IPO Report

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Knack Packaging Limited

Materials

Price Band: ₹161 to ₹170 per share
Bidding: 01 Jul to 03 Jul, 2026
Listing At: BSE, NSE
Listing Date: Jul 8, 2026

Details of the Issue

Lead Manager	Systematix Corporate Services Ltd.
Registrar	MUFG Intime India Pvt. Ltd.

Promoters Holding (%)

Pre-Issue	89.60
Post-Issue	70.37

Offer Structure

QIB	Not more than 50%
Retail	Not less than 35%
NII	Not less than 15%
Fresh Issue	2,23,52,941 shares
Offer for Sale	3,500,000 shares
Total Issue	₹439.50 Cr

Financial Summary (₹ in Lakhs)

Particular	FY26	FY25	FY24
Revenue	8,234.34	7,364.90	6,545.59
EBITDA	1,722.94	1,443.37	1,013.74
PAT	927.24	738.10	459.77

Minimum Application

Category	Lots	Shares	Amount
Retail	1-13	88-1,144	₹14,960-₹1,94,480
S-HNI	14-66	1,232-5,808	₹2,09,440-₹9,87,360
B-HNI	67	5,896	₹10,02,320

Customer concentration (% of Revenue)

Particulars	FY26	FY25	FY24
Top 1 customer	16.73	19.03	22.33
Top 5 customers	32.86	35.22	35.95
Top 10 customers	40.87	43.91	44.16

Valuations

NAV(FY26)	₹30.82
EPS(FY26)	₹9.27
P/E(Pre Issue)	18.34

Promoters

Alpesh Tulsibhai Patel, Pravinkumar Ambalal Patel, and Rashminbhai Tulsibhai Patel.

Company Overview

Incorporated in 2013, Knack Packaging Limited is an integrated packaging solutions provider engaged in the manufacturing of printed and laminated woven polypropylene (PLWPP) bags. Its product portfolio includes pinch bottom, gusset, block bottom, and retail shopping bags, catering to diverse end-use industries such as food, agriculture, fertilizers, cement, chemicals, building materials, and consumer goods, with a focus on innovation, exports, and sustainable packaging solutions.

Object of the Issue

- Partial funding of capital expenditure towards setting up of new manufacturin facility at Borisana situated at Kadi, Mehsana, Gujarat: ₹3,200.00 Millions
- General Corporate Purpose

Price Band Analysis

At the upper price band of ₹170, Knack Packaging Limited is valued at a post-issue P/E of 22.43x and P/B of 5.52x. The valuation appears reasonable relative to listed packaging peers, supported by its diversified product portfolio, export presence, and focus on value-added woven polypropylene packaging.

Peer Comparison (as of FY26)

CompanyName	EPS (₹)	P/E	RONW (%)	NAV (₹)
Knack Packaging Limited	9.27	18.34	35.47	30.82
Time Technoplast Limited	9.99	17.86	13.37	84.40
TCPL Packaging Limited	107.47	28.19	14.34	791.28
Mold-tek Packaging Limited	21.93	31.83	10.98	207.57

Risk Measures:

- The company is exposed to raw material price volatility, as key inputs such as polypropylene and LDPE granules are linked to global commodity and crude oil prices. Any inability to pass on higher input costs to customers could adversely impact profit margins.
- The company has significant export exposure, with 56.30% of revenue generated from exports in Fiscal 2026, making its earnings susceptible to fluctuations in foreign exchange rates, particularly the USD and EUR.

Investment Rationale:

- Knack Packaging Limited has delivered strong financial growth, with revenue increasing from ₹6,545.59 million in FY24 to ₹8,234.34 million in FY26, while recording the highest revenue CAGR among its selected peers. PAT nearly doubled to ₹927.24 million, supported by industry-leading profitability growth and a healthy PAT margin of 10.99% in FY26.
- The company holds a leadership position in the domestic PLWPP bags market, being the largest manufacturer of Printed and Laminated Woven Polypropylene (PLWPP) and PLWPP Pinch Bottom bags in India by Fiscal 2025 revenue, with a 10.1% market share in the flexible bulk PLWPP bags segment.
- A significant portion of the IPO proceeds ₹3,200 million will be invested in setting up a new manufacturing facility at Borisana, which is expected to expand production capacity and support growing demand for high-value packaging products such as pinch bottom bags.
- However, the company faces concentration risks, with the top 10 suppliers accounting for 86.21% of raw material purchases, a significant share of revenue generated from a limited customer base and the U.S. market (23.66% in FY26), while all manufacturing facilities are located in Gujarat, increasing exposure to supply chain and regional disruptions.

Financials (₹ in Millions, Except for Percentage & Ratios)

Particular	FY26	FY25	FY24
Revenue From Operations	8,234.34	7,364.90	6,545.59
EBITDA	1,722.94	1,443.37	1,013.74
EBITDA Margin (%)	20.42	19.31	15.38
PAT	927.24	738.10	459.77
PAT Margin (%)	10.99	9.88	6.98
Return on Equity (RoE%)	35.75	41.70	38.38
Return on Capital Employed (RoCE%)	46.71	50.36	45.42
EPS	9.27	7.38	4.60
Debt to Equity	0.62	0.80	1.23

Product wise Revenue Bifurcation (₹ in Millions)

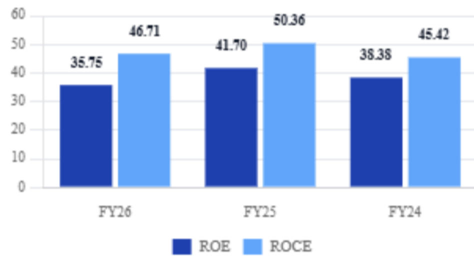
Particulars	FY26	FY25	FY24
Sale of products	7,677.28	6,863.37	6,120.10
Sale of traded goods	399.28	353.83	323.34
Sale of services	81.87	67.37	64.85
Other operating revenue	75.91	80.33	37.30
Total	**8,234.34**	**7,364.9**	**6,545.59**

About The Founder

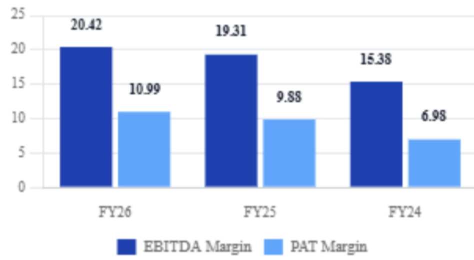
Mr. Alpesh Tulsibhai Patel is the Promoter, Chairman, and Managing Director of the Company. He holds a Bachelor's degree in Commerce from Gujarat University and a Post Graduate Diploma in Management from Nirma University. With over 32 years of experience in the packaging industry, he has played a key role in driving the company's strategic growth and operational development.

FINANCIAL HIGHLIGHTS

Return Ratios



EBITDA and PAT Margin



Key Ratios: