# Samvardhana Motherson

India | Auto Ancillaries | Result Update | Rating Downgrade

# Margins disappoint; organic growth weak

Organic revenue growth for Samvardhana Motherson International (MOTHERSO IN) was flat YoY, even as consolidated revenue grew by 8.3% YoY to INR 293bn, largely driven by inorganic revenues. EBITDA margin came in below estimates at 9.0%, down 183bps QoQ (Elara estimates: 10.5%), largely driven by lower margins for the modules and polymer segment (6.5%, down 426bps QoQ).

As discussed in our thematic, 'China energizing seismic shifts', MOTHERSO's key European clients seem the most vulnerable currently, which should have a ripple effect on suppliers such as MOTHERSO. This is also visible in the group's restructuring activities in the EU. Also, production of global light vehicles is expected to drop by ~3% YoY in FY26E, after declining by ~1% in FY25, thus limiting organic revenue growth in FY26 despite ramp-up in the non-auto segment. We largely retain our FY26E-27E estimates – The downgrade in core EPS is likely to be offset by the addition of Atsumitec acquisition. The consumer electronics business should ramp-up, but current valuations factor in related upside, even as there seems a downside to the core auto segment's financials and multiples. Given the recent rally in the share price, we revise MOTHERSO to **Sell** from **Reduce** with TP unchanged at INR 129, on 18x (unchanged), still at >100% premium versus global ancillary peers (on June '27E P/E).

**Non-Auto drives growth for FY25:** Non-automotive revenue in FY25 reached INR 31.86bn, up by 108% YoY, now contributing 2.4% to gross revenue versus 1.3% in FY24. This was mainly driven by the Aerospace division (FY25 revenue at INR 17.5bn), for which revenue surged by ~400% YoY, and EBITDA by ~80% YoY. MOTHERSO's booked business for the non-automotive business is USD 2.7bn, of which Aerospace orderbook is USD 1.3bn. Total orderbook (booked business) is USD 88.1bn, of which 24% is from EVs.

**FY30 gross revenue target of USD 108bn versus USD 26bn in FY25**: While MOTHERSO has guided for gross revenue target of USD 108bn for FY30 (details expected in investor meet in October/ November 2025), versus FY25 gross revenue of USD 26bn, we note that net revenue in FY25 stood at only ~USD 13bn. Further, we believe, the inorganic expansion in autos in this cycle is fraught with risks as there are structural market share pressures for legacy <u>OEMs globally</u>. In consumer electronics, MOTHERSO has already operationalized a facility (Plant 1), with capacity of up to 15-17mn units by end-FY26. The plant is expected to start operations from Q2FY26, while the greenfield facility will commence operations from Q3FY27.

**Revise to Sell; TP unchanged at INR 129:** Our FY26E/ FY27E consolidated EPS estimates are 2-12% below Bloomberg consensus. We revise MOTHERSO to Sell (from Reduce), with TP unchanged at INR 129. <u>The consumer electronics business is expected to ramp-up, but current valuations factor in related upside, even as there seems a downside to the financials and multiples of the core auto segment.</u>

## **Key Financials**

YE March	FY24	FY25	FY26E	FY27E	FY28E
Revenue (INR mn)	986,917	1,136,626	1,175,944	1,213,629	1,250,545
YoY (%)	25.3	15.2	3.5	3.2	3.0
EBITDA (INR mn)	92,866	105,519	116,495	120,859	126,033
EBITDA margin (%)	9.4	9.3	9.9	10.0	10.1
Adj PAT (INR mn)	30,275	36,153	46,107	49,829	51,906
YoY (%)	89.8	19.4	27.5	8.1	4.2
Fully DEPS (INR)	4.5	5.3	6.6	7.1	7.4
RoE (%)	11.4	11.1	11.6	11.1	10.3
RoCE (%)	13.3	12.4	12.7	12.1	11.7
P/E (x)	34.0	28.5	23.2	21.5	20.6
EV/EBITDA (x)	13.1	11.6	10.5	10.1	9.7

Note: Pricing as on 29 May 2025; Source: Company, Elara Securities Estimate

# ElaraCapital

30 May 2025

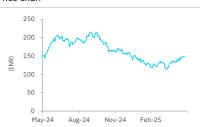
Rating: Sell
Target Price: INR 129
Downside: 15%
CMP: INR 152
As on 29 May 2025

### Key data

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Bloomberg	MOTHERSO IN
Reuters Code	SAMD.NS
Shares outstanding (mn)	7,036
Market cap (INR bn/USD mn)	1,070/12,513
EV (INR bn/USD mn)	1,221/14,273
ADTV 3M (INR mn/USD mn)	2,453/29
52 week high/low	217/107
Free float (%)	42

Note: as on 29 May 2025; Source: Bloomberg





Source: Bloomberg

Shareholding (%)	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25
Promoter	60.4	58.1	58.1	58.1
% Pledge	2.0	2.4	2.4	2.4
FII	13.0	13.6	14.4	12.5
DII	18.1	20.0	19.3	21.0
Others	8.5	8.3	8.2	8.4
Source: BSE				

Price performance (%)	3M	6M	12M
Nifty	12.2	2.9	9.4
Samvardhana Motherson International	28.2	(6.4)	3.0
NSE Mid-cap	16.2	1.5	8.3
NSE Small-cap	21.2	(5.3)	6.3

Source: Bloomberg

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# Financials (YE March)

Income Statement (INR mn)	FY24	FY25	FY26E	FY27E	FY28E
Total Revenue	986,917	1,136,626	1,175,944	1,213,629	1,250,545
Gross Profit	348,836	434,833	403,775	363,691	1,153,893
EBITDA	92,866	105,519	116,495	120,859	126,033
EBIT	54,761	60,585	67,966	69,418	71,506
Interest expense	18,112	18,824	8,000	5,000	5,000
Other income	1,876	5,577	1,400	1,350	1,324
Exceptional/ Extra-ordinary items	(2,499)	-	-	-	-
PBT	36,026	47,338	61,366	65,768	67,830
Tax	8,206	11,156	17,464	18,835	19,631
Minority interest/Associates income	(44)	(29)	2,204	2,895	3,707
Reported PAT	27,776	36,153	46,107	49,829	51,906
Adjusted PAT	30,275	36,153	46,107	49,829	51,906
Balance Sheet (INR mn)	FY24	FY25	FY26E	FY27E	FY28E
Shareholders' Equity	261,549	348,804	394,910	444,739	496,645
Minority Interest	20,606	22,482	26,080	29,858	33,825
Trade Payables	226,172	236,692	244,854	232,751	222,700
Provisions & Other Current Liabilities	159,939	164,282	165,809	167,352	168,910
Total Borrowings	173,513	146,437	129,381	119,415	95,532
Total liabilities & equity	841,779	918,696	961,035	994,115	1,017,612
Net Fixed Assets	326,192	358,265	369,766	365,387	353,862
Business Investments / other NC assets	76,536	79,942	86,473	93,656	101,558
Cash, Bank Balances & treasury investments	69,858	62,888	78,068	92,246	103,118
Inventories	91,386	107,873	112,762	116,375	119,915
Sundry Debtors	156,371	174,307	177,197	182,876	188,438
Other Current Assets	121,436	135,421	136,769	143,575	150,721
Total Assets	841,779	918,696	961,035	994,115	1,017,612
Cash Flow Statement	FY24	FY25	FY26E	FY27E	FY28E
Cash Flow Statement	F124	FIZJ	FIZUE	FIZ/E	FIZOE
Cashflow from Operations	75 690	62 962	77 276	66 202	72 227
Cashflow from Operations	<b>75,689</b>	<b>62,862</b>	<b>77,376</b>	<b>66,302</b>	<b>73,237</b>
Capital expenditure	(41,254)	(45,610)	(60,031)	(47,062)	(43,002)
Capital expenditure Acquisitions / divestitures	(41,254) (27,232)	(45,610) (5,516)			
Capital expenditure Acquisitions / divestitures Other Business cashflow	(41,254) (27,232) 1,868	(45,610) (5,516) 2,510	(60,031) (6,531)	(47,062) (7,184)	(43,002) (7,902)
Capital expenditure Acquisitions / divestitures Other Business cashflow Free Cash Flow	(41,254) (27,232) 1,868 <b>34,435</b>	(45,610) (5,516) 2,510 <b>17,252</b>	(60,031) (6,531) <b>17,345</b>	(47,062) (7,184) <b>19,241</b>	(43,002) (7,902) - <b>30,235</b>
Capital expenditure Acquisitions / divestitures Other Business cashflow Free Cash Flow Cashflow from Financing	(41,254) (27,232) 1,868 <b>34,435</b> 13,800	(45,610) (5,516) 2,510 <b>17,252</b> (21,215)	(60,031) (6,531) <b>17,345</b> 4,366	(47,062) (7,184) <b>19,241</b> 2,120	(43,002) (7,902) <b>30,235</b> (11,461)
Capital expenditure Acquisitions / divestitures Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments	(41,254) (27,232) 1,868 <b>34,435</b> 13,800 22,871	(45,610) (5,516) 2,510 <b>17,252</b> (21,215) (6,970)	(60,031) (6,531) 	(47,062) (7,184) <b>19,241</b> 2,120 14,177	(43,002) (7,902) <b>30,235</b> (11,461) 10,872
Capital expenditure Acquisitions / divestitures Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios	(41,254) (27,232) 1,868 <b>34,435</b> 13,800 22,871 <b>FY24</b>	(45,610) (5,516) 2,510 <b>17,252</b> (21,215) (6,970) <b>FY25</b>	(60,031) (6,531) <b>17,345</b> 4,366 15,180 <b>FY26E</b>	(47,062) (7,184) <b>19,241</b> 2,120 14,177 <b>FY27E</b>	(43,002) (7,902) <b>30,235</b> (11,461) 10,872 <b>FY28E</b>
Capital expenditure Acquisitions / divestitures Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share	(41,254) (27,232) 1,868 <b>34,435</b> 13,800 22,871 <b>FY24</b> 3.0	(45,610) (5,516) 2,510 <b>17,252</b> (21,215) (6,970) <b>FY25</b> 3.0	(60,031) (6,531) <b>17,345</b> 4,366 15,180 <b>FY26E</b> 3.0	(47,062) (7,184) <b>19,241</b> 2,120 14,177 <b>FY27E</b> 3.0	(43,002) (7,902) 
Capital expenditure Acquisitions / divestitures Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share	(41,254) (27,232) 1,868 <b>34,435</b> 13,800 22,871 <b>FY24</b> 3.0 38.6	(45,610) (5,516) 2,510 <b>17,252</b> (21,215) (6,970) <b>FY25</b> 3.0 51.5	(60,031) (6,531) 	(47,062) (7,184) <b>19,241</b> 2,120 14,177 <b>FY27E</b> 3.0 63.2	(43,002) (7,902) - <b>30,235</b> (11,461) 10,872 <b>FY28E</b> 3.0 70.6
Capital expenditure Acquisitions / divestitures Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share RoCE (Pre-tax)	(41,254) (27,232) 1,868 <b>34,435</b> 13,800 22,871 <b>FY24</b> 3.0 38.6 13.3	(45,610) (5,516) 2,510 <b>17,252</b> (21,215) (6,970) <b>FY25</b> 3.0 51.5 12.4	(60,031) (6,531) 	(47,062) (7,184) <b>19,241</b> 2,120 14,177 <b>FY27E</b> 3.0 63.2 12.1	(43,002) (7,902) <b>30,235</b> (11,461) 10,872 <b>FY28E</b> 3.0 70.6 11.7
Capital expenditure Acquisitions / divestitures Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share RoCE (Pre-tax) ROIC (Pre-tax)	(41,254) (27,232) 1,868 <b>34,435</b> 13,800 22,871 <b>FY24</b> 3.0 38.6 13.3 15.5	(45,610) (5,516) 2,510 <b>17,252</b> (21,215) (6,970) <b>FY25</b> 3.0 51.5 12.4 14.4	(60,031) (6,531) <b>17,345</b> 4,366 15,180 <b>FY26E</b> 3.0 56.1 12.7 14.7	(47,062) (7,184) <b>19,241</b> 2,120 14,177 <b>FY27E</b> 3.0 63.2 12.1 14.3	(43,002) (7,902) <b>30,235</b> (11,461) 10,872 <b>FY28E</b> 3.0 70.6 111.7 14.0
Capital expenditure Acquisitions / divestitures Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share RoCE (Pre-tax) ROIC (Pre-tax) ROE%	(41,254) (27,232) 1,868 <b>34,435</b> 13,800 22,871 <b>FY24</b> 3.0 38.6 13.3 15.5 11.4	(45,610) (5,516) 2,510 <b>17,252</b> (21,215) (6,970) <b>FY25</b> 3.0 51.5 12.4 14.4 11.1	(60,031) (6,531) <b>17,345</b> 4,366 15,180 <b>FY26E</b> 3.0 56.1 12.7 14.7 11.6	(47,062) (7,184) <b>19,241</b> 2,120 14,177 <b>FY27E</b> 3.0 63.2 12.1 14.3 11.1	(43,002) (7,902) - <b>30,235</b> (11,461) 10,872 <b>FY28E</b> 3.0 70.6 111.7 14.0 10.3
Capital expenditure Acquisitions / divestitures Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share RoCE (Pre-tax) ROIC (Pre-tax)	(41,254) (27,232) 1,868 <b>34,435</b> 13,800 22,871 <b>FY24</b> 3.0 38.6 13.3 15.5	(45,610) (5,516) 2,510 <b>17,252</b> (21,215) (6,970) <b>FY25</b> 3.0 51.5 12.4 14.4	(60,031) (6,531) <b>17,345</b> 4,366 15,180 <b>FY26E</b> 3.0 56.1 12.7 14.7	(47,062) (7,184) <b>19,241</b> 2,120 14,177 <b>FY27E</b> 3.0 63.2 12.1 14.3	(43,002) (7,902) <b>30,235</b> (11,461) 10,872 <b>FY28E</b> 3.0 70.6 111.7 14.0
Capital expenditure Acquisitions / divestitures Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share RoCE (Pre-tax) ROIC (Pre-tax) ROE% Asset Turnover Net Debt to Equity (x)	(41,254) (27,232) 1,868 <b>34,435</b> 13,800 22,871 <b>FY24</b> 3.0 38.6 13.3 15.5 11.4 3.4 0.4	(45,610) (5,516) 2,510 <b>17,252</b> (21,215) (6,970) <b>FY25</b> 3.0 51.5 12.4 14.4 11.1 3.3 0.2	(60,031) (6,531) <b>17,345</b> 4,366 15,180 <b>FY26E</b> 3.0 56.1 12.7 14.7 11.6 3.2 0.1	(47,062) (7,184) <b>19,241</b> 2,120 14,177 <b>FY27E</b> 3.0 63.2 12.1 14.3 11.1 3.3 0.1	(43,002) (7,902) <b>30,235</b> (11,461) 10,872 <b>FY28E</b> 3.0 70.6 111.7 14.0 10.3 3.5 0.0
Capital expenditure Acquisitions / divestitures Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share RoCE (Pre-tax) ROIC (Pre-tax) ROIC (Pre-tax) ROE% Asset Turnover Net Debt to Equity (x) Net Debt to EBITDA (x)	(41,254) (27,232) 1,868 34,435 13,800 22,871 FY24 3.0 38.6 13.3 15.5 11.4 3.4 0.4 1.1	(45,610) (5,516) 2,510 <b>17,252</b> (21,215) (6,970) <b>FY25</b> 3.0 51.5 12.4 14.4 11.1 3.3 0.2 0.8	(60,031) (6,531) <b>17,345</b> 4,366 15,180 <b>FY26E</b> 3.0 56.1 12.7 14.7 11.6 3.2 0.1 0.4	(47,062) (7,184) <b>19,241</b> 2,120 14,177 <b>FY27E</b> 3.0 63.2 12.1 14.3 11.1 3.3 0.1 0.2	(43,002) (7,902) <b>30,235</b> (11,461) 10,872 <b>FY28E</b> 3.0 70.6 111.7 14.0 10.3 3.5 0.0 (0.1)
Capital expenditure Acquisitions / divestitures Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share RoCE (Pre-tax) ROIC (Pre-tax) ROE% Asset Turnover Net Debt to Equity (x) Net Debt to EBITDA (x) Interest cover (x) (EBITDA/ int exp)	(41,254) (27,232) 1,868 <b>34,435</b> 13,800 22,871 <b>FY24</b> 3.0 38.6 13.3 15.5 11.4 3.4 0.4	(45,610) (5,516) 2,510 <b>17,252</b> (21,215) (6,970) <b>FY25</b> 3.0 51.5 12.4 14.4 11.1 3.3 0.2	(60,031) (6,531) <b>17,345</b> 4,366 15,180 <b>FY26E</b> 3.0 56.1 12.7 14.7 11.6 3.2 0.1 0.4 14.6	(47,062) (7,184) <b>19,241</b> 2,120 14,177 <b>FY27E</b> 3.0 63.2 12.1 14.3 11.1 3.3 0.1 0.2 24.2	(43,002) (7,902) <b>30,235</b> (11,461) 10,872 <b>FY28E</b> 3.0 70.6 111.7 14.0 10.3 3.5 0.0 (0.1) 25.2
Capital expenditure Acquisitions / divestitures Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share RoCE (Pre-tax) ROIC (Pre-tax) ROIC (Pre-tax) ROE% Asset Turnover Net Debt to Equity (x) Net Debt to EBITDA (x)	(41,254) (27,232) 1,868 34,435 13,800 22,871 FY24 3.0 38.6 13.3 15.5 11.4 3.4 0.4 1.1	(45,610) (5,516) 2,510 <b>17,252</b> (21,215) (6,970) <b>FY25</b> 3.0 51.5 12.4 14.4 11.1 3.3 0.2 0.8	(60,031) (6,531) <b>17,345</b> 4,366 15,180 <b>FY26E</b> 3.0 56.1 12.7 14.7 11.6 3.2 0.1 0.4	(47,062) (7,184) <b>19,241</b> 2,120 14,177 <b>FY27E</b> 3.0 63.2 12.1 14.3 11.1 3.3 0.1 0.2	(43,002) (7,902) <b>30,235</b> (11,461) 10,872 <b>FY28E</b> 3.0 70.6 111.7 14.0 10.3 3.5 0.0 (0.1) 25.2
Capital expenditure Acquisitions / divestitures Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share RoCE (Pre-tax) ROIC (Pre-tax) ROE% Asset Turnover Net Debt to Equity (x) Net Debt to EBITDA (x) Interest cover (x) (EBITDA/ int exp)	(41,254) (27,232) 1,868 <b>34,435</b> 13,800 22,871 <b>FY24</b> 3.0 38.6 13.3 15.5 11.4 3.4 0.4 1.1 5.1	(45,610) (5,516) 2,510 <b>17,252</b> (21,215) (6,970) <b>FY25</b> 3.0 51.5 12.4 14.4 11.1 3.3 0.2 0.8 5.6	(60,031) (6,531) <b>17,345</b> 4,366 15,180 <b>FY26E</b> 3.0 56.1 12.7 14.7 11.6 3.2 0.1 0.4 14.6	(47,062) (7,184) <b>19,241</b> 2,120 14,177 <b>FY27E</b> 3.0 63.2 12.1 14.3 11.1 3.3 0.1 0.2 24.2	(43,002) (7,902) <b>30,235</b> (11,461) 10,872 <b>FY28E</b> 3.0 70.6 111.7 14.0 10.3 3.5 0.0 (0.1)
Capital expenditure Acquisitions / divestitures Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share RoCE (Pre-tax) ROIC (Pre-tax) ROIC (Pre-tax) ROE% Asset Turnover Net Debt to Equity (x) Net Debt to EBITDA (x) Interest cover (x) (EBITDA/ int exp) Total Working capital days (WC/rev)	(41,254) (27,232) 1,868 34,435 13,800 22,871 FY24 3.0 38.6 13.3 15.5 11.4 3.4 0.4 1.1 5.1 21.8	(45,610) (5,516) 2,510 <b>17,252</b> (21,215) (6,970) <b>FY25</b> 3.0 51.5 12.4 14.4 11.1 3.3 0.2 0.8 5.6 27.3	(60,031) (6,531) <b>17,345</b> 4,366 15,180 <b>FY26E</b> 3.0 56.1 12.7 14.7 11.6 3.2 0.1 0.4 14.6 29.7	(47,062) (7,184) <b>19,241</b> 2,120 14,177 <b>FY27E</b> 3.0 63.2 12.1 14.3 11.1 3.3 0.1 0.2 24.2 41.2	(43,002) (7,902) - 30,235 (11,461) 10,872 FY28E 3.0 70.6 111.7 14.0 10.3 3.5 0.0 (0.1) 25.2 50.5 FY28E
Capital expenditure Acquisitions / divestitures Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share RoCE (Pre-tax) ROIC (Pre-tax) ROE% Asset Turnover Net Debt to Equity (x) Net Debt to EBITDA (x) Interest cover (x) (EBITDA/ int exp) Total Working capital days (WC/rev) Valuation	(41,254) (27,232) 1,868 34,435 13,800 22,871 FY24 3.0 38.6 13.3 15.5 11.4 3.4 0.4 1.1 5.1 21.8 FY24	(45,610) (5,516) 2,510 <b>17,252</b> (21,215) (6,970) <b>FY25</b> 3.0 51.5 12.4 14.4 11.1 3.3 0.2 0.8 5.6 27.3 <b>FY25</b>	(60,031) (6,531) <b>17,345</b> 4,366 15,180 <b>FY26E</b> 3.0 56.1 12.7 14.7 11.6 3.2 0.1 0.4 14.6 29.7 <b>FY26E</b>	(47,062) (7,184) <b>19,241</b> 2,120 14,177 <b>FY27E</b> 3.0 63.2 12.1 14.3 11.1 3.3 0.1 0.2 24.2 41.2 <b>FY27E</b>	(43,002) (7,902) - 30,235 (11,461) 10,872 FY28E 3.0 70.6 111.7 14.0 10.3 3.5 0.0 (0.1) 25.2 50.5 FY28E 20.6
Capital expenditure Acquisitions / divestitures Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share Book value per share RoCE (Pre-tax) ROIC (Pre-tax) ROE% Asset Turnover Net Debt to Equity (x) Net Debt to EBITDA (x) Interest cover (x) (EBITDA/ int exp) Total Working capital days (WC/rev) Valuation P/E (x)	(41,254) (27,232) 1,868 34,435 13,800 22,871 FY24 3.0 38.6 13.3 15.5 11.4 3.4 0.4 1.1 5.1 21.8 FY24 34.0	(45,610) (5,516) 2,510 <b>17,252</b> (21,215) (6,970) <b>FY25</b> 3.0 51.5 12.4 14.4 11.1 3.3 0.2 0.8 5.6 27.3 <b>FY25</b> 28.5	(60,031) (6,531) <b>17,345</b> 4,366 15,180 <b>FY26E</b> 3.0 56.1 12.7 14.7 11.6 3.2 0.1 0.4 14.6 29.7 <b>FY26E</b> 23.2	(47,062) (7,184) <b>19,241</b> 2,120 14,177 <b>FY27E</b> 3.0 63.2 12.1 14.3 11.1 3.3 0.1 0.2 24.2 41.2 <b>FY27E</b> 21.5	(43,002) (7,902) - 30,235 (11,461) 10,872 FY28E 3.0 70.6 111.7 14.0 10.3 3.5 0.0 (0.1) 25.2 50.5 FY28E 20.6 0.9
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Note: Pricing as on 29 May 2025; Source: Company, Elara Securities Estimate

**Elara**Capital

(INR mn)	Q4FY25	Q4FY24	YoY (%)	Q3FY25	QoQ (%)	Q4FY25E	Variance (%)
Revenue	2,93,168	2,70,582	8.3	2,76,659	6.0	2,84,652	3.0
Operating costs	2,66,740	2,41,237	10.6	2,49,801	6.8	2,54,764	4.7
EBITDA	26,429	29,346	(9.9)	26,858	(1.6)	29,889	(11.6)
EBITDA margin (%)	9.0	10.8	(183)	9.7	(69)	10.5	(149.0)
Depn & amort.	12,137	10,878	11.6	11,124	9.1	11,386	6.6
EBIT	14,292	18,467	(22.6)	15,734	(9.2)	18,502	(22.8)
Interest expense	4,256	4,504	(5.5)	4,661	(8.7)	4,661	(8.7)
Other income	1,164	836	39.2	1,112	4.7	1,056	10.2
Pretax profit	11,200	14,800	(24.3)	12,185	(8.1)	14,898	(24.8)
Tax	1,366	1,129	21.0	3,373	(59.5)	3,724	(63.3)
Tax rate (%)	12.2	7.6		27.7	(1,548.3)	25.0	(51.2)
Adjusted net profit	10,505	13,714	(23.4)	8,786	19.6	11,149	(5.8)
Exceptional	0	4		0		0	
Reported net profit	10,505	13,718	(23.4)	8,786	19.6	11,149	(5.8)
EPS (INR)	1.5	2.0	(26.2)	1.2	19.6	1.6	(5.8)

#### Exhibit 1: Consolidated quarterly financials

Source: Company, Elara Securities Estimate

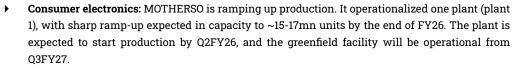
#### Exhibit 2: Quarterly financials

Standalone (INR mn)	Q4FY25	Q4FY24	YoY (%)	Q3FY25	QoQ (%)
Revenues	27,215	23,662	15.0	24,087	13.0
EBITDA	3,458	2,551	35.6	1,992	73.6
EBITDA margin (%)	12.7	10.8	193	8.3	444
PAT	6,455	3,942	63.7	1,216	430.9
Wiring harness (INR mn)	4QFY25	4QFY24	YoY (%)	3QFY25	QoQ (%)
Revenues	85,941	81,680	5.2	78,293	9.8
EBITDA	10,669	9,071	17.6	9,238	15.5
EBITDA margin (%)	12.4	11.1	131	11.8	61
Modules and polymer products (INR mn)	4QFY25	4QFY24	YoY (%)	3QFY25	QoQ (%)
Revenues	1,53,591	1,36,889	12.2	1,46,136	5.1
EBITDA	10,022	14,760	(32.1)	11,700	(14.3)
EBITDA margin (%)	6.5	10.8	(426)	8.0	(148)
Vision systems (INR mn)	4QFY25	4QFY24	YoY (%)	3QFY25	QoQ (%)
Revenues	49,718	50,379	(1.3)	47,295	5.1
EBITDA	5,964	6,490	(8.1)	4,362	36.7
EBITDA margin (%)	12.0	12.9	(89)	9.2	277

Source: Company, Elara Securities Estimate

## Conference call – Highlights

- Outlook: Production was down 1% in FY25. Global production is expected to be down 2.7% YoY in FY26 at 87.2mn units. Developed markets are experiencing some flux, but emerging markets remain stable. All plants are local and are aiming for 'Local for Local'. MOTHERSO will shift production as per customer needs.
- ➤ Capex: FY26 capex is INR 60bn (± 10%) versus INR 44bn in FY25, to be split equally between growth and maintenance capex. About 70% of the growth capex will be allocated to the non-automotive business, including EMS.
- Aerospace: Revenue from the vertical was INR 17bn (~5x YoY growth) and EBITDA INR 1.27bn (~2x growth YoY), with margin at 7.2%. MOTHERSO has an orderbook of USD 1.3bn, to be converted in the next five years.



**Elara**Capital

- Tariff: Majority of products are USMCA-compliant and hence, expect minimal financial impact. For the remaining products, MOTHERSO is in discussions with the customers to pass-on tariff related charges.
- **Debt:** Net debt was down to INR 97.9bn as of March 2025 versus INR 12.9bn as of March 2024, with leverage ratio declining to 0.9x from 1.4x in March 2024.
- Bonus issue: One bonus share for every two shares held.
- Orderbook: MOTHERSO booked business worth USD 88.1bn, with 24% from EVs. Non-auto orderbook is USD 2.7bn, of which USD 1.3bn is from the Aerospace division.
- Modular and polymer division: This segment was hit the most, as some launches did not take off. Production dropped 8-9% in Europe in Q4.
- FY30 target: MOTHERSO's gross revenue target for FY30 is USD 108bn with ROCE at 40%.

#### **Exhibit 3: Valuation**

Valuation	June 27E
MOTHERSO consolidated EPS (INR)	7
Target multiple (x)	18
Target price (INR)	129

Source: Elara Securities Estimate

#### **Exhibit 4: Change in estimates**

(INR mn)	Earli	er	Revis	ed	% variati	on	New
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E	FY28
Net sales	1,171,200	1,218,289	1,175,944	1,213,629	0.4	(0.4)	12,50,545
EBITDA	116,697	123,429	116,495	120,859	(0.2)	(2.1)	1,26,033
EBITDA margin (%)	10.0	10.1	9.9	10.0	(6)	(17)	10.1
PAT	45,770	50,265	46,107	49,829	0.7	(0.9)	51,906
Rating		Reduce		Sell			

Source: Elara Securities Estimate

# Coverage History



Date	Rating	Target Price (INR) Closir	ng Price (INR)
10-Aug-2023	Buy	115	96
09-Nov-2023	Buy	125	90
19-Jan-2024	Buy	131	110
12-Feb-2024	Buy	141	114
29-May-2024	Buy	173	148
13-Jun-2024	Buy	196	169
13-Aug-2024	Buy	213	181
12-Nov-2024	Accumulate	194	166
24-Jan-2025	Reduce	147	143
16-Feb-2025	Reduce	129	126
29-May-2025	Sell	129	152

## Guide to Research Rating

BUY (B)	Absolute Return >+20%		
ACCUMULATE (A) Absolute Return +5% to +20%			
REDUCE (R)	Absolute Return -5% to +5%		
SELL (S)	Absolute Return < -5%		

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