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Maruti Suzuki India

Refer to important disclosures at the end of this report

EBITDA below estimates; demand

outlook remains intact

- Q1 revenue declined by 1% (3-yr CAGR of 10%) to Rs265bn, in line with estimates. EBITDA fell by 21% gog (3-yr CAGR of -2%) to Rs19.1bn, 16% below estimates, mainly due to the higher-than-expected impact of commodity inflation. Management expects benefits of lower commodity prices and JPY depreciation to start reflecting in Q2.
- The pending order book is large at ~350,000 units, which includes ~70,000 units for Brezza and ~20,000 units for Grand Vitara. The upcoming launches include the Jimny off-roader, below-4m SUV and a mid-size SUV. We expect an 18% volume CAGR for FY22-24E.
- We reduce FY23E EPS by 4% due to lower other income, while broadly retaining FY24E/25E EPS estimates. We build in a strong revenue CAGR of 24% over FY22-24E, and expect EBITDA margin to expand to 10.7% in FY24E from 6.5% in FY22.
- Our positive view is underpinned by expectations of a cyclical upturn and market share recovery. We reaffirm Buy with a revised TP of Rs10,000 (Rs9,650 earlier), based on 27x core P/E on Sep'24E EPS (Jun'24E EPS earlier) and net cash of Rs1,610/share.
- EBITDA below estimates: Revenue declined by 1% qoq (3-yr CAGR of 10%) to Rs265bn (est.: Rs263.9bn), broadly in line with our estimates. Volume declined by 4%, while realization grew by 4%. Supply constraints impacted production by 51,000 units. EBITDA declined by 21% to Rs19.1bn (3-yr CAGR of -2%), 16% lower than estimates due to higher-than-expected commodity inflation, discounts and employee costs. EBITDA margin contracted by 190bps to 7.2% (est.: 8.7%). Management expects the benefits of lower commodity prices and JPY depreciation to start reflecting in Q2. Other income declined 81% gog to Rs885mn due to mark-to-market losses. Overall, adjusted PAT declined by 45% to Rs10.1bn (est.: Rs16.5bn), below estimates on lower operating profit and other
- MSIL to gain share on aggressive model action plan: After the recent launch of the Grand Vitara SUV, upcoming products within the next 18 months include Off-roader (Jimny), mid-size SUV and <4m crossover, which should fill major whitespaces in the company's SUV portfolio. New products have a volume potential of 18,000-25,000 units per month, and we have factored volumes of 74,000/222,000 units in our FY23/24 estimates. In addition, the launch of feature-rich new generation models of Baleno, Celerio, S-presso, Brezza, Alto, Ertiga and XL6 should support volumes. MSIL's market share should increase from 45% in FY22 to 47% in FY24E.
- Maintain Buy with a TP of Rs10,000, based on 27x core P/E on Sep'24E EPS and net cash of Rs1,610/share. Key downside risks include lower-than-expected demand in key geographies, failure of new products, rise in competitive intensity and adverse movement in commodity/currency rates.

Please see our sector model portfolio (Emkay Alpha Portfolio): Automobiles & Auto Ancillaries (Page 8)

Financial Snapshot (Standalone)

| (Rs mn) | FY21 | FY22 | FY23E | FY24E | FY25E |
|-------------------|----------|----------|-----------|-----------|-----------|
| Revenue | 7,03,325 | 8,82,956 | 11,73,614 | 13,62,139 | 15,13,449 |
| EBITDA | 53,453 | 57,012 | 1,09,085 | 1,45,346 | 1,64,957 |
| EBITDA Margin (%) | 7.6 | 6.5 | 9.3 | 10.7 | 10.9 |
| APAT | 42,297 | 37,663 | 77,584 | 1,10,148 | 1,26,204 |
| EPS (Rs) | 140.1 | 124.7 | 256.9 | 364.7 | 417.9 |
| EPS (% chg) | (25.1) | (11.0) | 106.0 | 42.0 | 14.6 |
| ROE (%) | 8.5 | 7.1 | 13.8 | 17.8 | 18.3 |
| P/E (x) | 61.8 | 69.4 | 33.7 | 23.7 | 20.7 |
| EV/EBITDA (x) | 40.8 | 38.5 | 19.8 | 14.4 | 12.3 |
| P/BV (x) | 5.1 | 4.8 | 4.5 | 4.0 | 3.6 |

CMP Rs 8,658 as of (July 27, 2022)

Target Price Rs 10,000 (A)

Rating BUY (■) **Upside** 15.5 %

| Change in Estimates | |
|-------------------------|--------------|
| EPS Chg FY23E/FY24E (%) | (4.2)/ (0.2) |
| Target Price change (%) | 3.6 |
| Target Period (Months) | 12 |
| Previous Reco | BUY |

Emkay vs Consensus

| EPS Estimates | | | | | | | | |
|----------------------|-------|----------|--|--|--|--|--|--|
| | FY23E | FY24E | | | | | | |
| Emkay | 256.9 | 364.7 | | | | | | |
| Consensus | 243.2 | 342.6 | | | | | | |
| Mean Consensus TP (1 | 2M) | Rs 9,204 | | | | | | |
| Stock Details | | | | | | | | |

| Otook Botano | |
|----------------------------|---------------|
| Bloomberg Code | MSIL IN |
| Face Value (Rs) | 5 |
| Shares outstanding (mn) | 302 |
| 52 Week H/L | 9,050 / 6,537 |
| M Cap (Rs bn/USD bn) | 2,615 / 32.73 |
| Daily Avg Volume (nos.) | 7,32,804 |
| Daily Avg Turnover (US\$ m | nn) 73.4 |
| | |

Shareholding Pattern Jun '22

| Promoters | 56.4% |
|-------------------|-------|
| FIIs | 21.9% |
| DIIs | 18.0% |
| Public and Others | 3.7% |

Price Performance

| (%) | 1M | 3M | 6M | 12M |
|---------------|-----|----|-----|-----|
| Absolute | 2 | 11 | (2) | 20 |
| Rel. to Nifty | (3) | 14 | 1 | 13 |

Relative price chart



Source: Bloomberg

This report is solely produced by Emkay Global. The following person(s) are responsible for the production of the recommendation:

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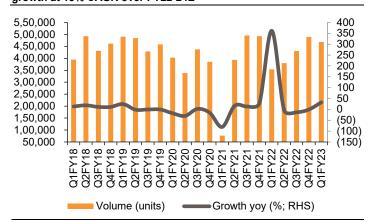
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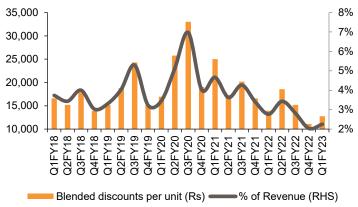
Story in Charts

Exhibit 1: Q1FY23 volumes at 467,931 units; expect robust volume growth at 18% CAGR over FY22-24E



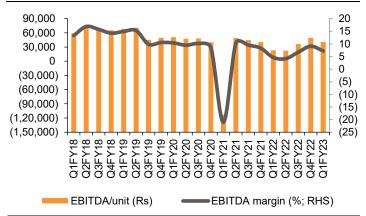
Source: Company, Emkay Research

Exhibit 3: Blended discounts/revenue higher by 20bps to 2.3% but still lower than last year level of 2.8%



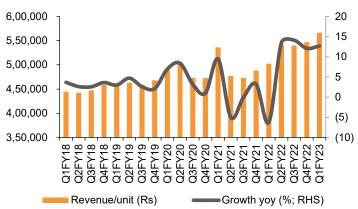
Source: Company, Emkay Research

Exhibit 5: EBITDA margin at 7.2%. Expect margins to improve going forward



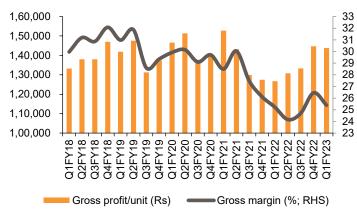
Source: Company, Emkay Research

Exhibit 2: Revenue/unit grew by 4% qoq to Rs566,319



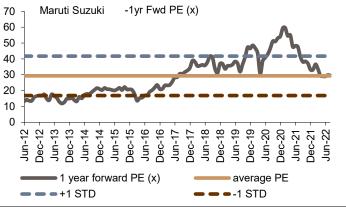
Source: Company, Emkay Research

Exhibit 4: Gross profit/unit stood at Rs143,816



Source: Company, Emkay Research

Exhibit 6: One-year forward P/E (average at 29x, +1 std at 42x and -1 std at 17x)



Earnings Call Highlights

- The pending order-book is large at ~350,000 units in the domestic market.
- The recently launched Brezza has received total bookings of 70,000 units. The top variants (Zxi and Zxi+) contributed more than 50% of the bookings.
- The recently unveiled Grand Vitara has pending order bookings of 20,000. Of this, 45% of the bookings are for hybrids.
- Export outlook remains positive. The company is benefiting from leveraging Suzuki's and Toyota's global distribution networks.
- Benefits of lower commodity prices and JPY depreciation are expected to reflect from Q2FY23.
- Marketing costs are expected to increase this year due to new launches.
- The IMT Kharkhoda plant will have a capacity of 250,000 vehicles. This can be expanded further and the commissioning of this plant is expected in 2025. The capex is planned at Rs110bn.
- JPY direct exposure stands at ~3% and indirect exposure was at JPY85bn.

Q1FY23 highlights

- Supply issues led to a production loss of ~51,000 units.
- Commodity inflation impact stood at ~200bps, which was partially offset by price increases (130bps).
- CNG contributed 20% of total sales.
- Blended discounts increased to Rs12,750/unit vs. Rs11,130/unit in Q4FY22 and 13,911 in Q1FY22.
- SMC production stood at 31% of volume.
- Royalty stood at 3.7%. The amount is being paid completely in rupees.
- Export revenue stood at Rs36.4bn vs. Rs35.1bn in Q4FY22.

Exhibit 7: Key assumptions: Revenue CAGR expected at 24% over FY22-24E

| Key revenue assumptions | FY20 | FY21 | FY22 | FY23E | FY24E | FY25E | CAGR FY22-24E |
|---------------------------|-----------|-----------|-----------|-----------|-----------|-----------|---------------|
| Volume (units) | | | | | | | |
| Domestic Passenger Cars | 1,085,646 | 981,658 | 954,609 | 1,183,600 | 1,247,441 | 1,309,813 | 14% |
| YoY % | (15.6) | (9.6) | (2.8) | 24.0 | 5.4 | 5.0 | |
| Domestic Utility Vehicles | 235,298 | 245,427 | 317,331 | 435,744 | 572,729 | 661,562 | 34% |
| YoY % | (10.9) | 4.3 | 29.3 | 37.3 | 31.4 | 15.5 | |
| Domestic Vans | 118,404 | 105,081 | 108,345 | 134,890 | 147,030 | 155,851 | 16% |
| YoY % | (33.7) | (11.3) | 3.1 | 24.5 | 9.0 | 6.0 | |
| Domestic LCVs | 21,778 | 29,556 | 34,240 | 37,963 | 42,139 | 45,510 | 11% |
| YoY % | (8.8) | 35.7 | 15.8 | 10.9 | 11.0 | 8.0 | |
| Total Domestic | 1,461,126 | 1,361,722 | 1,414,525 | 1,792,197 | 2,009,339 | 2,172,736 | 19% |
| YoY% | (16.7) | (6.8) | 3.9 | 26.7 | 12.1 | 8.1 | |
| Exports | 102,171 | 96,139 | 238,376 | 268,417 | 292,574 | 315,980 | 11% |
| YoY % | (6.0) | (5.9) | 147.9 | 12.6 | 9.0 | 8.0 | |
| Total | 1,563,297 | 1,457,861 | 1,652,901 | 2,060,613 | 2,301,913 | 2,488,717 | 18% |
| YoY% | (16.1) | (6.7) | 13.4 | 24.7 | 11.7 | 8.1 | |
| Realization (Rs/unit) | 483,661 | 482,436 | 534,186 | 569,546 | 591,742 | 608,124 | 5% |
| YoY% | 4.7 | (0.3) | 10.7 | 6.6 | 3.9 | 2.8 | |
| Revenue (Rs mn) | 756,106 | 703,325 | 882,956 | 1,173,614 | 1,362,139 | 1,513,449 | 24% |
| YoY% | (12.1) | (7.0) | 25.5 | 32.9 | 16.1 | 11.1 | |

Exhibit 8: Changes in estimates

| | FY23E | | | | FY24E | | | | FY25E | | | |
|-----------------|-----------|-----------|----------|---------|-----------|-----------|----------|---------|-----------|-----------|----------|--------|
| (Rs mn) | Earlier | Revised | % Change | % YoY | Earlier | Revised | % Change | % YoY | Earlier | Revised | % Change | % YoY |
| Volumes (Units) | 2,013,854 | 2,060,613 | 2.3 | 24.7 | 2,298,302 | 2,301,913 | 0.2 | 11.7 | 2,480,707 | 2,488,717 | 0.3 | 8.1 |
| Revenues | 1,137,600 | 1,173,614 | 3.2 | 32.9 | 1,343,020 | 1,362,139 | 1.4 | 16.1 | 1,490,185 | 1,513,449 | 1.6 | 11.1 |
| EBITDA | 109,483 | 109,085 | (0.4) | 91.3 | 146,095 | 145,346 | (0.5) | 33.2 | 165,324 | 164,957 | (0.2) | 13.5 |
| Margin (%) | 9.6 | 9.3 | (33) bps | 284 bps | 10.9 | 10.7 | (21) bps | 138 bps | 11.1 | 10.9 | (19) bps | 23 bps |
| PAT | 80,992 | 77,584 | (4.2) | 106.0 | 110,385 | 110,148 | (0.2) | 42.0 | 126,298 | 126,204 | (0.1) | 14.6 |
| EPS (Rs) | 268.2 | 256.9 | (4.2) | 106.0 | 365.5 | 364.7 | (0.2) | 42.0 | 418.2 | 417.9 | (0.1) | 14.6 |
| Core PAT | 61,349 | 61,641 | 0.5 | 180.4 | 87,232 | 87,363 | 0.1 | 41.7 | 99,873 | 100,188 | 0.3 | 14.7 |
| Core EPS (Rs) | 203.1 | 204.1 | 0.5 | 180.4 | 288.8 | 289.3 | 0.1 | 41.7 | 330.7 | 331.7 | 0.3 | 14.7 |

Source: Company, Emkay Research

Exhibit 9: Actual vs. Estimates (Q1FY23)

| (Do) | Actual | Estimates | | % Variation | | Comment | | |
|---------------------|---------|-----------|-----------|-------------|-----------|--|--|--|
| (Rs mn) | Actual | Emkay | Consensus | Emkay | Consensus | Comment | | |
| Revenues | 264,998 | 263,878 | 257,782 | 0.4 | 2.8 | Broadly in line with estimates | | |
| EBITDA | 19,121 | 22,886 | 22,171 | (16.5) | (13.8) | Lower than estimates due to higher-than-expected commodity inflation, discounts and employee costs | | |
| EBITDA Margin (%) | 7.2 | 8.7 | 8.6 | (146) bps | (139) bps | | | |
| Adjusted net profit | 10,128 | 16,454 | 15,696 | (38.4) | (35.5) | Below estimates due to lower operating profit and other income | | |

Source: Bloomberg, Company, Emkay Research

Exhibit 10: Quarterly financial summary

| Rs mn | Q1FY22 | Q2FY22 | Q3FY22 | Q4FY22 | Q1FY23 | YoY (%) | QoQ (%) |
|----------------------|---------|---------|---------|---------|---------|---------|---------|
| Revenue | 177,707 | 205,389 | 232,460 | 267,400 | 264,998 | 49.1 | (0.9) |
| Expenditure | 169,496 | 196,840 | 216,870 | 243,132 | 245,877 | 45.1 | 1.1 |
| as % of sales | 95.4 | 95.8 | 93.3 | 90.9 | 92.8 | | |
| Consumption of RM | 132,905 | 155,770 | 175,031 | 196,667 | 197,702 | 48.8 | 0.5 |
| as % of sales | 74.8 | 75.8 | 75.3 | 73.5 | 74.6 | | |
| Employee Cost | 10,643 | 9,622 | 9,699 | 10,258 | 11,584 | 8.8 | 12.9 |
| as % of sales | 6.0 | 4.7 | 4.2 | 3.8 | 4.4 | | |
| Other expenditure | 25,948 | 31,448 | 32,140 | 36,207 | 36,591 | 41.0 | 1.1 |
| as % of sales | 14.6 | 15.3 | 13.8 | 13.5 | 13.8 | | |
| EBITDA | 8,211 | 8,549 | 15,590 | 24,268 | 19,121 | 132.9 | (21.2) |
| Depreciation | 7,432 | 7,561 | 6,400 | 6,472 | 6,514 | (12.4) | 0.6 |
| EBIT | 779 | 988 | 9,190 | 17,796 | 12,607 | 1,518.4 | (29.2) |
| Other Income | 5,078 | 5,227 | 3,280 | 4,744 | 885 | (82.6) | (81.3) |
| Interest | 222 | 225 | 252 | 560 | 274 | 23.4 | (51.1) |
| PBT | 5,635 | 5,990 | 12,218 | 21,980 | 13,218 | 134.6 | (39.9) |
| Total Tax | 1,227 | 1,237 | 2,105 | 3,591 | 3,090 | 151.8 | (14.0) |
| Adjusted PAT | 4,408 | 4,753 | 10,113 | 18,389 | 10,128 | 129.8 | (44.9) |
| Extra ordinary items | - | - | - | - | - | | |
| Reported PAT | 4,408 | 4,753 | 10,113 | 18,389 | 10,128 | 129.8 | (44.9) |
| Adjusted EPS | 14.6 | 15.7 | 33.5 | 60.9 | 33.5 | 129.8 | (44.9) |

| Margins (%) | | | | | | (bps) | (bps) |
|--------------------|------|------|------|------|------|-------|-------|
| EBIDTA | 4.6 | 4.2 | 6.7 | 9.1 | 7.2 | 259 | (186) |
| EBIT | 0.4 | 0.5 | 4.0 | 6.7 | 4.8 | 432 | (190) |
| EBT | 3.2 | 2.9 | 5.3 | 8.2 | 5.0 | 182 | (323) |
| PAT | 2.5 | 2.3 | 4.4 | 6.9 | 3.8 | 134 | (306) |
| Effective Tax rate | 21.8 | 20.7 | 17.2 | 16.3 | 23.4 | 160 | 704 |

Key Financials (Standalone)

Income Statement

| Y/E Mar (Rs mn) | FY21 | FY22 | FY23E | FY24E | FY25E |
|----------------------------------|----------|----------|-----------|-----------|-----------|
| Revenue | 7,03,325 | 8,82,956 | 11,73,614 | 13,62,139 | 15,13,449 |
| Expenditure | 6,49,872 | 8,25,944 | 10,64,530 | 12,16,793 | 13,48,492 |
| EBITDA | 53,453 | 57,012 | 1,09,085 | 1,45,346 | 1,64,957 |
| Depreciation | 30,315 | 27,865 | 27,063 | 29,108 | 31,552 |
| EBIT | 23,138 | 29,147 | 82,022 | 1,16,238 | 1,33,405 |
| Other Income | 29,464 | 17,935 | 16,217 | 22,768 | 25,738 |
| Interest expenses | 1,008 | 1,259 | 1,259 | 1,322 | 1,388 |
| PBT | 51,594 | 45,823 | 96,980 | 1,37,684 | 1,57,755 |
| Tax | 9,297 | 8,160 | 19,396 | 27,537 | 31,551 |
| Extraordinary Items | 0 | 0 | 0 | 0 | 0 |
| Minority Int./Income from Assoc. | 0 | 0 | 0 | 0 | 0 |
| Reported Net Income | 42,297 | 37,663 | 77,584 | 1,10,148 | 1,26,204 |
| Adjusted PAT | 42,297 | 37,663 | 77,584 | 1,10,148 | 1,26,204 |

Balance Sheet

| Y/E Mar (Rs mn) | FY21 | FY22 | FY23E | FY24E | FY25E |
|--|----------|----------|----------|----------|----------|
| Equity share capital | 1,510 | 1,510 | 1,510 | 1,510 | 1,510 |
| Reserves & surplus | 5,12,158 | 5,39,350 | 5,85,901 | 6,51,989 | 7,27,712 |
| Net worth | 5,13,668 | 5,40,860 | 5,87,411 | 6,53,499 | 7,29,222 |
| Minority Interest | 0 | 0 | 0 | 0 | 0 |
| Loan Funds | 4,888 | 3,819 | 5,076 | 5,892 | 6,546 |
| Net deferred tax liability | 3,847 | (2,027) | (2,124) | (2,262) | (2,419) |
| Total Liabilities | 5,22,403 | 5,42,652 | 5,90,363 | 6,57,129 | 7,33,348 |
| Net block | 1,49,570 | 1,37,173 | 1,76,904 | 1,97,796 | 2,16,244 |
| Investment | 4,17,867 | 4,07,633 | 4,37,633 | 5,04,633 | 5,69,633 |
| Current Assets | 1,18,339 | 1,57,816 | 2,03,452 | 2,21,137 | 2,41,258 |
| Cash & bank balance | 30,364 | 30,362 | 37,248 | 28,235 | 26,928 |
| Other Current Assets | 44,477 | 71,515 | 95,057 | 1,10,326 | 1,22,582 |
| Current liabilities & Provision | 1,78,271 | 1,89,264 | 2,40,126 | 2,78,937 | 3,06,286 |
| Net current assets | (59,932) | (31,448) | (36,675) | (57,800) | (65,028) |
| Misc. exp | 0 | 0 | 0 | 0 | 0 |
| Total Assets | 5,22,403 | 5,42,652 | 5,90,363 | 6,57,129 | 7,33,348 |

Cash Flow

| Y/E Mar (Rs mn) | FY21 | FY22 | FY23E | FY24E | FY25E |
|--------------------------------|----------|----------|----------|----------|----------|
| PBT (Ex-Other income) (NI+Dep) | 22,130 | 27,888 | 80,763 | 1,14,916 | 1,32,017 |
| Other Non-Cash items | 0 | 0 | 0 | 0 | 0 |
| Chg in working cap | 43,352 | (28,098) | (1,172) | (1,229) | (801) |
| Operating Cashflow | 58,924 | (23) | 88,791 | 1,16,759 | 1,32,748 |
| Capital expenditure | (23,279) | (33,227) | (50,000) | (50,000) | (50,000) |
| Free Cash Flow | 35,645 | (33,250) | 38,791 | 66,759 | 82,748 |
| Investments | (50,363) | 29,074 | (30,000) | (67,000) | (65,000) |
| Other Investing Cash Flow | 803 | 2,263 | 0 | 0 | 0 |
| Investing Cashflow | (43,375) | 16,045 | (63,783) | (94,232) | (89,262) |
| Equity Capital Raised | 0 | 0 | 0 | 0 | 0 |
| Loans Taken / (Repaid) | 3,825 | (1,069) | 1,257 | 815 | 654 |
| Dividend paid (incl tax) | (18,125) | (13,594) | (31,034) | (44,059) | (50,482) |
| Other Financing Cash Flow | 29,910 | (70) | 12,914 | 13,025 | 6,423 |
| Financing Cashflow | 14,604 | (16,024) | (18,122) | (31,540) | (44,793) |
| Net chg in cash | 30,153 | (2) | 6,886 | (9,013) | (1,307) |
| Opening cash position | 211 | 30,364 | 30,362 | 37,248 | 28,235 |
| Closing cash position | 30,364 | 30,362 | 37,248 | 28,235 | 26,928 |

Source: Company, Emkay Research

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Key Ratios

| Profitability (%) | FY21 | FY22 | FY23E | FY24E | FY25E |
|--------------------|------|------|-------|-------|-------|
| EBITDA Margin | 7.6 | 6.5 | 9.3 | 10.7 | 10.9 |
| EBIT Margin | 3.3 | 3.3 | 7.0 | 8.5 | 8.8 |
| Effective Tax Rate | 18.0 | 17.8 | 20.0 | 20.0 | 20.0 |
| Net Margin | 6.0 | 4.3 | 6.6 | 8.1 | 8.3 |
| ROCE | 7.8 | 6.6 | 13.0 | 16.7 | 17.2 |
| ROE | 8.5 | 7.1 | 13.8 | 17.8 | 18.3 |
| RoIC | 22.1 | 35.6 | 73.6 | 86.6 | 90.4 |

| Per Share Data (Rs) | FY21 | FY22 | FY23E | FY24E | FY25E |
|---------------------|---------|---------|---------|---------|---------|
| EPS | 140.1 | 124.7 | 256.9 | 364.7 | 417.9 |
| CEPS | 240.4 | 217.0 | 346.5 | 461.1 | 522.4 |
| BVPS | 1,700.9 | 1,790.9 | 1,945.1 | 2,163.9 | 2,414.6 |
| DPS | 45.0 | 60.0 | 102.8 | 145.9 | 167.2 |

| Valuations (x) | FY21 | FY22 | FY23E | FY24E | FY25E |
|--------------------|------|------|-------|-------|-------|
| PER | 61.8 | 69.4 | 33.7 | 23.7 | 20.7 |
| P/CEPS | 36.8 | 40.7 | 25.5 | 19.2 | 16.9 |
| P/BV | 5.1 | 4.8 | 4.5 | 4.0 | 3.6 |
| EV / Sales | 3.1 | 2.5 | 1.8 | 1.5 | 1.3 |
| EV / EBITDA | 40.8 | 38.5 | 19.8 | 14.4 | 12.3 |
| Dividend Yield (%) | 0.5 | 0.7 | 1.2 | 1.7 | 1.9 |

| Gearing Ratio (x) | FY21 | FY22 | FY23E | FY24E | FY25E |
|--------------------------|--------|--------|--------|--------|--------|
| Net Debt/ Equity | (0.8) | (0.8) | (0.8) | (8.0) | (0.8) |
| Net Debt/EBIDTA | (8.1) | (7.4) | (4.2) | (3.5) | (3.5) |
| Working Cap Cycle (days) | (46.9) | (25.6) | (23.0) | (23.1) | (22.2) |

| Growth (%) | FY21 | FY22 | FY23E | FY24E | FY25E |
|------------|--------|--------|-------|-------|-------|
| Revenue | (7.0) | 25.5 | 32.9 | 16.1 | 11.1 |
| EBITDA | (26.8) | 6.7 | 91.3 | 33.2 | 13.5 |
| EBIT | (38.7) | 26.0 | 181.4 | 41.7 | 14.8 |
| PAT | (25.1) | (11.0) | 106.0 | 42.0 | 14.6 |

| Quarterly (Rs mn) | Q1FY22 | Q2FY22 | Q3FY22 | Q4FY22 | Q1FY23 |
|-------------------|----------|----------|----------|----------|----------|
| Revenue | 1,77,707 | 2,05,389 | 2,32,460 | 2,67,400 | 2,64,998 |
| EBITDA | 8,211 | 8,549 | 15,590 | 24,268 | 19,121 |
| EBITDA Margin (%) | 4.6 | 4.2 | 6.7 | 9.1 | 7.2 |
| PAT | 4,408 | 4,753 | 10,113 | 18,389 | 10,128 |
| EPS (Rs) | 14.6 | 15.7 | 33.5 | 60.9 | 33.5 |

Source: Company, Emkay Research

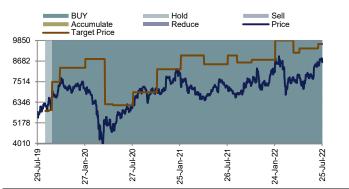
| Shareholding Pattern (%) | Jun-21 | Sep-21 | Dec-21 | Mar-22 | Jun-22 |
|--------------------------|--------|--------|--------|--------|--------|
| Promoters | 56.4 | 56.4 | 56.4 | 56.4 | 56.4 |
| FIIs | 22.9 | 22.5 | 23.6 | 22.6 | 21.9 |
| DIIs | 15.8 | 16.0 | 15.3 | 16.3 | 18.0 |
| Public and Others | 5.0 | 5.1 | 4.7 | 4.8 | 3.7 |

Source: Capitaline

RECOMMENDATION HISTORY TABLE

| Date | Closing Price | TP | Period (months) | Rating | Analyst |
|-----------|------------------|-------|-----------------|--------|-----------------|
| 10-Jul-22 | 8,476 | 9,650 | 12m | Buy | Raghunandhan NL |
| 29-Apr-22 | 7,718 | 9,400 | 12m | Buy | Raghunandhan NL |
| 06-Apr-22 | 7,744 | 9,150 | 12m | Buy | Raghunandhan NL |
| 24-Feb-22 | 8,210 | 9,850 | 12m | Buy | Raghunandhan NL |
| 26-Jan-22 | 8,603 | 9,850 | 12m | Buy | Raghunandhan NL |
| 28-Oct-21 | 7,370 | 8,750 | 12m | Buy | Raghunandhan NL |
| 02-Sep-21 | 6,793 | 8,600 | 12m | Buy | Raghunandhan NL |
| 28-Jul-21 | 7,165 | 9,000 | 12m | Buy | Raghunandhan NL |
| 02-Jul-21 | 7,574 | 8,500 | 12m | Buy | Raghunandhan NL |
| 18-Jun-21 | 6,959 | 8,500 | 12m | Buy | Raghunandhan NL |
| 01-Jun-21 | 7,091 | 8,500 | 12m | Buy | Raghunandhan NL |
| 30-May-21 | 6,970 | 8,500 | 12m | Buy | Raghunandhan NL |
| 28-Apr-21 | 6,574 | 8,500 | 12m | Buy | Raghunandhan NL |
| 29-Jan-21 | 7,207 | 9,000 | 12m | Buy | Raghunandhan NL |
| 30-Oct-20 | 6,965 | 8,216 | 12m | Buy | Raghunandhan NL |
| 11-Oct-20 | 7,062 | 6,910 | 12m | Buy | Raghunandhan NL |
| 28-Sep-20 | 6,703 | 6,910 | 12m | Buy | Raghunandhan NL |
| 28-Aug-20 | 7,104 | 6,910 | 12m | Buy | Raghunandhan NL |
| 30-Jul-20 | 6,265 | 6,910 | 12m | Buy | Raghunandhan NL |
| 29-Jun-20 | 5,679 | 6,173 | 12m | Buy | Raghunandhan NL |
| 14-May-20 | 5,114 | 6,173 | 12m | Buy | Raghunandhan NL |
| 04-May-20 | 4,886 | 6,230 | 12m | Buy | Raghunandhan NL |
| 13-Apr-20 | 5,283 | 6,230 | 12m | Buy | Raghunandhan NL |
| 27-Feb-20 | 6,290 | 8,800 | 12m | Buy | Raghunandhan NL |
| 09-Feb-20 | 6,972 | 8,800 | 12m | Buy | Raghunandhan NL |
| 30-Jan-20 | 7,020 | 8,800 | 12m | Buy | Raghunandhan NL |
| 29-Jan-20 | 7,010 | 8,800 | 12m | Buy | Raghunandhan NL |
| 27-Dec-19 | 7,345 | 8,300 | 12m | Buy | Raghunandhan NL |
| 18-Dec-19 | 7,241 | 8,300 | 12m | Buy | Raghunandhan NL |
| 27-Nov-19 | 7,294 | 8,300 | 12m | Buy | Raghunandhan NL |
| 30-Oct-19 | 7,557 | 8,300 | 12m | Buy | Raghunandhan NL |
| 24-Oct-19 | 7,391 | 8,300 | 12m | Buy | Raghunandhan NL |
| 23-Oct-19 | 7,440 | 8,100 | 12m | Buy | Raghunandhan NL |
| 01-Oct-19 | 6,782 | 7,500 | 12m | Buy | Raghunandhan NL |
| 26-Sep-19 | 6,857 | 7,500 | 12m | Buy | Raghunandhan NL |
| 23-Sep-19 | 6,898 | 7,500 | 12m | Buy | Raghunandhan NL |
| 12-Sep-19 | 6,392 | 5,900 | 12m | Hold | Raghunandhan NL |
| 03-Sep-19 | 6,050 | 5,850 | 12m | Hold | Raghunandhan NL |
| 28-Aug-19 | 6,103 | 5,850 | 12m | Hold | Raghunandhan NL |

RECOMMENDATION HISTORY CHART



Source: Bloomberg, Company, Emkay Research

Emkay Alpha Portfolio – Automobiles & Auto Ancillaries

EAP sector portfolio



Analyst: Raghunandhan NL

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Sector

Automobiles and Ancillaries

Analyst bio

Raghu holds an MBA and comes with total 13 years of research experience. His team currently covers 17 stocks in the Indian Automobiles and Ancillaries space.

| Company Name | BSE200 Weight | EAP Weight | OW/UW (%) | OW/UW (bps) | EAP Weight based on Current NAV | published EAP |
|-------------------------------------|------------------|---------------|--------------|----------------|---|------------------|
| Auto & Auto Ancillaries | 5.12 | 5.12 | 0% | 0 | 100.00 | |
| Amara Raja Batteries | 0.00 | 0.00 | NA | 0 | 0.00 | 0 |
| Apollo Tyres | 0.00 | 0.00 | NA | 0 | 0.00 | 0 |
| Ashok Leyland | 0.21 | 0.21 | 0% | 0 | 4.19 | 0 |
| Atul Auto | 0.00 | 0.00 | NA | 0 | 0.00 | 0 |
| Bajaj Auto | 0.53 | 0.40 | -23% | -12 | 7.87 | 0 |
| Bharat Forge | 0.19 | 0.18 | 0% | 0 | 3.62 | 0 |
| Eicher Motors | 0.43 | 0.43 | 0% | 0 | 8.47 | 0 |
| Escorts | 0.00 | 0.02 | NA | 2 | 0.37 | 0 |
| Exide Industries | 0.00 | 0.00 | NA | 0 | 0.00 | 0 |
| Hero Motocorp | 0.37 | 0.39 | 4% | 2 | 7.61 | 0 |
| Mahindra & Mahindra | 1.12 | 1.12 | 0% | 0 | 21.83 | 0 |
| Maruti Suzuki India | 1.16 | 1.19 | 2% | 2 | 23.19 | 0 |
| Minda Industries | 0.00 | 0.02 | NA | 2 | 0.44 | 0 |
| Motherson Sumi Wiring India | 0.00 | 0.02 | NA | 2 | 0.44 | 0 |
| Samvardhana Motherson International | 0.00 | 0.00 | NA | 0 | 0.00 | 0 |
| Tata Motors | 0.80 | 0.81 | 2% | 1 | 15.83 | 0 |
| Tata Motors DVR* | 0.11 | 0.12 | 10% | 1 | 2.27 | 0 |
| TVS Motor | 0.20 | 0.20 | 0% | 0 | 3.88 | 0 |
| Cash | 0.00 | 0.00 | NA | 0 | 0.0 | 0 |

Source: Emkay Research

■ High Conviction/Strong Over Weight ■ High Conviction/Strong Under Weight

Sector portfolio NAV

| | Base | | | | | Latest |
|---|----------|-----------|-----------|-----------|-----------|-----------|
| | 1-Apr-19 | 26-Jul-21 | 25-Jan-22 | 26-Apr-22 | 27-Jun-22 | 26-Jul-22 |
| EAP - Auto & Auto Ancillaries | 100.0 | 120.6 | 138.1 | 134.6 | 142.0 | 147.8 |
| BSE200 Neutral Weighted Portfolio (ETF) | 100.0 | 120.1 | 137.1 | 134.1 | 141.7 | 147.4 |

^{*}Performance measurement base date 1st April 2019

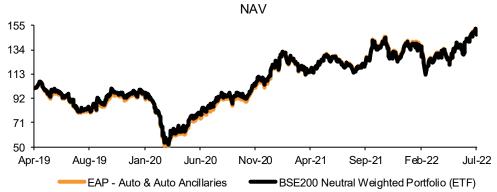
Source: Emkay Research

Price Performance (%)

| | 1m | 3m | 6m | 12m |
|---|------|------|------|-------|
| EAP - Auto & Auto Ancillaries | 4.1% | 9.8% | 7.0% | 22.6% |
| BSE200 Neutral Weighted Portfolio (ETF) | 4.0% | 9.9% | 7.5% | 22.7% |

Source: Emkay Research

NAV chart



Source: Emkay Research

Please see our model portfolio (Emkay Alpha Portfolio): <u>Nifty</u> Please see our model portfolio (Emkay Alpha Portfolio): <u>SMID</u>

"Emkay Alpha Portfolio – SMID and Nifty are a supporting document to the Emkay Alpha Portfolios Report and is updated on regular intervals"

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Emkay Rating Distribution

| Ratings | Expected Return within the next 12-18 months. | |
|---------|---|--|
| BUY | Over 15% | |
| HOLD | Between -5% to 15% | |
| SELL | Below -5% | |

Completed Date: 28 Jul 2022 03:50:18 (SGT) Dissemination Date: 28 Jul 2022 03:51:18 (SGT)

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