



## 3R MATRIX

	+	=	-
Right Sector (RS)	✓	✗	✗
Right Quality (RQ)	✓	✗	✗
Right Valuation (RV)	✗	✓	✗

+ Positive = Neutral - Negative

## What has changed in 3R MATRIX

	Old		New
RS	✗	↔	✓
RQ	✗	↔	✓
RV	✗	↔	✗

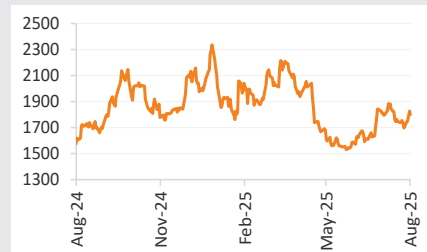
## Company details

Market cap:	Rs. 37,068 cr
52-week high/low:	Rs. 2,420/1,521
NSE volume: (No of shares)	6.32 lakh
BSE code:	500067
NSE code:	BLUESTARCO
Free float: (No of shares)	12.96 cr

## Shareholding (%)

Promoters	36.5
FII	16.2
DII	23.4
Others	23.9

## Price chart



Source: NSE India, Mirae Asset Sharekhan Research

## Price performance

(%)	1m	3m	6m	12m
Absolute	-0.5	12.9	-10.7	11.3
Relative to Sensex	4.1	16.0	-12.3	10.0

Source: Mirae Asset Sharekhan Research, Bloomberg

## Blue Star Ltd

## Early monsoon impacted Q1

Capital Goods	Sharekhan code: BLUESTARCO		
Reco/View: Buy	↔	CMP: Rs. 1,803	Price Target: Rs. 2,000 ↑

## Summary

- Q1FY2026 revenue grew marginally by 4.1% to Rs. 2,982 crore, lagging our estimates. EMP segment led growth, compensated by a fall in UCP and professional segments.
- Operating profit fell 16% to Rs. 200 crore, with margins declining 159 bps. Adjusted PAT fell 28%, on lower other income and higher depreciation cost.
- Strong demand traction seen from factories, data centers and healthcare sector. Commercial AC business are also driving strong growth.
- Stock trades at 53x/44x its FY2026/FY2027 EPS, respectively. We retain our Buy rating and for a PT of Rs. 2,000.

Blue Star's room AC (RAC) business was hit by unexpected tailwinds of early rains. UCP segment clocked a decline of 13%, which is ideally lower as compared to peers. Management highlighted that they have gained market share that is slightly above 14%. EMP segment posted a strong growth of 36% driven by demand from several sectors such as data centers and manufacturing. The Company witnessed strong order bookings, on the back of continued demand from factories, data centers, and healthcare sectors, whereas Inflow of enquiries and tenders in the railway electrification and metro railway sectors remained subdued. Commercial Air Conditioning business delivered robust growth led by product categories, including ducted systems, VRF and chillers, driven by demand from manufacturing and education sectors. Consolidated revenue rose marginally by 4% y-o-y to Rs. 2,982 crore, led by 36% y-o-y growth in EMP revenue. Management is hopeful that the momentum for the RAC business will pick up aided by the upcoming festive season and due to prebuying as an impact of change in energy norms applicable from Jan 2026. EMP segment orders stood at Rs 5,080 crore, up 11% y-o-y. The professional electronics and industrial systems segment's revenue fell 27% to Rs. 70 crore, impacted by med-tech and data security businesses experiencing subdued performance, but the industrial solutions business maintained strong momentum and growth. Consolidated OPM at 6.7% (down 159 bps y-o-y). Consolidated operating profit/adjusted net profit declined 16% y-o-y/28% y-o-y to Rs. 200 crore/Rs. 121 crore. The company's carried-forward order book stood at Rs. 6,483 crore.

## Key positives

- EMP segment grew 36%, on faster execution of data centre and manufacturing segments' orders.
- Commercial refrigeration business rose robustly led by demand from ice cream, HoReCa, Q-com and food retail industries.

## Key negatives

- RAC segment declined as an impact of early rains in summer season.
- Professional electronics segment declined by 22% due to subdued demand in medtech and data security business.

## Management Commentary

- Management highlights the marginal market share gains amid the monsoon headwinds. Company expects to garner 15% market share in the RAC segment.
- A strong order book for EMP and Commercial Air Conditioning products and the growing demand from manufacturing and data centre market segments will contribute to growth.

**Revision in earnings estimates** – We have revised down our FY2026-FY2027 estimates factoring in the muted start of RAC for FY26.

## Our Call

**Valuation – Maintain Buy with a PT of Rs. 2,000:** Blue Star is well placed to leverage on the opportunities in the domestic RAC and the commercial cooling and refrigeration industry. The company also plans to explore exports opportunities in countries like the US and Europe. We expect revenue/adjusted PAT to post a CAGR of ~17%/~16% over FY2025-FY2027E. At CMP, the stock trades at ~53x/44x its FY2026/FY2027 EPS, respectively. We maintain our Buy rating and value the company on segment-wise SOTP basis on FY2026E EPS for a PT of Rs. 2,000.

## Key Risks

Rise in input costs could affect margins. Intense competition across segments is a key concern.

## Valuation (Consolidated)

Particulars	FY23	FY24	FY25	FY26E	FY27E
Net Sales	7,977	9,686	11,968	13,875	16,440
OPM (%)	6.2%	6.9%	7.3%	7.2%	7.3%
Adjusted PAT	400	414	579	660	797
Adj. EPS (Rs.)	13.5	20.1	28.7	34.3	41.3
Growth (Y-o-y) %	55.6	48.5	43.0	19.1	20.7
P/E	134.9	90.8	63.5	53.3	44.2
P/B	28.3	14.4	12.3	10.8	9.3
EV/EBITDA	73.6	52.7	38.6	26.5	19.2
ROE (%)	28.2	27.9	33.9	57.7	66.5
ROCE (%)	25.7	26.2	27.2	26.8	28.0

Source: Company; Mirae Asset Sharekhan estimates

## Key conference call highlights

- ♦ **Revenues** grew marginally by 4% as an impact of UCP business down by 13%. EMP business showed a healthy growth.
- ♦ **EMP Division's** order book stands at Rs. 5,080 crore. Project business, data centers, and manufacturing have driven the 36% revenue growth. Decarbonisation and energy-saving products testing have been completed in international markets. It has guided for margins of 7.5-8.0%.
- ♦ **Unitary products:** The RAC business was impacted by seasonal headwinds. The RAC market's share stands slightly higher than 14% and the commercial refrigeration market's share stands at 30%. Management now targets to reach 15% over the coming years. Management expects the UCP segment to grow by 10-15% in FY26 with margins guidance of 7-7.5%.
- ♦ **Capex:** Blue Star plans to incur a capex of Rs. 250-350 crore for at least the next 2-3 years. The company plans to do capital expenditure for building manufacturing capacities, product development, and digitalisation.

## Results (Consolidated)

Particulars	Rs cr				
	Q1FY26	Q1FY25	Y-o-Y (%)	Q4FY25	QoQ (%)
<b>Net Sales</b>	<b>2,982</b>	<b>2,865</b>	<b>4.1</b>	<b>4,019</b>	<b>-25.8</b>
<b>Operating profit</b>	<b>200</b>	<b>238</b>	<b>-15.9</b>	<b>279</b>	<b>-28.4</b>
Other Income	16	24	-32.4	24	-33.0
Interest	10	8	31.8	19	-46.3
Depreciation	41	28	47.6	35	16.7
<b>PBT</b>	<b>165</b>	<b>226</b>	<b>-27.1</b>	<b>249</b>	<b>-33.9</b>
Tax	42	57	-25.9	55	-22.6
<b>Reported PAT</b>	<b>121</b>	<b>169</b>	<b>-28.4</b>	<b>194</b>	<b>-37.9</b>
<b>Adjusted PAT</b>	<b>121</b>	<b>169</b>	<b>-28.4</b>	<b>194</b>	<b>-37.9</b>
Adj. EPS (Rs.)	5.9	8.2	-28.4	9.5	-37.9
<b>Margin</b>			<b>BPS</b>		<b>BPS</b>
OPM (%)	6.7	8.3	(159.4)	7.0	(24.6)
NPM (%)	4.1	5.9	(183.6)	4.8	(78.6)
Tax rate (%)	25.8	25.3	41.6	22.0	376.3

Source: Company; Mirae Asset Sharekhan Research

## Outlook and Valuation

### ■ Sector Outlook - Bright long-term growth prospects, given the penetration of high-value consumer electronics

The RAC segment has long-term structural growth triggers in terms of suitable demographics, rising per capita income, increasing urbanisation, low penetration levels, various financing options, and uninterrupted availability of power, which would help companies maintain a healthy growth trajectory in the long term. Penetration for RACs in India is at 14-16%, which is way behind the global average of 42%. This implies there is a significant growth opportunity for the AC industry. The industry grew at a healthy pace of ~14% and 16% in value and volume terms, respectively, over FY2015 to FY2020. However, FY2021 and FY2022 were impacted by the COVID-led lockdown. Hence, given the last two years' lower base and pent-up demand, the AC industry grew by 20-25% in FY2023. For FY2024, unseasonal rains have played spoilsport and, therefore, the industry is expected to grow at a moderate pace of 10-15%, although long-term growth triggers are intact for the industry. Further, commercial refrigeration adoption in India is only at a sub-5% level. However, the industry is expected to grow strongly, given rapid urbanisation, growth in pharmaceuticals and food & beverage industries, the opening of shops, malls and offices post the pandemic, and pick-up in construction activities. Blue Star, a leading player with a wide reach and range of ACs and commercial refrigeration products, will be one of the key beneficiaries. Further, the company is well poised to leverage its experience in electromechanical projects (EMPS) and commercial air-conditioning products, which are expected to witness healthy growth because of an increase in public and private capex in sectors such as infrastructure, metro rail, power, retail, and healthcare.

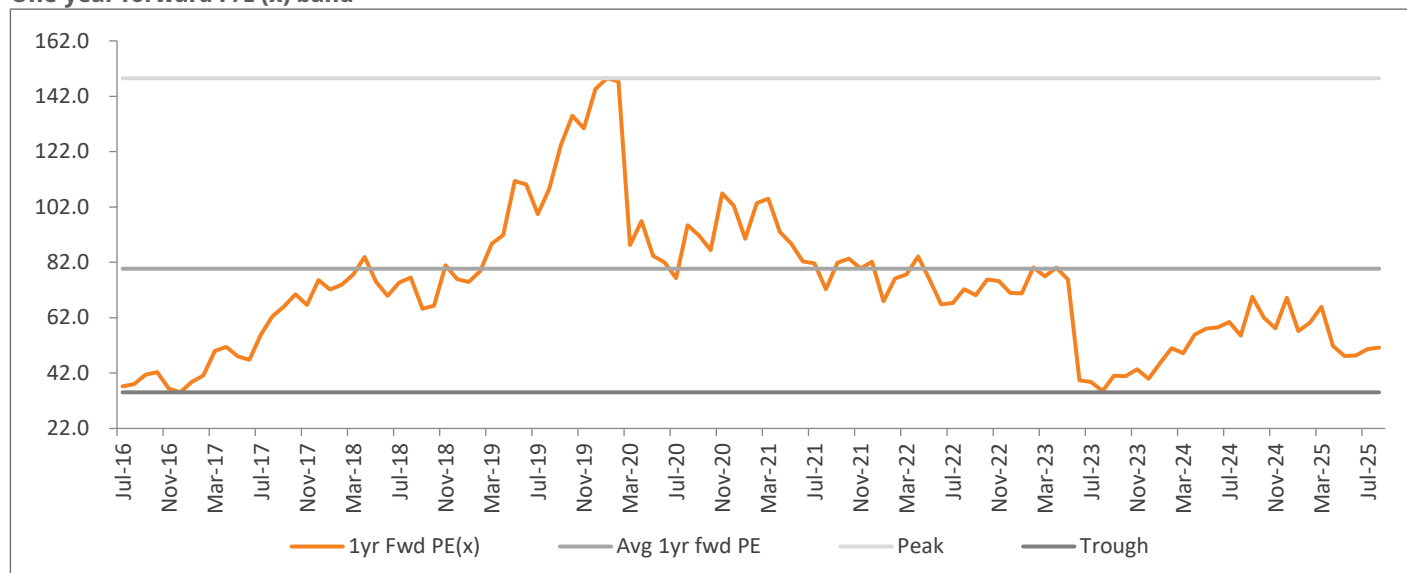
### ■ Company Outlook - Long-term growth opportunities intact

Blue Star has a strong brand and distribution network and is well-entrenched at both retail and institutional levels. The company is also becoming self-sufficient by commencing new manufacturing facilities in both RACs and commercial refrigeration, which would reduce dependency on imports and cost savings, led by backward integration. It will also help the company tap export markets. RAC and commercial refrigeration businesses are expected to gain traction gradually. Healthcare, pharma, and processed foods segments will continue to offer good opportunities for the commercial refrigeration business in the new normal. Increased awareness of building immunity will offer good water purifier business prospects. Digitisation and healthcare initiatives offer good prospects for professional electronics and industrial systems. Moreover, the growth outlook for these categories is promising, considering the expansion plan of end-user industries such as food processing and cold-chain logistics providers, pharmaceutical manufacturers, and hospitals as well as large and medium-format modern retail stores.

### ■ Valuation - Maintain Buy with a PT of Rs. 2,000

Blue Star is well placed to leverage on the opportunities in the domestic RAC and the commercial cooling and refrigeration industry. The company also plans to explore exports opportunities in countries like the US and Europe. We expect revenue/adjusted PAT to post a CAGR of ~17%/~16% over FY2025-FY2027E. At CMP, the stock trades at ~53x/44x its FY2026/FY2027 EPS, respectively. We maintain our Buy rating and value the company on segment-wise SOTP basis on FY2026E EPS for a PT of Rs. 2,000.

#### One-year forward P/E (x) band



Source: Company; Mirae Asset Sharekhan Research

## About company

Blue Star is India's leading air conditioning and commercial refrigeration company, with an annual revenue of over Rs. 5,000 crore, a network of 32 offices, five modern manufacturing facilities, and 3,880 channel partners. The company has over 7,500 stores for room air conditioners, packaged air conditioners, chillers, cold rooms, refrigeration products, and systems. Blue Star's integrated business model of a manufacturer, contractor, and after-sales service provider enable it to offer end-to-end solutions to its customers, which has proved to be a significant differentiator in the marketplace. The company has three business segments – electromechanical projects (EMP) and commercial air conditioning systems, unitary cooling products (UCP), and electronics and industrial systems (EIS), which contribute 50%, 46%, and 4% to FY2023 revenue, respectively. The company fulfils the cooling requirements of a large number of corporate, commercial as well as residential customers. Blue Star has also forayed into the residential water purifiers business with a stylish and differentiated range, including India's first RO+UV hot and cold-water purifiers as well as air purifiers and air coolers.

## Investment theme

Structural growth visibility in the Indian white goods segment remains high due to favourable demographics (urbanisation, per capita GDP, and low AC ownership similar to China's levels in 1998-2000). Blue Star remains one of the key beneficiaries of rising AC penetration in India, led by its improving market share, impressive product profile, and strong service network. The company is well poised to grow, driven by its strategy of – 1) growing faster than the market, 2) improving profit by scale and backward integration, and 3) deepening distribution through conventional and e-commerce channels. We believe near to medium-term growth could moderate due to weakness in the RAC industry.

## Key Risks

- ♦ Sharp rise in key raw-material prices poses a key challenge
- ♦ Intense competition

## Additional Data

### Key management personnel

Name	Designation
Ashok Advani	Chairman Emeritus
Suneel Advani	Chairman Emeritus
Vir Advani	Vice Chairman/MD
B. Thiagarajan	MD
Nikhil Sohoni	CFO

Source: Company Website

### Top 10 shareholders

Sr. No.	Holder Name	Holding (%)
1	Kotak Mahindra Asset Management Co	4.61
2	SBI Funds Management Ltd	3.67
3	Axis Asset Management Co Ltd/India	3.56
4	Vanguard Group Inc/The	2.52
5	Norges Bank	2.13
6	L&T Mutual Fund Trustee Ltd/India	1.58
7	FIL Ltd	1.52
8	GOVERNMENT PENSION FUND - GLOBAL	1.41
9	Blackrock Inc	1.23
10	Fidelity Funds - India Focus Fund	1.15

Source: Bloomberg

## Understanding the Mirae Asset Sharekhan 3R Matrix

Right Sector	
Positive	Strong industry fundamentals (favorable demand-supply scenario, consistent industry growth), increasing investments, higher entry barrier, and favorable government policies
Neutral	Stagnancy in the industry growth due to macro factors and lower incremental investments by Government/private companies
Negative	Unable to recover from low in the stable economic environment, adverse government policies affecting the business fundamentals and global challenges (currency headwinds and unfavorable policies implemented by global industrial institutions) and any significant increase in commodity prices affecting profitability.
Right Quality	
Positive	Sector leader, Strong management bandwidth, Strong financial track-record, Healthy Balance sheet/cash flows, differentiated product/service portfolio and Good corporate governance.
Neutral	Macro slowdown affecting near term growth profile, Untoward events such as natural calamities resulting in near term uncertainty, Company specific events such as factory shutdown, lack of positive triggers/events in near term, raw material price movement turning unfavourable
Negative	Weakening growth trend led by led by external/internal factors, reshuffling of key management personal, questionable corporate governance, high commodity prices/ weak realisation environment resulting in margin pressure and deteriorating balance sheet
Right Valuation	
Positive	Strong earnings growth expectation and improving return ratios but valuations are trading at discount to industry leaders/historical average multiples, Expansion in valuation multiple due to expected outperformance amongst its peers and Industry up-cycle with conducive business environment.
Neutral	Trading at par to historical valuations and having limited scope of expansion in valuation multiples.
Negative	Trading at premium valuations but earnings outlook are weak; Emergence of roadblocks such as corporate governance issue, adverse government policies and bleak global macro environment etc warranting for lower than historical valuation multiple.

Source: Mirae Asset Sharekhan Research

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