

CEAT Ltd

Healthy volumes drive operational beat

Replacement and exports to remain the key growth drivers

Healthy EBITDA beat, led by solid volume growth – Consol. revenues grew 26% YoY (+10.2% QoQ) at ~Rs41.6b (est Rs40.1b, cons Rs39.7b). Standalone vol. grew ~21% YoY, helped by replacement (+mid-single digit), OEM (+20%) and exports (+20%). Consol gross margins contracted 100bp QoQ (+310bp YoY) at ~40% (est 41.2%), impacted by INR depreciation partly offset by benign RM. EBITDA came in at Rs5.6b (est Rs5.3b, cons ~Rs5.1b, +65.3% YoY) with margins at 13.6% (est 13.3%, cons 12.8%, +320bp YoY/+20bp QoQ). Co. reported provision of Rs580m for new labour code norms. Hence Adj.PAT came in at ~Rs1.99b (est Rs1.8b, cons ~Rs1.8b, +105% YoY).

Healthy volume momentum to continue in FY27E – Overall volume grew ~21% in 3QFY26 as replacement volumes grew mid-teens (led by TBR, farm and 2W and was beyond channel stocking as inventory are normalized), OEMs by +20%, led by favorable base and exports by +20% YoY. Within exports, demand for TBR, PCR and OHT remain strong across EUR/LATAM/Africa while the US still faced headwinds of tariffs. Specialty segment revenues grew in mid-twenties in 3QFY26 and high teens in YTD FY26. Non specialty segment grew in high twenties with strong growth in TBR and PCR. **The management indicated high single digit replacement growth for FY27E.**

RM inflation likely to persist in 4QFY26E – CEAT's gross margins contraction were led by INR depreciation while RM were stable in 3QFY26. With recent increase in international NR price at USD1,8000/ton (vs USD1,700/ton in 3Q) and currency headwinds, the management indicated RM impact of 1-1.5% in 4QFY26E. However other commodities like domestic NR prices at Rs180-185/kg, crude derivatives are likely to be range bound on average basis in 4QFY26E.

Camso margins improvement likely from 4QFY26E – Camso's operations remained steady, with revenues at ~Rs1.8bn (USD ~20mn) in 3QFY26 with double-digit margins (adjusted for one-time IT and transition costs to the tune of 4-5% of revenues). While Camso will need 3-5 quarter more for normalized performance, but QoQ margin/volume improvement is expected from 4QFY26E. SL operation impacted led by cyclone and high competition. Focus is on maintaining market leadership.

View – We expect confluence of healthy volumes and healthy margins expansion bode well for re-rating given recent underperformance. RM headwinds to persist with sharp INR depreciation, NR (international) is expected to dent RM by 1-1.5%. Strong emphasis on branding, new product launches (in premium segment) and ramp-up in strategic focus areas (2W, PCR, OTR, exports), should drive volumes. We will watch out for Camso's execution over 2-3 quarters. Valuations at 17.5x/15.3x FY27E/28E consol EPS (vs 10yr LPA of ~20x) points at decent upside. Reiterate 'ADD' with revised TP at Rs4,272 (vs Rs4,284). We cut FY27/28 consol EPS by 1.4%/1.3% to factor in for INR depreciation and NR inflation.

Exhibit 1: Actual vs estimates

Rs mn	Actual	Estimate		% variation		Remarks
		YES Sec	Consensus	Yes Sec	Consensus	
Sales	41,571	40,129	39,711	3.6	4.7	Healthy revenues drive operational beat
EBITDA	5,634	5,341	5,065	5.5	11.2	
EBITDA %	13.6	13.3	12.8	20bp	80bp	
Adj. PAT	1,985	1,830	1,778	8.5	11.7	

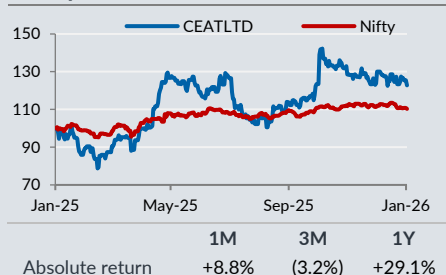
Source: Company, YES Sec

Reco	: ADD
CMP	: Rs 3,712
Target Price	: Rs 4,272
Potential Return	: +15.1%

Stock data (as on Jan 20, 2026)

Nifty	25,233
52 Week h/l (Rs)	4438 / 2343
Market cap (Rs/USD mn)	155587 / 1711
Outstanding Shares (mn)	40
6m Avg t/o (Rs mn):	715
Div yield (%)	0.8
Bloomberg code:	CEAT IN
NSE code:	CEATLTD

Stock performance



Shareholding pattern (As of Sep'25)

Promoter	47.2%
FII+DII	36.4%
Others	16.9%

Δ in stance

(1-Yr)	New	Old
Rating	ADD	ADD
Target Price	4,272	4,284

Δ in earnings estimates

	FY27E	FY28E
EPS (New)	212.3	242.1
EPS (Old)	215.2	245.2
% change	(1.4%)	(1.3%)

Financial Summary

Y/E MAR (Rs b)	FY26E	FY27E	FY28E
Sales	153.4	173.3	188.2
EBITDA	18.8	22.1	24.6
Adj. PAT	6.5	8.6	9.8
Adj. EPS (INR)	160	212	242
EPS Gr. (%)	28.5	33.0	14.1
BV/Sh. (INR)	1,206	1,379	1,576
RoE (%)	13.2	15.4	15.4
RoCE (%)	15.1	17.0	17.2
Payout (%)	23.0	21.7	21.4
P/E (x)	23.3	17.5	15.3
P/BV (x)	3.1	2.7	2.4
EV/EBITDA (x)	9.3	8.0	7.0
Div. Yield (%)	0.9	1.1	1.2

DEEP SHAH

Lead Analyst

☎ +91 22 6992 2934 / 35 / 36



MEGHNA GUNDU, Associate

Exhibit 2: Quarterly snapshot

Y/E Mar (Rs mn)	Q3FY26	Q3FY25	YoY chg	Q2FY26	9MFY26	9MFY25	YoY chg
Net Revenues	41,571	32,999	26.0	37,727	114,591	97,973	17.0
Raw Materials	24,973	20,847	19.8	22,286	69,570	60,930	14.2
% of Net Sales	60.1%	63.2%		59.1%	60.7%	62.2%	
Personnel	2,822	2,159	30.7	2,617	7,708	6,305	22.3
% of Net Sales	6.8%	6.5%		6.9%	6.7%	6.4%	
Manufacturing & Other Exp	8,141	6,584	23.6	7,789	22,768	19,877	14.5
% of Net Sales	19.6%	20.0%		20.6%	19.9%	20.3%	
Total Expenditure	35,937	29,590	21.4	32,693	100,047	87,112	14.8
EBITDA	5,634	3,409	65.3	5,034	14,545	10,861	33.9
EBITDA Margin (%)	13.6%	10.3%		13.3%	12.7%	11.1%	
Depreciation	1,881	1,415	33.0	1,739	5,134	4,104	25.1
EBIT	3,752	1,994	88.2	3,295	9,411	6,757	39.3
Interest Expenses	1,050	751	39.8	870	2,740	2,034	34.7
Non-operating income	61	34	76.4	39	146	130	12.4
Extraordinary Expenses	580	0		0	613	(74)	
PBT	2,183	1,277.5	70.9	2,464	6,205	4,928	25.9
Tax-Total	676	361	87.1	680	1,775	1,364	30.1
Tax Rate (%) – Total	31.0%	28.3%	9.5	27.6%	28.6%	27.7%	3.3
Reported PAT	1,507	916	64.5	1,785	4,430	3,563	24.3
Minority Interest/Share of associates	43	53	(19.5)	70	96	158	(39.3)
PAT after MI	1,550	970	59.9	1,855	4,526	3,722	21.6
Adj. PAT	1,985	970	104.7	1,855	4,988	3,662	36.2

Source: Company, YES Sec

KEY CON-CALL HIGHLIGHTS

- **Industry outlook** - Indian tyre market did well in CY25 led by GST revision led to improved sentiments in urban and rural both for OEM and replacement. Expect healthy single digit growth through FY31
- **Volume grew ~20.9% in standalone operations in 3QFY26** as replacement volumes grew mid-teens (led by TBR, farm and 2W and was beyond channel stocking as inventory are normalized), OEMs by +20%, led by favorable base and exports by +20% YoY. **Expect high single digit growth for replacement in FY27E**
- **Segmental growth Outlook**
 - **Replacement** - MHCV mid-high single digit, 2W high single digit.
 - **OEM** - PCR grew healthy on low base, 2W high single digit, Farm - double digit, TBR - strong double digit
- **Exports - US tariff headwinds remain while EUR/LATAM/Africa did well**
 - Demand for TBR, PCR and OHT remain strong.
 - Specialty segment revenues grew in mid-twenties in 3QFY26 and high teens in YTD FY26.
 - Non specialty segment grew in high twenties with strong growth in TBR and PCR.
- **Market share - 1) Replacement** - Saw expansion in TBR, 2W with slight decline in scooter and PCR by <1%. **2) OEM** - market share expanded across segments with high scope within PCR as CEAT is currently number 3 with 3-3.5% difference vs the leader.

- **SA gross margins contraction was led by RM inflation** due to INR depreciation. RM were stable in 3QFY26 QoQ, NR at USD1700/ton while crude linked remained range bound. **Expect RM impact of 1-1.5% in 4QFY26E due to INR depreciation and NR inflation (especially international).**
 - Domestic NR prices are stable QoQ at Rs180-185/kg, international NR prices moved up to USD1,800/ton (vs USD1,700/ton in 3Q), Carbon black expected to be lower in 4Q while Synthetic rubber prices are range bound on average basis and likely to be lower in 4Q.
- **New labor code norms** - Expect Rs10-20m impact incremental impact due to labor code provision.
- **Camso update** - plant operation remained steady, direct customer transfer underway, utilization ramp-up expected post changes in marketing mix which is currently at 50%.
- **Camso financial** - Revenues at ~Rs1.8b (USD20m) with double digit margins (adjusted for one time IT and transitionary cost to the tune of 4-5% of revenues which is not expected to continue
 - Necessary price hikes have been taken to pass on US tariff impact.
 - Demand from US market demand remains cyclical and tracking as per expectations.
 - Will take 3-5 quarter more for normalized quarter but expect improvement in margins and volumes from 4QFY26E. Gross margins contracted in 3Q led by steel inflation. However, expect the same to normalize in 4QFY26
- **SL operation** impacted in 3QFY26 led by cyclone and high competition. Focus is on maintaining market leadership.
- **Capex:** Co. incurred capex of Rs2.54b in 3QFY26 (vs Rs4.23b in 2QFY26, Rs2.31b in 1QFY26), with annual guidance of ~Rs10-10.5b (excluding intangible for Camso). The spend is largely for capacity additions and intangible for Camso. WC increased QoQ by Rs380m due to higher RM inventory. Overall capacity utilization at 80-85%.
 - Rs13.5b capex announced for brownfield expansion at Chennai plant is incremental to the earlier Rs4.5b expansion and will raise PCR capacity from ~30k to ~40k tyres per day. While Capex per tyre appears higher, management clarified that the expansion should be viewed on a tonnage basis, with incremental capacity of ~140 tonnes per day. Higher costs are driven by an increasing mix of higher rim-size and premium tyres, which raise average tyre weight; on a per-ton basis.
- **Consol debt at ~Rs29.3b in 3QFY26** (vs Rs29.4b in 2QFY26, Rs18.1b in 1QFY26, Rs19.3b in FY25), led by payout for Camso acquisition and capex as guided earlier.
- **EVs** - have ~30% market share in OEM PCR and ~20% in 2W OEM. New platform onboarding continues.
- **Premiumization** - Investing to ramp-up high rim sizes, 2W (motorcycle steel and fabric radials) continues to see traction.

ANALYST VIEW & INVESTMENT THESIS

Growth outlook healthy as replacement demand on firm footing - CEAT to continue deliver healthy volume growth in most of the segments led by; 1) TBR replacement, 2) healthy brand pull in PCR, 3) rural uptick to drive volumes for farm and 2W and 4) new launches to drive exports. Overall, we build in revenue/EBITDA/Adj.PAT CAGR of ~12.7%/17.6%/29.8% over FY25-28E.

Domestic market share gains more pronounced in 2W/PCR, further expansion to be piecemeal - 1) **2W** - Leadership in 2W replacement with MS at ~36% in FY25 (vs 33%/28%/26%/26%/8% in FY24/FY23/FY19/FY17/FY11), a gap of ~6% with second largest player MRF. CEAT/MRF/TVS together account for ~80% of 2W. 2) **PCR** - **No 3 player in PC/UV with MS at ~16 in FY25 (vs ~16%/15%/11%/8%/3% in FY24/FY23/FY19/FY17/FY11).** 3) **TBR (no 4 player) with MS at ~10% (vs ~7%/6% in FY24/FY20).** See scope for further MS gains with focus on mining, bus, tubeless, overload (new size) and OEM with select geographic expansion.

Exports – Widening presence, new SKUs and OHT to drive overall growth CEAT to continue focus on relatively profitable segments like 2W, PCR, and OHT while remain marginal player in the most competitive TBR. Revenue contribution from these focus areas has surged over the years (to 63% in FY25 from a mere 20% in FY10). For exports, PC/UV run rate increased to ~2.3m tyres/annum (vs ~2.2m in FY24, ~2m in FY23) led by SKU addition (4.3x vs FY19 and 2.5x vs FY19 indicated in FY24). OHT SKUs increased to 930+ in FY25 (vs 875+ in FY24, 750+ in FY23) leading to increase in agri segment coverage to ~88% in FY25 (vs ~84% in FY24, 80% in FY23).

Reiterate ADD - We expect confluence of healthy volumes and healthy margins expansion bode well for re-rating given recent underperformance. RM headwinds to persist with sharp INR depreciation, NR (international) is expected to dent RM by 1-1.5%. Strong emphasis on branding, new product launches (in premium segment) and ramp-up in strategic focus areas (2W, PCR, OTR, exports), should drive volumes. We will watch out for Camso's execution over 2-3 quarters. Valuations at 17.5x/15.3x FY27E/28E consol EPS (vs 10yr LPA of ~19.6x) points at decent upside. Reiterate 'ADD' with revised TP at Rs4,272 (vs Rs4,284). We cut FY27/28 consol EPS by 1.4%/1.3% to factor in for INR depreciation and NR inflation.

Exhibit 3: Key monitorable

What to Watch	Why it Matters	Timeline
Exports ramp-up	Margin accretive, volume addition	1.5-2 years
Pricing vs peers	Price discipline helps margin	Immediate
Natural Rubber prices	Key RM that has high sensitivity to GMs	Immediate

Source: Company, YES Sec

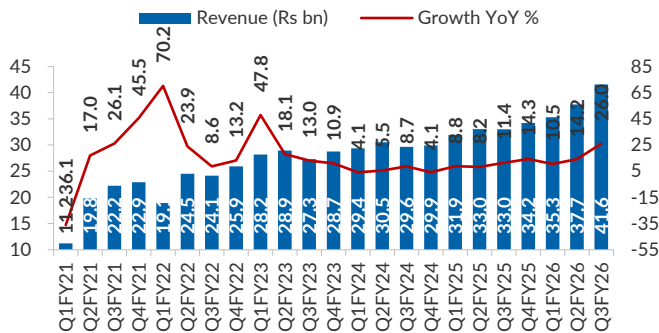
Exhibit 4: Valuation and key ratios

Valuation (x)	FY26E	FY27E	FY28E	Average (10y LPA)
P/E	23.3	17.5	15.3	20.0
P/BV	3.1	2.7	2.4	1.9
EV/EBITDA	9.3	8.0	7.0	18.5
ROCE (%)	15.1	17.0	17.2	11.1

Source: Company, YES Sec

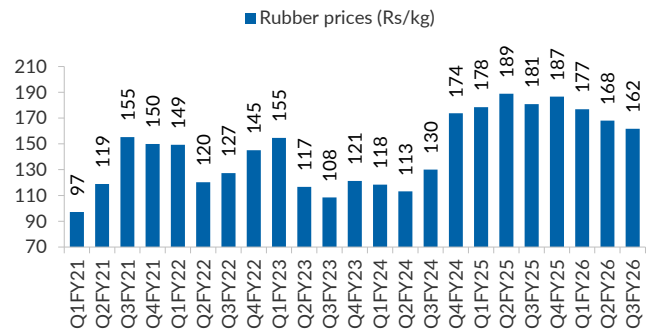
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Exhibit 5: Healthy volumes drive 3Q revenues



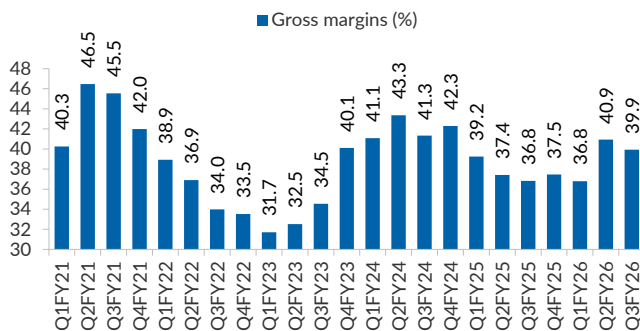
Source: Company, YES Sec

Exhibit 6: NR prices declined by 3.7% QoQ to Rs162/kg



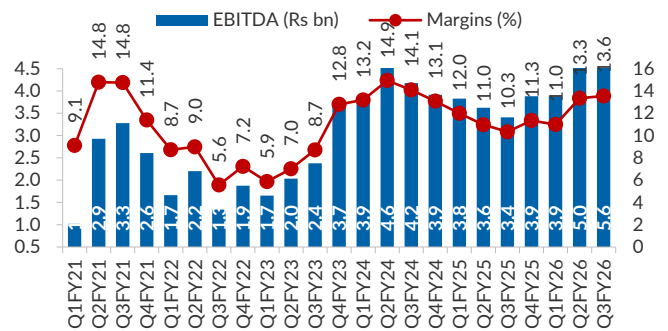
Source: Bloomberg, YES Sec

Exhibit 7: GM contracted ~100bps QoQ at 39.9%



Source: Company, YES Sec

Exhibit 8: EBITDA margins expanded ~20bps QoQ



Source: Company, YES Sec

FINANCIALS

Exhibit 9: Balance Sheet

Y/E March (Rs m)	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	405	405	405	405	405	405
Total Reserves & other equity	34,166	40,119	43,358	48,396	55,363	63,337
Net Worth	34,570	40,524	43,763	48,800	55,768	63,742
Deferred Liabilities	3,886	4,509	5,004	5,054	5,104	5,155
Total Loans	22,955	17,915	21,364	26,912	29,011	31,289
Capital Employed	61,411	62,948	70,130	80,766	89,883	100,186
Gross Block	79,004	85,812	96,352	107,602	118,852	130,102
Less: Accum. Deprn.	16,155	19,967	25,594	32,373	39,385	46,931
Net Fixed Assets	62,849	65,845	70,758	75,229	79,467	83,171
Goodwill		244	231	231	231	231
Capital WIP	4,073	3,456	4,230	4,243	4,257	4,271
Total Investments	1,696	1,821	1,898	2,072	2,262	2,472
Curr. Assets, Loans&Adv.	27,661	28,578	35,007	45,235	51,755	61,128
Inventory	11,378	11,505	14,115	18,911	21,360	23,199
Account Receivables	13,070	12,832	16,533	21,012	23,734	25,776
Cash Balance	606	552	479	1,375	2,665	8,096
Bank Balance	113	39	53	53	53	53
Loans and Advances	-	-	-	-	-	-
Others	2,494	3,650	3,826	3,884	3,944	4,004
Curr. Liability & Prov.	34,868	36,997	41,994	46,245	48,090	51,087
Account Payables	22,683	23,320	27,402	31,518	33,227	36,087
Provisions	1,917	1,840	2,312	2,326	2,340	2,354
Others	10,267	11,836	12,280	12,401	12,523	12,646
Net Current Assets	(7,207)	(8,419)	(6,987)	(1,009)	3,665	10,041
Appl. of Funds	61,411	62,947	70,130	80,765	89,882	100,185

Source: Company, YES Sec

Exhibit 10: Income statement

VY/E March (Rs m)	FY23	FY24	FY25	FY26E	FY27E	FY28E
Net Sales	113,149	119,435	132,179	153,388	173,255	188,167
Change (%)	20.8	5.6	10.7	16.0	13.0	8.6
EBITDA	9,738	16,522	14,741	18,820	22,124	24,593
Margin (%)	8.6	13.8	11.2	12.3	12.8	13.1
Depreciation	4,693	5,088	5,627	6,779	7,012	7,546
EBIT	5,045	11,434	9,115	12,041	15,112	17,047
Int. and Finance Charges	2,421	2,691	2,778	3,621	4,054	4,372
Other Income - Rec.	169	197	176	183	190	197
PBT bef. EO Exp.	2,793	8,941	6,512	8,603	11,247	12,872
EO Expense/(Income)	334	582	296	(613)	-	-
PBT after EO Exp.	2,459	8,359	6,216	9,215	11,247	12,872
Tax	718	2,214	1,720	2,396	2,924	3,347
Tax Rate (%)	29.2	26.5	27.7	26.0	26.0	26.0
Reported PAT	1,742	6,145	4,496	6,819	8,323	9,526
PAT Adj	2,196	7,008	5,023	6,453	8,586	9,794
Change (%)	161.1	219.1	(28.3)	28.5	33.0	14.1

Source: Company, YES Sec

Exhibit 11: Cash Flow Statement

VY/E March (Rs m)	FY23	FY24	FY25	FY26E	FY27E	FY28E
NP/ (Loss) bef Tax and EO	2,793	8,941	6,512	8,603	11,247	12,872
Depreciation	4,693	5,088	5,627	6,779	7,012	7,546
Interest & Finance Charges	2,421	2,691	2,778	3,621	4,054	4,372
Direct Taxes Paid	377	(1,630)	(908)	(2,396)	(2,924)	(3,347)
(Inc)/Dec in WC	1,298	748	(2,230)	(5,158)	(3,462)	(1,021)
Others	(106)	10	116	(320)	309	315
CF from Operations	12,055	17,193	10,920	11,821	16,318	20,818
(inc)/dec in FA	(8,791)	(8,673)	(9,434)	(11,250)	(11,250)	(11,250)
Free Cash Flow	3,264	8,520	1,486	571	5,068	9,568
(Pur)/Sale of Investments	299	136	209	(187)	(204)	(223)
CF from Investments	(8,492)	(8,537)	(9,224)	(11,437)	(11,454)	(11,473)
(Inc)/Dec in Debt	(977)	(5,556)	1,893	5,549	2,098	2,279
Interest Paid	(2,093)	(2,669)	(2,446)	(3,621)	(4,054)	(4,372)
Dividend Paid	(126)	(485)	(1,214)	(1,416)	(1,618)	(1,820)
CF from Fin. Activity	(3,195)	(8,710)	(1,767)	512	(3,574)	(3,913)
Inc/Dec of Cash	368	(55)	(72)	897	1,290	5,431
Add: Beginning Balance	238	605	551	479	1,375	2,665
Closing Balance	605	551	479	1,375	2,665	8,096

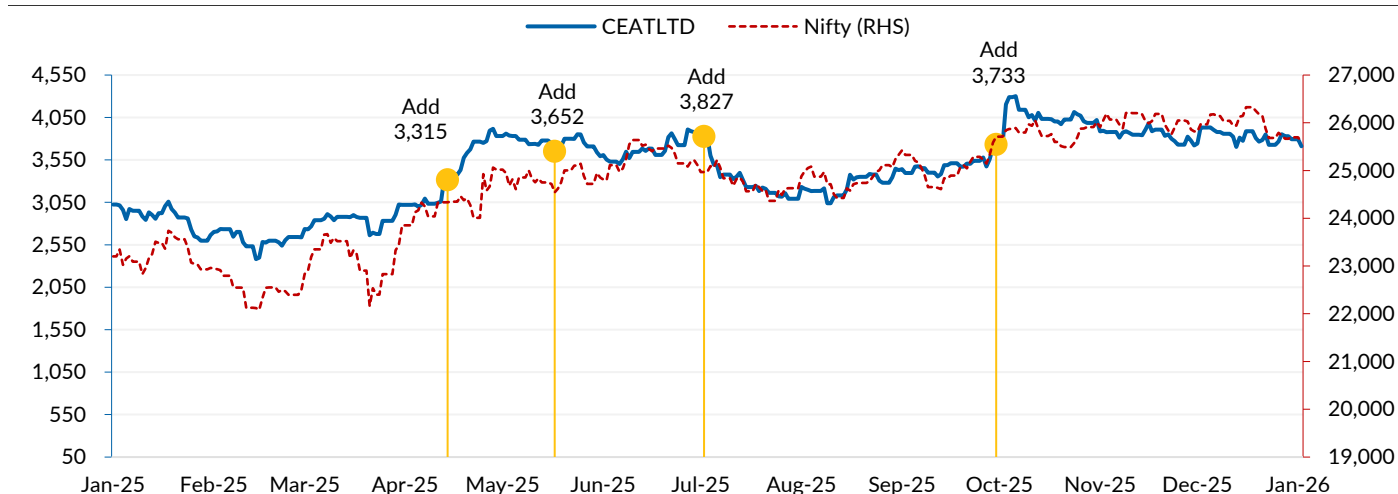
Source- Company, Yes Sec

Exhibit 12: Growth and Ratio matrix

Y/E March	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)						
EPS	54.3	173.3	124.2	159.5	212.3	242.1
Growth (%)	161.1	219.1	(28.3)	28.5	33.0	14.1
Cash EPS	170.3	299.0	263.3	327.1	385.6	428.7
BV/Share	854.6	1,001.8	1,081.9	1,206.4	1,378.7	1,575.8
DPS	12.0	30.0	30.0	35.0	40.0	45.0
Payout (%)	30.0	21.7	29.5	23.0	21.7	21.4
Valuation (x)						
P/E	68.4	21.4	29.9	23.3	17.5	15.3
Cash P/E	21.8	12.4	14.1	11.3	9.6	8.7
P/BV	4.3	3.7	3.4	3.1	2.7	2.4
EV/Sales	1.5	1.4	1.3	1.1	1.0	0.9
EV/EBITDA	17.7	10.1	11.6	9.3	8.0	7.0
Dividend Yield (%)	0.3	0.8	0.8	0.9	1.1	1.2
Return Ratios (%)						
EBITDA Margins (%)	8.6	13.8	11.2	12.3	12.8	13.1
Net Profit Margins (%)	1.9	5.9	3.8	4.2	5.0	5.2
RoE	6.4	17.3	11.5	13.2	15.4	15.4
RoCE	8.5	18.5	13.2	15.1	17.0	17.2
Operating Ratios						
Fixed Asset Turnover (x)	1.9	1.9	1.9	2.1	2.2	2.3
Inventory (Days)	36.7	35.2	39.0	45.0	45.0	45.0
Debtor (Days)	42.2	39.2	45.7	50.0	50.0	50.0
Creditor (Days)	73.2	71.3	75.7	75.0	70.0	70.0
Working Capital (Days)	5.7	3.1	9.0	20.0	25.0	25.0
Leverage Ratio (x)						
Current Ratio	0.6	0.6	0.7	0.8	0.9	1.0
Debt/Equity	0.7	0.4	0.5	0.6	0.5	0.5

Source: Company, YES Sec

Recommendation Tracker



Source – YES Sec

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Details of Compliance Officer: Aditya Goenka | Email: compliance@ysil.in / Contact No.: 022-65078127 | **Grievances Redressal Cell:** customer.service@ysil.in / igc@ysil.in

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