

## **Triveni Engineering & Industries**

## Margin Pressure Persists; Recovery will take time

TRE reported a 22.9% YoY revenue growth to Rs16.0bn, beating our estimate of Rs14.2bn by 12.4%. However, GMs declined to 20.1% (vs. 23% in Q1FY25) due to higher production costs stemming from lower sugar recovery in SS25. While we had anticipated that higher average sugar realizations would cushion margin pressure, recovery remains weak. Consequently, EBITDA margin dropped to 3.3%, and PAT stood at a muted Rs22mn compared to Rs310mn in Q1FY25 (CentrumE: Rs526mn). The company's continued reliance on the 0238 sugarcane variety — known to be susceptible to red rot — remains a structural issue, with exposure expected to reduce only to <40% by SSY26 (SSY25 ~55%). This is likely to cap margin recovery at current sugar and ethanol price levels. While higher sugar prices are anticipated, a meaningful re-rating hinges on an increase in ethanol realizations. Despite a 20%+ correction in the stock price (LINK), the core business challenges remain. Given the ongoing margin headwinds, we remain cautious and maintain our REDUCE rating inspite of limited downside from current levels. We revise our earnings and margin assumptions downward and set a new SOTP-based Target Price of Rs342 (earlier Rs373).

#### Sugar revenue rises 17% YoY; margins took a hit

The Sugar division of TRE reported an improved performance on the revenue front sequentially at Rs11.7bn (up 17.0% YoY), marginally above our estimate of Rs11.2bn. Sugar volume increased by 13.6% YoY to 2.58LMT in line with expectations. This volume was achieved at a blended realization of Rs40.4/kg – slightly above our expectation of Rs40.0/kg. Moving to EBIT, the division reported a profit of Rs76mn with EBIT margin coming in 0.6% - below our estimate of 5%.

#### Distillery segment sees slower recovery

The division's revenue jumped by ~48% YoY to Rs4.3bn, (CentrumE – Rs3.0bn), thanks to higher volumes. However, EBIT margin came in at 5.4% vs 6.7%/5.2% in Q1FY25/Q4FY25, far lower than our estimates primarily due to change in revenue mix. Resultantly, EBIT declined by ~8% YoY. For FY26, the management has guided that worst is behind for margins but better performance is largely dependent on revision in ethanol prices.

#### Engineering division posted a poor performance

The PTB division was well below expectations, recording revenue of Rs503mn. EBIT margin was down ~930bps at 23.9% compared to Q1FY25. On the order front, the division secured Rs842mn in bookings, up 15% YoY while the outstanding order backlog stood at Rs4.2bn. Meanwhile, the Water division's revenue up by 6% YoY, and higher margin led to an EBIT of Rs110mn compared to Rs61mn same period last year.

#### Cautious stance maintained despite value unlocking

We commend the management's value unlocking initiative, a move we have previously advocated, as it enhances price discovery for the PTB division and holds long-term potential. However, we maintain our 'cautious' stance as we believe the full benefits are still a few quarters away while the core Sugar/Ethanol business continues to face headwinds, reflected in Q1FY26 performance. We maintain our REDUCE rating, valuing the stock on SOTP basis, assigning 8x EV/EBIT multiple to the core business and 20x EV/EBIT multiple to the Engineering division, leading to a revised target of Rs342.

## **Financial and valuation summary**

YE Mar (Rs mn)	1QFY26A	1QFY25A	YoY (%)	4QFY25A	QoQ (%)	FY25A	FY26E	FY27E
Revenues	15,982	13,007	22.9	16,293	(1.9)	56,892	61,571	64,368
EBITDA	535	862	(38.0)	3,081	(82.6)	4,761	5,487	6,927
EBITDA margin (%)	3.3	6.6	(49.5)	18.9	(82.3)	8.4	8.9	10.8
Adj. Net profit	22	310	(92.9)	1,871	(98.8)	2,383	2,473	3,579
Adj. EPS (Rs)	0.1	1.3	(92.9)	7.7	(98.8)	10.9	11.3	16.3
EPS growth (%)						(39.2)	3.8	44.7
PE (x)						31.6	30.4	21.0
EV/EBITDA (x)						19.9	17.3	13.3
PBV (x)						2.4	2.3	2.1
RoE (%)						7.9	7.7	10.4
RoCE (%)						6.3	6.6	8.5
Source: Company C	ontrum Proki	na						

#### **Result Update**

#### India I Mid Cap

30 July, 2025

#### **REDUCE**

Price: Rs344 Target Price: Rs342 Forecast return: -1%

#### **Market Data**

Bloomberg:	TRE IN
52 week H/L:	536/266
Market cap:	Rs98.8bn
Shares Outstanding:	218.9mn
Free float:	33.3%
Avg. daily vol. 3mth:	4,74,119

Source: Bloomberg

#### Changes in the report

Rating:	Unchanged
Target price:	Changed from Rs373 to Rs342
FPS:	FY26E: Rs11.3
EP5:	FY27E: Rs16.3

Source: Centrum Broking

#### **Shareholding pattern**

	Jun-25	Mar-25	Dec-24	Sep-24
Promoter	61.0	61.0	61.0	61.0
FIIs	6.2	5.6	5.2	4.7
DIIs	8.9	9.5	9.7	10.0
Public/other	23.9	29.9	24.1	24.3

Source: BSE

#### Centrum estimates vs Actual results

YE Mar	Centrum	Actual	Variance	
(Rs mn)	1QFY26	1QFY26	(%)	
Revenue	14,222	15,982	12.4%	
EBITDA	1,166	535	-54.1%	
EBITDA margin %	8.2%	3.3%	-490bps	
PAT	526	22	-95.8%	

Source: Bloomberg, Centrum Broking



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## **Thesis Snapshot**

## **Estimate revision**

YE Mar (Rs	FY26E	FY26E	0/ alac	FY27E	FY27E	0/ ah a
mn)	New	Old	% chg	New	Old	% chg
Revenue	61,571	61,571	-	64,368	64,368	-
EBITDA	5,487	6,410	-14.4%	6,927	7,828	-11.5%
EBITDA margin	8.9	10.4	-150bps	10.8	12.2	-140bps
Adj. PAT	2,473	3,254	-24.5%	3,579	4,206	-16.0%
Diluted EPS (Rs)	11.3	14.9	-24.8%	16.3	19.2	-16.1%

Source: Centrum Broking

## **TRE versus NIFTY 50**

	1m	6m	1 year
TRE IN	(9.5)	(10.7)	(18.4)
NIFTY 50	(4.8)	9.6	(5.5)

Source: Bloomberg, NSE

## **Key assumptions**

Y/E Mar	FY26E	FY27E
Sugar Division		
Volume (mn tonnes)	0.91	0.94
Realisations (Rs tonne)	40,568	40,568
EBITM (%)	7.0%	7.5%
Distillery Division		
Ethanol Volume (crore litres)	23.0	23.0
Realisations (Rs litre)	63.85	65.13
EBITM (%)	5.0%	9.0%
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Source: Centrum Broking

## **Valuation**

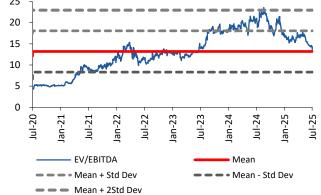
We value on SOTP basis to factor the value unlocking from PTB division. However, our SOTP arrived of Rs342/share is still unfavourable from current levels hence we maintain Reduce rating as risk reward is not favourable and value unlocking is still at least 12months away.

Valuations (FY27)	EV/EBIT	Value(RsMn)	Pershare
Sugar + Distillery	8	34,370	157
Engineering business	20	42,877	196
Net debt		2,375	11
Target Price			342

#### P/E mean and standard deviation



# EV/EBITDA mean and standard deviation



Source: Bloomberg, Centrum Broking

#### Peer comparison

Mkt Cap		CAGR FY2025-27E (%)		PE (x)		EV/EBITDA (x)			RoE (%)				
Company	(Rs bn)	Sales	EBITDA	EPS	FY25A	FY26E	FY27E	FY25A	FY26E	FY27E	FY25A	FY26E	FY27E
BRCM	119	8.0	25.7	20.9	27.3	21.5	18.9	20.8	16.7	13.4	12.1	13.9	14.1
Dwarikesh Sugar	7.9	19.4	30.1	112.7	33.8	10.4	7.5	10.7	7.1	5.7	2.9	9.1	11.6
Average		13.7	27.9	66.8	30.6	16.0	13.2	15.8	11.9	9.6	7.5	11.5	12.9
TRE	75.2	6.4	20.6	21.7	31.6	30.4	21.0	19.9	17.3	13.3	7.9	7.7	10.4

Source: Company, Centrum Broking

## **Earnings call KTAs**

## SSY26

- Continuous field surveys indicate a healthy crop with minimal pest or disease incidence.
- Lower sugar demand led to prices falling and were below Rs40,000/t.
- Exposure to 0238 is SSY26 is <40% was close to 55% in SSY25.</p>
- Area under cultivation has increased in low single digit.
- Cane crush for SSY25 819l quintals
- Gross recovery SSY25 10.8% vs. 11.49% last year.

## Distillery division

- Input costs, especially maize, have corrected meaningfully, and aiding margin recovery.
- Maize prices have fallen from Rs26/kg to Rs23/kg.
- While company had earlier contracted FCI-rice to offset high maize prices, current maize operations are now more profitable.
- Expected that the blending percentages is increasing from current 20% to 27%.
- As per the management, blending till 25% would not need any modification at vehicle level be it 2W/4W.
- Margins worst is behind but better performance is largely dependent on revision in ethanol prices.

## **Others**

- In our Engineering segment, PTB had a muted quarter due to the customary lower delivery urgency from customers in the first quarter and deferment of key orders.
- Orders executable this year for PTB Rs423cr RFs182cr (long gestation period gears would be 12months and balance by 24months).
- PTB value unlocking expected to happen during 4QFY26.
- Capex in PTB Rs150cr this year is pending.

Exhibit 1: Key conference call takeaways and metrics

Centrum Quarterly Monitor	Q4FY25	Q1FY26	Our Comments			
Sugar and ethanol price	<ul> <li>Management expects sugar prices to remain firm.</li> <li>On Ethanol front upward price revision is overdue.</li> </ul>	falling and were below Rs40,000/t.	We have baked in margin improvement.			
Sugar and ethanol volumes	<ul> <li>FY26 sugar and ethanol volumes are expected to be higher.</li> </ul>	<ul> <li>FY26 sugar and ethanol volumes are expected to be higher.</li> </ul>	Our estimates are in line with management guidance.			

Source: Centrum Broking

Exhibit 2: Consolidated Financial Snapshot 1QFY26

YE Mar (Rs mn)	1QFY26	1QFY25	YoY (%)	4QFY25	QoQ (%)	FY25	FY24
Revenues	15,982	13,007	22.9	16,293	-1.9	56,892	52,201
Raw material	12,770	9,992	27.8	10,011	27.6	41,326	35,994
Gross margins (%)	20.1	23.2	-308bps	38.6	-1846bps	27.4	31.0
Staff costs	1,105	960	15.0	1,314	-15.9	4,385	3,748
Other Mfg. expenses	1,573	1,192	31.9	1,887	-16.7	6,420	6,194
Total expenditure	15,447	12,144	27.2	13,212	16.9	52,131	45,937
EBITDA	535	862	-38.0	3,081	-82.6	4,761	6,264
EBITDAM (%)	3.3	6.6	-328bps	18.9	-1556bps	8.4	12.0
Depreciation	354	289	22.4	321	10.2	1,262	1,041
Interest	382	264	44.5	301	26.7	835	555
Other income	230	108	112.6	93	148.4	576	620
PBT	30	418	-92.9	2,552	-98.8	3,241	5,288
Tax	8	108	-92.9	681	-98.9	860	1,338
Adj. Net profit	22	310	-92.9	1,871	-98.8	2,381	3,950
Adj. EPS (Rs.)	0.1	1.4	-92.9	8.5	-98.8	10.9	18.0
Reported Net profit	22	310	-92.9	1,871	-98.8	2,381	3,952

Source: Centrum Broking, Company Data

## Segmental performance

## Sugar division – Posts weak margins; realisations flattish

- Revenue of the Sugar division rises YoY, reaching ~Rs11.7bn, marginally higher than our estimate (CentrumE's Rs11.2bn).
- On the volume front, TRE reported a YoY increase by 13.6% to 2.58LMT in line with our estimates. This volume was achieved at a blended realization of Rs40.4/kg, which was above our expectations.
- Moving to the EBIT front, the division reported a profit of Rs76mn, with EBIT margin coming in at 0.6%.

Exhibit 3: Key metrics Q1FY26 - Sugar Division

YE Mar (Rs mn)	1QFY26	1QFY25	YoY (%)	4QFY25	QoQ (%)	FY25	FY24
Revenues	11,696	9,995	17.0	10,787	8.4	39,670	38,579
EBIT	76	365	-79.2	2,236	-96.6	2,665	3,056
EBITM (%)	0.6	3.7	-300bps	20.7	-2008bps	6.7	7.9
Total Sugar Volumes (lakh tonnes)	2.58	2.27	13.6	2.16	19.8	8.83	8.55
Domestic	2.58	2.27	13.6	2.16	19.8	8.83	8.40
Export	-	-	nm	-	nm	-	0.15
Sugar Realizations (Rs/t)	40,421	39,035	3.6	40,395	0.1	39,196	38,176
Sugar Inventory (lakh tonnes)	4.45	4.47	-0.5	6.04	-26.3	6.04	5.89

Source: Centrum Broking, Company Data

## Distillery division - Higher volumes and revenue reported

- The division witnessed a YoY net revenue increase of more than 48%, reaching Rs4.3bn, (CentrumE's Rs3.0bn).
- EBIT margin stood at 5.4% (CentrumE 8.5%). The EBIT for the segment amounted to Rs231mn (up by20% YoY).
- The Alcohol sales were up YoY by 38.7% to Rs62.3mn litres with average realisation of Rs59.4/litre (vs Rs60.5/litre in Q1FY25).

Exhibit 4: Key metrics 1QFY26 - Distillery Division

YE Mar (Rs mn)	1QFY26	1QFY25	YoY (%)	4QFY25	QoQ (%)	FY25	FY24
Revenues	4,281	2,890	48.1	4,516	-5.2	14,735	12,736
EBIT	231	193	19.8	233	-1.0	397	1,809
EBITM (%)	5.4	6.7	-127bps	5.2	23bps	2.7	14.2
Total Alcohol Sales (lakh litres)	623.3	406.3	53.4	622.6	0.1	2,005.7	1,827.1
ВН	286.7	235.6	21.7	305.1	-6.0	-	-
Others	336.6	170.6	97.3	317.5	6.0	2,005.7	1,827.1
Alcohol Realizations (Rs/litre)	59.4	60.5	-1.8	62.9	-5.6	62.6	59.0

Source: Centrum Broking, Company Data

## PTB division – Blip in an otherwise stellar division

- PTB division exhibited a performance that was below our expectations, with a YoY revenue decline of mere 8%, amounting to ~Rs503mn.
- EBIT margin declined by ~930bps YoY to 23.9%.
- Order booking for the quarter stood at Rs842mn vs Rs731mn last year.
- Order backlog stands at Rs4,230mn vs. Rs3,058mn in Q1FY25, including long duration O&M orders.

Exhibit 5: Financial Snapshot 1QFY26 - PTB Division

	<u> </u>						
YE Mar (Rs mn)	1QFY26	1QFY25	YoY (%)	4QFY25	QoQ (%)	FY25	FY24
Revenues	502.9	547.8	-8.2	1,395.9	-64.0	3,698.9	2,918.1
EBIT	120.4	182.0	-33.8	465.0	-74.1	1,268.5	1,070.9
EBITM (%)	23.9	33.2	-928bps	33.3	-937bps	34.3	36.7
Order Booking	842	731	15.2	1,557	-45.9	4,750	3,754
Order Backlog	4,230	3,058	38.3	3,894	8.6	3,894	2,874

Source: Centrum Broking, Company Data,

## Water division—Better than expected performance

- TRE reported better than expected performance in the Water division also with a YoY jump of 6.3% in revenue to Rs543mn and EBIT margin of ~20%.
- Order booking for the quarter was Rs53mn vs Rs127mn last year.
- Order backlog stands at Rs15,520mn vs. Rs11,859mn in Q1FY25, including long duration O&M orders.

Exhibit 6: Financial Snapshot 1QFY26 - Water Division

YE Mar (Rs mn)	1QFY26	1QFY25	YoY (%)	4QFY25	QoQ (%)	FY25	FY24
Revenues	542.9	510.5	6.3	940.2	-42.3	2,341.9	2,463.3
EBIT	109.7	61.1	79.5	131.0	-16.3	327.8	314.1
EBITM (%)	20.2	12.0	824bps	13.9	627bps	14.0	12.8
Order Booking	53	127	-58.3	-	-	5,862	386
Order Backlog	15,520	11,859	30.9	16,008	-3.0	16,008	12,234

Source: Centrum Broking, Company Data

P&L					
YE Mar (Rs mn)	FY23A	FY24A	FY25A	FY26E	FY27E
Revenues	56,168	52,201	56,892	61,571	64,368
Operating Expense	50,009	45,966	52,131	56,084	57,441
Employee cost	3,483	3,748	4,385	4,156	4,506
Others	1,249	3,080	0	1,369	1,432
EBITDA	6,159	6,235	4,761	5,487	6,927
Depreciation & Amortisation	935	1,041	1,262	1,445	1,535
EBIT	5,224	5,193	3,499	4,042	5,392
Interest expenses	567	555	835	1,284	1,190
Other income	804	620	576	605	666
РВТ	5,461	5,259	3,241	3,363	4,868
Taxes	1,718	1,338	860	892	1,291
Effective tax rate (%)	31.5	25.4	26.5	26.5	26.5
PAT	3,743	3,920	2,381	2,471	3,576
Minority/Associates	163	2	2	2	2
Recurring PAT	3,906	3,922	2,383	2,473	3,579
Extraordinary items	0	0	0	0	0
Reported PAT	3,906	3,922	2,383	2,473	3,579
Ratios					
YE Mar	FY23A	FY24A	FY25A	FY26E	FY27E
Growth (%)					
Revenue	30.9	(7.1)	9.0	8.2	4.5
EBITDA	(2.9)	1.2	(23.6)	15.2	26.2
Adj. EPS	0.1	0.4	(39.2)	3.8	44.7
Margins (%)					
Gross	27.2	31.0	27.4	27.0	28.6
EBITDA	11.0	11.9	8.4	8.9	10.8
EBIT	9.3	9.9	6.2	6.6	8.4
Adjusted PAT	7.0	7.5	4.2	4.0	5.6
Returns (%)					
ROE	17.1	14.1	7.9	7.7	10.4
ROCE	11.7	11.0	6.3	6.6	8.5
ROIC	9.8	8.8	4.9	5.5	7.3
Turnover (days)					
Gross block turnover ratio (x)	2.8	2.4	1.8	1.9	1.8
Debtors	21	26	28	27	26
Inventory	180	224	228	229	227
Creditors	34	39	40	41	37
Net working capital	138	163	172	169	164
Solvency (x)	0.2	0.5	0.6	0.6	0.5
Net debt-equity	0.3	0.5	0.6	0.6	0.5
Interest coverage ratio	10.9	11.2	5.7	4.3	5.8
Net debt/EBITDA	1.4	2.2	4.0	3.5	2.4
Per share (Rs)	17.0	17.0	10.0	11.2	16.2
Adjusted EPS BVPS	17.8 121.8	17.9 132.5	10.9 142.1	11.3	16.3
CEPS	22.1	22.7	16.7	150.9	23.4
DPS	4.0	5.8	2.5	17.9 2.5	2.5
Dividend payout (%)	22.4	32.1	23.0	22.1	15.3
Valuation (x)	22.4	34.1	23.0	22.1	13.3
P/E	19.3	19.2	31.6	30.4	21.0
P/BV	2.8	2.6	2.4	2.3	2.1
EV/EBITDA	13.6	14.2	19.9	17.3	13.3
Dividend yield (%)	1.2	1.7	0.7	0.7	0.7
Dividenta yiela (70)	1.2	1./	0.7	0.7	0.7

Source: Company, Centrum Broking

Balance sheet					
YE Mar (Rs mn)	FY23A	FY24A	FY25A	FY26E	FY27E
Equity share capital	219	219	219	219	219
Reserves & surplus	26,434	28,790	30,892	32,816	35,845
Shareholders fund	26,652	29,009	31,111	33,035	36,064
Minority Interest	0	0	485	0	0
Total debt	9,236	14,185	19,772	19,523	16,627
Non Current Liabilities	339	301	301	301	301
Def tax liab. (net)	1,084	1,209	1,015	1,015	1,015
Total liabilities	37,311	44,703	52,684	53,874	54,008
Gross block	20,160	21,670	31,108	33,108	35,108
Less: acc. Depreciation	(5,463)	(6,505)	(7,766)	(9,211)	(10,746)
Net block	14,697	15,166	23,342	23,897	24,362
Capital WIP	283	2,257	316	316	316
Net fixed assets	14,980	17,423	23,658	24,213	24,678
Non Current Assets	276	1,000	454	454	454
Investments	0	27	28	28	28
Inventories	19,965	24,199	27,378	28,939	28,331
Sundry debtors	3,920	3,447	5,198	4,057	5,048
Cash & Cash Equivalents	796	779	547	139	87
Loans & advances	1,871	1,841	1,734	1,878	1,963
Other current assets	2,734	2,464	3,092	2,759	2,415
Trade payables	4,147	3,565	5,595	4,556	4,659
Other current liab.	2,418	2,304	2,676	2,901	3,203
Provisions	665	606	1,134	1,134	1,134
Net current assets	22,055	26,255	28,545	29,180	28,848
Total assets	37,311	44,703	52,684	53,874	54,008
Cashflow					
YE Mar (Rs mn)	FY23A	FY24A	FY25A	FY26E	FY27E
Profit Before Tax	19,636	5,290	3,242	3,363	4,868
Depreciation & Amortisation	935	1,041	1,262	1,445	1,535
Net Interest	26	198	590	1,284	1,190
Net Change – WC	(334)	(4,356)	(5,257)	(901)	364
Direct taxes	(2,115)	1,167	(827)	(892)	(1,291)
Net cash from operations	3,974	1,003	(1,064)	4,299	6,666
Capital expenditure	(2,355)	(3,556)	(2,978)	(2,000)	(2,000)
Acquisitions, net	0	0	0	0	0
Investments	15,903	(375)	(448)	(142)	(85)
Others	588	339	193	0	0

14,137

18,111

(6,693)

(484)

(575)

(9,872)

(17,624)

0

(3,592)

(2,589)

4,916

(585)

2,633

(1)

44

(1,697)

0

(3,234)

(4,297)

5,055

(274)

(834)

3,949

(349)

1

Source: Company, Centrum Broking

Net cash from investing

Increase/(decrease) in debt

Net cash from financing

Net change in Cash

Issue of share capital

Dividend paid

Interest paid

Others

FCF

(2,085)

(2,896)

(1,190)

(4,633)

(53)

(547)

4,581

0

0

(2,142)

2,157

(248)

(547)

0

(1,284)

(2,080)

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#### **Triveni Engineering & Industries**



Source: Bloomberg

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