

Billionbrains Garage Ventures Ltd.

IPO Note



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The Growth of Groww

Groww is India's largest and fastest-growing digital investment platform, catering to retail investors with a focus on accessibility and technology. Established in 2016 by Lalit Keshre, Harsh Jain, Ishan Bansal, and Neeraj Singh, all former Flipkart colleagues, Groww has revolutionized investing by offering a seamless platform for trading stocks, derivatives, bonds, mutual funds, and more. As of June 30, 2025, it is the leading platform by active users on the NSE, with 47.89 million active clients and over 100 million downloads. The company's key offering includes an intuitive app and website that simplifies investing and trading, supported by advanced in-house technology.

Groww's revenue has shown rapid growth, with a compound annual growth rate (CAGR) of 127.7% from FY2022 to FY2025, positioning it as one of the top brokers on the NSE. As of FY2025, it contributed to approximately INR 340 bn in SIP inflows, capturing a market share of 11.76%. The company's growth trajectory has been driven by its strategic positioning in the digital-first investment space, which has gained significant traction in India's growing wealth management market, expected to reach INR 2.2-2.6 trillion by 2030.

Despite its growth, Groww's financials reflect a heavy reliance on continued market expansion and client acquisition. Its innovative approach, such as launching "W by Groww" for affluent users and expanding its product offerings, positions the company to maintain leadership in the Indian investment space, though it remains subject to market volatility and investor sentiment shifts. Groww's successful foray into asset management with the acquisition of Indiabulls AMC in 2023 further underscores its expansion into diversified financial products.

Industry	Fin. Services
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Script Details

Listing	BSE & NSE
Open Date	Nov 4, 2025
Close Date	Nov 7, 2025
Price Band	INR 95 -100
Face Value	INR 2
Market Lot	150 Shares
Minimum Lot	1

Issue Structure

Issue Size (INR cr)	INR 6,632
Issue Size (Shares)	66,32,30,051
QIB Share (%)	≥ 75%
Non-Inst Share (%)	≤ 15%
Retail Share (%)	≤ 10%
Pre-Issue sh. (in cr.)	6.1
Post Issue sh. (in cr.)	6.2
Post Issue Market Cap (in cr)	61,700.0

Shareholding (%)	Pre (%)	Post (%)
Promoter	28	18
Public	72	82
TOTAL	100	100

Key Consolidated Financial Data (INR Cr, unless specified):

	Net Revenue	EBITDA	Adj. Net Profit	EBITDA (%)	Adj. Net (%)	EPS (₹)	BVPS (₹)	RoE (%)	RoIC (%)	P/E (X)	EV/EBITDA (X)
FY23	1,261.0	398.8	457.7	31.6	36.3	0.7	5.4	13.8	50.5	134.8	148.3
FY24	2,796.0	565.5	-804.9	20.2	-28.8	-1.3	4.1	-31.7	-29.9	-76.7	101.4
FY25	4,061.7	2,372.4	1,824.4	58.4	44.9	3.0	0.3	9.1	460.4	33.8	26.1

Source: Ventura Research & Company update

Issue Structure and Offer Details:

Groww IPO is a book build issue of INR 6,632.30 cr. The issue is a combination of fresh issue of 10.60 cr shares aggregating to INR 1,060.0 cr and offer for sale of 55.72 cr shares aggregating to INR 5,572.30 cr.

Issue Structure	
Investor Category	Allocation
QIB	Not less than 75.00% of the Offer
NII (HNI)	Not more than 15.00% of the Net issue
Retail	Not more than 10.00% of the Offer

Number of shares based on a higher price band of INR 100

Source: Company Reports

Objects of the Issue:

- Expenditure towards cloud infrastructure - INR 152.5 cr
- Brand building and performance marketing activities - INR 225 cr
- Investment in one of the Material Subsidiaries, GCS, an NBFC, for augmenting its capital base - INR 205 cr
- Investment in one of the Material Subsidiaries, GIT, for funding its MTF business - INR 167.5 cr
- Funding inorganic growth through unidentified acquisitions and general corporate purposes

Financial Summary

Fig in INR Cr (unless specified)	FY23	FY24	FY25	Fig in INR Cr (unless specified)	FY23	FY24	FY25
Income Statement				Per share data & Yields			
Revenue	1,261.0	2,796.0	4,061.7	Adjusted EPS (INR)	0.7	(1.3)	3.0
<i>YoY Growth (%)</i>		<i>121.7</i>	<i>45.3</i>	Adjusted Cash EPS (INR)	0.8	(1.3)	3.0
Raw Material Cost	0.0	0.0	0.0	Adjusted BVPS (INR)	5.4	4.1	0.3
<i>RM Cost to Sales (%)</i>	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>	Adjusted CFO per share (INR)	0.9	1.4	6.3
Employee Cost	286.8	1,188.0	315.2	CFO Yield (%)	0.9	1.4	6.3
<i>Employee Cost to Sales (%)</i>	<i>22.7</i>	<i>42.5</i>	<i>7.8</i>	Adjusted FCF per share (INR)	0.9	1.4	5.7
Other Expenses	575.4	1,042.5	1,374.1	FCF Yield (%)	0.9	1.4	5.7
<i>Other Exp to Sales (%)</i>	<i>45.6</i>	<i>37.3</i>	<i>33.8</i>	Solvency Ratio (X)			
EBITDA	398.8	565.5	2,372.4	Total Debt to Equity	0.0	0.0	1.6
<i>Margin (%)</i>	<i>31.6</i>	<i>20.2</i>	<i>58.4</i>	Net Debt to Equity	(0.8)	(1.7)	1.3
<i>YoY Growth (%)</i>		<i>41.8</i>	<i>319.5</i>	Net Debt to EBITDA	(6.4)	(7.7)	0.1
Depreciation & Amortization	12.3	20.1	24.6	Return Ratios (%)			
EBIT	386.5	545.4	2,347.8	Return on Equity	13.8	(31.7)	9.1
<i>Margin (%)</i>	<i>30.6</i>	<i>19.5</i>	<i>57.8</i>	Return on Capital Employed	10.6	27.7	341.0
<i>YoY Growth (%)</i>		<i>41.1</i>	<i>330.5</i>	Return on Invested Capital	50.5	(29.9)	460.4
Other Income	119.4	186.7	159.9	Working Capital Ratios			
Finance costs	2.1	4.2	42.5	Payable Days (Nos)	398	511	5
Fin Charges Coverage (X)	186.5	129.9	55.2	Inventory Days (Nos)	0	0	0
Exceptional Item	0.0	(1,339.7)	0.0	Receivable Days (Nos)	10	9	7
PBT	503.8	(611.8)	2,465.2	Net Working Capital Days (Nos)	(387)	(502)	3
<i>Margin (%)</i>	<i>40.0</i>	<i>(21.9)</i>	<i>60.7</i>	Net Working Capital to Sales (%)	(106.0)	(137.6)	0.8
<i>YoY Growth (%)</i>		<i>(221.4)</i>	<i>(502.9)</i>	Valuation (X)			
Tax Expense	46.1	187.0	639.4	P/E	134.8	(76.7)	33.8
<i>Tax Rate (%)</i>	<i>9.2</i>	<i>(30.6)</i>	<i>25.9</i>	P/BV	18.6	24.3	309.0
PAT	457.7	(798.8)	1,825.8	EV/EBITDA	148.3	101.4	26.1
<i>Margin (%)</i>	<i>36.3</i>	<i>(28.6)</i>	<i>45.0</i>	EV/Sales	46.9	20.5	15.3
<i>YoY Growth (%)</i>		<i>(274.5)</i>	<i>(328.6)</i>	Cash Flow Statement			
Min Int/Sh of Assoc	(0.1)	(6.2)	(1.4)	PBT	503.8	(611.8)	2,465.2
Net Profit	457.7	(804.9)	1,824.4	Adjustments	90.1	(825.9)	1,401.2
<i>Margin (%)</i>	<i>36.3</i>	<i>(28.8)</i>	<i>44.9</i>	Change in Working Capital	0.0	2,509.7	49.7
<i>YoY Growth (%)</i>		<i>(275.9)</i>	<i>(326.6)</i>	Less: Tax Paid	(46.1)	(187.0)	(6.1)
Balance Sheet				Cash Flow from Operations	547.8	885.0	3,910.0
Share Capital	64.9	64.9	134.0	Net Capital Expenditure	(10.6)	(6.6)	(454.8)
Total Reserves	3,251.9	2,477.8	65.7	Change in Investments	(360.0)	(904.5)	151.1
Shareholders Fund	3,316.8	2,542.7	199.7	Cash Flow from Investing	(370.6)	(911.0)	(303.7)
Long Term Borrowings	0.0	0.0	209.5	Change in Borrowings	(3.4)	(17.1)	(1,442.5)
Deferred Tax Assets / Liabilities	(0.9)	(44.3)	0.0	Less: Finance Cost	(2.1)	(4.2)	(42.5)
Other Long Term Liabilities	20.1	12.5	3,580.3	Proceeds from Equity	0.0	25.0	501.3
Long Term Trade Payables	0.0	0.0	0.0	Buyback of Shares	0.0	0.0	0.0
Long Term Provisions	4.4	113.7	8.7	Dividend Paid	0.0	0.0	0.0
Total Liabilities	3,340.4	2,624.6	3,998.2	Cash flow from Financing	(5.5)	3.7	(983.7)
Net Block	320.7	395.7	4,312.8	Net Cash Flow	171.7	(22.3)	2,622.6
Capital Work in Progress	0.1	0.0	33.7	Forex Effect	7.2	1.6	0.0
Intangible assets under development	0.0	0.0	0.0	Opening Balance of Cash	149.8	328.8	307.9
Non Current Investments	360.8	738.5	10.7	Closing Balance of Cash	328.8	308.2	2,930.4
Long Term Loans & Advances	111.7	457.3	217.4				
Other Non Current Assets	0.3	0.2	355.9				
Net Current Assets	2,546.9	1,032.8	(932.3)				
Total Assets	3,340.4	2,624.6	3,998.2				

Source: Ventura Research

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