

16 May 2025

India | Equity Research | Results update

V-Guard Industries

White Goods

Strong growth across segments except Sunflame

V-Guard reported a strong set of Q4FY25 result which was partially overshadowed by muted numbers of Sunflame. We believe V-Guard did well led by: (1) Stabiliser business benefitting from strong demand for air conditioners. It may face challenges in Q1FY26 with unseasonal rains and higher trade inventory. (2) Healthy summer led to growth in consumer durables (fans and coolers). (3) Wires business recovered with normalisation of trade inventory. While acquisition of Sunflame has failed to generate EVA since its acquisition, we model it to remain in investment mode in H1FY26. The impact on CSD, CPC channels is likely to stay. As the company does not plan to focus on e-commerce, its addressable market is relatively limited for Sunflame.

We believe there is potential for V-Guard EBITDA margin to steadily inch upwards with operating leverage, stability in commodity prices and superior revenue mix. We believe risk-reward is favourable at CMP and maintain BUY with DCF-based revised TP of INR 440 (implied target P/E: 38x on FY27E).

Q4FY25 result review

V-Guard reported revenue/EBITDA/PAT growth of 14.5%/11.9%/19.6% YoY, respectively. While gross margin expanded 125bps YoY with a change in revenue mix, EBITDA margin contracted 22bps YoY due to higher staff cost and other expenditure. Employee cost rose due to expansion of its own manufacturing units and acquisition of Sunflame.

Segment-wise performance

Segment-wise revenue growth rates: Electronics: 26.3%, Electricals: 14.6%, Consumer Durables: 11.9% and Sunflame: -24.2%. Due to slowdown in CSD/ CPC channels, there was reduction in revenue of Sunflame. While there is possibility of healthy growth in general trade channels, we believe growth in CSD and CPC channels is likely to be muted. EBIT margin of electronics/ consumer durables expanded 655bps/209bps YoY, respectively. However, EBIT margin of electricals was up 131bps whereas Sunflame's margin contracted 834bps YoY. South India/non-South India revenue was up 15.3%/18.6% YoY, respectively.

Financial Summary

Y/E March (INR mn)	FY24A	FY25A	FY26E	FY27E
Net Revenue	48,567	55,778	65,465	75,735
EBITDA	4,267	5,132	6,481	7,687
EBITDA Margin (%)	8.8	9.2	9.9	10.1
Net Profit	2,576	3,137	4,134	5,080
EPS (INR)	5.9	7.2	9.5	11.7
EPS % Chg YoY	35.5	21.4	31.8	22.9
P/E (x)	63.5	52.3	39.7	32.3
EV/EBITDA (x)	38.7	31.8	25.0	20.7
RoCE (%)	12.0	14.3	17.0	17.6
RoE (%)	15.1	16.0	18.2	19.1

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Market Data

164bn
1,925mn
VGRD IN
VGUA.BO
577 /300
42.0
1.6

Price Performance (%)	3m	6m	12m
Absolute	10.8	(7.1)	6.3
Relative to Sensex	3.7	(11.9)	(5.0)

ESG Score	2023	2024	Change
ESG score	65.4	72.0	6.6
Environment	43.6	57.5	13.9
Social	71.4	74.4	3.0
Governance	78.1	79.0	0.9

Note - Score ranges from 0 - 100 with a higher number indicating a higher ESG score.

Source: SES ESG, I-sec research

Earnings Revisions (%)	FY26E	FY27E
Revenue	0.7	1.2
EBITDA	0.7	1.2
EPS	3.0	3.1

Previous Reports

29-01-2025: <u>Q3FY25 results review</u> 31-10-2024: **Q2FY25** results review



Potential impact on electronics segment due to unseasonal rainfall

The stabilisers have strong correlation with revenue growth of air conditioners. Considering the unseasonal rainfall as well as higher trade inventory at end of Q4FY25, we believe primary sales may be affected in Q1FY26 for RAC. It could impact the revenue of stabilisers (electronics) segment. We believe fans and air coolers business may also suffer in Q1FY26 due to unseasonal rainfall in Q1FY26.

Growth drivers ahead

We believe the company may benefit from: (1) Recovery in GT channels. (2) It has invested in own units as well as in Gegadyne. Steady increase in manufacturing units and capacity expansion could drive growth/ margins. (3) We also model house wires business to see normalised growth rates with normalised trade inventory now. (4) We model Sunflame's revenue to remain muted in H1FY26 and also model weaker growth for stabilisers.

Valuation

We model V-Guard to report revenue/PAT CAGR of 16.5%/27.2% over FY25–27E. We estimate RoE to improve over FY25–27E. At our DCF-based revised TP of INR 440 (earlier INR 410), implied P/E works out to 38x FY27E EPS. Maintain **BUY**.

Key risks: Steep increase in competitive pressure and commodity prices.

Exhibit 1: Q4FY25 consolidated financial performance

Y/e March (INR mn)	Q4FY25	Q4FY24	YoY % chg.	Q3FY25	QoQ % chg.
Revenue	15,381	13,428	14.5	12,687	21.2
Expenditure					
Raw materials	9,918	8,826	12.4	8,100	22.4
% of revenue	64.5	<i>65.7</i>		63.8	
Employee cost	1,369	1,102	24.2	1,300	5.2
% of revenue	8.9	8.2		10.3	
Other expenditure	2,664	2,222	19.9	2,245	18.7
% of revenue	17.3	16.5		17.7	
Total expenditure	13,950	12,149	14.8	11,645	19.8
EBITDA	1,431	1,279	11.9	1,041	37.4
EBITDA margin	9.3	9.5		8.2	
Other income	45	49	(8.0)	54	(17.1)
PBDIT	1,476	1,327	11.2	1,096	34.7
Depreciation	268	222	20.8	250	6.9
PBIT	1,208	1,106	9.2	845	42.9
Interest	26	99	(74.3)	58	(56.0)
PBT	1,182	1,006	17.5	787	50.1
Prov. for tax	271	245	10.8	185	46.3
% of PBT	22.9	24.3		23.5	
PAT before MI/Share of associates	911	762	19.6	602	51.3
Pref Dividend/ Minority Interest	-	-	-	_	-
Adjusted PAT	911	762	19.6	602	51.3
Extraordinary items	(31)	(28)		-	
Net profit	880	734	19.9	602	46.1

Source: Company data, I-Sec research



Key performance highlights

Exhibit 2: Revenue and revenue growth

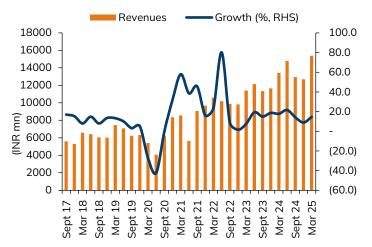
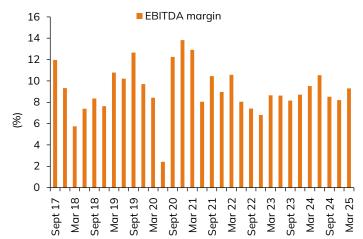


Exhibit 3: EBITDA margin



Source: Company data, I-Sec research

Source: Company data, I-Sec research

Exhibit 4: Segment-wise performance

Particulars	Q4FY25	Q4FY24	YoY % chg.	Q3FY25	QoQ % chg.
Revenues (INR mn)					
Electronics	4,075	3,228	26.3%	2,860	42.5%
Electricals	6,661	5,814	14.6%	4,786	39.2%
Consumer Durables	4,092	3,657	11.9%	4,248	-3.7%
Sunflame	553	730	-24.2%	794	-30.3%
Total	15,381	13,428	14.5%	12,687	21.2%
EBIT (INR mn)					
Electronics	778	405	92.2%	562	38.4%
Electricals	769	595	29.2%	429	79.2%
Consumer Durables	139	48	189.8%	177	-21.2%
Sunflame	6	69	-91.1%	22	-72.3%
Total	1,692	1,117	51.5%	1,190	42.2%
EBIT margin (%)					
Electronics	19.1	12.5		19.6	
Electricals	11.5	10.2		9.0	
Consumer Durables	3.4	1.3		4.2	
Sunflame	1.1	9.4		2.8	
Total	11.0	8.3		9.4	

Source: Company data, I-Sec research

Exhibit 5: Geography-wise performance

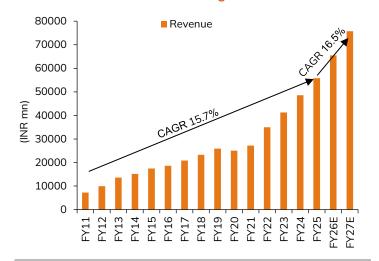
Particulars	Q4FY25	Q4FY24	YoY % chg.	Q3FY25	QoQ % chg.
Revenues (INRmn)					
South India	8,030	6,967	15.3%	6,141	30.8%
Non-South India	6,798	5,731	18.6%	5,752	18.2%
Total (Ex-Sunflame)	14,828	12,698	16.8%	11,893	24.7%
Sunflame	553	730	-24.2%	794	-30.3%
Total	15,381	13,428	14.5%	12,687	21.2%
As % of Total sales (Ex-Sunfl	ame)				
South India	54.2	54.9		51.6	
Non-South India	45.8	45.1		48.4	
Total	100.0	100.0		100.0	

Source: Company data, I-Sec research



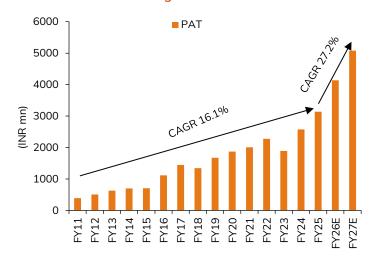
Key indicators - Annual

Exhibit 6: Revenue and revenue growth



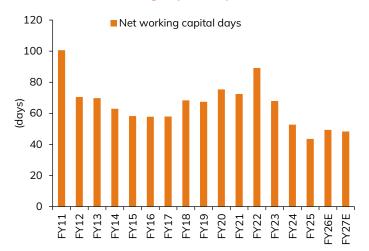
Source: Company data, I-Sec research

Exhibit 8: PAT and PAT growth



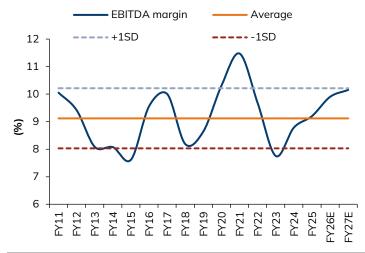
Source: Company data, I-Sec research

Exhibit 10: Net working capital days



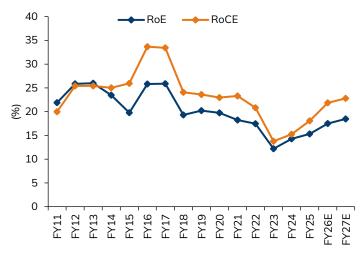
Source: Company data, I-Sec research

Exhibit 7: EBITDA margin



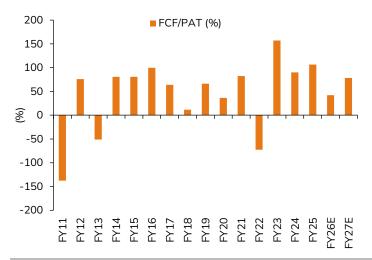
Source: Company data, I-Sec research

Exhibit 9: RoE and RoCE



Source: Company data, I-Sec research

Exhibit 11: FCF/PAT (%)



Source: Company data, I-Sec research



Valuation and risks

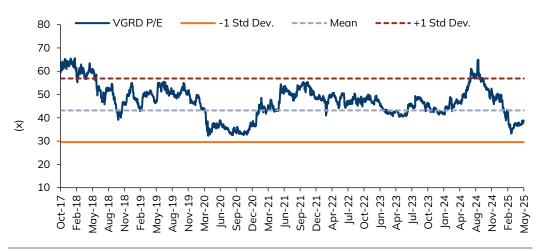
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Exhibit 12: DCF-based valuation

Particulars	
Cost of Equity (%)	11.0%
Terminal growth rate (%)	5.0%
Discounted interim cash flows (INR mn)	73,420
Discounted terminal value (INR mn)	1,17,716
Total equity value (INR mn)	1,91,136
Value per share (INR)	440

Source: Company data, I-Sec research

Exhibit 13: Mean PE (x) and standard deviations



Source: I-Sec research, Bloomberg

Risks

Sharp increase in input prices and competitive pressures

Major increase in input prices and/or increase in competitive pressures may result in downside to our estimates.

Delays in launch of new plants/products

Any delays in launch of new products and/or plants may result in lower earnings than estimated.

Exhibit 14: Shareholding pattern

%	Sep'24	Dec'24	Mar'25
Promoters	54.5	54.4	54.3
Institutional investors	33.8	33.9	34.1
MFs and others	19.6	19.7	20.3
FIs/Banks	0.0	0.0	0.0
Insurance	0.2	0.3	0.1
FIIs	14.0	13.9	13.7
Others	11.7	11.7	11.6

Exhibit 15: Price chart



Source: Bloomberg Source: Bloomberg

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Financial Summary

Exhibit 16: Profit & Loss

(INR mn, year ending March)

	FY24A	FY25A	FY26E	FY27E
Net Sales	48,567	55,778	65,465	75,735
Operating Expenses	44,300	50,646	58,984	68,048
EBITDA	4,267	5,132	6,481	7,687
EBITDA Margin (%)	8.8	9.2	9.9	10.1
Depreciation & Amortization	809	957	1,042	1,118
EBIT	3,458	4,176	5,439	6,569
Interest expenditure	395	245	116	116
Other Non-operating Income	340	209	204	338
Recurring PBT	3,403	4,140	5,527	6,791
Profit / (Loss) from Associates	-	-	-	-
Less: Taxes	827	1,002	1,393	1,711
PAT	2,576	3,137	4,134	5,080
Less: Minority Interest	-	-	-	-
Extraordinaries (Net)	(28)	(31)	-	-
Net Income (Reported)	2,548	3,106	4,134	5,080
Net Income (Adjusted)	2,576	3,137	4,134	5,080

Source Company data, I-Sec research

Exhibit 17: Balance sheet

(INR mn, year ending March)

	FY24A	FY25A	FY26E	FY27E
Total Current Assets	16,073	17,424	20,803	24,061
of which cash & cash eqv.	574	645	436	715
Total Current Liabilities &	8.483	10,121	11,522	13,329
Provisions	0,403	10,121	11,522	13,323
Net Current Assets	7,590	7,302	9,281	10,732
Investments	1,746	1,641	2,891	5,891
Net Fixed Assets	10,797	11,208	11,415	11,347
ROU Assets	-	-	-	-
Capital Work-in-Progress	371	491	491	491
Total Intangible Assets	2,528	2,528	2,528	2,528
Other assets	-	-	-	-
Deferred Tax assets	-	-	-	-
Total Assets	23,033	23,170	26,607	30,989
Liabilities				
Borrowings	3,971	1,286	1,286	1,286
Deferred Tax Liability	919	906	906	906
provisions	-	-	-	-
other Liabilities	-	-	-	-
Equity Share Capital	434	436	436	436
Reserves & Surplus	17,708	20,543	23,979	28,362
Total Net Worth	18,142	20,978	24,415	28,797
Minority Interest	-	-	-	-
Total Liabilities	23,033	23,170	26,607	30,989

Source Company data, I-Sec research

Exhibit 18: Quarterly trend

(INR mn, year ending March)

	Jun 24	Sept 24	Dec 24	Mar 25
Net Sales	14,771	12,940	12,687	15,381
% growth (YOY)	21.6	14.1	8.9	14.5
EBITDA	1,558	1,103	1,041	1,431
Margin %	10.5	8.5	8.2	9.3
Other Income	69	41	54	45
Extraordinaries	-	-	-	(31)
Adjusted Net Profit	990	634	602	911

Source Company data, I-Sec research

Exhibit 19: Cashflow statement

(INR mn, year ending March)

	FY24A	FY25A	FY26E	FY27E
Operating Cashflow	3,591	4,535	2,988	5,027
Working Capital Changes	308	325	(2,188)	(1,171)
Capital Commitments	(1,282)	(1,207)	(1,250)	(1,050)
Free Cashflow	2,308	3,328	1,738	3,977
Other investing cashflow	(272)	215	(1,250)	(3,000)
Cashflow from Investing Activities	(1,555)	(991)	(2,500)	(4,050)
Issue of Share Capital	61	80	-	-
Interest Cost	-	-	-	-
Inc (Dec) in Borrowings	(1,456)	(2,988)	-	-
Dividend paid	(563)	(611)	(697)	(697)
Others	-	-	-	-
Cash flow from Financing Activities	(1,957)	(3,518)	(697)	(697)
Chg. in Cash & Bank balance	79	25	(209)	280
Closing cash & balance	475	500	436	715

Source Company data, I-Sec research

Exhibit 20: Key ratios

(Year ending March)

	FY24A	FY25A	FY26E	FY27E
Per Share Data (INR)				
Reported EPS	5.9	7.2	9.5	11.7
Adjusted EPS (Diluted)	5.9	7.2	9.5	11.7
Cash EPS	7.8	9.4	11.9	14.2
Dividend per share (DPS)	1.3	1.4	1.6	1.6
Book Value per share (BV)	41.8	48.1	56.0	66.1
Dividend Payout (%)	21.8	19.5	16.9	13.7
Growth (%)				
Net Sales	17.7	14.8	17.4	15.7
EBITDA	33.4	20.3	26.3	18.6
EPS (INR)	35.5	21.4	31.8	22.9
Valuation Ratios (x)				
P/E	63.5	52.3	39.7	32.3
P/CEPS	48.4	40.1	31.7	26.5
P/BV	9.0	7.8	6.7	5.7
EV / EBITDA	38.7	31.8	25.0	20.7
P / Sales	3.4	2.9	2.5	2.2
Dividend Yield (%)	0.3	0.4	0.4	0.4
Operating Ratios				
Gross Profit Margins (%)	33.6	36.3	33.5	33.8
EBITDA Margins (%)	8.8	9.2	9.9	10.1
Effective Tax Rate (%)	24.3	24.2	25.2	25.2
Net Profit Margins (%)	5.3	5.6	6.3	6.7
NWC / Total Assets (%)	30.5	28.7	33.2	32.3
Net Debt / Equity (x)	0.1	0.0	(0.1)	(0.2)
Net Debt / EBITDA (x)	0.4	(0.2)	(0.3)	(0.7)
Profitability Ratios				
RoCE (%)	12.0	14.3	17.0	17.6
RoE (%)	15.1	16.0	18.2	19.1
RoIC (%)	13.7	15.9	19.2	21.4
Fixed Asset Turnover (x)	3.9	3.9	4.1	4.5
Inventory Turnover Days	66	70	67	67
Receivables Days	48	38	47	47
Payables Days	62	64	63	63
Source Company data, I-Sec resec	urch			

Source Company data, I-Sec research



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