

CMP: ₹ 166

Target: ₹ 220 (+33%)

Target Period: 12 months

April 8, 2026

BUY

Aptly prefabricated for exceptional growth

About the stock: EPack Prefab Technologies Ltd. (EPAPRE) is one of leading turnkey pre-engineered steel construction solutions (PEB's) providers in India. It commenced its operation in 1999, subsequently got listed in 2025.

- It is the 3rd largest player with PEB capacity of ~134,000 MT with a market share of ~5% in the PEB industry in India.

Investment Rationale

- Outpacing industry growth rates with inherent execution capabilities:** EPack Prefab has grown its pre-fab business revenues (~80% average share in total revenues over FY23-FY25) at 69% CAGR over FY21-FY25 outpacing industry growth (~18% CAGR), increasing its market share from ~1% to ~5%. The strong outperformance is backed by its market penetration strategies (~73% CAGR in order book over FY22-FY25), strong design & operations team (~110 people) and execution team (~300 people, one of the largest in the industry). Over the medium term, it eyes ~10% market share, which we believe is attainable owing to its aggressive capacity expansion plans.
- PEB/Sandwich panel capacities to increase by 2x/4x to sustain high growth momentum:** EPack is rapidly scaling up by doubling its PEB capacity from ~134,000 MT to ~221,000 MT by FY27 through new plants in Andhra Pradesh, Gujarat, and Rajasthan, while also quadrupling sandwich panel capacity to 21,10,000 SQM (5,10,000 SQM in FY25) by FY27. These expansions could add ~₹ 1,100 crore in incremental revenue, enabling EPack to reach ~₹ 2,200-2300 crore in revenues by FY28. The company has planned capex of ₹ 280 crore for its upcoming capacities for which it is adequately funded (IPO proceeds of ₹ 300 crore (~70 crore debt repaid) and unutilised private equity funds of ₹ 120 crore from GEF capital partners).
- PEB industry growth tailwinds provide sustainable high growth opportunities:** Domestic PEB industry is slated to grow at ~9.5-10.5% CAGR over FY25-FY30E, potentially reaching ~₹ 33000-34500 crore. Overall PEB penetration in construction sector is estimated at ~3% in FY25 and projected to increase to ~5-7% by FY30 aided rising awareness, significantly shorter execution timelines, and flexibility for future expansion or restructuring. Further, organised players which hold 42-47% revenue share as of FY25 (35-40% in FY19) is estimated to rise to 47-52% by FY30 due to their reliable track record, supply chain capabilities, and quality engineering services and products.

Rating and Target Price:

- EPack Prefab is on a high growth trajectory backed by aggressive capacity expansions, rising market share and industry growth tailwinds.
- We estimate its Revenues/EBITDA/PAT to grow at ~26%/26%/31% CAGR over FY25-FY28E. We initiate with a BUY rating and Target Price of ₹ 220/- (17x P/E on FY28E).

Key Financial Summary

Key Financials (₹ Crore)	FY23	FY24	FY25	2 year CAGR (FY23-25)	FY26E	FY27E	FY28E	3 year CAGR (FY25-28E)
Revenues	657.4	904.9	1133.9	31.3	1512.1	1803.5	2242.3	25.5
EBITDA	51.1	86.9	117.6	51.7	156.8	189.4	235.4	26.0
EBITDA margin (%)	7.8	9.6	10.4		10.4	10.5	10.5	
Net Profit	24.3	42.9	59.2	56.1	84.5	101.1	133.0	31.0
EPS (Rs)	2.4	4.2	5.8		8.3	9.9	13.1	
P/E (x)	69.5	39.3	28.5		20.0	16.7	12.7	
P/B (x)	10.1	7.6	3.6		1.7	1.5	1.3	
RoCE (%)	17.9	23.6	17.8		15.1	16.0	17.7	
RoE (%)	19.1	25.3	16.7		11.4	12.0	13.7	

Source: Company, ICICI Direct Research



RAPID CONSTRUCTION - EXCEEDING EXPECTATIONS

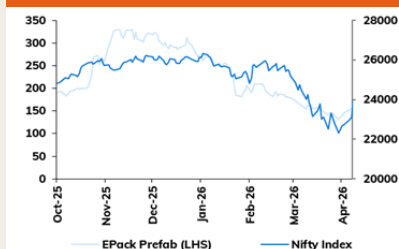
Particulars

Particular	₹ crore
Market Capitalisation	1688
Gross Debt (FY25)	129
Cash (FY25)	156
EV (₹crore)	1661
52 week H/L	344/132
Equity capital	20
Face value	2

Shareholding pattern

	Oct-25	Dec-25
Promoter	64.5	65.1
FII	13.3	12.0
DII	8.8	3.8
Others	13.4	19.2

Price Chart



Key risks

Key Risk: i) Dependence on end-user private sector capex ii) Susceptible to sharp price volatility in Steel Prices iii) Minimal entry barriers

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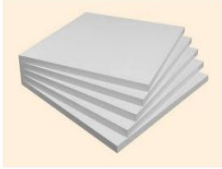
Company Background

EPack Prefab Technologies is one of the leading turnkey pre-engineered steel construction solution providers in India with integrated facilities for design and engineering, manufacturing, on-site project management capabilities for the installation and erection of pre-engineered steel buildings (PEB). It commenced its operations in 1999. It has third largest aggregate PEB installed capacity of around 134,000 MTPA among integrated PEB players in India. It holds a ~5% market share in the PEB industry in India. It has a healthy order book of ₹ 1215 crore.

It has a strong presence in north & south with 3 design labs and 3 manufacturing facilities across Andhra Pradesh, Rajasthan & Uttar Pradesh having a cumulative capacity of ~134,000 MT/ 13,10,000 SQM/ 8400 MT for PEB/ Sandwich Panel/ EPS Packaging respectively. It plans to further increase its PEB capacity in Andhra Pradesh, Rajasthan and Gujarat by ~87,000 MT during FY27 and to increase its sandwich panel capacity in Ghilloth by 8,00,000 SQM during FY27.

EPack Prefab caters to a broad and diverse customer base through its comprehensive range of offerings, which are primarily divided into three key segments: Pre-Engineered Buildings (PEB), sandwich panels, and EPS packaging solutions. Each product category is designed to meet the varying needs of industries. Within the EPS segment, LG stands out as the largest client, accounting for nearly 50-60% of total production. This strong partnership underscores EPack's capability to deliver high-quality, reliable packaging solutions at scale. In addition to LG, the company supplies its various offerings to several other prominent brands and enterprises, including Coca-Cola, Centuryply, Havells, NCC, Siemens, and more.

Exhibit 1: Key Offerings of EPack Prefab

<p>1 Pre-engineered Steel Buildings</p>  <p>Modular design enabling easy expansion, reconfiguration, and flexibility</p>	<p>2 Prefabricated Structures</p>  <p>High-quality, easy to install, modular structures for wide applications</p>	<p>3 Sandwich Insulated Panels</p>  <p>Diverse portfolio offering superior fire resistance, sound insulation and thermal resistance</p>
<p>4 Light Gauge Steel Frames (LGSF)</p>  <p>Building solutions using cold-formed steel, offering durable and cost-effective solutions</p>	<p>5 Standard Modular Solutions</p>  <p>Compact, modern, cost-effective solutions, quick deployment at project sites</p>	<p>6 EPS Packaging</p>  <p>Products to meet requirements for protective packaging, construction and insulation applications</p>

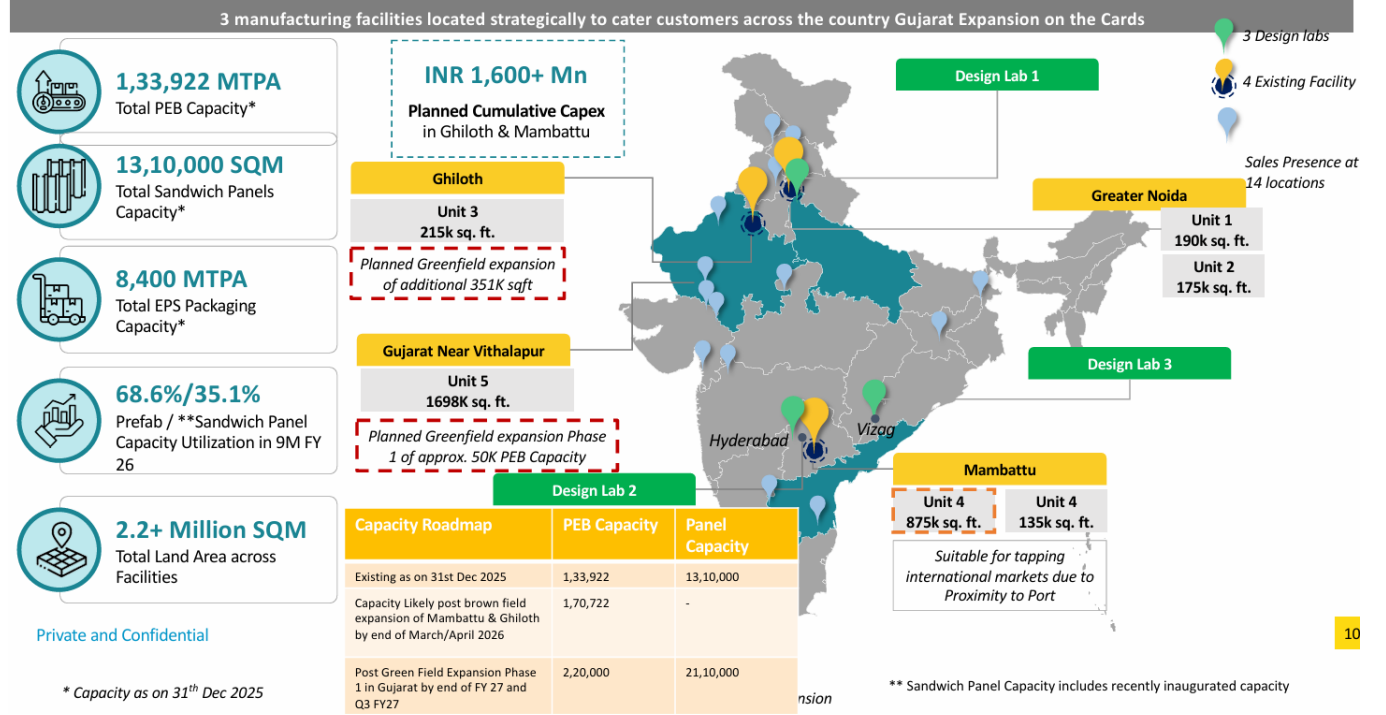
Source: Company, ICICI Direct Research

Exhibit 2: Clientele of EPack Prefab



Source: Company, ICICI Direct Research

Exhibit 3: Current Manufacturing Capacity



Source: Company, ICICI Direct Research

Industry Overview

Pre-Engineered steel construction (major raw material is steel) is a sub segment of the overall prefabricated building (combination of raw materials such as concrete, metals, etc). PEB structures are fabricated in the factories in a controlled environment and then transported to the construction site where the final assembly takes place, whereas prefabricated buildings can be in knockdown, semi-knockdown or as completely built in units.

Pre-engineered steel structures/units are more eco-friendly than traditionally constructed ones and provide benefits such as reduced material wastage, enhanced quality control, and improved onsite safety.

PEBs has wide application areas in Industrial/manufacturing (Manufacturing plants, factories, power plants), Infrastructure (warehouse, bridges, dams, roads, airport, canals, etc), & buildings (residential-houses, residential towers), (non-commercial-hospitals, educational institutional), (commercial-office, retail malls).

Usage of Pre-Engineered Steel Building has many advantages over traditional Constructions in terms of completion time (~40-50% lesser), manpower (~25% lesser), cost efficiency, lower maintenance costs, better durability and higher salvage value.

Exhibit 4: Pan India Reach

Parameter	Traditional RCC Construction	Pre-engineered Steel Construction
 MAJOR COMPONENT	✓ Concrete and reinforced steel bars	✓ Steel and metal accessories
 RAW MATERIALS USED	✓ Cement, steel, sand, bricks, etc	✓ Steel, anchors, channels, coils etc
 CONSTRUCTION LOCATION	✓ Completely on site	✓ Manufactured in controlled environments such as factories, only assembling of structures happens onsite.
 CONSTRUCTION TIME	✓ Takes more construction time than PEB construction	✓ 40%-50% lesser time than RCC as majority of components are manufactured in a controlled environment and only assembling of parts takes place on site
 MANPOWER	✓ Demands a substantial workforce since the entire construction process, including moulding and shaping concrete, occurs on-site	✓ Approximately 25% lesser than the conventional method as only assembling of the final structure happens on site
 APPLICATIONS	✓ Residential as well as industrial; even infrastructural	✓ Largely industrial and warehouse or shed requirements at infrastructure setup
 EFFECT ON ENVIRONMENT	✓ More adverse environmental impact owing to the generation of significant waste and landfill mass during on-site construction activities	✓ Owing to the streamlined nature of construction, it minimises its environmental footprint by minimising wastage, less air pollution
 MODIFICATIONS	✓ Challenges in modifications once the concrete has hardened, making alterations complex & costly	✓ Offers flexibility as modifications involve changing the assembly of prefabricated components, adjusting to make it more manageable & cost-effective
 COST EFFICIENCY	✓ highly labour-intensive work in an uncontrolled environment, which makes it more costly than PEB structures	✓ Comparatively lighter, requires less material, needs shorter construction time, less labour on-site, contributing to lower cost

Source: Company, ICICI Direct Research

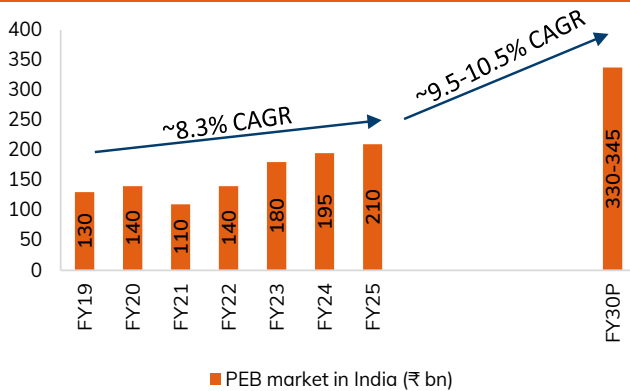
Investment Rationale

Domestic PEB industry is expected to grow at ~9.5-10.5% CAGR over FY25E-FY30E

Pre-Engineered Building industry in India is estimated to have grown at ~8.3% CAGR over FY19-25E to Rs 21,000 crore, led by increased construction investments and growing awareness of PEB. Going ahead, the industry is expected to maintain a growth trajectory of ~9.5-10.5% over FY25E-FY30E, potentially reaching ₹ 33,000-34,500 crore. The healthy growth outlook is based upon rising investments in industrial and infrastructure sectors, such as warehouses and logistics as well as expressways (wayside amenities and toll plazas).

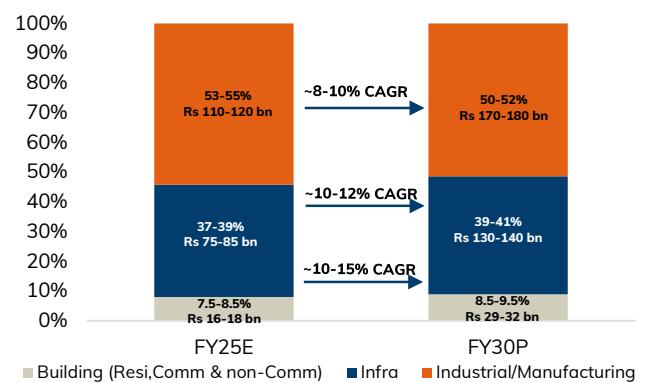
The Pre-Engineered steel building market in India can be divided into three broad based end-use sectors: industrial/manufacturing, infrastructure, and building (residential, commercial and non-commercial). Industrial/Manufacturing is expected to grow at 8-10% CAGR (driven by higher penetration), Infrastructure at 10-12% CAGR (led by setting up of warehouses, cold storage facilities, and urban and rural infrastructure), and Building at 10-15% CAGR over FY25E-FY30P.

Exhibit 5: PEB market size trend in India



Source: Company, Industry, ICICI Direct Research

Exhibit 6: Segment-wise PEB outlook

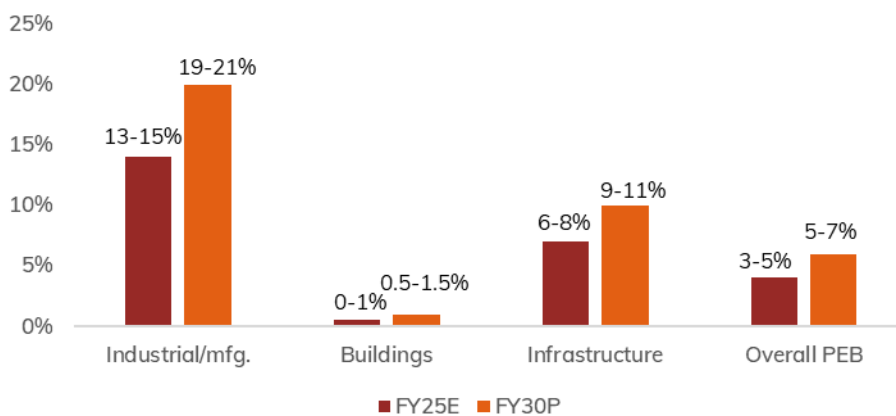


Source: Company, Industry, ICICI Direct Research

Low PEB penetration in construction provide potential growth opportunities

The overall PEB penetration in India is estimated at ~3-5% in FY25. However, growing awareness of benefits of PEB over traditional construction methods, combined with low penetration of PEB in the building sector (~0-1% in FY25), provides enough headroom for further growth in this sector. Furthermore, growing urbanisation coupled with space and time constraints have fuelled the shift towards vertical construction from horizontal construction. This shift is also expected to increase the demand of PEB in buildings segment, especially in high-rise buildings. Overall, the share of pre-engineered steel construction in overall construction is expected to increase to 5-7% by FY30.

Exhibit 7: Share of pre-engineered steel construction in various sectors

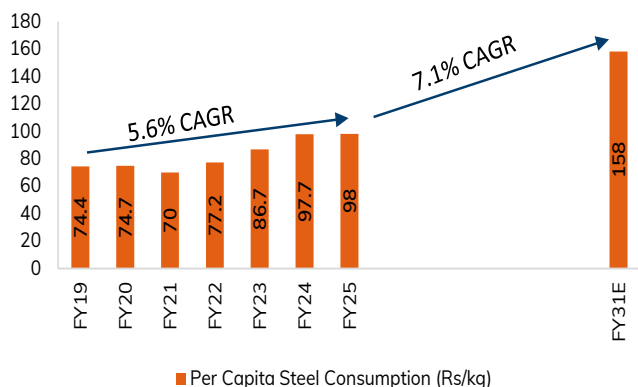


Source: Company, ICICI Direct Research

Huge scope for increase in Steel consumption in India

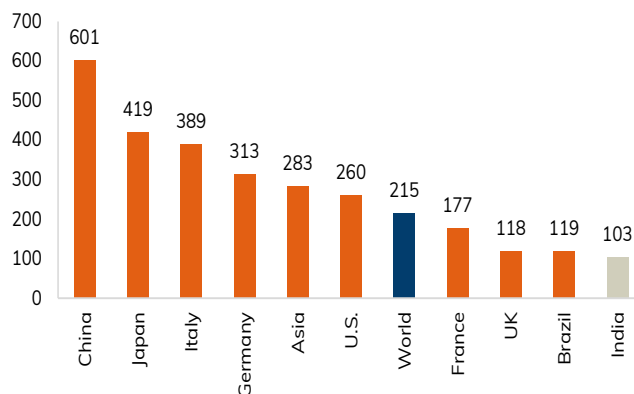
The steel sector is essential to vital industries including construction, infrastructure, automotive, engineering, and defence. India's per capita steel consumption stood at 103 kg p.a., compared to global average of 215 kg. The National Steel Policy, 2017 envisage 300 million tonnes of production capacity and 160 kg per capita steel consumption by 2030. The per capita consumption of steel has increased at 5.6% CAGR over FY19-FY25 while it is expected to grow at 7.1% CAGR over FY25-FY31. Moreover, India's steel consumption stood at 103 kgs in CY2024 as against world average of 215 kg and China's 601 kg. Consequently, there is huge potential for India to increase steel consumption, which is expected to be driven by increased infrastructure construction and the thriving automobile and railways sectors.

Exhibit 8: India's per capita Steel consumption trend



Source: Company, Ministry of Steel, ICICI Direct Research

Exhibit 9: Apparent Steel Use per Capita (in kgs) for CY24

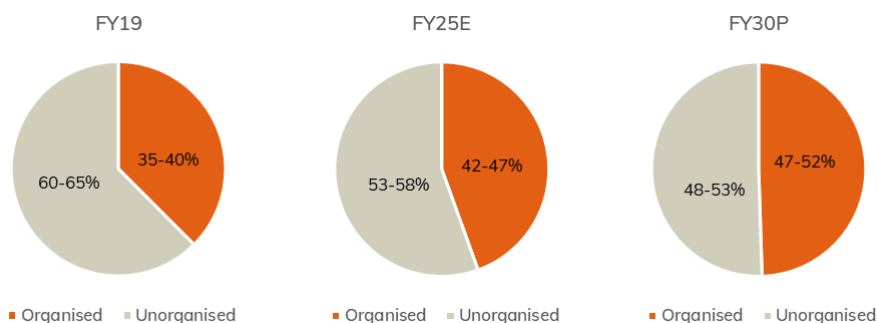


Source: Company, WSA, ICICI Direct Research

Organised players to continue gain market share

The organised industry is estimated to hold a 42-47% revenue share in the overall industry as of FY25 (35-40% revenue share in FY19). The remainder is the fragmented unorganised industry, which accounts for 53-58% of the overall market, as high capital investment is not required for entering the market. However, the organised sector has an edge over the unorganised sector in terms of a reliable track record, supply chain capabilities, and quality engineering services and products, due to which there has been a growing shift towards the organised sector. This shift is also expected to augment the revenue of players in the organised market. Hence, moving forward, share of organized industry is estimated to increase to 47-52% by FY30, whereas unorganized industry will hold the remainder 48-53%.

Exhibit 10: Share of organised and unorganised sectors in PEB

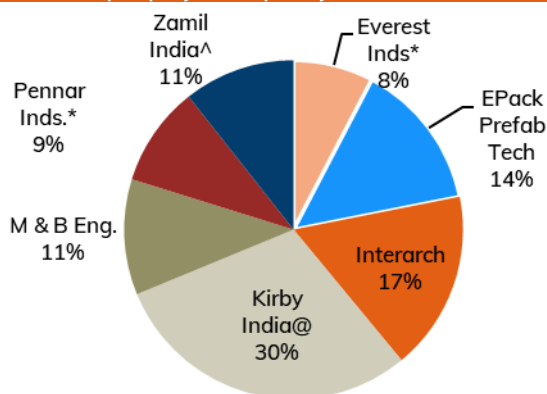


Source: Company, ICICI Direct Research

Well positioned among top three organised players having ~5% market share

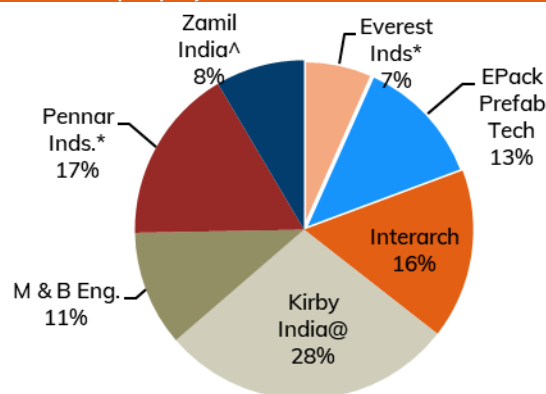
EPack has the third largest aggregate installed capacity of ~134,000 MTPA as on FY25 and is ranked fourth in terms of operating revenues from PEB business. Considering overall PEB industry size of ₹ 21,000 crore as on FY25, top seven players account for ~43% revenue share and Epack ~5% market share. As per industry estimates, top 6-7 players command 80-85% share of the organised pie (42-47% as on FY25). Further, large organised players like Epack is said to be growing at a faster pace than overall pre-engineered steel building industry owing to their reliable track record, maximised supply chain capabilities and quality engineering services and products. We believe Epack is well positioned to benefit from the increasing market share for organised players during FY25-FY30.

Exhibit 11: Top 7 players capacity mix as on FY25



Source: Company, ICICI Direct Research, *PEB revenue share,

Exhibit 12: Top 7 players revenue mix as on FY25



Source: Company, ICICI Direct Research, @CY2024 data, ^FY24 data

Exhibit 13: Peer Comparison

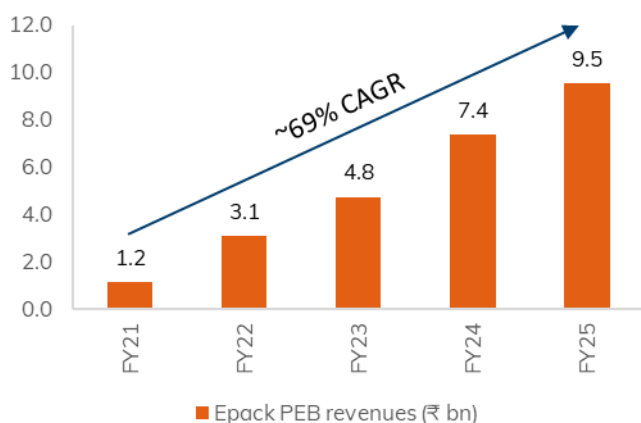
Particulars	Interarch	Kirby*	EPack Prefab	M&B Engineering	Pennar Inds.**	Everest Inds.**	Zamil India^
Revenues (₹ crore)	1,454	2,211	1,134	989	3,227	1,723	762
Gross profit (₹ crore)	565	805	389	313	1,311	695	214
GPM (%)	38.8	36.4	34.3	31.7	40.6	40.3	28.1
EBITDA (₹ crore)	136	236	118	126	311	30	26
EBITDA margin (%)	9.4	10.7	10.4	12.8	9.6	1.7	3.4
PAT (₹ crore)	108	169	59	77	119	(4)	10
PAT margin (%)	7.4	7.7	5.2	7.8	3.7	(0.2)	1.3
RoE (%)	14.4	38.0	16.8	25.1	11.9	(0.6)	8.9
RoCE (%)	16.2	49.7	17.8	23.1	13.6	(1.2)	10.4
Net Debt/Equity (x)	(0.2)	(1.0)	0.2	0.3	0.6	0.3	0.6

Source: Company, ICICI Direct Research, *CY23 data, **includes non-PEB businesses, ^FY24 data

Fastest PEB player with ~4x industry growth run-rate

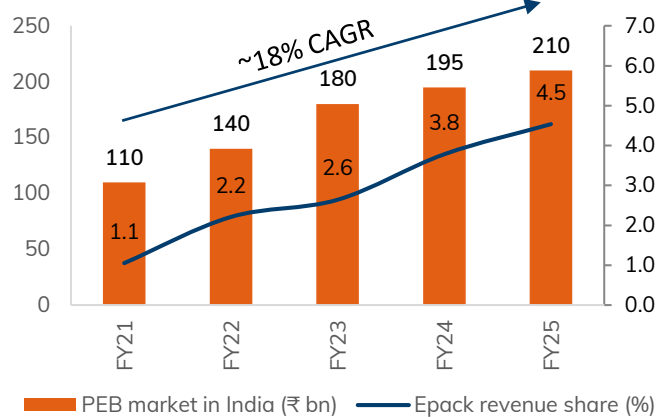
EPack Prefab Technologies has grown its consolidated revenues at ~47% CAGR over FY21-FY25 to ₹ 1134 crore while its pre-fab business has grown at a stupendous ~69% CAGR to ₹ 953 crore. The PEB industry is estimated to have grown at ~18% CAGR over FY21-FY25 to ₹ 21,000 crore. Hence, Epack has increased its value market share from just ~1% in FY21 to ~4.5% in FY25, growing its revenues at 4x times of the industry growth rate during FY21-FY25. The company attributes this outperforming growth to the strong design & operations (~110 people) and execution team (~300 people) built over the years. As per management, its project execution team is one of the largest in the industry which has aided in faster deliveries and execution. Going ahead, the company targets to achieve ~10% market share, which we believe is quite attainable owing to its aggressive capacity expansion plans.

Exhibit 14: Epack PEB revenue trend



Source: Company, ICICI Direct Research, *PEB revenue share,

Exhibit 15: Epack's rising value market share trend



Source: Company, ICICI Direct Research, @CY2024 data, ^FY24 data

Doubling/quadrupling of PEB/Sandwich panel capacities to achieve ~₹ 2200+ crore topline by FY28

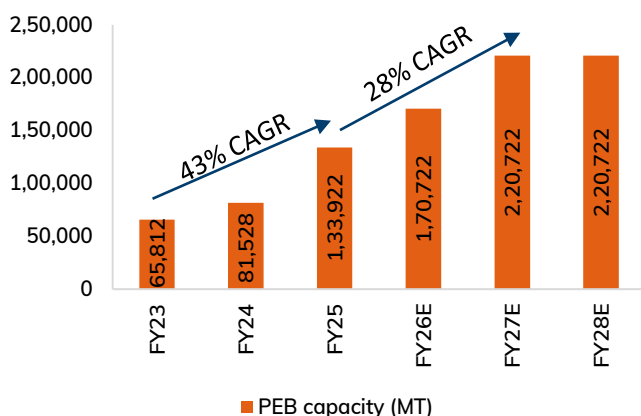
Epac is rapidly scaling its manufacturing capacity by FY27 to meet rising demand and strengthen its market position. The company is doubling its PEB production capacity from ~134,000 MT to around ~2,21,000 MT with new facilities being established in Mambattu (Andhra Pradesh), Gujarat, and Ghilloth (Rajasthan). In the sandwich panel segment, Epac is quadrupling capacity from 5,10,000 SQM in FY25 (13,10,000 SQM as on Q2FY26 with addition of 8,00,000 SQM at Mambattu in June 2025) to 21,10,000 SQM by FY27. These capacities would potentially add incremental revenues of ₹ 1100 crore enabling it to reach ~₹ 2200+ crore of revenues by FY28 at 80% utilisation levels.

Exhibit 16: Upcoming Manufacturing Capacity

Facility	Date of Commissioning	Upcoming Capacity	Capex (₹ crore)	Expected Turnover (₹ crore)	Asset Turnover Ratio (x)
Ghilloth III (PEB - MTPA)	Q4FY26	11,300	102	250	2.5
Ghilloth III (Sandwich Panel - SQM)	Q2FY27	8,00,000			
Mambattu IV (PEB - MTPA)	Q4FY26	25,500	58	300	5.2
Gujarat Ph I (PEB - MTPA)	Q3FY27	50,000	120	550	4.6
Total PEB Capacity (MTPA)		86,800			
Total Sandwich Panel Capacity (SQM)		8,00,000			
Total			280	1,100	3.9

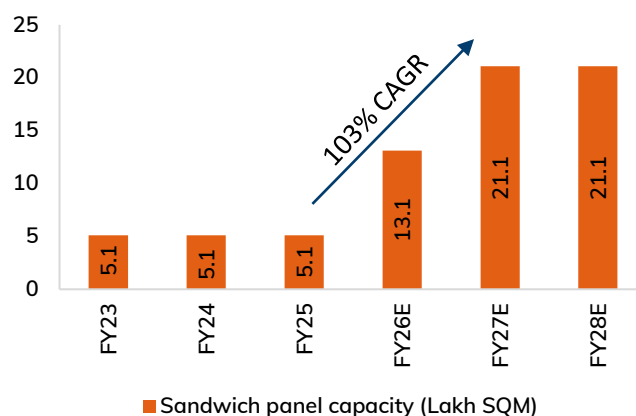
Source: Company, ICICI Direct Research, *CY23 data, **includes non-PEB businesses, ^FY24 data

Exhibit 17: PEB Installed Capacity trend



Source: Company, ICICI Direct Research,

Exhibit 18: Sandwich Panel Installed Capacity trend



Source: Company, ICICI Direct Research

Adequately funded for ongoing and future expansions

The company has planned capital expenditure of ~₹ 280 crore for its upcoming capacities. It had raised ~₹ 300 crore through IPO in September 2025 of which ₹ 160 crore is being utilised for capacity expansion at Ghilloth and Mambattu, paid off ₹ 70 crore debt and has ~₹ 50 crore general corporate purpose funds which would be utilised for capacity expansion. Additionally, it also has unutilised private equity funds to the tune of ~₹ 120 crore from \$20 million raised from GEF capital partners (82,38,115 equity shares at ₹ 157.8 per share aggregating ₹ 130 crore) in 2024.

Robust order book growth of 73% CAGR over FY22-FY25

EPack has expanded its order book from ₹ 178 crore in FY22 to ₹ 916 crore in FY25, achieving an impressive CAGR of ~73%. The robust growth in its order book is attributable to the growing demand for pre-engineered steel buildings, enhanced capacity, rise in market share, and the timely and qualitative execution of projects. The company's typical execution cycle for the orders is 6 to 8 months with an average order ticket size of around ₹ 7-8 crores. The company has a strong pipeline of enquiries (historically 15% conversion ratio) especially from sectors such as Solar, renewable energy, semiconductor, FMCG, warehousing and auto.

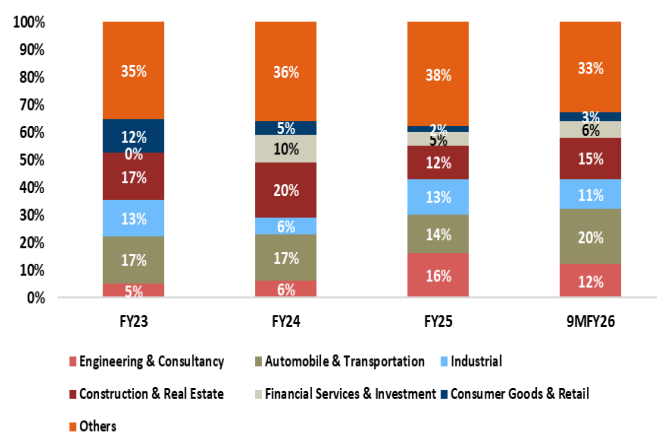
We expect order book to continue to grow going ahead, led by healthy order pipeline. EPack has been one of the fastest growing major players in the PEB Industry outpacing the industry and its peers. We believe, going ahead, EPack will continue to outpace the industry, mainly on better project management capabilities, diverse customer base & long-standing relationship with customers. Moreover, EPack is an end-user sector agnostic player which would aid them to mitigate its risk of dependence on single sector.

Exhibit 19: Pre-Fab Order Book trend (₹ crore)



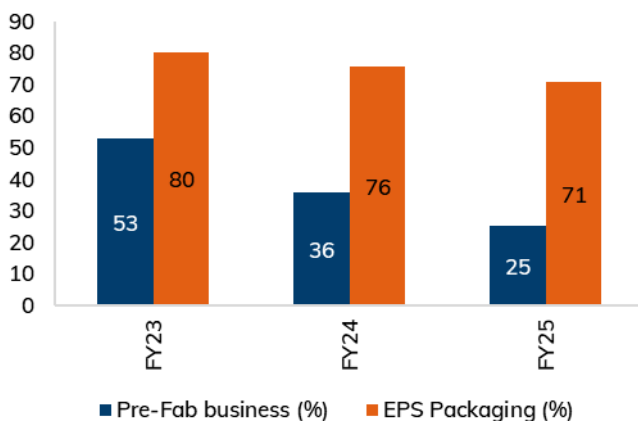
Source: Company, ICICI Direct Research

Exhibit 20: OB Customer End - User industry mix



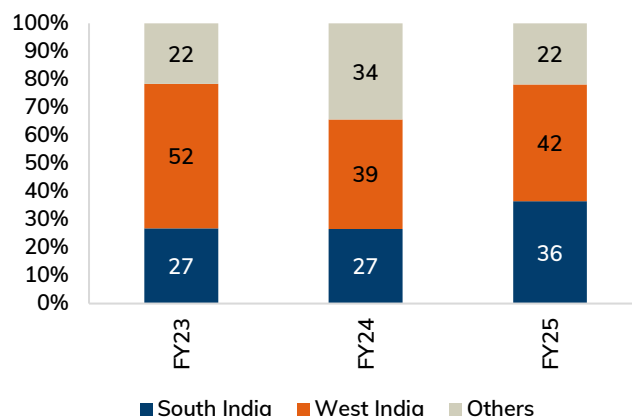
Source: Company, ICICI Direct Research

Exhibit 21: Top 10 client revenues share (%)



Source: Company, ICICI Direct Research

Exhibit 22: Order book regional mix (%)



Source: Company, ICICI Direct Research

Execution of existing order book, strong order pipeline, addition of new clients is expected to aid in strong revenue growth going ahead. The company targets to increase its revenue to ₹ 2,200+ crores by FY28 at a CAGR of 25% over FY26-28.

Risk and Concerns

Intense Competition and Margin pressure

The PEB sector in India is highly competitive, with established players like Kirby, Pennar, and Zamil, along with numerous smaller regional operators. This intense rivalry creates significant pricing pressure, especially for large industrial and infrastructure projects. This aggressive pricing environment can lead to margin pressures for Epack.

Highly dependent on end user capex

Epack's growth depends largely on both private and government capex. This makes the company's performance sensitive to changes in investment cycles. Any slowdown in private sector spending or delays in government projects, due to policy changes, elections, or budget disbursement issues, can reduce new orders and slow down the company's overall growth.

Skilled Labor & Talent Management

Epack has high reliance on skilled professionals for PEB projects. The scarcity of qualified designers, engineers, fabricators, and site supervisors, combined with the risk of attrition, could directly impact Epack's operational efficiency, delivery timelines, and product quality.

Supply Chain Risk

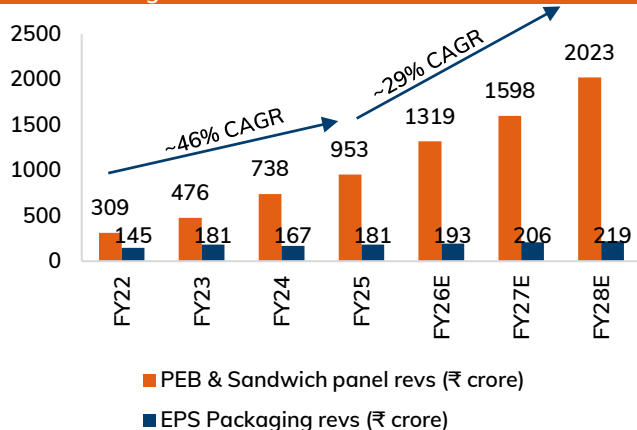
India's steel demand is set to grow by 9% for both FY26 and FY27, as forecasted by World Steel Association. This could strain steel availability and drive-up prices. While Epack can pass on increased costs to customers through variable-price contracts, a steel shortage would still negatively impact the company by creating production delays and potentially disrupting projects.

Key Financial Summary

Revenue to grow at ~29% CAGR over FY25-28E aided by capacity expansion

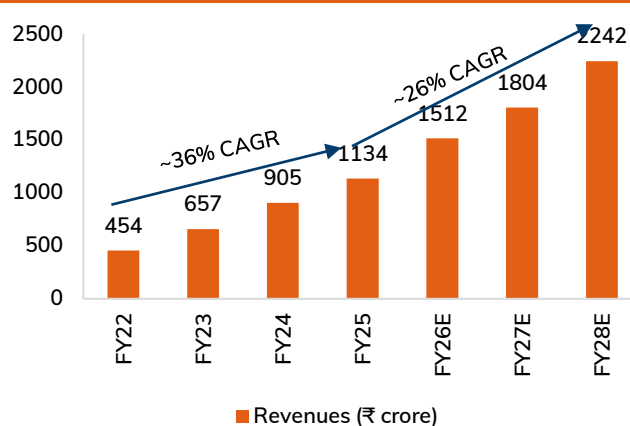
Epac Prefab has grown its revenue at ~36% CAGR over FY22-25 led by ~46% CAGR in PEB & Sandwich panel revenues (~84% revenue share in FY25) while its EPS packing business has grown at a steady pace of ~8% CAGR in revenues. Going forward, it is scaling up its capacities in PEB & Sandwich panel business which is expected to grow its overall revenues at ~26% CAGR over FY25-FY28E led by ~29% CAGR in PEB & Sandwich business revenues while EPS packaging is expected to maintain ~7% CAGR in revenues.

Exhibit 23: Segmental revenue mix trend



Source: Company, ICICI Direct Research

Exhibit 24: Total Revenue trend

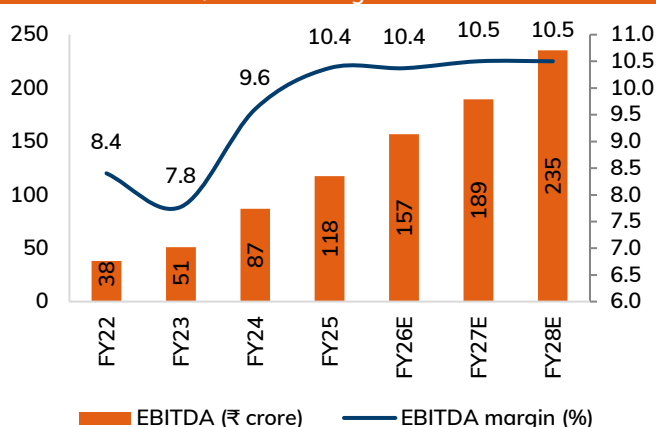


Source: Company, ICICI Direct Research

Maintaining EBITDA margins at higher levels to drive PAT growth

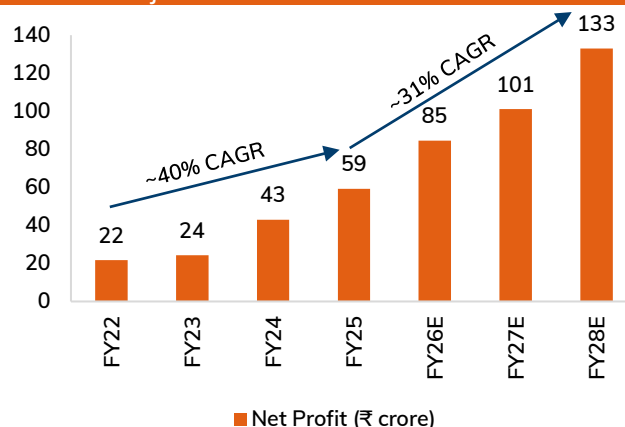
The PEB business has high fixed costs such as employee costs, sales costs, designing costs, project management costs, among others which do not increase significantly with higher turnover. It has been able to improve its EBITDA margins from the trough of 7.8% in FY23 to 10.4% in FY25 and 11.1% in H1FY25. Going ahead, the management has guided for 10.5-11.5% EBITDA margins. We have maintained EBITDA margins at 10.5% over FY26-FY28 considering its pricing strategies to grab higher market share in the PEB industry. Consequently, we estimate its EBITDA/net profit to grow at a CAGR of 26%/31% over FY25-FY28E.

Exhibit 25: EBITDA/EBITDA margin trend



Source: Company, ICICI Direct Research

Exhibit 26: Adj. PAT trend

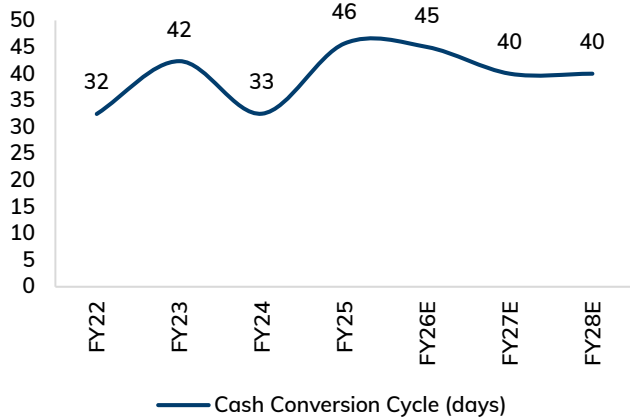


Source: Company, ICICI Direct Research

To maintain healthy net cash surplus position with improving return ratios

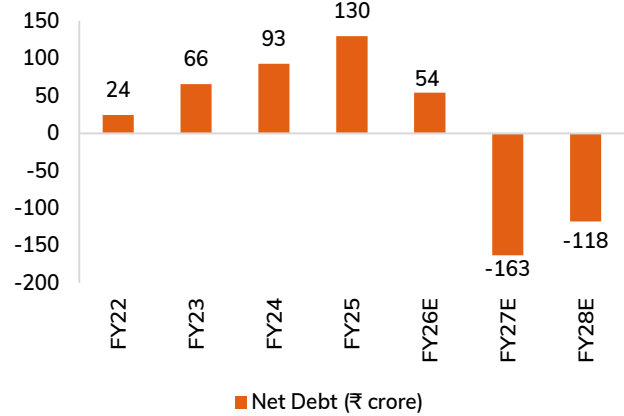
EPack prefab has been prudently managing its cash conversion cycle despite achieving ~36% revenue CAGR over FY22-FY25. The company’s prudent management of inventory and focus on collections have enabled it to maintain tight working capital in turn generating healthy operational cash flows. Further, it repaid ₹ 70 crore debt from IPO proceeds of ~₹ 300 crore and has ~₹ 50 crore unutilised general corporate purpose funds apart from unutilised private equity funds of ~₹ 120 crore. Consequently, we expect despite the planned capex of ~160-170 crore per annum for FY26 and FY27, it is likely to maintain strong net cash surplus position during FY27 and FY28. We expect its return ratios to be on an upward trajectory as new capacities commission operations and contribute towards operational and net profitability.

Exhibit 27: Cash Conversion Days trend



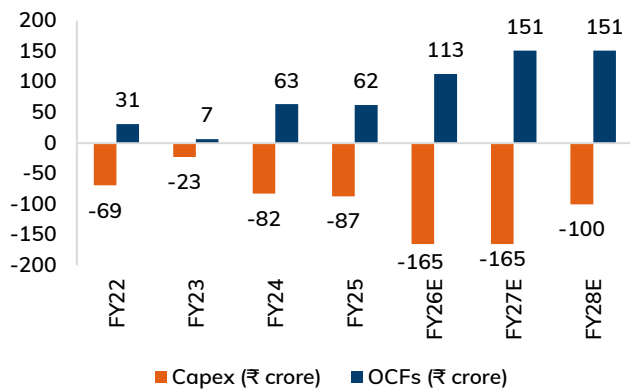
Source: Company, ICICI Direct Research

Exhibit 28: Net Debt trend



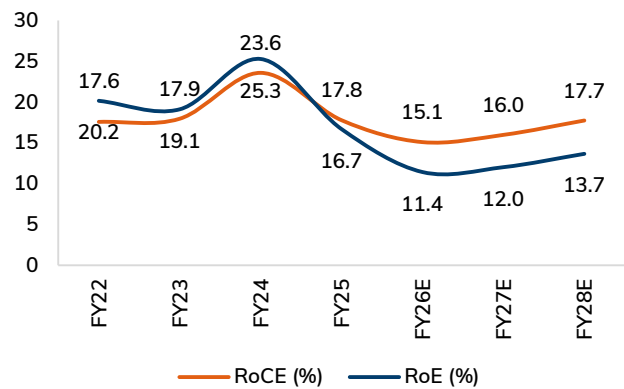
Source: Company, ICICI Direct Research

Exhibit 29: OCFs/Capex trend



Source: Company, ICICI Direct Research

Exhibit 30: ROE/RoCE trend



Source: Company, ICICI Direct Research

Valuation

EPack prefab is slated to remain on accelerated growth trajectory during FY25-FY28 backed by strong demand tailwinds, well aided by its aggressive capacity expansion plans. The company's rising market share, rising demand from new age high-growth sectors along with healthy growth outlook for the domestic PEB industry provides strong growth tailwinds. We estimate its Revenues/EBITDA/PAT to grow at ~26%/26%/31% CAGR over FY25-FY28E. We initiate with a BUY rating and Target Price of ₹ 220/- (17x P/E on FY28E).

Exhibit 31: Peer Comparison

Particulars	P/E (x)			EV/EBITDA (x)			RoE (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Interarch Building Solutions	26.3	20.4	16.2	17.7	13.4	10.4	15.3	16.8	17.8
EPack Prefab Technologies	20.0	16.7	12.7	9.7	8.3	6.6	11.4	12.0	13.7

Source: Company, ICICI Direct Research

Financial Summary

Exhibit 32: Profit and loss statement ₹ crore

(Year-end March)	FY23	FY24	FY25	FY26E	FY27E	FY28E
Revenue	657.4	905	1,134	1,512	1,804	2,242
% Growth	44.7	37.6	25.3	33.4	19.3	24.3
Other income	3.5	1	5	14	12	14
Total Revenue	660.9	906	1,138	1,526	1,815	2,257
% Growth	44.4	37.1	25.6	34.0	19.0	24.3
Raw Material Costs	401.4	613	745	1,008	1,190	1,480
Employee Expenses	39.4	65	101	151	162	202
Other expenses	165.6	140	171	197	262	325
Total Operating Exp.	606.3	818	1,016	1,355	1,614	2,007
EBITDA	51.1	87	118	157	189	235
% Growth	33.9	70.0	35.3	33.3	20.8	24.3
Interest	12.0	17	24	32	31	31
PBDT	42.6	71	98	139	170	219
Depreciation	9.3	13	17	24	33	38
PBT before Expl. Items	33.3	58	81	115	138	181
Total Tax	9.0	15	22	30	36	48
PAT before MI	24.3	43	59	85	101	133
PAT	24.3	43	59	85	101	133
% Growth	12.2	76.9	37.8	42.8	19.6	31.6
EPS	2.4	4	6	8	10	13

Source: Company, ICICI Direct Research

Exhibit 33: Cash flow statement ₹ crore

(Year-end March)	FY24	FY25	FY26E	FY27E	FY28E
Profit after Tax	43	59	85	101	133
Depreciation	13	17	24	33	38
Interest	17	24	32	31	31
Cash Flow before WC changes	87	119	171	201	250
Net Increase in Current Assets	(109)	(100)	(121)	(69)	(134)
Net Inc in Current Liabilities	93	57	93	55	83
Net CF from Operating activities	63	62	113	151	151
(Purchase)/Sale of Fixed Assets	(82)	(87)	(165)	(165)	(100)
Other investing cash flows	(2)	0	-	-	-
Net CF from Investing activities	(84)	(87)	(165)	(165)	(100)
Issue of Equity	-	126	302	-	-
Inc/(Dec) in loans	39	65	(70)	-	-
Others	(16)	(24)	(33)	(31)	(31)
Net CF from Financing Activities	23	167	199	(31)	(31)
Net Cash flow	2	142	147	(45)	20
Opening Cash/Cash Equivalent	13	14	156	303	258
Closing Cash/ Cash Equivalent	16	156	303	258	278

Source: Company, ICICI Direct Research

Exhibit 34: Balance sheet ₹ crore

(Year-end March)	FY24	FY25	FY26E	FY27E	FY28E
Equity Capital	4	16	20	20	20
Reserve and Surplus	166	339	719	820	953
Total Shareholders funds	170	355	740	841	974
Total Debt	145	210	140	140	140
Total Liabilities	315	565	880	981	1,114
Gross Block	267	300	465	630	730
Acc: Depreciation	79	96	120	153	191
Net Block	188	204	345	477	539
Capital WIP	-	56	56	56	56
Total Fixed Assets	188	260	401	533	595
Non Current Assets	43	40	40	40	40
Inventory	138	151	207	247	307
Debtors	127	205	269	296	369
Other Current Assets	96	111	112	113	115
Cash	16	156	303	258	278
Total Current Assets	376	624	891	915	1,069
Current Liabilities	289	348	441	497	580
Provisions	4	11	11	11	11
Total Current Liabilities	292	359	452	507	591
Net Current Assets	84	265	439	408	479
Total Assets	315	565	880	981	1,114

Source: Company, ICICI Direct Research

Exhibit 35: Key ratios

(Year-end March)	FY24	FY25	FY26E	FY27E	FY28E
Per Share Data (₹)					
EPS	4.2	5.8	8.3	9.9	13.1
Cash per Share	7.2	9.9	14.0	17.3	22.1
DPS	-	-	-	-	-
BV	21.9	45.8	95.4	108.5	125.6
Operating Ratios (%)					
EBITDA Margin	9.6	10.4	10.4	10.5	10.5
PAT Margin	4.7	5.2	5.6	5.6	5.9
Asset Turnover (x)	2.9	2.0	1.7	1.8	2.0
Return Ratios (%)					
RoE	25.3	16.7	11.4	12.0	13.7
RoCE	23.6	17.8	15.1	16.0	17.7
Valuation Ratios (x)					
EV / EBITDA	20.9	14.8	9.7	8.3	6.6
P/E	39.3	28.5	20.0	16.7	12.7
EV / Net Sales	2.0	1.5	1.0	0.9	0.7
Sales / Equity	5.3	3.2	2.0	2.1	2.3
Market Cap / Sales	1.9	1.5	1.1	0.9	0.8
Price to Book Value	7.6	3.6	1.7	1.5	1.3
Working Capital Management Ratios					
Inventory Days	55.6	48.8	50.0	50.0	50.0
Debtor Days	51.0	66.1	65.0	60.0	60.0
Creditor Days	74.1	69.2	70.0	70.0	70.0
Solvency Ratios					
Debt / Equity	0.9	0.6	0.2	0.2	0.1
Current Ratio	1.3	1.7	2.0	1.8	1.8
Quick Ratio	0.8	1.3	1.5	1.3	1.3

Source: Company, ICICI Direct Research

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Hold: -5% to 15%;

Reduce: -15% to -5%;

Sell: <-15%

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