

Results (Standalone)

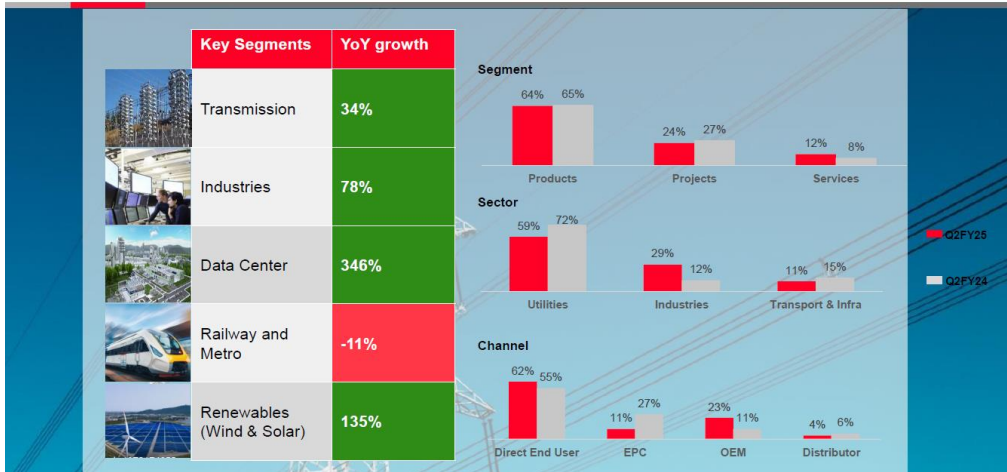
In ₹ Cr.	Q2 FY25	Q2 FY24	YOY	Q1 FY25	QOQ
Revenue	1,554	1,228	26.51%	1,327	17.06%
EBIDTA	126	65	94.31%	62	105.37%
EBIDTA Margin (%)	8.13%	5.29%	284 bps	4.63%	349 bps
Net Profit	52	25	111.74%	10	402.88%
NPM (%)	3.37%	2.01%	101 bps	0.78%	54 bps
EPS (₹)	12.34	5.84	111.30%	2.46	401.63%

Result Highlights

- ✓ Hitachi Energy India posted strong set of numbers, however, margins were lower than consensus estimates
- ✓ Management reiterated its outlook on touching double digit margins by year end. There are however challenges on raw materials (like CRGO steel), however management believes to overcome those with price escalation clause as well as through operational efficiencies
- ✓ Order inflow remained strong driven by renewables while order backlog at Rs 8,910 crore, provides revenue visibility of 26 months
- ✓ Management aims to maintain leadership in core segments, shift center of gravity to include Service, Export & Digital and leverage large backlog for revenue accretion.

Strong growth in transmission, industries, data centers and renewables

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Earnings Conference Call Highlights

- ✓ Revenue growth yoy led by favourable mix and healthy order execution
- ✓ Operational EBITDA margins improved to 8.1% reiterating efforts of the management to enhance operational efficiencies and margins
- ✓ Order backlog at Rs 8,910 crore provides visibility of 26 months execution.
- ✓ Margin guidance: Aim for 10% margins by this year and that the guidance remains
- ✓ Other expenses: has come down as % terms and there is no one-offs and will remain consistent at this range except for something one-off.
- ✓ Battery storage: 2030 strategy is based on energy storage and company has complete portfolio and in addition to that Hitachi Energy globally has acquired a company-EKS which is specialised in battery storage applications across different companies. So, Hitachi Energy India will leverage the same
- ✓ CRGO Impact: Globally Hitachi Energy is one of the largest consumer of CRGO and have definitive frame agreements with global suppliers and that way company is placed well and doesn't foresee any shortage in near term because of robust supply chains. Raw material prices could vary, thankfully 60% of contracts are protected from price escalation.

Disclaimer

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