

# Q1FY26 Result update 28<sup>th</sup> Jul, 2025

## **Sterlite Technologies Ltd**

BharatNet, BEAD and Data Centre will be the opportunity.

CMP: INR 117

Rating: BUY

Target Price: INR 148

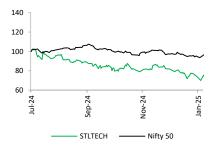
| Stock Info                  |            |
|-----------------------------|------------|
| BSE                         | 532374     |
| NSE                         | STLTECH    |
| Bloomberg                   | SOTL:IN    |
| Reuters                     | STTE.NS    |
| Sector                      | Cables     |
| Face Value (INR)            | 2          |
| Equity Capital (INR mn)     | 975        |
| Mkt Cap (INR mn)            | 57,330     |
| 52w H/L (INR)               | 122 / 52.2 |
| Avg Yearly Volume (in 000') | 3,625      |

| (As on Jun, 2025) |       |
|-------------------|-------|
| Promoters         | 44.41 |
| Public & Others   | 55.59 |

Shareholding Pattern %

| Stock Performance (%) | 3m   | 6m   | 12m   |
|-----------------------|------|------|-------|
| STLTECH               | 63.4 | 14.7 | -18.7 |
| NIFTY                 | -0.7 | 8.8  | 1.8   |

#### **STLTECH vs Nifty**



Abhishek Jain abhishek.jain@arihantcapital.com 022-422548871

Balasubramanian A bala@arihantcapital.com 022-67114780 Sterlite Technologies Ltd reported numbers, Q1FY26 revenue grew by 16.9% YoY (-3.1% QoQ) to INR 10,190mn, below our estimates of INR 11,150mn. Gross Profit stood at INR 5,060mn (+4.8% YoY/+5.6% QoQ); below our estimates of INR 5,700mn. Gross margins contracted by 573 bps YoY (up by 412bps QoQ) to 49.7% vs 55.4% in Q1FY25. The raw material cost in terms of sales stood at 50.3% vs 44.6% in Q1FY25. EBITDA stood at INR 1,320mn (+106.3% YoY/+5.6% QoQ), above our estimates of INR 849mn. EBITDA margin improved by 561bps YoY (up by 107 bps QoQ) to 13% vs 7.3% in Q1FY25. PAT stood at INR 100mn vs INR -480mn in Q1FY25; above our estimates of INR -244mn. PAT margin stood at 1.0% vs -5.5% in Q1FY25.

#### **Key Highlights**

**Optical Networking business improved due to volumes:** Optical networking business revenue stood at INR 9,610mn (+18.6% YoY/-1.8% QoQ) in Q1FY26; EBIT Stood at INR 1,370mn (+55.7% YoY/+9.6% QoQ). EBIT margin improved by 339 bps YoY (up by 149 bps QoQ) to 14.3%, due to higher capacity utilization, cost leadership initiatives, and operational efficiencies. The margins are expected to reach 18%-20%, once capacity utilization rates reach 70%. OFC pricing stabilized, with China's aggressive tenders (China Mobile's 98.8mn fiber km) signaling robust demand. The company is strategically engaging with winners of BharatNet Phase III projects, supplying optical fiber cables, and collaborating with bidders.

Continuous improvement in Digital and Technology solutions: Digital and technology solutions revenue stood at INR 640mn (-9.9% YoY/-17.9% QoQ); EBIT Stood at INR 10mn vs INR -170mn in Q1FY25. STL Digital order book stood at 3.13bn in Q1FY26. The company added 4 new clients in Q1FY26, bringing the total to 30 global customers. The company signed Multimillion and multiyear contracts with 2 leading private healthcare services providers in the Middle east in Digital Marketing and MarTech. The company focuised on solution building and capability in Cybersecurity and AI.

Data center can be the biggest opportunity: The data center and enterprise business share stood at 23% in Q1FY26. The company is launching an Aloptimized data center portfolio and India's first multicore fiber. The convergence of FTTx, data centers, and 5G is driving unprecedented demand for digital infrastructure.

**Order book leads to business visibility over the medium term:** The order book stood at INR 48.88bn (+11.6% YoY) as of Q1FY26. Around INR 7.22bn is expected to be executed in Q2FY26E and the remaining will be executable beyond FY26E.

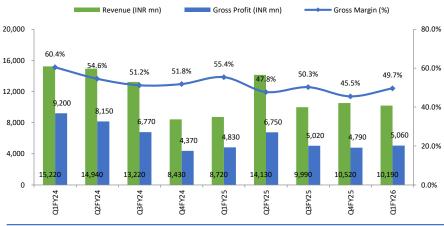
Outlook & Valuation: Sterlite Technologies Optical networking business witnessed strong recovery in Q1FY26, driven by volumes. OFC prices stabilized with aggressive tenders from china signaling robust demand. The inventory largely cleared at global operator levels led to new demand for OFCs. Optical networking margins stood at 14.3% in Q1FY26 and expected to reach 18%-20%, once capacity utilization reaches to 70%. The company is launching an Aloptimized data center portfolio and India's first multicore fiber to capture growing data center demand. We believe, BharatNet and BEAD program would lead to business opportunities. The interconnect attach rates stood at 23% in Q1FY26 and an increase in attach rates would improve the margins. The selective order intake and execution will improve the digital business turned profitability and continue to improve going forward. We believe BharatNet Phase III, BEAD program, telecom capex for 5G, and the upcoming 6G would provide business visibility. We are maintaining a "BUY" rating at a Target Price of INR 148 per share based on DCF; an upside of 26.5%.

Q1FY26 Results

| Particular (INR mn)             | Q1FY25 | Q4FY25 | Q1FY26 | YoY (%) | QoQ (%) |
|---------------------------------|--------|--------|--------|---------|---------|
| Revenue                         | 8,720  | 10,520 | 10,190 | 16.9%   | -3.1%   |
|                                 | ,      | •      | •      |         |         |
| Net Raw Materials               | 3,890  | 5,730  | 5,130  | 31.9%   | -10.5%  |
| Gross Profit                    | 4,830  | 4,790  | 5,060  | 4.8%    | 5.6%    |
| Gross Margin (%)                | 55.4%  | 45.5%  | 49.7%  | -5.73%  | 4.12%   |
| Employee Cost                   | 1,640  | 1,420  | 1,560  | -4.9%   | 9.9%    |
| Other Expenses                  | 2,550  | 2,120  | 2,180  | -14.5%  | 2.8%    |
| EBITDA                          | 640    | 1,250  | 1,320  | 106.3%  | 5.6%    |
| EBITDA Margin (%)               | 7.3%   | 11.9%  | 13.0%  | 5.61%   | 1.07%   |
| Depreciation                    | 780    | 790    | 770    |         |         |
| Interest expense                | 560    | 650    | 500    |         |         |
| Other income                    | 80.0   | 210.0  | 80.0   |         |         |
| Share of profits associate & JV | -      | -      | -      |         |         |
| Profit before tax               | (620)  | 20     | 130    |         |         |
| Taxes                           | (140)  | (30)   | 30     |         |         |
| PAT                             | (480)  | 50     | 100    | -120.8% | 100.0%  |
| PAT Margin (%)                  | -5.5%  | 0.5%   | 1.0%   | 6.49%   | 0.51%   |
| EPS (INR)                       | (1.0)  | 0.1    | 0.2    |         |         |

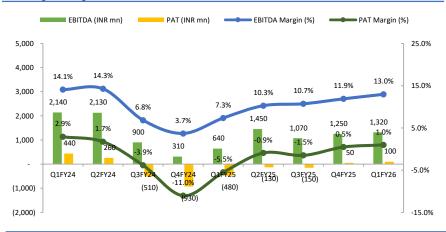
Source: Company Reports, Arihant Capital Research

Exhibit 1: Gross margins contracted by 573 bps YoY (up by 412 bps QoQ) to 49.7% in Q1FY26 due to higher raw material costs.



Source: Company Reports, Arihant Capital Research

Exhibit 2: EBITDA margin improved by 561 bps YoY (up by 107 bps QoQ) to 13% in Q1FY26. RM costs impacted margins, however employee cost and other expenses reduced in-terms of sales led to higher margins.



Source: Company Reports, Arihant Capital Research

## Q1FY26 Concall Highlights

### **Optical networking business**

- Optical networking business margins improved to 14.3%, due to higher capacity utilization, cost leadership initiatives, and operational efficiencies.
- The margins are expected to reach 18%-20%, once capacity utilization rates reach 70%.

#### Order book

 The order book stood at INR 48.88bn in Q1FY26. The order intake stood at INR 15.29bn in Q1FY26.

## Optical connectivity attach rate

The optical connectivity attach rate stood at 23% in Q1FY26.

## **Capacity utilization**

- The company aims to leverage these capacities to meet growing demand in North America and Europe, supported by favorable trade dynamics and local manufacturing advantages.
- The company has completed capacity expansions and is now focusing on improving utilization. The US facility is operating above 30% utilization and is expected to improve further.

#### Market share

 OFC market share (ex.China) stood at 7% vs 6% in Q1FY25. The market share gains are driven by FTTx, AI-enabled data centers, and 5G deployments.

#### Industry

- Global optical fiber demand is projected 2% YoY in 2025, signaling a positive turnaround after two years of decline.
- The government programs like the US BEAD initiative (~ \$100bn) and BharatNet Phase III (~\$2.5bn) are expected to drive multi-year growth in digital infrastructure.

#### **Pricing**

- OFC pricing stabilized, with China's aggressive tenders (China Mobile's 98.8mn fiber km) signaling robust demand.
- The company's strategic focus on diversifying its geographic presence has insulated it from pricing volatility in markets like China.

#### **STL Digital**

- STL Digital order book stood at 3.13bn in Q1FY26.
- In STL Digital, the company added 4 new clients in Q1FY26, bringing the total to 30 global customers.

#### **Data center**

- The data center and enterprise business share stood at 23% in Q1FY26. The company is launching an Al-optimized data center portfolio and India's first multicore fiber.
- The convergence of FTTx, data centers, and 5G is driving unprecedented demand for digital infrastructure.

## Q1FY26 Concall Highlights

#### **Inventories**

 Inventory liquidation is largely completed, with improved demand-supply dynamics supporting growth.

#### **Net-debt to EBITDA**

■ The company aims to reduce net debt-to-EBITDA below 2x through consistent cash generation.

#### De-merger

 The demerger of STL Networks Ltd is complete, with regulatory approvals underway for its expected listing by August 2025.

#### **International markets**

- Europe's revenue share stood at 49% and North America's share stood at 31% in Q1FY26. The demand is from fiber deployments and data center expansions.
- The US market showed promising growth, supported by local manufacturing capabilities and favorable demand trends.

#### **Employee costs**

 Employee costs increased due to investments in high-growth areas like data centers, but the target is to maintain these costs at 10-12% of revenue annually.

#### **BharatNet**

 The company is strategically engaging with winners of BharatNet Phase III projects, supplying optical fiber cables, and collaborating with bidders.

#### Other highlights

- The growth drivers include fiber-to-the-home (FTTx) deployments, 5G rollouts, and data center expansions.
- Multicore fiber offers 4-7x higher capacity within the same footprint, targeting AI data centers and 5G networks.
- The company is piloting green hydrogen for sustainable manufacturing and has introduced hollow-core fiber and Al-powered fiber sensing technologies.
- The company filed 76 new patents and has 740 patents.

Outlook & Valuation: Sterlite Technologies Optical networking business witnessed strong recovery in Q1FY26, driven by volumes. OFC prices stabilized with aggressive tenders from china signaling robust demand. The inventory largely cleared at global operator levels led to new demand for OFCs. Optical networking margins stood at 14.3% in Q1FY26 and expected to reach 18%-20%, once capacity utilization reaches to 70%. The company is launching an Aloptimized data center portfolio and India's first multicore fiber to capture growing data center demand. We believe, BharatNet and BEAD program would lead to business opportunities. The interconnect attach rates stood at 23% in Q1FY26 and an increase in attach rates would improve the margins. The selective order intake and execution will improve the digital business turned profitability and continue to improve going forward. We believe BharatNet Phase III, BEAD program, telecom capex for 5G, and the upcoming 6G would provide business visibility. We are maintaining a "BUY" rating at a Target Price of INR 148 per share based on DCF; an upside of 26.5%.

#### **DCF Valuation**

| Valuation Assumptions     |      |  |  |  |
|---------------------------|------|--|--|--|
| g (World Economic Growth) | 3.5% |  |  |  |
| Rf                        | 6.4% |  |  |  |
| Rm                        | 11%  |  |  |  |
| Beta                      | 1.1  |  |  |  |
| CMP                       | 117  |  |  |  |

| Valuation Data                           |        |
|--|--------|
| Total Debt (long term borrowings) (2024) | 9,330  |
| Cash & Cash Equivalents (2024)           | 4,680  |
| Number of Diluted Shares (2024)          | 490    |
| Tax Rate (2025)                          | 25%    |
| Interest Expense Rate (2025)             | 8.5%   |
| MV of Equity                             | 57,330 |
| Total Debt                               | 9,330  |
| Total Capital                            | 66,660 |

| WACC |       |
|------|-------|
| We   | 86.0% |
| Wd   | 14.0% |
| Ke   | 11.5% |
| Kd   | 6.4%  |
| WACC | 10.8% |

|                            | FCFF & Target Price           |         |         |                      |         |         |         |             |         |         |                    |         |
|----------------------------|-------------------------------|---------|---------|----------------------|---------|---------|---------|-------------|---------|---------|--------------------|---------|
| FCFF & Target Price        | rice Explicit Forecast Period |         |         | Linear Decline Phase |         |         |         | Terminal Yr |         |         |                    |         |
| Particular (INR mn)        | 2026                          | 2027    | 2028    | 2029                 | 2030    | 2031    | 2032    | 2033        | 2034    | 2035    | 2036               | 2037    |
| EBIT * (1-Tax Rate)        | 1,641                         | 2,036   | 2,703   | 3,516                | 4,147   | 4,734   | 5,319   | 5,883       | 6,402   | 6,854   | 7,215              | 7,468   |
| Dep                        | 3,319                         | 3,466   | 3,586   | 3,708                | 3,830   | 3,954   | 4,678   | 4,707       | 5,122   | 5,483   | 5,772              | 5,974   |
| Purchase of Assets         | (3,082)                       | (2,608) | (2,129) | (2,150)              | (2,172) | (2,194) | (2,626) | (1,471)     | (1,601) | (1,713) | (1,804)            | (1,867) |
| Changes in Working Capital | 111                           | (949)   | (1,299) | (1,677)              | (2,105) | (732)   | (798)   | (882)       | (960)   | (1,028) | (1,082)            | (1,120) |
| FCFF<br>Terminal Value     | 1,990                         | 1,945   | 2,860   | 3,396                | 3,700   | 5,762   | 6,574   | 8,236       | 8,963   | 9,595   | 10,101<br>1,44,201 | 10,455  |
| Total Cash Flow            | 1,990                         | 1,945   | 2,860   | 3,396                | 3,700   | 5,762   | 6,574   | 8,236       | 8,963   | 9,595   | 1,54,303           |         |

| Enterprise Value (EV) | 77,161 |
|-----------------------|--------|
| Less: Debt            | 9,330  |
| Add: Cash             | 4,680  |
| Equity Value          | 72.511 |

| Equity Value per share (INR) | 148 |
|------------------------------|-----|
|                              |     |

| % Returns | 26.5% |
|-----------|-------|
|           |       |

| Dating | DLIV |
|--------|------|
| Rating | BUT  |

## **Sensitivity Analysis**

|      |       | Terminal Growth (%) |      |      |      |      |      |      |      |      |
|------|-------|---------------------|------|------|------|------|------|------|------|------|
|      | 148   | 2.5%                | 2.8% | 3.0% | 3.3% | 3.5% | 3.8% | 4.0% | 4.3% | 4.5% |
|      | 9.8%  | 158                 | 163  | 168  | 173  | 179  | 185  | 192  | 199  | 208  |
|      | 10.0% | 151                 | 156  | 160  | 165  | 170  | 176  | 182  | 189  | 196  |
|      | 10.3% | 145                 | 149  | 153  | 157  | 162  | 167  | 173  | 179  | 186  |
| (%)  | 10.5% | 139                 | 142  | 146  | 150  | 155  | 160  | 165  | 170  | 176  |
| S    | 10.8% | 133                 | 137  | 140  | 144  | 148  | 152  | 157  | 162  | 167  |
| WACC | 11.0% | 128                 | 131  | 134  | 138  | 142  | 146  | 150  | 154  | 159  |
|      | 11.3% | 123                 | 126  | 129  | 132  | 136  | 139  | 143  | 147  | 152  |
|      | 11.5% | 118                 | 121  | 124  | 127  | 130  | 133  | 137  | 141  | 145  |
|      | 11.8% | 114                 | 117  | 119  | 122  | 125  | 128  | 131  | 135  | 139  |

Source: Company reports, Arihant Capital Research

#### **Financial Statements**

| Y/e 31 Mar (INR mn)        | FY21    | FY22    | FY23    | FY24    | FY25    | FY26E   | FY27E   |
|----------------------------|---------|---------|---------|---------|---------|---------|---------|
| Revenue                    | 48,252  | 57,543  | 69,250  | 40,830  | 39,960  | 46,158  | 50,540  |
| Net Raw Materials          | 23,949  | 28,646  | 32,990  | 16,850  | 20,010  | 23,775  | 25,981  |
| Employee Cost              | 6,474   | 8,707   | 9,120   | 7,160   | 6,100   | 6,592   | 7,168   |
| Other Expenses             | 9,722   | 14,842  | 18,240  | 12,080  | 9,690   | 10,278  | 11,203  |
| EBITDA                     | 8,107   | 5,348   | 8,900   | 4,740   | 4,160   | 5,513   | 6,188   |
| EBITDA Margin (%)          | 16.8%   | 9.3%    | 12.9%   | 11.6%   | 10.4%   | 11.9%   | 12.2%   |
| Depreciation               | (2,853) | (3,255) | (3,090) | (3,140) | (3,160) | (3,319) | (3,466) |
| Interest expense           | (2,030) | (2,414) | (3,110) | (2,930) | (2,410) | (1,695) | (1,620) |
| Other income               | 430     | 593     | 410     | 530     | 360     | 462     | 505     |
| Profit before tax          | 3,802   | 482     | 3,150   | (760)   | (1,050) | 961     | 1,608   |
| Taxes                      | (1,113) | (147)   | (840)   | 50      | 330     | (213)   | (382)   |
| PAT                        | 2,690   | 334     | 2,310   | (710)   | (720)   | 748     | 1,225   |
| PAT Margin (%)             | 5.6%    | 0.6%    | 3.3%    | -1.7%   | -1.8%   | 1.6%    | 2.4%    |
| Other Comprehensive income | 415     | 107     | (140)   | 290     | 200     | -       | -       |
| Net profit                 | 3,105   | 441     | 2,170   | (420)   | (520)   | 748     | 1,225   |
| EPS (INR)                  | 6.8     | 0.8     | 5.8     | (1.8)   | (1.5)   | 1.5     | 2.5     |

Source: Company Reports, Arihant Capital Research

Balance sheet summary

| Y/e 31 Mar (INR mn)                           | FY21     | FY22     | FY23     | FY24     | FY25     | FY26E    | FY27E    |
|---|----------|----------|----------|----------|----------|----------|----------|
| Equity capital                                | 793      | 796      | 800      | 800      | 980      | 980      | 980      |
| Reserves                                      | 19,081   | 18,771   | 20,110   | 19,430   | 18,920   | 19,668   | 20,832   |
| Net worth                                     | 19,874   | 19,567   | 20,910   | 20,230   | 19,900   | 20,648   | 21,812   |
| Minority Interest                             | 981      | 857      | 40       | -        | -        | -        | -        |
| Provisions                                    | 110      | 253      | 660      | 390      | 410      | 126      | 138      |
| Debt  | 35,279   | 37,857   | 41,030   | 35,820   | 20,220   | 19,660   | 18,460   |
| Other non-current liabilities                 | 1,567    | 1,303    | 980      | 770      | 940      | 692      | 758      |
| Total Liabilities                             | 57,811   | 59,837   | 63,620   | 57,210   | 41,470   | 41,127   | 41,169   |
| Fixed assets                                  | 27,828   | 28,554   | 28,540   | 28,390   | 26,710   | 26,121   | 25,237   |
| Capital Work In Progress                      | 2,272    | 1,424    | 1,290    | 620      | 230      | 582      | 608      |
| Other Intangible assets                       | 991      | 1,866    | 1,670    | 1,420    | 910      | 910      | 910      |
| Goodwill                                      | 2,921    | 2,960    | 2,250    | 2,280    | 1,660    | 1,660    | 1,660    |
| Investments                                   | 1,319    | 1,096    | 1,070    | 960      | 990      | 1,154    | 1,264    |
| Other non current assets                      | 569      | 1,695    | 1,740    | 3,200    | 1,920    | 2,077    | 2,274    |
| Net working capital                           | 17,251   | 15,849   | 20,410   | 14,600   | 3,560    | 3,449    | 4,398    |
| Inventories                                   | 6,264    | 9,202    | 8,320    | 8,220    | 7,360    | 6,839    | 6,976    |
| Sundry debtors                                | 14,514   | 17,065   | 18,220   | 15,980   | 8,260    | 12,393   | 13,431   |
| Loans & Advances                              | 148      | 45       | 30       | 10       | -        | 46       | 51       |
| Other current assets                          | 19,240   | 17,151   | 18,870   | 16,490   | 1,740    | 2,529    | 2,769    |
| Sundry creditors                              | (19,437) | (24,200) | (21,520) | (21,780) | (10,280) | (15,590) | (15,797) |
| Other current liabilities & Prov              | (3,479)  | (3,413)  | (3,510)  | (4,320)  | (3,520)  | (2,770)  | (3,032)  |
| Cash  | 2,484    | 5,296    | 5,070    | 4,030    | 4,680    | 4,251    | 3,807    |
| Other Financial Assets                        | 2,177    | 1,096    | 1,580    | 1,710    | 810      | 923      | 1,011    |
| Total Assets Source: Company Paparts, Aribant | 57,811   |          | 63,620   | 57,210   | 41,470   | 41,127   | 41,169   |

Source: Company Reports, Arihant Capital Research

**Du-Pont Analysis** 

| Y/e 31 Mar             | FY21  | FY22 | FY23  | FY24  | FY25  | FY26E | FY27E |
|------------------------|-------|------|-------|-------|-------|-------|-------|
| Tax burden (x)         | 0.7   | 0.7  | 0.7   | 0.9   | 0.7   | 0.8   | 0.8   |
| Interest burden (x)    | 0.7   | 0.2  | 0.5   | (0.5) | (1.1) | 0.4   | 0.6   |
| EBIT margin (x)        | 0.1   | 0.0  | 0.1   | 0.0   | 0.0   | 0.0   | 0.1   |
| Asset turnover (x)     | 0.7   | 0.7  | 0.9   | 0.5   | 0.6   | 0.9   | 0.9   |
| Financial leverage (x) | 3.5   | 3.9  | 4.0   | 3.9   | 3.2   | 2.6   | 2.6   |
| RoE (%)                | 13.8% | 1.7% | 11.4% | -3.5% | -3.6% | 3.7%  | 5.8%  |

Source: Company Reports, Arihant Capital Research

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## **Financial Statements**

| FY21    | FY22   | FY23   | FY24   | FY25   | FY26E   | FY27E  |
|---------|--|--|--|--|---|--|
| 3,802   | 482  | 3,150  | (760)  | (1,050)  | 961   | 1,608  |
| 2,853   | 3,255  | 3,090  | 3,140  | 3,160  | 3,319   | 3,466  |
| (1,113) | (147)  | (840)  | 50   | 330  | (213)   | (382)  |
| (2,034) | 1,401  | (4,561)  | 5,810  | 11,040   | 111   | (949)  |
| (1,703) | (40)   | 710  | (30)   | 620  | -   | -  |
| 1,805   | 4,951  | 1,550  | 8,210  | 14,100   | 4,179   | 3,742  |
| (3,222) | (3,133)  | (2,942)  | (2,320)  | (1,090)  | (3,082)   | (2,608)  |
| (1,417) | 1,818  | (1,392)  | 5,890  | 13,010   | 1,097   | 1,134  |
| (687)   | 29   | (1,584)  | 400  | 390  | (0)   | 0  |
| (167)   | 223  | 26   | 110  | (30)   | (164)   | (110)  |
| 1,062   | (920)  | (333)  | (1,340)  | 2,690  | (270)   | (285)  |
| 2,246   | 2,578  | 3,173  | (5,210)  | (15,600)   | (560)   | (1,200)  |
| (1,378) | (794)  | (200)  | (410)  | -  | -   | (61)   |
| 378     | (121)  | 84   | (480)  | 190  | (531)   | 78   |
| 38      | 2,812  | (226)  | (1,040)  | 650  | (429)   | (444)  |
| 2,445   | 2,484  | 5,296  | 5,070  | 4,030  | 4,680   | 4,251  |
| 2,484   | 5,296  | 5,070  | 4,030  | 4,680  | 4,251   | 3,807  |
|         | 3,802<br>2,853<br>(1,113)<br>(2,034)<br>(1,703)<br><b>1,805</b><br>(3,222)<br><b>(1,417)</b><br>(687)<br>(167)<br>1,062<br>2,246<br>(1,378)<br>378<br>38<br><b>2,445</b> | 3,802 482 2,853 3,255 (1,113) (147) (2,034) 1,401 (1,703) (40) 1,805 4,951 (3,222) (3,133) (1,417) 1,818 (687) 29 (167) 223 1,062 (920) 2,246 2,578 (1,378) (794) 378 (121) 38 2,812 2,445 2,484 | 3,802 482 3,150 2,853 3,255 3,090 (1,113) (147) (840) (2,034) 1,401 (4,561) (1,703) (40) 710 1,805 4,951 1,550 (3,222) (3,133) (2,942) (1,417) 1,818 (1,392) (687) 29 (1,584) (167) 223 26 1,062 (920) (333) 2,246 2,578 3,173 (1,378) (794) (200) 378 (121) 84 38 2,812 (226) 2,445 2,484 5,296 | 3,802     482     3,150     (760)       2,853     3,255     3,090     3,140       (1,113)     (147)     (840)     50       (2,034)     1,401     (4,561)     5,810       (1,703)     (40)     710     (30)       1,805     4,951     1,550     8,210       (3,222)     (3,133)     (2,942)     (2,320)       (1,417)     1,818     (1,392)     5,890       (687)     29     (1,584)     400       (167)     223     26     110       1,062     (920)     (333)     (1,340)       2,246     2,578     3,173     (5,210)       (1,378)     (794)     (200)     (410)       378     (121)     84     (480)       38     2,812     (226)     (1,040)       2,445     2,484     5,296     5,070 | 3,802       482       3,150       (760)       (1,050)         2,853       3,255       3,090       3,140       3,160         (1,113)       (147)       (840)       50       330         (2,034)       1,401       (4,561)       5,810       11,040         (1,703)       (40)       710       (30)       620         1,805       4,951       1,550       8,210       14,100         (3,222)       (3,133)       (2,942)       (2,320)       (1,090)         (1,417)       1,818       (1,392)       5,890       13,010         (687)       29       (1,584)       400       390         (167)       223       26       110       (30)         1,062       (920)       (333)       (1,340)       2,690         2,246       2,578       3,173       (5,210)       (15,600)         (1,378)       (794)       (200)       (410)       -         378       (121)       84       (480)       190         38       2,812       (226)       (1,040)       650         2,445       2,484       5,296       5,070       4,030 | 3,802       482       3,150       (760)       (1,050)       961         2,853       3,255       3,090       3,140       3,160       3,319         (1,113)       (147)       (840)       50       330       (213)         (2,034)       1,401       (4,561)       5,810       11,040       111         (1,703)       (40)       710       (30)       620       -         1,805       4,951       1,550       8,210       14,100       4,179         (3,222)       (3,133)       (2,942)       (2,320)       (1,090)       (3,082)         (1,417)       1,818       (1,392)       5,890       13,010       1,097         (687)       29       (1,584)       400       390       (0)         (167)       223       26       110       (30)       (164)         1,062       (920)       (333)       (1,340)       2,690       (270)         2,246       2,578       3,173       (5,210)       (15,600)       (560)         (1,378)       (794)       (200)       (410)       -       -         378       (121)       84       (480)       190       (531) <t< td=""></t<> |

Source: Company Reports, Arihant Capital Research

Ratio analysis

| Y/e 31 Mar  | FY21   | FY22   | FY23  | FY24   | FY25   | FY26E | FY27E |
|---|--------|--------|-------|--------|--------|-------|-------|
| Growth matrix (%)                                 |        |        |       |        |        |       |       |
| Revenue growth                                    | -6.4%  | 19.3%  | 20.3% | -41.0% | -2.1%  | 15.5% | 9.5%  |
| Op profit growth                                  | -24.2% | -34.0% | 66.4% | -46.7% | -12.2% | 32.5% | 12.2% |
| Profitability ratios (%)                          |        |        |       |        |        |       |       |
| OPM   | 16.8%  | 9.3%   | 12.9% | 11.6%  | 10.4%  | 11.9% | 12.2% |
| Net profit margin                                 | 5.6%   | 0.6%   | 3.3%  | -1.7%  | -1.8%  | 1.6%  | 2.4%  |
| RoCE  | 7.5%   | 3.3%   | 7.6%  | 1.9%   | 5.1%   | 6.1%  | 7.7%  |
| RoNW  | 13.8%  | 1.7%   | 11.4% | -3.6%  | 3.7%   | 5.8%  | 8.8%  |
| RoA   | 4.7%   | 0.6%   | 3.6%  | -1.7%  | 1.8%   | 3.0%  | 4.7%  |
| Per share ratios (INR)                            |        |        |       |        |        |       |       |
| EPS   | 7.8    | 1.1    | 5.4   | -      | -      | 1.5   | 2.5   |
| Dividend per share                                | 3.5    | 2.0    | 0.5   | 1.0    | -      | -     | 0.1   |
| Cash EPS  | 14.0   | 9.0    | 13.5  | 6.1    | 5.0    | 8.3   | 9.6   |
| Book value per share                              | 50.1   | 49.2   | 52.3  | 50.6   | 40.6   | 42.1  | 44.5  |
| Valuation ratios (x)                              |        |        |       |        |        |       |       |
| P/E   | 14.9   | 105.5  | 21.6  | -      | -      | 76.6  | 46.8  |
| P/CEPS  | 8.4    | 13.0   | 8.7   | 19.3   | 23.5   | 14.1  | 12.2  |
| P/B   | 2.3    | 2.4    | 2.2   | 2.3    | 2.9    | 2.8   | 2.6   |
| EV/EBITDA   | 9.6    | 14.6   | 9.2   | 16.4   | 17.3   | 13.0  | 11.4  |
| Payout (%)  |        |        |       |        |        |       |       |
| Dividend payout                                   | 51.2%  | 237.5% | 8.7%  | -      | 0.0%   | 0.0%  | 5.0%  |
| Tax payout  | 29.3%  | 30.6%  | 26.7% | 6.6%   | 31.4%  | 22.1% | 23.8% |
| Liquidity ratios                                  |        |        |       |        |        |       |       |
| Debtor days                                       | 114    | 100    | 93    | 153    | 111    | 82    | 93    |
| Inventory days                                    | 82     | 99     | 97    | 179    | 142    | 109   | 97    |
| Creditor days                                     | 153    | 153    | 138   | 219    | 163    | 116   | 129   |
| WC Days   | 43     | 46     | 52    | 113    | 89     | 74    | 61    |
| Leverage ratios (x)                               |        |        |       |        |        |       |       |
| Interest coverage                                 | 2.6    | 0.9    | 1.9   | 0.5    | 0.4    | 1.3   | 1.7   |
| Net debt / equity                                 | 1.7    | 1.7    | 1.7   | 1.6    | 0.8    | 0.7   | 0.7   |
| Net debt / op. profit                             | 4.0    | 6.1    | 4.0   | 6.7    | 3.7    | 2.8   | 2.4   |
| Source: Company Reports, Arihant Capital Research |        |        |       |        |        |       |       |

#### **Story in Charts**

Exhibit 3: Inventories largely cleared at global operator levels leads to new demand. BharatNet and BEAD would be a key triggers. Revenue is expected to grow 12.5% CAGR over the period of FY25-27E.

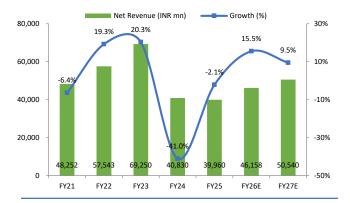
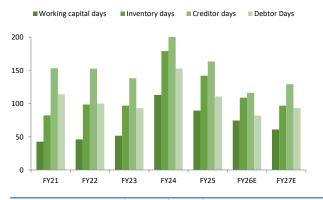


Exhibit 5: Growth in EBITDA & PAT levels



Exhibit 7: Working capital days to be improve



Source: Company reports, Arihant Capital Research

Exhibit 4: Softening of RM costs will lead to recovery in gross margins.

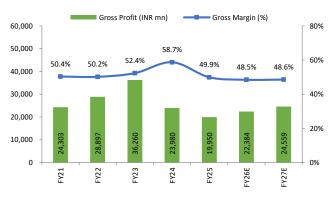


Exhibit 6: Return ratios to be improve

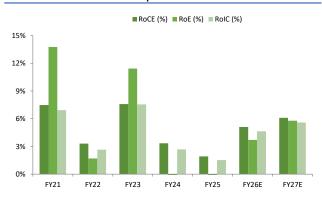
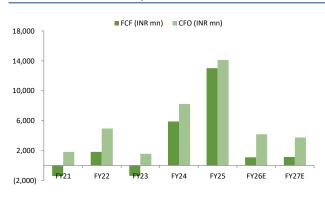


Exhibit 8: Cash flows to be improve



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| Stock Rating Scale | Absolute Return |
|--------------------|-----------------|
| BUY                | >20%            |
| ACCUMULATE         | 12% to 20%      |
| HOLD               | 5% to 12%       |
| NEUTRAL            | -5% to 5%       |
| REDUCE             | -5% to -12%     |
| SELL               | <-12%           |
|                    |                 |

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