

Man Industries Ltd.: Growth Drivers Strengthen Profit Outlook

BUY

May 27, 2026 | CMP: INR 548 | Target Price: INR 690

Expected Share Price Return: 25.8% | Dividend Yield: 0.0% | Expected Total Return: 28.8%

Sector View: Positive

Change in Estimates	✓
Target Price Change	✓
Recommendation	✗

Company Info

BB Code	MAN IN EQUITY
Face Value (INR)	5.0
52-week High/Low (INR)	607 / 302
Mkt Cap (Bn)	INR 41.12 / USD 0.43
Shares o/s (Mn)	75.0
3M Avg. Daily Volume	8,79,380

Change in CIE Estimates

INR Bn	FY27E			FY28E		
	New	Old	Dev. (%)	New	Old	Dev. (%)
Revenue	51.2	63.7	(19.6)	67.9	76.6	(11.4)
EBITDA	7.3	8.7	(16.0)	10.0	10.9	(7.9)
EBITDAM %	14.2	13.6	61 bps	14.8	14.2	56 bps
EPS (INR)	32.9	63.1	(47.9)*	72.0	84.8	(15.1)

*Lower EPS due to softer revenue and higher NPC acquisition-related finance cost

Actual vs Consensus

INR Bn	Q4FY26A	CIE Est.	Dev. %
Revenue	11.57	14.00	(17.3)
EBITDA	1.40	2.03	(31.2)
EBITDAM %	12.07	14.51	(244) bps
EPS (INR)	6.78	14.75	(54.0)

Key Financials

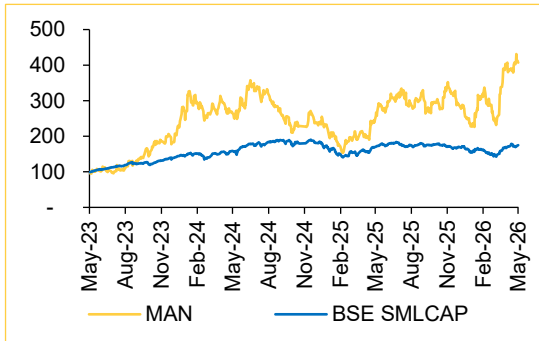
INR Bn	FY25	FY26	FY27E	FY28E	FY29E
Revenue	35.1	35.6	51.2	67.9	80.2
YoY (%)	11.6	1.7	43.7	32.6	18.1
EBITDA	3.0	4.4	7.3	10.0	12.3
EBITDAM %	8.6	12.3	14.2	14.8	15.3
Adj PAT	1.5	1.7	2.5	5.4	7.8
EPS	23.7	22.7	32.9	72.0	103.3
ROE %	10.2	9.2	10.2	17.9	21.1
ROCE %	8.1	7.3	7.3	12.7	17.2
P/E(x)	19.4	24.1	16.7	7.6	5.3
EV/EBITDA	10.1	9.0	7.1	4.9	3.6

Shareholding Pattern (%)

	Mar-26	Dec-25	Sep-25
Promoters	43.21	43.21	43.21
FII	2.41	3.35	2.32
DII	1.34	1.26	1.68
Public	53.04	52.18	52.79

Relative Performance (%)

YTD	3Y	2Y	1Y
BSE Small Cap	76.9	10.6	3.1
Man IN	309.7	53.8	67.9



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Q4FY26 Building Material Result Preview

Growth Catalysts will Lead to Profitability

FY26 was MAN's most consequential year on record, delivering the highest-ever standalone **EBITDA margin of 14%** on revenues of INR 35,080 Mn whilst completing its landmark **first international acquisition**. The purchase of **National Pipe Company** in Saudi Arabia for INR 10 Bn at significantly cheaper valuation of 1.5x EV/EBITDA instantly transformed MAN's scale, geography and addressable market. MAN has rapidly evolved from a domestic pipe manufacturer into a fully integrated, **cross-border pipeline solutions platform**. The management has **guided FY27E consolidated revenues of INR 50–55 Bn**, implying 40–50% growth, with sustained **EBITDA margin of 13–15%**.

Our positive stance is underpinned by the following key drivers:

1) **Strong Earnings Trajectory:** We build in **Revenue/EBITDA/PAT CAGR of 31/41/66%** over FY26–29E, supported by an **order book of INR 30.0 Bn** and a healthy **bid pipeline of INR 160 Bn**, providing multi-year visibility.

2) **Balance Sheet Upside from Non-core Asset Monetisation:** Monetisation of Navi Mumbai land parcel is likely to generate **INR 8–9 Bn in cash inflow** in the next 3–5 years, equivalent to **~20% of the current market cap**, strengthening liquidity and funding growth capex.

3) **Margin Expansion Catalysts:** We forecast **~301 bps EBITDA margin** improvement over FY26–29E, driven by a higher mix of value-added products, scale up benefits from increased capacity utilisation at existing and new plants and overall operating leverage gains.

Valuation: We reiterate our BUY rating on Man Industries Ltd. (MAN) with a revised **target price of INR 690/share** (INR 535/share earlier), **driven by** an improved business outlook, strong growth visibility, expected profitability expansion and capacity-led growth supported by a robust order book. We valued MAN using our EV/EBITDA multiple framework, assigning an **EV/EBITDA multiple of 6x** for FY28E. We consider these multiples conservative, given MAN's strong ROCE trajectory, even under reasonable operating assumption.

Risks: Possible slowdown in conversion of bid pipeline into order book and probably slow ramp-up of upcoming capacities are risks to our BUY rating.

Q4FY26: Margin Expansion despite Soft Revenue Performance

- **Consolidated Revenue** for the quarter stood at INR 11,573 Mn down 5.0% YoY & up 39.4% QoQ (vs. CIE est of INR 14,000 Mn)
- **Consolidated EBITDA** grew by 4.5/8.0% YoY/QoQ to INR 1,397 Mn (vs. CIE est of INR 2,031 Mn), and margin improved by 110 bps YoY (down 351 bps QoQ) to 12.1%
- **Consolidated RPAT** down by 25.4/7.6% YoY/QoQ to INR 508 Mn (vs. CIE estimates of INR 1,106 Mn). RPAT margin stood at 4.4% down by 120/223 bps YoY/QoQ
- **Order Book:** Robust at INR 30.0 Bn (vs. ~40.0 Bn in Q3FY26)

MAN - INR Mn	Q4FY26	Q4FY25	YoY (%)	Q3FY26	QoQ (%)
Net Sales (incl OOI)	11,573	12,185	(5.0)	8,304	39.4
Material Expenses	5,387	9,747	(44.7)	4,977	8.2
Gross Profit	6,186	2,438	153.7	3,327	86.0
Employee Expenses	293	208	41.0	227	28.9
Other Operating Expenses	4,497	894	403.1	1,806	149.0
EBITDA	1,397	1,337	4.5	1,294	8.0
Depreciation	227	105	115.4	215	5.5
EBIT	1,170	1,232	(5.0)	1,079	8.5
Other Income	82	27	200.7	82	0.4
Interest Cost	523	347	50.5	398	31.4
PBT	730	912	(20.0)	763	(4.3)
Tax	221	230	(4.0)	213	4.1
RPAT	508	681	(25.4)	550	(7.6)
Adj. EPS (INR)	6.8	9.2	(25.9)	7.3	(7.6)
Margin Analysis	Q4FY26	Q4FY25	YoY	Q3FY26	QoQ
Gross Margin (%)	53.5	20.0	3,344 bps	40.1	1,339 bps
EBITDA Margin (%)	12.1	11.0	110 bps	15.6	(351) bps
APAT Margin (%)	4.4	5.6	(120) bps	6.6	(223) bps

Source: MAN, Choice Institutional Equities

Management Call – Highlights

The order book stood at INR 30 Bn, supported by a robust bid pipeline of INR 160 Bn

The management has guided INR 50–55 Bn of revenue for FY27E

Expecting EBITDA margin at 13–15% level with improve PAT margin going forward

Total capacity stood at 1.6 Mn MTPA by end of FY26

MAN Industries acquired Saudi Arabia-based National Pipe Company for USD 102 Mn, with attractive 1.5x EV/EBITDA

Deal was funded through USD 70 Mn local Saudi debt and USD 32 Mn internal accruals

Order Book and Bid Pipeline

- As of **March 31, 2026**, **order book** stood at **INR 30.0 Bn** (vs. ~40.0 Bn in Q3FY26), to be executed in 6 to 12 months
- Bid Pipeline:** Strong active pipeline, **INR 160 Bn** across **oil & gas, water transmission** and **specialised coated pipes**

Guidance

- The management has **guided INR 50–55 Bn of revenue** for FY27E, **INR ~40 Bn** from India **and the rest from its Saudi business**
- The Management stated that **INR 15,000 Mn of revenue** will be generated from **National pipe company with >15% margin**
- Expecting **EBITDA margin at 13–15% level with improved PAT margin** over the next 3–4 years

Monetisation of Non-core Assets (Marino Shelters – Real Estate)

- Marino Shelters real estate project**, in partnership with Paradise Group, is slated for launch in March 25 and is expected to generate INR 8,000–9,000 Mn (as 30% stake) in revenue with INR 700–900 Mn profits in the next 3–5 years

New Capex – Saudi Arabia and Jammu

- The Saudi plant has strategically transitioned** to manufacturing state-of-the-art 3LP (Three-Layer Polyethylene) external and internal coating solutions, aimed at catering to the Kingdom's growing demand for coated pipelines
- MAN incurred a **capex of INR 3,400 Mn** in FY26. **For FY27E**, consolidated capex is guided at approximately INR 5,800 Mn, includes the completion of the **Jammu stainless steel plant** (INR ~2,000 Mn) and the **Dammam coating facility in Saudi Arabia** (USD 40 Mn / INR ~3,800 Mn), both of which are targeted for commissioning in FY27E

Others

- Total capacity** stood at **1.6 Mn MTPA** by end of FY26 including National Pipe Company (NPC) plant
- Forex Loss in this quarter** stands at INR 250 Mn
- Other expenses** were higher in this quarter as MAN changed business model from FOB (Free On Board) to DDP (Delivered Duty Paid) and the higher other cost will be passed on to customers
- 70% of the volume** has been shifted to DDP

Strategic International Acquisition – NPC:

- MAN Industries acquired Saudi Arabia-based **National Pipe Company (NPC)** for **USD 102 Mn (INR 10 Bn)**, a landmark deal which expands its scale and global presence
- The acquisition was completed at an attractive **1.5x EV/EBITDA**, well below Saudi peers' 7–10x valuation. NPC is a **profitable, debt-free business** with **430,000 TPA capacity**, a **USD-120 Mn order book** and **USD 83 Mn in cash and liquid assets**
- The deal was funded through **USD 70 Mn local Saudi debt** and **USD 32 Mn internal accruals**, with no direct debt added to the Indian standalone balance sheet

Valuation Discussion

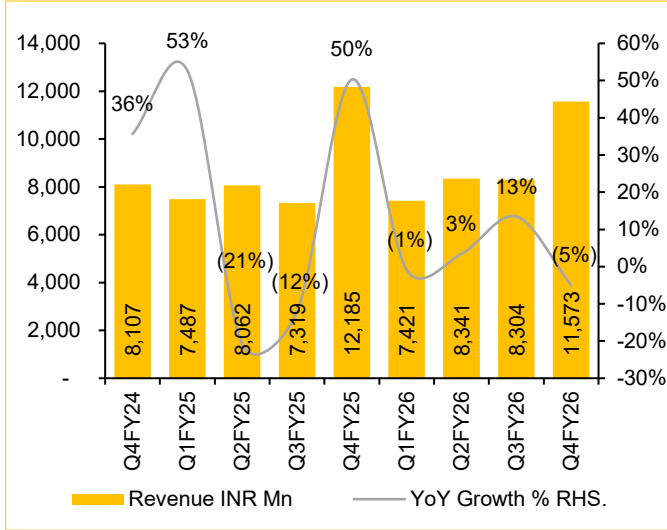
We value MAN on **FY28E EV/EBITDA multiple of 6x** which, we believe, is conservative, given the significant turnaround expected in ROCE, from 7.3% in FY26 to 17.2% by FY29E. We did a sanity check of our EV/EBITDA TP using implied P/BV, and P/E multiples. On our **TP of INR 690/share, FY28E implied PB/PE multiple is 1.6x/9.6x**. Possible slowdown in conversion of bid pipeline into order book and probably slow ramp-up of upcoming capacities are risks to our 'BUY' rating

Exhibit 2: EV/EBITDA Valuation Framework

INR Mn	FY28E
EBITDA (INR Mn)	10,036
Target EV/EBITDA Multiple (x)	6
Target EV (INR Mn)	60,217
Net Debt (INR Mn)	8,421
Implied Market Value (INR Mn)	51,795
Target Price (INR)	690

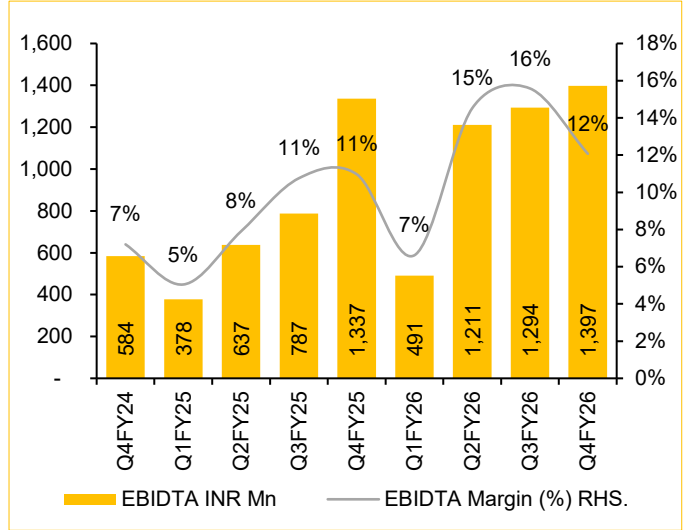
Source: MAN, Choice Institutional Equities

Q4 revenue came in at INR 11.5 Bn, lower than expectation



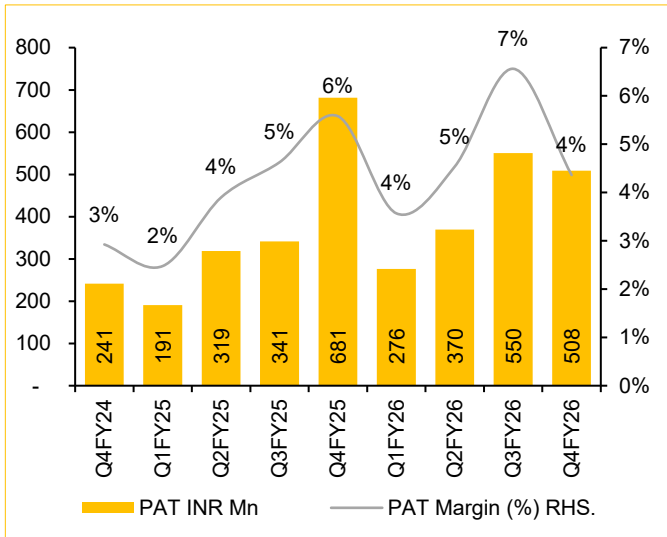
Source: MAN, Choice Institutional Equities

Driven by a better product mix, Q4 EBITDA grew by 4.5% YoY



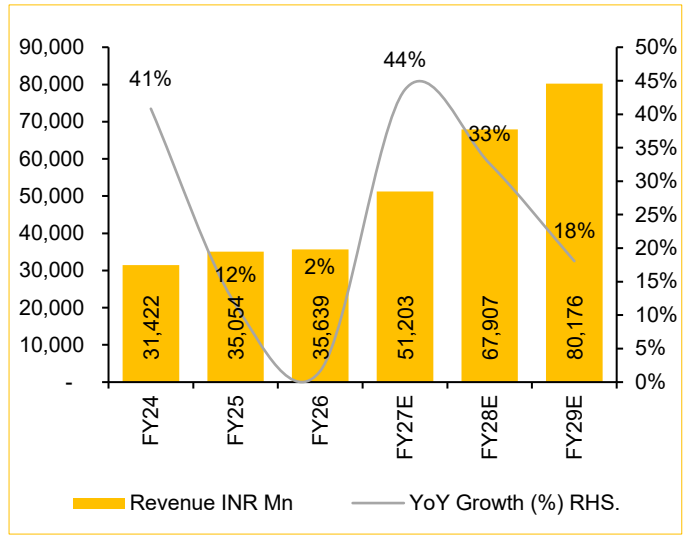
Source: MAN, Choice Institutional Equities

Q4FY26 PAT de-grew 25.4% YoY



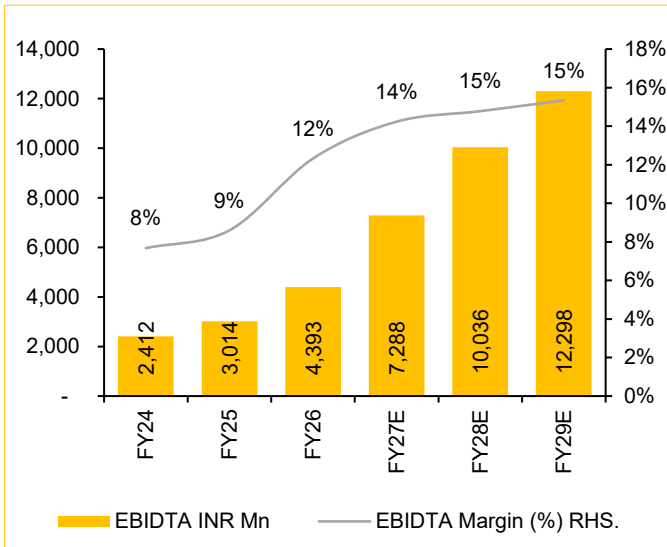
Source: MAN, Choice Institutional Equities

Revenue anticipated to expand at 31% CAGR over FY26–FY29E



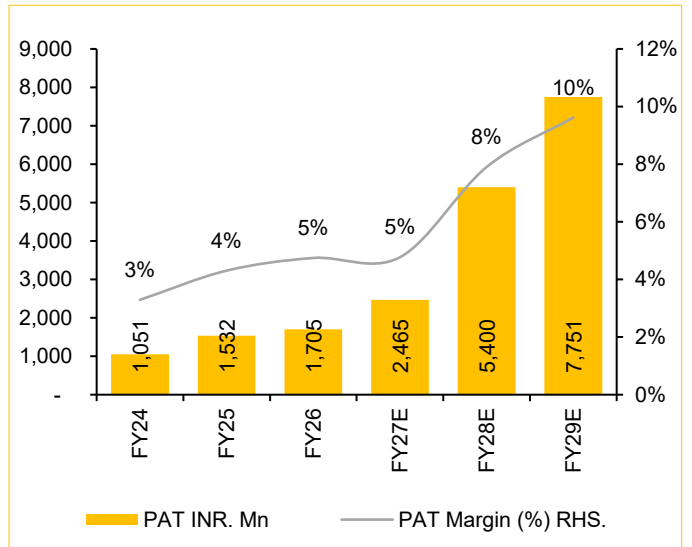
Source: MAN, Choice Institutional Equities

EBITDA CAGR of 41% anticipated over FY26–FY29E



Source: MAN, Choice Institutional Equities

PAT CAGR of 66% projected over FY26–FY29E



Source: MAN, Choice Institutional Equities

Income Statement (Consolidated in INR Mn)

Particular	FY25	FY26	FY27E	FY28E	FY29E
Revenue	35,054	35,639	51,203	67,907	80,176
Gross Profit	11,696	13,468	16,085	20,082	22,175
EBITDA	3,014	4,393	7,288	10,036	12,298
Depreciation	453	789	966	1,051	1,131
EBIT	2,562	3,604	6,322	8,985	11,167
Interest Expense	996	1,520	3,465	2,172	1,172
Other Income	518	286	442	415	381
PBT	2,084	2,369	3,299	7,229	10,376
Reported PAT	1,532	1,705	2,465	5,400	7,751
EPS	23.7	22.7	32.9	72.0	103.3

Ratio Analysis	FY25	FY26	FY27E	FY28E	FY29E
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Growth Ratios

Revenues	11.6	1.7	43.7	32.6	18.1
EBITDA	25.0	45.7	65.9	37.7	22.5
PAT	45.7	11.3	44.6	119.1	43.5

Margins

Gross Profit Margin	33.4	37.8	31.4	29.6	27.7
EBITDA Margin	8.6	12.3	14.2	14.8	15.3
PAT Margin	4.4	4.8	4.8	8.0	9.7

Profitability

Return On Equity (ROE)	10.2	9.2	10.2	17.9	21.1
Return On Invested Capital (ROIC)	16.5	22.5	16.6	21.8	25.7
Return On Capital Employed (ROCE)	8.1	7.3	7.3	12.7	17.2

Financial leverage

OCF/EBITDA (x)	0.2	1.1	0.6	0.6	0.7
OCF / IC (%)	4.7	29.5	11.3	14.9	19.1
EV/EBITDA (x)	10.1	9.0	7.1	4.9	3.6

Earnings

EPS	23.7	22.7	32.9	72.0	103.3
Shares Outstanding	64.7	75.0	75.0	75.0	75.0

Working Capital

Inventory Days (x)	151	150	150	150	151
Receivable Days (x)	157	145	135	135	157
Creditor Days (x)	103	100	100	95	103
Working Capital Days	110	95	85	80	110

Source: MAN, Choice Institutional Equities

Balance Sheet (Consolidated in INR Mn)

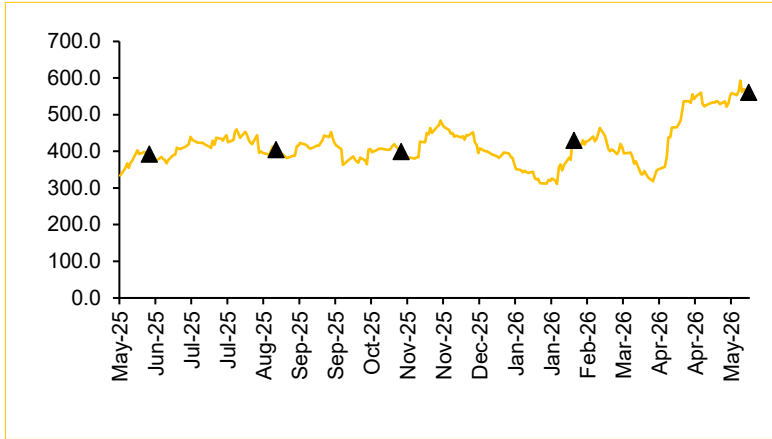
Particular	FY25	FY26	FY27E	FY28E	FY29E
Net Worth	16,073	20,865	27,541	32,941	40,692
Deferred Tax	432	868	868	868	868
Borrowings	4,560	4,996	13,859	10,859	5,859
Other Liabilities & Provisions	73	97	97	97	97
Total Net Worth & Liabilities	21,137	26,827	42,366	44,765	47,516
Net Fixed Assets	5,729	7,938	13,230	13,879	14,348
Capital Work in Progress	1,334	3,258	200	100	100
Investments	274	722	722	722	722
Cash & Bank Balance	3,792	6,572	3,074	2,438	2,961
Loans & Advances & Other assets	1,810	2,604	2,604	2,604	2,604
Net Current Assets	8,198	5,733	8,324	10,812	12,570
Assets from NPC	-	-	14,211	14,211	14,211
Total Assets	21,137	26,827	42,366	44,765	47,516

Cash Flows (INR Mn)	FY25	FY26	FY27E	FY28E	FY29E
Cash Flows from Operations	731	4,722	4,304	6,135	8,295
Cash Flows from Investing	(1,113)	(5,939)	(10,063)	(1,600)	(1,600)
Cash Flows from Financing	245	1,360	5,398	(5,172)	(6,172)

DuPont Analysis	FY25	FY26	FY27E	FY28E	FY29E
Tax Burden (%)	73.5%	72.0%	74.7%	74.7%	74.7%
Interest Burden (%)	81.3%	65.7%	52.2%	80.5%	92.9%
EBIT Margin (%)	7.3%	10.1%	12.3%	13.2%	13.9%
Asset Turnover (X)	1.8	1.5	1.5	1.6	1.7
Equity Multiplier (X)	1.3	1.3	1.4	1.4	1.3
ROE	10.2	9.2	10.2	17.9	21.1

Source: MAN, Choice Institutional Equities

Historical share price chart: Man Industries Limited



Date	Rating	Target Price
June 02, 2025	BUY	480
August 13, 2025	BUY	480
November 17, 2025	BUY	600
February 10, 2026	BUY	535
May 27, 2026	BUY	690

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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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