Apollo Micro Systems: Fully armed, Fully integrated

BUY

Choice

Sector View: Positive

May 27, 2025 CMP: INR 139 | Target Price: INR 200

Expected Share Price Return: 45.5% I Dividend Yield: 0.0% I Potential Upside: 45.5%

Change in Estimates	~
Change in Target Price	~
Change in Recommendation	X
Company Info	
BB Code	APOLLO IN EQUITY
Face Value (INR)	1.0
52 W High/Low (INR)	157/88
Mkt Cap (Bn)	INR 42.5 / \$0.50
Shares o/s (Mn)	306.5
3M Avg. Daily Volume	1,02,16,395
r	

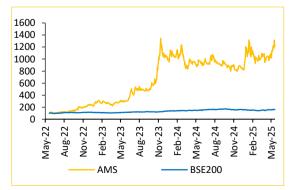
Change in CEBPL Estimates								
	FY26E				FY27E			
INR Mn	New	Old	Dev. (%)	New	Old	Dev. (%)		
Revenue	8,145	8,064	1.0	12,218	10,887	12.2		
EBITDA	1,955	1,911	2.3	2,993	2,613	14.6		
EBITDAM %	24.0	24.0	(0.0)bps	24.5	24.0	50bps		
PAT	952	987	(3.6)	1,651	1,470	12.3		
EPS	2.8	2.6	7.0	4.4	3.9	12.0		

Actual vs CEBPL									
INR Mn	Q4FY25	CEBPL Est.	Dev.%						
Revenue	1,618	1,620	(0.1)						
EBITDA	360	363	(0.9)						
EBITDAM %	22.3	22.3	(5)bps						
PAT	140	170	(18.0)						

Key Financials	Key Financials								
INR Mn	FY23	FY24	FY25E	FY26E	FY27E				
Revenue	2,975	3,716	5,621	8,145	12,218				
YoY Growth (%)	22	25	51	45	50				
EBITDA	640.9	838.7	1292.1	1954.8	2993.3				
EBITDAM (%)	21.5	22.6	23.0	24.0	24.5				
Adjusted PAT	187.4	311.1	563.6	951.8	1651.0				
EPS	9.0	1.2	1.9	2.8	4.4				
ROE %	5.3	6.9	10.0	9.0	10.3				
ROCE %	13.2	13.2	16.2	10.6	14.8				
PE(x)	15	112	75	50	32				
Price to BV (x)	7.5	7.6	7.0	3.1	3.1				

Shareholding Pattern (%)							
Mar-25	Dec-24	Sep-24					
55.12	55.12	55.12					
0.93	0.74	0.19					
0.37	0.87	0.87					
43.60	43.29	43.82					
	Mar-25 55.12 0.93 0.37	Mar-25 Dec-24 55.12 55.12 0.93 0.74 0.37 0.87					

Relative Performance (%)							
YTD	3Y	2Y	1Y				
BSE 200	62.1	42.6	6.6				
AMS	1.112.2	296.0	25.2				



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Transformation into a fully integrated OEM unlocks long-term value

We expect by acquiring IDL Explosives, AMS is strategically tapping into the vast market potential both domestically and internationally. This move marks AMS's evolution from a niche defense electronics player to a fully integrated Tier-1 defense OEM, enabling entry into India's high-barrier explosives and ammunition market, which is estimated to have a TAM of INR 250-300 Bn over the next 5 years. Through this vertical integration, AMS now commands control over the full value chain, covering warheads, rocket motors, and propellants, while also enabling in-house production of critical inputs such as TNT, RDX, and HMX, which are essential for indigenous weapon systems.

We expect this strategic shift is expected to drive margin expansion, reduce dependency on external suppliers, and enhance execution speed. In addition, the company has secured long-term sourcing of ammonium nitrate, further strengthening supply chain reliability. AMS is also well-positioned to benefit from India's INR 500 Bn emergency procurement initiative.

3x of order book by FY26 & tailwinds support multi-year growth visibility;

The company's current order book stands at INR 6,150 Mn which translates to 1.1x of FY25 revenue. And is expected to triple i.e 3.3x of FY25 revenue by March 26. We expect the order pipelines are underwater weaponry, indigenous missile programs like QRSAM, ASTRA, and Akash-NG, scalable production of torpedoes and mines.

Revenue and EBITDA were in line with expectations; however, the PAT came in below estimates;

- Revenue for Q4FY25 up by 19.4% YoY & up by 9.0% QoQ at INR 1,618 Mn (vs CEBPL est. INR 1,620 Mn).
- EBIDTA for Q4FY25 up by 25.2% YoY and down 5.2% QoQ at INR 360 Mn (vs CEBPL est. INR 363 Mn). The EBITDA Margin stood at 22.2%, improved by 103bps YoY (vs CEBPL est. of 22.3%).
- PAT for Q4FY25 up by 8.0% YoY and down 23.5% QoQ at INR 140 Mn (vs CEBPL est. INR 170 Mn). PAT Margin contracted by 92bps YoY, reaching 8.6% (vs CEBPL est. 10.5%).

View & Valuation: We maintain our bullish stance on AMS, underpinned by its transformation from a component supplier to a Tier-1 integrated defense OEM, strong visibility on hyper growth, and a robust order pipeline. According, we revise our FY26E/FY27E EPS estimates upward by 7.0% and 12.0%, respectively, and now project Revenue/EBITDA/PAT to grow at a CAGR of 47.4%/52.2%/71.2% over FY25-27E. Based on this outlook, we reiterate our "BUY" rating with a revised TP of INR 200 from (earlier TP is INR 156), we maintaining our valuation multiple of the stock at 40x FY27E EPS.

Particulas (INR Mn)	Q4FY25	Q4FY24	YoY (%)	Q3FY25	QoQ (%)
Revenue (incl OOI)	1,618	1,354	19.4	1,484	9.0
Material Exp	1,131	964	17.4	1,018	11.1
Gross Profit	487	391	24.5	466	4.4
Employee Exp	68	48	42.2	52	30.3
Other Exp	59	55	5.6	34	70.5
EBITDA	360	287	25.2	380	(5.2)
Depreciation	41	31	32.0	40	3.9
EBIT	318	256	24.4	340	(6.3)
Other Income	7	9	(15.2)	10	(25.4)
Interest Cost	106	83	27.5	88	20.8
PBT	220	182	21.1	262	(16.0)
Tax	80	52	53.5	80	1.1
RPAT	140	129	8.0	182	(23.5)
APAT	140	129	8.0	182	(23.5)
Adj EPS (Rs)	0.5	0.5	(11.5)	0.6	(23.3)
Margin Analysis	Q4FY25	Q4FY24	YoY (bps)	Q3FY25	QoQ (bps)
Gross Margin (%)	30.1	28.9	122.6	31.4	(133.5)
Employee Exp. % of Sales	4.2	3.5	67.3	3.5	69.0
Other Op. Exp % of Sales	3.6	4.1	(47.3)	2.3	130.6
EBITDA Margin (%)	22.25	21.2	102.5	25.6	(333.0)
Tax Rate (%)	36.5	28.8	771.8	30.4	617.1
APAT Margin (%)	8.6	9.5	(91.7)	12.3	(366.0)

Management Call - Highlights

Strategic Milestone: Acquisition of IDL Explosives

- Acquired IDL Explosives Ltd, entering explosives, warheads, rocket propellants, and complete ammunition cycle.
- Enhances Apollo's capabilities as a Tier-1 integrated defense OEM.
- Consolidation of IDL's financials starts Q2 FY26.
- Turnaround plan underway: focus on defense-grade explosives (TNT, RDX, HMX) and long-term sourcing of ammonium nitrate.
- Expected EBITDA improvement and tax shield benefit from IDL's accumulated losses.

CapEx & Facility Expansion:

- Unit 2 to commence full operations from Q2 FY26.
- Unit 3 Phase 1 capex: INR 1,500 Mn; Phase 2: INR 1,000 Mn (to begin in Q4 FY26).
- INR 500+ Mn investment in in-house testing infrastructure at Unit 3 to reduce working capital cycle by 100-120 days from FY27.

Order Book & Outlook:

- Current order book: INR 6,150 Mn.
- Management expects order book to triple by March 2026.
- Key upcoming orders:
 - Multi-Influence Ground Mine (Navy)-expected in FY26.
 - Torpedoes (VARUNASTRA, ALWT, EHWT)-large scale orders anticipated soon.
 - Significant role in Project Kusha, QRSAM, Akash-NG, and ASTRA programs.
- Expected revenue CAGR (standalone): 45-50% over next 2 years.
- With IDL, FY26 consolidated revenue expected to double YoY.

Product & Technology Development:

- Participating in 150+ indigenous defense programs.
- End-to-end supply capabilities for:
 - Underwater mines, mini torpedoes, anti-submarine rockets.
 - Limpet mines, moored mines, medium-range rockets, warhead-integrated systems.
- MoU with GRSE to develop mini torpedo; other Make-II programs under development.

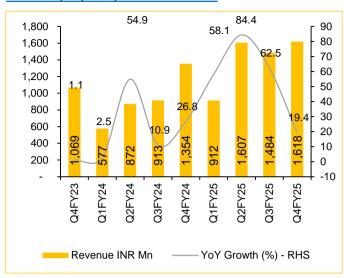
Fundraising & Shareholding:

- Preferential issue of INR 8,160 Mn approved (includes promoter participation).
- Funds to be used for working capital, R&D, and future tech innovation.
- Promoter shareholding post-issue expected to remain around 50-51%.
- Pledge on promoter shares tied to company-related funding; no personal leverage involved.

Operational & Market Position:

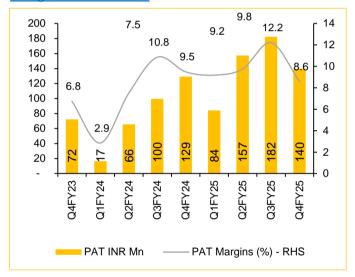
- Transitioning from development to full-fledged production in several systems
- Benefitting from increased defense focus post India-Pakistan conflict.
- Aiming to become a global supplier of complete weapon platforms.
- Positioned uniquely with capabilities in integration, design, electronics, ground systems, and explosives.

Revenue jumped by 19.4% YoY basis



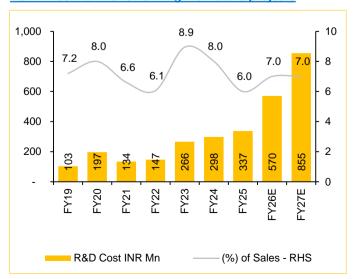
Source: Company, CEBPL

PAT growth of 8.0% YoY



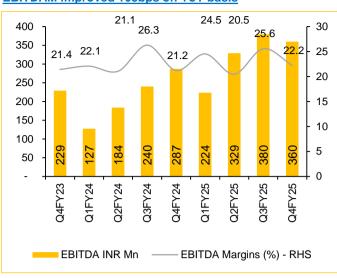
Source: Company, CEBPL

R&D investment to remain high for future projects



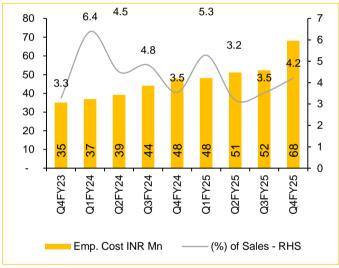
Source: Company, CEBPL

EBITDAM improved 103bps on YoY basis



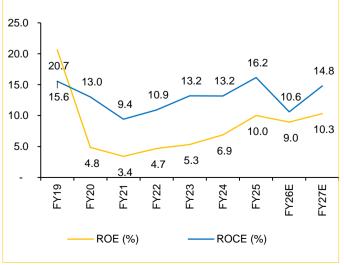
Source: Company, CEBPL

Employees' cost trend



Source: Company, CEBPL

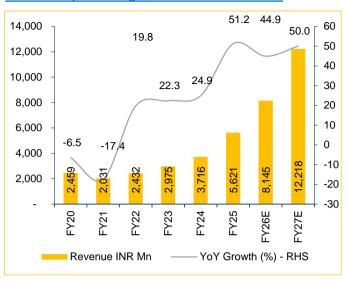
ROE & ROCE Trend



Source: Company, CEBPL

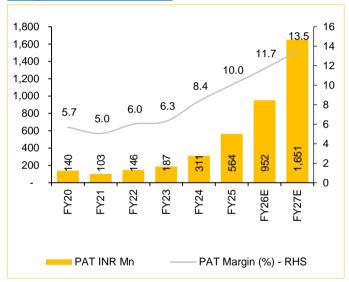
*All figures are in INR Million

Revenue expected to grow 47.4% CAGR FY25-27



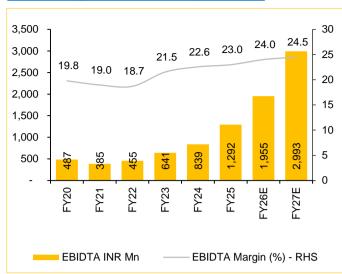
Source: Company, CEBPL

PAT growth to remain robust



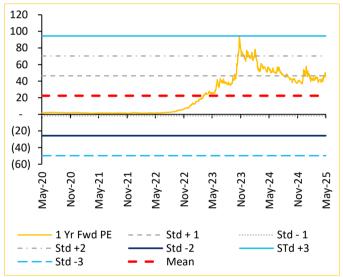
Source: Company, CEBPL

EBITDA Margins to improve led by better mix



Source: Company, CEBPL

One year forward PE band



Source: Company, CEBPL

Income Statement (Consolidated in INR Mn)

Particular	FY23			,	FY27E
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Revenue	2,975	3,716	5,621	8,145	12,218
Gross Profit	877	1,132	1,653	2,484	3,787
EBITDA	641	839	1,292	1,955	2,993
Depreciation	104	113	153	239	299
EBIT	545	744	1,168	1,757	2,755
Other Income	8	18	29	41	61
Interest Expense	224	303	342	397	397
PBT	290	441	825	1,360	2,359
Reported PAT	187	311	564	952	1,651
EPS	9.0	1.2	1.9	2.8	4.4

Ratio Analysis	FY23	FY24	FY25	FY26E	FY27E
Growth Ratios					
Revenue (%)	22.3	24.9	51.2	44.9	50.0
EBITDA (%)	40.8	30.9	54.1	51.3	53.1
PAT (%)	28.2	66.0	81.2	68.9	73.5
Margin Ratios					
EBITDA Margins (%)	21.5	22.6	23.0	24.0	24.5
PAT Margins (%)	6.3	8.4	10.0	11.7	13.5
Performance Ratios					
OCF/EBITDA (x)	-0.3	-0.9	0.1	-0.3	-0.3
OCF/IC (%)	-4.4	-15.5	1.8	-5.2	-7.1
ROE (%)	5.3	6.9	10.0	9.0	10.3
ROCE (%)	13.2	13.2	16.2	10.6	14.8
Turnover Ratio (Days)					
Inventory	419	426	390	360	340
Debtors	180	231	155	150	145
Payables	138	163	180	180	180
Cash Conversion Cycle (Days)	461	494	365	330	305
Financial Stability Ratios					
Net Debt to Equity (x)	0.3	0.4	0.4	-0.2	0.0
Net Debt to EBITDA (x)	2.0	2.2	2.1	-1.6	-0.2
Interest Cover (x)	2.4	2.5	3.4	4.4	6.9
Valuation Metrics					
Fully Diluted Shares (Mn)	20.8	250.1	306.5	342.3	378.1
Price (INR)	139.0	139.0	139.0	139.0	139.0
Market Cap (INR Bn)	21.1	40.9	45.1	50.1	52.6
PE (x)	15.4	111.7	74.7	50.0	31.8
EV (INR Bn)	22.4	42.8	47.8	47.0	52.0
EV/EBITDA (x)	34.9	51.0	37.0	24.1	17.4
Book Value (INR/Share)	18.5	18.4	19.8	44.4	44.5
Price to BV (x)	7.5	7.6	7.0	3.1	3.1
EV/OCF (x)	5.4	7.6	6.6	2.8	2.8

Source: Company, CEBPL

Balance Sheet (Consolidated in INR Mn)

Balance Sneet (Consolidated in INR Win)								
Particular	FY23	FY24	FY25	FY26E	FY27E			
Net worth	3,835	5,185	6,069	15,179	16,800			
Total debt	1,425	2,063	3,308	3,308	3,308			
Other Long term Liabilities	283	365	457	699	1,131			
Trade Payables	1,123	1,657	2,772	4,017	6,025			
Other Current liabilities	260	292	389	652	1,283			
Total Net Worth & liabilities	6,926	9,562	12,995	23,854	28,546			
Net Fixed Assets	1,060	1,425	1,723	2,984	3,685			
Capital Work in progress	316	348	723	977	1,466			
Investments								
Other Non-Current Asset	19	49	257	407	684			
Inventories	3,415	4,336	6,006	8,033	11,381			
Trade receivables	1,466	2,353	2,383	3,347	4,854			
Cash & bank balance	141	207	625	6,346	3,813			
Other Current Assets	509	844	1,278	1,759	2,663			
Total Assets	6,926	9,562	12,995	23,854	28,546			
Capital Employed	4,137	5,646	7,228	16,580	18,632			
Invested Capital	3,713	5,073	6,146	9,535	13,688			
Net Debt	1,284	1,855	2,683	-3,038	-506			
FCFF	-497	-1,325	-850	-1,997	-1,967			

Cash Flow Statement (Consolidated in INR Mn)

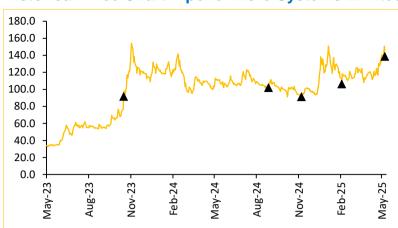
Particulars	FY23	FY24	FY25	FY26E	FY27E
Cash Flows From Operations	-162.9	-784.9	112.7	-496.9	-966.7
Cash Flows From Investing	-347.6	-588.8	-952.4	-1,905.3	-1,765.6
Cash Flows From Financing	509.5	1,373.2	1,240.4	8,003.2	4.5

DuPont Analysis	FY23	FY24	FY25	FY26E	FY27E
ROE	5.3%	6.9%	10.0%	9.0%	10.3%
Net Profit Margin	6.3%	8.4%	10.0%	11.7%	13.5%
Asset Turnover	0.46	0.45	0.50	0.44	0.47
Financial Leverage	183.4%	182.5%	200.2%	173.3%	163.8%

Source: Company, CEBPL

Source: Company, CEBPL

Historical Price Chart: Apollo Micro Systems Limited



Date	Rating	Target Price
May 27,2025	BUY	200
Feb 10,2025	BUY	156
Nov 04,2024	BUY	158
Aug 22,2024	BUY	146
Nov 16,2023	BUY	163

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BUY The security is expected to generate upside of 15% or more over the next 12 months

HOLD The security is expected to show upside or downside returns by 14% to -5% over the next 12 months

SELL The security is expected to show downside of 5% or more over the next 12 months

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Institutional Equities Choice

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