

Harsha Engineers International (HARSHA IN)

Rating: ACCUMULATE | CMP: Rs394 | TP: Rs440

February 14, 2025

Q3FY25 Result Update

☑ Change in Estimates | ☑ Target | ■ Reco

Change in Estimates

3						
	Cur	rent	Previous			
	FY26E	FY27E	FY26E	FY27E		
Rating	ACCUN	1ULATE	ACCUI	MULATE		
Target Price	4	40	5	61		
Sales (Rs. m)	15,897	18,297	17,077	19,348		
% Chng.	(6.9)	(5.4)				
EBITDA (Rs. m)	2,414	3,099	2,721	3,348		
% Chng.	(11.3)	(7.4)				
EPS (Rs.)	18.2	23.7	21.0	25.8		
% Chna	(13 1)	(82)				

Key Financials - Consolidated

Y/e Mar	FY24	FY25E	FY26E	FY27E
Sales (Rs. m)	13,923	13,872	15,897	18,297
EBITDA (Rs. m)	1,714	1,838	2,414	3,099
Margin (%)	12.3	13.3	15.2	16.9
PAT (Rs. m)	1,114	1,195	1,660	2,153
EPS (Rs.)	12.2	13.1	18.2	23.7
Gr. (%)	(9.6)	7.2	38.9	29.8
DPS (Rs.)	1.0	1.3	1.8	2.4
Yield (%)	0.3	0.3	0.5	0.6
RoE (%)	9.9	9.7	12.2	14.1
RoCE (%)	11.5	11.3	14.1	16.6
EV/Sales (x)	2.5	2.4	2.1	1.8
EV/EBITDA (x)	20.1	18.3	13.8	10.6
PE (x)	32.2	30.0	21.6	16.6
P/BV (x)	3.0	2.8	2.5	2.2

Key Data	HRSH.BO HARSHA IN

52-W High / Low	Rs.614 / Rs.360
Sensex / Nifty	76,139 / 23,031
Market Cap	Rs.36bn/ \$ 412m
Shares Outstanding	91m
3M Avg. Daily Value	Rs.52.99m

Shareholding Pattern (%)

Promoter's	74.61
Foreign	0.58
Domestic Institution	8.72
Public & Others	16.09
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	(10.7)	(25.2)	0.3
Relative	(10.5)	(22.4)	(5.8)

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Muted Q3 with ongoing Romania struggles

Quick Pointers:

- India Engineering domestic/export mix stood at 57%/43% (vs 53%/47% YoY).
- Management has again revised its FY25 revenue growth guidance downward to flat from mid-single-digit growth.

We revise our FY26/27E EPS estimates by -13.1%/-8.2% factoring in continued slowdown in Romania. Harsha Engineers International (HARSHA) reported a 4.5% YoY revenue increase, with an EBITDA margin expansion of 37bps to 12.6%. Domestic demand for cages and bushings remained resilient, though key export markets, including Europe and the USA, experienced weakness, along with soft demand from Japanese customers. While China showed steady improvement, Romania's outlook remained subdued as management's efforts to optimize the product mix yielded no results. The company's long-term supply agreement is expected to support top-line growth over the next 2-3 years, while the bearing manufacturers' China+1 strategy is likely to further enhance Harsha's growth prospects.

We believe that the continued pain in Romania may impact mid-term consolidated financial performance of the company however, HARSHA's long-term outlook remains positive given its 1) market leadership in bearing cages, 2) greenfield capacity expansion plans, and 3) multiple levers for growth viz. i) bearing cage outsourcing, ii) capex by global bearing players in India and iii) growing demand for bronze bushings. The stock is currently trading at a P/E of 21.7x/16.7x on FY26/27E earnings. We maintain 'Accumulate' rating with a revised TP of Rs440 (Rs561 earlier), valuing the company at a PE of 21x Sep'26E (24x Sep'26E) reflecting management's cautious outlook on subsidiary performance.

Strong domestic performance partly offset by weaker export markets: Consolidated revenue grew by 4.5% YoY to Rs3.4bn (Ple: Rs3.6bn; consensus: Rs3.7bn). Consolidated Engineering revenue rose 9.0% YoY to Rs2.3bn. Meanwhile, Solar EPC sales declined by 21.1% YoY to rs370mn. Gross margin expanded by 27bps YoY to 46.2% (PLe: 47%). EBITDA rose 7.6% YoY to Rs428mn (PLe: Rs443mn; consensus: Rs508mn). EBITDA margin increased by 37bps YoY to 12.6% (PLe: 12.5%; consensus: 13.6%) led by the gross margin expansion. Consolidated Engineering EBITDA margin declined to 16.0% (vs 17.5% in Q3FY24). Solar EPC EBITDA margin stood at 3.5% (vs 5.0% in Q3FY24). PAT declined 10.1% YoY to Rs267mn (PLe: Rs297mn; consensus: Rs3334mn) due to weaker operating performance and lower other income (down 39.4% YoY to Rs67mn).

Margin decline across segments led to lower consolidated margins: Consol. Engineering revenue rose 8.8% YoY to Rs3.0bn within which, domestic sales rose ~19% to Rs1.3bn, exports from India remained flat to Rs993mn and foreign subsidiaries sales grew ~5% to Rs689mn. Solar EPC sales declined 21.1% YoY to Rs370mn. Consol. Engineering EBITDA margin declined to 16.0% (vs 17.5% in Q3FY24) as India Engineering margin declined 95bps YoY to 20.9% and foreign subsidiaries margin came in at -0.7% (vs 3.4% in Q3FY24). Solar EPC EBITDA margin declined to 3.5% (vs 5.0% in Q3FY24).



Exhibit 1: Lower other income (-39.4% YoY to Rs67mn) & higher tax rate (28.4% vs 21.9%) resulted in -10.1% YoY decline in PAT

Y/e March (Rs mn)	Q3FY25	Q3FY24	YoY gr.	Q3FY25E	% Var.	Q2FY25	QoQ gr.	9MFY25	9MFY24	YoY gr.
Revenue	3,389	3,245	4.5%	3,557	-4.7%	3,526	-3.9%	10,347	10,119	2.3%
Gross Profit	1,566	1,491	5.1%	1,670	-6.2%	1,653	-5.2%	4,978	4,473	11.3%
Margin (%)	46.2	45.9	27	47.0	(75.4)	46.9	(67)	48.1	44.2	391
Employee Cost	441	413	6.8%	462	-4.6%	454	-2.9%	1,360	1,262	7.8%
as % of sales	13.0	12.7	29	13.0	2.0	12.9	13	13.1	12.5	67
Other expenditure	697	680	2.5%	765	-8.8%	780	-10.6%	2,221	2,043	8.7%
as % of sales	20.6	21.0	(39)	21.5	(93.3)	22.1	(155)	21.5	20.2	127
EBITDA	428	398	7.6%	443	-3.5%	418	2.2%	1,398	1,168	19.7%
Margin (%)	12.6	12.3	37	12.5	15.9	11.9	<i>7</i> 5	13.5	11.5	197
Depreciation	101	100	0.6%	104	-3.1%	104	-3.0%	307	293	4.6%
EBIT	327	297	10.0%	339	-3.6%	315	3.9%	1,091	875	24.7%
Margin (%)	9.6	9.2	48	9.5	10.9	8.9	<i>7</i> 2	10.5	8.6	190
Other Income	67	111	-39.4%	80	-16.0%	121	-44.4%	267	217	22.8%
Interest	21	28	-25.0%	26	-18.1%	26	-18.7%	73	79	-7.9%
PBT (ex. Extra-ordinaries)	373	380	-1.8%	393	-5.2%	409	-8.9%	1,285	1,013	26.9%
Margin (%)	11.0	11.7	(71)	11.1	(5.5)	11.6	(60)	12.4	10.0	241
Extraordinary Items	-	-		-	-	-	-	-	-	-
PBT	373	380	-1.8%	393	-5.2%	409	-8.9%	1,285	1,013	26.9%
Total Tax	106	83	27.6%	96	-	120	-11.4%	368	266	38.2%
Effective Tax Rate (%)	28.4	21.9	655	24.5	-	29.2	(80)	28.6	26.3	235
Reported PAT	267	297	-10.1%	297	-10.1%	290	-7.8%	917	747	22.8%
Adj. PAT	267	297	-10.1%	297	-10.1%	290	-7.8%	917	747	22.8%
Margin (%)	<i>7</i> .9	9.1	(127)	8.3	(47.1)	8.2	(34)	8.9	7.4	149
Adj. EPS	2.9	3.3	-10.1%	3.3	-10.1%	3.2	-7.8%	10.1	8.2	22.8%

Source: Company, PL

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Exhibit 2: Continued weakness in Romania and other export markets partly offset improved performance in India & China

Segment Performance (Rs mn)	Q3FY25	Q3FY24	YoY gr.	Q3FY25E	% Var.	Q2FY25	QoQ gr.	9MFY25	9MFY24	YoY gr.
Engineering & Others - Consolidated										
Revenue	3,020	2,776	8.8%	3,093	-2.4%	3,100	-2.6%	9,385	9,062	3.6%
EBITDA	482	485	-0.6%	-	-	502	-4.0%	1,608	1,378	16.7%
EBITDA margin (%)	16.0%	17.5%	(150)	0.0%	1,596	16.2%	(24)	17.1%	15.2%	193
PAT	258	280	-8.0%	-	-	262	-1.8%	876	744	17.8%
PAT margin (%)	8.5%	10.1%	(156)	0.0%	853	8.5%	7	9.3%	8.2%	113
Engineering & Others - India										
Revenue	2,331	2,120	9.9%	2,332	-0.1%	2,310	0.9%	7,078	6,777	4.4%
EBITDA	487	463	5.1%	-	-	497	-2.1%	1,584	1,409	12.4%
EBITDA margin (%)	20.9%	21.8%	(95)	0.0%	2,088	21.5%	(63)	22.4%	20.8%	159
PAT	298	285	4.8%	-	-	306	-2.5%	986	885	11.5%
PAT margin (%)	12.8%	13.4%	(63)	0.0%	1,279	13.2%	(44)	13.9%	13.1%	88
Engineering & Others - Foreign Subsidiaries										
Revenue	689	656	5.0%	761	-9.5%	789	-12.7%	2,308	2,285	1.0%
EBITDA	(5)	22	-120.9%	-	-	5	-186.8%	25	(31)	-179.0%
EBITDA margin (%)	-0.7%	3.4%	(402)	0.0%	(67)	0.7%	(134)	1.1%	-1.4%	242
PAT	(41)	(5)	802.2%	-	-	(44)	-6.7%	(110)	(141)	-21.8%
PAT margin (%)	-5.9%	-0.7%	(521)	0.0%	(589)	-5.5%	(38)	-4.8%	-6.2%	139
Solar-EPC and O&M										
Revenue	370	468	-21.1%	464	-20.3%	411	-10.1%	947	1,057	-10.4%
EBITDA	13	24	-45.5%	-	-	22	-41.6%	42	8	435.9%
EBITDA margin (%)	3.5%	5.0%	(156)	0.0%	346	5.3%	(186)	4.4%	0.7%	368
PAT	9	17	-44.3%	-	-	27	-65.9%	41	3	1418.5%
PAT margin (%)	2.5%	3.6%	(105)	0.0%	252	6.6%	(412)	4.3%	0.3%	408

Source: Company, PL



Conference Call Highlights

- **FY25 guidance**: Management has again revised its FY25 consolidated revenue growth guidance downwards to flat from mid-single-digit growth. However, it expects growth in margin to outpace revenue growth while the company targets 17-18% EBITDA margin in mid-term.
- Cages: Cages growth in India is flattish YoY primarily due to inventory reductions from major bearing manufacturers since their international parents follow December ending financial year. Management sees improvement in cages in Q4 and expects it to sustain 8-10% growth per annum. Prices in cages have gone down due to reduction in raw material prices such as steel and other metals. Harsha's current cages capacity utilization stands at ~60%.
- EUR6-10mn revenue potential in next 6 years from major sourcing contract:

 During the quarter, Harsha entered a sourcing contract with a large multinational bearing company to supply cages for the duration of 6 years.

 This entire opportunity is expected to earn a revenue of EUR6-10mn (~Rs540-900mn). Harsha is expected to start supplying this company from H2FY26.
- Bronze bushings' 9MFY25 revenue surpassed Rs600mn. Bronze bushings saw strong growth while management anticipates achieving ~Rs800mn revenue in FY25. Management believes that the bushings can be a multi-year growth driver with an annual run rate of ~Rs2-3bn at its peak. It expects 15-20% growth in FY26. Harsha faces no domestic competition in bushings however, European and Chinese competition exists in the global market.
- Romania continued to remain weak: Prospects in Romania further deteriorated during the quarter. Management's efforts to improve the mix of cages in the revenue didn't bear any fruit. Currently Romania factory is catering to Industrial and Wind sector in Europe which have low demand while the fixed cost component continue to weigh on Romania margins. In 9MFY25, subsidiaries recorded a loss of ~Rs110mn majority of which came from Romania.
- China: The performance of China in Q3FY25 was subdued owing to year end destocking as well as some softening of the demand from the key accounts. However, on 9MFY25 basis China showed good improvements and management expects these improvements to sustain.
- Japanese customers: Business from Japanese customers continued to remain range bound. Sales to Japanese customers were flat in 9MFY25 to ~Rs500mn. Some projects of the Japanese customers were delayed due to technical issues which are expected to come online in the last quarter of FY25.
- Export demand: Demand from key export geographies continue to remain weak. While Europe continued to face headwinds, there were no signs of revival in the USA market. Increasing tariffs from USA may impact Harsha's business indirectly through increasing global commodity prices while increasing value of USD against other currencies may impact positively on Harsha's export business.
- Capex from large bearing manufacturers encountered some delays, however management believes that the directional commitment from these bearing manufacturers to set up capacities still remain. Harsha is set to benefit from this China+1 strategy of bearing manufacturers and may gain additional revenue opportunity of ~Rs2.0bn at its peak.



Financials

Income Statement ((Rs m)
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Income Statement (Rs m) Y/e Mar	EV24	EV25E	EV26E	EV27E
	FY24	FY25E	FY26E	FY27E
Net Revenues	13,923	13,872	15,897	18,297
YoY gr. (%)	2.1	(0.4)	14.6	15.1
Cost of Goods Sold	7,772	7,262	8,348	9,517
Gross Profit	6,151	6,610	7,549	8,781
Margin (%)	44.2	47.7	47.5	48.0
Employee Cost	1,691	1,817	1,955	2,104
Other Expenses	729	798	906	1,034
EBITDA	1,714	1,838	2,414	3,099
YoY gr. (%)	(9.5)	7.3	31.4	28.4
Margin (%)	12.3	13.3	15.2	16.9
Depreciation and Amortization	393	420	460	514
EBIT	1,320	1,418	1,955	2,585
Margin (%)	9.5	10.2	12.3	14.1
Net Interest	108	104	100	98
Other Income	295	346	419	463
Profit Before Tax	1,508	1,660	2,273	2,950
Margin (%)	10.8	12.0	14.3	16.1
Total Tax	393	465	614	796
Effective tax rate (%)	26.1	28.0	27.0	27.0
Profit after tax	1,114	1,195	1,660	2,153
Minority interest	-	-	-	-
Share Profit from Associate	-	-	-	-
Adjusted PAT	1,114	1,195	1,660	2,153
YoY gr. (%)	(9.6)	7.2	38.9	29.8
Margin (%)	7.8	8.4	10.2	11.5
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	1,114	1,195	1,660	2,153
YoY gr. (%)	(9.6)	7.2	38.9	29.8
Margin (%)	8.0	8.6	10.4	11.8
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	1,114	1,195	1,660	2,153
Equity Shares O/s (m)	91	91	91	91
EPS (Rs)	12.2	13.1	18.2	23.7

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY24	FY25E	FY26E	FY27E
Non-Current Assets				
Gross Block	8,440	9,625	10,800	11,790
Tangibles	8,327	9,512	10,800	11,790
Intangibles	112	112	-	-
Acc: Dep / Amortization	4,979	5,399	5,859	6,373
Tangibles	4,877	5,293	5,859	6,373
Intangibles	102	106	-	-
Net fixed assets	3,460	4,225	4,941	5,417
Tangibles	3,450	4,219	4,941	5,417
Intangibles	10	6	-	-
Capital Work In Progress	152	166	191	201
Goodwill	718	718	718	718
Non-Current Investments	455	392	394	396
Net Deferred tax assets	(77)	(77)	(77)	(77)
Other Non-Current Assets	246	222	244	279
Current Assets				
Investments	1,961	2,400	2,550	2,800
Inventories	3,537	3,459	3,920	4,512
Trade receivables	3,189	3,041	3,354	3,860
Cash & Bank Balance	1,216	1,481	1,572	1,742
Other Current Assets	319	513	572	677
Total Assets	15,666	16,797	18,654	20,839
Equity				
Equity Share Capital	910	910	910	910
Other Equity	10,842	11,946	13,440	15,378
Total Networth	11,753	12,857	14,350	16,289
Non-Current Liabilities				
Long Term borrowings	63	48	33	33
Provisions	86	100	108	107
Other non current liabilities	-	-	-	-
Current Liabilities				
ST Debt / Current of LT Debt	1,704	1,654	1,604	1,604
Trade payables	1,329	1,406	1,742	1,955
Other current liabilities	617	621	708	738
Total Equity & Liabilities	15,666	16,797	18,653	20,839

Source: Company Data, PL Research



Cash	s FI	ow (Re	m)
Casi		OVV I	L IN 3	1117

FY24	FY25E	FY26E	FY27E
1,508	1,660	2,273	2,950
393	420	460	514
108	104	100	98
295	346	419	463
(273)	(299)	(368)	(408)
1,736	1,884	2,465	3,155
(12)	162	(432)	(1,013)
(366)	(465)	(614)	(796)
1,358	1,582	1,419	1,345
(741)	(1,200)	(1,200)	(1,000)
148	299	368	408
(986)	(390)	(316)	(419)
(1,578)	(1,291)	(1,148)	(1,012)
0	-	-	-
(55)	(65)	(64)	-
(91)	(91)	(166)	(215)
(108)	(104)	(100)	(98)
0	-	-	-
(254)	(260)	(331)	(314)
(474)	31	(59)	20
617	382	219	345
	1,508 393 108 295 (273) 1,736 (12) (366) 1,358 (741) 148 (986) (1,578) 0 (55) (91) (108) 0 (254) (474)	1,508	1,508 1,660 2,273 393 420 460 108 104 100 295 346 419 (273) (299) (368) 1,736 1,884 2,465 (12) 162 (432) (366) (465) (614) 1,358 1,582 1,419 (741) (1,200) (1,200) 148 299 368 (986) (390) (316) (1,578) (1,291) (1,148) 0 - - (55) (65) (64) (91) (91) (166) (108) (104) (100) 0 - - (254) (260) (331) (474) 31 (59)

Source: Company Data, PL Research

Quarterly Financials (Rs m)

Y/e Mar	Q4FY24	Q1FY25	Q2FY25	Q3FY25
Net Revenue	3,804	3,432	3,526	3,389
YoY gr. (%)	10.7	(1.4)	3.9	4.5
Raw Material Expenses	2,127	1,672	1,873	1,823
Gross Profit	1,677	1,759	1,653	1,566
Margin (%)	44.1	51.3	46.9	46.2
EBITDA	545	552	418	428
YoY gr. (%)	7.4	31.9	18.7	7.6
Margin (%)	14.3	16.1	11.9	12.6
Depreciation / Depletion	100	102	104	101
EBIT	446	450	315	327
Margin (%)	11.7	13.1	8.9	9.6
Net Interest	28	26	26	21
Other Income	78	79	121	67
Profit before Tax	495	503	409	373
Margin (%)	13.0	14.7	11.6	11.0
Total Tax	127	143	120	106
Effective tax rate (%)	25.7	28.3	29.2	28.4
Profit after Tax	368	361	290	267
Minority interest	-	-	-	-
Share Profit from Associates	-	-	-	-
Adjusted PAT	368	361	290	267
YoY gr. (%)	12.8	46.7	42.0	(10.1)
Margin (%)	9.7	10.5	8.2	<i>7</i> .9
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	368	361	290	267
YoY gr. (%)	12.8	46.7	42.0	(10.1)
Margin (%)	9.7	10.5	8.2	<i>7</i> .9
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	368	361	290	267
Avg. Shares O/s (m)	91	91	91	91
EPS (Rs)	4.0	4.0	3.2	2.9

Source: Company Data, PL Research

Key Financial Metrics

Key i mancial Metrics				
Y/e Mar	FY24	FY25E	FY26E	FY27E
Per Share(Rs)				
EPS	12.2	13.1	18.2	23.7
CEPS	16.6	17.7	23.3	29.3
BVPS	129.1	141.2	157.6	178.9
FCF	6.8	4.2	2.4	3.8
DPS	1.0	1.3	1.8	2.4
Return Ratio(%)				
RoCE	11.5	11.3	14.1	16.6
ROIC	11.7	11.8	14.7	17.1
RoE	9.9	9.7	12.2	14.1
Balance Sheet				
Net Debt : Equity (x)	(0.1)	(0.2)	(0.2)	(0.2)
Net Working Capital (Days)	141	134	127	128
Valuation(x)				
PER	32.2	30.0	21.6	16.6
P/B	3.0	2.8	2.5	2.2
P/CEPS	23.8	22.2	16.9	13.4
EV/EBITDA	20.1	18.3	13.8	10.6
EV/Sales	2.5	2.4	2.1	1.8
Dividend Yield (%)	0.3	0.3	0.5	0.6

Source: Company Data, PL Research





Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	ABB India	Accumulate	8,133	6,657
2	Apar Industries	Accumulate	8,219	7,179
3	BEML	Accumulate	3,561	3,132
4	Bharat Electronics	BUY	340	279
5	BHEL	Accumulate	226	200
6	Carborundum Universal	Accumulate	1,583	1,245
7	Cummins India	BUY	3,723	2,870
8	Elgi Equipments	Accumulate	608	539
9	Engineers India	BUY	242	170
10	GE Vernova T&D India	Accumulate	1,950	1,710
11	Grindwell Norton	BUY	2,511	1,850
12	Harsha Engineers International	Accumulate	561	493
13	Hindustan Aeronautics	Accumulate	4,110	3,594
14	Ingersoll-Rand (India)	BUY	4,467	3,800
15	Kalpataru Projects International	Accumulate	1,306	1,245
16	KEC International	Accumulate	930	813
17	Kirloskar Pneumatic Company	BUY	1,564	1,013
18	Larsen & Toubro	BUY	4,025	3,421
19	Praj Industries	BUY	751	632
20	Siemens	Accumulate	5,902	5,199
21	Thermax	Accumulate	3,857	3,385
22	Triveni Turbine	BUY	800	634
23	Voltamp Transformers	BUY	11,437	8,358

PL's Recommendation Nomenclature (Absolute Performance)

 Buy
 : > 15%

 Accumulate
 : 5% to 15%

 Hold
 : +5% to -5%

 Reduce
 : -5% to -15%

 Sell
 : < -15%</td>

Not Rated (NR) : No specific call on the stock
Under Review (UR) : Rating likely to change shortly

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ANALYST CERTIFICATION

(Indian Clients)

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