Maruti Suzuki

BSE SENSEX	S&P CNX
77,655	24,250

MARUTI SUZUKI

Bloomberg	MSIL IN
Equity Shares (m)	314
M.Cap.(INRb)/(USDb)	4385.3 / 45.8
52-Week Range (INR)	17372 / 12201
1, 6, 12 Rel. Per (%)	3/1/14
12M Avg Val (INR M)	6881

Financials &Valuations (INR b)

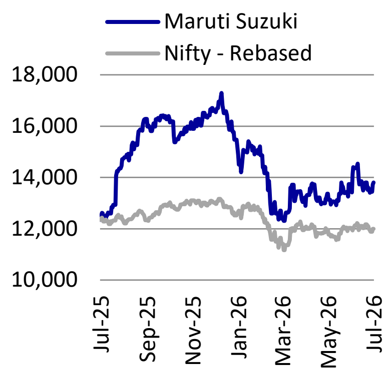
Y/E MARCH	2026	2027E	2028E
Sales	1,833	2,195	2,486
EBITDA	215	245	302
Adj. PAT	144	165	206
EPS (INR)	459	524	656
EPS Gr. (%)	1.0	14.0	25.2
BV/Sh. (INR)	3,343	3,717	4,213
Ratios			
RoE (%)	13.7	14.1	15.6
RoCE (%)	18.0	18.3	20.2
Payout (%)	32.6	30.5	30.5
Valuations			
P/E (x)	30.3	26.6	21.3
P/BV (x)	4.2	3.8	3.3
EV/EBITDA (x)	16.9	14.4	11.4
Div. Yield (%)	1.1	1.1	1.4

Shareholding pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	58.7	58.5	58.3
DII	25.2	24.2	23.3
FII	12.8	14.1	15.2
Others	3.4	3.2	3.2

FII includes depository receipts

Stock Performance (one-year)



CMP: INR 13,948 TP: INR17,059 (+22%) Buy

New Brezza launch to help sustain outperformance

Maruti Suzuki (MSIL) launched the updated Brezza in India on 24th July 2026, priced from INR 0.74-1.37m, ex-showroom. We outline below the key changes in this model relative to its older variant and explain why this is a critical upgrade for MSIL.

What has changed?

The most significant change is the addition of a 998cc Boosterjet turbo-petrol engine, offering Brezza a more performance-oriented option that also qualifies for the lower 18% GST rate (vs 40% for the 1.5-liter option). The existing 1.5-liter naturally aspirated petrol and factory-fitted CNG powertrains continue, but both now feature six-speed manual transmissions. The facelift also introduces a larger 10.1-inch infotainment system, ventilated seats, improved connected-car technology, and an underbody-mounted CNG cylinder that frees up luggage space. In addition, the model has received a five-star Bharat NCAP rating for both adult and child occupant protection. While six airbags were originally limited to higher variants of the second-generation model, they are now standard across the range in the 2026 facelift.

What has stayed the same?

The 2026 model continues with the same compact, upright SUV body introduced with the second-generation model in 2022. The existing 1,462cc K15C petrol engine continues to be a central part of the Brezza range. The old Brezza already offered an electric sunroof, head-up display, 360-degree camera, wireless charging, SmartPlay infotainment, Suzuki Connect, and rear AC vents, although several of these have been upgraded in the facelift.

Our view

Post GST rate cuts, the compact SUV segment had received a sharp boost in demand relative to other segments. MSIL's Brezza was unable to capture this well given the relative GST differential; for Brezza, GST came down to 40% from earlier 45%, while the same for competing products (Venue/Nexon, which were in the 1.2-liter category) came down from 28% to 18%. With the introduction of the 1-liter booster jet engine, Brezza will also qualify for the lower 18% GST, which would help it compete effectively with peers. The underbody CNG kit is also a meaningful change, as it frees up critical boot space. The five-star NCAP rating further strengthens customer confidence in the vehicle's safety. With this upgrade, we expect Brezza to ramp up its volumes to around 20K per month from the current ~15k per month levels. Supported by this, a revival in small cars, and its healthy new launch pipeline, we expect MSIL to sustain its outperformance in the coming quarters. A sustained market share recovery is likely to, in turn, drive a re-rating of the stock, in our view. Further, following a relatively weak 1Q, margins are expected to normalize, given the moderating raw material costs and steady volume growth. We expect MSIL to deliver a 20% earnings CAGR over FY26-28. We reiterate our BUY rating with a TP of INR17,059, valued at 26x FY28E EPS.

Research analyst - Aniket Mhatre (Aniket.Mhatre@MotilalOswal.com) | **Radha Agarwalla** (Radha.Agarwalla@MotilalOswal.com)
Research analyst - Jeemit Shah (Jeemit.Shah@MotilalOswal.com) | **Uday Nair** (Uday.Nair@MotilalOswal.com)

Investors are advised to refer through important disclosures made at the last page of the Research Report.
Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Sneak peek at the much-awaited new Brezza

- The vehicle is a substantial mid-cycle facelift of the second-generation Brezza.
- Its most important change is the addition of a 998cc Boosterjet turbo-petrol engine, offering a more performance-oriented option. More importantly, this variant will also qualify for a lower GST rate of 18% (relative to 40% for the 1.5-liter variant).
- The new 998cc direct-injection Boosterjet engine produces approximately 7 PS more power and 31Nm more torque than the 1.5-liter naturally aspirated petrol engine. The turbo engine is offered only with a six-speed manual transmission.
- According to the company, the direct-injection turbo-petrol version manages to perform in line with the 1.2-liter variants that are in the market, allowing Brezza to compete directly with Venue and Nexon.
- The existing 1.5-liter naturally aspirated petrol and factory-fitted CNG powertrains continue under the higher tax rate, but now feature six-speed transmissions instead of the earlier five-speed option.
- Its exterior equipment includes LED projector headlamps with daytime-running lights, a smoke-chrome grille, a wide front bull-bar treatment, front and rear skid plates, precision-cut alloy wheels, rugged body cladding, dual-tone exterior colour options, roof rails, and an electric sunroof.
- The cabin features a dark-brown-and-black color scheme and is available with dual-tone leatherette upholstery, automatic climate control, three-level ventilated front seats, 64-colour ambient lighting, a wireless smartphone charger with active cooling, rear air-conditioning vents, steering-mounted controls, keyless entry, and push-button start.
- The infotainment package is centred on the SmartPlay Pro X touchscreen system, supported by an Arkamys-tuned premium audio system, wireless Apple CarPlay and Android Auto, built-in Suzuki navigation, over-the-air software updates, an integrated voice assistant and built-in Alexa functionality for music, calling, navigation, weather information, and other connected services.
- Suzuki Connect Gen 3.0 provides more than 35 connected-car functions, including remote engine start and stop, remote door locking and unlocking, live vehicle tracking, geofencing, vehicle-status information, battery and headlamp monitoring, security alerts, driving-pattern analysis, cabin-air-quality information, and smartwatch notifications.
- Parking and driver-assistance equipment includes an eight-point 3D 360-degree camera, front and rear parking sensors, a reversing camera, blind-spot warning with lane-change alert, rear cross-traffic alert, safe-exit warning, and a tyre-pressure-monitoring system.
- The safety package comprises six airbags as standard, including front, side and curtain airbags, electronic stability control, hill-hold assistance, ABS with electronic brakeforce distribution, ISOFIX child-seat anchorages, an emergency-stop signal, a rear wiper and defogger, and a body structure incorporating high-tensile and ultra-high-tensile steel. Given these safety features, this vehicle has received five-star Bharat NCAP ratings for both adult- and child-occupant protection.
- The new Brezza is priced from INR0.74-1.37m, ex-showroom. Given the favorable tax structure, the more powerful turbo-petrol versions are cheaper than comparable 1.5-liter petrol-manual variants.

Key feature changes relative to the older variant

- It features a redesigned grille with dark chrome and a revised bumper with an additional silver plastic garnish. MSIL has also redone the front fog lamp design. The LED units now sit inside a cone-shaped housing and have been moved further up the bumper compared to the old Brezza.
- The new variant gets a 16-inch dual-tone alloy wheel.
- At the rear, the new variant gets tweaked LED tail-lamp internals and a revised lower bumper layout.
- The infotainment system is powered by 10.1 inch new unit that features the Suzuki SmartPlay Pro X infotainment system. The previous model's SmartPlay Pro+ system came with a 9-inch touchscreen.
- The Brezza facelift gets a new HVAC panel with physical piano-style keys and a single rotary dial, similar to that in Victoris.
- The interiors get a PM 2.5 air filter with an AQI display and 64-color ambient lighting.
- As highlighted above, customers have the option of a 1-liter boosterjet turbo petrol engine.
- Manual variants are upgraded from five-speed to six-speed transmission. This step-up also means that the 2026 Brezza offers better fuel economy.
- The pre-facelift Brezza with the naturally aspirated engine and manual gearbox had a claimed mileage of up to 17.80kpl, while its 2026 equivalent delivers up to 21.09kpl. The 2026 Brezza CNG also offers a higher claimed fuel economy of 26.90km/kg, compared to 25.51km/kg for the old model. MSIL claims up to 20.47kpl for Brezza's new turbo variants.
- The new CNG variant now features an underbody CNG setup, freeing up boot space, which is a significant improvement.
- While the steering wheel and instrument cluster designs remain unchanged, Brezza now gets suction-type front-seat ventilation, 64-color ambient lighting, dual-tone part-leatherette seats, built-in Suzuki Navigation, and new driver-assistance features such as safe-exit warning, blind-spot warning, lane-departure alert, and rear cross-traffic alert.

Exhibit 1: Brezza variant-wise pricing (ex-showroom)

Variant	1.0 Turbo MT	1.5 Petrol MT	1.5 Petrol AT	CNG MT
LXi	INR7.39 lakh	INR8.30 lakh	—	INR9.30 lakh
VXi	INR8.55 lakh	INR9.26 lakh	INR10.61 lakh	INR9.99 lakh
ZXi	INR9.85 lakh	INR10.50 lakh	INR11.85 lakh	INR11.50 lakh
ZXi+	INR11.16 lakh	—	INR13.55 lakh	—

Source: Company, MOFSL

Exhibit 2: Peer comparison

Parameter	Brezza ZXi+ Boosterjet Turbo	Hyundai Venue SX(O) 1.0 Turbo	Tata Nexon Fearless+ 1.2 Turbo
Engine capacity	998cc	998cc	1199cc
Price	INR11-12lakh	INR12-13lakh	INR12.5-13.5lakh
Power	110PS	120PS	120PS
Torque	170Nm	172Nm	170Nm
0-100km/h	11.5-12s	11s	10.8-11s
Transmission	6-speed MT	6-speed MT / 7DCT	6-speed MT / 6DCA
Fuel efficiency	~20.47 kmpl	~20 kmpl	~17 kmpl
Touchscreen	10.1-inch	8/12.3-inch	10.25-inch
Premium Audio	Standard	Bose	JBL
Heads Up Display	Yes	No	No
Bncap	5 star	NA	5 star
Bootspace	328L	343L	382L

Source: MOFSL, Company, Autocar

Exhibit 3: Brezza pricing difference

Variant	1.5L new price	1.0 L Turbo price	Difference	1.5L old price	Difference
Zxi	10,49,900	9,84,901	-5%	10,39,900	1%
Vxi	9,25,900	8,54,900	-8%	9,25,900	0%
Lxi	8,29,900	7,39,900	-10%	8,25,900	0%

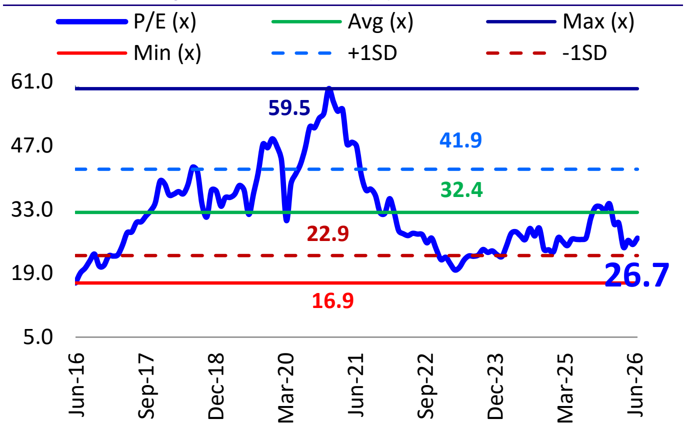
Source: Company, MOFSL

Valuation and view

- **Outperformance to sustain on the back of new launches:** MSIL is looking to launch seven new SUVs by 2031, excluding the recently launched Victoris and e-Vitara. Both launches have been well received in the market, and on a positive note, the Victoris is driving minimal cannibalization of the Grand Vitara at the moment. Moreover, most of MSIL's new launches in the coming years are expected to be SUVs. GST rate cuts have provided a new lease of life for the car segment. MSIL's products have been positioned as more 'affordable' to prospective buyers due to heavy price cuts post the GST rate cuts, which appear to further widen the gap with micro-SUVs and the second-hand market. This has led to a sharp pick-up in small car sales, which has sustained till 1QFY27. Coupled with a healthy launch pipeline, this should enable MSIL to post a 12% volume CAGR in the domestic market over FY26-28E.
- **Exports to remain a key growth driver:** Exports may remain relatively stable in the near term, given the adverse global macro environment. However, MSIL aims to achieve exports of 750-800k units by FY31, which will translate into a 15% volume CAGR during the same period. To achieve this target, MSIL is taking several initiatives: 1) introducing more models in its markets, with the Fronx and Jimny emerging as its top two export models; 2) making India the export hub for Suzuki's EVs, starting with the upcoming eVX launch, and planning to launch six EVs by FY31; 3) expanding into more markets – Fronx was the first MSIL SUV to be launched in Japan and is receiving a positive response; and 4) further ramping up its distribution network. Overall, we expect MSIL to post an 18% volume CAGR in exports over FY26-28.

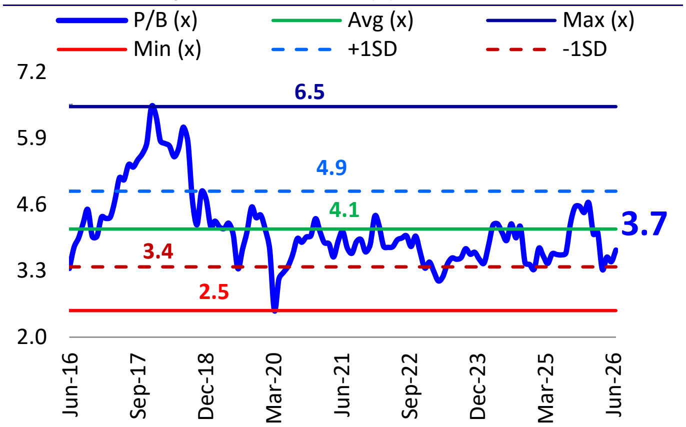
- **MSIL's multi-tech approach augurs well for India:** While EV adoption appears to be the preferred bet to meet upcoming emission compliance, we believe India is not yet ready to transition to EVs anytime soon. Given this, MSIL's multi-tech approach appears best suited to meet emission compliance in India. Further, the company has also introduced strong hybrids in Grand Vitara and Invicto in partnership with Toyota and plans to launch Suzuki's low-cost hybrid tech in India for low-end models. In EVs, MSIL targets achieving scale by initially focusing on exports first and gradually ramping up its presence in the domestic market as EV demand improves. The company is also working on vehicles compliant with flex fuels. Additionally, MSIL would emerge as the major beneficiary if the government considers a tax subsidy on any of these clean technologies (hybrid or flex fuels).
- **Valuation and View:** We expect MSIL to sustain its outperformance in FY27, aided by a healthy launch pipeline, revival in car demand, lean inventory, and the ramp-up of its two new facilities. A sustained market share recovery is, in our opinion, likely to drive a re-rating of the stock. Further, after a relatively weak 1Q, margins are expected to normalize, given the moderating raw material costs and steady volume growth. We expect MSIL to deliver a 20% earnings CAGR over FY26-28. **We reiterate our BUY rating with a TP of INR17,059, valued at 26x FY28E EPS.**

Exhibit 1: One-year forward P/E (x) band



Source: MOFSL

Exhibit 2: One-year forward P/B (x) band



Source: MOFSL

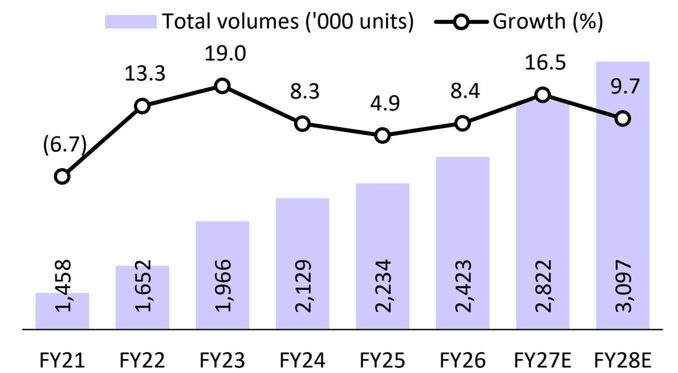
Exhibit 3: Snapshot of the revenue model

000 units	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
A1/LCVs	30	34	38	34	34	39	41	44
Growth (%)	35.7	14.4	12.4	-11.2	2.2	11.8	7.0	6.0
% of Dom vols	2.2	2.4	2.2	1.8	1.8	2.0	1.8	1.8
MPV (Vans)	105	108	131	137	136	140	157	166
Growth (%)	-11.3	3.1	21.1	4.5	-1.1	3.0	12.0	6.0
% of Dom vols	7.7	7.7	7.7	7.4	7.1	7.1	6.8	6.7
A2 (other hatchbacks)	840	810	985	858	780	744	839	869
Growth (%)	-4.6	-3.6	21.7	-12.9	-9.0	-4.7	12.8	3.6
% of Dom vols	61.7	57.3	57.7	46.5	41.0	37.7	36.4	35.1
A3 (Dzire, Ciaz)	142	145	164	175	173	231	257	272
Growth (%)	-30.5	1.8	13.4	6.6	-0.8	33.3	11.0	6.0
% of Dom vols	10.4	10.2	9.6	9.5	9.1	11.7	11.1	11.0
UVs	245	317	388	642	778	822	1,010	1,123
Growth (%)	4.3	29.3	22.4	65.4	21.1	5.6	22.9	11.2
% of Dom vols	18.0	22.4	22.8	34.8	40.9	41.6	43.9	45.4
Total Domestic	**1,362**	**1,414**	**1,707**	**1,846**	**1,902**	**1,975**	**2,303**	**2,473**
Growth (%)	-6.7	3.8	20.7	8.1	3.0	3.9	16.6	7.4
% of Total vols	93.4	85.6	86.8	86.7	85.1	81.5	81.6	79.9
Exports	96	238	259	283	333	448	519	624
Growth (%)	-6	148	9	9	17	35	16	20
% of Total vols	7	14	13	13	15	18	18	20
Total Volumes	**1,458**	**1,652**	**1,966**	**2,129**	**2,234**	**2,423**	**2,822**	**3,097**
Growth (%)	-6.7	13.3	19.0	8.3	4.9	8.4	16.5	9.7
ASP (INR 000/unit)	**482**	**534**	**598**	**662**	**684**	**756**	**778**	**803**
Growth (%)	-0.3	10.8	11.9	10.7	3.4	10.6	2.8	3.2
Net Sales (INR b)	**703**	**883**	**1,175**	**1,409**	**1,529**	**1,833**	**2,195**	**2,486**
Growth (%)	-7.0	25.5	33.1	19.9	8.5	19.9	19.8	13.3

Source: MOFSL, Company

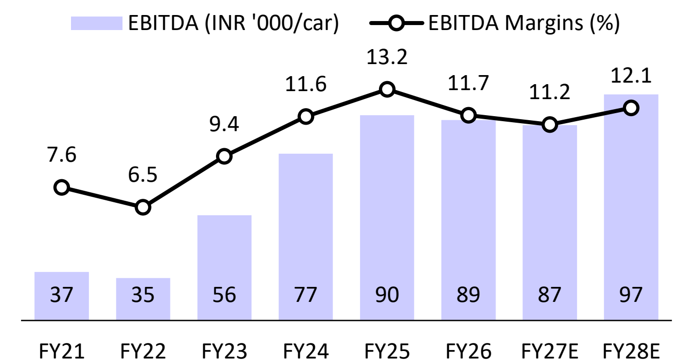
Story in charts

Exhibit 4: Trends in volume and growth



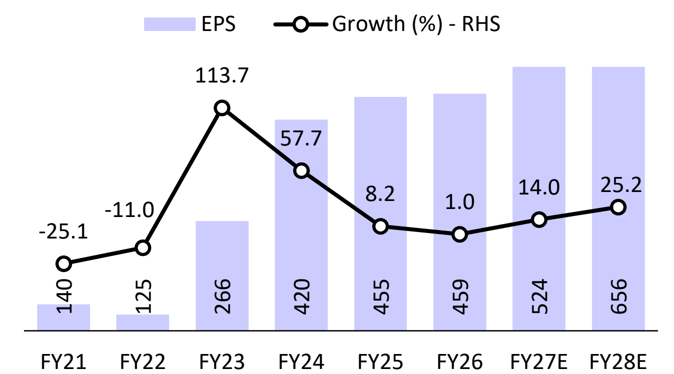
Source: Company, MOFSL

Exhibit 5: EBITDA margin and EBITDA per car



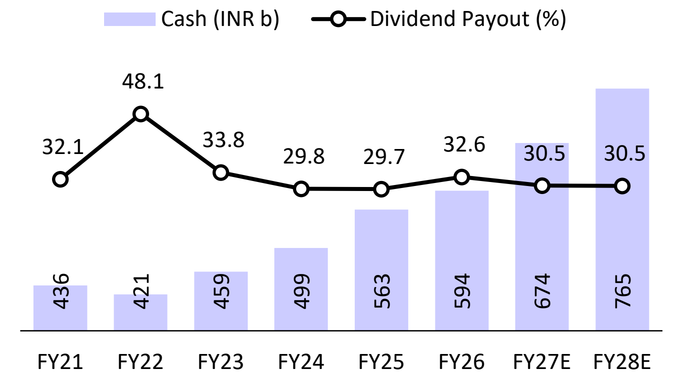
Source: Company, MOFSL; *restated financials FY25 onwards

Exhibit 6: EPS (INR) and growth in EPS



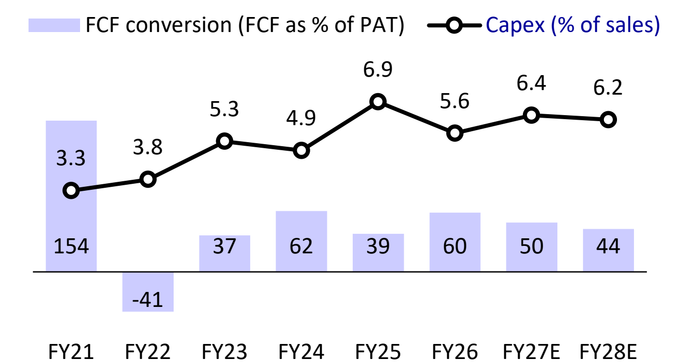
Source: MOFSL, Company

Exhibit 7: Dividend payout (%) and cash balance (INR b)



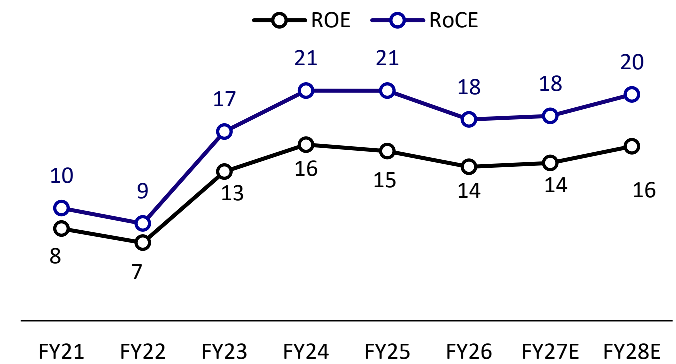
Source: MOFSL, Company

Exhibit 8: Expect FCF conversion to recover



Source: Company, MOFSL

Exhibit 9: RoE vs. RoCE (%)



Source: Company, MOFSL

Financials and valuations

Standalone Income Statement								(INR m)
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**
Net Op Income	**7,03,325**	**8,82,956**	**11,75,229**	**14,09,326**	**15,28,679**	**18,32,661**	**21,95,021**	**24,85,865**
Change (%)	-7.0	25.5	33.1	19.9	8.5	19.9	19.8	13.3
EBITDA	**53,453**	**57,012**	**1,10,077**	**1,64,011**	**2,01,492**	**2,14,502**	**2,45,158**	**3,01,597**
Change (%)	-26.8	6.7	93.1	49.0	22.9	6.5	14.3	23.0
EBITDA Margins (%)	7.6	6.5	9.4	11.6	13.2	11.7	11.2	12.1
Depreciation	30,315	27,865	28,233	30,223	56,070	67,405	75,547	85,024
EBIT	**23,138**	**29,147**	**81,844**	**1,33,788**	**1,45,422**	**1,47,097**	**1,69,611**	**2,16,573**
EBIT Margins (%)	3.3	3.3	7.0	9.5	9.5	8.0	7.7	8.7
Interest	1,008	1,259	1,866	1,932	1,942	2,387	2,148	1,933
Other Income	29,464	17,935	21,613	38,548	50,647	43,919	46,440	53,253
EO Expense	0	0	0	0	0	0	0	0
PBT	**51,594**	**45,823**	**1,01,591**	**1,70,404**	**1,94,127**	**1,88,629**	**2,13,903**	**2,67,892**
Effective tax Rate (%)	18.0	17.8	20.8	22.5	26.3	23.4	23.0	23.0
PAT	**42,297**	**37,663**	**80,492**	**1,32,094**	**1,42,976**	**1,44,454**	**1,64,705**	**2,06,277**
Adj. PAT	**42,297**	**37,663**	**80,492**	**1,32,094**	**1,42,976**	**1,44,454**	**1,64,705**	**2,06,277**
Change (%)	-25.1	-11.0	113.7	64.1	8.2	1.0	14.0	25.2

Standalone Balance Sheet								(INR m)
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**
Share Capital	1,510	1,510	1,510	1,572	1,572	1,572	1,572	1,572
Reserves	5,12,158	5,39,350	6,02,310	8,38,248	9,42,701	10,49,526	11,67,071	13,23,044
Net Worth	**5,13,668**	**5,40,860**	**6,03,820**	**8,39,820**	**9,44,273**	**10,51,098**	**11,68,643**	**13,24,616**
Loans	4,888	3,819	12,158	331	0	0	0	0
Deferred Tax Liability	3,847	-2,027	-3,411	-1,124	10,290	11,866	11,866	11,866
Capital Employed	**5,22,403**	**5,42,652**	**6,12,567**	**8,39,027**	**9,54,563**	**10,62,964**	**11,80,509**	**13,36,482**
Application of Funds								
Gross Fixed Assets	3,14,553	3,24,892	3,89,704	4,22,982	5,95,177	6,77,988	8,17,988	9,71,988
Less: Depreciation	1,64,983	1,87,719	2,11,655	2,38,029	2,65,464	3,32,869	4,08,416	4,93,440
Net Fixed Assets	**1,49,570**	**1,37,173**	**1,78,049**	**1,84,953**	**3,29,713**	**3,45,119**	**4,09,572**	**4,78,548**
Capital WIP	14,898	29,294	28,970	65,339	79,290	98,382	98,382	98,382
Investments	4,47,908	4,37,675	4,77,607	6,85,180	6,48,108	7,62,786	8,27,786	9,04,786
Curr.Assets, Loans	**82,902**	**1,22,345**	**1,38,021**	**1,60,813**	**2,29,255**	**2,55,889**	**2,65,312**	**3,11,226**
Inventory	30,500	35,331	42,838	41,196	69,088	1,13,147	90,206	1,02,159
Sundry Debtors	12,766	20,301	32,958	46,013	65,349	53,360	60,138	68,106
Cash & Bank Balances	323	320	334	4,557	1,802	633	15,623	29,747
Loans & Advances	6,642	307	299	328	433	442	442	442
Others	32,671	66,086	61,592	68,719	92,583	88,307	98,904	1,10,772
Current Liab & Prov.	**1,72,875**	**1,83,835**	**2,10,080**	**2,57,258**	**3,31,803**	**3,99,212**	**4,20,544**	**4,56,461**
Sundry Creditors	1,01,617	97,610	1,17,804	1,45,824	1,69,214	2,21,314	2,40,550	2,72,424
Others	60,252	71,104	75,939	91,329	1,45,690	1,56,151	1,56,151	1,56,151
Provisions	11,006	15,121	16,337	20,105	16,899	21,747	23,842	27,886
Net Current Assets	**-89,973**	**-61,490**	**-72,059**	**-96,445**	**-1,02,548**	**-1,43,323**	**-1,55,231**	**-1,45,234**
Appl. of Funds	**5,22,403**	**5,42,652**	**6,12,567**	**8,39,027**	**9,54,563**	**10,62,964**	**11,80,509**	**13,36,482**

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Basic (INR)								
Adjusted EPS	**140.0**	**124.7**	**266.5**	**420.1**	**454.8**	**459.5**	**523.9**	**656.1**
Cash EPS	240.4	216.9	359.9	516.3	633.1	673.9	764.2	926.5
Book Value per Share	1,700	1,790	1,999	2,671	3,003	3,343	3,717	4,213
DPS	45.0	60.0	90.0	125.0	135.0	150.0	160.0	200.0
Div. payout (%)	32.1	48.1	33.8	29.8	29.7	32.6	30.5	30.5
Valuation (x)								
P/E	99.6	111.8	52.3	33.2	30.7	30.3	26.6	21.3
Cash P/E	58.0	64.3	38.7	27.0	22.0	20.7	18.2	15.0
EV/EBITDA	70.5	66.3	34.0	22.5	18.5	16.9	14.4	11.4
EV/Sales	5.7	4.5	3.3	2.7	2.6	2.1	1.7	1.4
P/BV	8.2	7.8	7.0	5.2	4.6	4.2	3.8	3.3
Dividend Yield (%)	0.3	0.4	0.6	0.9	1.0	1.1	1.1	1.4
FCF Yield (%)	1.5	-0.3	0.7	1.9	1.3	2.0	1.9	2.1
Profitability Ratios (%)								
RoIC	18.9	26.8	54.2	73.1	47.2	37.3	41.0	45.1
RoE	8.2	7.0	13.3	15.7	15.1	13.7	14.1	15.6
RoCE	10.1	8.7	16.9	20.5	20.5	18.0	18.3	20.2
Turnover Ratios								
Debtors (Days)	7	9	11	12	16	11	10	10
Inventory (Days)	17	16	15	12	19	26	17	17
Creditors (Days)	73	54	50	53	57	61	55	55
Work. Cap. (Days)	-49	-29	-24	-28	-22	-24	-27	-28
Asset Turnover (x)	1.3	1.6	1.9	1.7	1.6	1.7	1.9	1.9
Leverage Ratio								
Net Debt/Equity (x)	-0.8	-0.8	-0.7	-0.6	-0.6	-0.6	-0.6	-0.6

Standalone Cash Flow Statement (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Profit before Tax	51,594	45,823	1,01,591	1,70,404	1,94,127	1,88,629	2,13,903	2,67,892
Interest	1,008	1,259	1,866	1,932	1,942	2,387	2,148	1,933
Depreciation	30,315	27,865	28,233	30,223	56,070	67,405	75,547	85,024
Direct Taxes Paid	-10,107	-11,769	-22,313	-35,557	-38,047	-43,351	-49,198	-61,615
(Inc)/Dec in WC	43,352	-28,098	3,787	22,777	-3,352	16,375	26,898	4,128
Other Items	-27,774	-17,168	-20,884	-38,109	-49,426	-40,814	-46,440	-53,253
CF from Oper. Activity	**88,388**	**17,912**	**92,280**	**1,51,670**	**1,61,314**	**1,90,631**	**2,22,858**	**2,44,110**
(Inc)/Dec in FA	-23,279	-33,227	-62,474	-69,637	-1,05,796	-1,03,444	-1,40,000	-1,54,000
Free Cash Flow	**65,109**	**-15,315**	**29,806**	**82,033**	**55,518**	**87,187**	**82,858**	**90,110**
(Pur)/Sale of Invest.	-49,560	31,337	-17,708	-37,191	-38,727	-43,516	-18,560	-23,748
CF from Inv. Activity	**-72,839**	**-1,890**	**-80,182**	**-1,06,828**	**-1,44,523**	**-1,46,960**	**-1,58,560**	**-1,77,748**
Change in Net Worth	0	0	0	0		0	0	0
Inc/(Dec) in Debt	3,723	-1,140	7,895	-11,960	-584	-359	0	0
Interest Paid	-1,006	-1,291	-1,854	-1,472	-1,667	-2,037	-2,148	-1,933
Dividends Paid	-18,125	-13,594	-18,125	-27,187	-39,300	-42,444	-47,160	-50,304
CF from Fin. Activity	**-15,408**	**-16,025**	**-12,084**	**-40,619**	**-41,551**	**-44,840**	**-49,308**	**-52,237**
Inc/(Dec) in Cash	**141**	**-3**	**14**	**4,223**	**-24,760**	**-1,169**	**14,990**	**14,125**
Add: Op. Balance	182	323	320	334	26,562	1,802	633	15,623
Closing Balance	**323**	**320**	**334**	**4,557**	**1,802**	**633**	**15,623**	**29,747**

E: MOFSL Estimates; restated financials from FY25

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

N O T E S

Explanation of Investment Rating	
Investment Rating	**Expected return (over 12-month)**
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

Disclosures

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412 and BSE enlistment no. 5028. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL),NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx. As per Regulatory requirements, Research Audit Report is uploaded on www.motilaloswal.com > MOFSL-Important Links > MOFSL Research Analyst Compliance Audit Report.

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the"1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore.This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL .

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to grievances@motilaloswal.com.

Nainesh Rajani
Email: nainesh.rajani@motilaloswal.com
Contact: (+65) 8328 0276

Specific Disclosures

1. Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies).
   MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: Yes.
   Nature of Financial interest is holding equity shares or derivatives of the subject company
2. Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.
   MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report:No
3. Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.
   MOFSL may have received compensation from the subject company(ies) in the past 12 months.
4. Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.
   MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
5. Research Analyst has not served as an officer, director or employee of subject company(ies).
6. MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
7. MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
8. MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
9. MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
10. MOFSL has not engaged in market making activity for the subject company.

The associates of MOFSL may have:

- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
- received compensation/other benefits from the subject company in the past 12 months
- any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

This report is meant for the clients of Motilal Oswal only.

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Registration granted by SEBI, enlistment as RA with Exchange and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412, BSE enlistment no. 5028, AMFI registered Mutual Fund Distributor and SIF Distributor: ARN .: 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.