Apollo Micro Systems: Margin Soars; Bright Path Ahead

November 06, 2025 | CMP: INR 278 | Target Price: INR 300

Expected Share Price Return: 8.5 I Dividend Yield: 0.0% I Potential upside: 8.5%



ADD

Sector View: Positive

✓
/
/
APOLLO IN EQUITY
1.0
355/90
INR 92.7 / \$1.0
342.3
1,37,55,732

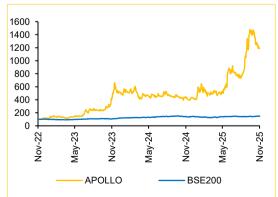
Change in Estimates									
	FY26E			FY26E				FY27E	
INR Mn	New	Old	Dev. (%)	New	Old	Dev. (%)			
Revenue	8,426	8,145	3.4	12,639	12,218	3.4			
EBITDA	2,022	1,955	3.4	3,097	2,969	4.3			
EBITDAM %	24.0	24.0	0.0bps	24.5	24.3	20.0bps			
PAT	1,059	952	11.2	1744	1,587	9.9			
EPS	3.1	2.8	10.5	4.6	4.2	9.8			

Actual vs CIE Estimates							
INR Mn	Q2FY26	CIE Est.	Dev.%				
Revenue	2,253	2,036	10.6				
EBITDA	592	458	29.2				
EBITDAM %	26.3	22.5	378bps				
PAT	300	222	35.5				

Key Financials									
INR Mn	FY24	FY25	FY26E	FY27E	FY28E				
Revenue	3,716	5,621	8,426	12,639	18,958				
YoY Growth (%)	24.9	51.2	49.9	50.0	50.0				
EBITDA	839	1292	2022	3097	4740				
EBITDAM (%)	22.6	23.0	24.0	24.5	25.0				
Adjusted PAT	311	564	1059	1744	2819				
EPS	1.2	1.9	3.1	4.6	7.5				
ROE %	6.9	10.0	12.1	14.2	19.4				
ROCE %	13.2	16.2	13.6	18.0	22.9				
PE(x)	223.5	149.5	89.9	60.3	37.3				
Price to BV (x)	15.1	14.0	8.3	8.0	6.6				

Shareholding Pattern (%)							
	Sep-25	Jun-25	Mar-25				
Promoters	50.33	50.65	55.12				
Flls	8.94	7.16	0.93				
Dlls	1.45	1.61	0.37				
Public	39.27	40.59	43.60				

Relative Performance (%)							
YTD	3Y	2Y	1Y				
BSE 200	47.3	37.9	5.5				
APOLLO	1092.7	195.6	178.6				



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Margin Soars; Bright Path Ahead

We believe APOLLO is entering a decisive growth phase, evolving from a subsystem supplier to a full-fledged weapons manufacturer. Q2FY26 performance reflected strong execution, record profitability and rising operating leverage – validating its transition to higher-value defence programs. We expect the commissioning of Unit-III in the near future, resulting in eight-fold capacity expansion. In addition, integration of IDL Explosives would materially enhance APOLLO's manufacturing depth and self-reliance across critical value chains. With 25–30% of revenues already derived from production-linked projects and the mix shifting towards 40–45% by FY27E, we see a strong foundation for 45–50% revenue CAGR over FY26–27E. This is driven by large program conversions and steady cost-efficiency.

We view APOLLO's dual growth engines — **organic innovation** through indigenous DRDO-linked programs and **inorganic expansion** via IDL — as structural catalysts for long-term scalability. Its participation across major platforms, such as **MIGM**, **QRSAM**, **ALWT**, **Varunastra and BrahMos** reaffirms its technological relevance in India's defence ecosystem. We see growing export traction from the **UK**, **Saudi Arabia and Europe** comes as an additional lever for expansion. The upcoming in-house testing infrastructure and improving working-capital management should help sustain healthy **26–28% EBITDA margin in future**. In our view, APOLLO is rapidly transforming into a **vertically integrated**, **system-level defence powerhouse**.

All-Round Beat — Strong Execution Drives Margin Surprise

- Revenue for Q2FY26 up 40.2% YoY and up 68.6% QoQ at INR 2,253 Mn (vs CIE est. INR 2,036 Mn)
- EBIDTA for Q2FY26 up 79.9% YoY and up 44.6% QoQ at INR 592 Mn (vs CIE est. INR 458 Mn). EBITDA margin stood at 26.3%, improved by 581bps YoY (vs CIE est. of 22.5%)
- PAT for Q2FY26 up 90.9% YoY and up 69.8% QoQ at INR 300 Mn (vs CIE est. INR 222 Mn). PAT margin improved by 354bps YoY, reaching 13.3% (vs CIE est. 10.9%)

View & valuation: We remain positive on APOLLO's strategic transformation from a component supplier to a full-fledged system integrator. We forecast Revenue and EPS to expand at a robust CAGR of 50.0% and 58.8% over FY25–28E. Considering the company's solid growth outlook, we have raised our target multiple to 50x (from 45x). However, following the recent sharp rally in the stock, we downgrade our rating to ADD (from BUY). Based on our revised estimates, we arrive at a target price of INR 300, valuing the stock at the avg of FY27–28E EPS, implying a PEG ratio of 1.54.

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Particulas (INR Mn)	Q2FY26	Q2FY25	YoY (%)	Q1FY26	QoQ (%)			
Net Sales (incl OOI)	2,253	1,607	40.2	1,336	68.6			
Material Exp	1,556	1,204	29.3	820	89.8			
Gross Profit	696	403	72.6	516	34.9			
Employee Exp	63	51	23.8	57	10.5			
Other Exp	41	23	77.0	49	(16.7)			
EBITDA	592	329	79.9	409	44.6			
Depreciation	47	37	26.7	45	5.6			
EBIT	544	291	86.8	364	49.4			
Other Income	13	6	119.8	9	49.4			
Interest Cost	126	73	73.1	120	4.7			
PBT	431	225	92.1	253	70.6			
Tax	131	67	94.9	76	72.6			
RPAT	300	157	90.9	177	69.8			
APAT	300	157	90.9	177	69.8			
Adj EPS (Rs)	0.9	0.5	70.5	0.5	69.8			
Margin Analysis	Q2FY26	Q2FY25	YoY (bps)	Q1FY26	QoQ (bps)			
Gross Margin (%)	30.9	25.1	581.3	38.6	(771.6)			
Employee Exp. % of Sales	2.8	3.2	(37.3)	4.3	(147.8)			
Other Op. Exp % of Sales	1.8	1.4	37.9	3.7	(186.8)			
EBITDA Margin (%)	26.28	20.5	580.7	30.6	(436.9)			

30.4

13.3

30.0

9.8

43.6

354.2

30.1

13.2

34.2

Tax Rate (%)

APAT Margin (%)

Management Call - Highlights

Unit III will expand production capacity by 8x the current level

Management expects IDL to turn profitable by Q2FY27E, with financial consolidation from Q3FY26

Approximately 25–30% of current revenue stems from production orders, expected to increase to 40–45% in FY27

CapEx and Expansion Plans

- Unit III Phase 1 civil structure is complete and partial production has commenced; full-fledged production is expected by Q4FY26 or Q1FY27
- Total CapEx for Unit III is INR 250 Cr, with INR 60 Cr allocated for inhouse testing facilities, aimed at shortening execution cycles
- Management expects significant growth momentum postcommissioning, with several MoD orders anticipated before FY26end.

IDL Explosives Acquisition

- APOLLO has completed the INR-107 Cr acquisition of 100% equity in IDL Explosives Ltd.
- The acquisition helps in facilitating both, backward and forward, integration
- Plans include setting up of multiple filling lines for various artillery calibres and strategic tie-ups with domestic and international defence players
- Consultants have been appointed for IDL
- Over the medium term, IDL could become as significant as APOLLO's core business

Order Book and Execution

- The current order book stands at INR 785 Cr as of September 2025, comprising both, production and development, projects
- Key projects include MIGM, QRSAM, ALWT, Varunastra and BrahMos (new versions), with orders expected between Q4FY26 and Q1FY27

Export and International Collaboration

- Expanding, with partnerships in the Middle East, Europe and the UK
- APOLLO has an INR-113 Cr order from the UK in its kitty. It further expects export orders from Saudi Arabia and Europe
- Export of sensitive technologies requires MoD and DRDO clearances

R&D and Technology Development

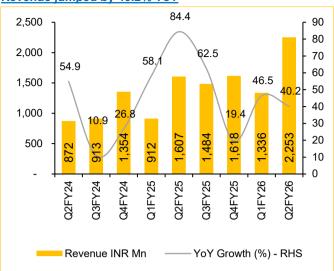
- Continues heavy investment in R&D, spending ~INR 33 Cr annually
- New RF and sonar technology teams have been formed, including senior engineers from leading defence firms
- Future focus areas include seeker electronics, Al integration and naval system architecture

Financial Management

- Receivables (~INR 360 Cr) are expected to decline sharply by Q4FY26, as long-gestation projects conclude and more productionlinked billing begins
- Management remains confident of improved cash conversion from FY27

Choice

Revenue jumped by 40.2% YoY



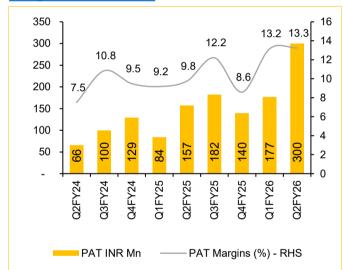
Source: APOLLO, Choice Institutional Equities

EBITDAM improved 581bps YoY



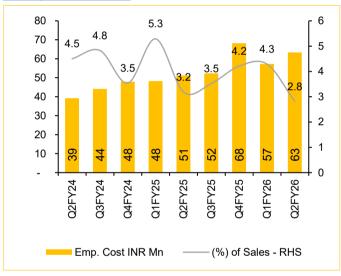
Source: APOLLO, Choice Institutional Equities

PAT growth of 90.9% YoY



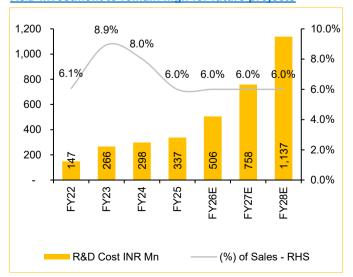
Source: APOLLO, Choice Institutional Equities

Employees' cost trend



Source: APOLLO, Choice Institutional Equities

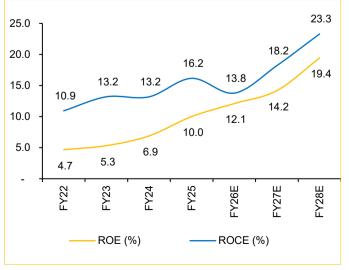
R&D investment to remain high for future projects



Source: APOLLO, Choice Institutional Equities

*All figures are in INR Million

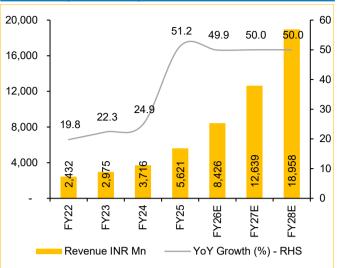
ROE & ROCE trends



Source: APOLLO, Choice Institutional Equities

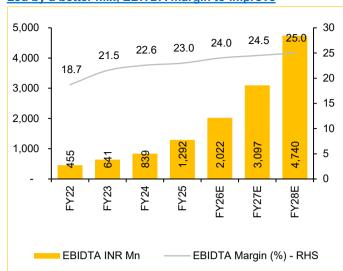
Choice Institutional Equities

Revenue expected to expand ~50.0% CAGR over FY25-28E



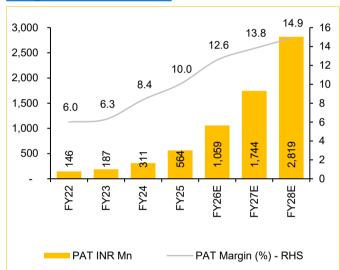
Source: APOLLO, Choice Institutional Equities

Led by a better mix, EBITDA margin to improve



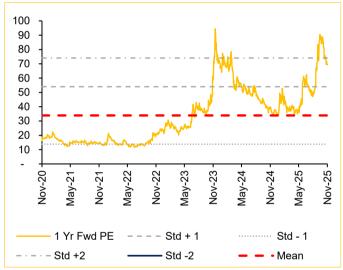
Source: APOLLO, Choice Institutional Equities

PAT growth to remain robust



Source: APOLLO, Choice Institutional Equities

1-yr forward PE band



Source: APOLLO, Choice Institutional Equities

Income Statement (Consolidated - INR Mn)

	•			•	
Particulars	FY24	FY25	FY26E	FY27E	FY28E
Revenue	3,716	5,621	8,426	12,639	18,958
Gross Profit	1,132	1,653	2,570	3,855	5,820
EBITDA	839	1,292	2,022	3,097	4,740
Depreciation	113	153	224	299	384
EBIT	744	1,168	1,849	2,836	4,394
Interest Expense	18	29	51	38	38
Other Income	303	342	357	362	367
PBT	441	825	1,492	2,473	4,027
Reported PAT	311	564	1,059	1,744	2,819
EPS	1.2	1.9	3.1	4.6	7.5

Source: APOLLO, Choice Institutional Equities

Ratio Analysis	FY24	FY25	FY26E	FY27E	FY28E
Growth Ratios					
Revenue (%)	24.9	51.2	49.9	50.0	50.0
EBITDA (%)	30.9	54.1	56.5	53.1	53.1
PAT (%)	66.0	81.2	87.9	64.7	61.6
Margin Ratios					
EBITDA Margin (%)	22.6	23.0	24.0	24.5	25.0
PAT Margin (%)	8.4	10.0	12.6	13.8	14.9
Performance Ratios					
ROE (%)	6.9	10.0	12.1	14.2	19.4
ROCE (%)	13.2	16.2	13.6	18.0	22.9
Turnover Ratio (Days)					
Inventory	426	390	300	260	220
Debtors	231	155	160	140	120
Payables	163	180	120	120	120
Cash Conversion Cycle (Days)	494	365	340	280	220
Financial Stability Ratios					
Net Debt to Equity (x)	0.4	0.4	0.1	0.2	0.2
Net Debt to EBITDA (x)	2.2	2.1	0.8	0.8	0.6
Interest Cover (x)	2.5	3.4	5.2	7.8	12.0
Valuation Metrics					
Fully Diluted Shares (Bn)	250.1	306.5	342.3	378.1	378.1
Price (INR)	278.0	278.0	278.0	278.0	278.0
Market Cap (INR Bn)	81.9	90.2	100.1	105.1	105.1
PE (x)	223.5	149.5	89.9	60.3	37.3
EV (INR Bn)	83.7	92.9	101.7	107.6	107.8
EV/EBITDA (x)	99.8	71.9	50.3	34.8	22.8
Book Value (INR/Share)	18.4	19.8	33.4	34.8	41.9
Price to BV (x)	15.1	14.0	8.3	8.0	6.6
EV/CE (x)	14.8	12.8	7.5	6.8	5.6

Source: APOLLO, Choice Institutional Equities

Balance Sheet (Consolidated - INP Mn)

Balance Sheet (Consolidated - INR Mn)							
Particulars	FY24	FY25	FY26E	FY27E	FY28E		
Net Worth	5,185	6,069	11,435	13,144	15,850		
Total Debt	2,063	3,308	3,571	3,621	3,671		
Other Long Term Liab.	365	457	933	1,372	2,092		
Trade Payables	1,657	2,772	2,770	4,155	6,233		
Other Current Liab.	292	389	674	1,327	1,991		
Total Net Worth & Liab.	9,562	12,995	19,383	23,619	29,837		
Net Fixed Assets	1,425	1,723	3,499	3,700	3,816		
Capital Work in Progress	348	723	1,011	1,517	2,275		
Other Non-Current Asset	49	257	421	682	1,024		
Inventories	4,336	6,006	6,925	9,003	11,427		
Trade Receivables	2,353	2,383	3,694	4,848	6,233		
Cash & Bank Balance	207	625	2,013	1,114	929		
Other Current Assets	844	1,278	1,820	2,755	4,133		
Total Assets	9,562	12,995	19,383	23,619	29,837		

Source: APOLLO, Choice Institutional Equities

Cash Flow Statement (Consolidated - INR Mn)

Particulars	FY24	FY25	FY26E	FY27E	FY28E
Cash Flows From Operations	-784.9	112.7	-979.1	376.8	997.6
Cash Flows From Investing	-588.8	-952.4	-2,453.1	-1,266.8	-1,599.6
Cash Flows From Financing	1,373.2	1,240.4	4,688.8	92.1	290.6

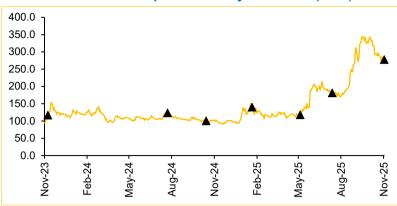
Source: APOLLO, Choice Institutional Equities

DuPont Analysis	FY24	FY25	FY26E	FY27E	FY28E
Tax Burden	70.5%	68.3%	71.0%	70.5%	70.0%
Interest Burden	59.3%	70.7%	80.7%	87.2%	91.6%
EBIT Margin	20.0%	20.8%	21.9%	22.4%	23.2%
Asset Turnover	0.4	0.4	0.4	0.5	0.6
Equity Multiplier	2.1	2.3	2.2	2.0	2.1
ROE	6.9%	10.0%	12.1%	14.2%	19.4%

Source: APOLLO, Choice Institutional Equities

Institutional Equities

Historical Price Chart: Apollo Micro Systems Ltd. (AMS)



Rating	Target Price
BUY	163
BUY	146
BUY	158
BUY	156
BUY	200
BUY	240
ADD	300
	BUY BUY BUY BUY BUY BUY

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CHOICE RATING DISTRIBUTION & METHODOLOGY				
Large Cap*				
BUY	The security is expected to generate upside of 15% or more over the next 12 months			
ADD	The security is expected to show upside returns from 5% to less than 15% over the next 12 months			
REDUCE	The security is expected to show upside or downside returns by 5% to -5% over the next 12 months			
SELL	The security is expected to show downside of 5% or more over the next 12 months			
Mid & Small Cap*				
BUY	The security is expected to generate upside of 20% or more over the next 12 months			
ADD	The security is expected to show upside returns from 5% to less than 20% over the next 12 months			
REDUCE	The security is expected to show upside or downside returns by 5% to -10% over the next 12 months			
SELL	The security is expected to show downside of 10% or more over the next 12 months			
Other Ratings				
NOT RATED (NR)	The stock has no recommendation from the Analyst			
UNDER REVIEW (UR)	The stock is under review by the Analyst and rating may change			
Sector View				
POSITIVE (P)	Fundamentals of the sector look attractive over the next 12 months			
NEUTRAL (N)	Fundamentals of the sector are expected to be in statis over the next 12 months			
CAUTIOUS (C)	Fundamentals of the sector are expected to be challenging over the next 12 months			
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^{*}Large Cap: More Than INR 20,000Cr Market Cap
*Mid & Small Cap: Less Than INR 20,000Cr Market Cap

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