


CONSUMER DURABLES

Q3FY26 Preview

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GST cut, BEE transition lifts outlook; margins under pressure

- Discount-led channel pre-buying ahead of BEE transition and price hikes, support primary demand
- Wires & Cables (W&C) continue to outperform, driven by copper price-led channel stocking and improving project activity
- Utilisation levels for white-goods contract manufacturers improve, with new client additions translating into growth outpacing brands

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W&C remains the standout on commodity tailwinds: W&C continue to outperform (+22-25% YoY), driven by channel restocking, strong government capex, and elevated copper prices (+17% YoY). While consumer-durables demand remains muted, GST rate cuts in RACs, BEE star-rating transitions, and rising commodity prices have triggered channel pre-buying, supporting primary demand. Festive-led recovery has aided select small-appliance categories. We expect RAC volumes to improve in December on account of pre-buying, partly offsetting the weakness seen in Oct–Nov'25. Consequently, we estimate Voltas/Blue Star to deliver ~4%/~6% YoY revenue growth, with muted RAC sales offset by steady growth in commercial ACs.

Improving utilisation levels for White Goods CMs: White-Goods EMS players are likely to see improvement in utilisation levels, led by a pickup in primary sales at brands and incremental volumes from new client additions —resulting in growth outpacing that of branded players. We estimate PG Electroplast/Epac/ Amber to report RAC sales growth in the range of 9-14% YoY.

Small appliances growth moderate; lighting margins remain sustained: We estimate the small-appliances segment to deliver moderate growth in Q3, supported by gradual improvement in consumer sentiment. In lighting, companies are sustaining profitability after a prolonged phase of price erosion, driven by a better mix of higher-ASP, value-added lighting products, enabled by the newer SKU introductions.

Commodity cost inflation to weigh on margins amid moderate demand: We expect margin contraction across our coverage universe, driven by (a) elevated discounts and channel schemes by large-appliance players to liquidate inventories, and (b) higher commodity costs, with copper and aluminium prices up ~17% YoY and ~9% YoY, respectively, during the quarter. This pressure is likely to be partially offset by operating leverage from improving utilisation levels across both branded players and contract manufacturers.



Fig 1 – BOBCAPS Consumer Durables universe: Q2FY26 snapshot

Companies	Revenue (Rs mn)					EBITDA (Rs mn)					EBITDA margin (%)			PAT (Rs mn)				
	Q3FY26E	Q3FY25	Q2FY26	YoY (%)	QoQ (%)	Q3FY26E	Q3FY25	Q2FY26	YoY (%)	QoQ (%)	Q3FY26E	Q3FY25	Q2FY26	Q3FY26E	Q3FY25	Q2FY26	YoY (%)	QoQ (%)
VOLT	33,239	31,051	23,473	7.0	41.6	1,887	1,974	704	(4.4)	168.0	5.7	6.4	3.0	1,385	1,321	343	4.9	304.0
BLSTR	30,431	28,074	24,224	8.4	25.6	2,174	2,094	1,834	3.8	18.5	7.1	7.5	7.6	1,413	1,200	988	17.8	43.1
POLYCAB	63,322	52,261	64,722	21.2	(2.2)	9,282	7,199	10,157	28.9	(8.6)	14.7	13.8	15.7	6,240	4,576	6,805	36.4	(8.3)
CROMPTON	18,991	17,692	19,156	7.3	(0.9)	1,968	1,880	1,584	4.7	24.3	10.4	10.6	8.3	1,196	1,098	915	8.9	30.6
HAVL	54,057	48,890	47,793	10.6	13.1	5,163	4,265	4,384	21.1	17.8	9.6	8.7	9.2	3,477	2,780	3,142	25.1	10.7
ORIENTEL	8,707	8,168	7,026	6.6	23.9	559	612	379	(8.6)	47.3	6.4	7.5	5.4	245	272	121	(9.8)	103.3
VGUARD	13,718	12,687	13,409	8.1	2.3	1195	1,041	1,093	14.8	9.4	8.7	8.2	8.1	682	602	653	13.2	4.4
KEI	30,287	24,723	27,263	22.5	11.1	2943	2,458	2,693	19.7	9.3	9.7	9.9	9.9	2229	1,648	2,035	35.2	9.5
DIXON	1,08,413	1,04,537	1,48,550	3.7	(27.0)	4270	3,905	5,613	9.3	(23.9)	3.9	3.7	3.8	1922	1,712	6,700	12.3	(71.3)
AMBER	24,142	21,333	16,470	13.2	46.6	1734	1,587	913	9.3	90.0	7.2	7.4	5.5	356	359	(329)	(0.8)	(208.3)
SYRMA	11,131	8,692	11,459	28.1	(2.9)	796	791	1,152	0.6	(30.9)	7.1	9.1	10.1	401	551	641	(27.3)	(37.4)
Total	3,96,438	3,58,106	4,03,546	10.7	(1.8)	31,971	27,806	30,508	15.0	4.8	8.1	7.8	7.6	19,545	16,118	22,013	21.3	(11.2)

Source: Company, BOBCAPS Research

Fig 2 – Quarterly revenue growth trend

YoY (%)	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26E
VOLT	29.7	30.9	42.1	46.5	14.2	18.3	13.4	(20.0)	(10.4)	7.0
BLSTR	19.9	24.9	26.8	28.7	20.4	25.3	20.8	4.1	6.4	8.4
POLYCAB	26.6	16.8	29.3	20.8	30.4	20.4	24.9	25.7	17.7	21.2
CROMPTON	4.9	11.6	9.5	13.9	6.4	4.5	5.1	(6.5)	1.0	7.3
HAVL	6.0	6.9	12.0	20.1	16.4	10.8	20.2	(6.0)	5.3	10.6
ORIENTEL	11.0	1.7	19.7	7.0	16.4	8.6	9.4	1.9	6.4	6.6
VGUARD	15.0	18.8	17.8	21.6	14.1	8.9	14.5	(0.7)	3.6	8.1
KEI	21.1	15.4	18.7	15.6	17.1	20.0	25.7	25.7	19.6	22.5
DIXON	27.8	100.4	52.0	101.1	133.3	117.0	121.0	95.1	28.8	3.7
AMBER	23.5	(4.0)	(6.6)	41.1	81.7	64.8	33.8	43.6	(2.2)	13.2
SYRMA	52.4	37.9	66.9	92.9	17.0	23.0	(18.5)	(18.6)	37.6	28.1

Source: Company, BOBCAPS Research

Fig 3 – Quarterly EBITDA margin trend

YoY (%)	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26E
VOLT	3.1	1.1	4.5	8.6	6.2	6.4	7.0	4.5	3.0	3.0
BLSTR	6.5	6.9	7.3	8.3	6.6	7.5	7.0	6.7	7.6	7.6
POLYCAB	14.4	13.1	13.6	12.4	11.5	13.8	14.7	14.5	15.7	15.7
CROMPTON	9.8	8.8	10.4	10.9	10.7	10.6	12.8	9.6	8.3	8.3
HAVL	9.5	9.8	11.7	9.9	8.3	8.7	11.6	9.5	9.2	9.2
ORIENTEL	3.6	6.5	3.9	5.3	5.4	7.5	7.8	6.0	5.4	5.4
VGUARD	8.2	8.7	9.5	10.5	8.5	8.2	9.3	8.4	8.1	8.1
KEI	10.5	10.4	10.5	10.4	9.7	9.9	10.3	10.0	9.9	9.9
DIXON	4.0	3.8	3.9	3.8	3.7	3.7	4.3	3.8	3.8	3.8
AMBER	6.4	6.1	7.9	8.2	6.8	7.4	7.9	7.4	5.5	5.5
SYRMA	6.9	5.5	6.5	3.8	8.5	9.1	11.6	9.2	10.1	10.1

Source: Company, BOBCAPS Research

Fig 4 – Quarterly PAT growth trend

YoY (%)	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26E
VOLT	(63.0)	(212.6)	(19.1)	158.5	265.3	(534.5)	107.0	(58.0)	(74.4)	4.9
BLSTR	66.2	72.0	192.9	102.3	35.8	19.4	21.5	(28.4)	2.8	17.8
POLYCAB	58.4	15.2	27.3	(0.3)	3.6	11.5	32.7	49.3	54.5	36.4
CROMPTON	(22.7)	(0.4)	(2.0)	28.2	28.5	29.4	31.9	(19.4)	(26.7)	8.9
HAVL	32.4	1.5	24.8	42.0	8.2	(3.5)	15.9	(14.7)	17.3	25.1
ORIENTEL	NA	(25.3)	(48.0)	(27.2)	NA	11.7	144.2	22.2	15.5	(9.8)
VGUARD	35.0	48.2	44.5	54.1	7.5	3.4	19.6	(25.4)	3.0	13.2
KEI	31.3	17.2	22.1	23.8	10.4	9.4	34.3	30.2	31.5	35.2
DIXON	39.4	85.9	18.1	103.9	68.0	77.5	58.1	68.3	271.6	12.3
AMBER	NA	(103.6)	(4.8)	58.6	NA	NA	17.2	0.4	(270.7)	(0.8)
SYRMA	5.4	(40.9)	5.5	(28.2)	29.9	172.5	58.0	145.5	67.3	(27.3)

Source: Company, BOBCAPS Research

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