Q2FY26 Result Update | Automobile | 12 November 2025

Suprajit Engineering Ltd

Growth in sight, Maintain ACCUMULATE

The company reported lower topline but better than expected margin performance because of SCS & DCD. In PLD, revenue missed estimates by ~2% because of export order reduction in Middle East for its Trifa brand & DCD estimates were in line, outperforming industry growth. EBITDA margins remained higher than estimates by 10bps in SCS. The SCD EBITDA margin at 11.6% beat our est. by 58bps indicating significant improvements due to restructuring. The division expected to show good performance in H2 despite uncertainties related to vehicle launch postponement, some programs being shelved and tariffs. The restructuring continues to remain focus in SCS and expected to be EBITDA positive by Q4FY26. As per management, SCS will continue to incur one-off costs for next quarter, aiming to break even at the EBITDA level within couple of quarters. In SCD business, we anticipate double-digit revenue growth in FY26E despite softness in global auto markets & we anticipate a 11% revenue CAGR from FY25-28E, with restructuring efforts aiming for a double-digit EBITDA margin by FY27E. Our bullishness stems from the fact that, order wins continue in US and Europe despite weak global market for SCD. DCD is expected to maintain a strong performance, with stronger 12% (earlier ~11%) revenue growth and continued margin improvement to 17-18% by FY27E. SED will be the fastest-growing segment, with revenue expected to rise at a 35% CAGR from FY25-28E, and margins improving to ~9% in FY27E. With over half of the company's revenue coming from global markets facing muted macroeconomic conditions though, domestic industry seeing uptick post GST reforms, overall growth ripe for an improvement. We upgrade our target multiple to 25x (earlier 23x) & arrive at target price of Rs 514, upside of ~15% from current valuations. Hence, we maintain ACCUMULATE rating on the stock.

Q2FY26 Result Analysis - Better operational performance, PAT beat led by higher other income!

- Consolidated Results: Revenue below est. by ~2%, while EBITDA and PAT beat our estimates by ~4% and 24% respectively. EBITDA margin was 10.6% (vs. est. 10.1%). The PAT beat est. was mainly due to higher than anticipated other income. YoY and QoQ not comparable due to SCS acquisition related costs in previous quarters.
- Stahlschmidt Cable Systems (SCS) 12% of Revenue: SCS generated revenue of Rs 1,090mn with a negative EBITDA margin of 6.1% (vs. est. negative 7.6%), with all activities related to acquisition has been completed, and Q2 showing results for all assets of SCS. The restructuring is ongoing as per plan and expected to be EBITDA positive by Q4FY26.
- Suprajit Controls Division (SCD) 38% of Revenue: SCD revenue missed est. by 7%, though it grew by 7% YoY, due to strong new program introductions. The EBITDA margin at 11.6% beat our est. by 58bps indicating significant improvements due to restructuring. The division expected to show good performance in H2 despite uncertainties related to vehicle launch postponement, some programs being shelved and tariffs. Most of the tariffs has been passed on, while rest being mitigated through alternative delivery solutions.

| Consolidated (Rs mn) | 2QFY26 | 2QFY25 | YoY (%) | 1QFY26 | QoQ (%) | 2QFY26e | Var (%) |
|------------------------|--------|--------|----------------|--------|----------|---------|---------|
| Revenues | 9,410 | 8,336 | 12.9 | 8,629 | 9.1 | 9,573 | (1.7) |
| Gross margin (%) | 46.1 | 43.3 | 283 bps | 44.8 | 124 bps | - | - |
| EBITDA | 996 | 630 | 58.1 | 817 | 21.8 | 962 | 3.5 |
| EBITDA margin (%) | 10.6 | 7.6 | 303 bps | 9.5 | 111 bps | 10.1 | 53 bps |
| Other income | 347 | 125 | 178.1 | 390 | (11.0) | - | - |
| PBT | 812 | 285 | 185.3 | 710 | 14.4 | - | - |
| Taxes paid | 302 | 280 | 8.1 | 229 | 32.1 | - | - |
| Effective tax rate (%) | 37.2 | 98.3 | (6,106) bps | 32.3 | 500 bps | - | - |
| Reported PAT | 509 | 5 | 10,492.1 | 481 | 6.0 | 412 | 23.6 |
| PAT margin (%) | 5.4 | 0.1 | 536 bps | 5.6 | (16) bps | 4.3 | 111 bps |

Source: Company, SMIFS Research



| Rating: ACCUMULATE | Return: ~15% |
|--------------------|-------------------|
| Current Price: 448 | Target Price: 514 |

|Earlier recommendation

| Previous Rating: | Accumulate |
|------------------------|------------|
| Previous Target Price: | 468 |
| Source: SMIFS Research | |

IMarket data

| SEL IN |
|----------|
| 527/352 |
| 61.4/0.7 |
| 137.2 |
| 54.0% |
| 0.14 mn |
| 1 |
| |

Source: SMIFS Research

|Shareholding pattern (%)

| | Sep-25 | Jun-25 | Mar-25 | Dec-24 | | | | | |
|------------------------|--------|--------|--------|--------|--|--|--|--|--|
| Promoter | 45.1 | 45.1 | 44.6 | 44.6 | | | | | |
| FIIs | 6.7 | 7.1 | 7.1 | 6.8 | | | | | |
| DIIs | 17.1 | 16.7 | 17.2 | 17.2 | | | | | |
| Public/others | 31.1 | 31.1 | 31.1 | 31.3 | | | | | |
| Source: SMIFS Research | | | | | | | | | |

Pro. Pledging

| Promoters | 0.0 | 0.0 | 0.0 | 0.0 |
|----------------|-----|-----|-----|-----|
| pledged shares | 0.0 | 0.0 | 0.0 | 0.0 |

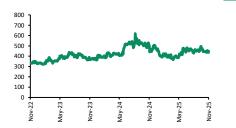
Source: BSE

|Price performance (%) *

| | 1M | 3M | 12M | 36M |
|-----------|-----|-----|------|------|
| Nifty 50 | 1.6 | 4.5 | 6.4 | 40.0 |
| Nifty 500 | 1.5 | 4.6 | 4.8 | 51.3 |
| CEI | 0.0 | 16 | 10.0 | 25.3 |

^{*}as on 11th Nov'25; Source: AceEquity, SMIFS Research

|3 Year Price Performance Chart



Source: NSE

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| Consolidated Y/E Mar (Rs mn) | Revenue | YoY (%) | EBITDA | EBITDA (%) | Adj PAT | YoY (%) | Adj EPS | RoE (%) | RoCE (%) | Adj P/E (x) | EV/EBITDA (x) |
|---------------------------------|---------|---------|--------|------------|---------|---------|---------|---------|----------|-------------|---------------|
| FY24 | 28,959 | 5.2 | 3,230 | 11.2 | 1,673 | 10.0 | 12.1 | 12.9 | 10.2 | 32.6 | 17.1 |
| FY25 | 32,770 | 13.2 | 3,334 | 10.2 | 993 | (40.7) | 7.2 | 7.5 | 6.2 | 65.0 | 20.6 |
| FY26E | 38,097 | 16.3 | 4,038 | 10.6 | 1,934 | 94.8 | 14.1 | 14.5 | 11.1 | 31.8 | 16.4 |
| FY27E | 42,509 | 11.6 | 4,803 | 11.3 | 2,468 | 27.6 | 18.0 | 16.8 | 13.3 | 24.9 | 13.6 |
| FY28E | 47,762 | 12.4 | 5,779 | 12.1 | 3,177 | 28.7 | 23.2 | 19.5 | 15.8 | 19.3 | 11.2 |

Source: Company, SMIFS Research Estimates



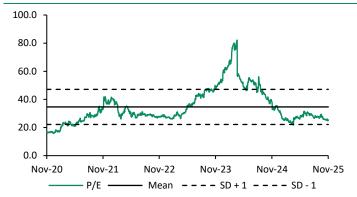
- Domestic Cable Division (DCD) 36% of Revenue: DCD revenue was in line with est., up by ~10% on YoY basis, outperforming industry growth. The EBITDA margin remained strong at 16.8% beating estimates by 283bps due to strong overall performance. Expected strong growth in H2 in both automotive and aftermarket, further, supported by braking products.
- Phoenix Lamps Division (PLD) 10% of Revenue: PLD revenues missed estimates by ~2%.
 EBITDA margin was 12.7% slightly below est. by 19bps. The segment witnessed export order reductions in Middle East for its Trifa brand products and direct sales. H2 is expected to be better than H1, though headwinds continue to remain. The bankruptcy declaration of a global competitor, to benefit by increased enquiries from both domestic OEMs and export customers.
- Suprajit Electronics Division (SED) 4% of Revenue: SED revenue was Rs 411mn, showing robust growth of 36% YoY, beating our estimates by ~23%. EBITDA margin at 13.5% has shown significant improvement over past quarters. The slowdown of key EV customers was offset by new order execution from other customers. Have won new projects with multiple leading EV 2w and 3w to further derisk from customer concentration.

Outlook and Valuations

- We have built our estimates on the expectation that the global macroeconomic environment and the Indian aftermarket business will improve each quarter. Additionally, we have accounted for margin improvements due to the management's credibility and strong efforts.
- We have cut topline estimates by ~3% in FY27E & PAT estimates have been cut by ~13%/~12% for FY26E/27E respectively factoring higher cost in domestic cables division & PLD.
- We upgrade our target multiple to 25x (earlier 23x) and roll forward our valuations to Sept 27E
 & arrive at a fair value of Rs 514 per share, upside of ~15% from the current valuations. We maintain ACCUMULATE rating on the stock.



Fig 1: 1-year forward P/E



Source: AceEquity, SMIFS research

Fig 2: 1-year forward EV/EBITDA



Source: AceEquity, SMIFS research

Fig 3: Changes in estimates

| Rs (mn) | New estima | ites | Old estimates | 5 | Change (%) | | |
|-------------------|------------|--------|---------------|--------|------------|----------|--|
| NS (IIII) | FY26e | FY27e | FY26e | FY27e | FY26e | FY27e | |
| Revenue | 38,097 | 42,509 | 39,471 | 43,894 | -3.5% | -3.2% | |
| Gross profit | 17,296 | 19,405 | 16,972 | 18,984 | 1.9% | 2.2% | |
| Gross margin (%) | 45.4 | 45.7 | 43.0 | 43.3 | 240 bps | 240 bps | |
| EBITDA | 4,038 | 4,803 | 4,353 | 5,060 | -7.2% | -5.1% | |
| EBITDA margin (%) | 10.6 | 11.3 | 11.0 | 11.5 | (43) bps | (23) bps | |
| PAT | 1,934 | 2,468 | 2,215 | 2,793 | -12.7% | -11.6% | |
| EPS (Rs) | 14.1 | 18.0 | 16.1 | 20.4 | -12.7% | -11.6% | |

Source: Company, SMIFS Research

| Segment breakup (Rs mn) | Q2FY26 | Q2FY25 | YoY (%) | Q1FY26 | QoQ (%) | H1FY26 | H1FY25 | YoY (%) |
|-------------------------------------|--------|--------|-----------|--------|-----------|--------|--------|----------|
| Suprajit Controls Division (SCD) | | | | | | | | |
| Revenue | 3,559 | 3,325 | 7.1 | 3,826 | (7.0) | 7,385 | 6,934 | 6.5 |
| EBITDA Margin (%) | 11.6 | 8.3 | 332 bps | 11.8 | (24) bps | 11.7 | 8.2 | 354 bps |
| % of total revenue | 37.8 | 39.9 | (206) bps | 44.3 | (652) bps | 40.9 | 44.2 | (327) bp |
| Domestic Cables Division (DCD) | | | | | | | | |
| Revenue | 3,411 | 3,094 | 10.2 | 2,739 | 24.5 | 6,150 | 5,636 | 9.1 |
| EBITDA Margin (%) | 16.8 | 17.3 | (44) bps | 14.9 | 193 bps | 16.0 | 16.5 | (57) bps |
| % of total revenue | 36.2 | 37.1 | (87) bps | 31.7 | 451 bps | 34.1 | 35.9 | (184) bp |
| Phoenix Lamps Division (PLD) | | | | | | | | |
| Revenue | 941 | 1,014 | (7.2) | 864 | 8.9 | 1,805 | 1,903 | (5.1) |
| EBITDA Margin (%) | 12.7 | 15.0 | (235) bps | 12.8 | (16) bps | 12.8 | 15.6 | (284) bp |
| % of total revenue | 10.0 | 12.2 | (216) bps | 10.0 | (1) bps | 10.0 | 12.1 | (213) bp |
| Suprajit Electronics Division (SED) | | | | | | | | |
| Revenue | 411 | 303 | 35.6 | 304 | 35.2 | 715 | 612 | 16.9 |
| EBITDA Margin (%) | 13.5 | 5.2 | 830 bps | 6.9 | 660 bps | 10.7 | 7.5 | 322 bps |
| % of total revenue | 4.4 | 3.6 | 73 bps | 3.5 | 84 bps | 4.0 | 3.9 | 6 bps |
| Stahlschmidt Cable Systems (SCS) | | | | | | | | |
| Revenue | 1,090 | 602 | 81.2 | 897 | 21.5 | 1,987 | 602 | - |
| EBITDA Margin (%) | -6.1 | -16.9 | 1,076 bps | -19.6 | 1,347 bps | -12.2 | -16.9 | - |
| % of total revenue | 11.6 | 7.2 | 437 bps | 10.4 | 119 bps | 11.0 | 3.8 | 718 bps |

Source: Company, SMIFS research



Q2FY26 – Key takeaways from the management call

Stahlschmidt Cable Systems (SCS): Suprajit's acquisition of SCS is complete; Q2 results now reflect consolidation of all assets. Restructuring activities as per master plan is underway - Canada moved to a larger facility, Jiaxing streamlined, Poland production shifted to Morocco (which now focuses on efficiency and cost reduction), tool room transfer from Germany underway, new Hungary warehouse operational for European distribution, and Germany headcount rationalization by December. The restructuring process is expected to be completed by Dec'25, with EBITDA turning positive by Q4FY26e. The division to be fully integrated from FY27E into the SCD division.

Suprajit Controls Division (SCD): Sustained operational improvements from restructuring have lifted the division's margins into double digits, which are expected to sustain as compared to normal margin in international business of ~6-10%. Closure of Juarez operations; production relocated to Matamoros and Brownsville; restructuring to complete by Dec'25. A majority of tariff-related costs have been passed on to customers, while certain non-material expenses have been absorbed internally. The company has implemented alternative delivery routes and made proposals to US clients to mitigate the impact of tariffs. Pilot testing of product for the North American market has been completed with a major retailer; the retailer is expected to decide on expanding product launches to additional US outlets following an assessment scheduled for Dec'25. Some customer projects delayed, but the overall outlook remains firm; robust H2 performance expected despite uncertainties.

Domestic Cable Division (DCD): Strong H2 growth forecast, driven by sector rebound, robust aftermarket demand, and braking product ramp-up. The capacity expansion at Chakan for PV segment has been completed. Post-GST reform, both OEM and aftermarket segments rebounding due to lower GST rates. ABS products ready for launch to leverage increased demand from regulatory mandate, though timeline to be delayed due to supply chain issues; CBS not impacted due to different use cases. Revenue growth seen in levers and CBS; focus needed on MDBS; hydraulic and ABS products under development. Maintaining OEM leadership while expanding aftermarket presence in North and West India. Sunroof cable machine installation progressing, with OEM orders targeted.

Phoenix Lamps Division (PLD): Middle East conflicts have affected Trifa brand and direct sales; H2 outlook improving as domestic performance compensates for global headwinds. Benefiting from competitor's Chapter 11 filing; seeing new enquiries from exports and domestic OEMs. Margins sustainable at ~13-15%, with growth anticipated despite market shrinkage due to LED adoption.

Suprajit Electronics Division (SED): Overcame slowdown from key customers by securing new orders; throttle grips posted record quarterly sales.

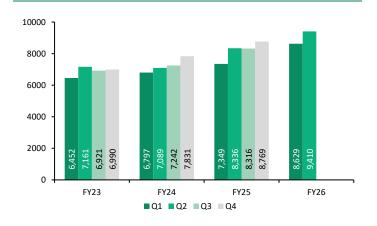
Suprajit Technical Centre (STC): STC continues to launch support programs for all divisions; actively developing and collaborating for ABS and sunroof cable programs in anticipation to benefit from demand due to ABS regulatory mandate. Bluebrake ABS progressing through customer validation, new STC building on schedule.

Other points: Aims to outperform global market growth (estimated low single digit) by 5-10%; margins for FY26e (ex-SCS) guided at ~12-14%. Restructuring costs to weigh on margins until Dec'25; cost optimization expected to drive margin improvements post-restructuring. Plans additional land purchase near Aurangabad for future projects. Products received positive feedback at EICMA show from global players. FY25 included one-time costs mainly linked to the SCS acquisition, restructuring expenses in SCD, and write-offs in the PLD division. Some SCS-related costs may persist in the near term. The effective tax rate for FY26E is anticipated to be around 25-26%. Capex for FY26E is planned at approximately Rs1.6bn.



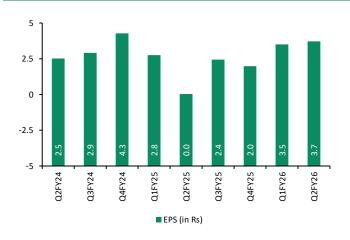
Key Charts

Fig 4: Quarterly Revenue (Rs mn)



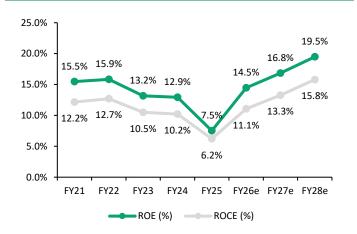
Source: Company, SMIFS research

Fig 6: Quarterly EPS (Rs)



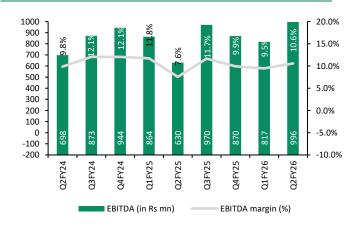
Source: Company, SMIFS research

Fig 8: RoE & RoCE trend (%)



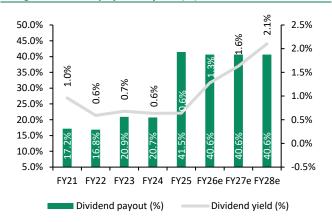
Source: Company, SMIFS research

Fig 5: Quarterly EBITDA and margin (%)



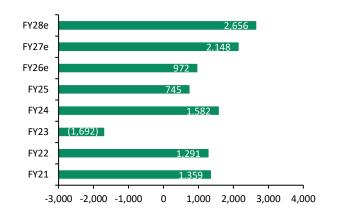
Source: Company, SMIFS research

Fig 7: Dividend payout & yield (%)



Source: Company, SMIFS research

Fig 9: Adjusted FCF (Rs mn)



5

Source: Company, SMIFS research



Quarterly financials, operating metrics and key performance indicators

Fig 10: Quarterly Financials

| Consolidated (Rs mn) | Q3FY24 | Q4FY24 | Q1FY25 | Q2FY25 | Q3FY25 | Q4FY25 | Q1FY26 | Q2FY26 |
|--------------------------------|--------|--------|--------|--------|----------|---------|--------|----------|
| Net Sales | 7,242 | 7,831 | 7,349 | 8,336 | 8,316 | 8,769 | 8,629 | 9,410 |
| Raw Materials | 4,234 | 4,641 | 4,116 | 4,731 | 4,752 | 5,012 | 4,760 | 5,074 |
| Employee Costs | 1,510 | 1,597 | 1,642 | 1,897 | 1,830 | 1,914 | 2,161 | 2,263 |
| Other Expenditure | 626 | 649 | 727 | 1,079 | 764 | 973 | 891 | 1,07 |
| EBITDA | 873 | 944 | 864 | 630 | 970 | 870 | 817 | 996 |
| Depreciation | 258 | 275 | 262 | 324 | 309 | 324 | 344 | 370 |
| Interest | 132 | 128 | 123 | 146 | 192 | 143 | 154 | 161 |
| Other Income | 90 | 194 | 105 | 125 | 133 | 99 | 390 | 347 |
| Exceptional items | - | - | - | - | - | - | - | |
| PBT | 572 | 734 | 584 | 285 | 603 | 502 | 710 | 812 |
| Tax | 169 | 143 | 203 | 280 | 269 | 230 | 229 | 302 |
| Tax rate (%) | 30 | 19 | 35 | 98 | 45 | 46 | 32 | 37 |
| Reported PAT | 402 | 591 | 381 | 5 | 334 | 272 | 481 | 509 |
| Adjusted PAT | 402 | 591 | 381 | 5 | 334 | 272 | 481 | 509 |
| YoY Growth (%) | | | | | | | | |
| Revenue | 4.6 | 12.0 | 8.1 | 17.6 | 14.8 | 12.0 | 17.4 | 12. |
| EBITDA | 7.9 | 8.4 | 20.8 | (9.7) | 11.2 | (7.8) | (5.3) | 58.: |
| PAT | 5.8 | 44.2 | 15.2 | (98.6) | (17.0) | (54.0) | 26.1 | 10,492. |
| QoQ Growth (%) | | | | (00.0) | (=::-) | (0.110) | | |
| Revenue | 2.2 | 8.1 | (6.2) | 13.4 | (0.2) | 5.5 | (1.6) | 9.: |
| EBITDA | 25.0 | 8.2 | (8.5) | (27.0) | 54.0 | (10.3) | (6.1) | 21.8 |
| PAT | 15.8 | 47.0 | (35.5) | (98.7) | 6,845.9 | (18.5) | 76.5 | 6.0 |
| Margin (%) | | | (00.0) | (0011) | 0,0 1010 | (==:-) | | |
| RMC/revenue (%) | 58.5 | 59.3 | 56.0 | 56.7 | 57.1 | 57.2 | 55.2 | 53.9 |
| Gross margin (%) | 41.5 | 40.7 | 44.0 | 43.3 | 42.9 | 42.8 | 44.8 | 46.1 |
| Employee cost/revenue (%) | 20.8 | 20.4 | 22.3 | 22.8 | 22.0 | 21.8 | 25.0 | 24.0 |
| Other expenses/revenue (%) | 8.6 | 8.3 | 9.9 | 12.9 | 9.2 | 11.1 | 10.3 | 11.5 |
| EBITDA margin (%) | 12.1 | 12.1 | 11.8 | 7.6 | 11.7 | 9.9 | 9.5 | 10.0 |
| PAT margin (%) | 5.6 | 7.6 | 5.2 | 0.1 | 4.0 | 3.1 | 5.6 | 5.4 |
| Segmental Performance | 3.5 | 7.0 | 5.2 | 0.2 | | 0.2 | 3.0 | <u> </u> |
| Suprajit Cables Division | | | | | | | | |
| Revenue | 3,136 | 3,744 | 3,609 | 3,325 | 3,292 | 3,835 | 3,826 | 3,559 |
| EBTIDA Margin (%) | 6.2 | 7.3 | 8.1 | 8.3 | 11.8 | 10.8 | 11.8 | 11.0 |
| 2211271111a1g.11 (70) | | 7.0 | 0.2 | | 12.0 | 20.0 | 11.0 | |
| Domestic Cables Division | | | | | | | | |
| Revenue | 2,783 | 2,692 | 2,542 | 3,093 | 3,161 | 3,000 | 2,739 | 3,41 |
| EBTIDA Margin (%) | 18.6 | 17.2 | 15.7 | 17.2 | 17.9 | 15.7 | 14.9 | 16.8 |
| 2211271111a1g.11 (70) | 10.0 | | 20.7 | | | 2017 | | |
| Phoenix Lamps Division | | | | | | | | |
| Revenue | 1,029 | 1,009 | 889 | 1,014 | 1,020 | 978 | 864 | 94: |
| EBTIDA Margin (%) | 12.4 | 15.1 | 16.3 | 15.0 | 13.8 | 14.4 | 12.8 | 12. |
| | 12.7 | 13.1 | 10.5 | 13.0 | 15.5 | 27 | 12.0 | 12.7 |
| Suprajit Electronics Division | | | | | | | | |
| Revenue | 294 | 386 | 309 | 302 | 349 | 340 | 304 | 41: |
| EBTIDA Margin (%) | 11.3 | 14.5 | 9.7 | 5.2 | 5.1 | 9.1 | 6.9 | 13. |
| | | | | | | | | |
| Stahlschmidt Cable Systems | | | | | | | | |
| Revenue | - | - | - | 602 | 495 | 617 | 897 | 1,090 |
| EBTIDA Margin (%) | - | - | - | -16.9 | -40.8 | -30.2 | -19.6 | -6. |
| Source: Company SMIES Bosearch | | | | | | | | |

Source: Company, SMIFS Research



Financial Statements (Consolidated)

| Income Statement | | | | | |
|------------------------|--------|--------|--------|--------|--------|
| YE March (Rs mn) | FY24 | FY25 | FY26E | FY27E | FY28E |
| Revenues | 28,959 | 32,770 | 38,097 | 42,509 | 47,762 |
| Raw Materials | 16,982 | 18,611 | 20,801 | 23,103 | 25,839 |
| % of sales | 58.6 | 56.8 | 54.6 | 54.4 | 54.1 |
| Personnel | 6,206 | 7,282 | 9,067 | 10,011 | 11,129 |
| % of sales | 21.4 | 22.2 | 23.8 | 23.6 | 23.3 |
| Manufacturing & Other | 2,540 | 3,542 | 4,191 | 4,591 | 5,015 |
| % of sales | 8.8 | 10.8 | 11.0 | 10.8 | 10.5 |
| EBITDA | 3,230 | 3,334 | 4,038 | 4,803 | 5,779 |
| Other Income | 599 | 462 | 970 | 582 | 640 |
| Depreciation & | 1,037 | 1,218 | 1,412 | 1,532 | 1,668 |
| EBIT | 2,792 | 2,578 | 3,596 | 3,854 | 4,751 |
| Finance Cost | 514 | 604 | 626 | 509 | 446 |
| Core PBT | 2,278 | 1,974 | 2,970 | 3,344 | 4,305 |
| Exceptional | - | - | - | - | - |
| PBT | 2,278 | 1,974 | 2,970 | 3,344 | 4,305 |
| Tax-Total | 605 | 981 | 1,037 | 876 | 1,128 |
| Effective tax rate (%) | 26.6 | 49.7 | 34.9 | 26.2 | 26.2 |
| Reported PAT | 1,673 | 993 | 1,934 | 2,468 | 3,177 |
| Adjusted PAT | 1,673 | 993 | 1,934 | 2,468 | 3,177 |

Source: Company, SMIFS Research

| Key Ratios | | | | | |
|--------------------------------|------|--------|-------|-------|-------|
| YE March | FY24 | FY25 | FY26E | FY27E | FY28E |
| Growth Ratio (%) | | | | | |
| Revenue | 5.2 | 13.2 | 16.3 | 11.6 | 12.4 |
| EBITDA | 3.3 | 3.2 | 21.1 | 18.9 | 20.3 |
| PAT | 10.0 | (40.7) | 94.8 | 27.6 | 28.7 |
| Margin Ratios (%) | | | | | |
| Gross Margin | 41.4 | 43.2 | 45.4 | 45.7 | 45.9 |
| EBITDA Margin | 11.2 | 10.2 | 10.6 | 11.3 | 12.1 |
| EBIT Margin | 9.6 | 7.9 | 9.4 | 9.1 | 9.9 |
| Core PBT margin | 7.9 | 6.0 | 7.8 | 7.9 | 9.0 |
| Adjusted PAT Margin | 5.8 | 3.0 | 5.1 | 5.8 | 6.7 |
| Return Ratios (%) | | | | | |
| ROE | 12.9 | 7.5 | 14.5 | 16.8 | 19.5 |
| ROCE | 10.2 | 6.2 | 11.1 | 13.3 | 15.8 |
| Turnover Ratios (days) | | | | | |
| Gross block turnover ratio (x) | 2.6 | 2.6 | 2.6 | 2.7 | 2.8 |
| Adjusted OCF/PAT (in %) | 118 | 125 | 123 | 126 | 117 |
| Debtors | 56 | 61 | 61 | 61 | 61 |
| Inventory | 65 | 65 | 65 | 65 | 65 |
| Creditors | 41 | 42 | 42 | 42 | 42 |
| Cash conversion cycle | 80 | 84 | 84 | 84 | 84 |
| Solvency Ratio (x) | | | | | |
| Debt-equity | 0.5 | 0.6 | 0.5 | 0.4 | 0.3 |
| Net debt-equity | 0.1 | 0.3 | 0.3 | 0.3 | 0.2 |
| Gross debt/EBITDA | 2.2 | 2.4 | 1.8 | 1.3 | 1.0 |
| Current Ratio | 1.9 | 1.4 | 1.4 | 1.5 | 1.6 |
| Interest coverage ratio | 5.4 | 4.3 | 5.7 | 7.6 | 10.6 |
| Dividend | | | | | |
| DPS | 2.5 | 3.0 | 5.7 | 7.3 | 9.4 |
| Dividend yield % | 0.6 | 0.6 | 1.3 | 1.6 | 2.1 |
| Dividend payout % | 20.7 | 41.5 | 40.6 | 40.6 | 40.6 |
| Per share Ratios (Rs) | | | | | |
| Basic EPS (reported) | 12.1 | 7.2 | 14.1 | 18.0 | 23.2 |
| Adjusted EPS | 12.1 | 7.2 | 14.1 | 18.0 | 23.2 |
| CEPS | 19.6 | 16.1 | 24.4 | 29.2 | 35.3 |
| BV | 98.4 | 93.3 | 101.6 | 112.1 | 125.7 |
| Valuation (x) | | | | | |
| P/E | 32.6 | 65.0 | 31.8 | 24.9 | 19.3 |
| P/BV | 4.0 | 5.0 | 4.4 | 4.0 | 3.6 |
| EV/EBITDA | 17.1 | 20.6 | 16.4 | 13.6 | 11.2 |
| EV/Sales | 1.9 | 2.1 | 1.7 | 1.5 | 1.4 |
| Adj Mcap/Core PBT | 21.2 | 30.6 | 19.7 | 17.7 | 13.7 |
| Adj Mcap/Adj OCF | 24.4 | 48.6 | 24.7 | 19.0 | 15.8 |

Source: Company, SMIFS Research

| Balance Sheet | | | | | |
|-----------------------------|--------|--------|--------|--------|--------|
| YE March (Rs mn) | FY24 | FY25 | FY26E | FY27E | FY28E |
| Sources of funds | | | | | |
| Capital | 138 | 137 | 137 | 137 | 137 |
| Reserves & Surplus | 13,483 | 12,665 | 13,797 | 15,242 | 17,102 |
| Shareholders' Funds | 13,622 | 12,802 | 13,934 | 15,379 | 17,239 |
| Total Loan Funds | 7,081 | 8,166 | 7,391 | 6,114 | 5,662 |
| Other liabilities | 580 | 671 | 780 | 870 | 978 |
| Total Liabilities | 21,283 | 21,639 | 22,105 | 22,364 | 23,880 |
| Application of funds | | | | | |
| Gross Block | 11,730 | 13,571 | 15,249 | 16,343 | 17,446 |
| Net Block | 7,563 | 8,429 | 9,044 | 8,985 | 8,831 |
| Capital WIP | 72 | 255 | 255 | 260 | 262 |
| Quasi cash investments | 1 | 1 | 1 | 1 | 1 |
| Other Investments | - | - | - | - | - |
| Other non-current assets | 1,461 | 2,466 | 2,490 | 2,588 | 2,773 |
| Inventories | 4,449 | 5,465 | 6,353 | 7,089 | 7,965 |
| Sundry Debtors | 5,186 | 5,818 | 6,764 | 7,547 | 8,479 |
| Current investments | 5,126 | 2,513 | 2,513 | 1,713 | 1,513 |
| Cash & Bank Balances | 1,186 | 1,503 | 280 | 424 | 1,069 |
| Other current Assets | 751 | 873 | 1,015 | 1,133 | 1,273 |
| Total Current Assets | 16,698 | 16,172 | 16,925 | 17,905 | 20,299 |
| Sundry Creditors | 3,281 | 3,756 | 4,367 | 4,873 | 5,475 |
| Other Current Liabilities | 1,231 | 1,929 | 2,242 | 2,502 | 2,811 |
| Total Current Liabilities | 4,512 | 5,685 | 6,609 | 7,375 | 8,286 |
| Net Current Assets | 12,186 | 10,487 | 10,315 | 10,530 | 12,013 |
| Total Assets | 21,283 | 21,639 | 22,105 | 22,364 | 23,880 |

Source: Company, SMIFS Research

| Cash Flow | | | | | |
|---|---------|---------|---------|---------|---------|
| YE March (Rs mn) | FY24 | FY25 | FY26E | FY27E | FY28E |
| Operating profit before WC changes | 3,348 | 3,609 | 5,001 | 5,381 | 6,415 |
| Net chg in working capital | (67) | (925) | (966) | (879) | (1,115) |
| Income taxes paid | (789) | (836) | (1,037) | (876) | (1,128) |
| Cash flow from operating activities (a) | 2,492 | 1,847 | 2,998 | 3,626 | 4,172 |
| Adjusted OCF | 1,978 | 1,243 | 2,372 | 3,117 | 3,725 |
| Capital expenditure | (910) | (1,103) | (2,026) | (1,478) | (1,516) |
| Adjusted FCF | 1,582 | 745 | 972 | 2,148 | 2,656 |
| Cash flow from investing activities (b) | (1,120) | 770 | (2,019) | (673) | (1,311) |
| Debt issuance/(repayment) | (235) | 114 | (775) | (1,277) | (452) |
| Dividend Paid | (311) | (361) | (802) | (1,023) | (1,317) |
| Interest and Lease Expenses | (672) | (874) | (626) | (509) | (446) |
| Cash flow from financing activities (c) | (1,217) | (2,507) | (2,202) | (2,809) | (2,215) |
| Net chg in cash (a+b+c) | 155 | 110 | (1,224) | 144 | 645 |

Source: Company, SMIFS Research



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