

IPO Report

Choice

**“Subscribe for Long-Term” to
ESDS Software Solutions Ltd.**

India's largest full-spectrum cloud and Data Centre player



Salient features of the IPO:

- Incorporated as “ESDS Software Solution Private Limited” on August 18, 2005, in Mumbai. Subsequently converted into a public limited company and renamed “**ESDS Software Solution Ltd. (ESDS)**” on **July 8, 2021**.
- ESDS is an AI-enabled cloud, managed services, Data Centre infrastructure and software solutions provider — one of only two players in India offering the entire spectrum of GPUaaS, cloud, managed services, Data Centre infrastructure and software solutions, and the larger of the two by FY26 revenue of **Rs. 472.2cr**. Runs **five Tier 3 Data Centres across four states** (Nashik, Navi Mumbai, Bengaluru, Mohali, Noida) covering over 75,266 sq. ft., fibre-linked for cross-region disaster recovery, with N+1 power and cooling redundancy and **achieved uptime of at least 99.995%** over the last three fiscals.
- The IPO comprises a **fresh issue of Rs. 720 Cr**. From the fresh issue net proceeds, **Rs. 576 Cr** will fund the **purchase and installation of cloud computing and other equipment and infrastructure for its Relevant Data Centres**, with the **balance allocated towards general corporate purposes**

Key competitive strengths:

- End-to-end digital infrastructure provider
- Comprehensive Security-as-a-Service framework
- Strong customer stickiness
- Strong Government partnerships and policy presence
- AI-led innovation and proprietary technology
- Flexible customised billing models
- Experienced leadership team

Business strategy:

- Scale infrastructure and AI/ML capabilities
- Expand Data Centre footprint
- Scale AI-driven solutions
- Deepen Government and industry partnerships
- Strengthen brand leadership
- Transition to 100% renewable energy

Risk and concerns:

- STPI land dependency
- Unproven AI/GPUaaS opportunity
- Customer concentration remains elevated
- Competition

Issue details

Price band	Rs. 408 - 429 per share
Face value	Rs. 1
Shares for fresh issue	1.765 – 1.678cr shares
Shares for OFS	NIL
Fresh issue size	Rs. 720 cr
OFS issue size	NIL
Total issue size	1.765 – 1.678cr shares (Rs. 720 cr)
Bidding date	28 th Aug. – 01 st Sept. 2026
Implied MCAP at higher price band	Rs. 5,028.351cr
Implied enterprise value at higher price band	Rs. 4,417.452cr
Book running lead manager	DAM Capital Advisors Ltd; Systematix Corporate Services Ltd.
Registrar	MUFG Intime India Pvt. Ltd.
Sector	IT Infrastructure & Services
Promoters	Piyush Prakashchandra Somani, Komal Piyush Somani And P.O. Somani Family Trust

Issue Structure:

Category	Percent of issue (%)	Number of shares
QIB portion	50%	0.882 – 0.839cr shares
Non institutional portion (Big)	10%	0.176 – 0.168cr shares
Non institutional portion (Small)	5%	0.088 – 0.084cr shares
Retail portion	35%	0.618 – 0.587cr shares

Indicative IPO process time line

Finalization of basis of allotment	02 nd Sept. 2026
Unblocking of ASBA account	03 rd Sept. 2026
Credit to demat accounts	03 rd Sept. 2026
Commencement of trading	04 th Sept. 2026

Pre and post - issue shareholding pattern

	Pre-issue	Post-issue
Promoter & promoter group	46.06%	39.47%
Public	51.71%	58.62%
Non-promoter & Non-public	2.23%	1.91%
Total	100.00%	100.00%

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

Number of shares per lot	283
Application money	Rs. 14,999

Valuation Overview and IPO Rating

ESDS Software Solutions Ltd. has spent the last three years fixing the business rather than just growing it. In FY23 it was a loss-making, heavily borrowed cloud operator on a 22.9% EBITDA margin. In FY26 it earns **Rs. 121cr of profit on Rs. 472cr of revenue**, at a **49.6% EBITDA margin** and a **25.2% RoCE**, with debt down to Rs. 109cr against Rs. 720cr of cash. The profits are real and already three years in the making. At the upper band of Rs. 429, on **FY26 post-issue EPS of Rs. 10.3**, the issue is priced at **41.6x earnings** — a multiple struck entirely on what the company has already delivered, not on what it hopes to. Behind it sits a four-year **31.5% revenue and 70.2% EBITDA CAGR**, receivable days down from 119 to 78, and a customer base that has grown from 1,465 to 2,501 in two years with 89% now taking all three service lines. The earnings base is getting stickier, not just larger. What that 41.6x does not contain is the next leg: nothing in the Rs. 10.3 of EPS reflects the **USD 1,250mn Australian AI compute contract**, the SPOCHUB GPUaaS advance, or the Kolkata and Sahibabad Data Centres due within eight quarters. With capacity still running at about 67%, that growth can be absorbed without a fresh round of building. This is not a story that resolves in a listing pop — the AI contract begins contributing only from Q3 FY27 and the new facilities later still — but for an investor willing to hold through that ramp, the price asks only for continuation of what is already working and pays nothing for what comes next. We recommend “**SUBSCRIBE FOR LONG-TERM**”.

Peer Comparison :-

Note: The company operates in a niche data center segment with no directly comparable listed peers.; Source: Choice Equity Broking.

Key Highlights of the Industry:

- **The Indian Data Centre market is compounding at roughly 20% and doubles again by FY30.** The market is valued at Rs. 11,400cr in FY26, having grown at a 20.39% CAGR over FY20-25, and is forecast to reach Rs. 24,200cr by FY30 at a 20.70% CAGR. Total installed Data Centre capacity in India stood at 1,545 MW as at March 31, 2026.
- **Cloud and managed services are growing faster than the Data Centre layer itself.** The Indian cloud services market is expected to grow from Rs. 65,100cr in FY25 to Rs. 1,87,600cr by FY30, a 23.56% CAGR, having already compounded at 22.25% over FY20-25. Managed services stands at Rs. 17,572cr in FY26 after a 27.49% CAGR over FY20-25, and is forecast at Rs. 40,285cr by FY30 (23.15% CAGR). Managed services is the fastest-growing of ESDS' three service lines and is where the FY26 revenue step-up came from.
- **Cloud GPU is the highest-growth pocket, from a very small base.** The India cloud GPU market was approximately USD 67.31mn in FY25 and is projected to reach USD 513.67mn by FY30, a CAGR of about 50.15% — roughly double the growth rate of the broader cloud market. Under the IndiaAI Mission the Government has targeted deployment of more than 18,000 high-end GPU servers; by mid-2025 over 38,000 GPUs had been deployed across 13 empanelled cloud service providers. The Nexdigm Report notes that Indian demand for AI compute has been outpacing available GPU capacity.
- **Data localisation regulation is the structural demand driver for domestic operators.** The Digital Personal Data Protection Act, 2023 and the DPDP Rules, 2025 impose compliance obligations on data fiduciaries, and the RBI's 2019 mandate requires all payments data to be stored in India. Nexdigm identifies domestic providers including ESDS, Yotta, Sify and CtrlS as positioned to benefit from this regulatory push, since compliance-driven workloads cannot default to offshore hyperscaler capacity.
- **Digital public infrastructure and internet scale underpin volume growth.** India had 1,092.79mn internet subscribers as at March 2026, growing at a 13.02% CAGR since 2014. UPI recorded 22.72bn transactions worth over Rs. 28.92 lakh crore in June 2026 across 731 participating banks; over 900mn ABHA health accounts have been created. Global Capability Centres in India reached 3,728 as at March 31, 2026, generating an estimated USD 98.40bn of revenue and expected to grow at an 11-12% CAGR to FY29.

Key Highlights of the Company:

- **Business Profile**
 - **Positioning.** An AI-enabled cloud, managed services, Data Centre infrastructure and software solutions provider. One of only two players in India offering the entire spectrum of GPUaaS, cloud, managed services, Data Centre infrastructure and software solutions — and the larger of the two by FY26 revenue of Rs. 472.2cr (Nexdigm Report).
 - **Three service lines.** IaaS (split between colocation and Data Centre services, and cloud services and cloud computing, the latter including public, private, virtual private, hybrid and community cloud plus GPUaaS); managed services; and SaaS.
 - **History.** Incorporated August 18, 2005. First Data Centre established at Nashik in 2010; cloud services launched in 2011 as one of the first "Made in India" clouds and among the first Indian providers of community cloud on a multi-tenant model.
 - **Scale.** Revenue Rs. 472.2cr, EBITDA Rs. 234.2cr and PAT Rs. 120.8cr in FY26; 2,501 customers; 993 employees as at June 30, 2026; five operational Tier 3 Data Centres aggregating over 75,266 sq. ft.
 - **Billing model.** Pay-per-consumption, pay-per-branch (used with co-operative banks), pay-per-transaction, custom consumption metrics and business-KPI based billing — enabled by the vertical auto-scaling technology, which allows invoicing on resources actually consumed rather than resources allocated.
- **Products and platforms**
 - The in-house product suite has been rebranded from "eNlight" to "SWARAJ" and extended into a full-stack, AI-autonomous cloud platform built, owned and operated within India, structured around data sovereignty, scalability, security, compliance and AI. The registered trademarks below remain in the legacy eNlight name; applications for the SWARAJ marks (SWARAJ Cloud, SWARAJ Bodhi, SWARAJ Garuda, SWARAJ Jatayoo, SWARAJ Nandi, SWARAJ Hansa and IPAS) were still under review as at the RHP date.
 - **SWARAJ Cloud** — patented vertical auto-scaling cloud technology forming the base of the community cloud, with hybrid cloud orchestration. Now developed into a full-stack platform taking customers from conceptual design through architecture generation, compliance validation, automated deployment and go-live, with GPUaaS, AI governance, model fine-tuning and MLOps/LLMOps tooling, INR-denominated billing and interoperability with open tooling including Terraform.
 - **SWARAJ GPU Monitoring Tool** — AI-powered GPU monitoring covering utilisation, memory, tensor core activity, throttling, temperature and power, with a recommendation engine for predictive risk detection and workload optimisation. Integrates with NVIDIA DCGM, AMD ROCm SMI and Kubernetes.
 - **SPOCHUB** — digital marketplace for in-house and third-party applications, also a subsidiary. eMagic (Data Centre management and monitoring suite), VTMScan (vulnerability scanner), SWARAJ WAF, SWARAJ Web VPN, SCOS object storage, SWARAJ IoT and SWARAJ Meet complete the SaaS portfolio.
 - **Famrut** — agri-advisory portal with a copyrighted decision support system for onion and garlic cultivation, plus ICT-based licensing rights granted January 2025 and August 2025.

Key Highlights of the Business (Contd...):

• Data Centres, capacity and utilisation

Data Centres			
Location	Tier / certifier	Tenure basis	Status
Nashik, Maharashtra	Tier 3, TIA 942 (QSA International)	Lease from Nashik Industrial Co-operative Estate, Nov 14, 2008 to Jan 15, 2076	Operational
Navi Mumbai (Airoli), Maharashtra	Tier 3, TIA 942 (QSA International)	MSA with Yotta Data Services, Jul 1, 2023 to Aug 14, 2031	Operational
Bengaluru, Karnataka	Tier 3, TIA 942-B 2017 (EPI Certification)	MSA with STPI, Jul 1, 2020 to Jun 30, 2030	Operational
Mohali, Punjab	Tier 3, TIA 942-B 2017 (EPI Certification)	MSA with STPI, Jul 5, 2022 to Jul 4, 2032	Operational
Noida, Uttar Pradesh	Tier 3, TIA 942 (QSA International)	MSA with STPI, 10 years from Oct 1, 2025	Operational from FY26
Kolkata, West Bengal	Not yet certified	MSA with STPI dated Aug 1, 2025, 10 years from go-live plus 5 years extendable	Targeted Q3 FY27
Sahibabad, Uttar Pradesh	Not yet certified	Contract with Central Electronics Limited, 10 years from Mar 4, 2025, revenue-sharing	Targeted Q1 FY28

Capacity Utilisation				
Particulars	FY24	FY25	FY26	Installed FY26
Cloud servers	68.61%	67.20%	67.03%	1,270 TB
Enterprise storage	64.07%	63.88%	65.38%	18,795 TB
Archive storage	54.01%	40.44%	45.56%	19,631 TB

Capacity Expansion Funded by the Net Proceeds			
Particulars	As at Jun 30, 2026	Post-Issue	Increase
Cloud server RAM (TB)	1,274.0	1,458.0	+14.4%
GPU server RAM (TB)	18.0	66.0	+266.7%
GPU compute (teraflops)	81	2,481	+2,963%
Enterprise storage - raw (TB)	18,795	21,371	+13.7%
Archive storage - raw (TB)	19,631	26,543	+35.2%
GPU storage - raw (TB)	0	2,000	New capability

- Cloud utilisation has held flat at around 67% while installed capacity rose 52% over FY24-26, so capacity is being added in step with demand rather than ahead of it. Archive storage is the outlier — capacity nearly doubled in FY26 while utilisation remained at 45.56%. Management describes the headroom as a deliberate planning buffer for demand spikes, onboarding and scheduled maintenance.
- Physical specification.** N+N / N+1 redundant UPS; automated diesel generators in N+1; rack power of 3KW to 20KW; dual PDUs per rack with intelligent PDUs for rack-level power monitoring and billing; precision air conditioning in N+N / N+M / N+1 with power backup; VESDA laser-based smoke detection.
- Performance.** Contracted uptime of at least 99.95% against achieved uptime of at least 99.995% across all Data Centres over the last three fiscals, versus the Tier 3 standard of 99.98%. Average PUE of 1.55; approximately 35% cooling efficiency improvement through cold aisle containment, active tiles, booster fans and blanking plates; 150kWp on-site solar avoiding around 61 tonnes of CO₂ per year.
- Certifications.** ISO 9001, ISO/IEC 27001:2022, ISO 20000-1, ISO 22301, ISO 27017, ISO 27018, ISO 27701, ISO 14001, ISO 45001, PCI DSS 4.0, CMMI Maturity Level 5, SOC I/II/III and STQC-MeitY across the Nashik and Navi Mumbai facilities, with a comparable set at Bengaluru and Mohali.

• Partnerships and empanelment

- STPI.** Three of the five operational Data Centres — Bengaluru, Mohali and Noida — are jointly developed and operated with STPI on a public-private partnership with revenue sharing, as will be the proposed Kolkata facility. Of STPI's six Tier 3 Data Centres in India, three are run by ESDS.
- MeitY STQC.** Audited and empanelled cloud service provider for public cloud, virtual private cloud and government community cloud services.
- Technology and business collaboration partners.** Revenue from collaborations was Rs. 70.1cr (24.47% of revenue) in FY24, Rs. 80.9cr (22.39%) in FY25 and Rs. 79.7cr (16.87%) in FY26. Partners include an Indian multinational IT services and consulting company on a smart city project, a back-end IT services provider for core banking on the pay-per-branch model, a full-service SAP solutions provider, and Dell International Services India. Smart metering projects include 5mn smart meters in Uttar Pradesh.

• Material contracted items not yet in the revenue base

- Australia AI cloud infrastructure agreement.** Signed March 31, 2026 with an Australia-based neocloud AI compute provider. Initial term five years with a two-year extension option; total contract value approximately USD 1,250mn (Rs. 11,831cr at USD 1 = Rs. 94.65). Approximately 8,208 NVIDIA B300 GPUs to be deployed in an existing Australian facility, with delivery targeted for September 2026 and revenue expected to commence in Q3 FY27. Nil revenue recognised in FY26.
- SPOCHUB GPUaaS contract.** Subsidiary SPOCHUB Solutions has secured a GPUaaS contract with an enterprise customer incorporated outside India for exclusive access to cloud infrastructure. An advance of Rs. 1,176.64cr has been received and will be amortised only after the go-live date — an amount equal to 2.5 times FY26 revenue, sitting on the balance sheet rather than in the P&L.
- Capacity expansion funded by the Net Proceeds.** Cloud server RAM from 1,274 TB to 1,458 TB; GPU server RAM from 18 TB to 66 TB; GPU compute from 81 to 2,481 teraflops; enterprise storage from 18,795 TB to 21,371 TB; archive storage from 19,631 TB to 26,543 TB; and 2,000 TB of new GPU storage. The step-up is overwhelmingly GPU-weighted.

Revenue Mix & Operational Metrics:

Revenue Bifurcation - Service Line (in Rs. Cr)										
Particulars	FY22	% Rev	FY23	% Rev	FY24	% Rev	FY25	% Rev	FY26	% Rev
IaaS	89.1	45.6%	86.6	41.7%	142.1	49.6%	203.6	56.4%	207.2	43.9%
Cloud services and cloud computing	84.6	43.3%	76.5	36.8%	119.1	41.6%	166.3	46.0%	167.9	35.6%
Colocation and Data Centre services	4.5	2.3%	10.1	4.9%	23.0	8.0%	37.3	10.3%	39.3	8.3%
Managed services	55.2	28.3%	61.8	29.8%	77.5	27.1%	75.7	20.9%	194.6	41.2%
SaaS	51.1	26.1%	59.2	28.5%	66.9	23.3%	82.0	22.7%	70.4	14.9%
Revenue from operations	195.4	100.0%	207.6	100.0%	286.5	100.0%	361.3	100.0%	472.2	100.0%

Revenue Bifurcation - Customer Industry (in Rs. cr)										
Particulars	FY22	% Rev	FY23	% Rev	FY24	% Rev	FY25	% Rev	FY26	% Rev
BFSI	20.5	10.5%	24.2	11.6%	52.4	18.3%	111.5	30.9%	82.8	17.5%
Government	57.9	29.6%	70.4	33.9%	97.5	34.0%	106.7	29.5%	129.3	27.4%
Enterprise	116.9	59.9%	113.0	54.5%	136.6	47.7%	143.1	39.6%	260.2	55.1%
Revenue from operations	195.4	100.0%	207.6	100.0%	286.5	100.0%	361.3	100.0%	472.2	100.0%

Revenue Bifurcation - Geographical (in Rs. cr)										
Particulars	FY22	% Rev	FY23	% Rev	FY24	% Rev	FY25	% Rev	FY26	% Rev
India	176.5	90.3%	192.0	92.5%	271.4	94.7%	274.3	75.9%	351.8	74.5%
Foreign	18.9	9.7%	15.6	7.5%	15.1	5.3%	87.0	24.1%	120.4	25.5%
Revenue from operations	195.4	100.0%	207.6	100.0%	286.5	100.0%	361.3	100.0%	472.2	100.0%

Source: Choice Equity Broking

Financial statements:

Restated consolidated profit and loss statement (Rs. cr)							
	FY22	FY23	FY24	FY25	FY26	CAGR (FY22-26)	CAGR (FY24-26)
Revenue from Operations	195.4	207.6	286.5	361.3	472.2	24.7%	28.4%
Employee benefit expenses	(70.8)	(77.0)	(85.1)	(94.1)	(104.4)	10.2%	10.8%
Other expenses	(65.8)	(83.1)	(99.6)	(112.3)	(133.6)	19.4%	15.8%
EBITDA	58.7	47.5	101.9	154.9	234.2	41.3%	51.6%
Depreciation & amortization expenses	(42.9)	(49.1)	(52.6)	(62.2)	(63.5)	10.3%	9.9%
EBIT	15.8	(1.7)	49.3	92.7	170.8	81.4%	86.1%
Finance costs	(17.7)	(25.9)	(31.6)	(25.2)	(11.8)	-9.7%	-38.9%
Other income	3.3	4.7	5.6	15.3	8.4	26.3%	22.6%
Exceptional items	(3.5)	(4.8)	(1.1)	(0.1)	-	-100.0%	-100.0%
PBT	(2.1)	(27.7)	22.3	82.6	167.4	-	174.0%
Tax expenses	(0.5)	5.2	(8.7)	(27.0)	(46.6)	208.3%	131.6%
Reported PAT	(2.7)	(22.5)	13.6	55.6	120.8	-	198.0%
Adjusted PAT	0.8	(17.7)	14.7	55.8	120.8	246.6%	186.9%

Restated consolidated balance sheet statement (Rs. cr)							
	FY22	FY23	FY24	FY25	FY26	CAGR (FY22-26)	CAGR (FY24-26)
Equity share capital	9.2	9.3	9.3	10.0	10.0	2.3%	4.0%
Other Equity	196.5	201.3	216.6	407.5	533.6	28.4%	57.0%
Minority Interest	(0.4)	(0.4)	0.6	-	0.5	-	-5.1%
Non-current borrowings	65.6	93.0	84.8	40.6	28.4	-18.9%	-42.1%
Non-current lease liabilities	60.8	55.9	93.3	50.0	37.6	-11.3%	-36.5%
Non-current employee benefit obligation	8.4	9.1	7.7	9.3	9.7	3.7%	12.3%
Net deferred tax liabilities	3.6	-	5.6	11.6	14.3	41.0%	59.1%
Trade payables	26.5	27.7	23.3	29.0	38.9	10.1%	29.2%
Current borrowings	67.9	71.8	64.3	22.1	14.5	-32.0%	-52.5%
Current lease liabilities	20.5	14.5	16.4	14.0	16.0	-6.0%	-1.5%
Other current financial liabilities	53.7	5.7	10.1	39.5	12.7	-30.3%	11.9%
Current employee benefit obligation	0.3	0.3	4.8	5.2	3.0	76.6%	-20.9%
Current tax liabilities (net)	0.0	-	-	2.5	23.0	445.2%	-
Other current liabilities	9.9	12.5	10.8	14.5	1,195.7	231.2%	950.0%
Total liabilities	522.6	500.7	547.7	656.0	1,937.9	38.8%	88.1%
PP&E	204.3	196.7	218.1	285.0	316.4	11.6%	20.5%
Intangible assets	16.5	11.0	4.8	1.3	13.0	-5.7%	65.2%
Right-of-use assets	85.1	83.1	99.5	66.2	58.4	-9.0%	-23.4%
Capital WIP	0.1	-	-	-	4.0	174.8%	-
Other non current financial assets	20.8	27.5	14.4	18.3	18.7	-2.7%	13.9%
Deferred tax assets (net)	-	1.6	-	-	-	-	-
Other non-current assets	0.2	-	2.5	7.8	6.3	133.4%	59.7%
Current Trade receivables	63.9	57.1	69.0	99.8	102.1	12.5%	21.7%
Cash & cash equivalents	0.0	0.0	0.0	0.0	0.0	4.2%	4.9%
Bank balances other than cash	49.7	19.9	2.2	60.7	1,253.4	124.1%	2277.7%
Unbilled receivables	33.9	31.4	51.5	43.7	63.4	16.9%	10.9%
Other current financial assets	7.6	30.4	53.5	36.7	45.6	56.4%	-7.7%
Current tax assets (net)	16.4	23.5	14.2	-	-	-100.0%	-100.0%
Other current assets	24.2	18.4	18.0	29.9	49.6	19.7%	66.0%
Total assets	522.6	500.7	547.7	656.0	1,937.9	38.8%	88.1%

Source: Choice Equity Broking

Financial statements (Contd...):

Restated consolidated cash flow statement (Rs. cr)

	FY22	FY23	FY24	FY25	FY26	CAGR (FY22-26)	CAGR (FY24-26)
Cash flow before working capital changes	65.1	50.6	108.5	166.2	242.2	38.9%	49.4%
Working capital changes	2.9	13.0	(63.4)	0.6	1,149.5	346.7%	-
Cash flow from operating activities	57.8	56.5	53.0	162.6	1,367.7	120.6%	407.8%
Purchase of fixed assets & CWIP	(60.6)	(36.2)	(23.0)	(113.4)	(125.9)	20.1%	133.7%
Cash flow from investing activities	(69.7)	(54.0)	(1.4)	(109.3)	(131.2)	17.1%	852.4%
Cash flow from financing activities	32.4	(20.8)	(66.4)	7.5	(44.7)	-	-17.9%
Net cash flow	20.6	(18.3)	(14.8)	60.7	1,191.8	175.9%	-
Opening balance of cash	14.4	35.1	16.9	2.2	60.7	43.3%	89.6%
Effects of exchange rate changes on cash	0.1	0.2	0.2	(2.3)	0.9	65.2%	89.6%
Closing balance of cash from continuing operations	35.1	16.9	2.2	60.7	1,253.4	144.5%	2262.3%

Financial ratios

Particulars	FY22	FY23	FY24	FY25	FY26
Profitability ratios					
Revenue growth rate	-	6.2%	38.0%	26.1%	30.7%
EBITDA growth rate	-	-19.1%	114.6%	52.0%	51.2%
EBITDA margin	30.0%	22.9%	35.6%	42.9%	49.6%
EBIT growth rate	-	-110.6%	-	87.9%	84.3%
EBIT margin	8.1%	-0.8%	17.2%	25.6%	36.2%
Restated reported PAT growth rate	-	-	-160.6%	-	117.3%
Restated reported PAT margin	-1.4%	-10.8%	4.8%	15.4%	25.6%
Restated Adjusted PAT growth rate	-84.7%	-	-183.0%	-	116.7%
Restated Adjusted PAT margin	0.4%	-8.5%	5.1%	15.4%	25.6%
Cash Conversion					
Trade receivables days	119.3	106.4	80.3	85.2	78.0
Trade payables days	(49.4)	(47.6)	(32.5)	(26.4)	(26.2)
Cash conversion cycle	69.9	58.7	47.9	58.8	51.8
Turnover ratios					
Trade receivable turnover ratio	3.1	3.4	4.5	4.3	4.7
Accounts payable turnover ratio	7.4	7.7	11.2	13.8	13.9
Fixed asset turnover ratio	0.6	0.7	0.9	1.0	1.2
Total asset turnover ratio	0.4	0.4	0.5	0.6	0.2
Liquidity ratios					
Current ratio	1.1	1.4	1.6	2.1	1.2
Quick ratio	1.1	1.4	1.6	2.1	1.2
Total debt	268.5	241.0	268.9	166.3	109.1
Net debt	268.5	240.9	268.9	166.2	109.1
Debt to equity	1.3	1.1	1.2	0.4	0.2
Net debt to EBITDA	4.6	5.1	2.6	1.1	0.5
Cash flow ratios					
CFO to PAT	(21.7)	(2.5)	3.9	2.9	11.3
CFO to Capex	1.0	1.6	2.3	1.4	10.9
CFO to total debt	0.2	0.2	0.2	1.0	12.5
CFO to current liabilities	0.3	0.4	0.4	1.3	1.0
Return ratios					
RoIC (%)	3.4%	-0.4%	7.5%	12.6%	20.5%
RoE (%)	0.4%	-8.4%	6.5%	13.4%	22.2%
RoA (%)	0.2%	-3.5%	2.7%	8.5%	6.2%
RoCE (%)	3.2%	-0.4%	9.7%	15.3%	25.2%
Per share data					
Restated EPS (Rs.)	0.1	(1.8)	1.5	5.6	12.0
BVPS (Rs.)	20.5	21.0	22.5	41.6	54.1
Operating cash flow per share (Rs.)	5.8	5.6	5.3	16.2	136.2
Free cash flow per share (Rs.)	-	(2.0)	2.9	(5.4)	(0.6)

Source: Choice Equity Broking

IPO rating rationale

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

Subscribe for Long Term: Relatively better growth prospects but with valuation discomfort.

Avoid: Concerns on both fundamentals and demanded valuation.

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