

Estimate change	↓
TP change	↓
Rating change	↔

Bloomberg	BOS IN
Equity Shares (m)	29
M.Cap.(INRb)/(USD\$)	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	FY26E	FY27E	FY28E
Sales	198.4	220.2	239.5
EBITDA	26.0	29.2	32.4
Adj. PAT	24.0	26.7	29.9
EPS (INR)	814.7	905.7	1,013.1
EPS Gr. (%)	19.4	11.2	11.8
BV/Sh. (INR)	5,069	5,345	5,648

#### Ratios

RoE (%)	16.7	17.4	18.4
RoCE (%)	21.8	22.8	24.1
Payout (%)	70.0	69.6	70.1

#### Valuations

P/E (x)	43.8	39.4	35.2
P/BV (x)	7.0	6.7	6.3
Div. Yield (%)	1.6	1.8	2.0
FCF Yield (%)	3.8	1.4	1.5

#### Shareholding pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	70.5	70.5	70.5
DII	14.9	15.1	15.9
FII	7.3	7.1	6.1
Others	7.2	7.2	7.4

FII Includes depository receipts

**CMP:INR35,630 TP: INR35,504 Neutral**

#### Margins stable QoQ

##### Mobility segment remains the key growth driver

- Bosch's (BOS) 3QFY26 PAT at INR5.5b came in below our estimate of INR5.8b. Earnings missed estimates due to lower-than-expected performance in the non-auto segment as well as lower margins.
- Auto segment demand has picked up post GST 2.0 reforms and is likely to benefit players like BOS. While BOS continues to work toward the localization of new technologies, given the long gestation of projects, its margin remains under pressure with no visibility of material improvement, at least in the near term. We factor in BOS to post 10%/12%/14% CAGR in revenue/EBITDA/PAT over FY25-28E. The stock at 39.4x/35.2x FY27E/FY28E appears fairly valued. **We reiterate our Neutral rating with a TP of INR35,504 (based on ~36x Dec'27E EPS).**

#### Margins stable QoQ

- Net revenue came broadly in line with estimates, growing ~9.4% YoY to INR48.9b (vs est. INR50b), led by strong performance in the automotive segment, particularly in Power Solutions and 2-Wheelers. The Mobility business grew 18.5% YoY, driven by 19.5% growth in Power Solutions, while Mobility Aftermarket rose 5.3% YoY, and the 2-Wheelers segment grew 58.3% YoY. The Consumer Goods segment underperformed, declining 3.1% YoY.
- The Power Solutions segment growth was broad-based and boosted by robust demand in tractors and CVs. In the 2W segment, Bosch solutions were incorporated into the new TVS Apache RTX 300 and Harley X440T.
- Gross margins contracted 160bp YoY to 36.8%.
- Based on a preliminary assessment, management has provided INR206m toward the new labor code impact, which has been included as part of employee costs.
- Adjusted for this, EBITDA margins came in below our estimates at 13%, flat YoY (estimated 13.5%).
- EBITDA grew 9% YoY to INR6.3b (+2.6% QoQ), missing our estimate of INR6.8b.
- PAT also missed our estimates, having grown 11% YoY to INR5.5b (estimated INR5.8b).
- Revenue/EBITDA/PAT grew 10%/14%/23% YoY in 9MFY26 to INR145b/INR18.9b/INR17.9b, respectively.

#### Highlights from the management commentary

- The company continues to actively engage with OEMs on alternate fuel technologies, including flex-fuel and hydrogen, with hydrogen-based components currently in the testing phase for all OEMs.

- Hydrogen-based mobility systems are likely to see meaningful commercial traction closer to 2030, subject to infrastructure development and ecosystem readiness.
- The company has updated its dividend policy to provide clearer guidance to Investors, setting a payout range of 55–80% of profits, subject to board approval.
- Management reiterated that localization decisions are driven by volumes and logistics economics rather than duty structures, and FTAs are not expected to dilute localization efforts.
- BOS is in advanced discussions with PV OEMs to supply e-axes for electric vehicles in India.

### Valuation and view

Auto segment demand has picked up post GST 2.0 reforms and is likely to benefit players like BOS. While BOS continues to work toward the localization of new technologies, given the long gestation of projects, its margin remains under pressure with no visibility of material improvement, at least in the near term. We factor in BOS to post 10%/12%/14% CAGR in revenue/EBITDA/PAT over FY25–28E. The stock at 39.4x/35.2x FY27E/FY28E appears fairly valued. **We reiterate our Neutral rating with a TP of INR35,504 (based on ~36x Dec'27E EPS).**

### Quarterly performance (S/A)

Y/E March	FY25				FY26E				FY25	FY26E	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QE
<b>Net Sales</b>	<b>43,168</b>	<b>43,943</b>	<b>44,657</b>	<b>49,106</b>	<b>47,886</b>	<b>47,948</b>	<b>48,856</b>	<b>53,756</b>	<b>180,874</b>	<b>198,446</b>	<b>50,016</b>
YoY Change (%)	3.8	6.4	6.2	16.0	10.9	9.1	9.4	9.5	8.1	9.7	12.0
RM Cost (% of sales)	64.6	65.1	61.6	62.4	62.3	64.6	63.2	63.5	63.4	63.4	63.0
Staff Cost (% of sales)	7.8	7.8	8.8	8.6	7.1	7.6	7.7	7.5	8.3	7.5	8.4
Other Expenses (% of sales)	15.7	14.3	16.5	15.8	17.2	14.9	16.1	15.8	15.6	16.0	15.1
<b>EBITDA</b>	<b>5,197</b>	<b>5,605</b>	<b>5,826</b>	<b>6,469</b>	<b>6,393</b>	<b>6,171</b>	<b>6,330</b>	<b>7,103</b>	<b>23,097</b>	<b>25,997</b>	<b>6,752</b>
Margins (%)	12.0	12.8	13.0	13.2	13.4	12.9	13.0	13.2	12.8	13.1	13.5
Depreciation	856	900	1,008	992	850	925	987	1,039	3,756	3,801	1,020
Interest	26	22	62	61	45	42	43	45	171	175	44
Other Income	1,793	2,089	1,891	2,369	2,881	2,099	1,999	2,404	8,142	9,383	2,000
<b>PBT before EO expense</b>	<b>6,108</b>	<b>6,772</b>	<b>6,647</b>	<b>7,785</b>	<b>8,379</b>	<b>7,303</b>	<b>7,299</b>	<b>8,423</b>	<b>27,312</b>	<b>31,404</b>	<b>7,688</b>
Extra-Ord expense	0	-485	471	0	5,560	0	206	0	0	5,354	0
<b>PBT after EO Expense</b>	<b>6,108</b>	<b>7,257</b>	<b>6,176</b>	<b>7,785</b>	<b>13,939</b>	<b>7,303</b>	<b>7,093</b>	<b>8,423</b>	<b>27,312</b>	<b>36,758</b>	<b>7,688</b>
Tax	1,453	1,898	1,594	2,248	2,785	1,761	1,772	2,320	7,193	8,638	1,922
Tax Rate (%)	23.8	26.2	25.8	28.9	20.0	24.1	25.0	27.5	26.3	23.5	25.0
<b>Reported PAT</b>	<b>4,655</b>	<b>5,359</b>	<b>4,582</b>	<b>5,537</b>	<b>11,154</b>	<b>5,542</b>	<b>5,321</b>	<b>6,103</b>	<b>20,119</b>	<b>28,120</b>	<b>5,766</b>
<b>Adj PAT</b>	<b>4,655</b>	<b>5,002</b>	<b>4,929</b>	<b>5,537</b>	<b>6,705</b>	<b>5,542</b>	<b>5,479</b>	<b>6,103</b>	<b>20,119</b>	<b>24,024</b>	<b>5,766</b>
YoY Change (%)	13.8	30.2	4.4	-1.9	44.0	10.8	11.2	10.2	11.4	19.4	17.0

E: MOFSL Estimates

## Segmental Mix (INR m)

	FY24		FY25		FY26E				
	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q
<b>Auto</b>	<b>36,522</b>	<b>35,114</b>	<b>37,418</b>	<b>37,594</b>	<b>38,929</b>	<b>41,548</b>	<b>42,463</b>	<b>42,704</b>	<b>44,157</b>
Growth (%)	12.7	2.8	3.3	5.3	6.6	18.3	13.5	13.6	13.4
PBIT margin (%)	14.2	13.9	13.8	13.9	14.6	15.3	14.5	14.9	12.7
Contribution (%)	86.8	82.9	86.7	85.6	87.2	84.6	88.7	89.1	90.4
<b>Non-Auto</b>	<b>5,764</b>	<b>7,256</b>	<b>5,814</b>	<b>6,420</b>	<b>5,937</b>	<b>7,566</b>	<b>5,454</b>	<b>5,342</b>	<b>4,896</b>
Growth (%)	29.1	8.6	7.2	14.0	3.0	4.3	(6.2)	(16.8)	(17.5)
PBIT margin (%)	13.5	11.4	7.9	11.1	9.0	9.4	12.0	6.5	13.7
Contribution (%)	13.7	17.1	13.5	14.6	13.3	15.4	11.4	11.1	10.0
a) Consumer goods	3,336	5,237	3,939	4,290	3,617	5,405	4,308	4,368	3,505
Growth (%)	31.0	10.1	4.9	10.1	8.4	3.2	9.4	1.8	(3.1)
PBIT margin (%)	11.7	11.5	3.1	9.3	4.7	8.1	8.5	2.9	6.3
b) Others	2,428	2,019	1,875	2,130	2,320	2,161	1,146	974	1,391
Growth (%)	26.7	4.8	12.3	22.6	(4.4)	7.0	(38.9)	(54.3)	(40.0)
PBIT margin (%)	16.1	11.2	18.0	14.7	15.8	12.8	24.9	22.5	32.4
<b>Total Revenue (post inter segment)</b>	<b>42,052</b>	<b>42,334</b>	<b>43,168</b>	<b>43,943</b>	<b>44,657</b>	<b>49,106</b>	<b>47,886</b>	<b>47,948</b>	<b>48,856</b>
Growth (%)	14.9	4.2	3.8	6.4	6.2	16.0	10.9	9.1	9.4

E:MOFSL Estimates



## Key takeaways from the management commentary

### Segmental Updates:

- BOS India's mobility business delivered strong performance, with 3QFY26 growth of 18.5% YoY, driven primarily by the Power Solutions division, which grew 19.5% on the back of broad-based demand across passenger vehicles, tractors, heavy commercial vehicles, and off-highway segments.
- The two-wheeler and powersports business recorded sharp growth (58% YoY in 3Q), driven by the ramp-up of NOX sensors, which were installed to comply with OBD2 norms. BOS played a key role in being incorporated into high-profile OEM launches, including TVS Apache RTX 300 and Harley X440. 2025 marked a milestone year for mini heated lambda sensors, delivering significant sales momentum.
- The aftermarket business grew 5% in 3Q, supported by GST reforms and healthy demand across diesel systems, braking systems, and wiper systems. While GST 2.0 implementation led to temporary disruption in October, demand rebounded strongly thereafter, aided by festive demand and improved consumer confidence.
- The consumer goods business saw a marginal decline in 3Q due to a slowdown in the power tools business amid intense pricing pressure, particularly from competitors in China, though 9MFY26 growth remained positive (~3%), driven by new launches in the entry- and mid-price segments. The cordless tools portfolio continued to deliver double-digit growth for the fourth consecutive year, supported by product innovation and market expansion.
- Exports continued to grow steadily, with rising volumes of spark plugs and sensors along with pumps supplied to markets such as Japan and Korea. However, India would continue to remain the primary focus market for BOS.

### Operational and Strategic Updates:

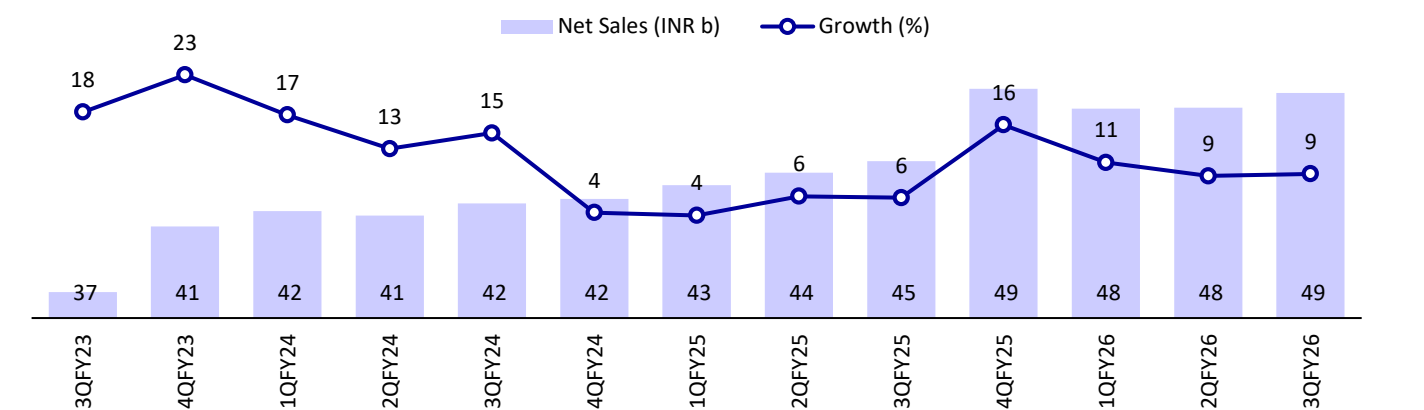
- Localization remains a core strategic pillar under BOS's 'local-for-local' philosophy, with ongoing localization of critical components such as NOX sensors and common rail systems. Management reiterated that localization decisions are driven by volumes and logistics economics rather than duty structures, and FTAs are not expected to dilute localization efforts.

- BOS is in advanced discussions with PV OEMs to supply e-axes for electric vehicles in India, while currently supplying EV components such as chargers, DC-DC converters, and power electronics from the Electronics unit.
- The company has expanded its consumer goods footprint significantly, growing its dealer network to over 8,800 partners across ~25,000 retail points in 1,600+ cities. The launch of the 'Standard Line' series for Indian artisans gained strong traction, achieving INR100m revenue within the first year.

#### Guidance and Outlook:

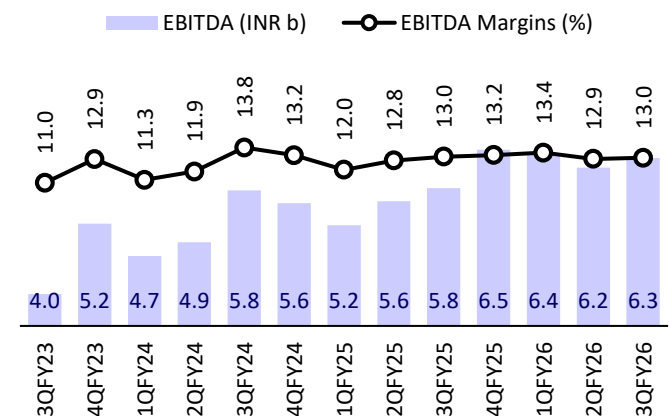
- Margin trajectory is expected to improve gradually over time, supported by favorable product mix, scale benefits, and progressive localization of new technologies, although near-term margins will continue to be influenced by product mix and ongoing technology transitions.
- The company remains actively engaged with OEMs on alternate fuel technologies, including flex-fuel and hydrogen, with hydrogen-based components currently in the testing phase for all OEMs.
- Hydrogen-based mobility systems are likely to see meaningful commercial traction closer to 2030, subject to infrastructure development and ecosystem readiness.
- The company has updated its dividend policy to provide clearer guidance to investors, setting a payout range of 55–80% of profits, subject to board approval.

**Exhibit 1: Trend in revenue**



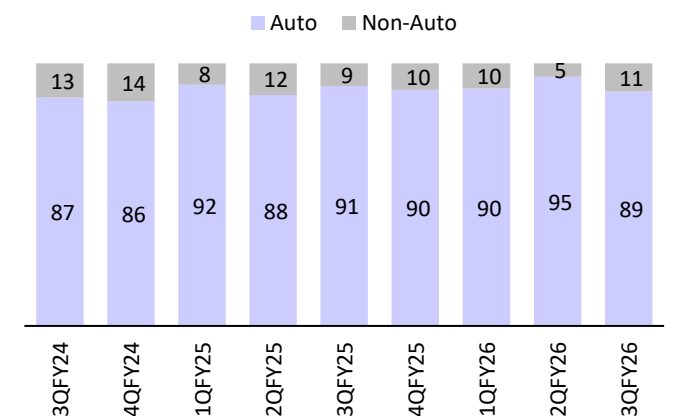
Source: Company, MOFSL

**Exhibit 2: EBITDA and EBITDA margin trends**



Source: Company, MOFSL

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



Source: Company, MOFSL

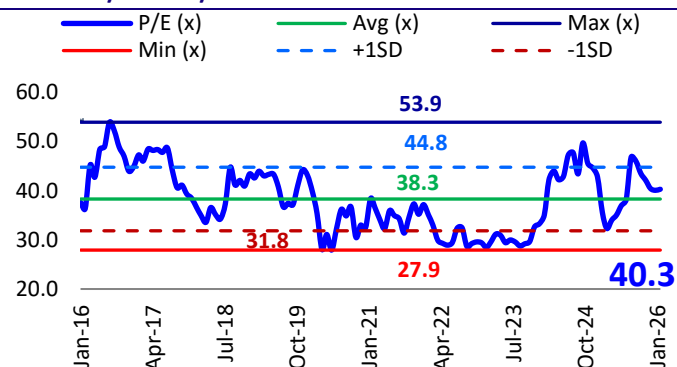
## Valuation and view

- 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. BOS is working with several OEMs in India for various EV solutions and has recently launched its 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.
- 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 good 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
- Auto segment demand has picked up post GST 2.0 reforms and is likely to benefit players like BOS. While BOS continues to work toward the localization of new technologies, given the long gestation of projects, its margin remains under pressure with no visibility of material improvement, at least in the near term. We factor in BOS to post 10%/12%/14% CAGR in revenue/EBITDA/PAT over FY25-28E. The stock at 39.4x/35.2x FY27E/FY28E appears fairly valued. **We reiterate our Neutral rating with a TP of INR35,504 (based on ~36x Dec'27E EPS).**

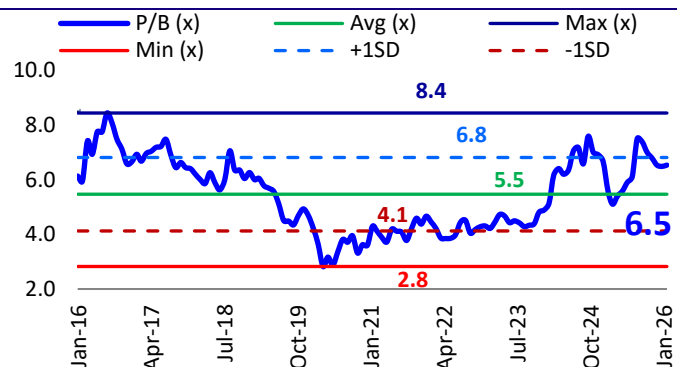
### Revised forecast

(INR b)	FY26E			FY27E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Net Sales	198.4	198.9	-0.2	220.2	220.8	-0.2
EBITDA Margin (%)	13.1	13.4	-30bp	13.2	13.5	-20bp
PAT	24.0	24.6	-2.2	26.7	27.2	-1.7
EPS (Rs)	814.7	832.9	-2.2	905.7	921.3	-1.7

**Exhibit 4: P/E and P/B bands**



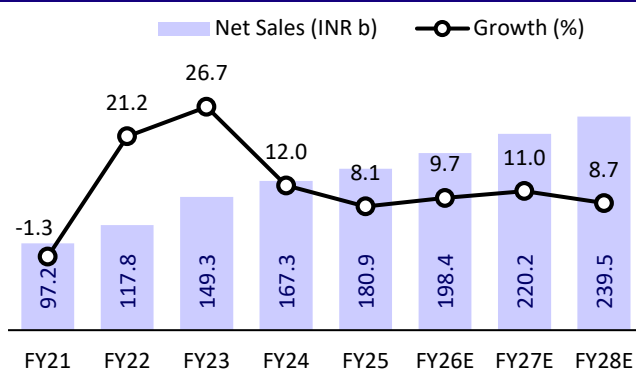
Source: MOFSL



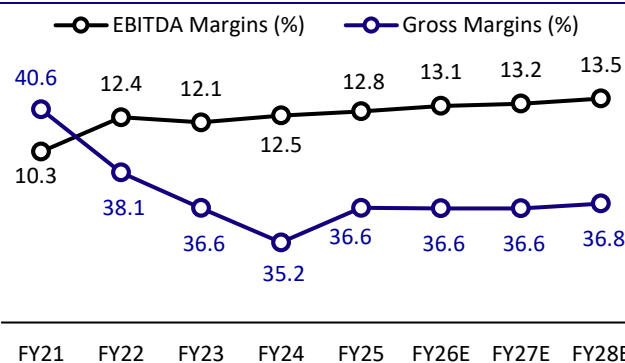
Source: MOFSL

## Key operating indicators

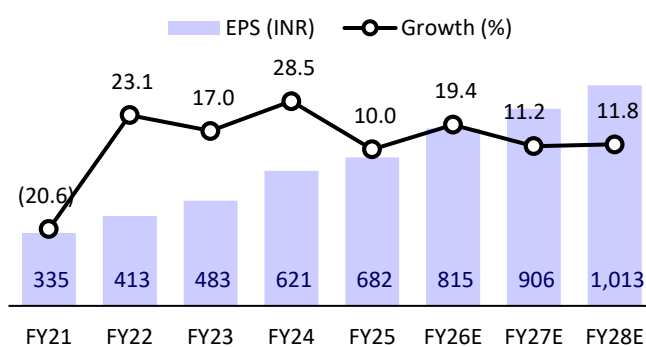
**Exhibit 5: Trend in sales**



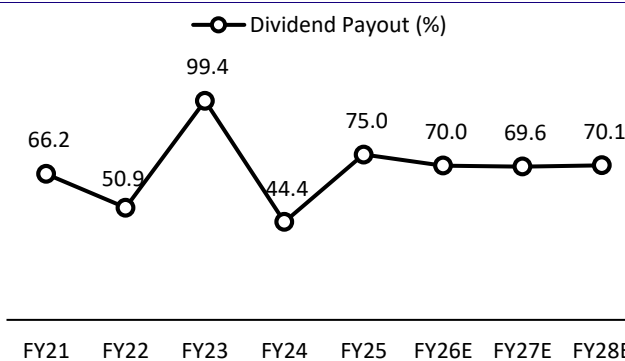
**Exhibit 6: Segment mix**



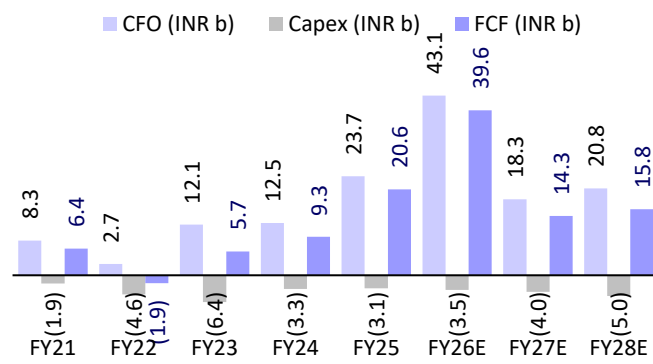
**Exhibit 7: EPS growth trend**



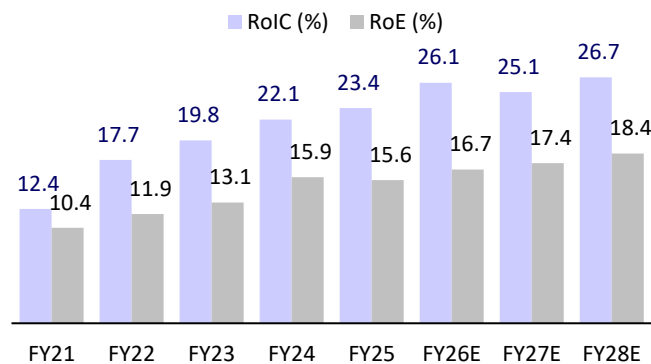
**Exhibit 8: Trend in dividend payout**



**Exhibit 9: FCF and net cash**



**Exhibit 10: Trend in BOS' return profile**





## Financials and valuations

### Standalone - Income Statement

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>Net Op. Revenues</b>	<b>97,180</b>	<b>117,816</b>	<b>149,293</b>	<b>167,271</b>	<b>180,874</b>	<b>198,446</b>	<b>220,235</b>	<b>239,478</b>
Change (%)	-1.3	21.2	26.7	12.0	8.1	9.7	11.0	8.7
<b>EBITDA</b>	<b>10,039</b>	<b>14,624</b>	<b>18,067</b>	<b>20,948</b>	<b>23,097</b>	<b>25,997</b>	<b>29,151</b>	<b>32,438</b>
Margin (%)	10.3	12.4	12.1	12.5	12.8	13.1	13.2	13.5
Depreciation	3,414	3,243	3,856	4,295	3,756	3,801	3,932	4,168
<b>EBIT</b>	<b>6,624</b>	<b>11,381</b>	<b>14,211</b>	<b>16,653</b>	<b>19,341</b>	<b>22,196</b>	<b>25,219</b>	<b>28,270</b>
Fin. charges	140	289	121	508	171	175	120	110
Other Income	5,040	3,909	4,734	7,227	8,142	9,383	10,046	11,149
<b>PBT bef. EO Exp.</b>	<b>11,524</b>	<b>15,001</b>	<b>18,824</b>	<b>23,372</b>	<b>27,312</b>	<b>31,404</b>	<b>35,145</b>	<b>39,309</b>
EO Income/(Exp)	-5,555	0	0	8,438	14	5,354	0	0
<b>PBT after EO Exp.</b>	<b>5,969</b>	<b>15,001</b>	<b>18,824</b>	<b>31,810</b>	<b>27,326</b>	<b>36,758</b>	<b>35,145</b>	<b>39,309</b>
Current Tax	1,630	1,930	4,338	5,978	6,117	8,638	8,435	9,434
Deferred Tax	-784	899	241	927	1,076	0	0	0
Tax Rate (%)	14.2	18.9	24.3	21.7	26.3	23.5	24.0	24.0
<b>Reported PAT</b>	<b>5,123</b>	<b>12,172</b>	<b>14,245</b>	<b>24,905</b>	<b>20,133</b>	<b>28,120</b>	<b>26,710</b>	<b>29,875</b>
<b>Adjusted PAT</b>	<b>9,890</b>	<b>12,172</b>	<b>14,245</b>	<b>18,299</b>	<b>20,123</b>	<b>24,024</b>	<b>26,710</b>	<b>29,875</b>
Change (%)	-20.6	23.1	17.0	28.5	10.0	19.4	11.2	11.8

### Standalone - Balance Sheet

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	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	149,193	157,324	166,261
<b>Net Worth</b>	<b>98,222</b>	<b>106,879</b>	<b>110,122</b>	<b>120,632</b>	<b>138,177</b>	<b>149,488</b>	<b>157,619</b>	<b>166,556</b>
Total Loans	0	0	532	393	1,183	1,183	1,183	1,183
<b>Capital Employed</b>	<b>98,222</b>	<b>106,879</b>	<b>110,654</b>	<b>121,025</b>	<b>139,360</b>	<b>150,671</b>	<b>158,802</b>	<b>167,739</b>
Gross Block	36,339	38,738	40,080	41,646	42,451	45,951	49,951	56,912
Less: Accum. Deprn.	23,983	26,623	28,077	30,517	32,242	36,043	39,975	44,143
<b>Net Fixed Assets</b>	<b>12,356</b>	<b>12,115</b>	<b>12,003</b>	<b>11,129</b>	<b>10,209</b>	<b>9,908</b>	<b>9,976</b>	<b>12,769</b>
Capital WIP	4,928	6,054	3,655	2,240	3,961	3,961	3,961	2,000
<b>Total Investments</b>	<b>51,571</b>	<b>55,275</b>	<b>55,536</b>	<b>57,820</b>	<b>71,619</b>	<b>108,633</b>	<b>114,633</b>	<b>120,633</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>73,821</b>	<b>76,499</b>	<b>87,619</b>	<b>99,482</b>	<b>115,393</b>	<b>91,105</b>	<b>100,218</b>	<b>108,549</b>
Inventory	12,985	17,293	19,029	18,934	19,423	21,310	23,650	25,716
Account Receivables	13,894	15,267	19,029	21,818	24,454	25,553	28,359	30,837
Cash and Bank Balance	2,889	1,432	3,792	4,632	9,542	4,553	4,162	4,101
Loans and Advances	44,054	42,507	45,769	54,098	61,974	39,689	44,047	47,896
<b>Curr. Liability &amp; Prov.</b>	<b>49,514</b>	<b>47,225</b>	<b>51,940</b>	<b>52,523</b>	<b>63,093</b>	<b>64,207</b>	<b>71,257</b>	<b>77,483</b>
Account Payables	22,230	22,404	27,253	25,676	29,582	32,456	36,020	39,167
Other Current Liabilities	14,171	11,174	12,196	12,228	16,347	15,876	17,619	19,158
Provisions	13,113	13,647	12,491	14,619	17,164	15,876	17,619	19,158
<b>Net Current Assets</b>	<b>24,308</b>	<b>29,274</b>	<b>35,679</b>	<b>46,959</b>	<b>52,300</b>	<b>26,898</b>	<b>28,961</b>	<b>31,066</b>
Deferred Tax assets	5,059	4,161	3,781	2,877	1,271	1,271	1,271	1,271
<b>Appl. of Funds</b>	<b>98,222</b>	<b>106,879</b>	<b>110,654</b>	<b>121,025</b>	<b>139,360</b>	<b>150,671</b>	<b>158,802</b>	<b>167,739</b>

E: MOFSL Estimates

## Financials and valuations

### Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>Basic (INR)</b>								
<b>EPS</b>	<b>335</b>	<b>413</b>	<b>483</b>	<b>621</b>	<b>682</b>	<b>815</b>	<b>906</b>	<b>1,013</b>
Cash EPS	451	523	614	766	810	944	1,039	1,154
BV/Share	3,331	3,624	3,734	4,091	4,686	5,069	5,345	5,648
DPS	115	210	480	375	512	570	630	710
Payout (%)	66.2	50.9	99.4	44.4	75.0	70.0	69.6	70.1
<b>Valuation (x)</b>								
P/E	106.3	86.4	73.8	57.5	52.2	43.8	39.4	35.2
Cash P/E	79.0	68.2	58.1	46.5	44.0	37.8	34.3	30.9
P/BV	10.7	9.8	9.5	8.7	7.6	7.0	6.7	6.3
EV/Sales	10.8	8.9	7.0	6.3	5.8	5.3	4.8	4.4
EV/EBITDA	104.4	71.8	58.0	50.0	45.4	40.3	36.0	32.3
Dividend Yield (%)	0.3	0.6	1.3	1.1	1.4	1.6	1.8	2.0
FCF per share	217.4	-64.8	194.7	314.2	698.8	1,343.7	483.6	537.0
<b>Return Ratios (%)</b>								
RoIC	12.4	17.7	19.8	22.1	23.4	26.1	25.1	26.7
RoE	10.4	11.9	13.1	15.9	15.6	16.7	17.4	18.4
RoCE (pre-tax)	12.2	14.9	17.4	20.6	21.1	21.8	22.8	24.1
<b>Working Capital Ratios</b>								
Fixed Asset Turnover (x)	2.7	3.0	3.7	4.0	4.3	4.3	4.4	4.2
Asset Turnover (x)	1.0	1.1	1.4	1.4	1.4	1.4	1.4	1.5
Inventory (Days)	49	54	47	41	39	39	39	39
Debtor (Days)	52	47	47	48	49	47	47	47
Creditor (Days)	83	69	67	56	60	60	60	60
Working Cap. Turnover (Days)	80	86	78	92	86	41	41	41

### Standalone - Cash Flow Statement

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	5,671	15,001	18,824	23,372	27,326	36,758	35,145	39,309
Depreciation	3,414	3,243	3,856	4,295	3,756	3,801	3,932	4,168
Interest & Finance Charges	-2,377	-2,096	-2,670	-4,018	-3,950	-9,208	-9,926	-11,039
Direct Taxes Paid	-2,695	-2,664	-4,031	-6,958	-2,888	-8,638	-8,435	-9,434
(Inc)/Dec in WC	6,320	-9,404	-2,501	-2,061	3,243	20,413	-2,454	-2,167
Others	-1,984	-1,374	-1,342	-2,102	-3,753	0	0	0
<b>CF from Operating incl EO</b>	<b>8,349</b>	<b>2,706</b>	<b>12,136</b>	<b>12,528</b>	<b>23,734</b>	<b>43,126</b>	<b>18,262</b>	<b>20,837</b>
(Inc)/Dec in FA	-1,938	-4,617	-6,395	-3,261	-3,126	-3,500	-4,000	-5,000
<b>Free Cash Flow</b>	<b>6,411</b>	<b>-1,911</b>	<b>5,741</b>	<b>9,267</b>	<b>20,608</b>	<b>39,626</b>	<b>14,262</b>	<b>15,837</b>
(Pur)/Sale of Investments	-5,087	-1,837	8,079	1,537	-13,523	-31,000	-6,000	-6,000
Others	2,395	6,122	934	4,552	-2,938	9,383	10,046	11,149
<b>CF from Investments</b>	<b>-4,630</b>	<b>-332</b>	<b>2,618</b>	<b>2,828</b>	<b>-19,587</b>	<b>-25,117</b>	<b>46</b>	<b>149</b>
Issue of Shares	0	0	0	0	0	0	0	0
Interest Paid	-16	-150	-62	-22	-46	-175	-120	-110
Dividend Paid	-3,095	-3,394	-12,092	-14,312	-5,017	-16,809	-18,579	-20,938
Others	-271	-287	-240	-182	-228	0	0	0
<b>CF from Fin. Activity</b>	<b>-3,382</b>	<b>-3,831</b>	<b>-12,394</b>	<b>-14,516</b>	<b>-5,291</b>	<b>-16,984</b>	<b>-18,699</b>	<b>-21,048</b>
<b>Inc/Dec of Cash</b>	<b>337</b>	<b>-1,457</b>	<b>2,360</b>	<b>840</b>	<b>-1,144</b>	<b>1,025</b>	<b>-390</b>	<b>-62</b>
Opening Balance	2,552	2,889	1,432	3,792	4,672	3,528	4,553	4,163
<b>Closing Balance</b>	<b>2,889</b>	<b>1,432</b>	<b>3,792</b>	<b>4,632</b>	<b>3,528</b>	<b>4,553</b>	<b>4,163</b>	<b>4,101</b>

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.



Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

\*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

#### Disclosures

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412 and BSE enlistment no. 5028. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on [www.motilaloswal.com](http://www.motilaloswal.com). MOFSL is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at <http://online.reports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf>

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>.

As per Regulatory requirements, Research Audit Report is uploaded on [www.motilaloswal.com](http://www.motilaloswal.com) > MOFSL-Important Links > MOFSL Research Analyst Compliance Audit Report.

A graph of daily closing prices of securities is available at [www.nseindia.com](http://www.nseindia.com), [www.bseindia.com](http://www.bseindia.com). Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

#### Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

#### For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

#### For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

#### For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore. This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL.

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to [grievances@motilaloswal.com](mailto:grievances@motilaloswal.com).

Nainesh

Rajani

Email: [nainesh.rajani@motilaloswal.com](mailto:nainesh.rajani@motilaloswal.com)

Contact: (+65) 8328 0276

#### Specific Disclosures

- Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies).  
MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: Yes.  
Nature of Financial interest is holding equity shares or derivatives of the subject company
- Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.  
MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report: No
- Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.  
MOFSL may have received compensation from the subject company(ies) in the past 12 months.
- Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.  
MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
- Research Analyst has not served as an officer, director or employee of subject company(ies).
- MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
- MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
- MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
- MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
- MOFSL has not engaged in market making activity for the subject company.

The associates of MOFSL may have:

- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
- received compensation/other benefits from the subject company in the past 12 months
- any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

#### Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

#### Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

#### Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions - including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

This report is meant for the clients of Motilal Oswal only.

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Registration granted by SEBI, enlistment as RA with Exchange and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors

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.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@motilaloswal.com

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.