6 November 2011 | 14 pages

Ashok Leyland (ASOK.BO)

2QFY12 Operationally In Line; But Headwinds Remain

- Company Update
- Target Price Change
- Estimate Change

- **PAT at Rs 1.54 bn beat our estimates by 15%** — Marginal revenue beat of ~1% reflects higher-than-expected ASPs (mix shift, better pricing and higher dispatches to the Vehicle Factory at Jabalpur). While gross margin at 26.5% was ~40bps lower than our estimates, lower-than-expected employee expense (~7% below estimates) amplified revenue beat to deliver an EBITDA beat of 6%. PAT beat reflects **1)** Higher-than-expected other income (+115% Y/Y, +160% Q/Q), and **2)** Lower effective tax rate of ~20% vs ~22% in 1Q.
- **Con call takeaways** — **1)** Mgmt maintained a moderate volume growth guidance of 5-6% YoY for FY12 for the industry. For ALL, FY12 volume guidance was ~100k vehicles, with margin guidance at ~10.5%, **2)** Volume decline of ~4% YoY in 2QFY12 reflects an overall drop in Southern India sales (ALL's dominant market) and in the MAV segment, **3)** ~20 days of dispatches were lost from Pantnagar plant due to civil insurgencies in the area - mgmt expects ~20K vehicle sales from Pantnagar in 2HFY12, **4)** Pricing environment remains healthy, for now (ALL undertook ~1% price hike w.e.f. 1 Nov). That said, mgmt was cautious about freight rates and interest rates, **5)** High demand for Fully Built Units in the tipper segment resulted in supply constraints- mgmt expects supply constraints to ease out, and **6)** higher debt partially reflects loan for working capital.
- **Market share** — Ashok Leyland clawed back ~200bps / 20bps Q/Q in the domestic heavy trucks / bus segment, partially reversing the trend in the MHCVs wherein it lost ~5ppt in 1Q. The company expects to gain market share in the LCV segment with the launch of the new LCV from Nissan JV- Dost; though accompanied by some margin loss, as the vehicles will be fully-built units sourced from the JV.
- **Maintain Sell ; increase TP to Rs 26** — We increase our FY12/FY13/FY14 earnings by 8%/15%/18% respectively. While we reduce our volume assumptions by ~2.4 %–2.6% over the same period, we are more sanguine on our margin assumptions. However, we maintain our Sell recommendation on ALL, given macro headwinds (mgmt also had a cautious stance on interest rates and freight rates) and ALL's relatively weaker positioning as compared to Tata Motors.

Sell	**3**
Price (04 Nov 11)	Rs27.75
Target price	Rs26.00
from Rs23.20	
Expected share price return	-6.3%
Expected dividend yield	3.2%
Expected total return	**-3.1%**
Market Cap	Rs73,834M
	US$1,502M

Price Performance
(RIC: ASOK.BO, BB: AL IN)

Statistical Abstract

Year to 31 Mar	Net Profit (RsM)	Diluted EPS (Rs)	EPS growth (%)	P/E (x)	P/B (x)	ROE (%)	Yield (%)
2010A	4,262	1.60	74.8	17.3	2.0	11.9	2.7
2011A	6,707	2.52	57.4	11.0	1.9	17.6	3.6
2012E	5,956	2.24	-11.2	12.4	1.7	14.4	3.2
2013E	6,844	2.57	14.9	10.8	1.6	15.3	3.7
2014E	9,150	3.44	33.7	8.1	1.4	18.7	5.0

Source: Powered by dataCentral

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See Appendix A-1 for Analyst Certification, Important Disclosures and non-US research analyst disclosures.

Fiscal year end 31-Mar	2010	2011	2012E	2013E	2014E
Valuation Ratios					
P/E adjusted (x)	17.3	11.0	12.4	10.8	8.1
EV/EBITDA adjusted (x)	12.2	6.9	6.5	5.9	4.7
P/BV (x)	2.0	1.9	1.7	1.6	1.4
Dividend yield (%)	2.7	3.6	3.2	3.7	5.0
Per Share Data (Rs)					
EPS adjusted	1.60	2.52	2.24	2.57	3.44
EPS reported	1.59	2.37	2.24	2.57	3.44
BVPS	13.79	14.89	16.09	17.47	19.30
DPS	0.75	1.00	0.90	1.03	1.38
Profit & Loss (RsM)					
Net sales	72,090	110,947	119,436	129,677	144,120
Operating expenses	-66,860	-101,176	-110,012	-119,579	-131,321
EBIT	**5,231**	**9,771**	**9,424**	**10,098**	**12,799**
Net interest expense	-1,019	-1,889	-2,233	-2,215	-2,017
Non-operating/exceptionals	1,236	136	349	780	800
Pre-tax profit	**5,448**	**8,018**	**7,540**	**8,663**	**11,582**
Tax	-1,211	-1,705	-1,583	-1,819	-2,432
Extraord./Min.Int./Pref.div.	0	0	0	0	0
Reported net income	**4,237**	**6,313**	**5,956**	**6,844**	**9,150**
Adjusted earnings	4,262	6,707	5,956	6,844	9,150
Adjusted EBITDA	7,272	12,445	12,927	13,873	16,516
Growth Rates (%)					
Sales	21.0	53.9	7.7	8.6	11.1
EBIT adjusted	94.8	86.8	-3.6	7.2	26.8
EBITDA adjusted	62.7	71.1	3.9	7.3	19.1
EPS adjusted	74.8	57.4	-11.2	14.9	33.7
Cash Flow (RsM)					
Operating cash flow	**10,352**	**9,629**	**11,696**	**9,942**	**12,771**
Depreciation/amortization	2,041	2,674	3,503	3,775	3,717
Net working capital	2,806	6	1,888	-1,457	-896
Investing cash flow	**-6,177**	**-4,482**	**-6,000**	**-3,000**	**-3,000**
Capital expenditure	-6,177	-4,482	-6,000	-3,000	-3,000
Acquisitions/disposals	0	0	0	0	0
Financing cash flow	**131**	**551**	**1,684**	**-4,412**	**-4,471**
Borrowings	2,457	3,644	4,459	-1,223	-207
Dividends paid	-2,327	-3,092	-2,776	-3,189	-4,264
Change in cash	**4,305**	**5,699**	**7,380**	**2,530**	**5,300**
Balance Sheet (RsM)					
Total assets	**92,820**	**105,933**	**122,603**	**127,472**	**136,424**
Cash & cash equivalent	5,189	1,795	2,000	2,500	3,000
Accounts receivable	10,221	11,852	14,517	15,677	17,423
Net fixed assets	48,110	49,918	52,415	51,639	50,922
Total liabilities	**56,133**	**66,304**	**79,780**	**80,994**	**85,060**
Accounts payable	23,317	27,074	35,823	38,147	41,345
Total Debt	22,039	25,683	30,142	28,919	28,712
Shareholders' funds	**36,688**	**39,630**	**42,823**	**46,478**	**51,364**
Profitability/Solvency Ratios (%)					
EBITDA margin adjusted	10.1	11.2	10.8	10.7	11.5
ROE adjusted	11.9	17.6	14.4	15.3	18.7
ROIC adjusted	7.4	14.5	13.8	14.4	17.9
Net debt to equity	45.9	60.3	65.7	56.8	50.1
Total debt to capital	37.5	39.3	41.3	38.4	35.9

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Powered by: dataCentral

2QFY12 Results In Line: Maintain Sell

Ashok Leyland's 2QFY12 results were operationally in line, though there was a PAT beat of 15%, supported by higher other income and lower tax provisioning. A downturn in the southern markets (elections in Tamil Nadu and unrest in Telangana region) coupled with production losses at Pantnagar marred dispatches, while better pricing and dispatch to the vehicle factory at Jabalpur resulted in better margins. However, mgmt maintained a relatively cautious outlook on both volumes and margins going forward:

1) Volumes: 2Q losses (geography-specific and production related) were termed as one-off by the mgmt, as it maintained a rather muted volume guidance of ~100,000 for FY12. We have a slightly more cautious stance on volumes as we believe that the outlook for the MHCV industry is relatively challenging, with pressure on freight rates (in some regions) as well as higher interest costs

2) Margins: despite a fairly healthy 10.7% EBITDA margin in 2Q, mgmt guided down a tad to 10.5% for FY12. We believe that margins should improve from current levels given better pricing and savings on excise duty; unless there is a sharp increase in other expenses / labor costs (which would imply that mgmt has under provisioned in 1H, though that doesn't appear as such).

While we cut our volume estimates for FY12/FY13/FY14 by ~2.5% each, we are more sanguine on the realizations (pricing +mix+ savings on excise duty) resulting in 1) 2-2.8% increase in our revenue assumptions for FY12-14, and 2) better gross margins.

However, we maintain sell on Ashok Leyland stock given ALL's relatively weak positioning in the domestic MHCV market- TTMT is a formidable number one, while new entrants like Daimler and Volvo could also increase completive intensity.

Before taking another look at our recommendation , we would observe **1) freight rates over 2H** – a reflection of industrial activity and hence, MHCV demand, **2) mkt share trends**, **3) macro environment** – mainly interest rates and diesel prices, **4) pricing environment** – increasing discounts to increase market share would negate the impact of volume growth, and **5) customer response to the new LCV Dost (from the JV with Nissan)** amidst competition from strong category performers viz. Tata's Ace and M&M's Maxximo.

Figure 1. Ashok Leyland: Earnings Revision Table

	Old			New			Deviation		
	FY12E	FY13E	FY14E	FY12E	FY13E	FY14E	FY11E	FY12E	FY13E
Domestic Volumes	83,722	88,613	95,771	81,271	86,039	93,068	-2.9%	-2.9%	-2.8%
Export Volumes	12,233	13,467	14,825	12,233	13,467	14,825	0.0%	0.0%	0.0%
Total Volumes	**95,955**	**102,080**	**110,596**	**93,504**	**99,506**	**107,893**	**-2.6%**	**-2.5%**	**-2.4%**
Net sales	**117,190**	**127,310**	**140,162**	**119,436**	**129,677**	**144,120**	**1.9%**	**1.9%**	**2.8%**
EBITDA	11,871	12,472	14,829	12,927	13,873	16,516	8.9%	11.2%	11.4%
EBITDA Margin (%)	10.1%	9.8%	10.6%	10.8%	10.7%	11.5%			
PBT	7,166	7,732	10,049	7,540	8,663	11,582	5.2%	12.0%	15.3%
Tax (Rs)	1,648	1,778	2,311	1,583	1,819	2,432	-3.9%	2.3%	5.2%
PAT	**5,518**	**5,953**	**7,738**	**5,956**	**6,844**	**9,150**	**7.9%**	**15.0%**	**18.3%**
PAT Margin (%)	4.7%	4.7%	5.5%	5.0%	5.3%	6.3%			
EPS	2.07	2.24	2.91	2.24	2.57	3.44	7.9%	15.0%	18.3%
CEPS	**3.33**	**3.57**	**4.22**	**3.56**	**3.99**	**4.84**	**6.6%**	**11.9%**	**14.5%**

Source: Citi Investment Research and Analysis estimates

Figure 2. Ashok Leyland: 2QFY12 Results (Rs mn)

	2QFY11	1QFY12	2QFY12	% Chg YoY	% Chg QoQ	CIRA Comments
Net sales	**27,140**	**24,955**	**30,946**	**14.0%**	**24.0%**	**~1% above estimates. Reflects higher dispatches to Vehicle Factory, Jabalpur as well as price hikes**
Decrease/(Increase) in Stocks	(925)	(2,377)	1,629			
Raw Materials	20,894	20,358	21,128	14.0%	26.6%	~2% above estimates. Mgmt expects raw material cost pressures to stabilize at current levels
Staff costs	2,115	2,497	2,515	18.9%	0.7%	~7% below estimates.
Other Expenses	1,993	2,125	2,362	18.5%	11.1%	
Total Expenditure	**24,077**	**22,603**	**27,634**	**14.8%**	**22.3%**	**In line with estimates**
EBITDA	**3,063**	**2,352**	**3,312**	**8.1%**	**40.8%**	**~6% above estimates. Margin expansion mainly reflects savings on SG&A expenses**
Interest	395	533	627	58.8%	17.5%	~14% above estimates. Debt levels have risen ~Rs 8bn since FY11 end
Other income	48	41	103	114.5%	150.8%	
EBDT	2,716	1,859	2,788	2.6%	49.9%	
Depreciation & Amortization	641	847	859	34.1%	1.5%	
PBT	2,075	1,013	1,929	-7.1%	90.4%	~10% above estimates
Exceptionals		95				
Tax	405	245	388	-4.2%	58.4%	~8% below estimates. Higher proportion of Pantnagar dispatches + higher MAT credit
PAT	1,671	863	1,541	-7.8%	78.6%	15.1%
PAT (pre exceptionals)	**1,671**	**789**	**1,541**	**-7.8%**	**95.3%**	**~15% above estimates**
Profit Margins						
EBITDA Margin (%)	11.3	9.4	10.7			Mgmt guidance for FY12 margins is a moderate ~10.5%
Interest cover (x)	7.9	4.5	5.4			
Tax / PBT (%)	19.5	22.1	20.1			
Net profit margins (%)	6.2	3.2	5.0			
Cost ratios						
Raw materials / sales	73.6	72.1	73.5			
Staff costs / sales	7.8	10.0	8.1			
Other expenses / sales	7.3	8.5	7.6			
EPS (Rs)	**1.26**	**0.59**	**1.16**	**-7.8%**	**95.3%**	

Source: Company, Citi Investment Research and Analysis

Average realization increase reflects price hike and positive mix shift. Gross contribution expected to improve 2HFY12 onwards

Figure 3. Ashok Leyland: Operational Metrics

	2QFY11	1QFY12	2QFY12	% Chg YoY	% Chg QoQ
Vehicles sold (units)	24,590	19,277	23,659	-3.8%	22.7%
Average Realizations	1,103,682	1,294,551	1,309,705	18.7%	1.2%
Material Cost / Vehicle	812,082	932,773	963,152	18.6%	3.3%
Gross Contribution / Vehicle	291,600	361,778	346,553	18.8%	-4.2%
EBITDA / Vehicle	124,546	121,990	140,154	12.5%	14.9%

Source: Company, Citi Investment Research and Analysis

YoY decline in volumes reflects 1) decline in segments in which ALL has a dominant market share - sales to STUs, sales in southern states, tractor trailer market in western India, 2) production loss at Pantnagar due to law and order problems in the area, and 3) supply constraints in Fully-Built Units in the tipper segment

Figure 4. Ashok Leyland: Operational Results

	2QFY11	1QFY12	2QFY12	% Chg YoY	% Chg QoQ
MHCV Passenger					
Domestic Sales	5,435	4,355	4,741	-12.8%	8.9%
Export sales	1,069	973	1,384	29.5%	42.2%
Total MHCV Passenger Sales	**6,504**	**5,328**	**6,125**	**-5.8%**	**15.0%**
MHCV Goods					
Domestic Sales	16,658	12,277	15,547	-6.7%	26.6%
Export sales	1,268	1,478	1,678	32.3%	13.5%
Total MHCV Goods Sales	**17,926**	**13,755**	**17,225**	**-3.9%**	**25.2%**
LCV					
Domestic Sales	147	106	110	-25.2%	3.8%
Export sales	13	88	168	1192.3%	90.9%
Total LCV Sales	**160**	**194**	**278**	**73.8%**	**43.3%**
Total Domestic	22,240	16,738	20,398	-8.3%	21.9%
Total Export	2,350	2,539	3,230	37.4%	27.2%
Total Sales	**24,590**	**19,277**	**23,628**	**-3.9%**	**22.6%**

Source: SIAM, Company, Citi Investment Research and Analysis

Ashok Leyland – Financial Statements

We believe the overall industry outlook will remain challenging in FY12, mainly due to adverse macro environment (higher interest rates, fuel price hikes etc). In addition, competitive intensity is unlikely to abate- resulting in our rather cautious stance on ALL's volumes

Margins should improve given- 1) better pricing and positive mix, and 2) stabilizing raw material costs

Employee expense mainly reflect increase salaries as mgmt said that headcount should stabilize

After an uptick in FY12, reflecting ramp up in Pantnagar, depreciation should stabilize FY13 onwards.

Figure 5. Ashok Leyland: Profit and Loss Statement (Rs mn)

	FY2010	FY2011	FY2012E	FY2013E	FY2014E
Volumes (Nos)	**63,926**	**94,106**	**93,504**	**99,506**	**107,893**
% change YoY	17.4	47.2	(0.6)	6.4	8.4
Net sales	**72,090**	**110,947**	**119,436**	**129,677**	**144,120**
% change YoY	21.0	53.9	7.7	8.6	11.1
Raw material expenses	52,193	81,235	87,691	94,784	103,749
% of sales	72.4	73.2	73.4	73.1	72.0
Manpower costs	6,716	9,246	9,986	11,184	12,862
% of sales	9.3	8.3	8.4	8.6	8.9
Other variable expenses	341	660	779	841	935
% of sales	0.5	0.6	0.7	0.6	0.6
Other fixed expenses	5,721	7,601	8,304	9,245	10,309
% of sales	7.9	6.9	7.0	7.1	7.2
Expenses capitalised	153	241	250	250	250
% of sales	0.2	0.2	0.2	0.2	0.2
Cost of sales	**64,819**	**98,502**	**106,509**	**115,804**	**127,604**
% of sales	89.9	88.8	89.2	89.3	88.5
EBITDA	**7,272**	**12,445**	**12,927**	**13,873**	**16,516**
EBITDA Margin	10.1%	11.2%	10.8%	10.7%	11.5%
Interest	1,019	1,889	2,233	2,215	2,017
Other income	1,268	636	349	780	800
EBDT	7,522	11,192	11,043	12,438	15,299
Depreciation	2,041	2,674	3,503	3,775	3,717
Exceptionals	(33)	(500)	-	-	-
PBT	5,448	8,018	7,540	8,663	11,582
Tax	1,211	1,705	1,583	1,819	2,432
PAT	4,237	6,313	5,956	6,844	9,150
PAT (pre exceptionals)	**4,262**	**6,707**	**5,956**	**6,844**	**9,150**
Profit Margins					
EBITDA Margin (%)	10.1	11.2	10.8	10.7	11.5
Pre tax margins (%)	7.0	6.6	5.8	6.2	7.4
Tax / PBT (%)	22.2	21.3	21.0	21.0	21.0
Net profit margins (%)	5.9	6.0	5.0	5.3	6.3
EPS FD (Rs)	**1.60**	**2.5**	**2.2**	**2.57**	**3.44**
CEPS FD (Rs)	2.37	3.53	3.56	3.99	4.84

Source: Company, Citi Investment Research and Analysis estimates

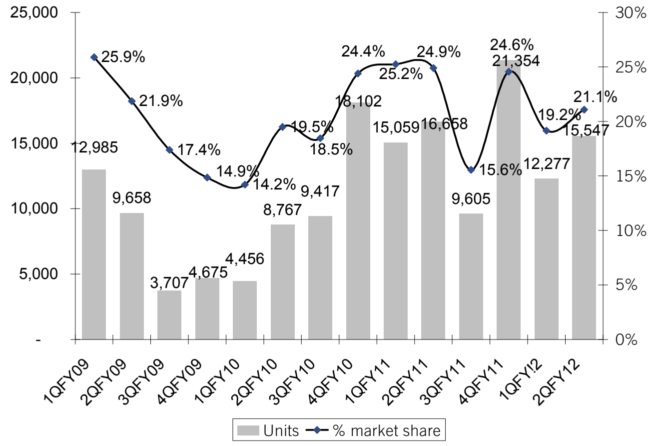
Figure 6. Ashok Leyland: Balance Sheet (Rs mn)

	FY2010	FY2011	FY2012E	FY2013E	FY2014E
SOURCES OF FUNDS					
Share capital	1,330	1,330	2,661	2,661	2,661
Reserves & surplus	35,357	38,299	40,163	43,817	48,703
Share holders funds	**36,688**	**39,630**	**42,823**	**46,478**	**51,364**
Secured loans	7,116	11,823	16,723	17,000	17,500
Unsecured loans	14,923	13,860	13,419	11,919	11,212
Total loan funds	**22,039**	**25,683**	**30,142**	**28,919**	**28,712**
Deferred Tax Liability (Net)	3,845	4,439	4,439	4,439	4,439
Deferred Liability	765	899	900	900	900
Total Sources of Funds	**63,213**	**70,650**	**78,304**	**80,736**	**85,415**
APPLICATIONS OF FUNDS					
	10,654	6,733	6,000	3,000	3,000
Gross block	60,186	66,919	72,919	75,919	78,919
Less : Depreciation	17,691	20,581	24,084	27,859	31,576
Net block	**42,496**	**46,338**	**48,835**	**48,060**	**47,343**
Capital work in progress	5,615	3,580	3,580	3,580	3,580
Fixed assets	**48,110**	**49,918**	**52,415**	**51,639**	**50,922**
Investments	3,262	12,300	19,140	20,390	24,390
Current assets :					
Inventories	16,382	22,089	25,488	27,223	29,646
Sundry debtors	10,221	11,852	14,517	15,677	17,423
Cash & Bank Balances	5,189	1,795	2,000	2,500	3,000
Loans & advances	9,605	7,936	9,000	10,000	11,000
Total current assets	**41,397**	**43,672**	**51,006**	**55,399**	**61,069**
Current liabilities :					
Acceptances	7,691	5,790	7,000	7,000	7,000
Sundry Creditors	15,626	21,284	28,823	31,147	34,345
Others	2,604	3,305	3,800	3,500	3,500
Provisions :	3,687	4,903	4,676	5,089	6,164
Total current liabilities	**29,608**	**35,283**	**44,299**	**46,736**	**51,009**
Net current assets	**11,789**	**8,390**	**6,707**	**8,663**	**10,060**
Miscellaneous expenditure	**52**	**43**	**43**	**43**	**43**
Total Applications of Funds	**63,213**	**70,650**	**78,304**	**80,736**	**85,415**

Source: Company, Citi Investment Research and Analysis estimates

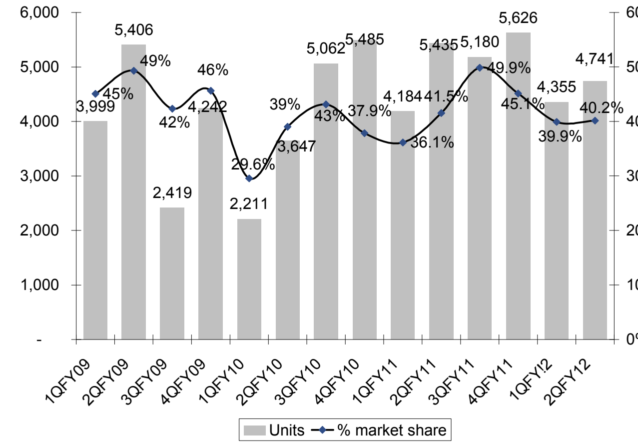
Ashok Leyland – Market Share / Volume Trends

Figure 7. Ashok Leyland : Domestic Goods MHCV Sales Trend



Source: SIAM, Citi Investment Research and Analysis

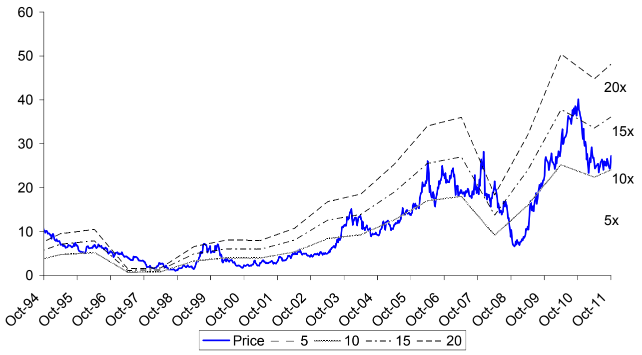
Figure 8. Ashok Leyland : Domestic Passenger MHCV Sales Trend



Source: SIAM, Citi Investment Research and Analysis

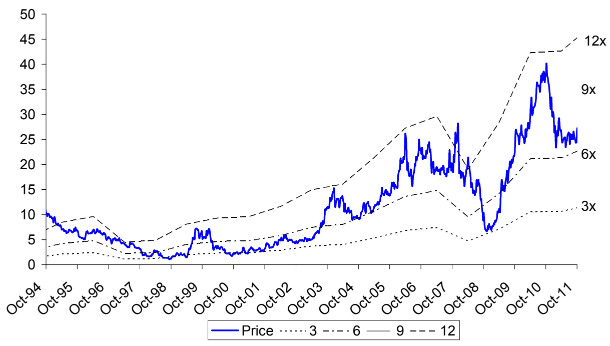
Ashok Leyland – Valuation Indicators

Figure 9. Ashok Leyland: 1 Yr fwd P / EPS (x)



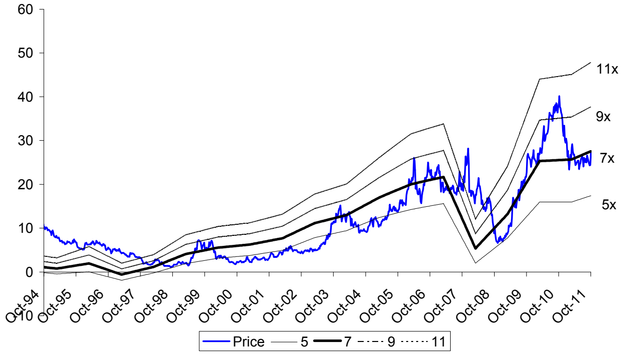
Source: Company, Citi Investment Research and Analysis

Figure 10. Ashok Leyland: 1 Yr fwd P / CEPS (x)



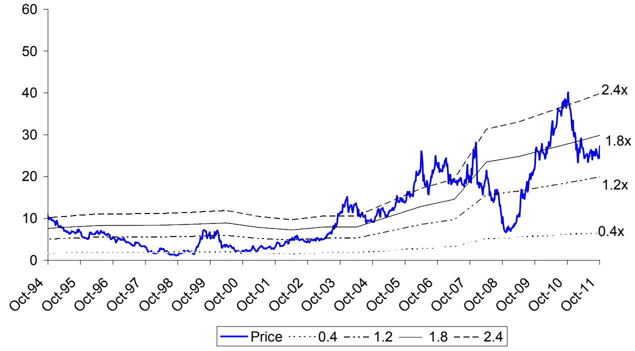
Source: Company, Citi Investment Research and Analysis

Figure 11. Ashok Leyland: 1 Yr fwd EV / EBITDA (x)



Source: Company, Citi Investment Research and Analysis

Figure 12. Ashok Leyland: P/BVPS



Source: Company, Citi Investment Research and Analysis

Ashok Leyland

Company description

ALL is owned by the Hinduja Group (which has an equity stake of 50.9%). ALL is the second-largest CV manufacturer in India, with a strong focus on medium and heavy commercial vehicles (MHCVs). The company's core product portfolio comprises MHCVs (goods vehicles and buses), and it also manufactures a range of vehicles suited for defense and special applications. Its recent successes in the export market are indicative of its product quality. Sales of spares and engines add to revenue and earnings, especially during cyclical downturns.

Investment strategy

We rate shares of Ashok Leyland Sell (3). Growth prospects for ALL are deteriorating. The ramp up at its Pantnagar plant has resulted in capacity increase as well as cost savings (primarily excise savings). However, with its focus on only medium and heavy trucks (coupled with geographical concentration in South India) ALL is more vulnerable than its peer Tata Motors to a deceleration in CV sales. Over the long term, the outlook for CV sales remains healthy, key reasons being a sustained pickup in economic activity, a focus on infrastructure spending and a strong replacement cycle (15% of the existing fleet in India is more than 15 years old and needs to be replaced both for commercial and environmental reasons). Moreover, growth in the agriculture, infrastructure and manufacturing sectors - all of which have positive linkages to the freight business - should remain positive over the long term. However, in the near to medium term we expect Ashok Leyland sales to be under pressure due to the challenging economic environment.

Valuation

Our price target of Rs26 for ALL is based on 6.5x March 13E CEPS. Our 6.5x target multiple is set at a slight discount to the 10-year average of 7x, which we believe is warranted given the current challenging economic environment. Our target price implies ~6.5x March 13E EV/EBITDA, broadly in line with the 10 year average

Risks

The key risk factors to our target price are movements in economic variables - particularly GDP growth, interest rates and fuel prices, to which sales of commercial vehicles are very sensitive. Input costs are volatile and linked to global commodity prices for metals, plastics, etc. The profitability and viability of the STUs over the long term are an important risk factor, given that the STUs are the largest buyers of ALL buses. Key upside risks to our target price include: 1) Greater-than-expected volume growth; 2) Significant reduction in input costs (notably steel and aluminium) would benefit earnings; and 3) Favourable customer response to the vehicles launched from ALL's LCV JV.

Appendix A-1

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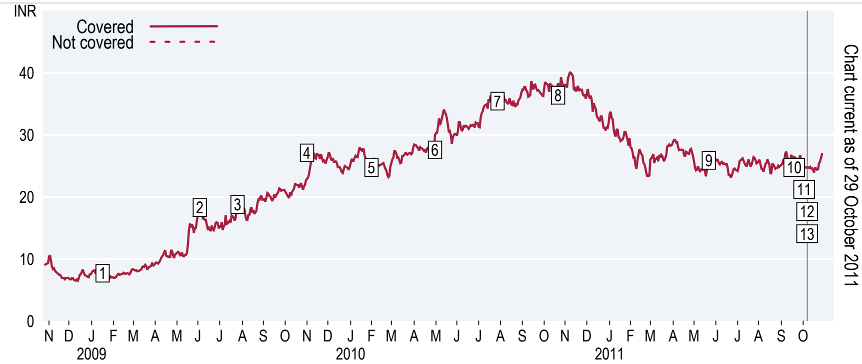
Ashok Leyland (ASOK.BO)

Ratings and Target Price History
Fundamental Research

Analyst: Jamshed Dadabhoy



	Date	Rating	Target Price	Closing Price
1	16-Jan-09	3M	*6.00	7.50
2	3-Jun-09	3M	*14.50	18.15
3	27-Jul-09	3M	*14.00	17.48
4	2-Nov-09	3M	*21.50	22.73
5	1-Feb-10	3M	*24.50	25.83

	Date	Rating	Target Price	Closing Price
6	30-Apr-10	3M	*26.00	29.98
7	28-Jul-10	3M	*32.50	36.25
8	21-Oct-10	3M	*36.00	38.30
9	23-May-11	3M	*26.00	25.00
10	20-Sep-11	3M	*24.50	26.10

	Date	Rating	Target Price	Closing Price
11	4-Oct-11	3M	*23.20	24.95
12	7-Oct-11	Stock rating system changed		
13	7-Oct-11	*3	23.20	24.75

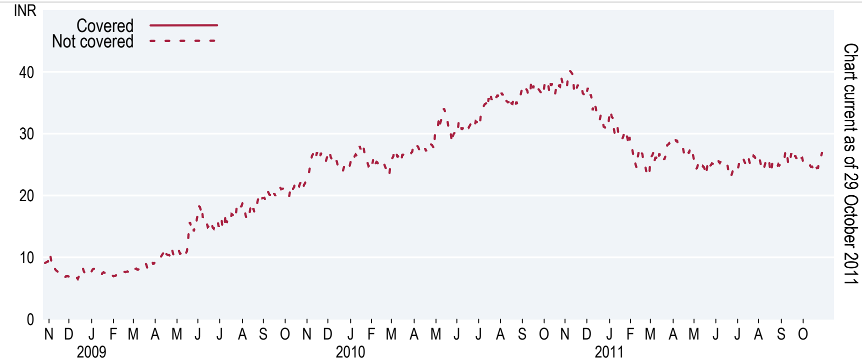
* Indicates change

Rating/target price changes above reflect Eastern Standard Time

Ashok Leyland (ASOK.BO)

Ratings and Target Price History
Best Ideas Research
Relative Call (3 Month)

Analyst: Jamshed Dadabhoy



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Data current as of 10 Oct 2011	**Buy**	**Hold**	**Sell**	**Buy**	**Hold**	**Sell**
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