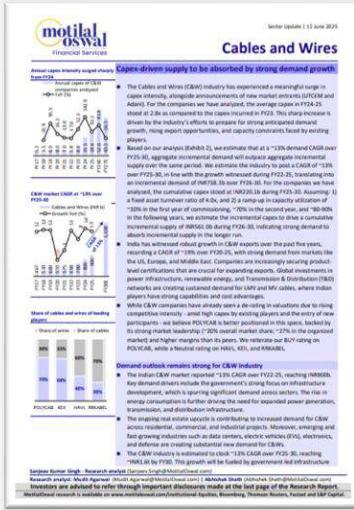


# Cables and Wires

## Steady demand outlook; pricing gains boost revenue growth



- Our recent conference and subsequent discussions with participants in the cables & wires (C&W) industry indicate a continued robust demand momentum. This growth is driven by the power sector, infrastructure investments, emerging segments such as EVs and data centers, and an improving real estate demand. While investors have expressed concerns about the sustainability of this momentum in recent quarters, we believe the inherent demand drivers remain intact. Key factors supporting this momentum include: 1) infrastructure development through investments in roads and railways; 2) expansion in the power sector, particularly renewable energy and T&D capex; and 3) growth in new avenues, such as data centers and electric vehicles, alongside ongoing traction in real estate and individual housing.
- Competitive intensity in the sector is unlikely to be as high as initially anticipated, despite entry announcements by new players such as UTCEM and the Adani Group. UTCEM has since clarified that it does not intend to accelerate its planned INR18b investment beyond what was announced in Feb'25 for its foray into the C&W sector. Similarly, no concrete plans have emerged from the Adani Group following the establishment of Praneetha Ecocables, a JV by its subsidiary Kutch Copper in Mar'25. As we highlighted in our note ([Link](#)) published on 12th Jun'25, the incremental supply is expected to be absorbed by strong demand growth in the sector.
- We believe that sustained raw material (RM) price increases, which are largely passed through to consumers, have supported revenue growth for C&W companies—a trend reflected in the sectoral performance over the past few years. Last month, copper/aluminum prices increased ~3%, with average prices in 2QFY26 (QTD) rising ~6%/9% QoQ and ~10%/14% YoY for copper/aluminum, respectively. We expect this to translate into price increases of ~3% for wires and ~4-5% for cables in the near term. The combination of rising RM prices and healthy volume growth is expected to sustain robust revenue growth in 2QFY26.

## Rating upgrade to BUY for KEII, maintain on POLYCARB (BUY) and RRKABEL (Neutral)

- Considering a robust 2QFY26, we upgrade our EPS estimates POLY CAB, KEII, and RRKABEL by ~3-5% for FY26E and ~2-4% for FY27E/28E. Valuation seems reasonable at 37x FY27E EPS and 31-32x FY28E for POLY CAB/ KEII. RRKABEL trades at 30x/25x FY27/28E EPS.
- Considering continued growth momentum, lower-than-initially anticipated competitive intensity, reasonable valuations, and the stock's underperformance over the past year (triggered by concerns of increasing competition), we upgrade KEII to BUY from Neutral. We reiterate our BUY rating on POLY CAB and Neutral rating on RRKABEL. We continue to believe that the sector's demand tailwinds will persist for several more years.

Sanjeev Kumar Singh - Research analyst (Sanjeev.Singh@MotilalOswal.com)

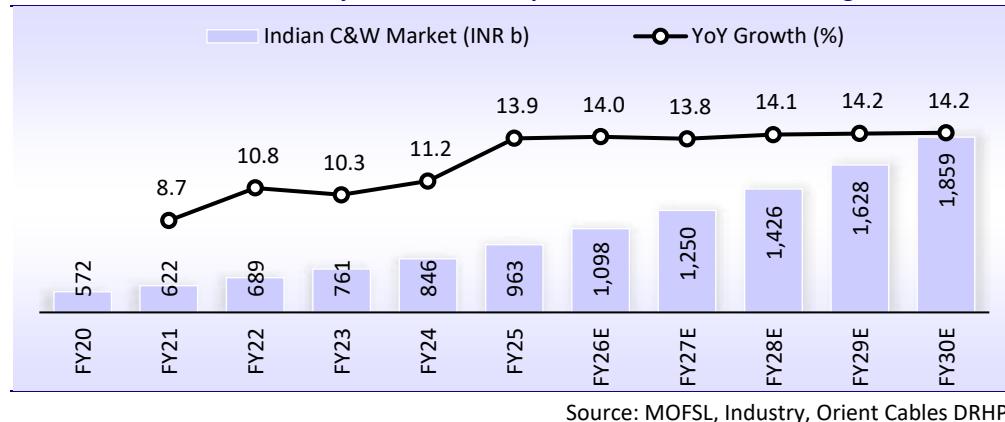
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**Investors are advised to refer through important disclosures made at the last page of the Research Report.**

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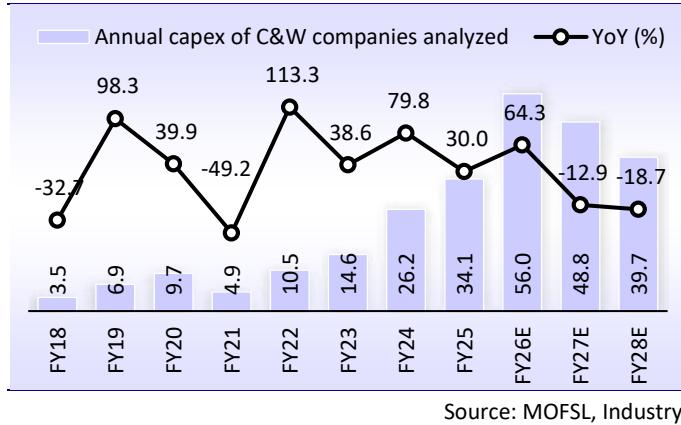
## Story in charts

**Exhibit 1: Indian C&W industry estimated to experience sustained demand growth**



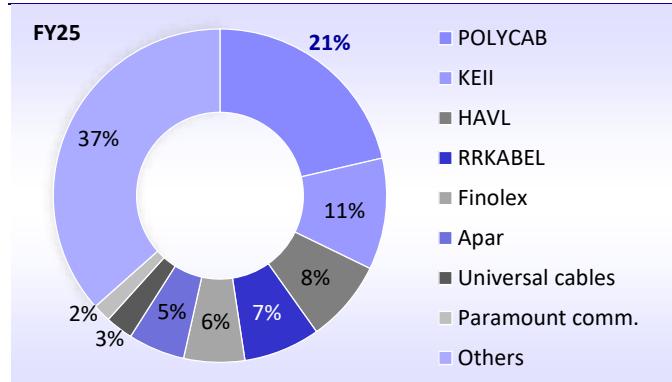
Source: MOFSL, Industry, Orient Cables DRHP

**Exhibit 2: Annual capex of C&W**



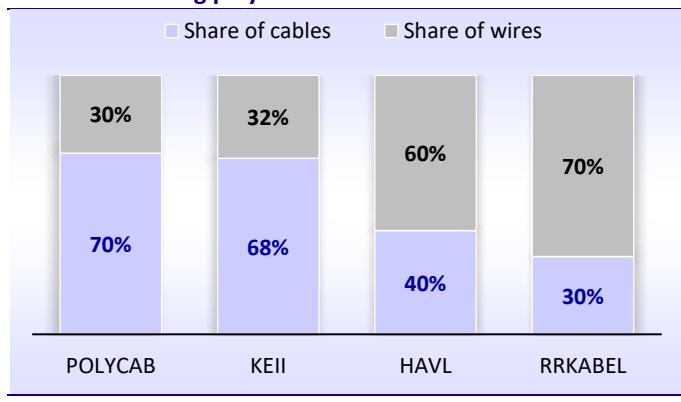
Source: MOFSL, Industry

**Exhibit 3: Market share of key players in value terms (FY25)**



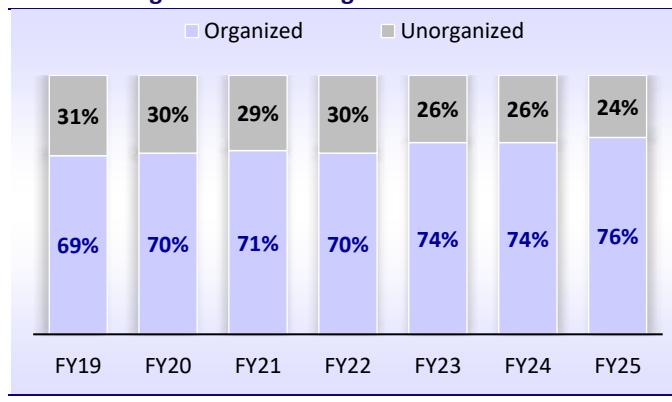
Source: MOFSL, Industry

**Exhibit 4: Leading players' share in C&W**



Source: MOFSL, Industry

**Exhibit 5: Organized and unorganized market share**

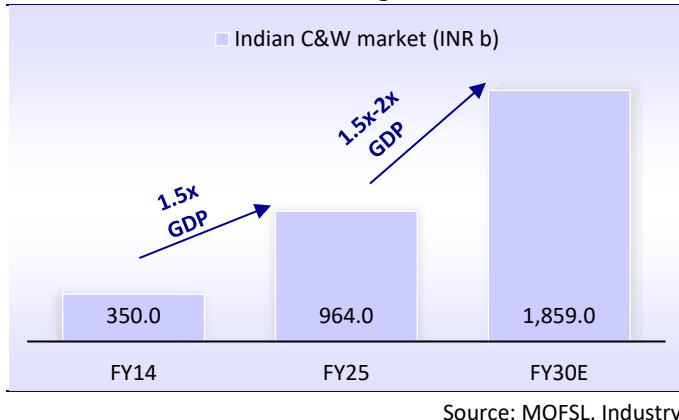


Source: MOFSL, Industry

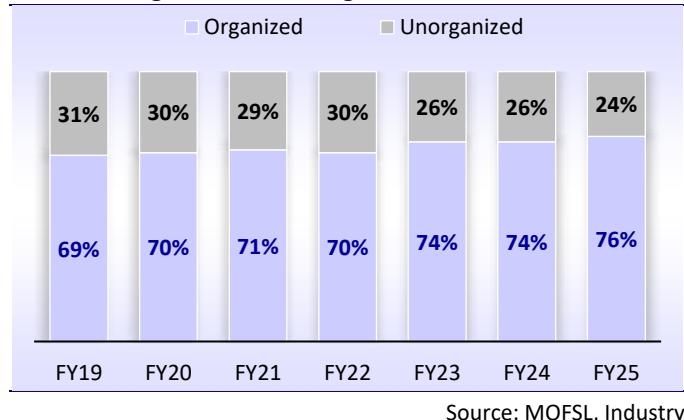
## Industry growth drivers

- The C&W industry in India is driven by several key growth drivers: 1) rising infrastructure investments, including roads and railways; 2) a strong focus on the power sector, especially renewable energy and transmission & distribution network; 3) new growth engines like data centers, defense, and EVs; and 4) the real estate growth cycle.
- According to industry estimates, the sector is expected to grow at 1.5-2x of real GDP in the near to mid-term. The Indian C&W market posted a ~9% CAGR over FY14-25, reaching INR900b (from INR350b in FY14). This growth was primarily driven by government-led infrastructure development and increased investments in the power and real estate sectors. Key demand drivers included the power sector, particularly the expansion of renewable energy, and a booming real estate market supported by record home sales. Additionally, steady private capital expenditure in sectors like cement, automobiles, and electronics, along with emerging areas like data centers and electric vehicles (EVs), has further contributed to the positive momentum
- Organized players have steadily gained market share in recent years, and their dominance is likely to expand further. The shift towards organized players is driven by a focus on safety, GST implementation, increasing complexity of C&W applications, and demand for higher voltage products.
- Exports from India have also risen in recent years, supported by global investments in renewables, data centers, infrastructure modernization, and the China+1 strategy. Demand for high-quality, compliant, and sustainable cables is growing across North America, Europe, the Middle East, and Asia Pacific. Developed economies are upgrading legacy grids, while emerging markets are building new infrastructure. The global clean energy transition is further boosting demand in the solar, wind, oil & gas, and green hydrogen sectors.

**Exhibit 6: India's C&W market to grow 1.5x-2.0x of GDP**



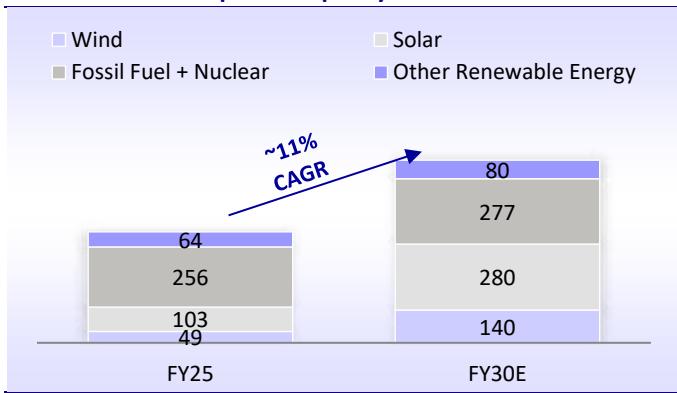
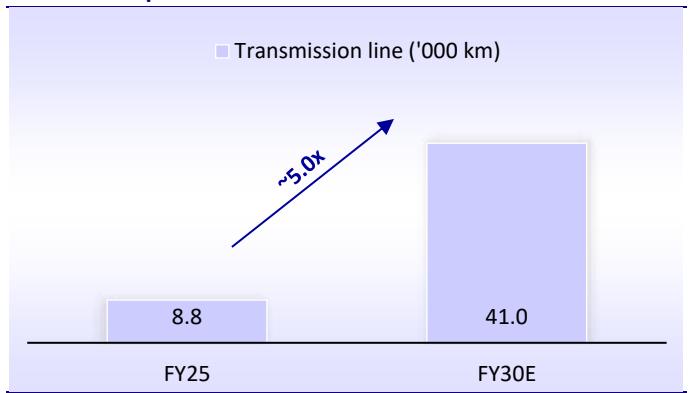
**Exhibit 7: Organized and unorganized market share**



### Power sector investments

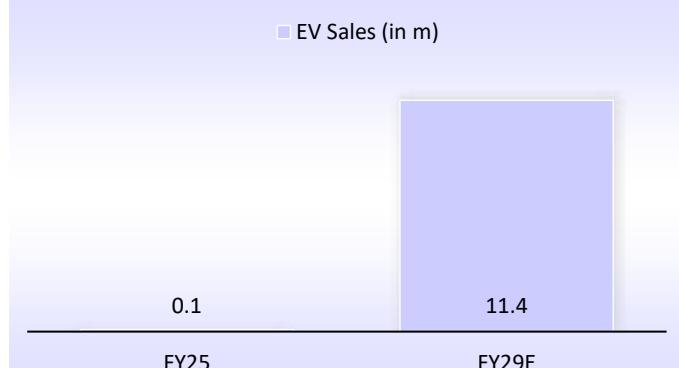
- Increasing power demand: India's per capita power consumption is set to rise from 1,395 units in FY23-24 to 2,984 units by FY39-40E, moving closer to the current global average of over 3,700 units.

- Accelerated renewable energy expansion: India's renewable energy capacity is estimated to grow from 216 GW to ~500 GW by FY29-30, in line with its ambition of sourcing 50% of cumulative power capacity from non-fossil fuel sources by 2030.
- Strengthening power infrastructure: With rising demand for efficient power transmission, India is expected to focus on inter-regional grid projects to facilitate power transfer from surplus to deficit states, especially from RE power plants concentrated in the West and South of India. The transition from overhead power lines to underground cabling will continue, ensuring easier network expansion and improved weather resilience. Additionally, the renovation and modernization of grid and sub-transmission networks will support the shift towards higher capacity and improved efficiency.

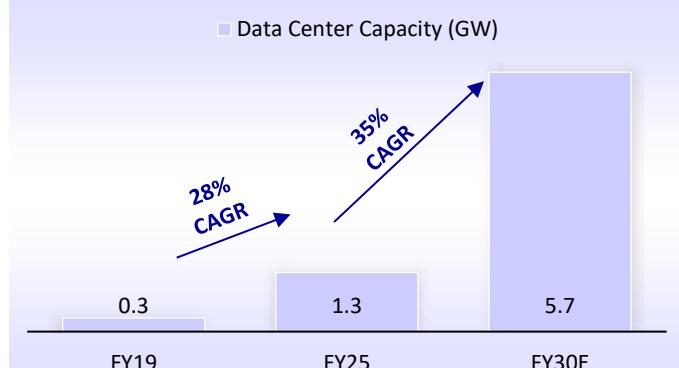
**Exhibit 8: Installed power capacity in India**

**Exhibit 9: Expected addition in transmission line**


### Public capex and high-growth sectors:

- Investments in roads, railways, and metros: The national highway network is set to grow from 146k km to 200k km by 2037. Since FY18, over 10,000 km of highways have been added annually, enhancing connectivity and logistics efficiency. Capital investment for railways is estimated at INR2.65t in FY26 (~95% funded by the Central government).
- According to industry estimates, India is expected to invest over INR7t over the next decade to add 50,000km of new tracks and upgrade existing railway infrastructure. ~1,000km of metro rail lines are currently under construction, with an additional 1,000km planned, aimed at enhancing urban mobility across key cities.
- Investment in airports: Under the Gati Shakti initiative, 200 new airports, heliports, and water aerodromes are planned. The AAI is expected to develop 50 new airports in tier II and tier III cities over the next five years to improve regional connectivity.
- Investments in data centers: India's data center capacity is set to grow from ~1.3 MW to over 4.7-5.7GW by FY30, with Mumbai, Chennai, Noida, Hyderabad, and Bengaluru emerging as key hubs for expansion.
- Rising EV adoption: The Government of India aims for 30% electrification of private cars and 70-80% of EV adoption in commercial vehicles, two-wheelers, and three-wheelers by 2030. Over 2m EV charging stations are expected to be in place by then, supporting this rapid transition.

**Exhibit 10: Expected EV sales in India**


Source: MOFSL, Industry, Orient Cables DRHP

**Exhibit 11: Indian data center market by power capacity**


Source: MOFSL, Industry, Orient Cables DRHP

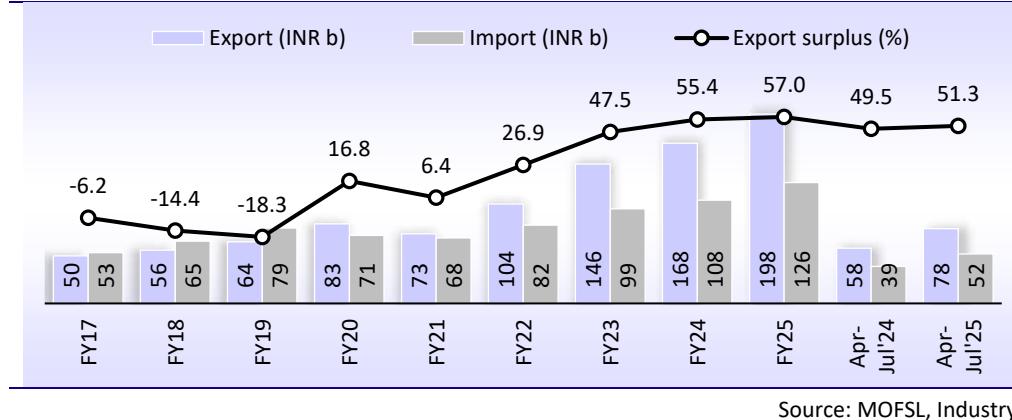
### Other key growth drivers

- **China+1 strategy:** As global companies diversify their manufacturing bases beyond China, India has emerged as a favored alternative destination. This diversification is unlocking significant export potential for Indian cable manufacturers in key markets, including North America, Europe, and Southeast Asia, where demand for compliant, high specification cables continues to rise.
- **Electrification push:** With global electricity consumption projected to double by 2050, governments are intensifying investments in the energy transmission infrastructure. The European Union plans to allocate USD633b toward electricity grid modernization by 2030, while the US's Grid Resilience Investment Program (GRIP) has earmarked USD10.5b for grid upgrades. Together, these initiatives are driving substantial demand for high-voltage and specialty cables.
- **Clean energy investments:** The accelerating shift towards renewable energy sources is fueling extensive cabling requirements across the solar, wind, and hydrogen sectors. The EU's commitment of USD1.6t to clean energy and grid projects underscores the scale of opportunity, with offshore wind capacity anticipated to surge from 12 GW in 2024 to 300 GW by 2050.
- **Digital infrastructure and data centers:** The rapid adoption of artificial intelligence and cloud computing is catalyzing exponential growth in data centers globally. Investments in this space are projected to reach USD49b by 2030, driving continuous demand for fiber optic cables, structured cabling systems, and high-speed data transmission solutions.
- **EV and charging infrastructure expansion:** The electric and hybrid vehicle market is expected to comprise 55% of global vehicle sales by 2030. Correspondingly, public EV charging stations are estimated to expand from 4m in 2023 to approximately 15m by 2030, intensifying the need for robust, safe, and efficient EV cabling infrastructure.
- **Smart cities and urbanization:** Urban populations are set to reach 68% of the global total by 2050, accelerating demand for smart city infrastructure. Initiatives such as Saudi Arabia's USD1t Vision 2030 and the projected USD1.1t global smart cities market by 2028 are driving substantial demand for low-voltage, fire-retardant, and control cables, which are essential for modern buildings and infrastructure.

### Export market

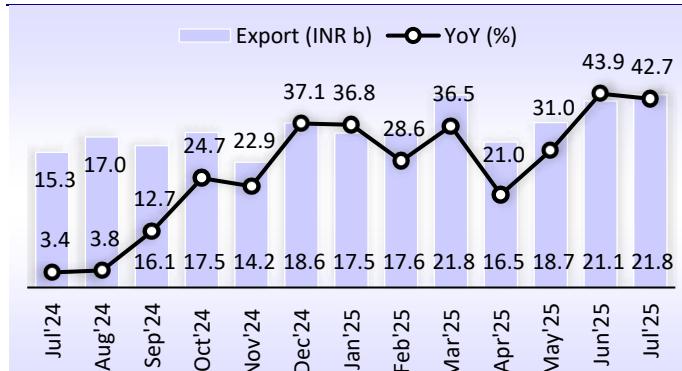
- C&W exports jumped ~44% YoY to INR21.1b in Jun'25, followed by ~43% YoY growth in Jul'25. Overall exports grew ~35% YoY during Apr-Jul'25, compared to ~5% YoY during Apr-Jul'24. Leading companies are expected to realize the most benefit from this strong rebound.
- Within key markets, the US witnessed the highest growth (~97%), followed by the UAE (~45%). The UK and Australian markets grew ~35% and ~3%, respectively, while exports to Saudi Arabia declined ~49%. India's C&W exports to the US recorded ~42% CAGR over FY17-25, reaching INR44.1b, with the US accounting for ~27% of total exports in Apr-Jul'25 vs ~19% in Apr-Jul'24.
- India has been a net exporter of C&W since FY20. Domestic companies are enhancing production capacities and expanding into new markets, supported by government strategies such as PLI schemes, component manufacturing ecosystems, import substitution, and the China+1 plan.
- The C&W export market posted ~19% CAGR over FY17-25. India's C&W exports are expanding steadily, offering a diverse range of products to global markets. Strong production capabilities, compliance with international standards, cost advantages, and competitive pricing have positioned India as a preferred supplier worldwide.
- Key global demand drivers include the expansion of renewable energy, growth of data centers, the shift to electric vehicles, modernization of power grids, rising energy consumption in emerging economies, and increased telecommunication, digitization, urbanization, and infrastructure development.

**Exhibit 12: Export and import of C&W (in INR b)**



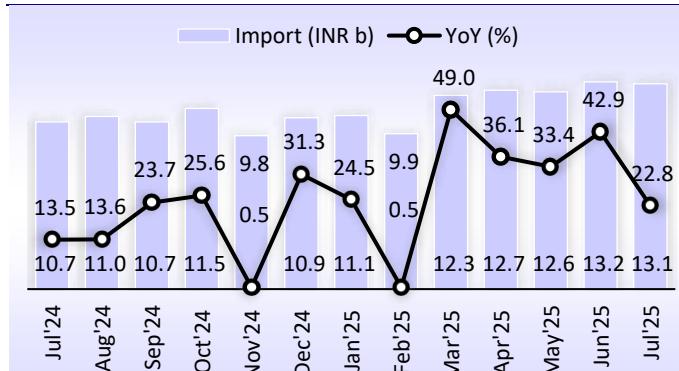
Source: MOFSL, Industry

**Exhibit 13: C&W exports and growth**



Source: MOFSL, Industry

**Exhibit 14: C&W imports and growth**

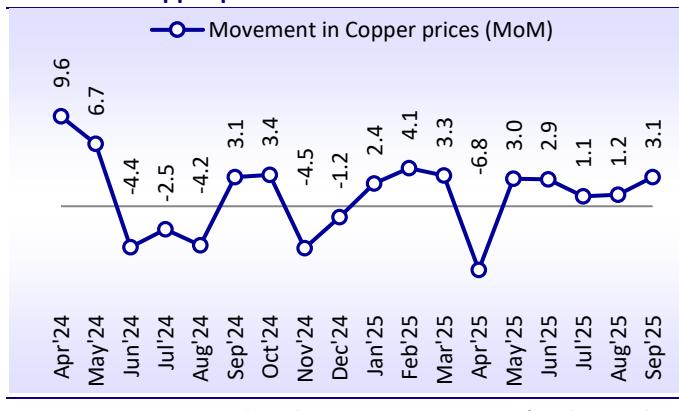


Source: MOFSL, Industry

### RM tailwinds support revenue growth

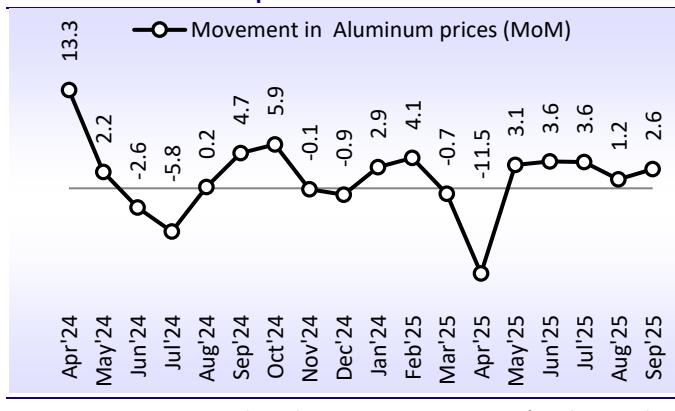
- We believe that sustained RM price increases, which are largely passed through to consumers, have supported revenue growth for C&W companies—a trend reflected in sectoral performance over the past few years.
- Over the last month, copper/aluminum prices rose ~3%, with average prices in 2QFY26 (QTD) rising ~6%/9% QoQ and ~10%/14% YoY for copper/aluminum, respectively. We expect this to translate into price increases of ~3% for wires and ~4-5% for cables in the near term. The combination of higher RM prices and healthy volume growth is expected to continue driving robust revenue growth in 2QFY26.

**Exhibit 15: Copper price trend MoM**



Source: Bloomberg, MOFSL, Note: Sep'25 data to date

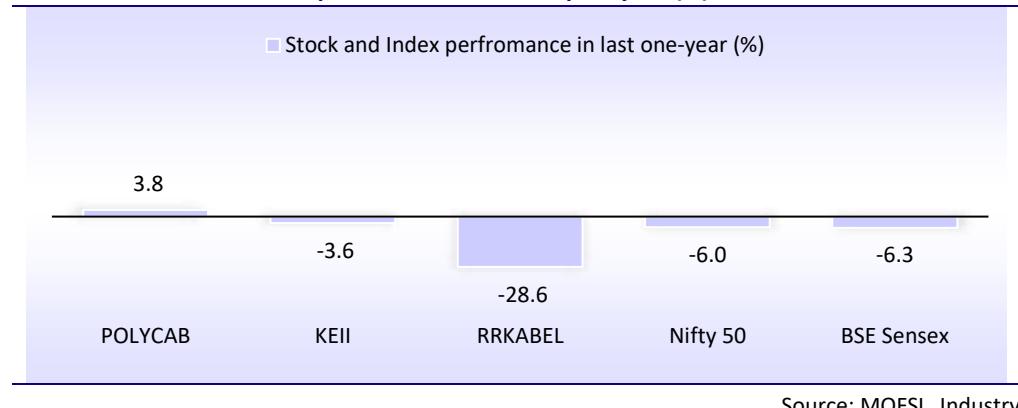
**Exhibit 16: Aluminum price trend MoM**



Source: Bloomberg, MOFSL; Note: Sep'25 data to date

### Valuation and view

- Considering a robust 2QFY26, we upgrade our EPS estimates POLYCAP, KEII, and RRKABEL by ~3-5% for FY26E and ~2-4% for FY27E/28E. Valuation seems reasonable at 37x FY27E EPS and 31-32x FY28E for POLYCAP/ KEII. RRKABEL trades at 30x/25x FY27/28E EPS.
- Considering continued growth momentum, lower-than-initially anticipated competitive intensity, reasonable valuations, and the stock's underperformance over the past year (triggered by concerns of increasing competition), **we upgrade KEII to BUY from Neutral. We reiterate our BUY rating on POLYCAP and Neutral on RRKABEL.** We continue to believe that the sector's demand tailwinds will persist for several more years.

**Exhibit 17: Stock and index performance over the past year (%)**


Source: MOFSL, Industry

**Exhibit 18: Valuation summary**

Company	M-cap (INR b)	CMP (INR)	TP (INR)	Rating	EPS (INR)			EPS CAGR			P/E (x)			RoE (%)			RoIC (%)		
					FY26E	FY27E	FY28E	(FY25-28E)	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E		
HAVL	985	1,507	1,680	Neutral	26	32	39	28%	59	47	39	17.1	18.8	19.7	22.6	26.0	28.7		
POLYCAP	1102	7,313	8,750	BUY	171	199	238	33%	43	37	31	21.7	21.2	21.1	28.3	27.9	28.8		
VOLT	469	1,340	1,350	Neutral	23	32	38	23%	57	42	35	10.9	13.3	14.2	17.8	20.0	21.2		
KEII	388	4,050	4,700	BUY	92	108	128	33%	44	37	32	14.2	14.6	15.0	18.5	18.9	19.1		
RRKABEL	138	1,216	1,340	Neutral	37	41	48	32%	33	30	25	18.0	17.2	17.6	14.6	15.0	15.7		

Source: MOFSL, Company

# Polycab India

BSE SENSEX	S&P CNX
80,426	24,655



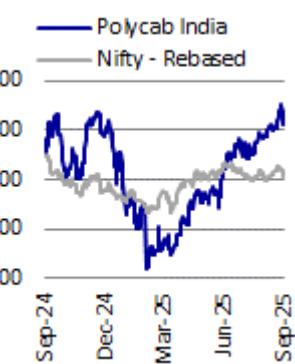
Stock Info	
Bloomberg	POLYCAR IN
Equity Shares (m)	151
M.Cap.(INRb)/(USDb)	1102.3 / 12.4
52-Week Range (INR)	7714 / 4555
1, 6, 12 Rel. Per (%)	4/37/14
12M Avg Val (INR M)	2911
Free float (%)	37.0

Financials Snapshot (INR b)			
Y/E March	FY26E	FY27E	FY28E
Sales	267.6	314.8	370.3
EBITDA	38.0	44.5	53.2
Adj. PAT	25.8	30.0	35.8
EBITDA Margin (%)	14.2	14.1	14.4
Adj. EPS (INR)	171	199	238
EPS Gr. (%)	27.5	16.5	19.4
BV/Sh. (INR)	789	939	1,127
Ratios			
Net D:E	(0.1)	(0.1)	(0.2)
RoE (%)	21.7	21.2	21.1
RoCE (%)	22.7	22.2	22.1
Payout (%)	20.4	25.1	21.0
Valuations			
P/E (x)	42.8	36.7	30.8
P/BV (x)	9.3	7.8	6.5
EV/EBITDA(x)	28.7	24.4	20.2
Div. Yield (%)	0.5	0.7	0.7
FCF Yield (%)	0.9	1.2	1.7

Shareholding pattern (%)			
As On	Jun-25	Mar-25	Jun-24
Promoter	63.0	63.0	65.0
DII	11.6	11.0	6.9
FII	11.4	11.1	13.6
Others	13.9	14.9	14.4

FII Includes depository receipts

## Stock Performance (1-year)



**CMP: INR7,313 TP: INR8,750 (+20%) Buy**

## Leading the charge in C&W; FMEG turnaround positive

### Market leadership in the C&W segment

Polycab India's (POLYCAR) market share in the domestic organized C&W segment stood at ~26-27%, up from ~18-19% in FY20. The company gained significant market share, backed by a diverse range of offerings (+9,600 SKUs), strong product quality, supply chain agility, deep market penetration (over 4,300 authorized dealers and distributors and presence in over 200k retail outlets across the country). Moreover, the company has consistently maintained a healthy segment margin of ~13-15%, aligning with its guidance of ~11-13%. Under its Project Spring, the company aims to grow its C&W business at 1.5x the industry growth rate, continue gaining market share, and maintain healthy margins of 11-13%.

### FMEG delivers turnaround; aims for sustained outperformance

After a muted performance in recent years, the FMEG segment delivered a sharp turnaround with ~29% revenue growth in FY25 and achieved break-even in 4QFY25. This turnaround was driven by its strategic initiatives towards distribution expansion, portfolio enhancement, and brand building over the past four years. The company's strong performance highlights the growing momentum of its consumer franchise and its ability to adapt swiftly to evolving market dynamics. Under Project Spring, it targets to grow its FMEG revenue at 1.5x-2.0x the industry growth rate, while targeting an EBITDA margin of ~8-10%.

### Future-ready with 2x capex commitment

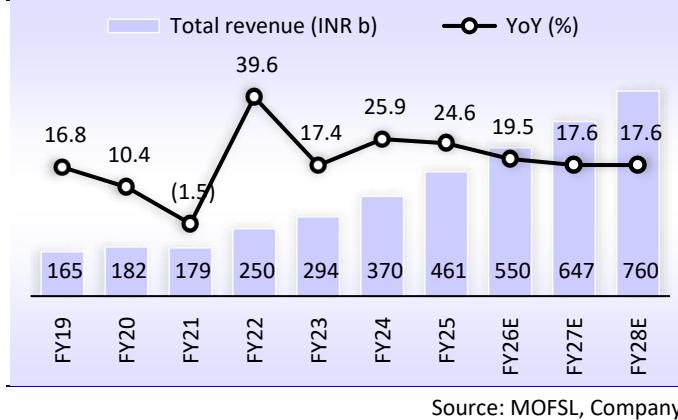
POLYCAR has committed a capex of INR60-80b over the next five years (vs. INR30b over FY21-25) to support its long-term growth objectives and build a stronger, future-ready business. These investments are estimated to generate an asset turnover of 4x-5x and will be funded through internal accruals. The focus areas include capacity expansion across all major product lines within the C&W segment, selective expansion in FMEG, and strategic backward integration to enhance operational efficiencies.

### Valuation and view: Structurally positive, built for the long term

We estimate a CAGR of 18%/22%/21% in Revenue/EBITDA/EPS over FY25-28. POLYCAR has benefited from continuous capacity expansions and sustained a healthy margin (~13-15%) in the C&W segment. We project a stable margin of ~14% over FY26-28, given the company's operational strength, an increase in contribution from the EHV capacity (expected from FY27), and export growth. Cumulative FCF is expected to stand at INR42.4b over FY26-28, despite increased capex intensity. Net cash is likely to increase to INR47.3b by FY28 vs. INR31.0b as of Jun'25. We remain structurally positive on POLYCAR, given its leadership position in the C&W segment, positive sector outlook, robust balance sheet, and strong return ratios. We reiterate our BUY rating on POLYCAR with a TP of INR8,750 (based on 40x Sep'27E EPS).

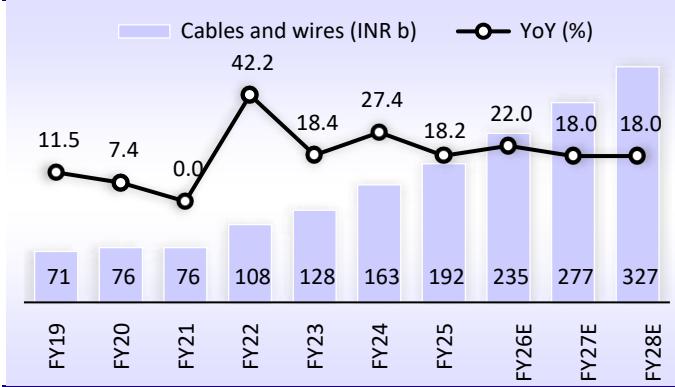
## Story in charts

**Exhibit 19: Estimate revenue CAGR of ~18% over FY25-28**



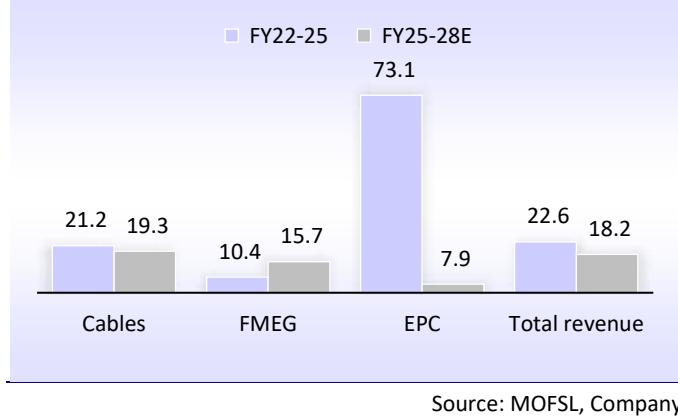
Source: MOFSL, Company

**Exhibit 20: C&W to clock ~19% CAGR over FY25-28**



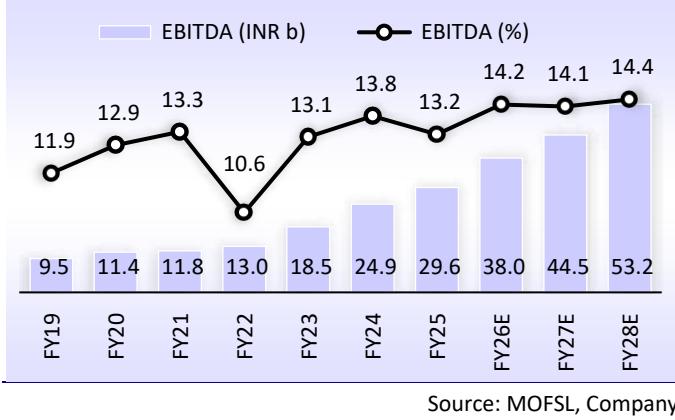
Source: MOFSL, Company

**Exhibit 21: Revenue CAGR across segments**



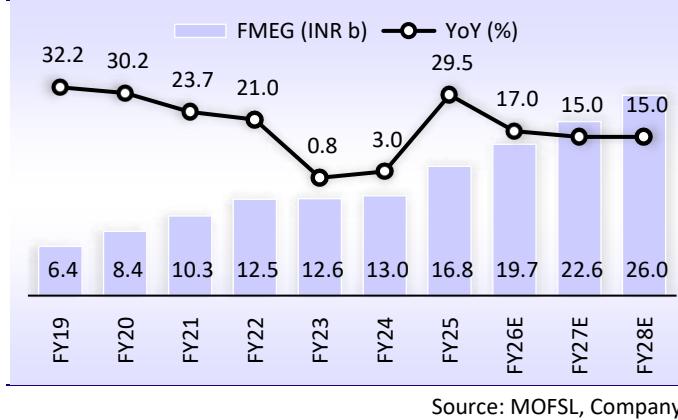
Source: MOFSL, Company

**Exhibit 22: Estimate EBITDA CAGR of ~22% over FY25-28**



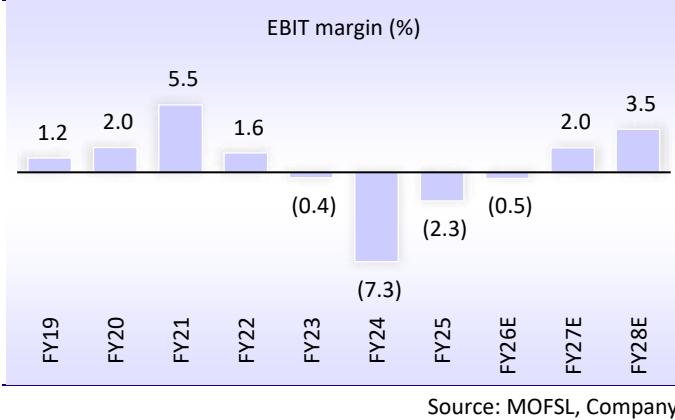
Source: MOFSL, Company

**Exhibit 23: FMEG revenue CAGR at ~16% over FY25-28**

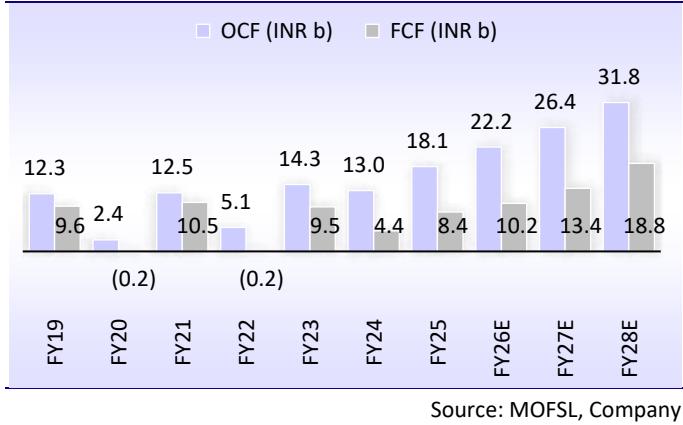


Source: MOFSL, Company

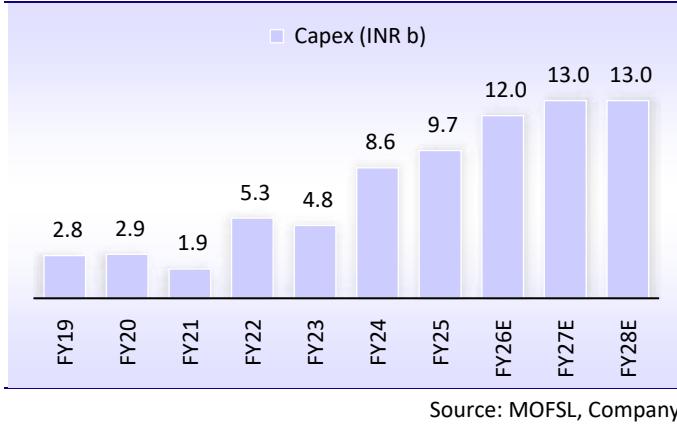
**Exhibit 24: FMEG to turn positive by FY27E**



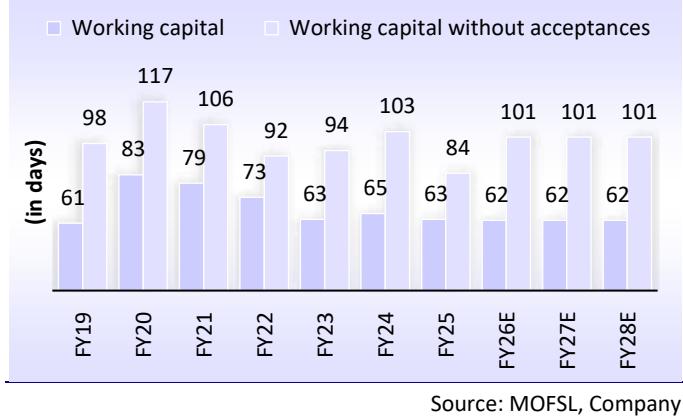
Source: MOFSL, Company

**Exhibit 25: OCF and FCF expected to improve**


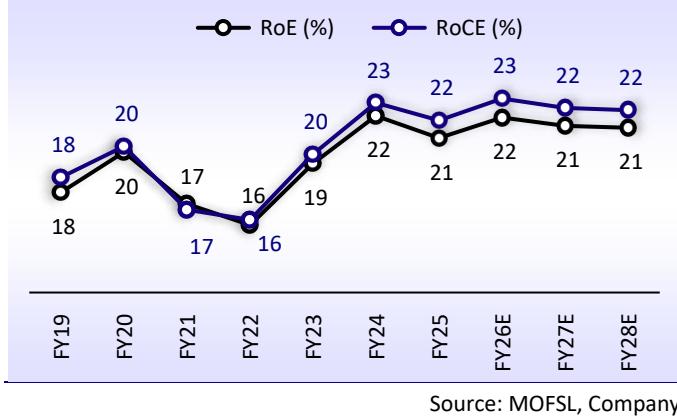
Source: MOFSL, Company

**Exhibit 26: Capex raised for FY26-28 vs. historical**


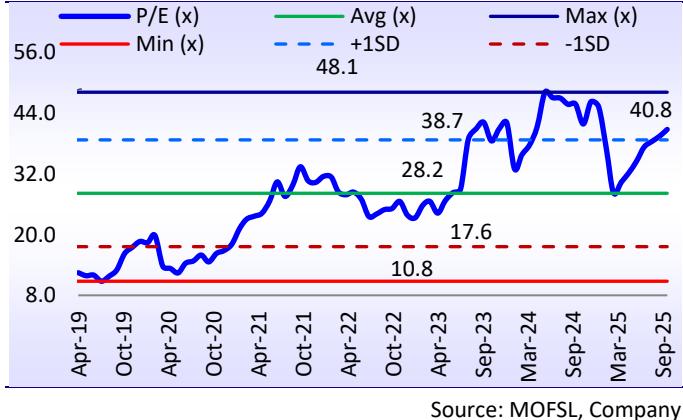
Source: MOFSL, Company

**Exhibit 27: Estimate stable working capital days**


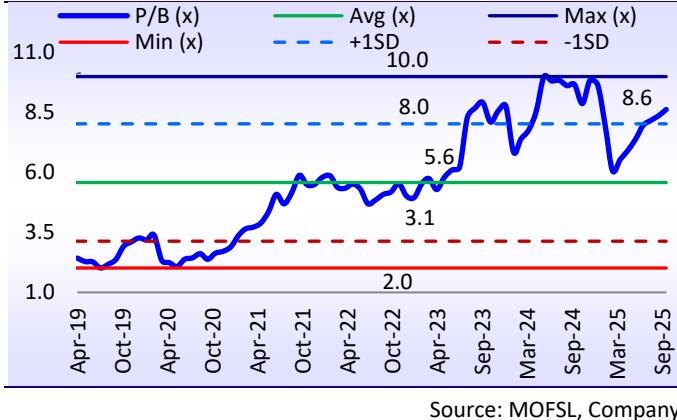
Source: MOFSL, Company

**Exhibit 28: Sustaining higher return ratios**


Source: MOFSL, Company

**Exhibit 29: One-year forward P/E chart**


Source: MOFSL, Company

**Exhibit 30: One-year forward P/B chart**


Source: MOFSL, Company

## Financials and valuations (Consolidated)

Income Statement	(INR M)							
Y/E March	2021	2022	2023	2024	2025	2026E	2027E	2028E
<b>Net Sales</b>	<b>88,585</b>	<b>1,22,398</b>	<b>1,41,078</b>	<b>1,80,394</b>	<b>2,24,083</b>	<b>2,67,623</b>	<b>3,14,807</b>	<b>3,70,335</b>
Change (%)	0.3	38.2	15.3	27.9	24.2	19.4	17.6	17.6
Raw Materials	65,171	94,657	1,05,109	1,32,803	1,68,300	1,96,970	2,31,698	2,71,456
Staff Cost	3,537	4,066	4,568	6,095	7,367	8,841	10,609	12,731
Other Expenses	8,102	10,663	12,880	16,578	18,813	23,818	28,018	32,960
<b>EBITDA</b>	<b>11,774</b>	<b>13,012</b>	<b>18,521</b>	<b>24,918</b>	<b>29,602</b>	<b>37,993</b>	<b>44,482</b>	<b>53,189</b>
% of Net Sales	13.3	10.6	13.1	13.8	13.2	14.2	14.1	14.4
Depreciation	1,762	2,015	2,092	2,450	2,981	3,694	4,563	5,466
Interest	427	352	598	1,083	1,689	2,170	2,364	2,761
Other Income	1,193	899	1,333	2,209	2,076	2,492	2,741	3,097
Profit of share of associates/JVs	6	(26)	(93)	-	-	-	-	-
<b>PBT</b>	<b>10,784</b>	<b>11,519</b>	<b>17,073</b>	<b>23,593</b>	<b>27,008</b>	<b>34,621</b>	<b>40,296</b>	<b>48,059</b>
Tax	2,703	2,706	4,242	5,564	6,553	8,586	9,994	11,919
Rate (%)	25.1	23.5	24.8	23.6	24.3	24.8	24.8	24.8
MI	38	87	123	189	255	276	298	322
Extra-ordinary Inc.(net)	(1,000)	-	-	-	-	-	-	-
<b>Reported PAT</b>	<b>7,042</b>	<b>8,725</b>	<b>12,708</b>	<b>17,841</b>	<b>20,200</b>	<b>25,759</b>	<b>30,005</b>	<b>35,819</b>
Change (%)	(7.2)	23.9	45.6	40.4	13.2	27.5	16.5	19.4
<b>Adjusted PAT</b>	<b>8,042</b>	<b>8,725</b>	<b>12,708</b>	<b>17,841</b>	<b>20,200</b>	<b>25,759</b>	<b>30,005</b>	<b>35,819</b>
Change (%)	5.9	8.5	45.6	40.4	13.2	27.5	16.5	19.4

Balance Sheet (Consolidated)	(INR M)							
Y/E March	2021	2022	2023	2024	2025	2026E	2027E	2028E
Share Capital	1,491	1,494	1,498	1,502	1,504	1,504	1,504	1,504
Reserves	46,048	53,943	64,874	80,369	96,746	1,17,240	1,39,724	1,68,021
<b>Net Worth</b>	<b>47,539</b>	<b>55,437</b>	<b>66,372</b>	<b>81,871</b>	<b>98,250</b>	<b>1,18,745</b>	<b>1,41,228</b>	<b>1,69,526</b>
Loans	2,487	831	730	898	1,090	990	890	790
Deffered Tax Liability	418	272	409	415	785	785	785	785
Minority Interest	188	251	374	562	818	1,094	1,392	1,713
<b>Capital Employed</b>	<b>50,633</b>	<b>56,791</b>	<b>67,885</b>	<b>83,746</b>	<b>1,00,943</b>	<b>1,21,613</b>	<b>1,44,294</b>	<b>1,72,814</b>
Gross Fixed Assets	26,989	27,059	33,069	37,462	47,153	59,153	72,153	85,153
Less: Depreciation	8,293	10,308	12,400	14,850	17,831	21,525	26,088	31,554
<b>Net Fixed Assets</b>	<b>18,696</b>	<b>16,751</b>	<b>20,669</b>	<b>22,612</b>	<b>29,321</b>	<b>37,627</b>	<b>46,064</b>	<b>53,598</b>
Capital WIP	991	3,755	2,508	6,547	7,872	7,872	7,872	7,872
Investments	6,349	7,733	13,505	18,224	17,490	17,490	17,490	17,490
<b>Curr. Assets</b>	<b>44,111</b>	<b>45,880</b>	<b>57,559</b>	<b>73,276</b>	<b>82,804</b>	<b>1,02,590</b>	<b>1,24,586</b>	<b>1,54,694</b>
Inventory	19,879	21,996	29,514	36,751	36,613	43,727	51,436	60,509
Debtors	15,641	13,763	12,992	21,662	28,957	34,583	40,681	47,856
Cash & Bank Balance	5,313	4,071	6,952	4,024	7,706	12,901	19,084	30,583
Loans & Advances	123	127	103	106	111	133	156	183
Other Current Assets	3,155	5,922	7,997	10,733	9,416	11,246	13,228	15,562
<b>Current Liab. &amp; Prov.</b>	<b>19,514</b>	<b>17,328</b>	<b>26,356</b>	<b>36,914</b>	<b>36,544</b>	<b>43,966</b>	<b>51,718</b>	<b>60,841</b>
Creditors	13,480	12,175	20,326	28,633	27,358	32,995	38,812	45,658
Other Liabilities	5,547	4,634	5,312	7,365	8,145	9,727	11,442	13,460
Provisions	487	518	717	916	1,042	1,245	1,464	1,722
<b>Net Current Assets</b>	<b>24,597</b>	<b>28,552</b>	<b>31,203</b>	<b>36,362</b>	<b>46,259</b>	<b>58,624</b>	<b>72,868</b>	<b>93,853</b>
<b>Application of Funds</b>	<b>50,633</b>	<b>56,791</b>	<b>67,885</b>	<b>83,746</b>	<b>1,00,943</b>	<b>1,21,613</b>	<b>1,44,294</b>	<b>1,72,814</b>

## Financials and valuations (Consolidated)

### Ratios

Y/E March	2021	2022	2023	2024	2025	2026E	2027E	2028E
<b>Basic (INR)</b>								
<b>Adjusted EPS</b>	<b>53.9</b>	<b>58.4</b>	<b>84.9</b>	<b>118.8</b>	<b>134.3</b>	<b>171.2</b>	<b>199.5</b>	<b>238.1</b>
Growth (%)	5.8	8.3	45.3	40.0	13.1	27.5	16.5	19.4
Cash EPS	65.7	71.9	98.8	135.1	154.1	195.8	229.8	274.5
Book Value	318.8	371.0	443.2	545.0	653.1	789.4	938.9	1,127.0
DPS	10.0	14.0	20.0	30.0	35.0	40.0	50.0	50.0
Payout (incl. Div. Tax.)	18.5	24.0	23.6	16.8	22.3	20.4	25.1	21.0
<b>Valuation (x)</b>								
P/Sales	12.3	8.9	7.8	6.1	4.9	4.1	3.5	3.0
P/E	135.8	125.4	86.3	61.7	54.5	42.8	36.7	30.8
Cash P/E	111.4	101.9	74.1	54.2	47.5	37.4	31.9	26.7
EV/EBITDA	92.5	83.9	58.9	44.0	37.0	28.7	24.4	20.2
EV/Sales	12.3	8.9	7.7	6.1	4.9	4.1	3.4	2.9
Price/Book Value	23.0	19.7	16.5	13.4	11.2	9.3	7.8	6.5
Dividend Yield (%)	0.1	0.2	0.3	0.4	0.5	0.5	0.7	0.7
<b>Profitability Ratios (%)</b>								
RoE	16.9	15.7	19.1	21.8	20.6	21.7	21.2	21.1
RoCE	16.6	16.0	19.7	22.5	21.5	22.7	22.2	22.1
RoIC	19.3	18.7	26.0	27.9	26.6	28.3	27.9	28.8
<b>Turnover Ratios</b>								
Debtors (Days)	64	41	34	44	47	47	47	47
Inventory (Days)	82	66	76	74	60	60	60	60
Creditors. (Days)	56	36	53	58	45	45	45	45
Asset Turnover (x)	1.7	2.2	2.1	2.2	2.2	2.2	2.2	2.1
<b>Leverage Ratio</b>								
Debt/Equity (x)	(0.1)	(0.1)	(0.1)	(0.0)	(0.1)	(0.1)	(0.1)	(0.2)

### Cash Flow Statement

Y/E March	2021	2022	2023	2024	2025	2026E	2027E	2028E
<b>(INR M)</b>								
<b>PBT before EO Items</b>	<b>10,122</b>	<b>11,519</b>	<b>17,073</b>	<b>23,593</b>	<b>27,008</b>	<b>34,621</b>	<b>40,296</b>	<b>48,059</b>
Add : Depreciation	1,866	2,088	2,092	2,450	2,981	3,694	4,563	5,466
Interest	531	352	598	1,083	1,689	2,170	2,364	2,761
Less : Direct Taxes Paid	2,409	3,340	3,704	5,743	6,331	8,586	9,994	11,919
(Inc)/Dec in WC	(2,600)	4,974	1,058	8,090	6,099	7,169	8,061	9,487
Others	(325)	(529)	(725)	(331)	(1,162)	(2,492)	(2,741)	(3,097)
<b>CF from Operations</b>	<b>12,385</b>	<b>5,116</b>	<b>14,275</b>	<b>12,962</b>	<b>18,085</b>	<b>22,238</b>	<b>26,428</b>	<b>31,784</b>
(Inc)/Dec in FA	(1,935)	(5,267)	(4,795)	(8,585)	(9,706)	(12,000)	(13,000)	(13,000)
<b>Free Cash Flow</b>	<b>10,450</b>	<b>(151)</b>	<b>9,481</b>	<b>4,377</b>	<b>8,379</b>	<b>10,238</b>	<b>13,428</b>	<b>18,784</b>
(Pur)/Sale of Investments	(5,664)	997	(7,232)	1,066	(2,687)	2,492	2,741	3,097
Others								
<b>CF from Investments</b>	<b>(7,599)</b>	<b>(4,270)</b>	<b>(12,026)</b>	<b>(7,519)</b>	<b>(12,393)</b>	<b>(9,508)</b>	<b>(10,259)</b>	<b>(9,903)</b>
(Inc)/Dec in Net Worth	-	-	-	-	-	-	-	-
(Inc)/Dec in Debt	(1,217)	(168)	332	194	498	(100)	(100)	(100)
Less : Interest Paid	463	309	476	1,017	1,685	2,170	2,364	2,761
Dividend Paid	-	1,492	2,094	2,997	4,511	5,265	7,521	7,521
Others	(68)	(38)	(32)	(54)	(585)	-	-	-
<b>CF from Fin. Activity</b>	<b>(1,748)</b>	<b>(2,007)</b>	<b>(2,271)</b>	<b>(3,874)</b>	<b>(6,283)</b>	<b>(7,534)</b>	<b>(9,985)</b>	<b>(10,382)</b>
<b>Inc/Dec of Cash</b>	<b>3,038</b>	<b>(1,160)</b>	<b>(22)</b>	<b>1,570</b>	<b>(591)</b>	<b>5,195</b>	<b>6,183</b>	<b>11,499</b>
Add: Beginning Balance	4,658	5,231	6,974	2,454	8,297	7,706	12,901	19,084
<b>Closing Balance</b>	<b>7,696</b>	<b>4,071</b>	<b>6,952</b>	<b>4,024</b>	<b>7,706</b>	<b>12,901</b>	<b>19,084</b>	<b>30,583</b>

# KEI Industries

BSE SENSEX	S&P CNX
80,426	24,655



Bloomberg	KEII IN
Equity Shares (m)	96
M.Cap.(INRb)/(USDb)	387.9 / 4.4
52-Week Range (INR)	4725 / 2424
1, 6, 12 Rel. Per (%)	5/39/3
12M Avg Val (INR M)	1729
Free Float (%)	65.0

## Financials & Valuations (INR b)

Y/E MARCH	FY26E	FY27E	FY28E
Sales	116.3	136.2	159.7
EBITDA	12.1	14.8	17.7
Adj. PAT	8.8	10.4	12.3
EBITDA Margin (%)	10.4	10.9	11.1
Cons. Adj. EPS (INR)	91.9	108.5	128.4
EPS Gr. (%)	26.2	18.0	18.4
BV/Sh. (INR)	691	794	916

## Ratios

Net D:E	(0.3)	(0.3)	(0.2)
RoE (%)	14.2	14.6	15.0
RoCE (%)	14.5	15.1	15.6
Payout (%)	6.5	5.5	4.7

## Valuations

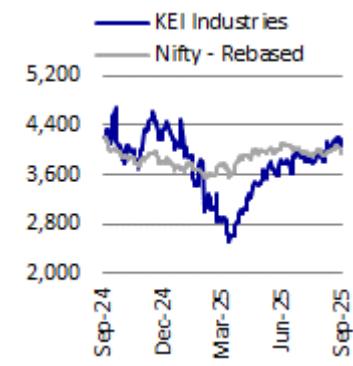
P/E (x)	44.2	37.4	31.6
P/BV (x)	5.9	5.1	4.4
EV/EBITDA (x)	30.5	24.9	20.7
Div Yield (%)	0.1	0.1	0.1
FCF Yield (%)	0.2	0.2	0.5

## Shareholding Pattern (%)

As On	Jun-25	Mar-25	Jun-24
Promoter	35.0	35.0	37.1
DII	25.6	23.5	16.6
FII	26.6	25.8	30.8
Others	12.8	15.6	15.6

FII includes depository receipts.

## Stock Performance (1-year)



**CMP: INR4,060 TP: INR4,700 (+16%) Upgrade to Buy**

## Strong growth positioning; capex well-funded

### Capacity boost sets stage for sustained growth

KEI Industries (KEII) has embarked on a robust expansion trajectory to consolidate its position in both domestic and export markets. The company is setting up a greenfield facility at Sanand, Gujarat, with a total investment of ~INR17b. Phase-I is likely to be commissioned in Sep'25, with full expansion scheduled for completion by 1QFY27. Once operational, the Sanand plant is expected to add a capacity of INR55-60b, driving incremental revenue of ~INR6.0b in FY26 and INR20-25b in FY27, with growth of ~20% thereafter.

Following the completion of the Sanand Project, the company is committed to an annual capex of INR7.0-8.0b for the next phase of expansion in low and medium-voltage cables, which will be funded through internal accruals. The company has acquired 18 acres of land at Salarpur, Rajasthan, for these expansions and is in the process of acquiring a sizeable land at Kheda, Nadiad, Gujarat. With these investments, the company targets ~19-20% revenue CAGR over the next five years.

### Retail mix increases; expansion helps to scale exports

KEII has strengthened its retail division through promotional campaigns, outdoor marketing, and sponsorships, boosting brand visibility. The share of B2C sales in overall revenue grew from ~29% in FY20 to ~52% in FY25, improving cash flow and reducing receivable periods. With a PAN-India retail presence, its network includes 26 depots, 38 marketing offices across the country and four overseas offices in the UAE, South Africa, Nepal, and Gambia, and over 2,090 active dealers/distributors as of Jun'25. Its advertising and promotion spending increased 18% YoY to INR478m in FY25, and the company spent 0.5% of its revenues on ads in FY25. We estimate ad spending to be at 0.5% of revenues over FY25-28 (19% CAGR over FY25-28E). Additionally, exports are a key focus area for driving diversification and growth. The company is strengthening its capabilities to cater to high-value international markets through direct sales, enhanced capacities, and globally recognized product certifications. Its Sanand facility will play a critical role in meeting long-length export demand, particularly for EHV cables. In FY25, exports grew 15% YoY to INR12.7b, driven by a sharp 40% rise in cable exports. The company's export order book stood at INR7.0b as of Jun'25. Exports accounted for 13% of sales in FY25, and the company targets to increase this share to ~15-18% over the next three years.

### Strong growth ahead; capex well-funded through healthy cash flows

We estimate revenue CAGR at ~18% over FY25-28, led by ~19% growth in the C&W segment and ~5% growth in the SSW segment. However, EPC revenue is likely to decline ~12% p.a. during the same period, as the company is selective and has recalibrated its EPC business. EBITDA is estimated to clock ~21% CAGR, with margins expanding ~90-100bp to ~11% by FY28. PAT is estimated

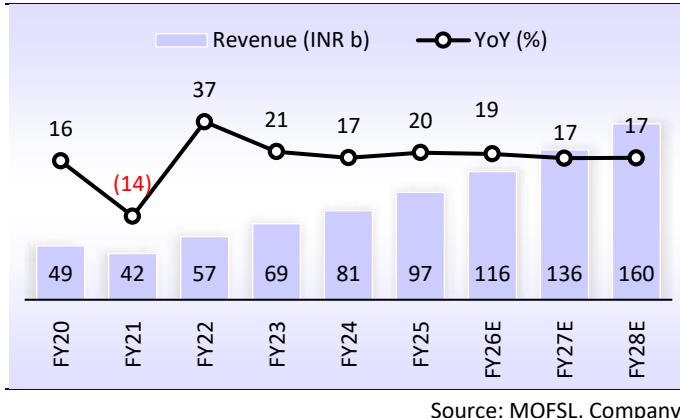
to post a 21% CAGR over FY25-28. We estimate a cumulative OCF of INR22.1b over FY26-28 vs. INR10.9b over FY23-25, backed by robust revenue growth and efficient working capital management, which also support its annual capex requirement of INR6-7b. Cumulative FCF is estimated at INR3.4b over FY26-28E vs a net cash outflow of INR1.0b over FY23-25. We estimate the company's net cash to improve to INR20.9b by FY28 vs. INR15.0b as of Jun'25.

### Valuation and view

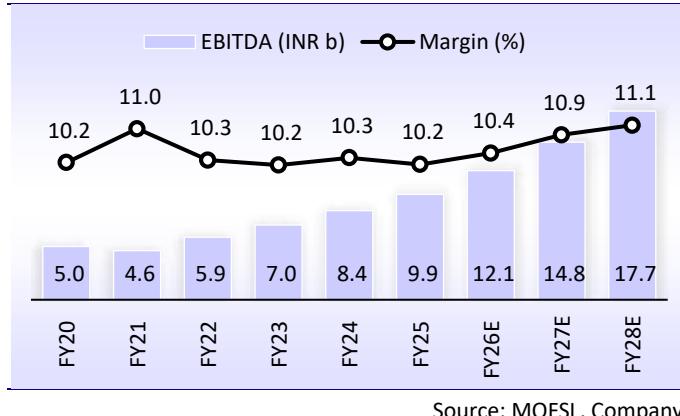
KEII delivered strong performance in 1HCY25, with over 25% growth and stable margins supported by a robust demand environment, a diversified customer base, and a significant presence across domestic and international markets. Its growing focus on the retail segment and capacity expansion would continue to drive growth for the company. We value KEII at 40x Sep'27E EPS to arrive at a revised TP of INR4,700 and upgrade the rating to BUY.

## Story in charts

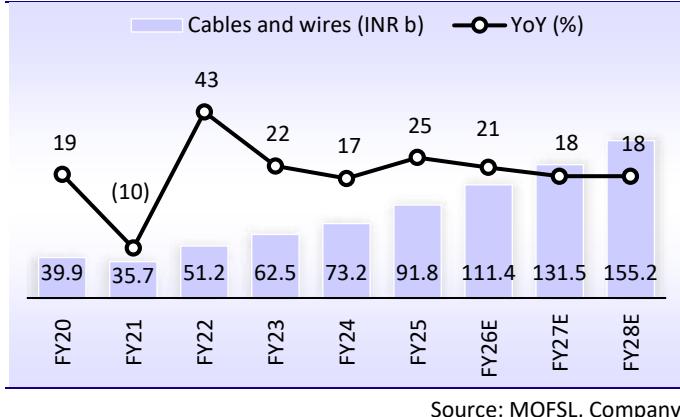
**Exhibit 31: Estimate revenue CAGR of ~18% over FY25-28**



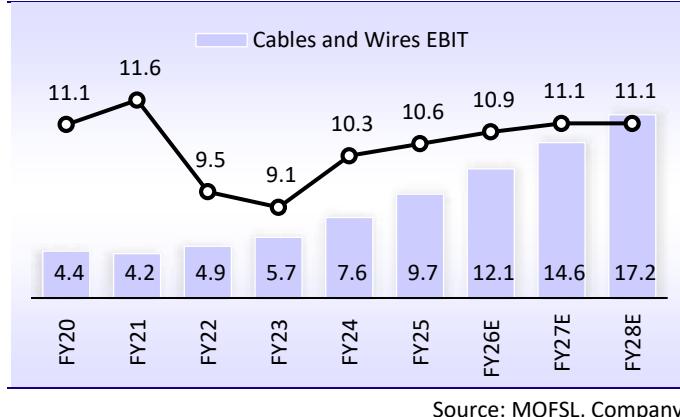
**Exhibit 32: Estimate EBITDA CAGR of ~21% over FY25-28**



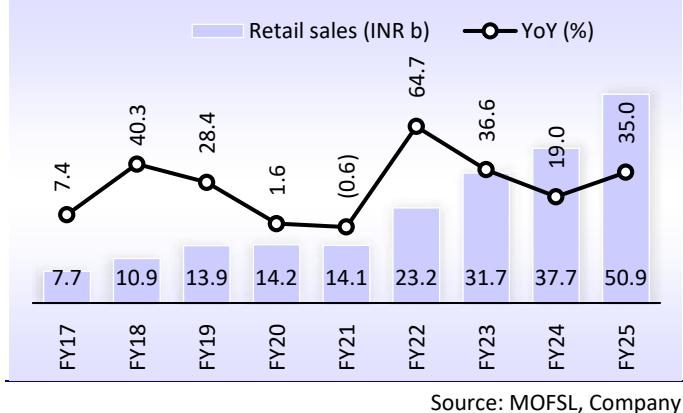
**Exhibit 33: C&W revenue CAGR of ~19% over FY25-28E**



**Exhibit 34: Estimate C&W EBIT CAGR of ~21% over FY25-28**



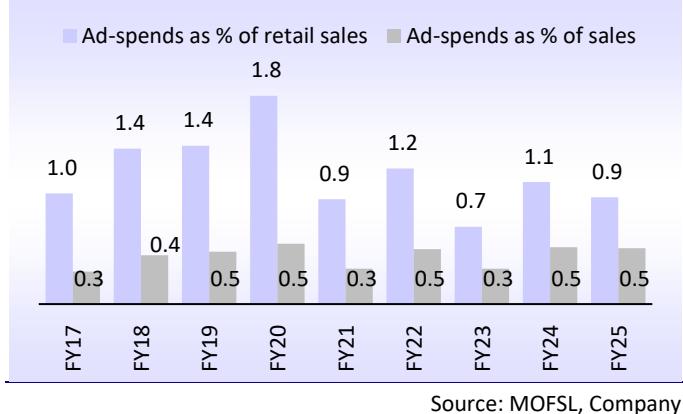
**Exhibit 35: Revenue from the retail segment and growth**



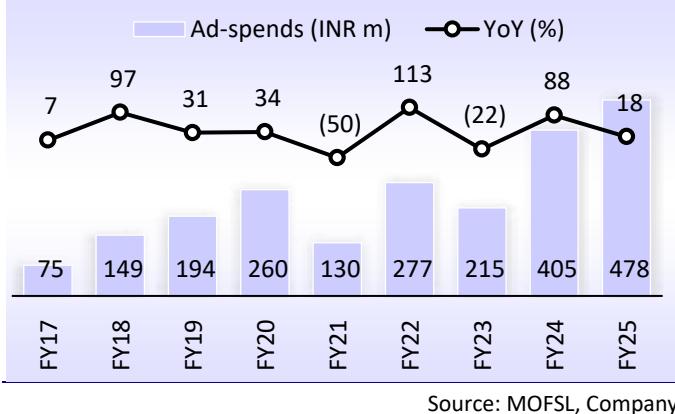
**Exhibit 36: Retail segment's share in sales increasing YoY**



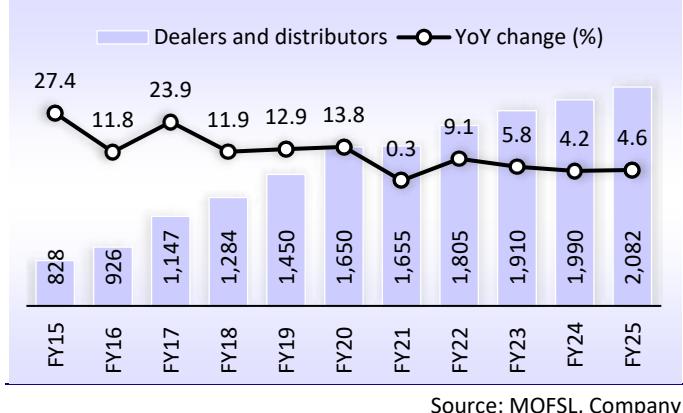
**Exhibit 37: Adv. expenses as a percentage of sales**



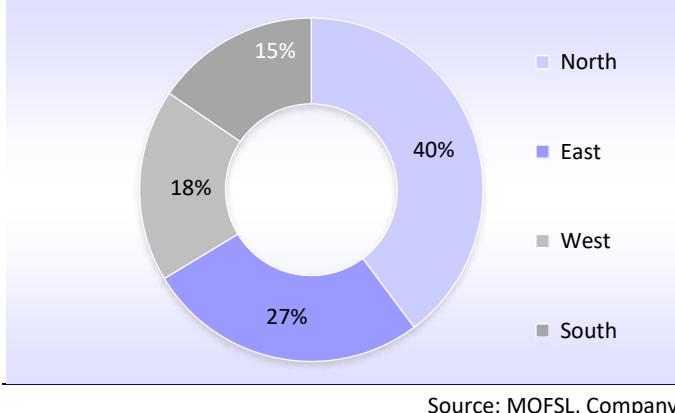
**Exhibit 38: Ad spends increased 18% YoY**



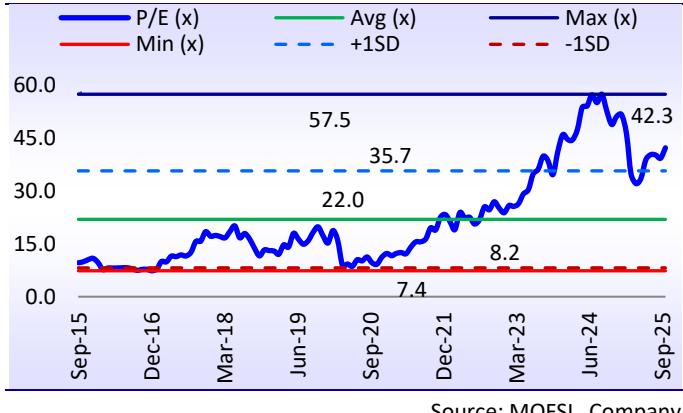
**Exhibit 39: Growth in the dealer/distributor network**



**Exhibit 40: Geographical split of dealer/distributor**



**Exhibit 41: One-year forward P/E chart**



**Exhibit 42: One-year forward P/B chart**



## Financials and valuations (Consolidated)

Income Statement								(INR M)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>Net Sales</b>	<b>41,815</b>	<b>57,270</b>	<b>69,082</b>	<b>81,041</b>	<b>97,359</b>	<b>1,16,264</b>	<b>1,36,153</b>	<b>1,59,708</b>
Change (%)	(14.4)	37.0	20.6	17.3	20.1	19.4	17.1	17.3
<b>EBITDA</b>	<b>4,605</b>	<b>5,887</b>	<b>7,020</b>	<b>8,375</b>	<b>9,910</b>	<b>12,141</b>	<b>14,802</b>	<b>17,727</b>
% of Net Sales	11.0	10.3	10.2	10.3	10.2	10.4	10.9	11.1
Depreciation	578	555	571	614	701	1,047	1,425	1,789
Interest	573	404	347	439	556	603	814	871
Other Income	201	146	318	490	718	1,330	1,384	1,440
<b>PBT</b>	<b>3,655</b>	<b>5,075</b>	<b>6,420</b>	<b>7,813</b>	<b>9,370</b>	<b>11,821</b>	<b>13,947</b>	<b>16,507</b>
Tax	921	1,315	1,647	2,002	2,406	3,035	3,581	4,238
Rate (%)	25.2	25.9	25.7	25.6	25.7	25.7	25.7	25.7
Extra-ordinary Inc.(net)	-	-	-	2.1	-	-	-	-
<b>Reported PAT</b>	<b>2,734</b>	<b>3,760</b>	<b>4,773</b>	<b>5,813</b>	<b>6,964</b>	<b>8,786</b>	<b>10,367</b>	<b>12,269</b>
Change (%)	5.7	37.5	26.9	21.8	19.8	26.2	18.0	18.4
<b>Adjusted PAT</b>	<b>2,734</b>	<b>3,760</b>	<b>4,773</b>	<b>5,811</b>	<b>6,964</b>	<b>8,786</b>	<b>10,367</b>	<b>12,269</b>
Change (%)	5.7	37.5	26.9	21.7	19.9	26.2	18.0	18.4
Balance Sheet								(INR M)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Share Capital	180	180	180	180	191	191	191	191
Reserves	17,597	21,175	25,711	31,302	57,666	65,879	75,672	87,368
<b>Net Worth</b>	<b>17,776</b>	<b>21,355</b>	<b>25,892</b>	<b>31,483</b>	<b>57,858</b>	<b>66,070</b>	<b>75,863</b>	<b>87,559</b>
Loans	2,850	3,314	1,353	1,342	1,783	1,483	1,183	883
Deffered Tax Liability	296	294	266	273	304	304	304	304
<b>Capital Employed</b>	<b>20,922</b>	<b>24,963</b>	<b>27,511</b>	<b>33,098</b>	<b>59,945</b>	<b>67,857</b>	<b>77,350</b>	<b>88,746</b>
Gross Fixed Assets	6,631	7,733	8,668	11,312	14,240	20,671	26,816	32,816
Less: Depreciation	1,869	2,424	2,995	3,608	4,310	5,357	6,782	8,570
<b>Net Fixed Assets</b>	<b>4,761</b>	<b>5,309</b>	<b>5,673</b>	<b>7,703</b>	<b>9,931</b>	<b>15,314</b>	<b>20,035</b>	<b>24,246</b>
Capital WIP	71	165	146	1,224	3,855	4,000	4,000	4,000
Investments	9	20	13	16	17	17	17	17
<b>Curr. Assets</b>	<b>25,295</b>	<b>29,776</b>	<b>31,870</b>	<b>37,636</b>	<b>58,543</b>	<b>66,029</b>	<b>74,542</b>	<b>85,401</b>
Inventory	7,682	10,794	11,023	13,427	17,303	19,749	23,127	27,128
Debtors	13,496	13,955	13,878	15,179	17,972	21,660	25,366	29,754
Cash & Bank Balance	2,212	3,600	5,372	7,004	19,153	19,706	20,295	21,770
Loans & Advances	220	16	24	27	27	32	37	43
Other Current Assets	1,685	1,410	1,573	2,000	4,088	4,882	5,717	6,706
<b>Current Liab. &amp; Prov.</b>	<b>9,214</b>	<b>10,307</b>	<b>10,191</b>	<b>13,482</b>	<b>12,401</b>	<b>17,503</b>	<b>21,243</b>	<b>24,918</b>
Creditors	7,414	7,626	7,482	10,079	7,792	12,104	14,921	17,502
Other Liabilities	1,658	2,538	2,469	3,106	4,223	4,937	5,782	6,782
Provisions	142	143	240	296	387	462	541	634
<b>Net Current Assets</b>	<b>16,081</b>	<b>19,469</b>	<b>21,679</b>	<b>24,155</b>	<b>46,142</b>	<b>48,526</b>	<b>53,299</b>	<b>60,483</b>
<b>Application of Funds</b>	<b>20,922</b>	<b>24,963</b>	<b>27,511</b>	<b>33,098</b>	<b>59,945</b>	<b>67,857</b>	<b>77,350</b>	<b>88,746</b>

## Financials and valuations (Consolidated)

### Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>Basic (INR)</b>								
<b>Adjusted EPS</b>	<b>30.4</b>	<b>41.7</b>	<b>52.9</b>	<b>64.4</b>	<b>72.9</b>	<b>91.9</b>	<b>108.5</b>	<b>128.4</b>
Growth (%)	5.3	37.2	26.8	21.7	13.2	26.2	18.0	18.4
Cash EPS	36.9	47.9	59.3	71.2	80.2	102.9	123.4	147.1
Book Value	197.8	237.0	287.1	348.9	605.5	691.4	793.9	916.3
DPS	2.0	2.5	3.0	3.5	3.6	5.0	5.0	5.0
Payout (incl. Div. Tax.)	6.6	6.0	5.7	4.8	6.0	6.5	5.5	4.7
<b>Valuation (x)</b>								
P/Sales	8.7	6.4	5.3	4.5	4.0	3.3	2.8	2.4
P/E	133.5	97.3	76.7	63.1	55.7	44.2	37.4	31.6
Cash P/E	110.2	84.8	68.5	57.0	50.6	39.5	32.9	27.6
EV/EBITDA	79.4	62.1	51.6	43.1	37.4	30.5	24.9	20.7
EV/Sales	8.7	6.4	5.2	4.5	3.8	3.2	2.7	2.3
Price/Book Value	20.5	17.1	14.1	11.6	6.7	5.9	5.1	4.4
Dividend Yield (%)	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.1
<b>Profitability Ratios (%)</b>								
RoE	16.6	19.2	20.2	20.3	15.6	14.2	14.6	15.0
RoCE	16.0	17.7	19.2	20.3	15.9	14.5	15.1	15.6
RoIC	17.2	19.7	22.1	24.0	20.5	18.5	18.9	19.1
<b>Turnover Ratios</b>								
Debtors (Days)	118	89	73	68	67	68	68	68
Inventory (Days)	67	69	58	60	65	62	62	62
Creditors. (Days)	65	49	40	45	29	38	40	40
Asset Turnover (x)	2.0	2.3	2.5	2.4	1.6	1.7	1.8	1.8
<b>Leverage Ratio</b>								
Net Debt/Equity (x)	0.0	(0.0)	(0.2)	(0.2)	(0.3)	(0.3)	(0.3)	(0.2)

### Cash Flow Statement

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>PBT before EO Items</b>								
<b>3,654</b>	<b>5,075</b>	<b>6,420</b>	<b>7,811</b>	<b>9,370</b>	<b>11,821</b>	<b>13,947</b>	<b>16,507</b>	
Add : Depreciation	578	555	571	614	701	1,047	1,425	1,789
Interest	554	404	347	439	556	603	814	871
Less : Direct Taxes Paid	903	1,247	1,776	2,045	2,261	3,035	3,581	4,238
(Inc)/Dec in WC	2,420	2,505	349	689	8,227	1,831	4,184	5,710
Others	76	4	(74)	(24)	(461)	(1,330)	(1,384)	(1,440)
<b>CF from Operations</b>	<b>1,539</b>	<b>2,286</b>	<b>5,139</b>	<b>6,105</b>	<b>(322)</b>	<b>7,275</b>	<b>7,037</b>	<b>7,779</b>
(Inc)/Dec in FA	(240)	(597)	(979)	(4,005)	(6,977)	(6,576)	(6,145)	(6,000)
<b>Free Cash Flow</b>	<b>1,299</b>	<b>1,688</b>	<b>4,160</b>	<b>2,100</b>	<b>(7,299)</b>	<b>700</b>	<b>892</b>	<b>1,779</b>
(Pur)/Sale of Investments	952	(8)	(547)	265	(8,329)	-	-	-
Others	51	23	158	214	298	1,330	1,384	1,440
<b>CF from Investments</b>	<b>763</b>	<b>(583)</b>	<b>(1,368)</b>	<b>(3,526)</b>	<b>(15,007)</b>	<b>(5,245)</b>	<b>(4,762)</b>	<b>(4,560)</b>
(Inc)/Dec in Net Worth	79	56	20	11	20,011	-	-	-
(Inc)/Dec in Debt	(714)	666	(1,961)	(9)	441	(300)	(300)	(300)
Less : Interest Paid	471	404	347	439	556	603	814	871
Dividend Paid	180	224	271	281	418	573	573	573
Others	-	(408)	-	(225)	(292)	-	-	-
<b>CF from Fin. Activity</b>	<b>(1,286)</b>	<b>(314)</b>	<b>(2,559)</b>	<b>(942)</b>	<b>19,185</b>	<b>(1,477)</b>	<b>(1,687)</b>	<b>(1,744)</b>
<b>Inc/Dec of Cash</b>	<b>1,016</b>	<b>1,389</b>	<b>1,211</b>	<b>1,637</b>	<b>3,856</b>	<b>553</b>	<b>588</b>	<b>1,475</b>
Add: Beginning Balance+FD	1,196	2,211	4,160	5,368	15,297	19,153	19,707	20,295
<b>Closing Balance</b>	<b>2,212</b>	<b>3,600</b>	<b>5,372</b>	<b>7,004</b>	<b>19,153</b>	<b>19,707</b>	<b>20,295</b>	<b>21,770</b>

# R R Kabel

BSE SENSEX	S&P CNX
80,426	24,655



Bloomberg	RRKABEL IN
Equity Shares (m)	113
M.Cap.(INRb)/(USDb)	137.8 / 1.6
52-Week Range (INR)	1815 / 751
1, 6, 12 Rel. Per (%)	2/30/-23
12M Avg Val (INR M)	355
Free float (%)	38.2

Financials & Valuations (INR b)			
Y/E MARCH	FY26E	FY27E	FY28E
Sales	88.5	102.0	117.5
EBITDA	6.5	7.6	9.1
Adj. PAT	4.2	4.6	5.4
EBITDA Margin (%)	7.3	7.5	7.7
Cons. Adj. EPS (INR)	37.0	40.9	48.2
EPS Gr. (%)	34.1	10.7	17.7
BV/Sh. (INR)	220.3	254.2	294.4

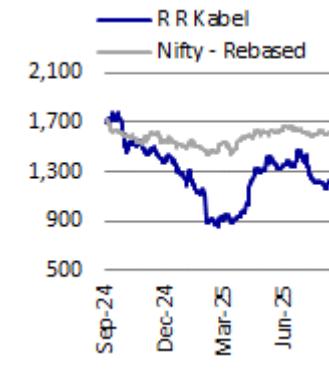
Ratios			
Net D:E	0.2	0.2	0.1
RoE (%)	18.0	17.2	17.6
RoCE (%)	16.7	15.9	16.3
Payout (%)	18.9	17.1	16.6

Valuations			
P/E (x)	33.0	29.8	25.3
P/BV (x)	5.5	4.8	4.1
EV/EBITDA (x)	21.8	18.6	15.7
Div Yield (%)	0.6	0.6	0.7
FCF Yield (%)	(2.6)	0.5	1.2

Shareholding pattern (%)			
As On	Jun-25	Mar-25	Jun-24
Promoter	61.8	61.8	61.9
DII	13.6	14.7	13.5
FII	8.6	7.2	6.5
Others	16.0	16.3	18.1

FII includes depository receipts

## Stock Performance (1-year)



**CMP: INR1,216** **TP: INR1,340 (+10%)** **Neutral**

## Capex-led growth; channel expansion fuels market reach

### Strong growth planned over FY25-28E

R R Kabel (RRKABEL) has embarked on a focused three-year growth journey under its strategic initiative, Project RRISE. During this period, it aims to increase capacity by 1.7x, supporting domestic business growth of 1.6x and export business growth of 1.8x. Overall, the company targets an 18% CAGR in its C&W business and a 25% CAGR in FMEG revenue. Moreover, management aims to grow EBITDA by 2.5x, and has earmarked a capex of INR12b for FY26-28E, focusing on expansions at its existing facilities in Silvassa and Waghodia. 80% of this capex will be allocated to increasing cable production capacity. INR10.5b will be invested in capacity expansion at the Waghodia plant in Gujarat, which is expected to be completed in phases by Mar'28. This will lead to an installed capacity increase of ~55% at this plant. Capex is pegged at INR1.5b for capacity expansion at the Silvassa, Dadra, and Nagar Haveli plant, which is expected to be commissioned by Dec'26. An earlier planned capex of INR2.5b at this plant is expected to become operational by Mar'26.

### Product innovation and new product offerings to support growth

RRKABEL is focused on product innovation and high-margin product offerings, such as FireX LS0H-EBXL (halogen-free, low-smoke wire for public and commercial buildings) that comply with the latest safety regulations. The company is also introducing new product categories, such as medium voltage cables up to 66 kV, and enhancing its premium and mid-premium range of FMEG products (premium decorative fans, downlight panels, and switchgears). In the FMEG segment, the company is prioritizing premiumization, improving channel efficiency (optimization of logistics and promotional costs), expanding presence across multiple price points with a balanced product portfolio, and targeting profitability by FY26. It has significantly increased its distribution network over the past few years, currently backed by a pan-India distribution network including ~4,400 distributors and 4,500 dealers. Over FY20-25, its distributor and dealer counts recorded a CAGR of 32% and 12%, respectively. The company's products are available at ~191k retail touchpoints, with a network connecting ~583k electricians. Its advertising and promotion spending increased 25% YoY to INR1.3b in FY25, and the company spent 1.6% of its revenue on ads during the year. We estimate ad spending to stand at 1.6% of revenue over FY25-28 (13% CAGR over FY25-28). Sponsorships of cricket teams such as the Kolkata Knight Riders and the UP Warriorz have contributed to enhancing the company's brand presence. Supported by a strong R&D team, the company develops first-of-its-kind products and secures export certifications from various countries. The company exports C&W to 74 countries and has over 57 international certifications.

### Capex fueled for future growth

We estimate RRKABEL's revenue/EBITDA/PAT CAGR at ~16%/23%/20% over FY25-28. Further, we estimate OPM to expand to ~8% over FY27-28E vs ~6% in FY25, aided by an increase in cable contribution to overall revenue. The C&W segment's

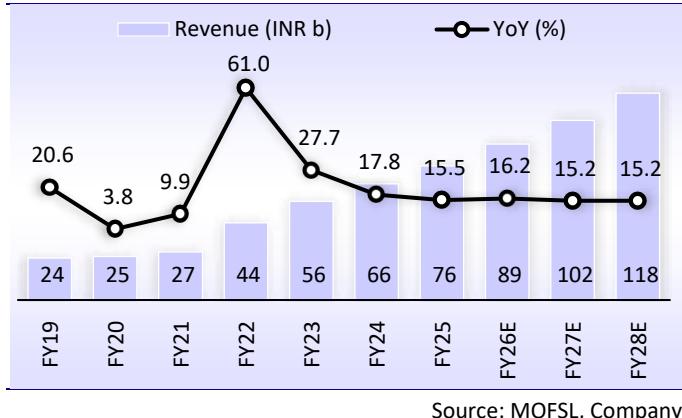
revenue posted a CAGR of ~24% over FY19-25. Going forward, we expect ~15% revenue CAGR for the C&W segment over FY25-28. In the FMEG segment, the company's revenue posted a CAGR of ~44% over FY19-25. We estimate ~14% revenue CAGR in this segment over FY25-28. Its cumulative OCF is projected at INR12.7b over FY26-28 vs. INR12.9b over FY23-25. Cumulative net cash outflow is estimated to be INR1.2b over FY26-28 vs FCF of INR6.2b over FY23-25, driven by higher capex.

### Valuation and view

RRKABEL's volume growth in 1Q was below the industry average due to the spillover of domestic orders and cable capacity operating at optimum levels. The ongoing expansion at the Waghodia plant is estimated to boost cable volumes over the next three years. Management remains confident of achieving its full year volume growth guidance of ~18%, supported by a robust 25% growth in cables during 9MFY25. Additionally, the company projects to achieve break-even in the FMEG business in FY26. We value RRKABEL at 30x Sep'27E EPS to arrive at a TP of INR1,340. Reiterate Neutral.

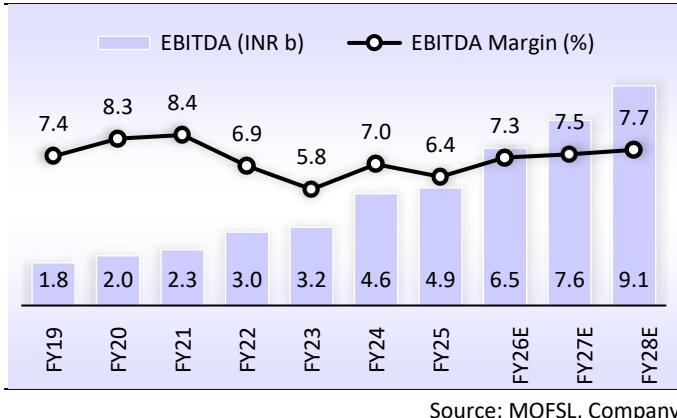
## Story in charts

**Exhibit 43: Estimate revenue CAGR of ~16% over FY25-28**



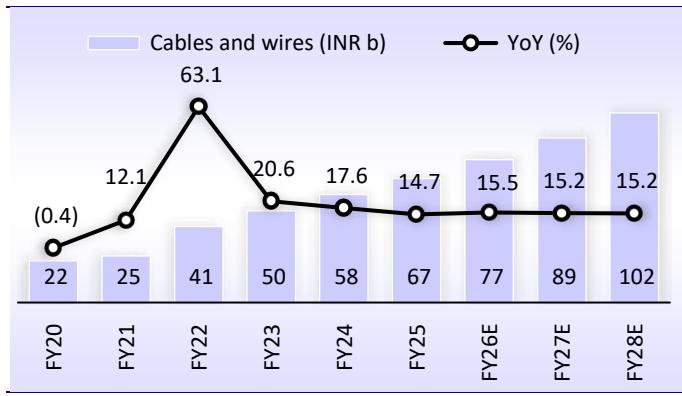
Source: MOFSL, Company

**Exhibit 44: Estimate EBITDA CAGR of ~23% over FY25-28**



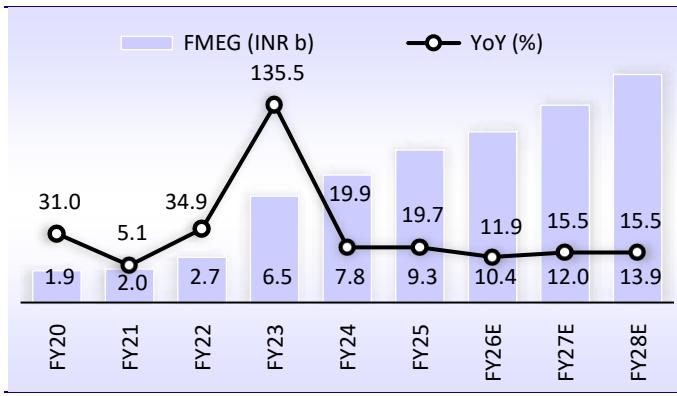
Source: MOFSL, Company

**Exhibit 45: C&W revenue CAGR of ~15% over FY25-28E**



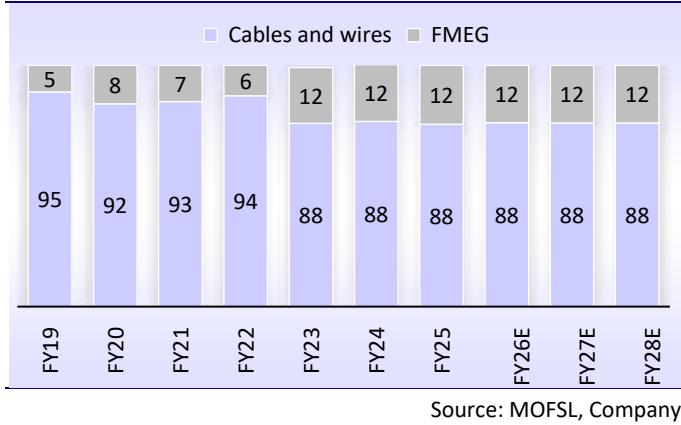
Source: MOFSL, Company

**Exhibit 46: FMEG EBITDA CAGR of ~14% over FY25-28E**



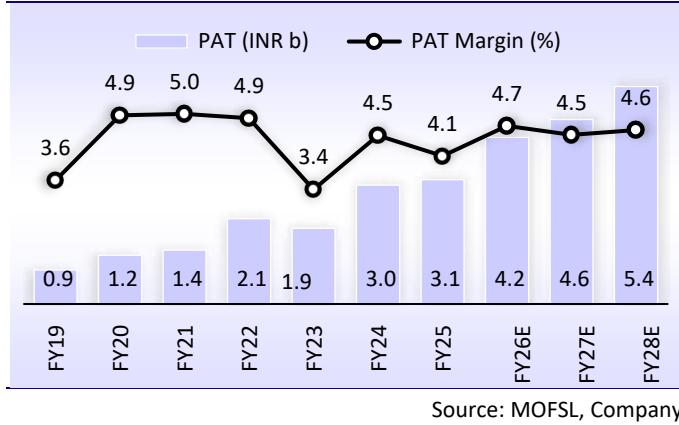
Source: MOFSL, Company

**Exhibit 47: Revenue mix**



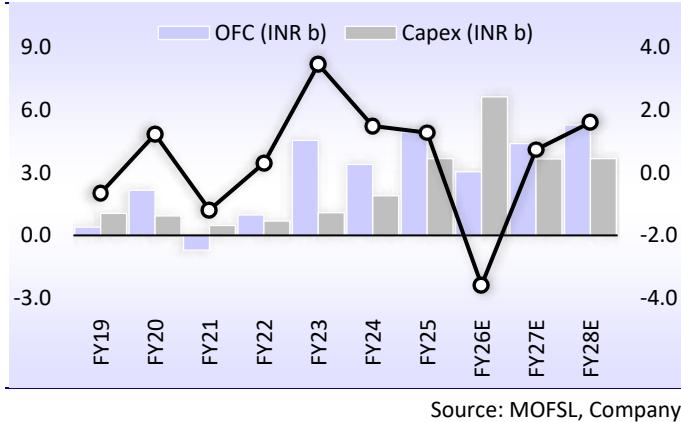
Source: MOFSL, Company

**Exhibit 48: PAT margin to remain stable over FY26-28**



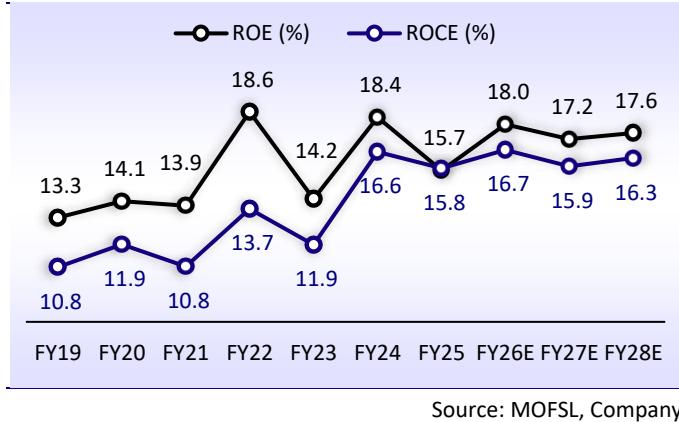
Source: MOFSL, Company

**Exhibit 49: Higher OCF to fund capex plans**



Source: MOFSL, Company

**Exhibit 50: RoE/RoCE to remain stable**



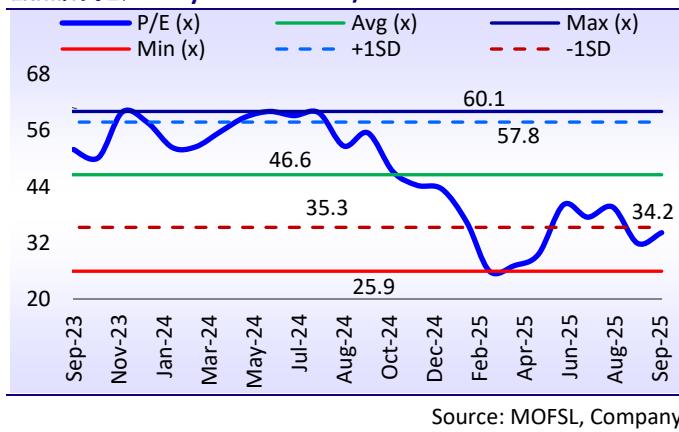
Source: MOFSL, Company

**Exhibit 51: Project RRise**

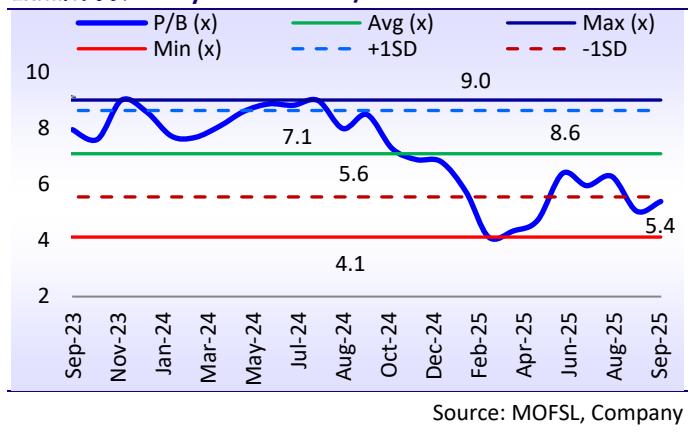


Source: MOFSL, Company

**Exhibit 52: One-year forward P/E chart**



**Exhibit 53: One-year forward P/B chart**



## Financials and valuations (Consolidated)

### Income Statement (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>Net Sales</b>	<b>27,239</b>	<b>43,859</b>	<b>55,992</b>	<b>65,946</b>	<b>76,182</b>	<b>88,517</b>	<b>1,02,006</b>	<b>1,17,517</b>
Change (%)	9.9	61.0	27.7	17.8	15.5	16.2	15.2	15.2
<b>EBITDA</b>	<b>2,301</b>	<b>3,032</b>	<b>3,223</b>	<b>4,617</b>	<b>4,856</b>	<b>6,488</b>	<b>7,638</b>	<b>9,068</b>
Change (%)	12.4	31.8	6.3	43.2	5.2	33.6	17.7	18.7
Margin (%)	8.4	6.9	5.8	7.0	6.4	7.3	7.5	7.7
Depreciation	448	461	596	655	705	766	839	991
Int. and Fin. Charges	271	233	421	539	589	679	1,170	1,362
Other Income	220	463	344	626	511	526	537	548
<b>Profit before Taxes</b>	<b>1,803</b>	<b>2,802</b>	<b>2,550</b>	<b>4,050</b>	<b>4,074</b>	<b>5,569</b>	<b>6,165</b>	<b>7,262</b>
Change (%)	14.3	55.4	(9.0)	58.8	0.6	36.7	10.7	17.8
Margin (%)	6.6	6.4	4.6	6.1	5.3	6.3	6.0	6.2
Tax	460	704	661	1,080	978	1,426	1,578	1,859
Tax Rate (%)	25.5	25.1	25.9	26.7	24.0	25.6	25.6	25.6
<b>Profit before JV/Associates/Minority Interest</b>	<b>1,343</b>	<b>2,097</b>	<b>1,889</b>	<b>2,970</b>	<b>3,095</b>	<b>4,143</b>	<b>4,587</b>	<b>5,403</b>
Share of JV/Associates	11	42	9	11	21	35	40	45
<b>Adjusted PAT</b>	<b>1,354</b>	<b>2,139</b>	<b>1,899</b>	<b>2,981</b>	<b>3,116</b>	<b>4,178</b>	<b>4,627</b>	<b>5,448</b>
Change (%)	11	58	(11)	57	5	34	11	18
Margin (%)	5.0	4.9	3.4	4.5	4.1	4.7	4.5	4.6
<b>Reported PAT</b>	<b>1,354</b>	<b>2,139</b>	<b>1,899</b>	<b>2,981</b>	<b>3,116</b>	<b>4,178</b>	<b>4,627</b>	<b>5,448</b>

### Balance Sheet (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Share Capital	239	239	478	564	565	565	565	565
Reserves	10,227	12,264	13,718	17,721	20,961	24,348	28,183	32,726
<b>Net Worth</b>	<b>10,466</b>	<b>12,503</b>	<b>14,197</b>	<b>18,285</b>	<b>21,526</b>	<b>24,913</b>	<b>28,749</b>	<b>33,292</b>
Loans	4,987	5,211	5,158	2,890	2,220	7,020	8,120	8,620
Deferred Tax Liability	79	131	149	247	302	302	302	302
<b>Capital Employed</b>	<b>15,532</b>	<b>17,845</b>	<b>19,504</b>	<b>21,422</b>	<b>24,049</b>	<b>32,236</b>	<b>37,171</b>	<b>42,214</b>
Gross Fixed Assets	5,526	5,914	7,574	8,222	11,098	16,759	20,413	24,091
Less: Depreciation	1,527	1,923	2,403	2,876	3,409	4,175	5,014	6,006
<b>Net Fixed Assets</b>	<b>3,999</b>	<b>3,991</b>	<b>5,172</b>	<b>5,346</b>	<b>7,690</b>	<b>12,584</b>	<b>15,399</b>	<b>18,085</b>
Capital WIP	67	423	436	1,636	2,347	3,313	3,313	3,313
Investments	406	622	777	1,065	1,868	1,868	1,868	1,868
<b>Curr. Assets</b>	<b>12,679</b>	<b>15,471</b>	<b>19,951</b>	<b>20,646</b>	<b>23,264</b>	<b>25,524</b>	<b>29,340</b>	<b>33,636</b>
Inventory	5,341	7,096	8,602	8,978	10,109	11,799	13,597	15,664
Investments	1,960	2,055	2,849	2,350	524	524	524	524
Debtors	4,204	5,171	5,919	6,412	8,232	8,003	9,222	10,625
Cash & Bank Balance	85	123	811	988	2,269	2,542	2,953	3,335
Loans & Advances	58	143	129	326	367	438	505	581
Other Current Assets	1,032	882	1,642	1,592	1,764	2,219	2,539	2,907
<b>Current Liab. &amp; Prov.</b>	<b>1,619</b>	<b>2,661</b>	<b>6,832</b>	<b>7,271</b>	<b>11,120</b>	<b>11,053</b>	<b>12,748</b>	<b>14,687</b>
Creditors	1,135	1,679	4,401	4,292	7,623	7,326	8,453	9,739
Other Liabilities	369	771	1,982	2,582	3,052	3,303	3,807	4,386
Provisions	115	212	448	397	445	424	488	562
<b>Net Current Assets</b>	<b>11,061</b>	<b>12,809</b>	<b>13,119</b>	<b>13,375</b>	<b>12,144</b>	<b>14,471</b>	<b>16,591</b>	<b>18,948</b>
<b>Application of Funds</b>	<b>15,532</b>	<b>17,845</b>	<b>19,504</b>	<b>21,422</b>	<b>24,049</b>	<b>32,236</b>	<b>37,171</b>	<b>42,214</b>

## Financials and valuations (Consolidated)

### Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>Basic (INR)</b>								
EPS	<b>12.0</b>	<b>18.9</b>	<b>16.8</b>	<b>26.4</b>	<b>27.6</b>	<b>37.0</b>	<b>40.9</b>	<b>48.2</b>
Cash EPS	15.9	23.0	22.1	32.2	33.8	43.7	48.3	56.9
BV/Share	218.7	261.3	148.4	162.1	190.4	220.3	254.2	294.4
DPS	0.0	0.0	0.0	3.0	6.0	7.0	7.0	8.0
Payout %	0.0	0.0	0.0	11.4	21.8	18.9	17.1	16.6
<b>Valuation (x)</b>								
P/E	101.7	64.4	72.5	46.2	44.2	33.0	29.8	25.3
Cash P/E	76.4	53.0	55.2	37.9	36.0	27.9	25.2	21.4
EV/Sales	5.2	3.2	2.5	2.1	1.8	1.6	1.4	1.2
EV/EBITDA	61.1	46.4	43.2	29.7	28.2	21.8	18.6	15.7
P/BV	5.6	4.7	8.2	7.5	6.4	5.5	4.8	4.1
Dividend Yield (%)	0.0	0.0	0.0	0.2	0.5	0.6	0.6	0.7
<b>Return Ratios (%)</b>								
RoE	13.9	18.6	14.2	18.4	15.7	18.0	17.2	17.6
RoCE	10.8	13.7	11.9	16.6	15.8	16.7	15.9	16.3
RoIC	10.2	12.3	12.3	16.1	14.8	14.6	15.0	15.7
<b>Working Capital Ratios</b>								
Debtor (Days)	56.3	43.0	38.6	35.5	39.4	35.0	35.0	35.0
Creditor (Days)	15.2	14.0	28.7	23.8	36.5	30.2	30.2	30.3
Inventory (Days)	71.6	59.1	56.1	49.7	48.4	48.7	48.7	48.7
Asset Turnover (x)	1.9	2.6	3.0	3.2	3.4	3.1	2.9	3.0
<b>Leverage Ratio</b>								
Debt/Equity (x)	0.5	0.4	0.4	0.2	0.1	0.3	0.3	0.3

### Cash Flow Statement

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Profit before tax	1,803	2,844	2,560	4,061	4,095	5,604	6,205	7,307
Depreciation	448	461	596	655	705	766	839	991
Exceptional Income	-	-	-	-	-	-	-	-
Interest Paid	271	233	421	539	589	679	1,170	1,362
Others	23	(69)	9	(259)	(136)	(526)	(537)	(548)
Direct Taxes Paid	(419)	(733)	(582)	(965)	(965)	(1,426)	(1,578)	(1,859)
(Incr)/Decr in WC	(2,837)	(1,754)	1,534	(641)	656	(2,054)	(1,709)	(1,975)
<b>CF from Operations</b>	<b>(711)</b>	<b>982</b>	<b>4,537</b>	<b>3,390</b>	<b>4,944</b>	<b>3,044</b>	<b>4,390</b>	<b>5,278</b>
Incr in FA	(474)	(682)	(1,083)	(1,897)	(3,671)	(6,627)	(3,654)	(3,678)
Pur of Investments	367	(2)	(1,188)	982	1,937	-	-	-
Interest/MF/Div Income	39	11	27	58	30	526	537	548
Others	10	47	(1,090)	22	13	-	-	-
<b>CF from Invest.</b>	<b>(59)</b>	<b>(627)</b>	<b>(3,335)</b>	<b>(835)</b>	<b>(1,690)</b>	<b>(6,100)</b>	<b>(3,117)</b>	<b>(3,130)</b>
Changes in Net worth	-	-	-	1,800	83	-	-	-
Incr in Debt	1,029	184	(160)	(2,408)	(836)	4,800	1,100	500
Dividend Paid	-	(278)	(500)	(838)	(621)	(792)	(792)	(905)
Interest paid	(287)	(222)	(355)	(506)	(538)	(679)	(1,170)	(1,362)
Others	(33)	(40)	-	(98)	-	-	-	-
<b>CF from Fin. Activity</b>	<b>708</b>	<b>(356)</b>	<b>(1,015)</b>	<b>(2,050)</b>	<b>(1,912)</b>	<b>3,329</b>	<b>(861)</b>	<b>(1,767)</b>
<b>Incr/Decr of Cash</b>	<b>(61)</b>	<b>(1)</b>	<b>187</b>	<b>505</b>	<b>1,342</b>	<b>273</b>	<b>412</b>	<b>381</b>
Add: Opening Balance	113	85	623	483	927	2,381	2,654	3,066
<b>Closing Balance (inc. bank balance)</b>	<b>85</b>	<b>123</b>	<b>811</b>	<b>988</b>	<b>2,381</b>	<b>2,654</b>	<b>3,066</b>	<b>3,447</b>

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UNDER REVIEW	Rating may undergo a change
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