

Jain Resource Recycling



Building scale in a fragmented recycling industry

Research Analyst: [Sumant Kumar](mailto:Sumant.Kumar@MotilalOswal.com) (Sumant.Kumar@MotilalOswal.com) / [Meet Jain](mailto:Meet.Jain@MotilalOswal.com) (Meet.Jain@MotilalOswal.com)

Research Analyst: [Nirvik Saini](mailto:Nirvik.Saini@MotilalOswal.com) (Nirvik.Saini@MotilalOswal.com) / [Yash Darak](mailto:Yash.Darak@MotilalOswal.com) (Yash.Darak@MotilalOswal.com)

Investors are advised to refer through important disclosures made at the last page of the Research Report.
Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

01

Page # 03
Summary

02

Page # 07
Story in charts

03

Page # 10
Company overview

04

Page # 14
Where growth takes the 'Lead'

05

Page # 20
Unlocking higher value through integrated copper recycling

06

Page # 26
End-to-end global platform:
Cost-efficient sourcing to a deep-rooted customer base



Building scale in a fragmented recycling industry

- ❖ Jain Resource Recycling (JAINREC) is one of India's largest non-ferrous metal recyclers. It operates an integrated platform capable of processing multiple materials at a single location with a total capacity of 287K MT. The group has evolved into a leading recycling enterprise with diversified capabilities across lead (~44% revenue/~45% volume), copper (~50% revenue/21% volume), and aluminum (~4% revenue/4% volume).
- ❖ JAINREC has developed a strong global ecosystem, sourcing scrap directly from 120+ countries through long-standing supplier relationships, while simultaneously building a diversified export presence across 20+ countries. This integrated global network ensures reliable access to quality scrap, highly competitive freight and logistics costs, and strong export growth, collectively driving superior cost efficiency and operational scalability.
- ❖ We expect JAINREC to deliver a CAGR of 36%/48%/56% in revenue/EBITDA/PAT over FY25-28, driven by an increase in capacity of its core products, expansion of its global presence, entry into antimony, and higher value-added copper products. We value the stock at 21x FY28E (in line with the five-year average and ~25% discount to the three-year average of GRAVITA), EPS of INR24 to arrive at our TP of INR520. We initiate coverage on JAINREC with a BUY rating.

13

Page # 29
Valuation and view

14

Page # 30
Key risks

15

Page # 31
SWOT analysis

16

Page # 32
Management team

17

Page # 33
ESG initiatives

18

Page # 34
Financials and valuations

Jain Resource Recycling

 BSE SENSEX
79,116

 S&P CNX
24,481

Stock Info

Bloomberg	JAINREC IN
Equity Shares (m)	345
M.Cap.(INRb)/(USDb)	139.1 / 1.5
52-Week Range (INR)	461 / 248
1, 6, 12 Rel. Per (%)	4/-/-
12M Avg Val (INR M)	1439

Financials Snapshot (INR b)

Y/E Mar	2026E	2027E	2028E
Sales	93.1	137.8	163.3
EBITDA	6.6	9.4	11.8
PAT	4.4	6.4	8.4
EBITDA (%)	7.1	6.8	7.2
EPS (INR)	12.8	18.6	24.4
EPS Gr. (%)	98.5	46.1	31.1
BV/Sh. (INR)	48.3	66.9	91.4

Ratios

Net D/E	0.5	0.4	0.2
RoE (%)	36.8	32.4	30.9
RoCE (%)	22.7	22.4	23.4

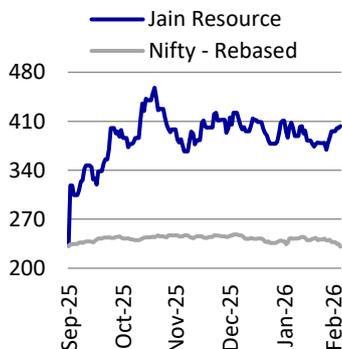
Valuations

P/E (x)	31.6	21.6	16.5
EV/EBITDA (x)	22.4	15.8	12.4

Shareholding pattern (%)

As On	Dec-25	Sep-25
Promoter	73.6	73.6
DII	8.7	6.4
FII	3.7	6.4
Others	14.0	13.6

FII Includes depository receipts

Stock's performance (one-year)

CMP: INR403
TP: INR520 (+29%)
Buy

Building scale in a fragmented recycling industry

Jain Resource Recycling (JAINREC) is one of India's largest non-ferrous metal recyclers. It operates an integrated platform capable of processing multiple materials at a single location with a total capacity of 287K MT. The group has evolved into a leading recycling enterprise with diversified capabilities across lead (~44% revenue/~45% volume), copper (~50% revenue/21% volume), and aluminum (~4% revenue/4% volume).

- As the world accelerates toward its climate and sustainability commitments, the importance of metal recycling continues to rise. It significantly lowers emissions, conserves finite natural resources, reduces the environmental footprint of mining, and supports a circular economy by keeping valuable materials in use for longer.
- The demand for domestic secondary lead witnessed a 3.8% CAGR over FY18-24. This trend is likely to accelerate in the future with an anticipated demand CAGR of 6.5% over FY24-FY30 from 1.18MMT to 1.7MMT. This trend will be driven by rising consumption from the lead-acid battery segment, expanding telecom infrastructure, rising adoption of energy storage solutions, and favorable regulatory policies.
- In addition, the company stands to benefit from ongoing supply disruptions at major global copper mines. These constraints on primary metal availability are projected to increase demand for secondary copper, with the domestic secondary demand expected to clock a 14% CAGR to 1,410KTPA from 645KTPA, creating a favorable environment for the company's recycled copper portfolio.
- To leverage this growth, JAINREC plans to expand the lead/copper capacity to 300KMT/100KMT by FY28 from 184KMT/83KMT. Management also plans to simultaneously focus on high-margin value-added products such as tin to further enhance the profitability with its entry into antimony extraction and forward integration into copper cathodes, wire rods, and busbars.
- JAINREC has developed a strong global ecosystem, sourcing scrap directly from 120+ countries through long-standing supplier relationships, while simultaneously building a diversified export presence across 20+ countries. This integrated global network ensures reliable access to quality scrap, highly competitive freight and logistics costs, and strong export growth, collectively driving superior cost efficiency and operational scalability.
- We expect JAINREC to deliver a CAGR of 36%/48%/56% in revenue/EBITDA/PAT over FY25-28, driven by an increase in capacity of its core products, expansion of its global presence, entry into antimony, and higher value-added copper products. We value the stock at 21x FY28E (in line with the five-year average and ~25% discount to the three-year average of GRAVITA), EPS of INR24 to arrive at our TP of INR520. We initiate coverage on JAINREC with a BUY rating.

Where growth takes the 'Lead'

- JAINREC commenced lead recycling operation in CY13, and it now contributes to a significant proportion of JAINREC's revenue (~44%/43% share in FY25/9MFY26). Lead recycling spearheaded the company's growth with a revenue CAGR of ~38% over FY22-25. Volume clocked ~32% CAGR over FY22-25 and stood at ~155MT in FY25.
- The domestic secondary market is expected to remain a key growth driver, with secondary lead demand forecast to post ~6.5% CAGR to 1.7MMT through CY30 with the share of secondary lead in the market expected to remain at 85%, driven by the growth in the end-user industry.

- The company plans to expand its lead recycling capacity from 184K MT to 300K MT by FY28, positioning itself to meet rising domestic demand while improving scale efficiencies and long-term growth visibility.
- Additionally, supportive regulatory policy is driving formalization of the sector, accelerating the shift from informal operators to organized recyclers, and increasing the consistent supply of raw material availability. Currently, ~60% of the market share is held by unorganized players.
- JAINREC is moving up the value chain by extracting higher-value by-products from lead-acid battery scrap, such as tin and antimony, with antimony recovery being the next major value unlock. As this process requires niche metallurgical expertise, it creates strong entry barriers and sharpens JAINREC's competitive edge. Successful antimony separation enables significantly higher realizations and supports margin expansion.
- ***We expect the lead segment's volume/EBITDA CAGR at ~25%/35% over FY25-FY28, driven by tailwinds from the regulatory policy. EBITDA/MT is estimated at INR21,067 in FY28 vs. INR16,897 in FY25, led by the higher-value by-products.***

Unlocking higher value through integrated copper recycling

- JAINREC started copper recycling operations in CY18, and copper now contributes ~50%/~21% of revenue/volume in FY25. The segment has delivered a strong revenue/volume CAGR of ~22%/15% over FY22-25.
- Disruptions at major global copper mines have led to a tightening of the primary copper supply, creating structural constraints in the global market. Simultaneously, robust demand from the global power transmission, infrastructure, industrial manufacturing, and clean energy sectors is sustaining copper consumption.
- This widening supply-demand gap is expected to increase reliance on recycled copper. The domestic secondary copper demand is expected to grow at a CAGR of 14% over the period FY24-FY30 to 1,410KTPA.
- JAINREC's manufacturing capacity of copper recycling is at ~83KTPA as of FY25 (with capacity utilization at ~88% in FY25). Further, the company has plans to increase its capacity to 100KTPA by FY28 to meet the growing demand.
- Additionally, the company has formed a JV with Texas-based CNY Group Investment Corporation to set up a copper scrap recycling plant in Ahmedabad, enabling processing of end-of-life materials (cables, motors, alternators) and strengthening both its sourcing network and overall recycling capabilities.
- JAINREC is moving up the value chain by producing higher value-added copper products such as anodes, cathodes, wire rods, and busbars—using recycled copper. The phased commissioning of its new copper cathode unit (Unit 3) from 4QFY26 will further strengthen this forward integration, boosting margins and supporting earnings growth.
- ***We expect segment volume/EBITDA CAGR of ~17%/35% over the period FY25-FY28 in the copper segment, and EBITDA/MT to stand at INR48,246 in FY28 vs. INR32,903 in FY25.***

End-to-end global platform: Cost-efficient sourcing to a deep-rooted customer base

- JAINREC ensures operational continuity and margin stability through a wide global sourcing network across 120+ countries, supported by direct bulk procurement from overseas scrapyards (~71% of FY25 imports), which lowers sourcing costs by avoiding intermediaries.

JAINREC is advancing its forward integration strategy by producing higher value-added products – including copper anodes, copper cathodes, wire rods, and busbars – using recycled copper as feedstock

We expect JAINREC to achieve a revenue/EBITDA/Adj. PAT CAGR of 36%/48%/56% over FY25-28

- Hedging plays a critical role in insulating metal recyclers from price volatility in global commodity markets. JAINREC mitigates commodity price risk arising from fluctuations in LME-traded base metals through systematic hedging via futures contracts. This approach positions the company as a pure-play recycler rather than a commodity metal producer, thereby reducing earnings volatility and supporting margin stability.
- JAINREC has a strong international presence, exporting to over 20 countries, which contributes ~57% of FY25 revenue and is recording a 32% CAGR. This, combined with long-standing customer relationships with global customers, provides revenue stability, diversifies global demand, and aids sustained growth.

Valuation and view: Initiate coverage with a BUY rating and a TP of INR520

- JAINREC is positioned for long-term growth, aided by rising demand for recycled metals and a regulatory shift favoring organized players. Its strategy focuses on expanding capacity, manufacturing value-added products, and strengthening customer engagements, which is likely to drive sustained margin improvement. The company is also benefiting from India's lead and copper demand growing faster than global trends.
- To move up the value chain, JAINREC is developing higher-value products across both lead (tin) and copper (cathode, anodes, and busbar). These initiatives are expected to materially enhance realizations, margins, and earnings visibility.
- Securing reliable, cost-efficient scrap supply remains core to its operating model. JAINREC has built a strong global sourcing network spanning 120+ countries (with direct procurement of ~71% of its FY25 imports from overseas scrapyards). With total capacity set to increase from 184K MT to 300K MT by FY28, the company is well placed to capitalize on structural industry tailwinds.
- Boosted by this strong growth outlook, we expect the company to achieve a revenue/EBITDA/Adj. PAT CAGR of 36%/48%/56% over FY25-28.
- The stock currently trades at a P/E of 32x/22x/16x for FY26E/FY27E/FY28E. With an RoE/RoCE of 31%/23% in FY28E, we value JAINREC at a 21x FY28E EPS of INR24.4 (in line with the five-year average and ~25% discount to the three-year average of GRAVITA) to arrive at our TP of INR520. **Initiate with a BUY rating.**

Exhibit 1: Peer valuations

Company Name	M Cap (INRb)	Revenue	EBITDA	PAT	PE (x)			EV/EBITDA (x)			ROE (%)		
		CAGR (%)	CAGR (%)	CAGR (%)	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Gravita India	113	20	33	24	30.6	24.8	20.4	26.2	19.6	15.9	17.6	18.2	18.5
Pondy Oxide*	33	32	50	59	24.9	18.7	14	16	12	9.1	19.5	23.1	17.2
Jain resource recycling	139	36	48	56	31.6	21.6	16.5	22.4	15.8	12.4	36.8	32.4	30.9

Source – MOFSL BBG/*BBG estimates

Exhibit 2: Peer comparison

Company Name	Revenue (INR b)			EBITDA (INR b)			EBITDA Margins (%)			PAT (INR b)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Gravita India Ltd	43.3	54.2	67.1	4.5	6.0	7.6	10.4%	11.1%	11.3%	4.0	4.9	6.0
Pondy Oxide*	30.0	38.7	47.6	2.0	2.7	3.5	6.7%	6.9%	7.4%	1.3	1.7	2.3
Jain resource recycling	93.1	137.8	163.3	6.6	9.4	11.8	7.1	6.8	7.2	4.4	6.4	8.4

Source – MOFSL BBG/*BBG estimates

STORY IN CHARTS

Investment arguments

Where growth takes the 'Lead'

Unlocking higher value through integrated copper recycling

End-to-end global platform: Cost-efficient sourcing to a deep-rooted customer base

Company at a glance

One of India's largest and fastest-growing non-ferrous metal recycling companies, with a legacy spanning over seven decades

1935

Constituted as a partnership firm under the name of Jain Metal Rolling Mills

2013

Commenced operations by setting up a Lead refining unit

+1.7 lakh

MPTA of combined actual production

LME

One of the largest Indian recyclers with LME-registered lead ingots; also registered with MCX



475+

Employees



300+

Customers



4

Recycling Plants



20+

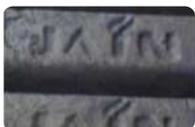
Export Countries



130+

Countries from which RM sourced

Product Portfolio



Lead & Lead Alloy Ingots



Copper & Copper Ingots



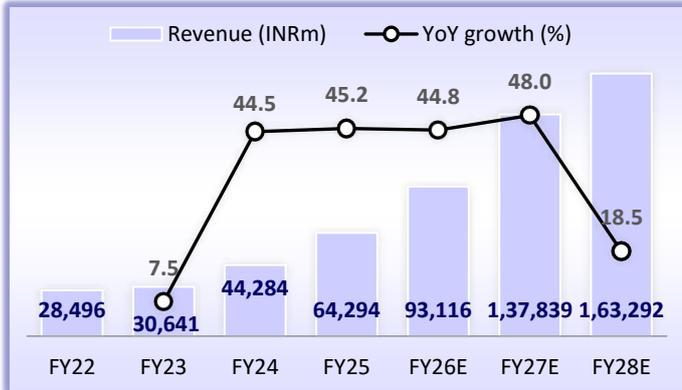
Aluminum & Aluminum Ingots



Solder Tin Alloy & Tin Ingots

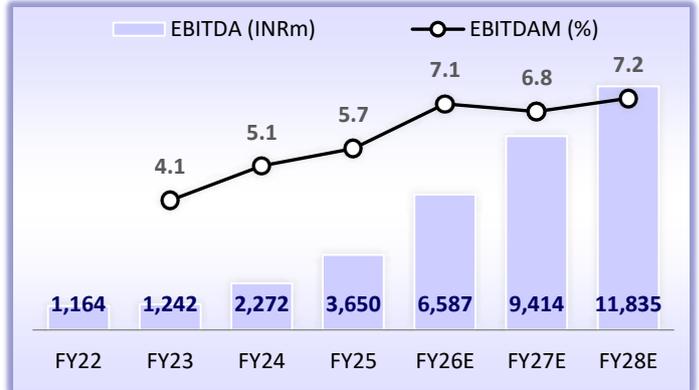
STORY IN CHARTS

Revenue trend



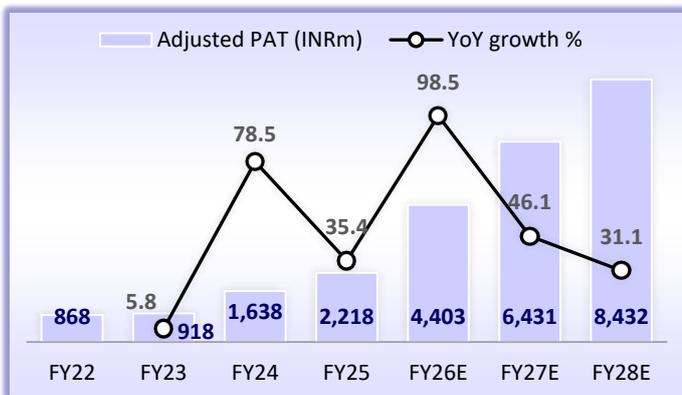
Source: MOFSL

EBITDA trend



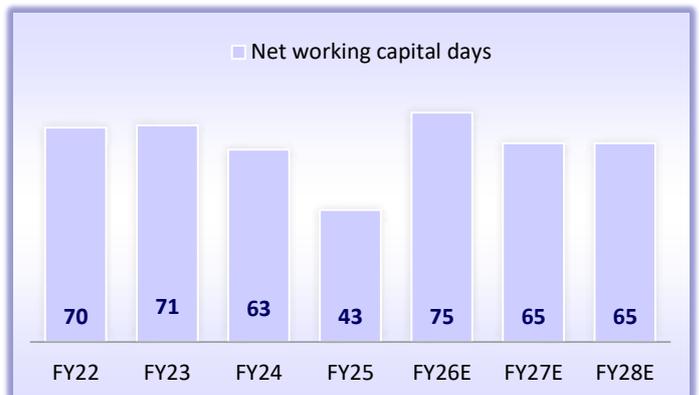
Source: MOFSL

Adj. PAT trend



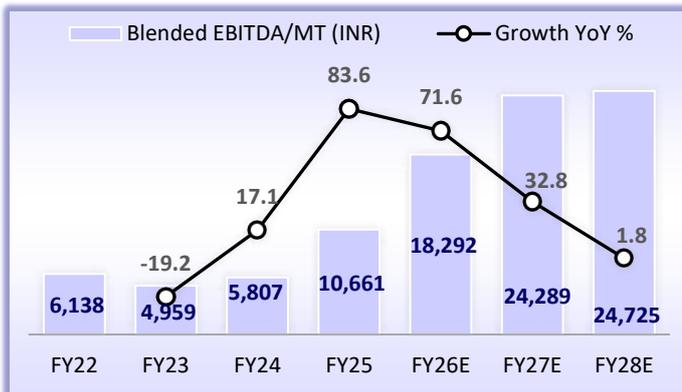
Source: MOFSL

Working capital days



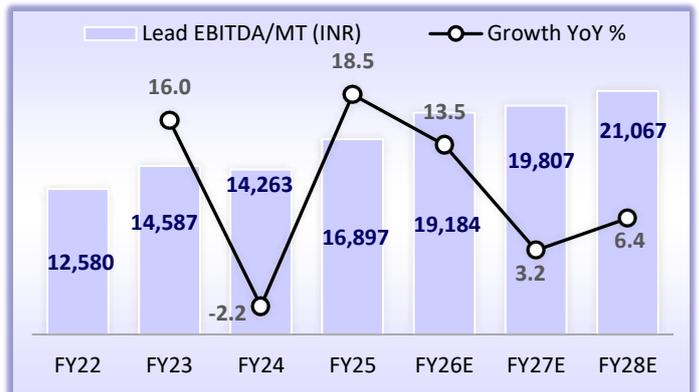
Source: MOFSL

Blended EBITDA/MT trend



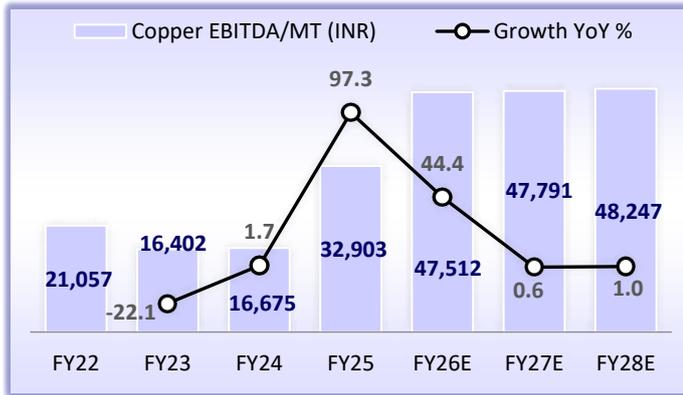
Source: MOFSL

EBITDA/MT trend



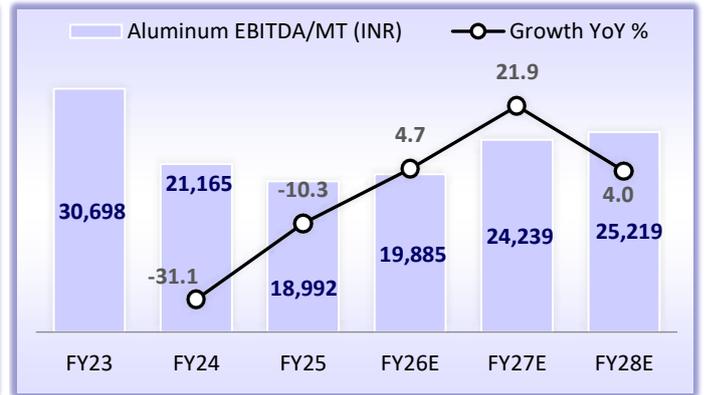
Source: MOFSL

Copper EBITDA/MT trend



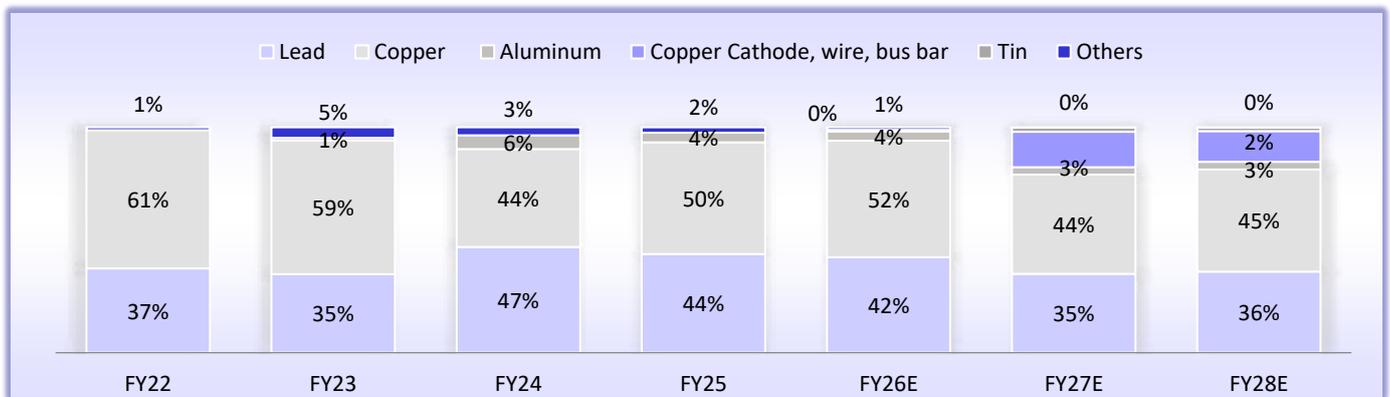
Source: MOFSL

Aluminum EBITDA/MT



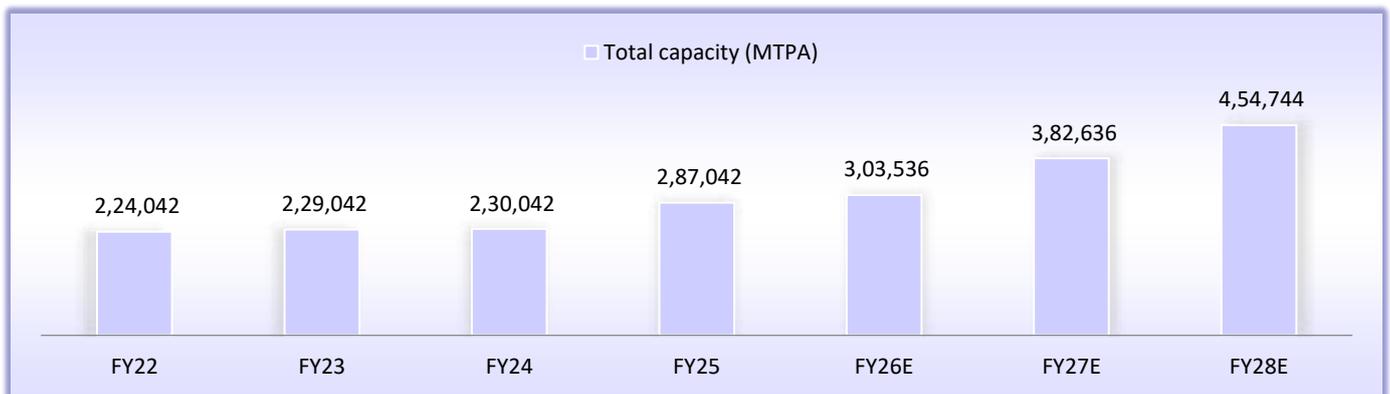
Source: MOFSL

Product revenue mix



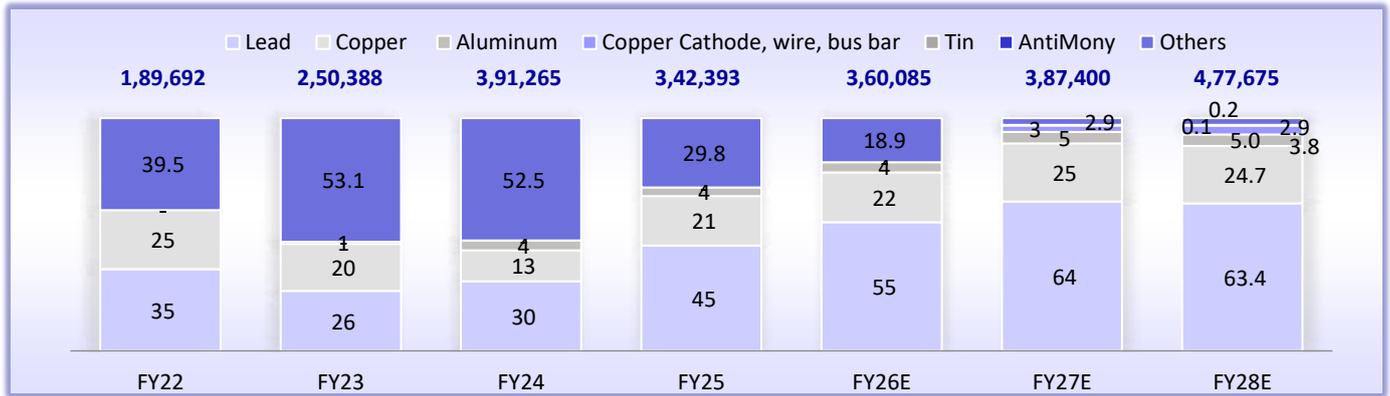
Source: MOFSL

Capacity trend



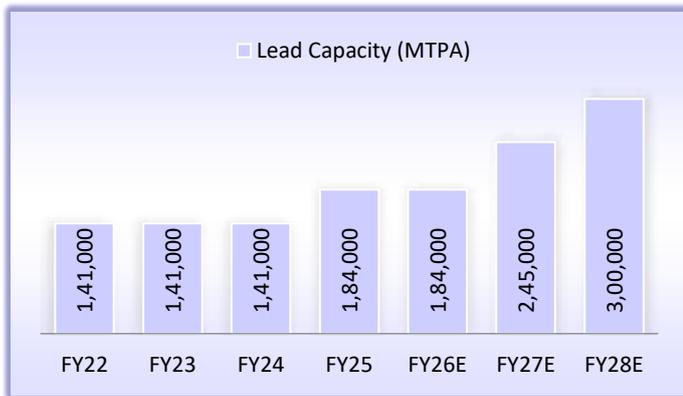
Source: MOFSL

Volume mix and Total volume in MTPA



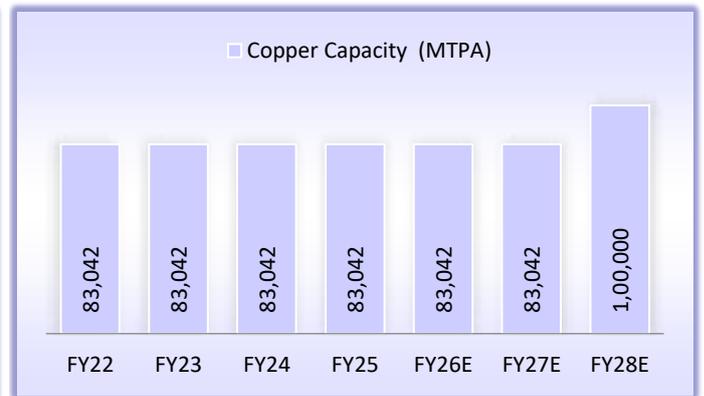
Source: MOFSL

Lead capacity trend



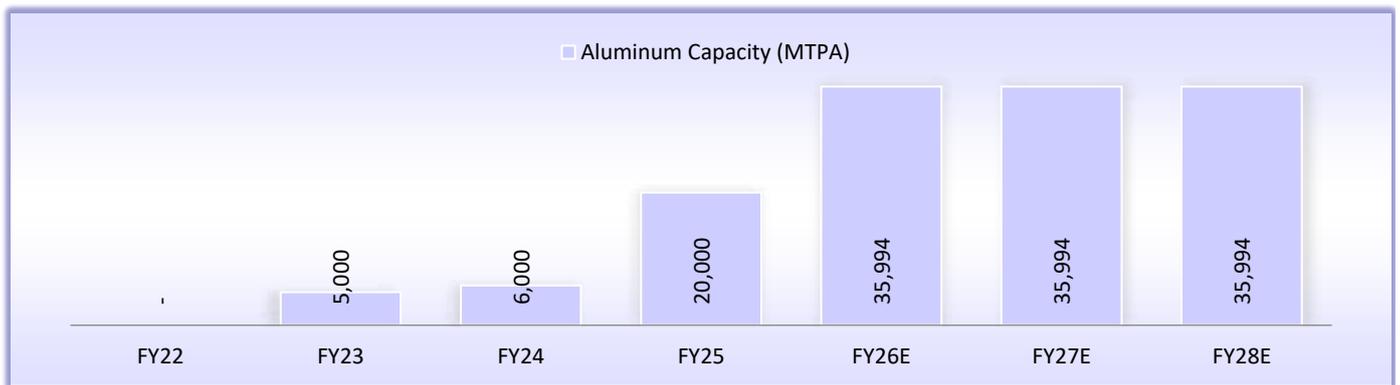
Source: MOFSL

Copper capacity trend



Source: MOFSL

Aluminum capacity trend



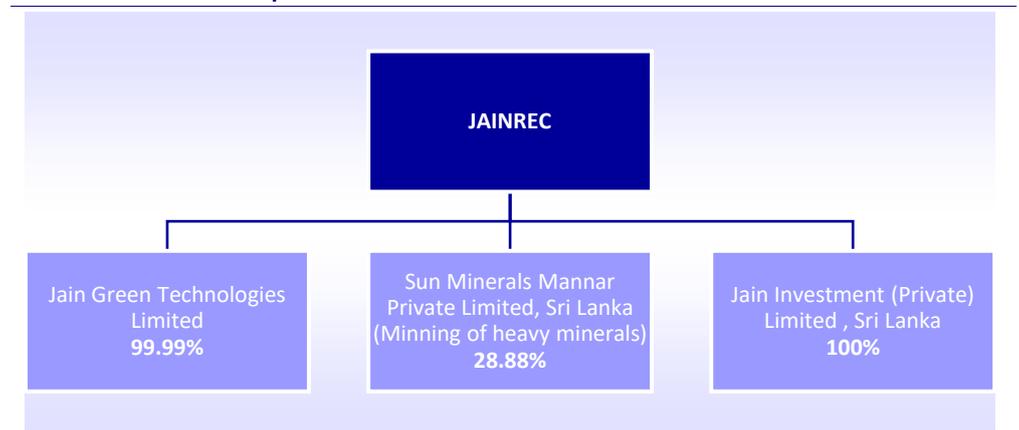
Source: MOFSL

JAINREC is one of the only two Indian recyclers whose lead ingot is registered as a brand by the London Metal

Company overview

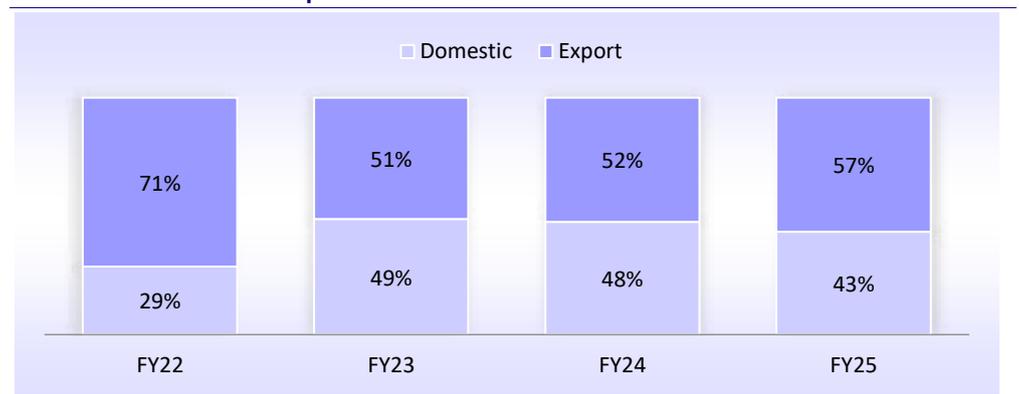
- Founded in 1953 as a partnership firm, Jain Metal Group (JAINREC) is one of the leading global recycling companies operating in three key verticals – copper (~50% revenue/21% volume), lead (~44% revenue/~45% volume) and aluminum (~4% revenue/4% volume). JAINREC also houses tin and plastic recycling, whose raw materials are by-products of key vertical operations.
- The company commenced operations in CY13 with lead recycling and subsequently diversified into copper recycling in CY18 and aluminum recycling in CY22, thereby broadening its non-ferrous metals recycling portfolio.
- JAINREC is primarily focused on the manufacturing of non-ferrous metal products by way of recycling of non-ferrous metal scrap.
- JAINREC is one of the only two Indian recyclers whose lead ingot is registered as a brand by the London Metal Exchange, and its brand name ‘JAIN 9998’ is accepted as a registered brand of refined lead by the MCX in India.

Exhibit 3: JAINREC – corporate structure



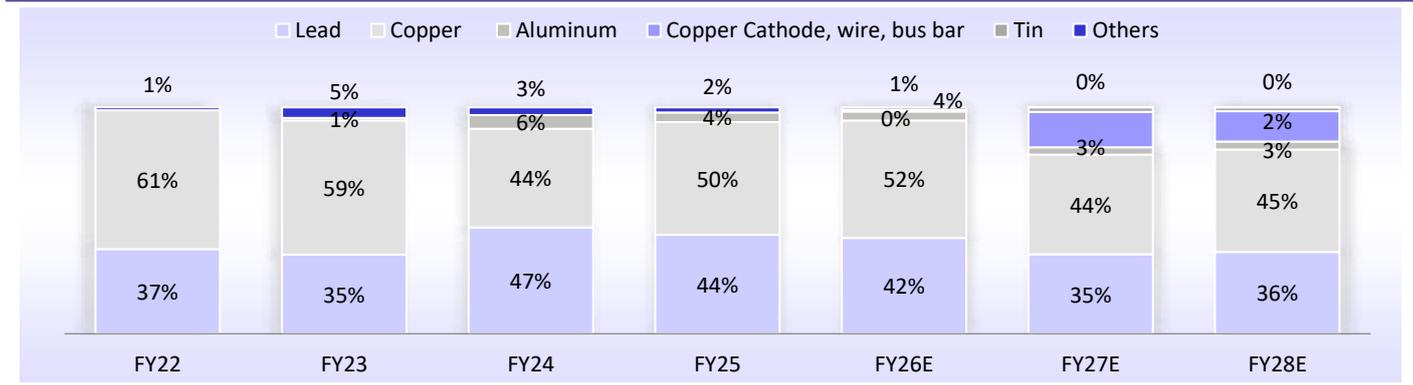
Source: company

Exhibit 4: Domestic and export revenue share



Source: MOFSL

Exhibit 5: Product revenue mix



Source: MOFSL

The strategic location of JAINREC’s recycling plants provides a competitive advantage by utilizing various by-products of one facility as raw materials for another facility.

Well-positioned industrial facilities

- JAINREC’s recycling operations are vertically integrated with end-to-end recycling processes wherein raw materials are sourced from 120+ countries, with a deeply rooted procurement network in Asia and America, ensuring cost-effective raw material procurement by leveraging commodity price differences.
- JAINREC currently operates through three strategically located recycling plants (with a total manufacturing capacity of ~287KMT) and one segregating facility in Tamil Nadu, India. All facilities are in the Chennai SIPCOT industrial estate.
- The strategic location of JAINREC’s recycling plants provides a competitive advantage by utilizing various by-products of one facility as raw materials for another facility, in addition to the ability to utilize common capabilities, including laboratory infrastructure and technical know-how.
- Further, the company enjoys freight cost advantages with respect to its trade. For example, the ocean freight costs as of March 2025 as quoted by the company are USD25/20’ vs. USD482/20’ market rate for Ho Chi Minh City (Vietnam), USD10/20’ vs. USD421/20’ market rate for Qingdao (China), and USD60/20’ vs. USD379/20’ market rate for Osaka (Japan).
- The company also enjoys a seal charge of USD5 per container against the industry average of USD8 per container, which is highly competitive and helps the company to have a strong international presence.

Exhibit 6: Recycling facilities

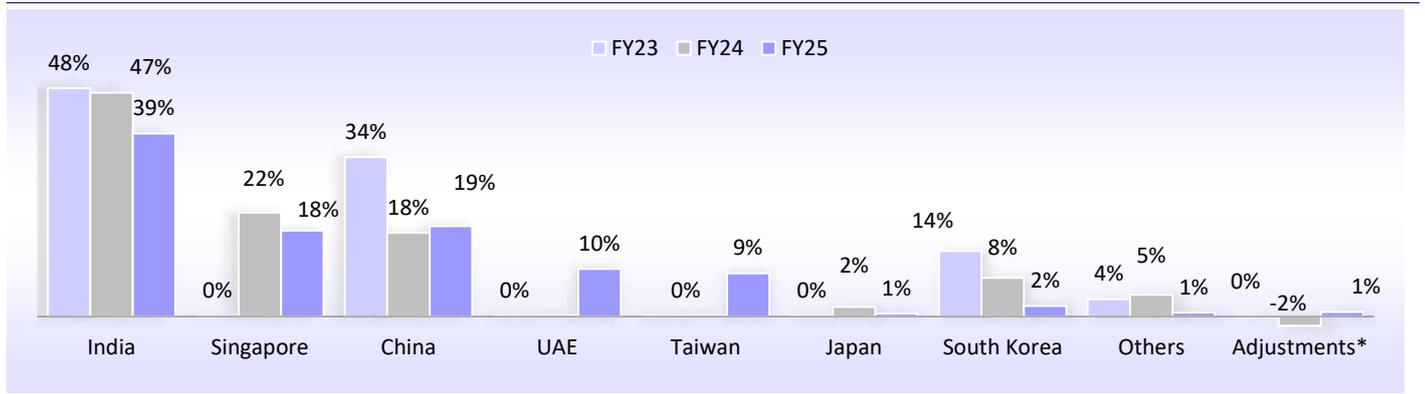
Particulars	Recycling facility		
	Facility 1 (Copper)	Facility 2 (Lead)	Facility 3 (Aluminum)
Location	❖ SIPCOT Industrial Estate, Gummidipoondi, Chennai	❖ SIPCOT Industrial Complex, Gummidipoondi, Chennai	❖ SIPCOT Industrial Estate, Gummidipoondi, Chennai
Land area	❖ 9.99 acres	❖ 16.95 acres	❖ 1.91 acres
Ownership	❖ 99-year lease with SIPCOT	❖ 6 acres: in the name of the company (99 years lease with SIPCOT) 10.95 acres – under lease on property owned by Mr. Kamlesh Jain	❖ Part of 10.95 acres of JRRL under lease on property owned by Mr. Kamlesh Jain.
Raw Material	❖ Copper scrap druid, Copper scrap berry, and copper scrap birch for the copper product	❖ Lead scrap rains, lead scrap relay, and lead scrap radio for lead products. Copper scrap druid, copper scrap berry, and copper scrap birch for the copper product	❖ Aluminum scrap tread, Aluminum scrap talon, and Aluminum scrap tension for Aluminum products
Products Produced	❖ Refined Copper Ingots/Billet Copper Products other than Ingots/Billets	❖ Refined Lead, Ingot Lead Alloys, Copper Products other than Ingots/Billets	❖ Aluminum Ingots & Molten Aluminum by Products, Zinc Scrap/Brass Scrap/Copper Scrap/Stainless Steel Scrap/Iron Scrap, Aluminum Powder, and non-Metal scrap
Installed Production Capacity (as on Dec'25)	❖ Copper products 45360 MTPA ❖ Aluminum products 9744 MTPA ❖ Billets or Copper Ingots 2587 MTPA, 3119 MTPA, 4826 MTPA, 6750 MTPA (17282 MTPA) ❖ Aluminum Ingots of 2250 MTPA ❖ Plastic Granules 9600 MTPA ❖ By Products Plastic Peels 2900 MTPA Plastic Grinds 2800 MTPA	❖ Lead Alloy – 184,000 MTPA ❖ Other Copper products - 20,400 MTPA	❖ Aluminum Ingots & Molten Aluminum – 24,000 MTPA

Source: Company

Leveraging a strong customer base with a global footprint to drive multi-segment expansion

- Along with an established presence in international markets, the company has built a global customer network, with 370+ customers in over 20 countries, with substantial repeated orders and long-standing relationships with ~4 customers.
- The company derives the majority of its revenue from the international market (~57% in FY25) and the balance from domestic.
- The company caters to customers in various industries, including lead acid battery, electrical and electronics, pigments, and automotive, with top clientele being Vedanta-Sterlite Copper, Luminous Power Technologies, and Yash Resources Recycling, and global customers such as Mitsubishi Corporation RtM Japan, and Nissan Trading Co.
- The company aims to position itself to meet evolving market requirements and drive sustainable growth driven by the expansion of existing segments and diversification into new verticals such as tire, brass, e-waste, and solar panel recycling.

Exhibit 7: Country wise revenue from operations



Source: Company

Exhibit 8: Product portfolio

Sr. No	Product	Revenue share in FY25	Usage
Lead & Lead Alloy Ingots			
1	Refined lead ingots	35.0%	❖ Used in Lead Acid Batteries, Radiation Shielding, Ammunition, Counterweights, Electronics, Marine Ballast, Cable Sheathing, and Aerospace
2	Antimony lead ingots	2.3%	❖ Used in battery terminals, anodes, cathodes, grid paste, ammunition, and cable sheathing
3	Remelted Lead Ingot	0.7%	❖ Widely used in multiple industries such as the battery industry and the Cable & Electrical Industry
Copper & copper ingots			
1	Refined copper Billet	10.3%	❖ Used in the cable manufacturing industry, the machinery and equipment industries, the chemical industries, and the automotive industries
2	Copper Alloy Billets	0.8%	❖ Used as raw materials for industrial applications
3	Copper Ingot	2.3%	❖ Processed for use in industrial applications
4	Finished copper scrap	29.9%	
Aluminum & Aluminum Alloys			
1	Aluminum Alloy Ingots	2.3%	❖ Used in various industries such as the electrical and power industry, electronics industry, due to their high electrical and thermal conductivity, corrosion resistance, and recyclability.
2	Molten Aluminum Alloy	0.2%	❖ Used in various industries due to its lightweight, high strength, corrosion resistance, and excellent thermal and electrical conductivity.
Tin ingots			
1	Crude Tin Ingots		❖ Used for solder manufacturing, tin plating, electronics, batteries, and chemicals.
2	Lead Tin Alloy Solders/Ingots		❖ Major buyers include the electronics and electrical sector for PCB assembly and the automotive industry for wiring harnesses, battery connections, and ECU soldering, and the power and cable sector.
Plastic			
1	Plastic Granules		❖ Widely used in packaging, automotive parts, household products, pipes, textiles, furniture, and various industrial applications.

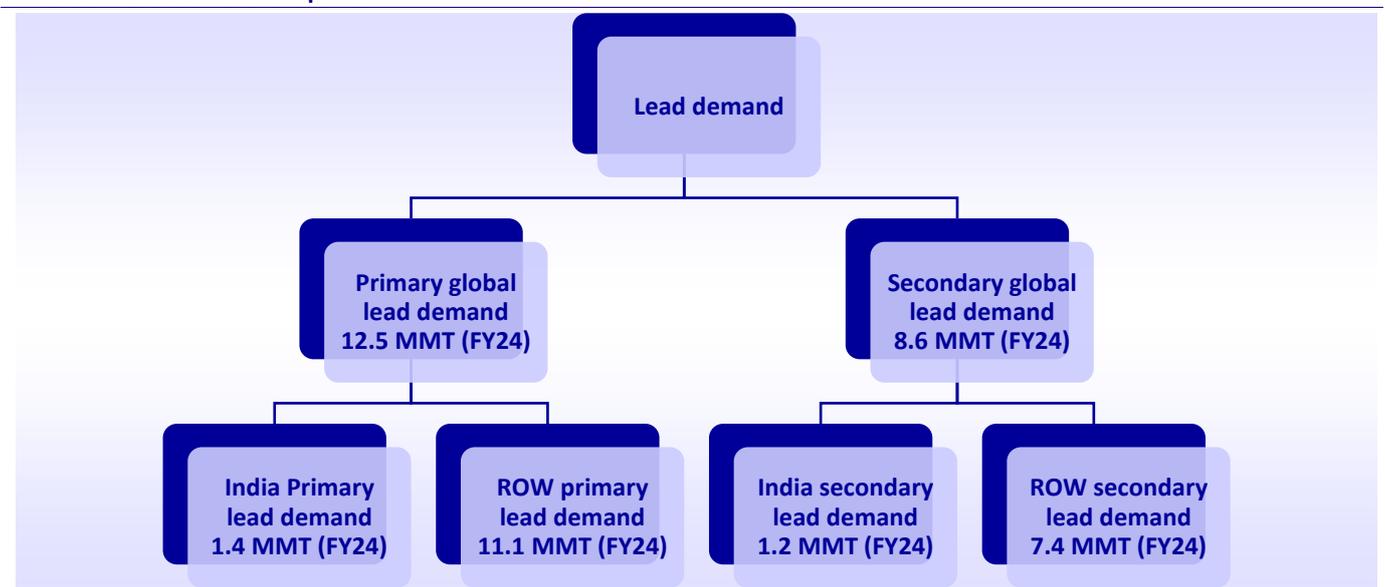
Source: company

Where growth takes the 'Lead'

India is expected to remain a key growth market, with lead demand forecast to grow at ~6.4% CAGR through CY31

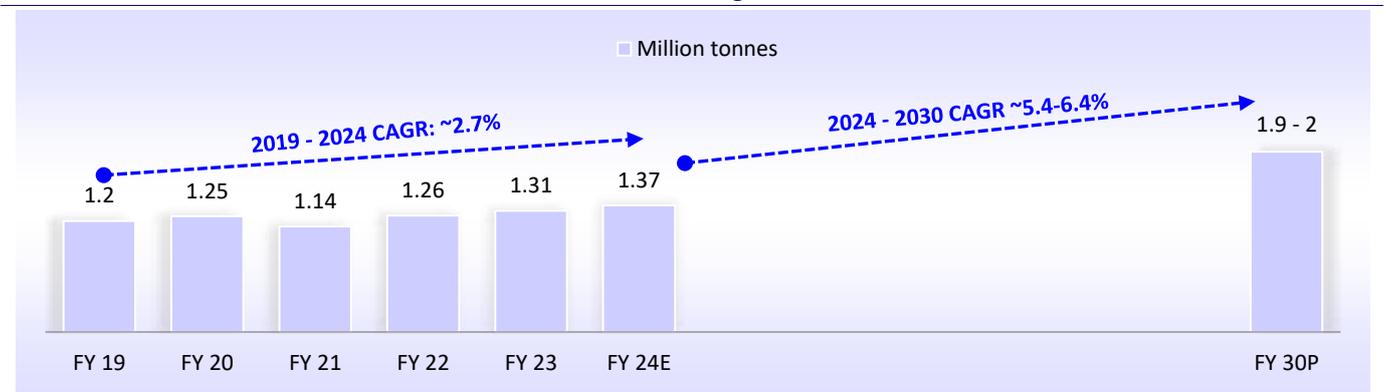
- JAINREC commenced lead recycling operations in CY13 and now contributes to a significant proportion of JAINREC (44% revenue/~45% volume in FY25), spearheading JAINREC's growth with a revenue CAGR of ~38% over the period FY22-25. Volume stood at 152KMTPA in FY25, witnessing a CAGR of ~32% over FY22-FY25
- Globally, the lead market was valued at ~USD19.6b in CY22 and is projected to reach ~USD30.8b by CY30, implying a ~5.8% CAGR. Global lead demand stood at ~12.5mT in CY23, with India accounting for ~11% of total demand.
- India is expected to remain a key growth market, with lead demand forecast to grow at ~6.4% CAGR through FY30, driven by rising consumption from the lead-acid battery segment, telecom infrastructure, energy storage solutions, and commercial power backup applications.]

Exhibit 9: Lead demand snapshot



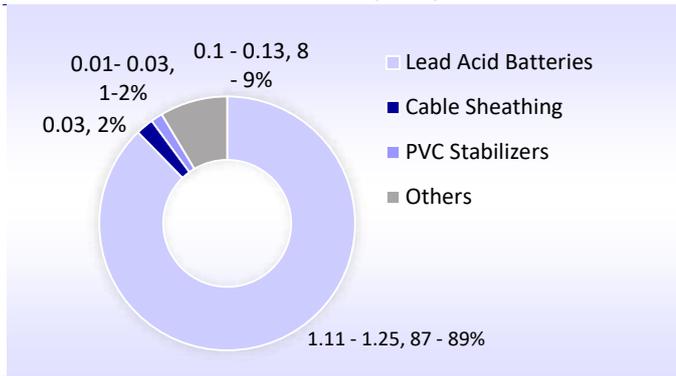
Source: Industry, MOFSL

Exhibit 10: Domestic lead demand to clock a CAGR of ~6.4% through FY30E



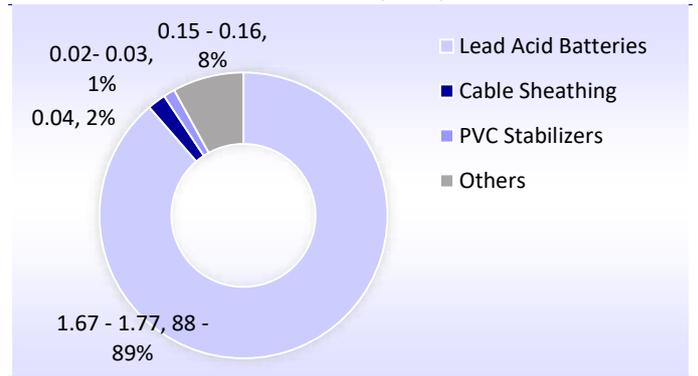
Source: Industry, Crisil Intelligence, MOFSL

Exhibit 11: Lead end-use sectors (FY24): 1.3-1.4MT



Source: Industry, Crisil Intelligence, MOFSL

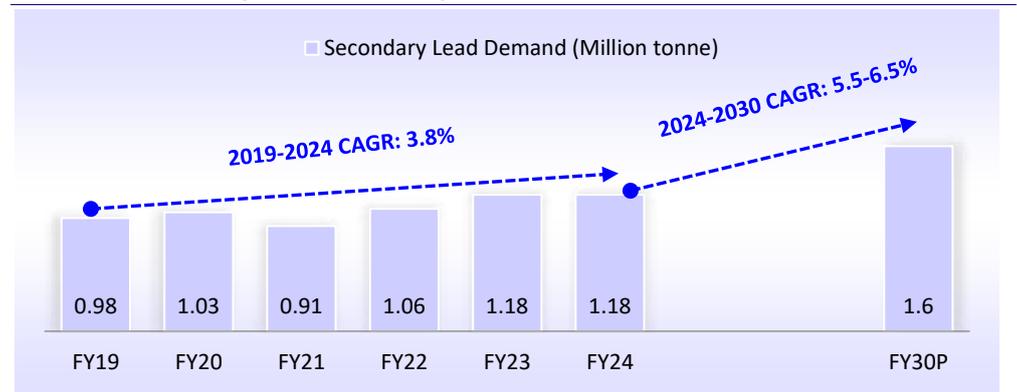
Exhibit 12: Lead end-use sectors (FY30): 1.9-2.0MT



Source: Industry, Crisil Intelligence, MOFSL

- Lead is among the most highly recycled metals, as it can be remelted multiple times without loss of properties; consequently, ~90% of India’s lead production is sourced from recycling, enabling its efficient redeployment across applications such as batteries, cable sheathing, and radiation shielding without compromising performance.
- Accordingly, the market share of secondary (recycled) lead has been steadily growing from ~80% in FY19 to ~85% in FY24 and is projected to remain at ~85% by FY30.

Exhibit 13: Secondary lead demand to post a CAGR of ~5.5-6.5%



Source: Industry, Crisil Intelligence, MOFSL

Growth of the key end-user market

- Growing sustainability priorities and resource-efficiency needs are driving recycled lead to become an essential material for a broad range of industries.
- In the automotive sector, recycled lead is crucial for manufacturing lead-acid batteries used in traditional vehicles and electric vehicles (EVs).
- Electric vehicle (EV) retail sales surged ~16.4% YoY to 2.27m units in CY25, driven by a 77% surge in electric passenger car sales. The rise in electric vehicle adoption has significantly boosted the demand for lead-acid batteries.
- The automotive industry consumed recycled lead worth USD8.2b in CY23. This is expected to increase at a CAGR of 4.9%, from CY23 to CY29, to USD11b by CY29.
- The transportation sector uses recycled lead to manufacture lead-acid batteries for applications across EVs, buses, and trucks. These batteries provide dependable energy storage and support the transition to cleaner mobility. As EV adoption increases, the demand for recycled lead continues to grow, reinforcing its importance in advancing sustainability objectives.

- In the telecom industry, recycled lead is used in backup power systems, particularly in lead-acid batteries that support telecom towers and data centers. These batteries ensure a continuous power supply during outages, which is crucial for maintaining communication networks and data transmission.
- The telecom industry consumed recycled lead worth USD1.5b in CY23. Demand for recycled lead in the telecom industry is projected to clock a CAGR of 4.9% from CY23 to CY29, reaching a market value of USD2b by CY29.
- Recycled lead is widely used across residential and industrial sectors, primarily in lead-acid batteries for backup power and lighting systems. In industrial applications, it also plays a key role in manufacturing radiation-shielding materials and various safety equipment.

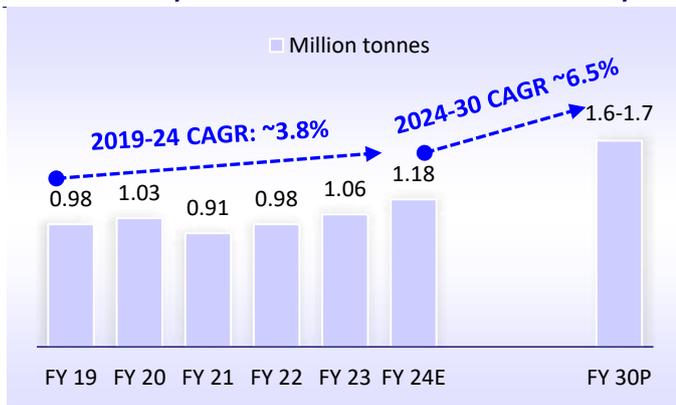
Exhibit 14: Growth of the key end-user market

Global lead recycling value by application (USD m)	CY24	CY26P	CY29P	CAGR 24-25
Renewable Energy	1271	1463	1872	8%
Residential and Industrial	2015	2201	2584	5%
Transportation	4591	5031	6017	6%
Telecom	4591	5031	6017	6%
Automotive	8458	9212	10967	5%
Others	767	829	968	5%

Source: Industry, Crisil Intelligence, MOFSL

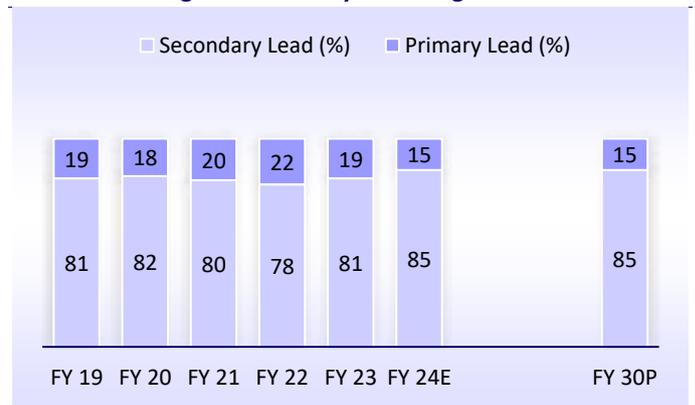
- Rising sustainability requirements and the rapid growth of end-use sectors, especially automotive, EVs, telecom, transportation, and industrial applications, are driving strong global demand for high-quality recycled lead, positioning Indian recyclers, with their cost advantages and improving technology, as competitive exporters with stable margins and long-term growth potential.

Exhibit 15: Recycled lead demand to rise ~6.5% annually



Source: Industry, Crisil Intelligence, MOFSL

Exhibit 16: Surge in secondary lead usage



Source: Industry, Crisil Intelligence

- To capitalize on the accelerating demand for recycled lead, the company has outlined a phased capacity expansion plan, targeting an increase in lead recycling capacity from 184 KMT currently to 300 KMT by FY28, strengthening its ability to meet growing domestic demand while enhancing scale efficiencies and long-term growth visibility.
- Going forward, we expect a revenue/volume CAGR of ~28%/25% over FY25-FY28 in the lead segment, driven by the growth in the end-use industries: 1) lead acid batteries, 2) the auto industry (OEM and replacement segments), and 3) telecom.

At present, India's lead recycling sector remains largely unorganized, with informal players accounting for ~60% of the total market share.

Favorable domestic regulations driving industry formalization and growth

- At present, India's lead recycling sector remains largely unorganized, with informal players accounting for ~60% of the total market share.
- Domestic regulatory measures such as the Battery Waste Management Rules (BWMR) and the GST Reverse Charge Mechanism (RCM) are likely to not only drive higher demand for lead recycling but also accelerate market share gains for organized and compliant players by improving traceability across the value chain.
- In Oct'24, the Indian Government expanded the GST Reverse Charge Mechanism (RCM) to the supply of metal scrap by unregistered suppliers. This covers metals like lead, copper, aluminum, tin, zinc, and others.
- This will aid the formalization of the sector by eliminating the undue advantage of unorganized players, who used to benefit from GST evasion.
- Further, we also believe that the introduction of the BWMR in 2022 and the Hazardous and Other Wastes Amendment Rules, 2025, incorporating the Extended Producer Responsibility (EPR), are set to formalize the sector, leading to potential market share gain for the organized players over the next few years.
- These rules are extremely favorable for the non-ferrous recycling industry, as they mandate the company to use recycled material in its product (refer to Exhibit 28).

Exhibit 17: Minimum use of recycled materials in a battery as per BWMR, 2022

S. No	Type of Battery.	Minimum use of the recycled materials out or total dry weight of a Battery (In percentage)			
		2027-28	2028-29	2029-30	2030-31 and onwards
1	Portable	5	10	15	20
2	Electric Vehicle	5	10	15	20
		2024-25	2025-26	2026-27	2027-28 and onwards
3	Automotive	35	35	40	40
4	Industrial	35	35	40	40

Source: Company, MOFSL

- Under EPR, the producers of the non-ferrous metal products are responsible for the collection and recycling/refurbishment of end products and the use of recovered materials from waste into new products.
- Registered recyclers earn tradable EPR certificates for the verified quantities of non-ferrous metal they recycle, which producers must buy to meet their obligations, creating a predictable demand for recycled output.

Exhibit 18: Minimum battery collection requirement as per BWMR, 2022

No	Compliance cycle	year	Mandatory waste battery collection target and 100% of refurbishment or recycling of the collection target (Weight)	Mandatory waste battery collection target and 100% of refurbishment or recycling of the collection target for every seven-year cycle (Weight)
(i)	2022-2023 until 2028-29	2022-2023	❖ Minimum 30% of the quantity of battery placed in the market in 2019-20	❖ Collection of 100% of waste batteries and 100% of refurbished or recycled batteries shall be mandatory by the end of the seven-year compliance cycle (end of 7th year) against the batteries placed in the market during the seven-year compliance cycle. However, there may be a carry forward of up to 20% of the average quantity of batteries placed in the market per year during the seven-year cycle to the next compliance cycle.
(ii)		2023-2024	❖ Minimum 50% of the quantity of battery placed in the market in 2020-21	
(iii)		2024-2025	❖ Minimum 70% of the quantity of battery placed in the market in 2021-22	
(iv)		2025-2026	❖ Minimum 90% of the quantity of battery placed in the market in 2022-23	

- Apart from this, policies like Vehicle scrappage (2021), aiming to phase out old and unfit vehicles, and National non-ferrous metal scrap recycling (2020), aiming to reduce scrap imports and promote a more efficient mineral value chain, are expected to further drive the recycling industry.
- Further, the Central Pollution Control Board (CPCB) maintains tight oversight by granting licenses only to compliant operators. As enforcement has strengthened, many informal and unregulated players are being phased out, resulting in a gradual but clear shift of volumes toward organized recyclers that operate with higher environmental standards, better safety practices, and greater scale.

Lead recycling operations housed at a specialized facility

- JAINREC’s lead recycling operations are performed at its Facility 2 in the SIPCOT Industrial Complex in Chennai, Tamil Nadu, primarily involving the processing of used lead-acid batteries, which serve as the main raw material.
- Lead, being a hazardous material, requires a license for the scrap to be imported, and the required licenses are provided by BWMR (2022) for the import of the scrap.
- The recycling process is a five-step, environmentally friendly process that helps in conserving natural resources, but also significantly reduces environmental pollution by ensuring safe disposal and reuse of hazardous battery components.
- The final product of the company's lead recycling process is marked in two forms, i.e., the refined lead ingot (99.97% to 99.99%) and the lead ingot (the composition of which is determined based on client requirements).

Exhibit 19: Lead recycling process at JAINREC

Steps	Details
1 Breaking and Separation	❖ Batteries are broken using an automated battery braking system. The components are separated into lead paste, metallic lead, plastic, and acid.
2 Desulfurization	❖ The lead paste is treated with sodium carbonate to remove sulfur, producing sodium sulfate as a by-product.
3 Smelting	❖ The desulfurized lead paste and metallic lead are fed into a smelting furnace. This high-temperature process melts the lead, which is then refined to remove impurities.
4 Refining and Alloying	❖ The molten lead is refined further to achieve the desired purity levels. Alloying elements are added to produce specific lead alloys as per customer requirements.
5 Casting	❖ The refined lead or lead alloy is cast into ingots, blocks, or other forms suitable for shipment and further use.

Entry into antimony extraction

- Lead recovered from lead-acid battery scrap contains valuable by-products such as Tin (Sn) and Antimony (Sb), with Tin extraction already implemented (proven and profitable), demonstrating the company’s capability in value-added metal recovery.
- Antimony extraction is the next major value unlock from existing lead streams.
- Antimony extraction is a niche metallurgical technology with limited industry access, creating entry barriers and competitive differentiation.
- This is a new concept in India and has the potential to realize far higher value from antimony by separating it from lead.
- The company has now secured access to the niche technology required for this segment, and the plant is expected to be commissioned by 3QFY27.

Antimony extraction is the next major value unlock from existing lead streams.

- The plant will process 1,000 metric tons of lead antimony bullion with an expected output of approximately 100 tons of antimony per month. The estimated capex for this project is around INR200m.

Value creation through the extraction of by-products

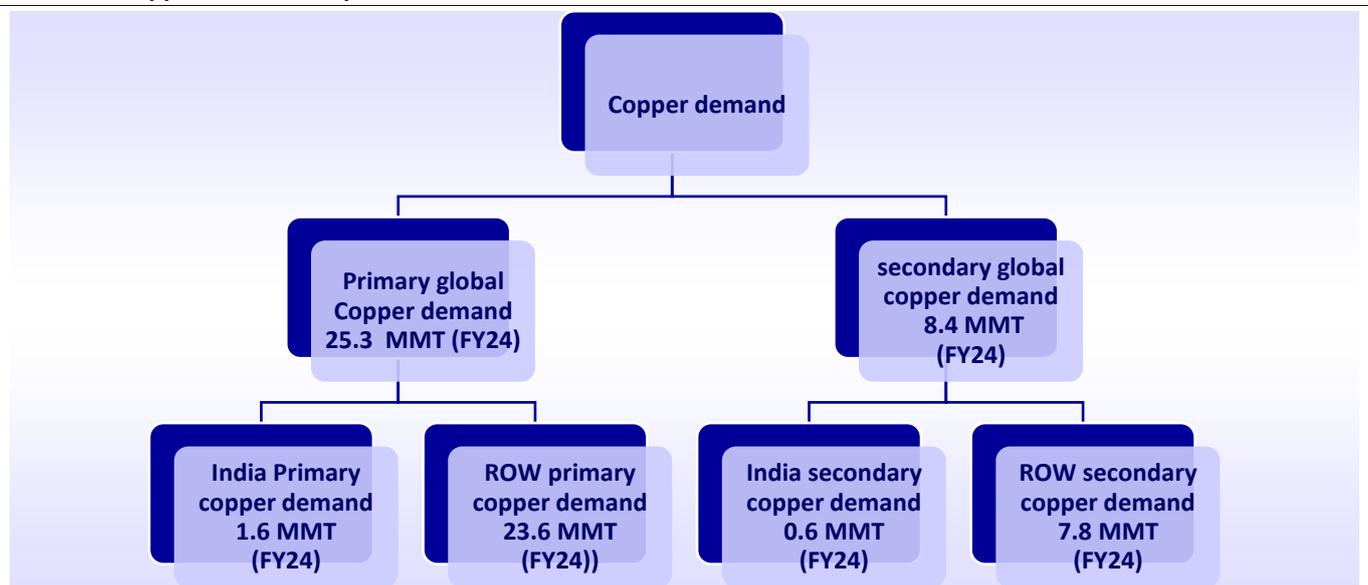
- JAINREC is well-positioned in the metal recycling industry with its capability to manufacture multiple product lines of non-ferrous metal products.
- Building on its existing capabilities, the company is transitioning toward a more holistic and integrated metals recycling platform by unlocking incremental value from tin and plastic by-products generated through its lead.
- This strategic initiative aligns with the company's focus on maximizing resource utilization, enhancing cost efficiencies, and advancing sustainable, environmentally responsible business practices.
- Tin, present as a ~0.2% impurity in lead scrap, is recovered as part of the lead recycling process.
- Capitalizing on this, JAINREC has commenced operations to extract tin and manufacture it into crude tin ingots of 99.5-99.8% purity level and lead tin (Pb) alloy solders/ingots as per customer requirements.
- The primary clientele for these Tin Ingots includes battery manufacturers, tin refiners, alloy manufacturers, and tin plating companies.
- As the Indian lead market continues to expand, the demand for lead rose from 1.2MT to 1.37MT between FY19 and FY24, logging a CAGR of 2.7%. Further, it is expected to clock a CAGR of 5.4-6.4% to reach 1.9-2.0MT by FY30.
- JAINREC intends to further leverage the existing trading channels and cross-selling abilities to existing customers to serve the expanding tin ingot market driven by its widespread use in electronics, soldering, and other industrial applications.
- The production of high-quality tin recovered from lead scrap is expected to strengthen the company's value chain by expanding its recycled product portfolio while enhancing profitability, given the absence of incremental raw material costs for tin ingot production.
- By operationalizing these initiatives, the company seeks to unlock incremental revenue streams with limited incremental input costs, driving margin expansion and enhancing overall profitability and we expect the lead segment's EBITDA CAGR of 35% over FY25-FY28 and the EBITDA/MT is estimated to be INR21,067 in FY28 vs. INR16,897 in FY25

Transitioning toward a more holistic and integrated metals recycling platform by unlocking incremental value from tin and plastic by-products generated through its lead.

Unlocking higher value through integrated copper recycling

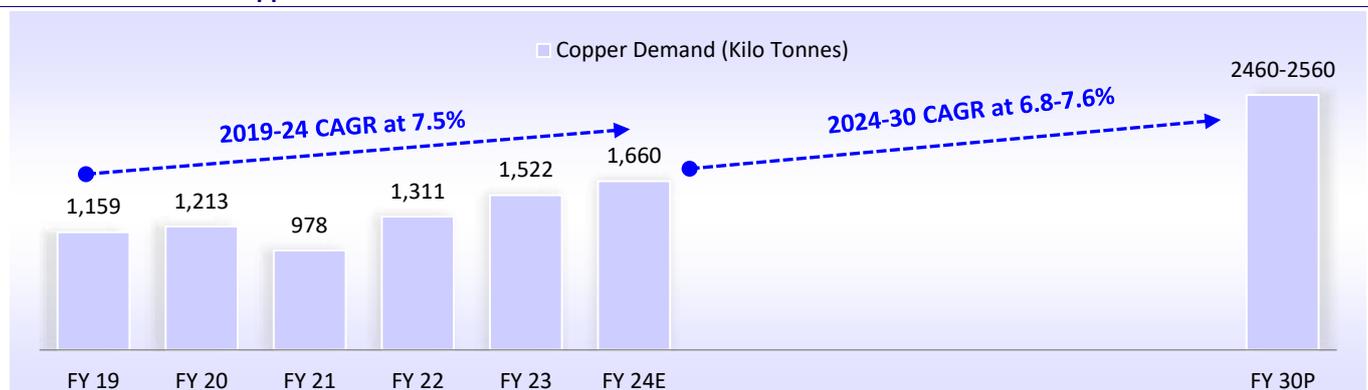
- JAINREC diversified into copper recycling operations in CY18, making it the largest Indian-listed copper recycler in terms of production capacity. JAINREC’s copper recycling operations contributed ~50%/~21% revenue /volume in FY25, with an FY22-25 revenue CAGR of ~22%, while volume reported a CAGR of ~15% over FY22-FY25.
- The overall copper demand in India has witnessed significant growth, surging from 1,159kT in FY19 to 1,522kT in FY23, registering ~7% CAGR over this period. Domestic copper demand in FY24 is estimated at 1,660kT, representing ~6.6% of global demand. Going forward, the domestic copper demand is projected to deliver a CAGR of ~8% to reach 2,560kT by FY30.

Exhibit 20: Copper demand snapshot



Source: Industry, MOFSL

Exhibit 21: Domestic copper demand to record a CAGR of ~7.6%...



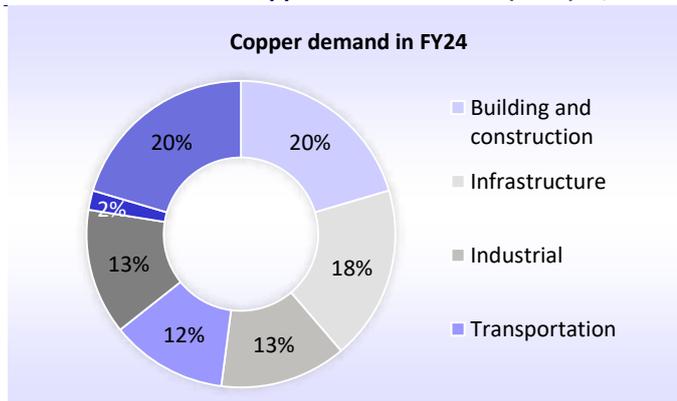
Source: Industry, ICA India, Crisil Intelligence, MOFSL

- Copper and copper-alloy products are used in various sectors such as construction, infrastructure, industrial, transportation, consumer durables, and agriculture. In FY23, the transportation sector emerged as the fastest-growing

segment, with ~34% surge in copper demand, driven primarily by automobiles and railway modernization.

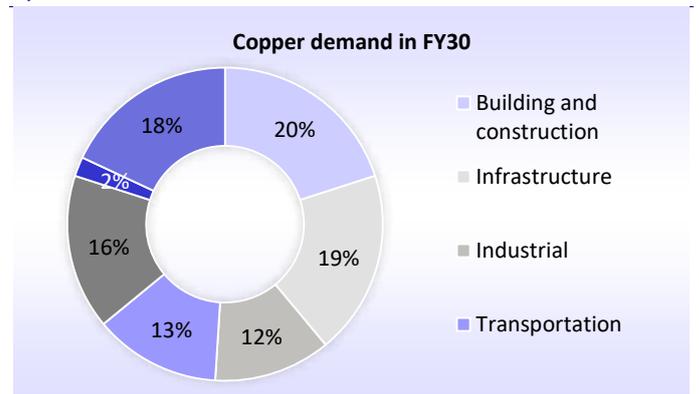
- Waste PCB (~85% sourced from the IT sector) is one of the significant sources of copper scrap in India. Key end-users are manufacturers of copper alloys and the automobile industry. Additionally, insulated copper wires and construction & demolition sites are major sources of copper scrap.
- Looking ahead, the surging demand for copper-intensive products, such as electrical wiring, plumbing, and Heating, Ventilation, and Air Conditioning (HVAC) systems, is expected to drive the growth for copper.

Exhibit 22: Domestic copper end-use sectors (FY24): 1,660 KT



Source: Industry, Crisil Intelligence, MOFSL

Exhibit 23: Domestic copper end-use sectors (FY30): 2,460-2,560 KT



Source: Industry, Crisil Intelligence, MOFSL

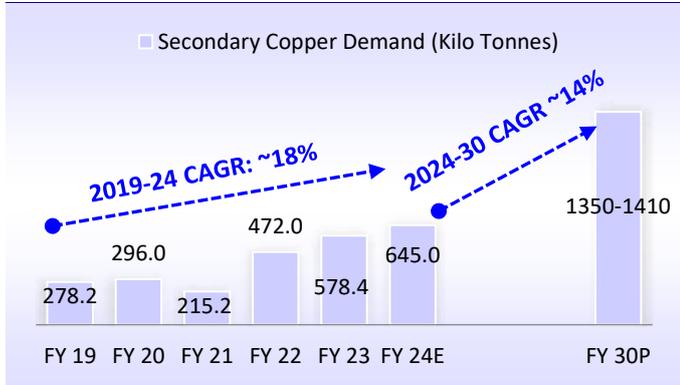
Growing share of recycled copper

- Global primary copper supply is facing renewed pressure after a mudslide at the world’s second-largest copper mine, the Grasberg mine (Indonesia), at the Grasberg Block Cave section (which contributes nearly 70% of its expected production), which will remain closed until 2QCY26.
- While Chile remains the world’s largest producer of mined copper, the Quebrada Blanca mine – one of the most important emerging copper assets globally – has lowered its production guidance due to operational challenges. These disruptions are adding further strain to an already tightening global primary copper supply.
- Given the tightening supply of primary copper and its critical role in India’s growth across power transmission, infrastructure development, modern industrial systems, and clean-energy technologies such as EVs, solar, wind, and battery storage, the company is well-positioned to capitalize on this favorable demand environment for recycled copper.
- The secondary (recycled) copper industry in India is expected to witness ~14% CAGR between FY24 and FY30, and the share of secondary copper is projected to increase to 55% in FY30 vs. 38%/39% in FY23/FY24.
- Recycled copper offers the same standards of performance as virgin copper, and its unique ability to be recycled infinitely without losing its properties makes it ideal for a circular economy. Further, it uses ~85% less energy than mined virgin copper, making it a more sustainable option.
- Further, favorable regulatory policies in India, such as the National Infrastructure Pipeline, EPR, and Vehicle Scrapage policy (2021), are expected to boost the

The secondary (recycled) copper industry in India is expected to witness ~14% CAGR between FY24 and FY30, and the share of secondary copper is projected to increase to 55% in FY30 vs. 38%/39% in FY23/FY24.

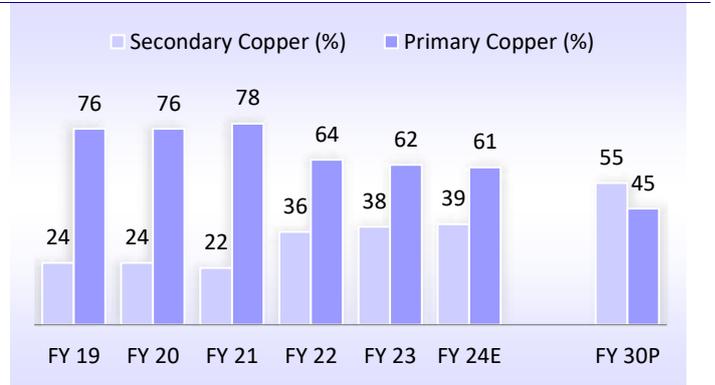
demand for secondary copper, thereby accelerating the overall demand and growth trajectories over the next few years.

Exhibit 24: Domestic Secondary copper demand to rise ~14% annually



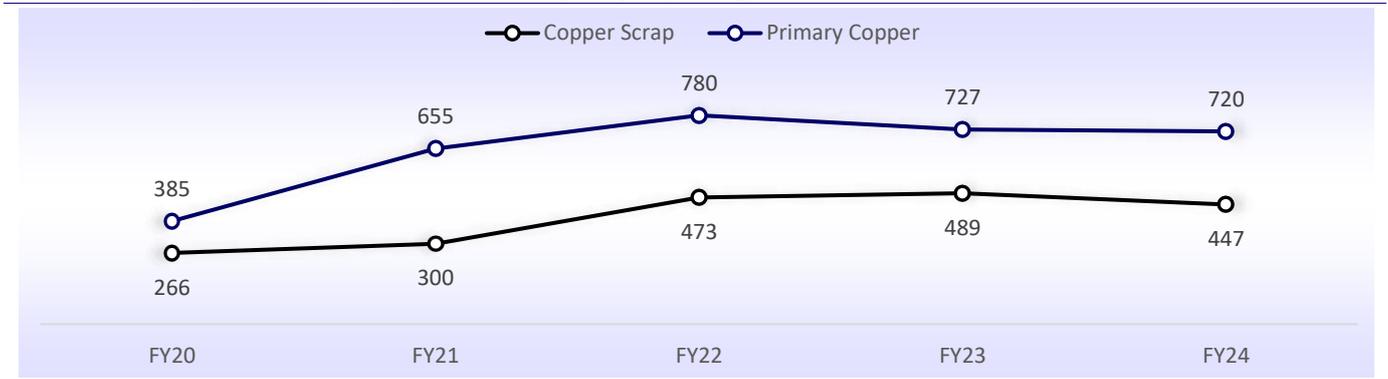
Source: Industry, ICA India, Crisil Intelligence, MOFSL

Exhibit 25: Rise in secondary copper usage



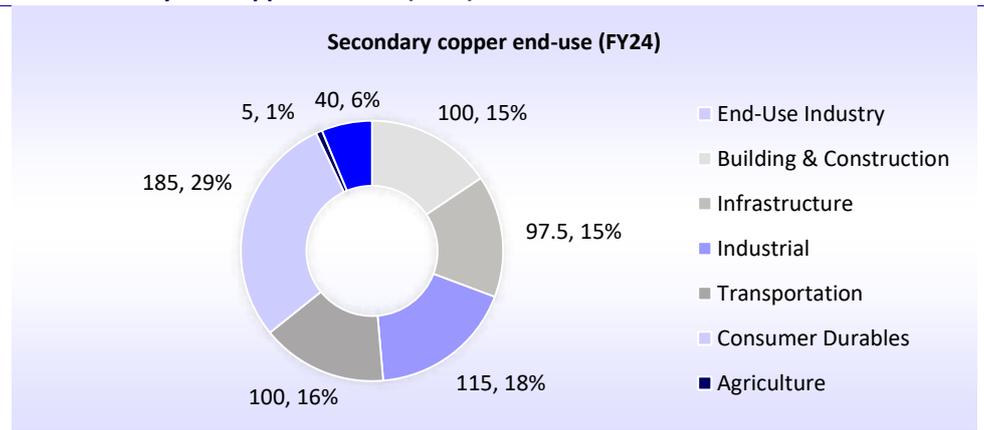
Source: ICA India, Crisil Intelligence, MOFSL

Exhibit 26: Pricing trends of primary and secondary copper (INR/kg)



Source: IBM, Ministry of commerce and industry, Crisil Intelligence, MOFSL

Exhibit 27: Recycled copper end-use (FY24)



Source: IBM, Ministry of commerce and industry, Crisil Intelligence, MOFSL

Strategic expansion of JAINREC’s copper recycling capabilities

- JAINREC’s copper recycling operations are housed at its Facilities 1 and 2 in SIPCOT Industrial Complex, which focus on recovering high-quality copper from various waste streams, contributing to resource conservation and environmental sustainability.

JAINREC has entered into a JV with Texas-based C&Y Group Investment Incorporation, US. The JV will establish an INR600m copper scrap recycling plant in Ahmedabad, focusing on recycling end-of-life materials.

- JAINREC has robust copper recycling operations that complement its expertise in lead recycling, and its end users are from the electrical appliances, automotive industry, and electronics manufacturing sectors. Further, JAINREC also engages in B2B sales of various non-ferrous copper scrap.
- JAINREC has its manufacturing capacity in place for copper recycling operations of ~83KMT as of FY25. Further, the company has plans to increase its capacity to 100KMT by FY28.
- Additionally, JAINREC has entered into a JV with Texas-based C&Y Group Investment Incorporation, part of the renowned CNY Global Group. They are one of North America's largest exporters of non-ferrous metals, with an annual export volume of around 250k tons, with presence across 10 scrapyards in the US.
- The JV will establish an INR600m copper scrap recycling plant in Ahmedabad, focusing on recycling end-of-life materials such as cables, motors, alternators, etc.
- Jain Resource Recycling will hold a 55% stake and manage operations, while C&Y Group, with a 45% stake, will source raw materials and scrap from the US.
- The planned capacity stands at: ~36,000 MT motor/alternator/starter scrap, 24,000 MT cable scrap, and 12,000 MT copper scrap annually.
- With an expected output of ~25,000 MT per annum of processed copper and copper ingots, the plant is expected to be operational by Jun'26.
- This joint venture is in line with the company's strategy of building a global integrated recycling ecosystem in India.
- With a diversified product portfolio, strong customer relationships, and strategic initiatives in forward integration, along with niche recycling, the company is well-positioned to capture emerging domestic and international opportunities.

Copper's inclusion under EPR

- On 1st Jul'25, India's Ministry of Environment, Forest, and Climate Change notified the Hazardous and Other Wastes (Management and Transboundary Movement) Amendment Rules, 2025. The amendment establishes an Extended Producer Responsibility (EPR) framework for 18 categories of products manufactured from non-ferrous metals, including copper.
- This amendment has mandated all producers of non-ferrous metals to undertake the recycling of scrap generated from their products.
- Every producer from 1st Apr'26 is responsible for ensuring the recycling of non-ferrous metal scrap and must meet the Extended Producer Responsibility (EPR) targets.
- To meet the EPR obligations, producers may engage themselves or authorize any other entity for the collection, recycling, or refurbishment of non-ferrous metals.

Exhibit 28: EPR targets for producers of non-ferrous metal products

No	Year (Y)	Recycling targets (by weight)
1	2026-27	❖ 10% of the quantity of products made of non-ferrous metals in year Y-X, where 'X' is the average life of the product
2	2027-28	❖ 10% of the quantity of products made of non-ferrous metals in year Y-X, where 'X' is the average life of the product
3	2028-29	❖ 30% of the quantity of products made of non-ferrous metals in year Y-X, where 'X' is the average life of the product
4	2029-30	❖ 30% of the quantity of products made of non-ferrous metals in year Y-X, where 'X' is the average life of the product
5	2030-31	❖ 50% of the quantity of products made of non-ferrous metals in year Y-X, where 'X' is the average life of the product
6	2031-32	❖ 50% of the quantity of products made of non-ferrous metals in year Y-X, where 'X' is the average life of the product
7	2032-33 onwards	❖ 75% of the quantity of products made of non-ferrous metals in year Y-X, where 'X' is the average life of the product
8		❖ Units established after 1st April, 2026, the extended producer responsibility obligation will start after two years and shall be as per the target prescribed above
9		❖ The extended producer responsibility obligation for importers of used devices or products or scrap of non-ferrous metals in the year (Y) shall be 100 per cent of the non-ferrous metals imported in the year (Y-1)

Source: MoE

- The proper implementation of these regulations is expected to reduce the country's dependence on primary resources, mitigate the environmental impacts of mining, and create new opportunities within the recycling industry.
- To ensure proper compliance, the rule mandates that all entities within the supply chain register with the relevant authority.
- After the successful implementation of EPR for lead acid batteries, the EPR for nonferrous metals is also expected to shift. Thus, with the strict implementation of these rules, we believe it will lead to a gradual shift to the organized sector.

Forward integration into copper cathode and wire rod manufacturing

- JAINREC aims at product and consumer base diversification while enlarging the value chain in the business by expanding into copper cathode, wire rod, and copper busbar manufacturing businesses, using finished products from its recycling facilities as feedstock.
- Under the new project, copper cathode will be produced from recycled copper materials by the removal of fringe metallic impurities by way of electrolytic refining and subsequently converting the copper cathode into high-quality copper wire rod. This is a key forward integration project to expand into higher-margin copper products.
- The project will be executed through its wholly owned subsidiary, Jain Green Technologies Private Limited.
- Further, the company has entered into a 99-year lease agreement with SIPCOT for land parcels and has received consent to establish from the Tamil Nadu Pollution Control Board (TNPCB).
- This new project shall have the benefit of operational synergies in terms of efficient logistics and cost optimization due to geographical proximity to existing recycling facilities.
- The Jain Green Technologies Unit 3 (value-added copper products) is a profitability-centric project, with copper anode production commencing in

JAINREC aims at product and consumer base diversification while enlarging the value chain in the business by expanding into copper cathode, wire rod, and copper busbar manufacturing businesses, using finished products from its recycling facilities as feedstock.

copper anode in Feb'26 (800 tons/month, doubling to 1,600 tons/month in 1QFY27), copper cathode in Mar'26 (750 tons/month, doubling to 1,500 tons/month by 3QFY27), and wire rod, busbar, and coating in 1QFY27.

- The capex for this expansion is estimated at INR1.5b (divided into two phases of INR950m and INR500m), which would be met out of internal accruals.
- This new expansion would utilize JAINREC's finished products of recycling facilities as feedstock for copper cathodes, and capex would be met out of internal accruals.
- Additionally, JAINREC will install an in-house rooftop solar power plant for this expansion, enabling it to produce green copper cathodes, further strengthening its commitment to sustainability and clean energy.

Exhibit 29: Copper value chain

COPPER VALUE CHAIN



Source: MOFSL

End-to-end global platform: Cost-efficient sourcing to a deep-rooted customer base

Over the past three years, JAINREC has sourced raw materials from 120+ countries, developing a deep sourcing network across the globe.

- **Direct scrapyards sourcing results in cost advantages**
- Over the past three years, JAINREC has sourced raw materials from 120+ countries, developing a deep sourcing network across the globe.
- JAINREC has four strategically positioned traders, of which two are in the US and two are in South America. Hence, JAINREC benefits from multiple sourcing options across different geographies, thus ensuring maximum procurement efficiency.
- The company benefits from a direct sourcing advantage by way of bulk raw material procurement directly from the overseas scrapyards (~71% of import purchases in FY25) through advance payments without the intervention of third-party agents/intenders, which reduces direct sourcing costs.
- The strong relations with raw material suppliers enable the company to obtain good-quality metal scraps at competitive rates within the prescribed timelines, which is essential for its business operations.
- In FY25, JAINREC sourced ~23% of raw materials domestically and the balance from imports. The US, Malaysia, and Brazil were the leading import sources for JAINREC, contributing ~34% of import purchases in FY25.

Exhibit 30: Percentage of overseas raw material procurement from scrapyards and other suppliers

Reference	FY23		FY24		FY25	
	(INR m)	% Of import purchase	(INR m)	% Of import purchase	(INR m)	% Of import purchase
United States	3,237	15	5,950	18	7,549	15
Malaysia	1,327	6	5,958	18	5,790	11
Brazil	0	0	50	0	4,159	8
Colombia	106	1	448	1	2,923	6
Kuwait	324	2	189	1	1,674	3
Australia	517	2	539	2	1,502	3
United Kingdom	1,330	6	861	3	1,248	2
Canada	162	1	637	2	1,153	2
Japan	42	0	601	2	1,098	2
Libya	32	0	32	0	827	2
Dominican Republic	462	2	380	1	398	1
United Arab Emirates	931	4	415	1	198	0
Philippines	203	1	194	1	616	1
Other countries	3,230	15	5,425	16	7,687	15
Scrap Yard Total (A)	11,904	57	21,679	65	36,820	71
Other than Scrap Yard	9,019	43	11,495	35	13,577	27
Other than Scrap Yard Total (B)	9,019	43	11,495	35	13,577	27
Total (A +B)	20,923	100	33,175	100	50,397	98

Source: Company

Exhibit 31: Imports dominate domestic sourcing...

Particulars	FY23	FY24	FY25
RM procurement (Domestic) INRm	7,171	7,976	15,471
% of total purchases	25.77%	19.48%	23.10%
RM procurement (International) INRm	20,652	32,958	51,506
% of total purchases	74.23%	80.52%	76.90%
Total (INRm)	27,823	40,934	66,977

Source: Company

- Exhibit 32 depicts that JAINREC has been adding suppliers at a CAGR of ~49% over FY23-25. Suppliers with a relationship period of up to one year have reached 459 in FY25 (7x from FY23). Further, suppliers with a relationship period of eight years have increased to 14, at a CAGR of 25% over FY23-25.

Exhibit 32: Diversified sourcing supported by long-term supplier relationships

Period of supplier relationships	FY23	FY24	FY25	CAGR FY23-25
Up to 1 year	64	129	459	168%
2-4 years	176	249	216	11%
5-7 years	93	82	66	-16%
8 years	9	9	14	25%
Total	342	469	755	49%

Source: Company

- Further, JAINREC participates in trade events and conferences to maintain strong relationships with suppliers and manage the raw material supply chain.
- Thus, JAINREC’s strong relationships with suppliers enable it to obtain good-quality metal scraps at competitive rates on time.

Back-to-back hedging eliminates commodity price risk and leads to a sustainable margin profile

- JAINREC’s business operations are directly impacted by fluctuations in the prices of base metals traded on the LME, and thus, to safeguard its financial position against price volatility, the company utilizes hedging within the metals market by entering futures derivative contracts on the LME.
- JAINREC takes a short position in futures contracts at the time of purchasing raw materials and a long position at the time of physical metal sale. These contracts typically span a 90-day period, during which JAINREC locks in the sale price of the final product. This strategy ensures that JAINREC’s production costs are covered, regardless of market price fluctuations, delivering sustainable margins.
- JAINREC’s lead ingot is registered as a brand by the LME, and its brand name, *JAIN 9998*, is accepted as a registered brand of refined lead by the MCX in India. This provides JAINREC an edge over its peers, allowing sales to LME-registered warehouses, thereby effectively settling its derivative positions.
- This places JAINREC as a pure-play recycler company rather than a metal company, eliminating its exposure to the commodity price risk and adding more sustainability to the margins of the company.

The Board has approved acquiring a 25% stake in Abraj Al Khaleej, Kuwait. The investment is aimed at boosting volume-led growth in the Middle East by leveraging the partner’s established operations, on-ground market knowledge, and existing customer relationships.

Strategic Middle East investment to strengthen raw material sourcing

- The Board of Directors has considered and approved a strategic investment proposal to acquire a 25% equity stake in M/s. Abraj Al Khaleej, Kuwait.
- This is a volume-driven expansion and is expected to support the expansion in the Middle East by leveraging the investee company's established operations, local market knowledge, and customer base.
- JAINREC will have the Right of First Refusal (ROFR) to purchase products from the Investee Company at fair market value.
- This will enhance priority access to high-quality recycled materials and improve raw material security, leading to increased raw material supply.
- The new battery recycling project in Kuwait is expected to be operational in 3QFY27 with a processing capacity of 2,000 tons of battery scrap per month.

- **Robust global presence backed by established client partnerships**
- JAINREC has established a strong international presence with a presence in more than 20 countries. The company generates a significant portion of its revenue (~57% in FY25) from exports of its products.

Exhibit 33: Increasing customers helps maintain stable revenue

Country-wise revenue from operations	FY22		FY23		FY24		FY25	
	(INRm)	% of total sales	(INRm)	% of total sales	(INRm)	% of total sales	(INRm)	% of total sales
India	8,051.5	28.2	14,831.7	48.4	20,999.9	47.4	27,619.9	38.7
Singapore	-	-	35.1	0.1	9,733.7	17.7	12,982.5	18.2
China	10,942.8	38.4	10,347.9	33.8	7,842.6	17.7	13,643.6	19.1
UAE							7,186.8	10.0
Taiwan			40		137.4		6507.7	9.1
Japan	-	-	55.9	0.2	895.2	2.0	451.7	0.6
Korea	7,625.3	26.8	4,257	13.9	3,624.9	8.2	1578.8	2.2
Others	1,800.9	6.3	1,119.9	3.6	2,036.3	4.6	608.5	0.8
Adjustments*	(75.3)	(0.3)	(6.9)	(0.02)	(849.5)	1.9	678.0	0.9
Total	28,496	100.0%	30,640.7	100.0%	44,283.2	100.0%	71,257.7	100.0%

Source: Company

- The top customer contributed ~19% to total revenue in FY25. The company's top 10 customers include Mitsubishi Corporation RtM Japan, IXM SA Nissan Trading Co., Vedanta-Sterlite Copper, and Luminous Power Technologies, which contributed ~58% to total revenue in FY25.
- The company enjoys long-standing relationships with its key customers, providing strong revenue visibility, industry goodwill, and deep insight into customer requirements. These partnerships are driven by the company's ability to consistently meet stringent quality and technical specifications in a timely and cost-effective manner.
- The enduring customer relationships serve as a clear testament to the commitment to quality and the company's recycling capabilities.
- We believe that, as a result of the long-standing relationships with its customers, the company is well equipped to retain its presence in the market and build upon these relationships to reach out to new customers.
- These customer relations have helped the company expand its product offering and geographical reach.

Exhibit 34: Repeat customer trend

Category of Customers	FY23	FY24	FY25
No. of repeat customers	154	188	203
No. of total customers	317	342	371
Percentage of repeat customer	49%	55%	55%
Revenue of repeat customers (INRm)	23,091	37,745	59,675
Revenue from operations (INRm)	30,641	44,284	71,258
Revenue from repeat customer	75%	85%	84%

Source: Company

Exhibit 35: Category of Customers

Category of Customers	FY23	FY24	FY25
Domestic	203	216	251
Overseas	114	126	120
Total	317	342	371

Source: Company

Valuation and view

The stock currently trades at a P/E of 32x/22x/16x for FY26E/FY27E/FY28E. With an RoE/RoCE of 31%/23% in FY28E, we value JAINREC at a 21x FY28E EPS of INR24.4 (in line with the five-year average and ~25% discount to the three-year average of GRAVITA) to arrive at our TP of INR520. We initiate coverage on the stock with a BUY rating.

- JAINREC is scaling its core operations through capacity expansion, product diversification, and deeper customer engagement, while strategically moving into higher value-added products to strengthen its long-term growth trajectory and drive structural margin expansion.
- The robust demand growth of core metals, driven by the growth in end-use industries, increasing preference for recycled materials, and the supportive regulatory reforms, is expected to formalize the industry and drive market share gains for organized players, supporting sustained growth and margin expansion for the company.
- While the demand for lead is expected to increase on the back of favorable regulatory policy and the growth in the end-use industry, with the demand in India expected to outpace the global growth rate. The company is scaling the value chain by monetizing higher-value by-products of antimony from lead-acid battery scrap, with the plant expected to be commissioned by 3QFY27, enabling superior realizations through the separation of antimony from lead and monetizing tin, the byproduct of lead recycling.
- Further, the company is progressing towards forward integration by manufacturing higher value-added copper products such as copper cathodes, wire rods, and busbars using recycled copper as feedstock, enabling it to move up the value chain and enhance realizations. The phased commissioning of this unit is expected to support margin expansion, improved value capture, and stronger earnings growth over the medium term.
- Securing consistent and cost-efficient scrap supply remains critical to operational stability and margins. JAINREC has developed a strong global sourcing network across 120+ countries and directly procured ~71% of its FY25 import requirements from overseas scrapyards without intermediaries. The company is further strengthening its raw material sourcing with a strategic equity investment in M/s. Abraj Al Khaleej, Kuwait.
- JAINREC is on track to capitalize on rising demand driven by long-term structural tailwinds and plans to increase its total production capacity from 184K MT to 300K MT in FY28.
- The company delivered a revenue/EBITDA/Adj. PAT CAGR of 31%/46%/37% during FY22-25. We expect JAINREC to achieve a revenue/EBITDA/Adj. PAT CAGR of 36%/48%/56% over FY25-28.
- The stock currently trades at a P/E of 32x/22x/16x for FY26E/FY27E/FY28E. With an RoE/RoCE of 31%/23% in FY28E, we value JAINREC at a 21x FY28E EPS of INR24.4 (in line with the five-year average and ~25% discount to the three-year average of GRAVITA) to arrive at our TP of INR520. We initiate coverage on the stock with a BUY rating.

Key risks

- The company is dependent on third-party suppliers for sourcing scrap, with imports accounting for ~75-80% of total procurement over the last three fiscal years. Consequently, supply disruptions, geopolitical risks, logistical constraints, or price volatility in scrap markets may materially affect operating margins, working capital requirements, and financial performance.
- The company's growth strategy, including expansion into tin and plastic recycling, forward integration into copper cathode and wire rod manufacturing, and diversification into new recycling domains, may place significant demands on operational capabilities and financial resources. Any failure to effectively implement these initiatives or new business models could adversely affect the company's business, cash flows, financial performance, and prospects.
- The company relies heavily on imported aluminum scrap due to the lack of an efficient domestic collection and processing ecosystem in India. As aluminum scrap is a key raw material, disruptions in global supply chains, changes in trade policies or import duties, and logistical challenges such as freight volatility or port congestion could adversely impact raw material availability, costs, and overall financial performance.
- The company derives a substantial portion of its revenue from the sale of key products, and any loss of sales due to a reduction in demand for these products could hit the business, financial condition, results of operations, and cash flows. In addition, the company may not be able to diversify into new product lines, which may adversely affect the business, revenue from operations, cash flows, and financial condition.

Exhibit 36: Bull and Bear cases

		FY26E	FY27E	FY28E	CAGR (FY25-28E%)	Reasoning
Bear case	Revenue (INR m)	89,901	1,28,586	1,45,900	31	❖ Lower growth on account of low realizations and RM sourcing disruption
	P/E 19x					
	EBITDA (INR m)	5,460	7,497	9,116	36	
	EBITDAM (%)	6.1	5.8	6.2		
	EPS (INR)	10.3	14.5	18.5	39	
Base case	Revenue (INR m)	93,116	1,37,839	1,63,292	36	❖ Revenue growth driven by high volume
	P/E 21x					
	EBITDA (INR m)	6,587	9,414	11,835	48	
	EBITDAM (%)	7.1	6.8	7.2		
	EPS (INR)	12.8	18.6	24.4	56	
Bull case	Revenue (INR m)	96,331	1,47,415	1,82,006	41	❖ Margin expansion to be driven by higher operating leverage and high realization
	P/E 23x					
	EBITDA (INR m)	7,296	10,806	14,101	57	
	EBITDAM (%)	7.6	7.3	7.7		
	EPS (INR)	14.3	21.7	29.3	62	

Source: MOFSL

SWOT analysis

- ☑ One of the only two recycling companies in India whose lead ingot is registered as a brand by LME, depicting international reliability
- ☑ Deep raw material sourcing network across 120+ countries

S

STRENGTH



- ☑ Substantial revenue concentration from the lead and copper segments poses JAINREC in a vulnerable state in an unfavorable market

W

WEAKNESS



- ☑ GOI's emphasis on sustainability, promoting use of recycled contents
- ☑ Forward integration in the copper segment

O

OPPORTUNITY



- ☑ High import dependency for raw materials faces risks of export restrictions and exchange rate volatility
- ☑ Delay in commencement of the copper forward integration project

T

THREATS



Management team



Kamlesh Jain, Chairman and MD

- Kamlesh Jain has been associated with the company since CY22. He was a partner of Jain Metal Rolling Mills from 1993 until its conversion into a company in 2022. He has over 30 years of experience in the metal recycling industry.
- He has been associated with Bombay Metal Exchange Limited as the Senior Vice President of their South India chapter since Oct'24. He has been the Regional Vice President, South India of the Recycling Association of Africa since Oct'23.



Mayank Pareek, Joint MD

- Mayank Pareek has been associated with the company since CY22 and has an experience of more than 10 years in the metal industry.
- He is a qualified Chartered Accountant, and before his association with the company, he held the position of designated partner on the board of Fervent Global LLP. He has been a member of the Lead Product Advisory Committee of the Multi-Commodity Exchange of India Limited since Nov'24



Hemant Jain – Executive Director and CFO

- Hemant Jain has been associated with JAINREC since CY22 and was the CFO of Jain Metal Rolling Mills since Apr'12 until its conversion into a company in CY22. He has experience of over 15 years in Accounts, Audit, and Taxation.
- He is a qualified Chartered Accountant, and before his association with the company, he held the position of designated partner on the Board of Fervent Global LLP. He has been a member of the Lead Product Advisory Committee of the Multi-Commodity Exchange of India Limited since Nov'24

ESG initiatives



Environmental initiatives

- JAINREC has partnered with various government-approved e-waste recycling entities for its Facilities 1 and 2. The treatment of the E-scrap by the e-waste recycling entities has to be done in accordance with the general requirement for electrical and electronic processing and security classification, and as per the requirements for end-of-life electrical and electronic equipment handling.
- JAINREC is committed to incorporating renewable energy usage into its operations. To lower its carbon footprint, the company has entered into two power supply, shareholding, and offtake agreements with Isharays Energy Private Limited for availing 2.6MW and 3MW power, respectively, annually for its facilities.

Social

- The company's recycling facilities have accreditations such as ISO 9001:2015 for quality management system, ISO 14001:2015 for environmental management system, ISO 45001:2018 for health and safety management system, and a license for the use of the standard BIS mark for cast aluminum and its alloys.
- The company has entered into an MoU with a non-governmental and non-profit organization providing coaching classes for financially underprivileged students for the government examination to contribute towards the advancement of the education of underprivileged students.
- During FY25, the company has committed to providing an initial grant of INR10m for managing the academy and hostel expenses.

Governance

- As of FY25, the Board comprised seven Directors, which included four independent Directors.
- The company has established the Audit Committee, Nomination and Remuneration Committee, Stakeholders' Relationship Committee, and Corporate Social Responsibility Committee. For the IPO, the company had also established an IPO Committee.

Financials and valuations

Consolidated - Income Statement

	(INRm)						
Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Total Income from Operations	28,496	30,641	44,284	64,294	93,116	1,37,839	1,63,292
Change (%)	NA	7.5	44.5	45.2	44.8	48.0	18.5
Raw Materials	25,888	27,879	40,095	58,444	83,528	1,23,793	1,46,243
Employees Cost	103	144	324	280	447	539	612
Other Expenses	1,340	1,375	1,593	1,920	2,553	4,093	4,602
Total Expenditure	27,332	29,399	42,012	60,644	86,529	1,28,425	1,51,456
% of Sales	95.9	95.9	94.9	94.3	92.9	93.2	92.8
EBITDA	1,164	1,242	2,272	3,650	6,587	9,414	11,835
Margin (%)	4.1	4.1	5.1	5.7	7.1	6.8	7.2
Depreciation	87	135	157	142	147	228	303
EBIT	1,077	1,106	2,115	3,508	6,440	9,186	11,532
Int. and Finance Charges	160	305	533	835	920	1,015	916
Other Income	307	435	564	361	372	276	327
PBT bef. EO Exp.	1,225	1,236	2,146	3,033	5,893	8,447	10,943
EO Items	0	0	0	0	0	0	0
PBT after EO Exp.	1,225	1,236	2,146	3,033	5,893	8,447	10,943
Total Tax	357	318	508	813	1,483	2,126	2,754
Tax Rate (%)	29.1	25.7	23.7	26.8	25.2	25.2	25.2
Share of Profit/loss of Associate	0	0	0	-2	-7	110	244
Reported PAT	868	918	1,638	2,218	4,403	6,431	8,432
Adjusted PAT	868	918	1,638	2,218	4,403	6,431	8,432
Change (%)	NA	5.8	78.4	35.4	98.5	46.1	31.1
Margin (%)	3.0	3.0	3.7	3.4	4.7	4.7	5.2

Consolidated - Balance Sheet

	(INRm)						
Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	400	400	410	647	690	690	690
Eq. Share Warrants & App. Money	0	0	0	0	0	0	0
Instruments entirely equity in nature	0	0	0	0	0	0	0
Total Reserves	673	1,613	3,281	6,614	15,973	22,404	30,837
Net Worth	1,073	2,013	3,692	7,261	16,663	23,095	31,527
Minority Interest	0	0	0	-13	0	0	0
Total Loans	7,509	7,328	9,094	9,199	11,699	11,899	9,399
Deferred Tax Liabilities	71	39	15	85	85	85	85
Capital Employed	8,652	9,379	12,801	16,531	28,447	35,079	41,011
Gross Block	522	802	996	1,208	1,482	2,321	2,727
Less: Accum. Deprn.	83	217	349	491	638	866	1,169
Net Fixed Assets	439	584	647	717	845	1,455	1,559
Goodwill on Consolidation	0	0	0	4	4	4	4
Capital WIP	0	0	0	32	232	0	0
Right of use	100	157	145	168	214	182	155
Total Investments	1	1	165	363	19	251	251
Curr. Assets, Loans&Adv.	9,636	10,417	14,330	17,078	29,724	37,425	44,048
Inventory	3,424	3,417	5,504	6,752	17,163	22,045	26,043
Account Receivables	2,105	2,541	1,833	1,295	1,592	2,356	2,791
Cash and Bank Balance	2,156	1,458	3,002	2,483	2,906	1,997	2,150
Loans and Advances	1,951	3,001	3,991	6,548	8,063	11,027	13,063
Curr. Liability & Prov.	1,525	1,780	2,487	1,831	2,591	4,239	5,006
Account Payables	376	333	270	1,035	1,452	2,147	2,534
Other Current Liabilities	1,141	1,435	2,197	756	1,117	2,068	2,449
Provisions	8	12	20	40	22	24	22
Net Current Assets	8,112	8,637	11,843	15,247	27,133	33,186	39,042
Appl. of Funds	8,652	9,379	12,801	16,531	28,447	35,079	41,011

Financials and valuations

Ratios

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)							
EPS	2.5	2.7	4.7	6.4	12.8	18.6	24.4
Cash EPS	2.8	3.1	5.2	6.8	13.2	19.3	25.3
BV/Share	3.1	5.8	10.7	21.0	48.3	66.9	91.4
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payout (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Valuation (x)							
P/E	160.2	151.5	84.9	62.7	31.6	21.6	16.5
Cash P/E	145.6	132.0	77.5	58.9	30.6	20.9	15.9
P/BV	129.6	69.1	37.7	19.2	8.3	6.0	4.4
EV/Sales	3.0	2.8	2.0	2.1	1.6	1.1	0.9
EV/EBITDA	73.8	69.6	39.1	37.6	22.4	15.8	12.4
Dividend Yield (%)	NA	NA	NA	NA	NA	NA	NA
FCF per share	2.6	-0.6	0.4	-0.9	-20.0	-0.4	9.4
Return Ratios (%)							
RoE	80.9	59.5	57.4	40.5	36.8	32.4	30.9
RoCE	22.9	12.8	18.5	19.4	22.7	22.4	23.4
RoIC	23.5	11.4	18.4	22.1	24.7	23.7	24.2
Working Capital Ratios							
Fixed Asset Turnover (x)	54.6	38.2	44.5	53.2	62.8	59.4	59.9
Asset Turnover (x)	3.3	3.3	3.5	3.9	3.3	3.9	4.0
Inventory (Days)	48	45	50	42	75	65	65
Debtor (Days)	27	30	15	7	6	6	6
Creditor (Days)	5	4	2	6	6	6	6
Leverage Ratio (x)							
Current Ratio	6.3	5.9	5.8	9.3	11.5	8.8	8.8
Interest Cover Ratio	6.7	3.6	4.0	4.2	7.0	9.1	12.6
Net Debt/Equity	5.0	2.9	1.6	0.9	0.5	0.4	0.2

Consolidated - Cash Flow Statement

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
							(INRm)
OP/(Loss) before Tax	1,225	1,236	2,146	3,046	5,893	8,447	10,943
Depreciation	87	135	157	157	147	228	303
Interest & Finance Charges	160	305	533	847	920	1,015	916
Direct Taxes Paid	-256	-327	-500	-752	-1,483	-2,126	-2,754
(Inc)/Dec in WC	-154	-945	-1,653	-2,841	-11,464	-6,962	-5,703
CF from Operations	1,062	405	684	456	-5,988	602	3,705
Others	-482	-296	-350	-420	-379	-165	-83
CF from Operating incl EO	580	109	334	36	-6,367	437	3,622
(Inc)/Dec in FA	-69	-220	-250	-337	-520	-574	-379
Free Cash Flow	511	-112	84	-301	-6,888	-137	3,243
(Pur)/Sale of Investments	-1,475	73	-409	-176	344	-233	0
Others	74	61	-275	253	372	276	327
CF from Investments	-1,469	-87	-934	-260	196	-531	-53
Issue of Shares	0	22	65	1,334	5,000	0	0
Inc/(Dec) in Debt	1,033	265	1,815	-920	2,500	200	-2,500
Interest Paid	-137	-255	-486	-741	-920	-1,015	-916
Dividend Paid	0	0	0	0	0	0	0
Others	-6	0	-35	-27	13	0	0
CF from Fin. Activity	890	32	1,359	-354	6,594	-815	-3,416
Inc/Dec of Cash	0	54	759	-578	423	-909	153
Opening Balance	1	2,156	1,457	3,002	2,483	2,906	1,997
Other Bank Balance/Adjustments	2,155	-753	786	59	0	0	0
Closing Balance	2,156	1,457	3,002	2,483	2,906	1,997	2,150

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

RECENT INITIATING COVERAGE REPORTS

February 2026
Initiating Coverage | Sector: NBFCs
Northern Arc Capital

Building a scalable tech-driven credit ecosystem

Abhishek Pathak - Research Analyst (Abhishek.Pathak@MotilalOswal.com) | Nishu Aggarwal (Nishu.Aggarwal@MotilalOswal.com)
Research Analyst: Rajesh Khosani (Rajesh.Khosani@MotilalOswal.com) | Praveen Neechi (Praveen.Neechi@MotilalOswal.com)
Investors are advised to refer through important disclosures made at the last page of the Research Report.
Motilal Oswal research is available on www.motilal.com/Investment-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

February 2026
Initiating Coverage | Sector: Retail
Lenskart Solutions

Clear vision, strong execution

Research Analyst: Akshay Kumar (Akshay.Kumar@MotilalOswal.com) | Research Analyst: Jyoti Choudhary (Jyoti.Choudhary@MotilalOswal.com)
Research Analyst: Siddhant Choudhary (Siddhant.Choudhary@MotilalOswal.com) | Anuj Harwade (Anuj.Harwade@MotilalOswal.com)
Investors are advised to refer through important disclosures made at the last page of the Research Report.
Motilal Oswal research is available on www.motilal.com/Investment-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

February 2026
Initiating Coverage | Sector: Hotels
Ventive Hospitality

Strategic evolution into scaled luxury hospitality

Research Analyst: Sumant Kumar (Sumant.Kumar@MotilalOswal.com) | Vish Devki (Vish.Devki@MotilalOswal.com)
Research Analyst: Meet Jain (Meet.Jain@MotilalOswal.com) | Nishu Jain (Nishu.Jain@MotilalOswal.com)
Investors are advised to refer through important disclosures made at the last page of the Research Report.
Motilal Oswal research is available on www.motilal.com/Investment-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

January 2026
Initiating Coverage | Sector: Financials - Insurance
Canara HSBC Life Insurance

Banca-led compounding story in the offing!

Research Analyst: Prayash Jain (Prayash.Jain@MotilalOswal.com) | Nishu Aggarwal (Nishu.Aggarwal@MotilalOswal.com)
Research Analyst: Varsha Mishra (Varsha.Mishra@MotilalOswal.com) | Heather Chohan (Heather.Chohan@MotilalOswal.com)
Investors are advised to refer through important disclosures made at the last page of the Research Report.
Motilal Oswal research is available on www.motilal.com/Investment-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

January 2026
Initiating Coverage | Sector: Financials - Non Lending
Billionbrains Garage Ventures

Groww-ing India's Wealth!

Research Analyst: Prayash Jain (Prayash.Jain@MotilalOswal.com) | Nishu Aggarwal (Nishu.Aggarwal@MotilalOswal.com)
Research Analyst: Varsha Mishra (Varsha.Mishra@MotilalOswal.com) | Heather Chohan (Heather.Chohan@MotilalOswal.com)
Investors are advised to refer through important disclosures made at the last page of the Research Report.
Motilal Oswal research is available on www.motilal.com/Investment-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

December 2025
Initiating Coverage | Sector: Consumer
Zydus Wellness

Scaling up the wellness brand equity

Naveen Trivedi - Research Analyst (Naveen.Trivedi@MotilalOswal.com)
Research Analyst: Anshu Tiwari (Anshu.Tiwari@MotilalOswal.com) | Tanu Jindal (Tanu.Jindal@MotilalOswal.com)
Investors are advised to refer through important disclosures made at the last page of the Research Report.
Motilal Oswal research is available on www.motilal.com/Investment-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

December 2025
Initiating Coverage | Sector: Internet
FSN E-Commerce Ventures

Beauty, Fashion, and a Full Valuation

Abhishek Pathak - Research Analyst (Abhishek.Pathak@MotilalOswal.com)
Research Analyst: Karal Bhargava (Karal.Bhargava@MotilalOswal.com) | Tushar Dhande (Tushar.Dhande@MotilalOswal.com)
Investors are advised to refer through important disclosures made at the last page of the Research Report.
Motilal Oswal research is available on www.motilal.com/Investment-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

December 2025
Initiating Coverage | Sector: Real Estate
Aditya Birla Real Estate

Shaping homes | Crafting legacies!

Abhishek Lodhoo - Research Analyst (Abhishek.Lodhoo@MotilalOswal.com)
Yohan Baidya - Research Analyst (Yohan.Baidya@MotilalOswal.com)
Investors are advised to refer through important disclosures made at the last page of the Research Report.
Motilal Oswal research is available on www.motilal.com/Investment-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

December 2025
Initiating Coverage | Sector: Consumer Durable
Crompton Greaves Consumer Electricals

Crompton 2.0 unlocking potential!

Tanay Kumar Singh - Research Analyst (Tanay.KumarSingh@MotilalOswal.com)
Research Analyst: Shubh Aggarwal (Shubh.Aggarwal@MotilalOswal.com) | Akshay Bhat (Akshay.Bhat@MotilalOswal.com)
Investors are advised to refer through important disclosures made at the last page of the Research Report.
Motilal Oswal research is available on www.motilal.com/Investment-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

Disclosures

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH00000412 and BSE enlistment no. 5028. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at <http://online.reports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf>

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://qalaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>. As per Regulatory requirements, Research Audit Report is uploaded on www.motilaloswal.com > MOFSL-Important Links > MOFSL Research Analyst Compliance Audit Report.

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH00000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore. This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL .

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to grievances@motilaloswal.com.

Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

- Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies). MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: Yes.
Nature of Financial interest is holding equity shares or derivatives of the subject company
- Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.
MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report:No
- Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.
MOFSL may have received compensation from the subject company(ies) in the past 12 months.
- Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.
MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
- Research Analyst has not served as an officer, director or employee of subject company(ies).
- MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
- MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
- MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
- MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
- MOFSL has not engaged in market making activity for the subject company.

The associates of MOFSL may have:

- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
- received compensation/other benefits from the subject company in the past 12 months
- any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

This report is meant for the clients of Motilal Oswal only.

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

Registration granted by SEBI, enlistment as RA with Exchange and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com.

Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kurnud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412, BSE enlistment no. 5028, AMFI registered Mutual Fund Distributor and SIF Distributor: ARN : 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.