

IPO Note



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Established 2W ancillary player with value-driven opportunity

BELRISE INDUSTRIES LIMITED

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ABOUT COMPANY:

- ❖ The Company was incorporated as “Badve Engineering Pvt. Ltd”, in 1996. The company’s name was changed to “Badve Engineering Ltd” on conversion to a public limited company in 2008 and subsequently, the name was changed to ‘Belrise Industries Limited’ in 2022
- ❖ Belrise Industries is an automotive component manufacturing company based in India offering a diverse range of safety critical systems and other engineering solutions for two-wheelers, three-wheelers, four-wheelers, commercial vehicles and agri-vehicles. Belrise Industries is one of the Top 3 companies with a market share of 24% in the overall 2-wheeler metal components segment in India as of March 31, 2024, in terms of revenue.
- ❖ The company’s product portfolio includes metal chassis systems, polymer components, suspension systems, body-in-white components and exhaust systems, among others. Moreover, the company’s automotive product portfolio comprises over 1,000 distinct products. Belrise Industries’ products are agnostic to vehicle powertrain types, reflecting its ability and flexibility across both electric vehicles and internal combustion engine technologies.
- ❖ As of December 31, 2024, the company markets its products both domestically and internationally, with operations extending to several key global markets including Austria, Slovakia, the United Kingdom, Japan and Thailand.
- ❖ As of December 31, 2024, the company services a total of 29 OEMs globally. The company has cultivated long standing relationships with customers, including prominent multinational OEMs such as Bajaj Auto Ltd, Honda Motorcycle & Scooter India Pvt. Ltd, Hero MotoCorp, Jaguar Land Rover and Royal Enfield Motors, among others.
- ❖ The company has been granted 1 patent for its suspension designs and filed 5 patents relating to electric motor, motor controller and vehicle control units, for Electric Vehicles
- ❖ As of March 31, 2025, the company operated 17 manufacturing facilities across 10 cities in 9 states in India. Annually, the company’s facilities process ~60,000 tons of steel, reflecting its extensive production capacity
- ❖ The company’s Revenue from Operations increased at a CAGR of 17.76% to ₹ 7,484.24 Cr in FY2024, from ₹5,396.85 Cr in FY2022. For the 9 months period ended December 31, 2024, the Revenue from Operations increased by 0.93% yo-y to ₹6,013.43 Cr, increasing from ₹5,957.88 Cr for the 9 months period ended December 31, 2023.

ISSUE BREAK-UP

Investor	No. of Equity Shares		₹ In Cr	% of Allocation
	Lower	Upper		
QIB	12,64,70,587	11,94,44,443	1075.00	50%
NIB	3,79,41,177	3,58,33,334	322.50	15%
-NII 1	1,26,47,059	1,19,44,445	215.00	
-NII 2	2,52,94,118	2,38,88,889	107.50	
Retail	8,85,29,412	8,36,11,111	752.509	35%
Total	25,29,41,176	23,88,88,888	2150.00	100%

NIB-1=NII Bid between ₹ 2 to 10 Lakhs

NIB-2 =NII Bid Above ₹ 10 Lakhs

Anchor Bid on : Tuesday, 20th May 2025
Issue opens on : Wednesday, 21st May 2025
Issue closes on : Friday, 23rd May 2025

Issue Details *Fresh Issue of Equity Shares aggregating up to ₹ 2,150 Cr*

Issue size: ₹ 2,150 Cr

No. of shares: 25,29,41,176-23,88,88,888

Face value: ₹ 5

Price band: ₹85 – 90

Bid Lot: 166 Shares and in multiple thereof

Post Issue Implied Market Cap: ₹ 7,683 Cr - ₹ 8,009 Cr

BRLM Axis Capital, HSBC Securities, Jefferies India, SBI Capital Markets

Registrar: MUFG Intime India Pvt Ltd

Industry: Automotive Components

Listing: BSE & NSE

INDICATIVE TIMETABLE:

Activity	On or about
Finalization of Basis of Allotment	26-05-2025
Refunds/Unblocking ASBA Fund	27-05-2025
Credit of equity shares to DP A/c	27-05-2025
Trading commences	28-05-2025

SHAREHOLDING (APPROX. NO. OF SHARES):

Pre issue	Post issue~	Post issue^
65,09,90,304	90,39,31,480	88,98,79,192

~@Lower price Band ^@ Upper Price Band

SHAREHOLDING PATTERN(%)

Particulars	Pre-Issue	Post-Issue
Promoters	90.30%	66.06%
Promoter Group	9.50%	6.95%
Public – Investor S/h	0.19%	0.14%
Public – Others S/h	0.00%	26.85%
Total	100.00%	100.00%

Category	Retail Category	NII-Bid between ₹ 2 - 10 Lakhs	NII – Bid Above ₹ 10 Lakhs
Minimum Bid Lot (Shares)	166 Shares	2,324 Shares	11,122 Shares
Minimum Bid Lot Amount (₹)	₹ 14,940^	₹ 2,09,160^	₹ 10,00,980^
No. Of Applications For 1x Applications	5,03,681 Applications	5,140 Applications	10,279 Application

KEY FINANCIALS:

₹ in Cr

Particular (INR Cr)	As at Dec' 31		As at Mar' 31,		
	2024	2023	2024	2023	2022
Share Capital (₹ Cr)	325.5	20.34	325.5	20.34	20.34
Net Worth (₹ Cr)	2,577.55	2,319.76	2,331.92	2,038.20	1,734.45
Total Borrowings (₹ Cr)	2,599.80	2,403.36	2,440.98	2,271.40	2,597.96
Revenue from Operations (₹ Cr)	6,013.43	5,957.88	7,484.24	6,582.50	5,396.85
Revenue Growth (%)	0.93%	-	13.70%	21.97%	25.54%
EBITDA (₹ Cr)	767.04	760	938.36	897.66	763.48
EBITDA Margin (%)	12.76%	12.76%	12.54%	13.64%	14.15%
Restated PAT (₹ Cr)	245.47	297.5	310.88	313.66	261.85
PAT Margin (%)	4.08%	4.99%	4.15%	4.77%	4.85%
EPS – Basic & Diluted (₹)	3.77	4.57	4.78	4.82	4.02
RoAE (%)	9.97%*	13.61%*	14.18%	16.60%	16.44%
RoCE (%)	11.03%*	12.66%*	14.83%	14.04%	12.86%
Return on Net Worth (%)	9.52%	12.82%	13.33%	15.39%	15.10%
NAV per share (₹)	39.75	35.76	35.94	31.41	26.66

Source: RHP, * Not annualized, During FY23-24 the company has made stock split of its equity shares having FV ₹10 each into equity shares FV of ₹5 each made bonus issue in the ratio of 15:1

OBJECT OF THE ISSUE :

Objects	Amount (₹ Cr)
Repayment/ prepayment, in full or in part, of certain outstanding borrowings availed by the Company	1,618.13
General corporate purposes.	[•]
Total	[•]

OFFER DETAIL :

The Offer	No. of Shares
Fresh Issue (₹ 2,150 Cr [^])	Upto 25,29,41,176-23,88,88,888 [^] Equity Shares

SHAREHOLDING PATTERN:

Shareholders	Pre-offer		Fresh Issue of Equity Shares^	Post-offer	
	Number of Equity Shares	% of Total Equity Share Capital		Number of Equity Shares	% of Total Equity Share Capital
Promoter	58,78,75,424	90.30%		58,78,75,424	66.06%
Promoters Group	6,18,50,880	9.50%	-	6,18,50,880	6.95%
Total for Promoter and Promoter Group	64,97,26,304	99.81%	-	64,97,26,304	73.01%
Public – Investor Shareholders	12,64,000	0.19%	-	12,64,000	0.14%
Public – Other Shareholders	-	0.00%	23,88,88,888	23,88,88,888	26.85%
Total for Public Shareholder	12,64,000	0.19%	23,88,88,888	24,01,52,888	26.99%
Total Equity Share Capital	65,09,90,304	100.00%	23,88,88,888	88,98,79,192	100.00%

BUSINESS OVERVIEW:

Belrise Industries is an automotive component manufacturing company based in India offering a diverse range of safety critical systems and other engineering solutions for two-wheelers, three-wheelers, four-wheelers, commercial vehicles and agrivehicles. The company's products are largely agnostic to vehicle powertrain types, reflecting its ability in catering to both electric vehicles and internal combustion engine vehicles, thus positioning it favourably to adapt to the growing electric vehicle market. The company's product portfolio includes metal chassis systems, polymer components, suspension systems, body-in-white components and exhaust systems, among others. The company specializes in precision sheet metal pressing and fabrication and is one of the Top 3 companies with a market share of 24% in the overall 2-wheeler metal components segment in India as of March 31, 2024, in terms of revenue. The company also specializes in precision sheet metal pressing and fabrication for three-wheelers and Four-Wheelers (passenger vehicles as well as commercial vehicles).

The global two-wheeler metal components market was valued at ₹1,453.85 billion in 2023, is expected to grow at a CAGR of 3.29% between 2024 to 2029 and touch ₹1,767.28 billion in 2029. India is the largest three-wheeler (3W) market in the world, with domestic sales of 0.75 million units in FY2024. The overall 3W industry expected to grow by 5-7% CAGR between FY 2025E and 2030. The Indian Passenger Vehicle industry is expected to grow at a CAGR of 4.5% to 6.5%, while the commercial vehicle industry is also expected to grow at a CAGR of 3% to 5% between 2024 and 2029. Being a well-established precision sheet metal pressing and fabrication company Belrise Industries is well positioned to capitalize on the growing two-wheeler, three-wheeler and four-wheeler markets in India and internationally.

The company's backward integration includes tool making, tube bending and press operations, while its forward integration encompasses system assembly, along with coating and painting. Annually, the company's facilities process over 60,000 tons of steel, reflecting its extensive production capacity. As of December 31, 2024, the company's design, engineering and new product development team comprised 159 members, having expertise in product design, product simulation, prototyping and testing



For several years, the company has deployed over 700 robots for metal fabrication and developed semi-automated lines for complex sub-systems such as seating and steering columns. Currently, the company is working towards developing key proprietary components such as motors, motor controllers and chargers to increase its content per vehicle, particularly for the electric vehicle market. Additionally, the company is expanding into the renewable energy sector by developing sheet metal structures for solar applications. In addition to the core operations, the company engages in overseas trading, focusing on commodities such as metals, lithium-ion batteries and electronics. This provides the company with valuable insights into commodity data, including price fluctuations and extends its geographical reach into the Middle East and Asia Pacific

The company's Revenue from Operations increased at a CAGR of 17.76% to ₹ 7,484.24 Cr in FY2024, from ₹ 5,396.85 Cr in FY2022. For the 9 months period ended December 31, 2024, the Revenue from Operations increased by 0.93% y-o-y to ₹6,013.43 Cr, increasing from ₹5,957.88 Cr for the 9 months period ended December 31, 2023. The company avails subsidies under the Maharashtra Industrial Promotion Subsidy Policy 2013, the Karnataka VAT Loan Subsidy and the Madhya Pradesh IPS 2014. For FY2024 and 9 Months Ended December 31st, 2024, the company recognized subsidies amounting to ₹ 120.53 Cr and ₹ 88.38 Cr respectively which accounted for 1.61% and 1.47% of revenue from operations for the said periods

BUSINESS VERTICALS: The company's business verticals consist of (i) sheet metal division, (ii) plastic and polymer division, (iii) suspension division and (iv) e-mobility (electric powertrain division). The company has developed a wide range of capabilities across each of its business verticals, as shown below

Business Vertical	Key Capabilities
Sheet Metal Division	Sheet metal stamping, tube bending, fabrication, assembly, testing facilities, design facilities
Plastic and Polymer Division	Injection moulding, testing facilities, design facilities
Suspension Division	Manufacturing assembly lines, surface treatment, emission control, machining, automatic riveting machine, conveyorized powder coating, testing facilities, design facilities
E-Mobility (Electric Powertrain Division)	Developing and manufacturing motor and charger components, manufacturing facility under development for hub motors and chargers (production not yet commenced)

PRODUCT PORTFOLIO: The products that the company supplies for the automotive and non-automotive sectors include the following:

Sector / Product Line	Products Supplied
Automotive – Two Wheelers	
Sheet metal based	Chassis, side and main stand, brake pedal/gear clutch lever, swing arm
Polymer based	Visor front, fenders, covers, cowls
Suspension systems	Rear suspension, front forks, steering column, helical springs
Braking systems	Braking assemblies for drum and disc brakes
Automotive – Four Wheelers	
Sheet metal based	Chassis
Polymer based	Centre grill, fog lamp cover, battery container, lids
Suspension systems	Rear suspension for sports utility vehicles, front suspension for light commercial vehicles
Non-Automotive	
Polymer refrigerator parts	Fruit and vegetable tray, handles, base
Renewable parts	Solar panel components

CUSTOMERS:

The company has cultivated long standing relationships with its customers, including prominent MNC OEMs such as Bajaj Auto, Honda Motorcycle & Scooter India Pvt. Ltd, Hero MotoCorp, Jaguar Land Rover and Royal Enfield Motors, among others. As of December 31, 2024, the company services a total of 29 OEMs globally, for a range of critical automotive components, including chassis systems, exhaust systems, polymer components, and body-in-white components. The company also engages actively with its vendors to improve the company's supply chain processes

Name of Customer	Type of Vehicle	Number of Years of Association	Key Products Supplied
Bajaj Auto	2-wheeler	15	Chassis, Exhaust System, Fender, Cowl
Royal Enfield Motors	2-wheeler	14	Chassis, Exhaust System
Honda Motorcycle & Scooter India	2-wheeler	12	Chassis, Exhaust System, Swing Arm, Handle Bar, Main Stand
VE Commercial Vehicles	Light commercial vehicles	12	Cross Car Beam, Body-in-white components
Customer I*	4-wheeler	7	Chassis, Body-in-white components
Jaguar Land Rover	4-wheeler	7	Automotive components
Hero MotoCorp	2-wheeler	6	Chassis, Exhaust System
Customer II*	2-wheeler	6	Suspensions

*The names of these customers have not been disclosed because they have not provided their consent to disclose their name in this RHP

MANUFACTURING FACILITIES

Currently, the company operates 17 manufacturing facilities across 10 cities in 9 states. The company is currently also establishing 3 manufacturing facilities, details as set out below:

Name of Facility	Products to be Manufactured	Expected Operational Date	Sources of Operating Expenditures
Chennai Facility II^	Sheet metal components	Q1 of Financial Year 2026	Internal accruals and term loans
Bhiwadi Facility II	Sheet metal and plastic components	Q1 of Financial Year 2026	Internal accruals and term loans
Pune Facility V	Hub motor	Q1 of Financial Year 2026	Internal accruals and term loans

COMPETITIVE STRENGTH:

- ***Distinguished market leader in the high-growth field of precision sheet metal pressing and fabrication within a large and growing automotive component industry***

Belrise Industries is one of the Top 3 companies with a market share of 24% in the overall two-wheeler metal components segment in India as of March 31, 2024, in terms of revenue. The two-wheeler metal products market size is projected to grow at a CAGR of ~11-13% over the next 5 years till FY2030. Moreover, the global two-wheeler metal components market valued at ~₹1,453.85 billion in 2023 and is expected to grow at a CAGR of 3.29% to ~₹1,767.28 billion in 2029. The company has strategically established its manufacturing facilities near customer locations, allowing it to work closely with the customers to design, engineer and manufacture products tailored to their specific needs.

The company has a track record of growth and between FY 2022 and 2024, its revenues have grown at a CAGR of 17.76%. With sufficient installed capacity at its manufacturing facilities and access to land in key automotive hotspots across India, the company is well-equipped to scale its production volumes in response to customer demand. This allows the company to effectively capitalize on the expanding markets for two-wheelers, four-wheelers and commercial vehicles within the country

- ***Technology-enabled, innovation driven development and process engineering capabilities***

The company has an established track record in process engineering, and using technology it endeavors to maintain high levels of manufacturing proficiency across all its facilities. The company has developed a variety of distinguishing capabilities across metal processing, polymer processing and suspension systems, which it utilizes in the manufacturing of its products.

- Metal Processing: The company deploys over 700 robots for fabrication to ensure low defect parts per million and high predictability.
- Polymer Processing: For injection molding, the company deploys over 100 machines ranging up to 1,800T, incorporating critical processes such as gas-assisted injection molding, polyurethane painting and ultrasonic and vibration welding of plastic parts.
- Suspension systems: The company designs, develops and manufactures a variety of suspension components, including shock absorbers, springs, forks and steering columns, through precision machining, casting, or forging processes. The company has been granted 1 patent for its suspension designs.

The company's design, engineering and new product development team has a strength of 159 members as of December 31, 2024. The company has co-develop engineered products for customers including the complete chassis system for one of Tata Motors commercial vehicle platform and a jointly developed completely automated manufacturing line for the production of the passenger vehicle seat slider system for a major French automotive component manufacturer. The company has also established a front visor manufacturing set up for Bajaj Auto.

- ***Vertically integrated manufacturing facilities offering a diverse range of products***

The company specializes in precision sheet metal pressing and fabrication, progressively enhancing its manufacturing capabilities through both backward integration (including tool making, tube bending and press operations) and forward integration (including system assembly and coating and painting). Further, the company has strategically diversified its product offerings to polymer components and suspension systems, thereby increasing the components it supplies per vehicle and enhancing its competitive positioning in the market.

The company has broadened its product offerings and enhanced its collaborative design and engineering services to OEMs. In FY2024, the Company sub-assembled a variety of vehicle models for Bajaj Auto. This engagement has positioned it as the largest supplier of sheet metal components to Bajaj Auto. Additionally, the company is the first supplier to establish a cathodic electro-deposition plating facility for Bajaj Auto.

- ***Longstanding customer relationships developed through years of collaboration and value addition***

The company has developed longstanding relationships with its customers, including global OEMs. The company's offerings include metal chassis systems, exhaust systems, polymer components and body-in-white components. As per CRISIL, OEMs prefer multi-product vendors as they provide consistent quality standards and a rationalized supply chain network. As of December 31, 2024, the company services a total of 29 OEMs globally. The company's top 3 OEM customers collectively accounted for 33.58%, 30.45%, 31.91%, 34.64% and 44.20% of its revenue from operations during the 9 months period ended December 31, 2024, and 2023 and FY2024, FY2023 and FY2022, respectively

- ***Largely EV-agnostic product portfolio, strategically positioned to scale in tandem with burgeoning electric vehicle market in India***

The company's product portfolio includes chassis systems, body-in-white components, polymer components and suspension systems, and is agnostic to powertrain types, placing the company in a strong position to capitalize on the growth of electric vehicles while continuing to meet the demands of the internal combustion engine OEM customers. The company supplies to its customers a diverse range of products specifically designed for electric vehicles. These products include steering columns for Bajaj Auto's electric two-wheeler, complete underbodies for Tata Motors' commercial vehicle models, body-in-white parts and cross car beams for a large OEM's electric SUV models, and accessories for Honda Motorcycle & Scooter India's e-Active model

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

The company is led by experienced first-generation promoters and a professional and experienced management team with extensive experience in the automotive industry and a proven track record of performance. The company's Managing Director, Shrikant Shankar Badve, has 28 years of experience in the automotive industry. The Company's whole-time director, Supriya Shrikant Badve, has over 16 years of experience in the automotive industry. The company's senior management personnel and key management personnel have worked with the company for an average of 8 years, resulting in effective operational coordination and continuity, essential for the company's growth.

KEY BUSINESS STRATEGIES

- ***Increase the content per vehicle through new, high value and complex products and more integrated systems***

The company plans to implement the following initiatives to increase the wallet share of its customers and increase content per vehicle, to improve profit margins:

- **Newer, high value and complex products:** The company plans to expand and enhance its product portfolio and introduce newer product offerings across a variety of powertrain agnostic product lines (i.e., applicable to electric vehicles, internal combustion engines and CNG engine types), including suspensions, steering columns and brakes, among others. The company also plans to focus on premiumization and production of higher value and more expensive chassis systems for premium two-wheelers. Further, the company intends to upgrade its manufacturing capabilities to offer more integrated systems to its existing and new customers. This will allow it to transition from a tier-1 supplier (subsystem supplier) to a tier-0.5 supplier (system supplier with long-term working relationships with customers), thus positioning the company as an integral part of its customers' development and value chain.
- **Offering more integrated systems:** The company has and will continue to offer more integrated systems to increase its content per vehicle. Particularly, it plans to gradually expand its capabilities from producing sub-systems to producing complete systems for automobiles.
- **Vertical Integration:** The company plans to advance vertical integration capabilities across all its major product categories. The company plans to enhance its tool design and development capabilities at all its key locations, enabling greater control over product development and additional cost reductions.

- ***Expansion of the Portfolio through acquisitions and developments, including through identified assets***

Electric vehicles are gaining global interest amidst the need to curb pollution, and growing awareness and concerns about environmental issues are likely to drive electrification in India. The electric two-wheeler penetration is expected to reach 33-37% by FY 2031. Electric vehicle penetration in the three-wheeler segment is expected to reach and go above 30-34% by 2029. As part of the company's growth strategy, it intends to expand the portfolio of electric vehicle and renewable energy products, through the following initiatives:

- **Electric vehicle products:** The company is currently establishing a manufacturing facility at Pune (Pune-V Facility) to develop its capabilities to manufacture and supply hub motors and chargers for electric vehicles. This facility is expected to be operational by Q1FY26. Further the company plans to increase the content per vehicle for two-wheelers from 10%-15% to 20% to 25% for electric vehicles, through proprietary segments such as motors, motor controllers and chargers for electric vehicles and exploring potential joint venture associations with prominent electric vehicle component manufacturers.
- **Renewable energy products:** The company has recently established a production line for production and assembly of sheet metal parts for solar panels, to supply to a major North American solar power company. Going forward, the company intends to ramp up and increase production of such sheet metal parts for solar panels.
- **Exhaust systems for CNG-powered vehicles:** The company has recently began manufacturing exhaust systems specifically designed for CNG-powered vehicles. Going forward, it intends to further develop and commercialize exhaust systems for CNG-powered vehicles.

- ***Build a portfolio of proprietary products, in-house and through collaborations***

The company intends to implement design, development and testing capabilities for intellectual property-protected products and build a portfolio of proprietary products that have IP-based barriers to entry and generate better profit margins. The company recently started manufacturing and supplying its patented suspensions, and steering columns, to four leading two-wheeler and three-wheeler OEMs in India.

In relation to electric vehicle components, the company plans to manufacture and supply hub motors and chargers, once the relevant manufacturing facility becomes operational in Q1FY26. In respect of hub motors and chargers for electric vehicles, the company have filed 5 patents relating to electric motor, motor controller and vehicle control units.

- ***Diversify the two-wheeler, four-wheeler and commercial vehicle customer base***

The company intends to further diversify its customer base for two-wheeler, four-wheeler and commercial vehicle manufacturers and expand its strategic relationships with multinational tier-1 suppliers based in Europe and North America that are seeking local manufacturers in India for their export markets.

The company plans to increase its sales of products for four-wheeler passenger vehicles to Japanese and Korean OEMs in the future. Additionally, the company intends to leverage its recent acquisition of assets of a plastic moulding company based in Delhi, which supplies plastic components to two major Japanese OEMs, in order to increase its presence with Japanese OEMs and to enter into the proprietary plastic components business segment. Further, the company is also looking at increasing its revenue from sale of products for use in commercial vehicles and have recently commenced development of products for one of the leading commercial vehicle OEMs in India. The company is constantly exploring other commercial vehicle cross-selling opportunities for existing customers, including Ashok Leyland and VE Commercial Vehicles (a Volvo group & Eicher Motors JV).

To increase its exports, the company intends to target manufacturing for other multinational passenger vehicle and commercial vehicle OEMs located in Europe. Further, it plans to increase its indirect exports through its existing two-wheeler OEM customers, by focusing on systems for more premium two-wheelers, given their higher acceptance in export markets. Moving forward, the company aims to become a 'one-stop shop' for OEMs, developing comprehensive supplier capabilities from design to production and after-sales service, with a particular emphasis on establishing a robust after-sales network

- ***Further grow the aftermarket presence and exports through organic and inorganic initiatives***

To capitalize on this growth opportunity in the aftermarket sector, the company is exploring the addition of new product lines, including polymer components and helmets, to broaden its portfolio and increase its visibility. Moreover, to effectively capture a larger market share, it also plans to expand the distribution network to over 150 points across India within the next 2 years. In addition, the company plans to explore inorganic growth opportunities through mergers and acquisitions in Europe and North America, to increase its reach across export markets.

REVENUE FROM OPERATIONS

The split of revenue from operations between the products:

Particulars	Fiscal					
	2024		2023		2022	
	Revenue (₹ in Cr)	% of Revenue (%)	Revenue (₹ in Cr)	% of Revenue (%)	Revenue (₹ in Cr)	% of Revenue (%)
Sheet Metal	5,299.93	70.81%	4,605.75	69.97%	4,220.95	78.21%
Plastic & Polymer	211.5	2.83%	389.28	5.91%	363.99	6.74%
Suspension	77.01	1.03%	38.06	0.58%	32.3	0.60%
E-Mobility	2.38	0.03%	-	0.00%	-	0.00%
Others*	1,893.42	25.30%	1,549.41	23.54%	779.61	14.45%
Total Revenue from Operations	7,484.24	100.00%	6,582.50	100.00%	5,396.85	100.00%

The split of revenue from operations between the products – 9 month basis

Particulars	Fiscal			
	2024		2023	
	Revenue (₹ in Cr)	% of Revenue (%)	Revenue (₹ in Cr)	% of Revenue (%)
Sheet Metal	4,414.55	73.41%	4,024.07	67.54%
Plastic & Polymer	159.83	2.66%	142.99	2.40%
Suspension	32.65	0.54%	46.24	0.78%
E-Mobility	4.18	0.07%	2.29	0.04%
Others*	1,402.21	23.32%	1,742.28	29.24%
Total Revenue from Operations	6,013.43	100.00%	5,957.88	100.00%

The split of revenue from operations vehicle type wise (%)

Particulars	As at Dec 31st,		As at Mar 31st,		
	2024	2023	2024	2023	2022
2-Wheeler	64.56%	59.92%	63.30%	65.48%	73.18%
3-Wheeler	2.92%	2.04%	2.17%	2.09%	2.65%
4-Wheeler (Passenger)	3.54%	3.76%	4.22%	4.45%	4.73%
4-Wheeler (Commercial)	5.66%	4.72%	5.01%	5.71%	4.99%
Others (Auto)	1.54%	4.21%	4.25%	2.06%	2.36%
Others (Non-Auto)	21.78%	25.35%	21.05%	20.21%	12.09%

Revenue Breakup- Domestic and International

Particulars	As at Dec 31st,		As at Mar 31st,		
	2024	2023	2024	2023	2022
Revenues – India Business	4,513.52	4,361.04	5,769.91	5,113.70	4,581.06
Badve Engg. Trading FZE*	1,221.78	1,401.75	1,451.55	1,182.91	501.31
Exports (International Business)	278.13	195.09	262.78	285.88	314.49
Total Revenue from Operations	6,013.43	5,957.88	7,484.24	6,582.50	5,396.85

INDUSTRY OVERVIEW :

Peer Group analysis

Company Name	Revenue from Operations (₹ Cr)	P/E (x)	EPS (Basic) (₹)	EPS (Diluted) (₹)	RoNW (%)
Belrise Industries Limited	7,484.24	NA	4.78	4.78	13.33
Bharat Forge Ltd	15,682.07	58.94	20.43	20.43	13.84
Uno Minda Ltd	13,910.36	62.19	15.36	15.34	21.68
Motherson Sumi Wiring India Ltd	8,321.36	39.42	1.44	1.44	42.45
JBM Auto Ltd	4,723.19	45.52	15.12	15.12	22.21
Endurance Technologies Ltd	10,052.03	44.76	48.38	48.38	16.24
Minda Corporation Ltd (Spark Minda)	4,651.10	51.32	9.65	9.49	13.99

Key financial indicators for the nine months period ended December 31, 2024

Company Name	Revenue from Operations (₹ Cr)	EBITDA (₹ Cr)	PAT (₹ Cr)	Revenue Growth (%)	EBITDA Margin (%)
Belrise Industries Ltd.	6,013.43	767.04	245.47	0.93	12.76
Bharat Forge Ltd.	11,270.20	2,012.62	630.65	-2.15	17.86
Uno Minda Ltd.	12,246.29	1,347.07	731.33	19.63	11
Motherson Sumi Wiring India Ltd.	6,771.27	725.91	440.93	11.72	10.72

Percentage Revenue by Vehicle Type for the nine months period ended December 31, 2024

Particulars	Belrise	Bharat Forge	Uno Minda	Motherson Sumi Wiring	JBM Auto	Endurance Tech	Minda Corporation (Spark Minda)
2-Wheeler	64.56%	NA	44.37%	NA	NA	64.80%	47.00%
3-Wheeler	2.92%	NA	2.34%	NA	NA	8.10%	-
4-Wheeler (Passenger)	3.54%	NA	46.31%	NA	NA	25.50%	15.00%
4-Wheeler (Commercial)	5.66%	NA	4.00%	NA	NA	-	27.00%
Others (Auto)	1.54%	NA	2.98%	NA	NA	1.50%	11.00%
Others (Non-Auto)	21.78%	NA	NA	NA	NA	NA	NA

HENSEX OUTLOOK:

Rating: Apply for Listing Gain as well as for Long Term Investment

- ✓ *BIL is a leading automotive component manufacturer with a diversified product portfolio and engineering solutions across vehicle categories.*
- ✓ *Commands approximately 24% market share in the two-wheeler segment, indicating strong positioning.*
- ✓ *The company plans to set up three new plants, which will support future revenue growth and capacity expansion.*
- ✓ *Acquisition of H-One is expected to strengthen its presence in the four-wheeler segment and widen its customer base.*
- ✓ *The company plans to utilize Rs. 1618.13 crore from the IPO proceeds for repayment/prepayment of borrowings, significantly reducing interest burden and improving profitability.*
- ✓ *Repeat orders from existing clients and introduction of new product variants offer growth visibility.*
- ✓ *Around 75% of revenue comes from domestic sales and 25% from exports, reflecting a balanced market exposure.*
- ✓ *RoCE has shown resilience, though dipped slightly in the latest period (11.03% in 9M-FY25).*
- ✓ *Management team has strong execution capabilities, supported by presence of reputed book running lead managers.*
- ✓ *If we attribute FY25 annualized earnings to its post-IPO fully diluted paid-up equity capital, then the asking price is at a P/E of 24.46. Based on FY24 earnings, the P/E stands at 24.79. Thus, the issue is reasonably priced.*

MAJOR RISK FACTOR:

- ✓ *Revenue from the company's ten largest customers comprises a significant portion of its revenue from operations (63.82% for the nine-month period ended December 31, 2024; 49.26% for the nine-month period ended December 31, 2023; 50.77% for FY 2024; 57.93% for FY 2023; and 64.43% for FY 2022). Any failure to maintain relationships with these customers, or any adverse changes affecting their financial condition, could have a negative impact on the company's business, results of operations, financial condition, and cash flows.*
- ✓ *Approximately 20% of the company's topline comprises pure internal combustion engine (ICE) components, such as exhaust systems, which are particularly susceptible to the growing shift towards electric vehicles (EVs). The company may experience a decline in revenue from the sale of products designed specifically for ICE vehicles due to the increasing adoption of EVs, which could adversely affect its business, results of operations, financial condition, and cash flows. The company manufactures and sells products for use in ICE vehicles including exhaust systems and associated components as well as products that are compatible with both ICE and electric vehicles, such as chassis, main stands, and side stands. The table below presents the company's revenue from products used in ICE vehicles and EVs for the respective periods and financial years indicated.*
- ✓ *The company derives a significant portion of its revenue from operations through the sale of automotive components for two-wheeler vehicles 64.56% for the nine-month period ended December 31, 2024, 59.92% for the nine-month period ended December 31, 2023, 63.30% for the Financial Year 2024, 65.48% for the Financial Year 2023, and 73.18% for the Financial Year 2022. Consequently, any decline in the demand for two-wheeler vehicles, or any development that renders the sale of automotive components in the two-wheeler segment less economically viable, could adversely impact the company's business, results of operations, financial condition, and cash flows.*

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Bldg.No. 2 Jesal Park, Near Jain Mandir,
Bhayander (East) Thane – 401105

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JODHPUR

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Source: RHP (Red Herring Prospectus)

(For Additional & Detailed information, please refer RHP.)

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