

KEI Industries | BUY

1Q a beat; guidance reiterated and capacity expansion on track

KEI's 1Q numbers were a beat on JM and street estimates. 1Q revenue at INR 26bn, rose 26% YoY and PAT at INR 2bn, rose 30% YoY. KEI's strong 1Q performance was driven by robust growth in, both, the domestic and export segments. Within the domestic business, both institutional (+39% YoY) and retail (+22% YoY) channels grew well. Further, KEI's export business registered a 121% YoY growth. Incrementally, in line with the company's strategy, revenue from the EPC segment declined. Management has guided for 18% revenue growth for FY26 (likely to beat) and 20% CAGR over the coming 2-3 years. We raise our FY26-28E EPS estimates by 0-4%, and maintain BUY with a revised target price of INR 4,550 (INR 4,500 earlier) set at 40x Jun'27E EPS

- **Strong 1Q performance, PAT +30% YoY growth:** 1Q revenue at INR 26bn, +26% YoY was a 6% beat on our estimate and 7% beat on consensus estimates. This was driven by strong growth in both, the domestic and export markets. EBITDA grew 20% YoY to INR 2.6bn, (~5% beat on our/consensus estimates) driven by a strong operating performance and lower-than-expected subcontractor expenses. 1Q EBITDA margins stood at 10%, 40bps lower YoY, and in-line with JM and street expectations. 1Q PAT stood at INR 2bn, +30% YoY; 10% ahead of our estimate and a 13% beat on consensus expectations.
- **Good overall segmental performance, executing well on strategy:** In 1Q, KEI's cable and wires segment witnessed a robust 32% YoY growth in revenue to INR 24.7bn, with EBIT margins in this segment declining 20bps to 10.8%. Further analysing the product-wise revenue split we note that (1) KEI's EHV business registered a 56% YoY growth in revenue (inherently higher margin business but no major impact given only 5% of total revenue), (2) revenue from high voltage and low voltage cables registered a growth of 50% and 23% YoY respectively, (3) revenue from house wires grew 30% YoY, and (4) EPC business revenue declined 53% YoY to INR 60mn and contributed ~2% to overall business vs 6% last year, in line with the management's strategy.
- **Reiterates revenue and margin guidance:** Management reiterated its FY26 revenue guidance of 18% YoY (we believe, can beat). Further, with new capacities coming on board from Sep'25, it indicated a 20% revenue CAGR over 2-3 years. For FY26 management indicated an 11% EBITDA margin (includes forex gains), and further improvement thereon, which should be driven by a rise in exports, growing orders in EHV cables, and savings in freight costs as the Sanand facility ramps up.
- **Sanand greenfield expansion on track:** KEI's INR 20bn greenfield capacity in Sanand is expected to go live in phases. Phase 1, (LV and HV cables), will commence by Sept'25 and further, the entire project will be completed by 1HFY27. Of the INR 20bn, INR 12bn is being incurred to augment EHV capacities. As far as capex spend on this facility is concerned, KEI has spent a total of INR 8.8bn, of which INR 2.9bn was incurred in 1Q. An incremental INR 6-7bn is expected in FY26 and INR 3-4bn is expected in FY27.

Financial Summary					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	81,041	97,359	116,831	142,533	173,891
Sales Growth (%)	17.2	20.1	20.0	22.0	22.0
EBITDA	8,375	9,910	11,917	14,823	18,432
EBITDA Margin (%)	10.3	10.2	10.2	10.4	10.6
Adjusted Net Profit	5,807	6,964	8,449	10,215	12,527
Diluted EPS (INR)	64.4	72.9	88.4	106.9	131.1
Diluted EPS Growth (%)	21.6	13.3	21.3	20.9	22.6
ROIC (%)	23.9	20.4	16.9	16.5	17.6
ROE (%)	20.2	15.6	13.6	14.3	15.1
P/E (x)	61.7	54.5	44.9	37.1	30.3
P/B (x)	11.4	6.6	5.7	5.0	4.3
EV/EBITDA (x)	44.9	36.7	31.0	24.9	19.8
Dividend Yield (%)	0.1	0.1	0.1	0.1	0.1

Source: Company data, JM Financial. Note: Valuations as of 23/Jul/2025



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Recommendation and Price Target

Current Reco.	BUY
Previous Reco.	BUY
Current Price Target (12M)	4,550
Upside/(Downside)	14.6%
Previous Price Target	4,500
Change	1.1%

Key Data – KEII IN

Current Market Price	INR3,970
Market cap (bn)	INR379.4/US\$4.4
Free Float	62%
Shares in issue (mn)	95.6
Diluted share (mn)	95.6
3-mon avg daily val (mn)	INR1,465.4/US\$17.0
52-week range	4,780/2,424
Sensex/Nifty	82,727/25,220
INR/US\$	86.4

Price Performance

%	1M	6M	12M
Absolute	5.6	-11.4	-5.0
Relative*	4.8	-18.4	-7.9

* 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.

Key highlights from concall

- **Revenue guidance:** Target to achieve 18% YoY revenue growth in FY26, with an aspiration to exceed this guidance. Further, with new capacities coming on board from Sep'25, confident of achieving a 20% CAGR over the next 2-3 years.
- **EBITDA margin guidance:** For FY26 aspire to achieve EBITDA margins in the range of 10.5-11% (includes forex gains). Further, a rise in the exports business, and growing orders in EHV cables should aid margin expansion. Over time as the new Sanand facility ramps up, also expect some savings in logistics cost, given it is situated closer to the port (~350kms), as compared to the current facilities in North India (~1,400kms). Difference between export and domestic cables margin is 0.5%, hence, priority is not to cater to the domestic or export business specifically, but to utilize assets to optimal levels.
- **Capex expectations:** Have incurred capex of INR 4.9bn in 1QFY26, which included INR 2.9bn expansion in Sanand, INR 9.5bn worth of purchase of land in Sanand and other locations, and the balance incurred for ramp up of existing facilities. Till date INR 8.8bn has been incurred for the Greenfield Sanand facility, and expect INR 6-7bn to be spent across the rest of FY26 and a small balance portion (~INR 3-4bn) will be spent in H1FY27.
- **Capacity utilization:** Silvassa plant had seen expansion last year, current cable capacity utilization is ~75%, which gives confidence of the 18% FY26 revenue growth. Further as FY26 and FY27 progress, new capacities will come in, and as they ramp up, have visibility of 20% CAGR over 2-3 years.
- **Sanand capacity expansion:** Incurring INR 19-20bn for the upcoming greenfield capacity in Sanand, of which INR 12bn will be for augmenting EHV capacities and the balance INR 14-15bn will be the HV and LV cables capacity. Phase 1, which includes capacities for LV and HV cables, will commence by Sept'25 and further, the entire project will be completed by 1HFY27. Full ramp up expected within 3 years of commencement.
- **Other capacity expansion projects:** Have bought new land parcels in Sanand and Rajasthan, wherein capex projects will kick off after the completion of the on-going Sanand project.
- **Solar and HVDC cables:** KEI indicated that it is already catering to major solar customers in India and exporting solar-related wires. KEI has also started manufacturing E-Beam wires which global customers often require. Further, HVDC cables is an upcoming segment in the Indian industry, however a slightly longer gestation period to see growth here given limited demand. However, the upcoming Sanand facilities will be fungible between HVAC (included in current portfolio) and HVDC cables (currently prevalent in European countries)
- **Decline in EPC revenue in line with strategy:** Decline in EPC revenue is the result of an export EPC order in the base quarter, which is not present in 1QFY26. This is in line with management strategy to limit growth in the EPC segment. Target is to limit revenue from EPC to the current ~4% of total revenue.
- **Current order book:** Order book stands at INR 39bn, of which INR 5.4bn is orders from the EPC vertical, INR 5.4bn is EHV cables, domestic cable orders stand at INR 21.5bn, and export order book stands at INR 7bn. The execution period of this order book averages 3-4 months, in some cases 5 months.
- **QIP fund utilization:** Had raised INR20bn through a QIP in Nov'24 to fund (1) the Sanand facility and (2) repayment of debt and meeting working capital requirements. Of this, INR 15bn was for Sanand, and INR 2.8bn was for repayment of term loan and working capital requirements, the balance put aside for general purposes. Of the money raised, the Company has utilised INR 9.1bn until Jun'25.
- **Growth vectors:** Power T&D, and generation is a large contributor of growth in the domestic institutional business along with infrastructure like battery energy storage projects, datacentres. EHV cables is also a big opportunity which has current market of INR 30 bn and expected to double in next 3 years. This segment is expected to generate around INR 5 - 5.5bn in FY26

Exhibit 1. KEI - 1QFY26 result review

(INR mn)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY25E	Q1FY26	Q1FY26E
Revenue	17,826	19,466	20,594	23,193	81,078	20,605	22,796	24,673	29,148	97,222	25,903	24,520
YoY	14%	21%	15%	19%	17%	16%	17%	20%	26%	20%	26%	19%
Raw material costs	(13,342)	(14,552)	(15,494)	(17,385)	(60,774)	(15,194)	(17,310)	(18,865)	(22,250)	(73,619)	(19,728)	(18,390)
% of sales	74.8%	74.8%	75.2%	75.0%	75.0%	73.7%	75.9%	76.5%	76.3%	75.7%	76.2%	75.0%
Gross Profit	4,483	4,914	5,100	5,807	20,304	5,411	5,487	5,808	6,898	23,603	6,175	6,130
GP Margins	25.2%	25.2%	24.8%	25.0%	25.0%	26.3%	24.1%	23.5%	23.7%	24.3%	23.8%	25.0%
Subcontractor expenses	(262)	(217)	(214)	(376)	(1,069)	(386)	(317)	(207)	(238)	(1,148)	(170)	(250)
% of sales	1.5%	1.1%	1.0%	1.6%	1.3%	1.9%	1.4%	0.8%	0.8%	1.2%	0.7%	1.0%
Employee cost	(650)	(662)	(664)	(695)	(2,671)	(731)	(743)	(754)	(821)	(3,050)	(853)	(830)
% of sales	3.6%	3.4%	3.2%	3.0%	3.3%	3.5%	3.3%	3.1%	2.8%	3.1%	3.3%	3.4%
Other expenses	(1,789)	(1,996)	(2,076)	(2,290)	(8,151)	(2,148)	(2,220)	(2,438)	(2,827)	(9,633)	(2,572)	(2,600)
% of sales	10.0%	10.3%	10.1%	9.9%	10.1%	10.4%	9.7%	9.9%	9.7%	9.9%	9.9%	10.6%
Total	(16,043)	(17,427)	(18,448)	(20,747)	(72,665)	(18,459)	(20,590)	(22,264)	(26,135)	(87,449)	(23,323)	(22,070)
EBITDA	1,783	2,039	2,146	2,446	8,412	2,146	2,206	2,408	3,013	9,773	2,580	2,450
YoY	12%	27%	18%	21%	19%	20%	8%	12%	23%	16%	20%	14%
EBITDA margin (%)	10.0%	10.5%	10.4%	10.5%	10.4%	10.4%	9.7%	9.8%	10.3%	10.1%	10.0%	10.0%
Depreciation	(147)	(156)	(154)	(158)	(614)	(155)	(163)	(190)	(193)	(701)	(199)	(210)
EBIT	1,636	1,883	1,992	2,288	7,799	1,991	2,043	2,219	2,819	9,071	2,381	2,240
EBIT margin (%)	9.2%	9.7%	9.7%	9.9%	9.6%	9.7%	9.0%	9.0%	9.7%	9.3%	9.2%	9.1%
Other income	83	77	142	152	453	178	169	136	371	855	396	300
Finance Expenses	(89)	(75)	(109)	(165)	(439)	(142)	(133)	(143)	(139)	(556)	(145)	(160)
Extraordinary items	0	0	0	-2	(2)					-		
PBT	1,630	1,884	2,024	2,272	7,811	2,027	2,079	2,212	3,052	9,370	2,632	2,380
Total Tax	(416)	(482)	(518)	(587)	(2,002)	(525)	(531)	(564)	(786)	(2,406)	(675)	(602)
Tax rate %	25.5%	25.6%	25.6%	25.8%	25.6%	25.9%	25.5%	25.5%	25.8%	25.7%	25.6%	25.3%
PAT	1,214	1,402	1,507	1,686	5,808	1,502	1,548	1,648	2,265	6,964	1,957	1,778
YoY	17%	31%	17%	22%	22%	24%	10%	9%	34%	20%	30%	18%
NPM	6.8%	7.2%	7.3%	7.3%	7.2%	7.3%	6.8%	6.7%	7.8%	7.2%	7.6%	7.3%

Source: Company, JM Financial

Exhibit 2. KEI – 1QFY26 revenue mix

(INR mn)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY25E	Q1FY26
Domestic institutional cables	5,179	5,275	5,398	7,838	23,690	5,994	6,948	8,884	7,408	29,234	8,329
growth (%)	-8.6%	-14.1%	-15.6%	-0.8%	-9.3%	15.7%	31.7%	64.6%	-5.5%	23.4%	39.0%
Domestic EPC incl. cable component	1,847	3,131	3,769	3,405	12,151	2,261	1,309	759	2,234	6,562	994
growth (%)	20.2%	195.8%	68.7%	52.6%	72.1%	22.4%	-58.2%	-79.9%	-34.4%	-46.0%	-56.0%
Domestic inst. incl. EPC	7,026	8,406	9,167	11,243	35,841	8,255	8,256	9,643	9,642	35,796	9,323
growth (%)	-2.5%	16.7%	6.2%	10.9%	8.0%	17.5%	-1.8%	5.2%	-14.2%	-0.1%	12.9%
% of overall	39%	43%	44%	48%	44%	40%	36%	39%	33%	37%	36%
Dealer (Retail)	8,420	9,230	9,490	10,560	37,700	10,850	12,580	12,470	14,976	50,876	13,260
growth (%)	29.1%	14.2%	16.3%	28.5%	21.7%	28.9%	36.3%	31.4%	41.8%	34.9%	22.2%
% of overall	47%	47%	46%	46%	46%	53%	55%	51%	51%	52%	51%
Export	2,380	1,830	1,960	1,390	7,560	1,500	1,960	2,560	4,530	10,550	3,320
growth (%)	23.3%	128.8%	86.7%	16.8%	52.1%	-37.0%	7.1%	30.6%	225.9%	39.6%	121.3%
% of overall	13%	9%	10%	6%	9%	7%	9%	10%	16%	11%	13%

Source: Company, JM Financial

Exhibit 3. KEI – 1QFY26 Product mix

(INR mn)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY25E	Q1FY26
EHV	510	1,910	1,860	2,300	6,580	810	940	840	1,450	4,040	1,260
growth (%)	-51%	306%	81%	107%	80%	59%	-51%	-55%	-37%	-39%	56%
% of overall	3%	10%	9%	10%	8%	4%	4%	3%	5%	4%	5%
HW	5,520	5,990	5,710	6,250	23,470	6,480	7,280	7,160	8,622	29,542	8,420
growth (%)	33%	21%	23%	31%	27%	17%	22%	25%	38%	26%	30%
% of overall	31%	31%	28%	27%	29%	31%	32%	29%	29%	30%	33%
HT Cable	2,980	2,600	3,640	3,950	13,170	3,190	4,310	5,600	6,538	19,638	4,800
growth (%)	14%	13%	1%	11%	9%	7%	66%	54%	66%	49%	50%
% of overall	17%	13%	18%	17%	16%	15%	19%	23%	22%	20%	19%
LT Cable	7,210	7,360	7,640	8,410	30,620	8,400	8,890	9,930	11,650	38,870	10,370
growth (%)	13%	9%	7%	3%	8%	17%	21%	30%	39%	27%	23%
% of overall	40%	38%	37%	36%	38%	41%	39%	40%	40%	40%	40%
SSW	580	580	460	560	2,180	530	590	540	459	2,119	510
growth (%)	-5%	-17%	-15%	-11%	-12%	-9%	2%	17%	-18%	-3%	-4%
% of overall	3%	3%	2%	2%	3%	3%	3%	2%	2%	2%	2%
EPC (ex. Cable)	1,110	1,130	1,460	1,920	5,620	1,310	800	600	716	3,426	610
growth (%)	32%	24%	54%	42%	39%	18%	-29%	-59%	-63%	-39%	-53%
% of overall	6%	6%	7%	8%	7%	6%	4%	2%	2%	4%	2%

Source: Company, JM Financial

Exhibit 4. KEI – 1QFY26 geographical revenue split (dealer/distributor)

(INR mn)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY25E	Q1FY26
East	1,350	1,440	1,550	1,960	6,300	1,720	1,910	1,780	2,500	7,910	2,210
West	2,150	2,420	2,580	2,840	9,990	2,640	3,580	3,710	4,590	14,520	3,550
North	2,920	4,270	3,690	3,860	14,740	4,430	4,890	4,670	5,210	19,200	5,220
South	1,540	1,560	1,670	1,900	6,670	2,060	2,200	2,310	2,680	9,250	2,280

Source: Company, JM Financial

Exhibit 5. KEI – 1QFY26 segmental revenue and EBIT

(INR mn)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY25	Q1FY26
Segmental Revenue											
Cables	16,119	17,755	18,691	20,691	73,256	18,757	21,402	23,517	27,968	91,644	24,771
growth %	13%	23%	14%	18%	17%	16%	21%	26%	35%	25%	32%
Stainless Steel Wires	590	591	465	572	2,218	538	598	551	462	2,148	521
growth %	-3%	-20%	-17%	-12%	-13%	-9%	1%	19%	-19%	-3%	-3%
EPC Projects	1,847	3,131	3,769	3,405	12,151	2,261	1,309	759	2,234	6,562	994
growth %	20%	196%	69%	53%	72%	22%	-58%	-80%	-34%	-46%	-56%
Less: Inter-segment revenues	(730)	(2,011)	(2,308)	(1,474)	(6,524)	(950)	(513)	(154)	(1,515)	(3,133)	(383)
growth %	5%	1177%	80%	66%	116%	30%	-75%	-93%	3%	-52%	-60%
Segmental EBIT & EBIT Margin											
Cables	1,415	1,919	1,979	2,258	7,570	2,067	2,241	2,372	3,069	9,749	2,665
Margin %	8.8%	10.8%	10.6%	10.9%	10.3%	11.0%	10.5%	10.1%	11.0%	10.6%	10.8%
Stainless Steel Wires	31	36	36	13	117	10	29	30	25	94	42
Margin %	5.3%	6.1%	7.8%	2.3%	5.3%	1.9%	4.8%	5.5%	5.4%	4.4%	8.1%
EPC Projects	256	314	439	422	1,431	298	121	19	170	608	79
Margin %	13.9%	10.0%	11.6%	12.4%	11.8%	13.2%	9.2%	2.5%	7.6%	9.3%	8.0%
Less: Inter-segment results	14	(134)	(145)	(65)	(330)	(53)	(9)	78	(65)	(49)	(24)
Margin %	-2.0%	6.7%	6.3%	4.4%	5.1%	5.6%	1.8%	-50.3%	4.3%	1.6%	6.3%

Source: Company, JM Financial

Exhibit 6.

Particulars (INR mn)	FY26E	FY27E	FY28E
Revenue			
New	1,16,831	1,42,533	1,73,891
Old	1,14,883	1,37,860	1,62,675
Change	1.7%	3.4%	6.9%
EBITDA			
New	11,917	14,823	18,432
Old	11,923	14,859	17,697
Change	-0.1%	-0.2%	4.2%
EBITDA Margin %			
New	10.2%	10.4%	10.6%
Old	10.4%	10.8%	10.9%
Change	(18)	(38)	(28)
PAT			
New	8,449	10,215	12,527
Old	8,431	10,197	12,068
Change	0.2%	0.2%	3.8%
EPS			
New	88.4	106.9	131.1
Old	88.2	106.7	126.3
Change	0.2%	0.2%	3.8%

Source: Company, JM Financial

Exhibit 7. KEI – 1 year fwd PE (last 2 years)

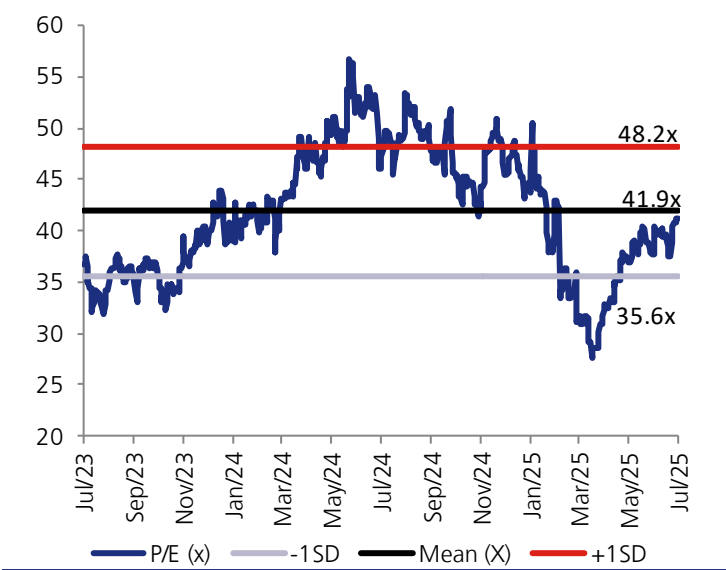
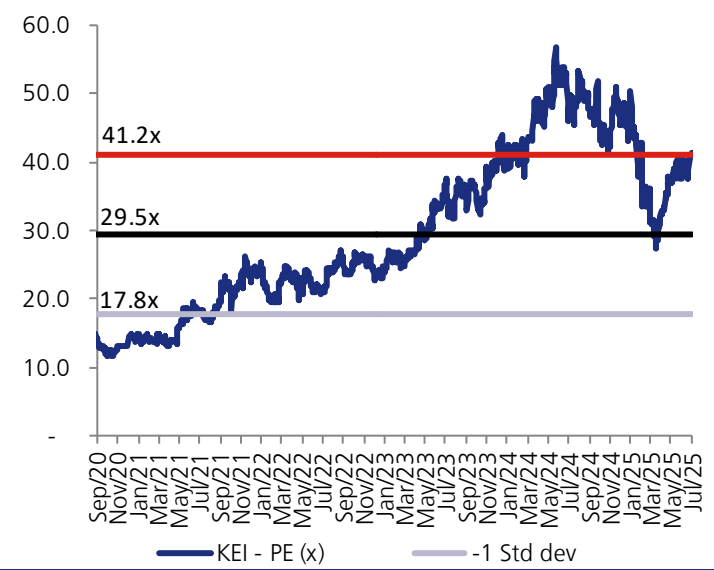


Exhibit 8. KEI – 1 year fwd PE (last 5 years)



Financial Tables (Consolidated)

Income Statement (INR mn)					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	81,041	97,359	116,831	142,533	173,891
Sales Growth	17.2%	20.1%	20.0%	22.0%	22.0%
Other Operating Income	0	0	0	0	0
Total Revenue	81,041	97,359	116,831	142,533	173,891
Cost of Goods Sold/Op. Exp	60,774	73,619	88,324	108,002	131,873
Personnel Cost	2,671	3,043	3,530	4,059	4,668
Other Expenses	9,220	10,788	13,060	15,648	18,917
EBITDA	8,375	9,910	11,917	14,823	18,432
EBITDA Margin	10.3%	10.2%	10.2%	10.4%	10.6%
EBITDA Growth	18.6%	18.3%	20.3%	24.4%	24.3%
Depn. & Amort.	614	701	1,081	1,663	2,308
EBIT	7,762	9,208	10,835	13,160	16,124
Other Income	490	718	984	902	1,020
Finance Cost	439	556	535	421	416
PBT before Excep. & Forex	7,813	9,370	11,284	13,642	16,729
Excep. & Forex Inc./Loss(-)	-3	0	0	0	0
PBT	7,810	9,370	11,284	13,642	16,729
Taxes	2,002	2,406	2,834	3,427	4,202
Extraordinary Inc./Loss(-)	0	0	0	0	0
Assoc. Profit/Min. Int.(-)	0	0	0	0	0
Reported Net Profit	5,807	6,964	8,449	10,215	12,527
Adjusted Net Profit	5,807	6,964	8,449	10,215	12,527
Net Margin	7.2%	7.2%	7.2%	7.2%	7.2%
Diluted Share Cap. (mn)	90.2	95.6	95.6	95.6	95.6
Diluted EPS (INR)	64.4	72.9	88.4	106.9	131.1
Diluted EPS Growth	21.6%	13.3%	21.3%	20.9%	22.6%
Total Dividend + Tax	316	382	334	382	430
Dividend Per Share (INR)	3.5	4.0	3.5	4.0	4.5

Source: Company, JM Financial

Cash Flow Statement (INR mn)					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Profit before Tax	3,814	4,653	5,615	6,788	8,324
Depn. & Amort.	561	649	1,081	1,663	2,308
Net Interest Exp. / Inc. (-)	0	0	0	0	0
Inc (-) / Dec in WCap.	-596	-8,515	-3,948	-5,926	-7,452
Others	59	83	0	0	0
Taxes Paid	1,993	2,311	2,834	3,427	4,202
Operating Cash Flow	5,832	-819	5,583	5,953	7,383
Capex	-2,249	-5,488	-11,545	-5,000	-3,500
Free Cash Flow	3,583	-6,307	-5,962	953	3,883
Inc (-) / Dec in Investments	-3	-1	0	0	0
Others	-1,775	-1,463	100	100	100
Investing Cash Flow	-4,027	-6,952	-11,445	-4,900	-3,400
Inc / Dec (-) in Capital	-217	19,411	0	0	0
Dividend + Tax thereon	0	0	0	0	0
Inc / Dec (-) in Loans	44	510	-230	-230	-230
Others	0	0	0	0	0
Financing Cash Flow	-172	19,921	-230	-230	-230
Inc / Dec (-) in Cash	1,632	12,149	-6,092	823	3,753
Opening Cash Balance	5,372	7,004	19,153	13,061	13,883
Closing Cash Balance	7,004	19,153	13,061	13,883	17,636

Source: Company, JM Financial

Balance Sheet (INR mn)					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Shareholders' Fund	31,483	57,858	66,307	76,522	89,048
Share Capital	180	191	191	191	191
Reserves & Surplus	31,302	57,666	66,116	76,331	88,857
Preference Share Capital	0	0	0	0	0
Minority Interest	0	0	0	0	0
Total Loans	1,662	2,172	1,942	1,712	1,482
Def. Tax Liab. / Assets (-)	273	304	304	304	304
Total - Equity & Liab.	33,418	60,333	68,553	78,538	90,834
Net Fixed Assets	6,636	11,422	21,886	25,223	26,415
Gross Fixed Assets	8,731	11,573	24,473	30,973	34,973
Intangible Assets	0	0	0	0	0
Less: Depn. & Amort.	3,303	4,005	5,086	6,749	9,058
Capital WIP	1,209	3,855	2,500	1,000	500
Investments	16	17	17	17	17
Current Assets	39,912	60,906	60,688	70,095	84,733
Inventories	13,427	17,303	20,764	25,332	30,905
Sundry Debtors	15,179	17,972	20,485	24,602	30,014
Cash & Bank Balances	7,004	19,153	13,061	13,883	17,636
Loans & Advances	21	18	18	18	18
Other Current Assets	4,281	6,460	6,360	6,260	6,160
Current Liab. & Prov.	13,146	12,013	14,038	16,797	20,331
Current Liabilities	10,144	7,984	10,010	12,768	16,302
Provisions & Others	3,003	4,029	4,029	4,029	4,029
Net Current Assets	26,766	48,894	46,649	53,298	64,402
Total - Assets	33,418	60,333	68,553	78,538	90,834

Source: Company, JM Financial

Dupont Analysis					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Margin	7.2%	7.2%	7.2%	7.2%	7.2%
Asset Turnover (x)	2.6	2.1	1.8	1.9	2.0
Leverage Factor (x)	1.1	1.1	1.0	1.0	1.0
RoE	20.2%	15.6%	13.6%	14.3%	15.1%

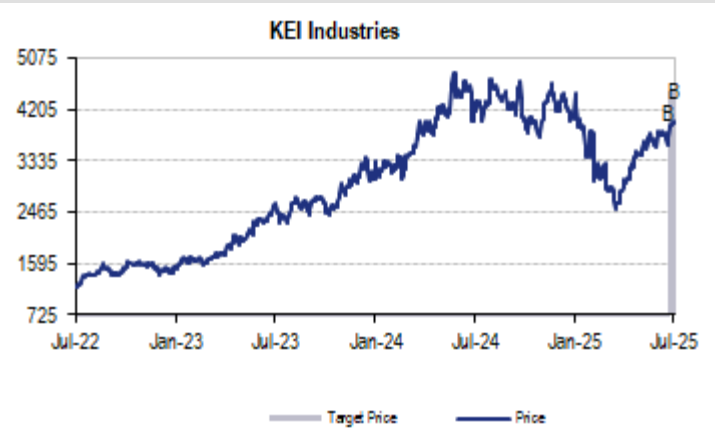
Key Ratios					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
BV/Share (INR)	348.9	605.5	693.9	800.8	931.9
ROIC	23.9%	20.4%	16.9%	16.5%	17.6%
ROE	20.2%	15.6%	13.6%	14.3%	15.1%
Net Debt/Equity (x)	-0.2	-0.3	-0.2	-0.2	-0.2
P/E (x)	61.7	54.5	44.9	37.1	30.3
P/B (x)	11.4	6.6	5.7	5.0	4.3
EV/EBITDA (x)	44.9	36.7	31.0	24.9	19.8
EV/Sales (x)	4.6	3.7	3.2	2.6	2.1
Debtor days	68	67	64	63	63
Inventory days	60	65	65	65	65
Creditor days	51	33	34	36	0

Source: Company, JM Financial

History of Recommendation and Target Price

Date	Recommendation	Target Price	% Chg.
12-Jul-25	Buy	4,500	
22-Jul-25	Buy	4,500	0.0

Recommendation History



APPENDIX I

JM Financial Institutional Securities Limited

Corporate Identity Number: U67100MH2017PLC296081

Member of BSE Ltd. and National Stock Exchange of India Ltd.

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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.
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* REITs refers to Real Estate Investment Trusts.

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