

Lalithaa Jewellery Mart Ltd.

IPO Note



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A Leading Mass-Market Jewellery Retail Chain in Southern India.

Lalithaa Jewellery Mart Limited, incorporated in 1985 as Lalitha Jewellery Mart Private Limited and converted to its present name in 2024, is a southern India-focused jewellery retailer catering to the mass and value-conscious segments. Its portfolio comprises gold, silver and diamond jewellery sold through 61 stores across 51 cities in Tamil Nadu, Andhra Pradesh, Telangana, Karnataka and Puducherry. Per CRISIL, it recorded the highest revenue per store among key organised jewellery players in India in FY26, at INR 410.23 crore. Promoter and CMD M. Kiran Kumar Jain has been associated with the company since 1999

The company operates in the organised jewellery-retailing value chain, where demand is supported by wedding and festive purchases, increasing preference for hallmarked jewellery and the shift from unorganised jewellers to established chains. Organised chains accounted for 37–42% of India's jewellery market in FY26, which CRISIL expects to increase to 45–50% by FY30. Lalithaa is positioned to benefit from this formalisation, particularly across price-conscious Tier-II and Tier-III markets in southern India.

Its operating model combines large and medium-format stores, backward-integrated manufacturing and jewellery-purchase schemes. Of its 61 stores, 58 operate from leased premises, while two manufacturing facilities in Tamil Nadu provide in-house capabilities. Tier-II and Tier-III cities housed 45 stores and contributed 60.25% of FY26 revenue. Its schemes had 4.73 lakh active customers, with customer advances of INR 5,042.75 crore. Key risks include dependence on gold jewellery 92.33% of FY26 revenue Tamil Nadu contributing 53.98%, gold-price and inventory exposure, and negative FY26 operating cash flow of INR 397.76 crore. Key strengths include high revenue per store, backward integration, strong regional penetration and recurring customer schemes.

Financially, revenue increased from INR 16,788.05 crore in FY24 to INR 25,023.93 crore in FY26, while PAT rose from INR 359.83 crore to INR 1,009.82 crorea revenue CAGR of 22.09% and PAT CAGR of 67.52%. Operating EBITDA margin expanded from 4.05% to 6.69%, with ROE at 41.60% and ROCE at 42.60% in FY26.

The IPO comprises a fresh issue of up to INR 1,200 crore and an Offer for Sale of up to INR 500 crore by promoter M. Kiran Kumar Jain; the price band and market capitalisation are not yet disclosed in the RHP. Of the fresh issue, INR 1,033.23 crore is earmarked for opening 10 new stores INR 34.55 crore for fit-outs and equipment and INR 998.68 crore for inventory with the balance allocated to general corporate purposes.

Industry	Jewellery Retailing
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Scrip Details

Listing	BSE &NSE
Open Date	Aug 17, 2026
Close Date	Aug 19, 2026
Price Band	INR 190 – 201
Face Value	INR 5
Market Lot	74 Shares
Minimum Lot	1

Issue Structure

Issue Size (INR cr)	1700.62
Issue Size (Shares Cr)	8.46
QIB Share (%)	≤ 50%
Non-Inst Share (%)	≥ 15%
Retail Share (%)	≥ 35%
Pre Issue sh. (cr)	49.99
Post Issue sh. (cr)	55.97
Post Issue Market Cap (cr)	11250.17

Shareholding	Pre (%)	Post (%)
Promoter	97.72	82.85
Public	2.28	17.15
TOTAL	100.0	100.0

Key Consolidated Financial Data (INR Cr, unless specified)

	Net Revenue	EBITDA	Net Profit	EBITDA (%)	Net Profit (%)	EPS (INR)	BVPS (INR)	ROE (%)	RoIC (%)	P/E (X)	EV/EBITDA (X)
FY23	13,317	535.5	238.4	4.0	1.8	5.3	21.6	19.7	27.5	47.2	22.0
FY24	16,788	703.7	359.8	4.2	2.1	7.7	27.9	23.0	27.0	31.3	17.1
FY25	16,897	766.2	364.7	4.5	2.2	8.1	34.4	18.9	24.2	30.8	15.8
FY26	25,024	1711.9	1009.8	0.0	0.0	20.4	52.3	34.5	35.2	11.1	7.5

Source: Ventura Research & Company update

Issue Structure and Offer Details

Lalithaa Jewellery Mart IPO is a book-built issue aggregating up to INR 1,700 crore. It comprises a fresh issue aggregating up to INR 1,200 crore and an offer for sale aggregating up to INR 500 crore by promoter M. Kiran Kumar Jain.

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

Number of shares based on a higher price band of INR 201

Source: Company Reports

Objects of the Issue:

The Company proposes utilizing the Net Proceeds from the Offer towards the following objects:

1. Fresh Issue – INR 1,200.00 Cr towards the following objects

- Setting up 10 new stores: INR 1,033.23 Cr
- Store fit-outs, furniture, fixtures, equipment, IT hardware and software: INR 34.55 Cr
- General corporate purposes

2. Offer for Sale – INR 500.00 Cr

- Proceeds go to the existing investors.

Financial Summary

Fig in INR Cr (unless specified)	FY23	FY24	FY25	FY26	Fig in INR Cr (unless specified)	FY23	FY24	FY25	FY26
Income Statement					Per share data & Yields				
Revenue	13,316.8	16,788.1	16,897.3	25,023.9	Adjusted EPS (INR)	4.3	6.4	6.5	18.0
YoY Growth (%)	63.6	26.1	0.7	48.1	Adjusted Cash EPS (INR)	5.3	7.7	8.1	20.4
Raw Material Cost	12,322.6	15,513.7	15,457.6	22,520.7	Adjusted BVPS (INR)	21.6	27.9	34.4	52.3
RM Cost to Sales (%)	92.5	92.4	91.5	90.0	Adjusted CFO per share (INR)	5.0	(0.3)	5.2	(7.1)
Employee Cost	170.2	208.4	258.4	289.6	CFO Yield (%)	2.5	(0.2)	2.6	(3.5)
Employee Cost to Sales (%)	1.3	1.2	1.5	1.2	Adjusted FCF per share (INR)	5.9	0.2	5.4	(5.2)
Other Expenses	288.5	362.3	415.2	501.8	FCF Yield (%)	2.9	0.1	2.7	(2.6)
Other Exp to Sales (%)	2.2	2.2	2.5	2.0	Solvency Ratio (X)				
EBITDA	535.5	703.7	766.2	1,711.9	Total Debt to Equity	0.4	0.5	0.5	0.5
Margin (%)	4.0	4.2	4.5	6.8	Net Debt to Equity	0.4	0.5	0.5	0.5
YoY Growth (%)	28.2	31.4	8.9	123.4	Net Debt to EBITDA	1.0	1.1	1.1	0.9
Depreciation & Amortization	60.8	71.9	87.2	130.7	Return Ratios (%)				
EBIT	474.6	631.8	679.0	1,581.2	Return on Equity	19.7	23.0	18.9	34.5
Margin (%)	3.6	3.8	4.0	6.3	Return on Capital Employed	19.9	19.6	17.1	25.9
YoY Growth (%)	30.5	33.1	7.5	132.9	Return on Invested Capital	27.5	27.0	24.2	35.2
Other Income	5.8	13.8	10.6	15.9	Working Capital Ratios				
Bill discounting & other charges	155.2	161.0	186.2	236.8	Payable Days (Nos)	5	3	6	8
Fin Charges Coverage (X)	3.1	3.9	3.6	6.7	Inventory Days (Nos)	95	93	127	143
Exceptional Item	0.0	0.0	0.0	0.0	Receivable Days (Nos)	1	1	3	3
PBT	325.2	484.6	503.3	1,360.3	Net Working Capital Days (Nos)	91	92	124	139
Margin (%)	2.4	2.9	3.0	5.4	Net Working Capital to Sales (%)	25.0	25.2	33.9	38.0
YoY Growth (%)	42.5	49.0	3.9	170.3	Valuation (X)				
Tax Expense	86.8	124.7	138.6	350.4	P/E	47.2	31.3	30.8	11.1
Tax Rate (%)	26.7	25.7	27.5	25.8	P/BV	9.3	7.2	5.8	3.8
PAT	238.4	359.8	364.7	1,009.8	EV/EBITDA	22.0	17.1	15.8	7.5
Margin (%)	1.8	2.1	2.2	4.0	EV/Sales	0.9	0.7	0.7	0.5
YoY Growth (%)	42.9	50.9	1.4	176.9	Cash Flow Statement				
Min Int/Sh of Assoc	(0.0)	0.0	(0.0)	0.0	PBT	325.2	484.6	503.3	1,360.3
Net Profit	238.4	359.8	364.7	1,009.8	Adjustments	897.8	524.5	1,419.5	8,101.3
Margin (%)	1.8	2.1	2.2	4.0	Change in Working Capital	(856.0)	(902.4)	(1,495.5)	(9,508.9)
YoY Growth (%)	42.9	50.9	1.4	176.9	Less: Tax Paid	(86.8)	(124.7)	(138.6)	(350.4)
Balance Sheet					Cash Flow from Operations	280.2	(18.0)	288.7	(397.8)
Share Capital	11.9	11.9	250.0	250.0	Net Capital Expenditure	(62.7)	(88.3)	(120.7)	(66.9)
Total Reserves	1,195.6	1,552.5	1,675.4	2,679.7	Change in Investments	(4.2)	(24.0)	(94.4)	0.7
Shareholders Fund	1,207.5	1,564.4	1,925.4	2,929.7	Cash Flow from Investing	(66.9)	(112.3)	(215.1)	(66.2)
Long Term Borrowings	4.3	9.4	31.6	26.9	Change in Borrowings	(53.7)	295.9	142.1	664.5
Deferred Tax Assets / Liabilities	(24.5)	(32.1)	(40.6)	(50.6)	Less: Finance Cost	(155.2)	(161.0)	(186.2)	(236.8)
Other Long Term Liabilities	385.3	407.0	404.4	391.2	Proceeds from Equity	0.0	0.0	0.0	0.0
Long Term Trade Payables	0.0	0.0	0.0	0.0	Buyback of Shares	0.0	0.0	0.0	0.0
Long Term Provisions	7.4	11.2	12.2	19.0	Dividend Paid	0.0	0.0	0.0	0.0
Total Liabilities	1,580.0	1,959.9	2,333.0	3,316.1	Cash flow from Financing	(208.9)	135.0	(44.1)	427.7
Net Block	517.6	561.8	644.6	634.2	Net Cash Flow	4.4	4.6	29.5	(36.2)
Capital Work in Progress	47.0	46.9	14.5	23.7	Forex Effect	0.0	0.0	0.0	0.0
Intangible assets under developmer	0.0	0.0	0.0	0.0	Opening Balance of Cash	13.8	18.2	22.8	52.3
Non Current Investments	0.0	0.0	0.0	0.0	Closing Balance of Cash	18.2	22.8	52.3	16.1
Long Term Loans & Advances	77.3	103.1	113.7	96.9					
Other Non Current Assets	3.3	1.7	0.0	0.3					
Net Current Assets	934.7	1,246.3	1,560.1	2,561.0					
Total Assets	1,580.0	1,959.9	2,333.0	3,316.1					

Source: Company Reports

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