

## Result Preview



## Company

Amara Raja Batteries

Ashok Leyland

Bajaj Auto

Bharat Forge

BOSCH

Ceat

Eicher Motors

Endurance Technologies

Escorts

Exide Industries

Hero MotoCorp

Mahindra CIE

Mahindra &amp; Mahindra

Maruti Suzuki

Motherson Sumi Systems

Tata Motors

TVS Motor Company

## Sharper-than-expected recovery in all segments

## EBITDA margins to expand for the first time after eight quarters of decline

- Volume recovery seen in 2Q continued in 3QFY21. Strong momentum was witnessed in retail sales of Tractors and PVs (YoY growth in retail), whereas the same for 2Ws was marginally lower than last year.
- On a wholesale basis, we estimate volumes to grow strongly for Tractors (+22% YoY), PVs (+15% YoY) and 2Ws (+19% on a low base of last year). Among CVs, LCVs saw a good recovery (+1.5% YoY), while the decline is getting smaller for M&HCVs (-8% YoY). 3Ws are witnessing a QoQ recovery in volumes.
- We expect the recovery in EBITDA margins to continue for the second straight quarter despite the initial impact of commodity cost inflation. The same for our OEM (ex-JLR) universe is likely to expand 190bp YoY to 12.2% (+40bp QoQ), led by price hikes (in 2Ws and Tractors), lower discounts, cost cutting, and operating leverage benefits.
- We are revising our FY22E EPS estimates to factor in volume upgrades as well as substantial commodity cost inflation. We upgrade TTMT (+28%), AL (+11%), BHFC (+11%), MSS (+14.5%) and ESC (+6%), whereas downgrade HMCL/MM (-8%).

## Volumes across segments recover, but the divergence in trends visible

Volume recovery, seen in 2Q, continued in 3QFY21. Strong retail momentum was witnessed for Tractors and PVs (YoY growth in retail), whereas 2Ws retail was marginally lower than last year. On a wholesale basis, we estimate volumes to grow strongly for Tractors (+22% YoY), PVs (+15% YoY) and 2Ws (+19% on a low base of last year). Among CVs, LCVs saw a good recovery (+1.5% YoY), while the decline is getting smaller for M&HCVs (-8% YoY). 3Ws are yet to see any material recovery (-31% YoY), though volumes have been better on a QoQ basis. With low starting inventory, both PVs and Tractors witnessed a waiting period due to good retail momentum, whereas 2Ws and CVs saw normalization of inventory in 3QFY21.

## Recovery in EBITDA margins to continue for the second consecutive quarter

We expect the recovery in EBITDA margins to continue for the second straight quarter, despite the initial impact of commodity cost inflation. EBITDA margins for our OEM (ex-JLR) universe is likely to expand 200bp YoY to 12.2% (+50bp QoQ), led by price hikes (in 2Ws and Tractors), lower discounts, cost cutting, and operating leverage benefits. However, 2W players like HMCL (-150bp YoY), EIM (-130bp YoY) and BJAUT (-40bp YoY) would see a YoY decline.

## Recovery strong, however uncertainties prevail in the near term

Contrary to our expectations, demand recovery has been stronger than expected across segments (excluding 3Ws). This is attributable to pent-up demand, positive agri economics, and a shift to private from public transport. This has led to consistent upgrade in volume estimates. However, we do see near-term uncertainties in the form of: a) supply-side disruption due to a global shortage of semi-conductors, b) sharp commodity cost inflation, led price increases, and c) risk to demand (from a price hike, fading benefit of COVID-19 to private transport, etc.). We expect the volume recovery in all segments to sustain in FY22, with core

demand growing 5-7% for 2Ws/PVs/Tractors, supported by the benefit of low base of Apr-Aug'20. For 3Ws and CVs, we expect a sharp recovery in FY22.

### Valuation and view

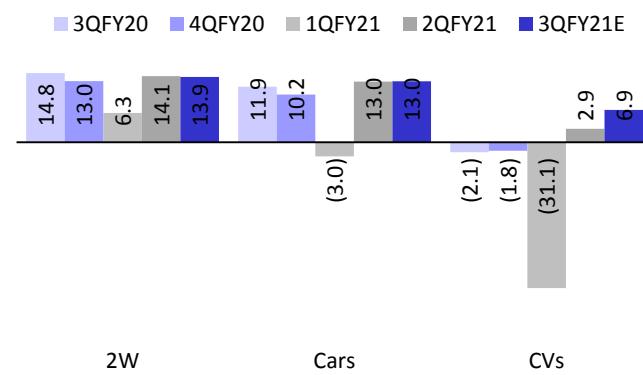
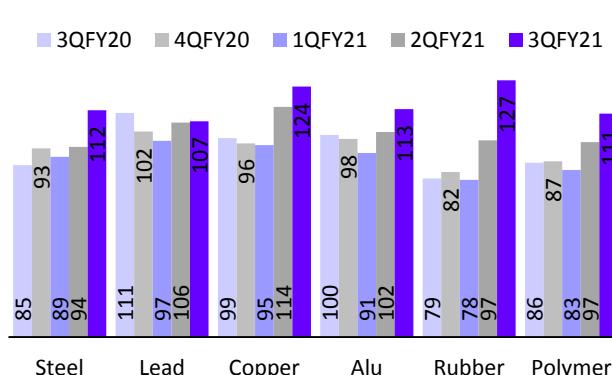
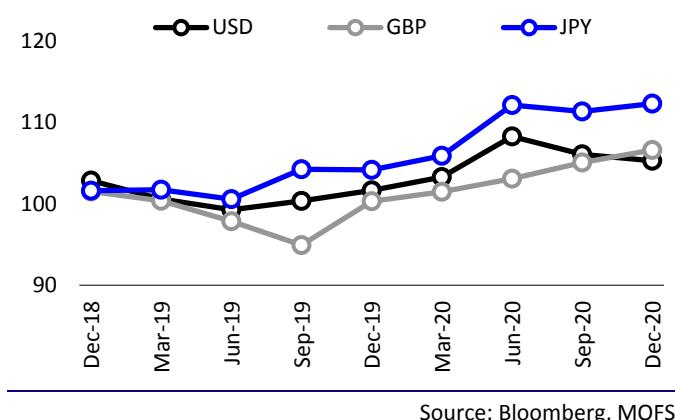
We are revising our FY22E EPS estimates to factor in volume upgrades as well as substantial commodity cost inflation. We upgrade TTMT (+28%), AL (+11%), BHFC (+11%), MSS (+14.5%), and ESC (+6%), whereas downgrade HMCL/MM (-8%). Being a seasonally slow month, Dec'20 saw decent demand (at par YoY) despite discounts being lower by ~50% YoY. Valuations are reflecting a recovery in 4QFY21, leaving a limited margin for safety from any negative surprises. Hence, we prefer companies with: a) higher visibility in terms of a demand recovery, b) a strong competitive positioning, c) margin drivers, and d) balance sheet strength. **MM** and **HMCL** are our top OEM picks. Among auto Component stocks, we prefer **ENDU** and **MSS**.

### Exhibit 1: Summary of expected quarterly performance (INR m)

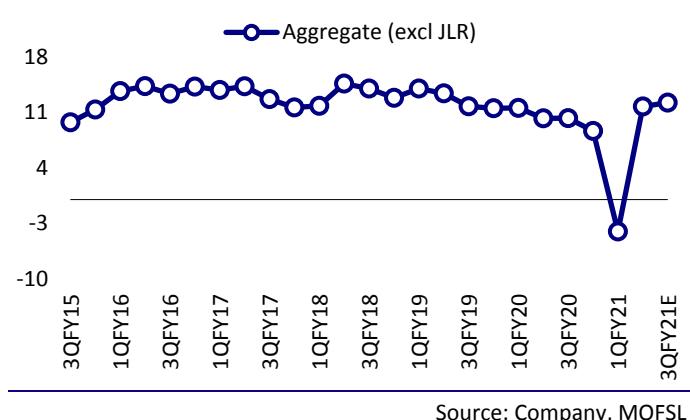
Sector	CMP (INR)	Rating	Sales (INR m)			EBDITA (INR m)			Net profit (INR m)		
			Dec-20	YoY	QoQ	Dec-20	YoY	QoQ	Dec-20	YoY	QoQ
<b>Automobiles</b>											
Amara Raja Batt.	926	Neutral	20,100	15.0	3.8	3,309	16.5	-2.8	1,951	18.7	-3.1
Ashok Leyland	99	Buy	50,303	25.3	77.3	3,385	50.3	320.8	873	199.3	LP
Bajaj Auto	3483	Neutral	89,666	17.4	25.3	15,652	14.5	23.6	13,901	10.2	22.1
Bharat Forge	538	Buy	11,130	3.4	26.3	2,580	7.8	55.4	1,423	11.3	96.3
Bosch	12991	Neutral	29,171	15.0	17.7	3,518	9.8	22.1	2,807	1.7	19.1
CEAT	1094	Buy	20,260	15.0	2.4	2,545	38.9	-13.0	1,030	94.4	-43.4
Eicher Motors	2542	Buy	28,107	18.5	33.1	6,644	12.2	41	5,317	6.6	54.9
Endurance Tech.	1350	Buy	18,884	15.1	8.4	3,073	18.0	7.7	1,598	28.8	9.5
Escorts	1288	Neutral	20,536	25.7	25.2	3,620	70.5	20.3	2,750	79.7	19.6
Exide Inds.	191	Buy	27,249	13.0	-1.0	3,693	15.5	-5.8	2,148	0.7	-6.1
Hero Motocorp	3099	Buy	96,205	37.5	2.7	12,849	23.7	-0.1	9,518	8.1	-0.2
Mahindra & Mahindra	733	Buy	137,341	13.3	19.2	22,032	23.2	10.8	12,781	30.3	-2.5
Mahindra CIE	174	Buy	17,828	3.5	5.2	2,216	3.4	46.9	959	414.3	57.8
Maruti Suzuki	7692	Buy	235,853	13.9	25.8	26,592	26.5	37.5	20,322	29.9	48.2
Motherson Sumi	164	Buy	173,696	10.9	10.8	17,876	44.7	15.1	4,031	49.0	8.4
Tata Motors	186	Buy	714,399	-0.3	33.5	69,951	-2.8	23.5	768	-95.6	LP
TVS Motor	491	Neutral	52,880	28.2	14.8	4,752	30.8	10.5	2,328	28.8	18.6
<b>Sector aggregate</b>			<b>1,743,609</b>	<b>9.1</b>	<b>24.0</b>	<b>204,285</b>	<b>13.8</b>	<b>20.9</b>	<b>84,504</b>	<b>-1.0</b>	<b>28.5</b>

### Exhibit 2: Volume snapshot for 3QFY21 ('000 units)

	3QFY21	3QFY20	YoY (%)	2QFY21	QoQ (%)	9MFY21	9MFY20	YoY (%)
Two-wheelers	6,070	5,100	19.0	5,451	11.3	13,150	16,567	-20.6
Three-wheelers	214	310	-31.0	148	44.5	425	897	-52.6
Passenger cars	676	593	14.0	460	47.1	1,238	1,693	-26.9
UVs and MPVs	431	365	18.0	322	33.7	833	960	-13.2
<b>Total PVs</b>	<b>1,107</b>	<b>958</b>	<b>15.5</b>	<b>782</b>	<b>41.6</b>	<b>2,071</b>	<b>2,653</b>	<b>-21.9</b>
M&HCVs	55	60	-8.0	27	100.6	88	194	-54.6
LCVs	147	144	1.5	116	26.6	292	405	-27.9
<b>Total CVs</b>	<b>202</b>	<b>204</b>	<b>-1.3</b>	<b>143</b>	<b>40.8</b>	<b>380</b>	<b>599</b>	<b>-36.5</b>
<b>Tractors</b>	<b>253</b>	<b>207</b>	<b>22.0</b>	<b>235</b>	<b>7.5</b>	<b>634</b>	<b>565</b>	<b>12.3</b>
<b>Total (ex-Tractors)</b>	<b>7,592</b>	<b>6,573</b>	<b>15.5</b>	<b>6,524</b>	<b>16.4</b>	<b>16,027</b>	<b>20,716</b>	<b>-22.6</b>

**Exhibit 3: Trend in segment-wise EBITDA margins (%)****Exhibit 4: Commodity prices reasonably stable****Exhibit 5: Trend in key currencies v/s INR (average, indexed)**

Source: Bloomberg, MOFSL

**Exhibit 6: Margins to contract YoY/QoQ**

Source: Company, MOFSL

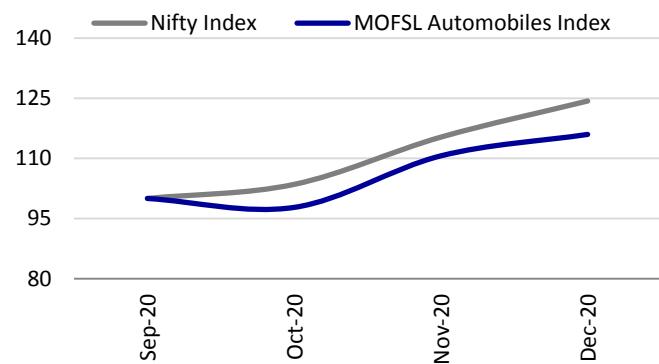
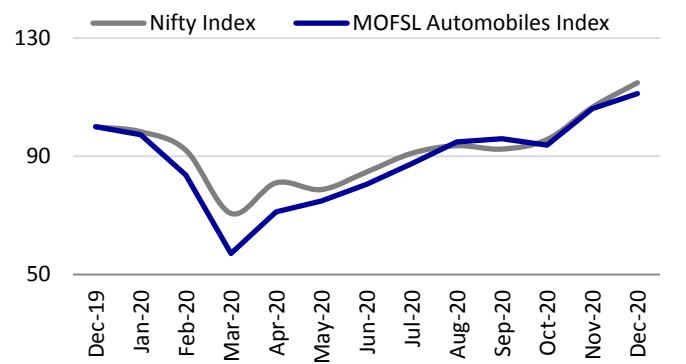
**Exhibit 7: Revised estimates**

	FY21E			FY22E		
	Rev	Old	Change (%)	Rev	Old	Change (%)
Bajaj Auto	153.9	157.2	-2.1	196.8	197.9	-0.6
Hero MotoCorp	142.2	147.1	-3.3	176.0	190.9	-7.8
TVS Motor Company	9.9	9.8	0.7	20.2	19.9	1.3
Eicher Motors*	50.7	54.0	-6.1	83.5	85.6	-2.4
Maruti Suzuki*	191.8	171.4	11.9	275.5	273.8	0.6
M&M (including MVML)	31.4	32.4	-3.1	35.7	38.8	-8.2
Tata Motors*	-13.9	-14.8	6.0	14.9	11.7	28.0
Ashok Leyland	0.0	0.4	-98.5	4.1	3.7	11.0
Escorts	81.8	78.6	4.1	90.4	85.3	6.0
Amara Raja	37.4	37.2	0.5	41.9	42.3	-0.8
Bharat Forge*	5.2	4.3	20.1	17.1	15.3	11.3
BOSCH	296.8	301.6	-1.6	448.1	429.7	4.3
Ceat	82.5	86.9	-5.1	99.0	97.0	2.1
Endurance Technologies*	30.7	32.3	-5.1	48.3	48.7	-0.9
Exide Industries	8.5	8.0	6.2	10.2	10.6	-3.5
Mahindra CIE*	2.4	3.2	-25.9	10.8	10.8	0.3
Motherson Sumi Systems*	2.0	1.7	13.9	6.8	5.9	14.5

\*Consolidated

**Exhibit 8: Industry recovering from COVID-19 impact**

	Volumes ('000 units)			EBITDA margins (%)			Adjusted PAT (INR m)		
	3QFY21E	YoY (%)	QoQ (%)	3QFY21E	YoY (bp)	QoQ (bp)	3QFY21E	YoY (%)	QoQ (%)
BJAUT	1,307	8.7	24.1	17.5	-40	-20	13,901	10.2	22.1
HMCL	1,845	19.8	1.7	13.4	-150	-40	9,518	8.1	-0.2
TVSL	990	20.4	14.0	9.0	20	-40	2,328	28.8	18.6
MSIL	496	13.4	26.1	11.3	110	100	20,322	29.9	48.2
MM	224	3.3	20.9	16.0	130	-120	12,781	30.3	-2.5
TTMT (Standalone)	158	22.3	43.3	7.0	1,220	410	-3,698	-78.3	-68.3
TTMT (JLR) *	114	-22.9	24.4	11.3	50	20	90	-75.8	-22.9
TTMT (Consolidated)				9.8	-20	-80	768	-95.6	-124
AL	33	7.1	71.8	6.7	110	390	873	199.3	-159.8
EIM (RE)	200	9.2	32.7	23.9	-130	110	5,048	3.2	39.9
EIM (VECV)	13	3.3	56.8	8.1	200	120	707	56.9	NA
EIM (Consolidated)				23.9	-130	110	5,317	6.6	54.9
Aggregate (ex-JLR)	5,266	15.1	14.4	12.2	200	50	61,342	66.2	53.3

**Exhibit 9: Relative performance – three-months (%)****Exhibit 10: Relative performance – one-year (%)****Exhibit 11: Comparative valuation**

Company	CMP (INR)	Rating	EPS (INR)			P/E (x)			P/B (x)			RoE (%)		
			FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E
<b>Automobiles</b>														
Amara Raja Batt.	926	Neutral	37.4	41.9	48.3	24.7	22.1	19.2	3.9	3.5	3.1	16.5	16.6	17.1
Ashok Leyland	99	Buy	0.0	4.1	6.4	17,812	24	15.4	4.0	3.6	3.1	0.0	15.6	21.7
Bajaj Auto	3,483	Neutral	153.9	196.8	214.7	22.6	17.7	16.2	4.7	4.2	3.7	21.4	24.8	24.1
Bharat Forge	538	Buy	5.2	17.1	23.7	103.1	31.5	22.7	4.6	4.1	3.7	4.5	13.8	17.1
Bosch	12,991	Neutral	296.8	448.1	519.6	43.8	29.0	25.0	4.0	3.6	3.3	9.3	13.1	13.7
CEAT	1,094	Buy	82.5	99.0	114.2	13.3	11.1	9.6	1.4	1.3	1.1	11.0	12.0	12.4
Endurance Tech.	1,350	Buy	30.7	48.3	57.3	44.0	28.0	23.5	5.7	5.0	4.4	13.7	19.2	19.8
Eicher Motors	2,542	Buy	50.7	83.5	105.7	50.1	30.4	24.1	6.3	5.4	4.6	13.2	19.2	20.6
Escorts	1,288	Neutral	81.8	90.4	99.1	15.7	14.2	13.0	2.6	2.2	1.9	20.5	17.0	15.9
Exide Inds.	191	Buy	7.9	10.2	12.3	24.2	18.8	15.6	2.4	2.3	2.1	10.1	12.1	13.2
Hero Motocorp	3,099	Buy	140.5	176.0	199.8	22.1	17.6	15.5	4.2	4.0	3.7	19.5	23.4	24.9
Mahindra & Mahindra	733	Buy	30.5	37.6	41.3	24.0	19.5	17.8	2.3	2.1	2.0	9.5	10.4	11.1
Mahindra CIE	174	Buy	2.4	10.8	13.2	72.4	16.1	13.1	1.4	1.3	1.2	1.9	8.3	9.3
Maruti Suzuki	7,692	Buy	174.7	275.5	345.5	44.0	27.9	22.3	4.5	4.0	3.6	10.2	14.3	16.1
Motherson Sumi	164	Buy	2.0	6.8	8.7	83.3	24.2	18.9	4.4	3.9	3.4	5.4	17.2	19.4
Tata Motors	186	Buy	-13.9	14.9	26.4	-13.4	12.5	7.1	1.2	1.1	0.9	-8.2	9.2	14.2
TVS Motor	491	Neutral	9.9	20.2	26.2	49.6	24.3	18.7	6.0	5.0	4.2	12.5	22.5	24.4

The tables below provide a snapshot of actual and estimated numbers for companies under the MOFSL coverage universe. Highlighted columns indicate the quarter/financial year under review.

Amara Raja Batteries										Neutral
CMP: INR926   TP: INR869 (-6%)										EPS CHANGE (%): FY21   22E: +0.5   -0.8
<ul style="list-style-type: none"> <li>Lead cost pressures to keep margin under check in spite of strong OEM/replacement demand.</li> <li>Low impact seen in FY21 due to 40–50% revenue accruing from the B2C segment.</li> </ul>										<ul style="list-style-type: none"> <li>Lead prices were stable during 3QFY21. However, a 9.3% QoQ price increase during 2Q would impact in 3QFY21.</li> <li>Margin would also get impacted by a QoQ increase in OEM contribution.</li> </ul>

Y/E March (INR m)	Quarterly performance								(INR m)	
	FY20				FY21E				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
<b>Net Sales</b>	<b>18,150</b>	<b>16,953</b>	<b>17,478</b>	<b>15,814</b>	<b>11,510</b>	<b>19,358</b>	<b>20,100</b>	<b>18,963</b>	<b>68,395</b>	<b>69,932</b>
YoY Change (%)	2.0	-3.3	3.1	0.9	-36.6	14.2	15.0	19.9	0.7	2.2
RM Cost (% of sales)	67.6	64.1	64.5	63.7	66.5	65.3	66.0	65.7	65.0	65.8
Staff Cost (% of sales)	5.4	5.8	5.4	5.9	7.3	6.0	5.0	5.3	5.6	5.8
Other Exp. (% of sales)	11.6	12.8	13.9	15.0	13.0	11.1	12.5	12.6	13.3	12.2
<b>EBITDA</b>	<b>2,792</b>	<b>2,923</b>	<b>2,840</b>	<b>2,432</b>	<b>1,524</b>	<b>3,404</b>	<b>3,309</b>	<b>3,110</b>	<b>10,986</b>	<b>11,346</b>
Margin (%)	15.4	17.2	16.2	15.4	13.2	17.6	16.5	16.4	16.1	16.2
Depreciation	733	750	765	760	748	782	790	811	3,007	3,131
Interest	29	34	29	30	27	25	30	38	122	120
Other Income	102	180	128	141	88	113	120	129	551	450
<b>PBT after EO</b>	<b>2,132</b>	<b>2,319</b>	<b>2,174</b>	<b>1,783</b>	<b>837</b>	<b>2,710</b>	<b>2,609</b>	<b>2,390</b>	<b>8,407</b>	<b>8,545</b>
Tax	723	130	530	416	210	695	657	591	1,799	2,153
Tax Rate (%)	33.9	5.6	24.4	23.4	25.1	25.6	25.2	24.7	21.4	25.2
<b>Adjusted PAT</b>	<b>1,409</b>	<b>2,189</b>	<b>1,644</b>	<b>1,366</b>	<b>627</b>	<b>2,015</b>	<b>1,951</b>	<b>1,799</b>	<b>6,608</b>	<b>6,392</b>
YoY Change (%)	24.7	82.0	25.6	14.5	-55.5	-8.0	18.7	31.7	36.7	-3.3

E: MOFSL estimates

Ashok Leyland										Buy
CMP: INR99   TP: INR115 (+15%)										EPS CHANGE (%): FY21   22E: PTL   +11
<ul style="list-style-type: none"> <li>Reasonable QoQ and YoY recovery in M&amp;HCV volumes; strong growth expected toward FY21-end.</li> <li>LCV grew on the back of new launches (Bada Dost). The same would grow with increased geographical reach.</li> </ul>										<ul style="list-style-type: none"> <li>See a 70bp, or ~INR10k/unit, impact from the excise exemption going away at the Pantnagar plant.</li> <li>Expect QoQ moderation in interest cost as working capital is normalized.</li> </ul>

Quarterly performance (S/A)	FY20								(INR m)	
	FY20				FY21E				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
Total Volumes (nos)	39,608	28,938	31,205	25,489	3,814	19,444	33,410	52,608	1,25,240	1,09,276
Growth %	-6.0	-44.3	-28.7	-57.2	-90.4	-32.8	7.1	106.4	-36.5	-12.7
Realizations (INR '000)	1,435	1,358	1,287	1,506	1,707	1,459	1,506	1,547	1,395	1,524
Change (%)	-3.5	-7.4	-11.0	1.3	18.9	7.4	17.0	2.7	-5.3	9.3
<b>Net operating revenue</b>	<b>56,839</b>	<b>39,295</b>	<b>40,157</b>	<b>38,385</b>	<b>6,509</b>	<b>28,366</b>	<b>50,303</b>	<b>81,389</b>	<b>1,74,675</b>	<b>1,66,567</b>
Change (%)	-9.2	-48.4	-36.5	-56.6	-88.5	-27.8	25.3	112.0	-39.9	-4.6
RM/sales (%)	69.9	69.0	73.5	71.1	64.1	71.2	72.5	73.1	70.8	72.3
Staff/sales (%)	8.8	11.0	6.8	10.7	54.4	13.2	7.9	5.0	9.2	9.2
Other exp./sales (%)	11.8	14.1	14.1	13.5	32.6	12.8	12.9	12.2	13.2	13.3
<b>EBITDA</b>	<b>5,370</b>	<b>2,286</b>	<b>2,252</b>	<b>1,830</b>	<b>-3,332</b>	<b>804</b>	<b>3,385</b>	<b>7,826</b>	<b>11,737</b>	<b>8,683</b>
EBITDA Margin (%)	9.4	5.8	5.6	4.8	-51.2	2.8	6.7	9.6	6.7	5.2
Interest	126	301	337	331	768	872	750	548	1,095	2,938
Other Income	211	455	223	344	256	219	300	375	1,233	1,150
Depreciation	1,646	1,600	1,575	1,877	1,637	1,712	1,770	1,797	6,698	6,915
<b>PBT before EO Item</b>	<b>3,809</b>	<b>839</b>	<b>563</b>	<b>-34</b>	<b>-5,481</b>	<b>-1,561</b>	<b>1,165</b>	<b>5,857</b>	<b>5,177</b>	<b>-21</b>
EO Exp./(Inc.)	201	648	22	687	17	17	0	0	1,558	33
<b>PBT after EO</b>	<b>3,607</b>	<b>191</b>	<b>542</b>	<b>-721</b>	<b>-5,498</b>	<b>-1,578</b>	<b>1,165</b>	<b>5,857</b>	<b>3,619</b>	<b>-54</b>
Effective Tax Rate (%)	36.2	-103.5	48.8	20.5	29.3	7.1	25.0	23.8	33.8	68.5
<b>Adjusted PAT</b>	<b>2,435</b>	<b>818</b>	<b>292</b>	<b>-118</b>	<b>-3,883</b>	<b>-1,461</b>	<b>873</b>	<b>4,464</b>	<b>3,426</b>	<b>-7</b>
Change (%)	-44.1	-84.9	-92.4	-101.8	-259.4	-278.7	199.3	-3,875.0	-83.1	-100.2

E: MOFSL estimates

**Bajaj Auto****Neutral****CMP: INR3,483 | TP: INR3,784 (+9%)****EPS CHANGE (%): FY21 | 22E: -2.1 | -0.6**

- Weak 3W volumes partially offset by strong 2W export growth.
- Decline in export incentives also impacting YoY margin.
- Focus on cost-cutting would drive margin improvement despite lower export incentives.
- FY21E EPS downgrade driven by lower 3W volumes.

**Quarterly performance****(INR m)**

	FY20				FY21				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
Volumes ('000 units)	1,247	1,174	1,202	992	443	1,053	1,307	1,231	4,615	4,034
Growth YoY (%)	1.7	-12.4	-4.6	-16.9	-64.5	-10.2	8.7	24.1	(8.1)	12.6
Realization (INR/unit)	62,187	65,673	63,532	68,711	69,493	67,935	68,614	67,098	64,826	68,071
Growth YoY (%)	2.2	9.5	7.6	10.5	11.7	3.4	8.0	-2.3	7.2	5.0
<b>Net Sales</b>	<b>77,558</b>	<b>77,073</b>	<b>76,397</b>	<b>68,159</b>	<b>30,792</b>	<b>71,559</b>	<b>89,666</b>	<b>82,600</b>	<b>2,99,187</b>	<b>2,74,617</b>
Change (%)	3.9	-4.1	2.7	-8.1	-60.3	-7.2	17.4	21.2	(1.4)	(8.2)
RM/Sales (%)	71.7	70.5	69.9	68.4	67.1	70.7	71.5	71.4	70.2	70.8
Staff cost/Sales (%)	4.6	4.4	4.6	5.0	11.0	4.5	3.9	4.2	4.6	5.0
Oth. Exp./Sales (%)	8.2	8.6	7.8	8.2	8.7	7.1	7.2	7.4	8.2	7.4
<b>EBITDA</b>	<b>11,982</b>	<b>12,781</b>	<b>13,672</b>	<b>12,528</b>	<b>4,085</b>	<b>12,662</b>	<b>15,652</b>	<b>14,103</b>	<b>50,962</b>	<b>46,502</b>
EBITDA Margin (%)	15.4	16.6	17.9	18.4	13.3	17.7	17.5	17.1	17.0	16.9
Other Income	4,413	3,934	3,662	5,327	3,379	2,858	3,100	3,298	17,336	12,635
Interest	5	12	5	9	10	27	20	20	32	76
Depreciation	601	613	617	633	638	643	645	659	2,464	2,585
<b>PBT after EO</b>	<b>15,788</b>	<b>16,089</b>	<b>16,713</b>	<b>17,212</b>	<b>6,817</b>	<b>14,851</b>	<b>18,087</b>	<b>16,723</b>	<b>65,802</b>	<b>56,477</b>
Effective Tax Rate (%)	28.7	12.8	24.5	23.9	22.5	23.4	23.1	23.2	22.5	23.1
<b>Adjusted PAT</b>	<b>11,257</b>	<b>14,024</b>	<b>12,616</b>	<b>13,103</b>	<b>5,280</b>	<b>11,382</b>	<b>13,901</b>	<b>12,844</b>	<b>51,000</b>	<b>43,407</b>
Change (%)	0.9	21.7	14.5	22.8	(53.1)	(18.8)	10.2	(2.0)	15.0	(14.9)

E: MOFSL estimates

**Bharat Forge****Buy****CMP: INR538 | TP: INR622 (+16%)****EPS CHANGE (%): FY21 | 22E: +20 | +11.3**

- Recovery in CVs/PVs to drive revenue and margin.
- Improved realization and operating leverage to support margin.
- Pickup in US Class 8 trucks' net ordering and recovery in crude oil to benefit shale oil business in FY22E.
- See an EPS upgrade due to better-than-expected recovery in India and US CV business.

**Standalone quarterly performance****(INR m)**

	FY20				FY21E				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
<b>Tonnage</b>	<b>60,874</b>	<b>53,541</b>	<b>46,998</b>	<b>40,173</b>	<b>17,840</b>	<b>40,775</b>	<b>44,648</b>	<b>51,958</b>	<b>2,01,586</b>	<b>1,55,221</b>
Change (%)	-8.9	-23.2	-29.6	-35.9	-70.7	-23.8	-5.0	29.3	-24.2	-23.0
<b>Realization (INR '000/t)</b>	<b>221.2</b>	<b>235.2</b>	<b>229.1</b>	<b>219.3</b>	<b>239.3</b>	<b>216.2</b>	<b>249.3</b>	<b>236.9</b>	<b>226.4</b>	<b>235.3</b>
Change (%)	-0.1	-2.4	-9.6	-17.6	8.2	-8.1	8.8	8.0	-7.7	3.9
<b>Net operating income</b>	<b>13,466</b>	<b>12,595</b>	<b>10,767</b>	<b>8,812</b>	<b>4,270</b>	<b>8,815</b>	<b>11,130</b>	<b>12,310</b>	<b>45,639</b>	<b>36,524</b>
Change (%)	-9.0	-25.0	-36.4	-47.2	-68.3	-30.0	3.4	39.7	-30.0	-20.0
<b>EBITDA</b>	<b>3,519</b>	<b>3,004</b>	<b>2,394</b>	<b>1,482</b>	<b>-74</b>	<b>1,660</b>	<b>2,580</b>	<b>2,986</b>	<b>10,399</b>	<b>7,152</b>
EBITDA Margin (%)	26.1	23.9	22.2	16.8	-1.7	18.8	23.2	24.3	22.8	19.6
Non-Operating Income	401	495	398	315	420	313	375	407	1,609	1,515
Interest	388	291	356	415	299	75	250	219	1,450	844
Depreciation	886	893	823	847	808	883	860	872	3,449	3,423
Forex loss/(gain)	24	-197	38	379	-46	94	0	0	244	49
<b>PBT after EO items</b>	<b>2,622</b>	<b>2,512</b>	<b>1,575</b>	<b>-783</b>	<b>-716</b>	<b>892</b>	<b>1,845</b>	<b>2,302</b>	<b>5,926</b>	<b>4,323</b>
Eff. Tax Rate (%)	33.6	2.5	18.8	6.4	21.4	21.2	22.9	23.1	20.1	22.9
<b>Rep. PAT</b>	<b>1,741</b>	<b>2,449</b>	<b>1,278</b>	<b>-733</b>	<b>-563</b>	<b>702</b>	<b>1,423</b>	<b>1,771</b>	<b>4,735</b>	<b>3,333</b>
Change (%)	-25.7	7.6	-58.7	-124.5	-132.3	-71.3	11.3	-341.6	-55.8	-29.6
<b>Adjusted PAT</b>	<b>1,741</b>	<b>2,449</b>	<b>1,278</b>	<b>17</b>	<b>-563</b>	<b>725</b>	<b>1,423</b>	<b>1,771</b>	<b>5,486</b>	<b>3,356</b>
Change (%)	-25.7	7.6	-58.7	-99.4	-132.3	-70.4	11.3	10,034.0	-48.8	-38.8

E: MOFSL estimates

**Bosch****Neutral****CMP: INR12,991 | TP: INR14,550 (+12%)****EPS CHANGE (%): FY21|22E: -1.6|+4.3**

- Expect BOS to grow faster than underlying industry.
- Underlying industry volumes and 2W EFI business addition supports growth.
- Benefits to accrue from content increase and 2W EFI.
- EPS upgrade a reflection of sharper-than-expected recovery for PVs and CVs.

**Quarterly performance (S/A)****(INR m)**

Y/E March	FY20				FY21E				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
<b>Net Sales</b>	<b>27,554</b>	<b>23,127</b>	<b>25,366</b>	<b>22,369</b>	<b>9,915</b>	<b>24,792</b>	<b>29,171</b>	<b>27,931</b>	<b>98,416</b>	<b>91,809</b>
YoY Change (%)	-14.2	-26.9	-15.7	-18.6	-64.0	7.2	15.0	24.9	-18.6	-6.7
RM Cost (% of sales)	54.4	55.4	52.1	53.9	57.7	59.4	57.0	56.6	53.9	57.6
Staff Cost (% of sales)	12.8	14.5	12.0	12.4	24.5	12.4	9.9	10.3	12.9	12.3
Other Expenses (% of sales)	15.2	15.5	23.2	18.5	28.1	16.6	21.0	17.0	18.1	19.4
<b>EBITDA</b>	<b>4,848</b>	<b>3,369</b>	<b>3,203</b>	<b>3,414</b>	<b>-1,021</b>	<b>2,881</b>	<b>3,518</b>	<b>4,494</b>	<b>14,834</b>	<b>9,872</b>
Margin (%)	17.6	14.6	12.6	15.3	-10.3	11.6	12.1	16.1	15.1	10.8
Depreciation	749	827	1,098	1,158	728	796	900	1,076	3,833	3,500
Interest	18	6	29	49	18	13	25	44	102	100
Other Income	988	1,675	1,399	1,404	1,734	1,015	1,200	1,436	5,466	5,385
<b>PBT before EO expense</b>	<b>5,068</b>	<b>4,211</b>	<b>3,475</b>	<b>3,611</b>	<b>-34</b>	<b>3,086</b>	<b>3,793</b>	<b>4,811</b>	<b>16,365</b>	<b>11,656</b>
Extra-Ord. expense	821	2,750	2,075	2,970	1,674	4,000	0	0	8,616	5,674
<b>PBT after EO Expense</b>	<b>4,247</b>	<b>1,461</b>	<b>1,400</b>	<b>641</b>	<b>-1,707</b>	<b>-914</b>	<b>3,793</b>	<b>4,811</b>	<b>7,749</b>	<b>5,982</b>
Tax Rate (%)	33.7	29.7	14.7	-26.6	29.4	29.1	26.0	26.4	24.5	24.9
<b>Adjusted PAT</b>	<b>3,435</b>	<b>3,103</b>	<b>2,760</b>	<b>3,053</b>	<b>52</b>	<b>2,356</b>	<b>2,807</b>	<b>3,539</b>	<b>12,351</b>	<b>8,754</b>
YoY Change (%)	-20.3	-26.3	-16.0	-25.8	-98.5	-24.1	1.7	15.9	-22.5	-29.1

**Ceat****Buy****CMP: INR1,094 | TP: INR1,325(+21%)****EPS CHANGE (%): FY21|22E: -5|+2**

- Strong demand in aftermarket/OEM and high capacity utilization to drive 3QFY21 performance.
- Impact of RM cost inflation to affect margin from 3QFY21.
- Ramp-up at new TBR/PCR plant to support recovery in demand.
- EPS downgrade due to higher RM cost.

**Quarterly earnings model (consolidated)****(INR m)**

Y/E March	FY20				FY21E				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
<b>Net Sales</b>	<b>17,521</b>	<b>16,916</b>	<b>17,618</b>	<b>15,734</b>	<b>11,202</b>	<b>19,785</b>	<b>20,260</b>	<b>20,229</b>	<b>67,788</b>	<b>71,476</b>
YoY Change (%)	2.7	-4.6	1.8	-10.6	-36.1	17.0	15.0	28.6	-2.9	5.4
RM cost (%)	60.5	58.9	57.0	54.4	59.7	53.5	56.0	57.0	57.8	56.2
Employee cost (%)	7.7	7.2	8.2	9.0	13.5	8.1	8.0	8.2	8.0	9.0
Other expenses (%)	22.3	23.9	24.4	23.9	17.6	23.5	23.4	23.6	23.6	22.6
<b>EBITDA</b>	<b>1,671</b>	<b>1,704</b>	<b>1,832</b>	<b>2,004</b>	<b>1,020</b>	<b>2,925</b>	<b>2,545</b>	<b>2,266</b>	<b>7,238</b>	<b>8,756</b>
Margin (%)	9.5	10.1	10.4	12.7	9.1	14.8	12.6	11.2	10.7	12.3
Depreciation	644	671	705	745	785	839	855	877	2,765	3,356
Interest	349	374	380	407	488	450	490	510	1,509	1,937
Other Income	120	43	36	35	28	38	50	84	205	200
<b>PBT before EO expense</b>	<b>798</b>	<b>702</b>	<b>783</b>	<b>887</b>	<b>-225</b>	<b>1,674</b>	<b>1,250</b>	<b>964</b>	<b>3,169</b>	<b>3,662</b>
Exceptional item	-298	8	3	282	218	0	0	0	-5	218
<b>PBT</b>	<b>1,095</b>	<b>693</b>	<b>780</b>	<b>605</b>	<b>-443</b>	<b>1,674</b>	<b>1,250</b>	<b>964</b>	<b>3,174</b>	<b>3,444</b>
Tax	326	305	301	114	-56	-15	275	244	1,046	448
Tax Rate (%)	29.7	44.0	38.6	18.7	12.6	-0.9	22.0	25.3	33.0	13.0
Minority Int. and Profit of Asso. Cos.	-56	-52	-49	-27	-40	-130	-55	75	-184	-150
<b>Reported PAT</b>	<b>826</b>	<b>440</b>	<b>528</b>	<b>519</b>	<b>-348</b>	<b>1,819</b>	<b>1,030</b>	<b>646</b>	<b>2,312</b>	<b>3,147</b>
<b>Adjusted PAT</b>	<b>626</b>	<b>445</b>	<b>530</b>	<b>708</b>	<b>-158</b>	<b>1,819</b>	<b>1,030</b>	<b>646</b>	<b>2,309</b>	<b>3,336</b>
YoY Change (%)	-15	-31	0	-12	-125	308	94	-9	-14.7	44

E: MOFSL estimates

**Eicher Motors****Buy****CMP: INR2,542 | TP: INR2,787 (+10%)****EPS CHANGE (%): FY21|22E: -6.1|-2.4**

- New model launches in 1HCY21, after the initial success of Meteor, to support a recovery in volumes.
- Earnings downgrade due to RM cost inflation.
- Order book and inquiries continue to remain healthy.
- VECV YoY margin improvement led by operating leverage.

**Quarterly performance (Consolidated)****(INR m)**

Y/E March	FY20				FY21E				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
<b>Net Operating income</b>	<b>23,819</b>	<b>21,925</b>	<b>23,710</b>	<b>22,082</b>	<b>8,182</b>	<b>21,336</b>	<b>28,307</b>	<b>29,382</b>	<b>91,536</b>	<b>87,206</b>
Growth (%)	-6.5	-9.0	1.3	-11.7	-65.7	-2.7	19.4	33.1	-6.6	-4.7
<b>EBITDA</b>	<b>6,144</b>	<b>5,414</b>	<b>5,923</b>	<b>4,322</b>	<b>38</b>	<b>4,711</b>	<b>6,644</b>	<b>6,636</b>	<b>21,804</b>	<b>18,028</b>
EBITDA Margin (%)	25.8	24.7	25.0	19.6	0.5	22.1	23.5	22.6	23.8	20.7
<b>PAT</b>	<b>4,309</b>	<b>5,644</b>	<b>4,821</b>	<b>3,183</b>	<b>102</b>	<b>3,472</b>	<b>4,933</b>	<b>4,920</b>	17,957	<b>13,427</b>
Share of JV Loss/(PAT)/ Min. Int.	-209	-83	-166	140	654	39	-384	-733	-317.1	-425
<b>Recurring PAT</b>	<b>4,517</b>	<b>5,727</b>	<b>4,987</b>	<b>3,043</b>	<b>-552</b>	<b>3,433</b>	<b>5,317</b>	<b>5,653</b>	<b>18,274</b>	<b>13,852</b>
Growth (%)	-21.6	1.1	-6.4	-44.2	-112.2	-40.0	6.6	85.8	-17.7	-24.2
<b>Standalone (Royal Enfield)</b>										
<b>Net operating income</b>	<b>23,526</b>	<b>21,819</b>	<b>23,635</b>	<b>21,795</b>	<b>7,692</b>	<b>21,233</b>	<b>28,307</b>	<b>29,974</b>	<b>90,775</b>	<b>87,206</b>
Growth (%)	-7.6	-9.2	0.8	-12.8	-67.3	-2.7	19.8	37.5	-7.3	-3.9
<b>EBITDA</b>	<b>6,093</b>	<b>5,460</b>	<b>5,952</b>	<b>4,533</b>	<b>12</b>	<b>4,838</b>	<b>6,759</b>	<b>6,880</b>	<b>22,038</b>	<b>18,488</b>
EBITDA Margin (%)	25.9	25.0	25.2	20.8	0.2	22.8	23.9	23.0	24.3	21.2
<b>Recurring PAT</b>	<b>4,982</b>	<b>5,705</b>	<b>4,889</b>	<b>3,462</b>	<b>123</b>	<b>3,609</b>	<b>5,048</b>	<b>5,148</b>	<b>19,038</b>	<b>13,927</b>
Growth (%)	-15.7	15.8	-2.5	-27.9	-97.5	-36.7	3.2	48.7	-7.8	-26.8
<b>VECV: Quarterly performance</b>										
<b>Net Op. Income</b>	<b>22,550</b>	<b>20,040</b>	<b>21,640</b>	<b>21,010</b>	<b>6,410</b>	<b>17,030</b>	<b>25,894</b>	<b>33,558</b>	<b>85,244</b>	<b>82,893</b>
Growth (%)	-13.6	-32.4	-23.2	-34.5	-71.6	-15.0	19.7	59.7	-26.5	-2.8
<b>EBITDA</b>	<b>1,250</b>	<b>1,050</b>	<b>1,330</b>	<b>378</b>	<b>-720</b>	<b>1,180</b>	<b>2,108</b>	<b>3,035</b>	<b>4,013</b>	<b>5,603</b>
EBITDA Margin (%)	5.5	5.2	6.1	1.8	-11.2	6.9	8.1	9.0	4.7	6.8
<b>Recurring PAT</b>	<b>380</b>	<b>150</b>	<b>450</b>	<b>-401</b>	<b>-1,200</b>	<b>-74</b>	<b>707</b>	<b>1,348</b>	<b>583</b>	<b>781</b>
Growth (%)	-67.8	-89.4	-40.8	-128.8	-416.3	-149.5	56.9	-436.0	-87.7	33.9

E: MOFSL estimates

**Endurance Technologies****Buy****CMP: INR1350 | TP: INR1606 (+19%)****EPS CHANGE (%): FY21|22E: -5.1|-0.9**

- Recovery in the 2W industry and ramp-up in orders on hand to drive YoY growth in revenue.
- Revenue from EU to decline in line with the industry.
- Incentives and operating leverage to drive margin.
- EPS downgrade in FY22E driven by lower EU revenue.

**Quarterly performance (consolidated)**

Y/E March	FY20				FY21E				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
<b>INR m</b>										
<b>Net Sales</b>	<b>18,619</b>	<b>17,713</b>	<b>16,405</b>	<b>16,038</b>	<b>6,031</b>	<b>17,422</b>	<b>18,884</b>	<b>19,698</b>	<b>68,775</b>	<b>62,035</b>
YoY Change (%)	0.1	-8.5	-9.5	-14.3	-67.6	-1.6	15.1	22.8	-8.4	-9.8
RM Cost (% of sales)	55.6	54.0	53.4	54.0	47.9	54.9	55.7	55.0	54.3	54.5
Staff Cost (% of sales)	9.6	9.4	10.3	10.1	21.9	9.6	8.9	8.6	9.8	10.3
Other Exp. (% of sales)	19.0	20.2	20.4	20.6	23.1	19.1	19.2	20.4	20.0	19.9
<b>EBITDA</b>	<b>2,941</b>	<b>2,911</b>	<b>2,605</b>	<b>2,449</b>	<b>427</b>	<b>2,852</b>	<b>3,073</b>	<b>3,155</b>	<b>10,906</b>	<b>9,508</b>
Margin (%)	15.8	16.4	15.9	15.3	7.1	16.4	16.3	16.0	15.9	15.3
Depreciation	927	986	1,000	1,230	856	973	1,025	1,282	4,143	4,136
Interest	58	49	43	26	42	35	37	42	175	156
Other Income	68	114	119	174	109	71	110	161	476	451
<b>PBT before EO expense</b>	<b>2,024</b>	<b>1,990</b>	<b>1,681</b>	<b>1,368</b>	<b>-361</b>	<b>1,916</b>	<b>2,121</b>	<b>1,992</b>	<b>7,064</b>	<b>5,668</b>
Exceptional Item	-472	0	0	70	0	-279	0	0	-402	-279
<b>PBT after EO</b>	<b>2,496</b>	<b>1,990</b>	<b>1,681</b>	<b>1,298</b>	<b>-361</b>	<b>2,195</b>	<b>2,121</b>	<b>1,992</b>	<b>7,465</b>	<b>5,948</b>
Tax	840	300	441	229	-112	524	524	487	1,810	1,422
Eff. Tax Rate (%)	33.7	15.1	26.2	17.7	31.0	23.9	24.7	24.4	24.2	23.9
<b>Adjusted PAT</b>	<b>1,298</b>	<b>1,691</b>	<b>1,240</b>	<b>1,122</b>	<b>-249</b>	<b>1,459</b>	<b>1,598</b>	<b>1,506</b>	<b>5,351</b>	<b>4,313</b>
YoY Change (%)	4.2	35.0	11.9	-12.4	-119.2	-13.7	28.8	34.2	3.2	-19.4

E: MOFSL estimates

**Escorts****Neutral****CMP: INR1,288 | TP: INR1,417 (+10%)****EPS CHANGE (%): FY21|22E: +4.1|+6**

- Strong rural demand led to volume growth of ~24% YoY.
- Upgrade earnings due to increase in volumes of Tractors.
- RM cost to keep margin under check.
- Yet to factor in benefits from the Kubota alliance.

**Standalone quarterly performance****(INR m)**

Y/E March	FY20				FY21E				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
<b>Net Sales</b>	<b>14,230</b>	<b>13,239</b>	<b>16,334</b>	<b>13,807</b>	<b>10,616</b>	<b>16,397</b>	<b>20,536</b>	<b>19,435</b>	<b>57,610</b>	<b>66,985</b>
YoY Change (%)	-5.8	-5.3	-1.3	-15.4	-25.4	23.9	25.7	40.8	-7.0	16.3
Total Expenditure	12,805	11,972	14,212	11,862	9,420	13,389	16,916	16,408	50,851	56,133
<b>EBITDA</b>	<b>1,424</b>	<b>1,267</b>	<b>2,123</b>	<b>1,944</b>	<b>1,196</b>	<b>3,009</b>	<b>3,620</b>	<b>3,027</b>	<b>6,759</b>	<b>10,851</b>
Margins (%)	10.0	9.6	13.0	14.1	11.3	18.3	17.6	15.6	11.7	16.2
Depreciation	241	260	267	278	264	274	285	293	1,046	1,115
Interest	59	39	29	28	19	32	20	24	155	95
Other Income	167	211	267	278	298	376	320	304	923	1,298
<b>PBT</b>	<b>1,292</b>	<b>1,087</b>	<b>2,094</b>	<b>1,916</b>	<b>1,211</b>	<b>3,078</b>	<b>3,635</b>	<b>3,015</b>	<b>6,389</b>	<b>10,939</b>
Rate (%)	32.2	3.8	26.9	26.7	23.9	25.3	24.3	23.5	24.0	24.3
<b>Adjusted PAT</b>	<b>875</b>	<b>1,135</b>	<b>1,531</b>	<b>1,404</b>	<b>922</b>	<b>2,299</b>	<b>2,750</b>	<b>2,305</b>	<b>4,798</b>	<b>8,275</b>
YoY Change (%)	-26.8	10.5	15.2	15.7	5.3	102.6	79.7	64.2	1.4	72.5

**Exide Industries****Buy****CMP: INR191 | TP: INR222 (+16%)****EPS CHANGE (%): FY21|22E: -1.5|+3.5**

- Strong demand from both OEM and replacement side.
- Battery players to be less impacted in FY21 due to 40-50% revenue coming in from the B2C segment.
- Lead prices were stable during 3QFY21. However, 9.3% QoQ price increase during 2Q to impact in 3QFY21.
- Margin to also get impacted by a QoQ increase in OEM contribution.

**Standalone quarterly performance****(INR m)**

Y/E March	FY20				FY21E				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
<b>Net Sales</b>	<b>27,793</b>	<b>26,109</b>	<b>24,115</b>	<b>20,551</b>	<b>15,476</b>	<b>27,534</b>	<b>27,249</b>	<b>24,327</b>	<b>98,567</b>	<b>94,586</b>
Growth YoY (%)	0.2	-4.0	-3.4	-20.9	-44.3	5.5	13.0	18.4	-6.9	-4.0
RM (%)	64.5	63.8	63.8	61.8	68.8	65.0	66.0	66.2	63.6	66.2
Employee cost (%)	6.0	6.7	6.9	7.7	9.0	6.9	6.4	7.2	6.8	7.2
Other Exp. (%)	14.9	15.5	16.0	17.3	12.6	13.9	14.1	13.4	15.8	13.6
<b>EBITDA</b>	<b>4,077</b>	<b>3,672</b>	<b>3,198</b>	<b>2,702</b>	<b>1,485</b>	<b>3,920</b>	<b>3,693</b>	<b>3,212</b>	<b>13,650</b>	<b>12,309</b>
EBITDA Margin (%)	14.7	14.1	13.3	13.1	9.6	14.2	13.6	13.2	13.8	13.0
Change (%)	4.3	10.4	2.3	-27.6	-63.6	6.8	15.5	18.9	-3.3	-9.8
Non-Operating Income	164	56	251	169	70	148	150	162	639	530
Interest	18	18	21	37	14	63	30	23	94	130
Depreciation	864	898	925	939	914	953	957	964	3,626	3,788
<b>PBT after EO Exp.</b>	<b>3,359</b>	<b>2,812</b>	<b>2,286</b>	<b>1,895</b>	<b>627</b>	<b>3,052</b>	<b>2,856</b>	<b>2,386</b>	<b>10,352</b>	<b>8,921</b>
Effective Tax Rate (%)	33.2	15.6	14.3	11.4	29.9	25.0	24.8	23.1	20.3	24.8
<b>Adjusted PAT</b>	<b>2,243</b>	<b>2,373</b>	<b>2,132</b>	<b>1,680</b>	<b>440</b>	<b>2,288</b>	<b>2,148</b>	<b>1,835</b>	<b>8,428</b>	<b>6,710</b>
Change (%)	2.2	30.8	32.1	-19.2	-80.4	-3.6	0.7	9.2	9.4	-20.4

E: MOFSL estimates

**Hero MotoCorp****Buy****CMP: INR3,099 | TP: INR3,620 (+17%)****EPS CHANGE (%): FY21|22E: -3.3 | -7.8**

- Momentum in demand recovery got diluted after the festive season.
- Strong entry-level portfolio and robust rural recovery augur well for FY22 volumes.
- Impact of RM cost inflation to get diluted by price increases taken in Oct'20 and Jan'21.
- Downgrade EPS due to commodity cost inflation.

**Quarterly performance (S/A)****(INR m)**

Y/E March	FY20				FY21				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
Total Volumes ('000 nos)	1,843	1,691	1,541	1,277	563	1,815	1,845	1,675	6,352	5,898
Growth YoY (%)	-12.4	-20.7	-14.4	-28.3	-69.4	7.3	19.8	31.2	-18.8	-7.1
Net Realization	43,574	44,759	45,408	48,867	52,741	51,620	52,136	52,893	45,398	52,250
Growth YoY (%)	4.1	5.1	4.0	10.4	21.0	15.3	14.8	8.2	5.5	15.1
<b>Net Op. Revenue</b>	<b>80,303</b>	<b>75,707</b>	<b>69,967</b>	<b>62,384</b>	<b>29,715</b>	<b>93,673</b>	<b>96,205</b>	<b>88,590</b>	<b>288,360</b>	<b>308,184</b>
Growth YoY (%)	-8.8	-16.7	-11.0	-20.9	-63.0	23.7	37.5	42.0	-14.3	6.9
RM Cost (% sales)	69.6	67.7	66.6	69.2	70.5	71.1	71.5	72.1	68.3	71.5
Staff Cost (% sales)	5.8	6.2	6.7	7.0	12.9	5.5	5.5	5.6	6.4	6.2
Other Exp. (% sales)	10.1	11.6	11.8	13.2	13.0	9.7	9.7	9.3	11.6	9.9
<b>EBITDA</b>	<b>11,580</b>	<b>11,011</b>	<b>10,390</b>	<b>6,599</b>	<b>1,081</b>	<b>12,864</b>	<b>12,849</b>	<b>11,536</b>	<b>39,579</b>	<b>38,330</b>
EBITDA Margin (%)	14.4	14.5	14.8	10.6	3.6	13.7	13.4	13.0	13.7	12.4
Other Income	1,688	2,078	1,822	1,695	1,485	1,413	1,450	1,432	7,283	5,780
Interest	44	77	59	41	63	46	50	71	220	230
Depreciation	2,361	2,034	2,037	1,747	1,708	1,732	1,745	1,753	8,180	6,937
<b>PBT before EO Exp./Inc.</b>	<b>10,864</b>	<b>10,979</b>	<b>10,115</b>	<b>6,506</b>	<b>795</b>	<b>12,500</b>	<b>12,504</b>	<b>11,144</b>	<b>38,463</b>	<b>36,943</b>
Effective Tax Rate (%)	32.9	15.7	13.0	4.6	22.9	23.7	23.9	24.1	20.6	23.9
<b>Adj. PAT</b>	<b>6,318</b>	<b>9,226</b>	<b>8,804</b>	<b>6,207</b>	<b>613</b>	<b>9,535</b>	<b>9,518</b>	<b>8,454</b>	<b>30,554</b>	<b>28,119</b>
Growth (%)	-30.5	-5.5	14.5	-15.0	-90.3	3.3	8.1	36.2	-9.7	-8.0

**Mahindra & Mahindra****Buy****CMP: INR733 | TP: INR841 (+15%)****EPS CHANGE (%): FY21|22E: -3.1 | -8.2**

- Strong growth in Tractors continues to drive mix and margin.
- SUV business sees good demand, but delivery restricted by supply-chain constraints.
- Faster-than-expected recovery in the LCV segment.
- EPS downgrade to account for lower Auto volumes (supply-side issues) and RM cost inflation.

**Quarterly performance (incl. MVML)****(INR m)**

Y/E March	FY20				FY21E				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
<b>Total Volumes (nos)</b>	2,18,039	1,91,390	2,16,816	1,51,713	95,308	1,85,270	2,23,978	2,15,475	7,77,958	7,20,031
Growth YoY (%)	-9.5	-16.3	-7.3	-35.6	-56.3	-3.2	3.3	42.0	-17.2	-7.4
<b>Net Realization</b>	5,87,302	5,71,349	5,59,012	5,93,536	5,86,460	6,21,920	6,13,192	6,21,341	5,76,709	6,14,338
Growth YoY (%)	5.9	2.1	1.5	1.3	-0.1	8.9	9.7	4.7	2.5	6.5
<b>Net Op. Income</b>	<b>1,28,055</b>	<b>1,09,351</b>	<b>1,21,203</b>	<b>90,047</b>	<b>55,894</b>	<b>1,15,223</b>	<b>1,37,341</b>	<b>1,33,883</b>	<b>4,48,655</b>	<b>4,42,342</b>
Growth YoY (%)	-4.1	-14.5	-6.0	-34.8	-56.4	5.4	13.3	48.7	-15.1	-1.4
RM Cost (% of sales)	67.9	66.0	67.3	64.3	64.8	66.8	67.6	68.1	66.6	67.2
Staff (% of sales)	6.8	7.4	6.8	7.9	13.8	6.9	6.2	6.6	7.2	7.4
Oth. Exp. (% of Sales)	11.3	12.4	11.1	14.2	11.1	9.1	10.3	11.3	12.1	10.4
<b>EBITDA</b>	<b>17,936</b>	<b>15,408</b>	<b>17,888</b>	<b>12,275</b>	<b>5,732</b>	<b>19,893</b>	<b>22,032</b>	<b>18,820</b>	<b>63,506</b>	<b>66,477</b>
EBITDA Margin (%)	14.0	14.1	14.8	13.6	10.3	17.3	16.0	14.1	14.2	15.0
Other income	1,919	8,225	2,092	3,155	1,338	3,839	2,200	3,159	15,391	10,535
Interest	302	331	254	359	768	1,179	800	418	1,245	3,165
Depreciation	5,839	5,721	5,900	6,172	5,813	5,870	6,390	6,664	23,631	24,737
<b>EBIT</b>	<b>12,097</b>	<b>9,688</b>	<b>11,988</b>	<b>6,103</b>	<b>-81</b>	<b>14,023</b>	<b>15,642</b>	<b>12,156</b>	<b>39,875</b>	<b>41,740</b>
EO Income/(Exp.)	13,671	0	-6,006	-35,776	288	-10,815	0	0	-28,112	-10,526
<b>PBT after EO</b>	<b>27,384</b>	<b>17,582</b>	<b>7,821</b>	<b>-26,877</b>	<b>777</b>	<b>5,869</b>	<b>17,042</b>	<b>14,897</b>	<b>25,910</b>	<b>38,585</b>
Effective Tax Rate (%)	17.5	22.9	51.4	-21.1	12.7	31.8	25.0	24.7	71.5	31.8
<b>Reported PAT</b>	<b>22,597</b>	<b>13,548</b>	<b>3,802</b>	<b>-32,550</b>	<b>678</b>	<b>1,618</b>	<b>12,781</b>	<b>11,223</b>	<b>7,397</b>	<b>26,300</b>
<b>Adjusted PAT</b>	<b>9,180</b>	<b>13,548</b>	<b>9,810</b>	<b>3,230</b>	<b>390</b>	<b>13,110</b>	<b>12,781</b>	<b>11,223</b>	<b>35,770</b>	<b>37,504</b>
Change (%)	-25.9	-19.3	-15.8	-69.1	-95.8	-3.2	30.3	247.5	-30.3	4.8

E: MOFSL estimates

**Mahindra CIE****Buy****CMP: INR174 | TP: INR204 (+18%)****EPS CHANGE (%): CY20 | 21E: -25.9 | +0.3**

- Demand recovery seen across key segments in India.
- Focus on increasing share of new orders to drive growth.

- Recovery in the EU has been slower than expected due to a second wave of COVID-19.
- Margin expands QoQ due to operating leverage as well as cost saving initiatives.

**Quarterly performance (consolidated)****(INR m)**

(INR m)	CY19				CY20				CY19	CY20E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Y/E December										
<b>Net Sales</b>	<b>21,744</b>	<b>21,420</b>	<b>18,685</b>	<b>17,229</b>	<b>16,627</b>	<b>7,355</b>	<b>16,943</b>	<b>17,828</b>	<b>79,078</b>	<b>58,753</b>
YoY Change (%)	8.9	3.0	-5.7	-12.8	-23.5	-65.7	-9.3	3.5	-1.5	-25.7
<b>EBITDA</b>	<b>2,825</b>	<b>2,616</b>	<b>2,092</b>	<b>2,143</b>	<b>1,822</b>	<b>-963</b>	<b>1,508</b>	<b>2,216</b>	<b>8,319</b>	<b>4,584</b>
Margin (%)	13.0	12.2	11.2	12.4	11.0	-13.1	8.9	12.4	10.5	7.8
Depreciation	740	844	789	788	815	518	849	827	3,161	3,009
Interest	103	115	198	106	182	167	142	146	523	638
Other Income	148	78	42	63	49	179	420	84	331	732
<b>PBT before EO expense</b>	<b>2,130</b>	<b>1,734</b>	<b>1,147</b>	<b>1,312</b>	<b>873</b>	<b>-1,468</b>	<b>937</b>	<b>1,327</b>	<b>4,966</b>	<b>1,670</b>
EO Exp./(Inc.)	13	0	-51	84	-1	2	0	0	46	0
<b>PBT after EO exp.</b>	<b>2,117</b>	<b>1,734</b>	<b>1,198</b>	<b>1,228</b>	<b>874</b>	<b>-1,470</b>	<b>937</b>	<b>1,327</b>	<b>4,920</b>	<b>1,669</b>
Tax Rate (%)	28.0	27.2	48.9	88.7	28.3	12.5	35.2	27.8	55.7	45.7
<b>Adj. PAT</b>	<b>1,532</b>	<b>1,262</b>	<b>583</b>	<b>186</b>	<b>626</b>	<b>-1,286</b>	<b>607</b>	<b>959</b>	<b>3,564</b>	<b>907</b>
YoY Change (%)	16.2	-9.1	-56.1	-86.8	-59.1	-201.9	4.2	414.3	-33.2	-74.6
Margin (%)	7.0	5.9	3.1	1.1	3.8	-17.5	3.6	5.4	4.5	1.5

**Maruti Suzuki****Buy****CMP: INR7,692 | TP: INR8,650 (+12.5%)****EPS CHANGE (%): FY21 | 22E: 1.9 | 0.6**

- Stronger-than-expected demand resulting in minimal channel inventory.
- Risk of supply-side disruption due to global shortage of semi-conductors.

- Operating leverage and lower discounts to dilute RM cost increase and drive margin. Mix weak due to higher demand in entry/mid-level cars.
- Product launches and competitors' diesel portfolio performance are key monitorables.

**Standalone quarterly performance****(INR m)**

Y/E March	FY20				FY21E				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
<b>Net operating revenues</b>	<b>1,97,198</b>	<b>1,69,853</b>	<b>2,07,068</b>	<b>1,81,987</b>	<b>41,065</b>	<b>1,87,445</b>	<b>2,35,853</b>	<b>2,43,558</b>	<b>7,56,106</b>	<b>7,07,922</b>
Change (%)	-12.2	-23.6	5.3	-15.2	-79.2	10.4	13.9	33.8	-12.1	-6.4
<b>EBITDA</b>	<b>20,478</b>	<b>16,063</b>	<b>21,021</b>	<b>15,464</b>	<b>-8,634</b>	<b>19,336</b>	<b>26,592</b>	<b>27,549</b>	<b>84,772</b>	<b>64,843</b>
EBITDA Margins (%)	10.4	9.5	10.2	8.5	-21.0	10.3	11.3	11.3	11.2	9.2
Depreciation	9,186	9,261	8,580	8,230	7,833	7,659	7,800	8,124	35,257	31,416
<b>EBIT</b>	<b>11,292</b>	<b>6,802</b>	<b>12,441</b>	<b>7,234</b>	<b>-16,467</b>	<b>11,677</b>	<b>18,792</b>	<b>19,425</b>	<b>49,515</b>	<b>33,428</b>
EBIT Margins (%)	5.7	4.0	6.0	4.0	-40.1	6.2	8.0	8.0	6.5	4.7
Non-Operating Income	8,364	9,200	7,840	8,804	13,183	6,025	7,000	7,183	34,208	33,391
<b>PBT</b>	<b>19,109</b>	<b>15,720</b>	<b>20,064</b>	<b>15,755</b>	<b>-3,457</b>	<b>17,478</b>	<b>25,562</b>	<b>26,385</b>	<b>82,394</b>	<b>65,969</b>
Effective Tax Rate (%)	24.9	13.6	22.0	18.0	27.9	21.5	20.5	21.0	17.2	20.6
<b>Adjusted PAT</b>	<b>14,355</b>	<b>13,586</b>	<b>15,648</b>	<b>12,917</b>	<b>-2,494</b>	<b>13,716</b>	<b>20,322</b>	<b>20,848</b>	<b>68,252</b>	<b>52,392</b>
Change (%)	-27.3	-35.3	5.1	-28.1	-117.4	1.0	29.9	61.4	-15.1	-23.2

**Motherson Sumi****Buy****CMP: INR164 | TP: INR189 (+15%)****EPS CHANGE (%): FY21|22E: +13.9%+14.5**

- Global business largely normalized. Further improvement in efficiencies for greenfield plants is a key monitorable.
- India PV industry recovery better than expected.
- EPS upgrade reflects upgrades in improving business outlook for the India business as well as for PKC.

**Quarterly performance (consolidated)****(INR m)**

Y/E March	FY20				FY21E				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
<b>Net Sales</b>	<b>1,67,925</b>	<b>1,59,242</b>	<b>1,56,611</b>	<b>1,51,591</b>	<b>85,039</b>	<b>1,56,731</b>	<b>1,73,696</b>	<b>1,91,355</b>	<b>6,35,369</b>	<b>6,06,821</b>
YoY Change (%)	13.7	5.4	-4.9	-11.7	-49.4	-1.6	10.9	26.2	0.0	-4.5
<b>EBITDA</b>	<b>12,550</b>	<b>13,190</b>	<b>12,358</b>	<b>13,916</b>	<b>-6,300</b>	<b>15,530</b>	<b>17,876</b>	<b>20,390</b>	<b>52,014</b>	<b>47,497</b>
Margin (%)	7.5	8.3	7.9	9.2	-7.4	9.9	10.3	10.7	8.2	7.8
Depreciation	6,365	6,551	6,938	7,927	7,123	7,467	7,630	9,491	27,780	31,711
Interest	1,559	1,254	1,791	1,382	1,115	1,289	1,400	2,330	5,986	6,135
Other income	547	825	783	151	481	593	500	877	2,307	2,450
<b>PBT after EO Expense</b>	<b>5,173</b>	<b>6,211</b>	<b>4,412</b>	<b>4,759</b>	<b>-14,058</b>	<b>6,771</b>	<b>9,346</b>	<b>10,041</b>	<b>20,554</b>	<b>12,100</b>
Tax Rate (%)	34.3	30.1	27.8	69.7	15.2	26.4	31.0	11.1	39.8	31.0
Min. Int. and Share of profit	84	496	480	-390	-3,810	1,088	2,418	1,882	669	1,578
<b>Adjusted PAT</b>	<b>3,315</b>	<b>3,846</b>	<b>2,705</b>	<b>1,834</b>	<b>-8,104</b>	<b>3,720</b>	<b>4,031</b>	<b>6,576</b>	<b>11,700</b>	<b>6,222</b>
YoY Change (%)	-25.2	3.6	-30.5	-55.3	-344.4	-3.3	49.0	258.6	-27.5	-46.8

E: MOFSL estimates

**Tata Motors****Buy****CMP: INR186 | TP: INR252 (+35%)****EPS CHANGE (%): FY21|22E: +6%+28**

- India business losses to reduce due to demand recovery in CVs and strong PV demand.
- India business to have an adverse mix (CV contribution to revenue ~56% v/s 72% YoY).
- JLR mix improvement to continue with higher share of LR and China; cost-cutting to aid performance.
- FY22E EPS upgrade driven by India volume upgrade for CVs and PVs.

**Quarterly performance (consolidated)****(INR m)**

Y/E March	FY20				FY21E				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
<b>JLR vols. (incl. JV)</b>	<b>1,18,550</b>	<b>1,34,489</b>	<b>1,47,416</b>	<b>1,24,947</b>	<b>65,425</b>	<b>91,367</b>	<b>1,13,658</b>	<b>1,44,459</b>	<b>5,25,402</b>	<b>4,14,909</b>
JLR Realizations (GBP/unit)	48,698	50,246	48,477	45,729	58,452	59,250	58,658	53,884	48,291	56,983
JLR EBITDA (%)	4.2	13.4	10.8	4.8	3.6	11.1	11.3	13.7	8.7	10.9
<b>JLR PAT (GBP m)</b>	<b>-389</b>	<b>111</b>	<b>372</b>	<b>-531</b>	<b>-648</b>	<b>117</b>	<b>90</b>	<b>410</b>	<b>-415</b>	<b>-31</b>
<b>S/A vol. (units)</b>	<b>1,37,475</b>	<b>1,05,031</b>	<b>1,29,381</b>	<b>1,01,490</b>	<b>25,047</b>	<b>1,10,379</b>	<b>1,58,199</b>	<b>1,90,353</b>	<b>4,73,377</b>	<b>4,83,978</b>
S/A Realizations (INR/unit)	9,71,225	9,52,146	7,67,385	9,58,998	10,72,731	8,75,900	9,32,298	10,17,325	-35	2
S/A EBITDA (%)	6.4	-1.7	-5.2	-4.4	-26.2	2.9	7.0	8.4	1.3	4.8
<b>S/A PAT (INR m)</b>	<b>-890</b>	<b>-13,553</b>	<b>-17,053</b>	<b>-22,418</b>	<b>-21,406</b>	<b>-11,650</b>	<b>-3,698</b>	<b>1,913</b>	<b>-45,683</b>	<b>-34,863</b>
<b>Net Op. Income</b>	<b>6,14,670</b>	<b>6,54,320</b>	<b>7,16,761</b>	<b>6,24,930</b>	<b>3,19,831</b>	<b>5,35,300</b>	<b>7,14,399</b>	<b>8,87,397</b>	<b>26,10,680</b>	<b>24,56,926</b>
Growth (%)	-7.8	-9.1	-6.8	-27.7	-48.0	-18.2	-0.3	42.0	-13.5	-5.9
<b>EBITDA</b>	<b>29,955</b>	<b>71,605</b>	<b>71,965</b>	<b>23,733</b>	<b>6,356</b>	<b>56,653</b>	<b>69,951</b>	<b>1,03,490</b>	<b>1,97,258</b>	<b>2,36,450</b>
EBITDA Margin (%)	4.9	10.9	10.0	3.8	2.0	10.6	9.8	11.7	7.6	9.6
Depreciation	51,117	52,996	51,993	58,149	55,994	56,015	57,100	59,835	2,14,254	2,28,943
Forex Loss/(Gain)	1,375	1,160	-1,972	16,824	-471	-4,330	0	-7,847	17,387	-12,648
Other Income	8,360	6,726	9,001	5,645	6,065	6,332	7,000	7,354	29,732	26,752
Interest Expenses	17,116	18,354	17,436	19,528	18,768	19,496	19,000	18,956	72,433	76,220
<b>PBT before EO</b>	<b>-31,294</b>	<b>5,821</b>	<b>13,510</b>	<b>-65,123</b>	<b>-61,870</b>	<b>-8,196</b>	<b>851</b>	<b>39,900</b>	<b>-77,085</b>	<b>-29,314</b>
EO Exp./(Inc.)	1,088	-391	11	28,007	-32	-49	0	0	28,714	-81
<b>PBT after EO Exp.</b>	<b>-32,382</b>	<b>6,212</b>	<b>13,499</b>	<b>-93,130</b>	<b>-61,837</b>	<b>-8,147</b>	<b>851</b>	<b>39,900</b>	<b>-1,05,800</b>	<b>-29,233</b>
Tax rate (%)	-6.1	71.7	-44.8	-3.8	-35.6	57.9	20.0	9.7	-3.7	-73.0
<b>PAT</b>	<b>-34,343</b>	<b>1,758</b>	<b>19,545</b>	<b>-96,713</b>	<b>-83,842</b>	<b>-3,433</b>	<b>681</b>	<b>36,014</b>	<b>-1,09,752</b>	<b>-50,581</b>
Minority Interest	-187	-289	-176	-305	60	-72	-110	-31	-956	-153
Share in profit of Associate Cos.	-2,454	-3,635	-1,986	-1,925	-598	360	198	921	-10,000	882
<b>Adjusted PAT</b>	<b>-35,855</b>	<b>-2,571</b>	<b>17,394</b>	<b>-69,890</b>	<b>-84,436</b>	<b>-3,229</b>	<b>768</b>	<b>36,905</b>	<b>-90,921</b>	<b>-49,992</b>
Growth (%)	88.5	(54.1)	(250.6)	(426.8)	135.5	25.6	(95.6)	(152.8)	515.0	-45.0

E: MOFSL estimates

**TVS Motor Company****Neutral****CMP: INR491 | TP: INR543 (11%)****EPS CHANGE (%): FY21|22E: +0.7|+1.3**

- Strong volume growth would be offset by higher RM cost and no export incentives.
- Mix improvement led by strong export growth.
- Price increases taken and lower discounts support realizations.
- Volume upgrade diluted by higher RM cost.

**Standalone quarterly performance****(INR m)**

Y/E March	FY20				FY21E				FY20	FY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
<b>Vols. ('000 units)</b>	<b>923.2</b>	<b>885.8</b>	<b>821.5</b>	<b>632.9</b>	<b>266.9</b>	<b>867.8</b>	<b>989.5</b>	<b>903.5</b>	<b>3,263.5</b>	<b>3,027.8</b>
Growth (%)	(0.5)	(18.6)	(17.0)	(30.2)	(71.1)	(2.0)	20.4	42.8	(16.6)	(7.2)
<b>Realization (INR '000/unit)</b>	<b>48.4</b>	<b>49.1</b>	<b>50.2</b>	<b>55.0</b>	<b>53.6</b>	<b>53.1</b>	<b>53.4</b>	<b>54.1</b>	<b>50.3</b>	<b>53.6</b>
Growth (%)	7.7	7.0	6.6	13.7	10.8	8.1	6.4	(1.6)	8.2	6.4
<b>Net Sales</b>	<b>44,686</b>	<b>43,478</b>	<b>41,255</b>	<b>34,814</b>	<b>14,317</b>	<b>46,055</b>	<b>52,880</b>	<b>48,907</b>	<b>1,64,233</b>	<b>1,62,159</b>
Growth (%)	7.1	(12.9)	(11.5)	(20.7)	(68.0)	5.9	28.2	40.5	(9.8)	(1.3)
RM (% of sales)	75.1	73.4	72.2	75.0	75.9	76.5	76.3	77.0	73.9	76.5
Emp cost (% of sales)	5.6	5.4	5.7	6.4	13.8	4.7	4.4	4.7	5.7	5.4
Other exp. (% of sales)	11.3	12.5	13.3	11.6	13.8	9.5	10.3	10.0	12.2	10.3
<b>EBITDA</b>	<b>3,558</b>	<b>3,820</b>	<b>3,633</b>	<b>2,449</b>	<b>-488</b>	<b>4,301</b>	<b>4,752</b>	<b>4,043</b>	<b>13,459</b>	<b>12,608</b>
EBITDA Margin (%)	8.0	8.8	8.8	7.0	(3.4)	9.3	9.0	8.3	8.2	7.8
Interest	291	285	211	235	523	407	350	338	1,022	1,618
Depreciation	1,194	1,241	1,213	1,243	911	1,331	1,340	1,339	4,890	4,920
Other Income	12	49	9	251	26	111	50	31	321	218
<b>PBT before EO Exp.</b>	<b>2,085</b>	<b>2,343</b>	<b>2,218</b>	<b>1,222</b>	<b>-1,896</b>	<b>2,674</b>	<b>3,112</b>	<b>2,398</b>	<b>7,867</b>	<b>6,288</b>
EO Exp.	0	-760	760	323	0	0	0	0	323	
Tax rate (%)	31.8	17.8	16.9	17.8	26.7	26.6	25.2	24.8	21.5	25.2
<b>Adjusted PAT</b>	<b>1,423</b>	<b>1,953</b>	<b>1,808</b>	<b>993</b>	<b>-1,391</b>	<b>1,963</b>	<b>2,328</b>	<b>1,804</b>	<b>6,176</b>	<b>4,703</b>
Growth (%)	(4.6)	(7.6)	1.3	(27.8)	(197.7)	0.5	28.8	81.8	(7.8)	(23.8)

**NOTES**

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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

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