



# IPO NOTE

## PINE LABS LIMITED



Rating:

**AVOID****ISSUE OFFER**

Issue Opens on	NOV 07, 2025
Issue Close on	NOV 11, 2025
Total IPO size (cr)	₹3,899.91 CR
Fresh issue (cr)	₹2,080.00 CR
Offer For Sale (cr)	₹1,819.91 CR
Price Band (INR)	₹210-221
Market Lot	67
Face Value (INR)	₹1
Listing At	BSE, NSE
Market Capitalization (cr)	₹25,300 CR

**ISSUE BREAK-UP (%)**

QIB Portion	<div style="width: 75%;"></div>	75%
NII Portion	<div style="width: 15%;"></div>	15%
Retail Portion	<div style="width: 10%;"></div>	10%

**INDICATIVE TIMETABLE**

Basis of Allotment	12-11-2025
Refunds/Unblocking ASBA Fund	13-11-2025
Credit of Share to Demat A/c	13-11-2025
Listing Date	14-11-2025

Pine Labs is a leading Indian merchant commerce platform that provides point-of-sale (POS) solutions, payment processing, and merchant financing services.

**OBJECTS OF THE ISSUE**

- To repay existing borrowings and invest in subsidiaries (Singapore, Malaysia, UAE) for global expansion.
- To invest in IT infrastructure, technology development, and for general corporate & acquisition purposes.

**FINANCIALS (RESTATED CONSOLIDATED)**

PARTICULARS (IN CRORE)	FY 2025	FY 2024	FY 2023
Equity Share Capital	0.096	0.096	0.016
Net Worth	-2,244.27	-2,035.24	-1,764.77
Total Income	<b>2,327.09</b>	<b>1,824.16</b>	<b>1,690.44</b>
EBITDA Margin%	13.85%	11.98%	6.61%
Net Profit/Loss of the year	-145.49	-341.90	-265.15

**FINANCIAL RATIOS OF FY25****OUTLOOK & VALUATION**

- The company is engaged in providing digital payments and related solutions across the e-commerce platform.
- Although the Government's Digital India initiative supports future potential, Pine Labs still faces challenges in achieving stable profitability.
- Based on current financials, the IPO seems aggressively valued.
- Hence, investors are advised to avoid this IPO for now, considering the high valuation and limited short-term visibility.



## COMPANY PROFILE

- Pine Labs is a leading fintech company transforming commerce with its digital payment and issuing solutions. Its Digital Infrastructure and Transaction Platform enables in-store and online payments, affordability options, and value-added services like dynamic currency conversion.
- Pine Labs empowers businesses of all sizes—from small retailers to large enterprises—with digital payment technologies and value-added services.
- With operations across India, Malaysia, UAE, Singapore, Australia, the U.S., and Africa, Pine Labs processed ₹11,424.97 billion GTV and 5.68 billion transactions in FY25. As of June 2025, it served 9.88 lakh merchants, 716 brands, and 177 financial institutions.



## COMPETITIVE STRATEGIES

- Scale and increase adoption of existing offerings and expand offerings suite.
- Broaden and deepen partnership ecosystem.
- Invest in technology platform.
- Enter new international markets and expand within existing international markets.
- Continue to pursue strategic acquisitions and investments.



### KEY CONCERNS

- Recent financial losses due to high operating expenses.
- Exposure to fraud, chargebacks, and billing disputes.
- Dependency on cloud and tech partners like AWS for scalability.
- Regulatory challenges in expanding to new international markets.
- Vulnerable to competition from fintechs and government digital platforms like UPI.

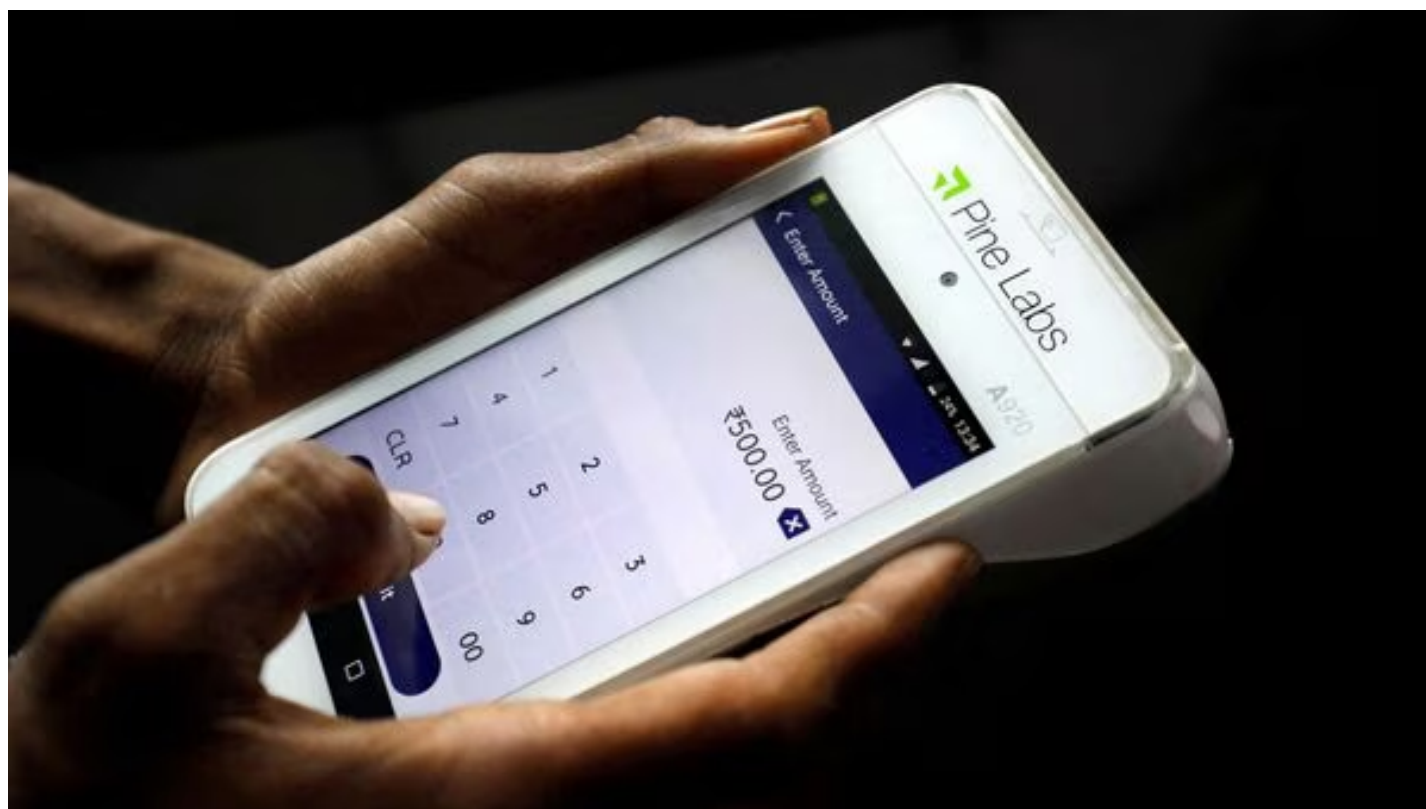


### KEY STRENGTHS

- Leading player in digital payments and issuing platforms with strong tech stack.
- Integrated suite of in-store, online payments, and prepaid solutions.
- Strong market presence across India and Southeast Asia.
- Robust merchant partnerships and scalable cloud-based infrastructure.
- Recognized with multiple awards in fintech innovation and service.

## COMPARISON WITH LISTED INDUSTRY PEERS

Name of the Company	EPS (₹ Basic)	P/E	NAV	Revenue (cr.)	RoNW%
Pine Labs	-1.45	-	-22.43	2274.2	-4.15
<b>Peer Group</b>					
One97 Communications (Paytm)	-10.35	-110.98	235.54	6900.4	-4.69
Zaggle Prepaid Ocean Services (Zaggle)	6.99	48.87	99.25	1303.7	9.64



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