

January 29, 2025

**RESULT REPORT Q3 FY25** | Sector: Automobile

# Tata Motors (TTMT)

## Macro challenges yet not over both at JLR&S/A

### View – Sharp stock correction yet to make risk reward favorable!

TTMT's 3QFY25 consol results were operationally mixed led by higher-than-expected VME at JLR at 4.2% in 3QFY25 (vs 1.7% YoY, 3.2% in 1QFY25 and ~4% in 2QFY25), dragged its EBITDA margins at 14.2% (-200bp YoY, est 15%). This was partially offset by better S/A margins (incl. PLI) at 13.4% (est 13%). On the positive side, deleveraging is on track with net auto debt declined to ~Rs Rs193b in 9MFY25 (vs Rs220b in 1HFY25, Rs160b in FY24 and Rs437b in FY23). While management sounded confident of further volume recovery in 4Q (seasonally strong quarter) and have maintained JLR EBIT guidance of 8.5% (vs ~7.7% in 9M), implying +10% EBITM in 4QFY25. This we believe is challenging as its largely hinges on volumes given key margins drivers such as 1) peak LR contribution, 2) RM tailwinds and 3) controlled VME is now moderating QoQ given demand challenges cropping up in key markets like Europe, UK and China while the US is still strong.

We have liked TTMT given it's improving India franchise, early leadership in EVs in India, and JLR's improved profitability. However, standalone business is in the midst of cyclical volume moderation both in PV and CV whereas heightened competition in EVs can drag earnings momentum in S/A. We increase FY26/27 consol EPS by 4-5% to reflect upon PLI incentives while likely muted volumes at JLR, increased VME partially impact consolidated earnings. We maintained ADD with revised Mar'27 SOTP based TP of Rs892 (v/s Rs948 earlier). Despite sharp correction recently, we would still wait for better entry point. We like MM, HYUNDAI, TVS and EIM in OEMs.

### Result Highlights – Mixed bag; S/A better, JLR in-line while CJLR weak

- Consol revenues grew 2.7% YoY (+12% QoQ) at Rs1135.7b (est Rs1228.4b) as S/A revenues de-grew 8.7% YoY at Rs170.4b (est Rs176.8b) and JLR revenues grew 1.5% YoY at GBP7.48b (est GBP8.1b).
- Consol EBITDA de-grew 15% YoY (+11.7% QoQ) at Rs130.3b (est Rs159.2) with margins contracted 240bp YoY (flat QoQ) at 11.5% (est 13%). JLR EBITDA margins came in lower at 14.2% (est 15%, -200bp YoY). Lower depreciation at GBP377m (v/s GBBP434m QoQ).
- Segmental EBIT performance** - 1) JLR at ~9% (+20bp YoY/+390bp QoQ, est 8.5%) 2) Domestic CV at 9.6% (+100bp YoY), 3) Domestic PV at 1.7% (-40bp YoY)
- CJLR performance** - Revenues degrew ~18.4% QoQ at GBP253m as volume degrew 31%, EBITDA margins at ~24% (vs ~16% QoQ) while higher depreciation led to PAT loss at GBP19m (vs +GBP5m QoQ).

### Exhibit 1: Actual vs estimates

Rs mn	Actual	Estimate		% variation		Remarks
		YES Sec	Consensus	YES Sec	Consensus	
Sales	1,135,750	1,228,445	1,166,000	-7.5	-2.6	Sharper than expected impact at JLR dragged earnings.
EBITDA	130,320	159,155	155,140	-18.1	-16.0	
EBITDA margins %	11.5	13.1	13.3	-160bp	-180bp	
Adjusted PAT	57,320	69,523	64,350	-17.5	-10.9	

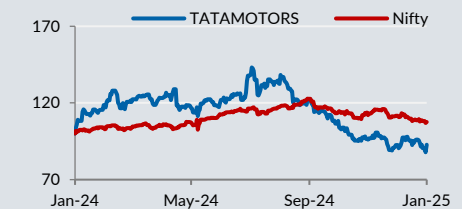
Source: Company, YES Sec

Reco	: ADD
CMP	: Rs 752
Target Price	: Rs 892
Potential Return	: +18.6%

### Stock data (as on Jan 29, 2025)

Nifty	23,163
52 Week h/l (Rs)	1,179 / 708
Market cap (Rs/USD mn)	26,80,779 / 30,980
Outstanding Shares (mn)	3,681
6m Avg t/o (Rs mn):	12,201
Div yield (%):	0.8
Bloomberg code:	TTMT IN
NSE code:	TATAMOTORS

### Stock performance



	1M	3M	1Y
Absolute return	+0.3%	(10.7%)	(10.5%)

### Shareholding pattern (As of Dec'24)

Promoter	42.6%
FII+DII	37.0%
Others	20.4%

### Δ in stance

(1-Yr)	New	Old
Rating	ADD	ADD
Target Price	892	948

### Δ in earnings estimates

	FY26E	FY27E
EPS (New)	71.4	74.3
EPS (Old)	67.9	71.1
% change	+5.3%	+4.5%

### Financial Summary

Y/E March (Rs bn)	FY25E	FY26E	FY27E
Net Sales	4,663	5,119	5,673
EBITDA	631	713	780
Net Profit	225	274	285
Adj. EPS (INR)	58.8	71.4	74.3
EPS Gr. (%)	(30.9)	21.6	3.9
BV/Sh. (INR)	273.9	338.5	405.4
RoE (%)	23.7	23.3	20.0
RoCE (%)	19.4	21.2	20.1
Payout (%)	10.9	9.6	9.9
P/E (x)	12.8	10.5	10.1
P/BV (x)	2.7	2.2	1.9
EV/EBITDA (x)	4.7	3.7	2.9
Div. Yield (%)	0.9	0.9	1.0

### DEEP SHAH

Lead Analyst

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MEGHNA GUNDU, Associate

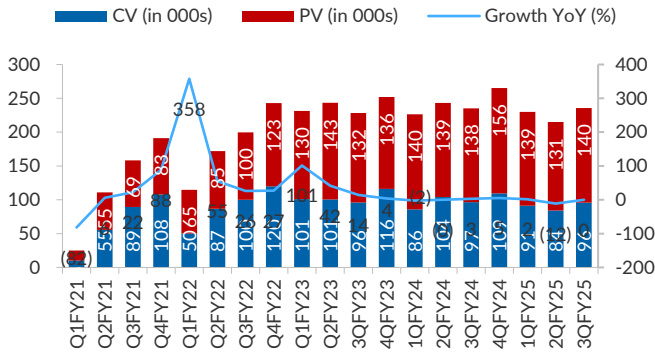
## Exhibit 2: Quarterly snapshot

Y/e Mar (Rs.mn)	Q3FY25	Q3FY24	YoY chg	Q2FY25	9MFY25	9MFY24	YoY chg
<b>Net Revenues</b>	1,135,750	1,105,771	2.7	1,014,500	3,230,730	3,179,415	1.6
Raw Materials	694,220	682,777	1.7	622,350	1,975,700	1,989,708	(0.7)
% of Net Sales	61.1%	61.7%		61.3%	61.2%	62.6%	
Personnel	120,110	111,022	8.2	117,180	355,310	310,530	14.4
% of Net Sales	10.6%	10.0%		11.6%	11.0%	9.8%	
Manufacturing & Other Exp	271,680	226,356	20.0	237,770	734,370	647,059	13.5
% of Net Sales	23.9%	20.5%		23.4%	22.7%	20.4%	
Expenses capitalised	80,580	67,718	19.0	79,510	236,770	194,050	22.0
Total Expenditure	1,005,430	952,438	5.6	897,790	2,828,610	2,753,247	2.7
<b>EBITDA</b>	130,320	153,333	(15.0)	116,710	402,120	426,168	(5.6)
<b>EBITDA Margin (%)</b>	11.5%	13.9%		11.5%	12.4%	13.4%	
Depreciation	54,080	68,500	(21.1)	60,050	179,870	201,196	(10.6)
<b>EBIT</b>	76,240	84,833		56,660	222,250	224,972	(1.2)
Interest Expenses	17,250	24,849	(30.6)	20,340	58,470	77,520	(24.6)
Non-operating income	17,900	14,988	19.4	16,310	49,960	44,403	12.5
Forex gain	490	850	(42.4)	4,230	7,480	(1,640)	
Extraordinary Exp/ Income	260	883	(70.6)	10	(160)	8,890	(101.8)
<b>PBT</b>	77,120	74,940		56,850	221,380	181,325	
Tax-Total	20,960	5,418	286.9	23,170	75,910	43,076	76.2
Tax Rate (%) - Total	27.2%	7.2%		40.8%	34.3%	23.8%	
Minority Interest / Share in Associates	890	3,136		1,890	5,330	7,395	
Profit after MI	57,050	72,657	(21.5)	35,570	128,850	152,577	(15.6)
<b>Adj. PAT</b>	57,320	73,573	(22.1)	35,580	150,634	154,866	(2.7)
<b>PAT Margin</b>	5.0%	6.7%		3.5%	4.7%	4.9%	

Source- Company, YES Sec

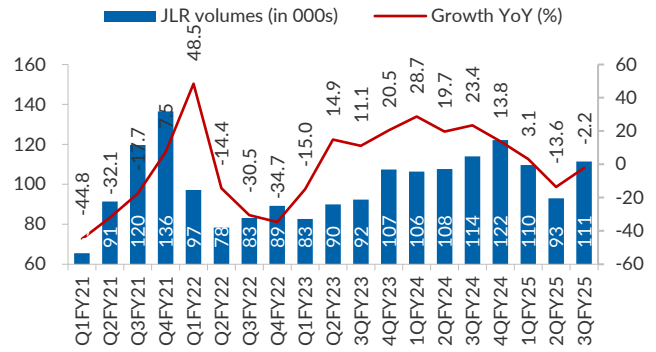
## CHARTS

**Exhibit 1: 3QFY25 volumes trend for PV and CV**



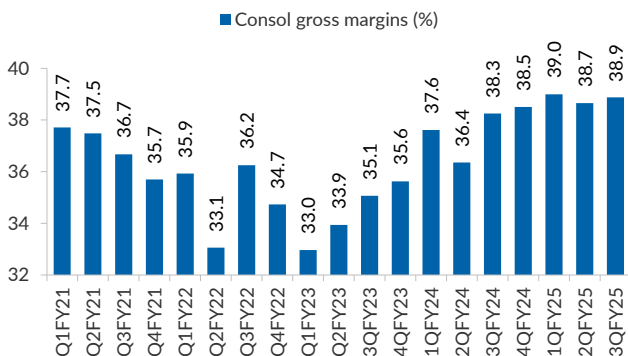
Source: Company, YES Sec

**Exhibit 2: JLR volumes grew by 20% QoQ to 111k**



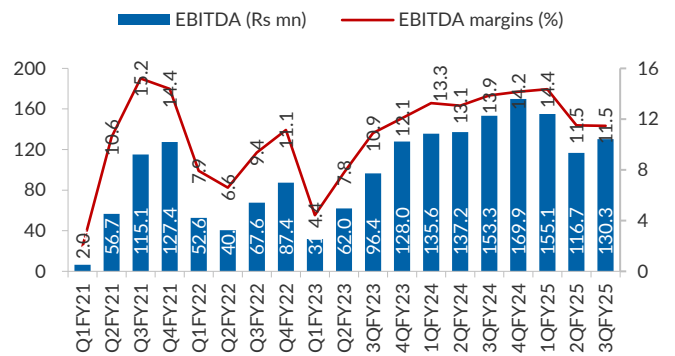
Source: Company, YES Sec

**Exhibit 3: Gross margin expanded ~20bp QoQ at 38.9%**



Source: Company, YES Sec

**Exhibit 4: EBITDAM were flat QoQ at 11.5%**



Source: Company, YES Sec

## KEY CON-CALL HIGHLIGHTS

### JLR

- **Demand outlook** – Volume weakness in China is offset by growth in NA (+25% YoY in YTD FY25). The growth in NA is led by RR and Defender received well by the customer. Expect to grow wholesales QoQ in 4QFY25.
- **Cut in FY25, revenue to GBP29b and ROCE targets to ~20%** was led by macro challenges in China. Demand outlook cautious for China with dealer network maintained at reasonable levels.
- **Implied 4QFY25 EBIT margin would be >10%** to hit guided range of > or equal to 8.5% for FY25. This will be led by lower D&A, product mix and controlled VME.
- **New launch pipeline** - RR electric to be launched in CY25 followed by first BEV on EMA architecture by mid'26 and later Jaguar first BEV by late summer of 2026.
  - Not focused on market share for Jaguar EV with not massive volumes expected as will focus on select group of customers in select countries.
- **Depreciation** – expect the run rate to be flat over the next three quarter as move out of production of ICE vehicles are largely done.
- **VME increased to 4.2% in 3QFY25** (vs 1.7% YoY, 3.2% in 1QFY25 and ~4% in 2QFY25).
  - VME on RR, RRS and Defender is below average though.
  - Industry is not showing signs of low competitive intensity hence VME may increase further ahead. However, warranty may come down led by product mix.
- **ASP decline QoQ at GBP72k vs GBP74k** led by China price mix, VME and fx impact.
- **Emission cost may rise in FY26** - UK and US are most relevant markets. UK government have issued consultation and co is working with them. Remains to be watchful for the US.
- **Positive FCF of GBP 157m in 3QFY25 (and positive FCF of GBP131 in 9MFY25 vs +GBP1.37b in 9MFY24)** leading to net debt increased to GBP 1.1b (vs GBP1.2b in 1HFY25 and GBP1.6b YoY).
  - JLR on track to turn net cash zero in FY25.
  - **FY25 outlook** - JLR outlook of GBP1.3b, investments at GBP3.8b, EBIT margins at > or equal to 8.5%.
  - Expect to reverse WC capital impact in 4QFY25 which should support FCF.
- **Investments spending at GBP1.03b and GBP2.9b in 9MFY25.**
- **CJLR – macro headwinds continued as retailer situation remained challenging**
  - China Auto premium market declined ~14% YoY in YTD FY25 at 2066k (ex.Tesla) while ICE market declined ~16% YoY in YTD FY25 at 9622k. Against this JLR import declined by ~6% YoY to 39k and JLR local volumes declined ~27% YoY to 29k (operate in competitive segment).
  - import business outperformed the market in YTD FY25 despite macro headwinds locally. Complementary growth expected through licensing of Freelander brand to China JV with local manufacturing of the first model expected in mid-2026. **All model under Freelander brand will be new energy vehicles (NEVs) at China cost base.**
  - Retailer situation remains challenging, with a reduction of c.30% of JLR's retailer outlets in calendar year 2024.
  - CJLR volumes declined ~9% YoY.

- Cash flow breakeven volumes slightly increased to ~325k units in FY25 vs 300k units in FY24.

## TTMT CV

- **Demand outlook** – HCV have declined by 13% in 9MFY25, will remain watchful of 4QFY25 volumes which is expected to be flat. Focus is to increase penetration in pick-up segment.
- **Bus** – expect significant growth from intra city applications (MCV retail customers). ICV buses focus is to give fully built buses (employee transportation) and LCV buses (schools) through FBUs. Have increased capacity of FBU and well placed to gain volumes in 4Q.
- **Financing challenges?** – **SCV/pick up** seeing some stress as its largely first-time buyers, **buses** – no challenges, **MHCV** – there was challenge towards end of 2Q and beginning of 3Q. However, the same is improving.
- **Pan India freight index trending at ~129 (indexed)** vs 128 observed in 2QFY25, in line with seasonal trends. Internal customer sentiment index too improved albeit marginally.
- **Digital contribution** to retail at ~24% in Q3 FY25, +20% YoY.
- **EV Bus** - 200+ EV buses registered in Q3 FY25; total of 3500+ EV buses registered till date.
- **ACE EV** - ~7.2k units delivered (vs ~6.4k in 2Q) with ~10 corporate customers added in 3Q to ~70 customers in total. ACE EV volumes grew ~40% in YTD FY25 and +26% YoY in 3QFY25.
- **TML smart city** - ~2400+ buses deployed in Delhi, Bangalore, Jammu & Srinagar and have signed contract for additional 148 buses with BMTC.
- **Fleet Edge** - has 760K+ active vehicles (~3k customers) on platform with healthy share of active and engaged users.
- **E-dukaan** has 36K registered buyers on platform and is selling 30K SKUs.
- **Fleet Verse** achieved 11K+ platform assisted retails in 3QFY25.

## TTMT PV

- **Demand outlook** - Expect FY25 volumes to be flat YoY. Within EVs see building competition in >Rs1.8m price bracket. TTMT with its diverse portfolio across price point will be able to leverage deeper penetration in to tier 2 and 3 cities as well.
- In 3Q, the industry witnessed a recovery in demand with ~8% increase in registrations YoY – triggered by festivities in Oct'24 and year-end demand in Dec'24.
  - **Dealer inventory at <25 days as of Dec'24** (vs <30 days indicated in last call).
- **Powertrain Mix** – in 9MFY25, share of EV declined to ~11% of fuel mix (v/s 13%/9%/5% in FY24/FY23/FY22), share of CNG at 24% (v/s 16%/8%/3% in FY24/FY23/22).
- **EV volumes increased to 16.1k units** (vs ~15.6k units in 2QFY25, ~16.6k in 1QFY25 and 18.6k in 2QFY24).
- **EBITDA margins** – PV EBITDA at 7.3% in 3QFY25 (vs 8.5% in 2QFY25, 8.5% in 1QFY25, 10.2% in 4QFY24) with FY24 EBITDA at 9.4% (vs 8.5% in FY23).
  - EV vertical EBITDA at 13.4% (pre product development expense) vs 1.7% in 2QFY25, 0.1% in 1QFY25, 1.1% in 4Q vs 0.2% in 3Q and -0.7% in 2QFY24.
  - **The EBITDA improvement in the EV was led by PLI incentives.**
  - **Without PLI benefits, margins could have been flat YoY.** Have passed on decline in battery cell cost to customers. Decline in ICE margins was led by lower ASP, **EV PLI impact of 8.3% and adjusted for the same margins would have been 1.7% (led by**

localization benefits) and expect to be EBITDA break even without PLI and ~5% at unit level.

- **PLI magnitude** - ~13% PLI benefit of revenues net of vendor claims and expect it to increase ahead.
- **EV** - Have tried to pass on decline in global battery prices to customer to bring it at par with ICE. Seeing price stability for EVs with no price cuts expected.
- **Overall charging infra touchpoints at 18.2k in 3QFY25** (vs 14k in 2QFY25, 12.07k in 1QFY25, 10.06k in FY24 and 5.3k as of FY23).
  - **Three parties are working** - OEMs, OMC (have subsidy already) and charge point operators (CPO). PM e drive have subsidy provision of Rs20b subsidy.
- **Curvv** - Supply chain related issues for EV variant is resolved in Jan'25. On the ICE side, expect to launch automatic variant in 4QFY25.

## Financials

- **PLI of ~Rs1.42b for FY24 is received. For FY25 the same is expected at Rs2.05b.**
  - FY24 (received) - PLI for CV business at Rs400m (~90bp margins impact) and Rs1.02b for PV (150bp margins impact). Consol margins impact of ~30bp.
  - YTD FY25 (accrued) - PLI for CV business at Rs1.29b (~30bp margins impact) and Rs800m for PV (~50bp margins impact). Consol margins impact of ~10bp.
- **Net auto debt decreased to Rs193b in 9MFY25** (vs Rs220b in 1HFY25, Rs160b in FY24 and Rs437b in FY23). Focus in deleveraging continues. JLR on track to net debt free while Indian business turned net cash at ~Rs7b.
- **RM** - remained range bound for CVs.
- **Capex for domestic business expected at ~Rs80b for FY25** (of which Rs60.6b spent in 9MFY25).

## FINANCIALS

### Exhibit 5: Balance Sheet

Y/E March	FY22	FY23	FY24	FY25E	FY26E	FY27E
Share Capital	7,659	7,660	7,665	7,665	7,665	7,665
Reserves	437,954	445,558	841,515	1,042,058	1,289,498	1,546,003
<b>Net Worth</b>	<b>445,612</b>	<b>453,218</b>	<b>849,180</b>	<b>1,049,723</b>	<b>1,297,163</b>	<b>1,553,668</b>
Loans	1,464,490	1,341,134	1,072,625	822,625	702,625	582,625
Minority Interest	42,711	72,777	81,759	83,562	85,527	87,673
Deferred Tax	(23,124)	(37,777)	(119,557)	(118,997)	(118,437)	(117,877)
<b>Capital Employed</b>	<b>1,929,689</b>	<b>1,829,352</b>	<b>1,884,008</b>	<b>1,836,913</b>	<b>1,966,878</b>	<b>2,106,088</b>
Gross Fixed Assets	3,232,889	3,303,008	3,336,218	3,805,203	4,167,203	4,529,203
Less: Depreciation	1,852,406	1,990,616	2,131,966	2,359,547	2,642,401	2,991,609
<b>Net Fixed Assets</b>	<b>1,380,483</b>	<b>1,312,392</b>	<b>1,204,252</b>	<b>1,445,656</b>	<b>1,524,802</b>	<b>1,537,594</b>
Capital WIP	102,511	142,745	356,984	250,000	250,000	250,000
Goodwill	8,072	8,406	8,603	8,603	8,603	8,603
Investments	293,795	263,792	229,711	179,640	161,766	144,636
<b>Curr.Assets</b>	<b>1,482,630</b>	<b>1,581,633</b>	<b>1,776,100</b>	<b>1,881,941</b>	<b>2,139,244</b>	<b>2,512,090</b>
Inventory	352,403	407,554	477,883	510,974	560,937	621,678
Sundry Debtors	124,421	157,380	169,518	191,615	210,351	233,129
Cash & Bank Bal.	406,692	370,156	458,067	543,720	767,324	1,091,651
Loans & Advances	584,547	628,388	648,323	608,323	568,323	528,323
Others	14,566	18,156	22,309	27,309	32,309	37,309
<b>Current Liab. &amp; Prov.</b>	<b>1,337,802</b>	<b>1,479,615</b>	<b>1,691,642</b>	<b>1,928,926</b>	<b>2,117,537</b>	<b>2,346,833</b>
Sundry Creditors	599,704	720,558	880,430	894,204	981,640	1,087,936
Other Liabilities	500,876	508,985	522,931	702,589	771,288	854,807
Provisions	237,222	250,072	288,281	332,133	364,609	404,090
<b>Net Current Assets</b>	<b>144,829</b>	<b>102,018</b>	<b>84,458</b>	<b>(46,985)</b>	<b>21,708</b>	<b>165,257</b>
<b>Appl. of Funds</b>	<b>1,929,689</b>	<b>1,829,352</b>	<b>1,884,008</b>	<b>1,836,913</b>	<b>1,966,878</b>	<b>2,106,088</b>

Source: Company, YES Sec

## Exhibit 6: Income statement

Y/E March	FY22	FY23	FY24	FY25E	FY26E	FY27E
<b>Total Income</b>	<b>2,784,536</b>	<b>3,459,670</b>	<b>4,379,278</b>	<b>4,662,636</b>	<b>5,118,549</b>	<b>5,672,809</b>
Change (%)	11.5	24.2	26.6	6.5	9.8	10.8
Expenditure	2,444,310	3,034,755	3,673,590	4,031,421	4,405,323	4,893,004
<b>EBITDA</b>	<b>340,227</b>	<b>424,915</b>	<b>705,688</b>	<b>631,214</b>	<b>713,226</b>	<b>779,805</b>
% of Net Sales	12.2	12.3	16.1	13.5	13.9	13.7
Depreciation	248,357	248,604	272,701	227,581	282,854	349,208
<b>EBIT</b>	<b>91,870</b>	<b>176,312</b>	<b>432,987</b>	<b>403,633</b>	<b>430,373</b>	<b>430,597</b>
Product Dev. Exp.	92,095	106,620	109,587	110,033	111,670	113,506
Interest	93,119	102,255	99,858	63,307	49,667	43,400
Other Income	30,536	46,332	59,499	48,667	73,000	81,111
EO Exp/(Inc)	6,440	(15,768)	10,250	-	-	-
Forex Gain/ (Loss)	(787)	1,039	(238)	-	-	-
<b>PBT</b>	<b>(70,035)</b>	<b>30,576</b>	<b>272,553</b>	<b>278,960</b>	<b>342,036</b>	<b>354,802</b>
Tax	42,313	7,041	(38,516)	55,792	68,407	70,960
Effective Rate (%)	(60.4)	23.0	(14.1)	20.0	20.0	20.0
<b>Reported PAT</b>	<b>(112,348)</b>	<b>23,535</b>	<b>311,070</b>	<b>223,168</b>	<b>273,629</b>	<b>283,841</b>
Change (%)	(13.7)	(120.9)	1,221.7	(28.3)	22.6	3.7
% of Net Sales	(4.0)	0.7	7.1	4.8	5.3	5.0
Minority Interest	(1,327)	(2,756)	(4,077)	(1,803)	(1,966)	(2,145)
Share of profit of associate	(741)	3,364	6,998	3,816	2,126	2,870
<b>Net Profit</b>	<b>(114,415)</b>	<b>24,143</b>	<b>313,991</b>	<b>225,182</b>	<b>273,789</b>	<b>284,566</b>
<b>Adj. PAT</b>	<b>(104,084)</b>	<b>12,006</b>	<b>325,689</b>	<b>225,182</b>	<b>273,789</b>	<b>284,566</b>
Change (%)	(385.2)	(111.5)	2,612.7	(30.9)	21.6	3.9

Source: Company, YES Sec

## Exhibit 7: Cash Flow Statement

Y/E March	FY22	FY23	FY24	FY25E	FY26E	FY27E
<b>OP/(Loss) before Tax</b>	<b>(113,088)</b>	<b>26,899</b>	<b>318,068</b>	<b>225,182</b>	<b>273,789</b>	<b>284,566</b>
Int/Div. Received	6,594	12,976	26,553	48,667	73,000	81,111
Depreciation	248,357	248,604	272,701	227,581	282,854	349,208
Direct Taxes Paid	(19,096)	(31,790)	(45,163)	(55,232)	(67,847)	(70,400)
(Inc)/Dec in WC	(104,737)	(31,271)	73,252	217,096	154,911	180,778
Other Items	131,238	112,695	43,992	1,803	1,966	2,145
<b>CF from Op Activity</b>	<b>149,269</b>	<b>338,112</b>	<b>689,403</b>	<b>665,096</b>	<b>718,673</b>	<b>827,408</b>
Extra-ordinary Items	(6,440)	15,768	(10,250)	-	-	-
<b>CF after EO Items</b>	<b>142,828</b>	<b>353,880</b>	<b>679,154</b>	<b>665,096</b>	<b>718,673</b>	<b>827,408</b>
(Inc)/Dec in FA+CWIP	(149,383)	(178,107)	(311,825)	(362,000)	(362,000)	(362,000)
Free Cash Flow	(6,555)	175,774	367,328	303,096	356,673	465,408
(Pur)/Sale of Invest.	101,632	10,065	83,545	50,071	17,874	17,130
<b>CF from Inv Activity</b>	<b>(47,751)</b>	<b>(168,042)</b>	<b>(228,281)</b>	<b>(311,929)</b>	<b>(344,126)</b>	<b>(344,870)</b>
Issue of Shares	37,686	33,742	38,942	-	-	-
Inc/(Dec) in Debt	22,026	(201,402)	(312,780)	(250,000)	(120,000)	(120,000)
Interest Paid	(92,514)	(93,360)	(93,323)	(63,307)	(49,667)	(43,400)
Dividends Paid	(999)	(1,409)	(2,898)	(24,639)	(26,350)	(28,061)
<b>CF from Fin Activity</b>	<b>(33,802)</b>	<b>(262,429)</b>	<b>(370,060)</b>	<b>(337,946)</b>	<b>(196,016)</b>	<b>(191,461)</b>
<b>Inc/(Dec) in Cash</b>	<b>61,275</b>	<b>(76,591)</b>	<b>80,813</b>	<b>15,221</b>	<b>178,530</b>	<b>291,078</b>

Source- Company, YES Sec

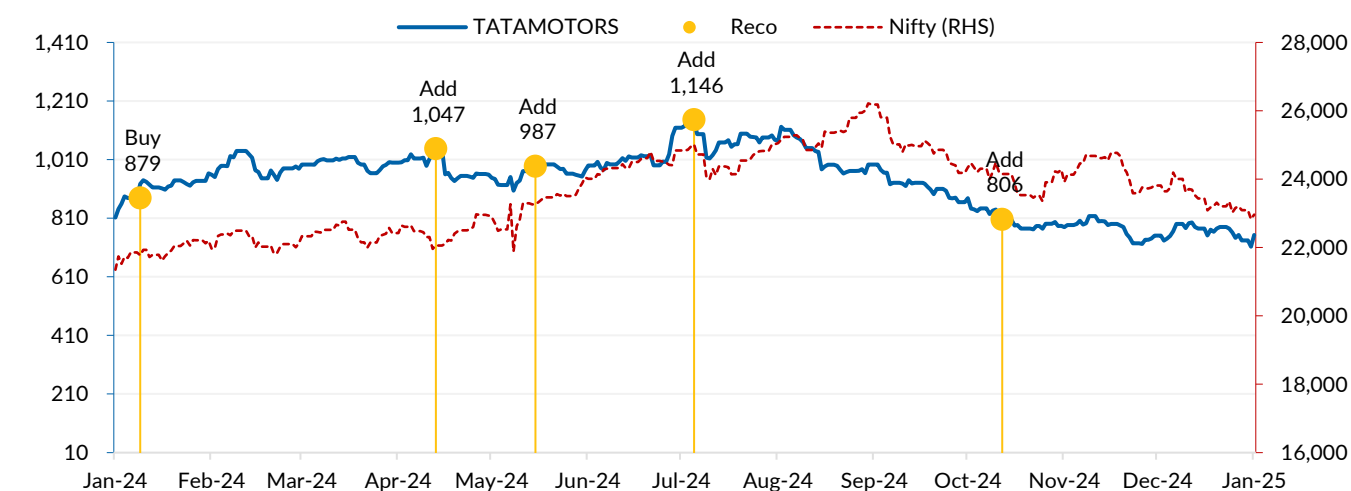


**Exhibit 8: Growth and Ratio matrix**

Y/E March	FY22	FY23	FY24	FY25E	FY26E	FY27E
<b>Basic (INR)</b>						
EPS	(27.2)	3.1	85.0	58.8	71.4	74.3
EPS Fully Diluted	(27.2)	3.1	85.0	58.8	71.4	74.3
EPS Growth (%)	(385.2)	(111.5)	2,611.0	(30.9)	21.6	3.9
Cash EPS	37.7	68.0	156.1	118.1	145.2	165.4
Book Value (Rs/Share)	116.4	118.3	221.6	273.9	338.5	405.4
DPS	-	2.0	6.0	6.4	6.9	7.3
Payout (Incl. Div. Tax) %	-	62.7	7.0	10.9	9.6	9.9
<b>Valuation (x)</b>						
Consolidated P/E	(27.7)	240.0	8.9	12.8	10.5	10.1
EV/EBITDA	10.7	8.4	4.6	4.7	3.7	2.9
EV/Sales	1.3	1.0	0.7	0.6	0.5	0.4
Price to Book Value	6.5	6.4	3.4	2.7	2.2	1.9
Dividend Yield (%)	-	0.3	0.8	0.9	0.9	1.0
<b>Profitability Ratios (%)</b>						
RoE	(20.9)	2.7	50.0	23.7	23.3	20.0
RoCE	10.1	9.1	30.3	19.4	21.2	20.1
RoIC	13.6	12.5	52.2	37.9	41.7	48.9
<b>Turnover Ratios</b>						
Debtors (Days)	16.3	16.6	14.1	15.0	15.0	15.0
Inventory (Days)	46.2	43.0	39.8	40.0	40.0	40.0
Creditors (Days)	78.6	76.0	73.4	70.0	70.0	70.0
Asset Turnover (x)	1.4	1.9	2.3	2.5	2.6	2.7
<b>Leverage Ratio</b>						
Debt/Equity (x)	3.3	3.0	1.3	0.8	0.5	0.4

Source- Company, Yes Sec

## Recommendation Tracker



Source - YES Sec

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