Sona BLW Precision Forgings | BUY

Margin compression ahead, but available at a reasonable valuation

In 1QFY26, Sona BLW reported an EBITDA margin of 23.8% (-430bps YoY, -330bps QoQ), 30bps below JMFe, impacted by negative operating leverage and an adverse product mix primarily due to the inclusion of the lower-margin (18%) railway business from Jun'25. EV business growth was impacted due to: a) a change in revenue recognition with an EV customer in Europe (now on delivery vs. ex-works), b) demand slowdown at a key customer, c) rare-earth magnet supply constraints, and d) US tariff uncertainty delaying OEM procurement. Despite challenging environment, Sona BLW received a) INR 15.5bn order from an existing NA customer for final drive differential assemblies (DA) (SOP: 3QFY28) b) INR 2.6bn from an existing Indian customer for 3W traction motor (SOP: 4QFY26). Further, as mentioned earlier, a JV with China's JNT offers a significant TAM of ~INR 16.7bn (~48% of Sona BLW's FY25 revenue, exhibit 2). In our view, EV-led growth, a strong INR 262bn order book (as of Jun'25), and continued product expansion will help navigate through near-term end-market weakness. However, due to addition of railway business and entry into highly competitive Chinese market, we have reduced our margin estimates by 160bps / 70 bps in FY26E / FY27E to 24.6% / 26.0%. Maintain BUY rating with Mar'27 TP of INR 580 (35x FY27E EPS).

- 1QFY26 Contraction due to negative leverage and adverse mix: Sona BLW reported consolidated revenue of INR 8.5bn (-4.7% YoY, -2% QoQ), 1.5% below JMFe. Total revenue growth was below due to overall slowdown in EVs and rare-earth magnet supply constraint. EBITDA margin stood at 23.8% (-430bps YoY, -330bps QoQ), 30bps below JMFe due to negative operating leverage and adverse product mix. Reported EBITDA came-in at INR 2.02bn (-19% YoY, -14% QoQ), 3% below JMFe. Adj. PAT stood at INR 1.3bn (-7.6% YoY, -21.3% QoQ), 4% below JMFe.
- EV business update for 1Q: EV revenue during 1Q declined -25% YoY to INR 2.1bn. Decline in EV business is attributed to demand slowdown at a key customer, rare earth magnet constraint, and a change in revenue recognition with an EV customer in Europe (now on delivery vs. ex-works). Share of BEV revenue stood at 28% during 1Q (36% in FY25). During 1QFY26, Sona BLW received INR 15.5bn order from an existing NA customer for final drive differential assemblies (DA) (SOP: 3QFY28) and INR 2.6bn from an existing Indian customer for 3W traction motor (SOP: 4QFY26). Regarding rare-earth supply constraints, the management indicated that they have identified a solution for motors below 5kW by using light rare-earth magnets. As a result, production has recovered to the April run rate. With this addition, the company now has 60 EV programs with 32 different customers. Of these, 16 programs are in ramp-up phase and production is yet to commence for 29 programs.
- JV with China's Jinnaite Machinery Co. Ltd. (JNT): We believe the JV with JNT represents a significant growth opportunity for Sona BLW, especially considering the sizeable TAM of ~INR 16.7bn it offers. Sona BLW holds key IP in Bevel gears, vital for differential assemblies (DAs) in EVs. Under the JV, Sona BLW will supply Bevel gears from India, while JNT will handle casting to produce DAs for delivery to OEMs. For india business also, Sona BLW outsources the casting business.

Financial Summary					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	31,848	35,545	50,886	63,676	72,775
Sales Growth (%)	19.0	11.6	43.2	25.1	14.3
EBITDA	9,021	9,753	12,534	16,531	19,286
EBITDA Margin (%)	28.3	27.4	24.6	26.0	26.5
Adjusted Net Profit	5,265	6,190	7,531	10,281	12,372
Diluted EPS (INR)	9.0	10.0	12.1	16.5	19.9
Diluted EPS Growth (%)	34.2	10.9	21.7	36.5	20.3
ROIC (%)	20.5	16.8	16.0	17.9	20.6
ROE (%)	21.3	15.2	13.0	15.7	16.5
P/E (x)	49.3	44.5	36.6	26.8	22.3
P/B (x)	9.8	5.0	4.5	3.9	3.4
EV/EBITDA (x)	29.1	24.8	20.1	14.9	12.3
. ,		24.8		14.9	

Source: Company data, JM Financial. Note: Valuations as of 04/Aug/2025



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Recommendation and Price Target	
Current Reco.	BUY
Previous Reco.	BUY
Current Price Target (12M)	580
Upside/(Downside)	30.9%
Previous Price Target	630
Change	-7.9%

Key Data – SONACOMS IN	
Current Market Price	INR443
Market cap (bn)	INR275.4/US\$3.1
Free Float	64%
Shares in issue (mn)	586.4
Diluted share (mn)	621.7
3-mon avg daily val (mn)	INR1,542.9/US\$17.6
52-week range	769/380
Sensex/Nifty	81,019/24,723
INR/US\$	87.7

Price Performance			
%	1M	6M	12M
Absolute	-7.4	-11.8	-35.7
Relative*	-4.6	-14.8	-37.5

^{*} To the BSE Sensex

JM Financial Research is also available on: Bloomberg - JMFR <GO>, Thomson Publisher & Reuters, S&P Capital IQ, FactSet and Visible Alpha

Please see Appendix I at the end of this report for Important Disclosures and Disclaimers and Research Analyst Certification.

Dividend Yield (%)

■ Demand outlook: Although demand uncertainties persist, several factors could help Sona BLW navigate the near-term challenges. Its entry into China's EV market—which accounted for 66% of global EV sales in 2024—presents a significant growth opportunity. Additionally, the railway segment, where the company is a leader in braking systems, offers potential through expansion into metro rail projects and exports, supported by both existing and new offerings such as railway HVAC systems and automatic plug door systems. In terms of order book, aggregate value of the net order book increased by INR 20bn QoQ to INR 262bn (added / consumed INR 8bn / INR 28bn worth new orders); orders for EV / PHEVs stood at 75% of the net order book as at the end of 1Q amounting to INR 198bn.

- Margin outlook: In 1QFY26, the company's EBITDA margin declined by 430bps YoY to 23.8%, primarily due to negative operating leverage and an unfavourable product mix. The inclusion of the railway equipment business, which operates at a lower EBITDA margin of ~18%, from June 2025 is expected to moderate overall margins going forward. Additionally, the company's entry into the highly competitive Chinese market, while potentially margin dilutive, could drive substantial growth in absolute terms.
- Other highlights: 1) Exceptional item includes INR 69mn (post-tax) for acquisition related costs. 2) The company plans to enter the humanoid robot market, and expects its rapid adoption over the next decade.

Exhibit 1. Quarterly financial performance - consolidated								
(INR mn)	Q1FY26	Q1FY25	% YoY	Q4FY25	% QoQ	Q1FY26E	Var (%)	
Sales	8,509	8,930	(4.7)	8,684	(2.0)	8,641	(1.5)	
RM	3,792	3,788	0.1	3,764	0.7	3,811	(0.5)	
as a % of sales	44.6	42.4	210bps	43.3	120bps	44.1	50bps	
Employee Exp	878	761	15.4	784	12.0	821	7.0	
as a % of sales	10.3	8.5	180bps	9.0	130bps	9.5	80bps	
Other Costs	1,814	1,870	(3.0)	1,787	1.5	1,927	(5.9)	
as a % of sales	21.3	20.9	40bps	20.6	70bps	22.3	-100bps	
Expenditure	6,483	6,419	1.0	6,335	2.3	6,558	(1.1)	
EBITDA	2,026	2,512	(19.4)	2,350	(13.8)	2,082	(2.7)	
EBITDA Margin (%)	23.8	28.1	-430bps	27.1	-330bps	24.1	-30bps	
Other Income	442	70	535.2	522	(15)	400	10.5	
Interest	53	86	(38.1)	52	2	50	6.6	
Depreciation	670	606	10.5	646	4	658	1.8	
PBT	1,744	1,889	(7.7)	2,173	(20)	1,774	(1.7)	
Tax	435	472	(7.7)	510	(15)	417	4.4	
Exceptional item	-92	-		-26		-		
PAT (Adjusted)	1,309	1,417	(7.6)	1,663	(21.3)	1,357	(3.6)	
EPS (INR)	2.2	2.4	(7.6)	2.7	(16.5)	2.2	2.2	

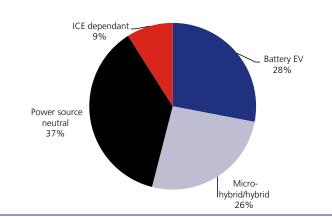
Source: Company, JM Financial

Exhibit 2. Scenario Analysis- INR 16.7bn opportunity	
Assuming one customer only	BYD
Number of cars projected to be sold by BYD in 2026 (mn units) (a)	6.5
Cost of differential assembly (USD) (b)	100
Number of diferential assembly (DA) required in 4WD	2
Number of DA required in rear-wheel drive	1
Avergare DA requied across models (c)	1.5
Share of business from BYD to Sona BLW-JNT JV (d)	20%
Total addressable market (USD mn) (a*b*c*d)	195
_Total addressable market (INR mn)	16,770

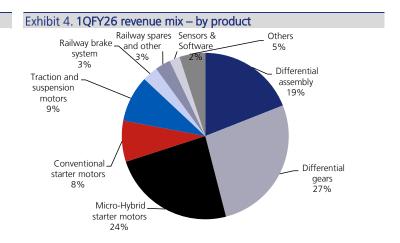
Source: JM Financial

4 August 2025 Sona BLW Precision Forgings

Exhibit 3. 1QFY26 revenue mix - by powertrain

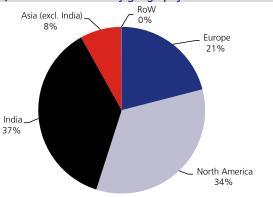


Source: Company, Industry



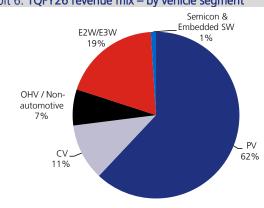
Source: Company, Industry

Exhibit 5. 1QFY26 revenue mix - by geography



Source: Company, JM Financial

Exhibit 6. 1QFY26 revenue mix - by vehicle segment



Source: Company, JM Financial

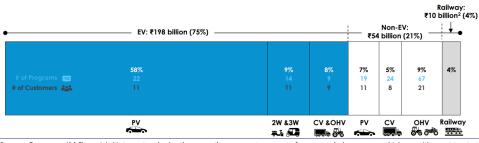
Exhibit 7. Net order book at INR 262bn over next 10 years



8 bn Orders consumed from matured and ramp-up programs during Q1 FY26

28 bn Orders added for programs won in Q1 FY26

262 bn Orderbook at the end of Q1 FY26



Source: Company, JM Financial; Note: net order book means the aggregate revenue from awarded programs which are either yet to start production or are yet to fully ramp up, in the next 10 years, after adjusting for the negative impact of all programs that are expected to reach end of life or be phased out. The company has also applied a discount to accommodate any unforeseen delays or changes in program launches that may happen in the future. Railway business order book is based on the purchase orders received from the customers to be executed largely within next 12 months

Source: Company, JM Financial

Exhibit 8. Sona BLW Precision Forgings - Change in estimates									
Sona BLW	Nev	v assumpti	on	Old assumption			% Change		
	FY25A	FY26E	FY27E	FY25A	FY26E	FY27E	FY25A	FY26E	FY27E
Revenue (INR mn)	35,545	50,886	63,676	35,545	51,986	65,033	0.0%	-2.1%	-2.1%
EBITDA (INR mn)	9,753	12,534	16,531	9,753	13,634	17,390	0.0%	-8.1%	-4.9%
EBITDA Margin (%)	27.4%	24.6%	26.0%	27.4%	26.2%	26.7%	0bps	-160bps	-70bps
PAT (INR mn)	6,190	7,531	10,281	6,190	8,342	10,885	0.0%	-9.7%	-5.5%
EPS (INR mn)	10.0	12.1	16.5	10.0	13.4	17.5	0.0%	-9.7%	-5.5%

Source: Company, JM Financial



Source: Company, Bloomberg, JM Financial

Financial Tables (Consolidated)

Income Statement				((INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	31,848	35,545	50,886	63,676	72,775
Sales Growth	19.0%	11.6%	43.2%	25.1%	14.3%
Other Operating Income	0	0	0	0	0
Total Revenue	31,848	35,545	50,886	63,676	72,775
Cost of Goods Sold/Op. Exp	13,741	15,447	24,524	30,901	35,227
Personnel Cost	2,501	3,150	4,532	5,461	6,239
Other Expenses	6,584	7,195	9,296	10,783	12,023
EBITDA	9,021	9,753	12,534	16,531	19,286
EBITDA Margin	28.3%	27.4%	24.6%	26.0%	26.5%
EBITDA Growth	30.3%	8.1%	28.5%	31.9%	16.7%
Depn. & Amort.	2,202	2,544	3,079	3,560	3,800
EBIT	6,819	7,209	9,455	12,972	15,486
Other Income	239	1,269	631	751	1,001
Finance Cost	258	302	110	105	101
PBT before Excep. & Forex	6,800	8,176	9,975	13,617	16,387
Excep. & Forex Inc./Loss(-)	0	0	0	0	0
PBT	6,800	8,176	9,975	13,617	16,387
Taxes	1,535	1,986	2,444	3,336	4,015
Extraordinary Inc./Loss(-)	-87	-193	0	0	0
Assoc. Profit/Min. Int.(-)	0	0	0	0	0
Reported Net Profit	5,178	5,997	7,531	10,281	12,372
Adjusted Net Profit	5,265	6,190	7,531	10,281	12,372
Net Margin	16.5%	17.4%	14.8%	16.1%	17.0%
Diluted Share Cap. (mn)	586.4	621.7	621.7	621.7	621.7
Diluted EPS (INR)	9.0	10.0	12.1	16.5	19.9
Diluted EPS Growth	34.2%	10.9%	21.7%	36.5%	20.3%
Total Dividend + Tax	1,795	1,027	1,249	1,705	2,052
Dividend Per Share (INR)	3.1	1.7	2.0	2.7	3.3

Balance Sheet					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Shareholders' Fund	26,503	54,948	61,230	69,806	80,125
Share Capital	5,864	6,217	6,217	6,217	6,217
Reserves & Surplus	20,639	48,731	55,013	63,588	73,908
Preference Share Capital	0	0	0	0	0
Minority Interest	1,498	1,499	1,499	1,499	1,499
Total Loans	4,121	2,022	1,928	1,838	1,753
Def. Tax Liab. / Assets (-)	0	0	0	0	0
Total - Equity & Liab.	32,122	58,470	64,657	73,143	83,378
Net Fixed Assets	19,624	21,949	27,088	26,760	26,505
Gross Fixed Assets	23,324	27,635	35,853	39,085	42,630
Intangible Assets	0	0	0	0	0
Less: Depn. & Amort.	7,337	9,881	12,960	16,520	20,319
Capital WIP	3,636	4,195	4,195	4,195	4,195
Investments	527	9,181	10,681	14,681	20,681
Current Assets	18,499	34,241	36,450	42,808	48,584
Inventories	3,475	3,487	7,137	9,521	10,812
Sundry Debtors	6,483	7,052	9,629	11,708	13,195
Cash & Bank Balances	2,742	13,016	840	2,469	5,186
Loans & Advances	0	0	0	0	0
Other Current Assets	5,799	10,686	18,844	19,111	19,390
Current Liab. & Prov.	6,527	6,901	9,561	11,106	12,392
Current Liabilities	4,936	5,236	7,813	9,269	10,464
Provisions & Others	1,591	1,666	1,749	1,836	1,928
Net Current Assets	11,972	27,340	26,888	31,702	36,192
Total – Assets	32,122	58,470	64,657	73,143	83,378

Source: Company, JM Financial

Source: Company, JM Financial

Cash Flow Statement				(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Profit before Tax	6,800	8,176	9,975	13,617	16,387
Depn. & Amort.	2,202	2,544	3,079	3,560	3,800
Net Interest Exp. / Inc. (-)	258	302	110	105	101
Inc (-) / Dec in WCap.	-147	-5,084	-1,787	-3,251	-1,841
Others	1,411	-191	0	0	0
Taxes Paid	-1,535	-1,986	-2,444	-3,336	-4,015
Operating Cash Flow	8,989	3,760	8,934	10,695	14,431
Capex	-6,796	-4,869	-8,218	-3,232	-3,545
Free Cash Flow	2,192	-1,109	715	7,464	10,886
Inc (-) / Dec in Investments	1,891	-8,654	-1,500	-4,000	-6,000
Others	-1,760	0	-10,000	0	0
Investing Cash Flow	-6,666	-13,523	-19,718	-7,232	-9,545
Inc / Dec (-) in Capital	10	353	0	0	0
Dividend + Tax thereon	-1,795	-1,027	-1,249	-1,705	-2,052
Inc / Dec (-) in Loans	911	-2,401	-205	-195	-186
Others	593	23,112	63	66	69
Financing Cash Flow	-280	20,037	-1,392	-1,835	-2,169
Inc / Dec (-) in Cash	2,043	10,274	-12,176	1,629	2,717
Opening Cash Balance	698	2,742	13,016	840	2,469
Closing Cash Balance	2,742	13,016	840	2,469	5,186

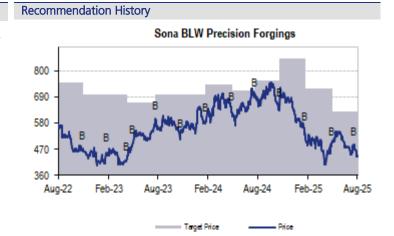
Dupont Analysis							
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E		
Net Margin	16.5%	17.4%	14.8%	16.1%	17.0%		
Asset Turnover (x)	1.1	0.8	0.8	0.9	0.9		
Leverage Factor (x)	1.2	1.1	1.1	1.1	1.1		
RoE	21.3%	15.2%	13.0%	15.7%	16.5%		

Key Ratios					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
BV/Share (INR)	45.2	88.4	98.5	112.3	128.9
ROIC	20.5%	16.8%	16.0%	17.9%	20.6%
ROE	21.3%	15.2%	13.0%	15.7%	16.5%
Net Debt/Equity (x)	0.0	-0.3	-0.1	-0.2	-0.3
P/E (x)	49.3	44.5	36.6	26.8	22.3
P/B (x)	9.8	5.0	4.5	3.9	3.4
EV/EBITDA (x)	29.1	24.8	20.1	14.9	12.3
EV/Sales (x)	8.2	6.8	5.0	3.9	3.3
Debtor days	74	72	69	67	66
Inventory days	40	36	51	55	54
Creditor days	79	74	74	72	71

Source: Company, JM Financial

Source: Company, JM Financial

History of Recommendation and Target Price			
Date	Recommendation	Target Price	% Chg.
19-Aug-21	Buy	570	
28-Oct-21	Buy	700	22.8
1-Feb-22	Buy	750	7.1
5-May-22	Buy	750	0.0
15-Jun-22	Buy	750	0.0
28-Jul-22	Buy	750	0.0
30-Oct-22	Buy	700	-6.7
25-Jan-23	Buy	700	0.0
10-Apr-23	Buy	665	-5.0
3-May-23	Buy	665	0.0
27-Jul-23	Buy	700	5.3
25-Oct-23	Buy	700	0.0
23-Jan-24	Buy	740	5.7
1-May-24	Buy	715	-3.4
24-Jul-24	Buy	760	6.3
23-Oct-24	Buy	850	11.8
23-Jan-25	Buy	725	-14.7
1-May-25	Buy	630	-13.1
20-Jul-25	Buy	630	0.0



APPENDIX I

JM Financial Institutional Securities Limited

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Definition of ratings			
Rating	Meaning		
Buy	Total expected returns of more than 10% for stocks with market capitalisation in excess of INR 200 billion and REITs* and more than 15% for all other stocks, over the next twelve months. Total expected return includes dividend yields.		
Hold	Price expected to move in the range of 10% downside to 10% upside from the current market price for stocks with market capitalisation in excess of INR 200 billion and REITs* and in the range of 10% downside to 15% upside from the current market price for all other stocks, over the next twelve months.		
Sell	Price expected to move downwards by more than 10% from the current market price over the next twelve months.		

^{*} REITs refers to Real Estate Investment Trusts.

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All of the views expressed in this research report accurately reflect his or her or their personal views about all of the issuers and their securities; and No part of his or her or their compensation was, is, or will be directly or indirectly related to the specific recommendations or views expressed in this research report.

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