ElaraCapital

India | Auto Ancillaries | Result Update

Muted performance, recovery likely from Q2

Amara Raja Energy & Mobility's (ARENM IN) Q1 standalone revenue grew by 7% YoY (+13% QoQ), led by strong automotive performance in OEM and aftermarket (5-6% YoY growth). The industrial segment de-grew low single digit YoY, with telecom contracting 30% YoY and UPS batteries up by 15% YoY. However, export volumes were under pressure with a 7-8% drop, led by macro headwinds. Absolute EBITDA contracted 10.2% YoY to INR 3.8bn, with margin at 11.5% (-220bps/+10bps YoY/QoQ) in Q1FY26 due to higher material cost, elevated power expense and increased warranty provisioning. That said, management is confident of a margin recovery, likely from Q2, led by cost normalization and volume ramp-up from scaling of new facilities. We reiterate Accumulate on roll forward to Sep '27E with TP unchanged at INR 1,108, on 14x Sep '27E consolidated P/E.

Broad-based volume growth; export weakness persists: Consolidated revenue grew 4% YoY, led by broad-based demand in automotives and industrial applications. Automotive volumes were supported by robust traction at OEMs and strong aftermarket demand, with four-wheeler aftermarket volumes up 5% YoY (12% QoQ) and two-wheeler volumes rising 5-6% YoY. Industrial volumes de-grew by low single digit YoY, with telecom batteries contracting ~30% YoY, partially offset by UPS batteries surging ~15% YoY. Tubular batteries delivered a strong sequential growth, though muted YoY due to seasonality. Export volumes, however, remained under pressure with a 7-8% YoY drop, reflecting external trade-related challenges. Management reiterated its constructive outlook, expecting domestic growth of 6-11% across automotive replacement and 5-6% in industrial UPS, while exports are guided to rebound in H2 as supply chain bottlenecks ease and market reach expands.

Margins under pressure; easing input cost to aid recovery: EBITDA margin moderated to 11.5% in Q1FY26 (~13% normalized range) due to higher raw material costs, elevated power and employee expenses, and increased warranty provisioning. The margin profile was also diluted by a higher trading mix (23% of revenue versus 19% in Q1FY25), as the new tubular battery plant commenced production only in July. With lead prices largely stable, antimony costs easing, and power cost pressures expected to resolve by Q2/Q3, management is confident of reverting to its guided margin of ~13%, going forward. Overall, margin recovery is likely from Q2, led by cost rationalization and operating leverage benefits.

Accumulate with TP unchanged at INR 1,108: On the revenue front, ARENM's lead acid battery business continues to outperform Exide's revenue growth (ARENM's revenue growth at 7% versus Exide's 5.5%). Double-digit replacement growth is a positive and is an insulation against the cyclicality of the OEM and industrial businesses. We monitor further order wins in Li-ion cell manufacturing, especially for PV OEM, which will drive valuation in the near term, even as profitability of Li-ion cell will remain a concern initially. We reiterate Accumulate with TP unchanged at INR 1,108. We downward revise our FY28E earnings estimates by 5%. We roll forward to 14x Sep '27E consolidated P/E (INR 245 ascribed to the Li-ion battery business).

Key Financials

YE March	FY24	FY25	FY26E	FY27E	FY28E
Revenue (INR mn)	117,084	128,463	138,299	150,353	162,210
YoY (%)	12.7	9.7	7.7	8.7	7.9
EBITDA (INR mn)	16,585	16,165	17,471	19,651	21,962
EBITDA margin (%)	14.2	12.6	12.6	13.1	13.5
Adj PAT (INR mn)	9,344	8,336	9,277	10,634	12,029
YoY (%)	20.0	(10.8)	11.3	14.6	13.1
Fully DEPS (INR)	51.1	45.6	50.7	58.1	65.7
RoE (%)	14.6	11.8	11.9	12.3	12.5
RoCE (%)	18.1	15.2	14.7	15.0	15.3
P/E (x)	18.8	21.0	18.9	16.5	14.6
EV/EBITDA (x)	10.4	10.7	9.9	8.8	7.9

Note: Pricing as on 18 August 2025; Source: Company, Elara Securities Estimate

18 August 2025

Rating: Accumulate

Target Price: INR 1,108
Upside/Downside: 16%

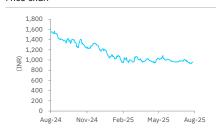
CMP: INR 958

As on 18 August 2025

Key data	
Bloomberg	ARENM IN
Reuters Code	amar.ns
Shares outstanding (mn)	183
Market cap (INR bn/USD mn)	175/2,007
EV (INR bn/USD mn)	173/1,978
ADTV 3M (INR mn/USD mn)	600/7
52 week high/low	1,610/805
Free float (%)	67

Note: as on 18 August 2025; Source: Bloomberg

Price chart



Source: Bloomberg

Shareholding (%)	Q2	Q3	Q4	Q1
Snareholding (%)	FY25	FY25	FY25	FY26
Promoter	32.9	32.9	32.9	32.9
% Pledge	0.0	0.0	0.0	0.0
FII	22.3	21.8	20.7	19.4
DII	15.4	14.9	14.5	14.0
Others	29.4	30.4	31.9	33.8

Source: BSE

Price performance (%)	3M	6M	12M
Nifty	(0.6)	8.4	1.4
Amara Raja Energy & Mobility	(7.6)	1.0	(38.7)
NSE Mid-cap	0.5	12.5	(0.1)
NSE Small-cap	2.9	18.3	(2.8)

Source: Bloomberg

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Financials (YE March)

<u> </u>	<u>* </u>				
Income Statement (INR mn)	FY24	FY25	FY26E	FY27E	FY28E
Total Revenue	117,084	128,463	138,299	150,353	162,210
Gross Profit	38,488	41,668	44,268	48,502	52,784
EBITDA	16,585	16,165	17,471	19,651	21,962
EBIT	11,742	10,908	11,692	13,378	15,168
Interest expense	344	443	397	321	260
Other income	1,104	1,156	1,074	1,121	1,131
Exceptional/ Extra-ordinary items	-	1,111	-	-	-
PBT	12,502	12,732	12,369	14,179	16,039
Tax	3,158	3,285	3,092	3,545	4,010
Minority interest/Associates income	-	-	-	-	-
Reported PAT	9,344	9,447	9,277	10,634	12,029
Adjusted PAT	9,344	8,336	9,277	10,634	12,029
Balance Sheet (INR mn)	FY24	FY25	FY26E	FY27E	FY28E
Shareholders' Equity	67,987	73,891	81,777	90,815	101,041
Minority Interest	-	_	-	-	-
Trade Payables	8,565	10,866	17,051	18,125	19,554
Provisions & Other Current Liabilities	11,786	14,737	13,539	14,568	15,594
Total Borrowings	533	1,446	2,446	2,946	3,446
Other long term liabilities	906	743	743	743	743
Total liabilities & equity	89,778	101,683	115,554	127,196	140,377
Net Fixed Assets	44,481	53,123	60,440	68,381	76,901
Goodwill	-	-	-	-	-
Intangible assets	-	-	-	-	-
Business Investments / other NC assets	7,139	6,815	7,837	9,013	10,365
Cash, Bank Balances & treasury investments	1,178	1,746	3,251	2,244	2,085
Inventories	19,484	21,954	23,186	25,114	26,982
Sundry Debtors	11,358	12,631	15,156	16,477	17,776
Other Current Assets	6,137	5,414	5,684	5,968	6,267
Total Assets	89,778	101,683	115,554	127,196	140,377
Cash Flow Statement	FY24	FY25	FY26E	FY27E	FY28E
Cashflow from Operations	12,660	13,513	16,015	15,476	17,813
Capital expenditure	(8,715)	(12,001)	(12,447)	(13,532)	(14,599)
Acquisitions / divestitures	(2,869)	324	(1,022)	(1,176)	(1,352)
Other Business cashflow	1,383	361	-	-	-
Free Cash Flow	3,946	1,512	3,568	1,945	3,214
Cashflow from Financing	(2,334)	(1,629)	(1,041)	(1,777)	(2,020)
Net Change in Cash / treasury investments	125	568	1,505	(1,008)	(158)
Key assumptions & Ratios	FY24	FY25	FY26E	FY27E	FY28E
Dividend per share	9.9	5.2	7.6	8.7	9.9
Book value per share	371.5	403.8	446.9	496.3	552.1
RoCE (Pre-tax)	18.1	15.2	14.7	15.0	15.3
ROIC (Pre-tax)	18.4	15.5	15.1	15.5	15.6
ROE%	14.6	11.8	11.9	12.3	12.5
Asset Turnover	2.8	2.6	2.4	2.3	2.2
Net Debt to Equity (x)	0.0	0.0	0.0	0.0	0.0
Net Debt to EBITDA (x)	0.0	0.0	0.0	0.0	0.0
Interest cover (x) (EBITDA/ int exp)	48.3	36.5	44.0	61.3	84.5
Total Working capital days (WC/rev)	58.8	48.0	45.7	43.3	42.0
Valuation	FY24	FY25	FY26E	FY27E	FY28E
P/E (x)	18.8	21.0	18.9	16.5	14.6
P/Sales (x)	1.5	1.4	1.3	1.2	1.1
EV/ EBITDA (x)	10.4	10.7	9.9	8.8	7.9
EV/ OCF (x)	13.7	12.8	10.8	11.2	9.7
FCF Yield	2.3	0.9	2.1	1.1	1.9
Price to BV (x)	2.6	2.4	2.1	1.9	1.7
Dividend yield (%)	1.0	0.5	0.8	0.9	1.0
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Expect revenue CAGR of 7.6% in FY25-28E

Note: Pricing as on 18 August 2025; Source: Company, Elara Securities Estimate



Exhibit 1: Standalone quarterly financials

12.6 12.6 13.0 3 0.7	27,747 4,073 3 12.8	5.3 6.8 (5.1) (126)
13.0	4,073	(5.1)
3	12.8	
		(126)
0.7	4 000	
	1,300	(0.6)
20.4	2,773	(7.2)
9.1	. 100	3.5
(30.4)	200	(30.3)
16.3	2,873	(9.2)
16.4	718	(6.7)
	25.0	
16.3	2,155	(10.0)
	0	
16.3	2,155	(10.0)
16.3	11.8	(10.0)
	9.1 (30.4) 16.3 16.3	20.4 2,773 9.1 100 (30.4) 200 16.3 2,873 16.4 718 25.0 16.3 2,155 0 16.3 2,155

Source: Company, Elara Securities Estimate

Conference call: Key takeaways

- Revenue break-down: Consolidated revenue grew 4% YoY, with lead acid accounting for 95% of the revenue and the remaining from new energy battery and chargers.
- **Demand:** While original equipment demand was robust, aftermarket growth was particularly strong in two wheelers and four wheelers.

Segment-wise volume growth:

- ▶ Four-wheeler domestic aftermarket volumes grew ~5% YoY, with volumes up 12% QoQ.
- Two-wheeler volumes grew about 5% to 6% YoY across all segments.
- Export volumes faced a challenge with a 7-8% degrowth compared with the prior year.
- ► Tubular batteries showed substantial QoQ growth, but YoY growth was limited to 3% to 4% due to a seasonality.
- Volumes for telecom lead acid batteries de-grew to 30% YoY.
- ▶ Industrial UPS batteries witnessed strong growth at ~15% YoY.
- Electric vehicles: Demand experienced a slowdown during the quarter due to lower demand for packs and chargers. Demand is expected to come back in the coming quarters.
- Margins were subdued due to raw material cost challenges, increases in power and employee costs, and revised provisioning for warranty claims. While current quarter margins were 11.5%, with antimony stabilized and lead flat, and new plants ramping up, the company expects to return to a typical margin of 13%.
- ▶ Trading revenue increased to ~23% in Q1 (from 19% last year). This was due to the new tubular factory commencing production in July, meaning some Q1 requirements were met by trading. This mix also contributed to a slight dilution in EBITDA margin.
- Capex is projected at INR 12-13bn in FY26, with new energy projects at INR 8bn and remaining towards lead acid battery.
- Pricing actions: No pricing actions were taken in Q1.
- Power cost issues: These are expected to be resolved by the end of the current quarter or Q3, leading to an anticipated pick-up in margins from Q2.



- ▶ **GST rationalisation**: If the GST rate (finished products) for lead-acid batteries (currently 28%) is rationalized to 18% (on par with lithium-ion batteries), it would reduce the overall working capital burden on the company.
 - Scrap batteries are currently subjected to 18% GST.
 - ▶ EV batteries are currently subjected to 18% GST.
 - Fully finished batteries are currently subjected to 28% GST.
- Supply chain: The supply chain for lithium batteries, including basic raw material such as cathode, anode, and electrolyte, is predominantly from China, with Indian manufacturing for some components expected to ramp up over time.
- ▶ The telecom segment, on the lead acid side, is expected to contribute ~6-7% to the overall revenue.
- Battery breaking operations: The trial run typically takes 4-5 months. These operations are expected to be in full swing during October-November, provided trial runs proceed as expected. The company is working closely with an Italian vendor for this state-of-the-art machinery.
- Energy storage systems (ESS): The company is exploring opportunities in the growing ESS market in India across three segments: a) retail home, b) Commercial and industrial, and c) grid level.
- Initial capacity: The initial NMC (Nickel Manganese Cobalt) capacity will primarily target twowheeler applications and some high-level power tool applications.
- Chemistry shift: The market is showing a clear shift from NMC to LFP (Lithium Iron Phosphate) cylindrical cells due to cost edge. Consequently, the company has reduced its initial NMC capacity plan from 2gigawatts (GW) to 1GW and is evaluating migration to LFP cylindrical cells.
- ▶ Segment-wise demand outlook
 - ▶ Non-autos (UPS) is expected to grow ~5-6% annually.
 - Four-wheeler replacement is expected to grow 6-7%.
 - ▶ Two-wheeler replacement is expected to growth 10-11%.
- Exports were expected to grow over 15% earlier, but this year may be subdued due to supply chain challenges and tariffs. The company hopes for a revival in H2 by expanding presence in other markets.

Exhibit 2: Change in estimates

Earnings revision	Ear	lier estimate	s	Curi	rent estimate	s	%	variation	
Standalone	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Net sales	133,222	143,754	154,951	133,222	143,754	154,951	0.0	0.0	0.0
EBITDA	17,985	20,126	22,158	17,319	19,407	21,693	(3.7)	(3.6)	(2.1)
EBITDA margin (%)	13.5	14.0	14.3	13.0	13.5	14.0	(50)	(50)	(30)
PAT	9,662	11,126	12,409	9,138	10,449	11,848	(5.4)	(6.1)	(4.5)

Source: Elara Securities Estimate

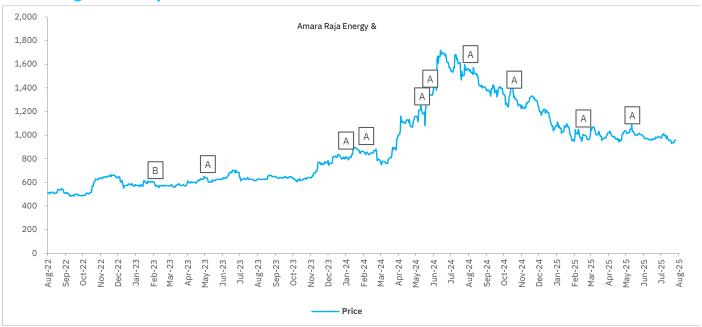
Exhibit 3: Valuation

	Sep'27
EPS (INR)	61.9
P/E(x)	14
Li-ion Business	245
Target price (INR)	1,108
CMP	958
Potential upside (%)	15.7

Note: pricing as on 18 August 2025; Source: Elara Securities Estimate



Coverage History



Date	Rating	Target Price (INR)	Closing Price (INR)
22-Feb-2023	Buy	700	570
24-May-2023	Accumulate	670	617
19-Jan-2024	Accumulate	919	817
23-Feb-2024	Accumulate	1,013	855
30-May-2024	Accumulate	1,341	1,190
13-Jun-2024	Accumulate	1,506	1,340
22-Aug-2024	Accumulate	1,618	1,548
06-Nov-2024	Accumulate	1,573	1,332
06-Mar-2025	Accumulate	1,142	1,004
30-May-2025	Accumulate	1,108	1,031

Guide to Research Rating

BUY (B) Absolute Return >+20%

ACCUMULATE (A) Absolute Return +5% to +20%

REDUCE (R) Absolute Return -5% to +5%

SELL (S) Absolute Return < -5%



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