# Maruti Suzuki India Ltd.

January 30, 2025

### CMP: INR 11.973 | Target Price: INR 13.958 | Potential Upside: 16.6%

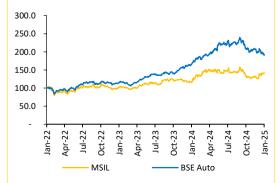


Q3FY25 Results Update

Change in Es	stima	tes							~	
Change in Target Price						$\checkmark$				
Change in Recommendation						<ul> <li></li> </ul>				
Company Inf	o									
BB Code							MSIL IN EQUITY			
Face Value (	INR)									5.0
52 W High/Lo	ow (II	NR)							13,6	675/9,755
Mkt Cap (Bn)								INR	3,76	6 / \$43.5
Shares o/s (N										314.4
3M Avg. Dail	y Vol	um	е							4,66,775
Change in C	EBP	LE	stima	tes	S					
			FY2						Y27E	
INR Bn		lew			Dev					Dev. (%)
Revenue	<i>`</i> -	715	· · · · ·			1.1	1,909	1	,920	(0.5)
EBITDA		202		05		(1.4)			232	(2.2)
EBITDAM %		1.8		2.1	(30)	bps				(20) bps
PAT		163		50		8.7	183		170	7.5
EPS (INR)		8.2		5.8		8.7	581.6	5	41.1	7.5
Actual vs Co	onsei	nsu	s							
INR Bn		Q3FY25A Consensus Est.			Dev.%					
Revenue					384.9		38	4.4		0.1
EBITDA					44.7		4	5.0		(0.8)
EBITDAM %					11.6		1	1.7		(11)bps
PAT					35.3		3	6.0		(2.2)
Key Financia	als									
INR Bn			FY23		FY24	L	FY25E	F١	/26E	FY27E
Revenue		1,1	175.2	1,	,409.3	1	1,542.5	1,7	'14.8	1,909.3
YoY (%)			33.1		19.9	1	9.4		11.2	11.3
EBITDA		1	10.1		164.0		183.6	2	02.3	227.2
EBITDAM %			9.4		11.6	1	11.9		11.8	11.9
Adj PAT			80.5		132.1		147.6	1	62.9	182.9
EPS (INR)		2	266.5		431.1		469.5	5	18.2	581.6
ROE %			13.3		15.7		15.8		15.6 15	
ROCE %		13.3 15		15.9	)	16.0		16.0	16.4	
PE(x)			44.9		27.8		25.5		23.1 20	
EV/EBITDA			33.0		22.3		20.5		18.5 16	
Shareholding	g Pa	tter	n (%)							
				De	ec-24		Sep	-24		Jun-24
Promoters					58.28		58.			58.19
Flls					15.47		17.	68		18.98

YTD	3Y	2Y	1Y
<b>Relative Perform</b>	ance (%)		
Public	3.36	3.38	3.46
DIIs	22.89	20.75	19.37
1 110			10100

BSE Auto	95.7	69.8	17.3
MSIL	40.1	37.1	19.9



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#### MSIL reported a strong set of numbers driven by a robust volume growth

- Revenue grew 15.6% YoY and 3.5% QoQ to INR 3,84,921 Mn (vs CEBPL est. at INR 3,88,099 Mn) led by 13.0% YoY growth in volume and 2.2% YoY growth in ASP. Volume growth for the guarter was driven by 20.2% YoY growth in the Utility vehicle segment and 38.2% YoY growth in exports.
- EBITDA saw a growth of 14.4% YoY and 1.2% QoQ to INR 44.703 Mn (vs CEBPL est. at INR 44,631 Mn). EBITDA margin de-grew 12bps YoY and 26bps QoQ to 11.6% (vs CEBPL est. at 11.5%).
- APAT grew by 12.6% YoY and 14.9% QoQ to INR 35,250 Mn (vs CEBPL est. at INR 36,217 Mn).

Strong product portfolio with a complete powertrain mix positions MSIL to gain market share in the PV segment: With its first electric SUV, the e-Vitara, launched earlier this month; MSIL now has product offerings across all segments including ICE, CNG, Hybrid and Electric. There is a strong consumer demand for CNG vehicles, with 1 in every 3 cars sold by the company in the domestic market being a CNG vehicle in Q3FY25. MSIL is preparing about 1,500 EV-enabled service workshops across 1,000 cities, with trained manpower and special equipment, along with roadside assistance. We believe that MSIL, having a strong distribution network (3,925 sales outlets, 5000 service touch-points) can now cater to all consumer segments and will increase its market share in the passenger vehicle segment.

Promising outlook for export: Exports for the quarter were at 99,220 vehicles, the highest ever in any quarter, with a growth of about 38% on a YoY basis. MSIL commanded nearly 49% share of India's total passenger vehicle exports in Q3FY25 compared to 42% share in Q3FY24. MSIL also plans to export its first electric SUV, the e-Vitara to around 100 countries. We believe that MSIL has been successful in its efforts to increase exports and expect export segment to grow 20%/15% for FY25/FY26.

View and Valuation: We revise our FY26/27 EPS estimates upward by 8.7%/7.5% and upgrade to a 'BUY' rating with a revised target price of INR 13,958, valuing the company at 24x(unchanged) on FY27E EPS. We remain positive on long term growth story led by a large distribution network; largest low emission product portfolio with new launch in the EV segment and growing export volumes.

Maruti Suzuki India Ltd.	Q3FY25	Q3FY24	YoY (%)	Q2FY25	QoQ (%)
Volumes (in units)	5,66,213	5,01,205	13.0	5,41,550	4.6
Net Sales	3,84,921	3,33,087	15.6	3,72,028	3.5
Material Expenses	2,75,567	2,36,176	16.7	2,67,459	3.0
Employee Expenses	15,415	13,386	15.2	14,688	4.9
Other Operating Expenses	49,236	44,446	10.8	45,715	7.7
EBITDA	44,703	39,079	14.4	44,166	1.2
Depreciation	8,050	7,517	7.1	7,509	7.2
EBIT	36,653	31,562	16.1	36,657	(0.0)
Interest Cost	484	354	36.7	402	20.4
PBT	46,019	40,538	13.5	51,005	(9.8)
RPAT	35,250	31,300	12.6	30,692	14.9
APAT	35,250	31,300	12.6	30,692	14.9
Adj EPS (INR)	112.1	99.6	12.6	97.6	14.9
Margin Analysis	Q3FY25	Q3FY24	YoY (bps)	Q2FY25	QoQ (bps)
Material Exp. % of Sales	71.6	70.9	68.5	71.9	(30.2)
Employee Exp. % of Sales	4.0	4.0	(1.4)	3.9	5.7
Other Op. Exp % of Sales	12.8	13.3	(55.2)	12.3	50.3
EBITDA Margin (%)	11.6	11.7	(11.9)	11.9	(25.8)
Tax Rate (%)	23.4	22.8	61.3	39.8	(1,642.4)
APAT Margin (%)	9.2	9.4	(23.9)	8.2	90.8

### Management Call - Highlights

- MSIL sold a total of 566,213 vehicles in Q3, with domestic sales at 466,993 vehicles, a growth of 8.7% YoY. Exports were at 99,220 vehicles, the highest ever in any quarter, with a growth of about 38% YoY.
- Sales promotion and higher advertisement expenses, mainly due to new model launches affected the EBITDA margin.
- MSIL unveiled its first electric SUV, the e-Vitara, at the Bharat Mobility Global Expo 2025.
- It is built on a new dedicated ground-up hard tech e-platform and offers a range of over 500 km on a single charge with a 61 kWh battery pack.
- The company aims for the EV to be a large volume product for both domestic and export, with exports to around 100 countries. The aspire to be the largest EV manufacturer in India within the first year of production.
- MSIL is preparing about 1,500 EV-enabled service workshops across 1,000 cities, with trained manpower and special equipment, along with roadside assistance.
- The company acknowledges that EV profitability will likely not match that of internal combustion engines (ICE) and their efforts will be focused on minimizing costs with initial focus on EV acceptability and cost savings to come later.
- The all-new Desire was launched in November with new styling and features. The new Desire is seeing more bookings than the previous version, with a significant increase in bookings for the top variants.
- There is a growing consumer preference for CNG vehicles, with one in three cars sold by the company in the domestic market being a CNG vehicle in Q3FY25.
- MSIL commanded nearly 49% share of India's total passenger vehicle exports in Q3FY25.
- Exports have seen a significant rise, with growth distributed across regions, including Africa, Latin America, and the Middle East.
- The company's export growth has been achieved through a combination of a strong dealership network, customer-friendly practices, and more model launches.
- Rural markets are doing better than urban markets, with rural growth at about 15% and urban growth at about 2.5% in Q3 retail sales.

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- MSIL unveiled its first electric SUV, the e-Vitara, at the Bharat Mobility Global Expo 2025.

#### Institutional Equities

#### Revenue grew 15.6% on a YoY basis

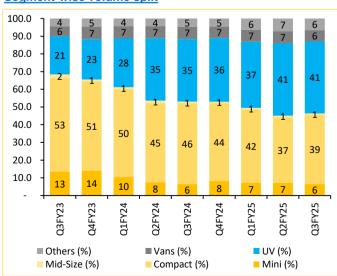


Source: Company, CEBPL



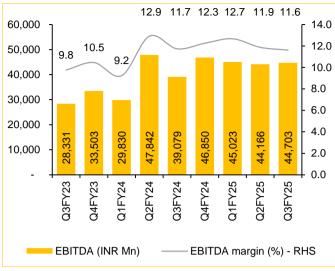
#### Source: Company, CEBPL

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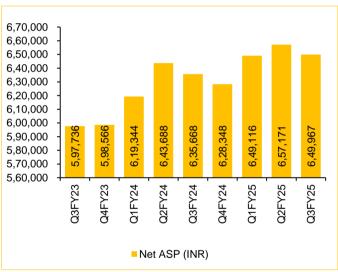
Segment-wise volume split

EBITDA Margin declined 12bps on a YoY basis



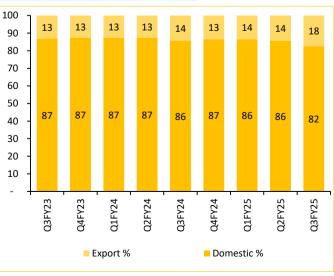
Source: Company, CEBPL

#### ASP grew 2.2% on a YoY basis



Source: Company, CEBPL

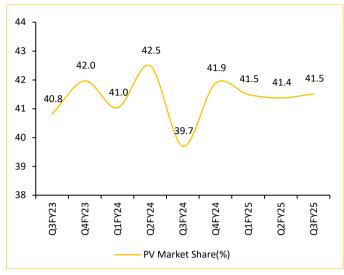
#### **Domestic and Export volume trend**

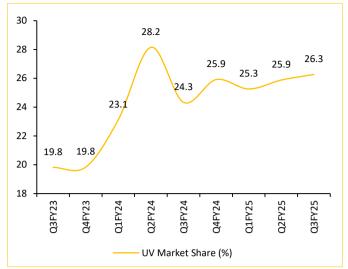


Source: Company, CEBPL

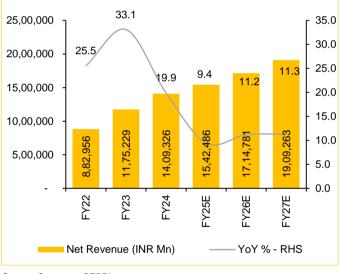
Q3FY25 Results Update

#### Domestic PV market share (%)

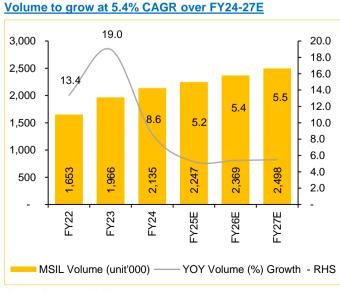




Source: Company, CEBPL



Source: Company, CEBPL

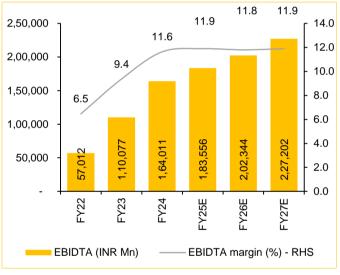


#### Revenue to grow at 10.6% CAGR over FY24-27E

Source: Company, CEBPL

Domestic UV market share (%)

#### EBIDTA to grow at 11.5% CAGR over FY24-27E



Source: Company, CEBPL

Source: Company, CEBPL

#### **1 Year Forward PE Band**



Source: Company, CEBPL

Q3FY25 Results Update

### **Income statement**

Particular (INR Mn)	FY23	FY24	FY25E	FY26E	FY27E
Revenue	11,75,229	14,09,326	15,42,486	17,14,781	19,09,263
Gross profit	3,12,794	4,03,259	4,42,694	4,92,142	5,47,958
EBITDA	1,10,077	1,64,011	1,83,556	2,02,344	2,27,202
Depreciation	28,233	30,223	33,472	35,922	38,722
EBIT	81,844	1,33,788	1,50,084	1,66,422	1,88,480
Interest Expenses	1,866	1,932	2,000	2,000	2,000
Other Income	21,613	38,548	42,403	45,795	49,459
Exceptional Item	-	-	-	-	-
Reported PAT	80,492	1,32,094	1,47,627	1,62,918	1,82,852
Minority Interest	-	-	-	-	-
Adjusted PAT	80,492	1,32,094	1,47,627	1,62,918	1,82,852
EPS (INR)	266	431	470	518	582

Source: Company, CEBPL

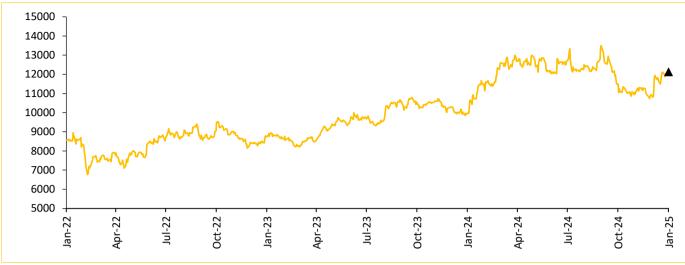
## **Balance sheet**

Particular (INR Mn)	FY23	FY24	FY25E	FY26E	FY27E
Net worth	6,03,820	8,39,820	9,35,778	10,41,674	11,51,386
Minority Interest	-	-	-	-	-
Deferred tax	2,426	2,926	3,426	3,926	4,426
Total debt	12,158	331	331	331	331
Other liabilities & provisions	26,974	33,741	33,010	33,743	37,117
Total Net Worth & liabilities	6,42,952	8,73,892	9,69,119	10,75,749	11,88,834
Net Fixed Assets	1,72,570	1,80,443	1,81,971	1,81,049	1,82,326
Capital Work in progress	28,081	63,034	64,034	65,034	66,034
Investments	4,77,564	6,85,137	7,45,953	8,46,495	9,61,022
Cash & bank balance	334	4,557	6,833	13,255	11,648
Loans & Advances & other assets	32,094	31,222	33,553	36,567	44,750
Net Current Assets	(72,836)	(90,454)	(60,902)	(57,906)	(69,808)
Total Assets	6,42,952	8,73,892	9,69,119	10,75,749	11,88,834
Capital Employed	6,15,978	8,40,151	9,36,109	10,42,005	11,51,717
Invested Capital	5,87,563	7,72,560	8,65,241	9,63,716	10,74,035
Net Debt	11,824	(4,226)	(6,502)	(12,924)	(11,317)

Source: Company, CEBPL

Cash Flows (INR Mn)	FY23	FY24	FY25E	FY26E	FY27E
CFO	92,280	1,51,670	1,55,824	2,04,266	2,33,869
Capex	(62,474)	(73,049)	(35,000)	(35,000)	(40,000
FCF	29,806	78,621	1,20,824	1,69,266	1,93,869
CFI	(80,182)	(1,06,828)	(99,147)	(1,39,556)	(1,63,710
CFF	(12,084)	(40,619)	(54,400)	(58,288)	(71,767
Ratio Analysis	FY23	FY24	FY25E	FY26E	FY278
Growth Ratios (%)					
Revenue	33.1	19.9	9.4	11.2	11.3
EBITDA	93.1	49.0	11.9	10.2	12.3
PAT	113.7	64.1	11.8	10.4	12.2
Margin ratios (%)					
EBITDA	9.4	11.6	11.9	11.8	11.9
PAT	6.8	9.4	9.6	9.5	9.6
Performance Ratios (%)					
OCF/EBITDA (X)	0.8	0.9	0.8	1.0	1.(
OCF/IC	15.7	19.6	18.0	21.2	21.8
ROE	13.3	15.7	15.8	15.6	15.9
ROCE	13.3	15.9	16.0	16.0	16.4
ROIC (Post tax)	11.0	13.4	13.4	13.4	13.6
ROIC (Pre tax)	13.9	17.3	17.3	17.3	17.5
Turnover Ratios (Days)					
Inventory	13	11	12	12	12
Debtor	10	12	14	14	14
Payables (days)	37	38	37	36	30
Cash Conversion Cycle	(23)	(25)	(20)	(19)	(19
Financial Stability ratios (x)					
Net debt to Equity	0.0	(0.0)	(0.0)	(0.0)	(0.0
Net debt to EBITDA	0.1	(0.0)	(0.0)	(0.1)	(0.0
Interest Cover	43.9	69.2	75.0	83.2	94.2
Valuation metrics					
Fully diluted shares (Mn)	302.1	306.4	314.4	314.4	314.4
Price (INR)	11973	11973	11973	11973	11973
Market Cap(INR Mn)	36,16,849	36,68,851	37,64,388	37,64,388	37,64,388
PE(x)	45	28	25	23	2 <sup>.</sup>
EV (INR Mn)	36,28,673	36,64,625	37,57,886	37,51,465	37,53,072
EV/EBITDA (x)	33	22	20	19	17
Book value (INR/share)	1,999	2,741	2,976	3,313	3,662
Price to BV (x)	6.0	4.4	4.0	3.6	3.3
EV/OCF (x)	39	24	24	18	1(

# Historical Price Chart: Maruti Suzuki India Limited



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