

November 14, 2022

Q2FY23 Result Update

☑ Change in Estimates | ■ Target | ■ Reco

Change in Estimates

| | Current | | Previous | |
|----------------|----------|----------|----------|----------|
| | FY24E | FY25E | FY24E | FY25E |
| Rating | BUY | | BUY | |
| Target Price | 200 | | 200 | |
| Sales (Rs. m) | 3,64,911 | 4,22,722 | 3,57,106 | 4,04,157 |
| % Chng. | 2.2 | 4.6 | | |
| EBITDA (Rs. m) | 35,032 | 43,963 | 35,353 | 43,245 |
| % Chng. | (0.9) | 1.7 | | |
| EPS (Rs.) | 6.9 | 9.3 | 7.0 | 9.1 |
| % Chng. | (1.5) | 2.0 | | |

Key Financials - Standalone

| Y/e Mar | FY22 | FY23E | FY24E | FY25E |
|-----------------|---------|---------|-------|-------|
| Sales (Rs. bn) | 217 | 299 | 365 | 423 |
| EBITDA (Rs. bn) | 10 | 22 | 35 | 44 |
| Margin (%) | 4.6 | 7.2 | 9.6 | 10.4 |
| PAT (Rs. bn) | 0 | 9 | 20 | 27 |
| EPS (Rs.) | 0.1 | 2.9 | 6.9 | 9.3 |
| Gr. (%) | (105.7) | 4,899.2 | 136.7 | 33.5 |
| DPS (Rs.) | 0.0 | 1.7 | 4.2 | 5.6 |
| Yield (%) | 0.0 | 1.2 | 2.8 | 3.8 |
| RoE (%) | 0.2 | 11.5 | 25.2 | 30.1 |
| RoCE (%) | 2.2 | 13.3 | 24.8 | 31.4 |
| EV/Sales (x) | 2.1 | 1.5 | 1.2 | 1.0 |
| EV/EBITDA (x) | 44.8 | 20.7 | 12.5 | 9.7 |
| PE (x) | 2,516.9 | 50.3 | 21.3 | 15.9 |
| P/BV (x) | 5.9 | 5.6 | 5.1 | 4.5 |

Key Data

ASOK.BO | AL IN

| | |
|---------------------|---------------------|
| 52-W High / Low | Rs.169 / Rs.93 |
| Sensex / Nifty | 61,795 / 18,350 |
| Market Cap | Rs.434bn/ \$ 5,368m |
| Shares Outstanding | 2,936m |
| 3M Avg. Daily Value | Rs.2079.96m |

Shareholding Pattern (%)

| | |
|-------------------------|-------|
| Promoter's | 51.54 |
| Foreign | 13.45 |
| Domestic Institution | 21.94 |
| Public & Others | 13.07 |
| Promoter Pledge (Rs bn) | - |

Stock Performance (%)

| | 1M | 6M | 12M |
|----------|-------|------|-------|
| Absolute | (0.9) | 27.0 | 0.9 |
| Relative | (8.4) | 11.2 | (2.1) |

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Ashok Leyland (AL IN)

Rating: BUY | CMP: Rs148 | TP: Rs200

Operating leverage to benefit margins

Quick Pointers:

- AL's domestic MHCV market share improved to ~32% vs 27% of FY22 end.
- Benefit of softening commodity costs likely to flow into margins in 2H along with retention of price hikes (~4-4.5% in F23-YTD).

Ashok Leyland's (AL) 2QFY23 EBITDAM at 6.4% came in-line with our estimates, led by operating leverage kicking-in (volumes +14% QoQ). GM (+130bps QoQ) expansion would have been more, but for higher inventory situation (especially in bigger vehicles). Steel prices stand down at Rs 10/kg (was up Rs 5/kg in 1Q), hence benefit of commodity cost softening will likely flow into margins in 2H along with retention of price hikes (~4-4.5% in F23-YTD). AL's domestic MHCV share improved to ~32% vs 27% at the end of FY22 (peak of 34.2% in FY18). We expect market share expansion to continue on the back of network expansion and new product launches. Demand scenario remains robust for CV industry along with bus segment coming back.

Going ahead, we believe AL will continue to regain its lost share on the back model launches and revival in bus segment. Additionally, price retention due to demand and softening of commodity prices will lead to margin expansion (we build in EBITDA margin expansion of 300bps over FY23-25E). Our revenue estimates increase by 2.2/4.6% for FY24/25 as we factor in robust demand scenario and consistent price hikes. Maintain 'BUY' with a target price of Rs 200 at 14x Sep-24E EV/EBITDA and ~Rs 12 for HLF.

2QFY23 financial performance: AL's volumes at 45.3k units grew 14% QoQ. However, realization growth was flat. Revenue came in at Rs 82.6bn vs PL: Rs 83.3bn. EBITDA margin at 6.5% (+210 bps QoQ) came in-line with our estimates. GM expanded 130bps QoQ, despite higher inventory. Steel prices witnessed an increase of Rs 5/kg in 1Q, however is down Rs 10/kg in 2Q, hence benefit from commodity cost softening will flow in from 2H. APAT at Rs 1.93bn (Rs 583mn QOQ) was lower than expected, led by higher tax rates (36.1% vs 28.1/36.8% YoY/QoQ).

Key takeaways: (1) Demand outlook: Volumes for buses have started to kick-off and will benefit AL, as it remains market leader in this segment. Freight rates have held-up coupled with healthy freight availability supporting fleet operator viability. Though volumes for Dost and Bada Dost are limited due to chip supply issues, these products hold immense export potential. AL plans to launch electric version of these models in mid-2023, considering strong demand requirement for last mile deliveries. **(2) Market share gain continues:** AL's domestic MHCV market share has improved to ~32% vs 27% at the end of FY22. We believe this is not only led by CV upcycle, but also by its AVTR range of products which provides better cost of ownership. Market share gains is also supported by intelligent network expansion (especially in the North and East). **(3) Margin improvement going ahead:** Benefit of softening commodity costs is likely to flow into margins by Q3. Additionally, retention of price hikes remains a big positive. Company had taken a 1.8-1.9% increase in Q1 and another 1% in 2Q. Recently, it has announced an increase of additional 1.5%. **(4) Export markets:** Company is facing certain challenges caused by the global recessionary scenario, however, for AL middle-eastern markets are performing well. It has extended its network throughout African continent over last 6-9 months and appointed 15 new distributors.

Exhibit 1: Q2FY23 Result Overview (Rs m)

| Y/e March | 2QFY23 | 2QFY22 | YoY gr. (%) | 1QFY23 | QoQ gr. (%) | 1HFY23 | 1HFY22 | YoY gr. (%) |
|-----------------------------|---------------|----------------|--------------|---------------|--------------|-----------------|----------------|--------------|
| Net Revenues | 82,660 | 44,579 | 85.4 | 72,229 | 14.4 | 1,54,888 | 74,088 | 109.1 |
| Raw Materials | 64,466 | 34,185 | 88.6 | 57,281 | 12.5 | 1,21,746 | 56,058 | 117.2 |
| <i>% of Net Sales</i> | <i>78.0</i> | <i>76.7</i> | | <i>79.3</i> | | <i>78.6</i> | <i>75.7</i> | |
| Personnel | 5,271 | 4,003 | 31.7 | 4,454 | 18.3 | 9,725 | 8,246 | 17.9 |
| <i>% of Net Sales</i> | <i>6.4</i> | <i>9.0</i> | | <i>6.2</i> | | <i>6.3</i> | <i>11.1</i> | |
| Manufacturing & Other Exp | 7,550 | 5,043 | 49.7 | 7,291 | 3.5 | 14,841 | 9,839 | 50.8 |
| <i>% of Net Sales</i> | <i>9.1</i> | <i>11.3</i> | | <i>10.1</i> | | <i>9.6</i> | <i>13.3</i> | |
| Total Expenditure | 77,286 | 43,232 | 78.8 | 69,026 | 12.0 | 1,46,312 | 74,143 | 97.3 |
| EBITDA | 5,373 | 1,347 | 298.9 | 3,203 | 67.8 | 8,576 | (54) | NA |
| <i>EBITDA Margin (%)</i> | <i>6.5</i> | <i>3.0</i> | | <i>4.4</i> | | <i>5.5</i> | <i>-0.1</i> | |
| Depreciation | 1,768 | 1,843 | (4.1) | 1,824 | (3.1) | 3,592 | 3,678 | (2.3) |
| EBIT | 3,605 | (496) | NA | 1,379 | 161.5 | 4,984 | (3,732) | NA |
| Interest Expenses | 771 | 871 | (11.5) | 689 | 11.9 | 1,459 | 1,578 | (7.5) |
| Non-operating income | 200 | 209 | (4.5) | 256 | (22.0) | 456 | 343 | 32.9 |
| Extraordinary items | 82 | 2 | | 130 | | 212 | (15) | |
| PBT | 3,117 | (1,155) | NA | 1,077 | 189.6 | 4,194 | (4,981) | NA |
| Tax-Total | 1,124 | (325) | NA | 396 | 183.9 | 1,520 | (1,328) | NA |
| <i>Tax Rate (%) - Total</i> | <i>36.1</i> | <i>28.1</i> | | <i>36.8</i> | | <i>36.2</i> | <i>26.7</i> | |
| Reported PAT | 1,993 | (830) | NA | 681 | 192.9 | 2,674 | (3,653) | NA |
| Adj. PAT | 1,931 | (832) | NA | 583 | 231.3 | 2,514 | (3,642) | NA |
| <i>PAT Margin (%)</i> | <i>2.3</i> | <i>-1.9</i> | | <i>0.8</i> | | <i>1.6</i> | <i>-4.9</i> | |

Source: Company, PL

Exhibit 2: Operating Metrics

| Y/e Mar | 1QFY23 | 1QFY22 | YoY gr. (%) | 4QFY22 | QoQ gr. (%) | 1QFY23 | 1QFY22 | YoY gr. (%) |
|---------------------------|---------------|---------------|-------------|---------------|-------------|---------------|---------------|-------------|
| Sales Volume (nos) | 45,295 | 27,543 | 64.5 | 39,651 | 14.2 | 84,946 | 45,530 | 86.6 |
| Net Realisation/Vehicle | 18,24,914 | 16,18,506 | 12.8 | 18,21,606 | 0.2 | 18,23,370 | 16,27,244 | 12.1 |
| Material cost / vehicle | 14,23,243 | 12,41,165 | 14.7 | 14,44,617 | (1.5) | 14,33,220 | 12,31,230 | 16.4 |
| Gross Profit / vehicle | 4,01,671 | 3,77,341 | 6.4 | 3,76,989 | 6.5 | 3,90,150 | 3,96,014 | (1.5) |
| Employee cost /vehicle | 1,16,359 | 1,45,336 | (19.9) | 1,12,333 | 3.6 | 1,14,480 | 1,81,114 | (36.8) |
| Other expenses / vehicle | 1,66,681 | 1,83,103 | (9.0) | 1,83,882 | (9.4) | 1,74,710 | 2,16,088 | (19.1) |
| EBITDA/vehicle | 1,18,631 | 48,902 | 142.6 | 80,775 | 46.9 | 1,00,961 | (1,188) | (8,596.7) |
| Net Profit/vehicle | 44,003 | (30,138) | NA | 17,162 | 156.4 | 31,474 | (80,233) | NA |

Source: Company, PL

Financials

Income Statement (Rs m)

| Y/e Mar | FY22 | FY23E | FY24E | FY25E |
|-------------------------------|-----------------|-----------------|-----------------|-----------------|
| Net Revenues | 2,16,883 | 2,99,348 | 3,64,911 | 4,22,722 |
| YoY gr. (%) | 41.7 | 38.0 | 21.9 | 15.8 |
| Cost of Goods Sold | 1,67,611 | 2,30,797 | 2,74,778 | 3,14,082 |
| Gross Profit | 49,272 | 68,551 | 90,133 | 1,08,639 |
| Margin (%) | 22.7 | 22.9 | 24.7 | 25.7 |
| Employee Cost | 16,946 | 19,158 | 22,260 | 27,477 |
| Other Expenses | 22,381 | 27,839 | 32,842 | 37,200 |
| EBITDA | 9,945 | 21,553 | 35,032 | 43,963 |
| YoY gr. (%) | 85.8 | 116.7 | 62.5 | 25.5 |
| Margin (%) | 4.6 | 7.2 | 9.6 | 10.4 |
| Depreciation and Amortization | 7,528 | 7,319 | 8,832 | 9,729 |
| EBIT | 2,418 | 14,234 | 26,200 | 34,234 |
| Margin (%) | 1.1 | 4.8 | 7.2 | 8.1 |
| Net Interest | 3,011 | 2,719 | 1,990 | 1,493 |
| Other Income | 761 | 1,153 | 1,279 | 1,298 |
| Profit Before Tax | 5,276 | 12,881 | 25,489 | 34,040 |
| Margin (%) | 2.4 | 4.3 | 7.0 | 8.1 |
| Total Tax | (142) | 4,122 | 5,098 | 6,808 |
| Effective tax rate (%) | (2.7) | 32.0 | 20.0 | 20.0 |
| Profit after tax | 5,418 | 8,759 | 20,391 | 27,232 |
| Minority interest | - | - | - | - |
| Share Profit from Associate | - | - | - | - |
| Adjusted PAT | 172 | 8,615 | 20,391 | 27,232 |
| YoY gr. (%) | - | - | - | - |
| Margin (%) | 0.1 | 2.9 | 5.6 | 6.4 |
| Extra Ord. Income / (Exp) | 5,246 | 144 | - | - |
| Reported PAT | 5,418 | 8,759 | 20,391 | 27,232 |
| YoY gr. (%) | (272.7) | 61.7 | 132.8 | 33.5 |
| Margin (%) | 2.5 | 2.9 | 5.6 | 6.4 |
| Other Comprehensive Income | - | - | - | - |
| Total Comprehensive Income | - | - | - | - |
| Equity Shares O/s (m) | 2,936 | 2,936 | 2,936 | 2,936 |
| EPS (Rs) | 0.1 | 2.9 | 6.9 | 9.3 |

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

| Y/e Mar | FY22 | FY23E | FY24E | FY25E |
|---------------------------------------|-----------------|-----------------|-----------------|-----------------|
| Non-Current Assets | | | | |
| Gross Block | 1,10,853 | 1,21,495 | 1,34,495 | 1,47,495 |
| Tangibles | 1,10,853 | 1,21,495 | 1,34,495 | 1,47,495 |
| Intangibles | - | - | - | - |
| Acc: Dep / Amortization | 49,343 | 56,662 | 65,493 | 75,222 |
| Tangibles | 49,343 | 56,662 | 65,493 | 75,222 |
| Intangibles | - | - | - | - |
| Net fixed assets | 61,510 | 64,833 | 69,001 | 72,273 |
| Tangibles | 61,510 | 64,833 | 69,001 | 72,273 |
| Intangibles | - | - | - | - |
| Capital Work In Progress | 1,943 | 1,301 | 1,301 | 1,301 |
| Goodwill | 4,499 | 4,499 | 4,499 | 4,499 |
| Non-Current Investments | 35,216 | 36,716 | 38,216 | 39,716 |
| Net Deferred tax assets | (1,444) | (1,444) | (1,444) | (1,444) |
| Other Non-Current Assets | - | - | - | - |
| Current Assets | | | | |
| Investments | 12,981 | 13,110 | 13,241 | 13,374 |
| Inventories | 20,752 | 22,144 | 26,993 | 31,270 |
| Trade receivables | 31,111 | 16,403 | 16,996 | 19,688 |
| Cash & Bank Balance | 10,470 | 2,740 | 4,692 | 9,076 |
| Other Current Assets | 24,858 | 27,343 | 30,078 | 33,086 |
| Total Assets | 2,03,338 | 1,89,089 | 2,05,018 | 2,24,282 |
| Equity | | | | |
| Equity Share Capital | 2,936 | 2,936 | 2,936 | 2,936 |
| Other Equity | 70,434 | 73,852 | 82,009 | 92,901 |
| Total Network | 73,369 | 76,788 | 84,944 | 95,837 |
| Non-Current Liabilities | | | | |
| Long Term borrowings | 28,850 | 23,080 | 17,310 | 12,983 |
| Provisions | - | - | - | - |
| Other non current liabilities | - | - | - | - |
| Current Liabilities | | | | |
| ST Debt / Current of LT Debt | 6,689 | 5,351 | 4,013 | 3,010 |
| Trade payables | 68,752 | 55,769 | 67,984 | 78,754 |
| Other current liabilities | 24,234 | 26,658 | 29,323 | 32,256 |
| Total Equity & Liabilities | 2,03,338 | 1,89,089 | 2,05,018 | 2,24,282 |

Source: Company Data, PL Research

Cash Flow (Rs m)

| Y/e Mar | FY22 | FY23E | FY24E | FY25E |
|---------------------------------------|----------------|-----------------|-----------------|-----------------|
| PBT | 5,276 | 12,881 | 25,489 | 34,040 |
| Add. Depreciation | 7,528 | 7,319 | 8,832 | 9,729 |
| Add. Interest | 3,011 | 2,719 | 1,990 | 1,493 |
| Less Financial Other Income | 761 | 1,153 | 1,279 | 1,298 |
| Add. Other | (761) | (1,153) | (1,279) | (1,298) |
| Op. profit before WC changes | 15,054 | 21,765 | 35,032 | 43,963 |
| Net Changes-WC | 12,070 | 271 | 6,703 | 3,726 |
| Direct tax | (122) | (4,122) | (5,098) | (6,808) |
| Net cash from Op. activities | 27,002 | 17,914 | 36,637 | 40,881 |
| Capital expenditures | (1,257) | (10,000) | (13,000) | (13,000) |
| Interest / Dividend Income | - | - | - | - |
| Others | (3,767) | (347) | (221) | (202) |
| Net Cash from Invt. activities | (5,024) | (10,347) | (13,221) | (13,202) |
| Issue of share cap. / premium | (1,713) | (212) | - | (8,532) |
| Debt changes | (1,924) | (7,108) | (7,108) | (5,331) |
| Dividend paid | (109) | (5,128) | (12,235) | (7,807) |
| Interest paid | (3,011) | (2,719) | (1,990) | (1,493) |
| Others | - | - | - | - |
| Net cash from Fin. activities | (6,757) | (15,167) | (21,333) | (23,163) |
| Net change in cash | 15,221 | (7,599) | 2,083 | 4,516 |
| Free Cash Flow | 25,745 | 7,914 | 23,637 | 27,881 |

Source: Company Data, PL Research

Quarterly Financials (Rs m)

| Y/e Mar | Q3FY22 | Q4FY22 | Q1FY23 | Q2FY23 |
|-----------------------------------|---------------|---------------|---------------|---------------|
| Net Revenue | 55,352 | 87,443 | 72,229 | 82,660 |
| YoY gr. (%) | 15.0 | 24.9 | 144.8 | 85.4 |
| Raw Material Expenses | 43,131 | 68,422 | 57,281 | 64,466 |
| Gross Profit | 12,221 | 19,021 | 14,948 | 18,194 |
| Margin (%) | 22.1 | 21.8 | 20.7 | 22.0 |
| EBITDA | 2,239 | 7,760 | 3,203 | 5,373 |
| YoY gr. (%) | (11.8) | 45.3 | (328.6) | 298.9 |
| Margin (%) | 4.0 | 8.9 | 4.4 | 6.5 |
| Depreciation / Depletion | 1,897 | 1,954 | 1,824 | 1,768 |
| EBIT | 342 | 5,807 | 1,379 | 3,605 |
| Margin (%) | 0.6 | 6.6 | 1.9 | 4.4 |
| Net Interest | 668 | 765 | 689 | 771 |
| Other Income | 176 | 242 | 256 | 200 |
| Profit before Tax | 271 | 9,986 | 1,077 | 3,117 |
| Margin (%) | 0.5 | 11.4 | 1.5 | 3.8 |
| Total Tax | 213 | 973 | 396 | 1,124 |
| Effective tax rate (%) | 78.7 | 9.7 | 36.8 | 36.1 |
| Profit after Tax | 58 | 9,014 | 681 | 1,993 |
| Minority interest | - | - | - | - |
| Share Profit from Associates | - | - | - | - |
| Adjusted PAT | (32) | 4,769 | 598 | 1,940 |
| YoY gr. (%) | (110.8) | 124.5 | (121.3) | (333.3) |
| Margin (%) | (0.1) | 5.5 | 0.8 | 2.3 |
| Extra Ord. Income / (Exp) | 420 | 4,703 | 130 | 82 |
| Reported PAT | 58 | 9,014 | 681 | 1,993 |
| YoY gr. (%) | (129.8) | 273.7 | (124.1) | (340.1) |
| Margin (%) | 0.1 | 10.3 | 0.9 | 2.4 |
| Other Comprehensive Income | - | - | - | - |
| Total Comprehensive Income | - | - | - | - |
| Avg. Shares O/s (m) | 2,936 | 2,936 | 2,936 | 2,936 |
| EPS (Rs) | - | 1.6 | 0.2 | 0.7 |

Source: Company Data, PL Research

Key Financial Metrics

| Y/e Mar | FY22 | FY23E | FY24E | FY25E |
|----------------------------|---------|-------|-------|-------|
| Per Share(Rs) | | | | |
| EPS | 0.1 | 2.9 | 6.9 | 9.3 |
| CEPS | 2.6 | 5.4 | 10.0 | 12.6 |
| BVPS | 25.0 | 26.2 | 28.9 | 32.6 |
| FCF | 8.8 | 2.7 | 8.1 | 9.5 |
| DPS | 0.0 | 1.7 | 4.2 | 5.6 |
| Return Ratio(%) | | | | |
| RoCE | 2.2 | 13.3 | 24.8 | 31.4 |
| ROIC | 2.9 | 10.6 | 23.9 | 31.6 |
| RoE | 0.2 | 11.5 | 25.2 | 30.1 |
| Balance Sheet | | | | |
| Net Debt : Equity (x) | 0.2 | 0.2 | 0.0 | (0.1) |
| Net Working Capital (Days) | (58) | (45) | (45) | (44) |
| Valuation(x) | | | | |
| PER | 2,516.9 | 50.3 | 21.3 | 15.9 |
| P/B | 5.9 | 5.6 | 5.1 | 4.5 |
| P/CEPS | 56.3 | 27.2 | 14.8 | 11.7 |
| EV/EBITDA | 44.8 | 20.7 | 12.5 | 9.7 |
| EV/Sales | 2.1 | 1.5 | 1.2 | 1.0 |
| Dividend Yield (%) | 0.0 | 1.2 | 2.8 | 3.8 |

Source: Company Data, PL Research

Key Operating Metrics

| Y/e Mar | FY22 | FY23E | FY24E | FY25E |
|-------------------------------|-----------|-----------|-----------|-----------|
| MHCV volumes (in units) | 73,885 | 1,04,978 | 1,26,712 | 1,46,883 |
| LCV volumes (in units) | 54,441 | 64,770 | 77,893 | 88,629 |
| Total volumes (in units) | 1,28,326 | 1,69,748 | 2,04,605 | 2,35,513 |
| Average realisation (Rs/unit) | 16,90,093 | 17,63,481 | 17,83,491 | 17,94,898 |

Source: Company Data, PL Research

Price Chart
Recommendation History


| No. | Date | Rating | TP (Rs.) | Share Price (Rs.) |
|-----|-----------|--------|----------|-------------------|
| 1 | 06-Oct-22 | BUY | 200 | 156 |
| 2 | 02-Aug-22 | BUY | 177 | 154 |
| 3 | 08-Jul-22 | BUY | 170 | 148 |
| 4 | 23-May-22 | BUY | 170 | 130 |
| 5 | 11-Apr-22 | BUY | 170 | 131 |
| 6 | 15-Feb-22 | BUY | 175 | 124 |
| 7 | 12-Jan-22 | BUY | 181 | 123 |
| 8 | 15-Nov-21 | BUY | 170 | 152 |

Analyst Coverage Universe

| Sr. No. | Company Name | Rating | TP (Rs) | Share Price (Rs) |
|---------|------------------------|------------|---------|------------------|
| 1 | Ashok Leyland | BUY | 200 | 156 |
| 2 | Bajaj Auto | Hold | 3,865 | 3,571 |
| 3 | Bharat Forge | BUY | 875 | 707 |
| 4 | CEAT | Accumulate | 1,775 | 1,617 |
| 5 | Eicher Motors | BUY | 4,190 | 3,701 |
| 6 | Endurance Technologies | BUY | 1,600 | 1,394 |
| 7 | Exide Industries | UR | - | 157 |
| 8 | Hero Motocorp | BUY | 3,175 | 2,598 |
| 9 | InterGlobe Aviation | Accumulate | 2,015 | 1,798 |
| 10 | Mahindra & Mahindra | BUY | 1,500 | 1,262 |
| 11 | Maruti Suzuki | BUY | 10,230 | 9,493 |
| 12 | Tata Motors | BUY | 520 | 433 |
| 13 | TVS Motors | BUY | 1,275 | 1,114 |

PL's Recommendation Nomenclature (Absolute Performance)

| | |
|--------------------------|-----------------------------------|
| Buy | : > 15% |
| Accumulate | : 5% to 15% |
| Hold | : +5% to -5% |
| Reduce | : -5% to -15% |
| Sell | : < -15% |
| Not Rated (NR) | : No specific call on the stock |
| Under Review (UR) | : Rating likely to change shortly |

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