



Fabtech Technologies Limited is a global turnkey engineering solutions provider specializing in pharmaceuticals, biotech, and healthcare facilities. With operations spanning over 62 countries across Middle East, Africa, Asia, Europe, Latin America, and North America, the company offers comprehensive solutions covering bio clean air, clean water, and process systems, supported by 94 qualified engineers and ISO-certified quality standards. Since incorporation, Fabtech has successfully completed 51 projects across countries including Saudi Arabia, Egypt, Algeria, Bangladesh, Ethiopia, Sri Lanka, and UAE. Operating through an asset-light model with a strong order book of ₹9044.19 million as of July 31, 2025, Fabtech continues to demonstrate robust growth in emerging economies’ pharmaceutical infrastructure development.

Investment Rationale:

Strong Turnkey Engineering Solutions Portfolio and Scalable Business Model:

- Global presence across 62 countries with 29+ years operating history and 51 completed projects
- Strong order book of ₹9044.19 million providing substantial revenue visibility
- Comprehensive pharmaceutical capex solutions across all dosage forms and healthcare sectors

Asset-Light and Integrated Business Model with Strategic Competitive Advantages:

- Scalable, capital-efficient model with balanced procurement (25.68% Related Entities, 74.32% third-party)
- In-house capabilities across entire value chain from design to project execution
- Supply chain resilience through diversified procurement while maintaining quality control

Strategic Expansion and Growth Initiatives:

- UAE subsidiary established with 20 projects worth ₹1,372.46 million in GCC/MENA regions
- ₹300 million allocated from IPO proceeds for strategic acquisitions
- Geographic expansion targeting emerging economies in India, UAE, Saudi Arabia, and Egypt

Advanced Technology Infrastructure and Digital Project Management Capabilities:

- Proprietary FabAssure software for comprehensive project management and automation
- Real-time monitoring enabling faster execution and efficient roadblock resolution
- Technology-driven shift from conventional to modern automated project execution

Diversified Global Order Book and Strong Market Presence:

- Order book growth from ₹2889.37 million (FY2023) to ₹4762.35 million (FY2025)
- Geographic diversification: GCC (17.99%), MENA (38.87%), ECO Zone (26.85%), SEA (16.21%)
- Improved proposal-to-order conversion ratio from 7.79% to 10.24%

Robust Financial Performance and Margin Expansion:

- Revenue CAGR of 29.8% from ₹1,937.98 million (FY2023) to ₹3,266.69 million (FY2025)
- Net profit growth from ₹217.34 million to ₹464.53 million with margin expansion to 13.83%
- Strong return ratios: ROE 30.46%, ROCE 24.46% with prudent debt-equity of 0.32x

Valuation and Outlook: The global pharmaceutical industry is positioned for expansion, with market revenues projected to reach \$2.4 trillion by 2030, growing at a CAGR of 6.1%, driven by aging demographics and accelerating investments in pharmaceutical infrastructure across emerging economies. The pharmaceutical manufacturing equipment market is expected to reach \$27 billion by 2029 at a 6.8% CAGR, while the turnkey project management and engineering services market is projected to grow from \$12.5 billion in 2024 to \$20 billion by 2033 at a 6.5% CAGR. Against this favourable industry backdrop, Fabtech Technologies is exceptionally well-positioned to capitalize on sustained global demand given its established turnkey engineering solutions portfolio spanning 62 countries with diversified presence across Middle East (38.87%), ECO Zone (26.85%), and GCC (17.99%) regions. The company’s niche positioning as a global turnkey engineering solutions provider specializing in pharmaceuticals, biotech, and healthcare facilities, coupled with its asset-light business model and proven execution capabilities through 51 successfully completed projects, reinforces strong growth visibility. Fabtech’s revenue surged from ₹1,937.98 million in FY23 to ₹3,266.69 million in FY25, delivering an impressive 29.8% CAGR, while net profit expanded from ₹217.34 million to ₹464.53 million, with PAT margins improving from 11.2% to 14.2%, underpinned by superior capital efficiency (ROE 30.5%, ROCE 24.5%) and strong order book growth to ₹9,044.19 million as of July 2025. We recommend subscribing to the issue, as Fabtech’s proven track record combined with its scalable asset-light model offers a compelling long-term growth opportunity in the rapidly expanding global pharmaceutical infrastructure development sector.

Key Financial & Operating Metrics (Consolidated)								
In INR mn	Revenue	YoY (%)	EBITDA	EBITDA %	PAT	EPS	ROE	ROCE
FY23	1937.98	-24.65	251.06	12.95	217.34	6.71	27.80	29.35
FY24	2261.36	16.69	348.44	15.41	272.17	8.40	24.65	28.76
FY25	3,266.69	44.46	376.83	0.15	422.63	13.05	30.46	24.46

Issue Snapshot	
Issue Open	29-Sep-25
Issue Close	01-Oct-25
Price Band	INR 181 - 191
Issue Size (Shares)	1,20,60,000
Market Cap (mln)	INR 8490

Particulars	
Fresh Issue (INR mln)	INR 2303.46
OFS Issue (INR mln)	-
QIB	50%
Non-institutionals	15%
Retail	35%

Capital Structure	
Pre Issue Equity	3,23,92,239
Post Issue Equity	4,44,52,239
Bid Lot	75 Shares
Minimum Bid amount @ 181	INR 13575
Maximum Bid amount @ 191	INR 14325

Share Holding Pattern	Pre Issue	Post Issue
Promoters	94.61%	68.94%
Public	5.00%	31.06%

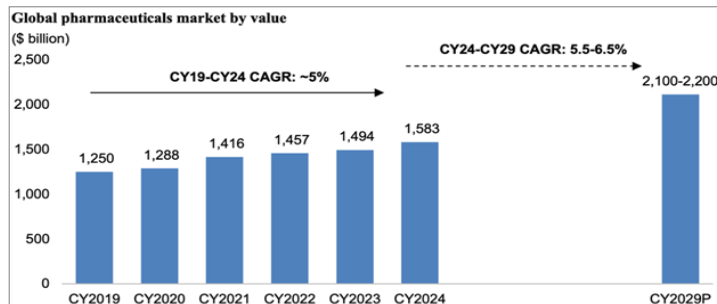
Particulars	
Face Value	INR 10
Book Value	INR 90.76
EPS, Diluted	INR 9.51

Objects of the Issue	
1. Funding working capital requirements of the company: ₹1270 million	
2. Pursuing inorganic growth initiatives through acquisitions: ₹300 million	
3. General corporate purposes	

Fabtech Technologies Limited is a global turnkey engineering solutions provider specializing in pharmaceuticals, biotech, and healthcare facilities. With operations spanning over 62 countries across Middle East, Africa, Asia, Europe, Latin America, and North America, the company offers comprehensive solutions covering bio clean air, clean water, and process systems, supported by 94 qualified engineers and ISO-certified quality standards. Since incorporation, Fabtech has successfully completed 51 projects across countries including Saudi Arabia, Egypt, Algeria, Bangladesh, Ethiopia, Sri Lanka, and UAE. Operating through an asset-light model with a strong order book of ₹9044.19 million as of July 31, 2025, Fabtech continues to demonstrate robust growth in emerging economies' pharmaceutical infrastructure development.

Industry Overview

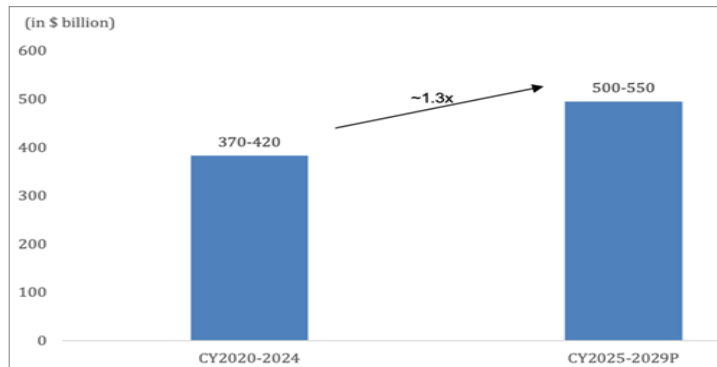
The global pharmaceutical industry has sustained robust growth momentum, emerging as a cornerstone of modern healthcare infrastructure and economic development. The industry represents one of the world's most dynamic and essential sectors, with the global pharmaceutical market valued at approximately \$1.6-1.7 trillion in 2024 and projected to reach \$2.1-2.4 trillion by 2030, representing a compound annual growth rate (CAGR) of 5.5-6.5%. This trajectory reflects the industry's resilience and fundamental importance to global health systems, driven by an aging population, rising chronic disease prevalence, and continuous innovation in therapeutic solutions.



The disease burden landscape has undergone significant transformation over the past two decades. Non-communicable diseases now account for 52% of disability-adjusted life years in India compared to 33% in 2000, necessitating sustained investments in pharmaceutical research, development, and manufacturing infrastructure. This epidemiological transition, characterized by growing prevalence of cardiovascular diseases, diabetes, cancer, and other chronic conditions, creates substantial market opportunities.

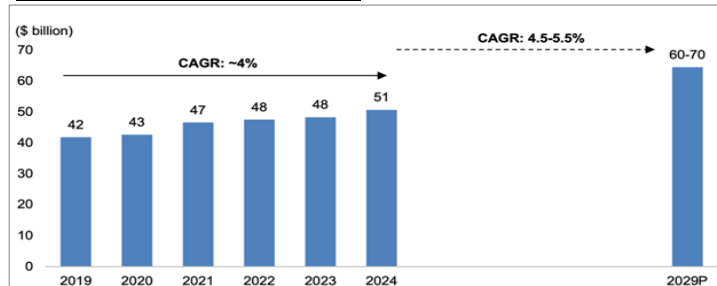
Capital expenditure patterns reflect the industry's commitment to innovation and capacity expansion. Cumulative CAPEX in the global pharmaceutical industry totaled approximately \$370-420 billion over the 2020-2024 period, with pharmaceutical companies consistently investing 5.0-6.0% of their revenue in capital expenditures. Looking forward, global pharmaceutical CAPEX is estimated to reach \$500-550 billion between 2025-2029, driven by manufacturing capacity expansion, patent expirations, increasing generic medicine usage, and pricing pressures.

Global capex in pharmaceutical industry



higher CAGR of 4.5-5.5% between 2024 and 2029, potentially reaching \$60-70 billion by 2029. Government initiatives across the MEA region increasingly focus on pharmaceutical localization and self-reliance, creating substantial opportunities for infrastructure providers. The Asia-Pacific region dominates the global pharmaceutical equipment market with a 41.6% share in 2024, driven by strong manufacturing capabilities and cost-effective production advantages. India's pharmaceutical industry, valued at approximately \$55 billion currently, is expected to reach \$120-130 billion by 2030 and approach \$450 billion by 2047.

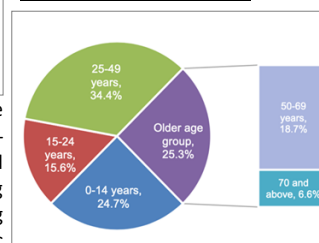
Pharmaceuticals market in MEA region



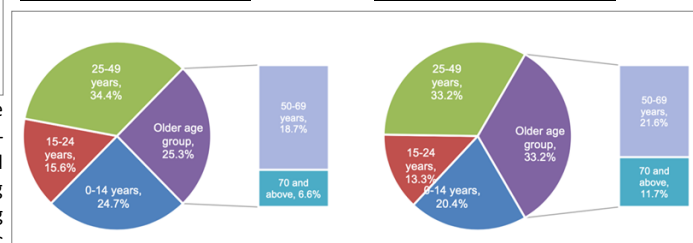
The pharmaceutical industry is experiencing unprecedented technological transformation, with Industry 4.0 principles fundamentally reshaping manufacturing processes. The integration of Internet of Things devices, artificial intelligence, machine learning, and big data analytics is creating smart manufacturing facilities that enable real-time monitoring and predictive maintenance. The implementation of Industry 4.0 technologies can lead to productivity improvements of up to 25% and reductions in quality control costs of up to 30%.

The pharmaceutical industry's growth is fundamentally underpinned by significant demographic shifts occurring globally. The share of older population (50 years and above) comprised 24.7% of the total global population in 2024, with projections indicating this will increase to 27.2% by 2030 and 33.2% by 2050. This demographic transition is particularly pronounced in developed economies, driving unprecedented demand for pharmaceutical products and healthcare infrastructure.

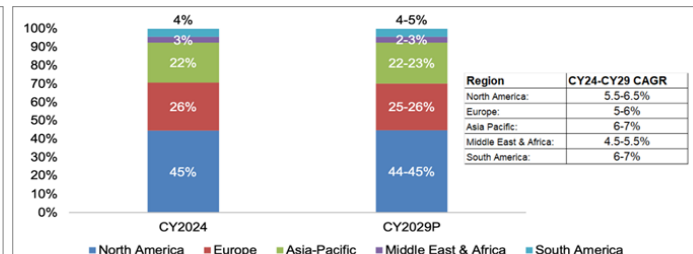
Population break-up 2024



Population break-up 2050P

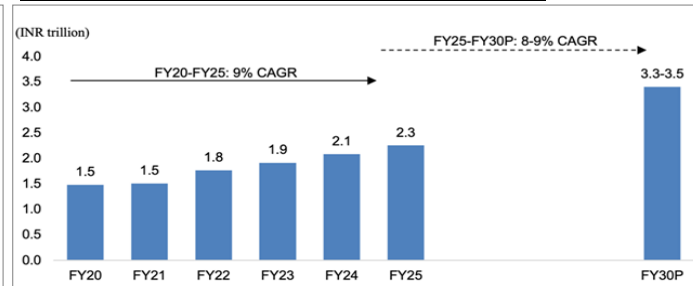


Segmentation of global pharmaceuticals market based on region



The Middle East and Africa region represents one of the most promising growth frontiers for the pharmaceutical industry. The MEA pharmaceutical market has grown at a 4% CAGR between 2019 and 2024, reaching \$51 billion in 2024. The region is expected to accelerate its growth trajectory, projecting a

Review and outlook of Indian domestic formulation market



The global pharmaceutical manufacturing equipment market has demonstrated robust growth, valued at approximately \$19-23 billion in 2024 and projected to reach \$27-39 billion by 2029, representing a CAGR of 6.8-7.3%. This growth is primarily driven by increasing demand for generic drugs, the rise of contract development and manufacturing organizations, and advancements in pharmaceutical manufacturing technologies. The turnkey project management and engineering services market represents a specialized sector valued at \$12.5 billion in 2024, projected to reach \$20 billion by 2033, growing at a 6.5% CAGR, creating sustained opportunities for comprehensive engineering solution providers across global pharmaceutical infrastructure development projects.

Investment Rationale

Strong Turnkey Engineering Solutions Portfolio and Scalable Business Model: Fabtech Technologies Limited has established itself as a key turnkey engineering solution provider in the pharmaceutical capex space, offering comprehensive start-to-finish solutions encompassing designing, engineering, procurement, installation, and testing of pharmaceutical equipment. The company operates as a global entity headquartered in India with presence across 62 countries, particularly focusing on key emerging economies including Bangladesh, Egypt, Ethiopia, India, Kenya, Kingdom of Saudi Arabia, Morocco, Nicaragua, Nigeria, South Africa, Turkey, UAE, USA, and Tanzania.

The company's comprehensive solutions encompass the entire project lifecycle, addressing three key elements in pharmaceutical and healthcare facilities: bio clean air, clean water, and process. This broad applicability across pharmaceutical, biotech, and healthcare sectors positions Fabtech as an integrated and versatile supplier in the healthcare value chain. With over 29 years of operating history through the Fabtech Group, the company has demonstrated consistent growth and expertise in executing diverse pharmaceutical projects across all dosage forms including liquids, solids, and semisolids.

Since incorporation until July 31, 2025, Fabtech has completed 51 projects across multiple countries and maintains a strong order book aggregating to ₹9,044.19 million as of July 31, 2025. The company's diversified portfolio spans from granulation solutions and isolator containment systems to injectable projects, encapsulation solutions, cleanroom infrastructure, HVAC systems, and packaging lines, demonstrating its comprehensive capabilities and market reach.

Asset-Light and Integrated Business Model with Strategic Competitive Advantages: Fabtech has adopted a scalable, asset-light, and less capital-intensive business model by strategically procuring equipment from Related Entities within the Fabtech Group and third-party suppliers. This integrated procurement system enables the company to maintain control over equipment cost and quality while achieving economies of scale. The asset-light approach allows Fabtech to direct efforts towards project execution and sales activities while ensuring timely delivery of quality equipment.

The company's procurement strategy demonstrates balanced risk management, with expenditure towards Related Entities comprising 25.68% (₹544.50 million) and third-party suppliers comprising 74.32% (₹15,75.51 million) in FY2025. This diversification ensures supply chain resilience while maintaining quality control standards. The integrated business model includes in-house teams for risk assessment, design, equipment procurement, quality control, logistics, and project execution, enabling capture of a larger proportion of the value chain.

Strategic Expansion and Growth Initiatives: Fabtech has implemented a comprehensive growth strategy focusing on geographic expansion through overseas subsidiaries and joint ventures to establish local presence in key markets. The company has established FTS Cleanrooms Systems LLC in Sharjah, UAE, through which it acquired 20 projects worth ₹13,72.46 million to build local customer base in GCC and MENA regions. The company plans to pursue inorganic growth initiatives through strategic acquisitions of manufacturers engaged in manufacturing process equipment and critical components in India, UAE, Saudi Arabia, and Egypt. With ₹300 million allocated from IPO proceeds for acquisitions, Fabtech aims to expand execution capabilities, diversify customer base, and achieve operational integration while maintaining its asset-light model.

Advanced Technology Infrastructure and Digital Project Management Capabilities: Fabtech has developed proprietary in-house software technology capabilities through FabAssure, a comprehensive project management system that digitalizes and automates stage-wise actions from project commencement to completion. This technology infrastructure enables real-time monitoring of operations, faster project execution, and efficient resolution of roadblocks through automated escalation processes. The FabAssure system facilitates transparency in project execution, builds customer trust, and creates long-term relationships by enabling customer involvement throughout the project lifecycle. This technological edge has helped the company shift from conventional practices to modern, automated, and efficient project execution methodologies, resulting in improved operating efficiencies, timely project completion, and stringent operational control.

Diversified Global Order Book and Strong Market Presence: Fabtech has successfully expanded and diversified its order book across geographies, clients, and business verticals, reflecting commitment to organic and sustainable growth. The order book has grown significantly from ₹2889.37 million in FY2023 to ₹4762.35 million in FY2025. The company's geographical diversification spans GCC (17.99%), MENA (38.87%), ECO Zone (26.85%), and other regions including SEA (16.21%). The company's proposal to order conversion ratio has consistently improved from 7.79% in FY2023 to 10.24% in FY2025, demonstrating enhanced sales effectiveness. With comprehensive service offerings across all dosage forms and established track record in executing projects in challenging geographical landscapes, Fabtech has developed capabilities to successfully deliver projects in emerging economies with complex operating environments.

Robust Financial Performance and Margin Expansion: Fabtech has delivered strong financial performance with revenue from operations growing from ₹1,937.98 million in FY2023 to ₹3,266.69 million in FY2025, representing a compound annual growth rate of 29.8%. The company has demonstrated significant profitability improvement with EBITDA increasing from ₹251.06 million in FY2023 to ₹376.83 million in FY2025. Net profit has shown strong growth from ₹217.34 million in FY2023 to ₹464.53 million in FY2025, with net profit margin expanding from 10.87% to 13.83%. The company maintains strong return ratios with ROE at 30.46% and ROCE at 24.46% in FY2025, reflecting efficient capital allocation and strong execution capabilities. The debt-to-equity ratio remained manageable at 0.32x in FY2025, indicating prudent financial management.

Valuation and Outlook: The global pharmaceutical industry is positioned for expansion, with market revenues projected to reach \$2.4 trillion by 2030, growing at a CAGR of 6.1%, driven by aging demographics and accelerating investments in pharmaceutical infrastructure across emerging economies. The pharmaceutical manufacturing equipment market is expected to reach \$27 billion by 2029 at a 6.8% CAGR, while the turnkey project management and engineering services market is projected to grow from \$12.5 billion in 2024 to \$20 billion by 2033 at a 6.5% CAGR. Against this favourable industry backdrop, Fabtech Technologies is exceptionally well-positioned to capitalize on sustained global demand given its established turnkey engineering solutions portfolio spanning 62 countries with diversified presence across Middle East (38.87%), ECO Zone (26.85%), and GCC (17.99%) regions. The company's niche positioning as a global turnkey engineering solutions provider specializing in pharmaceuticals, biotech, and healthcare facilities, coupled with its asset-light business model and proven execution capabilities through 51 successfully completed projects, reinforces strong growth visibility. Fabtech's revenue surged from ₹1,937.98 million in FY23 to ₹3,266.69 million in FY25, delivering an impressive 29.8% CAGR, while net profit expanded from ₹217.34 million to ₹464.53 million, with PAT margins improving from 11.2% to 14.2%, underpinned by superior capital efficiency (ROE 30.5%, ROCE 24.5%) and strong order book growth to ₹9,044.19 million as of July 2025. We recommend subscribing to the issue, as Fabtech's proven track record combined with its scalable asset-light model offers a compelling long-term growth opportunity in the rapidly expanding global pharmaceutical infrastructure development sector.

Income Statement					Balance Sheet			
Y/E (INR mn)	FY23	FY24	FY25	Y/E (INR mn)	FY23	FY24	FY25	
Revenue	1,937.98	2,261.36	3,266.69	Source of funds				
Expenses:				Equity Share Capital	27.86	29.45	323.92	
Raw Material Consumed	-	4.05	1.95	Reserves	861.77	1289.38	1407.22	
Employee Cost	191.14	197.80	343.37	Total Share holders funds	889.63	1318.82	1731.14	
Total Expenses	1,686.92	1,912.92	2,889.85	Total Debt	342.87	98.77	546.21	
EBITDA	251.06	348.44	376.83	Current Liabilities	1,223.51	1,348.94	2,254.74	
EBITDA Margin %	12.95	15.41	11.54	Trade Payables	539.96	650.61	988.03	
Interest	25.76	19.00	20.86	Total Non-Current Liabilities	25.50	24.60	279.71	
Depreciation	19.03	20.81	26.08	Total Liabilities	2,138.64	2,692.36	4,265.58	
Other Income	61.17	44.68	92.74					
Exceptional item	-	-	178.49	Application of funds				
PBT	278.99	357.70	601.12	Fixed Assets	36.28	220.89	941.39	
Adjusted PAT	217.34	272.17	422.63	CWIP	-	-	-	
Adjusted EPS	6.71	8.40	13.05	Cash and Bank	238.48	461.72	350.10	
				Current Assets	1809.13	2294.36	3084.07	
				Trade Recievables	994.12	966.59	1507.36	
				Inventories	172.35	292.74	594.16	
				Other current assets	194.90	91.11	188.54	
				Total Assets	2,138.64	2,692.36	4,265.58	
Cash Flow					Key Ratios			
Y/E (INR mn)	FY23	FY24	FY25	Y/E (INR mln)	FY23	FY24	FY25	
Profit Before Tax	278.99	357.70	601.12	Growth Ratio				
Adjustment	0.15	-1.34	-192.86	Net Sales Growth(%)	-24.65	16.69	44.46	
				EBITDA Growth(%)	-10.48	25.91	8.15	
Changes In working Capital	-315.75	333.83	-672.94	PAT Growth(%)	-7.43	25.23	42.06	
Cash Flow after changes in Working Capital	-36.61	690.20	-264.68	Margin Ratios				
Tax Paid	-102.21	-78.28	-96.77	EBITDA	12.95	15.41	11.54	
				PBT	14.4	15.82	18.4	
Cash From Operating Activities	-138.82	611.92	-361.45	PAT	11.21	12.04	12.94	
				Return Ratios				
Cash Flow from Investing Activities	18.91	-300.04	-200.47	ROA	11.33	11.34	12.15	
Cash from Financing Activities	119.62	-127.26	362.55	ROE	27.80	24.65	30.46	
				ROCE	29.35	28.76	24.46	
Net Cash Inflow / Outflow	-0.29	184.62	-199.36	Turnover Ratios				
Opening Cash & Cash Equivalent	105.59	105.29	289.92	Debtors Turnover(x)	2.11	2.31	2.64	
				Inventory Turnover(x)	16.33	9.72	7.37	
Closing Cash & Cash Equivalent	105.29	289.92	90.56	Fixed Asset Turnover (x)	20.39	11.32	5.62	
				Solvency Ratios				
				Total Debt/Equity(x)	0.39	0.07	0.32	
				Current Ratio(x)	1.48	1.70	1.37	
				Quick Ratio(x)	1.34	1.48	1.10	
				Interest Cover(x)	6.51	13.58	29.81	
				Valuation Ratios				
				P/E	-	-	14.64	
				P/B	-	-	2.1	
				EV/EBITDA	-	-	23.05	
				EV/Sales	-	-	2.66	

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Analyst holding in stock: **NO**

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