

May 15, 2025

# **Q4FY25 Result Update**

☑ Change in Estimates | ☑ Target | ■ Reco

### **Change in Estimates**

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	Cu	ırrent	Pre	vious
	FY26E	FY27E	FY26E	FY27E
Rating	ACCU	IMULATE	ACCU	MULATE
<b>Target Price</b>	7	,825	6	,287
Sales (Rs. m)	2,25,874	2,64,003	2,23,167	2,60,737
% Chng.	1.2	1.3		
EBITDA (Rs. m	) 18,346	21,760	18,029	21,508
% Chng.	1.8	1.2		
EPS (Rs.)	244.4	294.5	241.1	293.5
% Chng.	1.4	0.3		

#### **Key Financials - Consolidated**

Y/e Mar	FY24	FY25	FY26E	FY27E
Sales (Rs. m)	1,61,530	1,85,812	2,25,874	2,64,003
EBITDA (Rs. m)	15,223	15,474	18,346	21,760
Margin (%)	9.4	8.3	8.1	8.2
PAT (Rs. m)	8,251	8,213	9,817	11,828
EPS (Rs.)	205.4	204.5	244.4	294.5
Gr. (%)	29.4	(0.5)	19.5	20.5
DPS (Rs.)	40.0	40.0	73.3	88.3
Yield (%)	0.6	0.6	1.1	1.3
RoE (%)	27.0	19.6	20.3	21.1
RoCE (%)	40.4	30.0	30.8	31.7
EV/Sales (x)	1.7	1.5	1.2	1.0
EV/EBITDA (x)	18.2	17.7	15.0	12.6
PE (x)	33.7	33.9	28.3	23.5
P/BV (x)	7.2	6.2	5.4	4.6

Key Data	APAR.BO   APR IN
52-W High / Low	Rs.11,797 / Rs.4,270
Sensex / Nifty	81,331 / 24,667
Market Cap	Rs.278bn/ \$ 3,263m
Shares Outstanding	40m
3M Avg. Daily Value	Rs.1156.89m

### **Shareholding Pattern (%)**

Promoter's	57.77
Foreign	9.87
Domestic Institution	20.63
Public & Others	11.73
Promoter Pledge (Rs bn)	_

### Stock Performance (%)

	1M	6M	12M
Absolute	37.8	(22.7)	(16.6)
Relative	27.3	(26.2)	(25.0)

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# **Apar Industries (APR IN)**

Rating: ACCUMULATE | CMP: Rs6,928 | TP: Rs7,825

# Strong Q4 driven by domestic & US recovery

### **Quick Pointers:**

- Revenue from the USA surged 195.6% YoY in Q4FY25, driven by a strong recovery in demand.
- Apar announced a capex of Rs13.0bn, to be invested in Conductors (Rs2.0bn),
   Cables (Rs8.0bn), Specialty Oils (Rs2.0bn) in the next 12-15 months.

We revise our FY26/27E EPS estimates by +1.4%/+0.3%, factoring in further recovery in the demand from the USA. Apar Industries (APR) reported 16.9% YoY revenue growth while EBITDA margin declined 78bps YoY to 8.8%. Domestic demand continued to show strength while recovery in the USA further pushed the top line. The company announced a Rs13bn capex to enhance manufacturing capabilities across segments, supporting future Favorable macro tailwinds—such expansion. as re-conductoring opportunities, public capex in T&D, and the energy transition— will support management guidance of ~10% volume growth in the Conductors segment and ~25% sales growth in the Cables business in FY26. Specialty Oils volume is projected to grow 6-8%, supported by robust global demand for transformer and automotive oils. However, heightened Chinese competition in non-US markets such as Africa, Latin America and Europe may impact export volume.

Long term view: We believe, US exports, Chinese competition in other markets and pace of re-tendering in Indian market to be key monitorable in medium term. However, we are long-term positive on the stock owing to 1) robust T&D capex driving demand across segments, 2) focus on premium conductors in the domestic market, 3) healthy traction in elastomeric cables used in renewables, defence and railways, and 4) market leadership in the growing T-oils business. The stock is trading at a P/E of 28.3x/23.5x on FY26/27E earnings. We roll forward to Mar'27E and maintain our 'Accumulate' rating with a revised TP of Rs7,825 (Rs6,287 earlier) valuing the Conductors/Cables/Specialty Oil segments at PE of 30x/30x/10x Mar'27E (27x/27x/8x Sep'26E earlier).

Strong domestic sales drive topline growth: Consolidated revenue rose 16.9% YoY to Rs52.1bn (PLe: Rs53.3bn). The revenue mix stood at Conductors ~55%/ Speciality Oil ~22%/ Cables ~23%. Domestic/export mix stood at 69/31% (vs 61/39% in Q4FY24). EBITDA increased by 7.4% YoY to Rs4.6bn (PLe: Rs4.0bn). EBITDA margin declined by 78bps YoY to 8.8% (PLe: 7.6%) led by gross margin contraction (down 122bps YoY to 21.6%). PAT grew by 5.8% YoY to Rs2.5bn (PLe: Rs2.0bn) aided by better operating performance.

Lower gross margin drag profitability: Conductors revenue grew 24.5% YoY to Rs29.0bn driven by higher volumes and higher realizations. Specialty Oils revenue increased marginally by 3.3% YoY to Rs12.5bn. Cables revenue grew 29.9% YoY to Rs14.1bn driven by strong domestic and US business performance. Conductors EBITDA/MT came in at Rs41,430, while EBITDA margin stood at 8.5% (vs11.7% in Q4FY24). Specialty Oils EBITDA/KL came in at Rs5,873 and EBITDA margin improved to 7.3% (vs low base of 4.8% in Q4FY24). Cables EBITDA margin fell to 10.6% (vs 11.3% in Q4FY24).



Exhibit 1: Strong domestic demand pushes the topline, lower gross margin impacts profitability

Q4FY25	Q4FY24	YoY gr.	Q4FY25E	% Var.	Q3FY25	QoQ gr.	FY25	FY24	YoY gr.
52,098	44,551	16.9%	53,326	-2.3%	47,164	10.5%	1,85,812	1,61,530	15.0%
11,228	10,146	10.7%	12,088	-7.1%	9,526	17.9%	38,419	36,130	6.3%
21.6	22.8	(122)	22.7	(111.6)	20.2	135	20.7	22.4	(169)
784	779	0.5%	903	-13.3%	894	-12.4%	3,378	2,889	16.9%
1.5	1.7	(25)	1.7	(19.0)	1.9	(39)	1.8	1.8	3
5,863	5,099	15.0%	7,151	-18.0%	5,072	15.6%	19,567	18,019	8.6%
11.3	11.4	(19)	13.4	(215.7)	10.8	50	10.5	11.2	(62)
4,582	4,267	7.4%	4,034	13.6%	3,561	28.7%	15,474	15,223	1.6%
8.8	9.6	(78)	<i>7</i> .6	123.1	7.6	125	8.3	9.4	(110)
356	315	13.2%	343	3.7%	334	6.7%	1,322	1,157	14.2%
4,226	3,952	6.9%	3,691	14.5%	3,227	30.9%	14,153	14,066	0.6%
8.1	8.9	(76)	6.9	119.1	6.8	127	7.6	8.7	(109)
171	275	-37.6%	206	-16.9%	342	-49.9%	994	864	15.0%
997	1,011	-1.4%	1,238	-19.5%	1,184	-15.8%	4,089	3,866	5.8%
3,401	3,216	5.7%	2,659	27.9%	2,386	42.6%	11,058	11,065	-0.1%
6.5	7.2	(69)	5.0	154.1	5.1	147	6.0	6.8	(90)
-	-		-	-	-	-	-	-	-
3,401	3,216	5.7%	2,659	27.9%	2,386	42.6%	11,058	11,065	-0.1%
901	854	5.5%	661	-	636	41.7%	2,843	2,807	1.3%
26.5	26.6	(7)	24.9	-	26.6	(16)	25.7	25.4	34
2,500	2,362	5.9%	1,998	25.1%	1,750	42.9%	8,214	8,257	-0.5%
2,500	2,362	5.8%	1,997	25.2%	1,749	42.9%	8,214	8,257	-0.5%
4.8	5.3	(50)	3.7	105.4	3.7	109	4.4	5.1	(69)
62.2	58.8	5.8%	49.7	25.2%	43.5	42.9%	204.5	205.6	-0.5%
	52,098 11,228 21.6 784 1.5 5,863 11.3 4,582 8.8 356 4,226 8.1 171 997 3,401 6.5 - 3,401 901 26.5 2,500 4.8	52,098         44,551           11,228         10,146           21.6         22.8           784         779           1.5         1.7           5,863         5,099           11.3         11.4           4,582         4,267           8.8         9.6           356         315           4,226         3,952           8.1         8.9           171         275           997         1,011           3,401         3,216           6.5         7.2           -         -           3,401         3,216           901         854           26.5         26.6           2,500         2,362           2,500         2,362           4.8         5.3	52,098         44,551         16.9%           11,228         10,146         10.7%           21.6         22.8         (122)           784         779         0.5%           1.5         1.7         (25)           5,863         5,099         15.0%           11.3         11.4         (19)           4,582         4,267         7.4%           8.8         9.6         (78)           356         315         13.2%           4,226         3,952         6.9%           8.1         8.9         (76)           171         275         -37.6%           997         1,011         -1.4%           3,401         3,216         5.7%           6.5         7.2         (69)           -         -         -           3,401         3,216         5.7%           901         854         5.5%           26.5         26.6         (7)           2,500         2,362         5.9%           4.8         5.3         (50)	52,098         44,551         16.9%         53,326           11,228         10,146         10.7%         12,088           21.6         22.8         (122)         22.7           784         779         0.5%         903           1.5         1.7         (25)         1.7           5,863         5,099         15.0%         7,151           11.3         11.4         (19)         13.4           4,582         4,267         7.4%         4,034           8.8         9.6         (78)         7.6           356         315         13.2%         343           4,226         3,952         6.9%         3,691           8.1         8.9         (76)         6.9           171         275         -37.6%         206           997         1,011         -1.4%         1,238           3,401         3,216         5.7%         2,659           6.5         7.2         (69)         5.0           -         -         -         -           3,401         3,216         5.7%         2,659           901         854         5.5%         661	52,098         44,551         16.9%         53,326         -2.3%           11,228         10,146         10.7%         12,088         -7.1%           21.6         22.8         (122)         22.7         (111.6)           784         779         0.5%         903         -13.3%           1.5         1.7         (25)         1.7         (19.0)           5,863         5,099         15.0%         7,151         -18.0%           11.3         11.4         (19)         13.4         (215.7)           4,582         4,267         7.4%         4,034         13.6%           8.8         9.6         (78)         7.6         123.1           356         315         13.2%         343         3.7%           4,226         3,952         6.9%         3,691         14.5%           8.1         8.9         (76)         6.9         119.1           171         275         -37.6%         206         -16.9%           997         1,011         -1.4%         1,238         -19.5%           3,401         3,216         5.7%         2,659         27.9%           6.5         7.2         (69) <td>52,098         44,551         16.9%         53,326         -2.3%         47,164           11,228         10,146         10.7%         12,088         -7.1%         9,526           21.6         22.8         (122)         22.7         (111.6)         20.2           784         779         0.5%         903         -13.3%         894           1.5         1.7         (25)         1.7         (19.0)         1.9           5,863         5,099         15.0%         7,151         -18.0%         5,072           11.3         11.4         (19)         13.4         (215.7)         10.8           4,582         4,267         7.4%         4,034         13.6%         3,561           8.8         9.6         (78)         7.6         123.1         7.6           356         315         13.2%         343         3.7%         334           4,226         3,952         6.9%         3,691         14.5%         3,227           8.1         8.9         (76)         6.9         119.1         6.8           171         275         -37.6%         206         -16.9%         342           997         1,011<td>52,098         44,551         16.9%         53,326         -2.3%         47,164         10.5%           11,228         10,146         10.7%         12,088         -7.1%         9,526         17.9%           21.6         22.8         (122)         22.7         (111.6)         20.2         135           784         779         0.5%         903         -13.3%         894         -12.4%           1.5         1.7         (25)         1.7         (19.0)         1.9         (39)           5,863         5,099         15.0%         7,151         -18.0%         5,072         15.6%           11.3         11.4         (19)         13.4         (215.7)         10.8         50           4,582         4,267         7.4%         4,034         13.6%         3,561         28.7%           8.8         9.6         (78)         7.6         123.1         7.6         125           356         315         13.2%         343         3.7%         334         6.7%           4,226         3,952         6.9%         3,691         14.5%         3,227         30.9%           8.1         8.9         (76)         6.9         <td< td=""><td>52,098         44,551         16.9%         53,326         -2.3%         47,164         10.5%         1,85,812           11,228         10,146         10.7%         12,088         -7.1%         9,526         17.9%         38,419           21.6         22.8         (122)         22.7         (111.6)         20.2         135         20.7           784         779         0.5%         903         -13.3%         894         -12.4%         3,378           1.5         1.7         (25)         1.7         (19.0)         1.9         (39)         1.8           5,863         5,099         15.0%         7,151         -18.0%         5,072         15.6%         19,567           11.3         11.4         (19)         13.4         (215.7)         10.8         50         10.5           4,582         4,267         7.4%         4,034         13.6%         3,561         28.7%         15,474           8.8         9.6         (78)         7.6         123.1         7.6         125         8.3           356         315         13.2%         343         3.7%         334         6.7%         1,322           4,266         3,952</td><td>52,098         44,551         16.9%         53,326         -2.3%         47,164         10.5%         1,85,812         1,61,530           11,228         10,146         10.7%         12,088         -7.1%         9,526         17.9%         38,419         36,130           21.6         22.8         (122)         22.7         (111.6)         20.2         135         20.7         22.4           784         779         0.5%         903         -13.3%         894         -12.4%         3,378         2,889           1.5         1.7         (25)         1.7         (19.0)         1.9         (39)         1.8         1.8           5,863         5,099         15.0%         7,151         -18.0%         5,072         15.6%         19,567         18,019           11.3         11.4         (19)         13.4         (215.7)         10.8         50         10.5         11.2           4,582         4,267         7.4%         4,034         13.6%         3,561         28.7%         15,474         15,223           8.8         9.6         (78)         7.6         123.1         7.6         125         8.3         9.4           4,226</td></td<></td></td>	52,098         44,551         16.9%         53,326         -2.3%         47,164           11,228         10,146         10.7%         12,088         -7.1%         9,526           21.6         22.8         (122)         22.7         (111.6)         20.2           784         779         0.5%         903         -13.3%         894           1.5         1.7         (25)         1.7         (19.0)         1.9           5,863         5,099         15.0%         7,151         -18.0%         5,072           11.3         11.4         (19)         13.4         (215.7)         10.8           4,582         4,267         7.4%         4,034         13.6%         3,561           8.8         9.6         (78)         7.6         123.1         7.6           356         315         13.2%         343         3.7%         334           4,226         3,952         6.9%         3,691         14.5%         3,227           8.1         8.9         (76)         6.9         119.1         6.8           171         275         -37.6%         206         -16.9%         342           997         1,011 <td>52,098         44,551         16.9%         53,326         -2.3%         47,164         10.5%           11,228         10,146         10.7%         12,088         -7.1%         9,526         17.9%           21.6         22.8         (122)         22.7         (111.6)         20.2         135           784         779         0.5%         903         -13.3%         894         -12.4%           1.5         1.7         (25)         1.7         (19.0)         1.9         (39)           5,863         5,099         15.0%         7,151         -18.0%         5,072         15.6%           11.3         11.4         (19)         13.4         (215.7)         10.8         50           4,582         4,267         7.4%         4,034         13.6%         3,561         28.7%           8.8         9.6         (78)         7.6         123.1         7.6         125           356         315         13.2%         343         3.7%         334         6.7%           4,226         3,952         6.9%         3,691         14.5%         3,227         30.9%           8.1         8.9         (76)         6.9         <td< td=""><td>52,098         44,551         16.9%         53,326         -2.3%         47,164         10.5%         1,85,812           11,228         10,146         10.7%         12,088         -7.1%         9,526         17.9%         38,419           21.6         22.8         (122)         22.7         (111.6)         20.2         135         20.7           784         779         0.5%         903         -13.3%         894         -12.4%         3,378           1.5         1.7         (25)         1.7         (19.0)         1.9         (39)         1.8           5,863         5,099         15.0%         7,151         -18.0%         5,072         15.6%         19,567           11.3         11.4         (19)         13.4         (215.7)         10.8         50         10.5           4,582         4,267         7.4%         4,034         13.6%         3,561         28.7%         15,474           8.8         9.6         (78)         7.6         123.1         7.6         125         8.3           356         315         13.2%         343         3.7%         334         6.7%         1,322           4,266         3,952</td><td>52,098         44,551         16.9%         53,326         -2.3%         47,164         10.5%         1,85,812         1,61,530           11,228         10,146         10.7%         12,088         -7.1%         9,526         17.9%         38,419         36,130           21.6         22.8         (122)         22.7         (111.6)         20.2         135         20.7         22.4           784         779         0.5%         903         -13.3%         894         -12.4%         3,378         2,889           1.5         1.7         (25)         1.7         (19.0)         1.9         (39)         1.8         1.8           5,863         5,099         15.0%         7,151         -18.0%         5,072         15.6%         19,567         18,019           11.3         11.4         (19)         13.4         (215.7)         10.8         50         10.5         11.2           4,582         4,267         7.4%         4,034         13.6%         3,561         28.7%         15,474         15,223           8.8         9.6         (78)         7.6         123.1         7.6         125         8.3         9.4           4,226</td></td<></td>	52,098         44,551         16.9%         53,326         -2.3%         47,164         10.5%           11,228         10,146         10.7%         12,088         -7.1%         9,526         17.9%           21.6         22.8         (122)         22.7         (111.6)         20.2         135           784         779         0.5%         903         -13.3%         894         -12.4%           1.5         1.7         (25)         1.7         (19.0)         1.9         (39)           5,863         5,099         15.0%         7,151         -18.0%         5,072         15.6%           11.3         11.4         (19)         13.4         (215.7)         10.8         50           4,582         4,267         7.4%         4,034         13.6%         3,561         28.7%           8.8         9.6         (78)         7.6         123.1         7.6         125           356         315         13.2%         343         3.7%         334         6.7%           4,226         3,952         6.9%         3,691         14.5%         3,227         30.9%           8.1         8.9         (76)         6.9 <td< td=""><td>52,098         44,551         16.9%         53,326         -2.3%         47,164         10.5%         1,85,812           11,228         10,146         10.7%         12,088         -7.1%         9,526         17.9%         38,419           21.6         22.8         (122)         22.7         (111.6)         20.2         135         20.7           784         779         0.5%         903         -13.3%         894         -12.4%         3,378           1.5         1.7         (25)         1.7         (19.0)         1.9         (39)         1.8           5,863         5,099         15.0%         7,151         -18.0%         5,072         15.6%         19,567           11.3         11.4         (19)         13.4         (215.7)         10.8         50         10.5           4,582         4,267         7.4%         4,034         13.6%         3,561         28.7%         15,474           8.8         9.6         (78)         7.6         123.1         7.6         125         8.3           356         315         13.2%         343         3.7%         334         6.7%         1,322           4,266         3,952</td><td>52,098         44,551         16.9%         53,326         -2.3%         47,164         10.5%         1,85,812         1,61,530           11,228         10,146         10.7%         12,088         -7.1%         9,526         17.9%         38,419         36,130           21.6         22.8         (122)         22.7         (111.6)         20.2         135         20.7         22.4           784         779         0.5%         903         -13.3%         894         -12.4%         3,378         2,889           1.5         1.7         (25)         1.7         (19.0)         1.9         (39)         1.8         1.8           5,863         5,099         15.0%         7,151         -18.0%         5,072         15.6%         19,567         18,019           11.3         11.4         (19)         13.4         (215.7)         10.8         50         10.5         11.2           4,582         4,267         7.4%         4,034         13.6%         3,561         28.7%         15,474         15,223           8.8         9.6         (78)         7.6         123.1         7.6         125         8.3         9.4           4,226</td></td<>	52,098         44,551         16.9%         53,326         -2.3%         47,164         10.5%         1,85,812           11,228         10,146         10.7%         12,088         -7.1%         9,526         17.9%         38,419           21.6         22.8         (122)         22.7         (111.6)         20.2         135         20.7           784         779         0.5%         903         -13.3%         894         -12.4%         3,378           1.5         1.7         (25)         1.7         (19.0)         1.9         (39)         1.8           5,863         5,099         15.0%         7,151         -18.0%         5,072         15.6%         19,567           11.3         11.4         (19)         13.4         (215.7)         10.8         50         10.5           4,582         4,267         7.4%         4,034         13.6%         3,561         28.7%         15,474           8.8         9.6         (78)         7.6         123.1         7.6         125         8.3           356         315         13.2%         343         3.7%         334         6.7%         1,322           4,266         3,952	52,098         44,551         16.9%         53,326         -2.3%         47,164         10.5%         1,85,812         1,61,530           11,228         10,146         10.7%         12,088         -7.1%         9,526         17.9%         38,419         36,130           21.6         22.8         (122)         22.7         (111.6)         20.2         135         20.7         22.4           784         779         0.5%         903         -13.3%         894         -12.4%         3,378         2,889           1.5         1.7         (25)         1.7         (19.0)         1.9         (39)         1.8         1.8           5,863         5,099         15.0%         7,151         -18.0%         5,072         15.6%         19,567         18,019           11.3         11.4         (19)         13.4         (215.7)         10.8         50         10.5         11.2           4,582         4,267         7.4%         4,034         13.6%         3,561         28.7%         15,474         15,223           8.8         9.6         (78)         7.6         123.1         7.6         125         8.3         9.4           4,226

Source: Company, PL

Exhibit 2: Strong volume growth across Conductors and Specialty Oils while Cables grew due to strong domestic demand

			- ш р.			J				
Y/e March (Rs mn)	Q4FY25	Q4FY24	YoY gr.	Q4FY25E	% Var.	Q3FY25	QoQ gr.	FY25	FY24	YoY gr.
Conductors										
Volume (MT)	59,593	56,299	5.9%	64,205	-7.2%	60,327	-1.2%	2,22,684	2,06,633	7.8%
Revenue (Rs mn)	28,983	23,280	24.5%	26,628	8.8%	24,491	18.3%	95,820	80,310	19.3%
EBITDA Adj (Rs mn)	2,470	2,730	-9.5%	2,028	21.8%	1,790	38.0%	8,170	8,720	-6.3%
EBITDA margin (%)	8.5	11.7	(320)	7.6	91	7.3	121	8.5	10.9	(233)
EBITDA Adj. (Rs/MT)	41,430	48,453	-14.5%	31,587	31.2%	29,593	40.0%	38,095	38,885	-2.0%
Transformer & Specialty Oils										
Volume (KL)	1,49,840	1,37,090	9.3%	1,44,145	4.0%	1,42,921	4.8%	5,79,642	5,37,862	7.8%
Revenue (Rs mn)	12,501	12,103	3.3%	12,989	-3.8%	12,318	1.5%	50,864	48,369	5.2%
EBITDA Adj (Rs mn)	880	580	51.7%	821	7.2%	910	-3.3%	3,560	3,090	15.2%
EBITDA margin (%)	7.0	4.8	225	6.3	72	7.4	(35)	7.0	6.4	61
EBITDA Adj. (Rs/KL)	5,873	4,251	38.2%	5,694	3.1%	6,364	-7.7%	6,178	5,275	17.1%
Cables										
Revenue (Rs mn)	14,103	10,858	29.9%	13,664	3.2%	12,661	11.4%	49,447	38,589	28.1%
EBITDA Adj (Rs mn)	1,500	1,230	22.0%	1,327	13.0%	1,215	23.4%	4,975	4,380	13.6%
EBITDA margin (%)	10.6	11.3	(69)	9.7	92	9.6	104	10.1	11.4	(129)
Source: Company, PL										



Exhibit 3: SoTP valuation- valuing Conductors/Cables/Specialty Oil segment at 30x/30x/10x Mar'27 earnings.

	Segmental PAT (Rs mn)	Valuation basis	Target multiple (X)	Targeted Value (Rs mn)	Value/Share
Conductors Segment	4,464	P/E	30	1,33,923	3,334
Cables Segment	5,364	P/E	30	1,60,907	4,006
Specialty Oil Segment	1,950	P/E	10	19,499	485
Total Target (Rs. Mn)				3,14,329	7,825

Source: Company, PL

# **Conference Call Highlights**

- Guidance: Management holds a semi-bullish outlook for its business for the next 2 years and expects a conductor volume growth of ~10% with EBITDA of Rs30,000/ton. Meanwhile, the cables business is expected to grow ~25% YoY in FY26 with an EBITDA margin ranging between 10-12%. The specialty oils business is expected to garner an EBITDA of Rs5,000-6,000/KL driven by a volume growth of 6-8% YoY in FY26.
- Conductors: Revenue growth was driven by strong domestic demand, higher realization and surge in its USA business. Domestic sales grew 57.4% YoY to Rs21.9bn while exports declined 24.3% YoY to Rs7.1bn. Premium product mix fell to 45.9% (vs 48.9% in Q4FY24). Conductor volume grew by 5.9% YoY in Q4FY25. Apar's conductor business continues to grow on the back of positive domestic outlook supported by macro tailwinds and recovery in its USA business aiding margin expansion. Conductors' order inflow during the quarter was Rs21.1bn while its order book stands at Rs71.6bn with a 35.6% export contribution.
- Cables: Revenue growth was driven by strong domestic and USA business performance. Domestic demand is driven by continued traction in data centers. Meanwhile, sales from USA grew by 55.7% YoY to ~Rs10.0bn in FY25. Domestic sales grew 23.5% YoY to Rs10.1bn while exports grew 49.3% YoY to Rs4.0bn. Cables EBITDA margin fell to 10.6% (vs 11.3% in Q4FY24). Cables has a pending order book of Rs16.9bn.
- Specialty Oils & Lubricants: Revenue growth was driven by a 9.3% YoY growth in volumes. Growth in volumes was led by healthy growth in global transformer oils (+7% YoY) and automotive oil (+6% YoY). Domestic/export mix stood at 58/42% (vs 57/43% in Q4FY24). Export contribution stands at 41.7% in Q4FY25 and at 44.0% in FY25. Meanwhile, Lubricants' revenue increased by 11.3% YoY in Q4FY25.
- Apar to invest Rs13bn in capacity and capability enhancements in 12-15 months: Apar will invest Rs8.0bn in its cables business for a greenfield expansion, Rs3.0bn in its conductors segment, and Rs2.0bn in Specialty Oils segment. This capex will be equally funded by equity and debt and the capacities are expected to be commissioned in the next 18 months.
  - Rs8.0bn greenfield capacity expansion in Cables segment will cater to all varieties of cables except fiber optic. This expansion will take Cable segment's revenue capacity to Rs10,000Cr in the next 2-3 years.

- In Conductors, the capacity is expected to be expanded by ~10% or roughly 25,000 tons which will also be able to manufacture premium products.
- Rs2.0bn investment in Specialty Oils will be made towards building a new storage near to ports which will allow Apar to cut down delivery times, improve supply chain and enable direct bulk export of transformer oils, pharmaceutical oils etc.
- Recovery in the USA business aided profitability of Apar: Despite the current uncertainties relating to reciprocating tariffs from the USA, Apar saw a strong recovery in its USA business. This growth is expected to continue on the back of a supply and demand gap which is filled by USD20bn imports annually. Additionally, the tariffs placed on other countries, from which USA primarily import, are higher than India and hence places Indian manufacturers favorably in USA. Furthermore, the aluminium imported in the USA is separately taxed to the extent of ~25% which has led to cost headwinds for the local manufacturers in the USA. Hence, Apar's outlook for the USA market remains positive.



# **Financials**

Income Statement	(Rs m)
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Income Statement (Rs m)	E)/0.4	EVOE	EVACE	EVOZE
Y/e Mar	FY24	FY25	FY26E	FY27E
Net Revenues	1,61,530	1,85,812	2,25,874	2,64,003
YoY gr. (%)	12.7	15.0	21.6	16.9
Cost of Goods Sold	1,25,400	1,47,393	1,75,024	2,03,514
Gross Profit	36,130	38,419	50,849	60,489
Margin (%)	22.4	20.7	22.5	22.9
Employee Cost	2,889	3,378	4,043	4,673
Other Expenses	18,019	19,567	28,460	34,056
EBITDA	15,223	15,474	18,346	21,760
YoY gr. (%)	24.1	1.6	18.6	18.6
Margin (%)	9.4	8.3	8.1	8.2
Depreciation and Amortization	1,157	1,322	1,491	1,767
EBIT	14,066	14,153	16,855	19,993
Margin (%)	8.7	7.6	7.5	7.6
Net Interest	3,866	4,089	4,852	5,436
Other Income	864	994	1,175	1,320
Profit Before Tax	11,065	11,058	13,177	15,876
Margin (%)	6.8	6.0	5.8	6.0
Total Tax	2,807	2,843	3,360	4,048
Effective tax rate (%)	25.4	25.7	25.5	25.5
Profit after tax	8,257	8,214	9,817	11,828
Minority interest	-	-	-	-
Share Profit from Associate	(6)	(1)	-	-
Adjusted PAT	8,251	8,213	9,817	11,828
YoY gr. (%)	29.4	(0.5)	19.5	20.5
Margin (%)	5.1	4.4	4.3	4.5
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	8,251	8,213	9,817	11,828
YoY gr. (%)	29.4	(0.5)	19.5	20.5
Margin (%)	5.1	4.4	4.3	4.5
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	8,251	8,213	9,817	11,828
Equity Shares O/s (m)	40	40	40	40
EPS (Rs)	205.4	204.5	244.4	294.5

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY24	FY25	FY26E	FY27E
Non-Current Assets				
Gross Block	18,310	23,116	31,116	36,116
Tangibles	18,281	23,070	31,070	36,070
Intangibles	28	45	45	45
Acc: Dep / Amortization	6,364	7,686	9,177	10,944
Tangibles	6,364	7,686	9,177	10,944
Intangibles	-	-	-	-
Net fixed assets	11,946	15,430	21,939	25,171
Tangibles	11,917	15,385	21,893	25,126
Intangibles	28	45	45	45
Capital Work In Progress	1,207	1,278	1,278	1,278
Goodwill	-	-	-	-
Non-Current Investments	97	126	111	111
Net Deferred tax assets	(9)	(30)	(30)	(30)
Other Non-Current Assets	1,155	1,582	1,581	1,584
Current Assets				
Investments	34	2,084	2,084	2,084
Inventories	28,645	33,105	36,821	43,398
Trade receivables	39,404	41,933	50,744	59,310
Cash & Bank Balance	6,460	7,610	8,518	10,025
Other Current Assets	6,441	8,526	7,680	8,976
Total Assets	96,158	1,12,636	1,31,828	1,53,060
Equity				
Equity Share Capital	402	402	402	402
Other Equity	38,363	44,634	51,505	59,785
Total Networth	38,764	45,035	51,907	60,186
Non-Current Liabilities				
Long Term borrowings	3,946	3,987	4,787	5,587
Provisions	-	-	-	-
Other non current liabilities	-	-	-	-
Current Liabilities				
ST Debt / Current of LT Debt	810	1,860	1,860	1,860
Trade payables	48,131	55,488	67,453	78,839
Other current liabilities	4,498	6,235	5,791	6,557
= =	00.150	4 40 555	4.04.000	4 50 555

96,158 1,12,636 1,31,828 1,53,060

Source: Company Data, PL Research

**Total Equity & Liabilities** 



Cash Flow (Rs m)				
Y/e Mar	FY24	FY25	FY26E	FY27E
PBT	11,065	11,058	13,177	15,876
Add. Depreciation	1,157	1,322	1,491	1,767
Add. Interest	2,749	2,583	4,852	5,436
Less Financial Other Income	864	994	1,175	1,320
Add. Other	588	569	-	-
Op. profit before WC changes	15,558	15,531	19,520	23,080
Net Changes-WC	(15,917)	63	(255)	(4,340)
Direct tax	2,474	2,689	3,360	4,048
Net cash from Op. activities	(2,833)	12,906	15,905	14,692
Capital expenditures	(3,296)	(5,069)	(8,000)	(5,000)
Interest / Dividend Income	110	56	-	-
Others	505	(2,035)	-	-
Net Cash from Invt. activities	(2,681)	(7,048)	(8,000)	(5,000)
Issue of share cap. / premium	9,826	-	-	-
Debt changes	901	(82)	800	800
Dividend paid	(1,530)	(2,046)	(2,945)	(3,548)
Interest paid	(2,845)	(2,701)	(4,852)	(5,436)
Others	-	-	-	-
Net cash from Fin. activities	6,352	(4,829)	(6,997)	(8,185)
Net change in cash	837	1,029	908	1,507
Free Cash Flow	(6,140)	7,809	7,905	9,692

Source: Company Data, PL Research

# Quarterly Financials (Rs m)

Y/e Mar	Q1FY25	Q2FY25	Q3FY25	Q4FY25
Net Revenue	40,105	46,445	47,164	52,098
YoY gr. (%)	6.5	18.4	17.7	16.9
Raw Material Expenses	31,480	37,406	37,638	40,869
Gross Profit	8,625	9,039	9,526	11,228
Margin (%)	21.5	19.5	20.2	21.6
EBITDA	3,766	3,565	3,561	4,582
YoY gr. (%)	8.8	2.7	(12.1)	7.4
Margin (%)	9.4	7.7	7.6	8.8
Depreciation / Depletion	311	321	334	356
EBIT	3,454	3,245	3,227	4,226
Margin (%)	8.6	7.0	6.8	8.1
Net Interest	904	1,006	1,184	997
Other Income	153	328	342	171
Profit before Tax	2,704	2,567	2,386	3,401
Margin (%)	6.7	5.5	5.1	6.5
Total Tax	679	629	636	901
Effective tax rate (%)	25.1	24.5	26.6	26.5
Profit after Tax	2,025	1,938	1,750	2,500
Minority interest	-	-	-	-
Share Profit from Associates	-	-	(1)	(1)
Adjusted PAT	2,025	1,939	1,749	2,500
YoY gr. (%)	2.6	11.5	(19.6)	5.8
Margin (%)	5.1	4.2	3.7	4.8
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	2,025	1,939	1,749	2,500
YoY gr. (%)	2.6	11.5	(19.6)	5.8
Margin (%)	5.1	4.2	3.7	4.8
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	2,025	1,939	1,749	2,500
Avg. Shares O/s (m)	40	40	40	40
EPS (Rs)	50.4	48.3	43.5	62.2

Source: Company Data, PL Research

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Key Financial Metrics				
Y/e Mar	FY24	FY25	FY26E	FY27E
Per Share(Rs)				
EPS	205.4	204.5	244.4	294.5
CEPS	234.2	237.4	281.5	338.5
BVPS	965.0	1,121.2	1,292.2	1,498.4
FCF	(152.8)	194.4	196.8	241.3
DPS	40.0	40.0	73.3	88.3
Return Ratio(%)				
RoCE	40.4	30.0	30.8	31.7
ROIC	37.1	28.0	28.5	29.2
RoE	27.0	19.6	20.3	21.1
Balance Sheet				
Net Debt : Equity (x)	0.0	(0.1)	(0.1)	(0.1)
Net Working Capital (Days)	45	38	33	33
Valuation(x)				
PER	33.7	33.9	28.3	23.5
P/B	7.2	6.2	5.4	4.6
P/CEPS	29.6	29.2	24.6	20.5
EV/EBITDA	18.2	17.7	15.0	12.6
EV/Sales	1.7	1.5	1.2	1.0
Dividend Yield (%)	0.6	0.6	1.1	1.3

Source: Company Data, PL Research

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**Analyst Coverage Universe** 

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	ABB India	BUY	6,851	5,587
2	Apar Industries	Accumulate	6,287	4,944
3	BEML	Accumulate	3,561	2,875
4	Bharat Electronics	BUY	340	281
5	BHEL	Accumulate	226	211
6	Carborundum Universal	Hold	1,028	985
7	Cummins India	BUY	3,309	2,746
8	Elgi Equipments	BUY	517	418
9	Engineers India	BUY	242	164
10	GE Vernova T&D India	Accumulate	1,950	1,304
11	Grindwell Norton	Accumulate	1,716	1,612
12	Harsha Engineers International	Accumulate	398	374
13	Hindustan Aeronautics	Accumulate	4,134	4,042
14	Ingersoll-Rand (India)	BUY	4,540	3,376
15	Kalpataru Projects International	BUY	1,105	876
16	KEC International	Accumulate	801	665
17	Kirloskar Pneumatic Company	BUY	1,636	1,230
18	Larsen & Toubro	BUY	4,004	3,324
19	Praj Industries	BUY	545	461
20	Siemens	Accumulate	3,233	2,917
21	Thermax	Accumulate	3,629	3,297
22	Triveni Turbine	BUY	772	560
23	Voltamp Transformers	BUY	10,285	8,195

### PL's Recommendation Nomenclature (Absolute Performance)

 Buy
 : > 15%

 Accumulate
 : 5% to 15%

 Hold
 : +5% to -5%

 Reduce
 : -5% to -15%

 Sell
 : < -15%</td>

Not Rated (NR) : No specific call on the stock
Under Review (UR) : Rating likely to change shortly

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