

## Steady performance; gradual volume recovery seen...

**About the stock:** Bajaj Auto (BAL) is the second largest motorcycle manufacturer, largest 3-W OEM domestically (FY22 market share at 18.2%, 61.5%, respectively).

- Exports comprised ~58% of FY22 volumes; 2-W:3-W mix at ~89:11 (overall)
- Strong b/s with ~₹ 15,500 crore cash on books (H1FY23), history of ~20% return ratios & one of the highest dividend yields among Nifty stocks

**Q2FY23 Results:** BAL reported a steady performance in Q2FY23.

- Net revenues in Q2FY23 came in at ₹ 10,203 crore, up 27.5% QoQ
- Blended ASPs for the quarter were at ₹ 86,107/unit, up 3.5% QoQ with total volumes in Q2FY23 at 11.5 lakh units, up 23.3% QoQ. Exports share in total volumes for the quarter was pegged at 40% vs. 62% in Q1FY23.
- EBITDA in Q2FY23 was at ₹ 1,759 crore, margins:17.2% (up 104 bps QoQ)
- PAT was up 30% QoQ to ₹ 1,530 crore, supported by higher other income

**What should investors do?** BAL's stock price has grown at ~1.5% CAGR (from ₹ 3,300 in October 2017) over five years underperforming broader Nifty Auto index

- We maintain **HOLD** rating on BAL primarily tracking slower pace of volume recovery in both domestic and export markets, delay in electric -3-W launch

**Target Price and Valuation:** Revising our estimates, we now value BAL at ₹ 3,910 on SOTP basis (16x PE on FY24E Core EPS, stake in PMAG; previous target: ₹ 4,180).

### Key triggers for future price performance:

- Ramp-up of volumes in the electric 2-W space & expansion of network to 100 cities with expansion to 65 cities by FY23 end from current ~40 cities
- Successful completion of E-3W trials with launch expected by FY23E end
- With gradual recovery in sales volume, steady improvement in supply chain, we expect volume, net sales CAGR of ~6.2%, ~13.3%, respectively, in FY22-24E (2-W sales CAGR pegged at ~5.9%, 3-W sales CAGR at ~8.3%)
- Margins, RoCE to reach 18%, 28%, respectively, by FY24E amid cooling of input prices, positive operating leverage & healthy export realisations

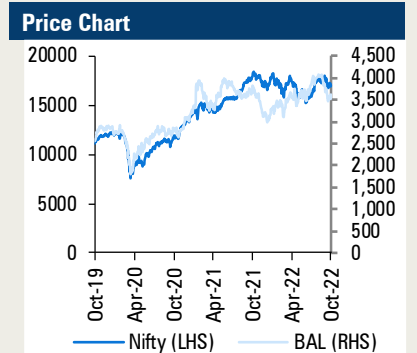
**Alternate Stock Idea:** In our auto OEM coverage we like M&M.

- Focused on prudent capital allocation, UV differentiation & EV proactiveness
- BUY with target price of ₹ 1,590



Particulars	
Particular	₹ crore
Market Capitalization	1,03,305
Total Debt (FY22)	0.0
Cash & Invsts (FY22)	21,261
EV	82,045
52 week H/L (₹)	4,132 / 3,027
Equity capital (₹)	283.0
Face value (₹)	₹ 10

Shareholding pattern				
	Sep-21	Dec-21	Mar-22	June-22
Promoter	53.7	53.7	53.8	53.8
FII	11.2	10.2	10.5	11.2
DII	12.9	13.2	13.2	12.4
Other	22.2	22.8	22.6	22.7



### Recent event & key risks

- BAL reports steady Q2FY23
- Key Risk:** (i) Slower transition towards premiumisation trend domestically, (ii) Sooner than expected uptick in sales volumes over FY22-24E

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### Key Financial Summary

Key Financials	FY19	FY20	FY21	FY22	5 year CAGR (FY17-22)	FY23E	FY24E	2 year CAGR (FY22-24E)
Net Sales	30,250.0	29,918.6	27,741.1	33,144.7	8.8%	38,083.9	42,585.0	13.3%
EBITDA	4,982.0	5,096.2	4,928.5	5,258.7	3.5%	6,551.6	7,670.9	20.8%
EBITDA Margins (%)	16.5	17.0	17.8	15.9		17.2	18.0	
Net Profit	4,675.1	5,100.0	4,554.6	5,018.9	5.6%	5,663.9	6,569.3	14.4%
EPS (₹)	161.6	176.2	157.4	173.4		200.2	232.2	
P/E	22.1	20.3	22.7	20.6		17.8	15.4	
RoNW (%)	19.9	25.6	18.1	17.6		22.6	25.4	
RoCE (%)	21.1	23.9	18.2	18.4		24.7	28.0	

## Key takeaways of recent quarter & conference call highlights

### Q2FY23 Results:

- Net sales came in at ₹ 10,203 crore up 27.5% QoQ. Blended ASPs for the quarter were at ₹ 86,107/unit, up 3.5% QoQ. Total volumes for the quarter were at 11.5 lakh units, up 23.3% QoQ with exports share in volumes pegged at 40% vs. 62% in Q1FY23. The 3-W share in volume rose ~220 bps QoQ to 11.5% in Q2FY23
- Reported EBITDA in Q2FY23 was at ₹ 1,759 crore, with EBITDA margins coming in at 17.2% (up 104 bps QoQ). Healthy margins were on account of lower employee expense & other expense, which declined ~130 bps and ~100 bps QoQ, respectively, amidst gross margins decline at ~120 bps QoQ vs. our expectation of ~15 bps margin expansion
- Consequent reported PAT was up 30% QoQ to ₹ 1,530 crore, supported by higher than anticipated other income

Surplus cash & investments on B/S as on September 30, 2022 at ~₹ 15,500 crore, post payouts of ~₹ 7,000 crore towards dividend, buyback

### Q2FY23 Earnings Conference Call highlights

- Q2FY23 performance was record breaking in terms of topline & PAT. It was far better than Q1FY23 in terms of supply chain issues with alternate sourced well developed for chip/electronic supplies
- ECU supply is near normal (~98%) compared to industry level but still some mismatch exists for higher end premium bikes and three-wheelers
- Exports witnessed downturn in international markets due to adverse currency movement (imports becoming expensive), US\$ availability and adverse economic conditions globally
- Domestically, BAL has built up five weeks of inventory for upcoming festive season and is bullish on >125 cc segment amid demand recovery in urban & semi-urban area overrunning rural demand. However, entry commuter is also witnessing some demand recovery in the ongoing festive season
- The company's product mix for 125 cc+ segment portfolio increased to 60% in Q2FY23 vs. 46% in FY20 vs. similar reading for the industry pegged at 50% and 40-42%, respectively. The company will remain focused more on >125cc segment with latest CT125 cc witnessing week on week growth
- On the 3-W front, for the industry wholesales are at 54% of pre-Covid levels while retails are at 65% of pre-Covid levels
- On domestic 3-W front, BAL enjoys majority share in CNG segment with 80% share vs. domestic CNG 3-W penetration at ~67%. However, on electric 3-W front, BAL feels acceptability of E-3-W in commercial space is limited due to power requirement & value price proposition. However, same is under trial phase and trial would likely be completed by December 2022
- Chetak sold ~10,000 units in Q2FY23. The management expects Q3FY22 to be better and will sustain this levels with monthly run-rate aspirations of 6,000 units per month with long term aspirations of 10,000 units per month

For H1FY22 in the export markets retails were equal to shipments with shipments intentionally curtailed in the last few months to lower the dealer inventory. The company expects export volumes in Q3FFY22 to be better than Q2FY23

In the sports category; Pulsar, Dominar are widely accepted in international market & contributes 21% of exports & has >40% market share in key export markets.

BAL is working with the Egyptian government for lifting the ban on 3-W and meeting required norms. On 2-W taxi ban in some regions of Africa, the management guided about minimal impact on sales as on date

Raw material costs are softening and the company do not expect commodity led price hike in coming quarters

Demand from domestic market remained healthy with healthy retails expectations in coming quarters. The management expects 2-W retails to witness single digit growth in FY23

New product launches in the domestic market include all black N160, CT125. While Pulsar 125 refresh is being launched now with new Pulsar platform received well by customers

Total exports were at ₹ 3,800 crore in Q2FY23

Capex outlay for FY23 is pegged at ~₹ 750 crore

Chetak scooter is FAME-2 compliant and meets the localisation norms; hence eligible for subsidy

## Peer comparison

Exhibit 1: ICICI Direct coverage universe (2-W OEMs)

Company	CMP	TP	Rating	Mcap	2-W Lakh volumes			EBITDA margin (%)			RoCE (%)			P/E		
	₹	₹		₹ crore	FY22	FY23E	FY24E	FY22	FY23E	FY24E	FY22	FY23E	FY24E	FY22	FY23E	FY24E
Bajaj Auto (BAAUTO)	3,570	3,910	Hold	1,03,305	38.4	38.5	43.1	15.9	17.2	18.0	18.4	24.7	28.0	20.6	17.8	15.4
Hero Moto (HERHON)	2,625	2,870	Hold	52,421	49.4	54.7	58.0	11.5	11.7	12.8	16.3	18.7	21.8	20.5	19.2	15.1
Eicher Motors (EICMOT)	3,487	4,170	Buy	95,300	6.0	8.2	9.4	21.1	24.8	26.1	13.3	20.4	20.9	56.9	34.2	28.6

Source: Company, ICICI Direct Research

Currently, we ascribe HOLD to Bajaj Auto and Hero MotoCorp amid slower pace of volume recovery and are just positive on the premium leg of the segment with BUY rating on Eicher Motors amid healthy volume prints post Hunter 350 launch.

Exhibit 2: Variance Analysis

	Q2FY23	Q2FY23E	Q2FY22	YoY (%)	Q1FY23	QoQ (%)	Comments
Total Operating Income	10,203	10,858	8,762	16.4	8,005	27.5	Topline came in lower than our estimates primarily tracking miss on ASPs especially in domestic operations
Raw Material Expenses	7,486	7,822	6,456	15.9	5,778	29.6	RM costs came in higher amid some RM costs, which is imported in nature and indexed to global energy prices
Employee Expenses	352	395	352	0.2	380	-7.2	
Other Expenses	610	740	559	9.1	556	9.7	Other expenses were contained at 6% of sales
EBITDA	1,759	1,905	1,401	25.5	1,297	35.6	
EBITDA Margin (%)	17.2	17.5	16.0	125 bps	16.2	104 bps	EBITDA margins came in marginally lower than anticipated amid savings realised in other overhead costs namely employee, other expenses although RM costs were higher
Other Income	333	289	318	4.7	319	4.3	
Depreciation	67	77	66	2.1	67	-0.5	
Interest	11	1	2	542.4	4	151.6	
PBT	2014	2117	1652	21.9	1545	30.4	PBT came in lower tracking lower absolute EBITDA
Total Tax	484	508	378	28.2	371	30.3	
Reported PAT	1530	1609	1275	20.0	1173	30.4	PAT came in lower tracking miss on absolute topline in otherwise steady EBITDA margin profile
EPS (₹)	54.1	55.6	44.0	22.8	41.5	30.4	
<b>Key Metrics</b>							
Blended ASP (₹/ unit)	86,107	91,585	73,276	17.5	83,210	3.5	Blended ASPs came in lower than anticipated at ₹ 86,107/unit vs. our estimates of ₹ 91,585/unit

Source: Company, ICICI Direct Research

Exhibit 3: Change in estimates

(₹ Crore)	FY23E			FY24E			Comments
	Old	New	% Change	Old	New	% Change	
Revenue	41,477	38,084	-8.2	45,798	42,585	-7.0	Marginally trimmed our forward sales estimates tracking global macro uncertainty and anticipated slower volume recovery over FY23E-24E
EBITDA	7,256	6,552	-9.7	8,234	7,671	-6.8	
EBITDA Margin (%)	17.5	17.2	-29 bps	18.0	18.0	3 bps	Marginally lowered FY23E margin estimates while retained FY24E estimates at 18%
PAT	6,184	5,664	-8.4	6,998	6,569	-6.1	
EPS (₹)	218	200	-8.4	247	232	-6.1	Decline in sales estimates leads to single digit decline in earning estimates to the tune of 6-8%. Over FY22-24E, we expect PAT to grow at a CAGR of 14.4%

Source: ICICI Direct Research

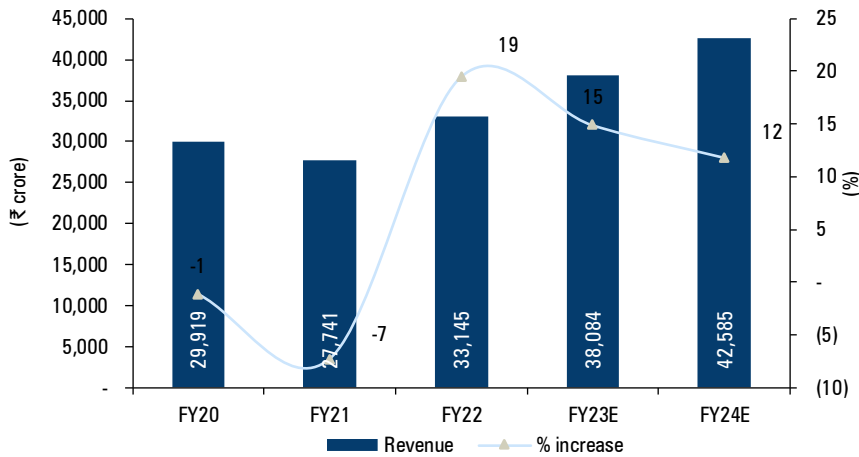
Exhibit 4: Assumptions

Units (lakh)	FY18	FY19	FY20	FY21	Current		Earlier		Comments	
					FY22	FY23E	FY24E	FY23E		FY24E
Motorcycle volumes	33.7	42.4	39.5	36.1	38.4	38.5	43.1	41.6	45.1	Marginally lower our volume estimates tracking global macro uncertainty both on demand as well as currency front. We expect total volumes at the company to grow at a CAGR of 6.2% over FY22-24E with growth led by the 3-W space at 8.3% (on a low base) CAGR followed by 2-W space at 5.9% CAGR
Three-Wheeler volumes	6.4	7.8	6.7	3.7	4.7	4.9	5.5	4.8	5.2	
<b>Total volumes</b>	<b>40.1</b>	<b>50.2</b>	<b>46.2</b>	<b>39.7</b>	<b>43.1</b>	<b>43.4</b>	<b>48.6</b>	<b>46.4</b>	<b>50.3</b>	
Export volumes	16.6	20.8	21.7	20.5	25.1	22.0	25.7	26.5	28.7	
Domestic revenues (₹ crore)	15,396	18,099	17,169	14,609	14,924	19,354	20,272	19,635	21,540	
Export revenues (\$ mn)	1,400	1,642	1,677	1,694	2,298	2,194	2,570	2,598	2,866	
US\$INR Realisation rate	67	70	71	74	75	80	82	79	80	
Export ASP (\$/unit)	872	790	772	822	917	1000	1001	982	1000	
Blended ASP (₹/unit)	62,640	58,905	63,077	68,295	74,589	85,229	85,090	86,779	88,431	

Source: ICICI Direct Research

Financial story in charts....

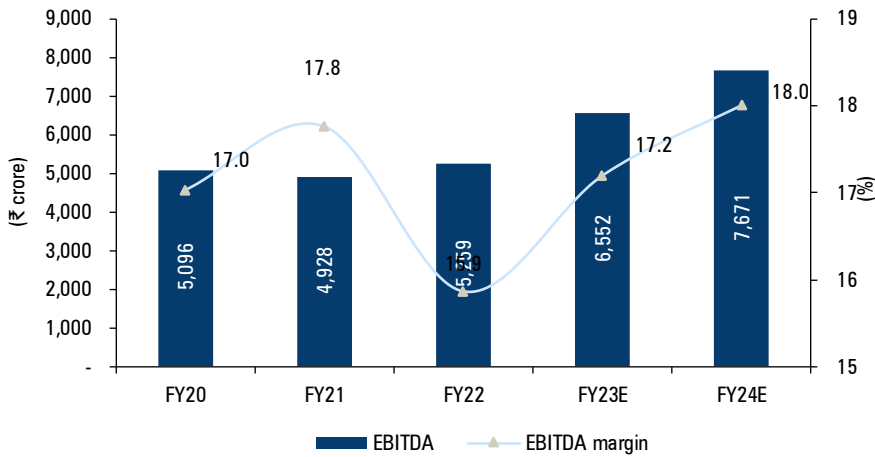
Exhibit 5: Trend in topline



We expect total operating income to grow at ~13.3% CAGR over FY22-24E on the back of ~6.2% volume CAGR

Source: Company, ICICI Direct Research

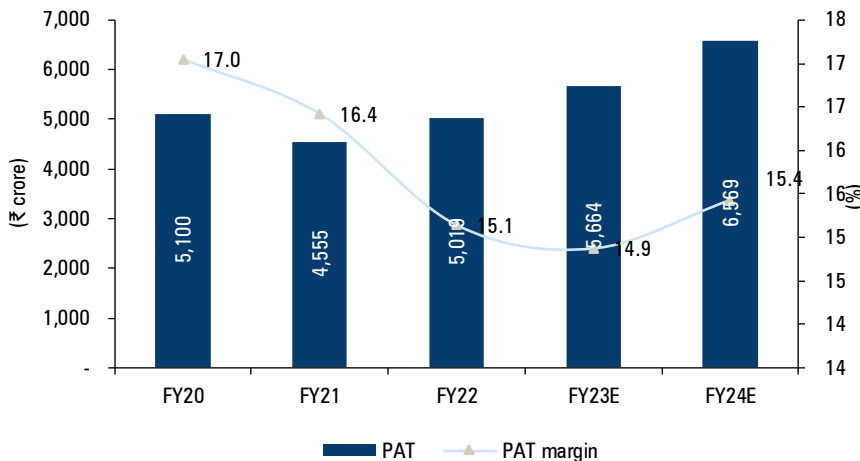
Exhibit 6: Trend in EBITDA and EBITDA margins



Margins are seen reaching 18% mark over FY22-24E

Source: Company, ICICI Direct Research

Exhibit 7: Trend in profitability



PAT is expected to grow at ~14.4% CAGR over FY22-24E to ₹ 6,569 crore

Source: Company, ICICI Direct Research

Exhibit 8: Valuation summary

	Sales (₹ cr)	Growth (%)	EPS (₹)	Growth (%)	PE (x)	EV/EBITDA (x)	RoNW (%)	RoCE (%)
FY19	30,250.0	20.2	161.6	14.9	22.1	17.0	19.9	21.1
FY20	29,918.6	(1.1)	176.2	9.1	20.3	16.9	25.6	23.9
FY21	27,741.1	-7.3	157.4	-10.7	22.7	16.8	18.1	18.2
FY22	33,144.7	19.5	173.4	10.2	20.6	15.6	17.6	18.4
FY23E	38,083.9	14.9	200.2	15.4	17.8	12.9	22.6	24.7
FY24E	42,585.0	11.8	232.2	16.0	15.4	11.0	25.4	28.0

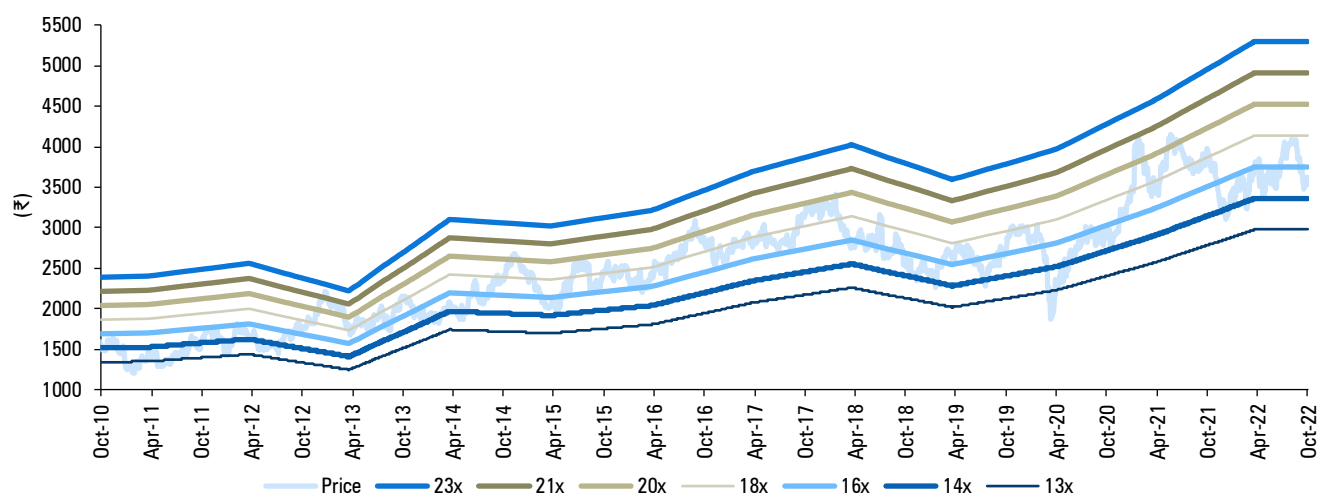
Source: Company, ICICI Direct Research

Exhibit 9: SOTP valuation

SOTP Valuation	Estimated value	Per share (₹)	Remark
<b>Core Business</b>			
FY24E EPS (₹)	232.2		
Multiple (x)	16.0		In tandem with long period averages and ~1x PEG
<b>Value per share (₹)</b>		<b>3,710</b>	
<b>Market Capitalisation of PMAG (₹ crore)</b>	<b>15,256</b>		PMAG houses KTM AG
BAL's effective stake (%)	36.7		
BAL's stake value (₹ crore)	5,599		
<b>Value per share (₹)</b>		<b>200</b>	
<b>Total Value per Share (₹)</b>		<b>3,910</b>	

Source: ICICI Direct Research

Exhibit 10: Long term forward PE Chart, BAL currently trading at a PE ratio of ~15.4x on FY24E basis



Source: ICICI Direct Research

## Financial Summary

Exhibit 11: Profit and loss statement				
	₹ crore			
(Year-end March)	FY21	FY22	FY23E	FY24E
Total operating Income	27741.1	33144.7	38083.9	42585.0
Growth (%)	-7.3	19.5	14.9	11.8
Raw Material Expenses	19,609.7	24,329.8	27,664.1	30,759.4
Employee Expenses	1,286.0	1,358.8	1,455.4	1,575.0
Other expenses	1,929.3	2,210.8	2,429.0	2,596.0
Total Operating Expenditure	22,812.6	27,886.1	31,532.3	34,914.1
<b>EBITDA</b>	<b>4928.5</b>	<b>5258.7</b>	<b>6551.6</b>	<b>7670.9</b>
Growth (%)	-3.3	6.7	24.6	17.1
Depreciation	259.3	269.2	285.6	306.6
Interest	6.7	8.7	17.6	8.8
Other Income	1,276.5	1,209.2	1,205.7	1,288.3
PBT	5,939.0	6,190.0	7,454.1	8,643.9
Total Tax	1,384.4	1,486.5	1,790.3	2,074.5
<b>PAT</b>	<b>4554.6</b>	<b>5018.9</b>	<b>5663.9</b>	<b>6569.3</b>
Growth (%)	-10.7	10.2	12.9	16.0
<b>EPS (₹)</b>	<b>157.4</b>	<b>173.4</b>	<b>200.2</b>	<b>232.2</b>

Source: Company, ICICI Direct Research

Exhibit 12: Cash flow statement				
	₹ crore			
(Year-end March)	FY21	FY22	FY23E	FY24E
Profit after Tax	4,554.6	5,018.9	5,663.9	6,569.3
Add: Depreciation	259.3	269.2	285.6	306.6
Sub: Other Income	1,276.5	1,209.2	1,205.7	1,288.3
(Inc)/dec in Current Assets	-2,110.7	1,182.7	-1,678.5	-722.8
Inc/(dec) in CL and Provisions	1,368.5	-939.3	1,107.0	578.4
<b>CF from operating activities</b>	<b>2823.3</b>	<b>4316.4</b>	<b>4285.2</b>	<b>5540.7</b>
(Inc)/dec in Investments	-3,160.5	-548.8	2,700.0	-300.0
(Inc)/dec in Fixed Assets	-181.0	-499.1	-765.0	-515.0
Others	-1,254.5	-855.7	-95.0	-95.0
Add: Other Income	1,276.5	1,209.2	1,205.7	1,288.3
<b>CF from investing activities</b>	<b>-3319.5</b>	<b>-694.4</b>	<b>3045.7</b>	<b>378.3</b>
Inc/(dec) in loan funds	0.0	0.0	0.0	0.0
Dividend paid & dividend tax	-4,051.2	-4,051.2	-4,810.3	-5,659.2
Inc/(dec) in Sec. premium	0.0	0.0	0.0	0.0
Others	4,766.6	490.3	-2,531.6	-22.8
<b>CF from financing activities</b>	<b>715.4</b>	<b>-3560.9</b>	<b>-7341.9</b>	<b>-5682.0</b>
Net Cash flow	219.3	61.1	-11.0	237.0
Opening Cash	308.0	527.3	588.3	577.4
<b>Closing Cash</b>	<b>527.3</b>	<b>588.3</b>	<b>577.4</b>	<b>814.4</b>

Source: Company, ICICI Direct Research

Exhibit 13: Balance Sheet				
	₹ crore			
(Year-end March)	FY21	FY22	FY23E	FY24E
<b>Liabilities</b>				
Equity Capital	289.4	289.4	283.0	283.0
Reserve and Surplus	24,912.8	26,379.4	24,725.4	25,621.6
<b>Total Shareholders funds</b>	<b>25,202.2</b>	<b>26,668.8</b>	<b>25,008.4</b>	<b>25,904.5</b>
Total Debt	-	-	-	-
Deferred Tax Liability	522.1	403.3	403.3	403.3
Other non-current liabilities	0.5	0.3	0.3	0.3
<b>Total Liabilities</b>	<b>25,886.9</b>	<b>27,232.5</b>	<b>25,582.1</b>	<b>26,488.2</b>
<b>Assets</b>				
Gross Block	4,248.7	4,535.7	5,262.5	5,812.5
Less: Acc Depreciation	2,631.1	2,726.9	3,012.6	3,319.2
Net Block	1,617.6	1,808.7	2,249.9	2,493.3
Capital WIP	16.0	76.8	100.0	50.0
<b>Total Fixed Assets</b>	<b>1,633.6</b>	<b>1,885.6</b>	<b>2,349.9</b>	<b>2,543.3</b>
Investments	22,631.0	23,818.8	21,168.8	21,518.8
Inventory	1,493.9	1,230.5	1,565.1	1,750.1
Debtors	2,716.9	1,516.4	2,608.5	2,916.8
Loans and Advances	5.7	4.2	4.8	5.4
Other current assets	1,403.2	1,685.9	1,937.2	2,166.1
<b>Cash</b>	<b>527.3</b>	<b>588.3</b>	<b>577.4</b>	<b>814.4</b>
Total Current Assets	6,147.0	5,025.3	6,692.9	7,652.7
Creditors	4,573.8	3,633.2	4,695.3	5,250.2
Provisions	152.4	153.8	198.7	222.2
Other current liabilities	509.6	505.5	580.8	649.5
Total Current Liabilities	5,643.2	4,689.4	5,891.8	6,558.9
<b>Net Current Assets</b>	<b>503.7</b>	<b>335.9</b>	<b>801.1</b>	<b>1,093.9</b>
Deferred Tax asset	-	-	-	-
<b>Application of Funds</b>	<b>25,886.9</b>	<b>27,232.5</b>	<b>25,582.1</b>	<b>26,488.2</b>

Source: Company, ICICI Direct Research

Exhibit 14: Key ratios				
(Year-end March)	FY21	FY22	FY23E	FY24E
<b>Per share data (₹)</b>				
EPS	157.4	173.4	200.2	232.2
Cash EPS	166.4	182.7	210.3	243.0
BV	870.9	921.6	883.8	915.5
DPS	140.0	140.0	170.0	200.0
Cash Per Share	18.2	20.3	20.4	28.8
<b>Operating Ratios (%)</b>				
EBITDA Margin	17.8	15.9	17.2	18.0
PBT / Net sales	16.8	15.1	16.5	17.3
PAT Margin	16.4	15.1	14.7	15.0
Inventory days	19.7	13.6	15.0	15.0
Debtor days	35.7	16.7	25.0	25.0
Creditor days	60.2	40.0	45.0	45.0
<b>Return Ratios (%)</b>				
RoE	18.2	18.4	24.7	28.0
RoCE	18.1	17.6	22.6	25.4
RoC	92.3	87.0	92.7	102.7
<b>Valuation Ratios (x)</b>				
P/E	22.7	22.0	17.8	15.4
EV / EBITDA	16.8	15.6	12.9	11.0
EV / Net Sales	3.0	2.5	2.2	2.0
Market Cap / Sales	3.7	3.1	2.7	2.4
Price to Book Value	4.1	3.9	4.0	3.9
<b>Solvency Ratios</b>				
Current Ratio	1.1	1.0	1.1	1.1
<b>Quick Ratio</b>	<b>0.8</b>	<b>0.7</b>	<b>0.8</b>	<b>0.8</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)	FY22P	FY23E	FY24E	FY22P	FY23E	FY24E	FY22P	FY23E	FY24E	FY22P	FY23E	FY24E	FY22P	FY23E	FY24E
Apollo Tyre (APOTYR)	273	335	Buy	17,305	10.1	16.5	25.0	27.1	16.5	10.9	8.5	6.6	5.0	6.3	9.4	13.0	5.4	8.4	11.7
Ashok Leyland (ASHLEY)	148	180	Buy	43,336	1.8	1.7	4.8	80.2	86.6	31.0	44.7	27.3	15.5	2.1	7.6	17.7	0.2	6.5	17.1
<b>Bajaj Auto (BAAUTO)</b>	<b>3,570</b>	<b>3,910</b>	<b>Hold</b>	<b>1,03,305</b>	<b>173.4</b>	<b>200.2</b>	<b>232.2</b>	<b>20.6</b>	<b>17.8</b>	<b>15.4</b>	<b>15.6</b>	<b>12.9</b>	<b>11.0</b>	<b>18.4</b>	<b>24.7</b>	<b>28.0</b>	<b>17.6</b>	<b>22.6</b>	<b>25.4</b>
Balkrishna Ind. (BALIND)	1,914	2,550	Buy	37,001	73.0	65.3	98.3	26.2	29.3	19.5	19.6	20.5	13.5	15.9	13.1	19.7	20.4	16.0	20.4
Bharat Forge (BHAFOR)	752	900	Buy	35,011	23.1	19.8	28.3	32.5	38.0	26.6	18.9	18.4	14.4	9.6	9.2	12.2	15.2	12.7	16.1
Eicher Motors (EICMOT)	3,487	4,170	Buy	95,300	61.3	101.8	122.0	56.9	34.2	28.6	40.0	24.2	20.3	13.3	20.4	20.9	13.3	19.3	20.1
Escorts Kubota (ESCORT)	1,965	2,390	Buy	25,926	58.0	56.3	70.6	33.9	34.9	27.8	22.2	22.7	17.8	10.4	8.8	10.1	9.7	8.7	10.0
Hero Moto (HERHON)	2,535	2,870	Hold	50,624	123.8	132.3	168.2	20.5	19.2	15.1	12.5	10.9	9.1	16.3	18.7	21.8	15.7	16.1	19.4
M&M (MAHMAH)	1,233	1,590	Buy	1,53,224	41.4	48.7	60.6	29.8	25.3	20.3	21.0	16.9	13.3	9.3	11.4	13.9	13.1	13.5	14.9
Maruti Suzuki (MARUTI)	8,625	10,000	Buy	2,60,544	124.7	236.8	333.3	69.2	36.4	25.9	38.6	21.7	15.7	5.1	11.5	15.2	7.0	12.1	15.3
Uno Minda (MININD)	563	650	Buy	32,190	6.2	10.0	13.6	90.5	56.2	41.4	37.0	28.4	22.7	10.2	13.4	16.9	10.3	14.5	16.7
Tata Motors (TATMOT)	396	530	Buy	1,51,724	-29.9	-9.5	17.9	-13.3	-41.5	22.1	6.7	5.5	4.1	4.8	8.2	14.5	-23.5	-8.1	13.2

Source: Company, ICICI Direct Research

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Hold: -5% to 15%;

Reduce: -15% to -5%;

Sell: <-15%



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