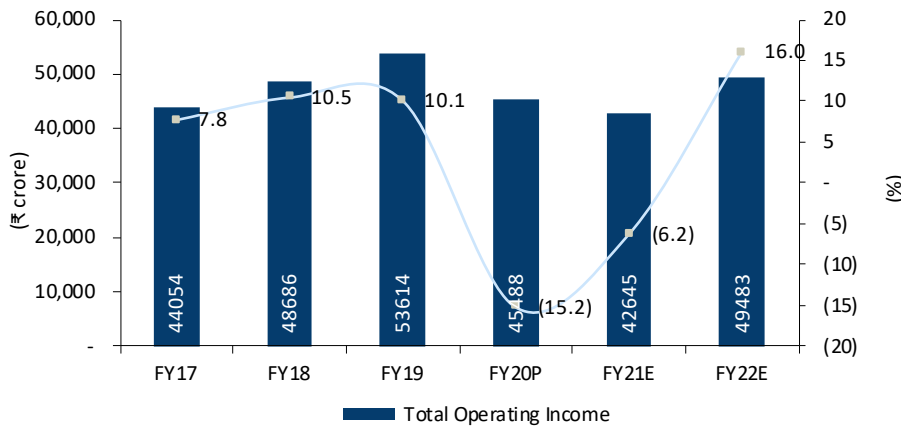
Exhibit 3: Action on loss making subsidiaries

Tighter Capital Allocation Norms			
Loss-making businesses/entities to be closely scrutinized & put under 3 categories, viz. A, B and C			
Category	A	B	C
Logic	Entities with clear path to 18% RoE	Delayed or unclear path to profitability but quantifiable strategic impact	Unclear path to profitability
Action	Continue	Continue	Exit (Explore partnership, alliance or shut-down)

Source: Company, ICICI Direct Research

Financial story in charts

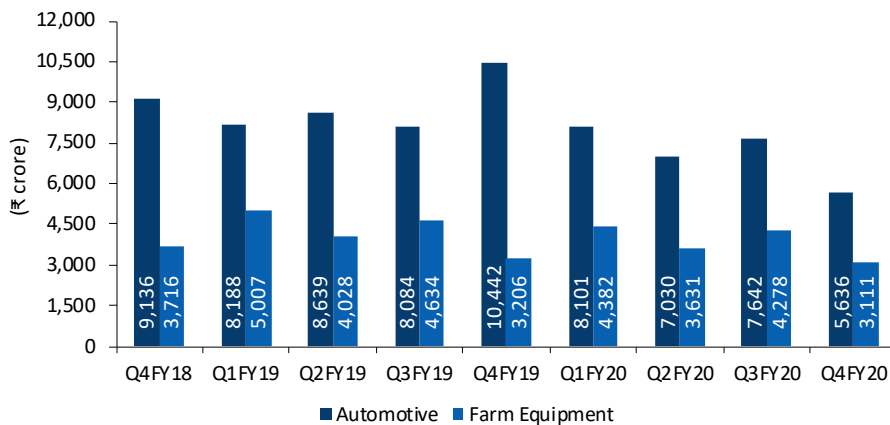
Exhibit 4: Topline trend



We expect sales to grow at a CAGR of 4.3% over FY20E-22E

Source: Company, ICICI Direct Research

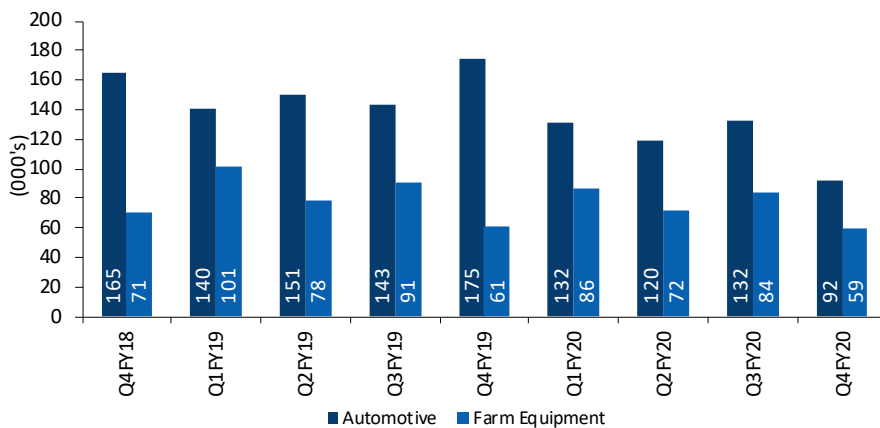
Exhibit 5: Segment wise revenue trend



Segment wise revenue mix for quarter i.e. Q4FY20 was at automotive: tractor at 64:36

Source: Company, ICICI Direct Research

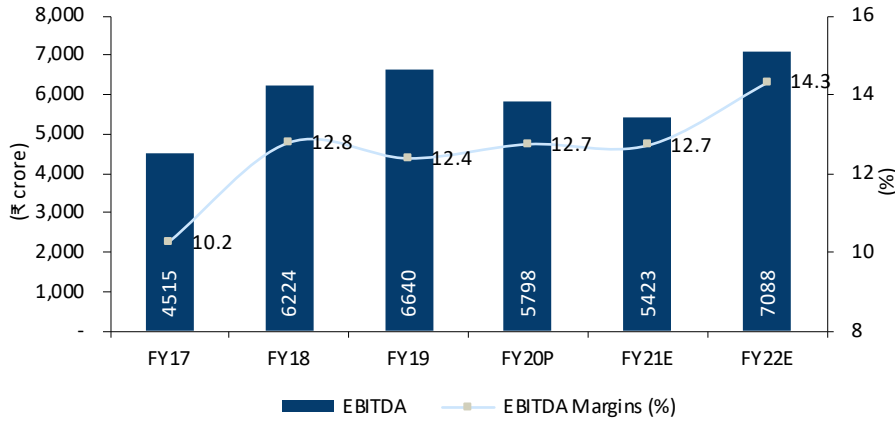
Exhibit 6: Segment wise volume trend



In Q4FY20; automotive segment volumes declined 47.1% YoY to 92,000 units while sales for tractors declined 2.6% YoY to ~59,000 units

Source: Company, ICICI Direct Research

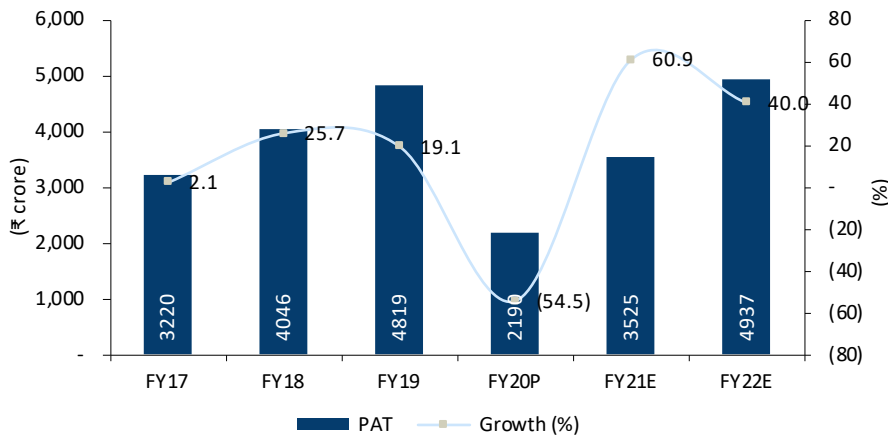
Exhibit 7: EBITDA and EBITDA margin trend



We build in 12.7% & 14.3% as EBITDA margins in FY21E and FY22E, respectively

Source: Company, ICICI Direct Research

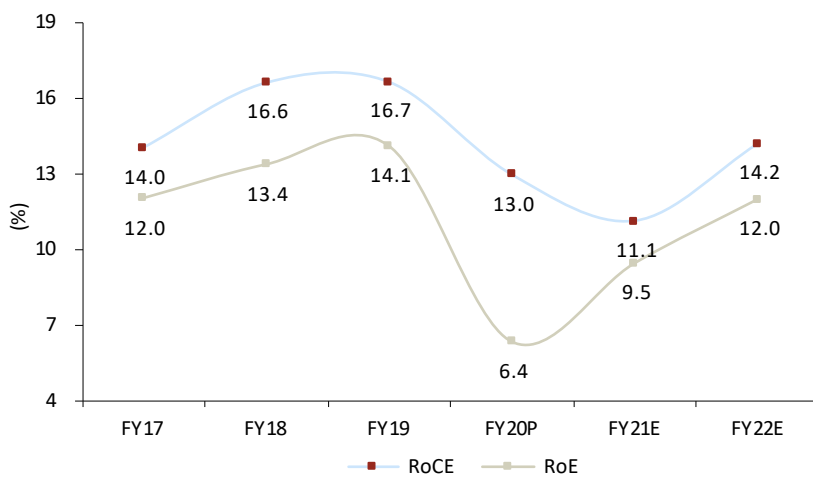
Exhibit 8: Profitability (adjusted PAT) trend



Adjusted PAT is expected to grow to ₹ 4,937 crore by FY22E

Source: Company, ICICI Direct Research

Exhibit 9: Return ratios trend



RoCE profile at M&M seen improving to 14.2% gradually by FY22E

Source: Company, ICICI Direct Research

Exhibit 10: Valuation matrix (SOTP Valuation)

Valuation Matrix (SOTP)					
Automotive Business (UV +PV +CV +Tractors)	₹crore		₹/share		Remark
Standalone business					
FY 22E EBITDA	7,088				
Assigning EV/EBITDA Multiple of 6.5x	6.5				
Enterprise Value	46,071		371		
Net Debt	(6,198)		-50		
Value of Standalone Business (A)	52,268		420		
Mahindra Vehicle Manufacturers Ltd					
Investment made by M&M (wholly owned subsidiary)	4,065				
Assigning 0.5x P/B on investment value	0.5				
Value of MVML attributable to M&M (B)	2,033		16		
Total value of automobile business (C=A+B)			435		
Value of Investments (listed companies)	M&M stake	Estimated value	Contribution to M&M		Remark
	(%)	₹ crore	₹crore	₹/share	
Tech Mahindra	26	48,807	12,719	102	Current market cap
M&M Financial Services	51	10,194	5,219	42	Current market cap
Mahindra Life space	52	949	489	4	Current market cap
Mahindra CIE	11	3,980	455.3	4	Current market cap
Mahindra Holidays & Resorts	67	1,750	1,177.8	9	Current market cap
Other subsidiaries & investments			9,850	79	
Total Value of subsidiaries & associates (D)			29,910.3	241	
Value of investments post 30% holding company discount (E =0.7*D)				165	
M&M Target Price (value of equity per share , C+E)				600	

Source: ICICI Direct Research

Exhibit 11: Valuation Summary

	Sales	Growth	EPS	Growth	PE	EV/EBITDA	RoNW	RoCE
	(₹ cr)	(%)	(₹)	(%)	(x)	(x)	(%)	(%)
FY 19	53,614	10.1	38.6	10.1	13.3	9.0	14.1	16.7
FY 20P	45,488	(15.2)	10.7	(72.3)	29.2	10.4	6.4	13.0
FY 21E	42,645	(6.2)	28.4	165.0	18.2	11.1	9.5	11.1
FY 22E	49,483	16.0	39.7	40.0	13.0	8.2	12.0	14.2

Source: Bloomberg, ICICI Direct Research

Exhibit 12: Shareholding pattern

(in %)	Mar-19	Jun-19	Sep-19	Dec-19	Mar-20
Promoter	21.5	19.9	19.8	19.9	19.9
FII	31.3	34.5	34.2	34.0	33.9
DII	23.4	24.1	27.8	34.2	28.1
Others	23.8	21.6	18.1	22.0	18.1

Source: Company, ICICI Direct Research

Financial Summary

Exhibit 13: Profit and loss statement				
	₹ crore			
(Year-end March)	FY19	FY20P	FY21E	FY22E
Total operating income	53,614.0	45,487.8	42,644.8	49,482.7
Growth (%)	10.1	-15.2	-6.2	16.0
Raw Material Expenses	38,256.5	31,632.6	29,436.9	34,086.5
Employee Expenses	2,980.2	2,880.1	2,826.1	2,880.2
Other Expenses	5,737.7	5,177.1	4,958.6	5,428.2
Total Operating Expenditure	46,974.4	39,689.8	37,221.6	42,395.0
EBITDA	6,639.6	5,798.0	5,423.2	7,087.8
Growth (%)	6.7	-12.7	-6.5	30.7
Depreciation	1,860.4	2,222.6	2,281.5	2,474.1
Interest	113.4	113.3	124.3	125.3
Other Income	1,689.0	1,667.8	1,695.3	2,111.3
PBT	6,354.8	5,129.9	4,712.7	6,599.7
Others (incl exceptional item)	29.7	2,014.0	0.0	0.0
Total Tax	1,529.0	1,785.5	1,187.6	1,663.1
PAT	4,796.1	1,330.4	3,525.1	4,936.6
Adjusted PAT	4,818.6	2,190.4	3,525.1	4,936.6
Growth (%)	10.1	-72.3	165.0	40.0
EPS (₹)	38.6	10.7	28.4	39.7

Source: Company, ICICI Direct Research

Exhibit 14: Cash flow statement				
	₹ crore			
(Year-end March)	FY19	FY20P	FY21E	FY22E
Profit after Tax	4,796.1	3,344.4	3,525.1	4,936.6
Add: Depreciation	1,860.4	2,222.6	2,281.5	2,474.1
(Inc)/dec in Current Assets	-1,803.9	2,621.7	320.7	-1,264.8
Inc/(dec) in CL and Provisions	1,230.8	-3,812.7	-1,104.3	1,290.2
CF from operating activities	6,083.4	4,376.0	5,023.0	7,436.1
(Inc)/dec in Investments	-1,341.3	82.3	-3,000.0	-4,000.0
(Inc)/dec in Fixed Assets	-3,373.7	-4,125.1	-1,500.0	-2,000.0
Others	734.7	791.7	10.7	-25.7
CF from investing activities	(3,980.4)	(3,251.1)	(4,489.3)	(6,025.7)
Issue/(Buy back) of Equity	-195.9	-94.0	0.0	0.0
Inc/(dec) in loan funds	-384.1	451.7	350.0	-300.0
Dividend paid & dividend tax	-1,268.1	-350.6	-745.9	-994.6
Others	582.9	-627.3	0.0	0.0
CF from financing activities	(1,265.2)	(620.1)	(395.9)	(1,294.6)
Net Cash flow	837.8	504.8	137.8	115.8
Opening Cash	2,893.7	3,731.5	4,236.4	4,374.2
Closing Cash	3,731.5	4,236.4	4,374.2	4,490.0

Source: Company, ICICI Direct Research

Exhibit 15: Balance Sheet				
	₹ crore			
(Year-end March)	FY19	FY20P	FY21E	FY22E
Liabilities				
Equity Capital	595.8	596.5	596.5	596.5
Reserve and Surplus	33,613.4	33,871.3	36,650.5	40,592.5
Total Shareholders funds	34,209.2	34,467.8	37,247.0	41,189.0
Total Debt	2,480.3	2,932.0	3,282.0	2,982.0
Deferred Tax Liability	634.1	1,408.2	1,408.2	1,408.2
Others	1,487.9	1,621.2	1,519.9	1,763.6
Total Liabilities	38,811.5	40,429.3	43,457.1	47,342.9
Assets				
Gross Block	21,974.6	24,510.1	28,019.5	30,019.5
Less: Acc Depreciation	11,892.9	14,115.5	16,397.0	18,871.1
Net Block	10,081.7	10,394.6	11,622.5	11,148.4
Capital WIP	2,419.8	4,009.5	2,000.0	2,000.0
Total Fixed Assets	12,501.5	14,404.0	13,622.5	13,148.4
Other investments	19,032.1	17,748.5	20,248.5	22,248.5
Liquid Investments	3,002.4	2,189.7	2,689.7	4,689.7
Inventory	3,839.3	3,400.9	2,920.9	3,389.2
Debtors	3,946.3	2,999.0	3,271.4	3,795.9
Loans and Advances	673.4	512.0	480.0	557.0
Other current assets	2,321.8	1,297.0	1,215.9	1,410.9
Cash	3,731.5	4,236.4	4,374.2	4,490.0
Total Current Assets	15,068.6	12,951.7	12,768.8	14,149.4
Creditors	9,678.2	6,785.8	5,841.8	6,778.5
Provisions	688.7	595.6	512.7	594.9
Total Current Liabilities	10,366.9	7,381.4	6,354.5	7,373.4
Net Current Assets	4,701.8	5,570.3	6,414.3	6,776.1
Application of Funds	38,811.5	40,429.3	43,457.1	47,342.9

Source: Company, ICICI Direct Research

Exhibit 16: Key ratios				
(Year-end March)	FY19	FY20P	FY21E	FY22E
Per share data (₹)				
EPS	38.6	10.7	28.4	39.7
Cash EPS	53.5	28.6	46.7	59.6
BV	275.2	277.3	299.6	331.3
DPS	8.5	2.4	6.0	8.0
Cash Per Share	30.0	34.1	35.2	36.1
Operating Ratios (%)				
EBITDA Margin	12.4	12.7	12.7	14.3
PBT / Net sales	8.9	7.9	7.4	9.3
PAT Margin	8.9	2.9	8.3	10.0
Inventory days	26.1	27.3	25.0	25.0
Debtor days	26.9	24.1	28.0	28.0
Creditor days	65.9	54.5	50.0	50.0
Return Ratios (%)				
RoE	14.1	6.4	9.5	12.0
RoCE	16.7	13.0	11.1	14.2
RoIC	17.7	13.1	9.9	13.8
Valuation Ratios (x)				
P/E	13.3	48.1	18.2	13.0
EV / EBITDA	9.0	10.4	11.1	8.2
EV / Net Sales	1.1	1.3	1.4	1.2
Market Cap / Sales	1.2	1.4	1.5	1.3
Price to Book Value	1.9	1.9	1.7	1.6
Solvency Ratios				
Debt/Equity	0.1	0.1	0.1	0.1
Current Ratio	0.8	0.9	1.0	1.0
Quick Ratio	0.5	0.5	0.6	0.6

Source: Company, ICICI Direct Research

Exhibit 17: ICICI Direct coverage universe (Auto & Auto Ancillary)

Sector / Company	CMP	TP	Rating	M Cap	EPS (₹)			P/E (x)			EV/EBITDA (x)			RoCE (%)			RoE (%)		
	(₹)	(₹)		(₹ Cr)	FY20E	FY21E	FY22E	FY20E	FY21E	FY22E	FY20E	FY21E	FY22E	FY20E	FY21E	FY22E	FY20E	FY21E	FY22E
Apollo Tyre (APOTYR)	105	100	Hold	6,006	8.3	2.4	7.6	12.6	44.2	13.8	6.2	5.8	4.5	4.8	3.5	6.1	4.8	1.2	4.3
Ashok Leyland (ASHLEY)	52	55	Buy	15,221	1.2	1.7	3.2	44.7	30.6	16.2	13.2	11.5	7.8	6.0	7.0	11.9	4.7	5.7	10.4
Bajaj Auto (BAAUTO)	2,780	2,840	Hold	80,445	176.3	134.9	162.1	15.8	20.6	17.2	12.7	15.8	12.1	23.8	23.2	25.1	25.6	17.7	19.1
Bharat Forge (BHAFOR)	350	320	Hold	16,295	10.8	7.0	12.7	32.3	49.8	27.6	16.3	18.9	14.0	8.4	6.3	9.4	9.4	5.7	9.8
Eicher Motors (EICMOT)	16,860	18,070	Hold	45,960	670.4	495.4	690.9	25.1	34.0	24.4	19.3	24.1	16.9	22.5	15.9	19.1	18.3	12.2	14.9
Escorts (ESCORT)	975	1,020	Buy	11,952	39.6	40.8	50.3	24.6	23.9	19.4	16.3	15.7	12.6	18.9	13.3	14.2	14.2	10.1	11.1
Exide Industries (EXIIND)	155	170	Hold	13,175	9.7	8.1	9.7	16.0	19.1	16.1	9.5	10.1	8.5	16.7	13.8	15.2	13.4	10.3	11.4
Hero Moto (HERHON)	2,400	2,500	Hold	47,928	181.9	109.8	147.6	13.2	21.9	16.3	10.6	14.0	10.2	26.5	18.7	23.2	22.7	14.5	17.9
M&M (MAHMAH)	515	600	BUY	64,025	10.7	28.4	39.7	48.1	18.2	13.0	10.4	11.1	8.2	13.0	11.1	14.2	6.4	9.5	12.0
Maruti Suzuki (MARUTI)	5,550	4,650	Reduce	1,67,654	187.1	138.4	194.4	29.7	40.1	28.5	18.2	21.5	15.3	7.4	4.8	7.9	11.7	8.2	10.6
Minda Industries (MININD)	287	300	Buy	7,525	7.0	7.6	11.8	40.9	37.6	24.3	13.1	11.7	9.4	11.3	11.8	15.0	11.5	11.6	15.4
Tata Motors (TATMOT)	105	85	Hold	38,378	-9.1	-2.4	9.1	NM	NM	11.5	4.5	4.4	3.6	4.6	5.7	8.5	0.0	2.6	9.3

Source: Bloomberg, ICICI Direct Research

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Reduce: -15% to -5%;

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