

## Notable cash savings, demand outlook uncertain

Tata Motors (TML) reported a muted performance in Q1FY21. Consolidated net sales were at ₹ 31,983 crore, down 48% YoY (India down 80%, JLR down 44%) tracking 81.5% YoY volume decline in standalone and 45% YoY volume decline at JLR operations. Reported EBITDA margins were at 2.6%, down 330 bps QoQ amid 125 bps sequential dip in JLR margins to 3.5%. Consequent consolidated loss after tax was at ₹ 8,444 crore, with JLR PBT loss at ₹ 413 million and standalone loss at ₹ 2,191 crore.

## Strong "Project Charge+" delivery fuels margin optimism

JLR cost and cash savings programme Project Charge+ continued to deliver handsomely in the Covid-impacted quarter. Savings of ₹ 1.2 billion (₹ 500 million in costs - of which large part was structural in nature, ₹ 400 million in inventory, ₹ 300 million in investment reductions) in Q1FY21 brought lifetime total to ₹ 4.7 billion. The company raised targeted savings by ₹ 1 billion to ₹ 6 billion, with remainder sought to be achieved in areas of investments, inventory, material costs, warranty, VME, other overheads. Consistently faster than promised Charge+ progress makes us optimistic about JLR's future margin trajectory, although pick-up in production in coming months would stunt present furlough, some other benefits. We build 10%, 12.5% EBITDA margins at JLR in FY21E, FY22E, respectively. Similar India programme delivered ₹ 1,020 crore in cash savings in Q1FY21. The company remains confident of achieving ₹ 6,000 crore cash savings target in FY21E.

## FCF guidance –real positive; demand recovery still uncertain

JLR's Q1FY21 negative FCF (₹ 1.2 billion) was ₹ 500 million better than previous guidance (included ₹ 1.1 billion in working capital outflows – expected to reverse as production ramps up) while India negative FCF of ₹ 4,300 crore was lower than guidance by ₹ 700 crore. Amid ongoing focus on costs, capex, both businesses committed to turning FCF positive (JLR from FY22E in sustainable manner, standalone from FY21E) while also reducing debt levels from FY22E onwards. However, outlook on volume growth remains clouded by the evolving pandemic situation in different geographies. For JLR, China is set to continue to drive sequential improvement (buoyed further by Defender launch) while in India, we expect CV business to remain a laggard. Strong product portfolios in JLR and India PV business, however, are positives. JLR will continue to ramp up its hybrid & electric offerings, having lined up four plug in hybrids, six mild hybrids for launch by the end of FY21E.

## Valuation & Outlook

For TML we build 4.5% sales CAGR in FY20P-22E, with FY22E profit of ₹ 2,848 crore. While TML's cost, cash flow focus is encouraging, pace of demand recovery remains an unknown. We await green shoots of revival before turning decisively positive. We value TML at ₹ 115 on SOTP basis i.e. 10x & 3.5x EV/EBITDA (FY22E) to TML standalone business & JLR, respectively, retaining our **HOLD** rating on the stock.

### Key Financial Summary

Key Financials	FY18	FY19	FY20P	FY21E	FY22E	CAGR (FY20P-22E)
Net Sales	2,94,619.2	3,01,938.4	2,61,068.0	2,46,335.6	2,84,834.2	4.5%
EBITDA	38,058.3	29,794.8	23,914.1	24,689.2	35,806.3	22.4%
EBITDA Margins (%)	12.9	9.9	9.2	10.0	12.6	
Net Profit	9,091.4	(28,724.2)	(11,975.4)	(9,406.0)	2,848.2	LP
EPS (₹)	26.8	(84.6)	(32.8)	(24.6)	7.4	
P/E	3.9	(1.2)	(3.2)	(4.3)	14.1	
RoNW (%)	9.5	(47.3)	(18.7)	(16.5)	4.8	
RoCE (%)	8.6	3.7	1.4	1.1	6.8	

Source: ICICI Direct Research, Company

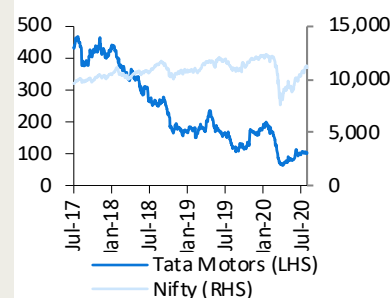
## TATA MOTORS

Connecting Aspirations

### Particulars

Particular	₹ crore
Market Capitalization	38,378
Total Debt (FY 20P)	1,15,492
Cash and Inv. (FY 20P)	44,588
EV (FY 20P)	1,09,282
52 week H/L (₹)	202 / 64
Equity capital (₹ crore)	719.5
Face value (₹)	2.0

### Price chart



### Key Highlights

- Consolidated Q1FY21 revenues down 48%, tracking 80% drop in standalone operations and 44% decline at JLR
- JLR margins down 125 bps QoQ to 3.5% amid negative operating leverage. Consolidated margins at new low of 2.6%
- Consistently strong progress on Project Charge+ delivery in cost & cash savings to help augment JLR margins going forward
- Commitment to turning FCF positive, lowering debt welcome change while uncertain demand outlook prevails
- Maintain HOLD with revised target price of ₹ 115 (SOTP)

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Exhibit 1: Variance Analysis

	Q1FY21	Q1FY21E	Q1FY20	YoY (%)	Q4FY20	QoQ (%)	Comments
Total Operating Income	31,983	30,440	61,467	-48.0	62,493	-48.8	Total operating revenues came in ahead of estimates tracking beat on ASP's both in the domestic operations as well as at JLR
Raw Material Expenses	19,921	19,309	39,775	-49.9	40,810	-51.2	
Employee Expenses	5,694	5,678	7,720	-26.2	7,699	-26.0	Employee costs at <18% of sales were after government grant for JLR furloughs
Other expenses	7,443	6,854	14,289	-47.9	14,899	-50.0	
Operating Profit (EBITDA)	832	640	3,789	-78.1	3,660	-77.3	
EBITDA Margin (%)	2.6	2.1	6.2	-357 bps	5.9	326 bps	EBITDA margins came in higher tracking beat on margins in the standalone operations
Depreciation	5,599	5,338	5,112	9.5	5,815	-3.7	Depreciation and interest costs were broadly on expected lines
Interest	1,877	1,834	1,712	9.7	1,953	-3.9	
Product dev. Expenses	1,095	626	794	37.9	1,287	-14.9	
Tax	2,200	(1,325)	196	1,022.3	358	514.1	Tax includes one time non cash charge on account of re-measurement of DTA/DTL at JLR
PAT	(8,444)	(5,515)	(3,680)	129.5	(9,864)	-14.4	
EPS	(22.1)	(14.4)	(10.2)	115.6	(27)	-18.3	PAT was worse-off tracking positive tax rate despite loss at the PBT level
<b>Key Metrics</b>							
JLR sales ( mn GBP)	2,859	2,920	5,074	(43.7)	5,426	(6.5)	JLR sales were broadly inline tracking lower volumes and higher than anticipated ASP's
JLR margins (%)	3.5	6.0	4.2	-67 bps	4.8	124 bps	Margins came in muted at JLR at 3.5%
JLR PAT (mn GBP)	(648.0)	(270.6)	(402.0)	61.2	(539.0)	(25.4)	PAT was worse-off tracking exceptional tax numbers
Domestic revenues (₹ crore)	2,687	2,325	13,352	(79.9)	9,733	(72.4)	Domestic revenues came in higher tracking sequential growth in ASP's despite adverse product mix (steep MGHCV volume drop)
Domestic margins (%)	(26.2)	(38.4)	6.4	3263 bps	(4.4)	183 bps	Domestic margins came in better tracking tight cost control measures
Domestic PAT (₹ crore)	(2,191)	(1,579)	(97)	-2,156.1	(4,871)	(55.0)	PAT decline however was steep on tracking adverse standalone tax rate

Source: Company, ICICI Direct Research

Exhibit 2: Change in estimates

(₹ Crore)	FY21E			FY22E			Comments
	Old	New	% Change	Old	New	% Change	
Revenue	2,37,666	2,46,336	3.6	2,77,255	2,84,834	2.7	Marginally tweaked topline estimates. We expect sales at Tata Motors to grow at a CAGR of 4.5% over FY20-22E, partially supported by depreciating INR
EBITDA	17,954	24,689	37.5	32,202	35,806	11.2	
EBITDA Margin (%)	7.6	10.0	242 bps	11.6	12.6	97 bps	Impressive performance on project charge + coupled with ambitious costs saving measures being undertaken at JLR leads to upward revision in margin estimates for FY21E and FY22E
PAT	-10,477	-9,406	NM	922	2,848	208.9	
EPS (₹)	(27.4)	(24.6)	NM	2.4	7.4	208.9	EPS estimates gets revised upward primarily tracking improvement in EBITDA margin estimates

Source: ICICI Direct Research

Exhibit 3: Assumptions

Units	FY18	FY19	FY20	FY21E	FY22E	Comments
<b>JLR</b>						
Jaguar Sales Volume	1,76,246	1,77,450	1,44,270	1,19,050	1,36,907	
Land Rover Sales Volume	4,57,264	3,87,856	3,81,132	3,40,117	3,91,135	
<b>Total JLR Sales Volume</b>	<b>6,33,510</b>	<b>5,65,306</b>	<b>5,25,402</b>	<b>4,59,167</b>	<b>5,28,042</b>	We expect sales volume to remain largely flat on CAGR basis at JLR over FY20-22E, wherein we have build in 13% YoY volume decline in FY21E amidst high dealer inventory and build in 15% YoY growth thereafter in FY22E.
<b>Growth (YoY, %)</b>		<b>-11%</b>	<b>-7%</b>	<b>-13%</b>	<b>15%</b>	
<b>India</b>						
M&HCV	1,90,367	2,28,116	1,26,258	89,383	1,11,729	
LCV	2,59,072	2,88,128	2,13,658	1,62,663	2,03,329	
PV	1,89,619	2,15,697	1,32,868	1,17,511	1,46,888	
<b>Total India Sales Volume</b>	<b>6,39,058</b>	<b>7,31,941</b>	<b>4,72,784</b>	<b>3,69,557</b>	<b>4,61,946</b>	Indian operations are seen muted in the near term particularly in the CV segment with PV segment expected to out-perform courtesy impressive product profile. We expect sales volume in Indian operations to grow at a CAGR of -1.2% over FY20-22E
<b>Growth (YoY, %)</b>		<b>15%</b>	<b>-35%</b>	<b>-22%</b>	<b>25%</b>	

Source: Company, ICICI Direct Research

## Conference call highlights

### Management outlook and guidance

- For JLR, while demand outlook remains uncertain, Q2FY21E is expected to be better than Q1FY21 at both revenue and profitability level (albeit still in red). However, wholesale volumes in Q2FY21 will lag retail due (high inventory).
- The company expects domestic M&HCV industry volumes at ~15,000 units for Q2FY21E. For the full year, ILCV segment is expected to post lower YoY decline than M&HCV
- **JLR expects to be FCF positive over remainder of FY21E and sustainably so from FY22E onwards. Standalone business is also expected to be FCF positive from FY21E onwards**

### JLR operations

- China retail volume dip was limited to 2.5% YoY (with Land Rover up 11.6%) while North America, UK and Europe declined 32.1% YoY, 69.5% YoY and 59.1% YoY, respectively
- New Defender wholesale volumes were at 7900 units, with order book at 30,000 units
- JLR PBT loss was at £413 million (vs. £395 million loss in base quarter), with volume decline to blame for much of the deterioration. Structural cost savings and exchange related gains mitigated some of the drop
- An ~80% of tax charge in JLR books in Q1FY21 (non-cash) relates to UK losses recorded as DTA
- Chery JLR JV in China achieved breakeven profits for the quarter
- Warranty costs at ~3.9% of sales are at a sustainable threshold
- **JLR FCF outflow for the quarter were at £1.5 billion, of which £1.1 billion was related to one-time working capital outflows (largely payables).** The company expects flows to come back once inventories get utilised and production begins in earnest. **FCF performance was £500 million better off than previous guidance**
- Investment spends came in at £548 million. **The company expects to spend £2.5 billion on JLR capex for FY21E**
- Total 98% of JLR's global dealers are open either partially or fully. Solihull (UK) and Nitra (Slovakia) plants are operating on double shift basis, with Castle Bromwich (UK) plant set to resume production from August 10.
- JLR inventory is at ~90 days of sales as of June vs. ideal levels of 55 days. It had ballooned to >140 days in March
- Electrification progress is on course. The company currently has one battery electric vehicle (I Pace) along with four plug-in hybrids i.e. PHEV and five mild hybrids i.e. MHEV on its roster. It would add four PHEVs and six MHEVs by the end of FY21E
- Also, ~25% of JLR's EV sales are in Germany. It expects subsidy-linked EV sales to pick up in Europe

### Indian operations

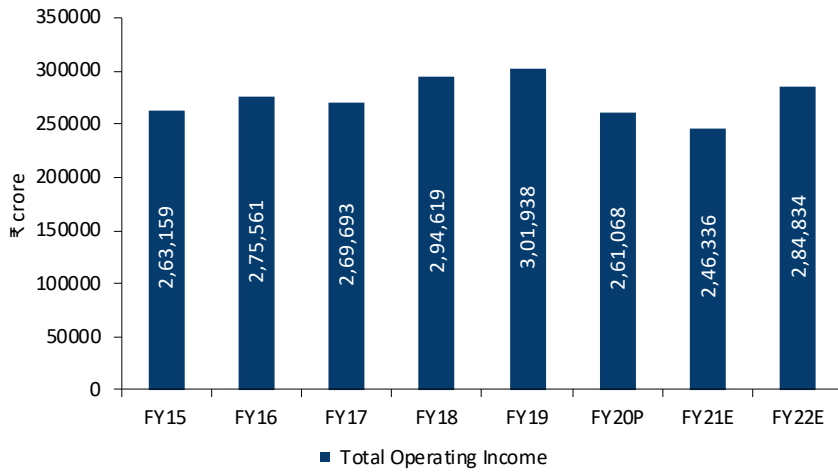
- India PBT loss at ₹ 2,141 crore was almost entirely on account of volume drop and mix deterioration
- **Standalone FCF outflow of ₹ 4,300 crore was lower than earlier guidance of ₹ 5,000 crore.** It included one-time working capital outflow of ₹ 3,125 crore, largely related to payments to suppliers
- Capex spend for the quarter was at ₹ 492 crore, with **FY21E capex guidance at ₹ 1,500 crore**
- CV financing remains an area of concern amid financiers turning cautious (higher LTVs) while prices of products has increased under BS-VI. Freight movement has improved after unlock programme but driver availability is an issue. Financing and driver availability, however, are both improving in recent weeks. With offices and schools remaining shut in many parts of the country, bus demand is weak currently. On a positive note, workshop job cards are at pre Covid levels
- PV market share improved substantially to 9.5% as of Q1FY21 vs. 4.8% as of FY20
- **CV plants are at ~20% utilisation levels presently, with PV utilisation levels at ~60-70%**

### Capex and costs

- **Project Charge+ delivered £1.2 billion worth of cost and cash savings in Q1FY21. Of the £500 million cost reductions, large part was structural in nature. This brings lifetime Charge and Charge+ savings to £4.7 billion**
- **JLR raised targeted savings to £6 billion (vs. £5 billion earlier). 50% of the remaining savings are to be via cash improvements (capex and inventory) and 50% are to be via cost improvements (sales mix, VME, warranty, material costs, other overheads)**
- **In India, the company delivered ₹ 1,020 crore of cash savings during Q1FY21. Its full year target is ₹ 6,000 crore.**

## Financial story in charts

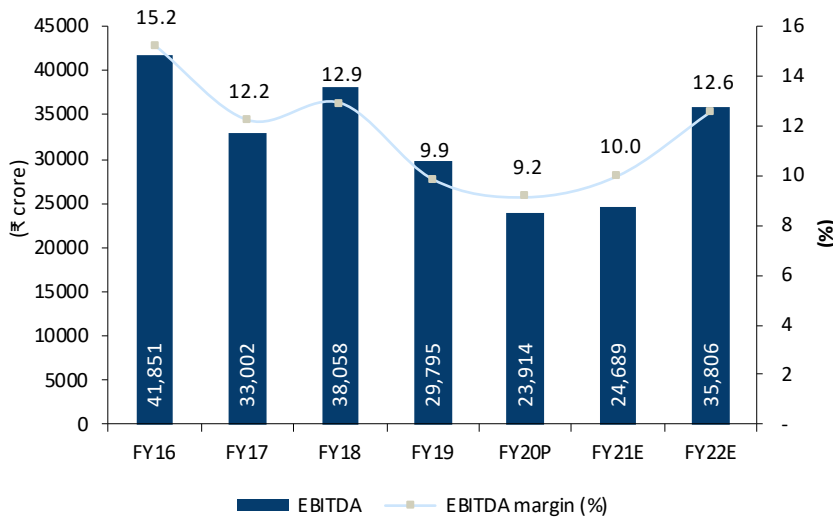
Exhibit 4: Topline trend



We expect sales to grow at 4.5% CAGR over FY20P-22E to ₹ 2.84 lakh crore, with JLR & India volume CAGR seen at flattish and -1.2%, respectively

Source: Company, ICICI Direct Research

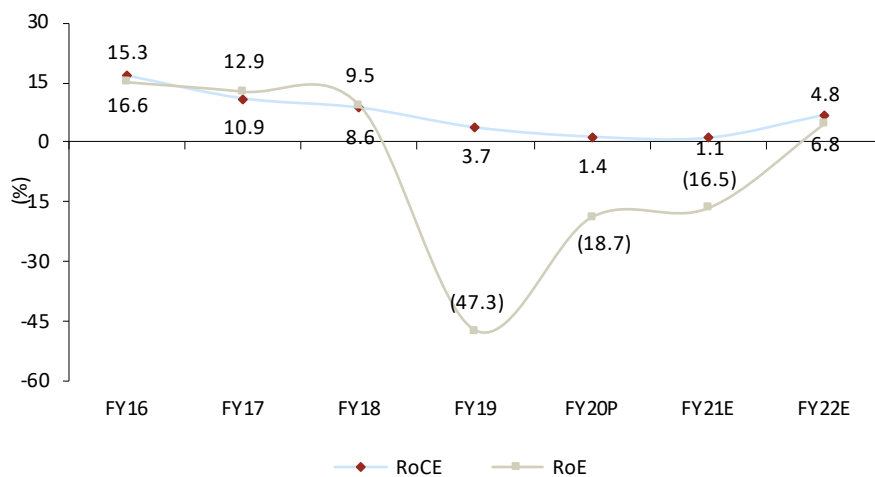
Exhibit 5: Consolidated EBITDA margin profile



EBITDA margins expected to continue upward trend in FY21E and FY22E courtesy continued progress on cost savings in JLR and India

Source: Company, ICICI Direct Research

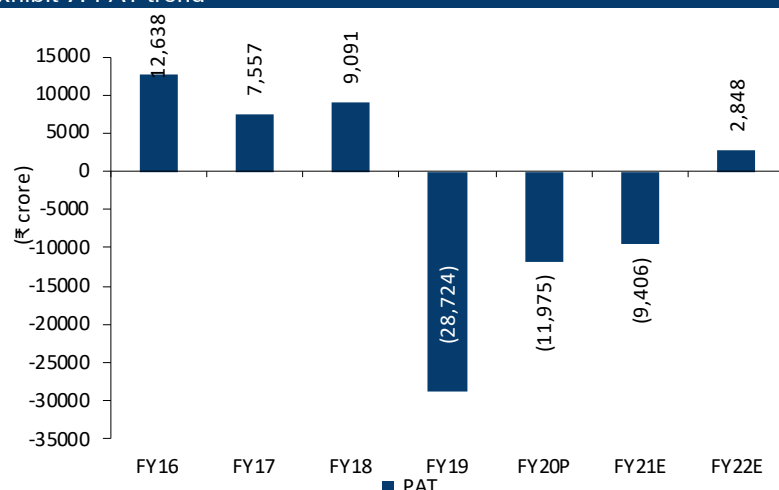
Exhibit 6: Return ratio profile



RoCE expected to improve to ~6.8% by FY22E tracking margin improvement

Source: Company, ICICI Direct Research

Exhibit 7: PAT trend



We expect TML to report PAT of ₹ 2,848 crore in FY22E

Source: Company, ICICI Direct Research

Exhibit 8: Valuation as per SOTP method

	Parameters	Basis	Multiple	Per Share
Tata Motors Core business	FY22E EV/EBITDA	2,663	10.0	25
JLR	FY22E AdjEV/EBITDA	25,505	3.5	80
Other Investments	0.8x P/B on FY20P	5,447	0.8	10
<b>Total value per share</b>				<b>115</b>

Source: Reuters, ICICI Direct Research

Exhibit 9: Valuation Summary

	Sales (₹ cr)	Growth (%)	EPS (₹)	Growth (%)	PE (x)	EV/EBITDA (x)	RoNW (%)	RoCE (%)
FY 18	2,94,619	9.2	26.8	20.3	3.9	2.0	9.5	8.6
FY 19	3,01,938	2.5	(84.6)	NA	NM	3.4	-47.3	3.7
FY 20P	2,61,068	-13.5	(32.8)	NA	NM	4.6	-18.7	1.4
FY 21E	2,46,336	-5.6	(24.6)	NA	NM	4.8	-16.5	1.1
FY 22E	2,84,834	15.6	7.4	NA	14.1	3.2	4.8	6.8

Source: Bloomberg, ICICI Direct Research

Exhibit 10: Shareholding pattern

(in %)	Jun-19	Sep-19	Dec-19	Mar-20	Jun-20
Promoter	38.4	38.4	41.7	42.4	42.4
FII	23.1	19.0	18.3	16.8	15.6
DII	12.3	15.5	14.9	13.5	13.2
Others	26.2	27.1	25.1	27.3	28.8

Source: Bloomberg, ICICI Direct Research

## Financial Summary

Exhibit 11: Profit and loss statement				
	₹ crore			
(Year-end March)	FY19	FY20P	FY21E	FY22E
<b>Total operating income</b>	<b>3,01,938</b>	<b>2,61,068</b>	<b>2,46,336</b>	<b>2,84,834</b>
Growth (%)	2.5	-13.5	-5.6	15.6
Raw Material Expenses	1,96,321	1,67,131	1,59,192	1,82,623
Employee Expenses	33,244	30,439	27,569	29,880
Marketing Expenses	62,238	57,087	51,624	55,040
Capitalised Expenses	-19,660	-17,503	-16,739	-18,514
Total Operating Expenditure	2,72,144	2,37,154	2,21,646	2,49,028
<b>EBITDA</b>	<b>29,795</b>	<b>23,914</b>	<b>24,689</b>	<b>35,806</b>
Growth (%)	-21.7	-19.7	3.2	45.0
Product dev Expenses	4225	4189	4225	4224
Depreciation	23591	21425	22663	23356
Interest	5759	7243	7515	7380
Other Income	2965	2973	2463	2652
<b>PBT</b>	<b>2,505</b>	<b>(3,520)</b>	<b>(3,895)</b>	<b>6,809</b>
Minority Interest	0	0	0	0
Total Tax	-2437	395	1814	517
<b>Reported PAT</b>	<b>(28,724)</b>	<b>(11,975)</b>	<b>(9,406)</b>	<b>2,848</b>
Growth (%)	-416.0	-58.3	-21.5	-130.3
<b>EPS (₹)</b>	<b>(84.6)</b>	<b>(32.8)</b>	<b>(24.6)</b>	<b>7.4</b>

Source: Company, ICICI Direct Research

Exhibit 12: Cash flow statement				
	₹ crore			
(Year-end March)	FY19	FY20P	FY21E	FY22E
Profit after Tax	(28,724)	(11,975)	(9,406)	2,848
Add: Depreciation	23,591	21,425	22,663	23,356
(Inc)/dec in Current Assets	4,945	6,254	7,335	(7,854)
Inc/(dec) in CL and Provisions	(5,213)	(1,978)	(5,136)	15,686
Others	27,838	4,500	-	-
<b>CF from operating activities</b>	<b>22,437</b>	<b>18,225</b>	<b>15,456</b>	<b>34,037</b>
(Inc)/dec in Investments	-	-	-	-
(Inc)/dec in Fixed Assets	(32,468)	(41,007)	(26,000)	(30,000)
Others	(2,633)	3,878	(1,456)	247
<b>CF from investing activities</b>	<b>(35,101)</b>	<b>(37,129)</b>	<b>(27,456)</b>	<b>(29,753)</b>
Issue/(Buy back) of Equity	-	40	46	-
Inc/(dec) in loan funds	17,225	9,317	9,500	(4,000)
Dividend paid & dividend tax	-	-	-	-
Inc/(dec) in Sec. premium	-	2,984	3,424	-
Others	(6,526)	7,641	(868)	-
<b>CF from financing activities</b>	<b>10,699</b>	<b>19,982</b>	<b>12,103</b>	<b>(4,000)</b>
Net Cash flow	(1,965)	1,078	103	284
Opening Cash	34,614	32,649	33,727	33,830
<b>Closing Cash</b>	<b>32,649</b>	<b>33,727</b>	<b>33,830</b>	<b>34,114</b>

Source: Company, ICICI Direct Research

Exhibit 13: Balance Sheet				
	₹ crore			
(Year-end March)	FY19	FY20P	FY21E	FY22E
<b>Liabilities</b>				
Equity Capital	679	720	766	766
Reserve and Surplus	59,500	61,491	55,509	58,357
<b>Total Shareholders funds</b>	<b>60,180</b>	<b>62,211</b>	<b>56,275</b>	<b>59,123</b>
Total Debt	1,06,175	1,15,492	1,24,992	1,20,992
Deferred Tax Liability	1,491	1,942	1,832	2,119
Long term provisions	11855	14737	13905	16078
Minority Interest / Others	17,238	19,462	17,591	20,213
<b>Total Liabilities</b>	<b>1,96,939</b>	<b>2,13,844</b>	<b>2,14,596</b>	<b>2,18,526</b>
<b>Assets</b>				
Gross Block	2,74,314	3,11,583	3,42,583	3,77,583
Less: Acc Depreciation	1,63,827	1,85,252	2,07,915	2,31,272
Net Block	1,10,487	1,26,330	1,34,667	1,46,311
Capital WIP	31,884	35,622	30,622	25,622
<b>Total Fixed Assets</b>	<b>1,42,370</b>	<b>1,61,952</b>	<b>1,65,289</b>	<b>1,71,933</b>
Investments	15,771	16,308	15,808	17,058
Inventory	39,014	37,457	31,720	36,677
Debtors	18,996	11,173	10,798	12,486
Loans and Advances	1,269	935	882	1,020
Other Current Assets	1,13,901	1,08,726	1,01,494	1,09,632
<b>Cash</b>	<b>32,649</b>	<b>33,727</b>	<b>33,830</b>	<b>34,114</b>
Total Current Assets	1,13,901	1,08,726	1,01,494	1,09,632
Creditors	68,514	63,627	60,740	70,233
Provisions	10,197	10,329	9,860	11,401
Total Current Liabilities	1,10,256	1,08,277	1,03,142	1,18,828
<b>Net Current Assets</b>	<b>3,645</b>	<b>448</b>	<b>(1,648)</b>	<b>(9,196)</b>
Deferred Tax Asset	5,151	5,458	5,150	5,955
<b>Application of Funds</b>	<b>1,96,939</b>	<b>2,13,844</b>	<b>2,14,596</b>	<b>2,18,526</b>

Source: Company, ICICI Direct Research

Exhibit 14: Key ratios				
(Year-end March)	FY19	FY20P	FY21E	FY22E
<b>Per share data (₹)</b>				
EPS	-84.6	-32.8	-24.6	7.4
Cash EPS	-15.1	25.9	34.6	68.4
BV	178.8	174.8	149.1	156.6
DPS	0.0	0.0	0.0	0.0
Cash Per Share	96.2	92.3	88.4	89.1
<b>Operating Ratios</b>				
EBITDA Margin (%)	9.9	9.2	10.0	12.6
PBT / Net sales (%)	2.1	1.0	0.8	4.4
PAT Margin (%)	-9.5	-4.6	-3.8	1.0
Inventory days	47.2	52.4	47.0	47.0
Debtor days	23.0	15.6	16.0	16.0
Creditor days	82.8	89.0	90.0	90.0
<b>Return Ratios (%)</b>				
RoE	-47.3	-18.7	-16.5	4.8
RoCE	3.7	1.4	1.1	6.8
RoIC	8.5	3.1	2.3	13.5
<b>Valuation Ratios (x)</b>				
P/E (adjusted)	8.3	NM	NM	5.8
EV / EBITDA	3.4	4.6	4.8	3.2
EV / Net Sales	0.3	0.4	0.5	0.4
Market Cap / Sales	0.1	0.1	0.2	0.1
Price to Book Value	0.6	0.6	0.7	0.7
<b>Solvency Ratios</b>				
Debt/EBITDA	3.6	4.8	5.1	3.4
Debt / Equity	1.7	1.8	2.2	2.0
Current Ratio	0.6	0.6	0.5	0.5
<b>Quick Ratio</b>	<b>0.3</b>	<b>0.2</b>	<b>0.2</b>	<b>0.2</b>

Source: Company, ICICI Direct Research

**Exhibit 15: 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)	110	100	Hold	6,292	8.3	2.4	7.6	13.2	46.3	14.4	6.3	6.0	4.7	4.8	3.5	6.1	4.8	1.2	4.3
Ashok Leyland (ASHLEY)	49	58	Hold	14,343	0.8	0.1	2.1	60.1	733.0	23.8	13.9	19.9	10.0	5.6	2.2	8.6	4.7	0.3	8.0
Bajaj Auto (BAAUTO)	3,004	3,210	Hold	86,927	176.2	136.9	173.5	17.0	21.9	17.3	13.7	16.6	12.1	23.8	23.3	26.6	25.6	17.9	20.2
Bharat Forge (BHAFOR)	382	300	Hold	17,785	7.5	0.0	10.0	50.9	NM	38.2	18.3	34.0	16.9	7.7	2.2	8.2	7.8	0.0	8.6
Eicher Motors (EICMOT)	20,640	18,070	Hold	56,265	670.4	495.4	690.9	30.8	41.7	29.9	24.0	30.1	21.3	22.5	15.9	19.1	18.3	12.2	14.9
Escorts (ESCORT)	1,134	1,300	Buy	13,901	39.6	46.1	54.5	28.6	24.6	20.8	19.2	16.2	13.6	18.9	15.0	15.2	14.2	11.2	11.8
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)	2,677	2,500	Hold	53,460	181.9	109.8	147.6	14.7	24.4	18.1	12.0	15.9	11.5	26.5	18.7	23.2	22.7	14.5	17.9
M&M (MAHMAH)	605	600	Buy	75,214	10.7	28.4	39.7	56.5	21.3	15.2	12.4	13.2	9.7	13.0	11.1	14.2	6.4	9.5	12.0
Maruti Suzuki (MARUTI)	6,260	5,300	Reduce	1,89,102	187.1	124.9	203.4	33.5	50.1	30.8	21.1	28.9	17.7	7.4	3.5	8.2	11.7	7.4	11.1
Minda Industries (MININD)	288	320	Buy	7,551	5.9	2.8	9.6	48.8	102.0	29.9	13.6	15.3	10.4	10.6	6.6	12.7	10.3	5.1	13.6
<b>Tata Motors (TATMOT)</b>	<b>105</b>	<b>115</b>	<b>Hold</b>	<b>38,378</b>	<b>-32.8</b>	<b>-24.6</b>	<b>7.4</b>	<b>NM</b>	<b>NM</b>	<b>14.1</b>	<b>4.6</b>	<b>4.8</b>	<b>3.2</b>	<b>1.4</b>	<b>1.1</b>	<b>6.8</b>	<b>-18.7</b>	<b>-16.5</b>	<b>4.8</b>

Source: Reuters, ICICI Direct Research

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Reduce: -15% to -5%;

Sell: <-15%



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