

**POLYCAB**

## Polycab India Limited

Vision to Transform  
Conviction to Outperform



## Accumulate

## Polycab India Limited

## Key Data

DATE	25-Aug-2025
Reco Price	7050-7130
Target	8440
Sector	Cables - Electricals
BSE Code	542652
NSE Code	POLYCAB
Face Value (INR.)	10
Market Cap (Cr)	1,06,292 Cr
52-week High/Low (INR)	7607 / 4557

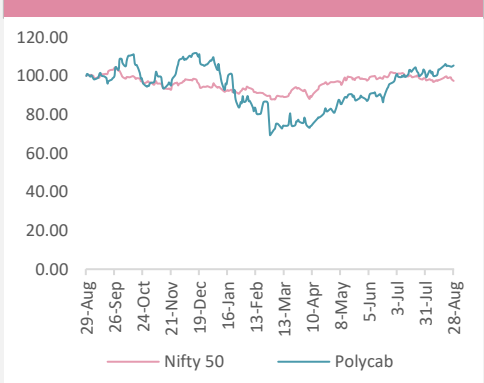
Source : NSE, BSE

Shareholding pattern  
(Jun-2025)

	%
Promoters	63.01%
DII	11.61%
FII	11.45%
Public	13.94%
<b>Total</b>	<b>100.00%</b>

Source : NSE, BSE

## Price Performance



Rebased to 100

## Company Background

**Polycab India Limited** is India's largest manufacturer of wires and cables (W&C) and a rapidly growing player in Fast-Moving Electrical Goods (FMEG). The company is also active in Engineering, Procurement, and Construction (EPC) with turnkey infrastructure solutions. Polycab's purpose is "Connecting all to a brighter future", underpinned by values in innovation, customer-centricity, collaboration, and resilience. Polycab places a premium on quality, with its manufacturing facilities holding prestigious quality management system certifications in compliance with ISO 9001, ISO 14001, and OHSAS 18001 requirements. As a frontrunner in the industry, company dominate various product categories such as Fans, Switches, Water Heaters, Switchgears, Luminaires tailored for residential, commercial, and industrial applications, Solar Panels, Conduits and Accessories, and cutting-edge Home Automation solutions. The company boasts a network of 28 state-of-the-art manufacturing facilities, including two strategic joint ventures with Techno and Trafigura. These facilities are strategically located across the states of Gujarat, Maharashtra, Uttarakhand, and the union territory of Daman and Diu.

## Outlook and Valuation

Polycab is the largest company by revenue in the Indian electrical industry, holding a 26-27% share in the organised wires & cables (W&C) market and 19-20% of the overall ~₹900 billion W&C market. As a market leader, Polycab is well-positioned to capitalize on strong demand for cables and wires in infrastructure, real estate, and industrial sectors. Strong demand momentum expected, driven by government capex and private sector investment. Increasing shift from unorganised to organised sector in wires & cables due to quality, safety, and compliance requirements, directly benefits well-established brands like Polycab. The company is also well-placed in FMEG segments, with backward integration in manufacturing and operations. It features a growing product mix across different price points that caters to a wide spectrum of customers. **Additionally, revenue is expected to grow with a CAGR of ~20% from FY25 to FY27E, driven by increased government capital expenditure in the mobility and power sectors, particularly for renewable energy projects, as well as continued real estate growth. We recommend an "Accumulate" rating for the stock, applying a PE multiple of 43.5X to the EPS of 194, for the target price of ₹ 8440, indicating a potential upside of around ~19%.**

## Financial Snapshot (Consolidated)

Particulars (INR. in Cr.)	FY23	FY24	FY25	FY26E	FY27E	CAGR FY25-27E
Revenue	14,108	18,039	22,408	27,304	32,407	20.3%
EBITDA	1,849	2,492	2,960	3,597	4,330	20.9%
EBITDA %	13.1%	13.8%	13.2%	13.2%	13.4%	-
PAT	1,280	1,784	2,020	2,420	2,919	20.2%
EPS (Rs.)	85	119	134	161	194	

Source: Company, ACMIIL Retail Research

## Company at a glance

- Polycab is the market leader in the Wires & Cables (W&C) industry, holding a 26-27% share of the domestic organized market.
- Extensive distribution network of 4,300+ authorized dealers and over 2,00,000 retail outlets across pan India.
- Strong reach and distribution in B2C business and increasing presence in white spaces for B2B business.
- High degree of backward integration and automation.
- Strengthening presence through alternate channels of sales such as Modern trade and E-commerce to increase penetration in Tier 2 & 3 cities.
- Robust product pipeline with sector diversification.
- Current capacity utilization levels in the range of 70-80%.






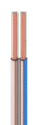












## Business Overview

Polycab is a key player in India's electrical industry, recognized as a leading manufacturer of wires and cables, and with a rapidly expanding presence in the Fast-Moving Electrical Goods (FMEG) sector. The company's strategic strengths include a dominant market share in the organized domestic wires and cables market, supported by a highly integrated and diversified product portfolio. Polycab's business model caters to both B2B and B2C segments, leveraging a robust pan-India distribution network that reaches over 200,000 retail outlets. Through aggressive investments in capacity expansion, technology, and brand building, Polycab has solidified its market leadership while prioritizing operational excellence and innovation, as evidenced by its focus on sustainability and its growing FMEG business. Polycab derives its revenue from three key segments: C&W (84% of FY25 revenue); Fast moving electrical goods (FMEG – 7%); and others, predominantly EPC (9%).

**Wires & Cables:** Polycab designs high-performance, eco-friendly wires and cables for a wide range of applications, including renewable energy, electric vehicles, marine, railway, and real estate. The company prioritizes safety, efficiency, and sustainability. Polycab's products meet global standards, such as CERN, Construction Products Regulation (CPR), and British Approvals Service for Cables (BASEC). They are made from non-toxic materials and manufactured using automated processes. This approach reduces waste and emissions while also improving the quality and durability of their products. Polycab is India's leading manufacturer and seller of a varied range of wires and cables for retail and industrial use, catering to a diverse customer base across a wide range of industries.

**FMEG:** Polycab leads the way in energy-efficient fans, smart lighting, and high-performance switches and switchgear. Its BLDC (Brushless Direct Current) fans are designed for low power consumption, while its LED lighting solutions not only reduce energy use but also have an extended lifespan. Additionally, the company's switchgear is engineered to minimize energy loss. By integrating digital technology, Polycab is able to optimize the efficiency and sustainability of its entire product line. Company's FMEG business, which commenced in FY 2013-14, is a high-growth segment. It features a growing product mix across different price points that caters to a wide spectrum of customers. With a pan-India presence and over 5,400 SKUs, company aim to boost their market share across categories.

**EPC:** Polycab is committed to sustainable infrastructure development by prioritizing resource-optimized project management and sustainable procurement. The company's energy-efficient construction practices are designed to minimize environmental impact. By using advanced automation and predictive maintenance, Polycab is able to enhance resource utilization and reduce waste. The EPC division specialises in turn-key contracting to advance the use of Polycab-made EHV, MV and LV cables through state-of-the-art underground cabling and power project solutions. As of the end of March 2025, Polycab's EPC business had an open order book of approximately INR 70 billion. Since then, it has secured an additional order for the Bharatnet project, bringing the total outstanding capital expenditure to roughly INR 80 billion (excluding GST). This amount is expected to be accrued over the next three years.

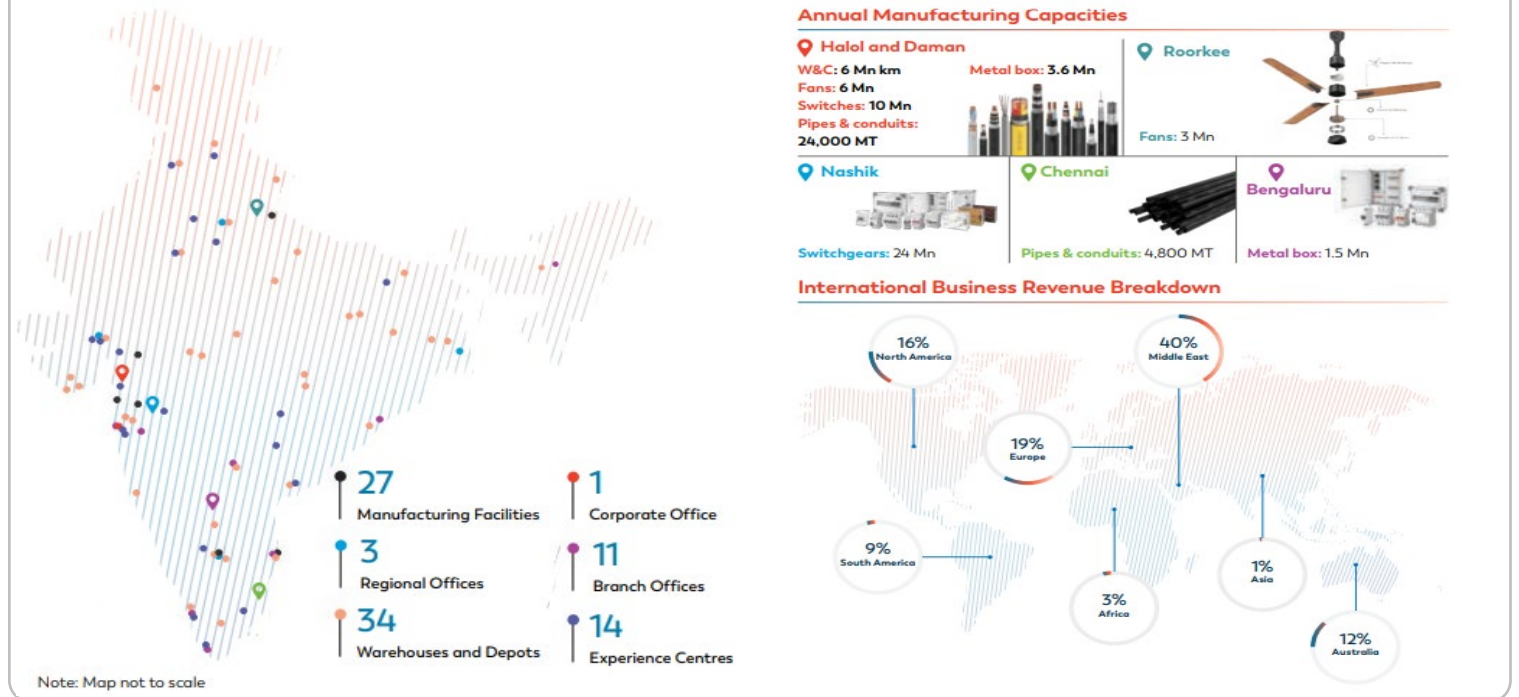
Wires and Cables Portfolio		Fast-Moving Electrical Goods Portfolio	
 <b>Flexible Wires</b>	 <b>Control Cables</b>		
 <b>Building Wires</b>	 <b>Instrumentation Cables</b>		
 <b>LV and MV Power Cables</b>	 <b>Solar Cables</b>		
 <b>Optical-fibre Cables</b>	 <b>Other Cables</b>		
 <b>Communication and Data Cables</b>	 <b>EHV Power Cables</b>		
 <b>Rubber Cables</b>	 <b>Special Purpose Cables</b>	 <b>Fans and Home Appliances</b>	 <b>Switchgears</b>
		 <b>Lights and Luminaries</b>	 <b>Conduits, Pipes &amp; Fittings and Accessories</b>
		 <b>Switches</b>	 <b>Solar Products</b>

Source: Company, ACMIIL Retail Research

## Manufacturing Facilities

Polycab operates 27 advanced manufacturing plants across six key regions: Gujarat, Maharashtra, Karnataka, Uttarakhand, Tamil Nadu, and the Union Territory of Daman. These facilities use cutting-edge technology and testing equipment to ensure all products comply with both local and global standards.

### Manufacturing



Source: Company, ACMIIL Retail Research

Polycab's competitive advantage comes from its blend of state-of-the-art manufacturing and a deep-rooted culture of innovation. Its advanced production plants are equipped with cutting-edge technologies, automation, and strict quality control systems. This ensures precision, consistency, and efficiency at a large scale. The company's ongoing focus on process innovation and product development allows it to provide customers with high-quality, reliable, and future-ready solutions. These capabilities not only set Polycab apart from its competitors but also strengthen its ability to meet changing market needs with agility and confidence.

## Industries Catered

POLYCAB has rich experience working across industries

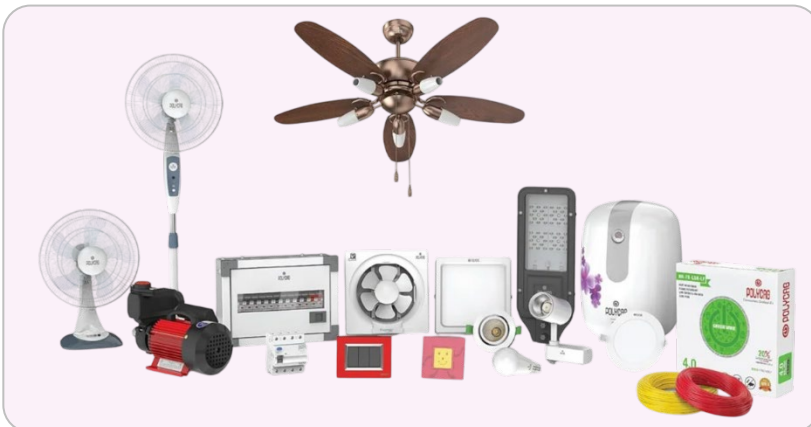


Source: Company, ACMIIL Retail Research

## Key Investment Rationale

### ■ Wires and Cables (W&C) - Strong Growth Momentum to Continue

The wires and cables (W&C) business continues to experience strong growth, driven by robust domestic demand and supportive commodity prices. Polycab's Wires & Cables (W&C) segment achieved robust growth of 18% YoY, with revenue reaching INR 188,881 million, accounting for 84% of total sales. This performance was driven by strong domestic demand, fueled by increased government capital expenditure in the mobility and power sectors, particularly for renewable energy projects, as well as continued real estate growth. Polycab anticipates continued growth momentum from infrastructure spending, private sector investment, and a flourishing real estate market. Globally, the company is performing well; in Europe, customers are willing to pay a premium for supply chain diversification, while in the Middle East, large-scale infrastructure projects, particularly in Saudi Arabia, are driving strong cable demand and giving the company a competitive edge through favorable tariffs. Polycab's Wires & Cables (W&C) business, a cornerstone of its growth strategy, is poised for sustained momentum as the company enters its next strategic phase, "Project Spring." The domestic market is a key driver, supported by a favorable demand environment from government-led infrastructure initiatives like the Viksit Bharat 2047 vision, which will fuel investments in power transmission, railways, and smart cities. Polycab is broadening its product portfolio to include specialized products such as Special Purpose Cables (SPC) and Extra High Voltage (EHV) cables. This expansion aims to meet the growing demands of emerging sectors like smart cities, renewable energy, and electric vehicles.



- **FMEG:** Polycab's Fast-Moving Electrical Goods (FMEG) business experienced exceptional growth of 29% in FY 2024-25, contributing 7% to the company's total revenue. This robust performance was driven by strategic initiatives, including a multi-pronged growth strategy focused on expanding its distribution network, with over 300 new distributors added during the year. The company also enhanced its product offerings by launching new SKUs across various price points and adopted a micro-market strategy to better address regional demand variations. This focus on channel expansion and product development, coupled with increased spending on advertising and promotion (A&P), resulted in the FMEG business becoming profitable in the final quarter of the year—a significant

milestone after a decade of investment-led losses. These structural improvements are expected to continue driving sustainable, long-term growth for the segment.

- **EPC:** Polycab's Engineering, Procurement, and Construction (EPC) division specializes in providing turnkey solutions, utilizing the company's Extra High Voltage (EHV), Medium Voltage (MV), and Low Voltage (LV) cables for advanced underground cabling and power infrastructure projects. The company is actively pursuing opportunities under the Revamped Distribution Sector Scheme (RDSS) and is participating in the BharatNet project to capitalize on the growing demand for Optical Fibre Cables (OFC). These strategic initiatives have resulted in a strong order book of approximately ~INR 70 billion, which is scheduled for execution over the next three years. From a profitability perspective, the company aims to maintain stable margins in the mid-to-high single-digit range, which is in line with industry benchmarks. By selectively bidding for large-scale infrastructure projects that have significant cabling requirements, Polycab leverages its EPC capabilities to ensure efficient and profitable scaling of its core W&C business.
- **Strong Demand in Domestic and International Markets:** Polycab is experiencing robust demand across its domestic and international markets. Domestically, growth is being driven by investments in the power sector, real estate activity, and affordable housing, supported by recent rate cuts and an increase in disposable incomes. The company's Etira brand, which is priced approximately 10% below standard wires, is gaining traction in Tier 3-5 cities. On the global front, demand is strengthening in Europe, the Middle East, and Australia, with the Middle East alone accounting for 45% of its FY25 export revenue. Exports are projected to reach about 10% of total revenue by FY30. Polycab's positive outlook is reinforced by its strong demand visibility, its growing presence in value-tier markets via Etira, and an expanding international footprint.



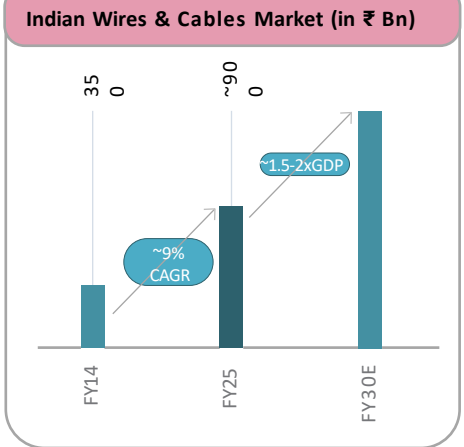
## Key Investment Rationale

- **Project Spring, 5-Year Strategic Vision (FY 2025-30):** Polycab's key strategic priorities through FY30 are focused on aggressive growth and enhanced profitability. The company aims for its Wires & Cables (W&C) business to grow at 1.5 times the industry rate, with an EBITDA margin of 11-13%. It plans to increase the contribution of exports to over 10% of total revenue, up from 7% in FY25. The Fast-Moving Electrical Goods (FMEG) business is targeted to grow at 1.5 to 2 times the industry rate, with an EBITDA margin of 8-10%. To support this expansion, Polycab will incur a capital expenditure of INR 60-80 billion over the next five years, primarily to ensure sufficient capacity for the W&C business.
- **Capex for Capacity Expansion:** India is on the verge of a major growth cycle, driven by unprecedented infrastructure development, rapid urbanization, a booming real estate sector, and the government's strong push for manufacturing and electrification. These factors create significant, long-term opportunities for both Polycab's core W&C business and its growing FMEG segment. With the increasing demand for safe, efficient, and sustainable electrical solutions, Polycab is well-positioned to meet the evolving needs of this new India. To seize this opportunity, Polycab plans to invest between INR 60–80 billion in capital expenditure over the next five years through internal accrual. These investments will focus on capacity expansion, backward integration, digitalization, and ESG (Environmental, Social, and Governance) initiatives. This strategy aims to build a strong foundation for sustainable growth and maintain the company's leadership position in the market.
- **EHV Capacity:** Polycab is addressing a key gap in its product portfolio by investing INR 8 billion to establish a new plant in Halol for Extra High Voltage (EHV) cables. This facility, expected to be operational by FY26, will produce cables above 220kV, a segment where the company currently has no presence. The plant is projected to achieve an asset turnover of 3x at peak utilization. However, since this is a tender-based business, optimal utilization will depend on the company's ability to secure new orders.
- **Cable Exports:** In fiscal year 2024-25, Polycab's international cables business generated INR 13,452 million in revenue, representing 6% of the company's total turnover. Despite a modest decline during the year due to a business model transition in the U.S. and logistical challenges from the Red Sea crisis, the company has since navigated these headwinds. As one of India's leading cable exporters with a presence in over 80 countries, Polycab has a strong order book and is positioned for robust future performance. The company's growth is supported by compelling global demand fundamentals, including investments in renewable energy, grid modernization, and infrastructure development across the Middle East, U.S., Australia, and Europe. Polycab's strategic roadmap includes expanding into new geographies, securing approvals from global Engineering, Procurement, and Construction (EPC) firms, and strengthening its value proposition based on cost, quality, and delivery.
- **Technology, Innovation, and Digitalization:** Polycab's technology, innovation, and digitalization strategy is anchored by its R&D center, employing approximately 90 experts focused on advanced cable technologies such as electron-beam processing and green polymers, as well as ongoing product innovation in the FMEG segment, evidenced by 2 new patents and 23 design registrations in FY25. The company has significantly modernized its IT infrastructure, migrating to the Azure cloud, deploying 64 real-time analytics dashboards through Power BI, rolling out an Enterprise Performance Management (EPM) system, instituting advanced cybersecurity measures, and piloting initial AI and machine learning applications.
- **ESG (Environmental, Social, Governance) and Sustainability:** Polycab has established a formal five-year ESG roadmap with active Board-level oversight, embedding 10 measurable parameters and linking key leadership compensation to ESG KPIs, signaling a robust commitment to responsible growth. Ambitious targets include achieving 50% renewable electricity usage by 2030, increasing women's representation in permanent roles to 11%, attaining zero landfill waste, positively impacting 1 million lives through CSR initiatives, and launching at least one net zero product within five years. In FY25, the company made strong progress—securing 17% of its power from renewable sources, recycling 19,220 metric tons of waste, touching over 235,000 lives through CSR, and maintaining an impressive workplace safety metric with a 0.11 LTIFR. Integrating sustainability into every facet of the business, from capex and expansion projects to supplier selection and operational strategy, Polycab is positioning ESG as a fundamental driver of future growth, risk management, and long-term value creation.
- **Raw Material Prices:** During FY24-25, Polycab successfully navigated the volatility in global commodity markets, which impacted key raw materials like **copper, aluminum, and polymers**. The company effectively managed its procurement through strategic sourcing and backward integration, particularly within its W&C segment. Despite inflationary pressures, Polycab's cost-control initiatives and pricing discipline allowed it to protect its margins, showcasing its operational resilience and supply chain agility.

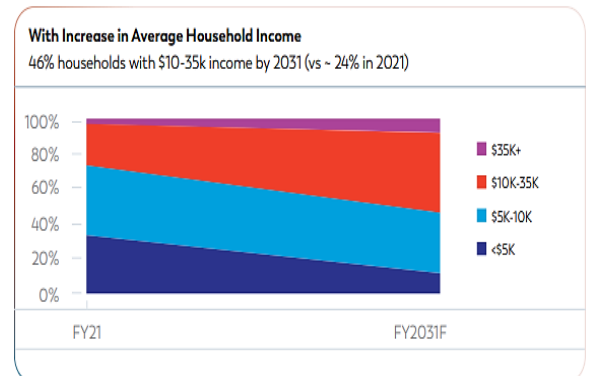


## Industry Key Growth Drivers

- Indian Wires & Cables (W&C) Industry:** The Indian Wires & Cables (W&C) industry demonstrated strong performance in FY 2024-25, growing by ~12% to an estimated size of ~INR 900 billion. This growth was primarily driven by government-led infrastructure development and increased investments in the power and real estate sectors. The power sector, specifically the expansion of renewable energy, and the real estate market, which experienced record home sales, were key demand drivers. Additionally, steady private capital expenditure in sectors like cement, automobiles, and electronics, as well as emerging areas like data centers and electric vehicles (EVs), contributed to the positive momentum. Organized players continued to gain market share due to brand trust and adherence to quality standards. The industry is projected to maintain its growth trajectory at nearly twice the rate of real GDP in the coming years.
- Global wires and Cable Market:** The global wires and cables (W&C) industry grew at a mid-single-digit rate in FY 2024-25, driven by strong demand from power transmission, construction, and telecommunications sectors. This growth was fueled by worldwide government initiatives for grid modernization, smart city development, and clean energy transitions. The renewable energy sector was a major growth driver, with significant investments in solar and wind projects in the U.S. and Europe. The telecommunications sector also contributed to demand through 5G expansion and fiber-optic deployments. The "China Plus One" strategy led global companies to diversify their supply chains, benefiting manufacturers in countries like India. Looking forward, the global W&C industry is expected to sustain its momentum from continued investments in infrastructure, urbanization, and electric mobility. With robust manufacturing capabilities and a strong focus on quality and cost-efficiency, Indian W&C manufacturers are well-positioned to capitalize on this rising global demand.
- Special Purpose Cables (SPC):** The Special Purpose Cables (SPC) Business Unit, which specializes in e-Beam cross-linked cables for high-voltage and extreme-temperature applications, experienced a period of softness in FY 2024-25, primarily due to slower project awards related to general and state elections. Despite this, the business is poised for a rebound, with key growth expected from the Railways and Defence segments. The company secured orders to supply cables for Vande Bharat trains, which are anticipated to boost growth in FY 2025-26. The Defence segment saw decent growth from ship-building projects, and the automotive segment gained traction by supplying AC charging cables for EV stations. The company's newly operational dedicated plant for SPC cables is expected to enhance its ability to meet evolving industry needs and capitalize on future opportunities in these critical sectors.
- FMEG:** The Fast-Moving Electrical Goods (FMEG) industry in India grew at a moderate pace in FY 2024-25, driven primarily by strong B2B demand from government infrastructure projects. In the fans category, there was a notable shift towards energy-efficient BLDC (Brushless Direct Current) models, which helped organized players gain market share from unorganized competitors. The Lighting & Luminaires (L&L) segment faced pricing pressures but saw some stabilization, with a future growth trajectory expected from B2B projects and a consumer shift towards decorative and premium lighting. Both the switchgear and switches categories maintained upward momentum, benefiting directly from the strong performance of the real estate sector. Overall, despite mixed performance, the FMEG industry remained stable, with a clear trend toward energy efficiency, premiumization, and consolidation among organized players, positioning it for accelerated growth in the coming years.
- Rising Disposable Incomes and Premiumisation:** The share of Indian households with annual incomes between \$10,000 and \$35,000 is expected to nearly double from approximately 24% in 2021 to 46% by 2031. This significant income growth is anticipated to accelerate the adoption of premium, smart FMEG products across urban and semi-urban markets. India's urban population is projected to increase from about 36% in 2025 to 43% by 2034. Simultaneously, nuclear households are expected to rise from 295 million in 2021 to 360 million by 2031. These demographic shifts are driving demand for aesthetically designed energy-efficient electrical products tailored to modern residential needs. Company is aligning their product portfolio to cater to the growing demand for energy efficient and premium electrical solutions, which are key drivers of consumption in India's expanding economy.
- Government Push for Manufacturing:** The Production-Linked Incentive (PLI) scheme has been a catalyst for significant industrial growth in India, stimulating ~INR 1.47 lakh crore in private capital expenditure and contributing a 1.2% boost to the GDP. This initiative is positioning India as a future-ready manufacturing hub. Emerging sectors such as Electric Vehicles (EVs), semiconductors, Data Centers and electronics are expected to see a 6.8x capital expenditure surge by FY 2029-30, aligning India with global sustainability and technology trends. Furthermore, the scheme is projected to enable 720 companies to generate \$459 billion in incremental revenue over the next five to six years, significantly accelerating self-reliance and job creation.



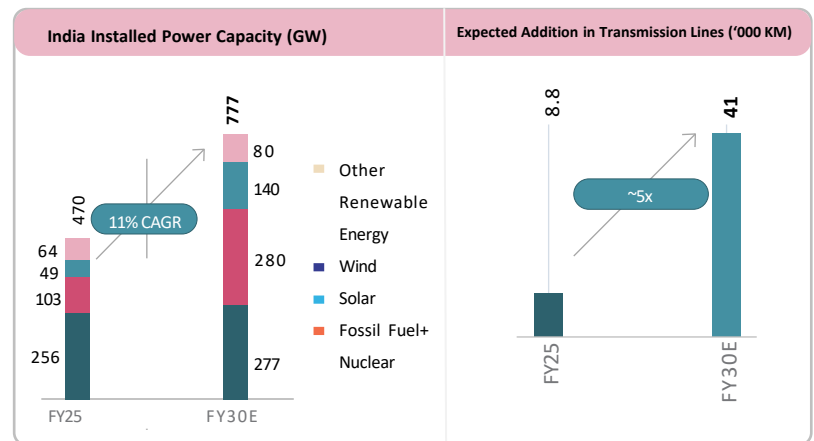
Source: Company, ACMIIL Retail Research



Source: Company, ACMIIL Retail Research

## Industry Key Growth Drivers

- Power Sector Investments:** India is poised for a significant increase in power demand, with per capita consumption projected to rise from 1,395 units in FY 2023-24 to 2,984 units by FY 2039-40, approaching the current global average. This surge will be supported by an ambitious expansion of renewable energy, with capacity expected to grow from 216 GW to approximately 500 GW by FY 2029-30, aligning with the goal of deriving 50% of cumulative power from non-fossil fuel sources by 2030. This transition will be facilitated by the Green Energy Corridor Scheme, which ensures efficient power transmission. Furthermore, the country is strengthening its power infrastructure with inter-regional grid projects designed to transfer power from energy-surplus to energy-deficit states, particularly from renewable energy hubs in Western and Southern India.
- Growing Real Estate:** A multi-year growth phase is driving higher residential real estate volumes, benefiting W&C companies as developers seek proven, reliable suppliers. The commercial sector is expanding rapidly, with the market projected to grow from an estimated \$49.3 billion in 2025 to \$128.4 billion by 2030, representing a robust CAGR of 21.1%. This growth is fueled by the rise of Global Capability Centres (GCCs) and infrastructure development in Tier II and III cities. India's warehousing stock has more than tripled since 2016, reaching 354 million sq. ft., and is expected to expand to 540 million sq. ft. by 2026. This expansion is driven by the growth of manufacturing and e-commerce. To capitalize on the growing demand in the real estate sector, Polycab is establishing a dedicated vertical to provide comprehensive solutions. The company is also implementing a price ladder strategy for its wires to meet the diverse needs of different customer segments.
- Regulatory and Compliance Shifts:** Increasing safety, efficiency, and quality standards (e.g., BLDC fans, fire-retardant wires, BEE norms, premium lighting) favour organised, branded players over the unorganised segment. Rising consumer and institutional awareness accelerates this transition.



## Other Key Growth driver

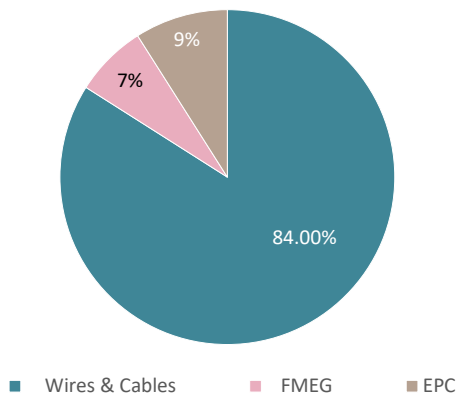
- Road Infrastructure Expansion:** India's national highway network is set to expand significantly, growing from 1.46 lakh km to 2 lakh km by 2037. With over 10,000 km of new highways added each year since FY 2017-18, this rapid expansion is improving connectivity and boosting logistics efficiency across the country.
- Railway Expansion and Modernisation:** In the fiscal year 2025-26, the railway sector's capital expenditure is estimated at INR 2.65 trillion. The central government will fund 95% of this, which is a significant increase from just 1% in FY 2007-08. Looking ahead, the next decade will see an investment of over INR 7 trillion to add 50,000 km of new tracks and modernize the existing railway infrastructure.
- Widening Metro Rail Network:** Around 1,000 km of Metro Rail lines are currently under construction across India, with an additional 1,000 km in the planning stages. This expansion is set to significantly improve urban mobility in key cities.
- Airport Infrastructure Expansion:** Under the Gati Shakti initiative, India is set to build 200 new airports, heliports, and water aerodromes. In addition, the Airports Authority of India (AAI) plans to develop 50 new airports in Tier II and Tier III cities over the next five years to boost regional connectivity.
- Data Center Growth:** India's data center capacity is projected to surge from ~900 MW to over 10 GW by FY 2029-30. This expansion, driven by AI and favorable government policies, will see major growth in key hubs such as Mumbai, Chennai, Noida, Hyderabad, and Bengaluru.
- EV Adoption:** The Indian government aims to accelerate EV adoption, targeting 30% of private cars and 70-80% of commercial vehicles, two-wheelers, and three-wheelers to be electric by 2030. To support this rapid transition, over 2 million EV charging stations are expected to be established across the country by that time.



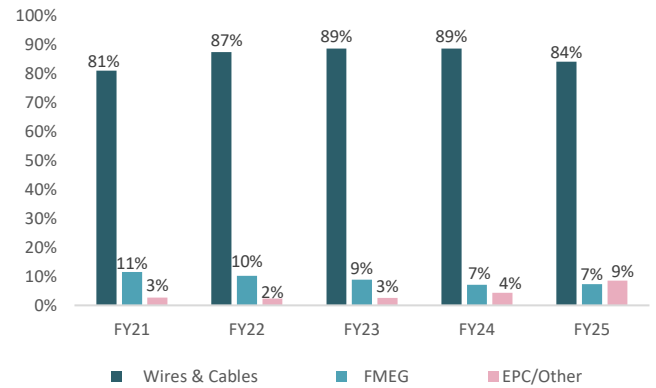


## Story in Charts (Values in INR Crore.)

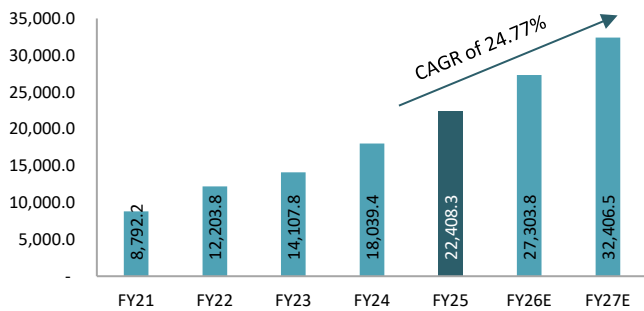
Revenue Mix FY25 (%)



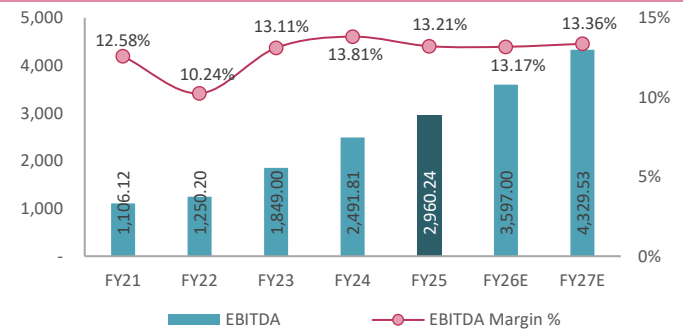
Revenue split historical trend



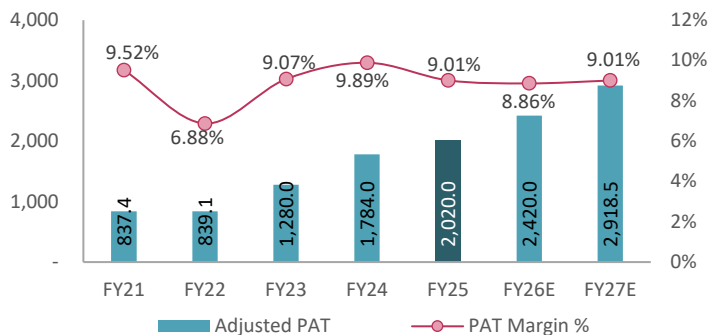
Revenue



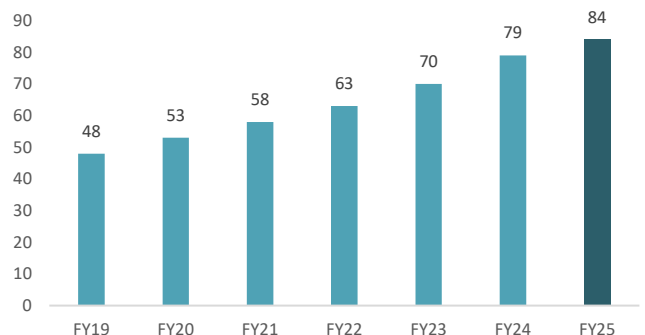
EBITDA &amp; EBITDA Margin



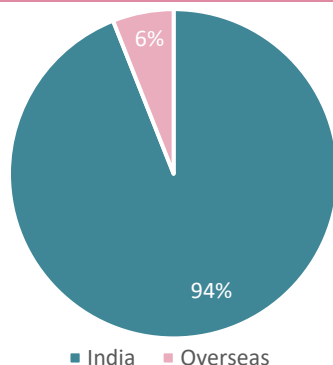
PAT &amp; PAT Margin



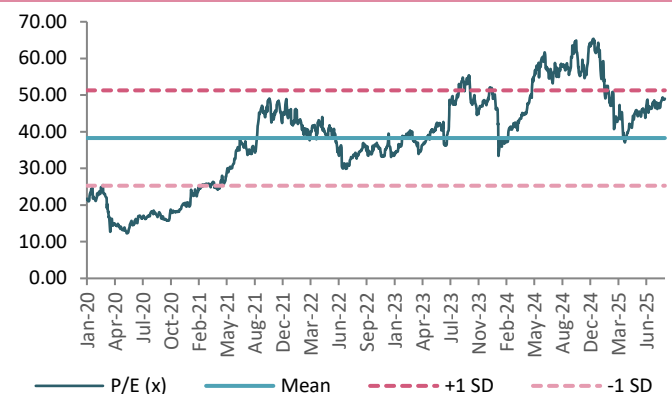
Polycab – number of countries catered to



Geographical Revenue (FY25)



Valuation



## Consolidated Financial Statements (Amount in INR Crore)

## Income Statement Condensed Consolidated

Amount in INR Crore, Except Per Share	FY23	FY24	FY25	FY26E	FY27E
Revenue from Operations	14108	18039	22408	27304	32407
Total Expenditure	12259	15548	19448	23707	28077
<b>EBITDA</b>	<b>1849</b>	<b>2492</b>	<b>2960</b>	<b>3597</b>	<b>4330</b>
Other Income	136	221	208	211	225
Finance Costs	60	108	169	178	180
Depreciation and Amortisation Expense	209	245	298	395	475
Profit Before Tax	1717	2359	2701	3235	3899
Tax Expense	424	556	655	802	967
PAT To Common Shareholders	1280	1784	2020	2420	2919
Adj. EPS (Rs.)	85.5	118.7	134.3	160.9	194.0

Source: Company Reports, ACMIIL Retail Research

## Ratios

Particulars	FY23	FY24	FY25	FY26E	FY27E
Adj. EPS (Rs)	85.47	118.75	134.28	160.88	194.02
Cash EPS (Rs)	100.26	136.32	155.80	187.96	226.52
DPS (Rs)	20.00	30.00	35.00	35.00	35.00
BVPS	443.17	544.95	653.15	759.92	899.90
ROCE %	28.8	32.9	31.5	31.8	32.4
ROE %	21.2	24.3	22.7	22.9	23.5
EBITDA Margin %	13.1	13.8	13.2	13.2	13.4
Net Margin %	9.2	10.0	9.1	8.9	9.0
PE (x)	82.95	59.71	52.80	44.07	36.54
P/BV (x)	16.00	13.01	10.86	9.33	7.88
P/CEPS (x)	70.72	52.01	45.51	37.72	31.30
M cap/sales (x)	72.58	56.76	45.70	37.50	31.60
Debt/Equity(x)	0.01	0.01	0.01	0.01	0.01

Source: Company Reports, ACMIIL Retail Research, ACE Equity

## Balance Sheet Condensed Consolidated

Amount in INR Crore, Except Per Share	FY23	FY24	FY25	FY26E	FY27E
<b>ASSETS</b>					
<b>Non-Current Assets</b>					
Net Block	2067	2261	2932	3846	4570
Capital Work in Progress	251	578	708	600	600
Other Non-Current Assets	198	512	789	615	639
<b>Total Non Current Assets</b>	<b>2515</b>	<b>3352</b>	<b>4430</b>	<b>5060</b>	<b>5810</b>
<b>Current Asset</b>					
Inventories	2951	3675	3661	4369	5023
Other Financial Assets	1957	2514	2123	2123	2623
Other Current Assets	1305	2123	2764	2899	3247
Cash and Bank	695	402	771	1164	1556
<b>Total Current Assets</b>	<b>6909</b>	<b>8714</b>	<b>9319</b>	<b>10554</b>	<b>12449</b>
<b>TOTAL ASSETS</b>	<b>9424</b>	<b>12066</b>	<b>13749</b>	<b>15614</b>	<b>18258</b>
<b>EQUITY AND LIABILITIES</b>					
<b>Share capital</b>	<b>150</b>	<b>150</b>	<b>150</b>	<b>150</b>	<b>150</b>
<b>Reserves</b>	<b>6487</b>	<b>8037</b>	<b>9675</b>	<b>11281</b>	<b>13386</b>
<b>TOTAL EQUITY</b>	<b>6637</b>	<b>8187</b>	<b>9825</b>	<b>11431</b>	<b>13537</b>
<b>LIABILITIES</b>					
<b>Non-Current Liabilities</b>					
Provisions	45	44	41	43	43
Other Non-Current Liabilities	84	185	290	279	266
<b>Total Non-Current Liabilities</b>	<b>129</b>	<b>229</b>	<b>332</b>	<b>322</b>	<b>309</b>
<b>Current Liabilities</b>					
Other Current Liabilities	588	731	774	725	773
Trade Payables	2033	2863	2736	3054	3558
<b>Total Current Liabilities</b>	<b>2620</b>	<b>3594</b>	<b>3510</b>	<b>3779</b>	<b>4331</b>
Minority Interest	37	56	82	82	82
<b>TOTAL LIABILITES</b>	<b>2787</b>	<b>3879</b>	<b>3924</b>	<b>4183</b>	<b>4721</b>
<b>TOTAL EQUITY AND LIABILITY</b>	<b>9424</b>	<b>12066</b>	<b>13749</b>	<b>15614</b>	<b>18258</b>

Source: Company Reports, ACMIIL Retail Research, ACE Equity

## Risks and concerns

- **Economic Slowdown:** The company's growth is closely tied to India's GDP. Any economic downturn caused by internal or external factors could negatively affect business.
- **Muted Private Capital Expenditure:** A slowdown in private sector spending could lead to fewer new orders and affect future revenue.
- **Supply Chain and Commodity Volatility:** Geopolitical tensions and supply chain disruptions can cause significant fluctuations in raw material prices and logistics costs. This volatility could impact the company's business and profitability.
- **High Competition:** The wires, cables, and FMEG industries are highly fragmented, with a significant presence of unorganized players, leading to intense competition.

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# Asit C. Mehta

INVESTMENT INTERMEDIATES LTD.

**Retail Research Desk:**

Devang Shah E: [devang.shah@acm.co.in](mailto:devang.shah@acm.co.in)  
 Hrishikesh Yedve E: [hrishikesh.yedve@acm.co.in](mailto:hrishikesh.yedve@acm.co.in)  
 Ruchi Jain E: [ruchi.jain@acm.co.in](mailto:ruchi.jain@acm.co.in)  
 Sameer Mokashi E: [sameer.mokashi@acm.co.in](mailto:sameer.mokashi@acm.co.in)  
 Neeraj Sharma E: [neeraj.sharma@acm.co.in](mailto:neeraj.sharma@acm.co.in)  
 Email: [retailresearch@acm.co.in](mailto:retailresearch@acm.co.in)

**Research Analyst Registration Number:**

INH000016940

CIN: U65990MH1993PLC075388

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