

AMARA RAJA ENERGY & MOBILITY

RESULT UPDATE

KEY DATA

Rating	BUY
Sector relative	Neutral
Price (INR)	967
12 month price target (INR)	1,130
52 Week High/Low	1,058/670
Market cap (INR bn/USD bn)	177/1.9
Free float (%)	67.0
Avg. daily value traded (INR mn)	909.9

SHAREHOLDING PATTERN

	Jun-26	Mar-26	Dec-25
Promoter	32.86%	32.86%	32.86%
FII	20.2%	20.13%	20.2%
DII	15.3%	16.95%	17.13%
Pledge	0%	0%	0%

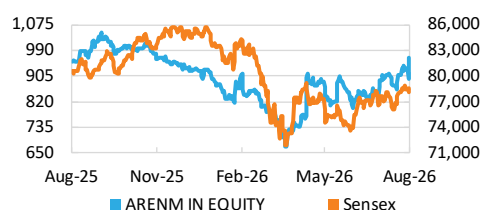
FINANCIALS

	(INR mn)			
Year to March	FY25A	FY26A	FY27E	FY28E
Revenue	1,24,049	1,35,489	1,56,282	1,70,772
EBITDA	16,291	15,442	17,734	19,634
Adjusted profit	8,528	7,113	9,338	10,111
Diluted EPS (INR)	46.6	38.9	51.0	55.3
EPS growth (%)	(5.9)	(16.6)	31.3	8.3
RoAE (%)	12.1	9.2	11.0	11.0
P/E (x)	20.8	25.0	19.0	17.6
EV/EBITDA (x)	10.9	11.6	10.4	9.7
Dividend yield (%)	1.1	1.1	1.6	1.7

CHANGE IN ESTIMATES

	Revised estimates		% Revision	
Year to March	FY27E	FY28E	FY27E	FY28E
Revenue	1,56,282	1,70,772	1	1
EBITDA	17,734	19,634	-1	0
Adjusted profit	9,338	10,111	-1	-1
Diluted EPS (INR)	51.0	55.3	-1	-1

PRICE PERFORMANCE



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Q1 EBITDA miss; promising lithium prospects

Q1 core revenue rose 21% YoY to INR40.4bn, above estimate of INR38.9bn. Revenues were aided by increase of over 20% in auto, 60% in home inverter and 10% in UPS. EBITDA grew 5% to INR4.1bn, a 4% miss, mainly due to lag in pass-through of commodity inflation and higher costs relating to productivity improvement and brand building.

We are building in FY26–28E LAB revenue/EPS CAGR of 12%/19%. Amara Raja is doubling down on lithium business, with focus on battery packs, cells and BESS segments. These efforts improve long-term growth visibility. Retain 'BUY' with an unchanged TP of INR1,130 based on 15x FY28E EPS for the LAB and 2x P/B for the lithium business. At CMP, the stock trades at 13x/12x FY27E/28E core PE.

Q1FY27 EBITDA below estimate

Revenue grew 21% YoY to INR40.4bn, 4% above estimate. Revenue growth was driven by continued uptick in auto OEM (growth of 24%/35% in 4W/2W), auto replacement (15%), home energy (60%), industrial UPS (10%) and other segments (5–6%). EBITDA rose 5% to INR4.1bn, 4% below estimate. Margin was impacted by 90bp of strategic investments, including brand building initiatives, the Amaron Assist pilot project and Factory of the Future programs aimed at improving throughput. In addition, sharp increase in alloy, sulphuric acid and plastic costs weighed on profitability. Higher input costs also led to a one-time increase in warranty provisions. Elevated freight expenses, a higher share of lower-margin traded products and pressure at the recycling business further impacted margins. Other income grew 14% to INR159mn. PAT grew 5% to INR2bn, 7% below estimate.

LAB growth to sustain for 8–10 years

We are building in 12% revenue CAGR for the core LAB business over FY26–28E on the back of growth in auto and industrial segments. We forecast auto revenue CAGR of 15% driven by the underlying OEM industry and stable replacement demand. Industrial revenue CAGR shall be modest at 3%—likely driven by categories such as UPS, traction and solar/power segments.

Lithium business scale-up progressing

Domestic lithium demand is expected to grow from 15GWh in FY26 to 100GWh in FY31. The company is focussing on both lithium battery pack and cell manufacturing. Battery pack revenue stood at INR7.8bn in FY26 and is expected to increase to INR13bn in FY27E. On cell manufacturing, the company will initially produce NMC-chemistry cells with 2GWh capacity in Q2CY27. The plan is to expand total lithium cell capacity (including BESS) to 16GWh by FY30, at an investment of INR95bn.

Financials

Year to March	Q1FY27	Q1FY26	YoY (%)	Q4FY26	QoQ (%)
Net Revenue	40,414	33,499	20.6	34,599	16.8
EBITDA	4,074	3,867	5.4	3,771	8.0
Adjusted Profit	2,042	1,940	5.3	1,412	44.7
Diluted EPS (INR)	11.2	10.6	5.3	7.7	44.7

Financial Statements

Income Statement (INR mn)

Year to March	FY25A	FY26A	FY27E	FY28E
Total operating income	1,24,049	1,35,489	1,56,282	1,70,772
Gross profit	39,978	41,914	47,878	52,573
Employee costs	7,468	8,396	9,137	9,985
Other expenses	16,220	18,076	21,007	22,954
EBITDA	16,291	15,442	17,734	19,634
Depreciation	4,921	5,477	5,777	6,088
Less: Interest expense	422	407	325	820
Add: Other income	933	919	852	791
Profit before tax	11,881	10,478	12,485	13,517
Prov for tax	3,353	3,365	3,146	3,406
Less: Other adj	0	0	0	0
Reported profit	8,528	7,113	9,338	10,111
Less: Excp.item (net)	0	0	0	0
Adjusted profit	8,528	7,113	9,338	10,111
Diluted shares o/s	183	183	183	183
Adjusted diluted EPS	46.6	38.9	51.0	55.3
DPS (INR)	10.5	10.6	15.3	16.6
Tax rate (%)	28.2	32.1	25.2	25.2

Important Ratios (%)

Year to March	FY25A	FY26A	FY27E	FY28E
Gross profit margin (%)	32.2	30.9	30.6	30.8
Staff cost % sales	6.0	6.2	5.8	5.8
Other expenses % sales	13.1	13.3	13.4	13.4
EBITDA margin (%)	13.1	11.4	11.3	11.5
Net profit margin (%)	6.9	5.2	6.0	5.9
Revenue growth (% YoY)	10.2	9.2	15.3	9.3
EBITDA growth (% YoY)	0.5	(5.2)	14.8	10.7
Adj. profit growth (%)	(5.9)	(16.6)	31.3	8.3

Assumptions

Year to March	FY25A	FY26A	FY27E	FY28E
Auto OEM (INR mn)	14,064.1	18,001.0	22,213.1	24,438.3
Auto Aftermarket (INR mn)	74,086.7	83,984.6	99,225.0	1,09,913.8
Industrial (INR mn)	33,810.7	30,184.5	30,933.2	32,131.3
Others (INR mn)	2,087.1	3,318.8	3,910.8	4,288.2

Valuation Metrics

Year to March	FY25A	FY26A	FY27E	FY28E
Diluted P/E (x)	20.8	25.0	19.0	17.6
Price/BV (x)	2.4	2.2	2.0	1.9
EV/EBITDA (x)	10.9	11.6	10.4	9.7
Dividend yield (%)	1.1	1.1	1.6	1.7

Source: Company and Nuvama estimates

Balance Sheet (INR mn)

Year to March	FY25A	FY26A	FY27E	FY28E
Share capital	183	183	183	183
Reserves	73,600	81,425	87,961	95,039
Shareholders funds	73,783	81,608	88,144	95,222
Minority interest	0	0	0	0
Borrowings	1,445	2,715	7,715	13,715
Trade payables	20,467	20,522	25,690	28,072
Other liabs & prov	4,236	6,409	4,241	4,408
Total liabilities	99,930	1,11,253	1,25,790	1,41,416
Net block	25,861	30,572	28,573	26,252
Intangible assets	4,606	4,439	4,661	4,894
Capital WIP	8,441	5,875	5,875	5,875
Total fixed assets	38,908	40,886	39,109	37,021
Non current inv	19,979	25,855	38,855	52,855
Cash/cash equivalent	1,653	1,154	399	507
Sundry debtors	11,428	11,673	12,845	14,036
Loans & advances	1,901	2,891	2,891	2,891
Other assets	21,781	24,515	27,411	29,827
Total assets	99,930	1,11,253	1,25,790	1,41,416

Free Cash Flow (INR mn)

Year to March	FY25A	FY26A	FY27E	FY28E
Reported profit	10,948	9,559	11,632	12,726
Add: Depreciation	4,921	5,477	5,777	6,088
Interest (net of tax)	422	407	325	820
Others	(25)	(11)	(12)	(12)
Less: Changes in WC	3,257	(1,740)	(1,069)	(1,058)
Operating cash flow	16,240	10,657	13,508	15,158
Less: Capex	(9,389)	(7,455)	(4,000)	(4,000)
Free cash flow	6,851	3,202	9,508	11,158

Key Ratios

Year to March	FY25A	FY26A	FY27E	FY28E
RoE (%)	12.1	9.2	11.0	11.0
RoCE (%)	17.2	13.6	14.2	14.0
Inventory days	83	84	82	83
Receivable days	32	31	29	29
Payable days	80	80	78	83
Working cap (% sales)	9.0	9.6	9.0	8.9
Gross debt/equity (x)	0	0	0.1	0.1
Net debt/equity (x)	0	0	0.1	0.1
Interest coverage (x)	29.1	26.8	39.4	17.5

Valuation Drivers

Year to March	FY25A	FY26A	FY27E	FY28E
EPS growth (%)	(5.9)	(16.6)	31.3	8.3
RoE (%)	12.1	9.2	11.0	11.0
EBITDA growth (%)	0.5	(5.2)	14.8	10.7
Payout ratio (%)	22.5	27.3	30.0	30.0

Q1FY27 conference call: Key takeaways

Lead Acid Business (LAB)

- **Industry growth outlook:** Management expects domestic aftermarket volume to grow in the low double digits for the 2W segment and at a slightly lower pace for 4W segment. Supported by growth across industrial, mobility and export businesses, the lead-acid segment is expected to deliver medium-term growth of 9–10%.
- **Traded products:** Trading revenue accounted for ~15% of lead-acid battery revenue during the quarter. It was elevated on account of a strong tubular season. Although the tubular plant operated at 100% capacity, the excess demand had to be met through traded batteries. The higher trading mix diluted gross margin. Management indicated that this share is unlikely to sustain at the same level in subsequent quarters, as tubular requirements will increasingly be met from the company's own manufacturing plant.
- **Q1FY27 performance:** i) **Automotive:** OEM volumes grew 24% in 4W and over 35% in 2W YoY, while aftermarket volumes across both 2W and 4W grew around 15%. ii) **Home energy:** Volumes grew over 60% across both tubular batteries and home inverter products. iii) **Industrial:** UPS battery volumes grew 10% while telecom lead-acid volumes continued to decline on migration to lithium-ion. Other segments such as railways and power control grew 5–6%. iv) **Exports:** Automotive export volumes fell 20% YoY, driven by lower shipments to Middle East markets as alternative sea routes remain freight-intensive.
- **Price hike:** The company implemented a 3% price hike in Q1FY27 to offset raw material inflation and expects an additional 2–3% increase in Q2FY27 to further mitigate cost pressures.
- **Margins:** Standalone EBITDA margin contracted 150bp YoY/80bp QoQ to 10.1%. Standalone margins were impacted by ~90bp of strategic investments, including brand-building initiatives, the Amaron Assist pilot project and Factory of the Future programs aimed at improving throughput and capacity. In addition, sharp increases in alloy, sulphuric acid and plastic costs weighed on profitability. Higher input costs also led to a one-time increase in warranty provisions for the unexpired battery population. Elevated fuel and freight expenses, a higher share of lower-margin traded products, and pressure at the recycling business due to higher domestic scrap prices further impacted margins.
- **Recycling:** Battery-breaking operations remain in the trial production phase. During the quarter, sharp increases in domestic scrap prices pushed the cost of recycled lead to levels at or slightly above LME lead prices, creating margin pressure for the recycling plant. Over the longer term, management expects batteries collected under EPR obligations to serve as feedstock for the facility, with the associated margin benefits to become clearer once operations stabilize.
- **FY27 capex** is planned at INR4bn.

New energy business (NEB)

- **Q1FY27 performance:** New energy revenue grew 73% YoY to INR2.1bn, supported by higher demand for telecom packs and 3W packs. Both EV and telecom pack volumes grew over 50% YoY.
- **Capex project update:** i) **Customer qualification plant** was inaugurated in July 2026 with multi-form and multi-chemistry capability. ii) **E-Positive:** The research facility is expected to commence operations in the current quarter. iii) **Giga cell factory:** GIGA 1 is expected to commercialize in H1FY28. Equipment for the 2GWh NMC line is due for delivery in Q3FY27.
- **Battery Energy storage systems (BESS):** The company plans to invest INR2.5–3.0bn in a 5GWh BESS assembly facility based on LFP chemistry. BESS solutions are currently priced at ~USD100–120/kWh, with operating margins expected at 5–7%, potentially reaching 7–8% with higher localisation. Management targets ~5GWh utilisation within six–seven months of commissioning, supported by a healthy domestic order pipeline from EPC players and emerging export opportunities. The business is expected to operate with ~90–100 days of working capital.
- **PLI:** The Company intends to participate in the recently announced 10GWh PLI incentive scheme.
- **Market share:** Management reiterated its long-term objective of capturing 15–20% of the addressable lithium cell market opportunity.
- **FY27 capex/investment** is planned at INR13bn.
- **Telecom:** Combined across lead-acid and lithium, the company retained over 60% market share in telecom.

Exhibit 1: Change in estimates

INR mn	Old estimates		New estimates		Variance (%)	
	FY27E	FY28E	FY27E	FY28E	FY27E	FY28E
Net revenues	1,55,463	1,69,276	1,56,282	1,70,772	1	1
EBITDA	17,874	19,632	17,734	19,634	-1	0
Adjusted Profit	9,477	10,244	9,338	10,111	-1	-1
Diluted EPS (INR)	51.8	56.0	51.0	55.3	-1	-1

Source: Nuvama Research

Exhibit 2: Key revenue assumptions: 14% CAGR over FY26–28E

Revenues (INR mn)	FY25	FY26	FY27E	FY28E	CAGR % FY26-28E
Automotive (2W & 4W)	88,151	1,01,986	1,21,438	1,34,352	15
growth (%)	16	16	19	11	
-OEM	14,064	18,001	22,213	24,438	17
growth (%)	12	28	23	10	
-Aftermarket	74,087	83,985	99,225	1,09,914	14
growth (%)	17	13	18	11	
Industrial	33,811	30,184	30,933	32,131	3
growth (%)	(4)	(11)	2	4	
Others	2,087	3,319	3,911	4,288	14
growth (%)	69	59	18	10	
Total Revenue	1,24,049	1,35,489	1,56,282	1,70,772	12
growth (%)	10.2	9.2	15.3	9.3	

Source: Company, Nuvama Research

Exhibit 3: SotP at INR1,130/share

	Basis of Valuation	Equity value (INR bn)	Equity value/share (INR)
Core business (lead acid batteries)	15x FY28E EPS	152	829
Lithium batteries (100% stake)	2x P/B	56	306
Total			1,135
Total (Rounded off)			1,130

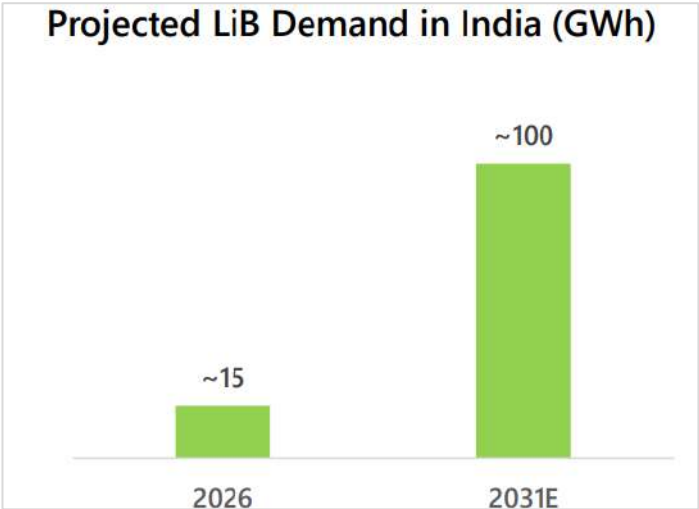
Source: Nuvama Research

Exhibit 4: EV transition to increase notably over the medium term

Segment	FY22	FY23	FY24	FY25	FY26	FY31
2W	1.8	4.5	5.1	5.8	6.4	20–25%
3W	4.1	7.3	16	23.4	33.4	50–60%
PV	0.6	1.2	2.2	2.7	4.7	15–20%

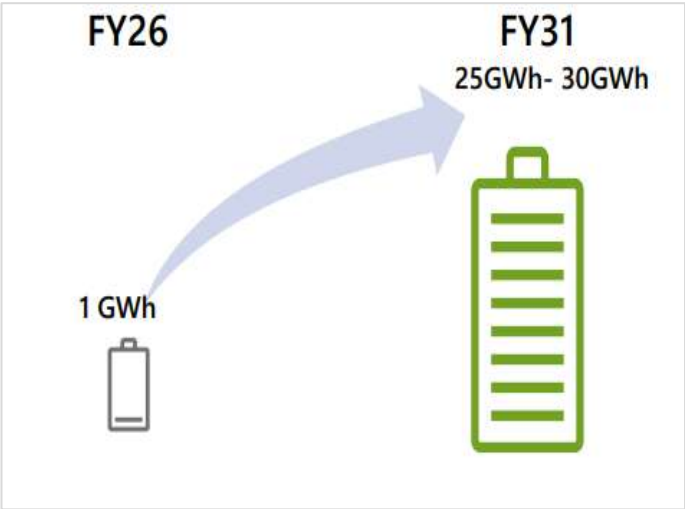
Source: Dhoot RHP, SIAM, Vahan, Nuvama Research

Exhibit 5: Overall lithium demand to grow multi-fold



Source: Company, Nuvama Research

Exhibit 6: BESS demand to rise even higher



Source: Company, Nuvama Research

Exhibit 7: Lithium cell manufacturing facility to commence operations from Q2CY27



Source: Company, Nuvama Research

AMARA RAJA ENERGY & MOBILITY

Exhibit 8: Marquee OEM clientele for LAB; expanding customer base for lithium business



Source: Company, Nuvama Research

Exhibit 9: Average CY25 P/B valuation across global peers at 2.5x

Company	P/B (CY25)
Pylon Technologies	1.2
Ganfeng Lithium Group	1.5
Guangzhou Great Power Energy	5.8
Farasis Energy	1.4
Contemporary Amperex Technology	5.5
China Aviation Lithium Battery	0.7
LG Energy Solution	3.8
Samsung SDI	1.4
SK Innovation	0.8
Average	2.5

Source: Bloomberg, Nuvama Research

Exhibit 10: Quarterly snapshot (standalone, INR mn); EBITDA below estimates

Year to March	Q1FY27	Q1FY26	YoY (%)	Q4FY26	QoQ (%)
Net revenues	40,414	33,499	20.6	34,599	16.8
Raw material	28,881	23,629	22.2	24,302	18.8
Staff costs	2,260	1,976	14.4	2,143	5.5
Other expenses	5,200	4,028	29.1	4,383	18.6
Total expenditure	36,341	29,633	22.6	30,828	17.9
EBITDA	4,074	3,867	5.4	3,771	8.0
Depreciation	1,403	1,292	8.6	1,396	0.5
EBIT	2,671	2,574	3.7	2,376	12.4
Less: Interest Expense	107	104	3.1	134	(20.2)
Add: Other income	159	139	14.1	276	(42.3)
Profit before tax	2,723	2,610	4.3	2,517	8.2
Less: Provision for Tax	695	670	3.7	1,106	(37.1)
Add: Exceptional items/Extraordinary item	0	0		1,812	(100.0)
Reported Profit	2,028	1,940	4.5	3,223	(37.1)
Adjusted Profit	2,042	1,940	5.3	1,412	44.7
No. of Diluted shares outstanding	183	183		183	
Adjusted Diluted EPS	11.2	10.6	5.3	7.7	44.7
As a % revenues					
Year to March	Q1FY27	Q1FY26	bps change (YoY)	Q4FY26	bps change (QoQ)
Gross margins	28.5	29.5	-93	29.8	-122
Raw material	71.5	70.5	93	70.2	122
Staff costs	5.6	5.9	-31	6.2	-60
Other expenses	12.9	12.0	84	12.7	20
EBIDTA	10.1	11.5	-146	10.9	-82
Adjusted net profit	5.1	5.8	-74	4.1	97
Tax rate (% PBT)	25.5	25.7	-15	43.9	-1,840

Source: Company, Nuvama Research

Company Description

Amara Raja is the second-largest automotive battery manufacturer and the largest supplier of industrial storage batteries in India. It has been promoted by the Galla family with 33% stake. The company has been a technology leader in the Indian market, having introduced valve-regulated lead acid (VRLA) batteries for the first time for industrial applications and two-wheelers. In the automotive segment too, The Company was the first to introduce batteries with five-year warranties and zero maintenance fully charged batteries. Its business model is de-risked as it caters to automotive as well as industrial segments. Sales are well diversified among automotive and industrial segments. It has set up wholly owned subsidiary, Amara Raja Advanced Cell Technologies, under which it is in an advanced stage of setting up a multi-giga-watt-hour plant for manufacture of lithium-ion cells.

Investment Theme

LAB business to grow over next 8–10 years, backed by OEM platform visibility and increase in exports. Exports outlook remains strong across the GCC (amongst top 2 player) and Southeast Asia. North America is recovering following tariff-related disruptions, while Europe remains an underpenetrated opportunity. Management targets exports mix to increase from 12% in FY26 to 25–30% over the medium term.

Amara is doubling down on lithium business, with focus on battery packs, cells and BESS segments. On cell manufacturing, the company will initially produce NMC chemistry cells with 2GWh capacity in Q2CY27. The plan is to expand total lithium cell manufacturing capacity (including BESS) to 16GWh at an investment of INR95bn over the medium term. Furthermore, the company will set up a 5GWh BESS Gigafactory with an estimated capex of ~INR2.8bn, with commercial production targeted for Q4FY27 and capacity scalable to 10GWh. These efforts improve long-term growth visibility. Moreover, government support is likely, maybe through incentives to supply chain, increase in import duty or restriction of Chinese imports.

We build in a 12% revenue CAGR for the core LAB business over FY26–28E on the back of growth in auto and industrial segments. Besides, we build in profitability CAGR of 19%. We recommend 'BUY' with TP of INR1,130, based on 15x FY28E EPS for core business and 2x P/B for lithium battery investments.

Key Risks

- Slowdown in domestic OEM and replacement demand, leading to cut in revenue assumptions
- Slower growth in industrial demand, leading to cut in revenue assumptions
- Increased competitive intensity in lithium business leading to delays in utilisation ramp-up, and margin pressures
- Sharp surge in input costs
- Changing battery technologies leading to fresh investments, and low IRR for existing investments

Additional Data

Management

Chairman & Managing Director	Jayadev Galla
CFO	Y Delli Babu
CTO	Kishore Hirani
COO	Narayan Chaudhary
Auditor	K.S. Rao & Co and Price Waterhouse Chartered Accountants LLP

Holdings – Top 10*

	% Holding		% Holding
Nalanda Fund	8.76	Blackrock Inc	1.21
Vanguard Group	2.51	Nippon Life	0.94
Franklin Resources	1.70	Principal Group	0.80
Dimensional Fun	1.33	Bandhan MF	0.74
Sundaram AMC	1.31	Norges Bank	0.63

*Latest public data

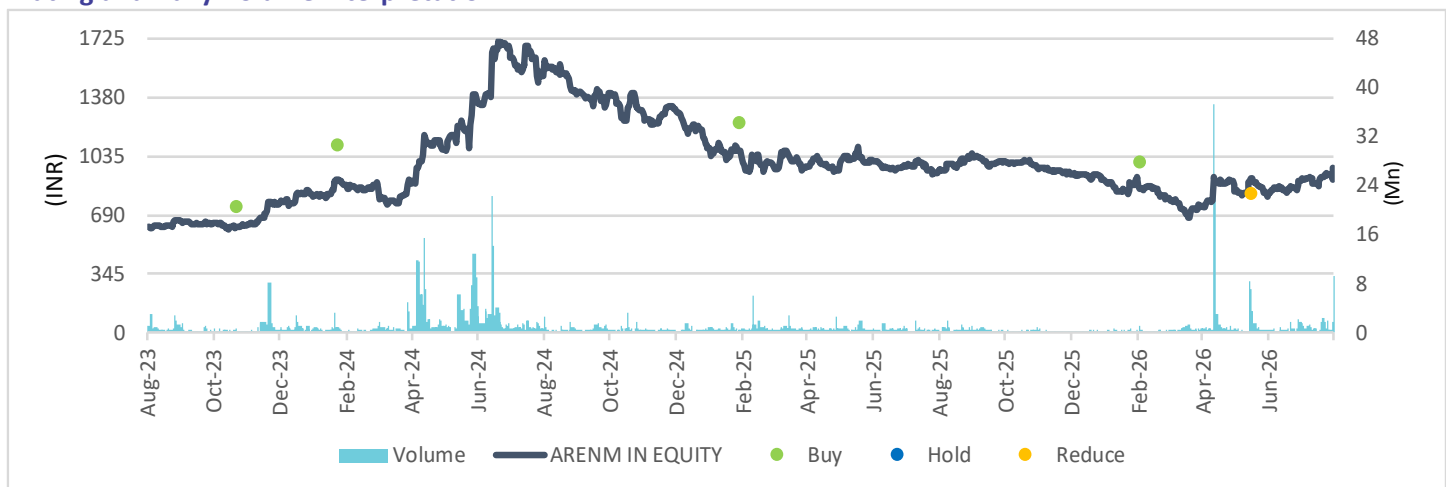
Recent Company Research

Date	Title	Price	Reco
03-Aug-26	Stable core, promising lithium prospects; <i>Visit Note</i>	932	Buy
26-May-26	Lithium success tied to policy support; <i>Result Update</i>	889	Reduce
12-Feb-26	Q3 EBITDA miss; lithium focus continues; <i>Result Update</i>	857	Buy

Recent Sector Research

Date	Name of Co./Sector	Title
07-Aug-26	Apollo Tyres	Q1 EBITDA beat; sales outlook positive ; <i>Result Update</i>
07-Aug-26	Hero Motocorp	Strong Q1; outlook remains positive; <i>Result Update</i>
06-Aug-26	Ajax Engineering	Q1 in-line; outlook remains positive; <i>Result Update</i>

Rating and Daily Volume Interpretation



Source: Bloomberg, Nuvama research

Rating Rationale & Distribution: Nuvama Research

Rating	Expected absolute returns over 12 months	Rating Distribution
Buy	15%	238
Hold	<15% and >-5%	69
Reduce	<-5%	30

Market Cap Distribution

Nuvama Coverage Companies	Numbers
Large Cap	95
Mid Cap	90
Small Cap	152

We cover around 79% of Market Cap of NSE 500

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Abneesh Roy

Head of Research Committee

Abneesh.Roy@nuvama.com
