

Targets 3x revenue by FY30; rare earth crunch to hit near term

Auto & Auto Ancillaries ▶ Management Meet Update ▶ June 30, 2025

CMP (Rs): 451 | TP (Rs): 575

We met with Vikram Mohan (MD) and the senior management of Pricol, to delve into its business strategy/growth outlook; we also visited its R&D center and manufacturing plant. KTAs: 1) Pricol targets Rs80bn revenue by FY30 (Rs27bn in FY25), with ~12-13% EBITDAM ex-P3L (core business) and ~10% for P3L, while sustaining 20% RoCE. 2) Targets global #1 spot in 2W DIS by FY30 with 45-50% market share (#2, 37% now), while outpacing the 2W industry by 5-10% aided by recent inroads in leading 2W Japanese OEMs like Honda, Suzuki; has also made requisite investment in manpower, R&D; targets 2x content per vehicle to Rs5k by FY30. 3) After 3Y of development, Pricol targets sharp ramp-up in disc-breaks (confirmed orders from OEMs) and is also developing CBS, ABS. 4) At P3L, aims to double revenue in 3Y (incl via inorganic), with 10% margin (7% in FY25). 5) Leveraging supplier consolidation, Pricol targets 30% domestic share in all 2W handlebar aggregates by FY30 via technical collaboration/licensing, with in-house development. 6) Industry fears potential ~30-50% OEM production cuts in Jul-Aug (5-10% cuts in Jun) on rare-earth magnet issue. We favor Pricol, on further improvement in its competitive positioning in a fast-premiumizing product category (ie clusters), apart from optionalities around breakthrough in PVs/expansion into other components backed by order wins (eg disc brakes), while sustaining +20% return ratios. Our estimates are unchanged (though rare earth magnet-led potential production cuts are a risk); retain BUY, TP of Rs575 (24x FY27E PER).

DIS: Aims for #1 global position backed by order wins with Honda, Suzuki

Strong R&D focus (~3-4% of sales; 50% of its engineering staff engaged in R&D) coupled with high vertical integration in products/processes (eg complete in-house manufacturing of tools, machines; in-house testing, including software) has driven Pricol's robust competitive positioning (2nd largest player globally with ~37% market share, including over 40%/80% in 2Ws/CVs in India). It now aims for global leadership by FY30 with 45-50% market share, aided by recent major inroads into Japanese OEMs (Honda, Suzuki; supply from Oct-25, Yamaha; audits done successfully), with major revenue accretion from FY28. Further, leveraging the ongoing supplier consolidation, it aims for 30% domestic share in all 2W handlebar aggregates (throttles, brake panels, switches, locks) by FY30, with kit value doubling to over Rs5k; it is pursuing tech transfer/licensing with foreign players (no JVs, to protect value), alongside in-house development.

ACFMS: Sharp ramp-up in disc brakes ahead

Pricol has greater focus on ACFMS, buoyed by robust product/process development capabilities to maintain frugal cost structures. On disc brakes, after 3Y of development, Pricol targets sharp ramp-up, backed by confirmed OEM orders; it is also developing combi brake system (CBS) and anti-lock brake system (ABS) – expects major topline traction from the 2 ventures after ~24M. On fuel pumps, Pricol has invested in developing more variants, and targets transitioning from assembly to full-scale manufacturing amid enhanced ICE visibility for 2Ws, with slower than earlier-expected EV penetration.

Pricol: Financial Snapshot (Consolidated)

Y/E Mar (Rs mn)	FY23	FY24	FY25	FY26E	FY27E
Revenue	19,586	22,718	26,919	37,463	42,302
EBITDA	2,285	2,731	3,129	4,372	5,127
Adj. PAT	1,150	1,406	1,670	2,356	2,812
Adj. EPS (Rs)	9.4	11.5	13.7	19.3	23.1
EBITDA margin (%)	11.7	12.0	11.6	11.7	12.1
EBITDA growth (%)	26.5	19.5	14.6	39.7	17.3
Adj. EPS growth (%)	125.0	22.3	18.8	41.1	19.4
RoE (%)	18.0	18.1	17.9	20.8	20.2
RoIC (%)	17.1	18.8	18.5	21.8	22.2
P/E (x)	44.0	39.1	32.9	23.3	19.5
EV/EBITDA (x)	24.1	19.9	17.6	12.5	10.4
P/B (x)	7.8	6.5	5.4	4.4	3.6
FCFF yield (%)	1.5	2.2	2.0	1.1	2.8

Source: Company, Emkay Research

Target Price – 12M	Mar-26
Change in TP (%)	-
Current Reco.	BUY
Previous Reco.	BUY
Upside/(Downside) (%)	27.5

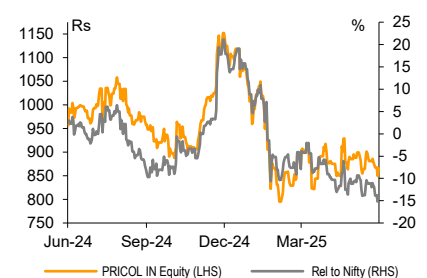
Stock Data	PRICOL IN
52-week High (Rs)	599
52-week Low (Rs)	368
Shares outstanding (mn)	121.9
Market-cap (Rs bn)	55
Market-cap (USD mn)	642
Net-debt, FY26E (Rs mn)	(137.0)
ADTV-3M (mn shares)	0
ADTV-3M (Rs mn)	116.4
ADTV-3M (USD mn)	1.4
Free float (%)	61.5
Nifty-50	25,637.8
INR/USD	85.5

Shareholding, Mar-25

Promoters (%)	38.5
FPIs/MFs (%)	16.3/15.7

Price Performance

(%)	1M	3M	12M
Absolute	1.4	(0.8)	(9.3)
Rel. to Nifty	(1.8)	(8.7)	(14.9)

1-Year share price trend (Rs)**Chirag Jain**

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Other key highlights from the Analyst Meet

Fears over potential supply disruption in the near term; Pricol relatively less affected

- **Near-term impact:**
 - Industry has fears of ~30-50% production cuts by OEMs in Jul-Aug (~5-10% cuts seen in Jun-25). The coming few months could thus see supply challenges – whether for ICE or EVs.
 - However, the impact would be relatively greater in case of PVs as against 2Ws (rare earth magnets are used in 18 locations in a PV vs in 2-3 locations in a 2W).
- **Pricol's exposure:** While **Pricol is not likely to see a major direct impact**, disruption at a broader level is likely for all Tier 1 players as well as the industry
- **Mitigation strategy:** Nevertheless, Pricol is reviving its Covid playbook to control costs and sustain margins in the face of any near-term supply issues.
- **Alternative solutions:**
 - Work on alternative magnet solutions has been ongoing for 1–2 years; alternatives are larger in size, albeit viable.
 - While it typically takes ~24 months to develop, validate, and commercialize alternatives under normal circumstances, efforts are being fast-tracked to do this in ~9 months across OEMs as of now.
- **Technical context:** REE-based magnets are used because they are one-third the size, lower in cost, and deliver the same output as alternatives.
- **Policy and industry actions:** Significant efforts are under way at the highest levels, with multiple applications and bids being processed to address the supply issue.
- **Outlook:** Short-term pain is expected, although discussions with China are ongoing in the hope of reaching an agreement to stabilize supplies.

Targets doubling PV DIS revenue share to 14%

- Pricol targets to double its revenue share from PVs in DIS to ~14% (vs ~7% now) via entry into select OEMs (65% market share with TTMT; is also working with M&M now).
- Here, Pricol is focusing on maintaining its presence, on remaining at the lower end of the spectrum (in terms of technological complexity), and on leveraging the flow-through of technology into 2Ws.
- Amid a rapid DIS transition in CVs entailing cockpit digitization and introduction of advanced clusters, Pricol aims to sustain and slightly improve its existing strong market share despite a competitive, multi-supplier landscape by moving up the value chain.

Progress on E-Cockpit and BMS Solutions, and other products

E-Cockpit product ready; commercialization a monitorable

- Pricol has developed a commercial-ready e-cockpit product, incorporating infotainment and navigation in a single unit.
- While a technology agreement is in place and a potential customer has been identified, the probability of securing the business currently is monitorable owing to the presence of significantly larger players like Visteon and Denso.
- Pricol has demonstrated strong product development capabilities despite lacking global supply capabilities and intends to focus on the lower end of the PV segment, where clusters are less complex (eg *Tata Punch*) vs premium bikes (eg *BMW*).

BMS: Advancing well, with progress likely in 12-24 months

- Pricol has developed a frugal, cost-effective BMS product, which took longer than anticipated, albeit is now ready for deployment.
- The company has prioritized extensive testing, leveraging a partnership in France, and has seen promising results; certain components are being imported.
- Samples are currently being provided to both—established OEMs and EV start-ups; Pricol expects to see outcomes from these efforts over the next 12-24 months.

Exploring Industrial electronics as a potential play

- Amid the currently muted exports outlook, Pricol targets non-auto electronics for industrial applications (owing to rising automation, lower pricing pressure, margins of up to 30%).

Pricol's 3-pronged approach to achieve its target market share in 2W handlebar aggregates

- The management highlighted a three-pronged strategy:
 - **Adopt** global technology (via a technological partnership or licensing agreement)
 - **Adapt** the technology in line with the needs of the Indian OEM (better suitability)
 - **Improve** the technology to align with local OEM cost structures and ensure frugal pricing.

Major transformation under way at P3L

- Acquisition of P3L (erstwhile Sundaram Auto Components) aligns with Pricol's aim to acquire a commodity business owing to the rapid scalability and lower time to market
- Pricol is leveraging its strong in-house plastic molding capabilities to achieve scale. P3L is undergoing major restructuring, with plans under way for 2 new plants and additional inorganic capacity.

Strong R&D focus with high vertical integration in product/process has driven Pricol's robust competitive positioning

"We continue to invest heavily in new product development, and process engineering amounting to nearly 4.5% of our annual turnover through our engineering and technology group in order to deliver best-in-class products and services to our customers to maintain our market leadership. Our Company is committed to capitalizing on both volume and premiumization opportunities within the automotive industry."

- Vikram Mohan, MD at Pricol; Comments in the FY24 Annual Report ([link](#))

Exhibit 1: Pricol's product portfolio is primarily divided into DIS and ACFMS**A. Driver Information and Connected Vehicle Solutions****B. Actuation, Control and Fluid Management Systems**

Source: Company, Emkay Research

Exhibit 2: Pricol supplies to leading OEMs across vehicle segments

Source: Company, Emkay Research

Exhibit 3: P3L (erstwhile Sundaram Auto Components) has a diversified clientele across segments

OEMs	
EV OEMs	
Tier 1	
Indirect OEMs	

Source: Company, Emkay Research

Exhibit 4: 3PL's diverse product portfolio spans across vehicle segments



Source: Company, Emkay Research

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Exhibit 5: We expect Pricol's consolidated revenue CAGR at 25% over FY25-27E, with blended EBITDA margin improving to 11.7%/12.1% by FY26E/FY27E

Revenue (Rs mn)	FY23	FY24	FY25	FY26E	FY27E	Management commentary, per the earnings call
Pricol (ex-P3L)	19,586	22,718	25,515	28,618	32,573	Pricol's 13-15% growth guidance sustained, even without new products
P3L	-	-	1,404	8,845	9,729	Revenue should grow 10% YoY; will acquire new customers; expects to achieve Rs8-8.5bn revenue in FY26
Total consolidated	19,586	22,718	26,919	37,463	42,302	Rs36bn consol revenue guidance maintained; can potentially also achieve Rs40bn
Growth YoY (%)	FY23	FY24	FY25	FY26E	FY27E	
Pricol (ex-P3L)		16.0	12.3	12.2	13.8	13-15% growth guidance sustained for core business, even without new products
P3L					10.0	Revenue growth of 10% is expected in this business
Mix %	FY23	FY24	FY25	FY26E	FY27E	
Pricol (ex-P3L)	100	100	95	76	77	
P3L	-	-	5	24	23	
EBITDA (Rs mn)	FY23	FY24	FY25	FY26E	FY27E	
Pricol (ex-P3L)	2,285	2,731	3,031	3,663	4,208	
P3L			98	708	919	2M FY25 EBITDA based on 7% margin for full year
EBITDAM %	FY23	FY24	FY25	FY26E	FY27E	
Pricol (ex-P3L)	11.7	12.0	11.9	12.8	12.9	Pricol's core FY25 EBITDA margin stood at 11.9%. Core EBITDA margin should rebound to 12.5-13% by Q2/Q3
P3L			7.0	8.0	9.5	2M FY25 EBITDA based on 7% margin for full year: high single digit/double digit margin expected to be achieved by FY26/27
Blended EBITDAM (%)			11.6	11.7	12.1	
PAT (Rs mn)	FY23	FY24	FY25	FY26E	FY27E	
Pricol (ex-P3L)			1,600	2,077	2,492	
P3L			70	279	322	
PATM (%)	FY23	FY24	FY25	FY26E	FY27E	
Pricol (ex-P3L)			6.3	7.3	7.6	
P3L			5.0	3.2	3.3	PAT margin for the consolidation period is 5%; full year PAT margin stands at 3.6%
Blended PATM (%)			6.2	6.3	6.6	

Source: Company, Emkay Research; Note: P3L is erstwhile Sundaram Auto Components; P3L has been consolidated for 2 months (Feb-Mar '25)

Exhibit 6: P3L's (Sundaram Auto Components) margin is seen improving to a high single digit/double-digit by FY26E/27E

P3L (Rs mn)	FY22	FY23	FY24	FY25E	FY26E	FY27E	Comments
Revenue	6,063	7,832	7,638	8,423	8,845	9,729	FY25 actual revenue, per the earnings call
Growth YoY (%)	32	29	-2	10	5.0	10.0	
RM cost	4,233	5,528	5,334	5,879	6,084	6,586	
% of sales	69.8	70.6	69.8	69.8	68.8	67.7	FY25 is per our estimates; we build in improvement over FY26E-27E, as products revenue scales up
Gross Profit	1,830	2,304	2,304	2,545	2,760	3,143	
Gross margin (%)	30.2	29.4	30.2	30.2	31.2	32.3	
Employee cost	759	870	884	1,011	1,061	1,148	FY25 is per our estimates; we build in improvement over FY26E-27E, as products revenue scales up
% of sales	12.5	11.1	11.6	12.0	12.0	11.8	
Other Expenses	709	892	802	943	991	1,076	FY25 is per our estimates; we build in improvement over FY26E-27E, as products revenue scales up
% of sales	11.7	11.4	10.5	11.2	11.2	11.1	
EBITDA	363	543	618	590	708	919	Rs590mn has been derived based on 7% EBITDA margin for FY25, as reported in the earnings call
EBITDAM (%)	6.0	6.9	8.1	7.0	8.0	9.5	FY25 margin, per the earnings call; the management expects margin to increase to a high single digit/double-digit by FY26E/27E
Depreciation and Amortization	209	211	226	173	326	481	FY25 is per our estimates; we expect depreciation to increase amid growth capex of Rs2-2.5bn over FY26E-27E
% of Gross Block	6.4	6.0	6.0	4.5	7.3	8.4	
Gross Block Value	3,376	3,637	3,853	3,853	5,086	6,358	We build in ~Rs1.25bn gross block addition each in FY26E/27E, per the capex guidance in the earnings call
Growth YoY (%)	6.3	7.7	6.0	0.0	32.0	25.0	
EBIT	154	332	392	417	382	439	
EBITM (%)	2.5	4.2	5.1	5.0	4.3	4.5	
Other income	18	38	9	50	30	20	FY25 is per our estimates; other income would be lower in FY26/27, as capex would increase, along with some debt repayment
					0	0	
Interest expenses	129	129	113	68	40	30	FY25 is per our estimates; assumed FY26E/FY27E interest rate to be similar
% of Debt	9	12	13	10.0	10.0	10.0	
Gross Debt Value	1,406	1,086	905	452	339	254	FY25 is as per our estimates; assumed some debt repayment in FY26E/FY27E
Growth YoY (%)	-16	-23	-17	-50	-25	-25	
EBT	43	241	288	399	373	429	
Tax	20	86	96	100	93	107	FY25 details not available and as per our estimates; assumed 25% tax rate and a similar rate in FY26E/27E
Tax Rate	46.3	35.6	33.2	25.0	25.0	25.0	
Adj PAT	23	155	192	299	279	322	
PATM (%)	0.4	2.0	2.5	3.6	3.2	3.3	FY25 PAT margin at 3.6% based on Rs8.4bn revenue and Rs300mn PAT, per the earnings call

Source: Capitaline, Company, Emkay Research

Exhibit 7: We build in 25%/28%/30% consolidated revenue/EBITDA/PAT CAGR over FY25-27E

Particulars (Rs mn)	FY23	FY24	FY25	FY26E	FY27E
Instrument Cluster	12,731	15,902	18,273	22,089	25,858
Growth YoY (%)		24.9	14.9	20.9	17.1
2Ws	8,275	10,337	13,585	16,663	19,593
Growth YoY (%)		24.9	31.4	22.7	17.6
CVs & Off road	3,819	3,589	3,413	3,794	4,036
Growth YoY (%)		-6.0	-4.9	11.2	6.4
PVs	637	991	1,276	1,632	2,228
Growth YoY (%)		55.7	28.8	27.9	36.5
ACFMS division	6,855	6,815	7,361	6,820	7,494
Growth YoY (%)		-0.6	8.0	-7.3	9.9
Of which disc brakes	0	0	0	480	900
Growth YoY (%)					87.5
Non-brakes	6,855	6,815	7,361	6,340	6,594
Growth YoY (%)		-0.6	8.0	-13.9	4.0
Pricol's core business revenue	19,586	22,718	25,515	28,618	32,573
Growth YoY (%)		16.0	12.3	12.2	13.8
P3L (Sundaram Auto Components)	-	-	1,404	8,423	8,845
Growth YoY (%)					5.0
Revenue Mix (%)	FY23	FY24	FY25E	FY26E	FY27E
Revenue split					
Instrument Cluster	65.0	70.0	67.9	58.2	59.3
ACFMS	35.0	30.0	27.3	18.2	17.7
P3L (Sundaram Auto Components)	0.0	0.0	5.2	23.6	23.0
Within Instrument Cluster Division					
2Ws	65	65	74	75	76
CVs & Off road	30	30	19	17	16
PVs	5	5	7	7	9
Total Consolidated Revenue	19,586	22,718	26,919	37,463	42,302
Growth YoY (%)	26.8	16.0	18.5	39.2	12.9
Consolidated blended EBITDA	2,285	2,731	3,129	4,372	5,127
Growth YoY (%)	26.5	19.5	14.6	39.7	17.3
Consolidated blended EBITDAM (%)	11.7	12.0	11.6	11.7	12.1
-- Pricol's Core EBITDA	2,285	2,731	3,031	3,663	4,208
Pricol's Core-EBITDAM (%)	11.7	12.0	11.9	12.8	12.9
-- P3L's EBITDA			98	708	919
P3L's EBITDAM (%)			7.0	8.0	9.5
Consolidated blended PAT	1,150	1,406	1,670	2,356	2,812
Consolidated blended PATM (%)	5.9	6.2	6.2	6.3	6.6
-- Pricol's Core PAT	1,150	1,406	1,600	2,077	2,491
Pricol's Core-PATM (%)	5.9	6.2	6.3	7.3	7.6
-- P3L's PAT			70	279	322
P3L's PATM (%)			5.0	3.2	3.3
EPS (Rs)	9.4	11.5	13.7	19.3	23.1

Source: Company, Emkay Research

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Pricol: Consolidated Financials and Valuations

Profit & Loss					
Y/E Mar (Rs mn)	FY23	FY24	FY25	FY26E	FY27E
Revenue	19,586	22,718	26,919	37,463	42,302
Revenue growth (%)	26.8	16.0	18.5	39.2	12.9
EBITDA	2,285	2,731	3,129	4,372	5,127
EBITDA growth (%)	26.5	19.5	14.6	39.7	17.3
Depreciation & Amortization	779	821	898	1,142	1,317
EBIT	1,506	1,910	2,232	3,230	3,810
EBIT growth (%)	52.5	26.8	16.8	44.8	18.0
Other operating income	-	-	-	-	-
Other income	46	132	166	175	183
Financial expense	183	183	132	208	178
PBT	1,369	1,859	2,266	3,197	3,816
Extraordinary items	98	0	0	0	0
Taxes	219	453	596	841	1,003
Minority interest	0	0	0	0	0
Income from JV/Associates	0	0	0	0	0
Reported PAT	1,247	1,406	1,670	2,356	2,812
PAT growth (%)	144.1	12.8	18.8	41.1	19.4
Adjusted PAT	1,150	1,406	1,670	2,356	2,812
Diluted EPS (Rs)	9.4	11.5	13.7	19.3	23.1
Diluted EPS growth (%)	125.0	22.3	18.8	41.1	19.4
DPS (Rs)	0	0	0	0	0
Dividend payout (%)	0	0	0	0	0
EBITDA margin (%)	11.7	12.0	11.6	11.7	12.1
EBIT margin (%)	7.7	8.4	8.3	8.6	9.0
Effective tax rate (%)	16.0	24.4	26.3	26.3	26.3
NOPLAT (pre-IndAS)	1,265	1,445	1,645	2,381	2,809
Shares outstanding (mn)	122	122	122	122	122

Source: Company, Emkay Research

Balance Sheet					
Y/E Mar (Rs mn)	FY23	FY24	FY25	FY26E	FY27E
Share capital	122	122	122	122	122
Reserves & Surplus	6,921	8,331	10,038	12,395	15,207
Net worth	7,043	8,453	10,160	12,517	15,329
Minority interests	0	0	0	0	0
Non-current liab. & prov.	407	348	301	301	301
Total debt	1,103	609	1,347	2,120	1,120
Total liabilities & equity	8,553	9,410	11,809	14,938	16,750
Net tangible fixed assets	2,678	3,122	5,594	6,952	8,136
Net intangible assets	2,032	2,032	2,032	2,032	2,032
Net ROU assets	-	-	-	-	-
Capital WIP	146	383	704	704	704
Goodwill	695	596	517	517	517
Investments [JV/Associates]	12	12	71	71	71
Cash & equivalents	876	1,188	1,090	2,257	2,575
Current assets (ex-cash)	6,054	6,457	8,920	12,089	13,577
Current Liab. & Prov.	4,506	4,946	7,685	10,250	11,428
NWC (ex-cash)	1,548	1,511	1,235	1,839	2,149
Total assets	8,553	9,410	11,809	14,938	16,750
Net debt	228	(579)	257	(137)	(1,455)
Capital employed	8,553	9,410	11,809	14,938	16,750
Invested capital	7,520	7,827	9,944	11,906	13,400
BVPS (Rs)	57.8	69.3	83.3	102.7	125.8
Net Debt/Equity (x)	-	(0.1)	-	-	(0.1)
Net Debt/EBITDA (x)	0.1	(0.2)	0.1	-	(0.3)
Interest coverage (x)	8.5	11.2	18.2	16.4	22.4
RoCE (%)	20.1	23.7	23.3	26.0	25.7

Source: Company, Emkay Research

Cash flows					
Y/E Mar (Rs mn)	FY23	FY24	FY25	FY26E	FY27E
PBT (ex-other income)	1,466	1,859	2,266	3,197	3,816
Others (non-cash items)	(93)	49	(38)	0	0
Taxes paid	(368)	(381)	(567)	(841)	(1,003)
Change in NWC	(295)	43	437	(604)	(311)
Operating cash flow	1,663	2,548	3,093	3,102	3,996
Capital expenditure	(842)	(1,376)	(1,966)	(2,500)	(2,500)
Acquisition of business	-	-	-	-	-
Interest & dividend income	9	20	36	0	0
Investing cash flow	(700)	(1,313)	(3,805)	(2,500)	(2,500)
Equity raised/(repaid)	0	-	0	0	0
Debt raised/(repaid)	(457)	(428)	695	773	(1,000)
Payment of lease liabilities	0	(78)	0	0	0
Interest paid	(181)	(182)	(133)	(208)	(178)
Dividend paid (incl tax)	0	0	0	0	0
Others	0	-	0	0	0
Financing cash flow	(638)	(689)	562	565	(1,178)
Net chg in Cash	334	565	(114)	1,167	318
OCF	1,663	2,548	3,093	3,102	3,996
Adj. OCF (w/o NWC chg.)	1,958	2,505	2,656	3,706	4,307
FCFF	821	1,172	1,127	602	1,496
FCFE	648	1,010	1,031	394	1,318
OCF/EBITDA (%)	72.8	93.3	98.8	71.0	77.9
FCFE/PAT (%)	51.9	71.8	61.7	16.7	46.9
FCFF/NOPLAT (%)	64.9	81.1	68.5	25.3	53.3

Source: Company, Emkay Research

Valuations and key Ratios					
Y/E Mar	FY23	FY24	FY25	FY26E	FY27E
P/E (x)	44.0	39.1	32.9	23.3	19.5
P/CE(x)	28.5	24.7	21.4	15.7	13.3
P/B (x)	7.8	6.5	5.4	4.4	3.6
EV/Sales (x)	2.8	2.4	2.0	1.5	1.3
EV/EBITDA (x)	24.1	19.9	17.6	12.5	10.4
EV/EBIT(x)	36.6	28.4	24.7	17.0	14.0
EV/IC (x)	7.3	6.9	5.5	4.6	4.0
FCFF yield (%)	1.5	2.2	2.0	1.1	2.8
FCFE yield (%)	1.2	1.8	1.9	0.7	2.4
Dividend yield (%)	0	0	0	0	0
DuPont-RoE split					
Net profit margin (%)	5.9	6.2	6.2	6.3	6.6
Total asset turnover (x)	2.4	2.5	2.5	2.8	2.7
Assets/Equity (x)	1.3	1.2	1.1	1.2	1.1
RoE (%)	18.0	18.1	17.9	20.8	20.2
DuPont-RoIC					
NOPLAT margin (%)	6.5	6.4	6.1	6.4	6.6
IC turnover (x)	2.7	3.0	3.0	3.4	3.3
RoIC (%)	17.1	18.8	18.5	21.8	22.2
Operating metrics					
Core NWC days	28.9	24.3	16.7	17.9	18.5
Total NWC days	28.9	24.3	16.7	17.9	18.5
Fixed asset turnover	1.8	1.9	1.9	2.2	2.2
Opex-to-revenue (%)	18.2	19.5	19.3	18.8	18.4

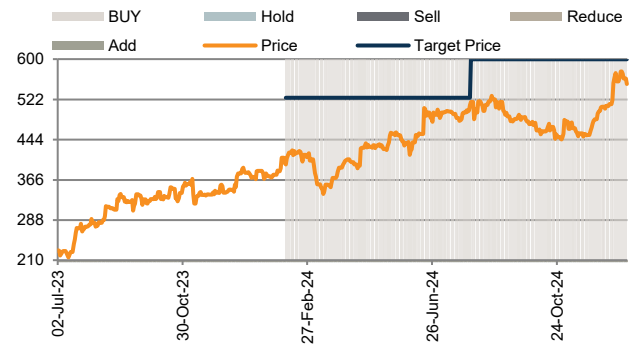
Source: Company, Emkay Research

RECOMMENDATION HISTORY - DETAILS

Date	Closing Price (INR)	TP (INR)	Rating	Analyst
19-May-25	432	575	Buy	Chirag Jain
19-May-25	432	575	Buy	Chirag Jain
16-Apr-25	444	575	Buy	Chirag Jain
16-Apr-25	444	575	Buy	Chirag Jain
21-Mar-25	449	575	Buy	Chirag Jain
21-Mar-25	449	575	Buy	Chirag Jain
31-Jan-25	505	600	Buy	Chirag Jain
31-Jan-25	505	600	Buy	Chirag Jain
10-Jan-25	559	650	Buy	Chirag Jain
10-Jan-25	559	650	Buy	Chirag Jain
02-Dec-24	495	600	Buy	Chirag Jain
02-Dec-24	495	600	Buy	Chirag Jain
08-Nov-24	466	600	Buy	Chirag Jain
08-Nov-24	466	600	Buy	Chirag Jain
10-Sep-24	482	600	Buy	Chirag Jain
10-Sep-24	482	600	Buy	Chirag Jain
02-Aug-24	517	600	Buy	Chirag Jain
02-Aug-24	517	600	Buy	Chirag Jain
16-May-24	452	525	Buy	Chirag Jain
16-May-24	452	525	Buy	Chirag Jain
06-Feb-24	396	525	Buy	Chirag Jain
06-Feb-24	396	525	Buy	Chirag Jain

Source: Company, Emkay Research

RECOMMENDATION HISTORY - TREND



Source: Bloomberg, Company, Emkay Research

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