

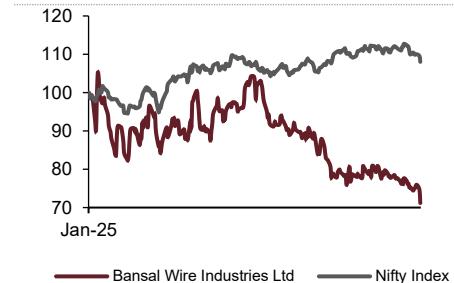
Rating	TP (Rs)	Up/Dn (%)
<b>BUY</b>	<b>378</b>	<b>30</b>

- **Volume Guidance:** Maintained at 35% volume growth for FY26 on a YoY basis.
- **EBITDA per tonne & IHT Commercialisation:** ~7,000 per ton (calculated excluding other income) for Q3FY26; BWIL is seeing high demand traction for their newer high margin IHT wires in the automotive suspension segment for 2W&4W, margins here are almost double of HC.
- **EBITDA Guidance:** Maintained at 20% YoY growth in absolute EBITDA.

Market data		
Current price	Rs	290
Market Cap (Rs.Bn)	(Rs Bn)	45
Market Cap (US\$ Mn)	(US\$ Mn)	492
Face Value	Rs	5
52 Weeks High/Low	Rs	434.3 / 283.9
Average Daily Volume	('000)	70
BSE Code		533179
Bloomberg		BANSALWI.IN

Source: Bloomberg

#### One Year Performance



% Shareholding	Dec-25	Sep-25
Promoters	77.99	77.99
Public	22.01	22.01
<b>Total</b>	<b>100.00</b>	<b>100.00</b>

#### Financial Summary

Y/E Mar (Rs mn)	FY23	FY24	FY25	FY26E	FY27E	FY28E
Net sales	24,130	24,660	35,072	40,486	50,527	62,532
EBIDTA	1,051	1,445	2,688	3,154	4,024	5,241
Margins (%)	4.4	5.9	7.7	7.8	8.0	8.4
Adjusted net profi	599	788	1,465	1,595	2,095	2,963
EPS (Rs)	3.8	5.0	9.3	10.19	13.4	18.9
P/E (x)	76	58	31	28	22	15
EV/EBITDA (x)	9	30	19	16	13	10
RoCE (%)	13.89%	12.29%	12.46%	11.52%	12.99%	18.26%
RoE (%)	21.21%	18.66%	11.54%	11.17%	12.79%	15.32%

Source: Company

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## Q3FY26 Snapshot

(Rs.Mn)	Q3FY26	Q3FY25	YoY Growth	Q2FY26	QoQ Growth
<b>Revenue from Operations</b>	<b>10,290</b>	<b>9,246</b>	<b>11%</b>	<b>10,554</b>	<b>-2%</b>
Other Income	19	11	70%	48	-60%
Total Mfg Cost	7,836	7,102	10%	8,023	-2%
Employee Benefits Expense	441	415	6%	488	-10%
Other Expenses	1,162	1,009	15%	1,275	-9%
Total Expenses	9,439	8,526	11%	9,786	-4%
<b>EBITDA (Excluding Other Income)</b>	<b>851</b>	<b>720</b>	<b>18%</b>	<b>768</b>	<b>11%</b>
Depreciation and Amortisation Expenses	149	81	84%	149	0%
EBIT / PBIT	<b>702</b>	<b>639</b>	<b>10%</b>	<b>619</b>	<b>13%</b>
Finance Costs	146	69	111%	157	-7%
<b>Profit before share in profit of associate &amp; tax</b>	<b>575</b>	<b>581</b>	<b>-1%</b>	<b>510</b>	<b>13%</b>
Exceptional items	-15	0		-0	
PBT after share of JV / Associates	<b>559</b>	<b>581</b>	<b>-4%</b>	<b>510</b>	<b>10%</b>
Tax Expense	126	164	-23%	127	0%
<b>ETR%</b>	<b>23%</b>	<b>28%</b>		<b>25%</b>	
<b>Net Profit after Tax</b>	<b>433</b>	<b>417</b>	<b>4%</b>	<b>383</b>	<b>13%</b>
<b>Adj Profit after Tax</b>	<b>448</b>	<b>417</b>	<b>4%</b>	<b>383</b>	<b>13%</b>
No. of shares	157	157		157	
<b>Earning Per Share</b>	<b>2.76</b>	<b>2.66</b>	<b>4%</b>	<b>2.45</b>	<b>13%</b>
<b>Adj Earning Per Share</b>	<b>2.86</b>	<b>2.66</b>	<b>8%</b>	<b>2.45</b>	<b>17%</b>
<b>Key Metrics Analysis</b>					
Volume in Tons	121,702	92,410	32%	114,609	6%
Blended Realisation/ton	84,553	100,055	-15%	92,087	-8%
Blended EBITDA/ton	6,992	7,793	-10%	6,699	4%
<b>Margin Analysis(%)</b>					
(in Bps)					
Gross Margins	23.9%	23.2%	67	24.0%	-13
EBITDA Margins (Excl Other Income)	8.3%	7.8%	48	7.3%	100
Adj PAT Margins	4.3%	4.5%	-16	3.6%	73
RM as a % to sales	76.1%	76.8%	-67	76.0%	13
EE Cost as a % to sales	4.3%	4.5%	-20	4.6%	-34
Other exps as a % to sales	11.3%	10.9%	39	12.1%	-79

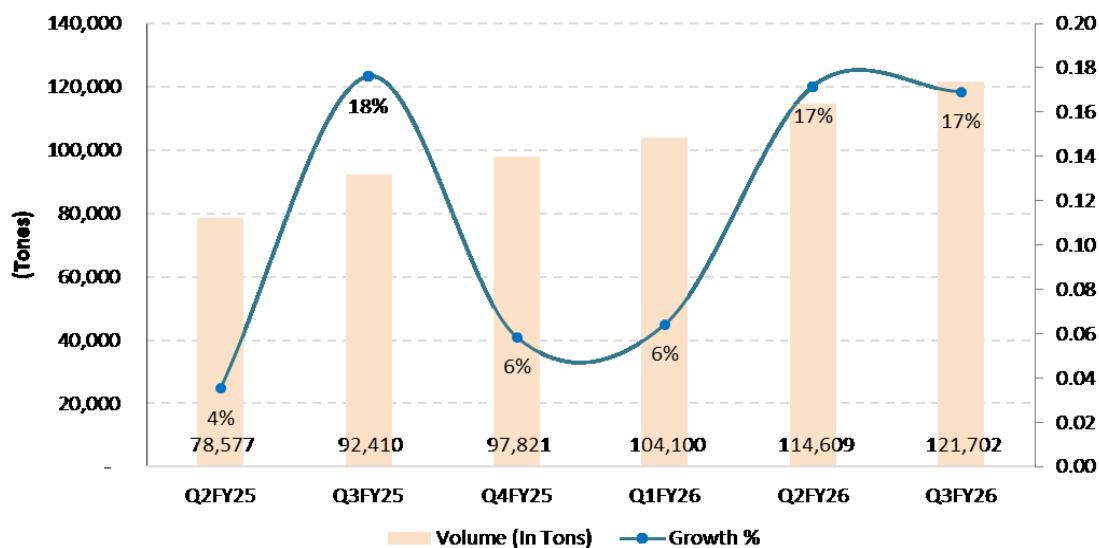
Source: Company, Dalal and Broacha Research

## Concall Highlights:

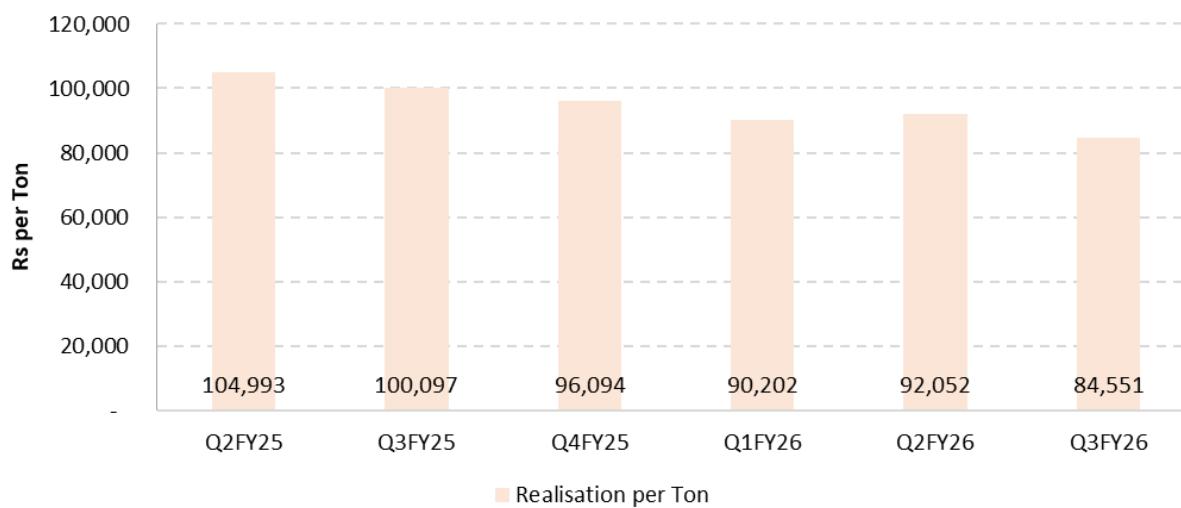
- **Strong Volumes & Execution:** Q3 Achieved record quarterly sales of **121,702 tons & a Monthly Peak volume in December** recording the highest-ever monthly sale of 45,000 tons
- **EBITDA:** With specialty segment expected to scale up in FY27 & FY28, margins can move upwards of 8-8.5%.
- **Growth Visibility:** Company guiding for 35% volume growth in FY26 and >20% EBITDA growth. Medium term: 20-25% annual growth in revenue and EBITDA.
- **ROC Target reiterated:** ROC target ~25% by FY27. Expected ₹600+ cr cumulative operating cash over FY26-27.
- **Product Mix Shift Beneficial:**
  - a) Low Carbon Wire: to rise to ~62% of volumes → high ROC business, even if EBITDA/ton slightly lower.
  - b) B2C segment – earlier 5% now ~12% of revenue, offers better margins vs B2B.
- **Specialty Wires = Future Margin Driver:**
  - a) Steel Cord: Lab approval from last customer, expected in the next 10-15 days → commercialization expected mid-2027.
  - b) IHT Wire (auto suspension springs): Commercialization has begun in Q3 FY26.
  - c) Specialty portfolio (currently ~29,000 tons capacity)- capacity of 6,000 tons being added, to be ready in 2-3 quarters, targeted to deliver 20-25% EBITDA margin once scaled.
- **Capacity & Production:** Installed capacity 6.18 lakh tons → ~6.8 lakh tons by Q4 (i.e additional 60,000 Tons). Another 90,000 Tons at Sanand by Q3/Q4 FY27. (7.7 lakh tons by FY27).

## Quarterly Charts

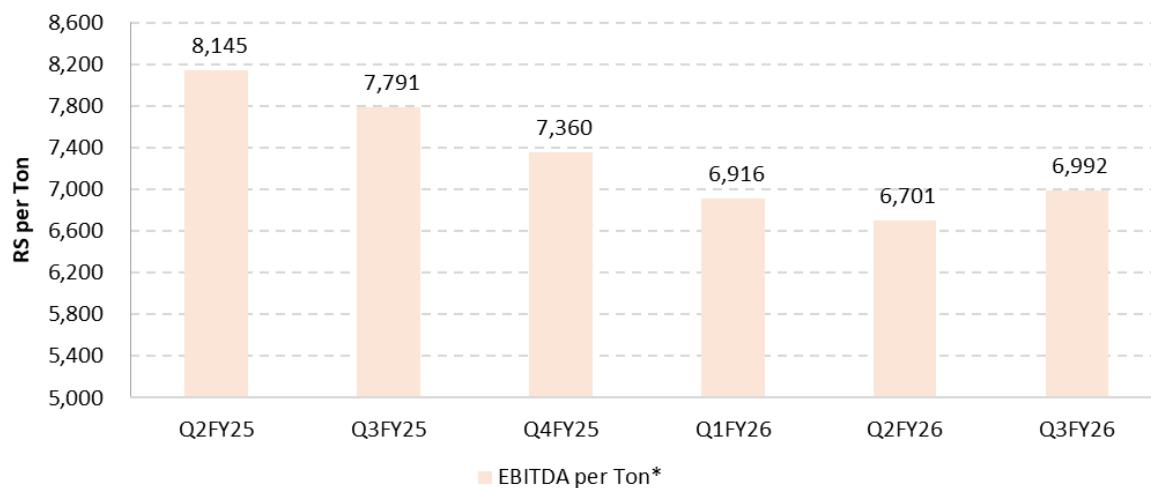
### Sales Volume



### Realisation Per Ton



### EBITDA Per Ton



Source: Company, \*For calculation of Realisation per ton & EBITDA per ton we have not considered other income which basically consists of export related forex gains.

## Valuation & Outlook

BWIL continues to demonstrate strong execution with **volume growth of 32% YoY and a positive surprise on the ebitda/ton** front, driven by the commercialisation of IHT wires, improving operational stability at Dadri and B2C sales within LC has increased from ~5% to 12%. EBITDA/ton stood at ~₹7,000/ton (ex-other income) in Q3, with management consciously prioritizing volume-led scale + ROC expansion while maintaining margin discipline.

On estimates, **we have revised our Revenue, EBITDA and PAT forecasts across FY26–28E as below,**

FY26E: Revenue: -6%, EBITDA 0%, PAT 0%

FY27E: Revenue: -7%, EBITDA -3%, PAT -5%

FY28E: Revenue: -6%, EBITDA -2%, PAT 0%

**At CMP of ₹290, the stock trades at 28x / 22x / 15x FY26/FY27/FY28E EPS. We maintain our BUY rating with a Target Price of ₹378, implying ~31% upside. We derive TP using 0.77x PEG on FY25–28E growth, valuing at ~20x FY28 EPS, with PAT expected to grow at ~26% CAGR over FY25–28E.**

## Financials

P&L (Rs mn)	FY23	FY24	FY25	FY26E	FY27E	FY28E
Net Sales	24,130	24,660	35,072	40,486	50,527	62,532
Total Raw material consumed	19,806	19,820	27,240	30,972	38,552	47,524
Employee Cost	600	735	1,437	1,800	2,160	2,528
Other Expenses	2,672	2,660	3,707	4,560	5,791	7,239
<b>Operating Profit</b>	<b>1,051</b>	<b>1,445</b>	<b>2,688</b>	<b>3,154</b>	<b>4,024</b>	<b>5,241</b>
Depreciation	91	135	300	648	798	855
PBIT	960	1,310	2,388	2,507	3,226	4,386
Other income	96	49	94	109	125	144
Interest	240	288	378	488	558	579
PBT ( Before share of JV/associates)	816	1,071	2,104	2,127	2,793	3,950
Exceptional items	-	32	-	-	-	-
PBT	816	1,102	2,104	2,127	2,793	3,950
Provision for tax	216	314	639	532	698	988
PAT (From continuing operations)	599	788	1,465	1,595	2,095	2,963
PAT (From Discontinuing operations )	-	-	-	-	-	-
MI						
Reported PAT	599	788	1,465	1,595	2,095	2,963
<b>Adjusted Profit</b>	<b>599</b>	<b>788</b>	<b>1,465</b>	<b>1,595</b>	<b>2,095</b>	<b>2,963</b>

Source: Dalal & Broacha Research

Balance Sheet ( Rs mn )	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity capital	91	637	783	783	783	783
Reserves	2,734	3,586	11,907	13,503	15,597	18,560
<b>Net worth</b>	<b>2,825</b>	<b>4,224</b>	<b>12,690</b>	<b>14,285</b>	<b>16,380</b>	<b>19,343</b>
Minority Interest	-	388	-	-	-	-
<b>Non Current Liabilities</b>	<b>2,060</b>	<b>3,214</b>	<b>2,038</b>	<b>2,069</b>	<b>2,296</b>	<b>2,231</b>
<b>Current Liabilities</b>	<b>2,779</b>	<b>5,109</b>	<b>6,955</b>	<b>8,417</b>	<b>9,895</b>	<b>11,740</b>
<b>Other Liabilities( associated with discontinued operations/ assets held for sale )</b>	-	-	-	-	-	-
<b>TOTAL LIABILITIES</b>	<b>7,664</b>	<b>12,935</b>	<b>21,684</b>	<b>24,771</b>	<b>28,571</b>	<b>33,314</b>
<b>Non Current Assets</b>	<b>2,037</b>	<b>4,918</b>	<b>8,984</b>	<b>9,363</b>	<b>10,110</b>	<b>11,306</b>
Fixed Assets	1,155	2,294	6,928	9,060	9,762	10,907
Goodwill	-	-	-	-	-	-
CWIP	379	2,119	1,780	(0)	(0)	(0)
Long term loans & Advances	479	483	-	-	-	-
Non-current assets tax (net)	-	-	-	-	-	-
Deferred Tax Asset	-	-	-	-	-	-
Other Financial Assets	-	11	73	70	80	90
Other Non Current Assets	25	12	203	233	269	309
<b>Current Assets</b>	<b>5,627</b>	<b>8,016</b>	<b>12,700</b>	<b>15,408</b>	<b>18,461</b>	<b>22,008</b>
Current investments	225	-	-	-	-	-
Inventories	2,439	3,136	6,385	6,673	7,632	9,444
Trade Receivables	2,524	3,579	4,762	5,005	6,245	7,040
Cash and Bank Balances	8	18	17	2,035	2,725	3,483
Other bank balances	-	26	41	50	50	50
Short Term Loans and Advances	425	1,161	217	239	263	289
Other Financial Assets	-	0	0	0	0	0
Other current assets	6	96	1,278	1,406	1,546	1,701
Assets Held for sale	-	-	-	-	-	-
<b>TOTAL ASSETS</b>	<b>7,664</b>	<b>12,935</b>	<b>21,684</b>	<b>24,771</b>	<b>28,571</b>	<b>33,314</b>

Cash Flow St. (Rs. mn)	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>PBT (excluding JV/Associates)</b>	<b>816</b>	<b>1,102</b>	<b>2,103</b>	<b>2,127</b>	<b>2,793</b>	<b>3,950</b>
Add: Dep. & Amort.	91	135	300	648	798	855
Add: Interest Expenses	240	288	378	488	558	579
<b>Operating profit before working capital change</b>	<b>1,147</b>	<b>1,525</b>	<b>2,781</b>	<b>3,263</b>	<b>4,149</b>	<b>5,384</b>
<b>(Inc)/Dec in</b>						
Working capital adjustment	190	(1,289)	(3,150)	(179)	(1,648)	(1,949)
<b>Gross cash generated from operations</b>	<b>1,337</b>	<b>236</b>	<b>(370)</b>	<b>3,084</b>	<b>2,501</b>	<b>3,436</b>
Direct taxes paid	(311)	(314)	(639)	(532)	(698)	(988)
Others	-	(5,291)	(501)	(48)	(39)	(10)
<b>CF from Oper. activities</b>	<b>1,025</b>	<b>(5,369)</b>	<b>(1,510)</b>	<b>2,505</b>	<b>1,763</b>	<b>2,438</b>
<b>CF from Inv. activities</b>	<b>(872)</b>	<b>(4,959)</b>	<b>(4,442)</b>	<b>(1,007)</b>	<b>(1,500)</b>	<b>(2,000)</b>
<b>CF from Fin. activities</b>	<b>(150)</b>	<b>10,347</b>	<b>5,950</b>	<b>521</b>	<b>426</b>	<b>321</b>
<b>Cash generated/(utilised)</b>	<b>3</b>	<b>18</b>	<b>(1)</b>	<b>2,018</b>	<b>689</b>	<b>759</b>
Cash at start of the year	4	-	18	17	2,035	2,725
Cash at end of the year	8	18	17	2,035	2,725	3,483
Balance sheet	7	18	17	2,035	2,725	3,483
Ratios	FY23	FY24	FY25	FY26E	FY27E	FY28E
OPM	4.36%	5.86%	7.66%	7.79%	7.96%	8.38%
NPM	0	0	0	0	0	0
Tax Rate	26.51%	28.50%	30.38%	25.00%	25.00%	25.00%
Growth Ratios (%)						
Net Sales	9.76%	2.20%	42.22%	15.44%	24.80%	23.76%
Operating Profit	-1.21%	15.99%	86.06%	17.37%	27.56%	30.24%
PBT	4.37%	35.15%	90.77%	1.16%	31.32%	41.44%
PAT	4.61%	31.48%	85.75%	8.99%	31.32%	41.44%
CFO/EBITDA Ratio	0.98	-3.72	-0.56	0.79	0.44	0.47
CFO/PAT Ratio	1.71	-6.81	-1.03	1.57	0.84	0.82
Per Share (Rs.)						
Net Earnings (EPS)	3.83	5.03	9.35	10.19	13.38	18.93
Cash Earnings (CPS)	4.54	6.09	11.26	14.33	18.48	24.38
Payout ratio	0%	0%	0%	0%	0%	0%
Dividend	0.00	0.00	0.00	0.00	0.00	0.00
Book Value per share (BVPS)	22.17	33.14	81.06	91.25	104.63	123.55
Free Cash Flow	560	(8,383)	(6,104)	1,505	263	438
Valuation Ratios						
P/E(x)	75.76	57.62	31.02	28.46	21.67	15.32
P/B(x)	13.08	8.75	3.58	3.18	2.77	2.35
EV/EBIDTA(x)	8.90	30.03	19.29	16.12	12.71	9.79
Div. Yield(%)	-	-	-	-	-	-
FCFF Yield(%)	10.61	(22.68)	(13.45)	3.31	0.58	0.97
Return Ratios (%)						
ROE	21.21%	18.66%	11.53%	11.17%	12.79%	15.32%
ROCE	13.89%	12.29%	12.46%	11.52%	12.99%	18.26%

Source: Company, Dalal and Broacha Research

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