

Motherson Sumi Wiring: Margin Pressure Persists; Growth Momentum Remains Intact

August 05, 2026 | CMP: INR 39.8 | Target Price: INR 44

ADD

Expected Share Price Return: 10.8% | Dividend Yield: 1.5% | Potential Upside: 12.3%

Sector View: Positive

Change in Estimates	✓
Change in Target Price	✓
Change in Recommendation	✓

Company Info

BB Code	MSUMI IN EQUITY
Face Value (INR)	1.0
52-w High/Low (INR)	53.6/35.7
Mkt Cap (Bn)	INR 263.5 / USD 2.8
Shares o/s (Mn)	6,631.7
3M Avg. Daily Volume	1,31,82,217

Change in CIE Estimates

	FY27E			FY28E		
INR Bn	New	Old	Dev. (%)	New	Old	Dev. (%)
Revenue	133.3	133.3	-	152.4	152.4	-
EBITDA	12.1	12.6	(4.6)	14.5	15.2	(4.3)
EBITDAM%	9.0	9.5	(43) bps	9.5	10.0	(43) bps
PAT	7.2	7.7	(6.3)	8.9	9.6	(7.5)
EPS	1.1	1.2	(6.3)	1.3	1.4	(7.5)

Actual vs CIE Est.

INR Bn	Q1FY27A	CIE Est.	Dev. %
Revenue	34.1	32.1	6.0
EBITDA	2.6	2.8	(6.6)
EBITDAM %	7.6	8.6	(102) bps
PAT	1.5	1.6	(10.6)

Key Financials

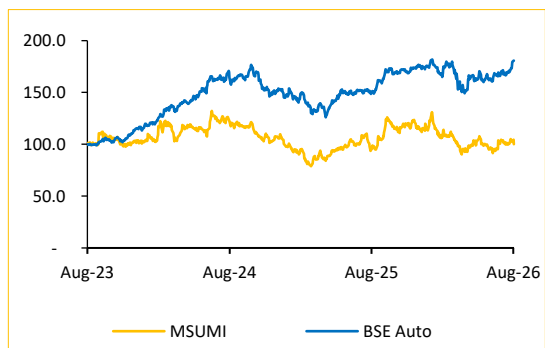
INR Bn	FY25	FY26	FY27E	FY28E	FY29E
Revenue	93.2	114.8	133.3	152.4	172.8
YoY (%)	11.9	23.1	16.2	14.3	13.4
EBITDA	10.0	10.6	12.1	14.5	17.5
EBITDAM (%)	10.7	9.2	9.0	9.5	10.2
Adj PAT	6.1	6.3	7.2	8.9	10.9
EPS (INR)	0.9	0.9	1.1	1.3	1.6
ROE (%)	35.7	28.9	29.3	31.6	33.7
ROCE (%)	42.6	35.3	35.7	38.7	41.4
PE(x)	38.0	39.1	36.8	29.8	24.2
EV/EBITDA	24.5	25.1	23.5	19.5	16.2

Shareholding Pattern (%)

	Jun-26	Mar-26	Dec-25
Promoters	61.72	61.72	61.72
FIIIs	8.91	9.74	10.14
DIIIs	17.85	17.41	17.17
Public	11.52	11.13	10.97

Relative Performance (%)

	3Y	2Y	1Y
BSE Auto	80.8	9.9	19.8
MSUMI	0.0	(18.3)	3.9



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Q1FY27 performance highlights: MSUMI delivered a strong operational performance, with revenue increasing 37.0% YoY to INR 34.1 Bn, significantly outperforming the Indian passenger vehicle industry's 17% YoY growth. The strong growth was driven by a **healthy volume expansion, increasing content per vehicle, successful ramp-up of greenfield facilities**, new customer programme launches and copper price pass-through. However, profitability and margin remained under pressure, **reflecting the impact of elevated copper prices and exceptional minimum wage revisions**.

Greenfield ramp-up & cost recovery: Greenfield facilities achieved a stable quarterly run rate of around INR 4.5 Bn and continued to operate at break-even levels. The management expects these facilities to begin contributing meaningfully to profitability over the next 1–2 quarters through higher utilisation and productivity improvements. The company also continues constructive discussions with customers to recover higher copper and wage costs while working to reduce the existing copper pass-through lag.

EV momentum & higher content per vehicle: EV contribution increased from 6.5% in FY26 to 8.5% of revenue in Q1FY27, **supported by rising EV production and higher wiring harness content**. The management reiterated that increasing vehicle electrification, feature loading and next-generation vehicle architectures will continue to drive content per vehicle, with MSUMI already partnering with global OEMs on future platform development.

We believe EBITDA margin will remain under pressure due to commodity volatility. However, we expect the margin to improve gradually from H2FY27 and strengthen further in FY28E as cost is passed on, utilisation improves and operating leverage kicks in

View and Valuation: We revise our FY27/28E EPS estimate downwards by 6.3%/7.5%, factoring in persistent margin pressure. Accordingly, we derive a revised target price of INR 44 based on FY28E EPS. We downgrade the stock from 'BUY' to 'ADD' due to reduced earnings visibility.

Q1FY27: Revenue Beats Estimate; Margin Pressure Persists

- Revenue was at INR 34,073 Mn, up 36.6% YoY and up 2.2% QoQ (vs CIE est. of INR 32,138 Mn)
- EBITDA was up 5.7% YoY and down 5.8% QoQ to INR 2,583 Mn (vs CIE est. of INR 2,764 Mn). EBITDA margin was down 221 bps YoY and 64 bps QoQ to 7.6% (vs CIE est. of 8.6%)
- PAT was up 1.6% YoY and down 13.1% QoQ to INR 1,453 Mn (vs CIE est. of INR 1,626 Mn)

MSUMI (INR Mn)	Q1FY27	Q1FY26	YoY (%)	Q4FY26	QoQ (%)
Net Sales	34,073	24,940	36.6	33,346	2.2
Material Expenses	23,552	16,132	46.0	23,498	0.2
Employee Expenses	6,015	4,759	26.4	5,178	16.2
Other Operating Expenses	1,923	1,607	19.6	1,930	(0.4)
EBITDA	2,583	2,443	5.7	2,741	(5.8)
Depreciation	601	492	22.3	573	4.9
EBIT	1,981	1,951	1.6	2,167	(8.6)
Interest Cost	81	63	28.7	64	27.7
PBT	1,954	1,896	3.0	2,117	(7.7)
RPAT	1,453	1,431	1.6	1,673	(13.1)
APAT	1,453	1,431	1.6	1,673	(13.1)
Adj EPS (INR)	0.22	0.22	1.6	0.25	(13.1)

Margin Analysis	Q1FY27	Q1FY26	YoY (bps)	Q4FY26	QoQ (bps)
Gross Margin (%)	30.9	35.3	(444.2)	29.5	134.4
Employee Exp. % of Sales	17.7	19.1	(142.6)	15.5	212.7
Other Op. Exp % of Sales	5.6	6.4	(80.1)	5.8	(14.4)
EBITDA Margin (%)	7.6	9.8	(221.4)	8.2	(63.9)
Tax Rate (%)	25.6	24.5	108.5	21.0	464.5
APAT Margin (%)	4.3	5.7	(147.3)	5.0	(75.2)

Source: MSUMI, Choice Institutional Equities

Management Call – Highlights

The Indian passenger vehicle industry grew 17% YoY in Q1FY27, reflecting healthy underlying demand despite persistent commodity inflation and cost pressures.

Copper prices remained a key industry headwind, increasing ~7% QoQ and ~53% YoY to an average of INR 1,348/kg, while sharp minimum wage revisions across key manufacturing regions also weighed on suppliers' profitability

The management expects these facilities to begin contributing meaningfully to profitability over the next 1–2 quarters through higher utilisation and productivity improvements

Macro & Industry Outlook

- The Indian passenger vehicle industry grew **17% YoY** in Q1FY27, reflecting healthy underlying demand despite persistent commodity inflation and cost pressures.
- Copper prices remained a key industry headwind, increasing **~7% QoQ** and **~53% YoY** to an average of **INR 1,348/kg**, while sharp minimum wage revisions across key manufacturing regions also weighed on suppliers' profitability

Q1FY27 Financial Performance

- Consolidated revenue increased **37% YoY** to **INR 34,070 Mn**, significantly outperforming the Indian passenger vehicle industry's **17% YoY** growth, driven by higher volumes, increasing content per vehicle, new model launches and copper price pass-through
- EBITDA increased **6% YoY** to **INR 2,580 Mn**, while profitability remained under pressure due to commodity inflation, higher employee costs following wage revision and timing lag in copper cost pass-through
- PAT remained largely flat, increasing **1% YoY** to **INR 1,450 Mn**, impacted by commodity inflation and wage-related cost pressure

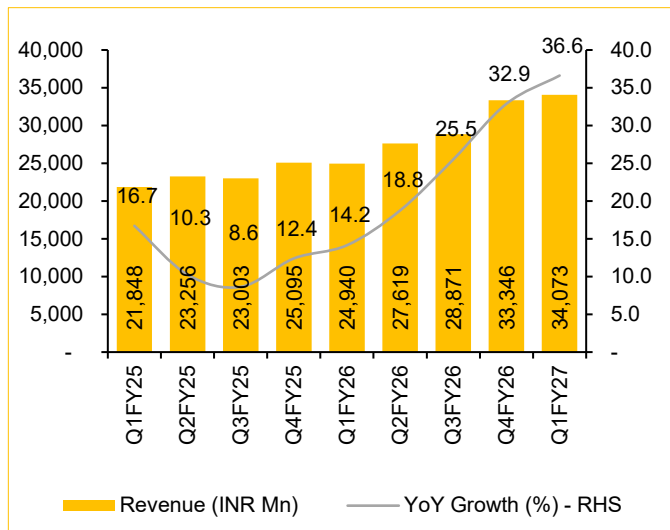
Operational Performance

- Greenfield plants achieved a stable quarterly run rate of approximately **INR 4,500 Mn** and continued to operate at break-even level
- The management expects these facilities to begin contributing meaningfully to profitability over the next **1–2 quarters** through higher utilisation and productivity improvements
- The company faced significant cost pressure from minimum wage revisions, particularly in the NCR region, where wage increases ranged between **30–40%**.
- Employee cost stood at approximately **INR 6,000 Mn**, with management currently engaging customers for compensation on these exceptional cost increases
- The company continues discussions with customers to reduce the existing **3–6-month** copper cost pass-through lag and improve recovery mechanisms going forward

EV, Technology & Business Developments

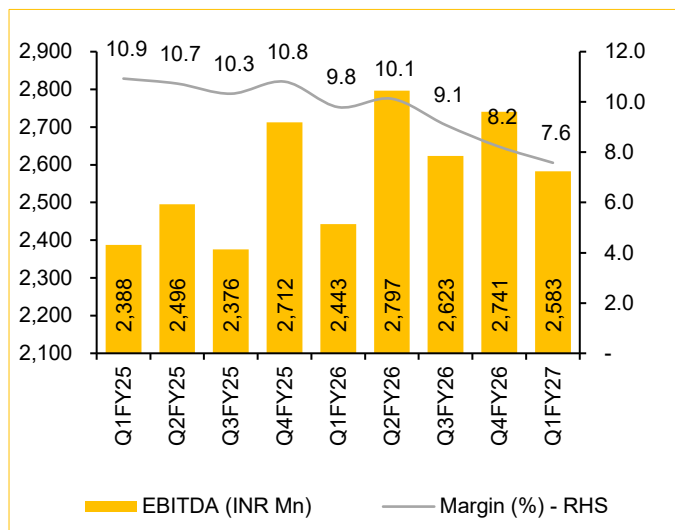
- EV revenue contribution increased to **8.5%** in Q1FY27 from **6.6%** in FY26, supported by increasing EV production and higher wiring harness content
- The management reiterated that the company remains **engine-agnostic**, with rising vehicle electrification, feature loading and increasing electronic content continuing to drive higher wiring harness content across both ICE and EV platforms

Revenue was up 36.6% on a YoY basis



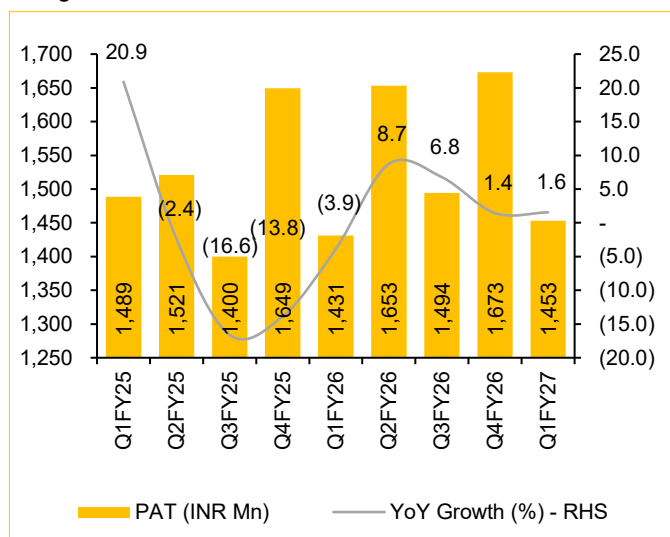
Source: MSUMI, Choice Institutional Equities

EBITDA margin was down 221 bps on a YoY basis



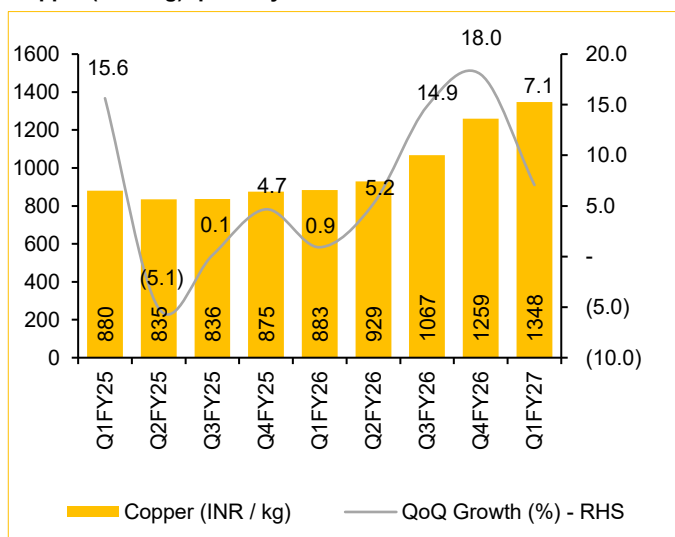
Source: MSUMI, Choice Institutional Equities

PAT grew 1.6% on a YoY basis



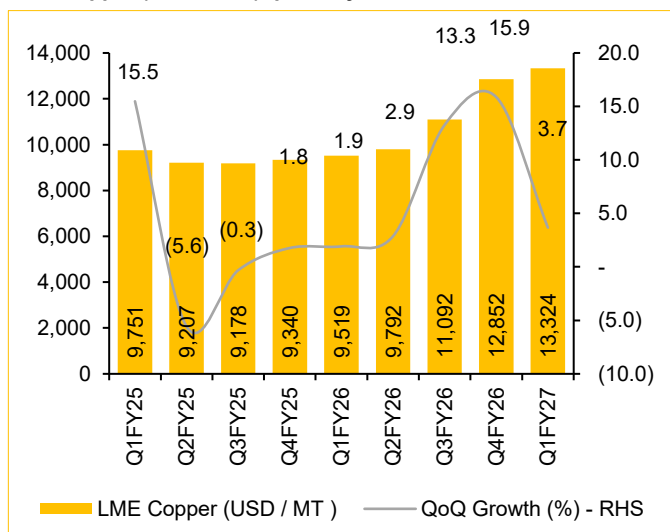
Source: MSUMI, Choice Institutional Equities

Copper (INR / kg) quarterly trend



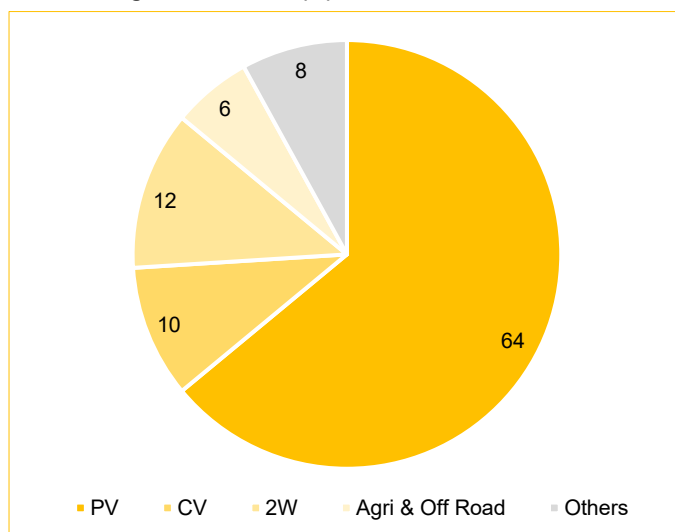
Source: MSUMI, Choice Institutional Equities

LME Copper (USD / MT) quarterly trend



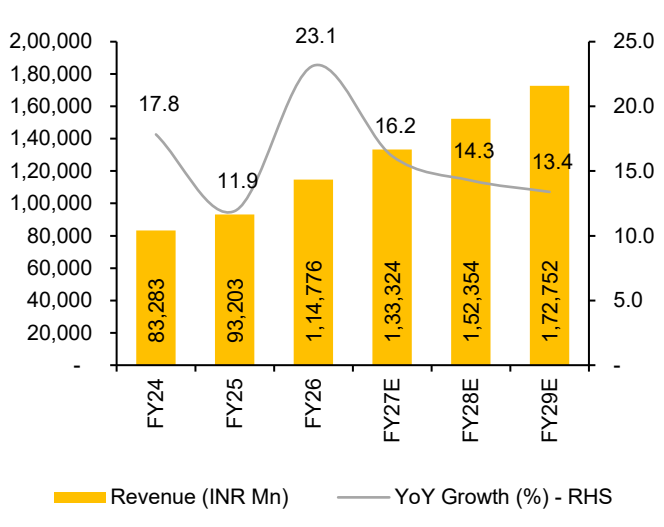
Source: MSUMI, Choice Institutional Equities

Revenue segment mix FY26 (%)



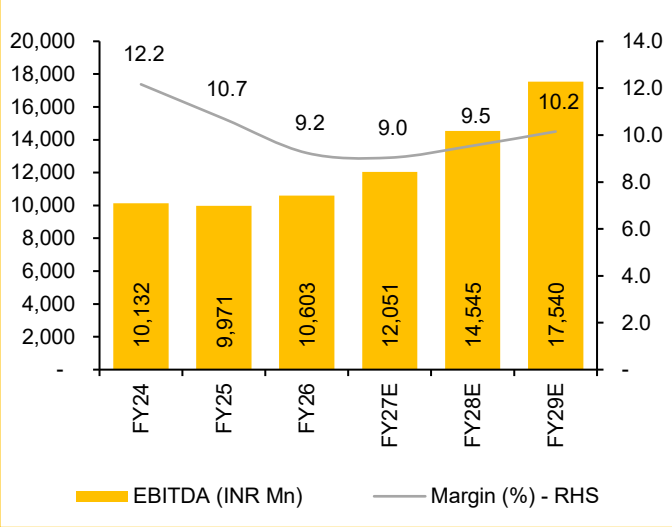
Source: MSUMI, Choice Institutional Equities

Revenue expected to expand at 14.6% CAGR over FY26–29E



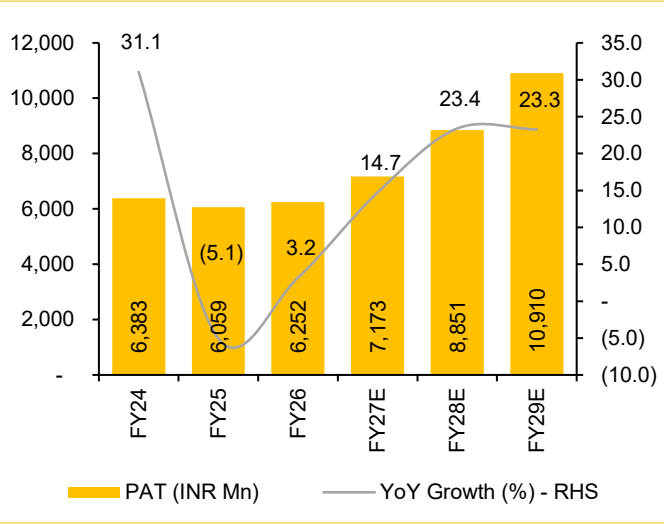
Source: MSUMI, Choice Institutional Equities

EBIDTA projected to increase at 18.3% CAGR over FY26–29E



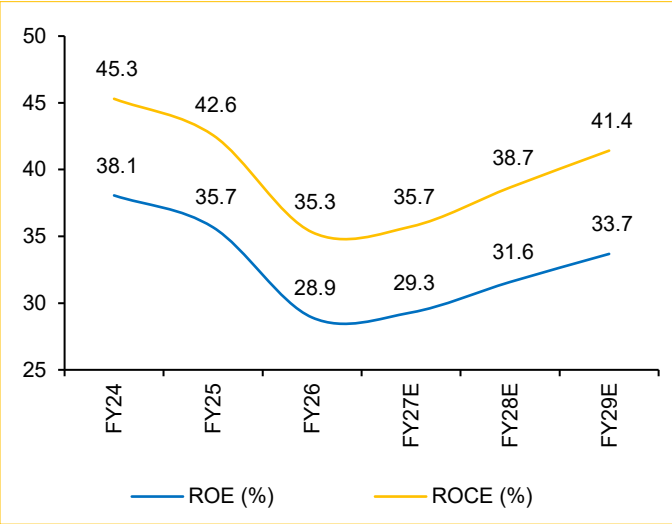
Source: MSUMI, Choice Institutional Equities

PAT anticipated to expand at 20.4% CAGR over FY26–29E



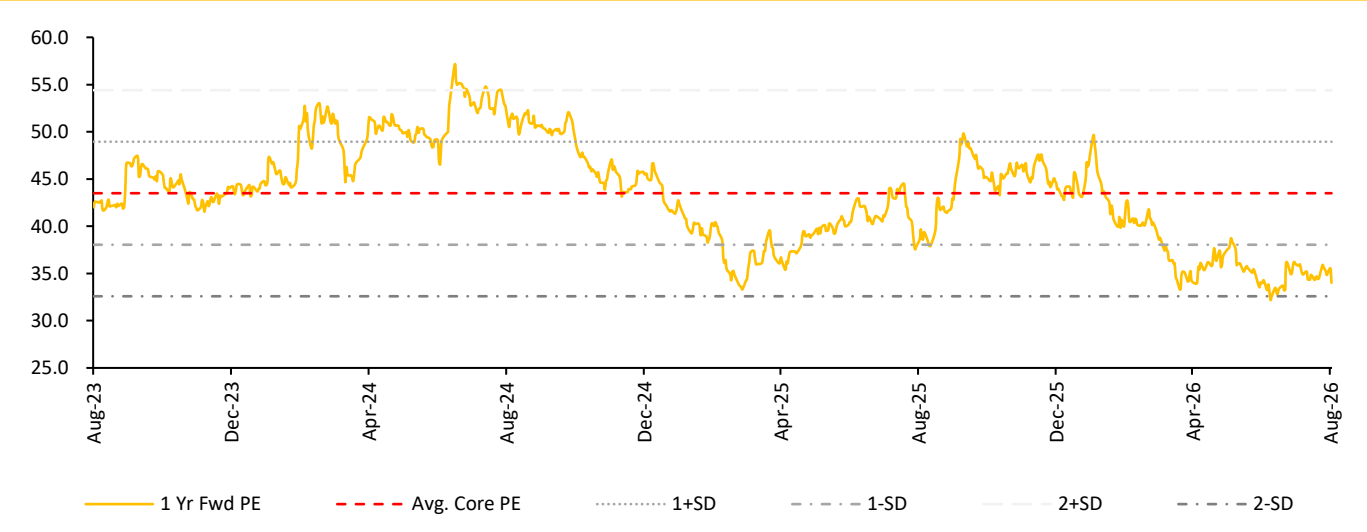
Source: MSUMI, Choice Institutional Equities

ROE (%) and ROCE (%) trend



Source: MSUMI, Choice Institutional Equities

1-year forward PE band



Source: MSUMI, Choice Institutional Equities

Income Statement (INR Mn)

Particular	FY25	FY26	FY27E	FY28E	FY29E
Revenue	93,203	1,14,776	1,33,324	1,52,354	1,72,752
Gross Profit	32,438	37,359	43,269	50,216	57,639
EBITDA	9,971	10,603	12,051	14,545	17,540
Depreciation	1,789	2,161	2,442	2,730	3,018
EBIT	8,182	8,442	9,609	11,815	14,522
Interest Expense	248	263	261	259	256
Other Income	119	39	90	90	90
Exceptional Item	0	0	0	0	0
Reported PAT	6,059	6,252	7,173	8,851	10,910
Adjusted PAT	6,059	6,252	7,173	8,851	10,910
EPS	0.9	0.9	1.1	1.3	1.6

Ratio Analysis	FY25	FY26	FY27E	FY28E	FY29E
Growth Ratios (%)					
Revenue	11.9	23.1	16.2	14.3	13.4
EBITDA	(1.6)	6.3	13.7	20.7	20.6
PAT	(5.1)	3.2	14.7	23.4	23.3
Margins (%)					
EBITDA	10.7	9.2	9.0	9.5	10.2
PAT	6.5	5.4	5.4	5.8	6.3
Profitability (%)					
ROE	35.7	28.9	29.3	31.6	33.7
ROCE	42.6	35.3	35.7	38.7	41.4
ROIC	31.3	26.8	27.2	29.6	31.8
Working Capital					
Inventory Days	50	55	52	52	52
Debtor Days	49	60	49	49	49
Payable Days	46	63	48	48	48
Cash Conversion Cycle	53	52	53	53	53
Valuation Metrics					
PE(x)	38.0	39.1	36.8	29.8	24.2
EV/EBITDA (x)	24.5	25.1	23.5	19.5	16.2
Price to BV (x)	13.6	11.3	10.8	9.4	8.1
EV/OCF (x)	67.1	35.0	40.2	31.1	25.2

Source: MSUMI, Choice Institutional Equities

Balance Sheet (INR Mn)

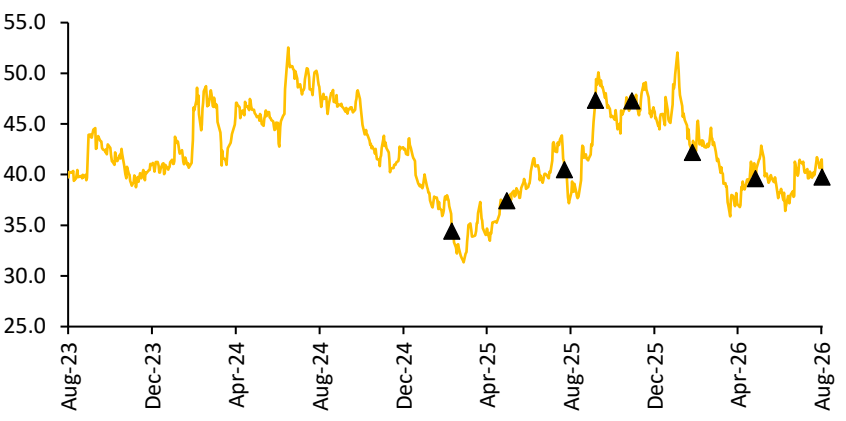
Particular	FY25	FY26	FY27E	FY28E	FY29E
Net Worth	16,983	21,617	24,486	28,027	32,391
Trade Payables	11,788	19,828	17,533	20,036	22,718
Other Current Liabilities & Provisions	5,261	2,540	2,616	2,694	2,775
Total Debt	2,692	2,332	2,332	2,332	2,332
Other Liabilities & Provisions	565	1,140	1,254	1,380	1,518
Total Net Worth & Liabilities	37,288	47,457	48,221	54,468	61,733
Net Fixed Assets	6,906	7,794	7,753	7,423	6,806
Capital Work in Progress	367	17	17	17	17
Investments	0	0	0	0	0
Loans & Advances & Other Assets	911	927	1,069	1,219	1,380
Deferred Tax Assets (net)	574	636	636	636	636
Inventories	12,824	17,301	18,921	21,628	24,531
Debtors	12,437	18,842	17,829	20,381	23,115
Other Current Assets	3,126	1,277	1,300	1,324	1,349
Cash & Cash Eq.	143	662	696	1,840	3,900
Total Assets	37,288	47,457	48,221	54,468	61,733

Cash Flows (INR Mn)	FY25	FY26	FY27E	FY28E	FY29E
Cash Flows from Operations	3,648	7,613	7,027	9,138	11,286
Cash Flows from Investing	(601)	(1,999)	(2,542)	(2,550)	(2,561)
Cash Flows from Financing	(4,574)	(5,095)	(4,451)	(5,444)	(6,665)

DuPont Analysis	FY25	FY26	FY27E	FY28E	FY29E
Tax Burden	75.2%	76.1%	76.0%	76.0%	76.0%
Interest Burden	98.4%	97.4%	98.2%	98.6%	98.9%
EBIT Margin	8.8%	7.4%	7.2%	7.8%	8.4%
Asset Turnover	2.5	2.4	2.8	2.8	2.8
Equity Multiplier	2.2	2.2	2.0	1.9	1.9
ROE	35.7%	28.9%	29.3%	31.6%	33.7%

Source: MSUMI, Choice Institutional Equities

Historical Price Chart: MSUMI



Date	Rating	Target Price
February 10, 2025	BUY	47
May 11, 2025	REDUCE	37
July 29, 2025	ADD	42
September 15, 2025	REDUCE	48
November 06, 2025	REDUCE	48
January 31, 2026	ADD	48
April 29, 2026	BUY	48
August 05, 2026	ADD	44

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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 stasis over the next 12 months
CAUTIOUS (C)	Fundamentals of the sector are expected to be challenging over the next 12 months

*Large Cap: More Than INR 20,000 Cr Market Cap
*Mid & Small Cap: Less Than INR 20,000 Cr Market Cap

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