

Robust performance, record profitability; levers for growth across segments...

About the stock: Eicher Motors (EML) is the market leader in the >250 cc premium motorcycle segment (market share ~85%+) through its aspirational models under the Royal Enfield (RE) brand, such as Bullet, Classic, Interceptor among others.

- Via its JV with Volvo i.e. VECV (EML has 54.4% stake), the company also has a presence in the CV space (6.6% FY22 market share)
- Strong net cash positive b/s with healthy return ratios metrics

Q4FY23 Results: Eicher posted a healthy performance in Q4FY23.

- ASPs at RE, profitability at VECV arm surprised positively while operating margins were at 24.5%, up 150 bps QoQ (gross margin up 250 bps)
- Consolidated revenues were at ₹ 3,804 crore, up 2.2% QoQ
- Consequent consolidated PAT was at ₹ 906 crore, up 22.2% QoQ

What should investors do? EML's price has grown at ~2% CAGR over last five years (from ₹ 3,087 levels in May 2018), underperforming broader Nifty Auto index.

- We retain **BUY** rating on the stock amid the company's strategy to tap the >125 cc motorcycle segment by taking centre stage in 2-W premiumisation play domestically driven by new launches (including affordable Hunter 350), greater penetration in export markets and ongoing CV cyclical upswing

Target Price and Valuation: Revising our estimates, we value EML at ₹ 4,165 on SOTP basis (i.e. 30x PE to RE business and 28x PE to VECV business on FY25E).

Key triggers for future price performance:

- With incremental consumer preference towards premium space & RE's dominant position in >250 cc segment domestically aided by affordable launches (i.e. Hunter 350) as well as new launches in pipeline, we expect RE volumes to grow at 7.2% CAGR in FY23-25E (albeit on a high base)
- Tangible steps being taken in EV space with record high ~₹ 1,000 crore capex earmarked for product development and manufacturing setup as well as inorganic presence through stake in stark mobility (premium EV bikes)
- With capabilities showcased in alternate fuel technologies domain like BEV, fuel cells, CNG, etc, and cyclical upswing domestically, CV volumes at VECV are expected to grow at 11% CAGR in FY23-25E
- Leveraging its brand image globally & strengthening its presence in overseas markets in mid-weight category through >350cc segment products
- With levers in place RoCE seen at 25.4% by FY25E

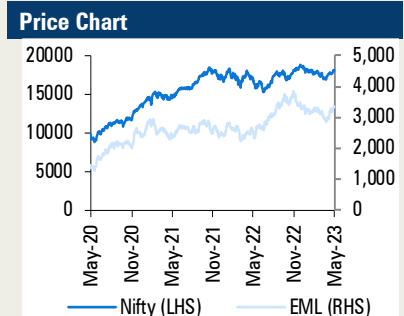
Alternate Stock Idea: In our auto OEM coverage, we also like M&M.

- Focused on prudent capital allocation, UV differentiation & EV proactiveness
- BUY with target price of ₹ 1,665



Particulars	₹ crore
Market Capitalization	98,388
Total Debt (FY23P)	196
Cash & Investments	10,949
EV (₹ crore)	87,634
52 week H/L (₹)	3890 / 2310
Equity capital	₹ 27.3 Crore
Face value	₹ 1

Shareholding pattern	Jun-22	Sep-22	Dec-22	Mar-23
Promoter	49.2	49.2	49.2	49.2
FII	29.5	30.3	29.9	28.6
DII	10.1	10.0	10.0	11.2
Other	11.2	10.6	11.0	11.0



Recent event & key risks

- Reported healthy Q4FY23 results
- Key Risk:** (i) Shift in focus by peers to mid weight category leading to limited volume growth, (ii) Budgeted offering limiting overall margin recovery

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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	9,797.1	9,153.6	8,720.4	10,297.8	14,442.2	10.0%	15,684.0	17,063.2	8.7%
EBITDA	2,903.1	2,180.3	1,781.3	2,172.2	3,443.6	4.2%	3,839.8	4,288.2	11.6%
EBITDA Margins (%)	29.6	23.8	20.4	21.1	23.8		24.5	25.1	
Net Profit	2,202.8	1,827.5	1,346.9	1,676.6	2,913.9	8.3%	3,395.5	3,782.8	13.9%
EPS (₹)	80.8	67.0	49.3	61.3	106.5		124.1	138.3	
P/E	44.6	53.7	73.0	58.7	33.8		29.0	26.0	
RoNW (%)	24.8	18.3	11.8	13.3	19.4		19.8	19.3	
RoCE(%)	27.8	17.3	11.3	13.3	18.8		18.5	25.4	

Source: Company, ICICI Direct Research

Key takeaways of recent quarter & conference call highlights

Q4FY23 Results:

- Consolidated revenues for Q4FY23 were at ₹ 3,804 crore up 2.2% QoQ. ASPs at Royal Enfield (RE), were up 7.7% QoQ at ~₹ 1.72 lakh/unit. RE sales volumes were at ~2.19 lakh units, down 1.3% QoQ
- EBITDA for the quarter was at ₹ 934 crore with margins at 24.5%, up 150 bps QoQ. The company reported ~250 bps gross margin expansion vs. our expectations of 70 bps QoQ. The benefits, however, were limited by higher other expenses (up 140 bps QoQ)
- Consolidated PAT was at ₹ 906 crore, up 22.2% QoQ. The company's share of profit from VECV JV was at ₹ 173.4 crore. The EBITDA margins in the VECV arm were at 10%, highest in the recent past
- The company also recommended a final dividend of ₹ 37 per share

Q4FY23 Earnings Conference Call highlights

- The management said ASP performance was largely due to higher share of exports, price hike taken in Q3FY23 reflecting in current quarter
- On the margins front, the management informed about commodity basked decline benefitting margin profile by 0.9% and further expects minimal gain in coming quarters amid a slight increase in steel cost
- The management said company's market share in >125 cc segment reaching to ~33.5% in FY23 with overall market share at 7.2% (FY23)
- The company's market share in America, APAC & EMEA remained at ~8%, ~9% & ~9%, respectively, in mid-weight segment. Further, the management said the company's international volumes reaching ~1 lakh units vs. ~21,000 in FY19 implying ~4x growth
- The management said its non-automotive segment is witnessing good traction with revenues reaching ~₹ 2,041 crore in FY23 vs. ~₹ 1,104 crore in FY19. Further, the management said they were launching new products in this space to boost revenue
- Financing penetration at RE was at ~55% in FY23
- The management added they were spending ₹ 1,000 crore in FY24 for EV manufacturing & development of both ICE & EV platforms. Further, they said they were focusing on product development rather than capacity expansion
- The management informed about surpassing its previous volume peak in the VECV arm. Further, the company said market share in heavy truck, light truck & bus market share was at 7.7%, 31.5% & 23.8%, respectively. Overall the company's share in the CV space was at 17.1% for FY23

EML – ESG Disclosure Score			
Score	FY20	FY21	FY22
Environmental	31.9	49.0	49.9
Social	30.8	29.0	29.3
Governance	84.9	84.9	84.9
Overall ESG Score	49.2	54.3	54.7

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

The management said Hunter 350 would be launched in Latin America. Further it plans to fully ramp up super meteor in coming quarter amid robust response from customers in Europe

Export revenue was at ₹ 2,080 crore

The management expects domestic market to perform well in FY24E specially in premium segment

The management expects CV industry to grow in double digit in FY24E amid increased infra spends & healthy replacement demand

Peer comparison

Exhibit 1: ICICI Direct coverage universe (2-W)

Company	CMP	TP	Rating	Mcap	2-W Lakh volumes			EBITDA margin (%)			RoCE (%)			P/E		
	₹	₹			₹ crore	FY23	FY24E	FY25E	FY23	FY24E	FY25E	FY23	FY24E	FY25E	FY23	FY24E
Bajaj Auto (BAAUTO)	4,520	4,530	Hold	1,30,795	34.4	36.6	41.2	18.0	19.3	19.6	24.3	29.4	32.3	22.7	18.4	16.1
Hero Moto (HERHON)	2,585	2,840	Hold	51,624	53.3	56.7	60.2	11.8	13.0	13.2	18.9	22.7	23.6	17.7	14.2	12.9
Eicher Motors (EICMOT)	3,600	4,165	Buy	98,388	8.3	9.0	9.6	23.8	24.5	25.1	18.8	18.5	25.4	33.8	29.0	26.0

Source: Company, ICICI Direct Research; Note – Bajaj Auto volumes above are for its 2-W business

We ascribe BUY rating to Eicher Motors given its aspirational brand and is best placed to play upon premiumisation trend in domestic 2-W space. We assign HOLD rating to other incumbent 2-W auto OEMs and await firm volume growth as well as more meaningful action from them on EV front before turning decisively positive.

Exhibit 2: Variance Analysis

	Q4FY23	Q4FY23E	Q4FY22	YoY (%)	Q3FY23	QoQ (%)	Comments
Total Operating Income	3804	3642	3193	19.1	3721	2.2	Topline came in ahead of estimates tracking beat on ASPs at Royal Enfield
Raw Material Expenses	2029	2029	1692	19.9	2052	-1.1	
Purchase of traded goods	89	65	105	-15.8	113	-21.9	Savings were realised on the raw material front with gross margins expanding 250 bps QoQ
Employee Expenses	252	254	222	13.5	259	-2.8	
Other expenses	501	413	417	20.1	439	14.1	Other expenses came in higher at 13.2% of sales vs. our estimates of 11.3% of sales
EBITDA	934	882	757	23.3	857	8.9	
EBITDA Margin (%)	24.5	24.2	23.7	83 bps	23.0	150 bps	EBITDA margins came in ahead of estimates tracking beat on gross margin expansion with benefits limited by higher other expenses
Other Income	206	154	118	74.1	192	6.9	
Depreciation	148	136	119	23.9	135	9.8	Depreciation came in a tad higher than expected
Interest	8	4	3	160.7	8	7.7	
Total Tax	251	226	196	27.8	230	8.9	
PAT	906	770	610	48.4	741	22.2	PAT came in much higher tracking beat on margins as well as higher other income

Key Metrics

Royal Enfield ASP(₹)	172,528	164,181	169,551	1.8	160,176	7.7	RE ASPs were up 7.7% QoQ at ₹1.72 lakh/unit vs. our estimates of ₹1.64 lakh/unit
VECV ASP (₹ lakhs)	23.5	25.4	21.4	9.7	25.4	-7.3	VECV ASPs declined 7% QoQ at ₹ 23.5 lakh/unit

Source: Company, ICICI Direct Research

Exhibit 3: Change in estimates

(₹ Crore)	FY24E			FY25E			Comments
	Old	New	% Change	Old	New	% Change	
Revenue	16,248	15,684	-3.5	18,187	17,063	-6.2	Revised downward our topline estimates tracking muted RE volume prints in the recent past. We expect topline at the company to grow at a CAGR of 8.7% over FY23-25E
EBITDA	3,978	3,840	-3.5	4,613	4,288	-7.0	
EBITDA Margin (%)	24.5	24.5	0 bps	25.4	25.1	-23 bps	Marginally tweaked margin estimates for FY24-25E
PAT	3,374	3,396	0.6	3,876	3,783	-2.4	
EPS (₹)	123	124	0.6	142	138	-2.4	Our earnings remain broadly unchanged. We expect PAT at the company to grow at a CAGR of 14% over FY23-25E

Source: ICICI Direct Research

Exhibit 4: Assumptions

	FY19	FY20	FY21	FY22	FY23	Current		Earlier		Comments
						FY24E	FY25E	FY24E	FY25E	
Royal Enfield volumes	8,26,098	6,95,839	6,12,060	6,02,268	8,34,895	9,00,151	9,60,011	9,84,218	10,80,009	Lowered RE volume estimates tracking muted monthly volume prints in the recent past. We have now assumed RE monthly volumes at 75k for FY24E and 80k for FY25E
Royal Enfield ASP/unit (₹)	1,17,603	1,29,465	1,40,044	1,65,758	1,66,188	1,71,663	1,75,113	1,62,643	1,65,910	Upgraded ASP estimates tracking outperformance in Q4FY23
VECV volumes	72,860	48,786	41,265	57,077	79,623	89,178	98,096	86,652	95,317	Upgraded volume estimates at the CV arm tracking robust macro drivers for growth

Source: ICICI Direct Research

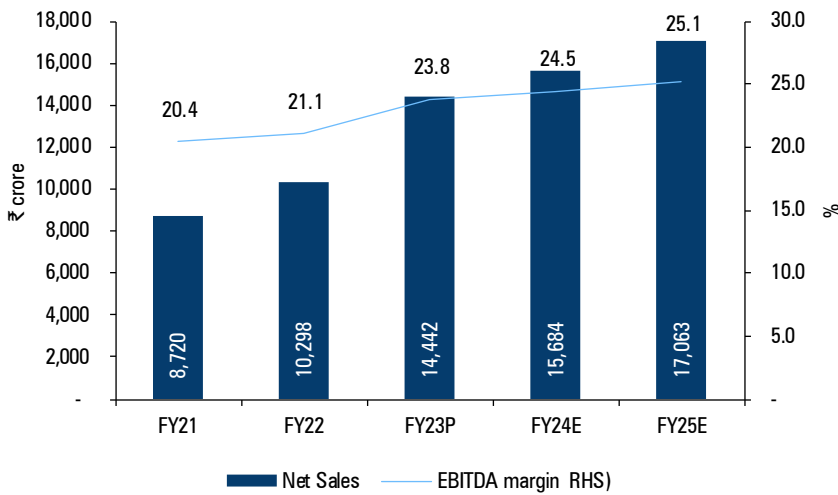
Exhibit 5: Model wise, segment wise sales for FY23

Particular	Domestic			Exports			Total			% of sales mix		Domestic MS %
	FY23	FY22	YoY %	FY23	FY22	YoY %	FY23	FY22	YoY %	FY23	FY22	
Motorcycles	7,34,840	5,21,243	41.0	1,00,055	81,032	23.5	8,34,895	6,02,275	38.6	100.0	100.0	7.2
250-350 cc	6,78,110	4,69,744	44.4	59,917	36,549	63.9	7,38,027	5,06,293	45.8	88.4	84.1	
<i>Bullet 350</i>	95,561	77,376	23.5	7	79	(91.1)	95,568	77,455	23.4	11.4	12.9	
<i>Bullet Electra</i>	48,998	36,025	36.0	-	30	(100.0)	48,998	36,055	35.9	5.9	6.0	
<i>Classic 350</i>	3,14,982	2,67,611	17.7	23,786	13,596	74.9	3,38,768	2,81,207	20.5	40.6	46.7	
<i>Meteor 350</i>	94,637	88,732	6.7	22,425	22,844	(1.8)	1,17,062	1,11,576	4.9	14.0	18.5	
<i>Hunter 350</i>	1,23,932	-	NA	13,699	-	NA	1,37,631	-	NA	16.5	-	
350-500 cc	37,108	36,194	2.5	17,226	21,956	(21.5)	54,334	58,150	(6.6)	6.5	9.7	
<i>Bullet 500</i>	-	-	NA	-	51	(100.0)	-	51	(100.0)	-	0.0	
<i>Classic 500</i>	-	-	NA	-	860	(100.0)	-	860	(100.0)	-	0.1	
<i>Himalayan</i>	37,108	36,194	2.5	17,226	21,045	(18.1)	54,334	57,239	(5.1)	6.5	9.5	
500-800 cc	19,622	15,305	28.2	22,912	22,527	1.7	42,534	37,832	12.4	5.1	6.3	
<i>650 Twin</i>	17,329	15,305	13.2	21,234	22,527	(5.7)	38,563	37,832	1.9	4.6	6.3	
<i>SuperMeteor</i>	2,293	-	NA	1,678	-	NA	3,971	-	NA	0.5	-	
A. Total Royal Enfield	7,34,840	5,21,243	41.0	1,00,055	81,032	23.5	8,34,895	6,02,275	38.6	100.0	100.0	4.6
I. M&HCV	60,494	37,990	59.2	3,955	6,508	(39.2)	64,449	44,498	44.8	82.9	79.7	
<i>Passenger</i>	12,161	2,773	338.6	1,061	653	62.5	13,222	3,426	285.9	17.0	6.1	31.7
<i>Goods</i>	48,333	35,217	37.2	2,894	5,855	(50.6)	51,227	41,072	24.7	65.9	73.6	15.1
II. LCV	12,333	9,408	31.1	978	1,918	(49.0)	13,311	11,326	17.5	17.1	20.3	
<i>Passenger</i>	2,763	941	193.6	144	96	50.0	2,907	1,037	180.3	3.7	1.9	6.2
<i>Goods</i>	9,570	8,467	13.0	834	1,822	(54.2)	10,404	10,289	1.1	13.4	18.4	1.7
B. Total VECV - Eicher (I + II)	72,827	47,398	53.6	4,933	8,426	(41.5)	77,760	55,824	39.3	100.0	100.0	7.6
C. Total VECV - Volvo	1,318	1,200	9.8	-	-	NA	1,318	1,200	9.8	100.0	100.0	0.1
D. Total sales (A + B + C)	8,08,985	5,69,841	42.0	1,04,988	89,458	17.4	9,13,973	6,59,299	38.6	100.0	100.0	

Source: SIAM, ICICI Direct Research

Financial story in charts

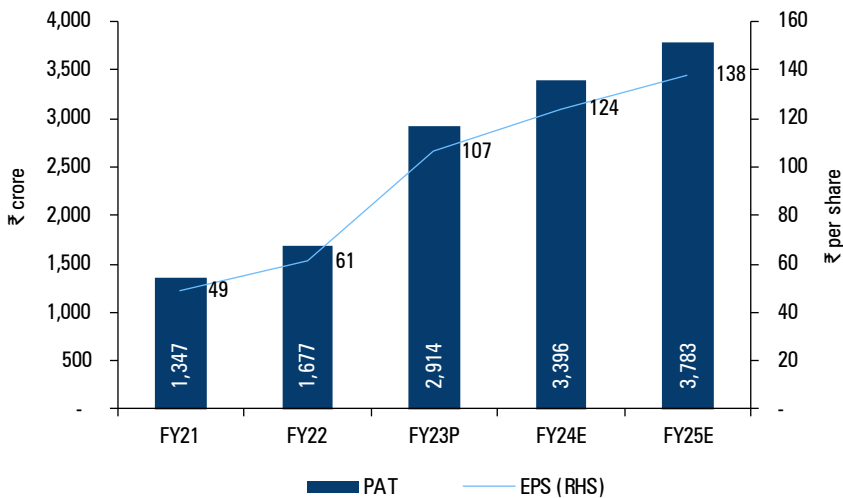
Exhibit 6: Topline and EBITDA margin trend



We expect sales to grow at 8.7% CAGR in FY23-25E amid 7.2% RE sales volume CAGR. EBITDA margins are seen at ~25% in that time frame

Source: Company, ICICI Direct Research

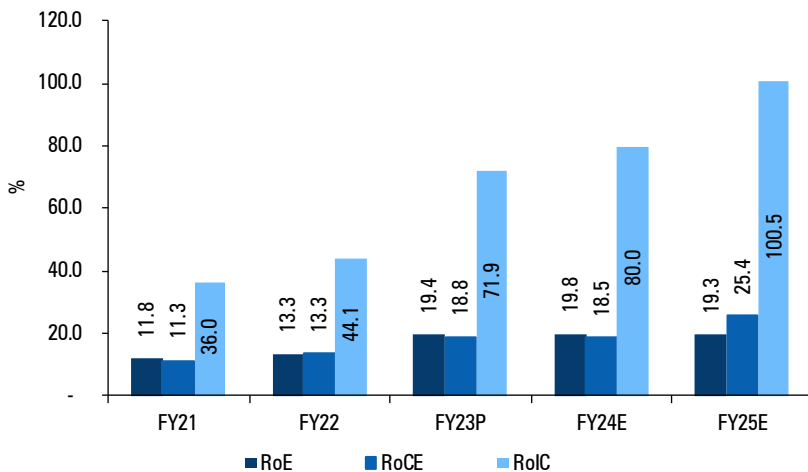
Exhibit 7: PAT and EPS trend



PAT at Eicher Motors is seen growing at 13.9% CAGR over FY23-25E

Source: Company, ICICI Direct Research

Exhibit 8: Return ratios trend



RoCE profile at Eicher Motors is seen improving to ~20% levels starting FY24E. RoIC at Eicher Motors are seen comfortable placed over 70% for FY23-24E & 100%+ by FY25E, given high cash & investments on its books as a% of network

Source: Company, ICICI Direct Research

Exhibit 9: Valuation Summary

	Net Sales (₹ cr)	Growth (%)	EPS (₹)	Growth (%)	PE (x)	EV/EBITDA (x)	RoNW (%)	RoCE (%)
FY19	9,797.1	9.28	80.8	12.4	44.6	31.9	24.8	27.8
FY20	9,153.6	(6.6)	67.0	(17.0)	53.7	42.1	18.3	17.3
FY21	8,720.4	(4.7)	49.3	(26.5)	73.0	50.9	11.8	11.3
FY22	10,297.8	18.1	61.3	24.4	58.7	41.4	13.3	13.3
FY23P	14,442.2	40.2	106.5	73.7	33.8	25.4	19.4	18.8
FY24E	15,684.0	8.6	124.1	16.5	29.0	22.4	19.8	18.5
FY25E	17,063.2	8.8	138.3	11.4	26.0	19.6	19.3	25.4

Source: Company, ICICI Direct Research

Exhibit 10: SOTP valuation

	Amount	Remarks
Two-wheeler business-Royal Enfield		
FY25E EPS (₹)	123	
Target PE multiple(x)	30.0	Valued RE business at 30x P/E
Per share value (₹)	3,675	
Target market cap (₹ crore)	1,00,509	
CV business-VECV		
FY25E PAT (₹ crore)	879	
Target PE multiple(x)	28.0	Valued VECV business at 28x P/E
Target market cap (₹ crore)	24,600	
Contribution towards EML	0.54	EML has 54.4% stake in VECV
Target market cap towards EML (₹ crore)	13,382	
Per share value-VECV Eicher (₹)	490	
Total target market cap (₹ crore)	1,13,892	
Per share value (₹)	4,165	

Source: ICICI Direct Research

Financial Summary

Exhibit 11: Profit and loss statement				
	₹ crore			
(Year-end March)	FY22	FY23P	FY24E	FY25E
Total operating Income	10,297.8	14,442.2	15,684.0	17,063.2
Growth (%)	18.1	40.2	8.6	8.8
Raw Material Expenses	5,616.7	7,780.7	8,667.4	9,406.5
Employee Expenses	821.0	1,001.9	1,044.4	1,132.7
Other Expenses	1,349.4	1,784.8	1,854.3	1,933.3
Total Operating Expenditure	8,125.6	10,998.6	11,844.2	12,775.1
EBITDA	2172.2	3443.6	3839.8	4288.2
Growth (%)	21.9	58.5	11.5	11.7
Depreciation	451.9	526.2	588.2	656.9
Interest	18.8	28.0	25.2	22.7
Other Income	440.8	595.1	763.9	809.8
PBT	2,142.3	3,484.5	3,990.3	4,418.3
Others	0.0	0.0	0.0	0.0
Total Tax	525.9	885.7	1,005.6	1,113.4
PAT	1676.6	2913.9	3395.5	3782.8
Growth (%)	24.5	73.8	16.5	11.4
EPS (₹)	61.3	106.5	124.1	138.3

Source: Company, ICICI Direct Research

Exhibit 12: Cash flow statement				
	₹ crore			
(Year-end March)	FY22	FY23P	FY24E	FY25E
Profit after Tax	1,676.6	2,913.9	3,395.5	3,782.8
Add: Depreciation	451.9	526.2	588.2	656.9
(Inc)/dec in Current Assets	-570.1	-134.0	-368.7	-261.6
Inc/(dec) in CL and Provisions	453.1	177.3	464.8	313.6
CF from operating activities	1570.7	2888.3	3315.8	3682.0
(Inc)/dec in Investments	-3,786.7	-4,329.7	-1,500.0	-1,800.0
(Inc)/dec in Fixed Assets	-633.5	-759.0	-1,000.0	-1,000.0
Others	346.8	730.0	571.1	617.7
CF from investing activities	-4073.4	-4358.6	-1928.9	-2182.3
Issue/(Buy back) of Equity	0.0	0.0	0.0	0.0
Inc/(dec) in loan funds	-98.6	136.9	-50.0	-50.0
Dividend paid & dividend tax	-574.1	-1,012.0	-1,230.8	-1,367.5
Others	67.5	480.3	0.0	0.0
CF from financing activities	-605.2	-394.8	-1280.8	-1417.5
Net Cash flow	-3,108.0	-1,865.1	106.1	82.2
Opening Cash	5,830.2	2,722.2	857.1	963.2
Closing Cash	2722.2	857.1	963.2	1045.4

Source: Company, ICICI Direct Research

Exhibit 13: Balance Sheet				
	₹ crore			
(Year-end March)	FY22	FY23P	FY24E	FY25E
Liabilities				
Equity Capital	27.3	27.4	27.4	27.4
Reserve and Surplus	12,580.7	14,962.9	17,127.7	19,543.0
Total Shareholders funds	12608.0	14990.3	17155.0	19570.4
Total Debt	58.8	195.7	145.7	95.7
Deferred Tax Liability	220.1	291.3	291.3	291.3
Others	389.6	618.5	577.3	537.1
Total Liabilities	13276.5	16095.8	18169.3	20494.5
Assets				
Gross Block	4,619.2	5,410.9	5,910.9	7,410.9
Less: Acc Depreciation	2,194.8	2,721.0	3,309.2	3,966.1
Net Block	2424.4	2689.9	2601.7	3444.8
Capital WIP	504.8	472.1	972.1	472.1
Total Fixed Assets	2,929.2	3,162.0	3,573.8	3,916.9
Investments	7,720.6	12,320.7	13,970.7	15,920.7
Inventory	1,132.4	1,278.4	1,503.9	1,636.2
Debtors	302.0	368.9	429.7	467.5
Others	1,037.7	958.9	1,041.3	1,132.9
Cash	2722.2	857.1	963.2	1045.4
Total Current Assets	5,194.4	3,463.3	3,938.1	4,282.0
Creditors	1,788.1	1,810.4	2,148.5	2,337.4
Provisions	150.7	155.5	184.5	200.7
Others	985.8	1135.9	1233.6	1342.1
Total Current Liabilities	2,924.5	3,101.8	3,566.6	3,880.2
Net Current Assets	2269.9	361.5	371.5	401.7
Other Non current asset	356.7	251.6	253.2	255.1
Application of Funds	13276.5	16095.8	18169.3	20494.5

Source: Company, ICICI Direct Research

Exhibit 14: Key ratios				
(Year-end March)	FY22	FY23P	FY24E	FY25E
Per share data (₹)				
EPS	61.3	106.5	124.1	138.3
Cash EPS	77.9	125.8	145.7	162.3
BV	461.2	548.1	627.2	715.6
DPS	21.0	37.0	45.0	50.0
Cash Per Share	310.3	400.3	459.1	527.9
Operating Ratios (%)				
EBITDA Margin	21.1	23.8	24.5	25.1
PBT / Net sales	16.7	20.2	20.7	29.7
PAT Margin	16.3	20.2	21.6	22.2
Inventory days	40.1	32.3	35.0	35.0
Debtor days	10.7	9.3	10.0	10.0
Creditor days	63.4	45.8	50.0	50.0
Return Ratios (%)				
RoE	13.3	19.4	19.8	19.3
RoCE	13.3	18.8	18.5	25.4
RoIC	44.1	71.9	80.0	100.5
Valuation Ratios (x)				
P/E	58.7	33.8	29.0	26.0
EV / EBITDA	41.4	25.4	22.4	19.6
EV / Net Sales	8.7	6.1	5.5	4.9
Market Cap / Sales	9.6	6.8	6.3	5.8
Price to Book Value	7.8	6.6	5.7	5.0
Solvency Ratios				
Debt/Equity	0.0	0.0	0.0	0.0
Current Ratio	1.0	1.0	1.0	1.0
Quick Ratio	0.5	0.5	0.5	0.5

Source: Company, ICICI Direct Research

Exhibit 15: 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)	370	420	Hold	23,497	17.4	28.5	33.1	21.3	13.0	11.2	8.4	6.0	5.3	9.8	14.8	15.6	8.6	12.7	13.3
Ashok Leyland (ASHLEY)	149	185	Buy	43,614	3.9	6.8	8.3	38.4	22.0	17.9	17.0	12.0	10.0	15.9	23.3	27.8	14.1	22.0	23.5
Bajaj Auto (BAAUTO)	4,520	4,530	Hold	1,30,795	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)	2,220	2,170	Hold	42,916	52.1	77.5	95.9	42.6	28.6	23.1	30.7	19.3	15.7	8.6	15.8	19.2	13.2	17.3	18.7
Bharat Forge (BHAFOR)	774	980	Buy	36,035	10.9	25.1	32.6	70.9	30.8	23.7	23.1	16.6	13.7	6.8	11.0	13.4	8.0	15.5	17.7
Eicher Motors (EICMOT)	3,600	4,165	Buy	98,388	106.5	124.1	138.3	33.8	29.0	26.0	25.4	22.4	19.6	18.8	18.5	25.4	19.4	19.8	19.3
Escorts Kubota (ESCORT)	2,050	2,450	Buy	27,048	46.0	72.8	86.6	44.6	28.2	23.7	31.8	21.7	17.2	7.4	10.4	11.8	8.3	10.4	11.3
Hero Moto (HERHON)	2,585	2,840	Hold	51,624	145.7	182.6	199.7	17.7	14.2	12.9	10.9	8.7	7.9	18.9	22.7	23.6	17.4	20.4	20.9
M&M (MAHMAH)	1,245	1,665	Buy	1,54,741	54.9	66.3	75.3	22.7	18.8	16.5	14.6	12.4	10.4	13.1	14.3	15.4	16.6	15.9	15.9
Maruti Suzuki (MARUTI)	9,261	11,000	Buy	2,79,756	266.5	354.9	422.5	34.8	26.1	21.9	21.4	16.3	13.5	12.8	16.0	17.4	13.3	15.9	16.7
Uno Minda (MININD)	552	630	Buy	31,549	11.5	15.6	18.6	48.1	35.3	29.7	25.0	19.8	17.0	15.2	18.0	19.2	16.3	18.4	18.2
Tata Motors (TATMOT)	512	530	Buy	1,96,045	-3.1	24.3	35.8	-167.2	21.1	14.3	7.1	4.8	3.8	7.9	15.1	18.6	-2.5	16.3	19.4

Source: Company, ICICI Direct Research

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