

Alkyl Amines Chemicals

Estimate changes	↔
TP change	↔
Rating change	↔

Bloomberg	AACL IN
Equity Shares (m)	51
M.Cap.(INRb)/(USDb)	92.3 / 1
52-Week Range (INR)	2449 / 1508
1, 6, 12 Rel. Per (%)	-6/2/-20
12M Avg Val (INR M)	148

Financials & Valuations (INR b)

Y/E March	FY26E	FY27E	FY28E
Sales	15.9	17.5	18.9
EBITDA	2.9	3.3	3.6
PAT	1.9	2.2	2.4
EPS (INR)	36.7	42.4	46.4
EPS Gr. (%)	1.0	15.4	9.5
BV/Sh.(INR)	300.6	331.3	364.9

Ratios

Net D:E	-0.2	-0.3	-0.3
RoE (%)	12.8	13.4	13.3
RoCE (%)	12.1	12.8	12.7
Payout (%)	27.5	27.5	27.5

Valuations

P/E (x)	49.1	42.6	38.9
P/BV (x)	6.0	5.4	4.9
EV/EBITDA (x)	30.3	26.4	23.9
Div. Yield (%)	0.6	0.6	0.7
FCF Yield (%)	1.8	2.1	2.8

Shareholding Pattern (%)

As On	Sep-25	Jun-25	Sep-24
Promoter	72.0	72.0	72.0
DII	2.9	2.6	1.5
FII	3.4	3.3	3.2
Others	21.7	22.1	23.3

FII includes depository receipts

CMP: INR1,805 TP: INR1,900 (+5%) Neutral

Muted volume and pricing drag down overall performance

Earnings below our estimate

- Alkyl Amines Chemicals (AACL) reported a muted operating performance in 2QFY26 as EBITDA declined 5% YoY. Despite some raw material cost pressure, EBITDA margins expanded marginally by 30bp YoY to 18%.
- While volume growth in 1HFY26 was marginally higher on a YoY basis, the momentum is expected to remain muted in the near term due to prevailing demand softness across key end-user industries, ongoing geopolitical uncertainties, and heightened competitive intensity from Chinese manufacturers. Additionally, global sanctions and trade restrictions are likely to continue to disrupt supply chains.
- We broadly maintain our earnings estimates and value the stock at 45x FY27E EPS to arrive at a TP of INR1,900. **Reiterate Neutral.**

Muted operating performance

- Revenue declined 6% YoY/4% QoQ to INR3.9b (est. INR4.2b), while gross margin expanded by 190bp YoY and 150bp QoQ to 47.3%.
- EBITDA margins expanded 30bp YoY but contracted 80bp QoQ to 18% (est. 18.3%). Employee costs as a percentage of sales stood at 7% (vs. 6% in 2QFY25), while other expenses stood at 22% vs. 21% in 2QFY25.
- EBITDA stood at INR702m, down 5% YoY and 8% QoQ (est. of INR776m).
- Adj. PAT stood at INR429m, down 10% YoY and 13% QoQ (est. of INR505m).
- In 1HFY26, revenue/EBITDA/adj. PAT declined 2%/4%/4% to INR7.9b/INR1.5b/INR924m.
- The company stands debt free as of Sep'25. Further, the cash flow from operations in Sep'25 stood at INR750m compared to INR1.6b in Sep'24.

Highlights from the management commentary

- **Outlook:** Volume growth in the first half was slightly higher compared to last year. Management does not expect to meet its volume growth target of 7-10% for FY26. However, anti-dumping duties on acetonitrile are expected to benefit the company from 4Q onward.
- **Macro environment:** The industry faced multiple challenges, including demand pressures, geopolitical disruptions, and intensified competition from Chinese suppliers, which are dumping products across Asia and other regions, leading to heightened pricing pressure.
- **Product development:** The company is developing an import-substitute product at its Kurkumbh facility for the dyes, pigments, and electronics markets, with an expected launch in 1QFY27 and an asset turnover of 1.5x. It also has additional products in the R&D pipeline to further drive growth momentum.

Valuation and view

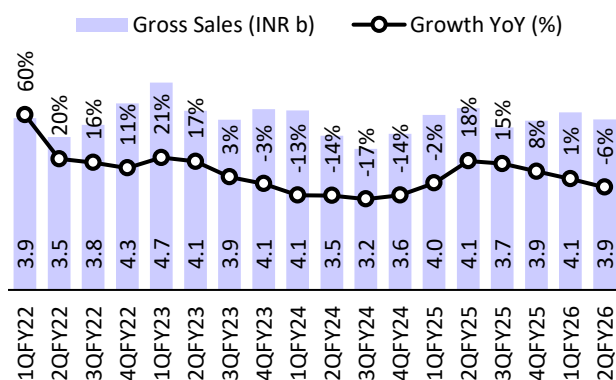
- We expect short-term headwinds to persist, with volumes likely to be affected by global demand softness and weakness across key end-user industries, along with continued pricing pressure due to heightened competition from Chinese manufacturers.

- However, the long-term outlook remains positive, supported by AACL's strengthening global presence through the development of efficient, cost-effective processes for high-grade and ultra-pure specialty products. The planned commercialization of a new product at the Kurkumbh facility by 1QFY27, along with additional products in the R&D pipeline, should drive the next phase of growth.
- We estimate a CAGR of 6%/7%/8% in revenue/EBITDA/PAT over FY25-28 and maintain our earnings estimates. We value the stock at 45x FY27E EPS to arrive at a TP of INR1,900. **Reiterate Neutral.**

Standalone - Quarterly Snapshot

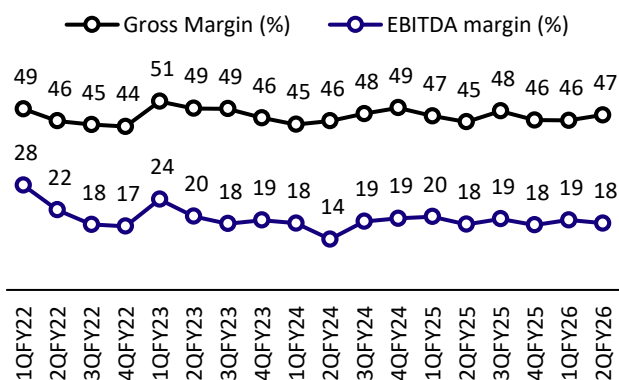
Y/E March	FY25				FY26				(INR m)			
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE	FY25	FY26E	FY26	Var.
Gross Sales	3,997	4,149	3,712	3,861	4,055	3,894	3,898	4,054	15,718	15,901	4,232	-8%
YoY Change (%)	-2.5	17.8	15.3	8.3	1.5	-6.1	5.0	5.0	9.1	1.2	2.0	
Total Expenditure	3,206	3,414	3,000	3,182	3,290	3,192	3,184	3,292	12,807	12,957	3,455	
Gross Margin (%)	47.0%	45.4%	48.4%	45.9%	45.8%	47.3%	48.0%	48.0%	46.6%	47.3%	46.3%	
EBITDA	791	735	712	678	766	702	714	762	2,911	2,943	776	-10%
Margin (%)	19.8	17.7	19.2	17.6	18.9	18.0	18.3	18.8	18.5	18.5	18.3	
Depreciation	177	180	179	176	179	182	185	197	712	742	187	
Interest	2	4	9	2	3	3	3	4	10	12	3	
Other Income	47	92	66	93	80	74	91	99	298	344	88	
PBT before EO expense	659	643	591	594	663	591	617	660	2,486	2,532	674	
PBT	659	643	591	594	663	591	617	660	2,486	2,532	674	
Tax	170	169	153	133	169	162	155	166	625	652	170	
Rate (%)	25.9	26.2	25.9	22.5	25.5	27.4	25.2	25.2	25.1	25.8	25.2	
Adj PAT	489	475	438	460	494	429	462	494	1,861	1,880	505	-15%
YoY Change (%)	-1.8	74.2	30.9	19.7	1.2	-9.5	5.5	7.4	25.0	1.0	6.3	
Margin (%)	12.2	11.4	11.8	11.9	12.2	11.0	11.8	12.2	11.8	11.8	11.9	

Exhibit 1: Sales declined 6% YoY at INR4.1b



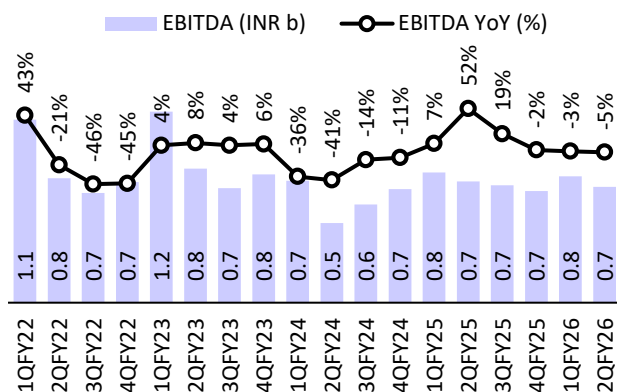
Source: Company, MOFSL

Exhibit 2: Margins trend



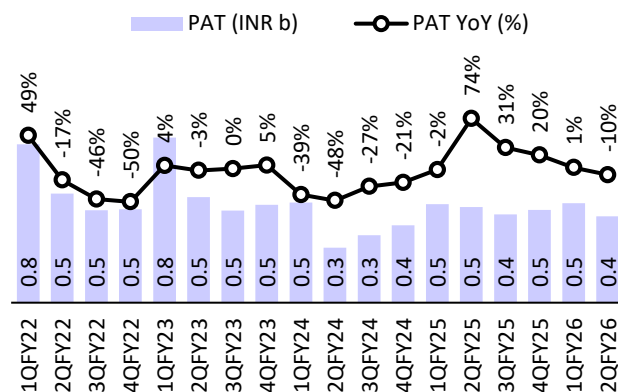
Source: Company, MOFSL

Exhibit 3: EBITDA down 5% YoY at INR702m



Source: Company, MOFSL

Exhibit 4: PAT down 10% YoY at INR429m



Source: Company, MOFSL

Exhibit 5: Changes to our estimates

Particulars	Revised				Previous				Change (%)			
	FY25	FY26E	FY27E	FY28E	FY25	FY26E	FY27E	FY28E	FY25	FY26E	FY27E	FY28E
Revenue (INR m)	15,718	15,901	17,491	18,890	15,718	16,617	18,611	20,100	0%	-4%	-6%	-6%
EBITDA (INR m)	2,911	2,943	3,326	3,606	2,911	3,063	3,517	3,742	0%	-4%	-5%	-4%
PAT (INR m)	1,861	1,880	2,169	2,376	1,861	1,984	2,278	2,424	0%	-5%	-5%	-2%
EPS (INR)	36.3	36.7	42.4	46.4	36.3	38.7	44.5	47.3	0%	-5%	-5%	-2%



Highlights from the management commentary

Outlook

- Volume growth in the first half was only slightly higher compared to last year. Looking ahead, management does not expect to meet its earlier expectations of 7-10% volume growth.
- Management remains optimistic about a slow and steady upward trend in performance, expecting gradual improvements over time and aiming for consistent and sustainable growth.
- The DEK molecule faced pressure earlier but has now stabilized. Production is running reasonably well at good capacity. Although margins are currently low, volumes are improving, and management expects a better performance in the second half.
- Demand for Ethylamines remains relatively stable because the focus is on the domestic market, shielding AACL from external demand fluctuations.
- For Ethylamines, the market size is expected to be around 30,000-35,000 tons, suggesting a stable and moderately sized demand outlook.

Macro environment

- The industry faced multiple challenges, including demand pressures, geopolitical issues, and impacts on customers from direct US exports. Despite flat revenue, it successfully managed margins to maintain profitability.
- Chinese suppliers have become more aggressive, diverting their products to other markets. They are dumping materials across Asia and other regions, creating pricing pressure and increasing competition.

- Raw material prices have been impacted by sanctions imposed by the US, particularly affecting suppliers who source materials from Iran. This has created cost pressure for the company's chemical production.
- Management expects the pricing environment to eventually stabilize and return to normal levels, easing cost pressures over time.

Product development

- Regarding its new product, mechanical completion of the project is expected by Feb-Mar'26. So far, INR1.2b has been invested, and the market currently appears promising, with hopes of achieving good profitability.
- The new product will primarily be used in the dyes and pigments industry. Currently, no other company in India is producing this chemical, giving the company a unique position in the market.
- The company plans to launch new products in the coming years, focusing on its R&D pipeline. In the next three to four months, management will conduct a detailed review to assess potential opportunities.
- Acetonitrile is now being exported globally, indicating the company's growing international presence. This expansion allows AACL to reach multiple markets and diversify its sales beyond the domestic sector.
- According to customer inquiries, the use of Acetonitrile is increasing, primarily because it is a key ingredient in the production of APIs (Active Pharmaceutical Ingredients), indicating rising demand from the pharmaceutical sector.
- Management has obtained approvals for Acetonitrile use in peptide-based diabetic weight loss drugs, but commercial production and market impact will take some time.

Other

- The company possesses the technology to produce DMF (Dimethylformamide), but it is currently not manufacturing it. This indicates potential for future expansion if management decides to enter this segment.
- There is potential demand for peptide-based diabetic weight loss drugs, which have just been launched. Management has obtained approvals for Acetonitrile use in these drugs, but commercial production and market impact will take some time.
- Last year, the company achieved a significant milestone by crossing one lakh tons in total production volume, reflecting strong operational performance and capacity utilization across its chemical product segments.

Financial story in charts

Exhibit 6: Expect ~6% revenue CAGR over FY25-27

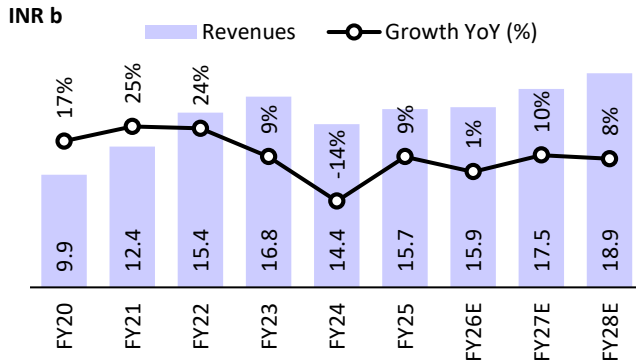


Exhibit 7: Export share to be at 25% of total revenue

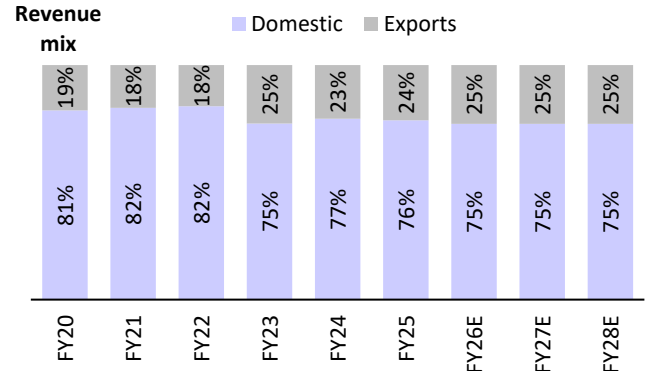


Exhibit 8: EBITDA margin trend

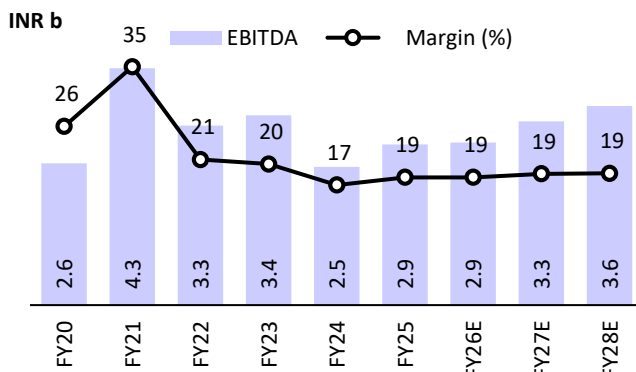


Exhibit 9: PAT margin to be at 12.7% in FY27

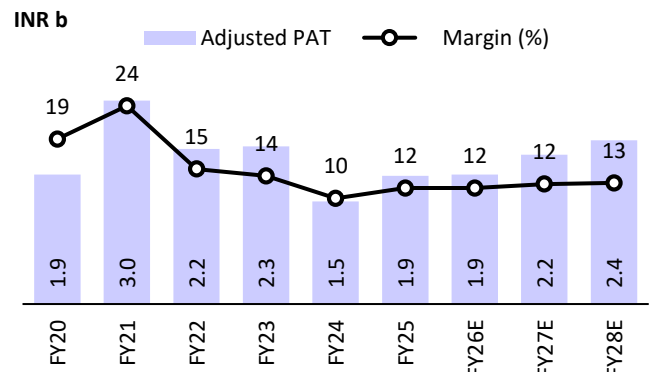


Exhibit 10: Return ratios

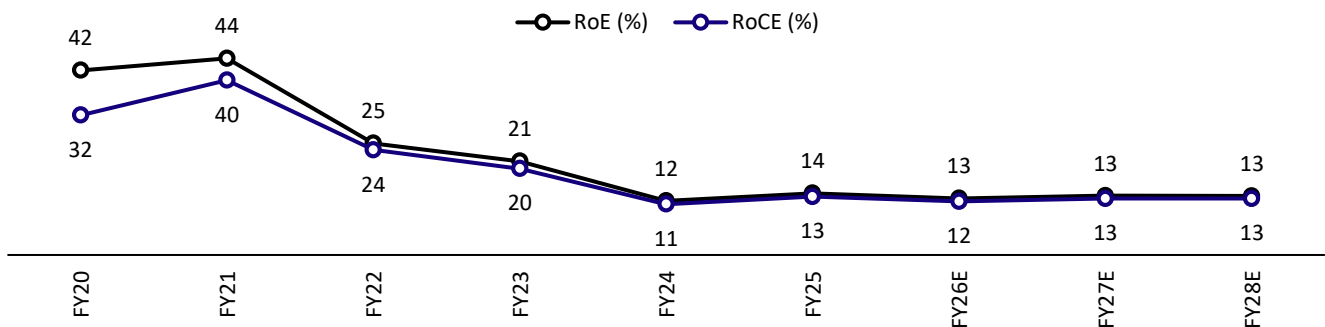
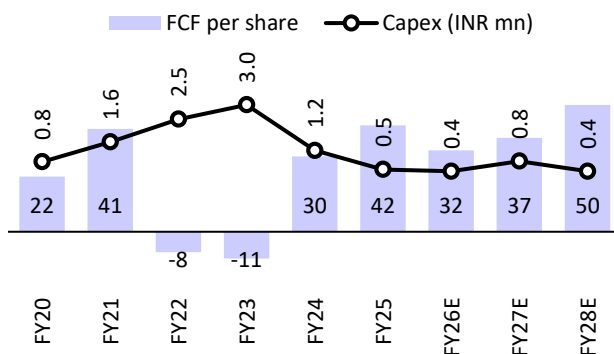
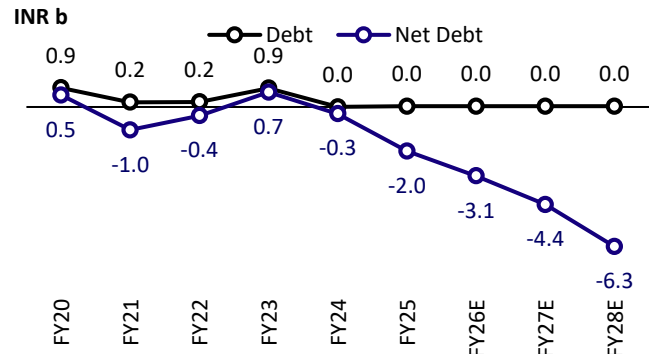


Exhibit 11: FCF generation over FY26-28



Source: Company, MOFSL

Exhibit 12: AACL expected to remain a net cash company



Source: Company, MOFSL

Financials and valuations

Standalone - Income Statement

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Total Income from Operations	12,424	15,420	16,831	14,406	15,718	15,901	17,491	18,890
Change (%)	25.1	24.1	9.1	-14.4	9.1	1.2	10.0	8.0
Gross Margin (%)	57.9	45.8	48.9	46.7	46.6	47.3	47.5	47.7
EBITDA	4,291	3,252	3,439	2,506	2,911	2,943	3,326	3,606
Margin (%)	34.5	21.1	20.4	17.4	18.5	18.5	19.0	19.1
Depreciation	291	348	452	589	712	742	775	807
EBIT	4,001	2,904	2,987	1,916	2,199	2,201	2,551	2,799
Int. and Finance Charges	63	33	33	42	10	12	14	14
Other Income	70	150	132	151	298	344	362	391
PBT bef. EO Exp.	4,007	3,021	3,086	2,025	2,486	2,532	2,899	3,175
EO Items	0	0	0	0	0	0	0	0
PBT after EO Exp.	4,007	3,021	3,086	2,025	2,486	2,532	2,899	3,175
Total Tax	1,054	772	799	535	625	652	730	799
Tax Rate (%)	26.3	25.6	25.9	26.4	25.1	25.8	25.2	25.2
Reported PAT	2,953	2,249	2,287	1,489	1,861	1,880	2,169	2,376
Adjusted PAT	2,953	2,249	2,287	1,489	1,861	1,880	2,169	2,376
Change (%)	57.0	-23.9	1.7	-34.9	25.0	1.0	15.4	9.5
Margin (%)	23.8	14.6	13.6	10.3	11.8	11.8	12.4	12.6

Standalone - Balance Sheet

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	102	102	102	102	102	102	102	102
Total Reserves	7,822	9,796	11,587	12,569	13,923	15,286	16,859	18,582
Net Worth	7,924	9,898	11,689	12,671	14,025	15,388	16,962	18,685
Total Loans	216	227	855	6	36	36	36	36
Deferred Tax Liabilities	414	472	560	737	880	880	880	880
Capital Employed	8,554	10,598	13,104	13,415	14,941	16,304	17,878	19,601
Gross Block	5,315	7,663	9,013	13,307	13,572	13,972	14,772	15,172
Less: Accum. Deprn.	1,026	1,374	1,825	2,415	3,127	3,869	4,644	5,451
Net Fixed Assets	4,288	6,290	7,187	10,892	10,445	10,103	10,128	9,721
Capital WIP	1,376	1,426	3,525	356	519	519	519	519
Total Investments	302	0	0	0	0	0	0	0
Curr. Assets, Loans&Adv.	5,486	5,997	5,207	4,589	6,924	8,288	10,096	12,456
Inventory	1,219	1,645	1,837	1,720	1,648	1,743	1,917	2,070
Account Receivables	2,280	2,767	2,584	2,217	2,307	2,440	2,683	2,898
Cash and Bank Balance	1,260	626	182	314	2,041	3,165	4,462	6,370
Loans and Advances	727	959	604	338	930	940	1,034	1,117
Curr. Liability & Prov.	2,899	3,116	2,815	2,422	2,948	2,605	2,865	3,095
Account Payables	1,790	2,285	1,897	1,719	1,772	1,655	1,821	1,967
Other Current Liabilities	1,002	730	790	559	1,023	795	875	944
Provisions	107	101	128	144	153	155	170	184
Net Current Assets	2,587	2,882	2,392	2,167	3,977	5,683	7,231	9,361
Appl. of Funds	8,554	10,598	13,104	13,415	14,941	16,304	17,878	19,601

Financials and valuations

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)								
EPS	57.9	44.0	44.7	29.1	36.3	36.7	42.4	46.4
EPS Growth (%)	57.0	-24.0	1.6	-34.9	24.8	1.0	15.4	9.5
Cash EPS	63.6	50.8	53.5	40.6	50.3	51.2	57.5	62.2
BV/Share	155.3	193.7	228.6	247.7	273.9	300.6	331.3	364.9
DPS	16.0	10.0	10.0	10.0	10.0	10.1	11.6	12.8
Payout (%)	27.7	22.7	22.4	34.3	27.5	27.5	27.5	27.5
Valuation (x)								
P/E	31.2	41.0	40.3	62.0	49.6	49.1	42.6	38.9
Cash P/E	28.4	35.5	33.7	44.4	35.9	35.2	31.4	29.0
P/BV	11.6	9.3	7.9	7.3	6.6	6.0	5.4	4.9
EV/Sales	7.3	6.0	5.5	6.4	5.7	5.6	5.0	4.6
EV/EBITDA	21.2	28.2	27.0	36.7	31.0	30.3	26.4	23.9
Dividend Yield (%)	0.9	0.6	0.6	0.6	0.6	0.6	0.6	0.7
FCF per share	40.7	-8.1	-10.7	29.9	42.2	32.3	37.2	50.3
Return Ratios (%)								
RoE	44.4	25.2	21.2	12.2	13.9	12.8	13.4	13.3
RoCE	39.5	23.7	19.5	11.5	13.2	12.1	12.8	12.7
RoIC	51.4	30.5	24.7	12.7	13.1	13.1	15.0	16.4
Working Capital Ratios								
Fixed Asset Turnover (x)	2.9	2.9	2.5	1.6	1.5	1.5	1.7	1.9
Asset Turnover (x)	1.5	1.5	1.3	1.1	1.1	1.0	1.0	1.0
Inventory (Days)	36	39	40	44	38	40	40	40
Debtor (Days)	67	66	56	56	54	56	56	56
Creditor (Days)	53	54	41	44	41	38	38	38
Leverage Ratio (x)								
Current Ratio	1.9	1.9	1.8	1.9	2.3	3.2	3.5	4.0
Interest Cover Ratio	63.2	88.5	89.9	45.4	217.7	178.1	177.2	194.3
Net Debt/Equity	-0.1	0.0	0.1	0.0	-0.1	-0.2	-0.3	-0.3

Standalone - Cash Flow Statement

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	4,007	3,021	3,086	2,025	2,486	2,532	2,899	3,175
Depreciation	291	348	452	589	712	742	775	807
Interest Expenses	63	38	33	42	10	12	14	14
Others	1	-48	55	34	-130	0	0	0
Direct Taxes Paid	-1,012	-744	-714	-346	-503	-652	-730	-799
(Inc)/Dec in WC	290	-569	-428	403	55	-581	-252	-222
CF from Operations	3,640	2,046	2,484	2,747	2,631	2,054	2,707	2,976
(Inc)/Dec in FA	-1,561	-2,462	-3,030	-1,221	-469	-400	-800	-400
Free Cash Flow	2,079	-415	-546	1,527	2,162	1,654	1,907	2,576
Change in Investments	-587	369	237	-3	-1,537	0	0	0
Others	21	36	22	9	51	0	0	0
CF from Investments	-2,127	-2,057	-2,771	-1,215	-1,955	-400	-800	-400
Issue of Shares	4	7	12	8	6	0	0	0
Inc/(Dec) in Debt	-381	-228	616	-848	30	0	0	0
Interest Paid	-68	-40	-31	-43	-8	-12	-14	-14
Dividend Paid	-408	-306	-511	-511	-511	-517	-596	-653
Others	-11	-5	-6	-8	-8	0	0	0
CF from Fin. Activity	-864	-572	80	-1,401	-492	-529	-611	-667
Inc/Dec of Cash	649	-582	-206	131	184	1,125	1,296	1,909
Opening Balance	312	961	379	172	304	488	1,613	2,909
Closing Balance	962	379	172	303	488	1,613	2,909	4,818

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NOTES

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.

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Nainesh

Rajani

Email: nainesh.rajani@motilaloswal.com

Contact: (+65) 8328 0276

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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

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