

BAJAJ ELECTRICAL

RESULT UPDATE

KEY DATA

Rating	BUY
Sector relative	Neutral
Price (INR)	514
12 month price target (INR)	840
52 Week High/Low	927/488
Market cap (INR bn/USD bn)	59/0.7
Free float (%)	36.9
Avg. daily value traded (INR mn)	247.0

SHAREHOLDING PATTERN

	Sep-25	Jun-25	Mar-25
Promoter	62.7%	62.7%	62.7%
FII	7.8%	7.9%	7.8%
DII	29.5%	29.4%	29.5%
Pledge	0.0%	0.0%	0.0%

FINANCIALS

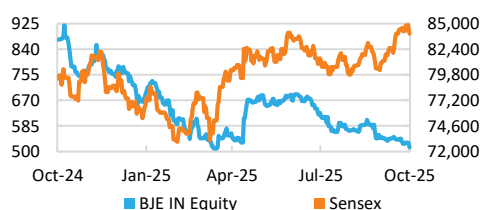
(INR mn)

Year to March	FY25A	FY26E	FY27E	FY28E
Revenue	48,284	48,239	54,117	60,147
EBITDA	3,075	3,150	4,546	5,424
Adjusted profit	907	1,284	2,219	2,849
Diluted EPS (INR)	7.9	11.1	19.3	24.7
EPS growth (%)	68.3	41.6	72.8	28.4
RoAE (%)	14.4	3.4	5.2	6.6
P/E (x)	27.2	108.8	64.7	45.7
EV/EBITDA (x)	15.2	21.2	17.5	16.4
Dividend yield (%)	0.6	0.7	0.8	0

CHANGE IN ESTIMATES

	Revised estimates		% Revision	
Year to March	FY26E	FY27E	FY26E	FY27E
Revenue	48,239	54,117	(2.3)	(3.7)
EBITDA	3,150	4,546	(15.5)	(12.6)
Adjusted profit	1,284	2,219	(14.2)	(9.7)
Diluted EPS (INR)	11.1	19.3	(14.2)	(9.7)

PRICE PERFORMANCE



Fans to overshadow near-term improvement

Bajaj Electricals (BJE) reported Q2FY26 revenue/EBITDA/PAT growth of -1%/+20%/+38% YoY. While lighting revenue (+10% YoY), double-digit growth in kitchen appliances and single-digit growth in fans were positive, a sharp decline in TPW fans and air coolers brought down CP top line (-1% YoY) and margins. BJE pointed to i) muted festival growth for small appliances; ii) likely strong winter products demand; and iii) fans to face challenges due to RM inflation, high inventories and change in rating table Jan-26 onwards.

We are cutting FY26E/27E EPS by 14%/10% to reflect the pain in the fans portfolio. Maintain 'BUY' with a Dec-26 TP of INR840 (earlier INR850) based on 26x Dec-27E EPS.

Lighting growth offsetting consumer decline; margins healthy

Revenue inched down 1% to INR11bn as lighting segment growth (+10% YoY) was offset by a decline in consumer products segment (-4% YoY; 1% above our estimate) due to a drop in TPW fans and coolers (double-digit decline). This overshadowed double digit growth in kitchen appliances and ceiling fans. EBIT margins contracted 10bp to 0.9% due to adverse operating leverage. Lighting segment revenue expanded 10% on the back of double-digit value growth in consumer lighting with single-digit value growth in professional lighting. EBIT margins expanded 200bp due to operating leverage and a favourable product mix. EBITDA expanded 20%, mainly due to lower other expenses (-8%) with margins expanding 100bp to 5.6%. PAT increased 13% to INR146mn.

Focus on top line and market share gain led by premiumisation

BJE continues to work on its long-term path of product innovation, premiumisation and brand building along with distribution expansion. The company remains focused on expanding its market share and garnering top-line growth through all products. Moreover, premiumisation across product categories is progressing well, which shall eventually lead to growth. Furthermore, NPD is reporting healthy momentum with 40% contribution in the current portfolio.

Revise FY26/27 estimates downwards; maintain 'BUY'

We are cutting FY26E/27E EPS by 14%/10% to reflect i) pain in Q3FY26 amid higher RM cost, high inventories and rating table change in fans portfolio from Jan-26; and ii) adverse operating leverage due to weak top-line growth. Maintain 'BUY' with a Dec-26 TP of INR840 (earlier INR850) based on 26x Dec-27E EPS. Key risk: Delay in revival in consumption in general.

Financials

Year to March	Q2FY26	Q2FY25	% Change	Q1FY26	% Change
Net Revenue	11,071	11,183	(1.0)	10,646	4.0
EBITDA	619	516	19.9	333	85.7
Adjusted Profit	146	129	13.4	83	75.8
Diluted EPS (INR)	1.3	1.1	13.4	0.7	75.8

Financial Statements

Income Statement (INR mn)

Year to March	FY25A	FY26E	FY27E	FY28E
Total operating income	48,284	48,239	54,117	60,147
Gross profit	15,332	15,678	17,859	20,149
Employee costs	3,800	3,952	4,229	4,651
Other expenses	8,458	8,576	9,084	10,073
EBITDA	3,075	3,150	4,546	5,424
Depreciation	1,441	1,520	1,596	1,676
Less: Interest expense	699	540	583	630
Add: Other income	548	600	600	690
Profit before tax	1,483	1,690	2,967	3,809
Prov for tax	363	406	748	960
Less: Other adj	(214)	0	0	0
Reported profit	907	1,284	2,219	2,849
Less: Excp.item (net)	0	0	0	0
Adjusted profit	907	1,284	2,219	2,849
Diluted shares o/s	115	115	115	115
Adjusted diluted EPS	7.9	11.1	19.3	24.7
DPS (INR)	4.0	0	0	0
Tax rate (%)	28.8	28.2	24.4	24.0

Important Ratios (%)

Year to March	FY25A	FY26E	FY27E	FY28E
COGS (% of rev)	68.8	70.3	68.2	67.5
Employee cost (% rev)	7.0	7.9	7.9	8.2
Other Exp (% of rev)	16.5	16.3	17.5	17.8
EBITDA margin (%)	7.7	5.6	6.4	6.5
Net profit margin (%)	4.4	1.2	1.9	2.7
Revenue growth (% YoY)	4.0	(0.1)	12.2	11.1
EBITDA growth (% YoY)	18.4	2.5	44.3	19.3
Adj. profit growth (%)	68.3	41.6	72.8	28.4

Assumptions (%)

Year to March	FY25A	FY26E	FY27E	FY28E
GDP (YoY %)	6.3	6.3	6.3	6.3
Repo rate (%)	5.3	5.3	5.3	5.3
USD/INR (average)	82.0	82.0	82.0	82.0

Valuation Metrics

Year to March	FY25A	FY26E	FY27E	FY28E
Diluted P/E (x)	27.2	108.8	64.7	45.7
Price/BV (x)	3.8	3.6	3.2	0
EV/EBITDA (x)	15.2	21.2	17.5	16.4
Dividend yield (%)	0.6	0.7	0.8	0

Source: Company and Nuvama estimates

Balance Sheet (INR mn)

Year to March	FY25A	FY26E	FY27E	FY28E
Share capital	230	230	230	230
Reserves	15,358	16,239	17,998	20,329
Shareholders funds	15,589	16,470	18,228	20,559
Minority interest	0	0	0	0
Borrowings	0	0	0	0
Trade payables	19,125	19,824	22,240	24,718
Other liabs & prov	5,777	5,392	5,932	6,552
Total liabilities	40,491	41,686	46,400	51,829
Net block	3,508	2,914	2,318	1,642
Intangible assets	0	0	0	0
Capital WIP	126	200	200	200
Total fixed assets	3,634	3,114	2,518	1,842
Non current inv	670	670	670	670
Cash/cash equivalent	1,206	3,274	4,635	6,742
Sundry debtors	13,013	12,159	13,640	15,160
Loans & advances	14,795	14,539	16,041	17,527
Other assets	7,174	7,930	8,896	9,887
Total assets	40,491	41,686	46,400	51,829

Free Cash Flow (INR mn)

Year to March	FY25A	FY26E	FY27E	FY28E
Reported profit	1,697	1,690	2,967	3,809
Add: Depreciation	1,441	1,520	1,596	1,676
Interest (net of tax)	438	(60)	(17)	(60)
Others	(131)	0	0	0
Less: Changes in WC	48	667	(994)	(899)
Operating cash flow	3,468	3,412	2,805	3,566
Less: Capex	(50)	(1,000)	(1,000)	(1,000)
Free cash flow	3,418	2,412	1,805	2,566

Key Ratios

Year to March	FY25A	FY26E	FY27E	FY28E
RoE (%)	14.4	3.4	5.2	6.6
RoCE (%)	23.1	12.2	12.6	11.5
Inventory days	80	85	93	105
Receivable days	92	99	98	109
Payable days	204	218	233	263
Working cap (% sales)	20.5	20.2	21.5	23.4
Gross debt/equity (x)	0	0	0	0
Net debt/equity (x)	(0.1)	(0.2)	(0.3)	(0.3)
Interest coverage (x)	6.9	2.4	2.3	3.0

Valuation Drivers

Year to March	FY25A	FY26E	FY27E	FY28E
EPS growth (%)	68.3	41.6	72.8	28.4
RoE (%)	14.4	3.4	5.2	6.6
EBITDA growth (%)	18.4	2.5	44.3	19.3
Payout ratio (%)	16.0	74.8	50.8	40.4

Q2FY26 earnings call: Key highlights

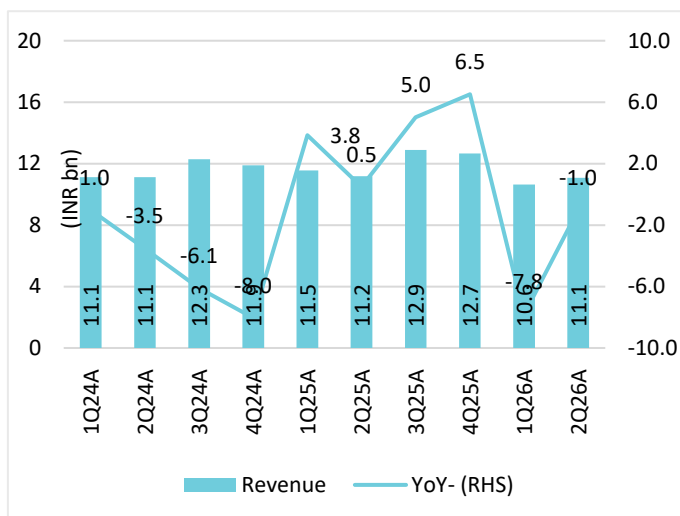
Consumer products

- CP business faced volatility due to early monsoon, GST rate reforms, and high trade inventory, leading to postponed demand in summer-led categories (fans, air coolers).
- Non-seasonal products such as mixers, irons, and water heaters grew in single to high single digits, where Bajaj holds category leadership. Kitchen appliances (mixers, induction cooktops, and kettles) posted double-digit growth, led by the Bajaj brand.
- Gross margins: Improved ~200bp YoY aided by VAVE initiatives, though adverse operating leverage affected EBIT margins due to weak summer product sales.
- Fans: Ceiling fans grew in double digits, while TPW fans and air coolers were weak. BLDC fans form 15–20% of current fan sales, expected to rise further as BLDC now makes up ~25% of total fan market value.
- Coolers – Saw double-digit YoY decline, impacted by early monsoon and channel inventory build-up.
- Festive Season (October) – Muted demand due to continued inventory pressure; expect recovery as IMD forecasts a strong winter.
- Premiumisation gaining traction — 100–300 bps annual improvement in premium mix contribution.
- New Product Development (NPD) contributes ~40% of revenue, indicating strong innovation pipeline.
- Price hikes of 1–3% expected in Nov–Dec 2025, mainly in fans, to offset cost inflation.

Lighting

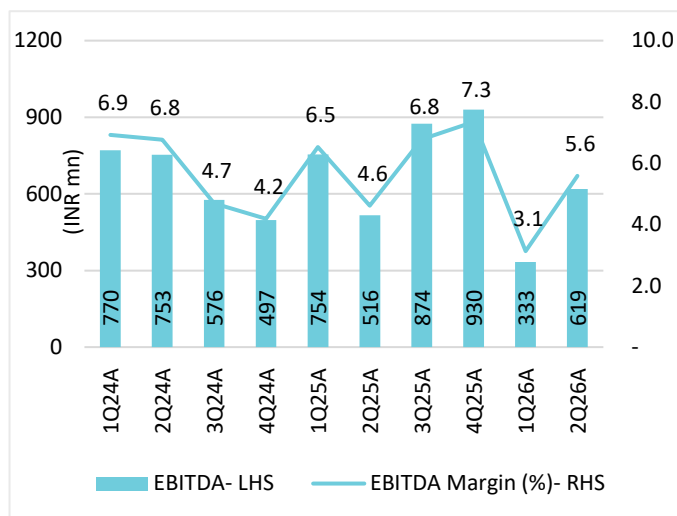
- Lighting vertical delivered 9.6% YoY revenue growth with 46% growth in EBIT reflecting strong profitability improvement. Growth being driven by professional lighting and value-engineered offerings.
 - Consumer Lighting – Achieved double-digit volume and value growth, supported by ceiling and outdoor lighting products.
 - Professional Lighting – Delivered good growth with high single-digit margins; order book briefly declined but strong October order inflow restored pipeline.
- Focus remains on margin sustainability through VAVE and cost discipline rather than volume push.
- Switchgear Launch – Began in Aug-25; received orders ahead of expectations.
 - India rollout, no major capex, as operations are outsourced.
 - Pan- Expected to be margin-accretive after initial two quarters, aligning with lighting margins.

Exhibit 1: Revenue trends



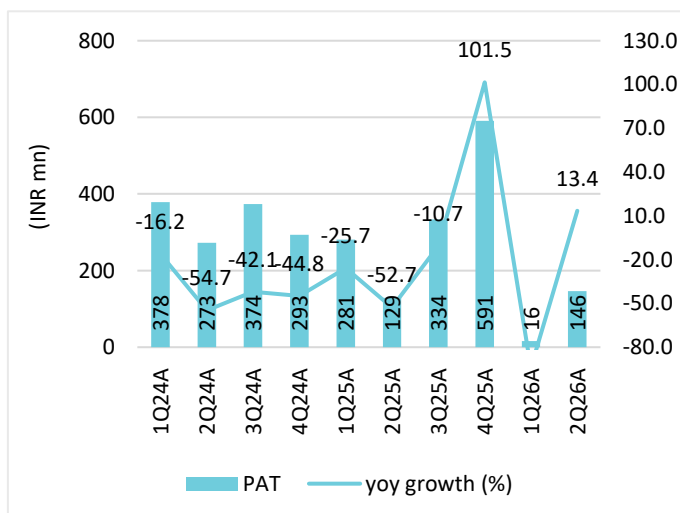
Source: Company, Nuvama Research

Exhibit 2: EBITDA and margin trends



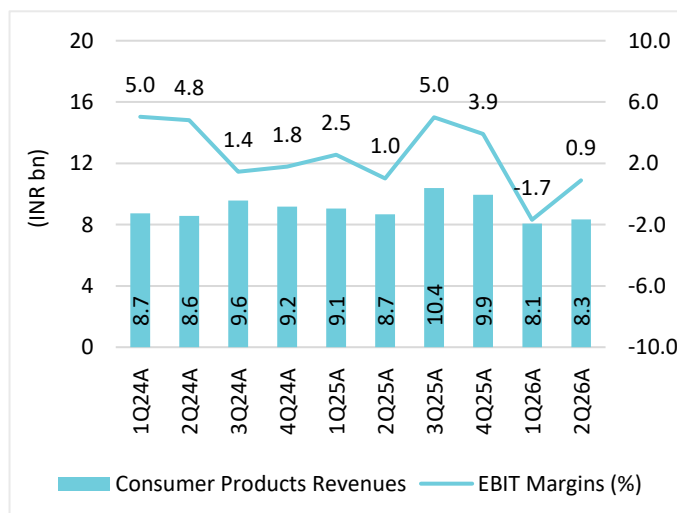
Source: Company, Nuvama Research

Exhibit 3: PAT trend



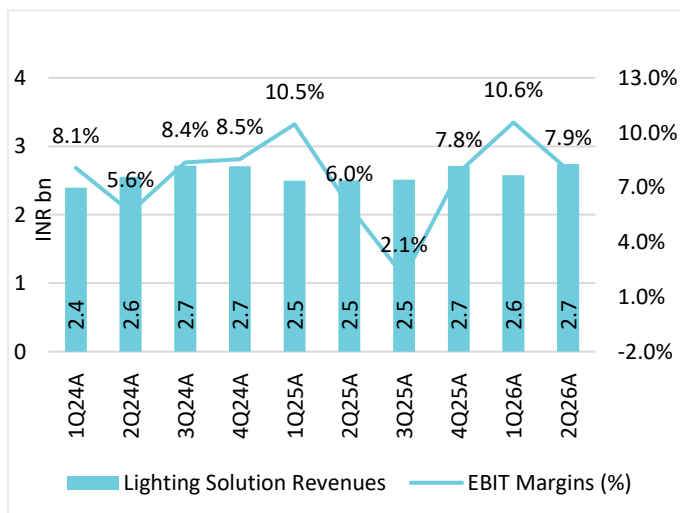
Source: Company, Nuvama Research

Exhibit 4: Consumer product revenue and margin trends



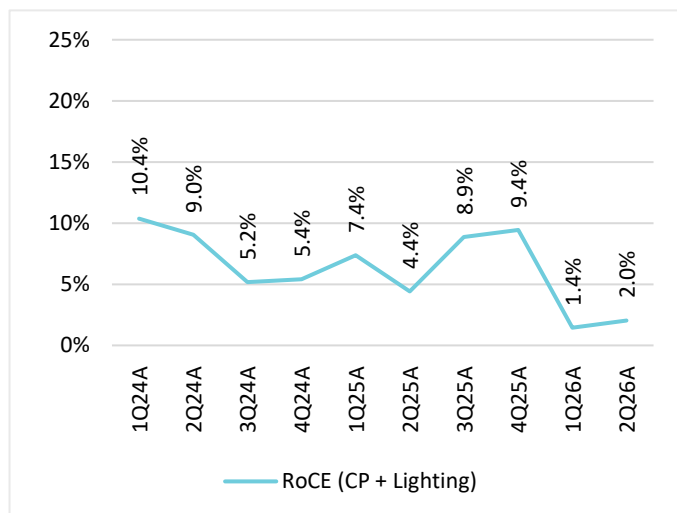
Source: Company, Nuvama Research

Exhibit 5: Lighting revenue and margin trends



Source: Company, Nuvama Research

Exhibit 6: RoCE trends



Source: Company, Nuvama Research

Exhibit 7: Quarterly performance

INR mn	2Q25A	2Q26A	YoY	2-yr CAGR	1Q26A	QoQ	1HFY25	1HFY26	YoY
Net Sales	11,183	11,071	-1%	0%	10,646	4%	22,732	21,717	-4%
Cost of RM Consumed	7,689	7,502	-2%	-2%	7,243	4%	15,547	14,745	-5%
Gross Profit	3,494	3,570	2%	3%	3,403	5%	7,186	6,973	-3%
Gross Margin	31.2%	32.2%	100	0	32.0%	30	31.6%	32.1%	50
Employee Costs	923	1,066	15%	5%	990	8%	1,856	2,056	11%
% of sales	8.3%	9.6%	140	0	9.3%	30	8.2%	9.5%	
Other Expenses	2,055	1,885	-8%	8%	2,080	-9%	4,060	3,964	-2%
Total Expenditure	10,667	10,452	-2%	0%	10,313	1%	21,462	20,765	-3%
EBITDA	516	619	20%	-9%	333	86%	1,270	952	-25%
EBITDA Margin	4.6%	5.6%	100	0	3.1%	250	5.6%	4.4%	-120
Depreciation	348	368	6%	17%	372	-1%	668	739	
EBIT	168	251	49%		-38	NM	603	213	-65%
Other Income	152	78	-49%	-15%	303	-74%	258	382	
Finance Costs	173	127	-27%	-5%	176	-28%	331	303	-8%
Forex Loss/(Gain)	0	0			0		0	0	
XO (Income)/Expenses	0	0			67		0	0	
Profit Before Tax	147	203	38%	-36%	22	801%	530	292	-45%
Tax Expense	18	56	210%	-35%	6	825%	120	63	
Tax Rate	12.4%	27.8%		0 bps	27.1%		22.6%	21.4%	
Reported Net Profit	129	146	13%	-36%	16	792%	410	229	-44%
Reported EPS	1.1	0.1	-87%	-76%	0.1	0%	3.6	2.0	
Normative Net Profit	110	152	38%	-33%	67	127%	398	219	-45%
Adjusted EPS	1.0	1.3	38%	-33%	0.6	127%	3.4	1.9	-45%

Source: Company, Nuvama Research

Exhibit 8: Segmental performance

INR mn	2Q25A	2Q26A	YoY	2-yr CAGR	1Q26A	QoQ	1HFY25	1HFY26	YoY
Net Sales									
Consumer Products	8,683	8,330	-4%	-1%	8,070	3%	17,735	16,400	-8%
Lighting Solutions	2,501	2,741	10%		2,576	6%	4,998	5,317	6%
Total	11,183	11,071	-1%	0%	10,646	4%	22,732	21,717	-4%
EBIT									
Consumer Products	89	74	-16%	-25%	-136	NM	319	-62	-119%
Lighting Solutions	149	218	46%		272	-20%	410	490	19%
Total	238	292	23%	-10%	136	115%	730	428	-41%
EBIT Margins									
Consumer Products	1.0%	0.9%	-10	-25%	-1.7%	260	1.8%	-0.4%	-220
Lighting Solutions	6.0%	7.9%	200		10.6%	-260	8.2%	9.2%	100
Total	2.1%	2.6%	50	-10%	1.3%	140	3.2%	2.0%	-120
Capital Employed									
Consumer Products	6,029	6,213	3%	0%	6,315	-2%	12,064	12,528	4%
Lighting Solutions	815	926	14%		1,046	-12%	1,286	1,972	53%
Unallocable	7,785	8,344	7%	3%	8,279	1%	12,092	7,199	-40%
Total	14,628	15,483	6%	2%	15,639	-1%	25,443	21,698	-15%

Source: Company, Nuvama Research

Company Description

Bajaj Electricals Limited (BJE), a globally renowned and trusted company, is a part of "Bajaj Group". Bajaj Electricals business is spread across – Consumer Products (Appliances, Fans, Lighting), Exports, Luminaires and EPC (Illumination, Transmission Towers and Power Distribution). Bajaj Electricals has 19 branch offices spread in different parts of the country besides being supported by a chain of distributors, authorized dealers, retail outlets, exclusive showrooms called 'Bajaj World' and approximately 462 customer care centres. It also has presence in the hi-end range of appliances with brands like Platini and Morphy Richards in India. With a distribution network of over 500 distributors and over 220k retailers, Bajaj covers the length and breadth of the country with one of the highest tier II/III distribution reach.

Investment Theme

The covid-19-led lockdown has brought about a major change in consumer behaviour—increased focus on in-house consumption and convenience—spurring demand for small-ticket home/kitchen appliances. This tailwind comes at a time when BJE has renewed its focus on the segment: a sharp rise in SKUs along with a renewed strategy to increase turnover of existing outlets (Expand and Extract). Both favourable trend and internal initiatives by management, in our view, raise prospects for much better growth/OPMs over medium term. Both segment are delivering healthy growth with improvement in margins. Company remains focused to expand its product offering, create sub-brands, undertake price hike, drive growth through various initiatives etc to boost growth. We expect the company to deliver healthy performance going ahead.

Key Risks

The market in which BJE primarily operates consists of large unorganized market dotted with a large number of small- and medium-size players, which could impact overall profitability owing to competition. Several large peers are sharpening focus on tier II/III markets, stronghold of BJE. This could create greater challenges for BJE going ahead. Cost overruns, cash flow deferrals could put significant strain in BJE's balance sheet, impacting growth prospects in high competition consumer business.

Additional Data

Management

Chairman	Shekar Bajaj
MD & CEO	Sanjay Sachdeva
CFO	E.C. Prasad
Auditor	SRBC & CO LLP

Holdings – Top 10*

	% Holding	% Holding
HDFC Fund	9.70	
Government Pens	3.20	
Nippon Fund	2.69	
ICICI Prudentia	2.65	

*Latest public data

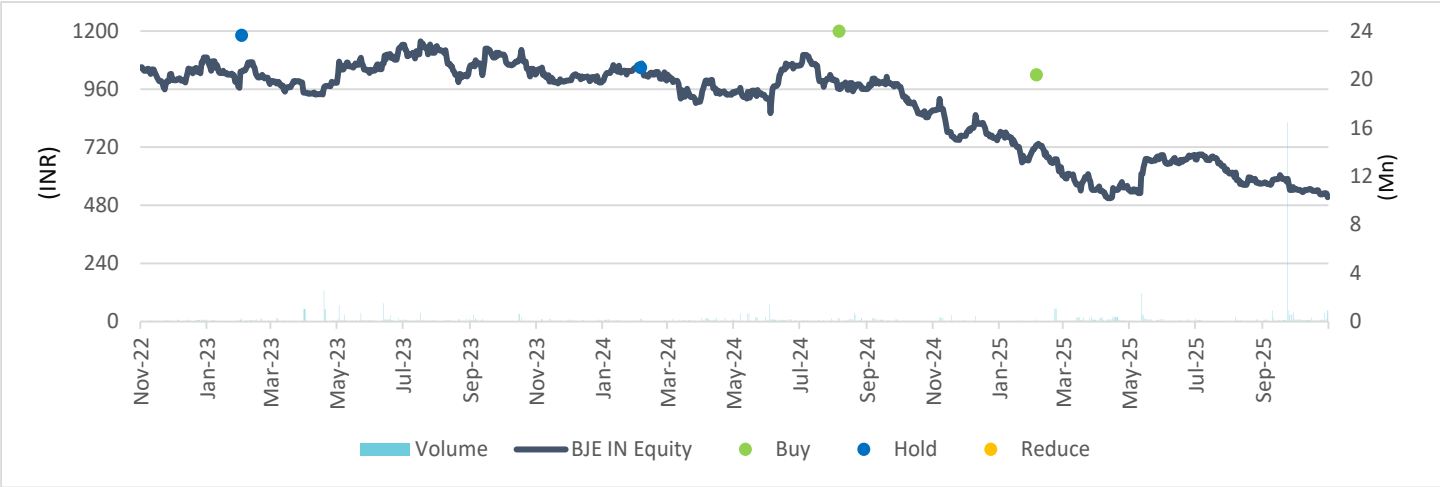
Recent Company Research

Date	Title	Price	Reco
07-Aug-25	Summer blues mask recovery; <i>Result Update</i>	615	Buy
12-May-25	Margins surprise positively; <i>Result Update</i>	610	Buy
04-Feb-25	Consumer Products leads growth; <i>Result Update</i>	729	Buy

Recent Sector Research

Date	Name of Co./Sector	Title
18-Oct-25	Dixon	In-line quarter; near-term challenges em; <i>Result Update</i>
18-Oct-25	Havells India	Summer categories drag steady quarter; <i>Result Update</i>
17-Oct-25	Polycab India	Strong margin performance sustains; <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%	205
Hold	<15% and >-5%	68
Reduce	<-5%	37

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