

Exports spoil the show

We lower TP to Rs1035 (previously Rs1085) and maintain Accumulate rating for Sundram Fasteners Ltd. (SFL). We downward revise our multiple to account for extended weakness on exports including delay in EV order to North America, in turn leading to cut in TP. SFL's performance in 3QFY26 remained mixed, as strong domestic performance (in-line with underlying industry) was partly offset by continued weakness in exports. While there are several factors driving growth over longer term like ramp up of wind energy and high margin EV orders along with addition of new products, the prevailing weak demand in export markets, pushback of EV order, ongoing tariff concerns, and delayed recovery in global CV/PV demand are leading to our cautious view.

- Moderate show on consol. revenues:** SFL reported consolidated revenues of Rs15.4bn (+7% yoy; 1% qoq) in 3QFY26, slightly below our estimate of Rs15.5bn, primarily due to muted exports. The domestic revenue growth of 18% was in-line with the underlying industry growth, driven by strong pickup in M&H CV demand. However, export revenues declined by 15% yoy due to weakness in demand (especially for trucks) and US tariffs.
- Margins remain stable due to several tailwinds:** SFL reported 15.6% margins; -21bps yoy; -101bps qoq, as higher margins on standalone business was dent by weak margins at overseas subsidiaries. With support from other income, adjusted for one-time expense on change in labour codes, SFL reported a 10% yoy growth in PAT at Rs1.44bn.
- Uncertainty on demand and limited short-term triggers:** SFL has plans with respect to introducing new components and adding new customers which should help them deliver growth better than the underlying industry. This includes scaling up high margin fasteners for Aerospace and railways. SFL is diverting its export volumes from the US to new avenues in Europe. The new capacities are already commissioned for wind energy and EV. However, near-term prospects remain subdued given lack of visibility in export demand (particularly in North America), ongoing tariff-related issues, offsetting the pickup in domestic CV/PV demand, leading to poor earnings forecast for FY26E and improvement in exports only in FY27. The dispatch of the US EV order is expected to scale up more gradual than expected previously, starting in 2HFY27.
- Valuation, view and key risks:** With no earnings change for FY26/ FY27E, we expect a 10%/14%/18% CAGR in Rev/ EBITDA/PAT over FY25-28E. We value SFL at 26x Dec'27 (previously 30x) PE ratio to arrive at a target price of Rs1035/share (previously Rs1085) and maintain Accumulate rating. We have lowered our multiple to account for extended weakness on exports including delay in EV order to North America. Key risks: failure to diversify end user industry, weakness in exports.

Y/E Mar – Rs mn	3QFY26	3QFY25	YoY (%)	2QFY26	QoQ (%)
Net sales	15,411	14,411	7%	15,210	1%
Raw materials total	6,060	5,606	8%	5,885	3%
Employee costs	1,442	1,391	4%	1,434	1%
Other expenses	5,506	5,138	7%	5,367	3%
EBITDA	2,403	2,276	6%	2,525	-5%
EBITDA margin	15.6	15.8	(21)bps	16.6	(101)bps
Depreciation	575	563	2%	602	-4%
Finance cost	77	84	-8%	111	-30%
Exceptional items	-131	-	NA	-	NA
Other income	124	29	325%	206	-40%
PBT	1,743	1,659	5%	2,018	-14%
Tax	435	352	24%	491	-11%
Adj PAT	1,437	1,304	10%	1,509	-5%
EPS	6.8	6.2	10%	7.2	-5%

Source: Company, MNCL Research

Target Price	1035	Key Data
		Bloomberg Code
		SF:IN
CMP	900	Curr Shares O/S (mn)
		210.1
		Diluted Shares O/S(mn)
		210.1
Upside	14%	Mkt Cap (Rsbn/USDbn)
		189.1/1.9
Price Performance (%)		52 Wk H / L (Rs)
		1400/831
	1M	6M
	1Yr*	3M Average Vol.
SF IN equity	-3.4	-10.3
	-9.6	
Nifty	-2.3	2.2
	9.7	

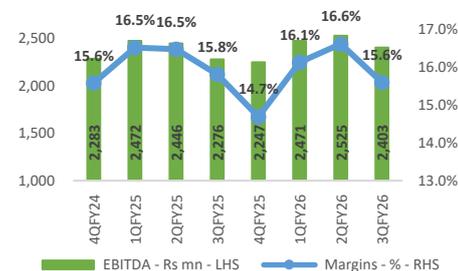
Source: Bloomberg, ACE Equity, MNCL Research

Shareholding pattern (%)

	Dec-25	Sep-25	Jun-25	Mar-25
Promoter	46.94	46.94	46.94	46.94
Dlts	23.83	23.28	22.67	20.94
Flls	10.02	10.56	11.10	12.97
Others	19.19	19.21	19.27	19.13

Source: BSE

EBITDA margins % – Remains low due to weakness in exports



Source: Company, MNCL Research

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Y/E Mar (Rsmn)	Revenue	YoY (%)	EBITDA	EBITDA (%)	Adj PAT	YoY (%)	Adj EPS	RoE (%)	RoCE (%)	P/E (x)	EV/EBITDA (x)
FY23	56,628	15.5	8,535	15.1	4947	8.3	23.5	16.4	14.8	45.3	27.0
FY24	56,663	0.1	8,867	15.6	5,217	5.5	24.8	15.3	13.7	48.3	29.1
FY25	59,554	5.1	9,441	15.9	5,391	3.3	25.7	14.1	13.3	46.8	27.5
FY26E	63,055	5.9	10,204	16.2	5,937	10.1	28.3	14.0	13.0	31.9	18.9
FY27E	70,212	11.4	11,454	16.3	6,813	14.8	32.4	14.5	13.7	27.8	16.4
FY28E	80,016	14.0	13,891	17.4	8,877	30.3	42.3	16.7	15.4	21.3	13.2

Source: Company, MNCL Research Estimates

Conference call Takeaways

Industry:

1. Exports have moderated due to tariff pressure. Some of the products are imposed with 25% or 50% depending on the iron and steel content. This has led to large declines in revenues.
2. North America is under strain now. SFL is trying to expand and derisk the portfolio and sell more in the EU.
3. CV and PV both should grow by 8% in FY27. Tractor is expected to grow by 10-12% in FY27.
4. European track market has degrown in 2025 which has led to lacklustre performance of subsidiary.
5. Demand from China CV and construction has improved but pricing remains muted.

Operations:

1. RM cost has been stable for this quarter. Fixed and variable cost has remained largely in control for this quarter.
2. New projects: SFL has expanded revenue in wind energy from Rs2bn to Rs2.6bn and for sees further growth to Rs5bn. Aerospace fasteners - Rs20mn on monthly basis has grown to Rs40mn. New opportunities expected on railway fasteners.
3. EV orders from North America - Expected to pick up in 2HFY27. Capacity expansions has completed on this. SFL is switching to ICE orders from this customer until the EV orders start.
4. M&HCV and Tractor is driving the growth for SFL in domestic market. Fasteners is 45% in the total domestic revenue.
5. Exports - 25%, 60% - OEM, 12-13% from aftermarket. Segment split for domestic sales: M&HCV and engines - 35%. PV- 40% and tractor - 12%.
6. Capacity utilisation remains at an average of 60% in 3QFY26.
7. Wind energy and Aerospace remain high margin business.
8. America - 60%; Europe - 25%; 15% - other Asian regions.

Financials:

1. Long term EBITDA margin target is 18% which should happen with improvement of export business.
2. Capex: FY26 - Rs3.5bn and FY27 - Rs2.5bn. 25% of this is replacement capex. Rest of capex will directly help expand revenues. 1:1 asset turnover can be expected.

Valuation – Maintain Accumulate rating

SFL has been an outperformer in various financial and operational parameters such as the rising exposure to EV business, lion's share of 40% in fastener market and long-standing relations with an esteemed set of OEMs in the CV, PV, tractor and 2W categories. It has historically maintained the best in industry EBITDA margins and return ratios and an impeccable capital allocation history.

The only serious risk that remains in the investment thesis is its cyclicity affecting growth and profitability. The PV and CV demand has finally witnessed revival in the domestic market. On the export front, EV and Wind energy led demand is expected to keep the overall growth buoyant but EV orders have seen a pushback due to policy changes. All these factors have led to muted growth in medium term.

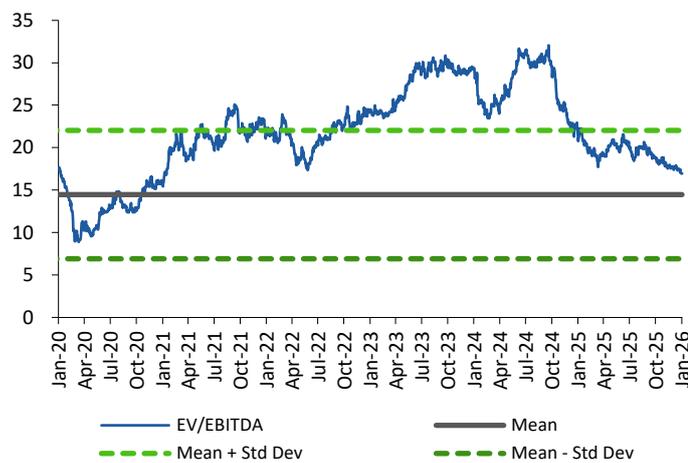
We value SFL at 26x Dec'27E PE ratio (30x previously) to arrive at a target price of Rs1035/share (previously Rs1085). The reduction in TP is mainly due to cut in valuation multiple.

Exhibit 7: Valuation

Valuation - in Rs mn	Dec'27E
PER Valuation	
EPS - Rs/sh	39.8
Attributed PE Ratio - x	26
Target Price – Rs/sh	1035
CMP – Rs/sh	900
Upside	14%

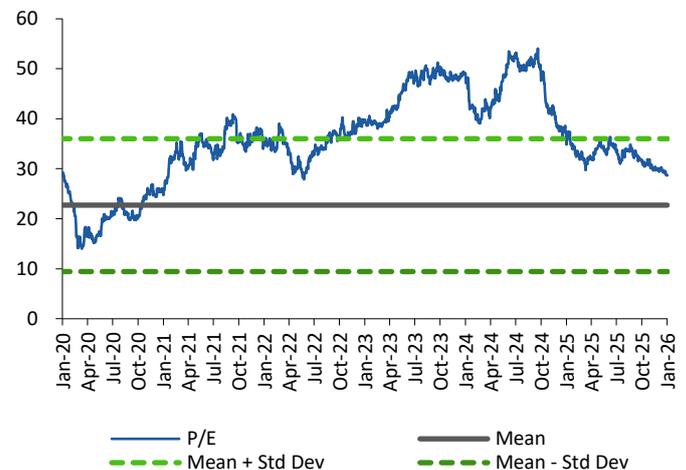
Source: Company, MNCL Research estimates

Exhibit 8: 1-year forward EV/EBITDA chart



Source: Company, Bloomberg, MNCL Research estimates

Exhibit 9: 1-year forward P/E chart



Source: Company, Bloomberg, MNCL Research estimates

Quarterly Financials

Exhibit 10: Quarterly Financials

Y/E March (Rs mn)	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26
Net sales	14,665	14,977	14,860	14,411	15,306	15,334	15,210	15,411
Cost of Raw materials consumed	5,903	6,164	6,257	5,936	6,294	6,357	6,273	6,002
Purchase of traded goods								
Total materials consumed	5,988	6,150	5,693	5,606	6,087	6,065	5,885	6,060
Staff cost	1,383	1,400	1,450	1,391	1,421	1,433	1,434	1,442
Other expenses	5,011	4,956	5,271	5,138	5,551	5,366	5,367	5,506
EBITDA	2,283	2,472	2,446	2,276	2,247	2,471	2,525	2,403
Depreciation	534	538	557	563	581	586	602	575
EBIT	1,750	1,934	1,889	1,714	1,666	1,884	1,923	1,828
Interest	81	69	87	84	95	91	111	77
Other Income	112	52	130	29	72	198	206	124
Exceptional items	-	-	-	-	-	-	-	131
Profit Before Tax	1,781	1,916	1,932	1,659	1,643	1,991	2,018	1,743
Tax	437	489	494	352	398	512	491	435
Profit After Tax	1,344	1,427	1,438	1,307	1,245	1,479	1,528	1,308
Growth (yoy - %)								
Revenue	1.3%	6.2%	4.5%	5.4%	4.4%	2.4%	2.4%	6.9%
EBITDA	0.6%	9.2%	6.0%	13.1%	-1.6%	0.0%	3.2%	5.5%
PAT	5.4%	11.0%	8.1%	1.0%	-7.4%	3.7%	6.2%	0.1%
Margin (%)								
EBITDA	15.6%	16.5%	16.5%	15.8%	14.7%	16.1%	16.6%	15.6%
EBIT	11.9%	12.9%	12.7%	11.9%	10.9%	12.3%	12.6%	11.9%
PAT	9.2%	9.5%	9.7%	9.1%	8.1%	9.6%	10.0%	8.5%

Source: Company, MNCL Research

Financials

Exhibit 11: Income Statement

Y/E March (Rs mn)	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Revenues	45579	37232	36443	49021	56628	56663	59554	63055	70212	80016
Materials cost	18568	15256	14270	20612	24896	23568	23536	25033	27804	31046
% of revenues	40.7	41.0	39.2	42.0	44.0	41.6	39.5	39.7	39.6	38.8
Employee cost	4593	4349	4000	4862	5189	5537	5661	6001	6661	7394
% of revenues	10.1	11.7	11.0	9.9	9.2	9.8	9.5	9.5	9.5	9.2
Others	14413	11699	11531	15533	18008	18691	20916	21817	24294	27686
% of revenues	0	0	0	0	0	0	0	0	0	0
EBITDA	8004	5929	6641	8014	8535	8867	9441	10204	11454	13891
EBITDA margin (%)	17.6	15.9	18.2	16.3	15.1	15.6	15.9	16.2	16.3	17.4
Depreciation & Amortization	1288	1699	1797	1908	1980	2133	2239	2395	2515	2575
EBIT	6717	4230	4844	6106	6555	6734	7202	7809	8938	11315
Interest expenses	460	579	261	287	397	320	336	391	122	0
Other income	268	281	274	393	449	542	283	453	268	521
Exceptional items	0	0	0	0	0	0	0	-131	0	0
PBT	6525	3932	4857	6212	6607	6955	7150	7741	9084	11836
Taxes	1935	666	1230	1594	1603	1699	1733	1935	2271	2959
Effective tax rate (%)	29.7	16.9	25.3	25.7	24.3	24.4	24.2	25.0	25.0	25.0
PAT	4590	3265	3627	4618	5003	5256	5417	5805	6813	8877
Minority/Associates	15	16	35	51	57	40	27	0	0	0
Extraordinary Items	0	0	0	0	0	0	0	0	0	0
Reported PAT	4575	3249	3592	4567	4947	5217	5391	5805	6813	8877
Adjusted PAT	4575	3249	3592	4567	4947	5217	5391	5937	6813	8877

Exhibit 12: Key Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Growth Ratio (%)										
Revenue	19.0	-18.3	-2.1	34.5	15.5	0.1	5.1	5.9	11.4	14.0
EBITDA	17.7	-25.9	12.0	20.7	6.5	3.9	6.5	8.1	12.2	21.3
Adjusted PAT	18.5	-29.0	10.6	27.2	8.3	5.5	3.3	10.1	14.8	30.3
Margin Ratios (%)										
Gross	59.3	59.0	60.8	58.0	56.0	58.4	60.5	60.3	60.4	61.2
EBITDA	17.6	15.9	18.2	16.3	15.1	15.6	15.9	16.2	16.3	17.4
Adjusted PAT	10.0	8.7	9.9	9.3	8.7	9.2	9.1	9.4	9.7	11.1
Return Ratios (%)										
ROE	24.5	16.3	15.3	17.4	16.4	15.3	14.1	14.0	14.5	16.7
ROCE (post-tax)	19.8	14.1	13.0	15.0	14.8	13.7	13.3	13.0	13.7	15.4
ROIC	20.0	14.4	13.2	15.3	15.2	13.9	13.5	13.2	14.1	17.4
Turnover Ratios (days)										
Gross block turnover ratio (x)	2.2	1.6	1.4	1.8	1.9	1.7	1.6	1.6	1.7	1.9
Debtors	71	64	89	75	74	80	89	85	81	81
Inventory	127	136	172	145	135	147	166	155	145	145
Creditors	96	92	151	102	79	83	78	85	85	85
Cash conversion cycle	102	108	110	119	130	144	177	155	141	141
Solvency Ratio (x)										
Net Debt-equity	0.5	0.4	0.3	0.3	0.2	0.2	0.2	0.1	0.0	-0.1
Interest coverage ratio	14.6	7.3	18.5	21.3	16.5	21.0	21.5	20.0	NM	NM
Net Debt/EBITDA	1.2	1.4	1.0	0.8	0.7	0.7	0.8	0.3	-0.1	-0.5
Current Ratio	1.3	1.3	1.5	1.6	1.8	1.9	1.9	2.5	3.5	4.1
Per share Ratios (Rs)										
Adjusted EPS	21.8	15.5	17.1	21.7	23.5	24.8	25.7	28.3	32.4	42.3
BVPS	89.0	95.0	111.7	124.8	143.5	162.8	181.4	201.1	223.8	253.4
CEPS	28.0	23.6	25.8	31.1	33.2	35.2	36.4	39.0	44.4	54.5
DPS	5.1	4.2	4.7	6.5	8.6	6.9	7.2	8.5	9.7	12.7
Dividend payout %	23	27	27	29	36	27	28	30	30	30
Valuation (x)*										
P/E (adjusted)	26.3	30.4	27.2	38.0	45.3	48.3	46.8	31.9	27.8	21.3
P/BV	6.4	4.9	4.2	6.6	7.4	7.4	6.6	4.5	4.0	3.6
EV/EBITDA	16.3	18.1	15.7	22.5	27.0	29.1	27.5	18.9	16.4	13.2
Dividend yield %	0.9%	0.9%	1.0%	0.8%	0.8%	0.6%	0.6%	0.9%	1.1%	1.4%

Source: Company, MNCL Research estimates

Exhibit 13: Balance Sheet

Y/E March (Rs mn)	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	210	210	210	210	210	210	210	210	210	210
Reserves & surplus	18490	19749	23261	26003	29947	33997	37893	42049	46818	53031
Shareholders' fund	18700	19959	23471	26213	30157	34207	38103	42259	47028	53242
Total Debt (incl. pref shares if it's there)	9787	8444	6839	7540	7060	6277	7961	4061	0	0
Def tax liab. (net)	1519	1133	1230	1270	1368	1456	1523	1523	1523	1523
Lease liabilities	0	316	264	177	243	188	274	274	274	274
Minority interest	78	84	113	149	184	206	222	222	222	222
Total Liabilities	30083	29937	31915	35349	39012	42335	48083	48339	49047	55260
Gross Block	20426	23866	25773	27914	30559	33227	36923	39923	41923	42923
Less: Acc. Depreciation	4388	5987	7703	9505	11328	13222	15461	17856	20371	22947
Net Block	16038	17879	18070	18409	19232	20005	21462	22067	21552	19976
Capital WIP	956	948	1188	1167	644	1639	1949	1949	1949	1949
Intangible assets	84	75	73	77	69	69	65	65	65	65
Net Fixed Assets	17078	18902	19331	19653	19944	21713	23476	24081	23566	21990
Investments	682	379	642	769	1023	1373	1203	1203	1203	1203
Inventories	6478	5696	6744	8201	9234	9478	10702	10630	11045	12333
Sundry debtors	8869	6510	8856	10050	11446	12473	14560	14684	15581	17757
Cash & Bank balance	248	465	393	713	870	353	487	725	1281	6362
Loans & Advances	49	21	20	18	17	18	16	16	16	16
Other assets	3627	3528	3314	3437	3710	4482	4834	4834	4834	4834
Total Current Asset	19954	16599	19969	23189	26300	28176	31801	32092	33960	42504
Trade payables	4884	3858	5906	5734	5411	5389	5059	5830	6475	7230
Other current Liab.	1741	1383	1147	1435	1478	1786	1740	1740	1740	1740
Provisions	325	323	331	324	343	376	396	396	396	396
Net Current Assets	13005	11035	12584	15696	19068	20626	24607	24127	25350	33139
Total Assets	30083	29937	31916	35349	39012	42339	48083	48339	49047	55260

Exhibit 14: Cash Flow

Y/E March (Rs mn)	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Operating profit bef working capital changes	8364	6212	6814	8335	8859	9304	9715	10483	11654	14091
Changes in working capital	-2082	2035	-1147	-2670	-2593	-1901	-3632	717	-667	-2709
Direct taxes	-1707	-1070	-1127	-1653	-1577	-1516	-1850	-1935	-2271	-2959
Cash flow from operations	4575	7177	4540	4012	4690	5887	4233	9265	8716	8423
Net Capex	-5939	-3264	-1883	-1990	-2284	-3980	-3938	-3000	-2000	-1000
Others	-20	52	-96	-32	-58	103	127	43	68	321
Cash flow from investments	-5959	-3212	-1979	-2022	-2342	-3877	-3811	-2957	-1933	-680
Proceeds/ (repayment) of borrowings	2876	-1346	-2023	534	-553	-733	1635	-3900	-4061	0
Interest paid	-393	-493	-324	-215	-322	-315	-342	-391	-122	0
Dividends Paid	-1215	-1844	-280	-2084	-1195	-1222	-1518	-1781	-2044	-2663
Others	0	-85	-75	-98	-73	-81	-50	0	0	0
Cash flow from financing	1267	-3768	-2702	-1864	-2143	-2351	-275	-6072	-6227	-2663
Net change in cash	-117	198	-141	126	205	-340	146	237	556	5081

Source: MNCL Research Estimates

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