

CMP: INR 2,929

Rating: Accumulate

Target Price: INR 3,285

Stock Info

BSE	500520
NSE	M&M
Bloomberg	MM IN
Reuters	MAHM.BO
Sector	Auto- Cars & Jeeps
Face Value (INR)	5
Equity Capital (INR mn)	5996
Mkt Cap (INR mn)	36,39,808.9
52w H/L (INR)	2945/1366
Avg Yearly Vol (in 000')	20

We attended the Mahindra Group Investor Day and met with senior management of Mahindra & Mahindra to discuss recent developments and future outlook. Key takeaways from the conversation include: 1) Maintaining an 18% ROE and targeting 15%-20% EPS growth. 2) Positioned well with strong execution, brand strength, and positive momentum for the next three years. 3) Confident in achieving a mid to high teen growth rate in FY25. 4) Reaffirmed FY25-FY27 guidance, expecting substantial volume growth with moderated market share adjustment. 5) Aiming for a 25-30% EV portfolio by 2030, considering hybrid models based on market demand. 6) Emphasizing sustainable growth through lifestyle products and premium segments for competitive advantage.

Farm Equipment Segment (FES) Growth Driven by New Product

The company targets a 7-8% market share and INR 100,000 Mn revenue, aiming for cash breakeven and a top 40 leadership position with 7% MS. Despite lower tractor sales volumes, it achieves a robust 17.6% margin, underscoring profitability and efficiency. A significant INR 50,000 Mn investment will further boost its farm segment. Growth is focused on the North and West regions, supported by favorable farmer terms, increased rural investments, and beneficial monsoons. The new OJA product has enhanced market share (41.6% internationally and 5% globally, excluding China). With 30 years in the US and successful marketing like the Swaraj Dhoni campaign, the company strengthens its brand. It aims to maintain industry leadership through new products, expanded reach, operational efficiencies, and strategic investments.

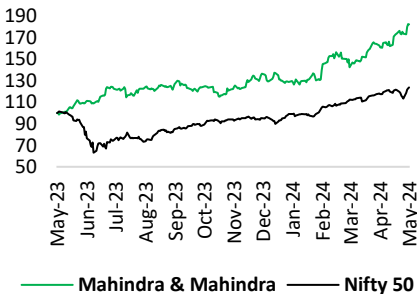
Shareholding Pattern %

(As on March, 2024)

Promoters	19.32
Public and others	80.68

Stock Performance (%)	1m	3m	12m
M&M	3.6	24.9	81.7
Nifty	21.6	12.1	21.6

M&M Vs Nifty



Dominating the EV Market with Upcoming Launches

The company leads the EV market with innovative products and plans to launch 4 new EV models by 2030, including electric versions of the XUV, Thar, Scorpio, and Bolero under its 'Born EV' lineup. Rapid e3W electrification, doubling market share to 18% in a year, reflects strong demand, with a 60-channel distribution network expansion improving accessibility. Proactive battery tech initiatives, like in-house manufacturing and localized cell production plans within 12-18 months, ensure cost-efficiency and supply chain resilience, boosting competitiveness in the lucrative e-rickshaw segment and deterring new entrants. The new lineup garnered exceptional feedback, reflecting both its compelling aesthetic and innovative technology. Their strategic plan includes a phased launch of these Electric Passenger Vehicle, starting in the FY25.

Unlocking Growth Potential in the Intra-City Logistics LCV Segment

M&M aims to drive growth by expanding its LCV lineup, focusing on the underserved intra-city logistics segment with multi-fuel options in large (1.7-2 tonnes) and medium (1.3-1.5 tonnes) categories. With a dominant 49% market share in small LCVs like Supro and Jeeto, the company recognizes the gap in single and double cabin options for intra-city logistics. By launching seven new LCVs by 2030, including electric variants, M&M targets rising demand from global e-commerce and on-demand delivery services. This strategy diversifies its portfolio, enhances sustainability, and strengthens competitiveness in the evolving transportation market.

Outlook and valuation

At the standalone level, Mahindra & Mahindra is India's largest tractor manufacturer with a 41.6% market share in FY24 and ranks first globally in SUVs and LCVs by volume. The revenue mix for FY24 stands at approximately 74% automotive and 26% tractors. The company is optimistic about the growth prospects for SUVs in India and tractors globally, driven by its robust model cycle and strong order book. Anticipating a 5% YoY growth in the tractor industry for FY25, Company expects stronger growth in the northern and western regions compared to the southern region, supported by successful product launches like OJA and the Target tractor series. However, **we maintain our Accumulate rating on the stock with a revised SOTP-based target price of INR 3,285 per share (Previous TP INR 2,731). (15.5x FY27E standalone EV/EBITDA; 20% hold co. discount to investments, INR 300/share value accrued for its Electric PV arm).**

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Mahindra & Mahindra- Investor Day Takeaways

The company maintains its 18% ROE commitment and targets 15%-20% EPS growth. With strong execution, brand, and momentum, it's well-positioned for the next three years. Company confident of mid to high teen growth rate in FY25. The FY25-FY27 guidance was reaffirmed, foreseeing substantial volume growth alongside a moderation in market share. Looking forward, Company aims to have 25-30% of their portfolio comprised of EV by 2030, while also considering hybrid models based on market demand. They emphasize sustainable growth through lifestyle products and premium segments to sustain competitive advantage.

SUVs

Company plans to expand its SUV production from 588,000 units annually to 864,000 units by FY 2026. This ambitious growth plan underscores M&M's commitment to meeting rising demand and solidifying its market leadership in the SUV segment.

Incremental Capacity Addition: Company will add 180,000 units in FY25, with 120,000 dedicated to EVs and the rest for ICE models like the 5-door Thar and XUV3XO/400, followed by an additional 96,000 units in FY26 solely for EV.

Order Backlog: High demand with waiting periods stretching into months. Pending orders ~220,000 SUVs.

Recent Launch: XUV 3XO, a facelift of the compact SUV XUV300, showing strong bookings and market share gains.

New Launch in EV: Company aims to launch 7 new EV models by 2030, including electric versions of the XUV, Thar, Scorpio, and Bolero under its 'Born EV' lineup.

Investment: M&M plans to invest ~ INR 27,000 crore in its auto division over the next 3 years (FY25-27), with ~70-80% earmarked for product development and the remainder for capacity expansion. Specifically, INR 8,500 crore will fund SUVs and ICE vehicles, while INR 4,000 crore is allocated to the CV segment. The board has also approved INR 12,000 crore investment in Mahindra Electric Automobile Ltd. for expanding its Electric Vehicle unit over the same period.

Future Portfolio: Develop 9 ICE SUVs by the end of the decade, with 6 new models and 3 upgrades.

LCV MS: 49% in LCV (<3.5T) sales (FY24). Additionally, it holds a ~58.7% market share in the Electric 3-Wheeler segment for the same period.

New Launches in LCV: 7 new LCVs by 2030, targeting under-served segments (1.7-2 tonnes and 1.3-1.5 tonnes). Mahindra & Mahindra provides multi-fuel and electric options for intra-city logistics, alongside their Camper and Maxx ranges for intercity transportation. This dual offering supports their strategy to meet varied transportation needs while promoting sustainable mobility solutions.

Economy

Mahindra & Mahindra's broader strategic initiatives encompass diverse sectors, actively participating in 70% of those contributing to India's GDP growth. Looking ahead, the company aims to expand into new sectors where it can innovate and create significant value.

Geography expansion

With a robust presence in rice plantation equipment, commanding a 40% market share, Company targets further expansion into international markets such as Brazil, Turkey, and ASEAN regions. In North America, they have maintained a strong presence for three decades, highlighted by strong performance in the Midwest and strategic sponsorships like Nascar. The UK and Western Europe are identified as key growth areas for their EV market penetration strategy. Their export strategy focuses on South Africa and Latin America, leveraging models like the XUV700. Looking forward

Battery: Internally, the company focuses on battery manufacturing with in-house production and cell sourcing from China, along with developing robust charging infrastructure to support EV adoption.

CAFE Norms: They are committed to aligning with CAFE III emissions regulations and market requirements.

Mahindra lifespace Developers- Investor Day Takeaways– Subsidiaries

CMP : INR 618 | Market Cap : INR 95.73 Bn | Rating: BUY | Target Price: INR 755

Company to aggressively expand its presence into the Mumbai, Pune, and Bangalore markets, with the goal of growing business in terms of pre- sales, execution and cash flow. Company focuses on the mid-premium and premium segments, expecting to achieve a project IRR of over 20%.

Industrial developers since 1994 with 2 world cities and 3 industrial parks in Ahmedabad, Chennai and Jaipur.

Residential portfolio of 37.3 mn sqft since 1996. Company has strategic partnerships with Actis and HDFC capital.

GDV grew by 4.4x from INR 9.91 in FY20 vs INR 44 in FY24.

Drivers fueling real estate sector in India: Rise in income per capita has increase household demand. Company lays emphasis on Household Income as opposed to individual income since property purchase is considered to have family involvement. Government Norms in terms of RERA and empowerment of NCLT have also boosted demand.

Company has observed consumer shift to branded developers where launches continue to get good traction across all countries.

Pre sales value grew by 3.5x from INR 7.78 bn in FY20 to INR 26.98 bn in FY24. Company has improved its aspiration over the years and target to achieve 5x growth strategy in pre-sales in residential and industrial business to INR 80-100 bn by FY28.

Mahindra's Zen in Bangalore launched in March 24 received strong response with 70% sold in 2 days. Mahindra Vista achieved over INR 8 Bn in sales in just 3 Days this shows customer trust in Mahindra.

Mahindra lifespace provides a wow customer experience with strong brand promise and superior designs. It provides 3D hologram technology in real estate projects that provide immersive and visual experience for potential buyers and investors.

Company has a history of affordable segment and has now shifted to mid- premium and premium segment.

Company is focused on quality construction along with its design philosophy. It has sustainable development projects having 100% green portfolio since 2014.

Company aims to provide superior customer experience with optimum utilisation of space and higher carpet areas for comfortable living. Customer has great belief in brand Mahindra which provides 20+ amenities in society with a promise to keep project eco-friendly.

Company has a strong foundation for construction using eco friendly material. Company to emphasis on project execution to manage the skill at which company is growing.

Mahindra has developed **mLife app for its customers. The mLife app is designed to enhance the customer experience by providing** various services and features which enables customer to make payments securely through app and also providing real-time updates on the construction progress of their booked properties, including photos and videos of construction milestones.

Company has launched HappiEdge for its channel partner. 70% of the company's business comes through channel partners. This app provides one- stop solution about all aspects of business with latest project track record. It also provide information about the commission they have earned.

Company focuses on 3 core markets – Mumbai, Pune and Bangalore. Company has exciting launches including Mahindra Vista Phase 2, Mahindra Citadel Phase 3, Mahindra Codename Crown Phase 2 along with two redevelopment project in MMR region in malad and bandra over the next 12 months.

Company focuses at 3 parameters first being prime location having 60% share in Mumbai and 20% each in Pune and Bangalore. Company persists in conducting solid micro market analysis and proactively looking for deals that are attractive. Company aims to have larger projects over scattered project. Company seeks out outright sales in pune and Bangalore market, ensuring IRR don't get impacted. For MRR region company plans to have JDAs along with society redevelopment projects.

The Company has observed escalation in costs and is ensuring accuracy in costing assumptions to meet and deliver projected IRR.

Mahindra as a brand gives company a good pull where customer have huge amount of comfort and trust to Mahindra.

Outlook and valuation:

Considering strong scalability and capability to grow multi fold over next 5 years, supported by real estate upcycle trend, strong BD pipeline, uptick in the blended realisations. Company has a strong pipeline of new phases launch of Mahindra Vista, Mahindra Citadel, Mahindra Codename along with two redevelopment project which will support pre sales growth in coming years, we have a BUY rating with a TP of INR 755 based on NAV and DCF method of valuation.

Tech Mahindra - Investor Day Takeaways– Subsidiaries
CMP INR 1,371 | Market Cap INR 1339,856 Mn | View: Positive

The company targets EBIT margins above 15% by FY27E with ongoing margin improvement initiatives like Project Fortius. These efforts are bolstered by strong cash generation and a revised capital allocation strategy, aiming for a ROCE surpassing 30% by FY27E.

Margin: The Company aims to achieve a margin of 18% to 19% in the long term, to secure a position among the top three peers in the industry, leveraging its engineering heritage and client base.

Focusing on high-margin digital services, strengthening the digital enterprise applications sector, notably in SAP, SFDC, Oracle, and other platforms, leveraging strong ISV partnerships and recent client wins to drive large-scale global transformations, enhanced by generative AI technologies.

Telecom sector: TechM aims to capitalize on its billion-dollar businesses in financial services, healthcare, life sciences, and emerging sectors like retail and transportation. The strategy involves systematic account penetration and solution capability enhancement to realize growth potential by FY27E

Digital Devices: Tech Mahindra has established itself as a pioneer in digital devices, starting with smartphones and tablets and expanding into smartwatches and small glasses. They are deeply involved in the production of nearly half of the world's smartwatches, showcasing their leadership in wearable technology.

Airport Technology: Their contributions extend to critical airport technologies such as barcode systems, which streamline operations and enhance security. They have also developed advanced Wi-Fi access and camera technologies, further solidifying their role in shaping digital connectivity solutions.

Automotive Advancements: Tech Mahindra has revolutionized vehicle technology by integrating sophisticated settings into cars, positioning their Software-Defined Vehicle (SDV) as the next evolution in automotive innovation akin to the impact of mobile phones. They have also pioneered AI lane detection systems and developed a dedicated car application store for SDV platforms, enhancing user experience and operational efficiency in smart vehicles.

Cloud: cloud computing is evident through their development of robust cloud computing engines tailored for SDVs, offering flexible pay-per-use subscription models. They have also introduced a new app store specifically for SDVs, allowing users to install and trial on-demand applications seamlessly, reflecting their forward-thinking approach to technology deployment and user-centric innovation.

Manufacture: Tech Mahindra has significantly enhanced productivity and reduced operational costs at Mahindra's Chakan facility. They achieved a remarkable 50% improvement in productivity and a 20% reduction in costs through advanced quality control measures, efficient production systems, and predictive supply chain technologies. Their expertise in condition-based equipment monitoring has further boosted efficiency by 50%, underscoring their commitment to operational excellence and technological advancement in industrial settings.

Gen AI: Tech Mahindra is actively pursuing projects like Garuda for generative AI, which has the potential to add \$260 bn in value. Project Indus focuses on delivering agricultural solutions tailored to diverse linguistic contexts, demonstrating their holistic approach to leveraging technology for societal impact and industry leadership.

Corporate Strategy: Comprehensive vision encompasses organic growth, strong client relationships in SAP services, and next-generation technological solutions. Their leadership in manufacturing and telecommunications, coupled with their proactive engagement in data and AI, positions them at the forefront of global technological advancement. They are poised to drive significant value and innovation across industries, shaping the future of digital transformation.

Headcounts: TechM plans to invest in fresh talent as part of its margin expansion program, recognizing the importance of building bench strength for long-term growth, despite potential near-term margin headwinds. Also, company has recently hired several senior leaders, including a new Chief Human Resources Officer (CHRO).

Outlook: Expectations are for growth to rebound in the H2FY25, surpassing the performance seen in FY24. FY25 guidance indicates a temporary downturn in YoY growth, with a turnaround projected in Q1 H1 and annual growth expected by year-end. FY27 goal is to surpass the industry average in revenue growth, aiming for an EBIT margin of 15% and a ROCE >30%. Going forward, we believe better growth for Tech Mahindra, driven by improved performance resulting from restructuring efforts and enhanced synergy with portfolio companies, leading to improvements in both margins and growth opportunities.

M&M Financial Services (MMFS)- Investor Day Takeaways– Subsidiaries

CMP INR 299 | Market Cap INR 369,423 Mn

Guidance

Strategic goals include achieving a robust ROA of 2.5% or higher and maintaining a strong ROE of 18%. The sector aims to sustain stable asset quality, maintaining GS-3 ratios below 4.5% across economic cycles, and retaining a 12% market share in vehicle financing. Diversifying the portfolio to enhance returns and improve overall financial performance remain critical objectives in navigating the evolving financial landscape of India. Non-interest income expansion aims to reduce reliance on interest earnings. Write-offs are expected to decrease, but borrowing costs remain around 8%. Data analytics enhances collection efficiency, reducing staff by 5% YoY. Plans include opening 150 branches in H2FY25. NIMs expected stable at Q4FY24 levels; Q1FY25 loan growth muted due to elections.

The 7 major trends shaping the playbook for Indian financial services include:

Emerging India Opportunity

Rising 'Mass' Affluence

Rise of Ecosystems

AI & GenAI, Digital & Tech Revolution

Increasing Formalization

Growing Financial Inclusion

Premium on Governance

Dominance in Commercial Vehicles and Construction Equipment

Mahindra Finance has made significant strides in its strategic initiatives across various sectors. The company has established a dominant presence in LCV, HCV, and Construction Equipment, solidifying its market position. Their retail lending portfolio has seen growth, capturing incremental market share over the past two years and aiming for sustained improvement over the next 20 years through diversification efforts, particularly in the SME segment.

Expansion and Growth in Retail Lending

The company has capitalized on India's evolving financial landscape, expanding from a 30% opportunity 12 years ago to 60% today, with plans to increase this share by 25%. Adhering to co-lending guidelines and exploring inorganic growth opportunities, Mahindra Finance aligns with seven major trends shaping India's financial services playbook, emphasizing transparency and a high AAA rating.

Commitment to Transparency and Customer-Centricity

In catering to the middle-income segment and adapting to shifting market dynamics, Mahindra Finance is committed to transparent practices and clear terms. Their brand promise, "Bharat ke pass" (with India), underscores their customer-centric approach, exemplified by faster loan processing times and expanded product offerings.

Market Position

With improved asset quality metrics and stable GS3 assets, Mahindra Finance aims for a higher ROA target of 3% while maintaining GS3 below 4.5% across economic cycles. Their 12% market share in wheels and focus on middle-income families further solidify their market leadership and growth trajectory in the financial services sector.

Other highlights

Fraud was uncovered during a management review, prompting the company to establish internal and external investigative teams. The investigation revealed extensive collusion among the company's employees, dealership personnel, and bank staff to create fraudulent accounts.

In response, management conducted a thorough review of the entire portfolio to prevent similar incidents at other locations. Additionally, 50% of the branches transitioned from fully decentralized to centralized second-hand document verification processes to enhance control and oversight.

Outlook

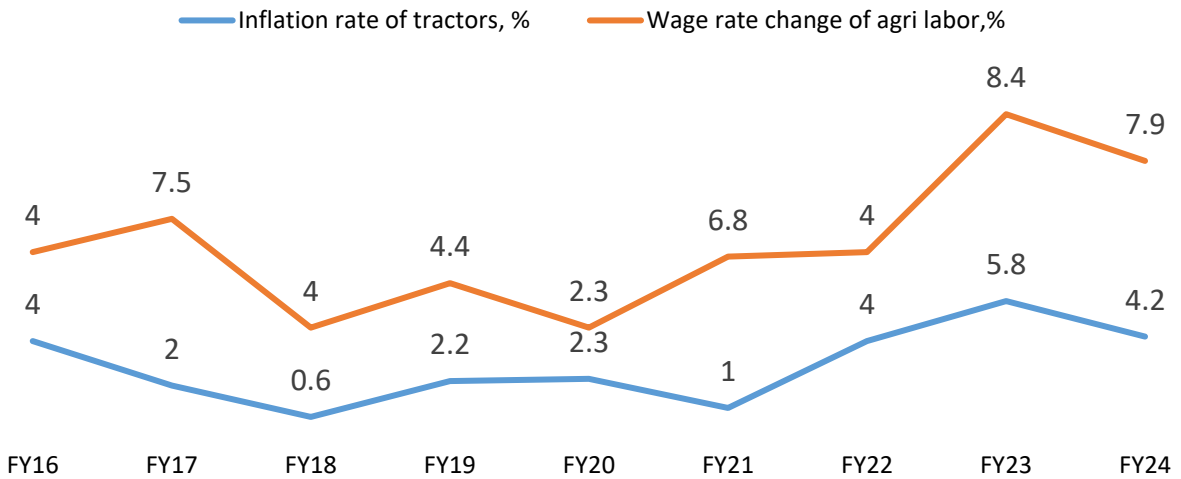
The company has faced challenges with asset quality volatility. Nevertheless, management has implemented measures to enhance stability over time. Targeting a return on assets of 2.5%, supported by improvements in NIMs.

Capitalize on Market Leadership

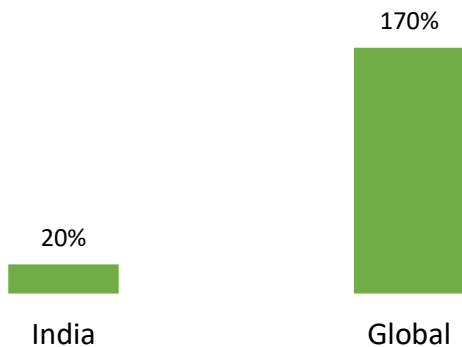
Auto & Farm



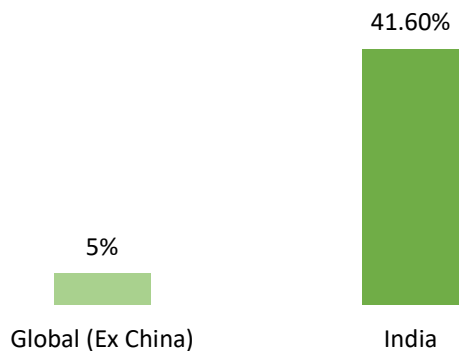
Changing Earner aspirations and increasing labour cost



Farm Machinery as % of Tractor Sales

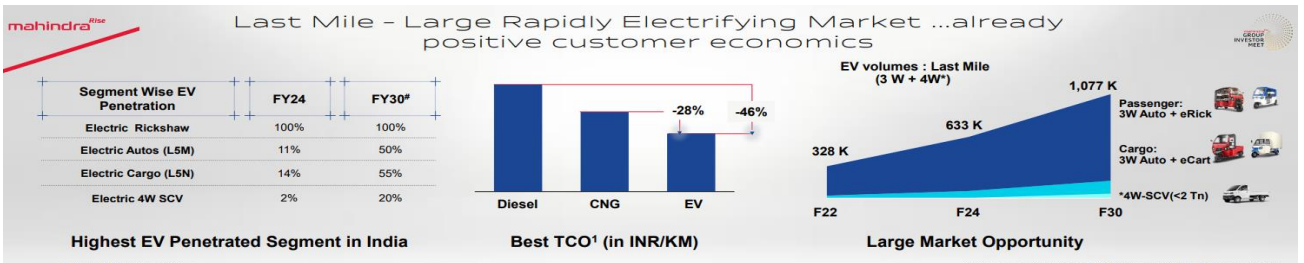


International (Tractors): M&M Tractor Market Share % (in <110 HP Tractor Segment)



Source: Company, Aриhant Research

Strong penetration in E3w from 9% to 18% in FY24



7 Born Electric Vehicle by 2030

At their recent Investor Day, M&M unveiled a bold vision for their future in the EV market. The introduction of the XUV.e, THAR.e, Scorpio.e, and Bolero.e models represents a significant step forward for the company. The new lineup garnered exceptional feedback, reflecting both its compelling aesthetic and innovative technology. Their strategic plan includes a phased launch of these models, starting in the FY25.

#1 SUV Brand

PURPOSE Authentic, Sophisticated and Adventure Ready SUVs with Unmissable Presence

WHO WE ARE

- Internal Combustion Engine: EXPLORE THE IMPOSSIBLE (BOLERO, SCORPIO, XUV, THAR)
- Born Electric Vehicles: INFINITE POSSIBILITIES (BE, XUV.e, THAR.e, SCORPIO.e, BOLERO.e)

WHERE TO PLAY INDIA, SAARC, ANZ, AFRICA & MIDDLE EAST, LATAM, UK (Plan), WESTERN EUROPE (Plan)

HOW TO WIN Customer Focus, Technovation, Value Creation

Source: Company, Arianth Research

SoTP

Listed Subsidiary	Valuation Basis	CMP	M&M stake	% Stake	Mcap (INR Mn)	Value/share
Tech Mahindra Limited		1,371	24,80,22,598	25.5	3,40,039	284
Mahindra & Mahindra Financial Services		299	64,43,99,987	52.2	1,92,676	161
Mahindra Holidays & Resorts		428	13,48,35,922	67.0	57,710	48
Mahindra Lifespace Developers		618	7,93,19,550	51.3	49,019	41
Mahindra EPC Irrigation		172	1,51,44,433	54.3	2,602	2
Swaraj Engines		2,796	63,31,141	34.8	17,702	15
Mahindra Logistics Ltd		467	4,18,12,257	58.1	19,526	16
EV Business (30% Holdco discount)			3,73,222	4.76		300
<i>Listed Subsidiaries (INR mn)</i>					6,79,274	566
						566
Sub Valuations Post Discount (20%)			20%		-	453
						753
Core auto business EV/EBITDA	FY27E	16x				2,531
Value/Share						3285
					CMP	2929
					Upside	12.2%

CMP as on 14th June 2024

M&M Standalone Financial

P&L (INR mn)	FY24	FY25E	FY26E	FY27E
Net sales	987,634	1,188,433	1,303,445	1,432,355
YoY (%)	16.2	20.3	9.7	9.9
Raw material cost	740,064	879,441	964,550	1,059,943
Employee Cost	44,164	50,347	57,899	66,584
Admin Expenses	76,745	98,640	104,276	114,588
Total expenses	860,973	1,028,428	1,126,725	1,241,115
EBIDTA	126,662	160,005	176,721	191,240
(%)	12.8%	13.5%	13.6%	13.4%
Depreciation	34,389	37,011	39,585	42,159
EBIT	116,833	122,994	137,136	149,081
Interest	1,388	1,411	1,414	1,411
Other income	19,384	22,051	25,734	26,000
PBT	134,830	143,635	161,456	173,669
(-) Tax	(27,652)	(33,448)	(37,546)	(40,355)
Tax/ PBT	(20.5)	(23.3)	(23.3)	(23.2)
PAT	107,178	110,187	123,909	133,314
YoY (%)	63.7	2.8	12.5	7.6
PAT(%)	10.9%	9.3%	9.5%	9.3%
Extraordinary	-	-	-	-
Reported Profit	107,178	110,187	123,909	133,314
B/Sheet (INR mn)	FY24	FY25E	FY26E	FY27E
Equity capital	5,996	5,996	5,996	5,996
Reserves	516,769	596,934	690,820	794,111
Net worth	522,766	602,930	696,816	800,107
Total Loans	15,849	13,851	11,854	9,858
Def Tax Liability	15,551	15,551	15,551	15,551
Assets held for sale				
Total Liabilities	554,165	632,331	724,221	825,516
Gross Block	155,860	169,760	183,660	197,560
Less: Acc. depreciation	34,389	37,011	39,585	42,159
Net block	121,472	132,749	144,075	155,401
Investments	356,932	376,063	379,097	379,888
Inventories	95,048	101,158	110,948	121,921
Debtors	45,495	49,520	54,312	59,684
Cash	55,259	64,382	118,972	182,487
Loans and advances	97,021	131,959	142,310	153,913
Other Current assets	32,498	32,953	33,415	33,882
Current assets	325,322	379,972	459,957	551,887
Current liabilities	231,080	231,080	231,080	231,080
Current liabilities & Provisions	249,560	256,453	258,909	261,661
Net current assets	75,761	123,519	201,048	290,226
Total Assets	554,165	632,331	724,221	825,516

Source: Company, Arianth Research

M&M Standalone Financial

Cash Flow	FY24	FY25E	FY26E	FY27E
Net Profit	107,178	110,187	123,909	133,314
Depreciation	34,389	37,011	39,585	42,159
Deferred tax	(27,652)	(33,448)	(37,546)	(40,355)
Change in W/C	(13,680)	(38,869)	(22,939)	(25,663)
Operating cash flow	100,234	74,882	103,009	109,455
Change in intangible	(2,135)	18,749	2,648	402
Capex	(15,856)	(13,900)	(13,900)	(13,900)
Investments	(28,457)	(19,131)	(3,034)	(791)
Investing cash flow	(39,837)	(32,328)	(14,985)	(12,510)
Free Cash Flow	82,990	59,571	87,695	94,144
Dividend	(30,023)	(30,023)	(30,023)	(30,023)
Equity	12,043	-	-	-
Debt	(30,588)	(1,998)	(1,997)	(1,996)
Financing cash flow	(48,568)	(32,021)	(32,020)	(32,019)
Net change in cash	10,442	9,122	54,590	63,515
Opening cash	44,817	55,259	64,382	118,972
Closing cash	55,259	64,382	118,972	182,487

Key Ratios	FY24	FY25E	FY26E	FY27E
EPS	89.4	91.9	103.3	111.2
	64%	3%	12%	8%
P/E (Standalone)	26.5	25.8	23.0	21.3
EV/EBDITA (x)	19.3	15.1	13.3	12.0
Book value	436	503	581	667
P/B (x)	5.4	4.7	4.1	3.6
Subsidiary Valuation	423	423	423	423
EPS (Core EPS)	76.0	80.8	91.0	97.7
P/E (Core)	25.6	24.1	21.4	19.9
EV/EBITDA (Core)	21.8	17.1	15.2	13.7
ROCE	20.7%	18.8%	18.5%	17.4%
ROE	22.4%	19.6%	19.1%	17.8%
Days				
Inventory	42.0	42.0	42.0	42.0
Debtor	15.2	15.2	15.2	15.2
Creditor	66.0	55.7	45.7	35.4

Source: Company, Aриhant Research

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Stock Rating Scale	Absolute Return
BUY	>20%
ACCUMULATE	12% to 20%
HOLD	5% to 12%
NEUTRAL	-5% to 5%
REDUCE	-5% to -12%
SELL	<-12%

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