

SHREEJI GLOBAL FMCG LTD.

IPO NOTE

IPO Price Band: INR 120 to 125 per share

M.Cap: ~INR 284.50 Cr.

Recommendation: May Subscribe

ABOUT: Incorporated in 2018 in Ahemdabad, Company is engaged in manufacturing and processing of ground & whole spices, seeds, grains & pulses and Atta (Flour) with products marketed under own brand name ('SHETHJI') and under white label (customers logo) with manufacturing facilities located in Rajkot & Morbi, Gujarat. Customer base ranges from individual traders and small businesses to larger corporate entities. Company offers packaging options from 20 grams to 50 kgs. Proximity of facilities & branch offices within APMC & local mandis provides for direct market access, lucrative sourcing advantage

INVESTMENT RATIONALE:

- **Manufacturing expansion with addition of flours capacity by 37,500 MTPA, blended spices by 22,500 MTPA, cold storage by 5,000 MTPA:**
 - Existing whole seeds, ground spices & flours capacity is utilised by 70%, 93% & 92% respectively as on 31-Aug'25. New capacity will increase blended total capacity by ~37%
 - Cold storage will save on rental costs & improve supply chain
 - Solar power plant with proposed capacity of 1,000 KW will provide energy cost savings
- **Strategic geographical location of facilities & branch offices**
 - Located in agricultural rich regions of Gondal & Rajkot in Gujarat (within 30 kms radius) offer strong operational advantage
 - Manufacturing facilities are located 250 kms from Mundra Port
- **Strong promoter & management team with over two decades of experience in agriculture industry**
 - Promoters Mr. Jitendra Kakkad & Mr. Vivek Kakkad have nearly 2 decades of experience in agri sourcing, supply & processing industry
 - Wide range of product portfolio catered to diverse customers

BRIEF FINANCIALS:

Particulars (INR Cr.)	FY23	FY24	FY25	5M-FY26
Revenue (excl. other inc.)	467	588	649	250
Growth Rate Y-o-Y %		25.9%	10.3%	
EBITDA (excl. other inc.)	2.6	10.1	18.4	13.1
PAT	2.1	5.5	12.2	9.2
Gross Margin %	1.9%	3.6%	4.7%	7.1%
EBITDA % (excl. other inc.)	0.6%	1.7%	2.8%	5.2%
PAT %	0.4%	0.9%	1.9%	3.7%
Debt (Short+Long)	19.0	25.5	30.4	29.6
Equity	8.9	17.4	29.6	38.8
Debt/Equity	2.12x	1.46x	1.03x	0.76x
NWC	14	36	59	62
NWC (days)	11	22	33	38
<i>NWC includes Inventory, Receivables & Payables; & NWC days is computed as % of rev.</i>				
ROE %	28.66%	41.54%	51.74%	26.92%
ROCE %	11.93%	23.82%	32.07%	19.59%
CFO / EBITDA %	(222%)	(55.7%)	(0.9%)	13.0%

IPO VALUATION & VIEW:

Issue is valued at P/E ratio of 23.4x & ~13x based on FY25 & 5M-FY26 annualized PAT. Strengths of manufacturing expansion, strategic geographical location, promoter experience are offset by working capital intensive operations and negative cash flow from operations, accordingly we recommend a 'May Subscribe' to this issue.

24-Oct-2025

SEBI Registered RA: INH000018896

ISSUE SUMMARY

Particulars	Details
Price Band (INR)	120 to 125
Face Value (INR)	10
Implied M.Cap (INR Cr.)	284.50
Exchange	NSE SME
Min. Lot Size (Retail HNI)	2,000 3,000
Issue Opens on	04-Nov'25
Issue Closes on	07-Nov'25
Listing Date	12-Nov'25
No. of shares pre-issue (#)	1,59,60,000
Fresh Issue of Shares (#)	68,00,000
Offer for Sale (#)	-
No. of shares post-issue (#)	2,27,60,000
Funds Mobilized (INR Cr.)	
(a) Fresh Issue of Shares	85.00
(b) Offer for Sale	0.0
IPO Reservation	
(a) QIB shares offered	<=50%
(b) Retail shares offered	>=35%
(c) NII (HNI) shares offered	>=15%
Registrar	MUFG Intime
Book Running Lead Managers	Interactive Financial
Objects of Issue (INR Cr.)	
(a) Capex for Factory Premises	5.67
(b) Capex for Plant, Machineries & Cold Storage	29.00
(c) Capex for Solar Power (Captive)	4.25
(d) Working Capital	33.54
(e) General Corporate Purposes	•

SHAREHOLDING

Particulars	Pre-Issue	Post-Issue
Promoter & Promoter Group	99.99%	70.12%
Public	0.01%	29.88%
Total	100.00%	100.00%

KEY RISKS / MONITORABLES

- Working capital intensive operations and negative cash flow from operations observed in the past
- Lower margins as Company operates in B2B segment
- Sustainability of higher margins observed for 5M-FY26 for entire year remains key monitorable
- Ability of Company to complete the capex and commence production remains key monitorable

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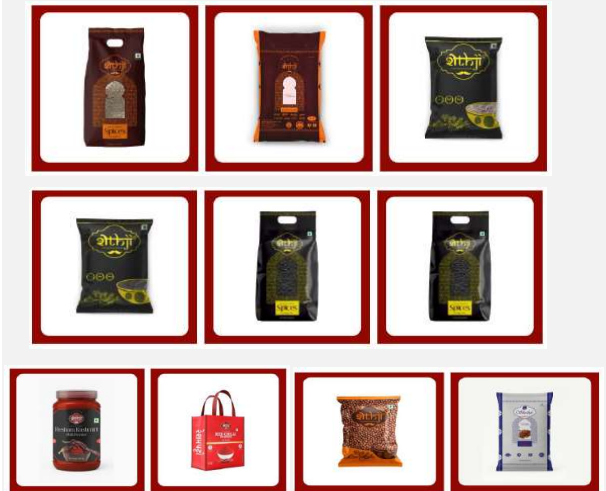
❑ **Revenue mix:** Company supplies all of its products under B2B and there is no sales from B2C segment currently

Revenue Segments	FY23	FY24	FY25	5M-FY26
Whole Seed (Spices, Pulses, Grains & Cereals, Oil Seeds and others)	99.49%	98.8%	94.9%	85.5%
Ground Spices - Powder	-	1.0%	2.8%	11.9%
Atta - Flours	-	0.1%	2.1%	2.4%
Others - Grains & Products	0.51%	0.1%	0.2%	0.1%
Total	467	588	649	250

- With capacity expansion, Company will focus on new product segments / value added items such as blended spices tailored to diverse regional tastes and millet based multigrain flours
- These new products will cater to both D2C market and international export markets that demand nutritious, clean label & sustainable food products

Our Products

Category	Our Products	Packaging
Whole Spices	Coriander Seeds, Cumin Seeds, Fennel Seeds, Fenugreek Seeds, Black Pepper Seeds, Flax Seeds, Nigella Seeds, Dill Seeds, (Ajwain) Carom Seeds, Clove	Minimum Pack Size: 50 gm Master Bag Size: 30 Kg Master Bag Type: PP Bag
Oil Seeds	White Sesame Seeds, Black Sesame Seeds, Mustard Seeds	Minimum Pack Size: 50 gm Master Bag Size: 30 Kg Master Bag Type: PP Bag
Grain and Cereals	Wheat	Master Bag Size: 30 Kg Master Bag Type: PP Bag
Pulses	Chickpeas, White Chickpeas	Minimum Pack Size: 500 gm Master Bag Size: 30 Kg Master Bag Type: PP Bag
Ground Spices	Red Chilli Powder, Turmeric Powder, Coriander Cumin Powder, Coriander Powder, Cumin Powder	Minimum Pack Size: 20 gm Master Bag Size: 20 Kg Master Bag Type: PP Bag
Wheat Flour	Wheat Flour	Minimum Pack Size: 5 Kg Master Bag Size: 30 Kg Master Bag Type: PP Bag
Other	Dhanadal, Papad	Minimum Pack Size: 200 gm Master Bag Size: 20Kg / 10Kg Master Bag Type: Box



Geography	FY23	FY24	FY25	5M-FY26
Domestic %	99.4%	96.3%	91.1%	89.1%
Exports %	0.6%	3.7%	8.9%	10.9%
Total %	100.0%	100.0%	100.0%	100.0%

- Domestic: 5M-FY26 revenues from Gujarat (74.5%), Maharashtra (6.6%), Tamil Nadu (3.4%), Karnatak (2.9%) & other states
- Exports: 5M-FY26 revenues from UAE (50.9%), Malaysia (10.5%), Saudi Arabia (12.6%), Oman (6.5%) & others

Buyer Mix	FY23	FY24	FY25	5M-FY26
Corporate Clients %	23.3%	35.0%	35.0%	35.0%
Export Buyers %	0.6%	3.7%	8.9%	10.9%
Wholesale Distributors %	76.1%	61.4%	56.2%	54.1%
Other Retail Clients %	0.0%	0.0%	0.0%	0.0%
Total Revenues (INR Cr.)	467	588	649	250

❑ **Capacity Utilisation:** Existing capacity utilisation along with proposed funded by IPO proceeds

Category	FY23		FY24		FY25		5M-FY26		Proposed
MTPA	Installed	% Utilized	Installed	% Utilized	Installed	% Utilized	Installed	% Utilized	Installed
Whole Seeds	91,200	52%	91,200	75%	91,200	67%	91,200	70%	
Ground Spices	0	-	4,000	67%	4,000	81%	4,000	93%	
Blended Spices	-	-	-	-	-	-	-	-	22,500
Flours	0	-	3,750	36%	3,750	84%	3,750	92%	37,500

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- Key Management Personnel:** Promoters Mr. Jitendra Kakkad & Mr. Vivek Kakkad have nearly 2 decades of experience in agri sourcing, supply & processing industry

KMP Name	Designation	Background
Mr. Jitendra Kakkad	Promoter & MD	Aged 38 years, he has been with Company since its inception i.e. February 01, 2018. Prior to joining the company, he has been engaged in business of proprietary concern M/s. Shreeji Enterprise, since year 2014. He has been leading the Strategy and Business Development department of the Company since year 2018.
Mr. Vivek Kakkad	Promoter & Whole Time Director	Aged 32 years, more than seven years of experience in trading industry
Ms. Dhruvi Kakkad	Promoter & Director	Aged 34 years, has four years of experience in field of operation and management of company
Mr. Jignesh Mehta	Independent Director	Aged 36 years, has over 18 years of experience in agri-input industry
Mr. Vaibhav Kakkad	Independent Director	Aged 32 years, qualified Company Secretary
Mr. Harilal Thumar	Independent Director	Aged 66 years, has vast experience in agricultural products sector

- Contingent Liabilities:** pertains to GST appeals filed by the Company

Restated Summary Statement of Contingent Liabilities

(Rs. In Lakhs)

Particulars	31-08-2025	2024-25	2023-24	2022-23
Contingent liabilities in respect of:				
1 Claims against the company not acknowledged as debts	376.00	409.49	367.02	367.02
2 Bank Gaurantee issued by bank	0.00	0.00	0.00	0.00
3 Bills discounted from bank	0.00	0.00	0.00	0.00
4 Letter of credit outstanding	0.00	0.00	0.00	0.00

- Peer Comparison:** As per RHP, peers mentioned are Sheetal Universal Ltd. & Madhusudan Masala Ltd.

Particulars (INR Cr.)	FY23	FY24	FY25	FY23	FY24	FY25	FY23	FY24	FY25
	Shreeji Global			Sheetal Universal			Madhusudan Masala Ltd.		
Operating Revenues	467	588	649	129	132	106	127	162	231
Rev. growth rate % (Y-o-Y)		25.9%	10.3%	233%	2%	(20%)	94%	28%	42.5%
Gross Margins %	1.9%	3.6%	4.7%	10.3%	6.8%	19.7%	12.5%	14.7%	16.6%
EBITDA Margins %	0.6%	1.7%	2.8%	1.2%	1.9%	13.1%	9.0%	10.7%	10.5%
PAT Margins %	0.4%	0.9%	1.9%	1.6%	1.5%	8.6%	4.5%	5.7%	6.4%
Debt	19.0	25.5	30.4	14	15	22	43	52	75
Equity	8.9	17.4	29.6	7	35	44	11	46	94
D/E	2.12x	1.46x	1.03x	2.07x	0.44x	0.51x	3.98x	1.13x	0.80x
CFO / EBITDA %	(222%)	(55.7%)	(0.9%)	(177%)	(1098%)	73%	(81%)	(165%)	(161%)
NWC Days	11	22	33	29	77	128	109	168	222
Market Cap (INR Cr.)		284.5			163			195	
PE Ratio (FY25 PAT)		23.4x*			17.5x			16.7x	

*Company is valued ~13x basis 5M-FY26 annualized PAT

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- Nature of financial interest in subject company, if any –**Nil**
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- Hold: -5% to 15%
- Reduce: -15% to -5%
- Sell: < -15%