

India–EU & UK Trade Agreements: Implications for Auto & Auto Ancillary Sector

Limited Impact on Domestic PV Competitiveness

The proposed phased reduction in import duties on European ICE vehicles priced above €15,000 is unlikely to materially affect India's mass passenger vehicle market. Nearly ~95% of domestic PV volumes are priced below Rs 25 Lc, where locally manufactured vehicles continue to enjoy a clear cost advantage. Even under lower duty scenarios, European-built ICE vehicles are unlikely to be competitive at a meaningful scale below the Rs 30–40 Lc price band.

Benefits Concentrated in the Luxury Segment

Any duty reduction is expected to primarily benefit global luxury OEMs such as Mercedes-Benz, BMW and JLR, largely for select CBU models that currently attract higher import duties. Given that ~80–85% of luxury vehicle sales in India are already CKD units, which are taxed at ~30%, the overall volume impact is likely to remain limited and restricted to niche offerings.

EV Exclusion Supports Domestic OEM Economics

The exclusion of electric vehicles from the FTA for at least five years limits potential disruption to domestic OEMs. India's EV ecosystem is still in the process of scaling up, particularly across batteries and key components. The phased approach provides domestic manufacturers additional time to deepen localisation and strengthen supply chains without near-term pressure from lower-duty EV imports.

Auto Ancillary Exports Remain the Key Medium-term Positive

While the impact on vehicle imports is expected to be modest, the FTA is supportive for auto ancillary exporters. Engineering-intensive components such as forgings, castings, wheels, axles and electronics are likely to see improved access to European markets, supported by India's cost advantages and increasing sourcing diversification by European OEMs under the China+1 strategy.

No Meaningful Downside for Listed Indian OEMs

Overall, the proposed FTA does not materially alter the competitive environment for listed Indian PV OEMs. Structural cost advantages, scale efficiencies, and strong demand in sub-Rs 25 Lc segments continue to provide insulation from increased European imports, making investor concerns around adverse impact largely unfounded.

Recommendations

The India-EU FTA is a net neutral to marginally positive development for listed Indian auto OEMs, with no meaningful competitive disruption to the domestic PV market. The clearer beneficiaries remain luxury OEMs and export-oriented auto ancillaries, while Indian manufacturers retain structural advantages across mass-market segments. **We, hence, (1) Maintain HOLD on Endurance Technologies with a TP of Rs 2,830/share. (2) Maintain BUY rating on CIE Automotive and Sansera Engineering with a TP of Rs 500/share and Rs 1,950/share, respectively.**

Current Ratings:

Company	Current Rating	TP	Upside
CIE Automotive	BUY	500	16%
Endurance Tech	HOLD	2,830	5%
Sansera Engineering	BUY	1,950	16%

Company Selection in Pecking Order:

1) CIE Automotive- Positive Strategic Export Play with Europe Exposure

CIE Automotive's significant Europe revenue mix (~35%) positions it uniquely to benefit from the India-EU FTA's tariff elimination on auto components. The FTA is expected to progressively remove tariffs on ~90-97% of Indian goods exported to the EU, including engineered parts and forgings, significantly enhancing competitiveness against non-FTA suppliers by eroding previously embedded duty costs and improving net selling realisations. Indian component exports to Europe have already grown into one of the largest destinations globally, and tariff elimination alongside clearer rules of origin will accelerate CIE's integration into EU OEM supply chains, strengthen its export pipeline, and support margin expansion over the medium term. Given CIE's diversified technologies (forging, machining, casting) and increasing EV component exposure, the deal should also catalyse technology transfer and demand for higher value-added products, improving long-term revenue mix and valuation multiples relative to peers.

2) Endurance Technologies - Export Competitiveness and EU Revenue Tailwinds

Endurance Technologies, with approximately ~25% of revenue from Europe, stands to gain materially from the tariff reductions envisaged under the EU-India FTA. The phased elimination of import duties on high-precision components will make Indian-made goods more cost-competitive in the EU relative to China and other non-FTA sources, directly supporting Endurance's European sales growth. As global OEMs increasingly diversify supply chains under a 'China+1/Europe+1' strategy, reduced trade friction and preferential market access will strengthen Endurance's position with European customers and could accelerate order conversion in areas such as suspension systems, transmission components, and precision castings. This export advantage is likely to improve utilisation, support stable margin profiles in international operations, and enhance earnings visibility, making the stock structurally attractive amid secular globalisation of auto supply chains.

3) Sansera Engineering- Export Revenue Growth & Defence Diversification

Sansera Engineering (with ~18% export share and growing defence opportunities in Europe) is strategically positioned to benefit from the EU-India Free Trade Agreement's reduction of tariffs on engineered products, as Indian suppliers become more competitive in key European markets. The FTA's tariff elimination will expand addressable demand for Sansera's precision-forged and machined components, particularly where European OEMs seek reliable alternatives to China and scale 'Make-in-India' sourcing. Beyond auto, Sansera's precision engineering capabilities also open up defence and aerospace segments, which can leverage preferential access and India's push towards export-led growth in high-precision manufacturing sectors. Combined with robust global sourcing shifts, Sansera's export trajectory and diversification into defence/industrial markets position it for accelerated revenue growth and multiple expansion as tariff barriers diminish and global OEMs deepen engagement.

DISCLAIMER:

Axis Direct is the brand under Axis Securities Limited, which is a 100% subsidiary of Axis Bank Limited. Axis Bank Ltd. is a listed public company and one of India's largest private sector banks, and has its various subsidiaries engaged in businesses of Asset management, NBFC, Merchant Banking, Trusteeship, Venture Capital, Stock Broking, the details in respect of which are available on www.axisbank.com.

Axis Securities Limited is registered as a

- Stock Broker, Depository Participant, Portfolio Manager, Investment Adviser and Research Analyst with the Securities and Exchange Board of India
- Corporate Agent with Insurance Regulatory and Development Authority of India
- Point of Presence with Pension Fund Regulatory and Development Authority
- Distributor for Mutual Funds with AMFI

Registration Details:

SEBI Single Reg. No.- NSE, BSE, MSEI, MCX & NCDEX – INZ000161633 | SEBI Depository Participant Reg. No. IN-DP-403-2019 | Portfolio Manager Reg. No.- INP000000654 | Investment Advisor Reg No. INA000000615 | SEBI-Research Analyst Reg. No. INH000000297 | IRDA Corporate Agent (Composite) Reg. No. CA0073| PFRDA – POP Reg. No. POP387122023 | Mutual Fund Distributor ARN- 64610.

Compliance Officer Details: Name – Mr Rajiv Kejriwal, Tel No. – 022-68555574, Email id – compliance.officer@axisdirect.in;

Registered Office Address – Axis Securities Limited, Unit No.002, Building- A, Agastya Corporate Park, Piramal Realty, Kamani Junction, Kurla (W), Mumbai – 400070.

Administrative office address: Axis Securities Limited, Aurum Q Parc, Q2 Building, Unit No. 1001, 10th Floor, Level – 6, Plot No. 4/1 TTC, Thane – Belapur Road, Ghansoli, Navi Mumbai, Pin Code – 400710.

In case of any grievances, please call us at 022-40508080 or write to us at helpdesk@axisdirect.in.

We hereby declare that our activities have neither been suspended nor have we defaulted with any stock exchange authority with whom we are registered in the last five years. However, SEBI, Exchanges, Clearing Corporations and Depositories, etc. have conducted the routine inspection and based on their observations have issued advice/warning/show cause notices/deficiency letters/ or levied penalty or imposed charges for certain deviations observed in inspections or in the normal course of business, as a Stock Broker/Depository Participant/Portfolio Manager. We have not been debarred from doing business by any Stock Exchange/SEBI or any other authorities; nor has our certificate of registration been cancelled by SEBI at any point in time.

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

By referring to any particular sector, Axis Securities does not provide any promise or assurance of a favourable view for a particular industry or sector or business group in any manner.

Registration granted by SEBI, membership of BASL (in case of IAs) and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors. None of the research recommendations promise or guarantee any assured, minimum or risk-free return to the investors. Our research should not be considered as an advertisement or advice, professional or otherwise. This research report and its respective content by Axis Securities made available on this page or otherwise do not constitute an offer to sell or purchase or subscribe for any securities or solicitation of any investments or investment services for the residents of Canada and/or the USA or any jurisdiction where such an offer or solicitation would be illegal.

Subject company(ies) may have been clients during the twelve months preceding the date of distribution of the research report. Derivatives are a sophisticated investment device. The investor is requested to take into consideration all the risk factors before actually trading in derivative contracts.

Past performance should not be taken as an indication or guarantee of future performance, and no representation or warranty, express or implied, is made regarding future performance. Information, opinions and estimates contained in this report reflect a judgment of its original date of publication by ASL and are subject to change without notice. The price, value of and income from any of the securities or financial instruments mentioned in this report can fall as well as rise. The value of securities and financial instruments is subject to exchange rate fluctuation that may have a positive or adverse effect on the price or income of such securities or financial instruments.

The information and opinions in this report have been prepared by Axis Securities and are subject to change without notice. The report and information contained herein are 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 of Axis Securities. The report must not be used as a singular basis for any investment decision. The views herein are of a general nature and do not consider the risk appetite, investment objective or the particular circumstances of an individual investor. The investor is requested to take into consideration all the risk factors, including their financial condition, suitability to risk return profile and the like and take professional advice before investing.

While we would endeavour to update the information herein on a reasonable basis, Axis Securities is under no obligation to update or keep the information current. Also, there may be regulatory, compliance or other reasons that may prevent Axis Securities from doing so. Non-rated securities indicate that the rating on a particular security has been suspended temporarily and such suspension is in compliance with applicable regulations and/or Axis Securities policies, in circumstances where Axis Securities might be acting in an advisory capacity to this company, or in certain other circumstances.

This report is based on information obtained in good faith from public sources and sources believed to be reliable, but no independent verification has been made, nor is its accuracy or completeness guaranteed. This report and information herein are solely for informational purposes and shall 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. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. Axis Securities will not treat recipients as customers by virtue of their receiving this report. Nothing in this report constitutes investment, legal, accounting and/or 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 the needs of the specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. The recipient should independently evaluate the investment risks. The value and return on investment may vary because of changes in interest rates, foreign exchange rates or any other reason. Axis Securities accepts no liabilities whatsoever for any loss or damage of any kind arising out of the use of this report. Past performance is not necessarily a guide to future performance. Investors are advised to see the Risk Disclosure Document to understand the risks associated before investing in the securities markets. Actual results may differ materially from those set forth in projections. Forward-looking statements are not predictions and may be subject to change without notice. Axis Securities or its associates might have managed or co-managed a public offering of securities for the subject company or might have been mandated by the subject company for any other assignment in the past twelve months. Axis

Securities or its associates might have received any compensation from the companies mentioned in the report during the period preceding twelve months from the date of this report for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory services in a merger or specific transaction. Axis Securities or its associates might have received any compensation for products or services other than investment banking or merchant banking, or brokerage services from the companies mentioned in the report in the past twelve months. Axis Securities encourages independence in research report preparation and strives to minimise conflict in the preparation of research reports. Axis Securities or its associates, or its analysts, did not receive any compensation or other benefits from the companies mentioned in the report or a third party in connection with the preparation of the research report. Accordingly, neither Axis Securities nor Research Analysts and/or their relatives have any material conflict of interest at the time of publication of this report. Please note that Axis Securities has a proprietary trading desk. This desk maintains an arm's length distance from the Research team, and all its activities are segregated from Research activities. The proprietary desk operates independently, potentially leading to investment decisions that may deviate from research views.

Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions.

Research Analyst may have served as an officer, director or employee of the subject company(ies). Axis Securities or Research Analysts, or their relatives, do not own 1% or more of the equity securities of the Company mentioned in the report as of the last day of the month preceding the publication of the research report. Since associates of Axis Securities and Axis Securities as an entity are engaged in various financial service businesses, they might have financial interests or actual/beneficial ownership of one per cent or more or other material conflicts of interest in various companies, including the subject company/companies mentioned in this report. Axis Securities may have issued other reports that are inconsistent with and reach different conclusions from the information presented in this report. Certain transactions-including those involving futures, options and other derivatives as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. Reports based on technical analysis centre on studying charts of a stock's price movement and trading volume, as opposed to focusing on a company's fundamentals and as such, may not match with a report on a company's fundamentals.

We and our affiliates/associates, officers, directors, and employees, Research Analyst(including relatives) worldwide may: (a) from time to time, have long or short positions in, and buy or sell the securities thereof, of company (ies) mentioned herein or (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 subject company/company (ies) discussed herein or act as advisor or lender/borrower to such company (ies) or have other potential/material conflict of interest with respect to any recommendation and related information and opinions at the time of publication of Research Report or at the time of public appearance. Axis Securities may have proprietary long/short positions in the above-mentioned scrip(s) and therefore may be considered as interested. This should not be construed as an invitation or solicitation to do business with Axis Securities. Axis Securities is also a Portfolio Manager. Portfolio Management Team (PMS) takes its investment decisions independently of the PCG research, and accordingly, PMS may have positions contrary to the PCG research recommendation.

This research report is issued in India by Axis Securities Limited in accordance with the Securities and Exchange Board of India (Research Analysts) Regulations, 2014. It is intended solely for persons residing in India. The report is not directed at or intended for distribution to, or use by, any person or entity resident in the United States of America, Canada, or in any jurisdiction where such distribution, publication, availability, or use would be contrary to applicable securities laws, including the U.S. Securities Exchange Act of 1934, regulations of the U.S. Securities and Exchange Commission (SEC), and regulations of the Canadian Securities Administrators (CSA).

RATING SCALE: Definitions of ratings

Ratings	Expected absolute returns over 12 – 18 months
BUY	More than 10%
HOLD	Between 10% and -10%
SELL	Less than -10%
NOT RATED	We have forward-looking estimates for the stock, but we refrain from assigning a valuation and recommendation.
UNDER REVIEW	We will revisit our recommendation, valuation and estimates on the stock following recent events.
NO STANCE	We do not have any forward-looking estimates, valuations or recommendations for the stock.

Note: Returns stated in the rating scale are our internal benchmark