

May 20, 2025

# Q4FY25 Result Update

 $\blacksquare$  Change in Estimates |  $\blacksquare$  Target |  $\blacksquare$  Reco

#### **Change in Estimates**

	Cu	rrent	Pre	evious
	FY26E	FY27E	FY26E	FY27E
Rating	н	OLD		BUY
Target Price	:	374		340
Sales (Rs. m)	2,73,800	3,23,355	2,80,309	3,25,786
% Chng.	(2.3)	(0.7)		
EBITDA (Rs. m	) 74,036	86,950	70,890	82,391
% Chng.	4.4	5.5		
EPS (Rs.)	8.0	9.4	7.7	9.0
% Chng.	2.9	3.7		

### Key Financials - Standalone

Y/e Mar	FY24	FY25	FY26E	FY27E
Sales (Rs. m)	2,01,694	2,36,580	2,73,800	3,23,355
EBITDA (Rs. m)	49,982	67,676	74,036	86,950
Margin (%)	24.8	28.6	27.0	26.9
PAT (Rs. m)	40,200	52,883	58,147	68,383
EPS (Rs.)	5.5	7.2	8.0	9.4
Gr. (%)	33.7	31.5	10.0	17.6
DPS (Rs.)	2.2	2.2	3.2	4.5
Yield (%)	0.6	0.6	0.9	1.2
RoE (%)	27.1	29.6	26.9	26.5
RoCE (%)	30.8	35.3	32.0	31.7
EV/Sales (x)	12.6	10.8	9.4	7.9
EV/EBITDA (x)	51.0	37.9	34.6	29.5
PE (x)	66.2	50.3	45.7	38.9
P/BV (x)	16.5	13.5	11.3	9.5

Key Data	BAJE.BO   BHE IN
52-W High / Low	Rs.374 / Rs.230
Sensex / Nifty	81,186 / 24,684
Market Cap	Rs.2,659bn/ \$ 31,053m
Shares Outstanding	7,310m
3M Avg. Daily Value	Rs.8090.9m

#### Shareholding Pattern (%)

Promoter's	51.14
Foreign	17.55
Domestic Institution	20.87
Public & Others	10.44
Promoter Pledge (Rs bn)	-

Stock Performance (%)						
	1M	6M	12M			
Absolute	23.3	30.4	40.6			
Relative	19.3	24.6	28.1			

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# **Bharat Electronics (BHE IN)**

# Rating: HOLD | CMP: Rs364 | TP: Rs374

# Healthy performance: strong order pipeline intact

### **Quick Pointers:**

- Order book as on FY25 stood at Rs717bn (3.6x TTM sales), while order intake for the full year was likely ~Rs184bn
- The management has guided for ~15% revenue growth with ~27% EBITDA margin and ~Rs270bn+ order intake for FY26.

We revise our FY26/27E EPS estimate by +2.9%/+3.7% factoring in operational efficiencies and increasing indigenous component, however, downgrade our rating from 'Buy' to 'Hold' given the recent rally in the stock despite strong outlook. Bharat Electronics (BEL) reported robust quarterly performance with revenue growth of 6.9% YoY and EBITDA margins expanding by 385bps YoY to 30.6%. The company has guided for an order intake surpassing Rs270bn in FY26 supported by strong traction from both domestic and export markets, as well as repeat orders from key defence customers. Furthermore, recent geopolitical events along with India's FTA with EU is anticipated to open up new avenues for growth. However, certain delays in regulatory processes may result in the big order of QRSAM (worth ~Rs300bn) being awarded by Q4FY26/Q1FY27. BEL is poised to benefit from the government's Emergency Procurement drive, with management expecting clarity soon on its participation across 8-10 key defence items, reinforcing near-term growth visibility. Meanwhile, it aims to grow non-defence revenue mix to 10% by FY26 aided by orders in Kavach, homeland security, data centre, fibre optics to strengthens its long-term growth. We roll forward to Mar'27E with a revised TP of Rs374 (Rs340 earlier) valuing the stock at a PE of 40x Mar'27E (40x Sep'26E earlier). Downgrade to 'Hold'

**Long term View**: We remain positive on long-term growth story of BEL given 1) strong order backlog & strong multi-year order pipeline 2) diversification in newer business verticals like Kavach, fiber optics, anti-drone tech, data centers etc., to aid non-defence growth and 3) govt's focus on product indigenization.

**Lower other expenses drive the profitability growth :** Standalone revenue rose 6.9% YoY to Rs91.2bn (PLe: Rs90.3bn). EBITDA grew 22.3% YoY to Rs27.9bn (PLe: Rs21.6bn). EBITDA margin increased by 385bps YoY to 30.6% (PLe: 23.9%) led by the lower other expenses (-534bps YoY % of sales). PBT grew 19.4% YoY to Rs28.5bn (PLe: Rs22.5bn).PAT rose 18.0% YoY to Rs21.0bn (PLe: Rs16.8bn) driven by the strong operating performance despite lower other income (-11.9% YoY to Rs1.9bn).

**Order book stands strong at ~Rs711bn (3.2x TTM sales):** Order intake for the quarter stood at ~Rs184bn, which missed the management guidance of Rs250bn amid slippage of orders in April due to finalization delays. Order intake guidance for FY26 is ~ Rs270bn and QARSM orders worth of ~Rs300bn expected to be deferred to Q1FY27. Order Book for FY25 stood at ~Rs 711bn.

Exhibit 1: Strong operating performance led to growth in Adj. Proft; despite lower other income (-11.9%) YoY to Rs1.9bn

Y/e March (Rs mn)	Q4FY25	Q4FY24	YoY gr. (%)	Q4FY25E	% Var.	Q3FY25	QoQ gr. (%)	FY25	FY24	YoY gr. (%)
Revenue	91,197	85,285	6.9%	90,338	1.0%	57,561	58.4%	2,36,580	2,01,694	17.3%
Gross Profit	43,638	41,292	5.7%	38,478	13.4%	27,633	57.9%	1,14,770	96,035	19.5%
Margin (%)	47.8	48.4	(57)	42.6	525.7	48.0	(16)	48.5	47.6	90
Employee Cost	7,582	6,300	20.4%	6,757	12.2%	6,653	14.0%	27,344	24,667	10.9%
as % of sales	8.3	7.4	93	7.5	83.4	11.6	(324)	11.6	12.2	(67)
Other expenditure	8,165	12,192	-33.0%	10,124	-19.4%	4,447	83.6%	19,751	21,386	-7.6%
as % of sales	9.0	14.3	(534)	11.2	(225.4)	7.7	123	8.3	10.6	(225)
EBITDA	27,890	22,800	22.3%	21,596	<b>29</b> .1%	16,533	68.7%	67,676	49,982	35.4%
Margin (%)	30.6	26.7	385	23.9	667.7	28.7	186	28.6	24.8	382
Depreciation	1,298	1,109	17.0%	1,146	13.3%	1,029	26.1%	4,356	4,124	5.6%
EBIT	26,592	21,690	22.6%	20,450	30.0%	15,504	71.5%	63,320	45,857	38.1%
Margin (%)	29.2	25.4	373	22.6	652.2	26.9	222	26.8	22.7	403
Other Income	1,942	2,205	-11.9%	2,045	-5.0%	2,051	-5.3%	7,676	7,558	1.6%
Interest	58	39	47.6%	18	221.2%	13	342.7%	96	70	36.9%
PBT (ex. Extra-ordinaries)	28,476	23,856	19.4%	22,477	26.7%	17,542	62.3%	70,900	53,346	32.9%
Margin (%)	31.2	28.0	325	24.9	634.4	30.5	75	30.0	26.4	352
Extraordinary Items	-	-		-	-	-	-	-	-	-
PBT	28,476	23,856	19.4%	22,477	26.7%	17,542	62.3%	70,900	53,346	32.9%
Total Tax	7,428	6,021	23.4%	5,636	-	4,381	69.6%	18,017	13,146	37.1%
Effective Tax Rate (%)	26.1	25.2	85	25.1	-	25.0	-	25.4	24.6	77
Reported PAT	21,048	17,835	18.0%	16,841	25.0%	13,161	59.9%	52,883	40,200	31.5%
Adj. PAT	21,048	17,835	18.0%	16,841	25.0%	13,161	59.9%	52,883	40,200	31.5%
Adj. EPS	2.9	2.4	18.0%	2.3	25.0%	1.8	59.9%	7.2	5.5	31.5%
Source: Company Pl										

Source: Company, PL



# **Conference Call Highlights**

- The management has guided ~15% revenue growth driven by inhouse capabilities and indigenization activities in FY26. The EBITDA margin is expected to remain at ~27% with an anticipated order inflow of ~Rs270bn for FY26. Defence/Non-defence revenue mix is expected to remain 90%/10% in future.
- The company will execute big orders such as LRSAM, followed by HIMSHAKTI, AKASH ARMY, D29 EW SYSTEM, LRUs, BSF project and many others in FY26.
- Capex for FY25 stood at ~Rs9bn. Management expects to incur capex of ~Rs10bn in FY26 with a long-term vision to have a larger manufacturing facility in India within the next 3-4 years.
- The government has initiated Emergency Procurement (EP) following the recent conflict, and BEL is currently in discussions regarding its role. Management expects a clearer estimate within a week. The projects will cover various requirements such as arms, ammunition, spares, and critical systems, with at least 8–10-line items anticipated. Further details will be shared by management once the list is finalized.
- Management stated that the QRSAM order, initially expected in Q4FY26, may be delayed to Q1FY27 due to pending paperwork and other regulatory processes. However, management is trying to expedite the paperwork process and expects to receive an order of ~Rs300bn. Additionally, another government order of ~Rs270bn is anticipated though the timeline for its placement remains uncertain.
- Project Kusha, initiated by DRDO, has BEL as its development partner jointly working on different types of sub-systems and control systems. As the sole manufacture of system integrator, management is confident of securing order ~Rs400bn order for Sub-system.
- Management emphasized BEL's leadership in the SDR, being the sole vendor for naval SDRs and developed five SDR variants with DRDO and securing order worth ~Rs10bn. For the Army, BEL has supplied most tactical radios and is positioned to replace them with indigenous SDRs, with an estimated requirement of 40,000–50,000 units in the coming years. As the nominated production agency for a major DRDO SDR program, management is confident of capturing 80–100% of future SDR orders, despite some competition.
- Management anticipated ~\$120mn revenue from exports business in FY26 reflecting healthy growth of over 15%. However, new leads have emerged due to geopolitical situation but converting this new lead into orders will take at least a year, with an execution period of another 12-18 months.
- Management highlighted the success of their counter-drone system, which has proven highly effective, particularly in recent operations like Sindoor. The system has been supplied to the Army, Navy, and Air Force, with strong performance across all fronts. Additionally, BEL recently received orders from the BSF and the Army, with expectations of more repeat orders due to the system's proven efficacy.

# **Financials**

# Income Statement (Rs m)

Y/e Mar	FY24	FY25	FY26E	FY27E
Net Revenues	2,01,694	2,36,580	2,73,800	3,23,355
YoY gr. (%)	14.3	17.3	15.7	18.1
Cost of Goods Sold	1,05,659	1,21,810	1,44,293	1,72,025
Gross Profit	96,035	1,14,770	1,29,508	1,51,330
Margin (%)	47.6	48.5	47.3	46.8
Employee Cost	24,667	27,344	29,981	33,952
Other Expenses	4,075	19,751	6,297	7,437
EBITDA	49,982	67,676	74,036	86,950
YoY gr. (%)	23.5	35.4	9.4	17.4
Margin (%)	24.8	28.6	27.0	26.9
Depreciation and Amortization	4,124	4,356	4,620	4,947
EBIT	45,857	63,320	69,416	82,003
Margin (%)	22.7	26.8	25.4	25.4
Net Interest	70	96	101	106
Other Income	7,558	7,676	8,214	9,280
Profit Before Tax	53,346	70,900	77,529	91,178
Margin (%)	26.4	30.0	28.3	28.2
Total Tax	13,146	18,017	19,382	22,794
Effective tax rate (%)	24.6	25.4	25.0	25.0
Profit after tax	40,200	52,883	58,147	68,383
Minority interest	-	-	-	-
Share Profit from Associate	-	-	-	-
Adjusted PAT	40,200	52,883	58,147	68,383
YoY gr. (%)	33.7	31.5	10.0	17.6
Margin (%)	19.9	22.4	21.2	21.1
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	40,200	52,883	58,147	68,383
YoY gr. (%)	33.7	31.5	10.0	17.6
Margin (%)	19.9	22.4	21.2	21.1
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	40,200	52,883	58,147	68,383
Equity Shares O/s (m)	7,310	7,310	7,310	7,310
EPS (Rs)	5.5	7.2	8.0	9.4

Source: Company Data, PL Research

### Balance Sheet Abstract (Rs m)

Y/e Mar	FY24	FY25	FY26E	FY27E
Non-Current Assets				
Gross Block	54,345	54,345	63,283	73,283
Tangibles	54,345	54,345	63,283	73,283
Intangibles	-	-	-	-
Acc: Dep / Amortization	27,353	27,353	31,973	36,920
Tangibles	27,353	27,353	31,973	36,920
Intangibles	-	-	-	-
Net fixed assets	26,991	26,991	31,310	36,363
Tangibles	26,991	26,991	31,310	36,363
Intangibles			-	-
0	0.500	40.005	44.007	11 007
Capital Work In Progress	9,509	10,925	11,987	11,987
Goodwill	-	-	-	-
Non-Current Investments	7,891	8,464	13,991	16,523
Net Deferred tax assets	5,742	5,341	5,341	5,341
Other Non-Current Assets	2,512	1,938	5,750	6,790
Current Assets				
Investments	-	-	-	-
Inventories	74,076	90,697	1,05,019	1,27,570
Trade receivables	73,622	90,920	1,08,020	1,28,456
Cash & Bank Balance	1,09,681	93,973	98,753	98,487
Other Current Assets	78,630	68,278	76,664	80,839
Total Assets	3,85,815	3,94,589	4,55,080	5,11,898
Equity				
Equity Share Capital	7,310	7,310	7,310	7,310
Other Equity	1,53,514	1,89,667	2,28,808	2,72,471
Total Networth	1,60,824	1,96,977	2,36,118	2,79,781
Non-Current Liabilities				
Long Term borrowings	603	587	587	587
Provisions	-	-	-	-
Other non current liabilities	-	-	-	-
Current Liabilities				
ST Debt / Current of LT Debt	23	25	25	25
Trade payables	36,937	33,151	37,507	46,067
Other current liabilities	1,93,171	1,73,441	1,86,184	1,90,779
		3,98,840		
Total Equity & Liabilities	3,85,815	3,30,040	4,55,080	5,11,898

Source: Company Data, PL Research

# PL Capital | INSTITUTIONAL PRABHUDAS LILLADHER | EQUITIES

Cash Flow (Re	; m)
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Y/e Mar	FY24	FY25	FY26E	FY27E
РВТ	53,346	70,900	77,529	91,178
Add. Depreciation	4,124	4,356	4,620	4,947
Add. Interest	70	96	101	106
Less Financial Other Income	7,558	7,676	8,214	9,280
Add. Other	(5,720)	(6,533)	-	-
Op. profit before WC changes	51,821	68,819	82,250	96,230
Net Changes-WC	(2,376)	(47,341)	(27,746)	(36,397)
Direct tax	(14,130)	(16,674)	(19,382)	(22,794)
Net cash from Op. activities	35,315	4,804	35,121	37,039
Capital expenditures	(6,423)	(10,010)	(10,000)	(10,000)
Interest / Dividend Income	5,328	7,005	-	-
Others	(57,794)	10,489	(5,486)	(2,478)
Net Cash from Invt. activities	(58,889)	7,484	(15,486)	(12,478)
Issue of share cap. / premium	-	-	-	-
Debt changes	-	-	-	-
Dividend paid	(14,615)	(16,806)	(19,005)	(24,721)
Interest paid	(70)	(96)	(101)	(106)
Others	(58)	(60)	-	-
Net cash from Fin. activities	(14,743)	(16,961)	(19,106)	(24,827)
Net change in cash	(38,317)	(4,673)	529	(266)
Free Cash Flow	28,844	(5,236)	25,121	27,039

Y/e Mar	FY24	FY25	FY26E	FY27E
Per Share(Rs)				
EPS	5.5	7.2	8.0	9.4
CEPS	6.1	7.8	8.6	10.0
BVPS	22.0	26.9	32.3	38.3
FCF	3.9	(0.7)	3.4	3.7
DPS	2.2	2.2	3.2	4.5
Return Ratio(%)				
RoCE	30.8	35.3	32.0	31.7
ROIC	88.0	55.2	44.0	38.4
RoE	27.1	29.6	26.9	26.5
Balance Sheet				
Net Debt : Equity (x)	(0.7)	(0.5)	(0.4)	(0.3)
Net Working Capital (Days)	200	229	234	237
Valuation(x)				
PER	66.2	50.3	45.7	38.9
P/B	16.5	13.5	11.3	9.5
P/CEPS	60.0	46.5	42.4	36.3
EV/EBITDA	51.0	37.9	34.6	29.5
EV/Sales	12.6	10.8	9.4	7.9
Dividend Yield (%)	0.6	0.6	0.9	1.2

Source: Company Data, PL Research

# Quarterly Financials (Rs m)

Y/e Mar	Q1FY25	Q2FY25	Q3FY25	Q4FY25
Net Revenue	41,988	45,834	57,561	91,197
YoY gr. (%)	19.6	14.8	39.1	6.9
Raw Material Expenses	22,906	21,416	29,928	47,559
Gross Profit	19,081	24,418	27,633	43,638
Margin (%)	45.4	53.3	48.0	47.8
EBITDA	9,367	13,885	16,533	27,890
YoY gr. (%)	41.0	38.2	57.5	22.3
Margin (%)	22.3	30.3	28.7	30.6
Depreciation / Depletion	997	1,032	1,029	1,298
EBIT	8,370	12,854	15,504	26,592
Margin (%)	19.9	28.0	26.9	29.2
Net Interest	12	13	13	58
Other Income	2,015	1,668	2,051	1,942
Profit before Tax	10,373	14,509	17,542	28,476
Margin (%)	24.7	31.7	30.5	31.2
Total Tax	2,612	3,596	4,381	7,428
Effective tax rate (%)	25.2	24.8	25.0	26.1
Profit after Tax	7,761	10,913	13,161	21,048
Minority interest	-	-	-	-
Share Profit from Associates	-	-	-	-
Adjusted PAT	7,761	10,913	13,161	21,048
YoY gr. (%)	46.2	34.3	47.3	18.0
Margin (%)	18.5	23.8	22.9	23.1
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	7,761	10,913	13,161	21,048
YoY gr. (%)	46.2	34.3	47.3	18.0
Margin (%)	18.5	23.8	22.9	23.1
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	7,761	10,913	13,161	21,048
Avg. Shares O/s (m)	7,310	7,310	7,310	7,310
EPS (Rs)	1.1	1.5	1.8	2.9

Source: Company Data, PL Research



# **Bharat Electronics**

# **Price Chart**





Date	Rating	TP (Rs.)	Share Price (Rs.)
09-Apr-25	BUY	340	281
31-Jan-25	BUY	340	279
09-Jan-25	BUY	341	282
29-Oct-24	BUY	341	270
07-Oct-24	Accumulate	341	277
30-Jul-24	Accumulate	341	321
08-Jul-24	Hold	290	324
23-May-24	Hold	290	284

### 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	7,825	6,928
3	BEML	Accumulate	3,561	2,875
4	Bharat Electronics	BUY	340	281
5	BHEL	Hold	237	244
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	5,500	5,128
14	Ingersoll-Rand (India)	BUY	4,540	3,376
15	Kalpataru Projects International	Accumulate	1,268	1,116
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%
Not Rated (NR)	:	No specific call on the stock
Under Review (UR)	:	Rating likely to change shortly



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