AXIS CAPITAL

ARDEE

ARDEE INDUSTRIES LIMITED

IPO NOTE

August 2026

ISSUE HIGHLIGHTS

- Incorporated in 2005, **Ardee Industries** is one of India's leading players in the circular economy, specializing in the environmentally responsible recovery and recycling of end-of-life energy storage products and non-ferrous scrap. They reclaim critical resources from waste streams and are committed to sustainable practices across the recycled lead value chain, aligning with national goals for green and responsible industrial growth.
- The brand "**Ardee**" was empanelled with MCX and later with the London Metal Exchange in December 2025, reflecting adherence to stringent international standards of quality, consistency, traceability, and responsible production. They are also active members of ReMA, MRAI, ILDZA, and BIR, which keeps them aligned with global developments in the lead recycling industry.
- Their plant at Naidupet, Andhra Pradesh operates with full CPCB compliance and produces refined lead ingots from scrap. In March 2026, the company was accorded Three-Star Export House status by the Ministry of Commerce & Industry under the Foreign Trade Policy 2023. They procure used lead-acid batteries and lead scraps such as cables, sheets, and drained or wet batteries, converting them into refined lead and alloys.
- Ardee Industries ranks among the top six manufacturers of pure lead and alloys in India and achieved a revenue growth rate of 58.81% over FY24–FY26. They maintain long-standing customer and supplier relationships, supported by a diversified raw material network across 50 countries. Compliance with MoEFCC licensing creates high entry barriers, while investment in low-emission technologies and oxygen enrichment boosts efficiency and reduces emissions.
- The Naidupet plant benefits from strong logistics and port connectivity, enabling cost-efficient material handling and timely global shipments. Their export footprint spans Singapore, Hong Kong, South Korea, Switzerland, UAE, Japan, USA, Vietnam, and Australia.
- The plant is equipped with rotary furnaces, refining kettles, spectrometers, casting machines, and pollution control systems. They operate a modern recycling and refining facility with environmentally compliant technology, sourcing secondary raw materials such as lead scrap and battery scrap both domestically and internationally.
- Ardee Industries manufactures refined lead of 99.97%–99.985% purity in ingots of 23–30 kg, along with alloys such as lead-calcium, lead-antimony, lead-tin, lead-silver, and lead-cadmium. These products serve industries including batteries, cables, coatings etc.
- The company holds ISO 9001:2015, ISO 14001:2015, ISO 45001:2018, and ISO/IEC 17025:2017 certifications, with NABL-accredited testing facilities ensuring product consistency and compliance.

BRIEF FINANCIAL DETAILS*

(₹ In Cr)

Particular	As at Mar' 31, 2026	2025	2024
Equity Share Capital	50.97	3.19	3.19
Reserves	96.42	59.42	26.06
Net Worth	147.38	62.60	29.25
Total Borrowings	182.75	165.77	142.36
Revenue from operations	1,167.65	742.74	462.96
Revenue Growth (%)	57.21%	60.43%	-
EBITDA	147.08	65.93	28.06
EBITDA Margin (%)	12.60%	8.88%	6.06%
Net Profit for the year	84.68	33.27	8.95
Net Profit Margin (%)	7.25%	4.48%	1.93%
EPS – Basic & Diluted (₹)	3.32	1.31	0.35
RONW (%)	57.46%	53.15%	30.61%
NAV - (₹)	5.78	2.46	1.15
Cash flow from operating activities	29.83	7.84	(25.26)
Cash flow from investing activities	(19.78)	(22.87)	(27.20)
Cash flow from financing activities	3.83	13.34	54.35

*Source: RHP, *Restated Statement*

Issue Details

Fresh Issue of Equity Shares aggregating upto ₹320 Cr and Offer for Sale of 1,99,75,000 Equity Shares

Issue size: ₹ 420 – 426 Cr
Face value: ₹ 2/-

Price band: ₹ 50 – 53
Bid Lot: 281 Shares and in multiples thereof

Post Issue Implied Market Cap:
₹ 1,594 – 1,671 Cr

BRLMs: Pantomath Capital Advisors
Registrar: KFin Technologies Ltd

Issue opens on: Wednesday, 5th August, 2026
Issue closes on: Friday, 7th August, 2026

Indicative Timetable

Activity	On or about
Finalisation of Basis of Allotment	10-08-2026
Refunds/Unblocking ASBA Fund	11-08-2026
Credit of equity shares to DP A/c	11-08-2026
Trading commences	12-08-2026

Issue Break-up#

	No. of Shares @Lower	No. of Shares @Upper	₹ In Cr @Lower	₹ In Cr @Upper	% of Issue
QIB	4,19,87,217	4,01,75,974	209.94	212.93	**50%**
NIB	1,25,96,166	1,20,52,793	62.98	63.88	**15%**
-NIB2	*83,97,444*	*80,35,195*	*41.99*	*42.59*	-
-NIB1	*41,98,722*	*40,17,598*	*20.99*	*21.29*	-
RET	2,93,91,053	2,81,23,183	146.96	149.05	**35%**
Total	**8,39,74,436**	**8,03,51,950**	**419.88**	**425.87**	**100%**

 # based on number of shares as per statuary newspaper advt.
NIB-2 =NII Bid Above ₹ 10 Lakhs
NIB-1=NII Bid between ₹ 2 to 10 Lakhs

Category	Retail Category	NII-Bid between ₹ 2 - 10 Lakhs	NII - Bid Above ₹ 10 Lakhs
Minimum Bid Lot (Shares)	281 Shares	3,934 Shares	19,108 Shares
Minimum Bid Lot Amount (₹)	₹ 14,893^	₹ 2,08,502^	₹10,12,724^
Appl for 1x	1,00,082 Applications	1,021 Applications	2,042 Applications

Listing: BSE & NSE

Shareholding (No. of Shares)

Pre-issue	Post-issue~	Post-issue^
25,48,24,000	318,823,436	315,200,950

~@Lower price Band ^@ Upper Price Band

 # based on number of shares as per statuary newspaper advt.

Shareholding (%)

	Pre-Issue	Post-Issue
Promoters	91.17%	67.36%
Promoter Group	0.31%	0.26%
Public – Other	8.52%	32.38%
Total	**100.00%**	**100.00%**

Background

The company was originally incorporated as '*Ardee Industries Private Limited*', at Chennai, Tamil Nadu, on September 16, 1993. Sandeep Aggarwal, Nikunj Aggarwal and Esha Gupta are the Promoters of the company. Currently, the promoters, in aggregate, hold 232,301,700 Equity Shares of face value of ₹ 2 each in the company, representing 91.16% of the pre-issued, subscribed and paid-up Equity Share capital of the company.

Brief Biographies of Directors and Senior Management Personnel

Sandeep Aggarwal is one of the Promoter, Chairman and Managing Director of the company. He joined in April 2021 and has more than three decades of experience in the pure lead and lead alloys industry.

Nikunj Aggarwal is one of the Promoter and Whole-time Director of the company. He joined in April 2021 and has over eight years of experience in the pure lead and lead alloys industry.

Esha Gupta is one of the Promoter and Whole-time Director of the company. She joined in March 2025 and has more than four years of experience in human resource management.

Archana Jain is the Independent Director of the company. She joined in June 2025 and has over fourteen years of experience in financial and taxation advisory.

Anand Tandon is the Independent Director of the company. He joined in July 2025 and has more than fifteen years of experience in the financial services industry, having previously worked with IndusInd Bank, ICICI Bank, India Cements Capital & Finance, and Mecklai Financial & Commercial Services.

Vivek Sarbhai is the Independent Director of the company. He joined in July 2025 and has over ten years of experience in supply chain management, with prior association at Mondelez International and currently with Thermo Fisher Scientific India Private Limited.

Objects of the Issue

Objects	Amount (₹ Cr)
• Funding incremental working capital requirement of the Company;	220.00
• Repayment and/or pre-payment, in full or in part, of certain borrowings availed by the Company;	22.00
• General Corporate Purposes	[•]
Total	[•]

Offer Details

Particulars	No. of Shares	WACA per Equity Share (₹)
Fresh Issue (₹ 320 Crore)	Upto 60,376,950 ^ Equity Shares	-
Offer for Sale	**Up to 1,99,75,000 Equity Shares**	**WACA per Equity Share (₹)**
The Promoter Selling Shareholders:		
Sandeep Aggarwal	Upto 99,87,500 Equity Shares	Nil
Nikunj Aggarwal	Upto 99,87,500 Equity Shares	Nil

(^at upper price band); WACA=Weighted Average Cost of Acquisition; based on number of shares as per statuary newspaper advt. dated 29-07-2026.

Shareholding Pattern

Shareholders	Pre-offer		Fresh Issue shares^ and Offer for Sale	Post-offer	
	Number of Equity Shares	% of Total Equity Share Capital		Number of Equity Shares	% of Total Equity Share Capital
Promoters	*23,23,01,700*	*91.17%*	*1,99,75,000*	*21,23,26,700*	*67.36%*
Promoter Group	*8,24,000*	*0.31%*	*0*	*8,24,000*	*0.26%*
Total for Promoters and Promoter Group	**23,31,25,700**	**91.48%**	**1,99,75,000**	***21,31,50,700***	***67.62%***
Public	*2,16,98,300*	*8.52%*	*6,03,76,950*	*10,20,50,250*	*32.38%*
Total for Public Shareholders	**2,16,98,300**	**8.52%**	**6,03,76,950**	**10,20,50,250**	***32.38%***
Total Equity Share Capital	**25,48,24,000**	**100.00%**		**31,52,00,950**	***100.00%***

Source: RHP;(^Shares at upper price band; Computed based on number of shares as per statuary newspaper advt. dated 29-07-2026.)

Details of Secondary Transaction

*Details of **Secondary Transaction** during the 18 months preceding the date of RHP:*

Date of Transfer	Name of Transferee	Name of Transferor	No. of Equity Shares	Face Value (₹)	Transfer Price per Share (₹)	% of Paid-up Share Capital	Total Consideration (₹ Cr)
July 24, 2026	Ashish Kacholia	Sandeep Aggarwal	1,886,800	2	53.00	0.74%	10.00
July 24, 2026		Nikunj Aggarwal	1,886,800	2	53.00	0.74%	10.00
July 24, 2026	Winro Commercial (India) Ltd.	Sandeep Aggarwal	1,415,000	2	53.00	0.56%	7.50
July 24, 2026		Nikunj Aggarwal	1,415,000	2	53.00	0.56%	7.50
July 24, 2026	Gagandeep Consultancy Pvt. Ltd.	Sandeep Aggarwal	943,500	2	53.00	0.37%	5.00
July 24, 2026		Nikunj Aggarwal	943,500	2	53.00	0.37%	5.00
July 24, 2026	Urjita Jagdish Master	Sandeep Aggarwal	943,500	2	53.00	0.37%	5.00
July 24, 2026		Nikunj Aggarwal	943,500	2	53.00	0.37%	5.00
July 24, 2026	Meru Investment Fund PCC – Cell 1	Sandeep Aggarwal	471,750	2	53.00	0.19%	2.50
July 27, 2026		Nikunj Aggarwal	471,750	2	53.00	0.19%	2.50
July 27, 2026	Shruti Gagan Chaturvedi	Sandeep Aggarwal	1,415,000	2	53.00	0.56%	7.50
July 27, 2026		Nikunj Aggarwal	1,415,000	2	53.00	0.56%	7.50
July 27, 2026	Nikhil Jaisinghani	Sandeep Aggarwal	1,415,100	2	53.00	0.56%	7.50
July 27, 2026	Reina Jaisinghani	Nikunj Aggarwal	1,415,100	2	53.00	0.56%	7.50
July 27, 2026	Bharat Value Fund – Series III	Sandeep Aggarwal	2,358,500	2	53.00	0.93%	12.50
July 27, 2026		Nikunj Aggarwal	2,358,500	2	53.00	0.93%	12.50
Weighted average cost of acquisition (WACA) =>					**53.00**	**Total=>**	**115.00**

BUSINESS OVERVIEW

Ardee Industries Limited is one of India's leading players in the circular economy. They specialize in the environmentally responsible recovery and recycling of end-of-life energy storage products and non-ferrous scrap, while reclaiming critical resources from waste streams. Their product portfolio comprises pure lead and lead alloys such as lead calcium, lead antimony, lead tin, lead silver, and lead cadmium alloys. These products find applications in critical industries including energy storage, e-mobility, automotive, and chemical sectors. Their products are customizable to customer requirements with respect to purity and composition, with purity levels ranging from 99.97% to 99.985% that conform to international standards. As per the F&S Report, they are one of the fastest growing companies in terms of revenue amongst peers, with a revenue CAGR of 58.81% in the last three fiscals.

By closing the loop across collection, recycling, and production, they reduce India's dependence on imported critical metals and strengthen domestic resource security, while lowering the environmental footprint of industrial growth. With an installed recycling capacity of 156,950 MTPA and a track record of producing quality-compliant alloys, they are aligned with India's sustainability agenda and the global transition towards a circular, resource-efficient economy.

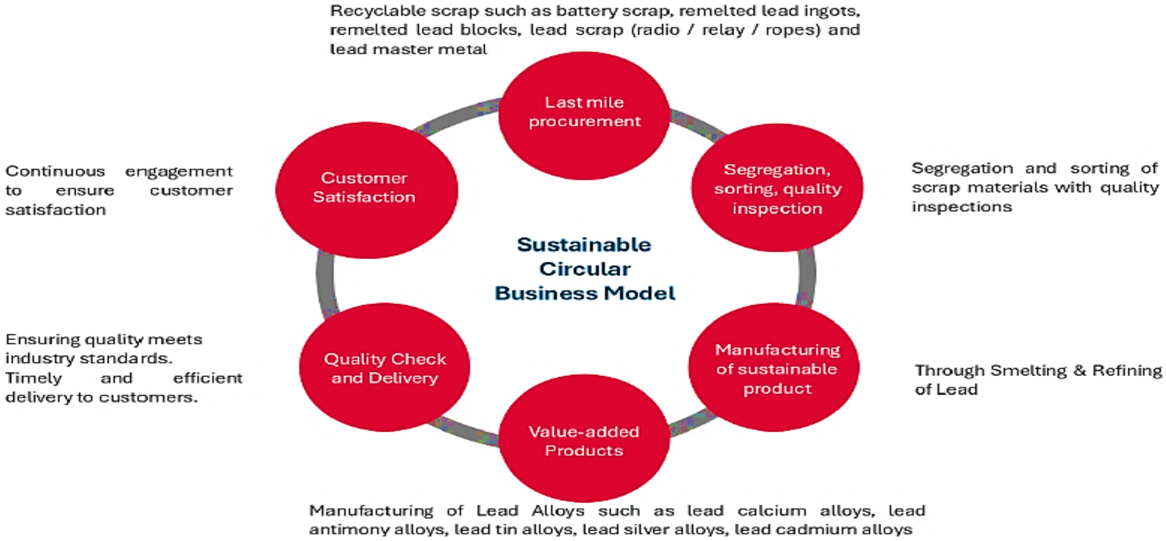
Pure lead is standardized with purity levels ranging from 99.97% to 99.98%, while lead alloys are customized to customer requirements in terms of purity and composition. Revenue is primarily derived from the sale of these recycled and refined non-ferrous metal products in domestic and international markets.

Order procurement at Ardee Industries Limited begins with customer outreach through market research, enquiries, and industry events. This is followed by a detailed vendor onboarding process involving technical evaluation, quality checks, and capability audits. Orders are placed only after successful vendor approval and ongoing compliance with customer specifications and industry standards, supported by periodic audits of their manufacturing facility. As per their revenue model, sales revenue is booked upon change of control of products to customers, in line with the terms of contracts or purchase orders.

Lead is among the most extensively recycled metals, capable of being re-melted numerous times while retaining its characteristics. Over 80% of India's lead demand is met through secondary (recycled) lead, primarily derived from used lead-acid batteries (ULABs). India's lead recycling ecosystem comprises both organized and unorganized sectors.

India's recycled lead production in FY 2026 stood at approximately 1.51 million tonnes. The recycled lead ingot market was valued at about INR 30,933 crore in FY 2026, mainly driven by applications in lead-acid batteries for the automotive sector, inverters and UPS systems, telecom, data centres, and energy storage in renewable energy such as solar power backups. Other applications include cable sheathing, PVC stabilizers, pigments, and related segments.

The company's sustainable circular business:



Ardee Industries Limited ("**Ardee**") has their brand 'Ardee' listed on the MCX platform, which provides customers and commodity traders a platform to purchase and trade in their product, pure lead. Listing on MCX establishes their credibility and competitiveness, facilitates transparent benchmark pricing, enables hedging against price risks, and improves market visibility. Further, their brand 'ARDEE LEAD 9997' is also listed on the London Metal Exchange (LME), which strengthens their credibility in international markets and provides global price benchmarking of their products.

In 2022, they were recognized as a 'One Star Export House' by the Directorate General of Foreign Trade, Ministry of Commerce & Industry, Government of India. In recognition of their consistently growing export operations, they were accorded the status of 'Three Star Export House'.

Pure lead and lead alloys play a vital role across industries owing to their unique physical and chemical properties. Recycled lead ingots are primarily used for manufacturing lead-acid batteries, which are supplied to Original Equipment Manufacturers (OEMs) in the automotive sector. Beyond automotive applications, lead-acid batteries are also used in non-automotive sectors such as inverters and UPS systems, power backup solutions for data centres, telecom towers, and energy storage systems for solar rooftop applications.

They also manufacture lead alloys by combining lead with other metals such as calcium, antimony, tin, silver, or cadmium in specific compositions tailored to customer requirements. These alloys have diverse applications: (i) lead calcium alloys enhance strength and corrosion resistance, extending battery life and reducing maintenance, (ii) lead antimony alloys add strength and improve durability to battery grids, castings, and ammunition, (iii) lead tin alloys are used in industrial and electrical applications such as soldering, electrical connections, cable sheathing, and protective coatings due to their conductivity and corrosion resistance, and (iv) lead cadmium alloys are used in specialized engineering fields requiring materials that withstand high temperatures and mechanical stress.

Their primary raw materials include recyclable scrap such as battery scrap, remelted lead ingots, remelted lead blocks, lead scrap (radio/relay/ropes), and lead master metal.

Ardee operates a manufacturing facility spread across 7.61 acres in Tirupati, Andhra Pradesh, with an installed capacity of 156,950 MTPA. The facility is equipped with advanced recycling machinery and pollution control systems, and holds ISO 9001:2015, ISO 14001:2015, and ISO 45001:2018 certifications. A NABL-accredited in-house laboratory ensures strict quality control aligned with customer specifications and industry standards.

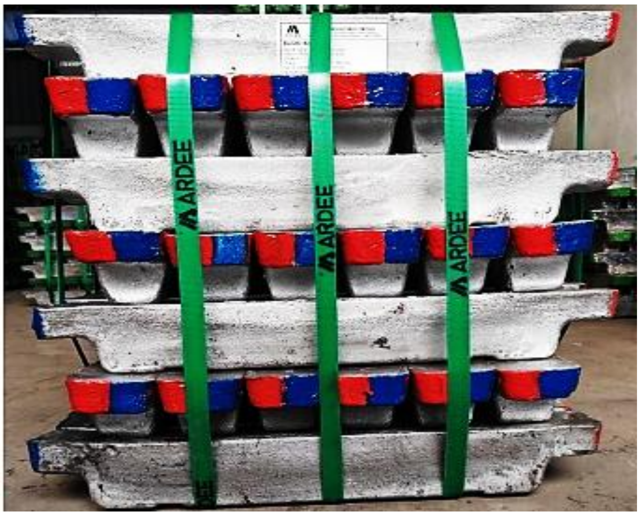
The facility's strategic location near major battery manufacturers such as Amara Raja Energy & Mobility, and close proximity to Chennai, Kattupalli, and Ennore ports, enables cost-competitive delivery and efficient export operations. This positioning has made leading battery manufacturers key customers of the company.

The company contributes to India's circular economy through sustainable practices. Oxygen is incorporated in manufacturing to reduce furnace oil use, while green fuel from end-of-life tyres replaces coal and oil. These measures enhance productivity, optimize costs, and strengthen environmental stewardship.

As of March 31, 2026, they have served more than 50 customers across domestic and international markets. Repeat customers numbered 36, 34, and 29 in fiscals 2026, 2025, and 2024, while new customers added were 16, 20, and 25 respectively. Domestic clients include Amara Raja Energy & Mobility Ltd, while international clients include Sebang Metal Trading Co. Ltd.

As of March 31, 2026, they exported products to customers in eight countries, including Singapore, Hong Kong, South Korea, Switzerland, United Arab Emirates, Japan, Saudi Arabia, and the United States of America. Additionally, they have a presence across India, with products sold in twelve states as of March 31, 2026. Their export revenue has grown at a CAGR of 138.69% from Fiscal 2024 to Fiscal 2026.

THE COMPANY PRODUCTS



The company's product range includes pure lead and lead alloys such as lead calcium alloys, lead antimony alloys, lead tin alloys, lead silver alloys and lead cadmium alloys.

Product	Product Details
• **Pure Lead**:	The company produces pure lead with a purity level ranging from 99.97% to 99.985%, in compliance with international standards. The product is available in the form of soft lead and re-melted lead, with a distinctive silver-grey metallic appearance. It is cast into standard ingots weighing approximately 23 to 30 kilograms each. The pure lead is supplied to battery manufacturers and also finds application in the cable sheathing industry.
• ***Lead Calcium Alloys***	They produce lead-calcium alloys containing 0.03% to 0.12% calcium, which strengthens the metal and improves corrosion resistance, helping batteries last longer with less maintenance. These alloys are widely used in automotive batteries, backup power systems, and sealed or valve-regulated lead-acid (VRLA) batteries.
• ***Lead Antimony Alloys***	The company produces lead-antimony alloys containing 1.5% to 11% antimony, which increases hardness, strength, and durability while offering excellent castability for complex forms. These alloys are widely used in battery grids, castings, ammunition, and conventional lead-acid batteries, especially in applications involving frequent deep discharging.
• ***Lead Tin Alloys***	They produce lead-tin alloys containing 1% to 15% tin, which improves corrosion resistance and electrical conductivity, making them useful for electrical and electronic parts. These alloys melt at lower temperatures, allowing easy shaping and application in soldering, cable sheathing, and metal coatings.
• ***Lead Silver Alloys***	They produce lead-silver alloys containing 0.007% to 0.01% silver, which strengthens the metal and improves corrosion resistance, helping batteries last longer with less maintenance. These alloys are mainly used in battery systems requiring long service life and minimal maintenance, particularly in battery grids.
• ***Lead Cadmium Alloys***	They produce lead-cadmium alloys containing 0.05% to 0.25% cadmium, which enhances durability, stability, and resistance to high-temperature degradation and mechanical wear. These alloys are used in high-performance batteries and specialized engineering applications, offering long service life and maintaining structural integrity under thermal stress.

MANUFACTURING/RECYCLING FACILITIES

The company's recycling facility is strategically located in APIIC's Industrial Park at Naidupet in Tirupati District, Andhra Pradesh, spread across 7.61 acres and certified with ISO 9001:2015, ISO 14001:2015, and ISO 45001:2018 for manufacturing and supply of lead and lead alloy ingots. The facility is equipped with advanced machinery and equipment including rotary furnaces, refining kettles, ingot casting machines, pollution control systems, spectrometer, and a battery breaker machine, enabling efficient and sustainable production operations.

Currently, the installed capacity of their Manufacturing Facility was 156,950 MTPA and 1,04,025 MTPA, respectively

The company generates hazardous waste during manufacturing operations and manages it in compliance with the Hazardous and Other Wastes (Management and Transboundary Movement) Rules, 2016 through arrangements with authorised entities for treatment, including collection, classification, transportation, and segregation. Waste is segregated and classified to ensure it is destroyed, processed, recycled, or disposed of in line with its nature and composition, regulatory requirements, and safety measures. A dedicated area of 322.14 square meters at their manufacturing facility is used for temporary storage of hazardous waste, which is regularly disposed of through a government-authorised third party.

Summary of Installed Capacity and Capacity Utilisation (%)

	Fiscal 2026			Fiscal 2025			Fiscal 2024		
Product	Installed Capacity (MTPA)	Utilized Capacity (MTPA)	Capacity Utilization (%)	Installed Capacity (MTPA)	Utilized Capacity (MTPA)	Capacity Utilization (%)	Installed Capacity (MTPA)	Utilized Capacity (MTPA)	Capacity Utilization (%)
Pure Lead	104,025	52,477	50.45%	104,025	31,286	30.07%	54,750	23,756	43.39%
Lead Alloys		17,378	16.71%		15,694	15.09%		8,812	16.09%
Total	**104,025**	**69,855**	**67.15%**	**104,025**	**46,980**	**45.16%**	**54,750**	**32,567**	**59.48%**

REVENUE FROM OPERATIONS

(₹ Cr)

Particulars	Fiscal 2026	Fiscal 2025	Fiscal 2024
Sale of Products – Finished Goods	1,021.45	667.51	419.00
Sale of Services – Job Work Income	91.33	52.00	37.15
Other Revenue – Export Incentives incl. Govt. Grant & Amortisation	11.94	8.76	0.56
Other Revenue – Foreign Exchange Fluctuation (Net)	42.93	14.46	6.25
Revenue from Operations (Net)	**1,167.65**	**742.74**	**462.96**

The bifurcation of end user industry-wise revenue from operations

(₹ Cr)

Industry	Fiscal 2026		Fiscal 2025		Fiscal 2024	
	Amount	% of Revenue	Amount	% of Revenue	Amount	% of Revenue
Battery	405.99	34.77%	328.77	44.26%	305.67	66.03%
Metal	584.03	50.02%	319.15	42.97%	104.69	22.61%
Others*	31.43	2.69%	19.60	2.64%	8.64	1.87%
Revenue from operations	**1,021.45**	**87.48%**	**667.51**	**89.87%**	**419.00**	**90.50%**

**Others include scrap sales*

Revenue from operations – as per product sold

	Fiscal 2026		Fiscal 2025		Fiscal 2024	
Particulars	Amount (₹ Cr)	% of Revenue from Operations	Amount (₹ Cr)	% of Revenue from Operations	Amount (₹ Cr)	% of Revenue from Operations
Pure Lead	659.42	56.47%	314.50	42.34%	245.43	53.01%
Lead Alloys	321.21	27.51%	319.54	43.02%	158.08	34.15%
Scrap Sale	40.09	3.43%	25.85	3.48%	15.25	3.29%
Others	0.73	0.06%	7.62	1.03%	0.24	0.05%
Revenue from Sale of Products	**1,021.45**	**87.48%**	**667.51**	**89.87%**	**419.00**	**90.50%**

The details of the sale or products (domestic and exports) and country-wise exports:

Particulars	Fiscal 2026		Fiscal 2025		Fiscal 2024	
	Amount (₹ Cr)	% of Revenue from Exports	Amount (₹ Cr)	% of Revenue from Exports	Amount (₹ Cr)	% of Revenue from Exports
Domestic	**647.72**	**55.47%**	**444.45**	**59.84%**	**374.52**	**80.90%**
Exports	**465.05**	**39.83%**	**275.06**	**37.03%**	**81.63**	**17.63%**
– *Singapore*	*197.56*	*42.48%*	*123.32*	*44.83%*	*64.20*	*78.64%*
– *Switzerland*	*188.32*	*40.49%*	*32.31*	*11.75%*	–	–
– *South Korea*	*41.30*	*8.88%*	*56.98*	*20.72%*	*8.93*	*10.93%*
– *Japan*	*19.47*	*4.19%*	*0.36*	*0.13%*	–	–
– *Hong Kong*	*14.62*	*3.14%*	*60.44*	*21.97%*	–	–
– *United Arab Emirates*	*3.29*	*0.71%*	*1.66*	*0.60%*	*4.98*	*6.10%*
– *Saudi Arabia*	*0.50*	*0.11%*	–	–	–	–
– *United States of America*	–	–	–	–	*3.53*	*4.33%*
Total Revenue from Exports	**465.05**	**100.00%**	**275.06**	**100.00%**	**81.63**	**100.00%**

The details of Revenue from Operations from the top 10 customers for the periods indicated:

Fiscal 2026			Fiscal 2025			Fiscal 2024		
Customer	Amount (₹ Cr)	% of Revenue from Operations	Customer	Amount (₹ Cr)	% of Revenue from Operations	Customer	Amount (₹ Cr)	% of Revenue from Operations
Amara Raja Energy & Mobility Ltd – Domestic	474.56	40.64%	Amara Raja Energy & Mobility Ltd – Domestic	380.41	51.22%	Amara Raja Energy & Mobility Ltd – Domestic	335.29	72.42%
Overseas Customer 2	188.32	16.13%	Overseas Customer 2	77.33	10.41%	Overseas Customer 2	62.46	13.49%
Overseas Customer 3	102.67	8.79%	Overseas Customer 3	60.44	8.14%	Pilot Industries Ltd – Domestic	7.86	1.70%
Domestic Customer 4	96.76	8.29%	Sebang Metal Trading Co. Ltd – Overseas	48.29	6.50%	Domestic Customer 4	7.50	1.62%
Overseas Customer 5	94.88	8.13%	Overseas Customer 5	45.98	6.19%	Domestic Customer 5	6.08	1.31%
Sebang Metal Trading Co Ltd – Overseas	41.30	3.54%	Overseas Customer 6	30.73	4.14%	Overseas Customer 6	5.55	1.20%
Pilot Industries Limited – Domestic	20.27	1.74%	Domestic Customer 7	14.43	1.94%	Overseas Customer 7	4.98	1.07%
Overseas Customer 8	19.47	1.67%	Overseas Customer 8	8.69	1.17%	Domestic Customer 8	3.92	0.85%
Domestic Customer 9	16.82	1.44%	Pilot Industries Ltd – Domestic	8.13	1.09%	Overseas Customer 9	3.53	0.76%
Overseas Customer 10	14.62	1.25%	Domestic Customer 10	5.41	0.73%	Sebang Metal Trading Co. Ltd – Overseas	3.38	0.73%
Total (Top 10)	**1,069.67**	**91.61%**	**Total (Top 10)**	**679.84**	**91.53%**	**Total (Top 10)**	**440.55**	**95.15%**

COMPETITIVE STRENGTHS

- ***One of India's leading players in circular economy with a proven track record with demonstrated operational stability***

Ardee is among India's leading circular economy players, engaged in recovery and recycling of end-of-life energy storage products and non-ferrous scrap. They manufacture pure lead and lead alloys with purity up to 99.985% and have expanded installed capacity to 156,950 MTPA. Their portfolio includes pure lead and alloys such as calcium, antimony, tin, silver, and cadmium, serving diverse industries. Sustainability initiatives through closed-loop recycling strengthen resource security and reduce environmental footprint.

Despite strict licensing requirements, their import operations have grown steadily, supported by low-emission technologies and compliance. The Naidupet facility in Andhra Pradesh offers strategic proximity to battery manufacturers, ports, and transport networks, ensuring efficient logistics and supply chain management.

- ***Application of Hedging Mechanism for Commodity Price Risk Related Protection***

The company's business operations are directly impacted by lead price fluctuations on the LME and MCX, which can significantly affect profitability. To mitigate this, they follow board-approved hedging practices based on a deep understanding of commodity cycles. They adopt a back-to-back pricing model for imports and exports, linking customer prices to LME rates at order confirmation, thereby insulating margins from volatility. In addition, they hedge pure lead through futures derivative contracts on the London Metal Exchange, typically covering 60%–100% of exposure within defined risk management policies.

This disciplined approach safeguards margins, stabilizes profitability, and enhances financial resilience, while the credibility and liquidity of the LME strengthen their ability to manage positions effectively. Their targeted risk management strategy supports consistent business outcomes and long-term performance.

- ***Strong customer base along with robust raw materials sourcing capabilities.***

As of March 31, 2026, they have served more than 50 customers across domestic and international markets, including **Amara Raja Energy & Mobility Ltd in India** and **Sebang Metal Trading Co. Ltd** overseas. Their ability to consistently deliver quality products with precise purity and composition has strengthened these relationships.They have expanded their international presence by supplying products to customers in eight countries - Singapore, Hong Kong, South Korea, Switzerland, United Arab Emirates, Japan, Saudi Arabia, and the United States - with export revenues growing at a CAGR of 138.69% between Fiscal 2024 and Fiscal 2026.

Their strong customer relationships reflect their comm itment to quality, recycling, and refining capabilities, enabling them to maintain a robust market presence, expand their product range and geographic reach, and achieve cost efficiency through economies of scale. Additionally, their brand **'ARDEE LEAD 9997'** is listed on the London Metal Exchange, providing global visibility and universal acceptance.

- ***Track record of profitability and consistent financial performance***

The company has experienced sustained growth across revenue, profitability, returns, and balance sheet strength over the last three fiscals, with a consistent increase in net worth. They are among the fastest-growing companies in terms of revenue amongst peers, recording a revenue CAGR of 58.81% from Fiscal 2024 to Fiscal 2026. Gross margin per ton improved from 29,466.73 in Fiscal 2024 to 38,297.06 in Fiscal 2026, while EBITDA registered a CAGR of 128.96% and profit after tax a CAGR of 207.52% during the same period. Their focus on efficiency, productivity, and cost rationalization has enabled them to deliver consistent growth and profitability.

- ***Experienced promoters and professional management team***

The company Promoters, Sandeep Aggarwal, Nikunj Aggarwal, and Esha Gupta, together bring over four decades of experience in the lead and lead alloys industry and have been instrumental in their Company's growth. The Key Managerial Personnel has a combined experience of more than forty-eight years in financial strategy, compliance, governance, and fundraising. The Senior Management team, collectively contribute over eight decades of expertise across operations, supply chain, marketing, and human resources. The Promoters and Senior Management provide vision, compliance focus, and operational excellence, enabling them to anticipate market trends, strengthen customer relationships, and expand capacities and markets.

KEY BUSINESS STRATEGIES

- ***Expand the sustainably driven product portfolio through capacity expansion and strategic integration***

Ardee owns and operates a 7.61-acre manufacturing facility in Andhra Pradesh, compliant with ISO 9001:2015, ISO 14001:2015, and ISO 45001:2018 standards. Their installed capacity has expanded from 54,750 MTPA in Fiscal 2024 to 156,950 MTPA as of the Prospectus date, supported by significant capital expenditure.

They propose to further augment capacity through consolidation of the lead recycling business of Group Company Pilot Industries Ltd, ensuring stronger governance and shareholder value. Their operations recover and recycle end-of-life energy storage products and non-ferrous scrap into pure lead and alloys, while also generating plastic scrap intended for conversion into granules, alongside plans to refine tin and copper waste. Strategic diversification aligns with India's growing demand for recycled plastic, tin, and copper, driven by electronics, renewable energy, and EV sectors. Their facility's location at Naidupet, with proximity to ports, highways, and railways, ensures efficient logistics, steady supply chains, and wider customer reach.

- ***Expanding the geographical footprint to capture larger customer base across exports and domestic markets***

Ardee has established a strong presence in both domestic and international markets, expanding from four countries in Fiscal 2024 to eight countries by March 31, 2026. Their export revenues grew by 236.96% from ₹81.63 crore in Fiscal 2024 to ₹275.06 crore in Fiscal 2025, and by 69.07% to ₹465.05 crore in Fiscal 2026. This growth reflects consistent product quality, timely deliveries, and adherence to industry standards.

The recycled lead ingots market in Southeast Asia and South Korea is projected to grow at a CAGR of 6.2% to $2.75 billion by 2030. With strategically located facilities near ports, Ardee is well-positioned to capitalize on demand from these regions and expand its share in both domestic and international markets.

- ***Leveraging the LME listing to expand their global presence***

Ardee has listed its brand '**Ardee**' on the MCX platform, making it one of the few companies with a registered brand in India's domestic commodity market. This listing enables transparent benchmark pricing, hedging against price risks, and improved market visibility.

Additionally, their brand '**ARDEE LEAD 9997'** is listed on the London Metal Exchange (LME), further enhancing credibility in international markets, providing global price benchmarking, and enabling risk management for customers and traders. The LME listing strengthens their global presence, supports export growth, and reinforces their reputation as a quality-focused manufacturer.

- ***Improving the debt profile of the Company***

Ardee requires substantial working capital to fund operations and has availed term loans and working capital facilities. As of June 30, 2026, total sanctioned borrowing stood at ₹324.96 crore, with outstanding borrowings of ₹182.07 crore, comprising secured and unsecured debt.

Their debt-to-equity ratio improved from 4.87 times in Fiscal 2024 to 1.25 times in Fiscal 2026, driven by higher shareholder equity from improved profitability and revenue growth. The Company proposes to utilize up to ₹ 20 crore from Net Proceeds towards repayment or pre-payment of borrowings, reducing debt servicing costs and improving ROCE. This strategy is expected to strengthen financial leverage, enhance resource-raising ability, and support future business expansion.

COMPETITION

The company faces competition from companies operate in the lead recycling, alloying, and metal recovery industry in India. Their key competitors include **Gravita India Ltd, Pondy Oxides and Chemicals Ltd** and **Jain Resource Recycling Ltd.**

RISK FACTORS AFFECTING THE COMPANY OPERATIONS

- ***Availability and cost of raw materials:*** Ardee Industries Limited's operations depend heavily on the availability and cost of recyclable scrap such as battery scrap, remelted lead ingots, lead blocks, and master metal. Raw material costs form the largest component of their cost structure, accounting for over 77%–80% of revenue during Fiscals 2024–2026. They source materials from domestic and international scrap and metal trading firms, dealers, and auctions. Significant reliance on imports exposes them to foreign exchange fluctuations, particularly against the U.S. dollar, which may impact financial performance and cash flows.Government restrictions, embargoes, or increases in import duties on raw materials could adversely affect operations, profitability, and growth prospects.

- ***Dependence on demand from battery and metal industries:*** The company manufactures pure lead and lead alloys from recyclable scrap, supplying customers in the battery and metal industries. Demand for their products depends on customers' ability to market effectively, maintain market share, and withstand economic or industry slowdowns. Reduced demand may lead to higher inventories and holding costs, impacting financial performance.
- The Indian lead-acid battery market was valued at ₹49,140 crores in FY 2026 and is projected to reach ₹64,895 crores by FY 2030 at a CAGR of 7.2%, driven by automotive and non-auto sectors. While this outlook is positive, risks remain from economic downturns, alternative technologies such as lithium-ion batteries, and shifts in consumer behaviour, any of which could materially affect operations, profitability, and cash flows.

- ***Strategic location of the Manufacturing Facility:*** The company owns and operates a 7.61-acre manufacturing facility at APIIC's Industrial Park, Naidupet, Tirupati District, Andhra Pradesh, one of South India's key industrial hubs. The facility benefits from proximity to major battery and metal manufacturers, enabling cost and logistical advantages through just-in-time supply.

  Naidupet offers strong connectivity via NH-16, part of the Golden Quadrilateral, and the Chennai–Vijayawada–Howrah railway line, facilitating efficient freight movement. Its closeness to seaports including Chennai, Kattupalli, and Ennore ensures smooth import of raw materials and export of finished products, reinforcing operational efficiency.

- ***Foreign exchange fluctuations:*** Ardee presents financial information in Indian Rupees but generates a significant portion of sales internationally and sources raw materials from both domestic and global markets. Volatility in the rupee against the U.S. dollar and other currencies may materially affect business performance, financial condition, and cash flows. While hedging strategies through futures contracts mitigate part of this risk, they may not fully offset rising input costs. Continued expansion of international operations increases exposure to foreign exchange fluctuations, which could impact future financial performance.

- ***Volatility in prices of lead products and/or raw materials*:** One of the major challenges for the lead recycling industry is price fluctuation, driven by factors such as raw material availability, global mining and smelting output, recycling efficiency, demand–supply dynamics, transportation costs, trade measures, and socio-political conditions. Lead prices are also directly impacted by movements on the London Metal Exchange (LME). Raw material supply and costs are further influenced by economic conditions, competition, pandemics, transportation, taxes, import duties, tariffs, and currency exchange rates. To mitigate volatility, Ardee adopts back-to-back pricing and strategic hedging. However, downturns in the battery and metal industries could reduce demand, adversely affecting operations, profitability, and financial condition.

- ***Unexpected loss, shutdown or slowdown of operations at any of their Manufacturing Facility:*** The company's manufacturing facility is subject to operating risks including equipment breakdowns, power supply interruptions, obsolescence, labour disputes, natural disasters, and industrial accidents. Despite precautions, unscheduled or prolonged disruptions—such as mechanical failures, fires, strikes, or infectious disease outbreaks - could delay deliveries, reduce output, and adversely affect sales, revenues, and financial condition.

COMPARISON WITH LISTED INDUSTRY PEERS (AS ON 31ST MARCH 2026)

Name of Company	Consolidated/ Standalone	Face Value (₹)	Market Price on BSE As on 15-07-2026 (₹)	Revenue from Operations (₹ Cr)	EPS Basic (₹)	EPS Diluted (₹)	NAV per Share (₹)	P/E	RONW (%)	ROCE (%)
Ardee Industries Ltd	**Restated**	**2**	**[•]**	**1,167.65**	**3.32**	**3.32**	**5.78**	**[•]**	**57.46%**	**44.26%**
Gravita India Ltd	Consolidated	2	1,840.15	4,265.27	52.02	52.02	332.16	35.37	15.43%	13.27%
Pondy Oxides & Chemicals Ltd	Consolidated	5	1,404.80	2,958.36	43.98	43.98	258.39	31.94	16.73%	19.88%
Jain Resources Recycling Ltd	Consolidated	2	344.05	9,543.11	10.25	10.25	45.24	33.57	22.25%	20.92%

Source: RHP; All the financial information for listed industry peers mentioned above is on a consolidated basis

Comparison of the company's KPIs with the listed peer group companies:

Particulars	Fiscal 2026				Fiscal 2025			
	Ardee Industries	Gravita India	Pondy Oxides & Chemicals	Jain Resources Recycling	Ardee Industries	Gravita India	Pondy Oxides & Chemicals	Jain Resources Recycling
Revenue from Operations (₹ Cr)	1,167.65	4,265.27	2,958.36	9,543.11	742.74	3,868.77	2,056.91	7,125.77
Revenue CAGR (%)	58.81%	16.17%	38.57%	46.80%	Na	Na	Na	Na
EBITDA (₹ Cr)	147.08	434.93	209.64	557.99	65.93	324.08	104.86	368.58
EBITDA Margin (%)	12.60%	10.20%	7.09%	5.85%	8.88%	8.38%	5.10%	5.17%
EBITDA CAGR (%)	128.96%	23.85%	72.72%	56.71%	Na	Na	Na	Na
PAT (₹ Cr)	84.68	378.33	131.87	347.40	33.27	312.90	58.06	223.29
PAT Margin (%)	7.25%	8.87%	4.46%	3.64%	4.48%	8.09%	2.82%	3.13%
PAT CAGR (%)	207.52%	24.96%	103.41%	45.62%	Na	Na	Na	Na
Total Borrowings (₹ Cr)	182.75	732.32	152.11	1,271.49	165.77	282.33	111.97	919.92
Net Worth (₹ Cr)	147.38	2,451.63	788.39	1,561.25	62.60	2,069.91	592.91	726.07
RONW (%)	57.46%	15.43%	16.73%	22.25%	53.15%	15.12%	9.79%	30.75%
ROCE (%)	44.26%	13.28%	19.88%	20.95%	25.17%	15.17%	13.27%	25.25%
Fixed Assets Turnover Ratio (Times)	16.54	5.55	12.26	103.08	11.15	9.16	12.63	99.46
Export Revenue (%)	39.83%	NA	66.00%	62.00%	37.03%	43.78%	64.53%	60.25%
Gross Margin per Ton (₹)	38,297.06	42,708.09	32,634.19	NA	33,642.16	40,819.35	22,880.24	43,985.52
Production Capacity (MTPA)	104,025	301,359	204,000	NA	104,025	236,559	132,000	141,000

Restated Summary Statement of Asset and Liabilities

(₹ Cr)

Particulars	As at March 31,		
	2026	2025	2024
ASSETS			
Property, Plant and Equipment	70.58	66.61	45.31
Right of Use Assets	1.11	–	0.09
Capital Work-in-Progress	1.71	5.10	9.73
Intangible Assets	0.13	0.01	0.01
Other Financial Assets – Non-Current	1.88	7.46	6.00
Other Non-Current Assets	6.04	0.63	3.78
Deferred Tax Asset (Net)	1.68	0.46	0.17
Inventories	116.12	44.95	41.86
Trade Receivables	24.79	59.95	39.69
Cash & Cash Equivalents	14.09	0.21	1.89
Bank Balances other than Cash	9.38	0.67	0.61
Other Financial Assets – Current	2.37	4.04	0.56
Other Current Assets	113.45	71.99	46.43
Total Assets	**363.33**	**262.06**	**196.12**
EQUITY & LIABILITIES			

Particulars	As at March 31,		
	2026	2025	2024
Equity Share Capital	50.97	3.19	3.19
Other Equity	96.42	59.42	26.06
Total Equity	**147.38**	**62.60**	**29.25**
Borrowings – Non-Current	14.91	23.09	22.55
Lease & Other Financial Liabilities – Non-Current	1.42	0.34	0.24
Provisions – Non-Current	1.25	0.60	0.37
Borrowings – Current	167.84	142.67	119.81
Lease Liabilities – Current	0.18	–	0.09
Trade Payables – Micro & Small & Others	13.80	22.75	9.43
Other Financial Liabilities – Current	3.39	1.71	6.46
Other Current Liabilities	5.01	3.05	6.49
Provisions – Current	8.15	5.26	1.44
Total Equity & Liabilities	**363.33**	**262.06**	**196.12**

Source: RHP

Restated summary statement of profit and loss

(₹ Cr)

Particulars	For the year ended March 31,		
	2026	2025	2024
Income			
Revenue From Operations (Net)	**1,167.65**	**742.74**	**462.96**
Other Income	1.23	0.79	0.43
Total Income	1,168.88	743.53	463.39
Expenses			
Cost of Material Consumed	934.23	574.94	366.97
(Increase)/Decrease in Inventories	(34.09)	9.74	0.03
Employee Benefit Expenses	32.32	21.90	20.87
Depreciation and Amortisation Expense	11.37	8.67	6.36
Finance Cost	24.00	13.41	10.35
Other Expenses	88.12	70.22	47.03
Total Expenses	**1,055.94**	**698.88**	**451.61**
Profit Before Tax	112.94	44.65	11.79
Tax Expense			
Current Year	29.35	11.67	3.48
Deferred Tax Charge	(1.26)	(0.32)	(0.35)
Tax in respect of earlier years	0.17	0.02	(0.30)
Total Tax Expense	**28.26**	**11.38**	**2.83**
Profit for the Year	**84.68**	**33.27**	**8.95**
Other Comprehensive Income (Net)	0.10	0.08	0.08
Total Comprehensive Income for the Year	**84.78**	**33.35**	**9.03**

Summary of Restated Cash Flows

(₹ Cr)

	For the year ended March 31,		
	2026	2025	2024
Profit before tax	**112.94**	**44.65**	**11.79**
Adjustments Related to Non-Cash & Non-Operating Items	23.59	18.01	13.47
Operating Profits before Working Capital Changes	**136.53**	**62.66**	**25.26**
Adjustments for Changes in Working Capital	(79.54)	(46.75)	(48.38)
Net cash generated from operations before tax	**56.99**	**15.91**	**(23.12)**
Income tax (paid)/Refund, (net)	(27.16)	(8.07)	(2.14)
Net cash generated from operating activities	**29.83**	**7.84**	**(25.26)**
Net cash used in investing activities	**(19.78)**	**(22.87)**	**(27.20)**
Net cash used in financing activities	**3.83**	**13.34**	**54.35**
Net (decrease)/ increase in cash and cash equivalents during the period	**13.88**	**(1.68)**	**1.89**
Add: Cash and cash equivalents as at the beginning of the period	0.21	1.89	0.00
Cash and cash equivalents as at the end of the period	**14.09**	**0.21**	**1.89**

DISCLAIMER

THIS “DOCUMENT” IS WRITTEN BY A SALES PERSONNEL (“AUTHOR”) AND NOT A RESEARCH ANALYST. IT DOES NOT CONSTITUTE “RESEARCH”, NOR SHOULD IT BE INTERPRETED AS SUCH. THE ABOVEMENTIONED INFORMATION/ DATA HAVE BEEN SOURCED FROM THE WEBSITES OF NATIONAL STOCK EXCHANGE OF INDIA LIMITED (NSE) AND BSE LIMITED (BSE) AND ARE SUBJECT TO CHANGE ON A REAL-TIME BASIS WITHOUT NOTICE, AND NO RELIANCE SHOULD BE PLACED ON SUCH INFORMATION. FOR UPDATED INFORMATION/ DATA YOU CAN VISIT THEIR RESPECTIVE WEBSITES.

THIS DOCUMENT IS SOLELY FOR INFORMATION AND INVESTOR EDUCATION PURPOSES AND IS NOT INTENDED TO PROVIDE ANY PROFESSIONAL ADVICE OR RECOMMENDATION. THIS DOCUMENT IS MEANT SOLELY FOR THE SELECTED RECIPIENT AND MAY NOT BE ALTERED IN ANY WAY, TRANSMITTED TO, COPIED, OR DISTRIBUTED, IN PART OR IN WHOLE, TO ANY OTHER PERSON OR TO THE MEDIA OR REPRODUCED IN ANY FORM, WITHOUT PRIOR WRITTEN CONSENT OF AXIS CAPITAL LIMITED.

THE INFORMATION/ DATA PROVIDED HEREIN THIS DOCUMENT IS PROVIDED ON "AS IS" AND "AS AVAILABLE" BASIS AND WITHOUT WARRANTY, EXPRESS OR IMPLIED. ACL DOES NOT GUARANTEE OR WARRANT THE ACCURACY, ADEQUACY, OR COMPLETENESS OF THE INFORMATION RECEIVED THROUGH THE ABOVE-MENTIONED WEBSITES. ACL HOLDS NO RESPONSIBILITY, EITHER DIRECT OR INDIRECT, OF ANY KIND AS REGARDING ANY DISCREPANCIES, COMPLETENESS, ERRORS OR OMISSIONS WITH RESPECT TO THE DATA COLLATED FROM THE ABOVE-MENTIONED WEBSITES. ANY IMAGES OF ANY COMPANY/ THIRD PARTY USED IN THIS DOCUMENT ARE THE PROPERTY OF THEIR RESPECTIVE OWNERS.

ACL, INCLUDING ITS AFFILIATES AND ANY OF ITS OFFICERS, DIRECTORS, PERSONNEL AND EMPLOYEES, SHALL NOT BE LIABLE FOR ANY LOSS, DAMAGE OF ANY NATURE, INCLUDING BUT NOT LIMITED TO DIRECT, INDIRECT, PUNITIVE, SPECIAL, EXEMPLARY, CONSEQUENTIAL, AS ALSO ANY LOSS OF PROFIT IN ANY WAY ARISING FROM THE USE OF INFORMATION / DATA RECEIVED THROUGH THE ABOVE-MENTIONED WEBSITES. THE RECIPIENT ALONE SHALL BE FULLY RESPONSIBLE / ARE LIABLE FOR ANY DECISION TAKEN ON THE BASIS OF SUCH INFORMATION/ DATA. ALL RECIPIENTS SHOULD, BEFORE ACTING UPON THE SAID INFORMATION, MAKE THEIR OWN INVESTIGATION AND SEEK APPROPRIATE PROFESSIONAL ADVICE. YOU ARE RESPONSIBLE FOR PROTECTING AGAINST VIRUSES AND OTHER DESTRUCTIVE ITEMS. YOUR RECEIPT OF THE ELECTRONIC TRANSMISSION IS AT YOUR OWN RISK, AND IT IS YOUR RESPONSIBILITY TO TAKE PRECAUTIONS TO ENSURE THAT IT IS FREE FROM VIRUSES AND OTHER ITEMS OF A DESTRUCTIVE NATURE.

BY ACCEPTING RECEIPT OF THIS DOCUMENT AND NOT IMMEDIATELY RETURNING IT, YOU WARRANT, REPRESENT, ACKNOWLEDGE, AND AGREE TO THE TERMS HEREOF.