

India

ADD (no change)

Consensus ratings*: Buy 19 Hold 1 Sell 3

Current price:	Rs1,396
Target price:	Rs1,632
Previous target:	Rs1,639
Up/downside:	16.9%
InCred Research / Consensus:	1.1%
Reuters:	
Bloomberg:	ENDU IN
Market cap:	US\$2,704m
	Rs196,386m
Average daily turnover:	US\$2.0m
	Rs146.5m
Current shares o/s:	140.7m
Free float:	25.0%

*Source: Bloomberg

Key changes in this note

- FY23F-25F net sales increased by 3.5%.
- FY23F-25F EBITDA cut by 3-7%.
- FY23F-25F EPS cut by 4-11%.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	2.7	(4.1)	(26.6)
Relative (%)	(2.4)	(7.7)	(27.4)

Major shareholders	% held
Promoter and Promoter group	75.0
LIC	5.0
UTI Mutual Fund	3.0

Analyst(s)



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Endurance Technologies Ltd

Sales growth momentum is impressive

- 2QFY23 EPS rose 16% qoq to Rs9.3, aided by strong sales momentum but impacted by higher interest cost and taxes, leading to a 11% miss to estimate.
- Strong outperformance vs. industry sales growth & new order wins lifted sales but losses in consolidation of Maxwell led to a 4-11% cut in FY23F-25F EPS.
- Retain ADD rating as stock price correction has brought valuation to below 5-year mean on P/E and EV/EBITDA. New business sales traction is the trigger.

Strong sales growth momentum but in-line EBITDA in 2QFY23

Endurance Technologies' 2QFY23 normalized EBITDA stood at Rs2.7bn, up 5% yoy and 13% qoq, and just 4% below our/Bloomberg consensus estimates. The standalone entity's EBITDA performance was in line with our estimate, while its subsidiary's performance was below expectation. The qoq drop in gross margin (180bp) led to EBITDA margin disappointment for the quarter, which was flat qoq at 11.5, while the sales growth momentum was impressive. Higher interest cost (+200% qoq and yoy) and lower other income led to a flattish yoy EPS, 11% below our/Bloomberg consensus estimates.

Management conference-call highlights

Management indicated that majority stake acquisition in Maxwell and consolidation of losses (Rs61m) impacted consolidated financials, while European operations' EBITDA was flattish yoy. Electric vehicle or EV-related order win worth Rs6bn was the highlight of quarter. It expects new Government of India norms on EV batteries to help convert its ongoing negotiations with clients into orders. Management expects dual channel ABS product approval soon and plans to increase its capacity from 0.4m currently to 1.2m units by 2024F. Management indicated that it would continue to look for niche acquisitions, like the Italian Brenta Braking done in Jul 2022, to expand its after-market sales.

Maxwell consolidation leads to 3-7% FY23F-25F EBITDA cut

The strong 2QFY23 sales growth momentum (+12% qoq and 25% yoy) driven by both Indian and European operations, coupled with strong order book and new wins, led us to upgrade net sales estimates by 3.5% for FY23F-25F. However, EV component start-up Maxwell's merger, effective Jul 2022, and its steep ramp-up cost led us to cut EBITDA estimates by 7% for FY23F and by ~3% for FY24F-25F. Higher interest cost and tax rate in 2QFY23 led to EPS cut of 11% for FY23F and 4-6% cut for FY24F-25F.

Maintain ADD rating with slightly lower target price of Rs1,632

Underperformance in recent months has brought the forward P/E and EV/EBITDA valuation to below 5-year mean (Figs. 16 & 17). With aluminum and power cost pressure easing from their peak levels, we feel strong sales momentum sustenance will help the company to regain profit margin. Retain ADD rating on it with a slightly lower EV/EBITDA-based target price of Rs1,632, or 14x 1-year forward, which is below 5-year mean of 15.6x. Downside risk: Recession in global car market hurting its European entity's profitability.

Financial Summary

	Mar-21A	Mar-22A	Mar-23F	Mar-24F	Mar-25F
Revenue (Rsm)	65,487	75,491	91,233	102,868	114,692
Operating EBITDA (Rsm)	10,419	9,646	11,068	13,770	16,146
Net Profit (Rsm)	5,212	4,606	5,607	7,460	9,094
Core EPS (Rs)	37.7	34.1	39.9	53.0	64.6
Core EPS Growth	(6.2%)	(9.6%)	17.0%	33.0%	21.9%
FD Core P/E (x)	37.68	42.64	35.03	26.33	21.60
DPS (Rs)	6.0	6.3	7.5	8.5	11.0
Dividend Yield	0.51%	0.53%	0.62%	0.69%	0.87%
EV/EBITDA (x)	18.76	20.36	17.77	14.22	11.92
P/FCFE (x)	3,983.50	219.47	(1,339.85)	161.93	48.51
Net Gearing	(2.5%)	(0.1%)	0.8%	(1.1%)	(6.8%)
P/BV (x)	5.51	5.01	4.51	3.95	3.44
ROE	16.1%	12.8%	13.5%	16.0%	17.0%
% Change In Core EPS Estimates			(11.15%)	(5.47%)	(3.90%)
InCred Research/Consensus EPS (x)					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Sales growth momentum is impressive

2QFY23 earnings-call highlights

Cost inflation and margins: Management indicated the sustained impact from higher aluminium and energy prices. However, it expects the benefits from softening of aluminium and steel prices to flow through from 3QFY23F. In 2QFY22, European revenue stood at €57m (+25.8% yoy), and EBITDA at €6.6m (+4.8% yoy). EBITDA margin was at 11.6%, which the company's management said would have been 16% if not for elevated energy cost. The governments in Europe are supportive because of higher energy cost and the company has got support from the Italian government to the extent of 25% in 2QFY23, which would increase to 40% in Oct-Nov 2022F. Discussions with customers are going on, but there is no clarity at this point as they are awaiting energy cost-related policies from their respective governments, which, as per management, should get resolved by Dec 2022F. However, in Oct 2022, a major customer agreed for some energy cost pass-on, which should reflect in the financials from 4QFY23F.

Business orders: In India, for FY23YTD, the company won new business orders worth Rs6,928m from original equipment manufacturers or OEMs other than Bajaj Auto: HMSI (Honda Motorcycle & Scooter India), Hero MotoCorp, Ather Energy, Hero Electric, and Tata Motors. Requests for quotations from OEMs stand at Rs22,822m. In 2QFY23, it won Rs.2,168m worth of orders for the EV component business, which it expects to commence in FY23F and early FY24F and should peak by the end of FY24F. Total wins in the EV component business till date stands at Rs4,891m. In addition to this, the company won a Rs1,200m order from Hero Electric a few days ago for the BMS (Battery Management System) and suspension segments, which should start operations early in FY24F. In Europe, in FY23YTD it won orders worth €42m (vs. €70m orders won in FY22) mainly from Porsche, Daimler, and Stellantis.

Business updates: The disc brake business is growing with the addition of new business from Bajaj Auto, TVS Motor, Royal Enfield, Yamaha, Hero MotoCorp, Ather Energy, and HMSI. It has set up a second brake plant at Waluj for higher volume, which has already started operations. It has already started supplying brake assemblies, suspension and aluminium castings for electric scooters and three-wheelers. The company is also focusing on the e-bicycle segment, especially for suspension, BMS and brake orders. It has already won orders from both Indian OEMs and overseas clients. Due to the rise in orders from Bajaj Auto, Yamaha India, TVS Motor, and Hero Electric, the company has added a new plant at Chakan to help increase supply from 240,000 to 380,000 alloy wheels a month. This plant has already started operations in Jul 2022 and peak volume, according to the company's management, should be achieved by Dec 2022F. Supply of alloy wheels to TVS Motor has commenced from Jul 2022. Endurance Technologies has entered into backward integration for two products, which are import substitutes. In case of aluminium forgings for inverted front forks, supplies have already started at the Aurangabad plant from Apr 2022 for Bajaj Auto and direct exports to KTM. It also won an order for upper bracket aluminium forgings from Hero MotoCorp, which should start in FY24F. As regards wire hoses for ABS applications in mid and high-end bikes, supplies have already commenced last year. After-market sales in 1HQFY23 increased by 16.2% yoy to Rs2,006m. The company is exporting after-market parts to 31 countries and plans to add four more soon. Exports from the India standalone business in 1HFY23 declined by 8.4% yoy to Rs805m because of lower orders for aluminium diecast from European OEMs.

ABS business: The company aims to increase this business in the 150cc+ category of two-wheelers and has started supplying to Bajaj Auto and Royal Enfield. Competition is mostly from Bosch, with the domestic market size being 3-3.5m assemblies p.a. Also, the company is in the process of clearing dual channel ABS assemblies by the end of CY22F and is scaling up additional assembly

lines for the same. The target for ABS business is to reach 600,000 assemblies p.a. soon (from 400,000 currently) and 1.2m assemblies p.a. by 2HCY24F.

Drive shaft – new segment: The company has added drive shaft as a new product vertical for 3W and 2W, including some light commercial vehicles or LCVs. Management believes that it is a high technology proprietary product that has lucrative margins and low competition in India. The company also got orders from TVS Motor and Mahindra & Mahindra, while commercial operations have started with supplies to Bajaj Auto commencing from Jul 2022. It believes that this segment should lead to significant business growth opportunities in future.

New value-add business focus: The 200cc+ motorcycle brake business has already commenced and in case of clutches it will start in 1QFY24F. The company targets to increase its business in 200cc+ motorcycle inverted front forks and adjustable rear mono shock absorbers. For this, it is collaborating with KTM AG and has made a three-year plan. It is also working with KTM to increase the supply of on-road bikes, and also start with off-road motorcycles with high-technology inverted front forks and rear shock absorbers. The company has also commenced supplies of inverter front forks to HMSI, won orders from Hero MotoCorp for front forks for three of its new platforms, and is also engaged with other OEMs for this business. It also targets paper-based clutch assemblies that would replace fork-based clutch assemblies in motorcycles and automotive clutches CVT for scooters, for which it is in the advanced stages of testing with Hero MotoCorp and expects to start supplies from FY24F. It will be focusing on fully finished machine castings as compared to raw and semi-finished castings for 2W, 3W and 4W.

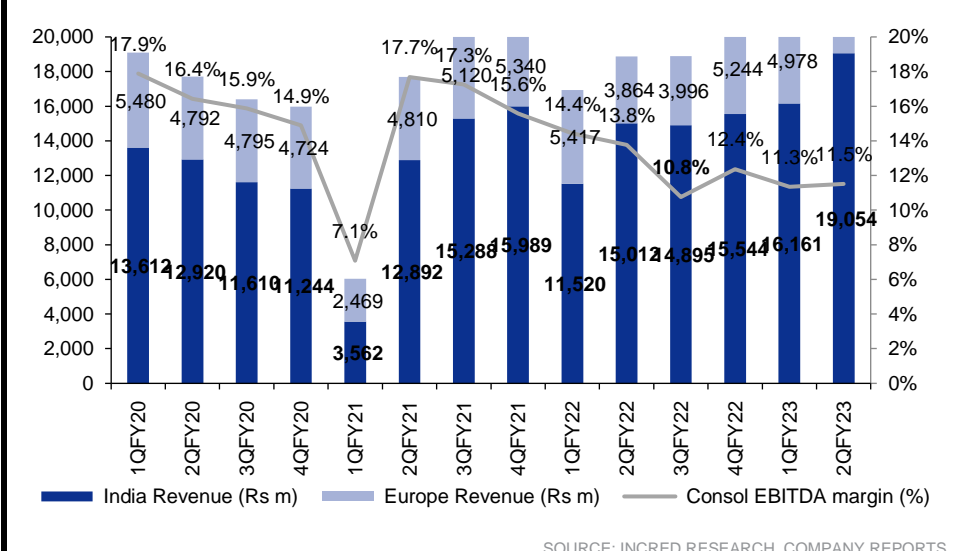
Update on Maxwell: The company has started supplying BMS to Hero MotoCorp for its EV products. It will also focus on exports to automotive as well as industrial equipment segments like forklifts and excavators, which are moving from diesel to electric systems. Management indicated that it has been seeing increased order momentum and potential due to some Indian EV OEMs shifting from protection circuits to BMS and trying to improve localized content to comply with FAME 2 norms. The company's order book stands at Rs1,750m (including a Rs700m order from Hero Electric), with an additional Rs1,250m worth of orders being pursued. For 2QFY22, revenue stood at Rs40m while EBITDA showed a loss of Rs61.5m. Management indicated that the loss was because of employee cost build-up and timing mismatch, as a major order started fructifying later.

Figure 1: Results comparison

FYE Mar (Rs m)	2QFY23	2QFY22	yoy % chg	1QFY23	qoq % chg	1HFY23	1HFY22	yoy % chg	Comments for the quarter
Revenue	23,606	18,876	25.1	21,138	11.7	44,745	35,812	24.9	7% above our estimates.
Raw Materials	14,707	11,058	33.0	12,775	15.1	27,482	20,166	36.3	
RM as % of revenue	62.3	58.6	371.5	60.4	186.6	61.4	56.3	511.0	260bp above our estimates, hit by higher energy costs in Europe.
EBITDA	2,716	2,600	4.5	2,398	13.3	5,114	5,043	1.4	4% below our estimates, hit by lower gross margins.
EBITDA margin (%)	11.5	13.8	(226.9)	11.3	16.3	11.4	14.1	(265.4)	129bp below our estimates, cushioned by lower employee costs.
Depn & amort.	993	940	5.6	991	0.1	1,984	1,923	3.2	In line with our estimates.
EBIT	1,723	1,660	3.8	1,406	22.6	3,129	3,120	0.3	-
Interest expense	61	18	239.7	19	218.5	80	33	146.2	
Other income	84	82	2.8	47	80.2	131	209	(37.3)	16% below our estimates.
Pretax profit	1,747	1,724	1.3	1,434	21.8	3,180	3,297	(3.5)	9% below our estimates.
Tax	432	391	10.5	297	45.3	729	756	(3.7)	
Tax rate (%)	24.7	22.7	205	20.7	400	22.9	22.9	(3)	
Normalised Net profit	1,315	1,333	(1.4)	1,137	15.7	2,452	2,540	(3.5)	12% below our estimates due to higher tax rate.
Exceptionals	-	-	-	(103)	nm	(103)	(242)	nm	1QFY23 exceptional towards Voluntary Separation Scheme (VSS).
Reported net profit	1,315	1,333	(1.4)	1,034	27.2	2,349	2,299	2.2	
Normalised EPS (Rs)	9.3	9.5	(1.4)	8.1	15.7	17.4	18.1	(3.5)	

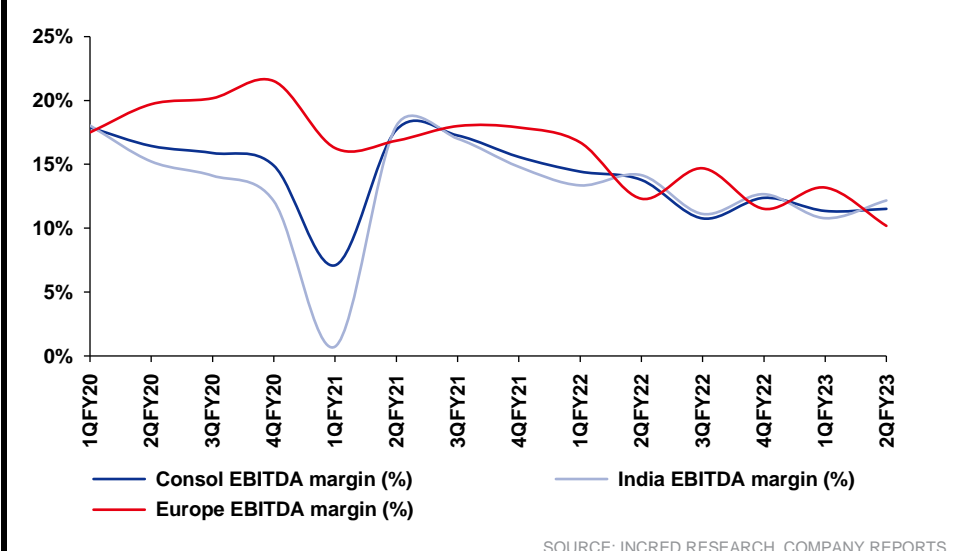
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 2: Consolidated entity's sales and EBITDA margin trend



Higher energy cost dented margins in the European business to the tune of ~440bp in 2QFY23, as per management. Policies regarding price caps and subsidies from various European governments as well as price negotiations with customers should, in our view, provide some relief going ahead. Benefits of lower aluminium and steel prices should also flow in from 3QFY22F.

Figure 3: EBITDA margin profile for Indian and European operations



Though energy cost cooled off from its peak, it continues to remain volatile as supply disruption remains a cause of concern.

Figure 4: European natural gas prices collapsed from their peak levels but are still elevated

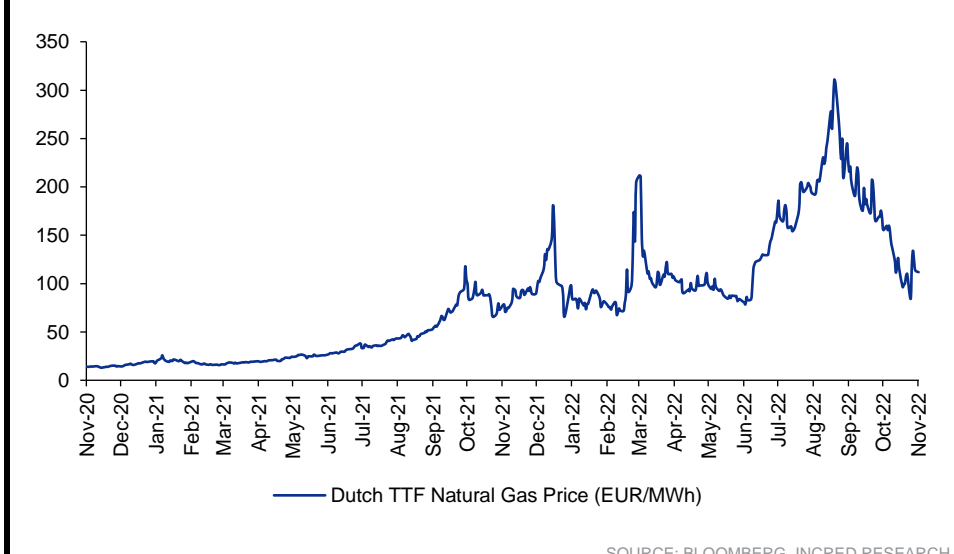
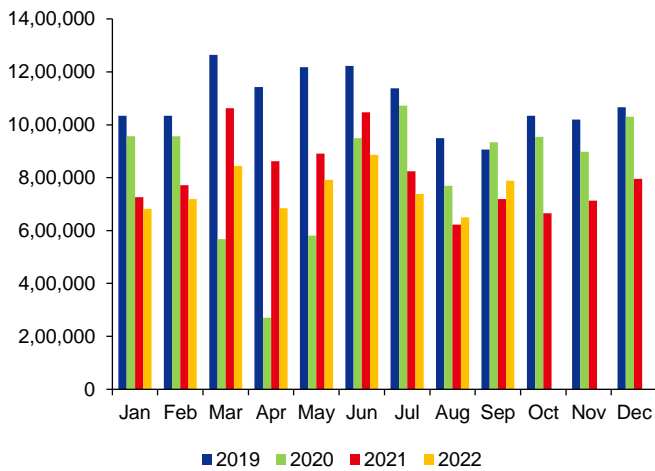
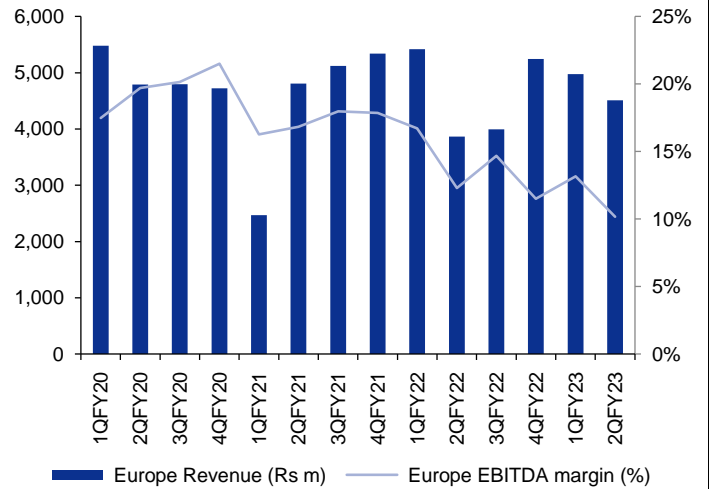


Figure 5: Europe's new car registrations yet to recover



SOURCE: EUROPEAN AUTOMOBILE MANUFACTURERS ASSOCIATION (ACEA), INCRED RESEARCH

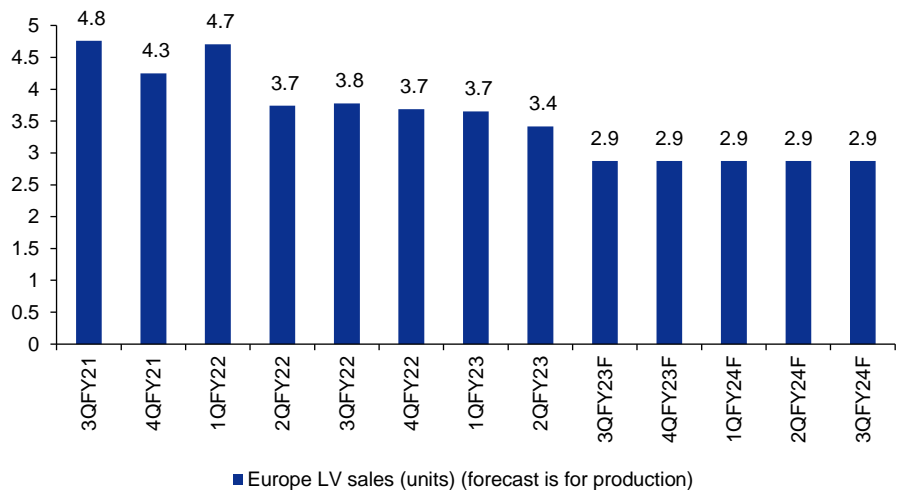
Figure 6: EBITDA margin still near lows led by higher energy cost



SOURCE: INCRED RESEARCH, COMPANY REPORTS

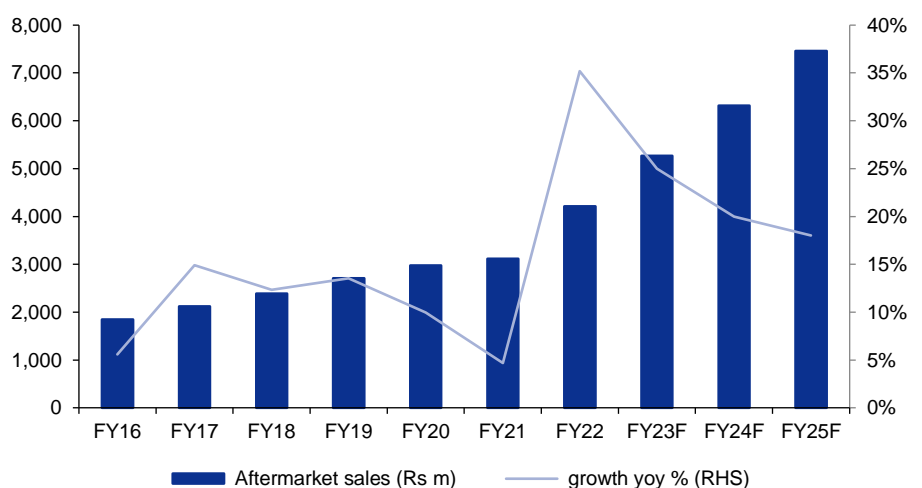
As per S&P Global Mobility, starting in 4QCY22F through 2023F, quarterly production from Europe-based auto manufacturing plants is forecast to be in the range of 4-4.5m units per quarter, predicting moderate growth. However, with potential utility restrictions, OEM output could be reduced to as low as 2.75-3m units per quarter.

Figure 7: Disruption of energy supplies led S&P Global Mobility to forecast a bear-case scenario of ~2.9m units of production per quarter in Europe



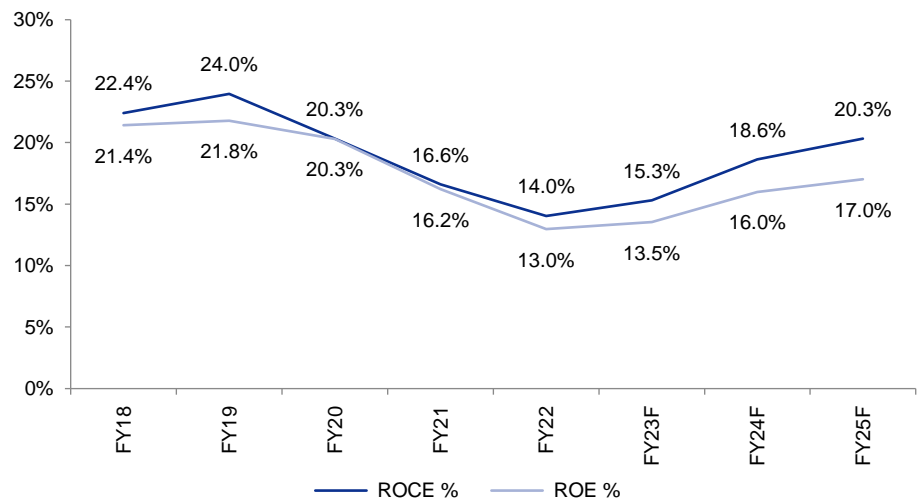
SOURCE: MARKLINES, S&P GLOBAL ESTIMATES, INCRED RESEARCH

Figure 8: Endurance Technologies' after-market sales witness a strong ramp-up



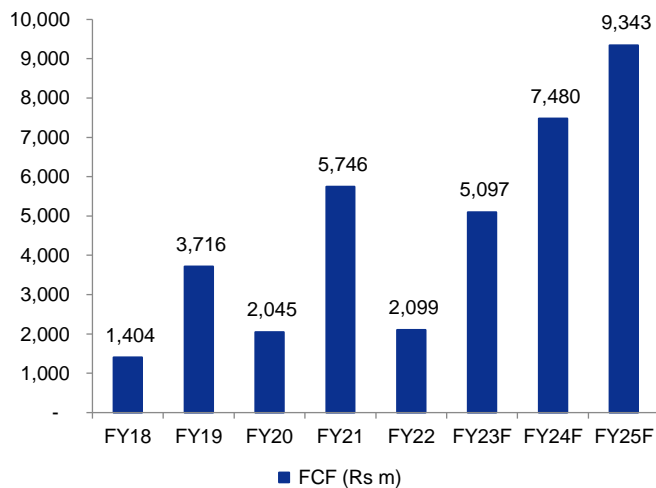
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 9: Return ratios seem to be bottoming out, as seen from new product benefits yield in FY23F-25F



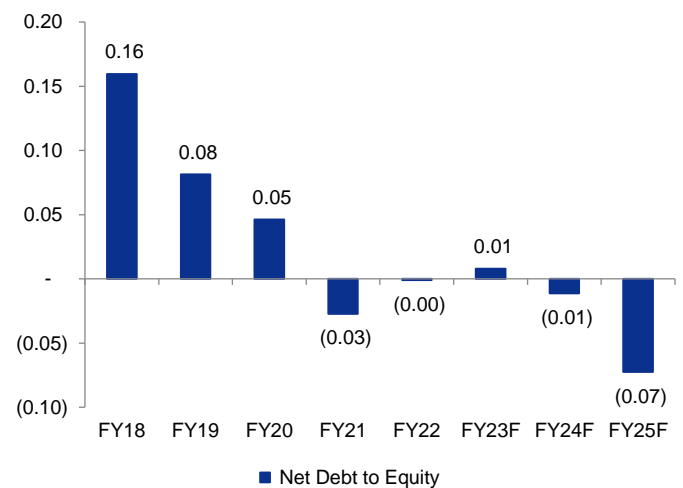
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 10: FCF expected to bounce back



SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 11: Sustains net cash position



SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 12: Segment-wise revenue and product mix

Segment-wise revenue (Rs m)	FY20	FY21	FY22	FY23F	FY24F	FY25F
Shock Absorbers	18,738	18,528	20,381	24,457	26,903	29,324
Disc brake assembly (incl rotary disc)	4,983	4,696	5,541	6,982	8,099	9,233
Alloy wheels	3,321	3,092	4,019	5,225	6,270	7,398
Clutch and clutch parts	4,449	3,582	4,120	4,944	5,438	5,873
Aluminium die casting parts	31,189	28,980	33,636	39,700	44,253	49,095
Other operating revenue	6,498	6,592	7,793	9,926	11,905	13,769
Consolidated Revenue	69,177	65,470	75,491	91,233	1,02,868	1,14,692
growth yoy %	-7.9%	-5.4%	15.3%	20.9%	12.8%	11.5%
Product segment mix %						
Shock Absorbers	27.1%	28.3%	27.0%	26.8%	26.2%	25.6%
Disc brake assembly (incl rotary disc)	7.2%	7.2%	7.3%	7.7%	7.9%	8.1%
Alloy wheels	4.8%	4.7%	5.3%	5.7%	6.1%	6.5%
Clutch and clutch parts	6.4%	5.5%	5.5%	5.4%	5.3%	5.1%
Aluminium die casting parts	45.1%	44.3%	44.6%	43.5%	43.0%	42.8%
Other operating revenue	9.4%	10.1%	10.3%	10.9%	11.6%	12.0%

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 13: Key assumptions (Rs m)

	FY20	FY21	FY22	FY23F	FY24F	FY25F
India Revenue	49,386	47,730	56,971	70,981	80,291	89,482
growth yoy %	-9%	-3%	19%	25%	13%	11%
Europe revenue	19,791	17,740	18,519	20,253	22,577	25,209
growth yoy %	-5.4%	-10.4%	4.4%	9.4%	11.5%	11.7%
Consolidate revenues	69,177	65,470	75,491	91,233	1,02,868	1,14,692
growth yoy %	-7.9%	-5.4%	15.3%	20.9%	12.8%	11.5%
Consolidated EBITDA	11,308	10,402	9,646	11,068	13,770	16,146
EBITDA margin %	16.3%	15.9%	12.8%	12.1%	13.4%	14.1%
Normalised PAT	5,655	5,308	4,848	5,607	7,460	9,094
EPS (Rs)	40.2	37.7	34.5	39.9	53.0	64.6
growth yoy %	9.6%	-6.1%	-8.7%	15.7%	33.0%	21.9%

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 14: Our revised earnings estimates

Rs m	FY23F		FY24F		FY25F	
	Old	New	Old	New	Old	New
Net Sales	88,181	91,233	99,440	1,02,868	1,10,894	1,14,692
% change		3.5%		3.4%		3.4%
EBITDA	11,900	11,068	14,273	13,770	16,599	16,146
% change		-7.0%		-3.5%		-2.7%
EBITDA margin	13.5%	12.1%	14.4%	13.4%	15.0%	14.1%
bp change		(136)		(97)		(89)
PAT	6,310	5,607	7,891	7,460	9,462	9,094
% change		-11.1%		-5.5%		-3.9%
EPS (Rs)	45	40	56	53	67	65
% change		-11.1%		-5.5%		-3.9%

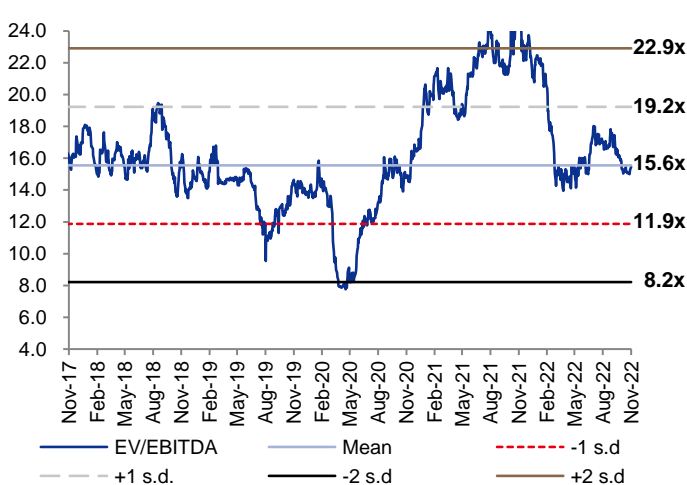
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 15: Target price calculation methodology

1-year forward EBITDA (Rs m)	15,215
EV/EBITDA multiple (x)	14
EV (Rs m)	2,13,010
Net Debt (Rs m)	(16,559)
No. of shares (m)	141
Target Price (Rs)	1,632

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 16: Forward EV/EBITDA valuation at mean level



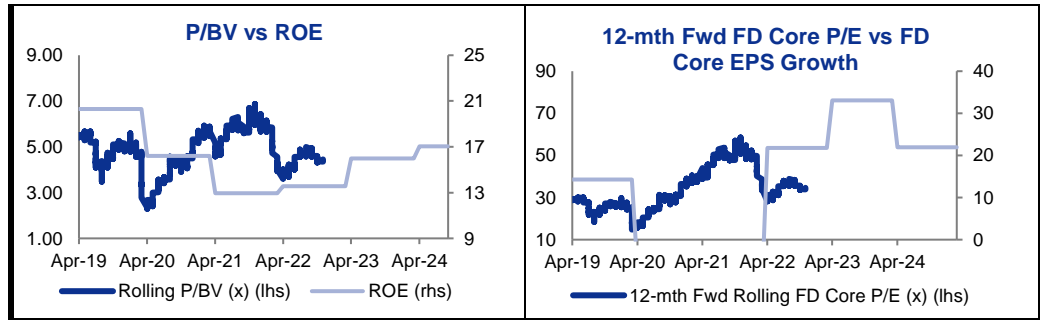
SOURCES: BLOOMBERG, INCRED RESEARCH ESTIMATES, COMPANY REPORTS

Figure 17: Forward P/E valuation below mean level



SOURCES: BLOOMBERG, INCRED RESEARCH ESTIMATES, COMPANY REPORTS

BY THE NUMBERS



Profit & Loss

(Rs m)	Mar-21A	Mar-22A	Mar-23F	Mar-24F	Mar-25F
Total Net Revenue	65,487	75,491	91,233	102,868	114,692
Gross Profit	29,781	31,290	35,763	41,353	46,794
Operating EBITDA	10,419	9,646	11,068	13,770	16,146
Depreciation And Amortisation	(3,991)	(3,817)	(4,199)	(4,619)	(4,988)
Operating EBIT	6,427	5,829	6,870	9,151	11,158
Financial Income/(Expense)	(138)	(64)	(120)	(70)	(40)
Pretax Income/(Loss) from Assoc.					
Non-Operating Income/(Expense)	307	410	439	483	540
Profit Before Tax (pre-EI)	6,597	6,175	7,188	9,564	11,658
Exceptional Items	(112)	(242)			
Pre-tax Profit	6,485	5,933	7,188	9,564	11,658
Taxation	(1,272)	(1,327)	(1,581)	(2,104)	(2,565)
Exceptional Income - post-tax					
Profit After Tax	5,212	4,606	5,607	7,460	9,094
Minority Interests					
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	5,212	4,606	5,607	7,460	9,094
Recurring Net Profit	5,303	4,794	5,607	7,460	9,094
Fully Diluted Recurring Net Profit	5,303	4,794	5,607	7,460	9,094

Cash Flow

(Rs m)	Mar-21A	Mar-22A	Mar-23F	Mar-24F	Mar-25F
EBITDA	10,419	9,646	11,068	13,770	16,146
Cash Flow from Invt. & Assoc.					
Change In Working Capital	(2,179)	(557)	52	(824)	(897)
(Incr)/Decr in Total Provisions	2,269	(1,924)	239	226	158
Other Non-Cash (Income)/Expense					
Other Operating Cashflow	(112)	(242)			
Net Interest (Paid)/Received	170	346	319	413	500
Tax Paid	(1,272)	(1,327)	(1,581)	(2,104)	(2,565)
Cashflow From Operations	9,293	5,942	10,097	11,480	13,343
Capex	(3,643)	(4,085)	(5,000)	(4,000)	(4,000)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	(2,347)	(715)	(4,243)	(5,268)	(4,294)
Cash Flow From Investing	(5,990)	(4,800)	(9,243)	(9,268)	(8,294)
Debt Raised/(repaid)	(3,254)	(247)	(1,000)	(1,000)	(1,000)
Proceeds From Issue Of Shares					
Shares Repurchased					
Dividends Paid	(1,003)	(1,038)	(1,214)	(1,355)	(1,706)
Preferred Dividends					
Other Financing Cashflow					
Cash Flow From Financing	(4,257)	(1,286)	(2,214)	(2,355)	(2,706)
Total Cash Generated	(954)	(143)	(1,361)	(142)	2,342
Free Cashflow To Equity	49	895	(147)	1,213	4,048
Free Cashflow To Firm	3,441	1,206	973	2,283	5,088

SOURCE: INCRED RESEARCH, COMPANY REPORTS

BY THE NUMBERS...cont'd

Balance Sheet					
(Rs m)	Mar-21A	Mar-22A	Mar-23F	Mar-24F	Mar-25F
Total Cash And Equivalents	5,133	4,026	2,666	2,524	4,866
Total Debtors	10,410	9,704	11,248	12,400	13,826
Inventories	6,118	7,011	7,999	9,019	10,055
Total Other Current Assets	3,671	3,875	4,176	4,544	5,038
Total Current Assets	25,333	24,617	26,089	28,487	33,785
Fixed Assets	25,357	26,583	27,384	26,766	25,778
Total Investments	4,443	4,868	8,868	13,868	17,868
Intangible Assets	1,740	1,757	1,757	1,757	1,757
Total Other Non-Current Assets	597	745	745	745	745
Total Non-current Assets	32,138	33,953	38,754	43,136	46,148
Short-term Debt	4,242	3,994	2,994	1,994	994
Current Portion of Long-Term Debt					
Total Creditors	12,783	12,413	14,997	16,346	17,911
Other Current Liabilities	3,791	2,088	2,297	2,526	2,779
Total Current Liabilities	20,817	18,496	20,289	20,867	21,684
Total Long-term Debt					
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities					
Total Non-current Liabilities					
Total Provisions	1,032	874	961	1,058	1,163
Total Liabilities	21,849	19,370	21,250	21,925	22,848
Shareholders' Equity	35,621	39,200	43,593	49,698	57,085
Minority Interests					
Total Equity	35,621	39,200	43,593	49,698	57,085

Key Ratios					
	Mar-21A	Mar-22A	Mar-23F	Mar-24F	Mar-25F
Revenue Growth	(5.3%)	15.3%	20.9%	12.8%	11.5%
Operating EBITDA Growth	(7.9%)	(7.4%)	14.8%	24.4%	17.3%
Operating EBITDA Margin	15.9%	12.8%	12.1%	13.4%	14.1%
Net Cash Per Share (Rs)	6.34	0.23	(2.34)	3.76	27.52
BVPS (Rs)	253.24	278.68	309.91	353.31	405.83
Gross Interest Cover	46.71	91.07	57.25	130.73	278.95
Effective Tax Rate	19.6%	22.4%	22.0%	22.0%	22.0%
Net Dividend Payout Ratio	18.8%	21.4%	21.7%	18.2%	18.8%
Accounts Receivables Days	47.76	48.62	41.91	41.96	41.73
Inventory Days	59.39	54.21	49.38	50.49	51.27
Accounts Payables Days	119.84	104.03	90.18	92.99	92.08
ROIC (%)	16.8%	14.6%	15.2%	19.8%	23.9%
ROCE (%)	16.6%	14.0%	15.3%	18.6%	20.3%
Return On Average Assets	10.1%	8.4%	9.2%	11.0%	12.0%

Key Drivers					
	Mar-21A	Mar-22A	Mar-23F	Mar-24F	Mar-25F
Unit sales grth (% , main prod./serv.)	(3.4%)	19.4%	24.6%	13.1%	11.4%
Unit sales grth (% ,2ndary prod/serv)	(5.4%)	15.3%	20.9%	12.8%	11.5%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

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