Maruti Suzuki

Estimate change	↓
TP change	⇄
Rating change	⇄

Bloomberg	MSIL IN
Equity Shares (m)	314
M.Cap.(INRb)/(USDb)	3599.9 / 37.8
52-Week Range (INR)	17372 / 10984
1, 6, 12 Rel. Per (%)	-3/-8/-18
12M Avg Val (INR M)	6473

Financials & valuations (INR b)

Y/E MARCH	2026	2027E	2028E
Sales	1,833	2,180	2,427
EBITDA	215	207	268
Adj. PAT	144	135	179
EPS (INR)	459	429	570
EPS Gr. (%)	1.0	-6.6	32.8
BV/Sh. (INR)	3,343	3,622	4,043
Ratios			
RoE (%)	13.7	11.8	14.1
RoCE (%)	18.0	15.4	18.3
Payout (%)	32.6	34.9	35.1
Valuations			
P/E (x)	24.9	26.7	20.1
P/BV (x)	3.4	3.2	2.8
EV/EBITDA (x)	13.2	13.5	10.2
Div. Yield (%)	1.3	1.3	1.7

Shareholding pattern (%)

As of	Sep-26	Jun-26	Sep-25
Promoter	58.7	58.7	58.3
DII	25.4	25.2	22.6
FII	12.4	12.8	15.8
Others	3.4	3.4	3.3

FII includes depository receipts

CMP: INR11,450 TP: INR14,800 (+29%) Buy

Strong operating performance, outlook positive

Records 10% domestic growth in 2H; margins recover gradually

- Maruti Suzuki (MSIL)'s 2QFY27 PAT was below our estimate due to MTM losses, resulting in lower other income. However, EBITDA margin at 8.9% was higher than our est. of 8.1%, fueled by gross margin expansion.
- We expect MSIL to sustain its outperformance in FY27, aided by a healthy launch pipeline, recovery in domestic passenger vehicle demand, lean channel inventory, and capacity ramp-up at its two new facilities. Continued market share gains should support further re-rating, in our opinion. Sustained commodity inflation, an adverse export mix and limited scope for further price hikes are expected to weigh on near-term margins. Consequently, we have cut our FY27E earnings estimates by 7%. However, we still expect gradual margin improvement as raw material costs moderate and volumes scale up. We expect MSIL to deliver a 11% earnings CAGR over FY26–28E. **Reiterate BUY with a TP of INR14,800, valuing the stock at 26x FY28E EPS.**

Margins recover sequentially in 2Q, likely to normalize going ahead

- MSIL's 2QFY27 revenue grew 26% YoY to INR533.4b (in line). Revenue growth was driven entirely by volume growth (+26% YoY), while realizations remained flat YoY.
- EBITDA margin expanded 70bp QoQ to 8.9% (above est of 8.1%), largely led by improvement in gross margins. On a QoQ basis, margins improved ~70bp. Margin recovery was led by higher ASP (+80bp), cost-reduction initiatives (+20bp), favorable fixed-cost absorption due to inventory accretion (+60bp), and lower employee costs (+30bp). These benefits were partly offset by higher commodity costs of ~30bp, adverse foreign exchange movements of 40bp, and higher other expenses of 50bp.
- EBITDA declined 6% YoY to INR47.6b (9% above est).
- Non-operating income came in at ~INR4.3b (vs. our est. of INR10b) due to MTM losses on invested surplus.
- Due to significantly lower-than-expected other income, PAT came in 10% below our estimate at INR24.1b (down 27% YoY).

Key highlights from the management commentary

- The small-car portfolio falling under the 18% GST category grew 35.9% YoY, while the portfolio under the 40% GST category grew 39.6% YoY in 2Q. MSIL's PV market share increased 220bp to 40.8% in 2Q.
- Retail sales remained robust and were largely in line with wholesale volumes in 2Q. Inventory levels stood at 17 days at the end of 2Q.
- Pending customer orders increased from ~200k units at the end of Sep'26 to 270k units by Dussehra (20th Oct'26).

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Investors are advised to refer through important disclosures made at the last page of the Research Report.
Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

- Management expects domestic sales volume growth of ~10% in 2HFY27, supported by strong demand, a healthy order backlog, and increasing production capacity. With exports expected to remain broadly flat to marginally higher, overall volume growth is projected at 7-10% in 2HFY27. Full-year total volume growth could reach the mid-teens.
- The company has undertaken three rounds of price increases, aggregating to slightly over 1%, while continuing to implement cost-control measures. Despite strong demand, the company has refrained from aggressive near-term price hikes.

Valuation and view

We expect MSIL to sustain its outperformance in FY27, aided by a healthy launch pipeline, recovery in domestic passenger vehicle demand, lean channel inventory, and capacity ramp-up at its two new facilities. Continued market share gains should support further re-rating, in our opinion. Sustained commodity inflation, an adverse export mix and limited scope for further price hikes are expected to weigh on near-term margins. Consequently, we have cut our FY27E earnings estimates by 7%. However, we still expect gradual margin improvement as raw material costs moderate and volumes scale up. We expect MSIL to deliver a 11% earnings CAGR over FY26–28E. **Reiterate BUY with a TP of INR14,800, valuing the stock at 26x FY28E EPS.**

S/A Quarterly Performance (INR M)

Y/E March	FY26				FY27E				FY26	FY27E	2QE	Var (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE				
Volumes ('000 units)	527.9	550.9	667.8	676.2	682.7	696.7	721.2	720.2	2,422.7	2,820.8	696.7	
Change (%)	1.1	1.7	17.9	11.8	29.3	26.5	8.0	6.5	8.4	16.4	26.5	
Realizations (INR/car)	7,31,121	7,68,457	7,47,137	7,75,637	7,68,330	7,65,663	7,73,287	7,83,681	7,56,450	7,72,858	7,76,142	
Change (%)	7.4	11.9	9.2	14.6	5.1	-0.4	3.5	1.0	10.6	2.2	1.0	
Net operating revenues	**3,85,930**	**4,23,323**	**4,98,915**	**5,24,493**	**5,24,557**	**5,33,402**	**5,57,687**	**5,64,426**	**18,32,661**	**21,80,072**	5,40,702	-1.4
Change (%)	8.6	13.8	28.7	28.2	35.9	26.0	11.8	7.6	19.9	19.0	27.7	
RM Cost (% of sales)	70.9	71.9	72.7	73.4	76.9	76.1	75.0	73.1	72.3	75.2	77.0	
Staff Cost (% of sales)	5.3	4.8	4.2	4.3	4.7	4.4	4.6	5.2	4.9	4.7	4.7	
Other Cost (% of sales)	11.8	11.2	10.7	10.6	10.2	10.6	10.6	10.9	11.0	10.6	10.2	
EBITDA	**46,206**	**50,848**	**61,656**	**61,569**	**43,111**	**47,633**	**54,500**	**61,267**	**2,14,502**	**2,06,512**	**43,640**	9.2
EBITDA Margins (%)	12.0	12.0	12.4	11.7	8.2	8.9	9.8	10.9	11.7	9.5	8.1	
Change (%)	2.6	15.1	21.7	27.1	-6.7	-6.3	-11.6	-0.5	6.5	-3.7	-14.2	
Depreciation	15,557	17,028	17,343	17,477	17,800	19,596	18,900	19,251	67,405	75,547	18,200	
EBIT	**30,649**	**33,820**	**44,313**	**44,092**	**25,311**	**28,037**	**35,600**	**42,017**	**1,47,097**	**1,30,965**	**25,440**	10.2
EBIT Margins (%)	7.9	8.0	8.9	8.4	4.8	5.3	6.4	7.4	8.0	6.0	4.7	
Interest	468	572	617	730	635	677	500	336	2,387	2,148	530	
Non-Operating Income	18,879	9,661	10,543	4,998	18,737	4,298	13,000	10,405	43,919	46,440	10,000	
PBT	**49,060**	**42,909**	**48,300**	**48,360**	**43,413**	**31,658**	**48,100**	**52,085**	**1,88,629**	**1,75,257**	**34,910**	
Effective Tax Rate (%)	23.4	23.0	21.4	25.8	22.8	23.7	23.0	22.7	23.4	23.0	23.0	
PAT	**37,581**	**33,028**	**37,940**	**35,905**	**33,521**	**24,149**	**37,037**	**40,240**	**1,44,454**	**1,34,948**	**26,881**	
Adjusted PAT	**37,581**	**33,028**	**42,488**	**35,905**	**33,521**	**24,149**	**37,037**	**40,240**	**1,49,002**	**1,34,948**	**26,881**	-10.2
Change (%)	3.0	7.6	16.1	-6.9	-10.8	-26.9	-12.8	12.1	4.2	-9.4	-19	



Highlights from the management commentary

Performance highlights and outlook

- Domestic wholesale volumes grew 37.8% YoY to over 565k units in 2QFY27, significantly outperforming industry growth of 29.9%. Growth was broad-based across segments, supported by the GST-led improvement in affordability and healthy demand from first-time buyers.
- The small-car portfolio falling under the 18% GST category grew 35.9% YoY, while the portfolio under the 40% GST category grew 39.6% YoY, supported by the recently launched Victoris and the new Brezza.
- Domestic market share increased by 220bp YoY to 40.8% in 2QFY27, reflecting strong product positioning and improving affordability following the GST reforms.
- Domestic retail sales stood at ~537k units during the quarter, keeping pace with wholesale dispatches. Dealer network inventory remained low at around 17 days at the end of September, including inventory in transit.
- Pending customer orders increased from ~200k units at the end of Sep'26 to 270k units by Dussehra (20th Oct'26).
- Festive-season retail sales from Onam to Dussehra grew ~30% YoY, while sales from Ganesh Chaturthi to Dussehra increased around 35% YoY, indicating sustained demand momentum despite a strong base.
- Management expects domestic sales volume growth of ~10% in 2HFY27, supported by strong demand, a healthy order backlog, and increasing production capacity. With exports expected to remain broadly flat to marginally higher, overall volume growth is projected at 7-10% in 2HFY27. Full-year total volume growth could reach the mid-teens.
- First-time buyers accounted for ~51% of customers, while replacement buyers and additional-car purchases contributed 22% and 27%, respectively.
- Rural demand remained healthy, with management reporting no discernible signs of weakening despite concerns around drought conditions in certain geographies.
- Discounts remained broadly flat QoQ.

Update on product launches

- The recently introduced Brezza model received an encouraging customer response, with ~35% of bookings for the 1.0-litre turbo-petrol (18% GST slab) variant and another 30-35% for the underbody CNG variant. The model features ADAS technology and a five-star Bharat NCAP safety rating, strengthening its positioning in the SUV segment.
- MSIL introduced the updated Baleno with first-in-segment Level 2 ADAS, ventilated front seats with leatherette upholstery, a premium Clarion sound system and the Z12E powertrain, enhancing its competitiveness in the premium hatchback segment.
- Auto Gear Shift (AGS) technology has been extended across popular models, including the Swift, Dzire and Baleno, offering customers greater convenience and a wider choice of powertrains.
- Management highlighted strong customer interest in electric vehicles, partly driven by concerns around fuel prices, alongside increased enquiries for CNG

vehicles. The company is developing the broader EV ecosystem, including charging infrastructure, battery replacement and aftermarket support, to improve customer confidence.

- MSIL indicated that it would introduce another EV at the Bharat Mobility Global Expo in 2027. While EV adoption is currently more suited to larger vehicles in India, the company expects electric powertrains to gradually penetrate the mid-size and smaller-car segments as viability improves.
- Management reiterated its multi-powertrain strategy to address evolving emissions regulations, with EVs, strong hybrids, other hybrid technologies, CNG, biofuels and flex-fuel vehicles forming part of its broader technology portfolio. MSIL's CO_2 emissions are approximately 15-25% lower than those of comparable competing models across its portfolio, supporting its preparedness for stricter emissions requirements.

Update on exports

- Export volumes stood at 108k units in 2QFY27, declining ~2% YoY, primarily due to geopolitical disruptions in West Asia, shipping constraints and changes in product and production-line configurations. Export revenue stood at approximately INR90b in 2QFY27.
- Management indicated that underlying demand across export markets remained healthy. However, shipments were constrained by limited vessel availability, logistics disruptions and regulatory-related product changeovers in Europe.
- MSIL's export outlook faces several challenges, including Mexico's increase in import duties from 20% to 50%, as well as changes in product demand and market mix. Management expects full-year exports to be at least in line with FY26, with limited upside.
- Management acknowledged intensifying Chinese competition in global markets over the medium to long term but noted that MSIL is not directly competing with Chinese exports in most markets currently.

Update on capacity expansion:

- Production at the newly commissioned facilities is being progressively ramped up, providing additional headroom to meet the strong domestic demand environment and support future growth.
- Given the demand-supply imbalance, management is optimizing production schedules and model allocation to maximize output. This has temporarily affected the production and dispatch volumes of certain models, including the S-Presso and Baleno, alongside changes in export volumes. Management expects production volumes to improve over the following couple of months.

Update on margins:

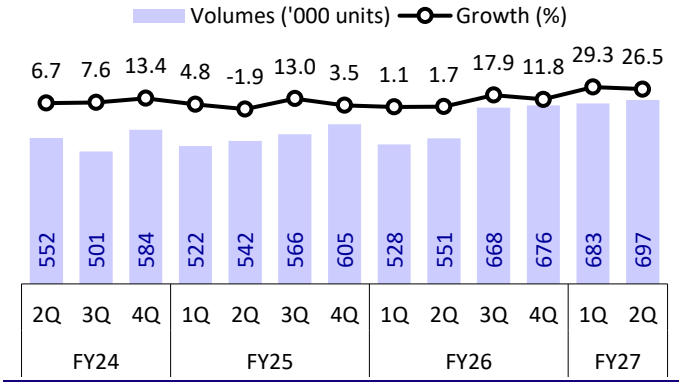
- Operating EBITDA margin improved QoQ by 70bp to 8.9% in 2QFY27 from 8.2% in 1QFY27. The QoQ Margin recovery was led by higher ASP (+80bp), cost-reduction initiatives (+20bp), favorable fixed-cost absorption due to inventory accretion (+60bp), and lower employee costs due to business cyclicality (+30bp).
- These benefits were partly offset by higher commodity costs of ~30bp, adverse foreign exchange movements of 40bp, and higher other expenses of 50bp,

primarily due to manufacturing overheads and marketing expenditure associated with product refreshes.

- Depreciation increased by ~30bp at the operating EBIT level, mainly due to the commissioning of new manufacturing capacity and expenditure on dies and molds for new models.
- Management highlighted steel and copper as key commodity risks for the coming quarters. While the overall commodity basket was broadly expected to remain around current levels in the near term, uncertainty persists regarding further steel price increases.
- MSIL has largely completed the transition from a three-month to a one-month commodity price settlement lag for certain commodities, with a small portion still pending. The revised settlement cycle has accelerated the recognition of commodity price changes, while the remaining transition is expected to help offset increases in steel and copper costs.
- The company has undertaken three rounds of price increases, aggregating to slightly over 1%, while continuing to implement cost-control measures. Despite strong demand, the company has refrained from aggressive near-term price hikes.

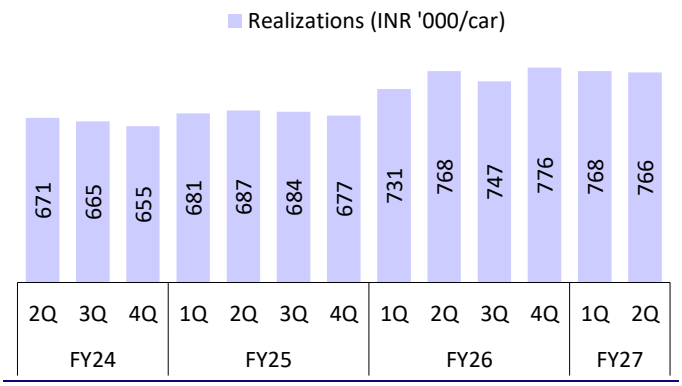
Key exhibits

Exhibit 1: MSIL's volume trends



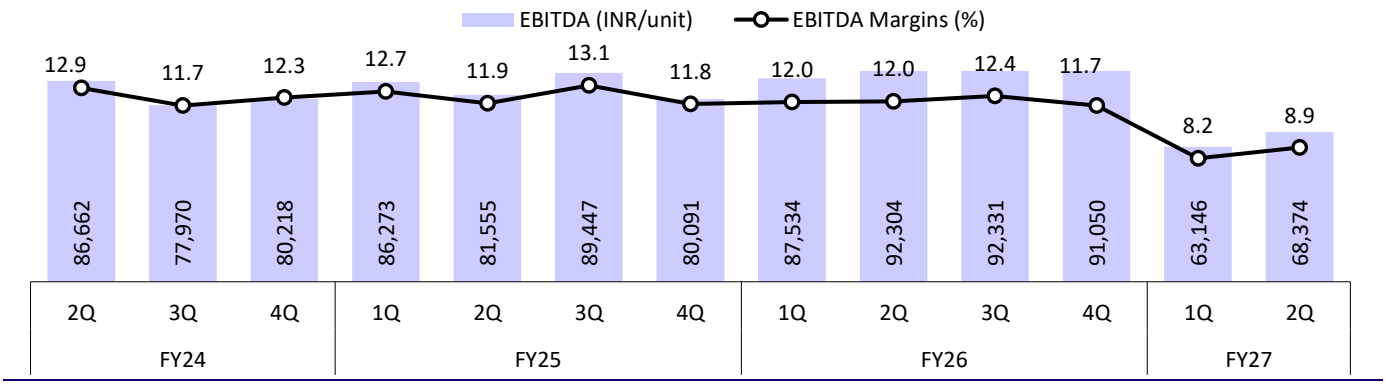
Source: Company, MOFSL

Exhibit 2: Trend in realization per unit



Source: Company, MOFSL

Exhibit 3: Trends in EBITDA and EBITDA margin



Source: Company, MOFSL; *restated financials for FY26 and H2FY25

Valuation and view

- **GST rate cuts and new launches to help gain share in PVs:** MSIL is looking to launch seven new SUVs by 2031, excluding the recently launched Victoris and e-Vitara. Both launches have been well received in the market, and on a positive note, the Victoris is driving minimal cannibalization of the Grand Vitara at the moment. Further, MSIL has recently launched the new Brezza with a 1L engine, which has been attractively positioned relative to peers as it now qualifies for the lower 18% GST rate. Most of MSIL's new launches in the coming years are expected to be SUVs. More importantly, GST rate cuts have provided a new lease of life for the car segment as MSIL has positioned its products as more 'affordable' to prospective buyers due to heavy price cuts, which appear to further widen the gap with micro-SUVs and the second-hand market.
- **Exports likely to remain a key growth driver:** Exports may remain relatively stable in the near term, given the adverse global macroeconomic environment. However, MSIL aims to achieve exports of 750-800k units by FY31, which will translate into a 15% volume CAGR during the same period. To achieve this target, MSIL is taking several initiatives: 1) introducing more models in its markets, with the Fronx and Jimny emerging as its top two export models; 2) making India the export hub for Suzuki's EVs, starting with the upcoming eVX launch, and planning to launch six EVs by FY31; 3) expanding into more markets – Fronx was the first MSIL SUV to be launched in Japan and is receiving a positive response; and 4) further ramping up its distribution network.
- **MSIL's multi-tech approach augurs well for India:** While EV adoption appears to be the preferred bet to meet upcoming emission compliance requirements, we believe India is not yet ready to transition to EVs anytime soon. Given this, MSIL's multi-tech approach seems best suited to meet emission compliance requirements in India. In CNG, the company is a market leader in PVs, with CNG's contribution rising to ~35% in FY26 and sales crossing 700k units. This has further risen to a 40% contribution in 1HFY27, and MSIL targets to surpass 900k units sales in CNG in FY27E. Further, the company has also introduced strong hybrids in the Grand Vitara and Invicto in partnership with Toyota and plans to launch Suzuki's low-cost hybrid technology in India for low-end models. In EVs, MSIL targets achieving scale by initially focusing on exports first and gradually ramping up its presence in the domestic market as EV demand improves. The company is also working on vehicles compliant with flex fuels. Additionally, MSIL would emerge as the major beneficiary if the government considers a tax subsidy on any of these clean technologies (hybrid or flex fuels).
- **Valuation and view**: We expect MSIL to sustain its outperformance in FY27, aided by a healthy launch pipeline, recovery in domestic passenger vehicle demand, lean channel inventory, and capacity ramp-up at its two new facilities. Continued market share gains should support further re-rating, in our opinion. Sustained commodity inflation, an adverse export mix and limited scope for further price hikes are expected to weigh on near-term margins. Consequently, we have cut our FY27E earnings estimates by 7%. However, we still expect gradual margin improvement as raw material costs moderate and volumes scale up. We expect MSIL to deliver a 11% earnings CAGR over FY26–28E. **Reiterate BUY with a TP of INR14,800, valuing the stock at 26x FY28E EPS.**

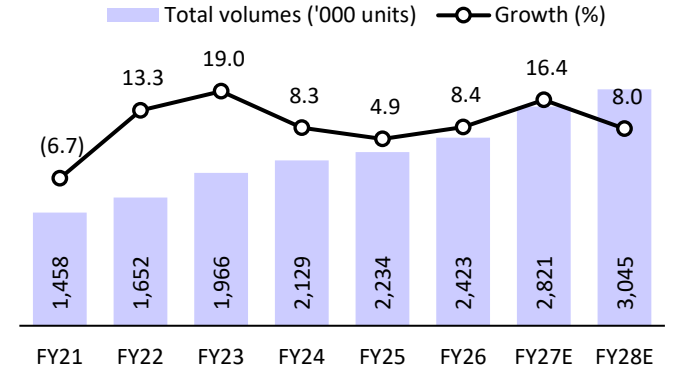
Exhibit 4: Our revised estimates

(INR b)	FY27E			FY28E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Total Volumes ('000)	**2,821**	**2,822**	**-0.1**	**3,045**	**3,052**	**-0.2**
Net Sales	2,180	2,188	-0.4	2,427	2,447	-0.8
EBITDA	207	219	-5.8	268	261	2.8
EBITDA Margin (%)	**9.5**	**10.0**	**-50bp**	**11.0**	**10.7**	**40bp**
PAT	134.9	144.7	-6.8	179.2	174.2	2.9
EPS (INR)	**429.2**	**460.3**	**-6.8**	**570.1**	**554.0**	**2.9**

Source: Company, MOFSL

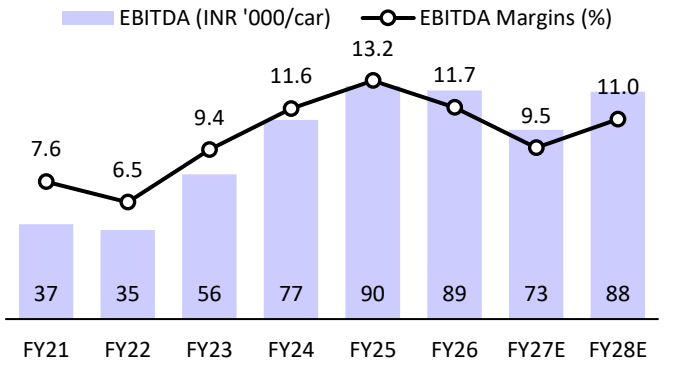
Story in charts

Exhibit 5: Trends in volume and growth



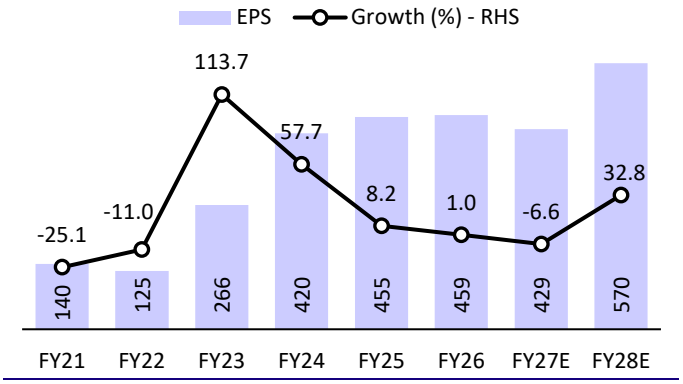
Source: Company, MOFSL

Exhibit 6: EBITDA margin and EBITDA per car



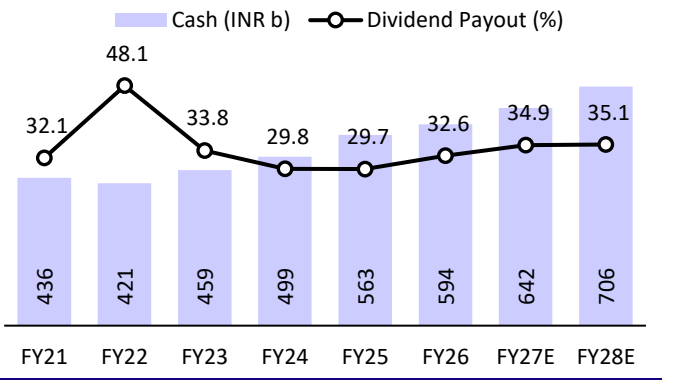
Source: Company, MOFSL; *restated financials FY25 onwards

Exhibit 7: EPS (INR) and growth in EPS



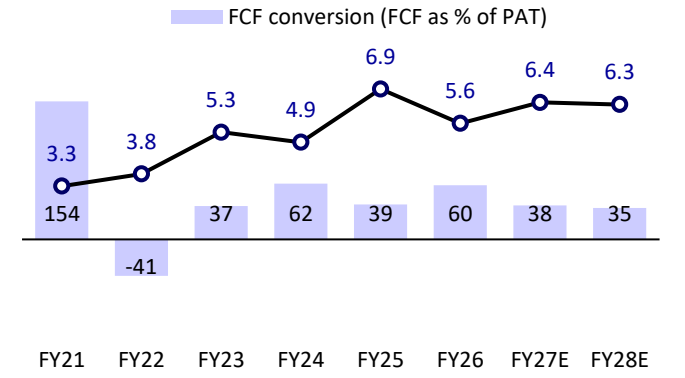
Source: MOFSL, Company

Exhibit 8: Dividend payout (%) and cash balance (INR b)



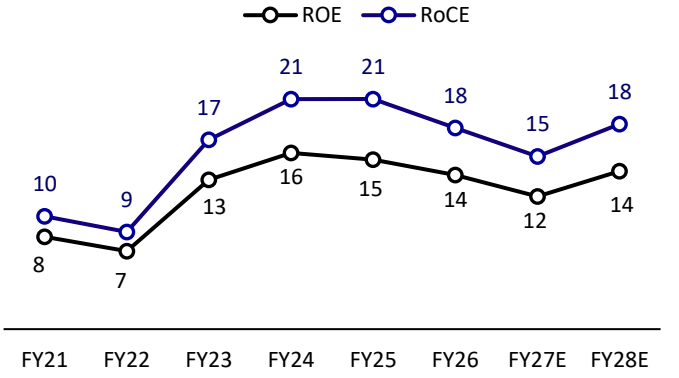
Source: MOFSL, Company

Exhibit 9: Expect FCF conversion to recover



Source: Company, MOFSL

Exhibit 10: RoE vs. RoCE (%)



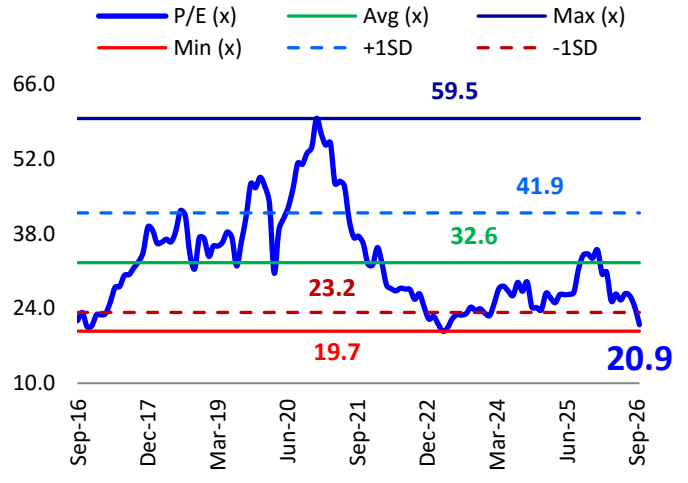
Source: Company, MOFSL

Exhibit 11: Snapshot of the revenue model

000 units	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
A1/LCVs	30	34	38	34	34	39	41	44
Growth (%)	*35.7*	*14.4*	*12.4*	*-11.2*	*2.2*	*11.8*	*7.0*	*6.0*
% of Dom vols	*2.2*	*2.4*	*2.2*	*1.8*	*1.8*	*2.0*	*1.8*	*1.8*
MPV (Vans)	105	108	131	137	136	140	157	160
Growth (%)	*-11.3*	*3.1*	*21.1*	*4.5*	*-1.1*	*3.0*	*12.0*	*2.0*
% of Dom vols	*7.7*	*7.7*	*7.7*	*7.4*	*7.1*	*7.1*	*6.7*	*6.5*
A2 (other hatchbacks)	840	810	985	858	780	744	839	860
Growth (%)	*-4.6*	*-3.6*	*21.7*	*-12.9*	*-9.0*	*-4.7*	*12.8*	*2.5*
% of Dom vols	*61.7*	*57.3*	*57.7*	*46.5*	*41.0*	*37.7*	*36.0*	*35.1*
A3 (Dzire, Ciaz)	142	145	164	175	173	231	257	275
Growth (%)	*-30.5*	*1.8*	*13.4*	*6.6*	*-0.8*	*33.3*	*11.0*	*7.0*
% of Dom vols	*10.4*	*10.2*	*9.6*	*9.5*	*9.1*	*11.7*	*11.0*	*11.2*
UVs	245	317	388	642	778	822	1,040	1,111
Growth (%)	*4.3*	*29.3*	*22.4*	*65.4*	*21.1*	*5.6*	*26.5*	*6.8*
% of Dom vols	*18.0*	*22.4*	*22.8*	*34.8*	*40.9*	*41.6*	*44.6*	*45.4*
Total Domestic	**1,362**	**1,414**	**1,707**	**1,846**	**1,902**	**1,975**	**2,333**	**2,449**
Growth (%)	*-6.7*	*3.8*	*20.7*	*8.1*	*3.0*	*3.9*	*18.1*	*5.0*
% of Total vols	*93.4*	*85.6*	*86.8*	*86.7*	*85.1*	*81.5*	*82.7*	*80.4*
Exports	96	238	259	283	333	448	488	596
Growth (%)	-6	148	9	9	17	35	9	22
% of Total vols	*7*	*14*	*13*	*13*	*15*	*18*	*17*	*20*
Total Volumes	**1,458**	**1,652**	**1,966**	**2,129**	**2,234**	**2,423**	**2,821**	**3,045**
Growth (%)	*-6.7*	*13.3*	*19.0*	*8.3*	*4.9*	*8.4*	*16.4*	*8.0*
ASP (INR 000/unit)	**482**	**534**	**598**	**662**	**684**	**756**	**773**	**797**
Growth (%)	*-0.3*	*10.8*	*11.9*	*10.7*	*3.4*	*10.6*	*2.2*	*3.1*
Net Sales (INR b)	**703**	**883**	**1,175**	**1,409**	**1,529**	**1,833**	**2,180**	**2,427**
Growth (%)	*-7.0*	*25.5*	*33.1*	*19.9*	*8.5*	*19.9*	*19.0*	*11.3*

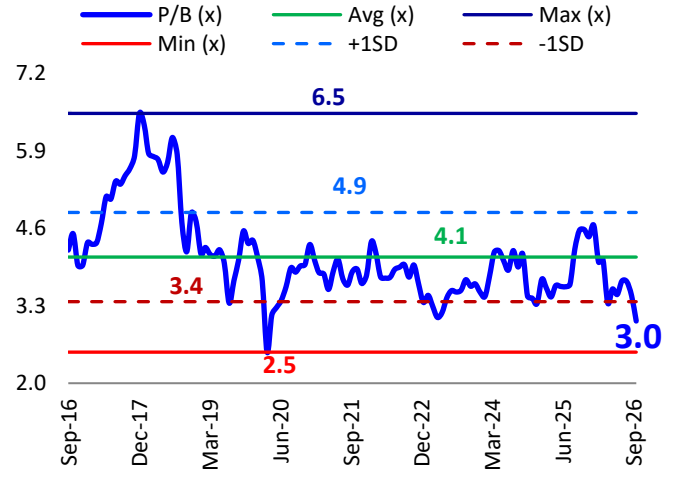
Source: MOFSL, Company

Exhibit 12: One-year forward P/E (x) band



Source: MOFSL

Exhibit 13: One-year forward P/B (x) band



Source: MOFSL

Financials and valuations

Standalone Income Statement (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Net Op Income	**7,03,325**	**8,82,956**	**11,75,229**	**14,09,326**	**15,28,679**	**18,32,661**	**21,80,072**	**24,27,145**
Change (%)	-7.0	25.5	33.1	19.9	8.5	19.9	19.0	11.3
EBITDA	**53,453**	**57,012**	**1,10,077**	**1,64,011**	**2,01,492**	**2,14,502**	**2,06,512**	**2,68,037**
Change (%)	-26.8	6.7	93.1	49.0	22.9	6.5	-3.7	29.8
EBITDA Margins (%)	7.6	6.5	9.4	11.6	13.2	11.7	9.5	11.0
Depreciation	30,315	27,865	28,233	30,223	56,070	67,405	75,547	83,234
EBIT	**23,138**	**29,147**	**81,844**	**1,33,788**	**1,45,422**	**1,47,097**	**1,30,965**	**1,84,803**
EBIT Margins (%)	3.3	3.3	7.0	9.5	9.5	8.0	6.0	7.6
Interest	1,008	1,259	1,866	1,932	1,942	2,387	2,148	2,148
Other Income	29,464	17,935	21,613	38,548	50,647	43,919	46,440	50,120
EO Expense	0	0	0	0	0	0	0	0
PBT	**51,594**	**45,823**	**1,01,591**	**1,70,404**	**1,94,127**	**1,88,629**	**1,75,257**	**2,32,775**
Effective tax Rate (%)	18.0	17.8	20.8	22.5	26.3	23.4	23.0	23.0
PAT	**42,297**	**37,663**	**80,492**	**1,32,094**	**1,42,976**	**1,44,454**	**1,34,948**	**1,79,236**
Adj. PAT	**42,297**	**37,663**	**80,492**	**1,32,094**	**1,42,976**	**1,44,454**	**1,34,948**	**1,79,236**
Change (%)	-25.1	-11.0	113.7	64.1	8.2	1.0	-6.6	32.8

Standalone Balance Sheet (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Share Capital	1,510	1,510	1,510	1,572	1,572	1,572	1,572	1,572
Reserves	5,12,158	5,39,350	6,02,310	8,38,248	9,42,701	10,49,526	11,37,314	12,69,390
Net Worth	**5,13,668**	**5,40,860**	**6,03,820**	**8,39,820**	**9,44,273**	**10,51,098**	**11,38,886**	**12,70,962**
Loans	4,888	3,819	12,158	331	0	0	0	0
Deferred Tax Liability	3,847	-2,027	-3,411	-1,124	10,290	11,866	11,866	11,866
Capital Employed	**5,22,403**	**5,42,652**	**6,12,567**	**8,39,027**	**9,54,563**	**10,62,964**	**11,50,752**	**12,82,828**
Application of Funds								
Gross Fixed Assets	3,14,553	3,24,892	3,89,704	4,22,982	7,08,673	7,79,919	9,19,919	10,73,919
Less: Depreciation	1,64,983	1,87,719	2,11,655	2,38,029	3,78,960	4,34,800	5,10,347	5,93,581
Net Fixed Assets	**1,49,570**	**1,37,173**	**1,78,049**	**1,84,953**	**3,29,713**	**3,45,119**	**4,09,572**	**4,80,338**
Capital WIP	14,898	29,294	28,970	65,339	79,290	98,382	98,382	98,382
Investments	4,47,908	4,37,675	4,77,607	6,85,180	6,48,108	7,62,786	8,10,786	8,73,786
Curr.Assets, Loans	**82,902**	**1,22,345**	**1,38,021**	**1,60,813**	**2,29,255**	**2,55,889**	**2,49,471**	**2,78,696**
Inventory	30,500	35,331	42,838	41,196	69,088	1,13,147	89,592	99,746
Sundry Debtors	12,766	20,301	32,958	46,013	65,349	53,360	59,728	66,497
Cash & Bank Balances	323	320	334	4,557	1,802	633	805	1,238
Loans & Advances	6,642	307	299	328	433	442	442	442
Others	32,671	66,086	61,592	68,719	92,583	88,307	98,904	1,10,772
Current Liab & Prov.	**1,72,875**	**1,83,835**	**2,10,080**	**2,57,258**	**3,31,803**	**3,99,212**	**4,17,460**	**4,48,374**
Sundry Creditors	1,01,617	97,610	1,17,804	1,45,824	1,69,214	2,21,314	2,38,912	2,65,988
Others	60,252	71,104	75,939	91,329	1,45,690	1,56,151	1,56,151	1,56,151
Provisions	11,006	15,121	16,337	20,105	16,899	21,747	22,397	26,234
Net Current Assets	**-89,973**	**-61,490**	**-72,059**	**-96,445**	**-1,02,548**	**-1,43,323**	**-1,67,989**	**-1,69,678**
Appl. of Funds	**5,22,403**	**5,42,652**	**6,12,567**	**8,39,027**	**9,54,563**	**10,62,964**	**11,50,752**	**12,82,828**

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Basic (INR)								
Adjusted EPS	**140.0**	**124.7**	**266.5**	**420.1**	**454.8**	**459.5**	**429.2**	**570.1**
Cash EPS	240.4	216.9	359.9	516.3	633.1	673.9	669.5	834.8
Book Value per Share	1,700	1,790	1,999	2,671	3,003	3,343	3,622	4,043
DPS	45.0	60.0	90.0	125.0	135.0	150.0	150.0	200.0
Div. payout (%)	32.1	48.1	33.8	29.8	29.7	32.6	34.9	35.1
Valuation (x)								
P/E	81.8	91.9	43.0	27.3	25.2	24.9	26.7	20.1
Cash P/E	47.7	52.8	31.8	22.2	18.1	17.0	17.1	13.7
EV/EBITDA	56.4	53.1	27.2	17.8	14.6	13.2	13.5	10.2
EV/Sales	4.5	3.6	2.7	2.2	2.0	1.6	1.3	1.2
P/BV	6.7	6.4	5.7	4.3	3.8	3.4	3.2	2.8
Dividend Yield (%)	0.4	0.5	0.8	1.1	1.2	1.3	1.3	1.7
FCF Yield (%)	1.8	-0.4	0.8	2.3	1.5	2.4	1.4	1.7
Profitability Ratios (%)								
RoIC	18.9	26.8	54.2	73.1	47.2	37.3	31.6	38.1
RoE	8.2	7.0	13.3	15.7	15.1	13.7	11.8	14.1
RoCE	10.1	8.7	16.9	20.5	20.5	18.0	15.4	18.3
Turnover Ratios								
Debtors (Days)	7	9	11	12	16	11	10	10
Inventory (Days)	17	16	15	12	19	26	17	17
Creditors (Days)	73	54	50	53	57	61	53	55
Work. Cap. (Days)	-49	-29	-24	-28	-22	-24	-26	-27
Asset Turnover (x)	1.3	1.6	1.9	1.7	1.6	1.7	1.9	1.9
Leverage Ratio								
Net Debt/Equity (x)	-0.8	-0.8	-0.7	-0.6	-0.6	-0.6	-0.6	-0.6

Standalone Cash Flow Statement (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Profit before Tax	51,594	45,823	1,01,591	1,70,404	1,94,127	1,88,629	1,75,257	2,32,775
Interest	1,008	1,259	1,866	1,932	1,942	2,387	2,148	2,148
Depreciation	30,315	27,865	28,233	30,223	56,070	67,405	75,547	83,234
Direct Taxes Paid	-10,107	-11,769	-22,313	-35,557	-38,047	-43,351	-40,309	-53,538
(Inc)/Dec in WC	43,352	-28,098	3,787	22,777	-3,352	16,375	24,838	2,123
Other Items	-27,774	-17,168	-20,884	-38,109	-49,426	-40,814	-46,440	-50,120
CF from Oper. Activity	**88,388**	**17,912**	**92,280**	**1,51,670**	**1,61,314**	**1,90,631**	**1,91,041**	**2,16,621**
(Inc)/Dec in FA	-23,279	-33,227	-62,474	-69,637	-1,05,796	-1,03,444	-1,40,000	-1,54,000
Free Cash Flow	**65,109**	**-15,315**	**29,806**	**82,033**	**55,518**	**87,187**	**51,041**	**62,621**
(Pur)/Sale of Invest.	-49,560	31,337	-17,708	-37,191	-38,727	-43,516	-1,560	-12,880
CF from Inv. Activity	**-72,839**	**-1,890**	**-80,182**	**-1,06,828**	**-1,44,523**	**-1,46,960**	**-1,41,560**	**-1,66,880**
Change in Networth	0	0	0	0		0	0	0
Inc/(Dec) in Debt	3,723	-1,140	7,895	-11,960	-584	-359	0	0
Interest Paid	-1,006	-1,291	-1,854	-1,472	-1,667	-2,037	-2,148	-2,148
Dividends Paid	-18,125	-13,594	-18,125	-27,187	-39,300	-42,444	-47,160	-47,160
CF from Fin. Activity	**-15,408**	**-16,025**	**-12,084**	**-40,619**	**-41,551**	**-44,840**	**-49,308**	**-49,308**
Inc/(Dec) in Cash	**141**	**-3**	**14**	**4,223**	**-24,760**	**-1,169**	**172**	**433**
Add: Op. Balance	182	323	320	334	26,562	1,802	633	805
Closing Balance	**323**	**320**	**334**	**4,557**	**1,802**	**633**	**805**	**1,238**

E: MOFSL Estimates, restated financials from FY25

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