

CMP: ₹ 150

Target: ₹ 200 (33%)

Target Period: 12 months

BUY

May 25, 2023

Double digit margin, persistent focus on market share gains to result in industry leading profitable growth...

About the stock: Ashok Leyland (ALL) is a pure-play CV manufacturer domestically, with FY23 market share pegged at 18.8% (up 240 bps YoY). The company is present in M&HCV trucks and buses as well as LCV goods segments. It also has a formidable presence in the e-mobility (electric buses) domain through Switch Mobility.

- FY23 product mix – LCV goods 35%, trucks 55%, buses 9%

Q4FY23 Results: ALL reported a healthy performance in Q4FY23.

- Standalone operating income for Q4FY23 was up 28.7% QoQ to ₹ 11,626 crore, amid 25.5% sequential growth in volumes to 59,697 units
- EBITDA came in at ₹ 1,276 crore with margins at 11%, up 214 bps QoQ
- Consequent PAT in Q4FY23 came in at ₹ 751 crore aided by margin expansion as well as exceptional gains worth ₹ 56.4 crore
- ALL guided for domestic CV space surpassing its past peak of FY19 in FY24E

What should investors do? ALL's share price has been largely flat over the past five years (at ~₹ 150 levels), underperforming the broader Nifty Auto index.

- We retain **BUY** tracking industrywide pricing discipline aiding double digit margin trajectory and ALL's midterm target of mid teen levels coupled with upswing in domestic CV space aided by greater infra spends by government

Target Price and Valuation: Revising our estimates, we value ALL at SOTP based target price of ₹ 200 (10x core FY25E EV/EBITDA, 1.5x P/BV for investments).

Key triggers for future price performance:

- Tracking robust infra spends by government (~₹ 10 lakh crore, up 33% YoY in FY24E), uptick in core industrial activities, high fleet utilisation and market share gains, we build in 11.5% volume growth CAGR over FY23-25E
- Demonstrated impressive capabilities at the Auto Expo 2023 for all powertrains, including a double-decker electric bus with agreement in place to supply hydrogen powered vehicles on pilot basis to key industrial houses
- Building in regulatory led price hikes & limited discounts we build in 12.6% net sales CAGR over FY23-25E; margins seen rising to 11% levels by FY25E on the back of operating leverage benefits and normalised input cost
- Return ratios are seen further improving to ~30% levels by FY25E

Alternate Stock Idea: Besides ALL, in our auto ancillary coverage we like MCIE.

- Focused on growth capex in India & efficiencies in European operations
- BUY with target price of ₹ 520



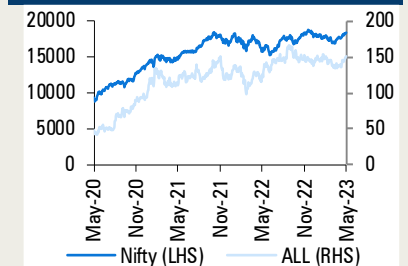
Particulars

Particular	₹ crore
Market Capitalization	43,906.6
Total Debt (FY23P)	3,180.1
Cash & Inv. (FY23P)	3,272.7
EV (₹ Crore)	43,814.0
52 week H/L (₹)	169 / 128
Equity capital (₹ crore)	293.6
Face value (₹)	1.0

Shareholding pattern

	Jun-22	Sep-22	Dec-22	Mar-23
Promoter	51.5	51.5	51.5	51.5
FII	15.0	17.6	15.3	14.9
DII	21.7	19.5	21.2	22.2
Other	11.7	11.4	12.0	11.5

Price Chart



Recent event & key risks

- Posted healthy Q4FY23 results.
- Key Risk:** (i) Slower than anticipated volume growth over FY23-25E; albeit on a high base (ii) Discounting in marketplace putting pressure on margins

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Key Financial Summary

Key Financials	FY19	FY20	FY21	FY22	FY23P	5 year CAGR (FY18-23P)	FY24E	FY25E	2 year CAGR (FY23P-25E)
Net Sales	29,055.0	17,467.5	15,301.5	21,688.3	36,144.1	6.5%	41,824.7	45,857.9	12.6%
EBITDA	3,135.7	1,173.6	535.1	994.5	2,930.7	-0.2%	4,384.6	5,037.8	31.1%
EBITDA Margins (%)	10.8	6.7	3.5	4.6	8.1		10.5	11.0	
Net Profit	1,983.2	239.5	(313.7)	541.9	1,380.1	-4.3%	2,606.7	3,126.2	50.5%
EPS (₹)	6.8	0.8	(1.1)	1.8	4.7		8.9	10.6	
P/E	22.2	183.9	NM	81.3	31.9		16.9	14.1	
RoNW (%)	24.3	4.7	(4.4)	0.2	15.7		27.3	28.6	
RoCE (%)	25.7	4.5	(1.9)	2.1	17.0		25.9	30.5	

Source: Company, ICICI Direct Research

Key takeaways of recent quarter & conference call highlights

Q4FY23 Results:

- Standalone operating income came in ₹ 11,626 crore, up 28.7% QoQ. Total volumes for the quarter were at 59,627 units, up 25.5% sequentially
- ASPs for the quarter came in at ₹ 19.5 lakh/unit, up 2.2% QoQ
- M&HCV volumes in the total sales volume mix were at ~68% in Q4FY23 vs. ~64.7% in Q3FY23
- EBITDA for the quarter came in at ₹ 1,276 crore with corresponding margins at 11%, up 214 bps QoQ. Gross margin expanded ~66 bps QoQ and was further supported by positive operating leverage (employee & other expense down 99 bps & 49 bps QoQ, respectively)
- Consequent reported PAT was at ₹ 751 crore aided by margin expansion as well as exceptional gains (~₹ 56 crore)

ALL - ESG Disclosure Score*			
Score	FY18	FY19	FY20
Environmental	63.9	64.1	64.1
Social	31.2	29.4	42.4
Governance	84.9	84.9	84.9
Overall ESG Score	60.0	59.5	63.8

Source: Bloomberg, ICICI Direct Research, *Score ranges from 0 - 100 with a higher score indicating higher ESG disclosures

Q4FY23 Earnings Conference Call highlights

- The management informed about Q4FY23 remaining strong for the company and a fourth consecutive quarter with 30%+ market share in the truck segment. The company remains confident about increasing market share and outpacing industry growth amid new launches in CNG as well as ICV space and network expansion
- The management informed about M&HCV industry growing by 10-12% during FY24E with bus segment to grow 20%+ during the same period amid increased mobility needs. Further, the management expects the CV industry to surpass its peak of FY19 in FY24E. The management said CV upcycle is usually lasting two to three years and will follow this trend this time also and foresees healthy growth in FY25E as well
- The management informed about Crisil estimating ~88,000 CV & 67,000 LCV due for replacement in FY24E leading to healthy growth in replacement segment amid ease in inflation. Further, during the quarter, the company received order from its biggest fleet operator i.e. VRL Logistics
- The management informed about its market share in the M&HCV space at ~31.8%, up ~4.7% YoY with ultimate aim of increasing it to mid-thirties
- The management said exports were muted during FY23 but expects exports to pick up during FY24E amid increased focus on other than southern African region
- The management expects margins to remain in double digits, going forward, in FY24E, on the back of pricing discipline, softening in commodity prices and operating leverage gains. Further, the management continues to focus on attaining margin in mid-teens during the mid to long term

The management informed about investment of ~₹ 1,200 crore to be done in the coming 10-12 months in Switch Mobility for development of 9 million and 12 million buses for Indian and European markets

Capex for FY24E: ~₹ 600-750 crore

Gross debt was at ~₹ 2,900 crore (long term)

The management informed about focusing on North & Eastern markets to increase its market share to mid-thirties

Within segments, the management expects LCV segment to remain a laggard in comparison to rest of pack and is expected to grow 5-6% during FY24E

The management informed about price rationalisation & limited discounts across the CV industry under way to aid funding requirement for technological changes in terms of alternate fuels & EVs

The management informed about ~2% hike taken in April 2023 with respect to BS VI phase 2 and for offsetting discounts

Peer comparison

Exhibit 1: Peer Comparison (4-W)

Company	CMP	TP	Rating	Mcap	Total lakh volumes			EBITDA margin (%)			RoCE (%)			EV/EBITDA (x)		
	₹	₹		₹ crore	FY23	FY24E	FY25E	FY23	FY24E	FY25E	FY23	FY24E	FY25E	FY23	FY24E	FY25E
Ashok Leyland (ASHLEY)	150	200	Buy	43,907	1.9	2.2	2.4	8.1	10.5	11.0	17.0	25.9	30.5	15.0	9.9	8.3
Tata Motors (TATMOT)	523	650	Buy	2,00,161	9.5	10.4	11.3	12.3	14.0	14.5	9.8	19.1	24.0	6.4	4.1	3.3
M&M (MAHMAH)	1,257	1,665	Buy	1,56,227	7.0	8.1	9.1	12.2	12.1	12.5	13.1	14.3	15.4	14.7	12.5	10.5

Source: Company, ICICI Direct Research; Note – volume data above is for Tata Motors' India business and M&M's automotive business only

We believe ALL would be an outsized beneficiary of the ongoing CV revival domestically given its presence across industry segments. Blended realisations are set to improve amid exports focus and improved mix. Riding on operating leverage gains, margins and RoCE are set to expand to 11%, 30.5% by FY25E, respectively.

Exhibit 2: Variance Analysis

	Q4FY23	Q4FY23E	Q4FY22	YoY (%)	Q3FY23	QoQ (%)	Comments
Total Operating Income	11,625.7	11,670.6	8,744.3	33.0	9,029.7	28.7	Topline came in line with our estimates
Raw Material Expenses	8,788.7	8,899.8	6,842.2	28.4	6,885.9	27.6	Savings were realised on the RM front with RM as a percentage of sales coming in at 75.6%, down 66 bps QoQ
Employee Expenses	591.9	612.7	437.6	35.3	549.5	7.7	
Other expenses	969.3	992.0	688.5	40.8	797.0	21.6	Other expenses for the quarter came in at 8.3% of sales, down 49 bps QoQ
EBITDA	1,275.7	1,166.1	776.0	64.4	797.3	60.0	
EBITDA Margin (%)	11.0	10.0	8.9	210 bps	8.8	214 bps	EBITDA margins came in ahead of estimates at 11% tracking savings realised across line items incl. RM costs
Other Income	38.9	34.3	24.2	61.1	31.6	23.2	
Depreciation	183.8	211.8	195.4	-5.9	189.0	-2.7	Depreciation came in lower than our estimates
Interest	62.8	81.4	76.5	-17.9	80.4	-21.9	
Tax	373.1	228.6	97.3	283.5	205.2	81.8	Tax rate for the quarter came in a tad higher at 33.2%
Reported PAT	751.4	678.5	901.4	16.6	361.3	108.0	PAT came in higher tracking beat on margins
EPS	2.6	2.3	3.1	16.6	1.2	108.0	
Key Metrics							
ASPs (₹ lakh/unit)	19.5	19.5	17.9	8.5	19.0	2.6	ASPs rose 2.6% QoQ to ₹ 19.5 lakh/unit amid ~300 bps improvement in M&HCV share in total volumes to 68%

Source: Company, ICICI Direct Research

Exhibit 3: Change in estimates

₹ Crore	FY24E			FY25E			Comments
	Old	New	% Change	Old	New	% Change	
Revenue	40,005	41,825	4.5	44,297	45,858	3.5	Our topline estimates remain broadly unchanged. We expect sales at the company to grow at a CAGR of 12.6% over FY23-25E, albeit on a high base of FY23 (up 67% YoY)
EBITDA	3,605	4,385	21.6	4,197	5,038	20.0	
EBITDA Margin (%)	9.0	10.5	147 bps	9.5	11.0	151 bps	Revised upward our margin estimates tracking double digit margins across industry players in Q4FY23 and upbeat management trajectory
PAT	1,988	2,607	31.1	2,450	3,126	27.6	
EPS (₹)	6.8	8.9	31.1	8.3	10.6	27.6	Our earnings staged a healthy ~30% upgrade tracking upward revision in margin estimates. We expect PAT to grow at a CAGR of ~50% over FY23-25E

Source: ICICI Direct Research

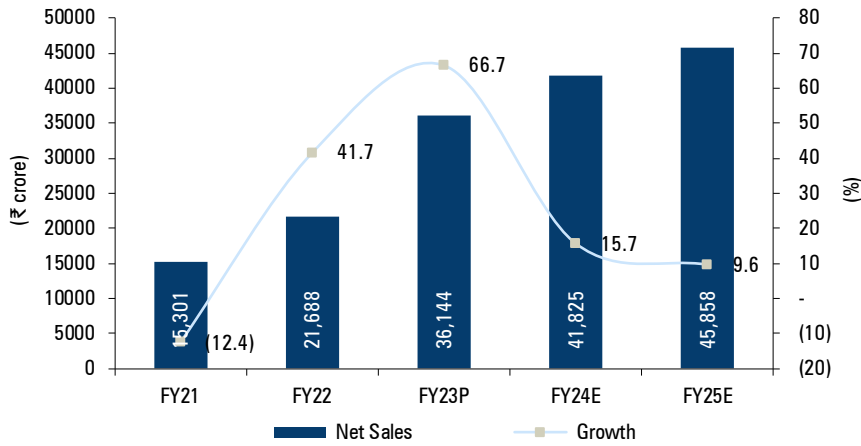
Exhibit 4: Assumptions

	FY19	FY20	FY21	FY22	Current			Earlier		Comments
					FY23	FY24E	FY25E	FY24E	FY25E	
M&HCV Passenger volumes	19,871	23,323	5,629	7,799	18,150	21,780	23,958	21,260	23,386	Our volume estimate staged a marginal upgrade amid the company's ambition to grow ahead of industry and make a mark in the global markets. We expect sales volume to grow 14% YoY to 2.2 lakh tonne in FY24E and 9% YoY thereafter to 2.4 lakh units in FY25E.
M&HCV Goods volumes	122,987	55,231	46,178	66,086	105,959	121,853	134,038	116,664	128,330	
Total M&HCV Sales Volume	142,858	78,554	51,807	73,885	124,109	143,633	157,996	137,924	151,717	
LCV volumes	54,508	46,646	48,908	54,441	68,096	74,935	80,996	73,580	79,466	Sales volume CAGR over FY23-25E is seen at 11.5% with growth led by the M&HCV segment, which is expected to grow at a CAGR of 12.8% in the aforesaid period with LCV growth pegged at 9.1%
Total Sales Volume	197,366	125,200	100,715	128,326	192,205	218,568	238,992	211,504	231,183	
YoY Growth (%)		-37%	-20%	27%	50%	14%	9%			
ASPs (₹ lakh/unit)	14.4	12.8	15.2	16.9	18.7	19.1	19.2	18.9	19.2	

Source: ICICI Direct Research

Financial story in charts

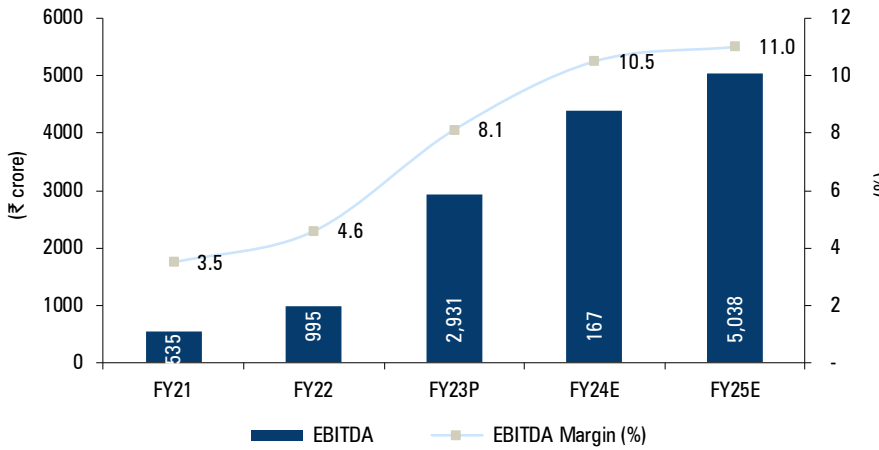
Exhibit 5: Topline trend



We expect sales to grow at a CAGR of 12.6% over FY23-25E backed by 11.5% volume CAGR in the aforesaid period, led by M&HCV segment

Source: Company, ICICI Direct Research

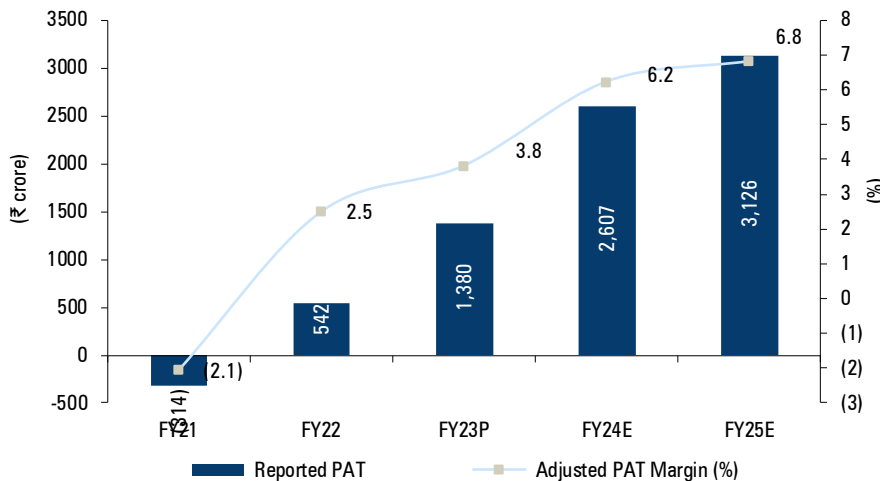
Exhibit 6: Trend in margins



We expect ALL margins to be at 11% by FY25E, riding on operating leverage gains and cost control measures

Source: Company, ICICI Direct Research

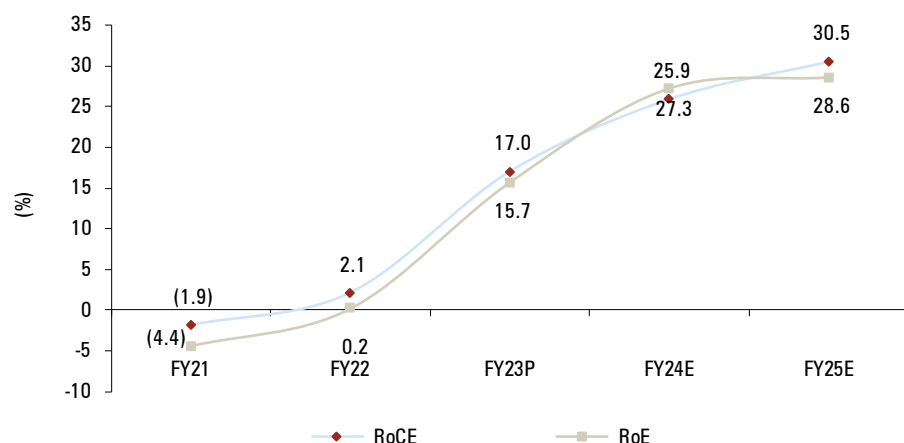
Exhibit 7: Trend in profitability



PAT is expected to reach ₹ 3,126 crore in FY25E

Source: Company, ICICI Direct Research

Exhibit 8: Trend in return ratios



The company is well positioned to post healthy double digit return ratios of >25% starting FY24E

Source: Company, ICICI Direct Research

Exhibit 9: SOTP-based valuation

SOTP	
Target EV/EBITDA (x)	10.0
EBITDA (₹ crore; FY25E)	5,038
Enterprise Value (₹ Crore)	50,378
Net Debt (₹ crore; FY25E)	(2,090)
Target Market cap Core business (₹crore)	52,468
Value/Share (A)	180
Strategic Investments FY25E (₹ crore)	5,292
P/BV(x)	1.5
Total Value/Share post applying 30% Holdco. Discount (B)	20
Price target (₹, A+B)	200

Source: Company, ICICI Direct Research

Exhibit 10: Valuation Summary

	Sales (₹ cr)	Growth (%)	EPS (₹)	Growth (%)	PE (x)	EV/EBITDA (x)	RoNW (%)	RoCE (%)
FY18	26,356	31.7	5.9	36.6	25.6	13.8	24.0	25.6
FY19	29,055	10.2	6.8	15.1	22.2	13.8	24.3	25.7
FY20	17,467	(39.9)	0.8	(87.9)	NM	39.1	4.7	4.5
FY21	15,301	(12.4)	(1.1)	NA	NM	87.5	(4.4)	(1.9)
FY22	21,688	41.7	1.8	NM	NM	45.3	0.2	2.1
FY23P	36,144	66.7	4.7	NM	31.9	15.0	15.7	17.0
FY24E	41,825	15.7	8.9	88.9	16.9	9.9	27.3	25.9
FY25E	45,858	9.6	10.6	19.9	14.1	8.3	28.6	30.5

Source: Company, ICICI Direct Research

Exhibit 11: Segment-wise ALL volume performance in FY23

Particular	Domestic			Exports			Total			% of sales mix		Domestic MS %
	FY23	FY22	YoY %	FY23	FY22	YoY %	FY23	FY22	YoY %	FY23	FY22	
I. M&HCV - Passenger	10,767	3,789	184.2	7,529	4,010	87.8	18,296	7,799	134.6	9.5	6.1	28.0
II. M&HCV - Goods	1,03,480	61,301	68.8	2,281	4,785	(52.3)	1,05,761	66,086	60.0	55.0	51.5	32.3
A. Total M&HCV (I + II)	1,14,247	65,090	75.5	9,810	8,795	11.5	1,24,057	73,885	67.9	64.5	57.6	
III. LCV - Passenger	1,015	185	448.6	298	61	388.5	1,313	246	433.7	0.7	0.2	2.3
IV. LCV - Goods	65,654	52,037	26.2	1,181	2,158	(45.3)	66,835	54,195	23.3	34.8	42.2	11.7
B. Total LCV (III + IV)	66,669	52,222	27.7	1,479	2,219	(33.3)	68,148	54,441	25.2	35.5	42.4	
C. Total Sales (A + B)	1,80,916	1,17,312	54.2	11,289	11,014	2.5	1,92,205	1,28,326	49.8	100.0	100.0	18.8

Source: Company, ICICI Direct Research

Financial Summary

Exhibit 12: Profit and loss statement				
	₹ crore			
(Year-end March)	FY22	FY23P	FY24E	FY25E
Total operating Income	21,688.3	36,144.1	41,824.7	45,857.9
Growth (%)	41.7	66.7	15.7	9.6
Raw Material Expenses	16,761.1	27,849.2	31,618.3	34,577.5
Employee Expenses	1,694.6	2,113.9	2,266.7	2,390.5
Other Expenses	2,238.1	3,250.4	3,555.1	3,852.1
Total Operating Expenditure	20,693.8	33,213.4	37,440.1	40,820.1
EBITDA	994.5	2930.7	4384.6	5037.8
Growth (%)	85.9	194.7	49.6	14.9
Depreciation	752.8	732.0	794.7	848.4
Interest	301.1	289.1	277.2	189.6
Other Income	76.1	116.1	172.1	179.5
PBT	16.8	2025.8	3484.9	4179.5
Exceptional chages	-510.8	-84.6	0.0	0.0
Total Tax	-14.2	730.3	878.2	1,053.2
PAT	541.9	1380.1	2606.7	3126.2
Growth (%)	-272.7	154.7	88.9	19.9
EPS (₹)	1.8	4.7	8.9	10.6

Source: Company, ICICI Direct Research

Exhibit 13: Cash flow statement				
	₹ crore			
(Year-end March)	FY22	FY23P	FY24E	FY25E
Profit after Tax	541.9	1,380.1	2,606.7	3,126.2
Add: Depreciation	752.8	732.0	794.7	848.4
(Inc)/dec in Current Assets	-511.2	-1,254.1	-1,799.0	-986.5
Inc/(dec) in CL and Provisions	1,787.7	768.1	2,444.9	1,167.2
CF from operating activities	2872.2	1915.2	4324.4	4344.9
(Inc)/dec in Investments	-1,750.9	-1,844.0	-1,400.0	-100.0
(Inc)/dec in Fixed Assets	-249.7	-381.3	-700.0	-600.0
Others	57.3	671.8	-140.3	-135.9
CF from investing activities	-1943.3	-1553.6	-2240.3	-835.9
Issue/(Buy back) of Equity	0.0	0.0	0.0	0.0
Inc/(dec) in loan funds	-221.7	-327.0	-200.0	-1,500.0
Dividend paid & dividend tax	-293.6	-763.2	-1,467.8	-1,761.3
Others	-189.8	182.9	-277.2	-189.6
CF from financing activities	-705.0	-907.3	-1945.0	-3450.9
Net Cash flow	223.9	-545.7	139.2	58.1
Opening Cash	823.0	1,046.9	501.3	640.4
Closing Cash	1046.9	501.3	640.4	698.6

Source: Company, ICICI Direct Research

Exhibit 14: Balance Sheet				
	₹ crore			
(Year-end March)	FY22	FY23P	FY24E	FY25E
Liabilities				
Equity Capital	293.6	293.6	293.6	293.6
Reserve and Surplus	7,043.4	8,132.2	9,271.1	10,636.0
Total Shareholders funds	7336.9	8425.8	9564.7	10929.7
Total Debt	3,507.1	3,180.1	2,980.1	1,480.1
Deferred Tax Liability	144.4	503.5	503.5	503.5
Other non-current liabilities	254.4	304.1	304.1	304.1
Total Liabilities	11443.0	12932.7	13871.6	13736.6
Assets				
Gross Block	9,134.0	9,577.1	10,359.6	10,959.6
Less: Acc Depreciation	3,860.3	4,592.2	5,386.9	6,235.3
Net Block	5273.7	4984.8	4972.7	4724.3
Capital WIP	194.3	132.5	50.0	50.0
Total Fixed Assets	5,468.0	5,117.4	5,022.7	4,774.3
Investments	3,521.6	3,892.2	5,092.2	5,292.2
Inventory	2,075.2	2,774.5	3,437.6	3,769.1
Debtors	3,111.0	4,062.1	5,156.5	5,653.7
Loans and Advances	0.0	0.0	0.0	0.0
Other current assets	1990.6	1594.4	1635.8	1793.5
Cash	1046.9	501.3	640.4	698.6
Total Current Assets	8,223.7	8,932.2	10,870.3	11,915.0
Creditors	6,875.2	7,175.1	9,167.1	10,051.1
Provisions	470.3	519.3	663.5	727.5
Other current Liabilities	1,545.3	1,964.5	2,273.2	2,492.4
Total Current Liabilities	8,890.8	9,658.9	12,103.8	13,271.0
Net Current Assets	-667.1	-726.8	-1,233.5	-1,356.0
Application of Funds	11443.0	12932.7	13871.6	13736.6

Source: Company, ICICI Direct Research

Exhibit 15: Key ratios				
(Year-end March)	FY22	FY23P	FY24E	FY25E
Per share data (₹)				
EPS	1.8	4.7	8.9	10.6
Cash EPS	4.4	7.2	11.6	13.5
BV	25.0	28.7	32.6	37.2
DPS	1.0	2.6	5.0	6.0
Cash Per Share	3.6	1.7	2.2	2.4
Operating Ratios (%)				
EBITDA Margin	4.6	8.1	10.5	11.0
PBT / Net sales	0.1	5.6	8.3	9.1
PAT Margin	2.5	3.8	6.2	6.8
Inventory days	34.9	28.0	30.0	30.0
Debtor days	52.4	41.0	45.0	45.0
Creditor days	115.7	72.5	80.0	80.0
Return Ratios (%)				
RoE	0.2	15.7	27.3	28.6
RoCE	2.1	17.0	25.9	30.5
RoIC	2.7	23.1	35.2	41.4
Valuation Ratios (x)				
P/E	81.3	31.9	16.9	14.1
EV / EBITDA	45.3	15.0	9.9	8.3
EV / Net Sales	2.1	1.2	1.0	0.9
Market Cap / Sales	2.0	1.2	1.0	1.0
Price to Book Value	6.0	5.2	4.6	4.0
Solvency Ratios				
Debt/Equity	0.5	0.4	0.3	0.1
Current Ratio	0.9	1.0	0.9	0.9
Quick Ratio	0.6	0.7	0.6	0.6

Source: Company, ICICI Direct Research

Exhibit 16: ICICI Direct coverage universe (Auto & Auto Ancillary)

Sector / Company	CMP	TP	Rating	M Cap	EPS (₹)			P/E (x)			EV/EBITDA (x)			RoCE (%)			RoE (%)		
	(₹)	(₹)		(₹ Cr)	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E
Apollo Tyre (APOTYR)	384	420	Hold	24,386	17.4	28.5	33.1	22.1	13.5	11.6	8.7	6.2	5.5	9.8	14.8	15.6	8.6	12.7	13.3
Ashok Leyland (ASHLEY)	150	200	Buy	43,907	4.7	8.9	10.6	31.9	16.9	14.1	15.0	9.9	8.3	17.0	25.9	30.5	15.7	27.3	28.6
Bajaj Auto (BAAUTO)	4,518	4,530	Hold	1,30,737	198.9	246.2	280.9	22.7	18.4	16.1	17.3	13.7	11.7	24.3	29.4	32.3	22.1	26.1	28.1
Balkrishna Ind. (BALIND)	2,377	2,170	Hold	45,951	52.1	77.5	95.9	45.6	30.7	24.8	32.7	20.6	16.8	8.6	15.8	19.2	13.2	17.3	18.7
Bharat Forge (BHAFOR)	759	980	Buy	35,337	10.9	25.1	32.6	69.5	30.2	23.3	22.7	16.3	13.4	6.8	11.0	13.4	8.0	15.5	17.7
Eicher Motors (EICMOT)	3,611	4,165	Buy	98,689	106.5	124.1	138.3	33.9	29.1	26.1	25.5	22.5	19.7	18.8	18.5	25.4	19.4	19.8	19.3
Escorts Kubota (ESCORT)	2,067	2,450	Buy	27,271	46.0	72.8	86.6	44.9	28.4	23.9	32.0	21.9	17.3	7.4	10.4	11.8	8.3	10.4	11.3
Hero Moto (HERHON)	2,718	2,840	Hold	54,285	145.7	182.6	199.7	18.7	14.9	13.6	11.6	9.3	8.4	18.9	22.7	23.6	17.4	20.4	20.9
M&M (MAHMAH)	1,257	1,665	Buy	1,56,227	54.9	66.3	75.3	22.9	19.0	16.7	14.7	12.5	10.5	13.1	14.3	15.4	16.6	15.9	15.9
Maruti Suzuki (MARUTI)	9,271	11,000	Buy	2,80,058	266.5	354.9	422.5	34.8	26.1	21.9	21.5	16.3	13.5	12.8	16.0	17.4	13.3	15.9	16.7
Uno Minda (MININD)	535	625	Buy	30,656	11.4	14.2	18.4	46.9	37.7	29.1	25.5	20.7	16.5	13.7	15.8	18.7	15.7	16.7	18.1
Tata Motors (TATMOT)	523	650	Buy	2,00,161	6.3	35.7	48.2	82.9	14.7	10.8	6.4	4.1	3.3	9.8	19.1	24.0	4.6	21.0	22.5

Source: Company, ICICI Direct Research

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Hold: -5% to 15%;

Reduce: -15% to -5%;

Sell: <-15%



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