

IPO Report

Choice

**“SUBSCRIBE For Long Term” to
Zetwerk Manufacturing Businesses Ltd.**

Building India's Manufacturing Platform for the Long Haul



Salient features of the IPO:

- Zetwerk Manufacturing Businesses Ltd. (ZMBL)** is a Bengaluru-based, technology-led, asset-light manufacturing platform that gets industrial and consumer products made for 1,802 customers through 6,979 third-party suppliers in 26 countries and 26 own facilities in India, the USA, Spain and Germany. It has two segments: Manufacturing (Energy, Precision and Capital Goods; 59% of FY26 revenue) and Ecosystem / Terra91 (metals and petrochemicals; 41%).
- ZMBL is promoted by Amrit Pratik Acharya and Srinath Ramakkrushnan (IIT Madras, ex-ITC), who hold 15.86% pre-issue (20.66% with the promoter group). It is VC-backed by Peak XV, Greenoaks, Accel, Lightspeed and Kae Capital.
- ZMBL was incorporated in December 2017. Revenue reached Rs. 15,913 cr in FY26 (+40.4% YoY), but the company is still loss-making (loss from continuing operations of Rs. 964 cr in FY26) and is exiting its civil infrastructure business.
- The offer comprises a fresh issue of up to Rs. 2,830 cr and an OFS of up to 14.45 cr shares (face value Re. 1) by the promoters, Creovate and investors. Rs. 2,160 cr of the fresh issue will repay debt; the balance is for unidentified acquisitions and general corporate purposes.

Key competitive strengths:

- Multi-engine model across energy, precision and capital goods
- Asset-light hybrid: 6,979 suppliers plus 26 own facilities
- Proprietary Zetwerk OS with AI-based supplier matching
- Sticky customers: 80% repeat revenue; 128.85% median NRR
- Terra91 raw-material buying power; cycle-tested founders

Business strategy:

- Increase wallet share; multi-category, take-or-pay contracts
- Win customers in grid, AI/data-centre and precision industries
- Diversify early into space, green hydrogen and defence
- Expand abroad; add own capacity in the USA and Europe
- Grow design-led / ODM work (13.93% of FY26 mfg GMV)
- Deepen supplier base; selective greenfield and bolt-on M&A

Risk and concerns:

- Persistent losses; adjusted EBITDA margin only 2.65% (FY26)
- Cash burn, rising working capital; CRISIL A-/Negative
- Civil infrastructure exit: Rs. 642 cr discontinued loss in FY26
- US tariffs; top-10 customers at 35.9% of FY26 revenue
- Reliance on third-party suppliers; commodity price swings
- Low promoter stake (15.86%), share pledges and litigation

Issue details

Price band	Rs. 143 - 151 per share
Face value	Re. 1
Fresh issue	Rs. 2830 Cr. (19.790 - 18.742 Cr. shares)
OFS	Rs. 2066.71 - 2182.33 Cr. (14.453 Cr. shares)
Total issue	Rs. 4896.71 - 5012.33 Cr. (34.243 - 33.194 Cr. shares)
Employee reservation	Rs. 10.01 - 10.57 Cr. (0.070 Cr. shares)
Net issue	Rs. 4886.70 - 5001.76 Cr. (34.173 - 33.124 Cr. shares)
Bidding date	15 th Oct. – 19 th Oct. 2026
Implied MCAP @ Rs. 151	Rs. 25,582cr
Implied EV @ Rs. 151	Rs. 25,906cr
Book running lead manager	Kotak, Morgan Stanley, Goldman Sachs, Avendus, JM, HSBC, Pantomath
Registrar	KFin Technologies Ltd.
Sector	Manufacturing platform
Promoters	Amrit Pratik Acharya and Srinath Ramakkrushnan

Issue Structure:

Category	Percent of issue (%)	Number of shares
QIB portion	75%	25.630 - 24.843 Cr.
Non institutional portion (Big)	10%	3.417 - 3.312 Cr.
Non institutional portion (Small)	5%	1.709 - 1.656 Cr.
Retail portion	10%	3.417 - 3.312 Cr.

Indicative IPO process time line

Finalization of basis of allotment	21 st Oct. 2026
Unblocking of ASBA account	22 nd Oct. 2026
Credit to demat accounts	22 nd Oct. 2026
Commencement of trading	23 rd Oct. 2026

Pre and post - issue shareholding pattern

	Pre-issue	Post-issue
Promoter & promoter group	21.08%	15.71%
Public	78.92%	84.29%
Non-promoter & Non-public	0.00%	0.00%
Total	100.00%	100.00%

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

Number of shares per lot	99
Application money	Rs. 14,949

Valuation Overview and IPO Rating

ZMBL is building a scaled, technology-led manufacturing platform with good long-term visibility. Its manufacturing order book has more than doubled from Rs. 6,170 cr (Mar-24) to Rs. 13,062 cr (Jun-26), about 1.4x FY26 manufacturing revenue, and new orders continue to run well ahead of execution. Part of this book is under multi-year take-or-pay contracts. The mix is also moving the right way, towards own facilities, recurring components and design-led work, and the manufacturing segment already earns an EBITDA margin of about 6%. The fresh issue will mainly repay debt, which should cut finance costs, one of the main reasons for the losses. On valuation, the issue is priced at about 61x FY26 adjusted EBITDA and 1.6x FY26 revenue at the upper price band; P/E is not meaningful given the losses. Even if the Ecosystem business is valued at nil, the price is about 46x FY26 Manufacturing EBITDA, which is rich against listed manufacturers that earn EBITDA margins of 11–18%. The valuation therefore rests on margin expansion: to justify a 25x EV/EBITDA, ZMBL needs EBITDA of over Rs. 1,000 cr, or a margin of about 6.5% on FY26 revenue. This looks achievable over time as the order book converts and the manufacturing share rises. Near-term risks such as cash burn, governance flags and a large OFS remain. Given the strong order visibility and long growth runway, but with valuation discomfort, we recommend investors with a long-term horizon to **“SUBSCRIBE For Long Term”**.

Key Highlights of the Industry:

- **Global manufacturing is being re-wired away from China.** Global manufacturing GVA was USD 16.8tn in CY2024 (5.45% CAGR since CY2020), with China making ~28% of output. Since CY2022 China's manufacturing GVA has shrunk at a 1.86% CAGR, while India (5.59%), Mexico (7.53%) and the US (4.17%) have accelerated, driven by China+1 sourcing, US reshoring (announcements of over USD 1.7tn by CY2024) and tariffs on steel, aluminium, autos and solar panels.
- **India is a key beneficiary.** India's manufacturing GVA reached Rs. 41.7 lakh cr (USD 490bn) in CY2024, growing ~1.7x faster than global manufacturing since CY2014. Manufacturing FDI was Rs. 1.62 lakh cr in FY2025 (+18% YoY), capacity utilisation rose from 68.3% to 77.7% (FY2020-25), and PLI schemes across 14 industries carry commitments of over Rs. 1.97 lakh cr.
- **A large and growing procurement pool.** India's manufacturing procurement of durable goods grew from Rs. 9.4 lakh cr in FY2021 to Rs. 17.4 lakh cr (USD 204bn) in FY2026 and is projected at Rs. 37.5-42.6 lakh cr by FY2031P; the US pool is USD 625bn (FY2026), projected at USD 681-788bn by FY2031P. Opex-linked (recurring) spend is 60-70% of total manufacturing spend, capex 20-30%.
- **Fragmented supply makes room for platforms.** India has ~76 mn registered MSMEs (~21% in manufacturing) producing ~35% of manufacturing output at ~74% capacity utilisation, and lead times are long (power transformers: 30-36 months in India, 36-42 months in the US). Redseer pegs the FY2026 TAM for manufacturing platforms at Rs. 10.3-12.6 lakh cr in India and Rs. 2.1-6.3 lakh cr in the US, rising to Rs. 17.7-20.0 lakh cr and Rs. 26.8-31.0 lakh cr respectively by FY2031.
- **Strong demand in Zetwerk's end-markets.** India's renewable capacity rose from 78 GW (CY2015) to 250 GW (CY2025), with solar at ~135 GW; US renewables are ~468 GW. India's electronics production grew six-fold to Rs. 11.3 lakh cr in FY2025, and US AI/data-centre spend is projected at ~2% of GDP in CY2026. Grid & power equipment, AI/data-centre infrastructure and precision components are the industries moving fastest to platforms.
- **Key industry risks:** capex cyclicality, commodity price swings (steel, aluminium, zinc, copper), tariff and local-content changes, supplier quality, a working-capital float between paying suppliers and collecting from buyers, and competition from entrenched, relationship-driven procurement.

Key Highlights of the Company:

- **Who they are**
 - **A technology-led, asset-light manufacturing platform.** Zetwerk Manufacturing Businesses Ltd (incorporated Dec 2017, Bengaluru) gets industrial and consumer products made for its customers through 6,979 third-party suppliers in 26 countries and 26 own facilities in India, the USA, Spain and Germany (FY26). It has delivered cumulative GMV of Rs. 74,374 cr since inception.
 - **Founders:** promoters Amrit Pratik Acharya and Srinath Ramakkrushnan met at IIT Madras and began their careers at ITC; key investors include Peak XV, Greenoaks, Accel and Lightspeed.
 - **Two segments:** Manufacturing (Rs. 9,375 cr in FY26; 59% of revenue) across Energy, Precision and Capital Goods; and Ecosystem / Terra91 (Rs. 6,539 cr; 41%), which sells ferrous and non-ferrous metals and petrochemicals (828 customers and 562 suppliers in FY26).
 - **Scale:** revenue from operations of Rs. 15,913 cr in FY26 (+40.4% YoY) and Rs. 4,118 cr in 3M FY27 (+55.4% YoY); 1,802 customers in FY26 (1,715 excluding exited categories, up from 17 in FY19) and 3,754 permanent employees (Jun-26).
 - **Zetwerk OS:** in-house software runs the order lifecycle - AI-based supplier matching (ProcureZ), project and factory planning (ZISO/ZPS), quality (ZAQ) and logistics (ZHIP) - with a ~99% first-pass rate on third-party orders in FY26.
- **Manufacturing verticals & products**
 - **Energy Products (Rs. 6,508 cr in FY26; 69% of manufacturing revenue):** solar trackers and torque tubes, solar modules and plants, offshore wind nacelle assemblies and FRP components, power and distribution transformers, transformer laminations and components, and switchgear.
 - **Precision Products (Rs. 1,397 cr; 15%):** wholly recurring components - PCBs and electronics assemblies, laptops, hearables and wearables, smart-ring parts, TVs and displays, EV chargers, engine parts, turbine blades and data-centre components.
 - **Capital Goods (Rs. 1,464 cr; 16%):** one-time capex products - process plant equipment, LPG/CNG storage tanks, Horton spheres, structural steel, railway girders, and oil & gas and boiler-turbine-generator parts.
- **The model is shifting to own manufacturing, recurring and design-led work**
 - **Own facilities:** their share of manufacturing revenue rose from 7.1% in FY24 to 33.2% in FY26 and 52.6% in 3M FY27, helped by FY26 acquisitions - Kryfs Power Components (51% for Rs. 738 cr; transformer laminations), Winsharp (TV/display EMS), JZNEE (US solar tracker structures; USD 23.6 mn) and Angelina (US oil & gas tanks; USD 19.5 mn).
 - **Recurring and ODM:** recurring components rose to 71.2% of manufacturing GMV in 3M FY27 (49.9% in FY24); ODM (design-led) contracts rose to 13.9% in FY26 (8.1% in FY24).
 - **Orders:** manufacturing order book of Rs. 13,062 cr (Jun-26) vs Rs. 6,170 cr (Mar-24), ~1.4x FY26 manufacturing revenue; manufacturing new orders of Rs. 15,393 cr in FY26 (Rs. 23,074 cr including Ecosystem, up from Rs. 43 cr in FY19); average order value Rs. 9.2 cr in FY26 (Rs. 4.6 cr in FY24).
- **Customers & geography**
 - **Marquee, sticky customers:** Siemens Gamesa, NextPower, Acer India, boAt, CG Power, NTPC Renewable Energy, Nordex Acciona, Mortenson and IOCL. NextPower torque-tube sales doubled from USD 39.1 mn (FY24) to USD 78.7 mn (FY26); multi-year deal worth ~USD 91 mn a year.
 - **Retention:** repeat customers made up 80.2% of manufacturing revenue in FY26 (89.3% in 3M FY27); net revenue retention was 137% in FY24, 87% in FY25 and 120% in FY26. Top-10 customers were 35.9% of revenue in FY26 (22.4% in FY24).
 - **Geography:** India was 82.5% of FY26 revenue and the USA 14.3% (21.5% in FY24). New US tariffs on Indian solar piles cut orders in FY25; new contracts now pass tariffs through to customers.

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

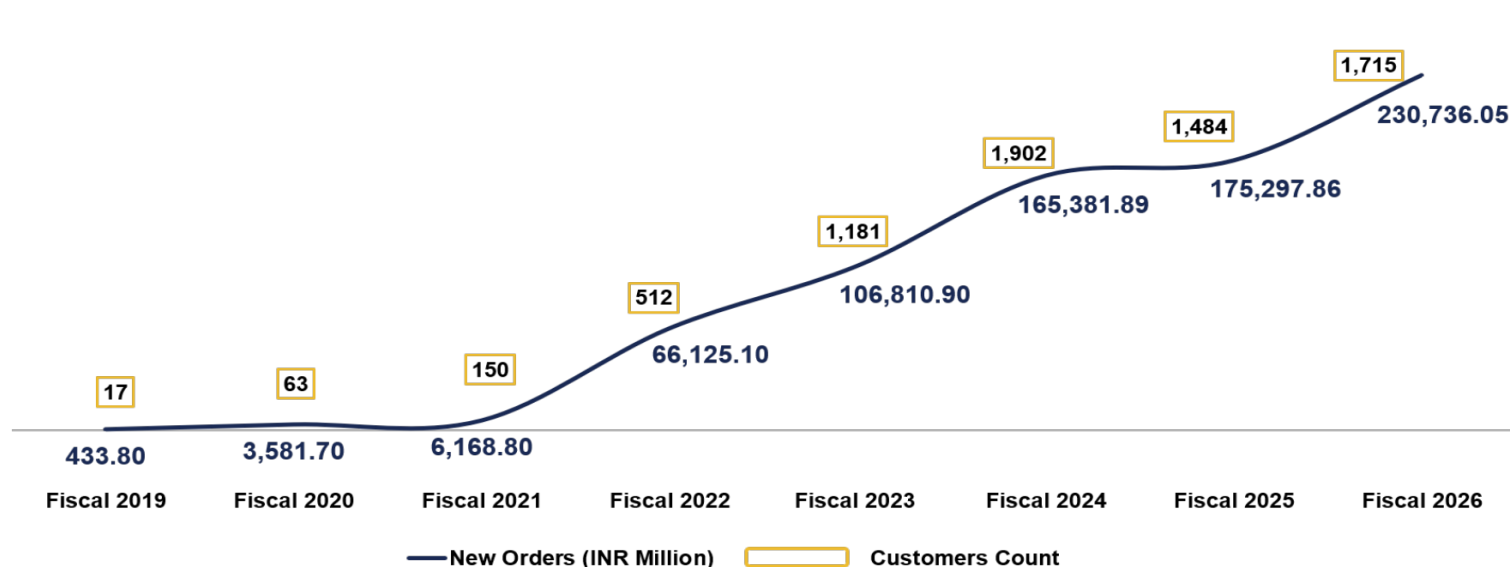
• Other points worth noting

- **Still loss-making:** loss from continuing operations of Rs. 853 cr in FY24, Rs. 215 cr in FY25, Rs. 964 cr in FY26 and Rs. 64 cr in 3M FY27. The FY26 loss includes a non-cash exceptional charge of Rs. 796 cr from changing CCPS conversion ratios. Adjusted EBITDA margin is thin at 2.65% in FY26 (2.51% in 3M FY27), and the accumulated deficit was Rs. 4,898 cr at Jun-26.
- **Exit from civil infrastructure:** the water-pipeline and railway-track works business is being sold and is shown as discontinued. Its loss was Rs. 642 cr in FY26 (including a Rs. 453 cr impairment, as the expected sale value is below net assets) and Rs. 669 cr in 3M FY27 (mostly provisions for receivables and onerous contracts).
- **Cash burn and debt:** operating cash outflow of Rs. 682 cr in FY26 and Rs. 506 cr in 3M FY27; net working capital rose to Rs. 1,374 cr (Jun-26) from Rs. 389 cr (Mar-24). CRISIL rates it A-/Negative (Jun-26). Of the Rs. 2,830 cr fresh issue, Rs. 2,160 cr goes to repaying debt (Rs. 1,300 cr company, Rs. 860 cr subsidiaries).
- **Governance:** promoters hold only 15.86% pre-issue (below 20% post-issue) and part of their shares is pledged. Contingent liabilities are Rs. 1,145 cr (28.9% of net worth). There is a CBI chargesheet against subsidiary Kryfs under the Prevention of Corruption Act, a 2022 income-tax search with proposed prosecution of a director, and auditor remarks on internal financial controls (disclaimer in FY24, qualification in FY25).

Revenue Mix									
Particulars	FY24	%	FY25	%	FY26	%	3M FY26	%	3M FY27
Revenue by business segment (Rs. cr) - % of revenue from operations									
Manufacturing business	6,081.9	49.2%	6,249.1	55.1%	9,374.7	58.9%	1,480.8	55.9%	1,901.9
Energy Products	4,159.7	33.6%	3,481.8	30.7%	6,507.6	40.9%	867.3	32.7%	1,134.3
Precision Products	580.9	4.7%	1,405.9	12.4%	1,397.2	8.8%	335.8	12.7%	436.7
Capital Goods	1,316.0	10.6%	1,353.2	11.9%	1,464.4	9.2%	277.2	10.5%	330.3
Other operating revenue	25.2	0.2%	8.2	0.1%	5.5	0.0%	0.6	0.0%	0.5
Ecosystem business	6,282.5	50.8%	5,082.8	44.9%	6,538.6	41.1%	1,168.6	44.1%	2,216.0
Revenue from operations	12,364.4	100.0%	11,331.9	100.0%	15,913.3	100.0%	2,649.4	100.0%	4,117.9
Revenue by geography (Rs. cr) - % of revenue from operations									
Domestic (India)	9,326.5	75.4%	8,998.4	79.4%	13,134.6	82.5%	2,047.6	77.3%	3,439.5
International	3,037.8	24.6%	2,333.5	20.6%	2,778.7	17.5%	601.8	22.7%	678.4
USA	2,662.8	21.5%	2,162.7	19.1%	2,279.7	14.3%	541.5	20.4%	526.1
Rest of the countries	375.0	3.0%	170.8	1.5%	499.0	3.1%	60.3	2.3%	152.3
Revenue from operations	12,364.4	100.0%	11,331.9	100.0%	15,913.3	100.0%	2,649.4	100.0%	4,117.9
Manufacturing business revenue by source (Rs. cr) - % of manufacturing revenue									
Own manufacturing facilities	431.8	7.1%	1,801.2	28.8%	3,110.0	33.2%	465.2	31.4%	1,000.1
Third-party suppliers	5,650.1	92.9%	4,447.9	71.2%	6,264.6	66.8%	1,015.6	68.6%	901.8
Manufacturing business	6,081.9	100.0%	6,249.1	100.0%	9,374.7	100.0%	1,480.8	100.0%	1,901.9

Source: RHP, Choice Equity Broking

New Orders and Customer Count



Source: RHP; new orders in Rs. mn and customer count for Manufacturing + Ecosystem businesses, excluding exited categories

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

- Product capabilities across industries

Our Product Capabilities across Industries

Energy Products	 Solar	Modules / Cells	Trackers	Transformers	Frames / Racks	Wires and Cables
	 Wind	Nacelle subassembly		FRP Components		Helihoist
	 Grid	Transformer components		Power & Distribution Transformers		Switchgear and Circuit Breakers
Precision Products	 Assemblies	Hearables/ Wearables	Smart watches	Laptops	Displays	
	 Electronics Components	PCBs		Battery components		EV Chargers
	 Mechanical Components	Machined parts		Castings	Sheet Metal Fabrications	Plastic Injection Mouldings
Capital Goods	 Capex Projects	Process Plant Equipment	Structural Steel Fabrications	Girders and Bridges	Oil and Gas Refinery parts	Boiler Turbine Generator parts

- Manufacturing business product portfolio – Energy, Precision and Capital Goods

Manufacturing Business Product Portfolio

Energy



Precision



Capital Goods



Financial statements:

Restated Consolidated Profit and Loss Statement (Rs. cr)							
	FY24 C	FY25 C	FY26 C	3M FY26 C	3M FY27 C	TTM	CAGR (FY24-26)
Revenue from operations	12,364.4	11,331.9	15,913.3	2,649.4	4,117.9	17,381.8	13.4%
Cost of materials consumed	(2,217.2)	(3,035.7)	(3,963.7)	(664.5)	(1,252.0)	(4,551.2)	33.7%
Purchase of stock-in-trade	(9,431.0)	(6,800.3)	(9,879.8)	(1,673.2)	(2,397.6)	(10,604.2)	2.4%
Change in inventories	230.5	(129.1)	(139.4)	0.1	27.7	(111.8)	-
Gross profit	946.7	1,366.7	1,930.5	311.9	496.0	2,114.6	42.8%
Employee benefits expenses	(424.1)	(477.3)	(643.8)	(129.2)	(203.6)	(718.1)	23.2%
Other expenses	(500.9)	(611.7)	(952.2)	(163.2)	(221.0)	(1,009.9)	37.9%
EBITDA	21.7	277.7	334.5	19.4	71.5	386.6	292.7%
Depreciation & amortization expenses	(181.8)	(161.0)	(196.7)	(45.5)	(66.2)	(217.3)	4.0%
EBIT	(160.1)	116.7	137.8	(26.1)	5.3	169.2	-
Finance costs	(323.1)	(336.9)	(366.2)	(75.8)	(126.4)	(416.9)	6.5%
Other income	159.1	160.4	187.3	52.7	77.8	212.5	8.5%
Share of loss of joint ventures & associate	(102.5)	(61.2)	(39.5)	(23.7)	(8.1)	(23.9)	-37.9%
Exceptional items	(371.8)	(83.5)	(835.8)	(803.2)	-	(32.6)	49.9%
LBT	(798.4)	(204.6)	(916.4)	(876.2)	(51.4)	(91.7)	7.1%
Tax expenses	(54.1)	(10.5)	(48.0)	(4.5)	(12.7)	(56.2)	-5.9%
LAT from continued operations	(852.5)	(215.1)	(964.4)	(880.7)	(64.1)	(147.9)	6.4%
Loss from discontinued operations	(65.4)	(155.6)	(641.8)	(487.8)	(668.9)	(822.8)	213.2%
Reported LAT	(917.9)	(370.7)	(1,606.2)	(1,368.5)	(733.0)	(970.7)	32.3%
Minority interest	(1.2)	4.6	(26.2)	(1.3)	(4.6)	(29.5)	357.8%
Reported LAT from continued operations	(853.8)	(210.4)	(990.6)	(882.0)	(68.8)	(177.4)	7.7%
Adjusted LAT from continued operations	(480.8)	(131.5)	(128.6)	(77.4)	(64.1)	(115.3)	-48.3%

Restated Consolidated Cash Flow Statement (Rs. cr)							
	FY24 C	FY25 C	FY26 C	3M FY26 C	3M FY27 C	TTM	CAGR (FY24-26)
Cash flow before working capital changes	193.3	403.7	477.7	34.0	3.8	447.5	57.2%
Working capital changes	(396.3)	(759.6)	(1,143.6)	(888.8)	(492.3)	(747.1)	69.9%
Cash flow after working capital changes	(202.9)	(355.9)	(665.8)	(854.8)	(488.5)	(299.6)	81.1%
Cash flow from operating activities	(281.5)	(386.3)	(681.5)	(796.4)	(506.2)	(391.3)	55.6%
Purchase of fixed assets & CWIP	(353.8)	(194.7)	(284.9)	(9.8)	(65.4)	(340.6)	-10.3%
Acquisition of subsidiaries	(117.7)	(143.7)	(647.5)	-	-	(647.5)	134.5%
Cash flow from investing activities	(621.9)	(147.9)	(394.1)	386.4	(135.3)	(915.8)	-20.4%
Share based funding	1,125.3	675.3	1,112.0	15.4	0.0	1,096.5	-0.6%
Cash settlement of equity options	(16.9)	-	(11.5)	(6.7)	-	(4.7)	-17.7%
Dividend paid	-	-	-	-	-	-	-
Cash flow from financing activities	763.2	150.6	1,789.3	116.0	(263.2)	1,410.1	53.1%
Net cash flow	(140.2)	(383.6)	713.6	(294.0)	(904.6)	103.1	-
Opening balance of cash	673.1	532.8	147.5	150.1	861.4	(143.9)	-53.2%
Closing balance of cash	532.8	149.2	861.1	(143.9)	(43.2)	(40.9)	27.1%

Source: Choice Equity Broking

Financial statements (Contd...):

Restated Consolidated Balance Sheet Statement (Rs. cr)							
	FY24 C	FY25 C	FY26 C	3M FY26 C	3M FY27 C	TTM	CAGR (FY24-26)
Equity:-							
Equity share capital	10.7	11.3	11.4	11.3	11.4	11.4	3.1%
Other equity	4,054.6	4,400.5	4,642.5	3,849.4	3,916.5	3,916.5	7.0%
Non-controlling interests	(2.8)	42.0	159.8	44.5	166.2	166.2	-
Non-Current Liabilities:-							
Non-current borrowings	73.5	41.1	475.3	132.8	432.5	432.5	154.2%
Non-current lease liabilities	113.9	183.9	292.3	174.6	285.4	285.4	60.2%
Non-current financial liabilities	-	0.6	429.2	0.6	447.4	447.4	-
Non-current provisions	8.5	7.6	11.6	9.0	13.2	13.2	16.6%
Non-current government grants	-	-	6.4	-	34.5	34.5	-
Net deferred tax liabilities	8.8	18.9	29.3	16.4	27.2	27.2	82.3%
Current Liabilities:-							
Trade payables	3,004.0	1,955.1	2,199.3	1,834.0	1,914.4	1,914.4	-14.4%
Current borrowings	1,158.6	1,705.5	1,460.8	1,574.4	1,509.7	1,509.7	12.3%
Current lease liabilities	56.4	68.4	110.0	91.4	105.2	105.2	39.7%
Current acceptances	1,114.8	1,015.0	1,014.5	698.4	771.3	771.3	-4.6%
Other current financial liabilities	132.4	82.9	369.8	91.2	336.3	336.3	67.1%
Current provisions	20.5	28.9	30.6	25.9	31.2	31.2	22.1%
Current government grants	-	-	1.1	-	1.1	1.1	-
Net current tax liabilities	3.7	4.0	27.4	10.0	32.3	32.3	173.6%
Other current liabilities	573.3	789.7	697.2	519.2	633.6	633.6	10.3%
Liabilities associated with assets held for sale	-	-	1,416.3	-	1,346.8	1,346.8	-
Total liabilities	10,330.9	10,355.4	13,384.6	9,083.1	12,016.1	12,016.1	13.8%
Non-Current Assets:-							
Property, plant & equipments	325.9	596.0	821.5	588.4	808.6	808.6	58.8%
Intangible assets	55.3	50.0	85.6	46.8	78.3	78.3	24.5%
Investment properties	38.6	40.5	212.2	42.9	215.1	215.1	134.5%
Right-to-use assets	157.6	235.1	373.1	248.7	360.0	360.0	53.9%
Capital work-in-progress	50.3	14.7	255.5	18.4	326.6	326.6	125.3%
Intangible assets under development	0.1	-	-	-	-	-	-
Goodwill	277.8	345.6	1,054.0	345.6	1,067.0	1,067.0	94.8%
Equity-accounted investments	27.1	64.1	28.8	54.1	21.0	21.0	3.0%
Non-current investments	-	21.9	28.2	34.9	17.2	17.2	-
Non-current trade receivables	346.1	363.3	223.6	368.8	222.4	222.4	-19.6%
Non-current loans	-	255.8	60.3	110.4	35.3	35.3	-
Other non-current financial assets	193.8	337.0	238.7	247.9	208.3	208.3	11.0%
Net deferred tax assets	5.0	-	6.5	0.4	3.3	3.3	13.7%
Net non-current tax assets	133.9	159.8	138.2	100.2	148.2	148.2	1.6%
Other non-current assets	5.3	31.5	17.8	23.1	33.0	33.0	83.1%
Current Assets:-							
Inventories	1,172.5	931.1	1,249.6	974.0	1,417.0	1,417.0	3.2%
Trade receivables	2,111.6	1,752.8	2,329.9	1,773.0	2,144.0	2,144.0	5.0%
Current investments	398.5	280.4	128.0	97.5	257.5	257.5	-43.3%
Cash & cash equivalents	725.6	884.1	1,321.9	312.7	445.0	445.0	35.0%
Bank balances other than C&CE	424.7	1,024.0	1,121.8	989.2	1,230.0	1,230.0	62.5%
Current loans	20.5	0.4	12.1	30.8	12.3	12.3	-23.3%
Other current financial assets	1,594.0	685.9	572.5	735.7	543.3	543.3	-40.1%
Other current assets	2,266.4	2,281.3	1,717.0	1,939.7	1,612.5	1,612.5	-13.0%
Assets classified as held for sale	-	-	1,387.7	-	810.1	810.1	-
Total assets	10,330.9	10,355.4	13,384.6	9,083.1	12,016.1	12,016.1	13.8%

Source: Choice Equity Broking

Financial statements (Contd...):

Financial ratios						
Particulars	FY24 C	FY25 C	FY26 C	3M FY26 C	3M FY27 C	TTM
Profitability ratios						
Revenue growth rate	-	(8.4%)	40.4%	-	55.4%	-
Gross profit growth rate	-	44.4%	41.3%	-	59.0%	-
Gross profit margin	7.7%	12.1%	12.1%	11.8%	12.0%	12.2%
EBITDA growth rate	-	1,180.5%	20.5%	-	268.1%	-
EBITDA margin	0.2%	2.5%	2.1%	0.7%	1.7%	2.2%
EBIT growth rate	-	(172.9%)	18.1%	-	(120.3%)	-
EBIT margin	(1.3%)	1.0%	0.9%	(1.0%)	0.1%	1.0%
Restated adjusted PAT growth rate	-	(72.6%)	(2.3%)	-	(17.2%)	-
Restated adjusted PAT margin	(3.9%)	(1.2%)	(0.8%)	(2.9%)	(1.6%)	(0.7%)
Turnover ratios						
Inventory receivable turnover ratio	10.5	10.8	14.6	2.8	3.1	14.5
Trade receivable turnover ratio	3.7	3.5	5.5	0.9	1.5	6.6
Accounts payable turnover ratio	4.1	4.6	7.7	1.4	2.0	9.3
Fixed asset turnover ratio	13.3	8.4	5.6	2.0	1.4	6.0
Total asset turnover ratio	1.2	1.1	1.2	0.3	0.3	1.4
Working capital turnover ratio	4.7	4.7	6.8	1.3	1.9	9.2
Working Capital Days						
Inventories days	34.6	33.9	25.0	33.5	31.3	25.1
Trade receivables days	97.4	102.8	66.9	92.4	57.2	55.4
Trade payables days	(88.7)	(79.9)	(47.6)	(63.0)	(42.3)	(39.4)
Cash conversion cycle	43.3	56.8	44.3	62.9	46.3	41.2
Liquidity ratios						
Current ratio	1.4	1.4	1.3	1.4	1.3	1.3
Quick ratio	1.2	1.2	1.2	1.2	1.1	1.1
Total debt	2,649.6	3,097.4	4,151.8	2,763.4	3,887.7	3,887.7
Net debt	1,525.5	1,932.9	2,701.8	2,353.2	3,185.2	3,185.2
Debt to equity	0.7	0.7	0.9	0.7	1.0	1.0
Net debt to EBITDA	70.3	7.0	8.1	121.2	44.6	8.2
Net debt to equity	0.4	0.4	0.6	0.6	0.8	0.8
Cash flow ratios						
CFO to PAT	0.6	2.9	5.3	10.3	7.9	3.4
CFO to Capex	(0.6)	(1.1)	(0.7)	(81.5)	(7.7)	(0.4)
CFO to total debt	(0.1)	(0.1)	(0.2)	(0.3)	(0.1)	(0.1)
CFO to current liabilities	(0.0)	(0.1)	(0.1)	(0.2)	(0.1)	(0.1)
Return ratios						
RoIC (%)	(7.2%)	2.5%	0.6%	(1.0%)	(0.5%)	(1.0%)
RoE	(11.8%)	(3.0%)	(2.8%)	(2.0%)	(1.6%)	(2.9%)
RoA	(4.7%)	(1.3%)	(1.0%)	(0.9%)	(0.5%)	(1.0%)
RoCE	(2.9%)	1.8%	1.8%	(0.4%)	0.1%	2.3%
Per share data						
Restated adjusted EPS	(44.9)	(11.6)	(11.3)	(6.8)	(5.6)	(10.1)
BVPS	379.8	390.2	408.8	341.5	344.8	344.8
Operating cash flow per share	(26.3)	(34.2)	(59.9)	(70.4)	(44.4)	(34.3)
Free cash flow per share	-	32.9	(90.0)	16.2	61.7	(52.6)

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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