

Rinkle Vira
rinklevira@rathi.com

Issue Details

Issue Details	
Issue Size (Value in ` million, Upper Band)	5,040
Fresh Issue (No. of Shares in Lakhs)	147.1
Offer for Sale (No. of Shares in Lakhs)	100.0
Bid/Issue opens on	24-Sept-25
Bid/Issue closes on	26-Sept-25
Face Value	Rs. 2
Price Band	Rs 194-204
Minimum Lot	73

Objects of the Issue:

- **Fresh Issue: ₹ 3,000 Million**
 - Financing the CapEx requirements for new manufacturing Facility at Ghiloth and existing facility at Mambattu
 - Repayment of borrowings & General Purpose.
- **Offer for sale: ₹ 2,040 Million**

Book Running Lead Managers	
Monarch Network Capital Ltd, Motilal Oswal Investment Advisors Ltd	
Registrar to the Offer	
KFin Technologies Ltd	

Capital Structure (` Million)	Aggregate Value
Authorized share Capital	240
Subscribed paid up Capital (Pre-Offer)	171
Paid up capital (Post - Offer)	201

Share Holding Pattern %	Pre Issue	Post Issue
Promoters & Promoter group	87.3%	64.5%
Public	12.7%	35.5%
Total	100%	100%

Financials

Particulars (Rs. In Million)	FY25	FY24	FY23
Revenue from operations	11,339	9,049	6,568
Operating expenses	10,161	8,179	6,052
EBITDA	1,178	870	515
Other Income	66	15	37
Depreciation	173	127	102
EBIT	1,071	758	450
Interest	242	173	123
Share in Profit/Loss in JV	(19.2)	(0.6)	(0.2)
PBT	809	585	327
Tax	216	155	87
Consolidated PAT	593	430	240
EPS	6.9	5.0	2.8
Ratio	FY25	FY24	FY23
EBITDAM	10.4%	9.6%	7.8%
PATM	5.2%	4.7%	3.7%
Sales growth	25.3%	37.8%	-

Sector- Building Material Company Description

Established in 1999, Epack Prefab technologies Ltd, engaged in Pre-engineered building material business with a legacy of 25 years. It focuses to main business verticals 1) Pre-Fab Business, wherein it provides complete solutions to customers on turnkey basis which includes designing, manufacturing, installation and erection of pre-engineered steel buildings, pre-fabricated structures and its components in India and overseas ("Pre-Fab Business") and 2) manufacturing of expanded polystyrene sheets and blocks (also referred as "EPS Block Molded" products and "EPS Shape Molded" products) for various industries such as construction, packaging, and consumer goods in India ("EPS Packaging Business").

As of Mar'25, the company operates three Pre-Fab manufacturing plants at Greater Noida (Uttar Pradesh), Ghiloth (Rajasthan), and Mambattu (Andhra Pradesh), and one EPS packaging facility at Greater Noida. These are strategically placed to serve customers across India. The company plans to add 24,000 MTPA at Mambattu (Pre-Fab) and 8,00,000 sq. meters of sandwich panel capacity at Ghiloth, Rajasthan funded through IPO proceeds.

Additionally, Epack prefab has cultivated strong, long-term client relationships, serving over 2,020 clients from FY22 to FY25. Notable customers include Safari Manufacturing Ltd, Century Panels Ltd, Havells India Ltd, Asahi India Glass Ltd, and India Glycols Ltd. The company completed 4,410 projects across various sectors commercial, residential, industrial, and infrastructure between FY23 and FY25. Customer confidence is evident, as revenue from repeat clients increased from 40.3% in FY23 to 43.4% in FY25.

The company sells Pre-Fab Business products under the brand name 'EPACK PREFAB' and EPS Packaging Business products under the brand name 'EPACK PACKAGING', as on date, it had an order book worth Rs. 9169.6 million for pre-Fab business.

Valuation:

Epack Prefab technologies established in pre-engineered, Pre-fab building model and packaging business making it niche player in infrastructure segment. Over the years, it has built strong and long-standing client relationships with marquee clients. In EPS packaging, it holds ~8% domestic market share.

The company expertise lies in cost-effective, high-quality pre-engineered steel building solutions has positioned it as a reliable partner across sectors. The company is well placed for future growth, backed by strong customer relationships, successful completion of over 4,400 projects for nearly 2,000 clients during FY23–FY25, and clear capacity expansion plans of 24,000 MTPA in Pre-Fab and 8,00,000 sq. meters in sandwich panels.

On the valuation front, based on annualized FY25 earnings, the company is seeking a P/E of 34.5 times and EV/EBITDA of 15.4 times, and a post-issue market capitalization of approximately Rs 20,492 million, making the issue appears to be aggressively priced. The company leverages process innovation and advanced technology to enhance efficiency and customization, while cost competitiveness enables prefab solutions that balance affordability and functionality, driving sustainable growth in long run. Hence, we assign **Subscribe for long term** rating for the issue.

Company Overview

Incorporated in 1999, Epack Prefab Technologies has a legacy of over 25 years engaged in the business of Pre-Fab and EPS Shape model and enjoying niche place. This diversified presence enables the Company to leverage synergies between its businesses while addressing opportunities across multiple end-user industries.

- Pre-Fab Business** – Offering end-to-end turnkey solutions including design, manufacturing, installation, and erection of pre-engineered steel buildings, prefabricated structures, and related components, catering to both domestic and international markets.
- EPS Packaging Business** – Manufacturing expanded polystyrene (EPS) sheets, blocks, and molded products for diverse applications across industries such as construction, packaging, and consumer goods in India.

Particulars	Fiscal 2025		Fiscal 2024		Fiscal 2023	
	Amount	% of Revenue from Operations	Amount	% of Revenue from Operations	Amount	% of Revenue from Operations
Pre-Fab Business	9,532	84.1%	7,378	81.5%	4,755	72.4%
EPS Packaging Business	1,807	15.9%	1,671	18.5%	1,813	27.6%
Total (Revenue from Operations)	11,339	100%	9,049	100%	6,568	100%



Installed Capacity Description	Fiscal 2025	Fiscal 2024	Fiscal 2023
Pre Engineered Capacity (MTPA)	1,33,922	70,632	61,012
Sandwich Insulated Panels Capacity (SQM)	5,10,000	5,10,000	5,10,000
Number of manufacturing facilities related to Pre-Fab Business	3	3	2
Installed Capacity for EPS Packaging Business (MTPA)	8,400	8,400	8,400
Number of manufacturing facilities related to EPS Packaging Business	1	1	1

Order Book (in Million)	Fiscal 2025	Fiscal 2024	Fiscal 2023
Pre-Fab Business Order Book during the year (₹ million)	12,092	9,445	7,041
Pre-Fab Business Order Book Pending (₹ million)	9,170	6,302	4,485

Strengths:

- Strong and diverse market presence with comprehensive offerings in the growing pre-engineered steel buildings industry

The Company has established a diversified market presence with a comprehensive portfolio of pre-engineered steel building solutions, positioning itself as a preferred partner across industrial, infrastructure, and commercial sectors. It has demonstrated operational excellence, exemplified by receiving a Certificate of Excellence from the Golden Book of World Records for the fastest erection of a pre-engineered factory building at its Mambattu facility (Andhra Pradesh), completed within 150 hours over an area of 150,000 square feet. The Company’s products and projects have been executed across 30 States and Union Territories, reflecting significant regional and sectoral diversification. This broad presence mitigates reliance on any single industry or geography, thereby enhancing business stability and resilience to demand fluctuations. Furthermore, the Company’s strong project execution track

record, domain expertise, and on-site installation capabilities constitute key competitive advantages, enabling it to effectively leverage growth opportunities within the expanding Indian pre-fabricated building market.

➤ **Strategically located manufacturing facilities and strong in-house design and engineering capabilities give us a significant cost advantage**

As of March 31, 2025, the Company operates three manufacturing facilities for its Pre-Fab Business located in Greater Noida (Uttar Pradesh), Ghiloth (Rajasthan), and Mambattu (Andhra Pradesh), along with a dedicated manufacturing unit for its EPS Packaging Business in Greater Noida. The geographic distribution of these facilities strategically aligns with the Company’s target markets: Units 2 and 1 serve Northern, Eastern, and Central India; Unit 3 caters to Northern and select Western regions; and Unit 4 addresses demand in Southern and parts of Western India. Proximity to customers enhances delivery efficiency, reduces transportation costs, and supports responsive service, thereby strengthening customer relationships and fostering long-term partnerships.



The Company’s operational infrastructure is further supported by a dedicated project execution team of 252 personnel responsible for coordinating and overseeing project delivery in collaboration with internal departments and clients. Complementing this is an in-house design and detailing team of 97 employees operating across three centers in Greater Noida, Vishakhapatnam, and Hyderabad. Leveraging advanced computer-aided design software—including Staad Pro, Tekla, G-Matrix, and AutoCAD—the team delivers customized, precision-engineered solutions, driving continual process enhancements and cost efficiencies. The Company offers integrated services that include on-site project management for installation and erection of pre-engineered steel buildings, reinforcing its capability to serve diverse market segments with flexibility and scale. Its extensive business footprint covers 30 States and Union Territories across India, with international project experience in Nepal and Bhutan. The strategic location of the Mambattu facility near major ports positions the Company to capitalize on export opportunities. To support its nationwide operations, the Company maintains regional offices in Hyderabad, Noida, Chennai, and Ahmedabad, and has deployed sales representatives across eleven States and Union Territories, facilitating robust customer engagement and market penetration.

➤ **Long-standing relationships with customers across a diverse set of industries**

The Company has established strong and enduring relationships with a diverse customer base, driven by its emphasis on quality, cost efficiency, and timely project execution. Over the last three fiscal years (2023-2025), the Company has successfully served over 2,020 customers within its Pre-Fab Business segment. These relationships span both domestic and international clients and have been instrumental in driving the Company’s growth and expanding market share. Key marquee clients in the Pre-Fab Business include Safari Manufacturing Limited, Century Panels Limited, Havells India Limited, Asahi India Glass Limited, Avaada Electro Private Limited, Talegaon Industrial Parks Private Limited, India Glycols Limited, JK Tyre and Industries Limited, Gold Plus Float Glass Private Limited, and Haier Appliances (India) Private Limited. In the EPS Packaging Business, the Company counts leading consumer durables firms among its prominent customers. The Company intends to leverage these established customer relationships to sustain future growth and deepen market penetration.

Revenue from Repeat Orders	Fiscal 2025		Fiscal 2024		Fiscal 2023	
	Amount	% of Revenue from Operations	Amount	% of Revenue from Operations	Amount	% of Revenue from Operations
Pre-Fab Business	2,718	24.0%	506	5.7%	1,118	17.0%
EPS Packaging Business	1,684	14.9%	1,430	15.8%	1,526	23.2%
Total	4,402	43.4%	1,936	21.4%	2,644	40.3%

Contribution from Top Ten Customers	Fiscal 2025		Fiscal 2024		Fiscal 2023	
	Amount	% of Segmental Revenue from Operations	Amount	% of Segmental Revenue from Operations	Amount	% of Segmental Revenue from Operations
Pre-Fab Business	2,401	25.2%	2,649	35.9%	2,514	52.9%
EPS Packaging Business	1,282	71.0%	1,270	76.0%	1,453	80.1%

During Fiscal Years 2023 to 2025, the Company successfully completed 4,410 projects spanning diverse sectors such as commercial buildings, industrial facilities, infrastructure, and residential complexes. Leveraging advanced technology, efficient project management methodologies, and a coordinated workforce, the Company consistently strives to deliver projects on schedule while adhering to stringent quality standards. The Company’s strong delivery capabilities have fostered enduring customer loyalty, underscored by long-term partnerships with clients who maintain rigorous approval processes and quality audits for supplier selection. In this competitive landscape, customer acquisition is supported by sustained investments of time, effort, and capital. The Company’s strategic approach involves initially undertaking smaller projects to build trust, followed by scaling commitments and expanding product offerings as relationships mature, thereby reinforcing customer confidence and retention.

➤ **Strong financial performance and Order Book**

Focus on customer satisfaction and meeting pre-qualification standards has strengthened the company’s brand reputation, enabling it to win more projects. Consequently, its Pre-Fab order book rose from Rs 704 cr in FY23 to Rs 1,209 cr in FY25, while pending orders increased from Rs 449 cr to Rs 917 cr during the same period. The have emerged as one of the fastest-growing companies in terms of revenue from operations, achieving a compounded annual growth rate (CAGR) of 41.79% between Fiscal 2022 and Fiscal 2024. Their Pre-Fab Business has been a key growth driver, registering a robust CAGR of 55.48% over the same period, significantly outperforming the industry. The pre-engineered steel buildings (PESB) industry in India has demonstrated steady expansion, growing at a CAGR of approximately 8.3% between Fiscal 2019 and Fiscal 2025, increasing in market size from ₹130 billion in 2019 to ₹210 billion in Fiscal 2025. The medium-term outlook for the sector remains positive, with the industry expected to continue its growth trajectory and record a CAGR in the range of 9.5%–10.5% between Fiscal 2025 and Fiscal 2030, reaching a projected size of ₹330–345 billion.

➤ **Experienced Promoters and Management team with extensive domain knowledge**

The Company benefits from the extensive industry knowledge and proven entrepreneurial track record of its Promoters — Sanjay Singhania, Ajay DD Singhania, Bajrang Bothra, Laxmi Pat Bothra, and Nikhil Bothra — who have successfully established and scaled businesses including EPACK Durable Limited and EPack Petrochem Solutions Private Limited. Their leadership has been instrumental in driving the Company’s growth trajectory. A seasoned management team complements the Promoters, with professionals such as Rahul Agarwal (CFO), Keshav Kumar (COO), and senior vice presidents across finance, operations, procurement, sales, and design providing strategic depth and execution capabilities. This team enables the Company to effectively capture market opportunities, manage customer relationships, and respond to evolving industry dynamics. As of March 31, 2025, the Company employed 849 full-time professionals supported by 1,522 labourers. Significant investments in recruitment, training, and employee development underpin operational scalability and efficiency, positioning the Company to sustain its growth momentum.

Key Strategies:

➤ **Increase installed capacity through proposed expansions to capitalize on the rapid growth of the pre-engineered steel building industry**

The company plans to deploy a portion of the Net Proceeds towards capacity expansion through the establishment of a new manufacturing facility in Ghiloth, Rajasthan, adding 800,000 SQM for continuous Sandwich Insulated Panels, and the expansion of its existing pre-engineered steel building (PEB) facility at Mambattu, Andhra Pradesh, with an additional capacity of 24,000 MTPA. The Ghiloth facility will enable the company to capture increased market share in Northern and Western India by catering to demand from long-span prefab buildings and emerging sectors such as cold storage and clean rooms. The Mambattu expansion will target Southern and parts of Western India, while its proximity to ports facilitates access to international markets. According to the CRISIL Report, the global PEB market, valued at \$20–22 billion in 2024, is expected to grow at a CAGR of 9–10%, reaching \$32–35 billion by 2029, driven by rising construction expenditure, modern off-site techniques, and demand for green buildings. The Indian prefabricated market, currently estimated at ₹465–485 billion, is projected to grow at 9–11% CAGR to reach ₹730–800 billion by FY30, supported by increasing urbanization, government policies, and expanding end-use sectors such as pharmaceuticals and infrastructure. The domestic PEB segment has grown at an 8.3% CAGR from ₹130 billion in 2019 to ₹210 billion in 2025 and is expected to reach ₹330–345 billion by 2030, underpinned by investments in industrial and infrastructure sectors including warehouses, logistics, and expressways. The sandwich insulated panel market is similarly poised for growth, estimated at ₹27–29 billion in FY25 with a projected CAGR of 9–11%. Key demand drivers include logistics, healthcare, cold storage, and e-commerce sectors, where prefabricated solutions offer scalability and rapid deployment advantages. The company’s integrated capabilities across design, engineering, manufacturing, and project management position it well to leverage these expanding opportunities in both domestic and global markets.

➤ **Deepen geographical footprint for the Pre-Fab business to cater to strategic markets domestically while also expanding internationally**

The company has historically pursued strategic geographic expansion by establishing sales and marketing offices across key target markets, guided by internal demand assessments, significant regional construction projects, and supportive government initiatives. As of the date of this report, sales representatives are deployed across twelve Indian states and union territories, with plans to further expand the sales team to support a growing customer base. While domestic sales remain the primary focus, the company is actively exploring international opportunities in markets such as Bhutan, Oman, Nepal, Bangladesh, Central and West Asia, and Southeast Asia. Global pre-fabricated building demand is projected to grow at a CAGR of 3.5–5.5% through 2028, underscoring the potential for international expansion. The company has participated in key industry expos, including Nepal Buildcon Expo 2024 and Big 5 Global 2023 in Dubai, to showcase its product portfolio and build its global presence. To enhance regional customer proximity, the company is establishing a new manufacturing facility in Ghiloth, Rajasthan for sandwich insulated panels targeting Northern and Western India, alongside expanding capacity at its Mambattu plant in Andhra Pradesh to serve Southern India and international markets via eastern ports. Expanding geographic reach remains a strategic priority to drive long-term growth and strengthen the company’s competitive positioning in the global pre-engineered steel building industry.

Particulars	Fiscal 2025	Fiscal 2024	Fiscal 2023
Sales footprints locations	10	9	8
Number of sales representatives	43	36	31

Particulars	Fiscal 2025		Fiscal 2024		Fiscal 2023	
	Amount (₹ million)	% of revenue from Pre-Fab Business	Amount (₹ million)	% of revenue from Pre-Fab Business	Amount (₹ million)	% of revenue from Pre-Fab Business
North and Central	3,134	32.9%	3,297	45.0%	1,597	33.6%
East	1,084	11.4%	467	6.3%	499	10.5%
South	2,249	23.6%	1,291	17.5%	1,484	31.2%
West	3,046	32.0%	2,280	30.9%	1,121	23.6%
Total	9,513	99.8%	7,335	99.4%	4,701	98.9%

➤ Increase wallet share from existing customers as well as expand customer base

Brand	Design capability	Prior experience	Pricing	Manufacturing capacity	Project management expertise	Pan India presence
						

Success in the pre-engineered steel building (PEB) industry hinges on several critical factors. A strong and reputable brand is essential, as customers prioritize reliability, quality, and adherence to industry standards. Suppliers with established structural design capabilities are favored for their ability to optimize steel usage while enhancing the functionality and aesthetics of buildings. Given the market’s nascent stage in India, a proven track record is vital to ensure timely project completion. Competitive pricing remains important due to the fragmented nature of the industry, which gives customers considerable bargaining power. Robust manufacturing capabilities are necessary to meet deadlines and avoid cost overruns, while effective project management plays a key role in maintaining schedules, managing budgets, and ensuring high quality. Lastly, a pan-India presence strengthens supplier credibility by enabling efficient logistics, reducing transportation costs, and providing prompt on-site support, all of which facilitate the successful delivery of projects.

The company intends to leverage its established customer relationships, strong emphasis on quality, cost efficiency, and timely project execution to drive repeat orders within its Pre-Fab Business segment. Strategic customer outreach and targeted sales and marketing initiatives, informed by comprehensive lost order analyses, facilitate the acquisition of new customers and expansion of the existing client base. A recently established dedicated business development team focuses on identifying new industry verticals, channels, and growth avenues to enhance sales. The sales and marketing functions operate in alignment with the business development team’s recommendations to elevate brand visibility and product penetration in these targeted segments. Plans are underway to further expand both sales and business development teams to sustain engagement with existing clients and accelerate new customer acquisition. Additionally, the company aims to increase wallet share from current customers by offering a wider portfolio of complementary products and customized services, thereby strengthening customer relationships and fostering repeat business. For the EPS Packaging Business, the company is exploring value engineering initiatives to broaden product compatibility and enhance machine efficiency, enabling it to better meet peak season demand.

➤ Continue to invest in technology infrastructure and design capabilities to enhance in-house design, engineering and manufacturing capabilities

As of March 31, 2025, the company’s design and detailing team comprises 97 qualified and experienced professionals operating across three design centers located in Noida, Hyderabad, and Vizag. The company has made significant investments in advanced computer-aided design (CAD) technologies, including Staad Pro, Tekla, G-Matrix, and AutoCAD, to enhance design accuracy and meet specific customer requirements. To minimize human error throughout the design process—from initial customer specifications to bills of quantity (BOQ)—the company employs customized automation scripts for command file generation and load calculations. An in-house facility has also been developed to reduce design turnaround times, leveraging technology as an enabler to allow engineers and designers to focus on critical tasks, business development, and error reduction. The automatic generation of BOQs directly from AutoCAD designs further improves efficiency by saving time and reducing manual effort.

The company aims to develop a comprehensive enterprise-level system to integrate all design and detailing functions across departments, streamlining approvals, providing real-time notifications, and enabling seamless tracking of design workflows. Continued investments in technology infrastructure are planned to foster innovation, enhance operational efficiency, improve customer satisfaction, and drive sales and profitability. Strengthening design and engineering capabilities is a strategic priority to secure a competitive edge in quality, product development, and cost management, while sustainable cost improvement initiatives remain an ongoing focus.

Additionally, the company has incorporated advanced AI technologies within its marketing processes. An Agentic Retrieval-Augmented Generation (RAG) AI model, trained on proprietary data, assists the marketing team in creating content aligned with the brand voice, delivering data-driven insights, and optimizing digital platform engagement. Complementing this, Google’s Gemini AI is deployed to streamline outreach and networking activities, including web scraping, email reverse mapping, LinkedIn ID discovery, and company data aggregation. Further automation is achieved through Gemini AI model-based PDF to CSV conversion for data processing and AI-powered scripts for STAAD structural design, reinforcing the company’s commitment to leveraging technology for operational excellence and market competitiveness.

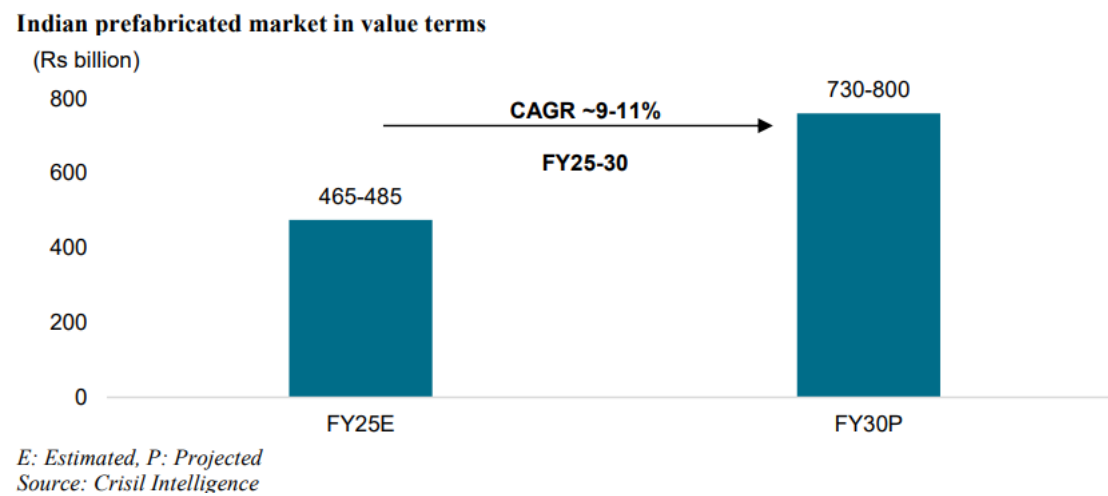
➤ **Leverage growing demand for environment friendly structures**

The company's 'PUF Sandwich Insulated Panel with pre-engineered steel building structure' has received the Performance Appraisal Certification (PAC) from the Building Materials and Technology Promotion Council (BMTPC), underscoring compliance with energy efficiency, sustainability, and waste management standards. Furthermore, the PUF panels are registered under multiple Green Rating for Integrated Habitat Assessment (GRIHA) categories, facilitating their application in green building projects. Leveraging these certifications, the company aims to increase its revenue share in the green construction sector, capitalizing on the growing demand for eco-friendly building solutions. The pre-engineered steel structures offer significant environmental advantages over traditional construction methods, including reduced material wastage, enhanced quality control, improved onsite safety, and lower carbon emissions. These structures use recyclable materials like steel and specialized insulation panels, aligning with green building standards and India's sustainability initiatives. The controlled factory-based manufacturing process minimizes onsite labor requirements and construction timelines, which are estimated to be 40-50% shorter than conventional RCC construction, resulting in cost efficiencies and reduced project delays. Additionally, the flexibility to relocate these structures lowers potential capital expenditures by enabling operational adaptability.

Industry Snapshot:

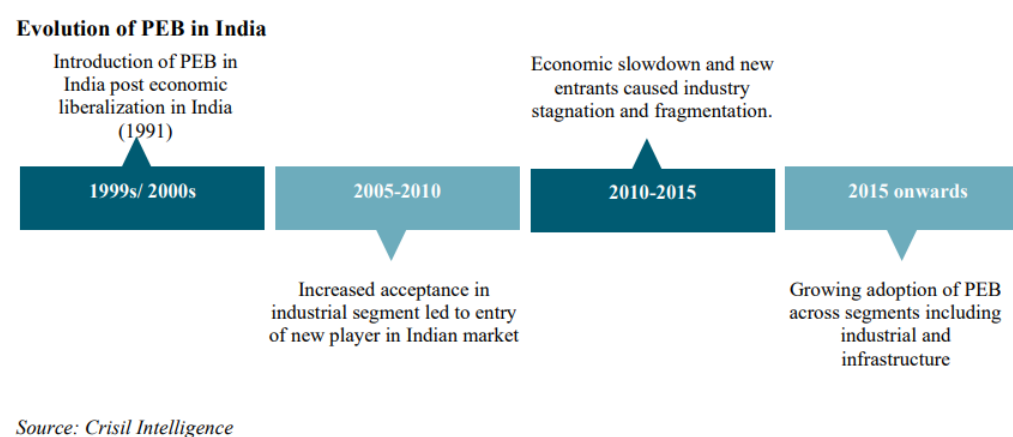
➤ **Indian prefabricated market is estimated to register a CAGR of 9-11% between FY25-30**

As of FY25, the Indian prefabricated market was estimated around Rs 465-485 billion. Key growth drivers of the industry include increase investments in the overall construction, favourable government policies, growing urbanisation and increasing population. Moving forward, the industry is projected to register a CAGR of 9-11% between FY25-30 and value around Rs 730-800 billion by FY30. This growth will be driven by continued construction investments, favourable government policies, growing acceptance of prefabricated construction, and expanding end use segments like pharmaceuticals, infrastructure, etc.



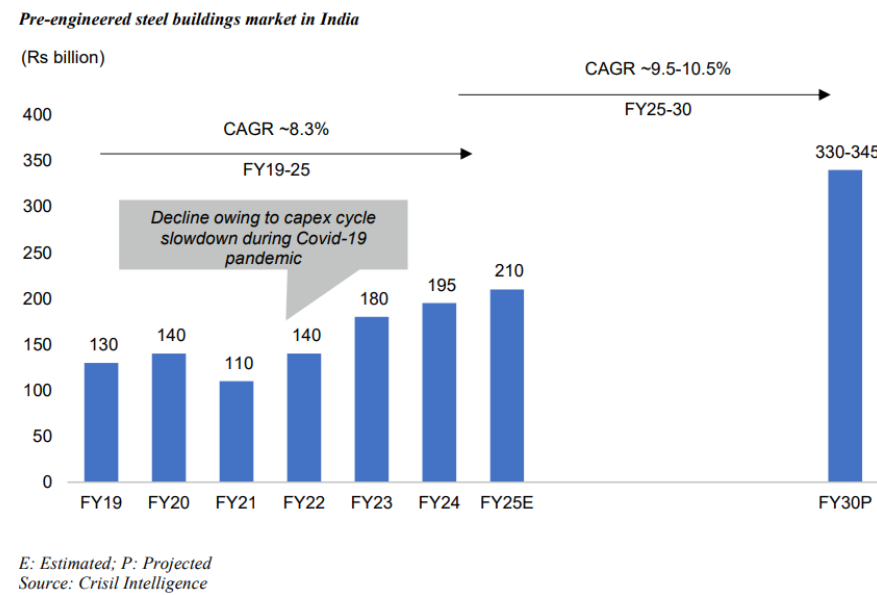
➤ **Overview of pre-engineered steel buildings market in India**

Pre-engineered steel buildings were introduced in India during the late-1990s/2000s with the onset of India's economic growth post liberalisation in 1991. However, the acceptance among consumer verticals began in early 2000 with good growth during 2005-2010. Pre-engineered steel buildings started gaining prominence following a strong fixed capital formation in India and increased adoption by customers. This period of high growth saw new players enter the fray. With the slowdown of India's economic growth, the Indian pre-engineered steel buildings industry stagnated between 2010 and 2015. Post that, the industry saw good adoption but suffered some slowdown as capex declined during the pandemic, leading to a drop in revenue in FY21.



➤ **PEB market in India to log 9.5-10.5% CAGR between fiscals 2025 and 2030**

The industry expanded at a CAGR of ~8.3% over fiscals 2019 and 2025, growing from Rs 130 billion in 2019 to Rs 210 billion in fiscal 2025, driven by increased construction investments and growing awareness of PEB and its advantages. The medium-term outlook is optimistic, with the industry expected to clock a CAGR of 9.5-10.5% between fiscals 2025 and 2030 to Rs 330-345 billion, supported by investments in the industrial and infrastructure sectors, such as warehouses and logistics as well as expressways (wayside amenities and toll plazas).

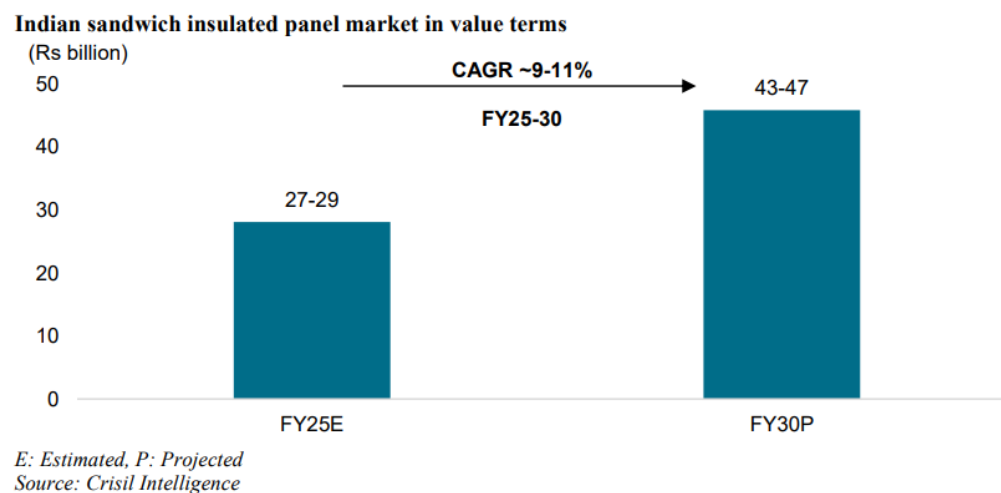


➤ **Share of infrastructure in the pre-engineered steel building market to increase**

The pre-engineered steel building market in India can be divided into three broad end-use sectors: industrial/ manufacturing, infrastructure, and building (residential, commercial and non-commercial). The industrial sector, which is estimated to hold the largest market share of 53-55% in FY25, is expected to account for 50-52% of the market by FY30. The high industrial sector's share in the pre-engineered steel buildings market is led by higher penetration in the automobile, cement, and oil and gas markets, among others. The infrastructure sector is estimated to increase its share to 39-41% by FY30 from an estimated 37-39% in FY25. Pre-engineered steel buildings in the sector include warehouses, cold storage facilities, data centres, power plants, aircraft hangers and railway yards. PEB warehouses are also gaining prominence post GST implementation. The buildings sector share in the pre-engineered steel buildings market, which was low at 7.5-8.5% in FY25 is estimated to remain range-bound at 8-9% in FY30.

➤ **Indian sandwich insulated panel market is estimated to register a CAGR of 9-11% between FY25-30**

As of FY25, the Indian sandwich insulated panel market is estimated around Rs 27-29 billion. Key growth drivers of the industry include increase investments in end use segments like cleanrooms, cold storage, and warehouses. Some of the players present in domestic sandwich insulated panel industry are EPack Prefab Technologies Limited, Kingspan Jindal Private Limited, Metecno (India) Private Limited, Lloyd Insulations (India) Limited, Rinac India Limited, etc. Moving forward, the industry is estimated to register a CAGR of 9-11% between FY25-30 and value around Rs 43-47 billion by FY30. This growth will be driven by continued construction investments, favourable government policies like Lighthouse project, and expanding end use segments like pharmaceuticals, etc.



Comparison with listed entity

Name of the company	Face Value (₹ per share)	Revenue from operations (₹ in millions)	Basic EPS	P/E	RONW (%)	NAV (₹)	P/BV (x)
Epack Prefab Technologies Ltd	2	11,339	5.9	34.5	22.6%	45.6	4.4
Listed Peers							
Pennar Industries Ltd	5	32,265	8.8	27.9	12.7%	73.9	3.3
Everest Industries Ltd	10	17,228	-2.2	NA	-0.6%	377.1	1.8
Interarach Building Solutions Ltd	10	14,538	68.5	30.1	18.0%	451.7	4.5
Beardsell Ltd	2	2683	2.4	13.3	12.9%	20.5	1.5

*Note – 1) P/E, P/BV Ratio has been computed based on the closing market price of equity shares on NSE on Sept 23, 2025, other Financial highlights as 31st March 2025.

2) P/BV, NAV, EPS, P/E of the Epack prefab technologies is calculated on EPS of FY25, and post issue no. of equity shares issued.

Key Risk:

- **Legal and Regulatory Risk:** The company must comply with various laws, including environmental regulations. Currently, the Uttar Pradesh Pollution Control Board has filed a complaint against it for violating the Commission for Air Quality Management Act, 2021. If penalties or unfavorable decisions are imposed by regulators, it could harm the company's results.

- **Customer Concentration Risk:** A large portion of the company’s EPS Packaging revenue comes from its top 10 partners 80.1% in FY23, 76.0% in FY24, and 71.0% in FY25. Losing one or more key customers, a drop in demand, or a reduction in fees can adversely impact its financial performance.
- **Geographic Concentration:** Most of the company’s revenue (57.2% in FY23, 75.6% in FY24, and 64.8% in FY25) comes from North, Central, and Western India, with major manufacturing facilities in Greater Noida and Rajasthan. Any regulatory, economic, or industry changes in these regions could negatively affect the company.

Valuation:

Epack Prefab technologies established in pre-engineered, Pre-fab building model and packaging business making it niche player in infrastructure segment. Over the years, it has built strong and long-standing client relationships with marquee clients. In EPS packaging, it holds ~8% domestic market share.

The company expertise lies in cost-effective, high-quality pre-engineered steel building solutions has positioned it as a reliable partner across sectors. The company is well placed for future growth, backed by strong customer relationships, successful completion of over 4,400 projects for nearly 2,000 clients during FY23–FY25, and clear capacity expansion plans of 24,000 MTPA in Pre-Fab and 8,00,000 sq. meters in sandwich panels.

On the valuation front, based on annualized FY25 earnings, the company is seeking a P/E of 34.5 times and EV/EBITDA of 15.4 times, and a post-issue market capitalization of approximately Rs 20,492 million, making the issue appears to be aggressively priced. The company leverages process innovation and advanced technology to enhance efficiency and customization, while cost competitiveness enables prefab solutions that balance affordability and functionality, driving sustainable growth in long run. Hence, we assign **Subscribe for long term** rating for the issue.

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Compliance officer-Deepak Kedia, email id - deepakkedia@rathi.com, Contact no. +91 22 6281 7000.

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ARSSBL registered address: Express Zone, A Wing, 10th Floor, Western Express Highway, Diagonally Opposite Oberoi Mall, Malad (E), Mumbai – 400097.

Tel No: +91 22 6281 7000 | Fax No: +91 22 4001 3770 | CIN: U67120MH1991PLC064106.