



BUY
Target Price
1470

# Robust Execution & Strong Order Book to Propel Growth Summary

- Revenue and PAT growth: In FY25, KPIL achieved revenue of Rs 22,316 Cr, up 14% YoY, attributed to robust execution of T&D and B&F segments. The company's net profit stood at Rs 567 Cr for FY25, a 10% growth YoY, reflecting improved operational efficiency and resilient margins.
- Financial Management: The company has demonstrated strong capital stewardship by reducing net debt and maintaining a healthy Net Debt-to-Equity ratio of 0.3x as of 31<sup>st</sup> March, 2025. Consolidated net debt declined by 25% YoY to Rs 1,953 Cr by the end of FY25. Successful Qualified Institutional Placement (QIP) garnered strong support from leading domestic and international investors, signifying deep market confidence in the long-term strategy.
- Oil & Gas: KPIL's oil & gas business delivered revenue of Rs 1,758 Cr in FY25, registering ~114% YoY growth, driven by improved execution of domestic projects and the ramp-up of international engagements. The business gained strong momentum by executing a project for a leading Saudi energy major, marking a key milestone in KPIL's Middle East expansion.

#### **Key Highlights**

- Robust Orderbook: As of 31<sup>st</sup> March, 2025, the company's order book stood at an all-time high of Rs 64,495 Cr. The order book is well-diversified across business verticals, geographies, and project types. Order inflows for FY25 stood at Rs 25,475 Cr, with nearly 90% contributed by our core T&D and Buildings & Factories businesses, ensuring strong visibility on margins and execution.
- T&D: The Power T&D business remained KPIL's largest and fastest growing business in FY25, delivering strong revenue growth of 28% YoY to Rs 10,026 Cr. During the year, the company secured new T&D orders worth Rs 14,461 Cr, primarily from India, Sweden, Latin America, Africa, and the Middle East.
- B&F: The business delivered strong performance in FY25, with revenue rising 22% YoY to Rs 5,854 Cr, supported by a balanced portfolio of residential, commercial and industrial EPC projects. KPIL secured Rs 8,225 Cr in new orders during the year, including marquee wins in the residential and airport segments, further reinforcing its execution capabilities and long-term competitiveness.

#### **Key Competitive Strengths**

a) Strategically Positioned; b) Focused on Operational Excellence; c) Growth Prioritised

# Strategies Implemented

a) Strategic Expansion; b) Expanding Horizons; c) Digitalisation

#### **Growth Drivers**

- a) Government Support for the Roads & Highways segment, b) Initiatives for the Airports,
- c) CapEx for the Railways segment, d) Promotion of Urban Infra, e) Demand in the Ports segment

# **Key Focus Areas moving forward**

a) Strengthening Core EPC Capabilities; b) Expanding Global Presence; c) Strategic Inorganic Growth; d) Enhancing Efficiency and Returns

**Outlook & Recommendation:** The company is well-placed to capitalise on its strong order book, favourable sectoral trends in domestic and international T&D and B&F segments, improved performance of international subsidiaries, supportive government initiatives, and anticipated margin gains. It is projected to deliver a CAGR of 19%/24%/47% over FY25–FY27E. The stock is currently trading at 21x/17x FY26E/27E EPS. We maintain our BUY rating on the stock with a TP of Rs 1,470/share, implying an upside of 18% from the CMP.

## **Kev Financials (Consolidated)**

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|-------------------------|--------|--------|--------|
| (Rs Cr)                 | FY25   | FY26E  | FY27E  |
| Net Sales               | 22,316 | 26,833 | 31,442 |
| EBITDA                  | 1,834  | 2,362  | 2,798  |
| Net Profit              | 567    | 978    | 1223   |
| EPS (Rs)                | 33     | 57     | 72     |
| PER (x)                 | 34     | 21     | 17     |
| P/BV (x)                | 3.5    | 3.2    | 2.7    |
| EV/EBITDA (x)           | 12     | 0      | 0      |
| RoE (%)                 | 10%    | 14.0%  | 15.3%  |
|                         |        |        |        |

Source: Company, Axis Securities Research

| <b>/</b>            | (CMP as  | of 29 <sup>th</sup> August, 2025) |
|---------------------|----------|-----------------------------------|
| CMP (Rs)            |          | 1249                              |
| Upside /Downside    | e (%)    | 18%                               |
| High/Low (Rs)       |          | 1449 / 770                        |
| Market cap (Cr)     |          | 21772                             |
| Avg. daily vol. (6n | n) Shrs. | 407397                            |
| No. of shares (Cr   | )        | 17.1                              |

#### Shareholding (%)

|           | Dec-24 | Mar-25 | Jun-25 |
|-----------|--------|--------|--------|
| Promoter  | 33.5   | 33.5   | 33.5   |
| FIIs      | 12.4   | 11.6   | 11.8   |
| MFs/UTI   | 40.9   | 40.4   | 40.0   |
| Banks/FIs | 0.0    | 0.0    | 0.0    |
| Others    | 13.2   | 14.5   | 14.7   |

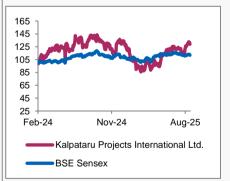
#### Financial & Valuations

| Y/E Mar (Rs Cr) | FY25   | FY26E  | FY27E  |
|-----------------|--------|--------|--------|
| Net Sales       | 19,626 | 22,316 | 26,833 |
| EBITDA          | 1,629  | 1,834  | 2,362  |
| Net Profit      | 516    | 567    | 978    |
| EPS (Rs)        | 32     | 33     | 57     |
| PER (x)         | 37     | 36     | 21     |
| P/BV (x)        | 4.7    | 3.7    | 3.2    |
| EV/EBITDA (x)   | 14     | 13     | 9      |
| RoE (%)         | 10.4%  | 9.6%   | 14.0%  |

#### Change in Estimates (%)

| Y/E Mar | FY26E | FY27E |
|---------|-------|-------|
| Sales   | 2%    | 2%    |
| EBITDA  | 1%    | 2%    |
| PAT     | 7%    | 6%    |

#### **Relative Performance**



Source: Ace Equity, Axis Securities Research

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#### **Company Overview**

KPIL, founded in 1981, is a prominent specialised EPC company with a strong global presence across 75 countries. The company has established itself as a key player in the international EPC market, leveraging its high-growth and diversified business model to deliver innovative solutions. KPIL serves industries such as Power Transmission & Distribution, Buildings & Factories, Water Supply & Irrigation, Railways, Oil & Gas Pipelines, Urban Mobility (including Flyovers and Metro Rail), Highways, and Airports. Currently, it oversees more than 300 projects across over 30 countries. Strategic acquisitions like Linjemontage in Sweden and Fasttel in Brazil have strengthened its international presence, which has enhanced its competitive positioning and supported its growth momentum.

### FY25 Performance Round-up and Key Operational Activities

- Revenue: In FY25, the company achieved revenue of Rs 22,316 Cr, up by 14% YoY, on a consolidated basis. The growth was attributed to the robust execution of the T&D and B&F segments.
- **EBITDA margin:** The company's EBITDA margins remained flattish at 8.2% vs 8.3% in FY24 due to high construction costs and employee costs.
- **Net profit:** The company's net profit stood at Rs 567 Cr for FY25, up 10% YoY, reflecting improved operational efficiency and resilient margins.
- Order book: As of 31<sup>st</sup> March, 2025, the company's order book stood at an all-time high of Rs 64,495
  Cr, demonstrating strong market penetration and sustained customer confidence. The order book is
  well-diversified across business verticals, geographies, and project types. Order inflows for FY25 stood
  at Rs 25,475 Cr, with nearly 90% contributed by its core T&D and Buildings and Factories businesses,
  ensuring strong visibility on margins and execution.
- Earnings per Share (EPS): EPS increased to Rs 33/share in FY25 from Rs 32/share in FY24, owing to the robust operating performance and higher profits.
- **Dividend:** The Board of Directors has recommended a final dividend of Rs 9/share of face value Rs 2/share, aggregating to Rs 34 Cr.
- Return on Capital: Return on Capital Employed has increased from 16.1% to 16.8%, reflecting substantial improvements in capital efficiency. These metrics reflect impressive growth, agility, and readiness to shape the next decade with even greater ambition and impact.
- Financial Management: The company has demonstrated strong capital stewardship by reducing net
  debt and maintaining a healthy Net Debt-to-Equity ratio of 0.3x as of 31st March, 2025. Consolidated
  net debt declined by 25% YoY to Rs 1,953 Cr by the end of FY25. Successful Qualified Institutional
  Placement (QIP) garnered strong support from leading domestic and international investors, signifying
  deep market confidence in the long-term strategy.
- Manufacturing Facilities: During the year, KPIL continued to strengthen its in-house manufacturing
  capabilities, with increased utilisation across its transmission tower fabrication and testing facilities.
   Focused investments in automation and mechanisation helped enhance throughput and quality while
  reducing execution timelines.
- Geographical Expansion: KPIL expanded its operational footprint across key domestic and
  international markets. In India, execution ramped up across metro corridors in Uttar Pradesh, Madhya
  Pradesh and Maharashtra. In the B&F business, new projects were added in regions like MMR and
  NCR. The company also began exploring opportunities in Eastern Europe, Latin America, Southeast
  Asia and Africa in both the railways and energy verticals.

Robust revenue growth and a strong order book provide better growth visibility.



## **Business Segment-wise Performance:**

- Transmission & Distribution: The Power T&D business remained KPIL's largest and fastest-growing business in FY25, delivering strong revenue growth of 28% YoY to Rs 10,026 Cr. During the year, the company secured new T&D orders worth Rs 14,461 Cr, primarily from India, Sweden, Latin America, Africa and the Middle East. The international business also gained strong momentum—Linjemontage Sweden posted its highest-ever revenue of Rs 1,842 Cr and recorded a new high in order intake at Rs 2,805 Cr. Fasttel Brazil reported 35% revenue growth in FY25.
- Buildings and Factories (B&F): The business delivered strong performance in FY25, with revenue rising 22% YoY to Rs 5,854 Cr, supported by a balanced portfolio of residential, commercial and industrial EPC projects. KPIL secured Rs 8,225 Cr in new orders during the year, including marquee wins in the residential and airport segments, further reinforcing its execution capabilities and long-term competitiveness. The business also strengthened its presence in high-growth markets like the Mumbai Metropolitan Region (MMR) and the National Capital Region (NCR).
- Water: Execution in the water business was impacted during the year due to delayed collections from state utilities and deferred allocation of funds. Despite these challenges, the company maintained a strong order book of Rs 9,573 Cr and recorded revenue of Rs 2,284 Cr.
- Oil and Gas: KPIL's oil and gas business delivered revenue of Rs 1,758 Cr in FY25, registering ~114%
  YoY growth, driven by improved execution of domestic projects and the ramp-up of international
  engagements. The business gained strong momentum by executing a project for a leading Saudi
  energy major, marking a key milestone in KPIL's Middle East expansion.
- Railways: Revenue from the railways business stood at Rs 1,019 Cr in FY25, impacted by slower order inflow amid intense competition and KPIL's selective bidding strategy.
- Urban Infra: With expanding expertise in elevated and underground metro systems, KPIL generated
  Rs 778 Cr in revenue from its urban infrastructure business in FY25. Rapid asset additions—such as
  tunnel boring machines, segment moulds and launching girders—have significantly strengthened
  KPIL's metro execution capabilities.

Exhibit 1: Order Book Breakdown

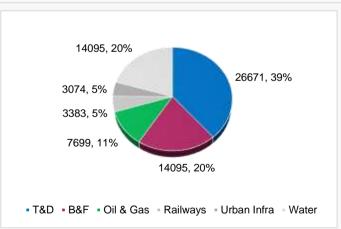
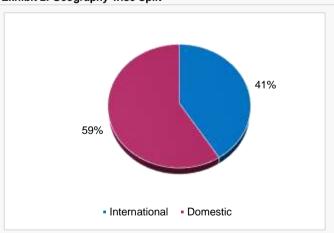


Exhibit 2: Geography-wise Split



Source: Company, Axis Securities Research



#### **Key Growth Drivers**

- Government Support for the Roads & Highways segment: Over 200 projects worth \$15 Bn are
  planned for the next five years. The Government intends to build 65,000 km of national highways with
  an investment of \$64 Bn. Under the Bharatmala Pariyojana, 35 Multimodal Logistics Parks will be
  developed, involving an investment of around \$6 Bn, capable of handling ~700 MMT of cargo.
- Initiatives for the Airports: Under the National Infrastructure Pipeline (NIP), over Rs 91,000 Cr has been allocated as capital expenditure for airport infrastructure development between FY20-25. India's air travel demand has surged, with passenger traffic growing at a CAGR of 10-12% in recent years. This growth is driving significant investments in airport infrastructure to expand capacity and improve passenger experience. India's domestic carriers are expected to expand their fleet size from 800 aircraft to 1,400 within the next five years.
- CapEx for the Railways segment: The Union Budget 2025-26 has allocated a historic Rs 2.7 Lc Cr for the Ministry of Railways, representing a significant increase compared to the Rs 45,900 Cr allocated during the FY09-14 period. This substantial allocation will continue to fund critical infrastructure development, including tracks, wagons, trains, electrification, signalling and station development with a strong focus on safety. High-speed rail projects are gaining momentum globally. The Government of India has outlined plans for a 7,000 km high-speed rail network by 2047, targeting speeds up to 250 km/h
- Promotion of Urban Infra: India has become home to the third-largest metro network in the world.
   India has currently laid the foundation for multiple development projects worth over Rs 12,200 Cr in Delhi. Light rail and metrolite projects are emerging as cost-effective alternatives for smaller cities, presenting new avenues for urban transport development.
- Demand in the Ports segment: The Ministry of Ports, Shipping & Waterways (MoPSW) has set an ambitious target to complete 150 key maritime projects by Sep'25 as part of its broader strategy to boost India's shipping and waterways sector. The MoPSW launched several initiatives aimed at modernising India's maritime infrastructure, including the 'One Nation-One Port Process (ONOP)' initiative to standardise and streamline operations across major ports. India's ports infrastructure market is valued at \$7 Bn in 2024, and is expected to reach \$11 Bn by 2030. This growth is driven by increased investment in modernisation and expansion of port facilities. The Maritime India Vision 2030 aims to increase port capacity to 3,300+ MTPA by 2030, requiring investments of ~Rs 4 Cr across major and non-major ports. The Sagarmala Programme demonstrates the government's commitment to port-led development, mapping out 802 projects worth Rs 6 Lc Cr for completion by 2035.

The government's infrastructure push to support overall growth of the company moving ahead.



# **Strategies Implemented During FY25**

KPIL has taken visible strides in enhancing the quality of its order book—securing large, complex mandates in areas such as underground metro rail, HVDC transmission, design-build buildings, airports, and industrial infrastructure. These strategic wins are enabling the company to build niche capabilities and sharpen its competitive edge—preparing it for the next phase of scalable and sustainable growth.

**Expanding Horizons:** KPIL is actively expanding its presence across the business areas in which it operates, including Industrial Process Plants, Design-Build Projects, Pumped Storage Projects, country-specific non-T&D project opportunities and Solar & Renewable Projects on the international front. In addition, the company is broadening its manufacturing facilities to capture emerging opportunities and reinforce its competitive advantage.

**Digitalisation:** KPIL is embracing smart, scalable technologies, from automation and AI to data intelligence and digital project management, to enhance precision and accelerate delivery. Whether it is integrating advanced automation like robotic welding in its manufacturing plants or developing Kalp Gyaan, the industry's first-of-its-kind in-house Gen AI Knowledge Hub for employees, it is staying agile and adaptive, while remaining cost-smart.

KPIL has developed in-house software called V-TOWER, which has led to substantial cost savings for the company, negating the need to spend ~Rs 8-10 Lc per license on utilising a similar software. V-TOWER facilitates tower analysis with or without redundancy and boasts an intuitive interface and graphical capabilities for design input, enhancing the user experience.

In one of the projects, the company focused on the construction of advanced pier caps for modern railway infrastructure using innovative cantilever brackets. This method minimised excavation, foundation preparation, and the need for deep foundations, thus accelerating the construction process and lowering costs.

# **Key Strategies Moving Forward**

- Strengthening Core EPC Capabilities: The company is scaling up by targeting larger, more complex
  projects across the buildings, oil & gas, and infrastructure sectors. Enhanced design-build capabilities
  and backwards integration (girders, formwork, scaffolding) are improving quality, reducing costs, and
  driving execution efficiency.
- Expanding Global Presence: KPIL continue to grow in high-potential markets across Europe, Africa,
  Asia, and Latin America. New subsidiaries and hubs in Sweden and Brazil, along with project wins in
  the Middle East and Africa, highlight its ability to localise and adapt to regional needs.
- Strategic Inorganic Growth: The company is exploring acquisitions and partnerships that enhance its core strengths, add niche capabilities, and support entry into new geographies and adjacent sectors—furthering long-term value creation.
- Enhancing Efficiency and Returns: The management is focused on high-margin, value accretive
  projects, improved working capital cycles, and faster execution. Capital efficiency is driven by divesting
  non-core assets, reducing debt, and optimising return ratios.

Focus on strengthening core capabilities and expanding globally



### **Business Outlook**

KPIL is well-positioned to build on its strong foundation and diversified business mix in the coming fiscal year. Strategically, it continues to prioritise operational excellence, timely execution and disciplined capital deployment. The Company is actively expanding its international presence in high-potential markets such as the Middle East, Africa, Latin America and Southeast Asia, particularly in the T&D and Oil and Gas businesses. Domestically, KPIL is sharpening its focus on metro, urban infrastructure and high-value industrial and institutional projects to drive long-term value creation.

Across all verticals, KPIL remains committed to enhancing competitiveness through automation, digitalisation and the adoption of lean construction practices. These initiatives, coupled with investments in mechanisation, sustainability and people development, are expected to accelerate project delivery and margin improvement. With the infrastructure cycle gaining momentum in India and worldwide, KPIL is expected to seize new opportunities and maintain its profitable growth.

KPIL is poised for sustained profitable growth by leveraging operational excellence, domestic infrastructure focus, and technologydriven efficiencies

# **Corporate Social Responsibility**

KPIL's vision is firmly rooted in the principles of inclusive development, ethical governance, and long-term sustainability. The company is committed to uplifting marginalised and vulnerable communities by addressing critical societal needs through strategic, innovative, and community-focused interventions. Through ethical practices, adherence to applicable laws and regulations, and a collaborative approach, it aims to build resilient communities, promote equity, and enable shared prosperity. The CSR projects are implemented through Kalpataru Foundation, the philanthropic arm of the Kalpataru Group, in close partnership with grassroots-level implementation partners. KPIL remains steadfast in its mission to build trust with communities and contribute meaningfully towards a sustainable future for both society and the planet.



## **Risks & Mitigation**

- Financial risk: Exchange rates and interest rate fluctuations impact the company's finances and profitability.
- Mitigation: The company mitigates this risk through diversified domestic and international order books
  along with currency-forward contracts. It maintains strong liquidity via consortium banking, trade
  finance, and capital markets, while actively monitoring cash flows and market conditions to manage
  working capital effectively.
- Commodity price variation and currency fluctuations: Commodity prices and availability are subject
  to fluctuations, and in the absence of adequate hedging, rising input costs under fixed-price contracts
  could impact profitability. Also, with operations across multiple countries, adverse currency movements
  may affect the company's financial performance.
- Mitigation: For firm price contracts, it mitigates exposure by using commodity forward contracts or transferring the risk via back-to-back agreements with vendors/contractors.
- **Cyber security risk:** The company has invested in Digitisation and Automation across all functions. Globally, cybersecurity has become a key concern for the continuity of business.
- Mitigation: The company strengthens cybersecurity by conducting awareness campaigns, mandatory
  certifications, and regular recertifications for employees. It also ensures periodic upgrades of systems
  and hardware, while deploying new applications only after thorough testing and necessary
  certifications.
- Operational Risk: Given the nature of the EPC business, the company is inherently exposed to a wide
  range of operational risks, including execution delays, supply chain disruptions and unforeseen sitelevel challenges. Such risks can lead to project overruns, cost escalations and impact both revenue
  recognition and profitability.
- Mitigation: Standardised procedures and risk mitigating protocols are embedded across project
  lifecycles to ensure consistency and timely decision-making. Each project is evaluated through a
  structured operational risk lens, leveraging industry best practices to identify vulnerabilities early and
  implement corrective measures.

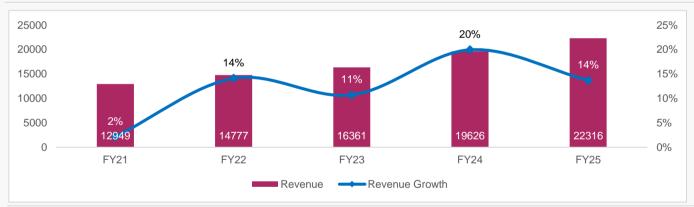


# Profitability Analysis (Rs Cr)

| Particulars        | FY24   | FY25   | Change | Comments/Analysis   |
|--------------------|--------|--------|--------|---|
| Sales              | 19,626 | 22,316 | 14%    | Revenue growth attributed to robust execution in the T&D and B&F business |
| Raw Materials      | 8,205  | 8,581  | 5%     | Higher cost of materials and construction expenses as execution increases |
| Gross Profits      | 4826   | 5377   | 11%    | Gross profits improved as sales increased                                 |
| Operating Expenses | 9,793  | 11,901 | 22%    | An increase in employee expenses results in higher expenses               |
| EBITDA             | 1,629  | 1,834  | 13%    | EBITDA improved as sales grew   |
| Depreciation       | 473    | 497    | 5%     | An increase in Capex caused higher depreciation                           |
| EBIT               | 1,219  | 1,399  | 15%    | EBIT growth led by an increase in revenue and other income                |
| Interest           | 518    | 577    | 11%    | Increased due to an increase in short-term borrowings                     |
| PBT                | 701    | 823    | 17%    | PBT was higher, led by the reasons mentioned above                        |
| Tax                | 185    | 256    | 38%    | Tax is higher due to growth in profitability                              |
| PAT                | 516    | 567    | 10%    | The profits are higher due to the above reasons                           |
| EPS                | 31.9   | 33.2   | 4%     | EPS is in line with the PAT   |

Source: company; Axis Securities Research

Exhibit 3: Revenue (Cr) and Revenue Growth Trend (%)



Source: Company, Axis Securities

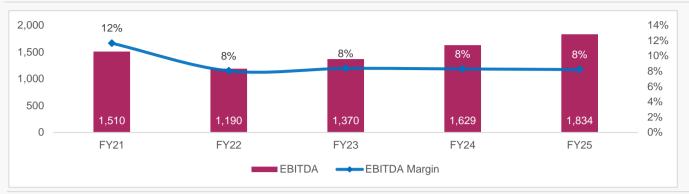
# **Profitability Margins**

| Particulars | FY24  | FY25  | Change  | Comments/Analysis                                 |
|-------------|-------|-------|---------|---|
| GPM         | 24.6% | 24.1% | -50 bps | Degrowth due to higher construction expenses      |
| EBITDAM     | 8.3%  | 8.2%  | -10 bps | EBITDAM impacted by higher costs                  |
| PATM        | 2.6%  | 2.5%  | 10 bps  | Profits grew due to higher sales and other income |

Source: Company; Axis Securities Research

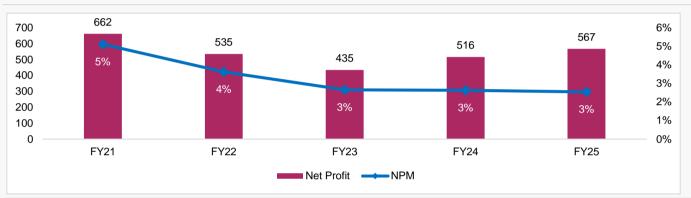


Exhibit 4: EBITDA (Cr) and EBITDAM Trend (%)



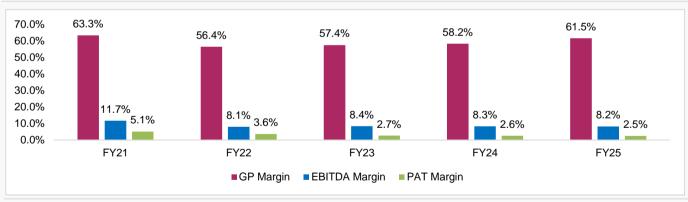
Source: Company, Axis Securities Research

Exhibit 5: Net Profit (Cr) and NPM Trend (%)



Source: Company, Axis Securities Research

Exhibit 6: Gross Margin, EBITDA Margin & Net Profit Margin



Source: Company, Axis Securities Research

# **Financial Ratios**

| Particulars     | FY24  | FY25  | Change  | Comments/Analysis   |
|-----------------|-------|-------|---------|---|
| ROE             | 10.4% | 9.6%  | -80 bps | ROE reduced as the equity base increased after QIP  |
| ROCE            | 16.1% | 16.8% | 70 bps  | ROCE grew as debt was reduced   |
| Asset Turn      | 2.6   | 2.7   | 0.1     | Asset turnover was higher owing to an increase in revenue and better utilisation during the year. |
| Net-debt/Equity | 0.8   | 0.6   | 0.2     | Decreased due to lower long-term debts  |

Source: Company; Axis Securities Research



# **Key Balance Sheet Takeaways**

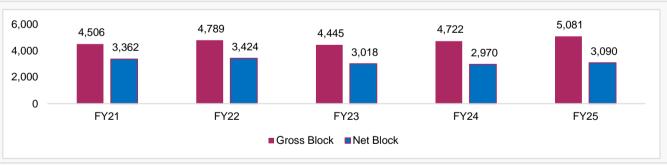
- Working Capital Management: The company's working capital intensity decreased to a negative figure of Rs 677 Cr, compared to a negative figure of Rs 635 Cr in FY24. The cash conversion cycle increased to 36 days in FY25 from 17 days in FY24 due to an increase in receivables.
- Capex: Between FY21-FY25, the company generated a total OCF of Rs 4,060 Cr, and 56% of the total
  OCF (Rs 2,267 Cr) was utilised towards its Capex program, indicating a moderate Capex intensity.
  While the CFO remained the major source of funding for the company, it generated an FCF of Rs 1,794
  Cr over FY21-FY25.
- **Debt:** The company's net debt to equity stood at 0.3x as of 31<sup>st</sup> March, 2025. Consolidated net debt declined by 25% YoY to Rs 1,953 Cr by the end of FY25, owing to a successful Qualified Institutional Placement (QIP).
- **Fixed capital formation:** Gross Fixed Capital formation improved to Rs 5,081 Cr in FY25 from Rs 4,722 Cr in FY24, an improvement of 8% as the company incurred Capex for superior project execution.
- Cash & liquidity position: The company's liquidity position has improved owing to better working
  capital management after QIP. The cash & equivalent, including bank balance, stood at Rs 1,759 Cr in
  FY25 against Rs 1,032 Cr in FY24, an increase of 70% YoY.

# **Exhibit 7: Leverage Ratio**



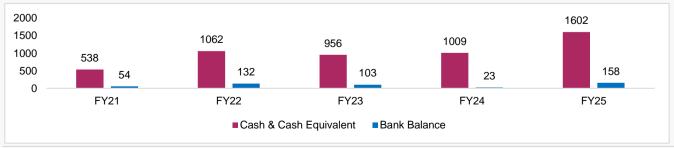
Source: Company, Axis Securities Research

**Exhibit 9: Gross & Net Block** 



Source: Company, Axis Securities Research

Exhibit 8: Cash & Cash Equivalents and Bank Balance



Source: Company, Axis Securities Research



# Key Cashflow Takeaways (Rs Cr)

| Particulars     | FY24  | FY25  | Change | Comments/Analysis                                       |
|-----------------|-------|-------|--------|---|
| PAT             | 516   | 567   | 10%    | Profits grew due to higher sales and other income       |
| Depreciation    | 473   | 497   | 5%     | An increase in Capex caused higher depreciation         |
| Finance cost    | 518   | 577   | 11%    | Increased due to an increase in short-term borrowings   |
| Working capital | (635) | (677) | -7%    | WC is impacted by lower inventory and trade receivables |
| CFO             | 843   | 914   | 8%     | Higher due to an increase in revenue                    |
| CFI             | (263) | (719) | 173%   | Increase due to high capex made during the year         |
| CFF             | (524) | 400   | 176%   | Increase due to funds raised from QIP                   |
| Capex           | (352) | (575) | -63%   | Higher investments in assets                            |

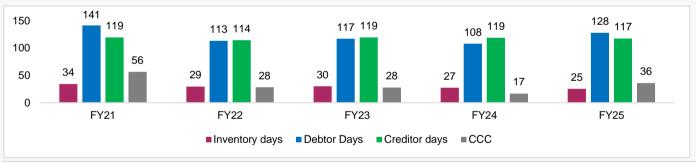
Source: Company; Axis Securities Research

# **Cash Conversion Cycle**

| Particulars           | FY24 | FY25 | Change | Comments/Analysis                             |
|-----------------------|------|------|--------|---|
| Inventory Days        | 27   | 25   | -2     | Reduced due to lower procurement of RM        |
| Debtor Days           | 108  | 128  | 20     | Increase led by higher debtors                |
| Creditor Days         | 119  | 117  | 2      | Increased as payments improved                |
| Cash Conversion Cycle | 17   | 36   | 19     | CCC is high due to an increase in receivables |

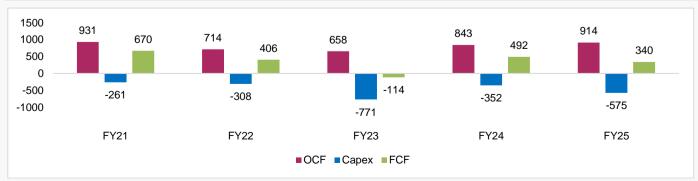
Source: Company; Axis Securities Research

**Exhibit 9: Cash Conversion Cycle** 



Source: Company, Axis Securities Research

Exhibit 10: OCF, Capex & FCF



Source: Company, Axis Securities Research



# Financials (Consolidated)

Profit & Loss (Rs Cr)

| Y/E Mar                              | FY24   | FY25   | FY26E  | FY27E  |
|--------------------------------------|--------|--------|--------|--------|
| Net sales                            | 19,626 | 22,316 | 26,833 | 31,442 |
| Other operating income               | 0      | 0      | 0      | 0      |
| Total income                         | 19,626 | 22,316 | 26,833 | 31,442 |
| Raw material cost & Construction Exp | 8,205  | 8,581  | 10,610 | 13,017 |
| Contribution (%)                     | 58.2%  | 61.5%  | 60.5%  | 58.6%  |
| Other Expenses                       | 9,793  | 11,901 | 13,861 | 15,627 |
| Operating Profit                     | 1,629  | 1,834  | 2,362  | 2,798  |
| Other income                         | 64     | 62     | 73     | 94     |
| PBIDT                                | 1,693  | 1,897  | 2,436  | 2,893  |
| Depreciation                         | 473    | 497    | 535    | 597    |
| Interest & Fin Chg.                  | 518    | 577    | 549    | 597    |
| Pre-tax profit                       | 0      | 0      | 0      | 0      |
| Tax provision                        | 0      | 0      | 0      | 0      |
| PAT                                  | 701    | 823    | 1,352  | 1,699  |

Source: company, Axis Securities Research

Balance Sheet (Rs Cr)

| 7,659 | 8,971                          | 9,699   | 10,743  |
|-------|--------------------------------|---|---|
| 2,970 | 3,090                          | 3,155   | 3,158   |
| 788   | 984                            | 984   | 984   |
| 1,850 | 2,114                          | 2,293   | 3,853   |
| 1,032 | 1,759                          | 2,244   | 1,723   |
| 1,019 | 1,024                          | 1,024   | 1,024   |
|       | 2,970<br>788<br>1,850<br>1,032 | 2,970     3,090       788     984       1,850     2,114       1,032     1,759 | 2,970     3,090     3,155       788     984     984       1,850     2,114     2,293       1,032     1,759     2,244 |

| Capital employed   | 7,659 | 8,970 | 9,699 | 10,742 |
|--------------------|-------|-------|-------|--------|
| Equity capital     | 32    | 34.1  | 34.1  | 34.1   |
| Reserves           | 5,105 | 6,479 | 7,327 | 8,420  |
| Minority Interests | (25)  | (44)  | (44)  | (44)   |
| Borrowings         | 1,448 | 1,467 | 1,348 | 1,298  |
| Other Liabilities  | 1,099 | 1,035 | 1,035 | 1,035  |

Source: company, Axis Securities Research



Cash Flow (Rs Cr)

| Y/E Mar                    | FY24  | FY25  | FY26E | FY27E  |
|----------------------------|-------|-------|-------|--------|
| PAT                        | 516   | 567   | 978   | 1223   |
| Depreciation               | 473   | 497   | 535   | 597    |
| Interest Expense           | 518   | 577   | 549   | 597    |
| Changes in Working Capital | (635) | (677) | (179) | (1560) |
| Others                     | 253   | 222   | 301   | 381    |
| Tax Paid                   | (282) | (272) | (374) | (476)  |
| Net Cash from Operations   | 843   | 914   | 1810  | 763    |
| Capex                      | (352) | (575) | (600) | (600)  |
| Others                     | 89    | (144) | 73    | 94     |
| Net Cash from Investing    | (263) | (719) | (527) | (506)  |
| Borrowings                 | 137   | 487   | (120) | (50)   |
| Interest Expense           | (504) | (566) | (549) | (597)  |
| Dividend paid              | (114) | (130) | (130) | (130)  |
| Others                     | 182   | 200   | 0     | 0      |
| Net Cash from Financing    | (524) | 400   | (799) | (777)  |
| Net Change in Cash         | 56    | 596   | 484   | (520)  |
| Opening cash               | 956   | 1009  | 1602  | 2086   |
| Closing cash               | 1009  | 1602  | 2086  | 1566   |

Source: company, Axis Securities Research

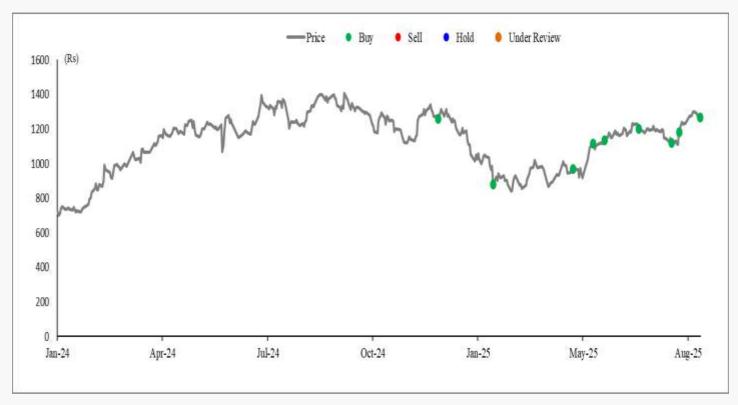
Ratio Analysis (%)

| Y/E Mar                 | FY24  | FY25  | FY26E | FY27E |
|-------------------------|-------|-------|-------|-------|
| Sales growth            | 20.0% | 14%   | 20%   | 17%   |
| ОРМ                     | 8.3%  | 8.2%  | 8.8%  | 8.9%  |
| Oper. profit growth     | 19%   | 13%   | 29%   | 18%   |
| COGS / Net sales        | 42%   | 38%   | 40%   | 41%   |
| Overheads/Net sales     | 50%   | 53%   | 52%   | 50%   |
| Depreciation / G. block | 10%   | 10%   | 9%    | 10%   |
| Effective interest rate | 13.6% | 14.2% | 13.3% | 14.8% |
| NWC/ Net sales          | 0.21  | 0.21  | 0.19  | 0.19  |
| Net sales / G. block    | 4.2   | 4.4   | 4.7   | 5.0   |
| RoCE                    | 16%   | 17%   | 20%   | 22%   |
| Debt/equity             | 0.8   | 0.6   | 0.6   | 0.5   |
| Effective tax rate      | 26.4% | 31.0% | 27.7% | 28.0% |
| RoE                     | 10%   | 10%   | 14%   | 15%   |
| Payout ratio            | 22.0% | 23%   | 13%   | 11%   |
| EPS                     | 31.9  | 33.2  | 57.2  | 71.5  |
| EPS Growth              | 18.6% | 4.2%  | 72.4% | 25.0% |
| CEPS                    | 61.1  | 62.3  | 88.5  | 106.4 |
| DPS                     | 7.0   | 7.6   | 7.6   | 7.6   |

Source: company, Axis Securities Research



# Kalpataru Projects International Ltd Price Chart and Recommendation History



Source: Axis Securities Research

| Date      | Reco | TP    | Research            |
|-----------|------|-------|---------------------|
| 26-Dec-24 | BUY  | 1,590 | Initiating Coverage |
| 17-Feb-25 | BUY  | 1,350 | Result Update       |
| 01-Apr-25 | BUY  | 1,350 | Top Picks           |
| 02-May-25 | BUY  | 1,350 | Top Picks           |
| 20-May-25 | BUY  | 1,350 | Result Update       |
| 01-Jun-25 | BUY  | 1,350 | Top Picks           |
| 01-Jul-25 | BUY  | 1,350 | Top Picks           |
| 01-Aug-25 | BUY  | 1,350 | Top Picks           |
| 11-Aug-25 | BUY  | 1,470 | Result Update       |
| 01-Sep-25 | BUY  | 1,470 | AAA                 |
|           |      |       |                     |



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|--------------|--|
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| HOLD         | Between 10% and -10%   |
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