

# IPO Report

Choice

“Subscribe For Long Term” to  
KALPATARU Ltd.



### Salient features of the IPO:

- **Kalpataru Ltd.** (Kalpataru), is an integrated real estate development company involved in all key activities associated with real estate development, including the identification and acquisition of land, planning, designing, execution, sales, and marketing of the projects is coming up with an IPO to raise around Rs. 1590cr, which opens on 24<sup>th</sup> June. and closes on 26<sup>th</sup> June. 2025. The price band is Rs. 387 - 414per share.
- The IPO solely comprises of fresh issue (Rs. 1590cr). From the fresh issue net proceeds, the company will be utilizing Rs. 1192.5cr for Repayment/pre-payment, in full or in part, of certain borrowings availed by the Company and the subsidiaries. Residual proceeds will be used for general corporate purposes.
- Post-IPO, the P&PG and public shareholders will have 81.3% and 18.7% stake in the company, respectively.

### Key competitive strengths:

- Prominent presence in MMR and Pune, spanning diverse micro-markets and price segments
- Strong brand known for selling throughout construction phases
- Healthy pipeline with clear near-term cash flow visibility
- Proven integrated execution—land acquisition to sales—with economies of scale and timely delivery
- Leader in green, sustainable, and innovative building design (e.g., LEED Platinum at Kalpataru Square)
- Backed by Kalpataru Group’s multinational EPC, logistics, and infrastructure expertise

### Risk and concerns:

- General slowdown in the global economic activities
- Net losses may continue, weakening finances, operations, cash flows, and share price.
- 95 % of projects and sales are residential and heavily concentrated in MMR & Pune.
- Long project timelines risk delays and cost overruns.
- Heavy reliance on presales for working capital.
- Heavy leverage.
- Competition.

### Below are the key highlights of the company:

- From 2021 to 2024, the seven major Indian residential markets—including Mumbai Metropolitan Region, Pune, Bengaluru, Hyderabad, NCR, Chennai, and Kolkata—absorbed around 4.59 lakh units in 2024. Despite total unsold inventory climbing approximately 24 % since 2019 (to about 468,000 units by March 2024), the time to liquidate this stock dropped sharply, from an average of 32 months in 2019 to just 22 months in Q1 2024.
- Between 2019 and 2024, the MMR consistently held the highest share of both supply and absorption—around 31–32 % on average—while Pune accounted for about 17–18 %. This robust performance has been supported by strong policy measures, infrastructure investments, financial accessibility, and a focus on sustainability to ensure development remains affordable and livable.
- Breakdown of the project portfolio as of December 31, 2024:

Particular	No.	Area (in msf.)
Completed Projects	75.0	16.1
Ongoing Projects	25.0	24.8
Forthcoming Projects	6.0	16.3
Planned Projects	5.0	7.8

### Issue details

Price band	Rs. 387 - 414 per share
Face value	Rs. 10
Shares for fresh issue	3.840 - 4.108cr shares
Shares for OFS	Nil
Fresh issue size	Rs. 1590cr
OFS issue size	Rs. NA
Total issue size	3.840 – 4.108cr shares (Rs. 1590cr)
Bidding date	24 <sup>th</sup> June. - 26 <sup>th</sup> June. 2025
Implied MCAP at higher price band	Rs. 8,524cr
Implied enterprise value at higher price band	Rs. 17,906cr

Book running lead manager	ICICI Securities Ltd. JM Financial Ltd Nomura Financial Advisory and Securities (India) Pvt Ltd.
Registrar	MUFG Intime India Pvt Ltd
Sector	Residential Commercial Projects.
Promoters	Mofatraj P. Munot And Parag M. Munot

Category	Percent of issue (%)	Number of shares
QIB portion	75%	2.88 - 3.08cr shares
Non institutional portion (Big)	10%	0.38 - 0.41cr shares
Non institutional portion (Small)	5%	0.19 - 0.21cr shares
Retail portion	10%	0.38 - 0.41cr shares

### Indicative IPO process time line

Finalization of basis of allotment	27 <sup>th</sup> June. 2025
Unblocking of ASBA account	30 <sup>th</sup> June. 2025
Credit to demat accounts	30 <sup>th</sup> June. 2025
Commencement of trading	01 <sup>st</sup> July. 2025

### Pre and post - issue shareholding pattern

	Pre-issue	Post-issue
Promoter & promoter group	100.00%	81.35%
Public	0.00%	18.65%
Non-promoter & Non-public	0.00%	0.00%
<b>Total</b>	<b>100.00%</b>	<b>100.00%</b>

### Retail application money at higher cut-off price per lot

Number of shares per lot	36
Application money	Rs. 14,904 per lot

## Key highlights of the company (Contd...):

Company name	FV (Rs.)	CMP (Rs.)	MCAP (Rs. cr)	EV (Rs.)	6M Return (%)	12M Return (%)	FY25 Revenue (Rs. cr)	FY25 EBITDA (Rs. cr)	FY25 PAT (Rs. cr)	FY25 EBITDA margin (%)	FY25 PAT margin (%)
Kalpataru Ltd.*	10	414	8,524	17,906	-	-	1,930	(128)	(117)	-6.7%	-6.0%
Oberoi Realty Ltd.	10	1,898	69,087	71,384	-15.0%	-0.1%	5,286	3,103	2,226	58.7%	42.1%
Macrotech Developers Ltd.	10	1,445	1,44,211	1,49,563	3.2%	-9.2%	13,780	3,787	2,767	27.5%	20.1%
Godrej Properties Ltd.	5	2,462	74,106	81,361	-13.8%	-20.3%	4,923	(74)	1,389	-1.5%	28.2%
Sunteck Realty Ltd.	1	447	6,526	6,710	-10.0%	-20.8%	853	186	150	21.8%	17.6%
Mahindra Lifespace Developers Ltd.	10	363	7,732	8,915	-16.8%	-37.9%	372	(170)	61	-45.7%	16.4%
Keystone Realtors Ltd.	10	548	6,905	6,989	-19.9%	-22.7%	2,004	204	188	10.2%	9.4%
Prestige Estates Projects Ltd.	10	1,690	72,839	83,626	-5.7%	-9.4%	7,349	2,516	617	34.2%	8.4%
<b>Average</b>										<b>15.0%</b>	<b>20.3%</b>

Company name	Total Debt	Cash	FY25 RoE (%)	FY25 RoCE (%)	P / E	P / B	EV / Sales	EV / EBITDA	MCAP / Sales	EPS (Rs.)	BVPS (Rs.)	D/E
Kalpataru Ltd.*	11,247	1,865	-3.7%	-3.2%	(73.2)	2.7	9.3	(139.4)	4.4	(5.7)	154	3.5
Oberoi Realty Ltd.	3,300	1,003	14.2%	18.0%	31.0	4.4	13.5	23.0	13.1	61.2	431	0.2
Macrotech Developers Ltd.	7,094	1,742	13.7%	16.0%	52.1	7.1	10.9	39.5	10.5	27.7	202	0.4
Godrej Properties Ltd.	12,641	5,386	8.0%	7.0%	53.4	4.3	16.5	(1,099.5)	15.1	46.1	575	0.7
Sunteck Realty Ltd.	387	203	4.6%	6.0%	43.5	2.0	7.9	36.1	7.7	10.3	223	0.1
Mahindra Lifespace Developers Ltd.	1,439	256	3.2%	3.0%	126.8	4.1	24.0	(52.4)	20.8	2.9	89	0.8
Keystone Realtors Ltd.	930	846	6.8%	9.0%	36.7	2.5	3.5	34.3	3.4	14.9	221	0.3
Prestige Estates Projects Ltd.	13,180	2,393	4.0%	27.8%	118.1	4.7	11.4	33.2	9.9	14.3	358	0.9
<b>Average</b>			<b>7.8%</b>	<b>12.4%</b>	<b>65.9</b>	<b>4.2</b>	<b>12.5</b>	<b>-140.8</b>	<b>11.5</b>			<b>0.5</b>

Company name	3Y top-line growth (CAGR)	3Y EBITDA growth (CAGR)	3Y PAT growth (CAGR)	Average 3Y EBITDA margin	Average 3Y PAT margin	3Y average RoE	3Y average RoCE	Avg 3Y Receivable days*	Avg 3Y Inventory Days*	Avg 3Y Payable Days*	Net Worth
Kalpataru Ltd.*	38.9%	63.9%	-3.6%	-4.5%	-8.3%	-13.0%	-2.5%	136	2237	-1	3,170
Oberoi Realty Ltd.	12.3%	21.2%	8.1%	54.4%	43.5%	14.6%	16.3%	41	657	329	15,705
Macrotech Developers Ltd.	20.6%	39.0%	137.6%	25.5%	13.4%	8.8%	12.0%	27	1114	43	20,178
Godrej Properties Ltd.	47.9%	-	49.6%	1.1%	26.8%	7.4%	6.3%	43	1522	726	17,313
Sunteck Realty Ltd.	53.5%	70.5%	1124.7%	20.1%	10.1%	2.3%	4.7%	190	3687	616	3,260
Mahindra Lifespace Developers Ltd.	-21.7%	24.3%	-23.0%	-48.2%	26.5%	4.6%	2.3%	113	2356	231	1,896
Keystone Realtors Ltd.	70.9%	40.1%	53.3%	10.1%	8.7%	5.1%	7.0%	28	813	835	2,782
Prestige Estates Projects Ltd.	-6.0%	9.8%	-24.0%	8.3%	2.1%	9.6%	18.2%	61	36	240	15,423
<b>Average</b>	<b>25.4%</b>	<b>34.1%</b>	<b>189.5%</b>	<b>10.2%</b>	<b>18.7%</b>	<b>7.5%</b>	<b>9.6%</b>	<b>72</b>	<b>1455</b>	<b>432</b>	

Note: Considered financials for the period during FY23-25 except the Days. (with IPO adjustments); Source: Choice Broking Research  
Note\*: Kalpataru's numbers are as of FY24.

- Between calendar years 2019 and 2024 (ending December 31, 2024), Kalpataru ranked as the fifth-largest developer by units supplied in the Mumbai municipal area (MCGM) and the seventh-largest in Thane—evidence of its dominant position in Maharashtra's residential market.
- By the end of 2024, the company (along with its promoters) had successfully completed 120 projects, covering a developable area exceeding 25.87 million square feet across key locations, including Mumbai, Thane, Panvel, Pune, Hyderabad, Indore, Bengaluru, and Jodhpur. Of the residential portfolio, 68.31%—totalling approximately 33.45 million square feet—lies within the Mumbai Metropolitan Region (MMR).
- On the commercial side, the company develops, leases, or sells office and retail spaces, manages shopping mall units, and delivers integrated townships and lifestyle gated communities that blend residential, commercial, and retail elements.
- As of December 31, 2024, it holds five undeveloped land reserves spanning 1,886.10 acres, and maintains an asset-light model via strategic redevelopment, joint venture (JV), and joint development agreement (JDA) projects covering a combined 12,470,000 square feet (2.38 msf redevelopment; 3.56 msf JV; 6.53 msf JDA), representing 4.87%, 7.26%, and 13.33% of its total current project pipeline, respectively.

Company name	Presale value	sales area (in msf)	EV/Pre sales	MCAP/Pre sales
Kalpataru Ltd.	3,202	3	5.6	2.7
Macrotech Developers Ltd.	11,260	11	13.3	12.8
Godrej Properties Ltd.	22,527	20	3.6	3.3
Sunteck Realty Ltd.	1,915	-	3.5	3.4
Mahindra Lifespace Developers Ltd.	2,328	2	3.8	3.3
Keystone Realtors Ltd.	2,266	1	3.1	3.0
Prestige Estates Projects Ltd.	21,040	20	4.0	3.5
<b>Average</b>	<b>10,223</b>	<b>11.0</b>	<b>5.2</b>	<b>4.9</b>

**Key highlights of the company (Contd...):**

- Its project pipeline includes approximately 24.83 msf of ongoing developments and an additional 16.33 msf in forthcoming projects slated for launch during financial years 2025 to 2027.
- Backed by the broader Kalpataru Group's multinational expertise in EPC contracting (including power transmission, oil & gas, railways, civil works), warehousing, logistics, and facility management, the company leverages extensive corporate strength and diversification.

**Peer comparison and valuation:** Kalpataru is an integrated real estate development company involved in the entire project lifecycle—from land acquisition to planning, designing, execution, sales, and marketing. It is a prominent developer in the Mumbai Metropolitan Region (MMR), active across all its micro-markets. From 2019 to December 31, 2024, MMR ranked first among India's top seven markets in supply, absorption, and average base selling price. Kalpataru is the fifth largest developer in the MCGM area and seventh in Thane by units supplied during this period. As of December 31, 2024, kalpataru has completed 75 projects totaling over 16.01 million sq. ft. of Developable Area across Maharashtra, Telangana, Madhya Pradesh, Karnataka, and Rajasthan.

At the higher price range, Kalpataru is seeking an EV/Sales multiple of 9.3x, which still trades at a discount compared to peer averages of around 12.5x. The company's strong brand allows it to command a premium pricing strategy, reflecting solid pricing power. However, a high debt load introduces financial prudence concerns. Thus, we recommend a **"Subscribe for long Term"** rating for this issue.

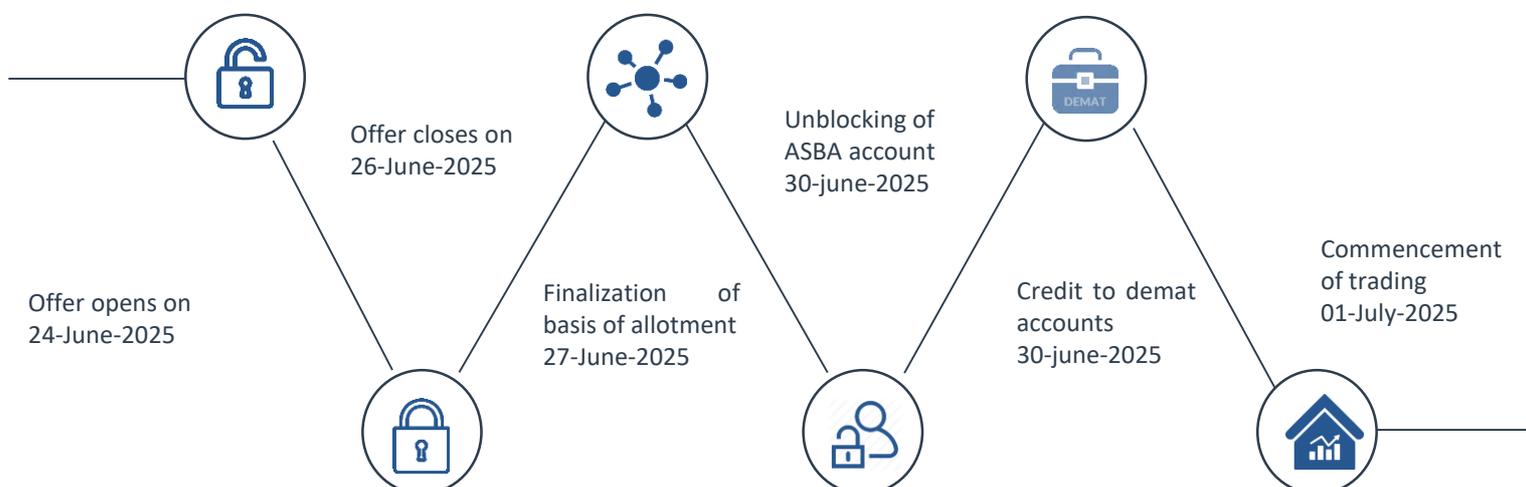
## About the issue:

- kalpataru is coming up with an IPO to raise around Rs. 1590cr, which opens on 24<sup>th</sup> June. and closes on 26<sup>th</sup> June. 2025.
- The issue is through book building process with a price band of Rs. 387 - 414 per share.
- Lot size comprises of 36 equity shares and in-multiple of 36 shares thereafter.
- The issue will open on 24<sup>th</sup> June. 2025 and close on 26<sup>th</sup> June. 2025.
- The IPO solely comprises of fresh issue (Rs. 1590cr). From the fresh issue net proceeds, the company will be utilizing Rs. 1192.5cr for Repayment/pre-payment, in full or in part, of certain borrowings availed by the Company and the subsidiaries. Residual proceeds will be used for general corporate purposes
- Consequently, post-IPO, the P&PG and public shareholders will have 81.35% and 18.65% stake in the company, respectively.
- 75% of the net issue is reserved for qualified institutional buyers, while 15% and 10% of the net issue is reserved for non-institutional bidders and retail investors, respectively.

Pre and post-issue shareholding pattern (%)		
	Pre-issue	Post-issue (at higher price band)
Promoter & promoter group	100.00%	81.35%
Public	0.00%	18.65%
Non-promoter & Non-public	0.00%	0.00%

Source: Choice Equity Broking

## Indicative IPO process time line:



## Pre-issue financial performance:

**Performance over FY22-24:** The company experienced a significant revenue decline in FY24, dropping nearly 47% year-on-year to Rs.1,930 Cr from Rs.3,633 Cr in FY23, mainly due to a sharp fall in plot/land and commercial unit sales. Despite this, the three-year revenue CAGR (FY22–FY24) remains healthy at 38.9%. EBITDA losses narrowed, and margins improved slightly, indicating some cost control, though profitability remains negative with a reported PAT loss of Rs.116.5 Cr in FY24.

Operational efficiency, however, weakened as inventory days and the cash conversion cycle both increased notably, putting pressure on working capital. Cash flow from operations dropped sharply (82.4%), reflecting the strain on liquidity. Leverage stayed high, though Net Debt to EBITDA slightly improved, and return ratios remained negative but showed signs of recovery by Dec 2024.

Overall, while FY24 was a correction year after an unusually strong FY23, the financials for Dec 2024 indicate early signs of operational recovery, with improving margins and a return to positive RoIC. However, the company still faces challenges with high debt levels, negative returns, and inefficient working capital management.

Pre-issue financial snapshot (Rs. cr)	FY22	FY23	FY24	Dec. 31 2024	CAGR over FY22-24	Y-o-Y (FY24 annual)
Residential unit.	794.7	1,422.2	1,631.5	1,332.6	43.3%	14.7%
commercial unit	26.3	2.0	1.5	88.5	-76.1%	-25.4%
Plot/Land	-	2,002.6	39.6	-	0.0%	-98.0%
Other operating revenues	109.2	120.1	126.3	101.4	7.5%	5.2%
License fees	17.1	19.5	35.4	41.1	44.1%	82.0%
Project management fees	10.1	3.0	0.9	0.5	-69.9%	-69.6%
Sale of material / scrap	0.8	-	-	-	0.0%	0.0%
Other recoveries	42.6	63.8	94.8	60.7	49.2%	48.5%
Service charges and others	0.0	0.0	0.0	0.0	0.0%	0.0%
<b>Revenue from operations</b>	<b>1,000.7</b>	<b>3,633.2</b>	<b>1,930.0</b>	<b>1,624.7</b>	<b>38.9%</b>	<b>-46.9%</b>
Gross profit	151.9	236.4	212.5	360.6	18.3%	-10.1%
EBITDA	(47.8)	(79.2)	(128.4)	77.7	63.9%	62.1%
Reported PAT	(125.4)	(229.4)	(116.5)	5.5	-3.6%	-49.2%
Restated adjusted EPS	(6.1)	(11.1)	(5.7)	0.3	-3.6%	-49.2%
Cash flow from operating activities	402.2	2,139.1	376.5	300.4	-3.3%	-82.4%
NOPLAT	-15.39	-203.55	-167.88	138.90	230.3%	-17.5%
RoIC (%)	-1.20%	1.27%	-2.64%	4.74%	3,726 bps	2,402 bps
Revenue growth rate		263.1%	-46.9%			
Gross profit growth rate		55.6%	-10.1%			
Gross profit margin	15.2%	6.5%	11.0%	22.2%	(416bps)	450bps
EBITDA growth rate		65.7%	62.1%			(356bps)
EBITDA margin	-4.8%	-2.2%	-6.7%	4.8%	(187bps)	(447bps)
Restated PAT growth rate		83.0%	-49.2%			(13224bps)
Restated PAT margin	-12.5%	-6.3%	-6.0%	0.3%	649bps	28bps
Inventories days	3,776.4	1,007.8	1,925.6	1,997.4	-28.6%	91.1%
Trade receivables days	246.3	57.9	104.1	115.9	-35.0%	79.7%
Trade payables days	(1.4)	(0.3)	(1.1)	(4.5)	-8.9%	242.0%
Cash conversion cycle	4,021.3	1,065.4	2,028.6	2,108.7	-29.0%	90.4%
Total asset turnover ratio	0.07	0.29	0.14	0.10	36.5%	-52.0%
Current ratio	1.36	1.41	1.45	1.44	3.2%	3.2%
Total debt	10,844.6	10,270.9	11,246.7	11,917.4	1.8%	9.5%
Net debt	10,492.2	9,871.5	10,626.2	11,126.0	0.6%	7.6%
Debt to equity	7.6	8.4	10.9	7.5	20.1%	30.1%
Net debt to EBITDA	-219.5	(124.6)	(82.7)	143.2	-38.6%	-33.6%
RoE	-8.8%	-18.8%	-11.3%	0.3%	(256bps)	745bps
RoA	-0.9%	-1.8%	-0.8%	0.0%	10bps	99bps
RoCE	-1.9%	-2.6%	-3.2%	0.9%	(134bps)	(63bps)

Note: Pre-IPO financials; Source: Choice Equity Broking

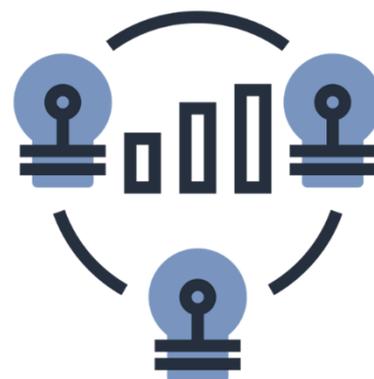


### Competitive strengths:

- Prominent presence in MMR and Pune, spanning diverse micro-markets and price segments
- Strong brand known for selling throughout construction phases
- Healthy pipeline with clear near-term cash flow visibility
- Proven integrated execution—land acquisition to sales—with economies of scale and timely delivery
- Leader in green, sustainable, and innovative building design (e.g., LEED Platinum at Kalpataru Square)
- Backed by Kalpataru Group's multinational EPC, logistics, and infrastructure expertise

### Business strategy:

- Focus on core regions (MMR and Pune) while cautiously expanding into select high-growth cities.
- Complete and sell ongoing, forthcoming, and planned projects promptly to unlock land value.
- Deleverage the balance sheet to enhance financial strength and stability.
- Grow via redevelopment and JV/JDA models with landowners, maintaining a capital-light expansion strategy.
- Continue across all residential segments, and selectively integrate retail, commercial, and mixed-use developments.
- Uphold commitment to innovative, quality, green, and sustainable real estate development practices.



### Risk and concerns:

- General slowdown in the global economic activities
- Net losses may continue, weakening finances, operations, cash flows, and share price.
- 95 % of projects and sales are residential and heavily concentrated in MMR & Pune.
- Long project timelines risk delays and cost overruns.
- Heavy reliance on presales for working capital.
- Heavy leverage.
- Competition.

## Financial statements:

Restated consolidated profit and loss statement (Rs. cr)						
	FY22	FY23	FY24	31st Dec. 2024	CAGR over FY22-24	Annual growth over FY23
<b>Revenue from operations</b>	<b>1,000.7</b>	<b>3,633.2</b>	<b>1,930.0</b>	<b>1,624.7</b>	<b>38.9%</b>	<b>-46.9%</b>
Cost of material consumed	848.8	3,396.8	1,717.5	1,264.1	42.2%	-49.4%
<b>Gross profit</b>	<b>151.9</b>	<b>236.4</b>	<b>212.5</b>	<b>360.6</b>	<b>18.3%</b>	<b>-10.1%</b>
Employee benefits expenses	75.2	131.8	128.0	98.0	30.4%	-2.9%
Other expenses	124.4	183.8	213.0	184.8	30.8%	15.9%
<b>EBITDA</b>	<b>(47.8)</b>	<b>(79.2)</b>	<b>(128.4)</b>	<b>77.7</b>	<b>63.9%</b>	<b>62.1%</b>
Depreciation & amortization expenses	32.7	31.8	32.6	26.9	-0.1%	2.5%
<b>EBIT</b>	<b>(80.5)</b>	<b>(111.0)</b>	<b>(161.1)</b>	<b>50.8</b>	<b>41.4%</b>	<b>45.0%</b>
Finance costs	306.4	130.3	34.2	77.1	-66.6%	-73.7%
Other income	247.9	83.4	100.0	74.8	-36.5%	19.8%
<b>PBT</b>	<b>(139.0)</b>	<b>(157.9)</b>	<b>(95.3)</b>	<b>48.5</b>	<b>-17.2%</b>	<b>-39.6%</b>
Share of profit/loss of JV	0.8	(0.8)	(0.4)	(1.2)	0.0%	0.0%
Tax expenses	(12.9)	70.7	20.8	41.8		-70.6%
<b>Reported PAT</b>	<b>(125.4)</b>	<b>(229.4)</b>	<b>(116.5)</b>	<b>5.5</b>	<b>-3.6%</b>	<b>-49.2%</b>

Restated consolidated balance sheet statement (Rs. cr)						
	FY22	FY23	FY24	31st Dec. 2024	CAGR over FY22-24	Annual growth over FY23
Equity share capital	139.7	139.7	139.7	139.7	0.0%	0.0%
Other equity	1,289.4	1,082.2	888.6	1,439.9	-17.0%	-17.9%
Minority interest	11.2	(14.9)	(27.9)	(31.1)	0.0%	87.9%
Non-current borrowings	2,910.0	3,085.3	3,980.1	3,954.4	16.9%	29.0%
other financial liabilities	135.3	182.4	170.9	157.5	12.4%	-6.3%
Non-current provisions	20.3	27.9	32.3	35.4	26.0%	15.7%
Trade payables	3.7	2.8	9.1	27.1	56.2%	220.5%
Current borrowings	7,456.0	6,594.3	6,708.2	7,102.0	-5.1%	1.7%
Trade payables	284.9	225.2	441.7	460.3	24.5%	96.1%
other financial liabilities	343.3	408.9	387.5	703.5	6.2%	-5.2%
Current provisions	2.7	7.2	5.6	3.3	42.5%	-22.9%
Other current liabilities	814.1	799.6	1,143.8	1,570.5	18.5%	43.0%
<b>Total liabilities</b>	<b>13,410.6</b>	<b>12,540.8</b>	<b>13,879.4</b>	<b>15,562.3</b>	<b>1.7%</b>	<b>10.7%</b>
PP&E and intangible assets	118.4	128.5	111.2	251.8	-3.1%	-13.5%
Capital work-in-progress	120.5	130.6	145.5	104.8	9.9%	11.4%
Right-of-use assets	0.4	0.3	0.2	0.1	-29.2%	-33.2%
Goodwill	1.0	1.0	1.0	1.0	1.1%	2.2%
Intangible assets	3.3	1.8	0.2	0.1	-73.9%	-87.4%
Investments	576.1	551.0	527.5	511.1	-4.3%	-4.3%
other financial assets	114.9	146.0	184.3	252.0	26.6%	26.2%
Income Tax asset	317.1	239.7	251.7	197.9	-10.9%	5.0%
Other non-current assets	4.3	8.2	10.1	14.8	53.4%	23.9%
Inventories	10,353.2	9,709.0	10,654.4	12,019.3	1.4%	9.7%
Trade receivables	675.1	478.4	623.0	697.3	-3.9%	30.2%
Cash & cash equivalents	160.9	182.1	151.6	275.0	-3.0%	-16.8%
Other bank balances	191.4	217.3	468.9	516.4	56.5%	115.8%
Current loans	260.9	311.4	258.4	229.5	-0.5%	-17.0%
Other current financial assets	282.2	202.7	161.1	114.2	-24.4%	-20.5%
Other current assets	230.8	232.8	330.2	377.0	19.6%	41.8%
<b>Total assets</b>	<b>13,410.6</b>	<b>12,540.8</b>	<b>13,879.4</b>	<b>15,562.3</b>	<b>1.7%</b>	<b>10.7%</b>

Source: Choice Equity Broking

## Financial statements (Contd...):

Restated consolidated cash flow statement (Rs. cr)						
	FY22	FY23	FY24	31st Dec. 2024	CAGR	Y-O-Y
Cash flow before working capital changes	(139.0)	(157.9)	(95.3)	48.5	-17.2%	-39.6%
Working capital changes	597.1	2,285.5	502.9	249.3	-8.2%	-78.0%
<b>Cash flow from operating activities</b>	<b>402.2</b>	<b>2,139.1</b>	<b>376.5</b>	<b>300.4</b>	<b>-3.3%</b>	<b>-82.4%</b>
Purchase of fixed assets & CWIP	(17.6)	(23.2)	(49.9)	(31.5)	68.5%	114.6%
<b>Cash flow from investing activities</b>	<b>104.3</b>	<b>(31.9)</b>	<b>(132.5)</b>	<b>(45.0)</b>	<b>0.0%</b>	<b>114.6%</b>
Dividend paid	0.0	0.0	0.0	0.0	0.0%	0.0%
<b>Cash flow from financing activities</b>	<b>(513.5)</b>	<b>(2,101.0)</b>	<b>(299.7)</b>	<b>(348.9)</b>	<b>-23.6%</b>	<b>-85.7%</b>
<b>Net cash flow</b>	<b>(6.9)</b>	<b>6.2</b>	<b>(55.8)</b>	<b>(93.6)</b>	<b>183.4%</b>	<b>-1004.7%</b>
Opening balance of cash	49.8	63.0	69.1	13.4	17.8%	9.8%
Cash and cash equivalents on account of acquisition / disposal of subsidiary	20.1	-	0.1	-	-94.9%	
<b>Closing balance of cash from continuing operations</b>	<b>63.0</b>	<b>69.1</b>	<b>13.4</b>	<b>(80.2)</b>	<b>-53.9%</b>	<b>-80.6%</b>

Financial ratios				
Particulars	FY22	FY23	FY24	31st Dec. 2024
<b>Profitability ratios</b>				
Revenue growth rate		263.1%	-46.9%	
Gross profit growth rate		55.6%	-10.1%	
Gross profit margin	15.2%	6.5%	11.0%	22.2%
EBITDA growth rate		65.7%	62.1%	
EBITDA margin	-4.8%	-2.2%	-6.7%	4.8%
EBIT growth rate		37.9%	45.0%	
EBIT margin	-8.0%	-3.1%	-8.3%	3.0%
Restated PAT growth rate		83.0%	-49.2%	
Restated PAT margin	-12.5%	-6.3%	-6.0%	0.0%
<b>Turnover ratios</b>				
Inventory turnover ratio	0.1	0.4	0.2	0.1
Trade receivable turnover ratio	1.5	6.3	3.5	2.3
Accounts payable turnover ratio	267.2	1102.0	322.2	59.9
Fixed asset turnover ratio	4.1	13.9	7.5	4.5
Total asset turnover ratio	0.1	0.3	0.1	0.1
<b>Liquidity ratios</b>				
Current ratio	1.4	1.4	1.5	1.4
Quick ratio	0.2	0.2	0.2	0.2
Total debt	10,844.6	10,270.9	11,246.7	11,917.4
Net debt	10,492.2	9,871.5	10,626.2	11,126.0
Debt to equity	7.6	8.4	10.9	7.5
Net debt to EBITDA	(219.5)	(124.6)	(82.7)	143.2
<b>Cash flow ratios</b>				
CFO to PAT	(3.2)	(9.3)	(3.2)	54.5
CFO to Capex	22.9	92.0	7.5	9.5
CFO to total debt	0.0	0.2	0.0	0.0
CFO to current liabilities	0.0	0.3	0.0	0.0
<b>Return ratios</b>				
RoIC (%)	-1.2%	1.3%	-2.6%	4.7%
RoE (%)	-8.8%	-18.8%	-11.3%	0.3%
RoA (%)	-0.9%	-1.8%	-0.8%	0.0%
RoCE (%)	-1.9%	-2.6%	-3.2%	0.9%
<b>Per share data</b>				
Restated EPS (Rs.)	-6.1	-11.1	-5.7	0.3
DPS (Rs.)	0.0	0.0	0.0	0.0
BVPS (Rs.)	69.4	59.3	49.9	76.7
Operating cash flow per share (Rs.)	19.5	103.9	18.3	14.6

Source: Choice Equity Broking

## IPO rating rationale

**Subscribe:** An IPO with strong growth prospects and valuation comfort.

**Subscribe with Caution:** Relatively better growth prospects but with valuation discomfort.

**Avoid:** Concerns on both fundamentals and demanded valuation.

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