7 November 2026
2QFY27 Results Update | Sector: Automobile

Bosch

Estimate change	↓
TP change	↔
Rating change	↔

Bloomberg	BOS IN
Equity Shares (m)	29
M.Cap.(INRb)/(USDb)	1050.9 / 11.6
52-Week Range (INR)	41945 / 25922
1, 6, 12 Rel. Per (%)	-7/-13/17
12M Avg Val (INR M)	1041

Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	200.3	295.0	325.4
EBITDA	26.5	40.7	48.5
Adj. PAT	23.5	29.1	34.0
EPS (INR)	796.0	988.3	1,151.3
EPS Gr. (%)	16.7	24.2	16.5
BV/Sh. (INR)	5,034	6,253	7,045
Ratios			
RoE (%)	16.4	17.5	17.3
RoCE (%)	21.5	23.4	23.1
Payout (%)	33.9	32.4	31.3
Valuations			
P/E (x)	63.7	51.3	44.0
P/BV (x)	10.1	8.1	7.2
Div. Yield (%)	0.5	0.6	0.7
FCF Yield (%)	1.2	1.0	1.7

Shareholding pattern (%)

As of	Sep-26	Jun-26	Sep-25
Promoter	70.5	70.5	70.5
DII	15.2	15.2	15.1
FII	7.2	7.1	7.1
Others	7.1	7.2	7.2

FII includes depository receipts

CMP: INR50,700 TP: INR47,200 (-7%) Neutral

Growth tapering; margins under pressure

Medium-term outlook positive; well-placed for upcoming regulations

- Bosch (BOS) earnings grew 5% YoY to INR5.8b and were ahead of our estimate on the back of strong topline performance and higher-than-expected other income.
- Due to weaker-than-expected margins in 2Q in the standalone business and margin headwinds in the RBIC business, we cut our FY27 earnings estimate by 6%. We project BOS to clock a 27%/35%/20% CAGR in revenue/EBITDA/PAT over FY26-28. However, the stock at 51x/44x FY27E/FY28E appears fairly valued. **We reiterate our Neutral rating with a TP of INR47,200 (based on ~41x FY28E EPS).**

Earnings beat on strong topline performance and higher other income

- BOS' net revenue in 2QFY27 beat our estimate, growing ~29% YoY to INR61.6b (est. INR58b), led by strong performance across segments.
- Mobility business grew 29% YoY, driven by 36% growth in Power Solutions and a 20% YoY growth in the 2W segment, followed by 14% growth in the aftermarket business. The Consumer Goods segment grew relatively slower at 17% YoY.
- Gross margin contracted ~170bp YoY to 33.7%, below our estimate of 35%.
- EBITDA margin came in at 13% (+15bp YoY and -98bp QoQ), marginally lower than our estimate of 13.3%.
- As a result, EBITDA was in line with our estimate, rising ~30% YoY to INR8b (vs estimate of INR7.7b).
- Other income came in at INR896m vs our estimate of INR350m.
- An exceptional income of INR1.2b was recognized following the reversal of provisions toward long-term services for managerial staff.
- Adjusted for this, PAT grew 5% YoY to INR5.8b (11% above estimate).
- Further, the Board has approved a 1:5 stock split and a 3:1 bonus issue. This action is expected to be completed within two months.

Highlights from the management commentary

- Management expects the strong demand momentum witnessed in 2QFY27 to moderate in 2HFY27, given the high base, elevated inflation, weak monsoon, and tighter interest rates. While 2W demand remains healthy, growth is expected to be flat-to-modest in 3QFY27.
- Power Solutions is expected to benefit from tighter emission norms, including CAFE 3 and proposed BS7 regulations, with BOS positioning itself as a technology and calibration partner for OEMs. CNG direct-injection technology has also been validated, with diesel-comparable performance and fuel efficiency.

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Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

- 2W business growth is being driven by higher production, premiumization, and increasing electronic content, with BOS having shipped over 10m electronic control modules to date.
- RBIC margins remain under pressure from higher aluminum and imported component costs, rupee depreciation, and start-up expenses. Management expects gradual improvement from 2Q levels as forex, capacity-related, and raw-material headwinds ease over the coming quarters.
- BOS remains focused on localization, operational efficiencies, and portfolio expansion, while progressing with its Bosch-TACO and Bosch-TSF joint ventures. Management is also evaluating opportunities arising from changing global supply chains and India's FTAs to expand exports.

Valuation and view

Due to weaker-than-expected margins in 2Q in the standalone business and margin headwinds in the RBIC business, we cut our FY27 earnings estimate by 6%. We project BOS to clock a 27%/35%/20% CAGR in revenue/EBITDA/PAT over FY26-28. However, the stock at 51x/44x FY27E/FY28E appears fairly valued. **We reiterate our Neutral rating with a TP of INR47,200 (based on ~41x FY28E EPS).**

Quarterly performance (S/A) **(INR M)**

Y/E March	FY26				FY27E				FY26	FY27E		Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE	(%)
Net Sales	**47,886**	**47,948**	**48,856**	**55,657**	**58,419**	**61,641**	**59,604**	**59,064**	**200,347**	**238,729**	**58,017**	**6.2**
YoY Change (%)	10.9	9.1	9.4	13.3	22.0	28.6	22.0	6.1	10.8	19.2	21.0	
RM Cost (% of sales)	62.3	64.6	63.2	65.2	66.5	66.3	65.5	64.9	63.9	65.8	65.0	130bps
Staff Cost (% of sales)	7.1	7.6	7.7	7.6	5.8	6.5	6.5	6.6	7.7	6.3	7.4	-90bps
Other Expenses (% of sales)	17.2	14.9	16.1	12.7	13.7	14.2	14.5	14.4	15.2	14.2	14.3	-10bps
EBITDA	**6,393**	**6,171**	**6,330**	**8,022**	**8,180**	**8,028**	**8,047**	**8,356**	**26,504**	**32,610**	**7,716**	**4.0**
Change (%)	23.0	10.1	8.7	24.0	28.0	30.1	27.1	4.2	14.8	23.0	25	
Margins (%)	13.4	12.9	13.0	14.4	14.0	13.0	13.5	14.1	13.2	13.7	13.3	-30bps
Depreciation	850	925	987	1,158	989	1,086	1,050	1,060	3,920	4,185	1,020	
Interest	45	42	43	138	61	63	62	64	267	250	65	
Other Income	2,881	2,099	1,999	1,564	2,257	896	380	-147	8,543	3,386	350	
PBT before EO expense	**8,379**	**7,303**	**7,299**	**8,290**	**9,387**	**7,775**	**7,315**	**7,085**	**30,860**	**31,562**	**6,981**	**11.4**
Extra-Ord expense	-5,560	0	206	206	0	-1,240	0	1,240	-5,560	0	0	
PBT after EO Expense	**13,939**	**7,303**	**7,093**	**8,084**	**9,387**	**9,015**	**7,315**	**5,845**	**36,420**	**31,562**	**6,981**	**29.1**
Tax	2,785	1,761	1,772	2,399	2,369	2,269	1,829	1,424	8,717	7,890	1,745	
Tax Rate (%)	20.0	24.1	25.0	29.7	25.2	25.2	25.0	24.4	23.9	25.0	25.0	20bps
Reported PAT	**11,154**	**5,542**	**5,321**	**5,685**	**7,018**	**6,746**	**5,486**	**4,421**	**27,703**	**23,671**	**5,236**	**28.8**
Adj PAT	**6,925**	**5,542**	**5,478**	**5,830**	**7,018**	**5,818**	**5,486**	**5,359**	**23,474**	**23,671**	**5,236**	**11.1**
YoY Change (%)	48.8	10.8	11.1	5.3	1.3	5.0	0.2	-8.1	16.7	0.8	-5.5	

E: MOFSL Estimates

Segmental Mix (INR m)

	FY26				FY27E	
	1Q	2Q	3Q	4Q	1Q	2Q
Auto	**42,463**	**42,704**	**44,157**	**48,751**	**52,344**	**55,097**
Growth (%)	13.5	13.6	13.4	17.3	23.3	29.0
PBIT margin (%)	14.5	14.9	12.7	15.2	14.2	13.8
Contribution (%)	88.7	89.1	90.4	87.6	89.6	89.4
Non-Auto	**5,454**	**5,342**	**4,896**	**6,951**	**6,092**	**6,630**
Growth (%)	(6.2)	(16.8)	(17.5)	(8.1)	11.7	24.1
PBIT margin (%)	12.0	6.5	13.7	9.8	13.6	15.2
Contribution (%)	11.4	11.1	10.0	12.5	10.4	10.8
a) Consumer goods	4,308	4,368	3,505	6,178	5,208	5,114
Growth (%)	9.4	1.8	(3.1)	14.3	20.9	17.1
PBIT margin (%)	8.5	2.9	6.3	8.1	10.9	14.7
b) Others	1,146	974	1,391	773	884	1,516
Growth (%)	(38.9)	(54.3)	(40.0)	(64.2)	(22.9)	55.6
PBIT margin (%)	24.9	22.5	32.4	23.9	29.4	16.8
Total Revenue (post inter segment)	**47,886**	**47,948**	**48,856**	**55,656**	**58,419**	**61,641**
Growth (%)	10.9	9.1	9.4	13.3	22.0	28.6

E:MOFSL Estimates



Key takeaways from the management commentary

Overall business and industry update

- The Indian automotive industry witnessed healthy growth in 2QFY27, supported by strong domestic demand and festive-season buying across most vehicle segments.
- Passenger vehicle demand remained strong, driven by sustained SUV preference, a low base, and positive consumer sentiment. CV demand was supported by healthy freight movement, infrastructure activity, replacement demand, and last-mile logistics.
- 2W and 3W demand remained robust, supported by rural demand, festive buying, increasing passenger mobility, and last-mile connectivity.
- Tractor demand weakened toward the end of 2Q due to below-normal and uneven monsoon conditions, which adversely impacted farm sentiment despite earlier support from GST-led affordability.
- Management expects a relatively modest 2HFY27, considering the high base of the previous year, inflationary pressures, weak monsoon conditions, and tightening interest rates. Moderation is expected across vehicle segments, including PVs and 2Ws, and not just tractors.

Power Solutions business

- The division witnessed positive growth across CVs, PVs and tractors, with OEMs increasingly aligning their platform and powertrain roadmaps with upcoming emission regulations and alternative-fuel technologies.
- CAFE Phase 3 norms, effective Apr'27, are expected to accelerate adoption of alternative fuels such as ethanol blends and CNG, alongside hybrid technologies, supported by regulatory incentives of 1.6–2.5x supercredits for hybrids. BOS is well positioned as a core systems and calibration partner, supporting higher content per vehicle.
- BOS has initiated early consultations with OEMs across vehicle segments on platform and powertrain architecture requirements in anticipation of the draft BS7 Phase 3 regulations, proposed for implementation in 2029 for PVs and 2031 for CVs, along with draft 2W/5W test procedures.
- BOS successfully validated CNG direct injection technology on engine and vehicle test benches for PV and LCV applications, achieving performance and fuel efficiency comparable to diesel.
- Technical regulations for retrofit emission-control devices targeting the existing in-use CV and off-highway diesel fleet mandate minimum reductions of 60% in NOx emissions and/or 97% in particulate matter, creating opportunities for BOS' emission-control systems portfolio.
- Management indicated that BOS is technologically prepared for CAFE Phase 3, although the exact incremental content per vehicle and its financial contribution are yet to be quantified.

2W and Powersports Business

- Growth was driven by higher motorcycle production, increasing adoption of value-added features, stricter emission norms, and rising demand for advanced electronic control systems.

- BOS has cumulatively shipped over 10m electronic product modules, reflecting its expanding presence in 2W electronics.
- The company completed a focused nine-month development cycle to launch integrated engine management systems and ABS on a high-volume 160cc motorcycle platform.
- BOS further strengthened its presence in the premium motorcycle segment by deploying powertrain and safety electronics on a newly launched 585cc multi-cylinder motorcycle platform.
- 1HFY27 growth was also supported by higher 2W production and increased sales of exhaust gas sensors, fuel injectors and ABS systems.

Mobility Aftermarket Business

- The division sustained robust growth, supported by increased workshop engagement, higher sales of OE spares, and traction across independent aftermarket channels.
- Demand remained healthy across key product categories, including rotating machines, spark plugs, batteries, and filters.
- BOS expanded its workshop network beyond 5,000 workshops, strengthening its reach across the aftermarket ecosystem.
- The company expanded its PV aftermarket portfolio through the launch of clutch and suspension components, allowing it to address additional product categories.
- The division's growth was also supported by strong OE aftermarket demand, particularly in diesel systems, spark plugs and rotating machines.

Consumer Goods and Power Tools

- Consumer Goods revenue grew 17.1% YoY in 2QFY27 and 19% YoY in 1HFY27, driven by healthy demand for standard-line products and accessories, supported by marketing campaigns and increasing e-commerce sales.
- The Power Tools business recorded strong growth across global tools, measuring tools, accessories, hand tools and outdoor garden categories, with traction across both traditional dealer networks and online channels.
- The Chennai power tools plant crossed cumulative production of 20m units during the quarter.
- Bosch diversified beyond hand tools into the PPE segment with the launch of its first range of safety helmets.
- The company launched the Pro360 digital platform for professionals and sub-dealers, offering integrated solutions for tool management, servicing, inventory management and rewards.
- Three focused marketing initiatives supported growth: Cordless 3.0 to accelerate cordless technology adoption, Accelerate to improve the mix of higher-margin accessories, and Made in India to drive adoption of products manufactured at the Chennai facility.

Bosch Chassis Systems India (RBIC) – Business overview

- Bosch Chassis Systems India (RBIC), acquired effective 1st Jul'26, has been consolidated for the first time in 2QFY27. The business strengthens BOS' capabilities across active safety, occupant safety and vehicle motion systems.
- Its product portfolio includes ABS, electronic stability programs (ESP), integrated braking systems, vacuum brake boosters, airbag electronic control units, vehicle dynamics sensors, vehicle motion software, and related services.

- RBIC's solutions cater to ICE, hybrid, and electric vehicle platforms, positioning it to benefit from increasing safety regulations, rising consumer expectations, and evolving vehicle architectures.
- The company operates manufacturing and assembly facilities at Chakan (Pune), Sanand (Gujarat), and Manesar (Haryana).

RBIC – Financial and operational performance

- RBIC reported 2QFY27 revenue of INR15.1b, registering 27.9% YoY growth, primarily driven by higher sales in Vehicle Motion and 2W and Powersports businesses. 1HFY27 revenue grew 24.5% YoY, supported by strong PV and 2W demand.
- EBITDA increased 4.7% YoY to INR2.34b in 2QFY27, with profitability impacted by steep increases in aluminum prices, higher material costs, and INR depreciation against EUR, which increased the cost of imported components.
- 1HFY27's EBITDA declined 5.1% YoY to INR3.92b, impacted by higher raw material costs and one-time expenses associated with the commencement of production of next-generation ESP10 systems and commissioning of additional capacity for 2W ABS 10M.
- Management indicated that RBIC's near-term margins are likely to remain under pressure for another quarter due to elevated commodity costs, forex movements, capacity-related investments and depreciation-related effects. Thereafter, margins are expected to recover towards earlier levels.
- Cost pass-through arrangements at RBIC are broadly similar to those at BOS, with contractual mechanisms in place for most customers. However, recovery involves a time lag, and complete pass-through cannot be assured due to customer negotiations and certain costs not covered contractually.
- RBIC's 1HFY27 PAT increased 18.9% YoY to INR2.72b. The corresponding period last year had been impacted by a one-time INR775m charge following the change in depreciation methodology from straight-line to written-down value.
- The Chakan facility crossed 20m cumulative active safety units manufactured across 4W ESP, 4W ABS and 2W ABS platforms, highlighting its manufacturing scale and operational capabilities.

Capex, localization, and synergies

- Bosch Limited incurred a capex of approximately INR3.5b in 1HFY27, with spending typically skewed toward 3Q. A significant portion of the investment is directed toward plant and machinery, particularly upgrading existing production lines to support higher customer volumes.
- RBIC follows a relatively asset-light and modular manufacturing model, with significant reuse of production lines and equipment transferred from other BOS facilities globally. This supports higher asset turnover and capital efficiency.
- Management expects the current manufacturing approach to continue for existing product generations, although future capital intensity will depend on product architecture and the extent of equipment reuse.
- BOS is evaluating opportunities to extract further operational and administrative synergies from RBIC's integration. However, immediate priorities remain meeting strong customer demand and addressing capacity constraints.
- RBIC continues to focus on localization to reduce dependence on imported components. While electronic control units are sourced from a specialized Bosch

group entity, the company is progressively increasing local sourcing across other components.

EVs, hybrid technologies and joint ventures

- Bosch's EV-related business is currently spread across Bosch Limited and other group entities, including RBIC, with the company working towards consolidating its EV revenue and order-book disclosures.
- A significant portion of Bosch's EV opportunity is expected to be addressed through its proposed joint venture, with several projects already acquired and expected to be executed through the JV.
- Bosch has a comprehensive hybrid technology portfolio, which is already supplied to several OEMs globally. The company is in discussions with multiple Indian OEMs, although specific customer programs are yet to be announced.
- The Bosch-TACO joint venture is being established at Nashik, within Bosch's existing premises, and is expected to commence production by mid-FY28.
- The joint venture with TSF is being established in Chennai and is expected to commence production towards the end of FY28. Both JVs have cleared the requisite global merger-control approvals and are progressing as planned.

Exports and global restructuring

- BOS currently exports approximately 8-9% of its production from India, consistent with the group's international production network model, which primarily follows a local-for-local manufacturing approach.
- Management is evaluating opportunities to increase India's role within the global Bosch manufacturing network amid changing geopolitical dynamics, evolving regional manufacturing strategies and potential shifts in global sourcing.
- India's expanding FTA network is expected to support export competitiveness over time, although the extent of potential manufacturing and sourcing transfers from other geographies remains uncertain.
- The recent restructuring at the global parent level involves spinning off Bosch Mobility as an independent company from the Bosch corporate structure in Germany. Management clarified that this is an internal group-level restructuring and has no impact on Bosch Limited's structure or operations in India.

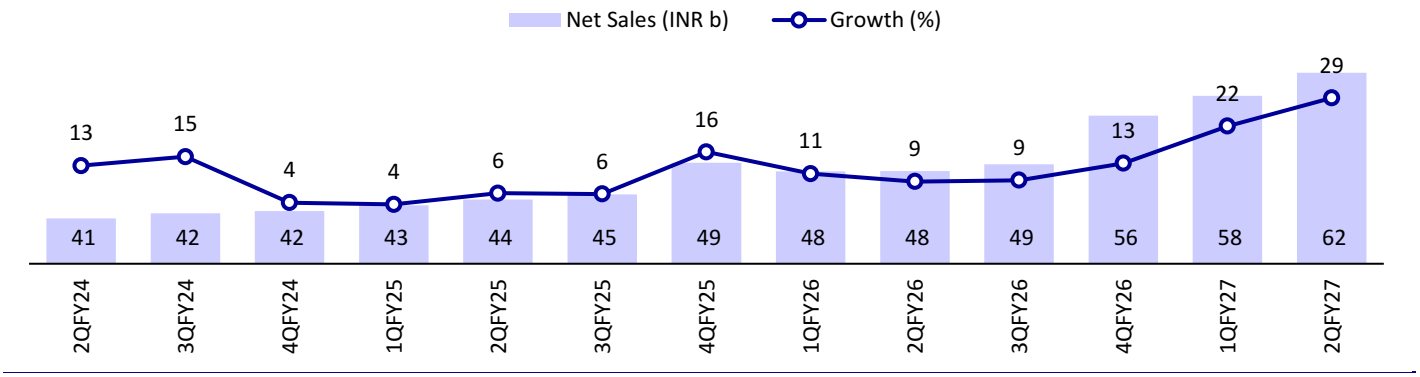
Margins, raw materials, and forex

- Higher aluminum prices and INR depreciation against EUR were key headwinds for consolidated profitability, particularly at RBIC, given its exposure to imported components.
- Cost increases are generally recovered through contractual pass-through mechanisms, although there is a time lag between the occurrence of higher costs and their recovery from customers. Certain customer-specific costs may also remain unrecovered.
- Forex costs are contractually recoverable for most customers, while a few customer arrangements are subject to negotiations.
- Management reiterated its focus on sustaining and improving BOS' margins through increasing localization, internal cost controls and a favorable product mix. While quarterly margins may fluctuate due to commodity and forex movements, the overall margin trajectory remains upward.
- The company does not intend to provide specific medium-term margin guidance but remains focused on continuous improvement in profitability.

Other corporate updates

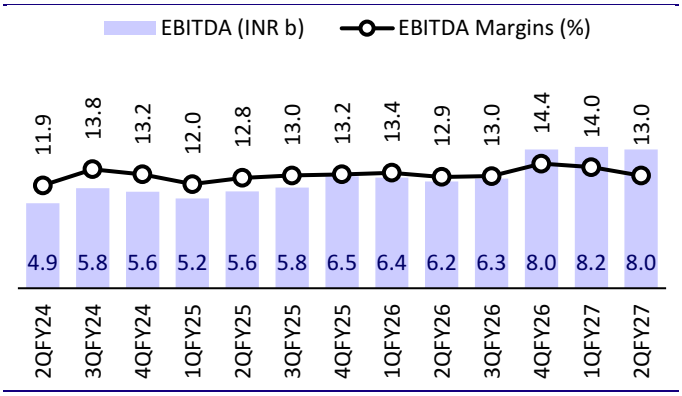
- The Board approved a 3:1 bonus issue, i.e. three fully paid-up equity shares for every one existing equity share, alongside the subdivision of each INR10 face-value share into INR2 face-value shares. The proposal is subject to shareholder approval and the determination of the record date.

Exhibit 1: Trend in revenue



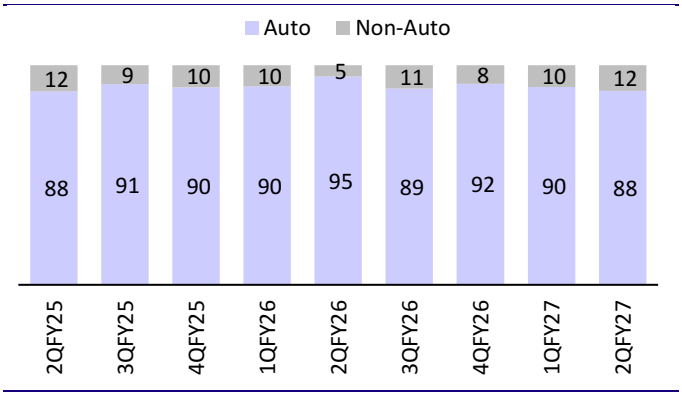
Source: Company, MOFSL

Exhibit 2: EBITDA and EBITDA margin trends



Source: Company, MOFSL

Exhibit 3: Share of auto and non-auto in PBIT



Source: Company, MOFSL

Valuation and view

- BOS continues to work with OEMs in India for new-age technologies and solutions to meet upcoming regulations in the country. The electrification of 2Ws/3Ws has opened up new growth avenues, positioning BOS more favorably in these segments for EVs. It recently launched a VCU for one of the leading PV OEMs in India. It has also launched some solutions in the world's first CNG bike. The company launched its sensorless Quick-Shift technology in India, along with the deployment of its Lambda Sensor in the TVS Ntorq 150 and Bajaj Pulsar NS400. BOS has secured impressive new order wins following the OBD2 implementation in 2Ws w.e.f. Apr'25, which is reflected in the strong 2W segment growth visible in the current fiscal. The NOx line opened for the same is likely to be used for exports as well. Management has also indicated that it is in talks with the parent for hydrogen-based solutions, which may be considered 'local for global'. The company has also initiated another restructuring exercise to maintain its competitiveness in the mobility solutions business, both in India and globally.
- Further, a pick-up in auto demand post GST 2.0 augurs well for BOS, given that it is a key solution provider across auto segments in India, the benefits of which it

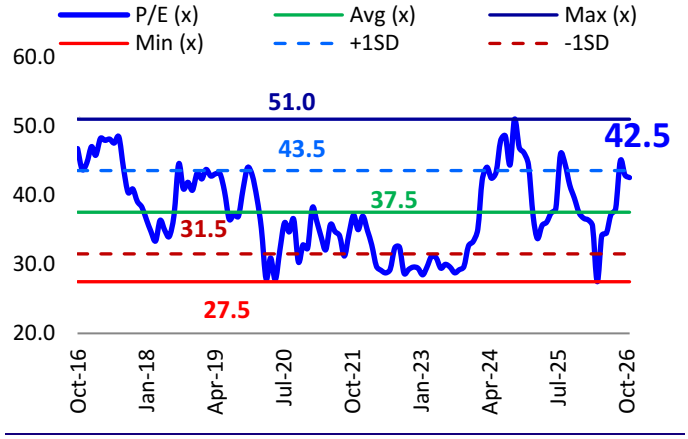
has already reaped over the past few quarters. Going into 2HFY28, there is expectations of the growth moderating given the high base of previous year and hampered rural sentiments due to monsoon deficits and expected lower yields of kharif and lower rabi sowing.

- In the non-auto businesses, BOS has adopted a two-pronged approach – it continues to introduce 'fit for the market' products and solutions and plans to increase its 'go to the market' footprint using both offline and digital platforms. The regional concept for the Power Tools business will be a healthy growth driver for BOS going forward.
- The key issue for BOS is that the mix of traded goods in its raw material cost continues to be on the higher side. Whenever a new technology is launched in India, it initially imports from its parent and then gradually localizes once scale develops. Hence, while localization remains a key focus area for the company, given the adoption of new technologies in India from time to time and the long gestation of projects, the traded component mix remains high. This, in turn, is the key reason why its margins have been under pressure over the last few years.
- Due to weaker-than-expected margins in 2Q in the standalone business and margin headwinds in the RBIC business, we cut our FY27 earnings estimate by 6%. We project BOS to clock a 27%/35%/20% CAGR in revenue/EBITDA/PAT over FY26-28. However, the stock at 51x/44x FY27E/FY28E appears fairly valued. **We reiterate our Neutral rating with a TP of INR47,200 (based on ~41x FY28E EPS).**

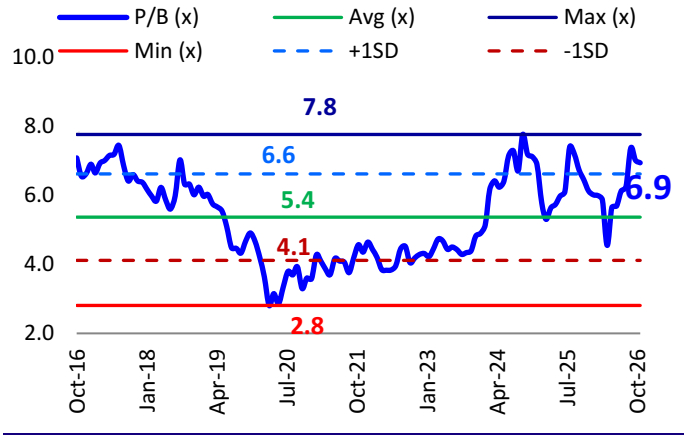
Exhibit 4: Revised forecast

(INR b)	FY27E			FY28E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Net Sales	295.0	289.4	1.9	325.4	319.3	1.9
EBITDA Margin (%)	**13.8**	**14.6**	**-80bp**	**14.9**	**14.9**	**0bp**
PAT	29.1	30.9	-5.5	34.0	33.9	0.2
EPS (Rs)	988.3	**1,046.0**	**-5.5**	1,151.3	**1,148.8**	**0.2**

Exhibit 5: P/E and P/B bands



Source: MOFSL



Source: MOFSL

Key operating indicators

Exhibit 6: Trend in sales

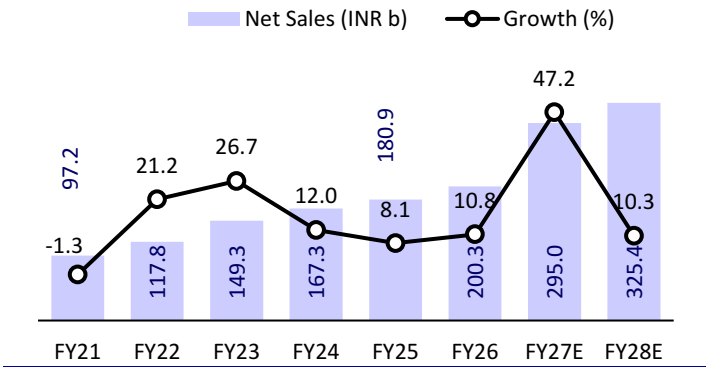


Exhibit 7: Margin profile

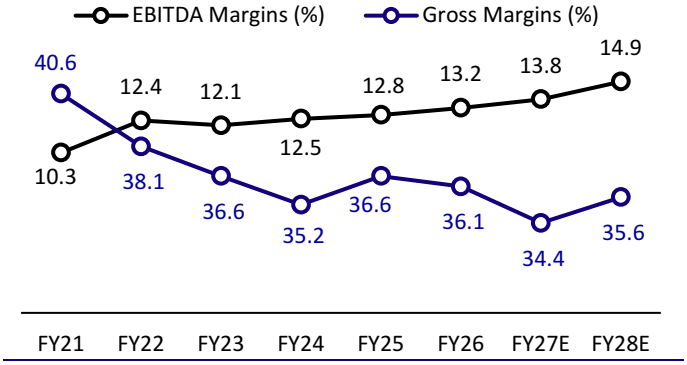


Exhibit 8: EPS growth trend

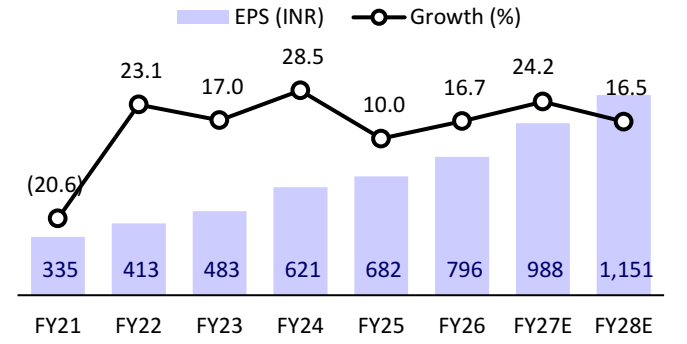


Exhibit 9: Trend in dividend payout

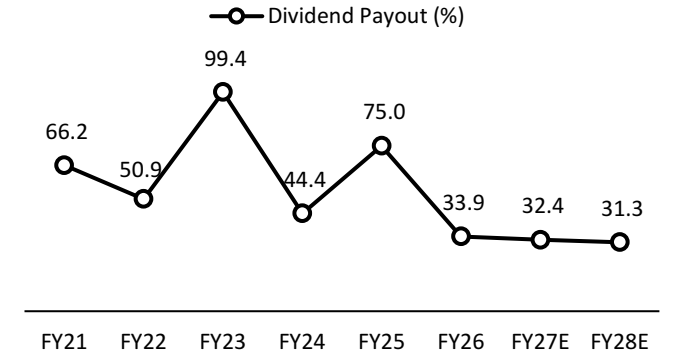


Exhibit 10: FCF and net cash

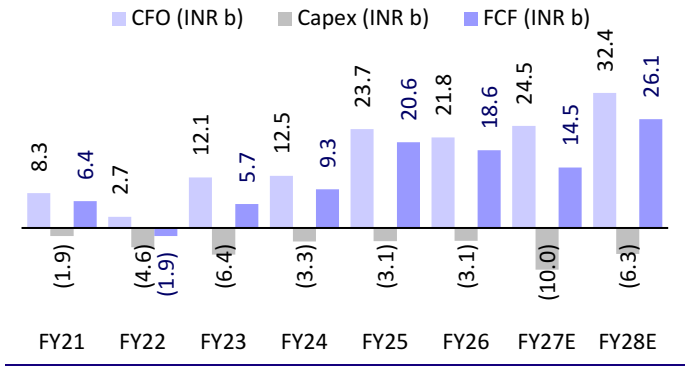
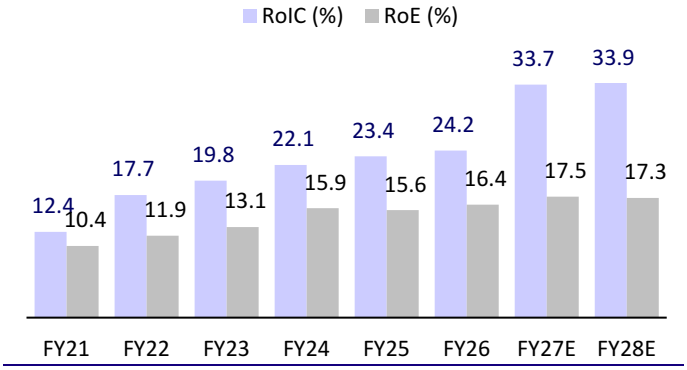


Exhibit 11: Trend in BOS' return profile



Financials and valuations

Standalone - Income Statement								(INR m)
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**
Net Op. Revenues	**97,180**	**117,816**	**149,293**	**167,271**	**180,874**	**200,347**	**295,004**	**325,417**
Change (%)	-1.3	21.2	26.7	12.0	8.1	10.8	47.2	10.3
EBITDA	**10,039**	**14,624**	**18,067**	**20,948**	**23,097**	**26,504**	**40,658**	**48,541**
Change (%)	-32.3	45.7	23.5	15.9	10.3	14.8	53.4	19.4
Margin (%)	10.3	12.4	12.1	12.5	12.8	13.2	13.8	14.9
Depreciation	3,414	3,243	3,856	4,295	3,756	3,920	5,202	5,525
EBIT	**6,624**	**11,381**	**14,211**	**16,653**	**19,341**	**22,584**	**35,456**	**43,015**
Fin. charges	140	289	121	508	171	267	293	265
Other Income	5,040	3,909	4,734	7,227	8,142	8,543	3,780	2,641
PBT bef. EO Exp.	**11,524**	**15,001**	**18,824**	**23,372**	**27,312**	**30,860**	**38,943**	**45,391**
EO Income/(Exp)	-5,555	0	0	8,438	14	5,560	0	0
PBT after EO Exp.	**5,969**	**15,001**	**18,824**	**31,810**	**27,326**	**36,420**	**38,943**	**45,391**
Current Tax	1,630	1,930	4,338	5,978	6,117	8,007	9,795	11,436
Deferred Tax	-784	899	241	927	1,076	710	0	0
Tax Rate (%)	14.2	18.9	24.3	21.7	26.3	23.9	25.2	25.2
Reported PAT	**5,123**	**12,172**	**14,245**	**24,905**	**20,133**	**27,703**	**29,148**	**33,956**
Adjusted PAT	**9,890**	**12,172**	**14,245**	**18,299**	**20,123**	**23,474**	**29,148**	**33,956**
Change (%)	-20.6	23.1	17.0	28.5	10.0	16.7	24.2	16.5

Standalone - Balance Sheet								(INR m)
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**
Equity Share Capital	295	295	295	295	295	295	295	295
Total Reserves	97,927	106,584	109,827	120,337	137,882	148,172	184,130	207,469
Net Worth	**98,222**	**106,879**	**110,122**	**120,632**	**138,177**	**148,467**	**184,425**	**207,764**
Total Loans	0	0	532	393	1,183	1,188	1,188	1,188
Capital Employed	**98,222**	**106,879**	**110,654**	**121,025**	**139,360**	**149,655**	**185,613**	**208,952**
Gross Block	36,339	38,738	40,080	41,646	42,451	45,055	60,026	66,226
Less: Accum. Deprn.	23,983	26,623	28,077	30,517	32,242	33,900	44,624	50,149
Net Fixed Assets	**12,356**	**12,115**	**12,003**	**11,129**	**10,209**	**11,155**	**15,401**	**16,076**
Capital WIP	4,928	6,054	3,655	2,240	3,961	3,578	4,107	4,159
Total Investments	**51,571**	**55,275**	**55,536**	**57,820**	**77,633**	**85,572**	**110,954**	**125,954**
Curr. Assets, Loans&Adv.	**73,821**	**76,499**	**87,619**	**99,482**	**109,379**	**115,939**	**149,514**	**166,663**
Inventory	12,985	17,293	19,029	18,934	19,423	21,242	32,656	36,087
Account Receivables	13,894	15,267	19,029	21,818	24,454	28,212	39,185	43,168
Cash and Bank Balance	2,889	1,432	3,792	4,632	3,528	4,025	1,946	4,698
Loans and Advances	44,054	42,507	45,769	54,098	61,974	62,460	75,727	82,710
Curr. Liability & Prov.	**49,514**	**47,225**	**51,940**	**52,523**	**63,093**	**67,157**	**96,430**	**106,117**
Account Payables	22,230	22,404	27,253	25,676	29,582	40,721	62,460	69,017
Other Current Liabilities	14,171	11,174	12,196	12,228	16,347	6,836	11,936	13,035
Provisions	13,113	13,647	12,491	14,619	17,164	19,600	22,033	24,065
Net Current Assets	**24,308**	**29,274**	**35,679**	**46,959**	**46,286**	**48,782**	**53,084**	**60,545**
Deferred Tax assets	5,059	4,161	3,781	2,877	1,271	568	2,067	2,217
Appl. of Funds	**98,222**	**106,879**	**110,654**	**121,025**	**139,360**	**149,655**	**185,613**	**208,952**

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Basic (INR)								
EPS	**335**	**413**	**483**	**621**	**682**	**796**	**988**	**1,151**
Cash EPS	451	523	614	766	810	929	1,165	1,339
BV/Share	3,331	3,624	3,734	4,091	4,686	5,034	6,253	7,045
DPS	115	210	480	375	512	270	320	360
Payout (%)	66.2	50.9	99.4	44.4	75.0	33.9	32.4	31.3
Valuation (x)								
P/E	151.2	122.8	105.0	81.7	74.3	63.7	51.3	44.0
Cash P/E	112.4	97.0	82.6	66.2	62.6	54.6	43.5	37.9
P/BV	15.2	14.0	13.6	12.4	10.8	10.1	8.1	7.2
EV/Sales	15.4	12.7	10.0	8.9	8.3	7.4	5.1	4.6
EV/EBITDA	148.7	102.1	82.6	71.2	64.6	56.3	36.8	30.7
Dividend Yield (%)	0.2	0.4	0.9	0.7	1.0	0.5	0.6	0.7
FCF per share	217.4	-64.8	194.7	314.2	698.8	632.2	491.8	886.4
Return Ratios (%)								
RoIC	12.4	17.7	19.8	22.1	23.4	24.2	33.7	33.9
RoE	10.4	11.9	13.1	15.9	15.6	16.4	17.5	17.3
RoCE (pre-tax)	12.2	14.9	17.4	20.6	21.1	21.5	23.4	23.1
Working Capital Ratios								
Fixed Asset Turnover (x)	2.7	3.0	3.7	4.0	4.3	4.4	4.9	4.9
Asset Turnover (x)	1.0	1.1	1.4	1.4	1.4	1.4	1.8	1.6
Inventory (Days)	49	54	47	41	39	39	40	40
Debtor (Days)	52	47	47	48	49	51	60	60
Creditor (Days)	83	69	67	56	60	74	77	77
Working Cap. Turnover (Days)	80	86	78	92	86	82	63	63

Standalone - Cash Flow Statement

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
OP/(Loss) before Tax	5,671	15,001	18,824	23,372	27,326	36,420	38,943	45,391
Depreciation	3,414	3,243	3,856	4,295	3,756	3,920	5,202	5,525
Interest & Finance Charges	-2,377	-2,096	-2,670	-4,018	-3,950	-4,486	-3,487	-2,376
Direct Taxes Paid	-2,695	-2,664	-4,031	-6,958	-2,888	-7,753	-9,795	-11,436
(Inc)/Dec in WC	6,320	-9,404	-2,501	-2,061	3,243	2,469	-6,381	-4,710
Others	-1,984	-1,374	-1,342	-2,102	-3,753	-8,816	0	0
CF from Operating incl EO	**8,349**	**2,706**	**12,136**	**12,528**	**23,734**	**21,754**	**24,482**	**32,396**
(Inc)/Dec in FA	-1,938	-4,617	-6,395	-3,261	-3,126	-3,110	-9,977	-6,253
Free Cash Flow	**6,411**	**-1,911**	**5,741**	**9,267**	**20,608**	**18,644**	**14,505**	**26,143**
(Pur)/Sale of Investments	-5,087	-1,837	8,079	1,537	-13,523	-7,287	-25,382	-15,000
Others	2,395	6,122	934	4,552	-2,938	4,552	2,281	2,491
CF from Investments	**-4,630**	**-332**	**2,618**	**2,828**	**-19,587**	**-5,845**	**-33,078**	**-18,762**
Issue of Shares	0	0	0	0	0	0	0	0
Interest Paid	-16	-150	-62	-22	-46	-130	-293	-265
Dividend Paid	-3,095	-3,394	-12,092	-14,312	-5,017	-15,090	-9,438	-10,617
Others	-271	-287	-240	-182	-228	-192	16,248	0
CF from Fin. Activity	**-3,382**	**-3,831**	**-12,394**	**-14,516**	**-5,291**	**-15,412**	**6,518**	**-10,882**
Inc/Dec of Cash	**337**	**-1,457**	**2,360**	**840**	**-1,144**	**497**	**-2,079**	**2,751**
Opening Balance	2,552	2,889	1,432	3,792	4,672	3,528	4,025	1,947
Closing Balance	**2,889**	**1,432**	**3,792**	**4,632**	**3,528**	**4,025**	**1,947**	**4,698**

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Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

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Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412, BSE enlistment no. 5028, AMFI registered Mutual Fund Distributor and SIF Distributor: ARN .: 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.