

## India

## ADD (no change)

Consensus ratings*: Buy 21 Hold 2 Sell 3	
Current price:	Rs153
Target price: ▲	Rs172
Previous target:	Rs152
Up/downside:	12.4%
InCred Research / Consensus:	4.2%
Reuters:	MOSS.NS
Bloomberg:	MOTHERSO IN
Market cap:	US\$12,589m Rs1,077,364m
Average daily turnover:	US\$29.0m Rs2483.0m
Current shares o/s:	7,116.1m
Free float:	39.7%
*Source: Bloomberg	

## Key changes in this note

- FY26F-27F sales cut by 1-2%.
- FY26F-27F EBITDA cut by 5-7%.
- FY26F-27F EPS cut by 2-5%.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	14.9	29.1	0.9
Relative (%)	13.6	16.0	(8.3)

Major shareholders	% held
Sehgal family	50.6
Sumitomo Wiring Systems Ltd	9.7
ICICI Prudential Fund	4.0

## Research Analyst(s)



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## Samvardhana Motherson International Ltd

## New business verticals kick off

- 4Q normalized EPS rose by 20% yoy to Rs1.6 aided by lower interest costs & tax provision. EBITDA was flattish due to module division's margin weakness.
- Cut EPS estimates 2-5% for global tariff challenges on vehicle demand while the new business of consumer electronics & aerospace limits the damage.
- We raise our SOTP-based TP to Rs172, reflecting the benefits of a diversified business model limiting the impact of policy disruption. Maintain ADD rating.

## Module division spoils 4QFY25 performance

Samvardhana Motherson International or SAMIL's 4QFY25 EBITDA was flat yoy and qoq at Rs26.4bn, which was below our estimate (13%) & the Bloomberg (BB) consensus estimate (9%). The module division's EBITDA dipped by a sharp 32% yoy and 14% qoq, leading to the miss. However, a lower tax rate (12%) & higher other income helped in a 20% yoy rise in PAT to Rs10.5bn, in line with our/BB consensus estimates. Net debt eased by 8% qoq to Rs87bn.

## Grand gross sales target for FY30F

Management gave guidance of SAMIL's sales quadrupling to US\$108bn under the upcoming five-year plan ending FY30F. Capex guidance stands at Rs60bn for FY26F. The consumer electronics division has plans for new adjacent plants to cater to buoyant demand. The camera monitoring system won a large order from European truck makers, thereby registering lifetime sales of over US\$400m. The total order book stood at US\$88.1 bn, of which electric vehicle or EV makers account for 24%. Global supply chain disruption led to Rs20bn additional working capital requirement in the Mar 2025 quarter, which it expects to ease gradually.

## EPS cut by 2-5% for FY26F-27F

The expected global demand slowdown from the tariff pass-through impact and new launch programs, being overcome by the fast-growing consumer electronics and aerospace divisions, limits our reduction of net sales estimates to just 1-2% for FY26F-27F. However, a gradual recovery in the module division's EBITDA margin via cost-reduction measures & lower profit margin profile of the fast-growing division leads to 5-7% EBITDA cut for FY26F-27F. Easing net debt benefit on interest costs limits the EPS cut to 2-5% for FY26F-27F.

## On the right side of tariff war; maintain ADD rating

Considering the widespread presence of its 400 global manufacturing plants, SAMIL is better positioned to offer local production facility to OEMs facing tariff challenges. Easing net debt provides it an opportunity to participate in global supplier consolidation. We maintain our ADD rating on SAMIL with a higher EV/EBITDA of 8.5x one-year forward target (7.5x earlier), leading to a higher target price of Rs172 (Rs152 earlier). Downside risk: Prolonged tariff uncertainty impacting demand and volatile currency movements.

Financial Summary	Mar-23A	Mar-24A	Mar-25A	Mar-26F	Mar-27F
Revenue (Rsm)	787,007	986,917	1,136,626	1,303,026	1,474,170
Operating EBITDA (Rsm)	62,077	90,486	105,519	118,016	137,001
Net Profit (Rsm)	23,234	22,342	35,370	43,553	56,642
Core EPS (Rs)	2.2	4.0	5.2	6.1	8.0
Core EPS Growth	186.0%	79.1%	28.5%	18.7%	30.1%
FD Core P/E (x)	46.90	48.77	30.81	25.02	19.24
DPS (Rs)	0.5	0.8	0.9	1.0	1.5
Dividend Yield	0.33%	0.50%	0.55%	0.65%	0.98%
EV/EBITDA (x)	18.05	12.69	10.55	9.14	7.63
P/FCFE (x)	(659.52)	38.51	(11.00)	(72.04)	(66.92)
Net Gearing	30.6%	36.7%	23.5%	16.3%	12.0%
P/BV (x)	4.85	4.17	3.18	2.76	2.47
ROE	7.4%	11.8%	12.1%	11.8%	13.6%
% Change In Core EPS Estimates				(5.40%)	(1.65%)
InCred Research/Consensus EPS (x)					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

## New business verticals kick off

### Management conference-call highlights ►

- **Outlook and performance:** Global production remains muted due to geopolitical problems; however, looking at the growth in India & China being offset by the decline in developed markets, the improving mix of alternate powertrain (hybrid/EV) and sports utility vehicle or SUV premiumization trend remain intact.
- **Capex:** For FY25, the total capex incurred was Rs44.33bn and there are plans for a capex of Rs60bn (+/-10%) in FY26F, 50% in growth businesses and 50% in regular, with 70% of the growth being attributed to non-automotive businesses.
- **Order book:** It stood at US\$88.1bn, with 24% of the automotive segment-related business from EVs, and it includes revenue visibility of US\$2.7bn from non-automotive businesses.
- **Manufacturing facilities:** SAMIL plans to kick-start nine greenfield facilities in FY26F, while 14 greenfield facilities are under various stages of completion.
- **US tariffs:** Management expects a minimal financial impact from tariff-related costs as it is in discussions with its customers for a pass-through while most of its products are compliant with the terms of the US–Mexico–Canada agreement.
- **Aerospace:** In FY25, revenue grew 5x yoy and the division has an order book worth US\$1.3bn to be executed over the next five years. Empaneled as Tier-1 Airbus supplier across commercial, helicopter and advance systems portfolios.
- **Consumer electronics business:** Commenced one facility (Plant-1) with a ramp-up capacity of 15-17m units by FY26F. Two more facilities remain on track (Plant-2 & Plant-3) to come on stream in order to support vertical integration.
- **Modular vertical:** Witnessed pressure as customers are pondering over their new product launches due to global uncertainties; however, management expects an improvement from here on.
- **Motherson Yachiyo:** Secured new business along with additional customers, apart from Honda, for sunroofs and plastic fuel tanks.
- **CMS (camera monitoring system):** Won an order from a major European commercial vehicle OEM with lifetime sales of over US\$400m; it is a part of vision systems.
- **Working capital:** Working capital requirement was at an inflated level of Rs20bn due to higher inventory & receivables because of pre-purchases and build-up of safety stock in anticipation of the upcoming trade dynamics.

**Figure 1: Results comparison**

Y/E Mar (Rs m)	4QFY25	4QFY24	yoy % chg	3QFY25	qoq % chg	FY25	FY24	yoy % chg	Comments for the quarter
Revenue	2,93,168	2,68,612	9.1	2,76,659	6.0	8,43,457	7,16,335	17.7	3% below our estimate.
Operating expenses	2,66,740	2,41,927	10.3	2,49,801	6.8	7,64,367	6,54,258	16.8	-
EBITDA	26,429	26,686	(1.0)	26,858	(1.6)	79,090	62,077	27.4	13% below our estimate.
<b>EBITDA margin (%)</b>	<b>9.0</b>	<b>9.9</b>	<b>(92)</b>	<b>9.7</b>	<b>(69)</b>	<b>9.4</b>	<b>8.7</b>	<b>71</b>	<b>104bp below our estimate.</b>
Depreciation & amortization	12,137	10,878	11.6	11,124	9.1	32,798	31,358	4.6	1% below our estimate.
EBIT	14,292	15,807	(9.6)	15,734	(9.2)	46,293	30,719	50.7	-
Interest expenses	4,256	4,504	(5.5)	4,661	(8.7)	14,568	7,809	86.5	3% above our estimate.
Other income	1,164	836	39.2	1,112	4.7	2,633	2,570	2.4	-
<b>Pre-tax profit</b>	<b>11,200</b>	<b>12,140</b>	<b>(7.7)</b>	<b>12,185</b>	<b>(8.1)</b>	<b>34,358</b>	<b>25,480</b>	<b>34.8</b>	<b>26% below our estimate.</b>
Tax	1,366	3,439	(60.3)	3,373	(59.5)	9,339	7,352	27.0	-
Tax rate (%)	12.2	28.3	(1,613)	27.7	(56)	27.2	28.9	(167.0)	-
Net profit before minority interest	9,833	8,701	13.0	8,812	11.6	25,019	18,129	38.0	-
Share of profit/(loss) of associates	1,321	765	72.6	1,032	28.0	3,955	(438)	1003.9	-
Minority interest	649	722	-	1,057	(38.6)	2,778	1,740	59.6	-
<b>Normalized net profit</b>	<b>10,505</b>	<b>8,744</b>	<b>20.1</b>	<b>8,786</b>	<b>19.6</b>	<b>26,195</b>	<b>15,951</b>	<b>64.2</b>	<b>4% below our estimate.</b>
Exceptional items	-	4,974	nm	-	nm	1,330	(995)	nm	-
Reported net profit	10,505	13,718	(23.4)	8,786	19.6	27,525	21,245	29.6	-

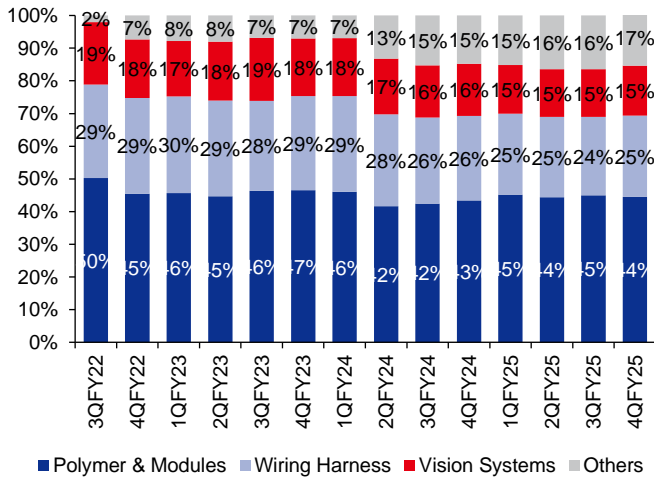
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 2: Division-wise consolidated quarterly financials

Rs m	4QFY25	4QFY24	yoy % chg	3QFY25	qoq % chg	FY25	FY24	yoy % chg
<b>Revenue</b>								
Modules & Polymer Products	1,53,591	1,36,889	12.2%	1,46,136	5.1%	5,98,059	4,99,118	19.8%
Wiring Harness	85,941	81,680	5.2%	78,293	9.8%	3,28,612	3,15,137	4.3%
Vision Systems	49,718	50,379	-1.3%	47,295	5.1%	1,95,057	1,91,489	1.9%
Others	56,266	46,675	20.6%	53,537	5.1%	2,15,271	1,49,138	44.3%
<b>EBITDA margin %</b>								
Modules & Polymer Products	6.5%	10.8%	(426)	8.0%	(148)	8.1%	8.6%	(53)
Wiring Harness	12.4%	11.1%	131	11.8%	61	11.6%	10.7%	93
Vision Systems	12.0%	12.9%	(89)	9.2%	277	9.5%	10.3%	(83)
Others	11.4%	9.2%	223	13.3%	(187)	12.3%	12.7%	(37)

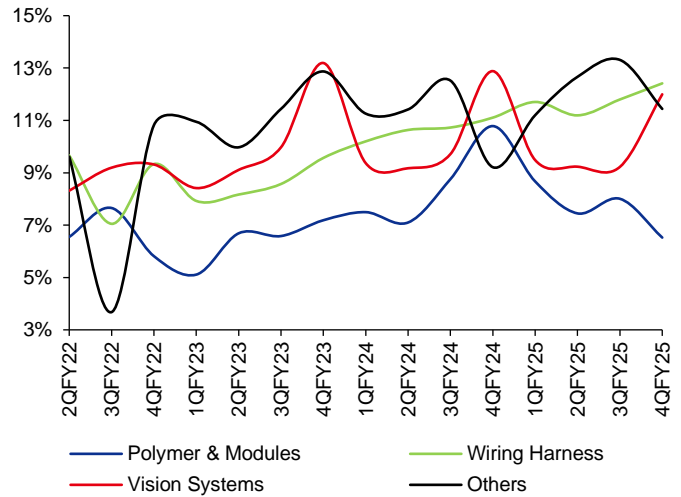
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 3: Division-wise revenue share trend (%)



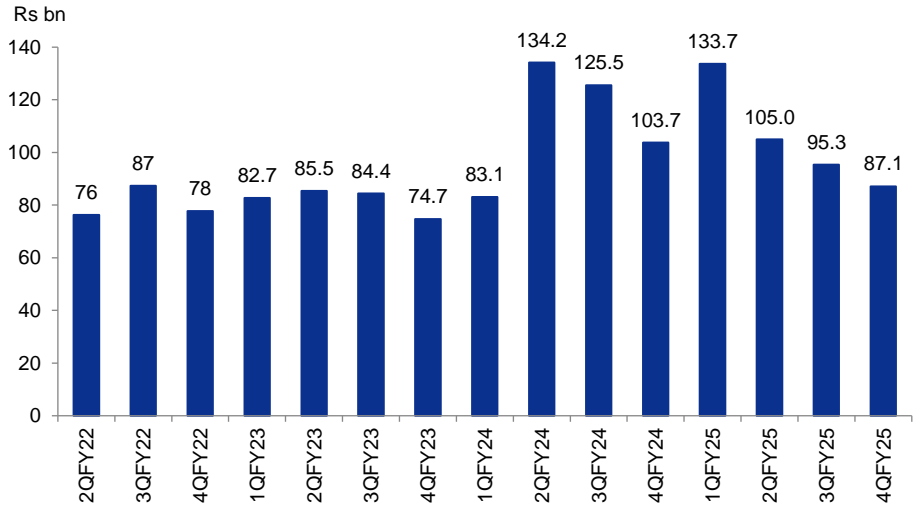
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 4: EBITDA margin trend across divisions








SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 5: Net debt declines



SOURCE: INCRED RESEARCH, COMPANY REPORTS

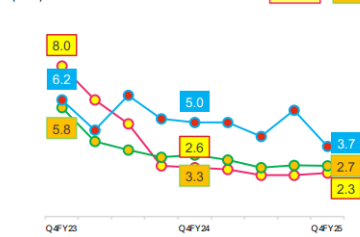
**Figure 6: 14 Greenfield facilities at various stages of completion**

Business Division	No	Expected SOP
 <b>India 09</b>		
Wiring Harness	02	Q1FY26 / Q1FY27
Lighting and Electronics (Consumer Electronics)	02	Q2FY26* / Q3FY27 *Qualification Received
Technology and Industrial Solutions	01	Q4FY26
Aerospace	02	Q1FY26 / Q1FY26
Lighting and Electronics (Automotive Business)	01	Q2FY27
Aerospace	01	Q4FY26
 <b>China 01</b>		
Wiring Harness	01	Q2FY26
 <b>Poland 01</b>		
Modules and Polymer Products	01	Q1FY27
 <b>Mexico 01</b>		
Integrated Assemblies	01	Q1FY26
 <b>UAE 02</b>		
Elastomers	01	Q4FY26
Modules and Polymers	01	Q1FY27

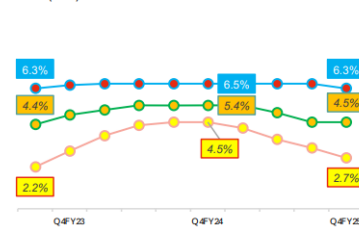
SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 7: Most macroeconomic indicators remain largely stable, although there is uncertainty due to trade dynamics**

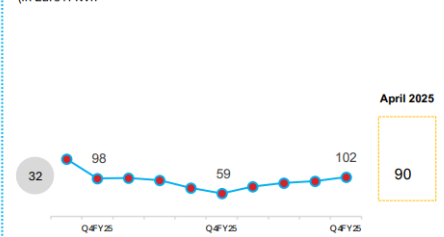
**EU, USA & India Inflation<sup>1</sup>**  
(in %)



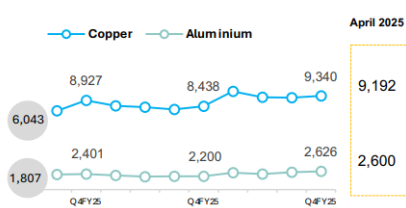
**EU, USA & India Interest rates<sup>1</sup>**  
(in %)



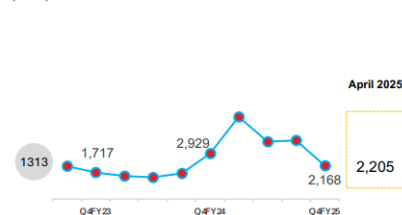
**Energy prices for Germany**  
(in Euro /MWh<sup>2</sup>)



**Copper & Aluminium**  
USD / Metric Tonne<sup>2</sup>



**World Container Index**  
(USD<sup>1</sup>)



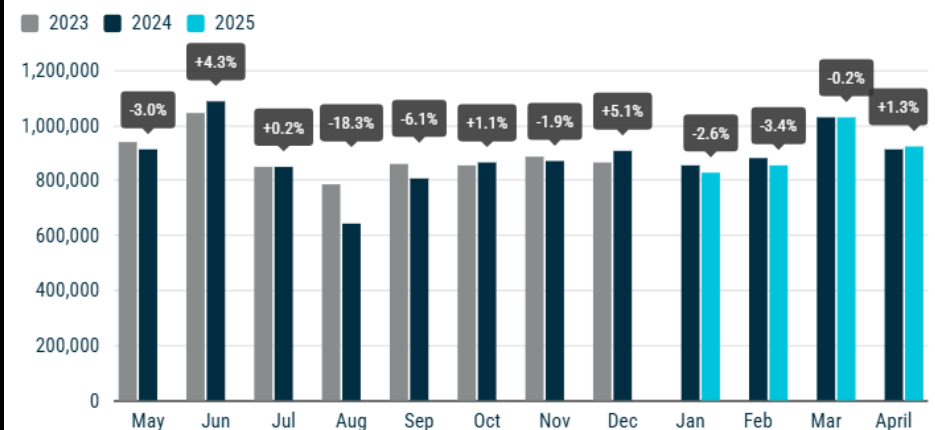
**Tariff Barriers**

Uncertainty caused by evolving trade dynamics



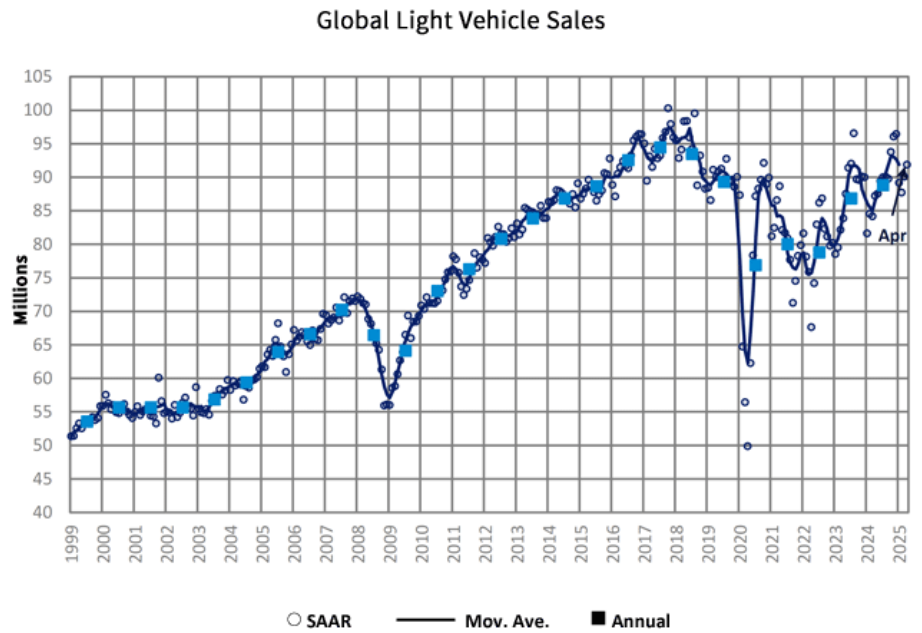
SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 8: In 4QFY25, new car registrations in the EU declined by 1.9%**



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 9: Global light vehicle sales update (Mar 2025)



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 10: Key assumptions

Divisional Revenue (Rs m)	FY22	FY23	FY24	FY25	FY26F	FY27F	FY28F
Modules & Polymer Products	3,53,200	4,22,557	4,99,118	5,98,059	6,81,787	7,63,602	8,39,962
Growth (%)		20%	18%	20%	14%	12%	10%
Wiring Harness	2,19,400	2,65,013	3,15,137	3,28,612	3,38,470	3,62,163	3,94,758
Growth (%)		21%	19%	4%	3%	7%	9%
Vision Systems	1,34,480	1,65,688	1,91,489	1,95,057	2,12,612	2,29,621	2,43,399
Growth (%)		23%	16%	2%	9%	8%	6%
Others	25,600	68,269	1,49,138	2,15,271	3,15,127	4,09,665	4,99,791
Growth (%)		167%	118%	44%	46%	30%	22%
<b>Total</b>	<b>6,35,360</b>	<b>7,87,007</b>	<b>9,86,917</b>	<b>11,36,626</b>	<b>13,03,026</b>	<b>14,74,170</b>	<b>16,51,950</b>
Growth (%)		24%	25%	15%	15%	13%	12%

EBITDA (Rs m)	FY22	FY23	FY24	FY25	FY26F	FY27F	FY28F
Modules & Polymer Products	24,480	27,239	43,055	48,443	53,179	61,852	69,717
EBITDA Margin (%)	7%	6%	9%	8%	8%	8%	8%
Wiring Harness	19,130	22,785	33,621	38,119	40,278	42,011	46,581
EBITDA Margin (%)	9%	9%	11%	12%	12%	12%	12%
Vision Systems	12,890	17,110	19,783	18,530	20,836	22,962	24,583
EBITDA Margin (%)	10%	10%	10%	10%	10%	10%	10%
Others	2,310	7,728	18,894	26,478	37,815	50,389	62,474
EBITDA Margin (%)	9%	11%	13%	12%	12%	12%	13%
<b>Total EBITDA</b>	<b>44,614</b>	<b>62,077</b>	<b>90,486</b>	<b>1,05,519</b>	<b>1,18,016</b>	<b>1,37,001</b>	<b>1,58,084</b>
EBITDA Margin (%)	7%	8%	9%	9%	9%	9%	10%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 11: Our earnings revision summary

	FY26F		FY27F	
Consolidated	Old	New	Old	New
Net sales (Rs m)	13,25,590	13,03,026	14,86,107	14,74,170
change (%)		-1.7%		-0.8%
EBITDA (Rs m)	1,26,747	1,18,016	1,44,075	1,37,001
change (%)		-6.9%		-4.9%
EBITDA margin (%)	9.6%	9.1%	9.7%	9.3%
change (bp)		-50		-40
PAT (Rs m)	46,040	43,553	57,592	56,642
change (%)		-5.4%		-1.6%

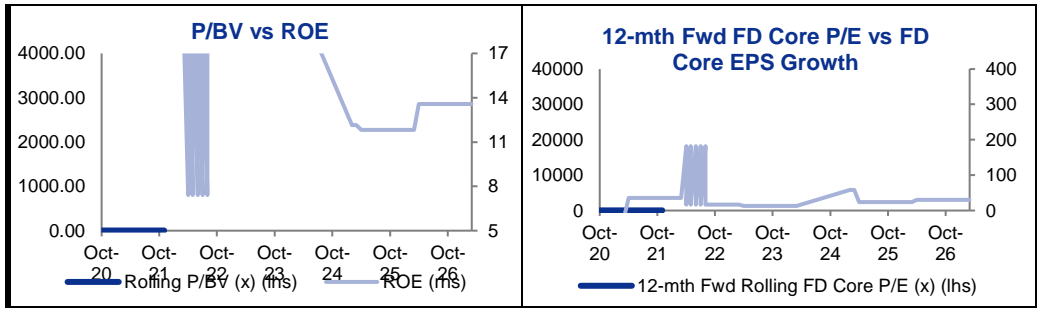
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 12: Sum-of-the-parts or SOTP-based target price

	EBITDA (Rs m)	Multiple (x)	Value (Rs m)	Per share (Rs)
Consolidated EBITDA	1,40,174	8.5	11,91,477	167.4
MSWIL (33% stake)			68,412	9.6
Less: Consolidated net debt			33,753	4.7
<b>Target value/price</b>			<b>12,26,136</b>	<b>172</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

## BY THE NUMBERS



## Profit &amp; Loss

(Rs mn)	Mar-23A	Mar-24A	Mar-25A	Mar-26F	Mar-27F
<b>Total Net Revenues</b>	<b>787,007</b>	<b>986,917</b>	<b>1,136,626</b>	<b>1,303,026</b>	<b>1,474,170</b>
<b>Gross Profit</b>	<b>333,833</b>	<b>442,770</b>	<b>526,104</b>	<b>573,331</b>	<b>648,635</b>
<b>Operating EBITDA</b>	<b>62,077</b>	<b>90,486</b>	<b>105,519</b>	<b>118,016</b>	<b>137,001</b>
Depreciation And Amortisation	(31,358)	(38,105)	(44,934)	(50,776)	(56,361)
<b>Operating EBIT</b>	<b>30,719</b>	<b>52,381</b>	<b>60,585</b>	<b>67,241</b>	<b>80,640</b>
Financial Income/(Expense)	(7,809)	(14,902)	(18,824)	(16,391)	(13,805)
Pretax Income/(Loss) from Assoc.					
Non-Operating Income/(Expense)	2,570	2,266	3,797	4,670	5,371
<b>Profit Before Tax (pre-EI)</b>	<b>25,480</b>	<b>39,745</b>	<b>45,558</b>	<b>55,520</b>	<b>72,206</b>
Exceptional Items					
<b>Pre-tax Profit</b>	<b>25,480</b>	<b>39,745</b>	<b>45,558</b>	<b>55,520</b>	<b>72,206</b>
Taxation	(7,352)	(10,516)	(10,706)	(14,435)	(18,774)
Exceptional Income - post-tax	7,284	(6,229)	(1,330)		
<b>Profit After Tax</b>	<b>25,412</b>	<b>23,000</b>	<b>33,522</b>	<b>41,085</b>	<b>53,433</b>
Minority Interests	(1,740)	(3,034)	(3,427)	(4,284)	(5,569)
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax	(438)	2,376	5,275	6,752	8,778
<b>Net Profit</b>	<b>23,234</b>	<b>22,342</b>	<b>35,370</b>	<b>43,553</b>	<b>56,642</b>
Recurring Net Profit	15,951	28,571	36,700	43,553	56,642
<b>Fully Diluted Recurring Net Profit</b>	<b>15,951</b>	<b>28,571</b>	<b>36,700</b>	<b>43,553</b>	<b>56,642</b>

## Cash Flow

(Rs mn)	Mar-23A	Mar-24A	Mar-25A	Mar-26F	Mar-27F
<b>EBITDA</b>	<b>62,077</b>	<b>90,486</b>	<b>105,519</b>	<b>118,016</b>	<b>137,001</b>
Cash Flow from Invt. & Assoc.					
Change In Working Capital	(4,183)	(14,541)	37,156	15,570	(6,249)
(Incr)/Decr in Total Provisions	13,144	53,165	(111,848)	(117,000)	(89,400)
Other Non-Cash (Income)/Expense	4,897	3,536	10,978	9,701	7,571
<b>Other Operating Cashflow</b>					
Net Interest (Paid)/Received	(5,239)	(12,637)	(15,027)	(11,721)	(8,434)
Tax Paid	(9,402)	(12,627)	(13,762)	(17,211)	(22,384)
<b>Cashflow From Operations</b>	<b>61,295</b>	<b>107,382</b>	<b>13,016</b>	<b>(2,644)</b>	<b>18,105</b>
Capex	(50,397)	(118,049)	(118,000)	(60,000)	(65,000)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	(6,598)	47,616	179,481	173,031	34,584
<b>Cash Flow From Investing</b>	<b>(56,995)</b>	<b>(70,433)</b>	<b>61,481</b>	<b>113,031</b>	<b>(30,416)</b>
Debt Raised/(repaid)	(5,952)	(8,657)	(173,513)	(125,513)	(3,972)
Proceeds From Issue Of Shares	2,259		64,376	15,000	
Shares Repurchased					
Dividends Paid	(3,614)	(5,421)	(5,981)	(7,116)	(10,674)
Preferred Dividends					
Other Financing Cashflow					
<b>Cash Flow From Financing</b>	<b>(7,307)</b>	<b>(14,078)</b>	<b>(115,118)</b>	<b>(117,629)</b>	<b>(14,646)</b>
Total Cash Generated	(3,007)	22,871	(40,622)	(7,242)	(26,956)
<b>Free Cashflow To Equity</b>	<b>(1,652)</b>	<b>28,292</b>	<b>(99,017)</b>	<b>(15,126)</b>	<b>(16,282)</b>
<b>Free Cashflow To Firm</b>	<b>12,109</b>	<b>51,851</b>	<b>93,320</b>	<b>126,778</b>	<b>1,494</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS



## BY THE NUMBERS...cont'd

## Balance Sheet

(Rs mn)	Mar-23A	Mar-24A	Mar-25A	Mar-26F	Mar-27F
Total Cash And Equivalents	46,987	69,858	39,256	54,202	55,877
Total Debtors	98,379	171,943	155,702	171,357	189,825
Inventories	78,228	91,386	108,992	121,378	137,320
Total Other Current Assets	42,956	56,788	59,000	62,000	65,000
<b>Total Current Assets</b>	<b>266,549</b>	<b>389,974</b>	<b>362,949</b>	<b>408,937</b>	<b>448,022</b>
Fixed Assets	246,248	326,192	399,258	408,482	417,121
Total Investments	62,899	65,215	86,735	108,419	135,524
Intangible Assets					
Total Other Non-Current Assets	42,821	68,837	65,746	69,746	72,746
<b>Total Non-current Assets</b>	<b>351,968</b>	<b>460,243</b>	<b>551,740</b>	<b>586,648</b>	<b>625,391</b>
Short-term Debt	8,000	8,000	5,000	3,000	3,000
Current Portion of Long-Term Debt	48,657	100,513	55,513	70,000	65,000
Total Creditors	141,363	226,172	249,123	257,035	282,718
Other Current Liabilities	93,312	136,637	140,000	155,000	160,000
<b>Total Current Liabilities</b>	<b>291,332</b>	<b>471,322</b>	<b>449,636</b>	<b>485,035</b>	<b>510,718</b>
Total Long-term Debt	65,000	65,000	65,000	50,000	45,000
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities					
<b>Total Non-current Liabilities</b>	<b>65,000</b>	<b>65,000</b>	<b>65,000</b>	<b>50,000</b>	<b>45,000</b>
Total Provisions	18,416	31,740	33,045	37,821	43,432
<b>Total Liabilities</b>	<b>374,748</b>	<b>568,062</b>	<b>547,682</b>	<b>572,856</b>	<b>599,149</b>
Shareholders Equity	224,515	261,549	342,974	394,412	440,379
Minority Interests	19,254	20,606	24,033	28,316	33,885
<b>Total Equity</b>	<b>243,769</b>	<b>282,155</b>	<b>367,007</b>	<b>422,728</b>	<b>474,264</b>

## Key Ratios

	Mar-23A	Mar-24A	Mar-25A	Mar-26F	Mar-27F
Revenue Growth	23.9%	25.4%	15.2%	14.6%	13.1%
Operating EBITDA Growth	39.1%	45.8%	16.6%	11.8%	16.1%
Operating EBITDA Margin	7.9%	9.2%	9.3%	9.1%	9.3%
Net Cash Per Share (Rs)	(10.49)	(14.57)	(12.12)	(9.67)	(8.03)
BVPS (Rs)	31.55	36.75	48.20	55.43	61.89
Gross Interest Cover	3.93	3.52	3.22	4.10	5.84
Effective Tax Rate	28.9%	26.5%	23.5%	26.0%	26.0%
Net Dividend Payout Ratio	22.7%	19.0%	16.3%	16.3%	18.8%
Accounts Receivables Days	41.42	49.99	52.61	45.81	44.71
Inventory Days	57.45	56.89	59.90	57.62	57.19
Accounts Payables Days	102.68	123.27	142.08	126.59	119.32
ROIC (%)	12.0%	19.1%	17.2%	16.8%	19.2%
ROCE (%)	8.4%	12.6%	12.5%	12.6%	13.9%
Return On Average Assets	4.3%	6.3%	6.7%	6.7%	7.3%

## Key Drivers

	Mar-23A	Mar-24A	Mar-25A	Mar-26F	Mar-27F
ASP (% chg, main prod./serv.)	32.0%	19.8%	16.5%	16.6%	16.6%
ASP (% chg, 2ndary prod./serv.)	23.7%	16.1%	13.2%	10.3%	10.3%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

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Definition:

**Add** The stock's total return is expected to exceed 10% over the next 12 months.**Hold** The stock's total return is expected to be between 0% and positive 10% over the next 12 months.**Reduce** The stock's total return is expected to fall below 0% or more over the next 12 months.*The total expected return of a stock is defined as the sum of the: (i) percentage difference between the target price and the current price and (ii) the forward net dividend yields of the stock. Stock price targets have an investment horizon of 12 months.***Sector Ratings**

Definition:

**Overweight** An Overweight rating means stocks in the sector have, on a market cap-weighted basis, a positive absolute recommendation.**Neutral** A Neutral rating means stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation.**Underweight** An Underweight rating means stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation.**Country Ratings**

Definition:

**Overweight** An Overweight rating means investors should be positioned with an above-market weight in this country relative to benchmark.**Neutral** A Neutral rating means investors should be positioned with a neutral weight in this country relative to benchmark.**Underweight** An Underweight rating means investors should be positioned with a below-market weight in this country relative to benchmark.