

CONSUMER DURABLES

| Q3FY26 Preview

| 09 January 2026

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/Epack/ 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 |
| POLYCAP | 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 |
| POLYCARB | 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 |
| VGWARD | 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 |
| POLYCARB | 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 |
| VGWARD | 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 |
| POLYCARB | 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) |
| VGWARD | 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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