

Supreme Industries

Mixed Q1, FY27 guidance maintained on strong recovery; retain BUY

Rating: **BUY**

Target Price (12-mth): Rs.4,100

Share Price: Rs.3,395

Supreme Industries (SI) missed our topline estimate by 14.8% in Q1FY27, due to weak volume (down 14.3% y/y vs. ARe of +5.8%) on account of heavy channel destocking. However, EBITDA came broadly in-line with our estimate (up 24.8% y/y to Rs3.98bn vs. ARe of Rs4.07bn), driven by improved margin (up 242bps y/y to 14.6% vs. ARe of 12.8%) due to sharp improvement in pipe margin (on the back of steep decline in sales of low-margin agri/infra pipes). The company beats our PAT estimate by 20.1%, owing to steep increase in the share of profit from associate i.e. Supreme Petrochem (from Rs517m in Q4FY26 to Rs731m in Q1FY27). Looking ahead, we expect the company's EPS to clock a strong 24.2% CAGR over FY26-28e with a healthy RoIC of 30% over FY27-28e. At CMP, the stock trades at P/E of 33.7x/29x on FY27/28e EPS, which appears to be reasonable. Hence, we maintain BUY rating on the stock with a downwardly revised TP of Rs4,100 (from Rs4,700 earlier), valuing it at 35x of FY28e EPS.

Key Quarterly Highlights: Pipe volume declined by 15.4% y/y in Q1FY27 due to steep correction in polymer prices, but the segmental EBIT margin expanded by 265bps y/y to 11.4% due to favourable mix. Non-pipe volume declined by 9.5% y/y, while segmental EBIT margin remained stable at 9.7% (up 12bps y/y) in Q1FY27. Overall, the company's revenue/EBITDA/APAT grew by 4.2/24.8/38.8% y/y in Q1FY27. Net cash balance stood at Rs5.4bn as of Jun-26 vs. Rs6.5bn as of Mar-26.

Key Guidance: According to the management the underlying demand continues to remain intact. Following an encouraging demand in Jul-26, the management reiterated the volume growth guidance of 12-13% y/y (up 15-17% in pipes) with an EBITDA margin of 14-14.5% in FY27e. The company expects to see positive pipe volume growth in H1FY27 in anticipation of good demand recovery in Q2FY27. The management continues to prioritise market share gains, led by volume growth through competitive pricing. The company has already committed capex of Rs5bn in Q1FY27 (out of earmarked Rs10bn for FY27) to establish new plants in Bihar, Jammu, Malanpur, Pondicherry and Erode.

Outlook and Valuation: At CMP, the stock trades at a P/E of 33.7x/29x of FY27/28 vs. 5-year pre-COVID average of 27.6x. We expect the company to continue to gain market in plastic pipe on the back of aggressive capex, widening of product basket portfolio and deepening penetration into rural areas. We have increased our EPS estimate by 5% for FY27 based on higher share of profit from associate in Q1FY27. However, we have broadly maintained our EPS estimate for FY28e. **We maintain BUY rating on the stock with a downwardly revised TP of Rs4,100 (from Rs4,700 earlier), valuing it at 35x (from 40x previously) of FY28e EPS.**

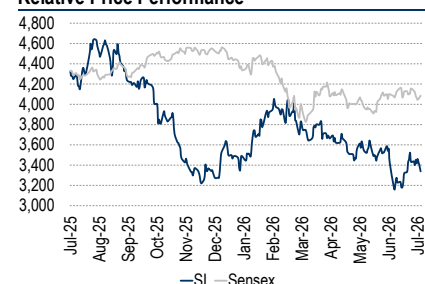
Key Risks: (a) Sharp slowdown in real estate; (b) market share loss in plastic pipe segment; and (c) steep decline in polymer prices.

Key Data	SI IN / SUPLBO
52-week high / low	Rs4665 / 3140
Sensex / Nifty	76766 / 23985
Market cap	Rs431bn
Shares outstanding	127m

Shareholding Pattern (%)	Jun'26	Mar'26	Dec'25
Promoters	49.0	49.0	49.0
- of which, Pledged	-	-	-
Free float	51.0	51.0	51.0
- Foreign institutions	17.1	17.1	19.2
- Domestic institutions	19.0	19.1	17.1
- Public	14.9	14.7	14.7

Estimates Revision (%)	FY27e	FY28e
Sales	2.6	1.8
EBITDA	(0.7)	(0.5)
PAT	5.0	(0.3)

Relative Price Performance



Source: Bloomberg

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Research Analyst

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Financials and Valuations (Consolidated)

Fig 1 – Income Statement (Rs m)

Y/E Mar	FY24	FY25	FY26	FY27e	FY28e
Net revenue	1,01,343	1,04,463	1,12,177	1,39,438	1,65,351
Growth (%)	10.1	3.1	7.4	24.3	18.6
Direct costs	80,815	84,680	91,169	1,15,660	1,38,026
SG&A	3,883	3,915	5,332	4,083	3,719
EBITDA	15,595	14,512	15,676	19,695	23,606
EBITDA margin (%)	15.4	13.9	14.0	14.1	14.3
- Depreciation	2,984	3,586	4,283	4,917	5,480
Other income	535	383	304	365	365
Interest expenses	161	119	290	192	200
PBT	14,054	12,390	12,419	16,883	19,891
Effective tax rate (%)	23.9	22.4	23.2	24.2	25.2
+ Associates / (Minorities)	1,069	1,201	1,012	1,931	1,600
Net income	10,697	9,609	9,540	12,794	14,885
Adjusted income	10,790	9,761	9,650	12,794	14,885
WANS	127	127	127	127	127
FDEPS (Rs)	84.9	76.8	76.0	100.7	117.2
FDEPS growth (%)	24.7	(9.5)	(1.1)	32.6	16.3
Gross margin (%)	33.4	32.9	32.6	30.8	29.6

Fig 3 – Cash-flow Statement (Rs m)

Y/E Mar	FY24	FY25	FY26	FY27e	FY28e
PBT	14,054	12,390	12,419	16,883	19,891
+ Non-cash items	2,984	3,586	4,283	4,917	5,480
Oper. prof. before WC	17,038	15,977	16,702	21,799	25,371
- Incr. / (decr.) in WC	1,752	(16)	(1,878)	(3,411)	(3,245)
Others incl. taxes	(3,730)	(3,045)	(2,893)	(4,262)	(5,172)
Operating cash-flow	15,059	12,915	11,931	14,126	16,955
- Capex (tang. + intang.)	(6,849)	(10,783)	(9,999)	(10,000)	(10,000)
Free cash-flow	8,210	2,132	1,933	4,126	6,955
Acquisitions					
- Div.(incl. buyback & taxes)	(3,812)	(4,320)	(4,574)	(5,336)	(5,844)
+ Equity raised	-	-	-	-	-
+ Debt raised	-	-	-	-	-
- Fin investments	(542)	(652)	(432)	-	-
- Misc. (CFI + CFF)	555	491	134	174	165
Net cash-flow	4,412	(2,349)	(2,940)	(1,036)	1,276

Source: Company, Anand Rathi Research

Fig 5 – Price Movement



Source: Bloomberg

Fig 2 – Balance Sheet (Rs m)

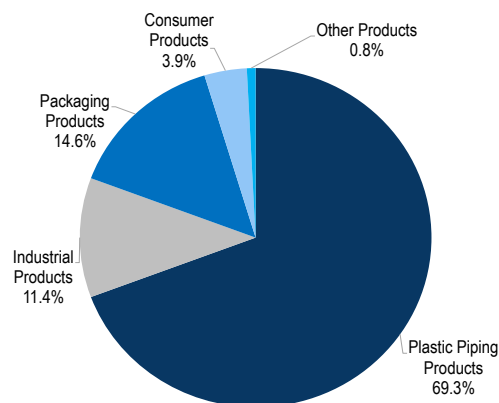
Y/E Mar	FY24	FY25	FY26	FY27e	FY28e
Share capital	254	254	254	254	254
Net worth	51,088	56,604	61,691	69,149	78,189
Debt	-	-	-	-	-
Minority interest	-	-	-	-	-
DTL / (Assets)	960	875	948	948	948
Capital employed	52,048	57,479	62,638	70,096	79,137
Net tangible assets	22,727	27,082	34,373	39,456	43,976
Net intangible assets	1,472	1,724	2,821	2,821	2,821
Goodwill	-	-	-	-	-
CWIP (tang. & intang.)	1,437	4,026	1,354	1,354	1,354
Investments (strategic)	-	-	-	-	-
Investments (financial)	6,254	6,906	7,338	7,338	7,338
Current assets (excl. cash)	3,094	3,678	4,417	5,383	6,221
Cash	11,873	9,525	6,585	5,548	6,824
Current liabilities	3,353	5,265	5,039	5,111	5,177
Working capital	8,545	9,803	10,789	13,306	15,779
Capital deployed	52,048	57,479	62,638	70,096	79,136
Contingent liabilities	-	-	-	-	-

Fig 4 – Ratio Analysis

Y/E Mar	FY24	FY25	FY26	FY27e	FY28e
P/E (x)	49.8	44.6	49.3	33.7	29.0
EV / EBITDA (x)	33.7	29.3	29.9	21.6	18.0
EV / Sales (x)	5.2	4.1	4.2	3.1	2.6
P/B (x)	10.5	7.7	7.7	6.2	5.5
RoE (%)	22.7	18.1	16.3	19.6	20.2
RoCE (%) - after tax	16.5	13.0	12.2	13.8	14.7
RoIC (%) - after tax	31.2	25.0	21.2	22.1	23.1
DPS (Rs)	30	34	36	42	46
Dividend yield (%)	0.7	1.0	1.0	1.2	1.4
Dividend payout (%) - incl. DDT	35.6	45.0	47.9	41.7	39.3
Net debt / equity (x)	(2.3)	(1.7)	(1.1)	(0.8)	(0.9)
Receivables (days)	18	19	16	16	16
Inventory (days)	49	47	53	53	53
Payables (days)	37	31	33	34	34
CFO : PAT (%)	139.6	132.3	123.6	110.4	113.9

Source: Company, Anand Rathi Research

Fig 6 – FY26 Revenue Break-up (Consolidated)



Source: Company

Financial Highlights

Fig 7 – Financials (Consolidated)

(Rsm)	Q1FY27	Q1FY26	y/y (%)	Q4FY26	q/q (%)	FY26	FY25	y/y (%)
Revenue	27,177	26,092	4.2	35,277	(23.0)	1,12,177	1,04,463	7.4
Raw-Material expense	17,834	17,895	(0.3)	23,557	(24.3)	75,592	71,465	5.8
Gross Profit	9,342	8,197	14.0	11,719	(20.3)	36,585	32,998	10.9
Employee expense	1,633	1,349	21.1	1,559	4.8	5,659	4,873	16.1
Energy cost	757	726	4.2	982	(23.0)	3,123	3,425	(8.8)
Other expense	2,973	2,933	1.4	2,947	0.9	12,117	10,384	16.7
EBITDA	3,980	3,189	24.8	6,231	(36.1)	15,686	14,317	9.6
D&A	1,223	930	31.5	1,214	0.8	4,283	3,586	19.4
EBIT	2,756	2,259	22.0	5,017	(45.1)	11,403	10,730	6.3
Interest cost	42	28	50.2	90	(53.8)	290	119	143.8
Non-operating income/(expense)	91	169	(46.0)	86	6.7	294	578	(49.2)
Share of profit/(loss) from associate	731	252	190.1	517	41.2	1,012	1,201	(15.7)
PBT	3,536	2,652	33.4	5,530	(36.1)	12,419	12,390	0.2
Tax	729	629	16.0	1,195	(39.0)	2,879	2,782	3.5
Reported PAT	2,807	2,023	38.8	4,336	(35.3)	9,540	9,609	(0.7)
Adjusted PAT	2,807	2,023	38.8	4,336	(35.3)	9,579	9,609	(0.3)
As % of net revenue			YoY (bps)	QoQ (bps)				YoY (bps)
Gross margin	34.4	31.4	296	33.2	116	32.6	31.6	103
Employee cost	6.0	5.2	84	4.4	159	5.0	4.7	38
Energy cost	2.8	2.8	(0)	2.8	(0)	2.8	3.3	(49)
Other cost	10.9	11.2	(30)	8.4	259	10.8	9.9	86
EBITDA margin	14.6	12.2	242	17.7	(302)	14.0	13.7	28
Tax rate	20.6	23.7	(309)	21.6	(98)	23.2	22.4	74
APAT margin	10.3	7.8	258	12.3	(196)	8.5	9.2	(66)

Source: Company, Anand Rath Research

Fig 8 – Segment Financials Performance

Particulars	Q1FY27	Q1FY26	y/y (%)	Q4FY26	q/q (%)	FY26	FY25	y/y (%)
Revenue (Rs m)								
Pipe	17,909	17,923	(0.1)	25,583	(30.0)	77,758	70,353	10.5
Industrial	3,733	3,016	23.8	3,585	4.1	12,782	13,127	(2.6)
Packaging	4,382	4,016	9.1	4,569	(4.1)	16,423	15,923	3.1
Consumer	874	984	(11.2)	1,235	(29.3)	4,371	4,436	(1.5)
Others	280	154	81.9	305	(8.3)	843	624	35.2
Total	27,177	26,092	4.2	35,277	(23.0)	1,12,177	1,04,463	7.4
Sales Volume (KTPA)								
Pipe	125.8	148.8	(15.4)	191.9	(34.4)	607.5	531.1	14.4
Industrial	13.8	14.6	(5.8)	16.5	(16.5)	60.6	61.4	(1.3)
Packaging	14.6	16.2	(9.6)	18.4	(20.4)	67.3	64.3	4.8
Consumer	3.3	4.2	(22.2)	5.1	(36.1)	18.5	17.7	4.3
Total	157.5	183.8	(14.3)	231.9	(32.1)	753.9	674.5	11.8
Realisation (Rs/kg)								
Pipe	142	120	18.2	133	6.8	128	132	(3.4)
Industrial	270	206	31.3	217	24.7	211	214	(1.3)
Packaging	300	248	20.7	249	20.5	244	248	(1.6)
Consumer	268	234	14.2	242	10.8	236	250	(5.5)
Total	171	141	21.0	151	13.2	148	154	(4.1)
EBIT (Rs m)								
Pipe	2,048	1,574	30.1	3,819	(46.4)	8,012	7,353	9.0
Industrial	232	176	31.2	416	(44.4)	980	1,101	(10.9)
Packaging	546	457	19.4	586	(6.8)	1,853	1,846	0.4
Consumer	99	138	(28.6)	315	(68.7)	766	723	5.9
Others	(168)	(87)	92.5	(118)	42.4	(208)	(292)	(29.0)
Total	2,756	2,259	22.0	5,017	(45.1)	11,403	10,730	6.3
EBIT margin (%)								
Pipe	11.4	8.8	265bps	14.9	(349bps)	10.3	10.5	(15bps)
Industrial	6.2	5.8	35bps	11.6	(541bps)	7.7	8.4	(72bps)
Packaging	12.5	11.4	107bps	12.8	(36bps)	11.3	11.6	(31bps)
Consumer	11.3	14.0	(275bps)	25.5	(1,420bps)	17.5	16.3	122bps
Total	10.1	8.7	149bps	14.2	(408bps)	10.2	10.3	(11bps)
EBIT (Rs/kg)								
Pipe	16.3	10.6	53.9	19.9	(18.2)	13.2	13.8	(4.7)
Industrial	16.8	12.0	39.3	25.2	(33.4)	16.2	17.9	(9.8)
Packaging	37.3	28.3	32.1	31.9	17.1	27.5	28.7	(4.2)
Consumer	30.2	32.9	(8.2)	61.6	(50.9)	41.3	40.7	1.5
Total	17.5	12.3	42.4	21.6	(19.1)	15.1	15.9	(4.9)

Source: Company, Anand Rathi Research

* Note: Segment EBIT margins are as per reported figures, not adjusted for unallocated expenses / income

Key Concall Takeaways

- **Pipe Demand:** Due to extreme volatility in polymer prices especially in Apr-26, pipe demand was weak in Q1FY27. However, the management indicated that the underlying demand remains intact and with polymer prices rising again due to implementation of MIP for PVC, the company has started observing strong demand recovery in Jul-26. The channel inventory, which had depleted significantly in Q1FY27, is now being refilled, which will drive strong growth in the coming quarters.
- **Pricing Strategy:** The management's target to gain market share rather than maximising margin over medium-term perspective. Thus, SI passes on the benefits of its economies of scale and pan-India manufacturing presence to customers through competitive pricing.
- **Outlook:** The company has seen strong demand in Jul-26 and expects to register positive volume growth in H1FY27 in anticipation of good demand recovery in Q2FY27. The management reiterated its guidance of 12-13% volume growth (pipe: +15-17%) and EBITDA margin of 14-14.5% in FY27.

Segment-wise Highlights

- **Pipe:** Volume de-grew by 15.4% y/y in Q1FY27 with agri-segment being the worst affected. Segmental EBIT margin rose 265bps y/y to 11.4%, due to steep decline in sales of low margin agri/infra pipes. Growth in CPVC segment was minimal. Wavin's capacity utilisation stood at 50-60% in Q1FY27 and the management targets to utilize 70% of the capacity (70k tpa) in FY27.
- **Packaging Products:** Despite weak volume (-9.6% y/y), segment revenue grew by 9.1% y/y. Segmental EBIT margin rose 107bps y/y to 12.5% in Q1FY27.
- **Industrial Products:** Revenue grew by 23.8% y/y due to better product mix, while volume fell by 5.8% y/y. Segmental EBIT margin expanded by 35bps y/y to 6.2%.
- **Consumer Products:** Revenue fell 11.2% y/y, due to sharp y/y volume decline by 22.2%. Segmental EBIT margin contracted by a sharp 275bps y/y to 11.3%.

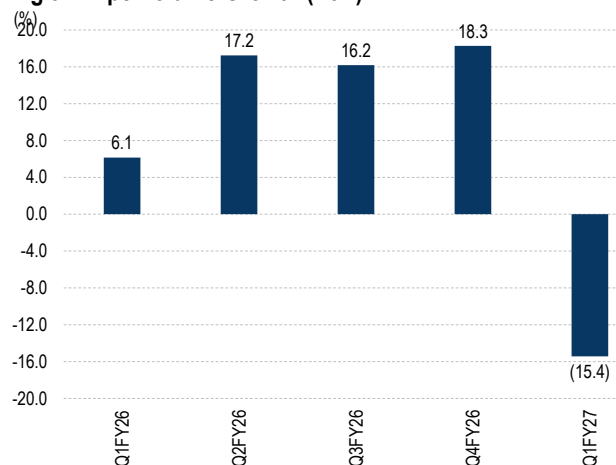
Other Highlights

- **Agri-pipe:** Growth was affected, due to steep decline in polymer prices. As the water reservoirs are filling up, the management is hopeful of a good recovery in demand in the remaining 9MFY27.
- **Gas Piping:** The management eyes a significant opportunity in this segment, projecting Rs6bn business in FY27. The company has already executed orders from Pune and is receiving inquiries from several other gas companies.
- **UPVC Windows & Doors:** It has invested Rs2.2bn and expects to generate Rs3.5bn revenue at normal utilisation. Sales have commenced, and it hopes to achieve some capacity utilisation in next year.

- **Composite Cylinders:** The current capacity is 9-10 lakh cylinders p.a., with utilisation at 25-35%. The company sees good opportunities emerging, having completed order for 2 lakh pieces and received LoI for 60k pieces from HPCL, with supplies starting next month.
- **Value Added Products (VAP):** The share of VAP revenue has increased from 36% in Q1FY26 to 42.5% in Q1FY27.
- **Share of Profit from Supreme Petrochem:** Increased to Rs731m from Rs517m in Q4FY26.
- **Exports:** The company exported goods worth \$26m in FY26 and aims to boost exports to \$150m in the next 6-7 years. The focus will be on all product segments, except industrial components. The strategy involves leveraging FTAs, participating in global exhibitions and getting products certified for global markets to tap into the \$41bn plastic export market.
- **Capex:** The company is establishing new manufacturing facilities in Bihar, Jammu, and Malanpur by assessing the market and will gradually increase the capacities over the next two years. It is also acquiring additional land in Pondicherry (to manufacture furniture for export market) and Erode. It has already committed Rs5bn towards capex in Q1FY27 and maintains its capex guidance of Rs10bn in FY27, which will be funded through internal accruals.
- **Inventory Gain/Loss:** The company has booked inventory loss in Q1FY27, which the management will quantify it at the end of FY27.

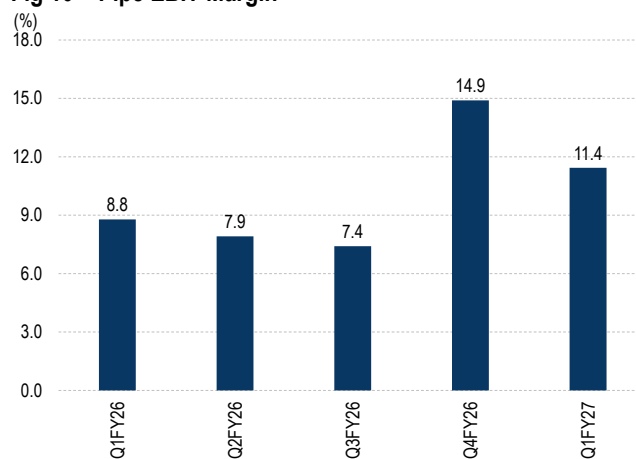
Story in Charts

Fig 9 – Pipe Volume Growth (YoY)



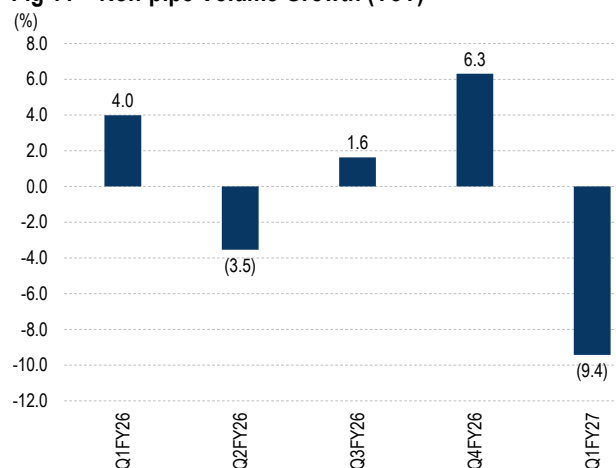
Source: Company, Anand Rathi Research

Fig 10 – Pipe EBIT Margin



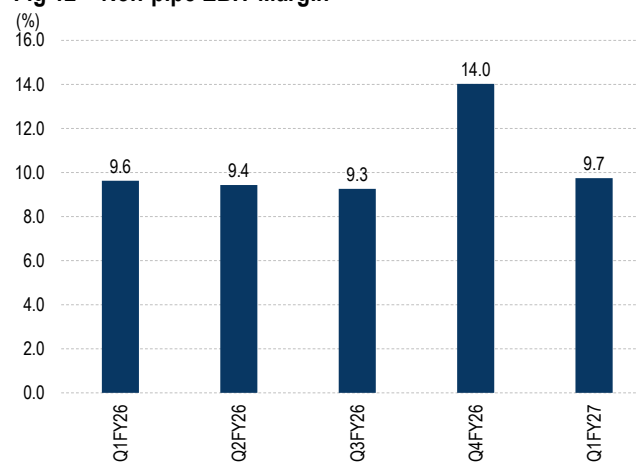
Source: Company, Anand Rathi Research

Fig 11 – Non-pipe Volume Growth (YoY)



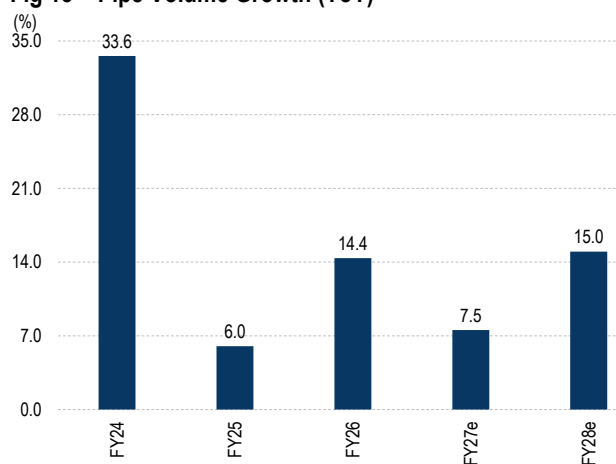
Source: Company, Anand Rathi Research

Fig 12 – Non-pipe EBIT Margin



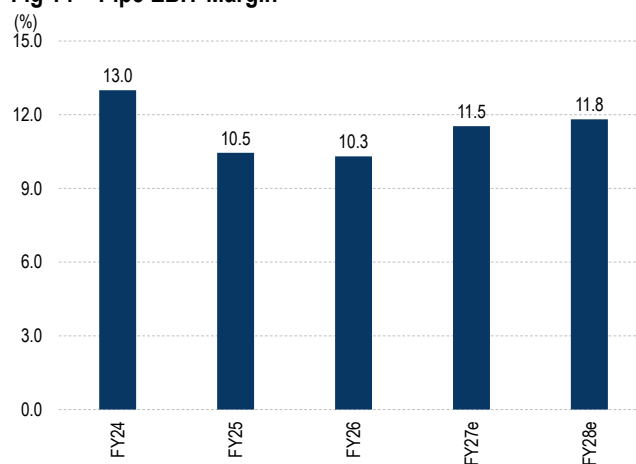
Source: Company, Anand Rathi Research

Fig 13 – Pipe Volume Growth (YoY)

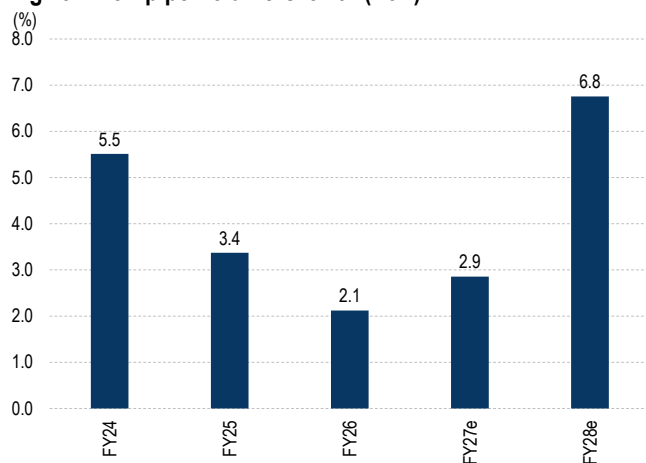


Source: Company, Anand Rathi Research

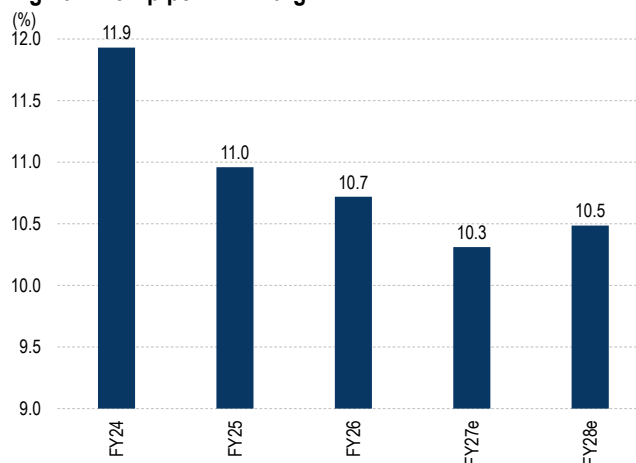
Fig 14 – Pipe EBIT Margin



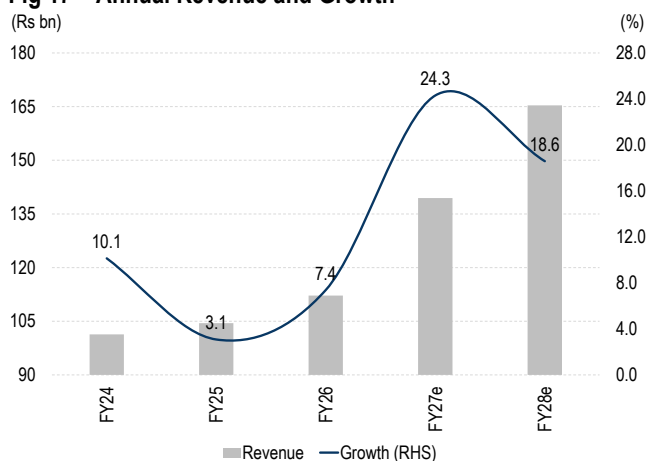
Source: Company, Anand Rathi Research

Fig 15 – Non-pipe Volume Growth (YoY)

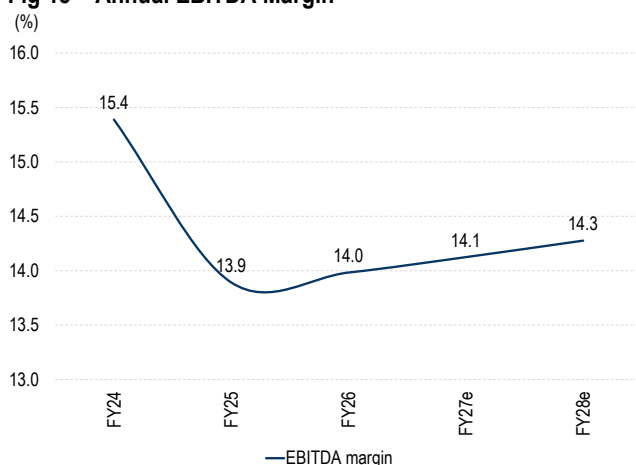
Source: Company, Anand Rathi Research

Fig 16 – Non-pipe EBIT Margin

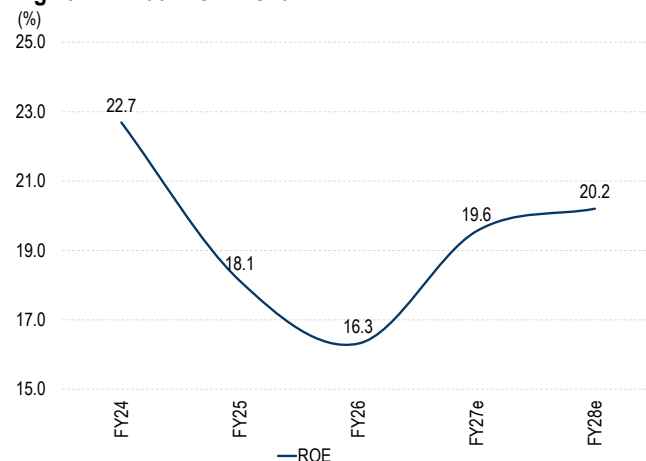
Source: Company, Anand Rathi Research

Fig 17 – Annual Revenue and Growth

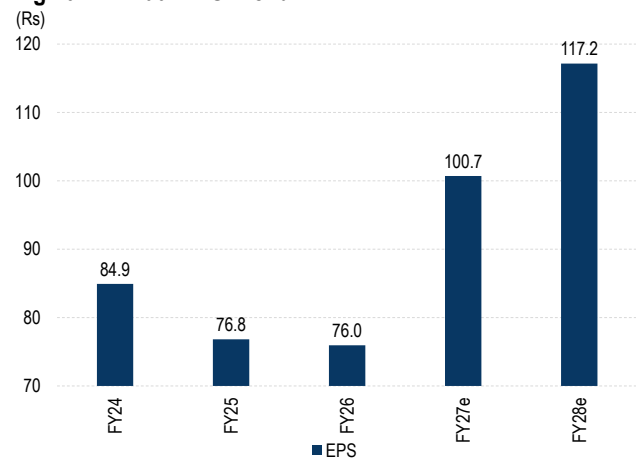
Source: Company, Anand Rathi Research

Fig 18 – Annual EBITDA Margin

Source: Company, Anand Rathi Research

Fig 19 – Annual RoE Trend

Source: Company, Anand Rathi Research

Fig 20 – Annual EPS Trend

Source: Company, Anand Rathi Research

Outlook and Valuation

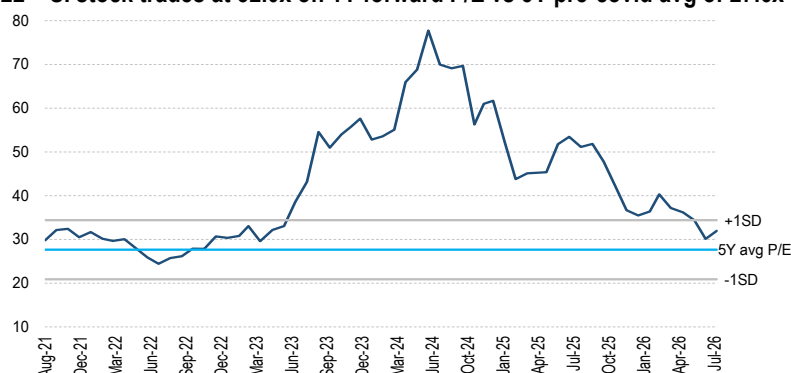
We expect SI to continue to gain market in plastic pipe led by aggressive capex, widening of product basket portfolio and deeper penetration into rural areas. We expect its EPS to clock a strong 24.2% CAGR over FY26-28e with a healthy RoIC of 30% over FY27-28e. We have raised our EPS estimate by 5% for FY27 based on higher share of profit from associate in Q1. However, we have broadly maintained our EPS estimate for FY28e. We maintain BUY rating on the stock with a revised TP of Rs4,100 (from Rs4,700 earlier), valuing it at 35x (from 40x previously) of FY28e EPS.

Fig 21 – Change in Estimates

(Rs bn)	Revised Estimates		Old Estimates		Variance (%)	
	FY27e	FY28e	FY27e	FY28e	FY27e	FY28e
Income	139.4	165.4	136.0	162.4	2.6	1.8
EBITDA	19.7	23.6	19.8	23.7	(0.7)	(0.5)
EBITDA margin (%)	14.1	14.3	14.6	14.6	(46bps)	(34bps)
PAT	12.8	14.9	12.2	14.9	5.0	(0.3)
EPS (Rs)	100.7	117.2	95.9	117.5	5.0	(0.3)

Source: Anand Rath Research

Fig 22 – SI stock trades at 32.0x on 1Y forward P/E vs 5Y pre-covid avg of 27.6x



Source: BSE, Anand Rath Research

Fig 23 – Key Assumptions

Particulars (%)	FY24	FY25	FY26	FY27e	FY28e
Revenue mix					
Pipe	68.4	67.3	69.3	68.7	71.2
Packaging	13.9	15.2	14.6	14.9	13.7
Industrial	12.9	12.6	11.4	12.2	11.3
Consumer	4.4	4.2	3.9	3.5	3.2
Sales volume growth					
Pipe	33.6	6.0	14.4	7.5	15.0
Packaging	7.9	9.9	4.8	3.0	7.0
Industrial	5.0	(0.9)	(1.3)	3.9	7.0
Consumer	0.0	(2.8)	4.3	(1.2)	5.0
EBITDA margin					
Pipe	15.8	14.1	14.5	15.6	15.6
Packaging	16.7	14.6	14.2	15.2	15.2
Industrial	11.4	11.1	10.5	8.6	8.6
Consumer	20.9	20.0	21.3	16.1	16.1

Source: Company, Anand Rath Research

Key Risks

- Slower-than-expected recovery in real estate.
- Market share loss in plastic pipe segment.
- Sharp correction in polymer prices.

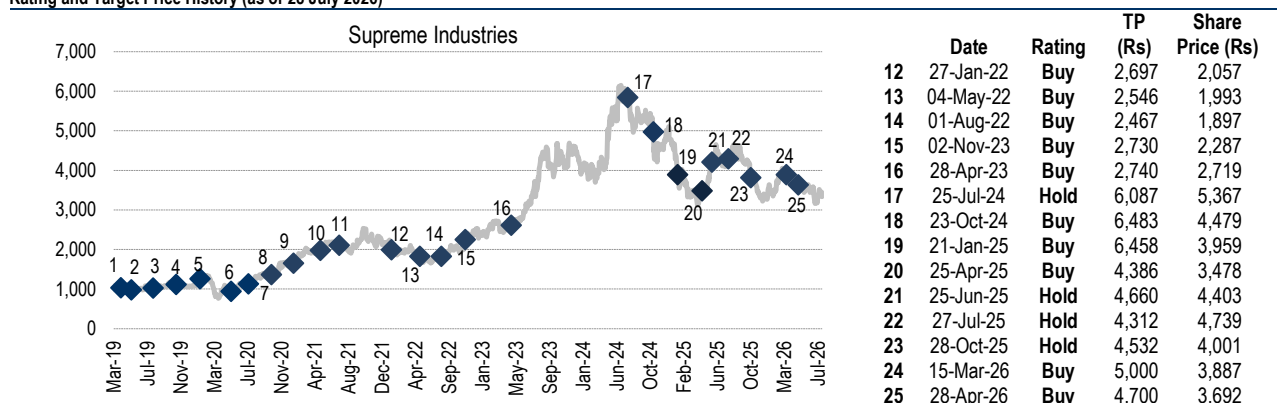
Appendix

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