Jinkushal Industries Ltd

IPO Note

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India's Leading Exporter of Construction Machinery

Jinkushal Industries Limited (JIL), incorporated in 2007 and based in Raipur, Chhattisgarh, is a leading Non-OEM exporter of construction equipment. The company trades new and refurbished machinery and offers mining, leasing, and logistics services. A Three-Star Export House, JIL supplies customized machines under global brands and its own HEXL brand to over 30 international markets, including the UAE, Mexico, Netherlands, Belgium, South Africa, Australia, and the UK.

JIL's portfolio includes backhoe loaders, hydraulic excavators, motor graders, compactors, wheel loaders, bulldozers, pavers, cranes, and mining dump trucks. Unlike traditional manufacturers, it focuses on refurbishment and value-added customization through refurbishing centers rather than large-scale production. It differentiates with competitive pricing, aftermarket services, and end-to-end solutions including rentals and logistics.

Financially, JIL has shown strong growth, with revenues rising from ₹176.96 Crores in FY22 to ₹238.5 Crores in FY24 (CAGR 16.2%). EBITDA margins improved from 5.8% to 9.8%, and PAT nearly doubled to ₹18.6 crores in FY24. Over 99% of revenue comes from exports, highlighting its global positioning.

JIL has expanded aggressively, establishing Dubai-based Hexco Global in 2023 and acquiring a UAE competitor in 2024 to strengthen its supply chain and customer base. The launch of HEXL backhoe loaders reinforces its brand-building strategy in construction equipment.

Looking ahead, JIL plans to consolidate international market share, expand into new geographies, and strengthen in-house brand offerings. Consistent recognition, such as "India's Top Exporter of the Year – Service" and "Top SME Business of the Year 2024," positions the company for sustainable long-term growth.

Industry	EXPORT

Scrip Details	
Listing	BSE &NSE
Open Date	September 25, 2025
Close Date	September 29, 2025
Price Band	INR 115 to 121
Face Value	INR 10
Market Lot	120 Shares
Minimum Lot	1

Issue Structure	
Issue Size (INR cr)	116.15
Issue Size (Shares cr)	0.96
QIB Share (%)	≤50%
Non-Inst Share (%)	≥15%
Retail Share (%)	≥35%
Pre Issue sh. (cr)	2.97
Post Issue sh. (cr)	3.84
Post Issue Market Cap (cr)	464.6

Shareholding (%)	Pre (%)	Post (%)
Promoter	100	77.49
Public	0.00	22.51
TOTAL	**100**	**100**

Key Consolidated Financial Data (INR Cr, unless specified)

	Revenue	EBITDA	PAT	EBITDA (%)	PAT (%)	Adj EPS (₹)	Adj BVPS (₹)	RoE (%)	RoIC (%)	EV/EBITDA (X)	P/BV (X)	P/E (X)
FY24	238.6	23.4	18.6	9.8	7.8	4.9	11.3	43.3	35.4	20.8	10.8	24.9
FY25	380.6	23.4	19.1	6.1	5.0	4.8	24.3	21.2	21.3	20.7	5.0	25.4

Source: Company RHP

Issue Structure and Offer Details

Jinkushal Industries IPO is a book build issue of ₹116.15 crores. The issue is a combination of fresh issue of 0.86 crore shares aggregating to ₹104.54 crores and offer for sale of 0.10 crore shares aggregating to ₹11.61 crores.

Issue Structure

Investor Category	Allocation
QIB	**Not more than 50.00% of the Net offer**
NII	**Not less than 15.00% of the Net Offer**
Retail	**Not less than 35.00% of the Net Offer**

Number of shares based on a higher price band of INR 121

Source: Company Reports

Objects of the Issue

The Company Jinkushal Industries IPO IPO proposes to utilise the Net Proceeds from the Issue towards the following objects:

1. **Funding the working capital requirements of the Company – INR 72.68 Cr.**

2. **General corporate purposes**

Financial Summary

Fig in INR Cr (unless specified)	FY24	FY25
Income Statement		
YoY Growth (%)	*3.8*	*59.5*
Raw Material Cost	174.8	291.7
RM Cost to Sales (%)	*73.3*	*76.6*
Employee Cost	5.7	6.3
Employee Cost to Sales (%)	*2.4*	*1.7*
Other Expenses	34.7	59.2
Other Exp to Sales (%)	*14.6*	*15.6*
EBITDA	23.4	23.4
Margin (%)	*9.8*	*6.1*
YoY Growth (%)	*57.3*	*(0.0)*
Depreciation & Amortization	0.8	0.8
EBIT	22.6	22.5
Margin (%)	*9.5*	*5.9*
YoY Growth (%)	*59.0*	*(0.3)*
Other Income	4.2	5.2
Bill discounting & other charges	2.1	3.8
Fin Charges Coverage (X)	11.0	5.9
Exceptional Item	0.0	0.0
PBT	24.7	23.9
Margin (%)	*10.4*	*6.3*
YoY Growth (%)	*84.3*	*(3.2)*
Tax Expense	6.1	4.8
Tax Rate (%)	*24.6*	*20.0*
PAT	18.6	19.1
Margin (%)	*7.8*	*5.0*
YoY Growth (%)	*87.4*	*2.7*
Min Int/Sh of Assoc	0.0	(0.8)
Net Profit	18.6	18.3
Margin (%)	*7.8*	*4.8*
YoY Growth (%)	*86.4*	*(1.9)*
Balance Sheet		
Share Capital	0.1	0.1
Total Reserves	43.1	93.3
Shareholders Fund	43.2	93.4
Long Term Borrowings	0.0	0.0
Deferred Tax Assets / Liabilities	0.6	0.9
Other Long Term Liabilities	0.2	0.5
Long Term Trade Payables	0.0	0.0
Long Term Provisions	0.4	0.4
Total Liabilities	44.5	95.1
Net Block	10.2	9.6
Capital Work in Progress	0.0	0.0
Intangible assets under development	0.0	0.0
Non Current Investments	0.6	0.6
Long Term Loans & Advances	1.0	0.9
Other Non Current Assets	0.1	0.0
Net Current Assets	32.7	84.0
Total Assets	44.5	95.1

Fig in INR Cr (unless specified)	FY24	FY25
Per share data & Yields		
Adjusted Cash EPS (INR)	5.1	5.0
Adjusted BVPS (INR)	11.3	24.3
Adjusted CFO per share (INR)	(6.3)	(2.9)
CFO Yield (%)	(5.2)	(2.4)
Adjusted FCF per share (INR)	(6.1)	(2.1)
FCF Yield (%)	(5.1)	(1.7)
Solvency Ratio (X)		
Total Debt to Equity	1.1	0.6
Net Debt to Equity	0.5	0.2
Net Debt to EBITDA	0.9	0.8
Return Ratios (%)		
Return on Equity	43.3	21.2
Return on Capital Employed	19.2	12.8
Return on Invested Capital	35.4	21.3
Working Capital Ratios		
Payable Days (Nos)	21	23
Inventory Days (Nos)	9	21
Receivable Days (Nos)	92	98
Net Working Capital Days (Nos)	80	97
Net Working Capital to Sales (%)	22.0	26.6
Valuation (X)		
P/E	24.9	25.4
P/BV	10.8	5.0
EV/EBITDA	20.8	20.7
EV/Sales	2.0	1.3
Cash Flow Statement		
PBT	24.7	23.9
Adjustments	0.4	18.2
Change in Working Capital	(43.2)	(48.6)
Less: Tax Paid	(6.1)	(4.8)
Cash Flow from Operations	(24.2)	(11.2)
Net Capital Expenditure	(1.3)	0.1
Change in Investments	(6.1)	(5.7)
Cash Flow from Investing	(7.4)	(5.6)
Change in Borrowings	30.0	8.7
Less: Finance Cost	(2.1)	(3.8)
Proceeds from Equity	0.0	8.4
Buyback of Shares	0.0	0.0
Dividend Paid	0.0	0.0
Cash flow from Financing	27.9	13.3
Net Cash Flow	(3.6)	(3.5)
Forex Effect	(0.0)	0.9
Opening Balance of Cash	11.3	7.7
Closing Balance of Cash	7.7	5.1

Source: Company RHP

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