

Indogulf Crop Sciences Ltd

IPO Note



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Protecting Crops, Promoting Sustainability

Indogulf Cropsciences Limited, founded in 1993, is a leading Indian manufacturer specializing in crop protection, plant nutrients, and biologicals. With over 260 products, the company serves a wide range of crops and has a strong market presence, exporting to 34 countries. Recognized as a "Two Star Export House" by the Government of India, Indogulf has built a robust reputation in both domestic and international markets.

The company has demonstrated strong financial performance, with revenue from operations reaching INR 464.2 cr. for the nine-month period ending December 31, 2024. Its EBITDA stood at INR 44.8 cr., reflecting a margin of 9.7%, and a PAT of INR 21.7 cr. with a margin of 4.67%. The company's crop protection segment continues to drive the majority of revenue, contributing 90.15% of its total gross revenue. Indogulf's focus on backward integration and R&D has improved product efficiency, cost control, and operational margins, helping it maintain strong profitability.

Indogulf's growth prospects are promising, driven by its diversified product portfolio, strong distribution network, and focus on sustainable agricultural solutions. With 138 products in the registration pipeline, ongoing investment in innovation, and an experienced leadership team, the company is well-positioned to capitalize on the expanding agrochemical industry. Indogulf is poised for continued growth in both domestic and global markets, leveraging its expertise and competitive advantages to meet the rising demand for crop protection products and eco-friendly solutions.

Industry	Agrochemicals
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Scrip Details

Listing	BSE & NSE
Open Date	June 26, 2025
Close Date	June 30, 2025
Price Band	INR 105-111
Face Value	INR 10.00
Market Lot	135 Shares
Minimum Lot	1

Issue Structure

Issue Size (INR cr)	200.00
Issue Size (Shares)	1,80,18,017
QIB Share (%)	50%
Non-Inst Share (%)	15%
Retail Share (%)	35%
Pre Issue sh. (cr)	4.87
Post Issue sh. (cr)	6.32
Post Issue Market Cap (cr)	702

Shareholding (%)	Pre (%)	Post (%)
Promoter	96.86	77.16
Public	3.14	22.84
TOTAL	100	100

Key Consolidated Financial Data (INR Cr, unless specified)

	Net Revenue	EBITDA	Net Profit	EBITDA (%)	Net (%)	EPS	BVPS (₹)	RoE (%)	RoIC (%)	P/E (X)	EV/EBITDA (X)
FY22	487.2	46.5	26.4	9.6	5.4	4.2	28.6	14.6	13.7	26.6	17.2
FY23	549.7	48.9	22.4	8.9	4.1	3.5	32.2	11.0	10.1	31.3	18.1
FY24	552.2	58.4	28.2	10.6	5.1	4.5	36.7	12.2	12.5	24.8	14.6

Source: Ventura Research & Company update

Issue Structure and Offer Details

Indogulf Cropsciences IPO is a bookbuilding of INR 200.0 cr. The issue is a combination of fresh issue of 1.44 cr. shares of INR 160.0 cr. and offer for sale of 0.36 crore shares of INR 40.0 cr.

Issue Structure	
Investor Category	Allocation
QIB	Not more than 50.00% of the Offer
Retail	Not less than 35.00% of the Offer
NII (HNI)	Not more than 15.00% of the Offer

Number of shares based on a higher price band of INR 111

Source: Company Reports

Objects of the Issue

The Company proposes to utilize the Net Proceeds towards the following objects:

1. Funding working capital requirements of the Company (65 cr)
2. Repayment/ prepayment, in full or in part, of certain outstanding borrowings availed by our Company (32.14 cr)
3. Capital expenditure of our Company for setting up an in-house dry flowable (DF) plant at Barwasni, District Sonipat, Haryana (14 cr)
4. General corporate purposes.

Financial Summary

Fig in INR Cr (unless specified)	FY22	FY23	FY24	Fig in INR Cr (unless specified)	FY22	FY23	FY24
Income Statement				Per share data & Yields			
Revenue	487.2	549.7	552.2	Adjusted EPS (INR)	4.2	3.5	4.5
YoY Growth (%)		12.8	0.5	Adjusted Cash EPS (INR)	5.5	5.1	6.1
Raw Material Cost	332.4	379.9	366.0	Adjusted BVPS (INR)	28.6	32.2	36.7
RM Cost to Sales (%)	68.2	69.1	66.3	Adjusted CFO per share (INR)		(9.0)	8.4
Employee Cost	29.8	34.9	38.9	CFO Yield (%)	0.0	(8.1)	7.6
Employee Cost to Sales (%)	6.1	6.4	7.0	Adjusted FCF per share (INR)	(2.3)	(10.7)	9.1
Other Expenses	78.5	86.0	89.0	FCF Yield (%)	(2.1)	(9.7)	8.2
Other Exp to Sales (%)	16.1	15.6	16.1	Solvency Ratio (X)			
EBITDA	46.5	48.9	58.4	Total Debt to Equity	0.6	0.9	0.7
Margin (%)	9.6	8.9	10.6	Net Debt to Equity	0.5	0.9	0.7
YoY Growth (%)		5.0	19.4	Net Debt to EBITDA	2.1	3.8	2.6
Depreciation & Amortization	8.6	9.6	10.3	Return Ratios (%)			
EBIT	37.9	39.3	48.1	Return on Equity	14.6	11.0	12.2
Margin (%)	7.8	7.1	8.7	Return on Capital Employed	10.0	7.4	9.8
YoY Growth (%)		3.5	22.4	Return on Invested Capital	13.7	10.1	12.5
Other Income	3.7	2.5	4.6	Working Capital Ratios			
Bill discounting & other charges	6.0	11.6	12.9	Payable Days (Nos)	76	54	73
Fin Charges Coverage (X)	6.3	3.4	3.7	Inventory Days (Nos)	114	139	129
Exceptional Item	0.1	0.2	(3.7)	Receivable Days (Nos)	106	117	146
PBT	35.6	30.3	36.0	Net Working Capital Days (Nos)	144	202	203
Margin (%)	7.3	5.5	6.5	Net Working Capital to Sales (%)	39.5	55.3	55.6
YoY Growth (%)		(14.9)	18.9	Valuation (X)			
Tax Expense	9.3	7.9	7.8	P/E	26.6	31.3	24.8
Tax Rate (%)	26.0	26.0	21.7	P/BV	3.9	3.5	3.0
PAT	26.4	22.4	28.2	EV/EBITDA	17.2	18.1	14.6
Margin (%)	5.4	4.1	5.1	EV/Sales	1.6	1.6	1.5
YoY Growth (%)		(14.9)	25.9	Cash Flow Statement			
Min Int/Sh of Assoc	0.0	(0.0)	0.0	PBT	35.6	30.3	36.0
Net Profit	26.4	22.4	28.2	Adjustments		32.0	28.2
Margin (%)	5.4	4.1	5.1	Change in Working Capital		(111.4)	(3.1)
YoY Growth (%)		(14.9)	25.9	Less: Tax Paid	(9.3)	(7.9)	(7.8)
Cash Flow from Operations	26.4	(57.0)	53.3	Cash Flow from Operations	26.4	(57.0)	53.3
Net Capital Expenditure	(12.2)	(19.5)	(6.2)	Net Capital Expenditure	(12.2)	(19.5)	(6.2)
Change in Investments	2.2	0.2	1.0	Change in Investments	2.2	0.2	1.0
Cash Flow from Investing	(10.0)	(19.3)	(5.2)	Cash Flow from Investing	(10.0)	(19.3)	(5.2)
Change in Borrowings	22.1	86.8	(35.9)	Change in Borrowings	22.1	86.8	(35.9)
Less: Finance Cost	(6.0)	(11.6)	(12.9)	Less: Finance Cost	(6.0)	(11.6)	(12.9)
Proceeds from Equity	0.0	0.0	0.0	Proceeds from Equity	0.0	0.0	0.0
Buyback of Shares	0.0	0.0	0.0	Buyback of Shares	0.0	0.0	0.0
Dividend Paid	0.0	0.0	0.0	Dividend Paid	0.0	0.0	0.0
Cash flow from Financing	16.1	75.2	(48.9)	Cash flow from Financing	16.1	75.2	(48.9)
Net Cash Flow	32.4	(1.1)	(0.8)	Net Cash Flow	32.4	(1.1)	(0.8)
Forex Effect	0.0	0.0	0.0	Forex Effect	0.0	0.0	0.0
Opening Balance of Cash		4.8	3.7	Opening Balance of Cash		4.8	3.7
Closing Balance of Cash	4.8	3.7	2.9	Closing Balance of Cash	4.8	3.7	2.9
Balance Sheet				Balance Sheet			
Share Capital	23.6	23.6	23.6	Share Capital	23.6	23.6	23.6
Total Reserves	156.9	179.6	208.0	Total Reserves	156.9	179.6	208.0
Shareholders Fund	180.5	203.2	231.7	Shareholders Fund	180.5	203.2	231.7
Long Term Borrowings	13.8	21.9	18.6	Long Term Borrowings	13.8	21.9	18.6
Deferred Tax Assets / Liabilities	(1.0)	(1.0)	(2.2)	Deferred Tax Assets / Liabilities	(1.0)	(1.0)	(2.2)
Other Long Term Liabilities	10.3	10.8	10.9	Other Long Term Liabilities	10.3	10.8	10.9
Long Term Trade Payables	0.0	0.0	0.0	Long Term Trade Payables	0.0	0.0	0.0
Long Term Provisions	2.0	2.0	2.1	Long Term Provisions	2.0	2.0	2.1
Total Liabilities	205.6	237.0	261.1	Total Liabilities	205.6	237.0	261.1
Net Block	57.0	68.9	47.5	Net Block	57.0	68.9	47.5
Capital Work in Progress	9.0	7.4	22.2	Capital Work in Progress	9.0	7.4	22.2
Intangible assets under development	0.7	1.9	0.9	Intangible assets under development	0.7	1.9	0.9
Non Current Investments	0.0	0.0	0.0	Non Current Investments	0.0	0.0	0.0
Long Term Loans & Advances	22.8	17.9	18.7	Long Term Loans & Advances	22.8	17.9	18.7
Other Non Current Assets	0.0	0.0	0.0	Other Non Current Assets	0.0	0.0	0.0
Net Current Assets	116.0	140.8	171.8	Net Current Assets	116.0	140.8	171.8
Total Assets	205.6	237.0	261.1	Total Assets	205.6	237.0	261.1

Source: Company Reports

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