

Q2FY25 Performance Update: Azad Engineering reported slightly below expectations numbers, Revenue for the quarter grew by 34.6% YoY to Rs. 1,115mn (vs est Rs 1,132mn) Vs last Rs 828mn in Q2FY24. Revenue for the quarter was grown significantly due to robust top-line execution. EBITDA came at Rs 399mn (+52%/+21% YoY/QoQ) (vs est Rs 362mn), Margin came at 35.7% (+404bps YoY) (vs CEBPL est. of 32.0%), margins improved due to lower staff cost and cost control measures. PAT increased by (+7.5%/+22.0% YoY/QoQ) basis to Rs 209mn (vs our est. Rs 228mn) and PAT margins came +18.7% (-473bps/+132bps YoY/QoQ) vs our est. 20.1%.

- **Positioned for Growth with a Robust Order Book and High Barriers to Entry:** Azad Engineering is poised for significant growth, highlighted by its impressive order book of INR 4,500 crores, representing approx 13 times of FY24 revenue. This robust order book not only indicates strong future revenue potential but also reflects the company's solid market position and visibility into earnings. Operating within a high-entry-barrier segment, Azad offers a specialized product portfolio backed by top-tier engineering capabilities, creating a formidable competitive moat. The lengthy vendor qualification process spanning 30 to 48 months underscores the mission-critical nature of its products in highly regulated industries, where achieving certifications from OEMs is a notable accomplishment.
- **Precision Engineering for Critical Sectors in Energy, Aerospace, Oil & Gas:** AEL is a prominent manufacturer of high-performance, critical components for the energy, aerospace, and oil & gas industries. The company is known for its advanced turbine blades used in utility power generation, where precision and reliability are essential to avoid costly downtime and ensure the stability of power transmission grids. AEL's blades are crafted from high-grade metal alloys, designed to withstand extreme temperatures and pressures with tight tolerances of 4-5 microns. In the aerospace sector, AEL produces life-critical components, including air generation systems, auxiliary power units, and engine systems, supplied to major OEMs like Honeywell, GE Aviation, Rafael, and Hindustan Aeronautics Limited (HAL). AEL has long-term contracts with prominent OEMs in the energy, aerospace, and oil & gas sectors, including GE, Mitsubishi, Siemens, and Toshiba. Its export markets are diverse, covering the US, UK, Europe, Japan, and the Middle East. The global market for turbine blades is valued at multibillion, and AEL stands out as one of the few qualified domestic suppliers with over 1,400 product and 45+ process qualifications. This extensive certification and expertise give AEL a distinct competitive advantage in a highly capital- and time-intensive industry.
- **Increasing ~10x capabilities with margins improvement:** The company has increased its production capacity from ~20,000 Sq.mts manufacturing area to New Facility of 2,00,000 Sq.mts area in a phased manner to cater robust demand from near future. To equip this area the company is planning to invest ~Rs.300 crore Hi-Tech machines like: 5-Axis CNC milling, Ultra precision turning and grinding machines, Precision forgings with Shot peening using 7-axis Robotic machines, Special processes for metal joining, heat treatment and painting & coating. Also the company focusing on improvement of EBITDA margins ~28.7% in FY23 to 35.0% in FY27, through operational efficiency like: multiple machines allocated to same worker, who is now handling one machine at a time now.

View and Valuation: We remain positive on AEL led by 1) Capacity expansion is 10x of current level to cater future demand, 2) Focusing on margin improvement through acquiring Hi-Tech machinery & Operational efficiency, 3) Impressive clientele base like: General Electric, Honeywell International Inc, Mitsubishi Heavy Industries Ltd, Siemens Energy Global GmbH & Co.KG (energy), MAN Energy Solutions SE (energy), Eaton Aerospace, Rolls Royce, Hindustan Aeronautics Ltd, Godrej Aerospace. and 4) Upcoming robust opportunity in Civilian & Defence aircraft. We expect Azad Engineering to register a healthy revenue/EBITDA/PAT growth of 45/46/57% CAGR over FY24-27E. We ascribe a multiple of 55x on FY27E EPS to arrive at a TP of Rs.2,120 with a rating of "BUY".

Quarterly performance

Particulars (in mn)	Q2FY25	Q2FY24	YoY (%)	Q1FY25	QoQ (%)
Net Sales (incl OOI)	1,115	828	34.6	984	13.3
Material Exp	158	121	30.8	153	3.4
Gross Profit	957	707	35.3	831	15.2
Employee Exp	222	183	21.5	204	8.7
Other Exp	336	262	28.4	296	13.5
EBITDA	399	263	51.8	330	20.6
Depreciation	68	51	33.4	60	12.5
EBIT	331	212	56.2	270	22.5
Other Income	15	106	(85.6)	6	149.7
Interest Cost	49	117	(58.5)	33	48.4
PBT	298	201	48.1	244	22.2
Tax	89	7	1,239.7	72	22.6
RPAT	209	194	7.5	171	22.0
APAT	209	194	7.5	171	22.0
Adj EPS (Rs)	3.5	3.9	(10.1)	2.9	22.0

Margin Analysis	Q2FY25	Q2FY24	YoY (%)	Q1FY25	QoQ (%)
Gross Margin (%)	85.8	85.4	42.1	84.4	136.2
Employee Exp. % of Sales	19.9	22.1	(215.3)	20.8	(84.3)
Other Op. Exp % of Sales	30.1	31.6	(146.7)	30.1	4.4
EBITDA Margin (%)	35.74	31.7	404.1	33.6	216.2
Tax Rate (%)	29.8	3.3	2,651.5	29.7	11.4
APAT Margin (%)	18.7	23.5	(473.0)	17.4	132.3

Source: Company, CEBPL

Nov 12th, 2024

CMP (Rs)	1628
Target Price (Rs)	2120
Potential Upside (%)	30.2

*CMP as on 12th Nov 2024

Company Info

BB Code	AZAD IN EQUITY
ISIN	INE021J01035
Face Value (Rs.)	2.0
52 Week High (Rs.)	2080.0
52 Week Low (Rs.)	641.9
Mkt Cap (Rs bn.)	96.2
Mkt Cap (\$ bn.)	1.14
Shares o/s (Mn.)	59.1
Adj. TTM EPS (Rs)	11.8
FY27E EPS (Rs)	38.6

Shareholding Pattern (%)

	Sep-24	Jun-24	Mar-24
Promoters	65.90	65.90	65.90
FII's	9.74	9.69	6.98
DII's	5.74	3.44	5.00
Public	18.61	20.98	22.13

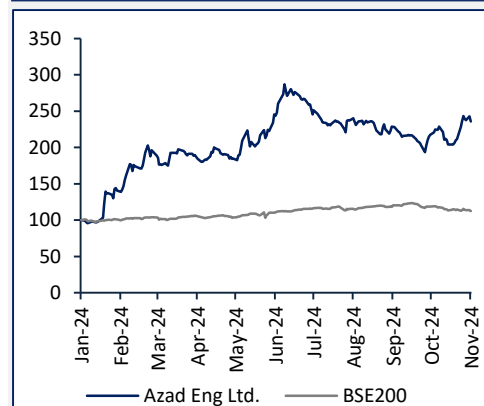
Relative Performance (%)

YTD	10M	6M	3M
BSE 200	12.2	8.2	-2.9
Azad Eng. Ltd	135.7	27.7	-1.9

Year end March (INR bn)

Particular	FY25E	FY26E	FY27E
Revenue	4.50	6.52	10.44
Gross Profit	3.91	5.67	9.13
EBITDA	1.44	2.15	3.65
EBITDA (%)	32.0	33.0	35.0
EPS (INR)	16.3	22.5	38.5

Rebased Price Performance



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Management Call - Highlights

- The new facility is being developed in phases, with the first unit (for GE steam power system) expected to be operational by Q1 FY26. Subsequent facilities will come online progressively, with each facility set up for specific customers.
- After the 1st phase facility is completed, focus will shift to the Sangaradi plant, which will also be developed phase-wise.
- Incremental sales from the new 10x capacity expansion will begin from FY26 onwards, with a significant impact on revenue growth in the medium term.
- An MOU has been signed with Baker Hughes to set up a facility in Saudi Arabia to manufacture precision components. This plant will cater specifically to the local Saudi market, with no impact on margin structure due to cost differences in manufacturing. but it is a large and significant project.
- Azad Engineering has secured a USD 40 million contract with Arabelle Solutions (France) for nuclear power components.
- Domestic opportunities, discussions are ongoing with BHEL (Bharat Heavy Electricals Ltd) for collaboration on parts currently imported by BHEL, with potential for further growth in this sector.
- The company is planning a 10x capacity expansion with an estimated CapEx for FY25 around INR 200 crores.
- The CapEx will be spread over several years, with investments being made in phases to support the growing demand from existing and new customers. Phase-wise investments are being made, with each customer requiring dedicated facilities. with investments in assembly, subassembly, and component manufacturing.
- Net Debt: INR 112 crores, expected to decrease as working capital requirements taper off.
- The company is focused on increasing its wallet share with existing customers, aiming to grow from 1% to 5% in key verticals (energy, aerospace, defense, and oil & gas sector etc).
- New acquisitions and strategic partnerships, such as Leo Prime and VPC Surface Technologies, are expected to contribute to growth.
- The company maintains a guideline of a net debt to EBITDA ratio of around 1.2 to 1.3.
- Orders from clients like Mitsubishi and Honeywell are expected to lead to incremental revenue growth as the company expands capacity. The contracts, such as the Mitsubishi INR 700 crore order over five years, will see a gradual increase in revenues, potentially reaching INR 150-170 crore per year by the third year of the contract.
- This incremental growth could result in faster-than-expected growth, exceeding the 25%-30% growth guidance, especially as new capacity comes on stream.
- The company's expansion could eventually grow to 10x the current capacity, and possibly even 12x to 15x, depending on customer demands.
- The company aims to increase its wallet share with each customer, targeting an incremental share of 1%-3% to 5%-10%. As new contracts ramp up, these incremental shares should be achieved with the capacity expansion.
- The company is targeting a TAM (Total Addressable Market) of USD 30 billion+ in the aerospace and defense sector. As they ramp up their operations and qualifications, they believe they are in a strong position to capitalize on this growing market, with the new capacity and customer relationships driving significant growth.
- Azad is working with GE Aviation and Safran. The company is preparing for more opportunities, including in high-growth areas like LEAP engines. While they aren't yet fully ramping up, discussions are ongoing to secure future contracts.
- Azad has secured contracts with Rolls Royce. The qualification process will be completed by calendar year 2025, and production ramp-up is expected in FY26.
- Incremental earnings from these contracts will start contributing in FY26.
- Azad is setting up a joint venture in Saudi Arabia in partnership with Baker Hughes. The Ministry of Energy and Saudi Aramco have approved Azad as a trusted supplier. Azad is in discussions about the JV structure, selecting equipment, and evaluating potential local partners. The facility in Saudi Arabia is expected to be a major growth opportunity in the coming years.

Changes in Estimates

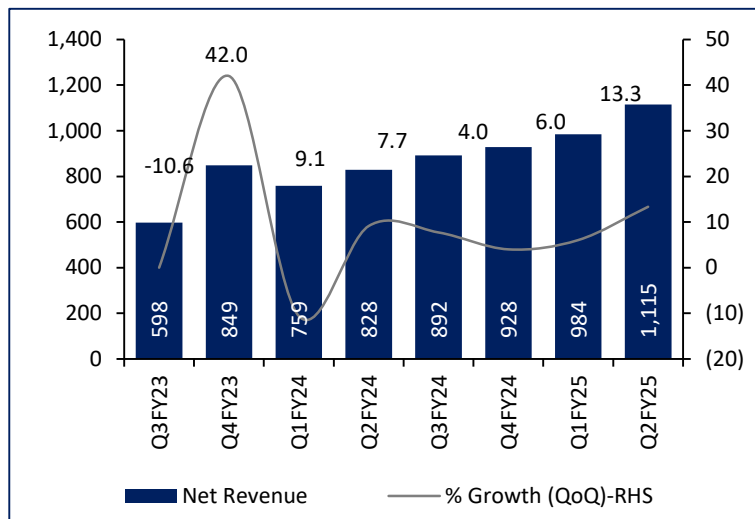
Particulars(Rs.Mn)	Actual	Choice Est.	Deviation(%)
Revenue	1,115	1,132	(1.4)
EBITDA	399	362	10.1
EBITDA Margins(%)	36%	32%	373.7bps
APAT	209	228	(8.3)

Source: Company, CEBPL

(INR Bn.)	FY25E			FY26E			FY27E		
	New	Old	Dev. (%)	New	Old	Dev. (%)	New	Old	Dev. (%)
Net sales	4,498	4,430	1.5	6,522	6,424	1.5	10,436	10,278	1.5
EBITDA	1,439	1,528	(5.8)	2,152	2,184	(1.4)	3,653	3,597	1.5
EBITDA margin(%)	32.0	34.5	(250.0)bps	33.0	34.0	(100.0)bps	35.0	35.0	-
APAT	962	1,080	(11.0)	1,329	1,383	(3.9)	2,279	2,289	(0.4)
EPS	5.5	5.5	-	22.5	23.4	(3.9)	38.5	38.7	(0.4)

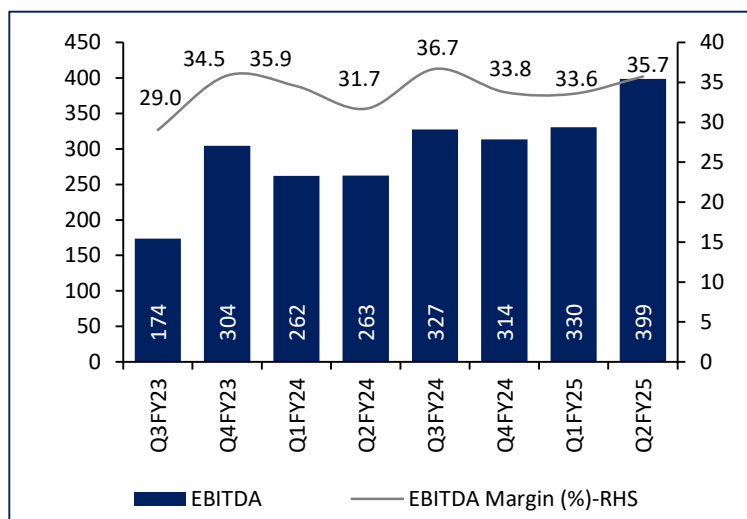
Source: Company, CEBPL

Revenue grew by 34.6% YoY



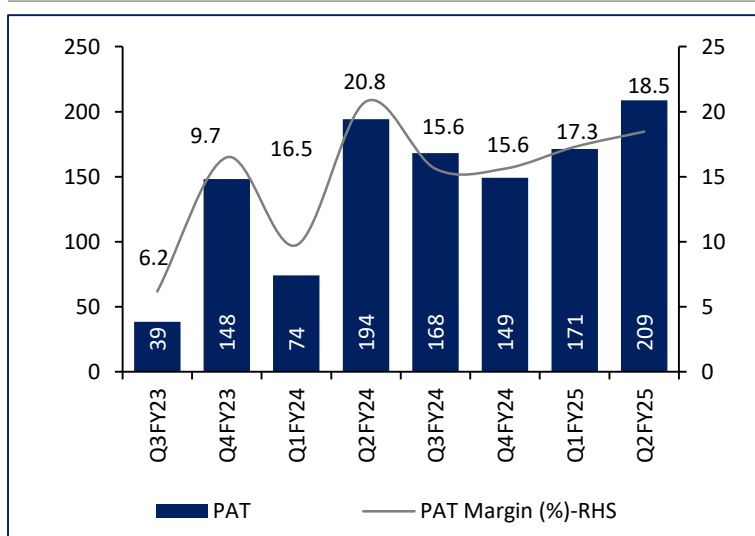
Source: Company, CEBPL

EBITDA Margin Trend.



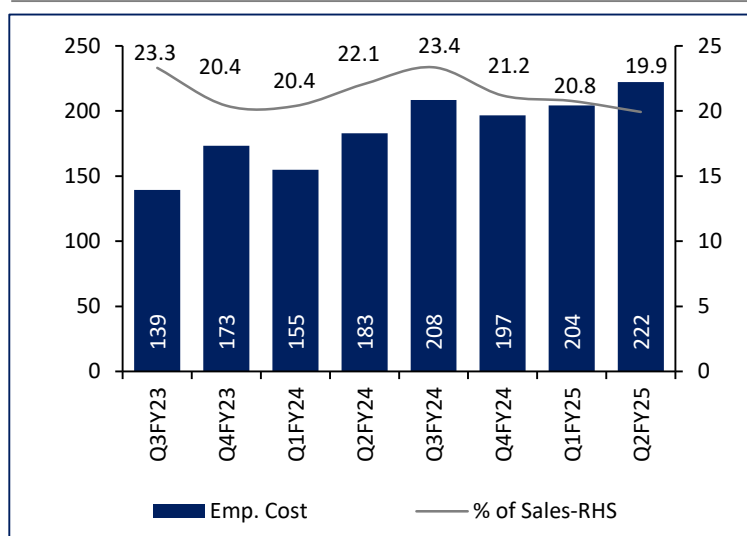
Source: Company, CEBPL

PAT growth Trend



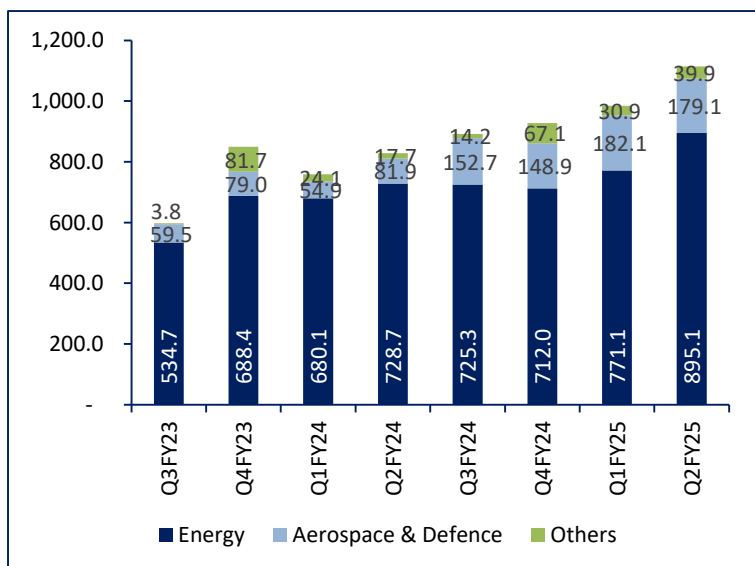
Source: Company, CEBPL

Reduction in Emp. Cost would support margins further

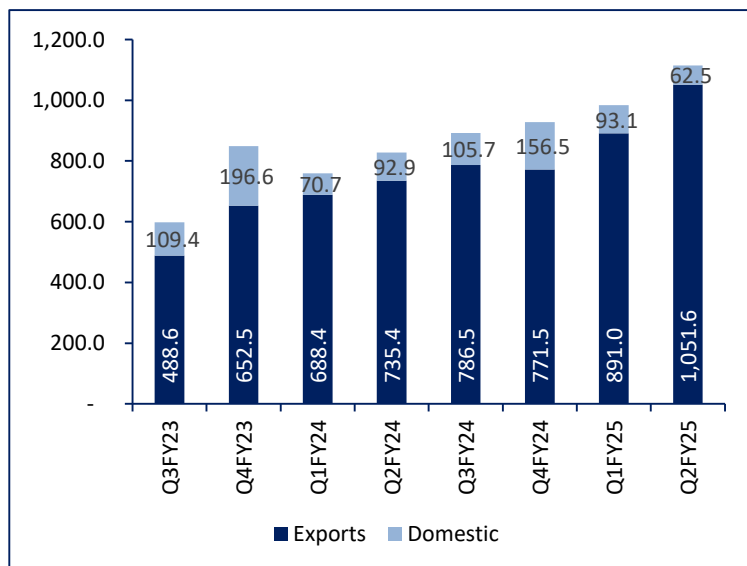


Source: Company, CEBPL

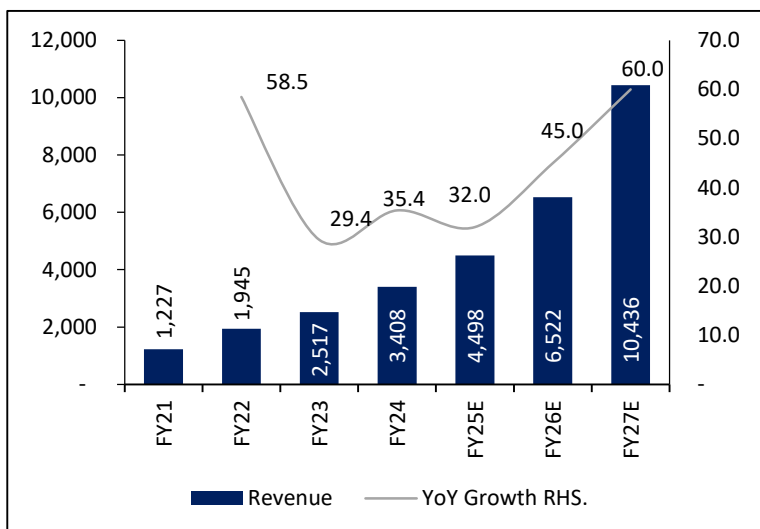
Revenue Mix (%)



Source: Company, CEBPL

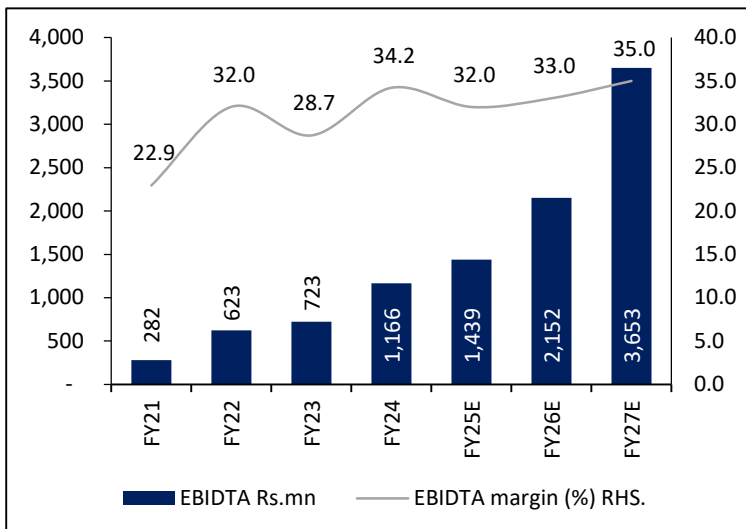


Significant Revenue growth trajectory over FY24-27E



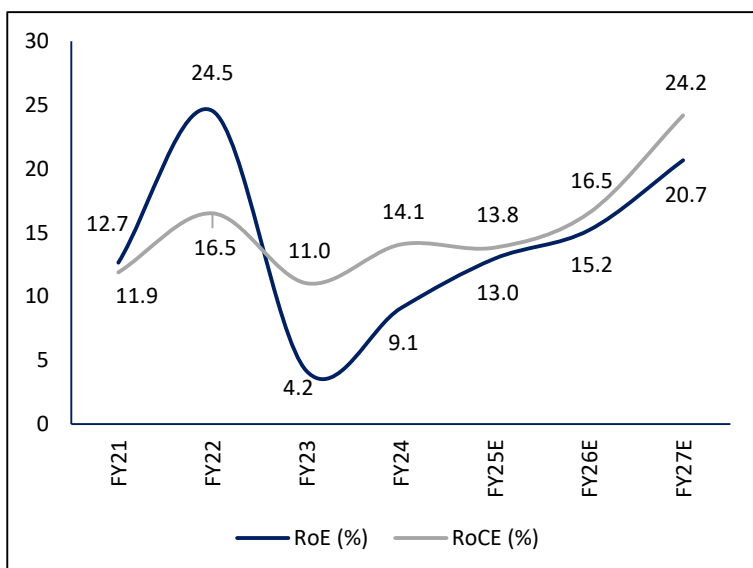
Source: Company, CEBPL

EBIDTA margin to improve led by better mix



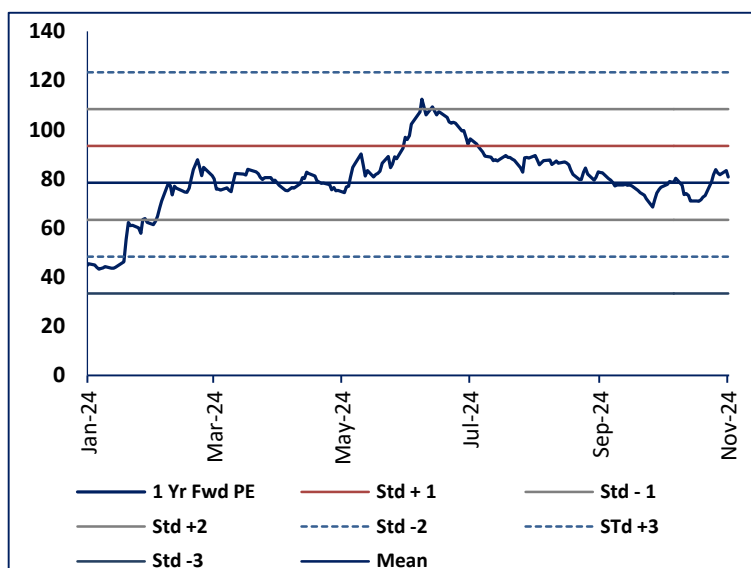
Source: Company, CEBPL

ROE & ROCE Trend



Source: Company, CEBPL

1 Year Forward PE Band



Source: Company, CEBPL

Income statement (Consolidated in INR Mn.)

Particular	FY23	FY24	FY25E	FY26E	FY27E
Revenue	2,517	3,408	4,498	6,522	10,436
Gross profit	2,215	2,947	3,913	5,674	9,131
EBITDA	723	1,166	1,439	2,152	3,653
Depreciation	166	205	331	491	611
EBIT	557	961	1,108	1,661	3,042
Interest expense	524	473	78	130	155
Other Income (Including EO Items)	98	320	384	422	465
Reported PAT	85	586	962	1,329	2,279
Minority Interest	0	0	0	0	0
Adjusted PAT	85	586	962	1,329	2,279
EPS (Rs)	51.3	9.9	16.3	22.5	38.5
NOPAT	359	697	754	1,130	2,068

Balance sheet (Consolidated in INR Mn.)

Particular	FY23	FY24	FY25E	FY26E	FY27E
Net worth	2,040	6,451	7,412	8,741	11,020
Deferred tax	-	-	-	-	-
Total debt	3,006	372	600	1,300	1,550
Other liabilities & provisions	162	267	290	315	343
Total Net Worth & liabilities	5,207	7,089	8,303	10,356	12,913
Net Fixed Assets	2,167	2,545	3,214	4,724	5,613
Capital Work in progress	380	454	800	800	800
Investments	-	-	-	-	-
Cash & bank balance	527	589	1,257	584	255
Loans & Advances & other assets	509	754	959	1,391	2,225
Net Current Assets	2,152	3,335	3,329	3,442	4,275
Total Assets	5,207	7,089	8,303	10,356	12,913
Capital Employed	5,a046	6,822	8,013	10,041	12,570
Invested Capital	4,519	6,233	6,755	9,457	12,314
Net Debt	2,479	(218)	(657)	716	1,295
FCFF	(940)	(728)	339	(1,233)	(54)

Source: Company, CEBPL

Cash Flows (INR Mn.)	FY23	FY24	FY25E	FY26E	FY27E
CFO	(102)	(69)	1,684	767	1,446
Capex	(837)	(659)	(1,346)	(2,000)	(1,500)
FCF	(940)	(728)	339	(1,233)	(54)
CFI	(1,012)	(567)	(1,167)	(2,009)	(1,870)
CFF	1,263	710	151	570	95

Ratio Analysis	FY23	FY24	FY25E	FY26E	FY27E
Growth Ratios (%)					
Revenue	29.4	35.4	32.0	45.0	60.0
EBITDA	16.1	61.3	23.5	49.5	69.7
PAT	(71.2)	591.4	64.2	38.1	71.5
Margin ratios (%)					
EBITDA	28.7	34.2	32.0	33.0	35.0
PAT	3.4	17.2	21.4	20.4	21.8
Performance Ratios (%)					
OCF/EBITDA (X)	(0.1)	(0.1)	1.2	0.4	0.4
OCF/IC	(2.3)	(1.1)	24.9	8.1	11.7
RoE	4.2	9.1	13.0	15.2	20.7
ROCE	11.0	14.1	13.8	16.5	24.2
Turnover Ratios (Days)					
Inventory	125	142	140	145	145
Debtor	172	182	155	150	145
Other Current Assets (days)	38	64	69	64	50
Payables (days)	72	54	75	75	75
Other Current Liab & Provns (days)	28	41	121	124	124
Cash Conversion Cycle	236	294	168	160	141
Financial Stability ratios (x)					
Net debt to Equity	1.2	(0.0)	(0.1)	0.1	0.1
Net debt to EBITDA	3.4	(0.2)	(0.5)	0.3	0.4
Interest Cover	1.1	2.0	14.2	12.8	19.6
Valuation metrics					
Fully diluted shares (mn)	2	59	59	59	59
Price (Rs)	1,627.9	1,627.9	1,627.9	1,627.9	1,627.9
Market Cap(Rs. Mn)	2,689	96,227	96,227	96,227	96,227
PE(x)	32	164.3	100.1	72.4	42.2
EV (Rs.mn)	5,168	96,009	95,570	96,943	97,522
EV/EBITDA (x)	7	82	66	45	27
Book value (Rs/share)	1,235	109	125	148	186
Price to BV (x)	1.3	14.9	13.0	11.0	8.7
EV/OCF (x)	-51	-1,382	57	126	67

Source: Company, CEBPL

Historical recommendations and target price: Azad Engineering Limited



Azad Engineering Limited

- | | | |
|---------------|------|-----------------------|
| 1. 26-06-2024 | BUY, | Target Price Rs 2,129 |
| 2. 12-11-2024 | BUY, | Target Price Rs 2,120 |

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