

# KEI Industries | BUY



## Strong print; capacity constraints limit volume growth

KEI's Q4FY26 performance was ahead of Street's expectations owing to stronger-than-expected margin and higher other income while volume growth remained muted at ~2% for Q4 and ~6% for FY26) constrained by cable capacity constraints weighed, an issue, which in 4Q, was further intensified by geopolitical disruptions and a high base YoY. For FY27E, we note revenue guidance of >20% supported by 17–18% volume growth, a key driver being the Sanand facility, a large portion of which is slated to go live through FY27E. Value growth, on the other hand, could be higher YoY in H1FY27E, though it could moderate (potentially degrow, if copper course corrects) in H2 over a high base. On margin, guidance stands largely unchanged at 10.5–11% in FY27E (incl. other income), with another ~50bps expansion in FY28E driven by exports, EHV capacities going live and operating leverage from Sanand. Lastly, on capex, Sanand's Phase 1 is live and likely to ramp up through FY27E while progress on Phase 2 (crucial, consists of new EHV capacities) is on track with commencement likely by Q4FY27E. In all, we are raising FY27E/28E EPS by 3–6%, and maintain BUY with a revised TP of INR 5,800 (earlier INR 5,300) based on 40x Mar'28E EPS.

- Stronger Q4 margin drives beat on Street estimates:** KEI's Q4 revenue of INR 34.8bn, +19% YoY was largely in line with consensus driven by 18% YoY growth in the C&W business. The growth was primarily value-led, with volumes rising ~2% YoY. Full-year volume growth came in at 6% YoY driven by capacity constraints, particularly in the cable business. Exports declined 9% YoY to INR 4.1bn, owing to deferment in shipments to the Middle East given higher freight costs, and constituted 12% of revenue. The domestic institutional business reported 17% YoY growth and constituted 32% of revenue while the dealer channel reported YoY revenue growth of 29% and constituted 56% of total revenue. Q4 EBITDA at INR 3.8bn, +27% YoY, beat Street estimate by ~8% while margin at 11.2% expanded 120bps YoY and is 100bps higher than estimate. Q4FY26 PAT shot up 25% YoY to INR 2.8bn and is 15% ahead of consensus estimate. Robust PAT growth is the result of a strong operating performance and higher other income.
- Sanand capex going live through FY27E should support volume growth:** Management reiterated their >20% revenue growth guidance for FY27E. They further indicated the Sanand facility could drive 17–18% volume growth (back-ended) while value growth could be higher YoY in H1, but could moderate in 2H over a high base. That said, shall copper prices further inch up, the possibility of FY27E revenue growth topping 25% cannot be ruled out. Over medium term, the company continues to target a CAGR of ~20% supported by capacity additions and scaling up of exports. On margin, guidance stands largely unchanged at 10.5–11% in FY27E (including other income), with a gradual improvement of ~50bps+ over FY27–28 driven by a higher share of exports, EHV capacities going live, and operating leverage from Sanand expansion.
- Update on capex progress:** KEI's Phase 1 of the Sanand facility was commissioned in Dec'25 (delay of about six months). However, being a substantially small portion of the overall setup, its initial contribution was limited to <INR 1bn in Q4FY26. Additionally, Phase 2 (EHV cables) is likely to be commissioned by Q4FY27E. The ramp-up is likely to be gradual given the need for regulatory approvals and customer onboarding, with meaningful contribution expected by the latter part of FY27 and full utilisation by FY28E. Going forward, the company plans to incur annual capex of INR 6–7bn over the next 2–3 years, with additional investments planned at Bhiwadi and Baroda. Key focus areas include capacity expansion, backward integration (including medium voltage compounds and GI wire), and expansion of the product portfolio.

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### Recommendation and Price Target

Current Reco.	BUY
Previous Reco.	BUY
Current Price Target (12M)	5,800
Upside/(Downside)	15.6%
Previous Price Target	5,300
Change	9.4%

### Key Data – KEII IN EQUITY

Current Market Price	INR5,018
Market cap (bn)	INR479.7/US\$5.0
Free Float (%)	60.5
Shares in issue (mn)	95.6
Diluted share (mn)	95.6
3-mon avg daily val (mn)	INR2,007.7/US\$21.1
52-week range	INR5,303/3,051
Sensex/Nifty	77,018/24,033
INR/US\$	95.3

### Price Performance

%	1M	6M	12M
Absolute	24.0	25.8	56.3
Relative*	19.3	36.0	63.7

\*To the NSE Nifty 50

### Financial Summary

	(INR mn)				
Y/E Mar	FY25A	FY26A	FY27E	FY28E	FY29E
Net Sales	97,359	117,478	145,672	179,905	219,484
Sales Growth (%)	20.1	20.7	24.0	23.5	22.0
EBITDA	9,910	12,290	14,859	19,070	23,704
EBITDA Margin (%)	10.2	10.5	10.2	10.6	10.8
Adjusted Net Profit	6,964	9,184	10,671	13,669	16,862
Diluted EPS (INR)	72.9	96.1	111.7	143.1	176.5
Diluted EPS Growth (%)	13.2	31.9	16.2	28.1	23.4
ROIC (%)	20.7	18.1	17.6	19.2	20.1
ROE (%)	15.6	14.8	14.9	16.4	17.2
P/E (x)	68.9	52.2	44.9	35.1	28.4
P/B (x)	8.3	7.2	6.2	5.3	4.5
EV/EBITDA (x)	46.7	38.0	31.3	24.3	19.5
Dividend Yield (x)	0.1	0.1	0.1	0.1	0.1

Source: Company data, JM Financial. Note: Valuations as of May 05, 2026

JM Financial Research is also available on: Bloomberg - JMFR <GO>, FactSet, LSEG and S&P Capital IQ

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

## Q4FY26 conference call takeaways

- **Guidance:** Confident of sustaining ~20%+ revenue growth driven by 17–18% volume growth in FY27E, largely from Sanand ramp-up. In case copper prices trend higher from current levels, overall revenue growth could naturally be higher (25–30%). Over medium term, management continues to target ~20% CAGR supported by capacity additions and export scale-up. For FY27E, management guided for 10.5–11% margins (including other income), with a gradual improvement thereafter (~50bps+ over FY27–28) led by higher exports, scale benefits from Sanand, and the introduction of new EHV capacities.
- **Sanand ramp-up plan:** Phase 1 commissioned in Dec'25 (delayed by ~six months), with an initial contribution in Q4FY26 (<INR1bn). Phase 2 (EHV) is expected to commence by Q4FY27. Initial ramp-up shall be gradual due to approvals and customer onboarding; meaningful contribution expected from FY27E, with full utilisation by FY28E.
- **Volume growth versus value growth:** FY26 volume growth stood at 6.2% (copper +15%, aluminium flat), constrained by capacity limitations (noteworthy that management had during the Q2 call guided for H1 volume growth of 15%). Q4FY26 volume growth was ~2%, impacted by delayed Sanand ramp-up. During FY26, copper rose 16.8%, and aluminium by 9.9%.
- **Capex:** Annual capex of INR 6–7bn over the next two–three years, with additional investments planned across Bhiwadi and Baroda (land already acquired). Focus areas include capacity expansion, backward integration (medium voltage compounds, GI wire), and product portfolio expansion.
- **Exports:** FY26 export revenue grew ~45% YoY to INR 18bn. The target is to derive ~20% of total sales from exports in FY27E. US exports have resumed off late after tariff-related slowdown. Key geographies include Middle East, Europe, Australia, Africa and US. Freight disruptions in Middle East impacted INR500–600mn revenue in Mar'26, now normalising (owing to partial pass-through of higher freight costs).
- **Demand outlook:** Strong demand visibility across power T&D (renewables + thermal), data centres, infrastructure (metro, railways), real estate, and oil & gas. Management remains bullish on demand across domestic and export markets.
- **Capacity utilisation:** Existing Rajasthan plants continue to operate at near-peak utilisation; growth in FY27 to be driven entirely by Sanand + incremental wire capacity at Chinchpada.
- **Working capital:** Working capital cycle improving driven by the reduction in receivables days (channel financing). Net working capital expected to stabilise at 85–90 days.
- **Dealer share:** For the next two–three years, the share of revenue from the dealer channel is expected to hover within 53–55%.

## Exhibit 1: Q4FY26 result review

Year End Mar31 (INR mn)	Q4FY24	FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26	Q4FY26E
<b>Revenue</b>	<b>23,193</b>	<b>81,078</b>	<b>20,605</b>	<b>22,796</b>	<b>24,673</b>	<b>29,148</b>	<b>97,222</b>	<b>25,903</b>	<b>27,263</b>	<b>29,547</b>	<b>34,764</b>	<b>33,777</b>
<b>YoY</b>	<b>19%</b>	<b>17%</b>	<b>16%</b>	<b>17%</b>	<b>20%</b>	<b>26%</b>	<b>20%</b>	<b>26%</b>	<b>20%</b>	<b>20%</b>	<b>19%</b>	<b>16%</b>
Raw material costs	(17,385)	(60,774)	(15,194)	(17,310)	(18,865)	(22,250)	(73,619)	(19,728)	(20,731)	(22,223)	(25,994)	(25,549)
% of sales	75.0%	75.0%	73.7%	75.9%	76.5%	76.3%	75.7%	76.2%	76.0%	75.2%	74.8%	75.6%
<b>Gross Profit</b>	<b>5,807</b>	<b>20,304</b>	<b>5,411</b>	<b>5,487</b>	<b>5,808</b>	<b>6,898</b>	<b>23,603</b>	<b>6,175</b>	<b>6,532</b>	<b>7,324</b>	<b>8,770</b>	<b>8,228</b>
<b>GP Margins</b>	<b>25.0%</b>	<b>25.0%</b>	<b>26.3%</b>	<b>24.1%</b>	<b>23.5%</b>	<b>23.7%</b>	<b>24.3%</b>	<b>23.8%</b>	<b>24.0%</b>	<b>24.8%</b>	<b>25.2%</b>	<b>24.4%</b>
Subcontractor expense	(376)	(1,069)	(386)	(317)	(207)	(238)	(1,148)	(170)	(176)	(172)	(701)	(239)
% of sales	1.6%	1.3%	1.9%	1.4%	0.8%	0.8%	1.2%	0.7%	0.6%	0.6%	2.0%	0.7%
Employee cost	(695)	(2,671)	(731)	(743)	(754)	(821)	(3,050)	(853)	(861)	(880)	(1,007)	(1,028)
% of sales	3.0%	3.3%	3.5%	3.3%	3.1%	2.8%	3.1%	3.3%	3.2%	3.0%	2.9%	3.0%
Other expenses	(2,290)	(8,151)	(2,148)	(2,220)	(2,438)	(2,827)	(9,633)	(2,572)	(2,802)	(2,956)	(3,247)	(3,785)
% of sales	9.9%	10.1%	10.4%	9.7%	9.9%	9.7%	9.9%	9.9%	10.3%	10.0%	9.3%	11.2%
<b>Total</b>	<b>(20,747)</b>	<b>(72,665)</b>	<b>(18,459)</b>	<b>(20,590)</b>	<b>(22,264)</b>	<b>(26,135)</b>	<b>(87,449)</b>	<b>(23,323)</b>	<b>(24,570)</b>	<b>(26,230)</b>	<b>(30,948)</b>	<b>(30,601)</b>
<b>EBITDA</b>	<b>2,446</b>	<b>8,412</b>	<b>2,146</b>	<b>2,206</b>	<b>2,408</b>	<b>3,013</b>	<b>9,773</b>	<b>2,580</b>	<b>2,693</b>	<b>3,317</b>	<b>3,816</b>	<b>3,175</b>
<b>EBITDA margin (%)</b>	<b>10.5%</b>	<b>10.4%</b>	<b>10.4%</b>	<b>9.7%</b>	<b>9.8%</b>	<b>10.3%</b>	<b>10.1%</b>	<b>10.0%</b>	<b>9.9%</b>	<b>11.2%</b>	<b>11.0%</b>	<b>9.4%</b>
Depreciation	(158)	(614)	(155)	(163)	(190)	(193)	(701)	(199)	(202)	(226)	(285)	(260)
<b>EBIT</b>	<b>2,288</b>	<b>7,799</b>	<b>1,991</b>	<b>2,043</b>	<b>2,219</b>	<b>2,819</b>	<b>9,071</b>	<b>2,381</b>	<b>2,491</b>	<b>3,091</b>	<b>3,531</b>	<b>2,915</b>
<b>EBIT margin (%)</b>	<b>9.9%</b>	<b>9.6%</b>	<b>9.7%</b>	<b>9.0%</b>	<b>9.0%</b>	<b>9.7%</b>	<b>9.3%</b>	<b>9.2%</b>	<b>9.1%</b>	<b>10.5%</b>	<b>10.2%</b>	<b>8.6%</b>
Other income	152	453	178	169	136	371	855	396	423	338	428	328
Finance Expenses	(165)	(439)	(142)	(133)	(143)	(139)	(556)	(145)	(142)	(166)	(188)	(185)
Extraordinary items	-2	-2					0					
<b>PBT</b>	<b>2,272</b>	<b>7,811</b>	<b>2,027</b>	<b>2,079</b>	<b>2,212</b>	<b>3,052</b>	<b>9,370</b>	<b>2,632</b>	<b>2,772</b>	<b>3,263</b>	<b>3,772</b>	<b>3,058</b>
Tax	(587)	(2,002)	(525)	(531)	(564)	(786)	(2,406)	(675)	(738)	(828)	(928)	(762)
Tax rate %	25.8%	25.6%	25.9%	25.5%	25.5%	25.8%	25.7%	25.6%	26.6%	25.4%	24.6%	24.9%
<b>PAT</b>	<b>1,686</b>	<b>5,808</b>	<b>1,502</b>	<b>1,548</b>	<b>1,648</b>	<b>2,265</b>	<b>6,964</b>	<b>1,957</b>	<b>2,035</b>	<b>2,435</b>	<b>2,843</b>	<b>2,297</b>
<b>YoY</b>	<b>22%</b>	<b>22%</b>	<b>24%</b>	<b>10%</b>	<b>9%</b>	<b>34%</b>	<b>20%</b>	<b>30%</b>	<b>31%</b>	<b>48%</b>	<b>25%</b>	<b>1%</b>
<b>NPM</b>	<b>7.3%</b>	<b>7.2%</b>	<b>7.3%</b>	<b>6.8%</b>	<b>6.7%</b>	<b>7.8%</b>	<b>7.2%</b>	<b>7.6%</b>	<b>7.5%</b>	<b>8.2%</b>	<b>8.2%</b>	<b>6.8%</b>

Source: Company, JM Financial

**Exhibit 2: Segmental performance**

Year End Mar31 (INR mn)	Q4FY24	FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26
<b>Segmental Revenue</b>											
<b>Cables &amp; Wires</b>	<b>20,691</b>	<b>73,256</b>	<b>18,757</b>	<b>21,402</b>	<b>23,517</b>	<b>27,968</b>	<b>91,644</b>	<b>24,771</b>	<b>26,256</b>	<b>28,208</b>	<b>32,970</b>
growth %	18%	17%	16%	21%	26%	35%	25%	32%	23%	20%	18%
<b>Stainless Steel Wires</b>	<b>572</b>	<b>2,218</b>	<b>538</b>	<b>598</b>	<b>551</b>	<b>462</b>	<b>2,148</b>	<b>521</b>	<b>539</b>	<b>545</b>	<b>561</b>
growth %	-12%	-13%	-9%	1%	19%	-19%	-3%	-3%	-10%	-1%	21%
<b>EPC Projects</b>	<b>3,405</b>	<b>12,151</b>	<b>2,261</b>	<b>1,309</b>	<b>759</b>	<b>2,234</b>	<b>6,562</b>	<b>994</b>	<b>1,014</b>	<b>1,374</b>	<b>2,233</b>
growth %	53%	72%	22%	-58%	-80%	-34%	-46%	-56%	-23%	81%	0%
<b>Segmental Result</b>											
<b>Cables &amp; Wires</b>	<b>2,258</b>	<b>7,570</b>	<b>2,067</b>	<b>2,241</b>	<b>2,372</b>	<b>3,069</b>	<b>9,749</b>	<b>2,665</b>	<b>2,871</b>	<b>3,373</b>	<b>4,104</b>
Margin %	10.9%	10.3%	11.0%	10.5%	10.1%	11.0%	10.6%	10.8%	10.9%	12.0%	12.4%
<b>Stainless Steel Wires</b>	<b>13</b>	<b>117</b>	<b>10</b>	<b>29</b>	<b>30</b>	<b>25</b>	<b>94</b>	<b>42</b>	<b>44</b>	<b>35</b>	<b>50</b>
Margin %	2.3%	5.3%	1.9%	4.8%	5.5%	5.4%	4.4%	8.1%	8.2%	6.4%	8.9%
<b>EPC Projects</b>	<b>422</b>	<b>1,431</b>	<b>298</b>	<b>121</b>	<b>19</b>	<b>170</b>	<b>608</b>	<b>79</b>	<b>51</b>	<b>17</b>	<b>47</b>
Margin %	12.4%	11.8%	13.2%	9.2%	2.5%	7.6%	9.3%	8.0%	5.1%	1.2%	2.1%

Source: Company, JM Financial

**Exhibit 3: Revenue split by channel**

Year End Mar31 (INR mn)	Q4FY24	FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26
<b>EHV</b>	<b>2,300</b>	<b>6,580</b>	<b>810</b>	<b>940</b>	<b>840</b>	<b>1,450</b>	<b>4,040</b>	<b>1,260</b>	<b>1,720</b>	<b>1,530</b>	<b>2,190</b>
growth (%)	107%	80%	59%	-51%	-55%	-37%	-39%	56%	83%	82%	51%
% of overall	10%	8%	4%	4%	3%	5%	4%	5%	6%	5%	6%
<b>HW</b>	<b>6,250</b>	<b>23,470</b>	<b>6,480</b>	<b>7,280</b>	<b>7,160</b>	<b>8,622</b>	<b>29,542</b>	<b>8,420</b>	<b>9,270</b>	<b>10,430</b>	<b>10,880</b>
growth (%)	31%	27%	17%	22%	25%	38%	26%	30%	27%	46%	26%
% of overall	27%	29%	31%	32%	29%	29%	30%	33%	34%	35%	31%
<b>HT Cable</b>	<b>3,950</b>	<b>13,170</b>	<b>3,190</b>	<b>4,310</b>	<b>5,600</b>	<b>6,538</b>	<b>19,638</b>	<b>4,800</b>	<b>3,230</b>	<b>4,180</b>	<b>4,110</b>
growth (%)	11%	9%	7%	66%	54%	66%	49%	50%	-25%	-25%	-37%
% of overall	17%	16%	15%	19%	23%	22%	20%	19%	12%	14%	12%
<b>LT Cable</b>	<b>8,410</b>	<b>30,620</b>	<b>8,400</b>	<b>8,890</b>	<b>9,930</b>	<b>11,650</b>	<b>38,870</b>	<b>10,370</b>	<b>11,870</b>	<b>12,170</b>	<b>16,220</b>
growth (%)	3%	8%	17%	21%	30%	39%	27%	23%	34%	23%	39%
% of overall	36%	38%	41%	39%	40%	40%	40%	40%	44%	41%	47%
<b>SSW</b>	<b>560</b>	<b>2,180</b>	<b>530</b>	<b>590</b>	<b>540</b>	<b>459</b>	<b>2,119</b>	<b>510</b>	<b>538</b>	<b>530</b>	<b>550</b>
growth (%)	-11%	-12%	-9%	2%	17%	-18%	-3%	-4%	-9%	-2%	20%
% of overall	2%	3%	3%	3%	2%	2%	2%	2%	2%	2%	2%
<b>EPC (ex. Cable)</b>	<b>1,920</b>	<b>5,620</b>	<b>1,310</b>	<b>800</b>	<b>600</b>	<b>716</b>	<b>3,426</b>	<b>610</b>	<b>470</b>	<b>800</b>	<b>1,230</b>
growth (%)	42%	39%	18%	-29%	-59%	-63%	-39%	-53%	-41%	33%	72%
% of overall	8%	7%	6%	4%	2%	2%	4%	2%	2%	3%	4%

Source: Company, JM Financial

**Exhibit 4: Revenue split by operational channel**

Year End Mar31 (INR mn)	Q4FY24	FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY25E	Q1FY26	Q2FY26	Q3FY26	Q4FY26
<b>Domestic inst. incl. EPC</b>	<b>11,243</b>	<b>35,841</b>	<b>8,255</b>	<b>8,256</b>	<b>9,643</b>	<b>9,676</b>	<b>35,830</b>	<b>9,323</b>	<b>8,263</b>	<b>8,427</b>	<b>11,284</b>
growth (%)	10.9%	8.0%	17.5%	-1.8%	5.2%	-13.9%	0.0%	12.9%	0.1%	-12.6%	16.6%
% of overall	48%	44%	40%	36%	39%	33%	37%	36%	30%	29%	32%
<b>Dealer (Retail)</b>	<b>10,560</b>	<b>37,700</b>	<b>10,850</b>	<b>12,580</b>	<b>12,470</b>	<b>14,976</b>	<b>50,876</b>	<b>13,260</b>	<b>14,750</b>	<b>16,120</b>	<b>19,360</b>
growth (%)	28.5%	21.7%	28.9%	36.3%	31.4%	41.8%	34.9%	22.2%	17.2%	29.3%	29.3%
% of overall	46%	46%	53%	55%	51%	51%	52%	51%	54%	55%	56%
<b>Export (cables, primarily institutional)</b>	<b>1,390</b>	<b>7,560</b>	<b>1,500</b>	<b>1,960</b>	<b>2,560</b>	<b>4,530</b>	<b>10,550</b>	<b>3,320</b>	<b>4,250</b>	<b>5,000</b>	<b>4,120</b>
growth (%)	16.8%	52.1%	-37.0%	7.1%	30.6%	225.9%	39.6%	121.3%	116.8%	95.3%	-9.1%
% of overall	6%	9%	7%	9%	10%	16%	11%	13%	16%	17%	12%
<b>Total Institutional</b>	<b>12,633</b>	<b>43,401</b>	<b>9,755</b>	<b>10,216</b>	<b>12,203</b>	<b>14,206</b>	<b>46,380</b>	<b>12,643</b>	<b>12,513</b>	<b>13,427</b>	<b>15,404</b>
growth (%)			3.7%	-0.2%	9.7%	12.5%	7%	29.6%	22.5%	10.0%	8.4%
% of overall	54%	54%	47%	45%	49%	49%	48%	49%	46%	45%	44%

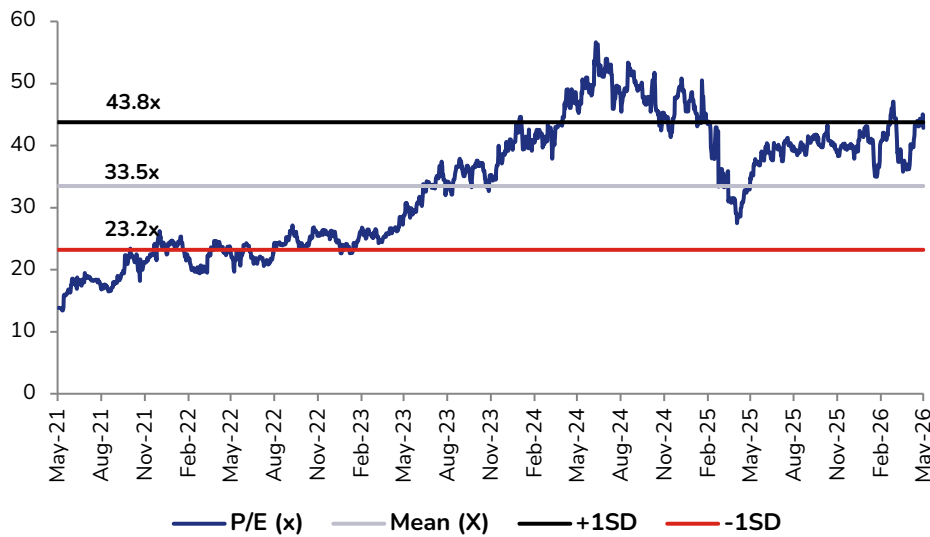
Source: Company, JM Financial

**Exhibit 5: EPS revisions**

Particulars (INR mn)	FY27E	FY28E	FY29E
<b>Revenue</b>			
New	1,45,672	1,79,905	2,19,484
Old	1,43,282	1,76,237	nm
Change	1.7%	2.1%	nm
<b>EBITDA</b>			
New	14,859	19,070	23,704
Old	15,045	18,681	nm
Change	-1.2%	2.1%	nm
<b>EBITDA Margin %</b>			
New	10.2%	10.6%	10.8%
Old	10.5%	10.6%	nm
Change	(30)	0	nm
<b>PAT</b>			
New	10,671	13,669	16,862
Old	10,342	12,913	nm
Change	3.2%	5.9%	nm
<b>EPS</b>			
New	111.7	143.1	176.5
Old	108.2	135.1	nm
Change	3.2%	5.9%	nm

Source: Company, JM Financial

**Exhibit 6: 1Y forward P/E band (last five years)**



Source: Bloomberg, JM Financial

## Financial Tables (Consolidated)

Income Statement		(INR mn)				
Y/E Mar	FY25A	FY26A	FY27E	FY28E	FY29E	
Net Sales	97,359	117,478	145,672	179,905	219,484	
Sales Growth (%)	20.1	20.7	24.0	23.5	22.0	
Other Operating Income	-	-	-	-	-	
<b>Total Revenue</b>	<b>97,359</b>	<b>117,478</b>	<b>145,672</b>	<b>179,905</b>	<b>219,484</b>	
Cost of Goods Sold/Op. Exp	73,619	88,676	110,422	135,807	165,353	
Personnel Cost	3,043	3,715	4,458	5,350	6,420	
Other Expenses	10,788	12,796	15,934	19,678	24,007	
<b>EBITDA</b>	<b>9,910</b>	<b>12,290</b>	<b>14,859</b>	<b>19,070</b>	<b>23,704</b>	
EBITDA Margin (%)	10.2	10.5	10.2	10.6	10.8	
EBITDA Growth (%)	18.3	24.0	20.9	28.3	24.3	
Depn. & Amort.	701	912	1,275	1,650	2,010	
EBIT	9,208	11,379	13,584	17,420	21,695	
Other Income	718	1,586	1,271	1,369	1,289	
Finance Cost	556	641	604	534	464	
PBT before Excep. & Forex	9,370	12,323	14,251	18,255	22,519	
Excep. & Forex Inc./Loss(-)	-	-	-	-	-	
PBT	9,370	12,323	14,251	18,255	22,519	
Taxes	2,406	3,139	3,580	4,586	5,657	
Extraordinary Inc./Loss(-)	-	-	-	-	-	
Assoc. Profit/Min. Int.(-)	-	-	-	-	-	
Reported Net Profit	6,964	9,184	10,671	13,669	16,862	
<b>Adjusted Net Profit</b>	<b>6,964</b>	<b>9,184</b>	<b>10,671</b>	<b>13,669</b>	<b>16,862</b>	
Net Margin (%)	7.2	7.8	7.3	7.6	7.7	
Diluted Share Cap. (mn)	96	96	96	96	96	
<b>Diluted EPS (INR)</b>	<b>72.9</b>	<b>96.1</b>	<b>111.7</b>	<b>143.1</b>	<b>176.5</b>	
Diluted EPS Growth (%)	13.2	31.9	16.2	28.1	23.4	
Total Dividend + Tax	382	430	478	526	573	
Dividend Per Share (INR)	4.0	4.5	5.0	5.5	6.0	

Source: Company, JM Financial

Cash Flow Statement		(INR mn)				
Y/E Mar	FY25A	FY26A	FY27E	FY28E	FY29E	
Profit before Tax	9,370	12,323	14,251	18,255	22,519	
Depn. & Amort.	701	912	1,275	1,650	2,010	
Net Interest Exp. / Inc. (-)	-	-	-	-	-	
Inc (-) / Dec in WCap.	-8,515	-2,041	-8,088	-8,734	-10,098	
Others	31	-49	0	-	0	
Taxes Paid	-2,406	-3,139	-3,580	-4,586	-5,657	
<b>Operating Cash Flow</b>	<b>-819</b>	<b>8,007</b>	<b>3,857</b>	<b>6,585</b>	<b>8,774</b>	
Capex	-5,488	-12,591	-2,477	-4,000	-6,000	
Free Cash Flow	-6,307	-4,584	1,380	2,585	2,774	
Inc (-) / Dec in Investments	-1	0	-	-	-	
Others	-1,463	592	100	-100	-100	
<b>Investing Cash Flow</b>	<b>-6,952</b>	<b>-11,999</b>	<b>-2,377</b>	<b>-4,100</b>	<b>-6,100</b>	
Inc / Dec (-) in Capital	11	0	-	-	-	
Dividend + Tax thereon	-382	-430	-478	-526	-573	
Inc / Dec (-) in Loans	510	358	-230	-330	-230	
Others	19,782	38	-	-	-	
<b>Financing Cash Flow</b>	<b>19,921</b>	<b>-34</b>	<b>-708</b>	<b>-856</b>	<b>-803</b>	
<b>Inc / Dec (-) in Cash</b>	<b>12,149</b>	<b>-4,026</b>	<b>772</b>	<b>1,629</b>	<b>1,871</b>	
Opening Cash Balance	7,004	19,153	15,126	15,899	17,528	
Closing Cash Balance	19,153	15,126	15,899	17,528	19,399	

Source: Company, JM Financial

Balance Sheet		(INR mn)				
Y/E Mar	FY25A	FY26A	FY27E	FY28E	FY29E	
Shareholders Fund	57,858	66,649	76,843	89,986	106,276	
Share Capital	191	191	191	191	191	
Reserves & Surplus	57,666	66,458	76,651	89,795	106,084	
Preference Share Capital	-	-	-	-	-	
Minority Interest	-	-	-	-	-	
Total Loans	1,783	1,862	1,562	1,162	862	
Def. Tax Liab. / Assets (-)	100	11	11	11	11	
Other non-current liabilities / Lease Liabilities	581	1,724	1,794	1,864	1,934	
<b>Total - Equity &amp; Liab.</b>	<b>60,222</b>	<b>70,236</b>	<b>80,199</b>	<b>93,013</b>	<b>109,072</b>	
Net Fixed Assets	11,422	23,101	24,304	26,654	30,644	
Gross Fixed Assets	11,573	17,995	24,495	30,495	36,495	
Intangible Assets	-	-	-	-	-	
Less: Depn. & Amort.	4,005	4,916	6,191	7,841	9,850	
Capital WIP	3,855	10,023	6,000	4,000	4,000	
Investments	17	17	17	17	17	
Current Assets	58,543	62,656	74,520	88,772	105,237	
Inventories	17,303	24,008	29,770	36,766	44,854	
Sundry Debtors	17,972	18,417	23,946	29,573	36,080	
Cash & Bank Balances	19,153	15,126	15,899	17,528	19,399	
Loans & Advances	18	17	17	17	17	
Other Current Assets	4,096	5,088	4,888	4,888	4,888	
Current Liab. & Prov.	11,820	19,068	22,271	26,160	30,657	
Current Liabilities	9,989	14,433	17,436	21,325	25,821	
Provisions & Others	1,832	4,635	4,835	4,835	4,835	
Net Current Assets	44,526	42,500	51,361	61,724	73,693	
Other Non Current Assets/ROU Assets	4,560	4,873	4,773	4,873	4,973	
<b>Total - Assets</b>	<b>60,222</b>	<b>70,236</b>	<b>80,199</b>	<b>93,013</b>	<b>109,072</b>	

Source: Company, JM Financial

Dupont Analysis		FY25A	FY26A	FY27E	FY28E	FY29E
Y/E Mar						
Net Margin (%)		7.2	7.8	7.3	7.6	7.7
Asset Turnover (x)		2.1	1.8	1.9	2.1	2.2
Leverage Factor (x)		1.1	1.1	1.1	1.0	1.0
RoE (%)		15.6	14.8	14.9	16.4	17.2

Source: Company, JM Financial

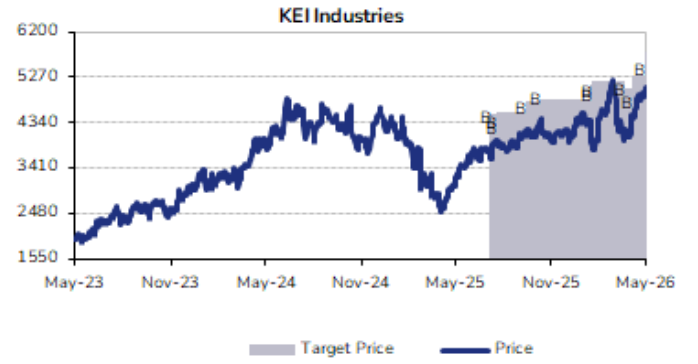
Key Ratios		FY25A	FY26A	FY27E	FY28E	FY29E
Y/E Mar						
BV/Share (INR)		605.5	697.5	804.2	941.7	1,112.2
ROIC (%)		20.7	18.1	17.6	19.2	20.1
ROE (%)		15.6	14.8	14.9	16.4	17.2
Net Debt/Equity (x)		-0.3	-0.2	-0.2	-0.2	-0.2
P/E (x)		68.9	52.2	44.9	35.1	28.4
P/B (x)		8.3	7.2	6.2	5.3	4.5
EV/EBITDA (x)		46.7	38.0	31.3	24.3	19.5
EV/Sales (x)		4.7	4.0	3.2	2.6	2.1
Debtor days		67	57	60	60	60
Inventory days		65	75	75	75	75
Creditor days		33	46	46	46	46

Source: Company, JM Financial

**Recommendation History Table**

Date	Recommendation	Target Price	% Chg.
5-May-26	Buy	5,800	9.4
10-Apr-26	Buy	5,300	5.0
27-Mar-26	Buy	5,050	-2.9
22-Jan-26	Buy	5,200	2.0
21-Jan-26	Buy	5,100	5.8
16-Oct-25	Buy	4,820	0.9
18-Sep-25	Buy	4,775	4.9
23-Jul-25	Buy	4,550	1.1
22-Jul-25	Buy	4,500	0.0
12-Jul-25	Buy	4,500	

**Recommendation History Chart**



## APPENDIX I

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

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