

Samvardhana Motherson

Estimate changes

TP change

Rating change



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Bloomberg	MOTHERSO IN
Equity Shares (m)	7036
M.Cap.(INRb)/(USD\$b)	1168.3 / 13.8
52-Week Range (INR)	217 / 87
1, 6, 12 Rel. Per (%)	-18/22/60
12M Avg Val (INR M)	3406

Financials & Valuations

INR Billion	2024	2025E	2026E
Sales	985	1,160	1,298
EBITDA	90.2	110.9	128.1
Adj. PAT	25.1	39.2	51.7
EPS (INR)	3.7	5.5	7.3
EPS Growth (%)	63.6	48.9	31.7
BV/Share (INR)	38.6	49.6	54.7
Ratios			
Net D:E	0.4	0.0	-0.1
RoE (%)	10.3	12.8	13.9
RoCE (%)	10.0	11.2	12.2
Payout (%)	20.0	30.0	30.0
Valuations			
P/E (x)	44.3	29.7	22.6
P/BV (x)	4.2	3.3	3.0
Div. Yield (%)	0.5	1.0	1.3
FCF Yield (%)	3.2	3.9	5.7

Shareholding pattern (%)

As On	Sep-24	Jun-24	Sep-23
Promoter	58.1	60.4	64.8
DII	19.9	18.2	15.0
FII	13.5	12.9	11.4
Others	8.5	8.6	8.8

FII Includes depository receipts

CMP: INR166

TP: INR210 (+26%)

Buy

Weak result; 2HFY25E to be better

QIP proceeds utilized to pare down debt; preparing for opportunities

- Samvardhana Motherson (MOTHERSO) reported muted results, with an EBITDA margin of 8.8%, down 80bp QoQ (vs. est. 9.4%), hit by global PV industry slowdown, slower EV ramp-up, and seasonal factors. Despite the global challenges and inflated working capital, the company's RoCE for 1HFY25 stood at 17.3% (up from 16.9% in FY24).
- To factor in the weak demand in key regions, we cut our FY25E/FY26E EPS by ~13.1%/~13.5%. We expect MOTHERSO to continue outperforming the global automobile sales, fueled by rising premiumization and EV transition, a robust order backlog, and successful integration of recent acquisitions. **We reiterate our BUY rating with a revised TP of INR210 (based on 25x Sep'26E EPS).**

Net debt declines INR28.7b QoQ to INR104.9b in 2QFY25

- Consol. revenue grew** 18% YoY to INR278.1b (est. INR287.2b) largely led by inorganic growth. Revenue for organic business grew 4-5% YoY, while the global light vehicle industry declined by 5% YoY. Consol. EBITDA grew 23% YoY to INR24.5b (est. INR27.1b), and consol. adj. PAT grew 65.7% YoY to INR7.5b (est. INR9.5b). Revenue from the acquired assets stood at INR62b in 2QFY25 vs. INR18.5b YoY. Normalized EBITDA included contributions from acquired assets at INR5.9b in 2QFY25 vs. INR1.8b in 2QFY24.
- The company's 1HFY25 revenue/EBITDA/PAT grew ~23%/34%/66% YoY, while we expect the same to grow ~13%/18%/49% YoY in 2HFY25.
- Wiring harness business** grew 4% YoY to INR81.1b (est. INR85.1b), and EBITDA margin improved 60bp YoY (-50bp QoQ) to 11.2% (est. 11.2%). The segment reported revenue growth despite softening of CV production volumes in North America, Europe, and China.
- Modules & Polymer business** revenue grew 27% YoY to INR146.4b (est. INR142.5b), and EBITDA margin improved 30bp YoY (-130bp QoQ) to 7.4% (est. 8.3%). Growth was driven by the full impact of the acquisitions (Dr. Schneider and Yachiyo), while organic business growth was flat.
- Vision system business revenue** grew 3% YoY to INR48.1b (est. INR52.4b), while EBITDA margin remained stable YoY (-30bp QoQ) to 9.2% (est. 9.9%). Revenue growth was fueled by China and South Asia, partially offset by lower volumes in North America.
- Integrated assemblies business** revenue grew 53% YoY to INR25.3b. Margin stood at 11.9% (-180bp QoQ; est. 10.0%). Sluggishness in EVs hurt growth. However, YoY growth numbers are not comparable, as 2QFY24 had only two months of operations.
- Emerging business** grew 43% YoY to ~INR29.1b (est. INR29.8b), and EBITDA margin expanded 90bp YoY (+110bp QoQ) to 13.3% (est. 14.0%).

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- **Net debt declined QoQ to INR104.96b (vs. INR133.7b in 1QFY25).** Liquidity as of Sep'24 included proceeds from QIP of ~INR64.37b. ~INR60b of this has been subsequently used to pay down debt and for general corporate purposes.

Highlights from the management commentary

- **Management expects 2HFY25 to be better than 1H given:** 1) a seasonally strong half; 2) some of the stuck projects to ramp-up; 3) margins would normalize as the company had taken upfront costs for some projects that got delayed; and 4) the normalization of increased working capital in 2H.
- **ROCE improved despite global challenges and inflated working capital:** Despite the global challenges and inflated working capital, the company's RoCE for 1HFY25 stood at 17.3% (up from 16.9% in FY24).
- **Booked business stands at USD88b** (up from USD84b in FY24); this would be executed over the next 5-6 years. Almost 24% of this comes from EVs.
- **The non-auto segment has ramped up to a run rate of INR30b** for FY25E. The pilot line for the consumer electronics segment has commenced production from Nov'24. The large plant is expected to commence production in 1.5 years, which should propel non-auto segment revenue.
- **Key challenges ahead:** Apart from a weak demand macro globally, some of the other challenges include: 1) Cu has started inching up again after cooling off in 2Q; 2) energy costs have started rising again in Europe; and 3) logistics challenges continue due to the Red Sea crisis.

Valuation and view

- We expect MOTHERSO to continue outperforming the global automobile sales, fueled by rising premiumization and EV transition, a robust order backlog, both in autos and non-autos (booked business of USD88b as of 2Q-end); and successful integration of recent acquisitions.
- To factor in the slowdown in demand in key regions, we cut our FY25E/FY26E EPS by ~13.1%/~13.5%. The stock trades at reasonable valuations of 30x/23x FY25E/FY26E consolidated EPS. We **reiterate our BUY** rating with a revised TP of INR210 (based on 25x Sep'26E EPS).

Quarterly performance (Consol.)

Y/E March	FY24				FY25E				FY24	FY25E	var.	
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE	2QE	(%)		
Net Sales	2,24,622	2,35,275	2,56,439	2,68,612	2,88,680	2,78,119	2,91,430	3,01,727	9,84,947	11,59,955	2,87,181	-3.2
YoY Change (%)	27.2	28.8	26.5	19.3	28.5	18.2	13.6	12.3	25.0	17.8	22.3	
EBITDA	19,246	19,878	23,159	26,686	27,753	24,479	26,964	31,669	90,206	1,10,866	27,112	-9.7
Margins (%)	8.6	8.4	9.0	9.9	9.6	8.8	9.3	10.5	9.2	9.6	9.4	
Depreciation	8,389	8,674	10,164	10,878	10,646	11,028	11,200	11,501	38,105	44,375	10,700	
Interest	2,526	4,879	6,203	4,504	4,445	5,462	4,000	3,602	18,112	17,508	4,000	
Other income	529	664	1,084	836	709	862	710	745	1,876	3,026	620	
PBT before EO expense	8,860	6,989	7,877	12,140	13,371	8,852	12,474	17,311	35,865	52,008	13,032	
Extra-Ord expense	0	2,494	9	-4,974	0	-1,730	0	0	-2,472	-1,730	0	
PBT after EO Expense	8,860	4,495	7,868	17,114	13,371	10,582	12,474	17,311	38,336	53,738	13,032	
Tax Rate (%)	29.5	32.8	27.6	28.3	26.0	33.2	27.0	27.3	29.3	27.9	27.0	
Min. Int & Share of profit	241	188	272	-43	-51	-1,152	50	-126	658	-1,278	60	
Reported PAT	6,009	2,016	5,420	13,718	9,942	8,797	9,056	12,712	27,162	40,507	9,453	
Adj PAT	6,009	4,510	5,420	9,170	9,942	7,470	9,056	12,712	25,108	39,244	9,453	-21.0
YoY Change (%)	325.5	43.2	19.2	45.6	65.5	65.7	67.1	38.6	65.6	56.3	109.6	

E: MOFSL Estimates

Key Performance Indicators

Y/E March	(INR m)											
	FY24				FY25E				FY24	FY24	Var.	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			2Q (%)	
Business Wise Revenues (INR m)												
Wiring harness	76,390	77,910	79,330	81,510	83,260	81,110	82,906	89,750	3,15,140	3,37,026	85,136	-4.7
Modules & Polymer products	1,19,780	1,14,910	1,27,530	1,36,900	1,51,930	1,46,400	1,50,797	1,43,884	4,99,120	5,93,011	1,42,543	2.7
Vision system	46,150	46,890	48,070	50,380	49,970	48,070	52,400	53,640	1,91,490	2,04,080	52,398	-8.3
Integrated assemblies		16,510	26,230	23,530	25,230	25,280	26,951	30,888	66,270	1,08,349	25,764	
Emerging businesses	18,210	20,260	19,580	22,850	25,910	29,050	33,408	36,385	80,900	1,24,753	29,797	-2.5
Less: Inter-segment	7,130	7,780	7,940	12,160	12,330	12,070	12,760	13,195	35,010	50,355	11,778	2.5
Less: Revenues of Associates/JVs	28,780	33,430	35,820	34,930	35,290	39,720	42,272	39,628	1,32,960	1,56,910	36,678	8.3
Net Revenue	2,24,620	2,35,270	2,56,980	2,68,080	2,88,680	2,78,120	2,91,430	3,01,726	9,84,950	11,59,955	2,87,181	
Business Wise PBITDA Margins (%)												
Wiring harness	10.2	10.6	10.7	11.1	11.7	11.2	11.3	11.5	10.7	11.4	11.2	
Modules & Polymer products	7.5	7.1	8.8	10.8	8.7	7.4	8.8	10.5	8.6	8.8	8.3	
Vision systems	9.4	9.2	9.7	12.9	9.5	9.2	9.9	12.6	10.3	10.3	9.9	
Integrated assemblies		10.0	12.3	13.0	10.1	11.9	12.0	12.0	12.0	11.6	10.0	
Emerging businesses	11.2	12.4	12.8	17.1	12.2	13.3	14.5	15.3	13.5	14.0	14.0	
Consol. EBITDA Margin (%)	8.6	8.5	9.3	11.1	9.6	8.8	9.3	10.5	9.5	9.7	9.4	

Note: Segmental EBITDA margins include part of other income; E: MOSL Estimates



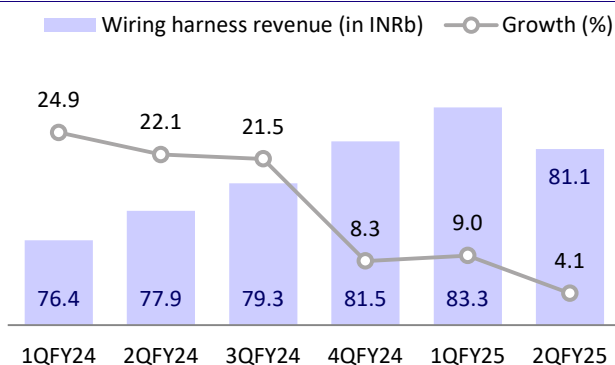
Highlights from the management commentary

- **The organic business has grown 4-5% YoY** relative to 5% decline seen in the global light vehicle market.
- **The company's 2QFY25 demand remained weak in key regions:** Apart from the fact that it is a seasonally weak quarter, its revenue ramp-up was impacted by: 1) uncertainty over new launches in EVs by few OEMs due to overall slowdown in demand in Europe 2) slowdown in China and shift in consumer preference to domestic players over global players.
- **Booked business stands at USD88b** (up from USD84b in FY24); this would be executed over the next 5-6 years. Almost 24% of this comes from EVs.
- **ROCE improved despite global challenges and inflated working capital:** Despite the global challenges and inflated working capital, the company's RoCE for 1HFY25 stood at 17.3% (up from 16.9% in FY24). Management expects returns to further improve in the coming quarters as demand normalizes and integration benefits of new acquisitions start flowing in.
- In 2Q, the company has commenced production at five of the 19 new greenfield plants. Of the balance 14, SOP for eight is scheduled in 2HFY25.
- **MOTHERSO had raised a QIP of INR64b.** The company targets to utilize the QIP proceeds to reduce debt. Until Nov'24, the company has utilized INR60b of the QIP proceeds to repay debt and for other general purposes. As of 2Q-end, its net debt stood at INR105b vs. INR135b QoQ. Adjusted for CCD, net debt stood at INR9b as of 2Q-end. As a result, net leverage reduced to 1x from 1.5x QoQ. By FY25E, this is likely to further reduce to 0.5-0.75x. Thus, it has significantly strengthened MOTHERSO's balance sheet to look for potential opportunities.
- **The non-auto segment has ramped up to a run rate of INR30b** for FY25E. The pilot line for the consumer electronics segment has commenced production from Nov'24. The large plant is expected to commence production in 1.5 years, which should propel non-auto segment revenue.

- **Diversification:** Post-Yachio integration, sunroof and fuel tank now contribute to 5% of revenue. Further, integrated assembly segment contribution stood at 8%. Japan OEM mix stood at 2%.
- **Key challenges ahead:** Apart from a weak demand macro globally, some of the other challenges include: 1) Cu has started inching up again after cooling off in 2Q; 2) energy costs have started rising again in Europe; and 3) logistics challenges continue due to the Red Sea crisis.
- **Management expects 2HFY25 to be better than 1H given:** 1) a seasonally strong half; 2) some of the stuck projects to ramp-up; 3) margins would normalize as the company had taken upfront costs for some projects that got delayed; and 4) the normalization of increased working capital in 2H.

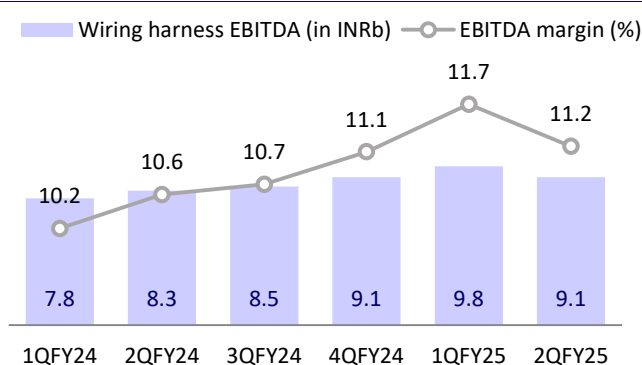
Key exhibits

Exhibit 1: Trends in Wiring harness revenue and growth



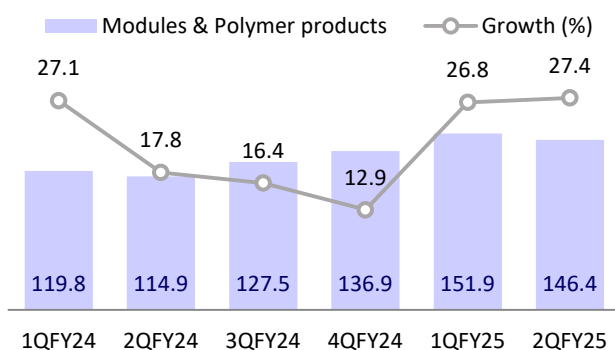
Source: Company, MOFSL

Exhibit 2: Wiring harness EBITDA and EBITDA margin trends



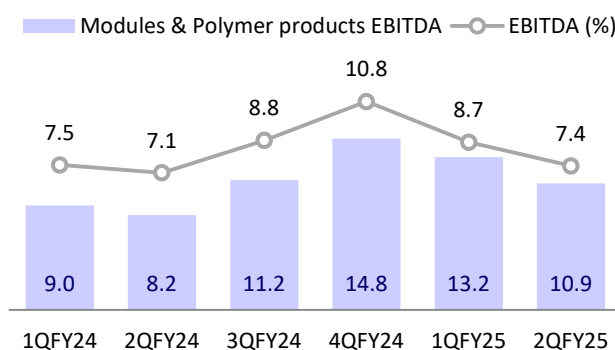
Source: Company, MOFSL

Exhibit 3: Trend in modules and polymer products revenue



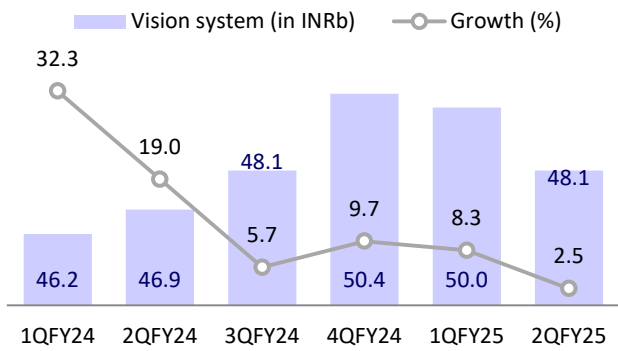
Source: Revenues in INRb, Company, MOFSL

Exhibit 4: Modules and polymer products EBITDA margin



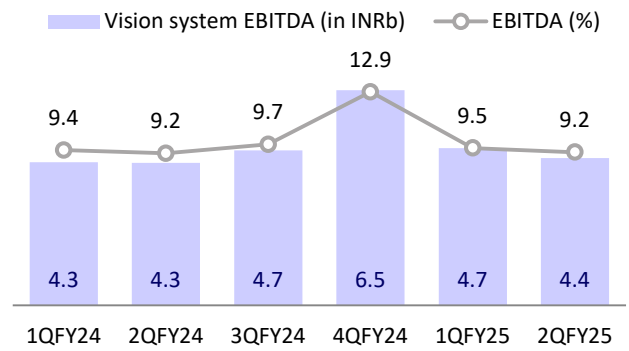
Source: EBITDA in INRb, Company, MOFSL

Exhibit 5: Trend in vision system’s revenue



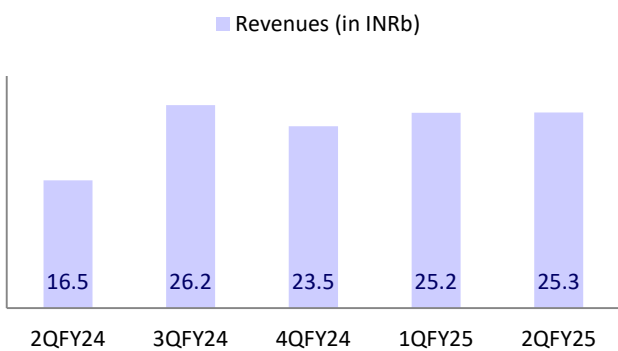
Source: Company, MOFSL

Exhibit 6: Vision system’s EBITDA margin



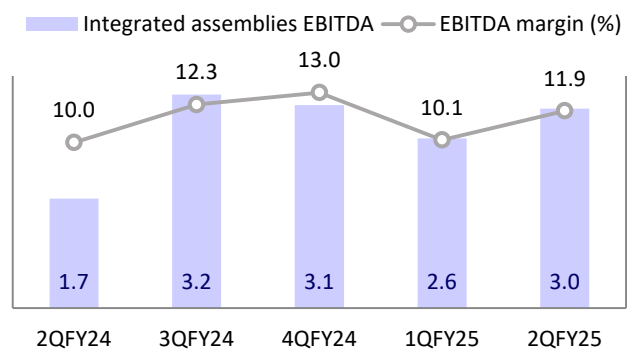
Source: Company, MOFSL

Exhibit 7: Trend in integrated assemblies’ revenue



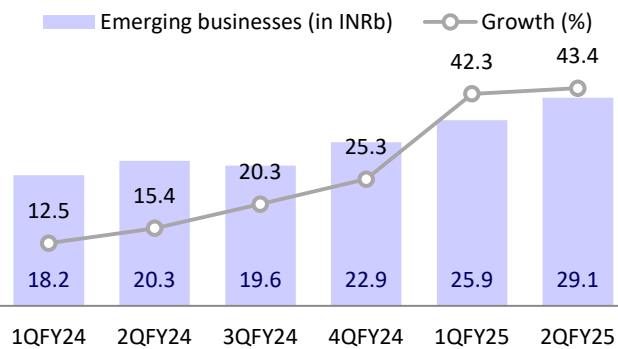
Source: Company, MOFSL

Exhibit 8: Integrated assemblies’ EBITDA margin



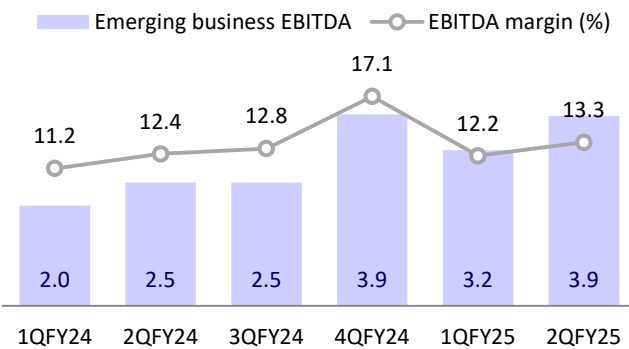
Source: EBITDA in INRb, Company, MOFSL

Exhibit 9: Trend in emerging businesses’ revenue



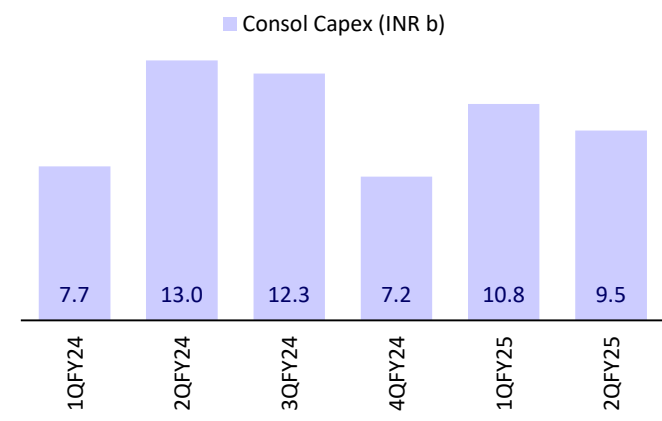
Source: Company, MOFSL

Exhibit 10: Emerging businesses’ EBITDA margin



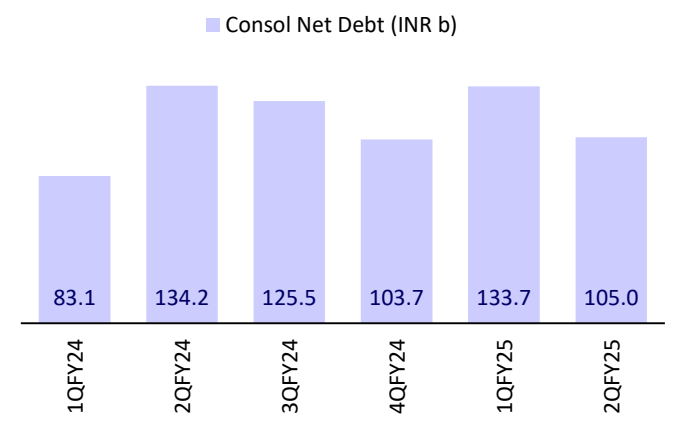
Source: EBITDA in INRb, Company, MOFSL

Exhibit 11: Trend in capex (INR b)



Source: Company, MOFSL

Exhibit 12: Trend in net debt (excl. lease liabilities, INR b)



Source: Company, MOFSL

Valuation and view

- Continues to enjoy a well-diversified business model:** Over the years, MOTHERSO has developed a well-diversified business model that focuses on its principle of 3CX10 (vs. 3CX15 earlier) – this implies no country, customer, or client should account for more than 10% of its revenue. This has helped the company achieve a steady growth regardless of the end-market demand environment (achieved 9% revenue CAGR vs. 3% compounded volume decline in the global auto industry over the last five years). It is among the top 3 players globally for exterior rear-view mirrors, a market leader in PV wiring harness in India, and a major player in wiring harness for CVs in North America and Europe. Additionally, the company is a critical supplier of polymer parts to luxury OEMs worldwide, one of the leading lighting suppliers in India, and one of the largest shock absorber exporters from India.
- To be a key beneficiary of the evolving megatrends in Autos:** MOTHERSO is emerging as one of the major beneficiaries of the rising premiumization trend and EV transition, which in turn is expected to drive higher content going forward. A few indicators of increasing content per vehicle for MOTHERSO include the following: when transitioning to sedans and SUVs, the content surges 1.4- 1.5x in the case of wiring harnesses, 1.4-1.7x for bumpers, 1.2-2.5x for door panels, and 1.7-3.0x for rear-view mirrors. Similarly, transitioning from ICE to EVs results in a 2.4x increase in the content for 4W wiring harnesses, an 8x increase for 2W wiring harnesses, a 1.5x increase for bumpers, a 3.3x increase for door panels, and a 1.4x increase for mirrors. These favorable trends have led to a notable ramp-up in its order book, with the booked business reaching USD88b (24% orders from EVs).
- Closure of recent acquisitions provides huge growth opportunities:** Taking advantage of the global macro headwinds and at the customer's behest, MOTHERSO has acquired 15 entities since Sep'22, whose combined pro forma net revenue stood at USD2.8b. Apart from this, these entities offer multiple synergy benefits, which include entry into the Japanese supplier network (Yachio + Ichikoh), evolution as a cockpit assembler (SAS), complimentary new segment addition (Yachio + Dr. Schneider), and strong opportunities in aerospace and medical equipment (Cirma, AD Industries, Irillic, and SMAST). Beyond the synergy benefits that would accrue over a long-term basis, we

expect incremental net revenues of INR144b to accrue to MOTHERSO for FY25E due to these acquisitions. These acquisitions provide MOTHERSO with significant growth opportunities in the long run, in our opinion.

- **Aggressive targets indicate ambitions; a disciplined approach has been the key:** MOTHERSO has a track record of setting ambitious five-year targets since 2000. Its 2025 targets include revenue of USD36b, RoCE and dividend payout of 40%, and 3CX10. While most of its targets until 2015 have been achieved, it missed its target by a margin in 2020 and is likely to miss its target even in 2025. However, management has always refrained from acquiring entities solely to meet its targets, as was evident immediately post-Covid. Thus, while its aggressive targets highlight management's growth aspirations, its disciplined approach would help generate long-term shareholder returns, in our view. The same can also be highlighted by the fact that the company acquired 15 entities post-Sep'22, after patiently waiting throughout the entire Covid period for the right opportunity.
- **Valuation and view:** We expect MOTHERSO to continue outperforming the global automobile sales, fueled by rising premiumization and EV transition, a robust order backlog both in autos and non-autos, and successful integration of recent acquisitions. To factor in the weak demand in key regions, we cut our FY25E/FY26E EPS by ~13.1%/~13.5%. The stock trades at reasonable valuations of 30x/23x FY25E/FY26E consolidated EPS. We **reiterate our BUY** rating with a revised TP of INR210 (based on 25x Sep'26E EPS).

Exhibit 13: Our revised estimates (consolidated)

(INR M)	FY25E			FY26E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Net Sales	11,59,955	11,92,780	-2.8	12,97,671	13,31,547	-2.5
EBITDA	1,10,866	1,16,133	-4.5	1,28,147	1,37,869	-7.1
EBITDA (%)	9.6	9.7	-20bp	9.9	10.4	-50bp
Adj. PAT	39,244	43,007	-8.7	51,680	56,881	-9.1
EPS (INR)	5.5	6.3	-13.1	7.3	8.4	-13.5

Source: Company, MOFSL

Financials and valuations

Consolidated - Income Statement								(INR m)
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Total Income from Operations	6,07,290	5,82,250	6,37,740	7,87,881	9,84,947	11,59,955	12,97,671	14,39,065
Change (%)	-4.4	-4.1	9.5	23.5	25.0	17.8	11.9	10.9
Raw Materials	3,49,687	3,25,979	3,67,363	4,53,174	5,44,147	6,37,812	7,23,741	8,09,575
Employees Cost	1,43,726	1,40,996	1,53,746	1,79,314	2,35,385	2,85,993	3,00,292	3,15,307
Other Expenses	67,335	63,135	69,637	93,032	1,15,209	1,25,285	1,45,491	1,68,637
Total Expenditure	5,60,748	5,30,110	5,90,746	7,25,519	8,94,741	10,49,089	11,69,524	12,93,519
% of Sales	92.3	91.0	92.6	92.1	90.8	90.4	90.1	89.9
EBITDA	46,542	46,880	46,994	62,362	90,206	1,10,866	1,28,147	1,45,546
Margin (%)	7.7	8.1	7.4	7.9	9.2	9.6	9.9	10.1
Depreciation	27,210	30,260	29,582	31,358	38,105	44,375	49,375	53,875
EBIT	19,332	16,620	17,412	31,003	52,101	66,491	78,772	91,671
Interest Charges	5,928		5,426	7,809	18,112	17,508	10,365	8,121
PBT bef. EO Exp.	15,649	16,620	14,562	24,890	35,865	52,008	71,736	87,212
Tax Rate (%)	44.0	33.6	43.1	29.6	27.4	27.0	27.0	27.0
MI & associate profits	669	440	-290	2,178	658	-1,278	687	700
Reported PAT	8,099	10,590	8,304	15,306	27,162	40,507	51,680	62,964
Adjusted PAT	8,099	10,590	8,237	15,344	25,108	39,244	51,680	62,964
Change (%)	-49.8	30.8	-22.2	86.3	63.6	56.3	31.7	21.8

Consolidated - Balance Sheet								(INR m)
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Equity Share Capital	3,158	4,518	4,518	6,776	6,776	7,115	7,115	7,115
Total Reserves	81,394	1,21,088	2,01,365	2,17,739	2,54,773	3,45,563	3,81,739	4,25,814
Net Worth	1,12,609	1,25,606	2,05,882	2,24,515	2,61,549	3,52,678	3,88,854	4,32,929
Minority Interest	35,650	40,233	17,763	19,254	20,606	24,732	29,270	34,489
Total Loans	1,19,651	1,07,580	1,27,609	1,21,657	1,73,513	1,13,513	1,07,013	96,013
Deferred Tax Liabilities	-5,030	-10,224	-11,486	-13,645	-20,746	-18,672	-18,672	-18,672
Capital Employed	2,62,881	2,63,195	3,39,768	3,51,781	4,34,922	4,72,251	5,06,465	5,44,760
Net Fixed Assets	1,39,871	1,92,782	1,75,128	1,88,750	2,37,877	2,46,502	2,50,127	2,49,252
Goodwill	24,060	24,718	33,743	37,726	57,501	57,501	57,501	57,501
Capital WIP	8,154	8,769	13,097	14,779	24,978	24,978	24,978	24,978
Total Investments	1,614	2,581	7,212	6,834	8,976	65,976	99,976	1,53,976
Curr. Assets, Loans&Adv.	1,63,943	1,78,716	1,94,908	2,27,640	3,50,435	3,07,940	3,46,557	3,72,274
Inventory	51,566	49,956	64,417	78,228	91,386	1,02,838	1,17,831	1,31,213
Account Receivables	51,784	56,931	65,731	85,135	1,56,371	1,32,220	1,51,498	1,68,703
Cash and Bank Balance	48,789	59,062	49,994	46,987	69,858	45,566	43,050	34,301
Loans and Advances	11,804	12,768	14,766	17,291	32,821	27,316	34,178	38,057
Curr. Liability & Prov.	1,87,047	2,07,430	2,11,447	2,53,091	3,94,549	3,65,380	4,07,407	4,47,955
Account Payables	1,03,091	1,11,407	1,24,775	1,41,363	2,26,172	2,66,883	2,93,571	3,22,928
Other Current Liabilities	81,151	89,575	81,567	1,06,258	1,56,687	82,607	99,615	1,09,256
Provisions	2,805	6,449	5,104	5,471	11,690	15,890	14,221	15,771
Net Current Assets	-23,104	-28,714	-16,538	-25,451	-44,115	-57,440	-60,850	-75,681
Other non-current asset	1,12,286	63,060	1,27,126	1,29,145	1,49,705	1,34,735	1,34,735	1,34,735
Appl. of Funds	2,62,881	2,63,195	3,39,768	3,51,781	4,34,922	4,72,251	5,06,465	5,44,760

Financials and valuations

Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Basic (INR)								
EPS	2.6	1.6	1.2	2.3	3.7	5.5	7.3	8.8
BV/Share	35.7	18.5	30.4	33.1	38.6	49.6	54.7	60.8
DPS	1.5	1.0	0.4	0.7	0.8	1.7	2.2	2.7
Payout (%)	68.1	64.0	35.4	28.8	20.0	30.0	30.0	30.0
Valuation (x)								
P/E	63.9	104.9	134.9	72.4	44.3	29.7	22.6	18.5
P/BV	4.6	8.8	5.4	4.9	4.2	3.3	3.0	2.7
EV/Sales	1.3	1.3	1.2	1.4	1.2	1.0	0.9	0.8
EV/EBITDA	15.3	15.6	16.9	17.9	12.6	10.3	9.0	7.9
Dividend Yield (%)	0.9	0.6	0.3	0.4	0.5	1.0	1.3	1.6
FCF per share (Eco. Int. basis)	13.2	4.6	0.0	3.6	5.3	6.4	9.4	12.1
Return Ratios (%)								
RoE	7.3	8.9	5.0	7.1	10.3	12.8	13.9	15.3
RoCE (post-tax)	4.7	4.2	3.8	6.7	10.0	11.2	12.2	13.2
RoIC	5.4	5.6	4.3	7.9	12.3	14.6	17.1	20.0
Working Capital Ratios								
Fixed Asset Turnover (x)	2.7	2.4	2.4	2.3	2.1	2.2	2.2	2.3
Asset Turnover (x)	2.3	2.2	1.9	2.2	2.3	2.5	2.6	2.6
Inventory (Days)	31	31	37	36	34	32	33	33
Debtor (Days)	31	36	38	39	58	42	43	43
Creditor (Days)	62	70	71	65	84	84	83	82
Leverage Ratio (x)								
Current Ratio	0.9	0.9	0.9	0.9	0.9	0.8	0.9	0.8
Interest Cover Ratio	3.3	NA	3.2	4.0	2.9	3.8	7.6	11.3
Net Debt/Equity	0.6	0.4	0.3	0.3	0.4	0.0	-0.1	-0.2

Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
OP/(Loss) before Tax	21,129	16,129	19,088	24,048	38,402	53,738	71,736	87,212
Depreciation	27,780	29,764	29,964	31,358	38,105	44,375	49,375	53,875
Interest & Finance Charges	5,626	4,544	4,346	7,809	18,112	17,508	10,365	8,121
Direct Taxes Paid	-10,776	-5,600	-8,324	-8,535	-14,353	-14,509	-19,369	-23,547
(Inc)/Dec in WC	16,202	6,432	-20,797	-6,846	-674	-10,966	894	6,082
Others	3,561	-757	351	-1,405	-3,902	5,404	3,851	4,519
CF from Operating incl EO	63,521	50,512	24,627	46,431	75,689	95,550	1,16,852	1,36,261
(Inc)/Dec in FA	-21,943	-19,325	-24,363	-21,829	-40,101	-50,000	-50,000	-50,000
Free Cash Flow	41,578	31,187	264	24,602	35,589	45,549	66,852	86,262
(Pur)/Sale of Investments	-1,210	-45	-123	-279	-1,958	-57,000	-34,000	-54,000
Others	753	436	1,367	-340	-24,559	0	0	0
CF from Investments	-22,399	-18,934	-23,119	-22,448	-66,618	-1,07,000	-84,000	-1,04,000
Issue of Shares	0	0	0	-1,453	236	64,376	0	0
Inc/(Dec) in Debt	-6,214	-11,324	2,456	-10,562	40,377	-60,000	-6,500	-11,000
Interest Paid	-5,667	-4,141	-5,528	-8,083	-15,096	-17,508	-10,365	-8,121
Dividend Paid	-12,794	-1,576	-6,457	-3,308	-6,751	-12,152	-15,504	-18,889
Others	-3,157	-3,859	-2,570	-3,936	-5,958	0	0	0
CF from Fin. Activity	-27,832	-20,900	-12,099	-27,342	12,807	-25,284	-32,369	-38,010
Inc/Dec of Cash	13,290	10,678	-10,591	-3,359	21,879	-36,735	484	-5,749
Opening Balance	35,469	48,688	59,367	48,775	45,416	67,295	30,560	31,043
Closing Balance	48,758	59,367	48,775	45,416	67,295	30,560	31,043	25,295

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NOTES

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