IPO Report

Neutral | SME IPO

Twinkle Papers Limited

Materials

Price Band: ₹64 to ₹69 per share
Bidding: 29 Jun to 01 July, 2026
Listing At: BSE SME
Listing Date: Jul 6, 2026

Details of the Issue

Lead Manager	Novus Capital Advisors Pvt.Ltd.
Registrar	Alankit Assignments Ltd.
Market Maker	Nirman Share Brokers Pvt.Ltd.

Promoters Holding (%)

Pre-Issue	99.00
Post-Issue	72.94

Offer Structure

Market Maker	2,00,000 shares
QIB	1,90,000 shares
Retail	18,00,000 shares
NII	17,98,000 shares
Fresh Issue	39,88,000 shares
Total Issue	₹27.52 Cr

Financial Summary

Particular	9M FY26	FY25	FY24
Revenue	7,206.56	8,164.66	5,789.43
EBITDA	1,075.15	962.51	847.05
PAT	540.1	346.79	159.5

Minimum Application

Category	Lots	Shares	Amount
Retail	2	4,000	₹2,76,000
S-HNI	3-7	6,000-14,000	₹4,14,000-₹9,66,000
B-HNI	8	16,000	₹11,04,000

Customer concentration (% of Revenue)

Particulars	9M FY26	FY25	FY24
Top 1 customer	50.72	24.98	23.70
Top 5 customers	76.99	63.72	49.08
Top 10 customers	81.06	70.38	57.48

Valuations

NAV(FY25)	₹ 17.50
EPS(Pre Issue)	₹ 3.36
P/E(Pre Issue)	20.54

Promoters

Mr. Amit Jain, Mr. Ayush Jain and Ms. Ruchi Jain.

Company Overview

Twinkle Papers Limited established in 1995, manufactures packaging and material handling products, including corrugated boxes and polymer-based molded packaging solutions. Its products, marketed under the “Twinkle” brand, cater to industries. Backed by an in-house R&D team, the company develops customized polymer packaging solutions using technologies.

Object of the Issue

- To meet out the capital expenditure for expansion at the existing manufacturing facility by Purchase of new machinery: ₹650.00 lakhs
- To repayment of portion of loans availed by the Company: ₹700.00 lakhs
- To meet the Working Capital requirements of the Company: ₹800.00 lakhs
- To meet the General Corporate Purposes

Price Band Analysis

At the upper price band of ₹69 per share, Twinkle Papers Limited is valued at a post-issue P/E multiple of 30.15x and a P/B multiple of 3.94x based on FY25 earnings, reflecting a reasonable valuation compared with its listed peers.

Peer Comparison (as of H1 FY26)

CompanyName	EPS (₹)	P/E	RONW (%)	NAV (₹)
Twinkle Papers Limited	2.36	20.54	11.89	19.86
TPL Plastech Limited	1.58	39.54	8.10	19.50
Prima Plastic Limited	4.54	22.07	6.40	71.05
Pyramid Technoplast Limited	3.83	40.61	5.38	71.11

Risk Measures:

- High customer concentration, with the top 10 customers contributing 81.06% of revenue in 9M FY26, exposing the company to the risk of losing key clients.
- Significant geographical concentration, as 88.86% of revenue in 9M FY26 and the company's sole manufacturing facility are located in Punjab, increasing regional and operational risks.
- Regulatory and environmental risks, as stricter regulations or curbs on plastic usage and a shift toward alternative materials could adversely impact demand, operations, and profitability.

Investment Rationale:

- Twinkle Papers Lmited growth outlook is supported by its consistent revenue trajectory, planned capacity expansion, and entry into the automotive components segment, which could diversify its product mix and drive incremental volumes. The sizeable allocation of IPO proceeds towards working capital is aligned with the expected scale-up in operations and should support higher inventory levels and customer acquisition.
- However, the investment thesis remains constrained by elevated concentration risks. The company continues to derive a substantial portion of revenue from a limited range of plastic products, while customer concentration has intensified, with the top customer contributing over 50.72% of revenue in 9M FY26.
- Additionally, nearly 88.86% of revenue is concentrated in Punjab, exposing the business to regional disruptions. Rising working capital intensity and limited supplier credit may also continue to weigh on cash flows. The company's ability to diversify its customer base, expand geographically, and successfully execute its automotive foray will be key determinants of sustainable growth.

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

Particular	9M FY26	FY25	FY24
Revenue From Operations	7,206.56	8,164.66	5,789.43
EBITDA	1,075.15	962.51	847.05
EBITDA Margin (%)	14.92	11.79	14.63
PAT	540.1	346.79	159.5
PAT Margin (%)	7.49	4.25	2.76
Return on Equity (RoE%)	21.66	17.75	14.41
Return on Capital Employed (RoCE%)	18.82	22.83	29.96
EPS	4.84	3.36	1.54
Debt to Equity Ratio	2.15	2.09	3.06

Product wise Revenue Bifurcation (₹ in Lakhs)

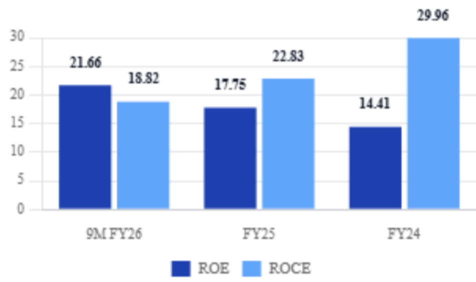
Particulars	9M FY26	FY25	FY24
Corrugated Box	1,734.98	1,247.29	1,354.44
Pallets	2,065.53	2,491.00	1,003.07
Crates	369.87	560.94	528.20
Drums/Cans/ Polyjars/ Jerry Cans	2,930.42	3,356.26	1,987.97
Polythene Sheets/Polythene Bags	105.38	509.17	913.11
Others	0.38	-	2.64
Total	**7,206.56**	**8,164.66**	**5,789.43**

About The Founder

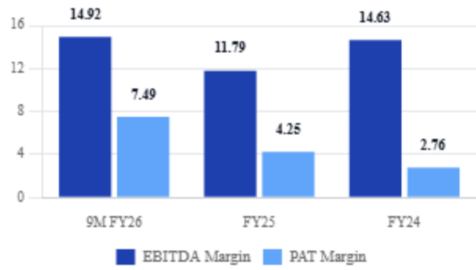
Mr. Amit Jain, aged 53, is the founding Promoter and Managing Director of the Company since July 2, 2024. Associated with the Company since its incorporation in 1995, he is a Commerce graduate from Punjab University with over 30 years of experience in the packaging industry. He oversees overall operations and plays a key role in business development, marketing strategies, and identifying growth opportunities. He has not been associated with any other company.

FINANCIAL HIGHLIGHTS

Return Ratios



EBITDA and PAT Margin



Key Ratios: