

# IPO Report

Choice

**“Subscribe for Long-Term” to  
Karamtara Engineering Ltd.**

India's largest integrated solar mounting & tracker manufacturer



**Salient features of the IPO:**

- Incorporated in 1996, **Karamtara Engineering Ltd. (KEL)** began as a transmission tower fabricator at Tarapur, Maharashtra and entered the solar structures market in Fiscal 2016. It converted from a private limited company and was renamed Karamtara Engineering Ltd. in December 2024.
- Karamtara is a backward-integrated manufacturer of structural products for the renewable energy and power transmission sectors — it makes the steel that solar panels and power lines are mounted on, not the panels or conductors themselves. Per the F&S Report it is the largest integrated manufacturer in India by installed capacity for solar mounting structures and tracker components in Fiscal 2026, with aggregate installed capacity of 889,200 MTPA (including 492,000 MTPA of solar products, approximately 16.81 GW) plus 480,000 pieces per annum, across 13 manufacturing facilities — eight in Maharashtra, four in Gujarat and one in Italy.
- The Offer comprises a **fresh issue of Rs. 675cr** and an **offer for sale of Rs. 200cr** by the Promoter Selling Shareholders. From the fresh issue net proceeds, **Rs. 600 Cr** proceeds is earmarked for prepayment or repayment of borrowings, with the balance for general corporate purposes. A pre-IPO placement of compulsorily convertible preference shares aggregating Rs. 75cr was completed before filing and has been reduced from the fresh issue.

**Key competitive strengths:**

- Largest integrated manufacturer
- One-stop solution provider across fixed-tilt & tracker structures
- Global footprint with exports to 50+ countries
- Strong customer relationships and high retention
- Strategic manufacturing network with advanced capabilities
- Experienced promoters & management team

**Business strategy:**

- Expand existing installed capacity in India
- Strengthen renewable energy positioning
- Expand international customer base
- Improve operational efficiency

**Risk and concerns:**

- Revenue is overwhelmingly tied to one end-market.
- No long-term customer contracts.
- Capacity has been added well ahead of volume.
- Competition

**Issue details**

|                                               |                                                                                                            |
|-----------------------------------------------|------------------------------------------------------------------------------------------------------------|
| Price band                                    | Rs. 241 – 254 per share                                                                                    |
| Face value                                    | Rs. 10                                                                                                     |
| Shares for fresh issue                        | 2.801 – 2.657cr shares                                                                                     |
| Shares for OFS                                | 0.787cr shares                                                                                             |
| Fresh issue size                              | Rs. 675 cr                                                                                                 |
| OFS issue size                                | Rs. 189.8 – 200 cr                                                                                         |
| Total issue size                              | 3.588 – 3.445cr shares<br>(Rs. 864.7 – 875.0 cr)                                                           |
| Bidding date                                  | 09 <sup>th</sup> Sept. – 11 <sup>th</sup> Sept. 2026                                                       |
| Implied MCAP at higher price band             | Rs. 8,174.299cr                                                                                            |
| Implied enterprise value at higher price band | Rs. 8,505.364cr                                                                                            |
| Book running lead manager                     | JM Financial Ltd., ICICI Securities Ltd., IIFL Capital Services Ltd.                                       |
| Registrar                                     | MUFG Intime India Pvt. Ltd.                                                                                |
| Sector                                        | Renewable Energy                                                                                           |
| Promoters                                     | Tanveer Singh, Rajiv Singh, Inderjeet Singh, Inderjeet Tanveer Singh Trust And Inderjeet Rajiv Singh Trust |

**Issue Structure:**

| Category                          | Percent of issue (%) | Number of shares       |
|-----------------------------------|----------------------|------------------------|
| QIB portion                       | 50%                  | 1.794 – 1.722cr shares |
| Non institutional portion (Big)   | 10%                  | 0.359 – 0.344cr shares |
| Non institutional portion (Small) | 5%                   | 0.179 – 0.172cr shares |
| Retail portion                    | 35%                  | 1.256 – 1.206cr shares |

**Indicative IPO process time line**

|                                    |                             |
|------------------------------------|-----------------------------|
| Finalization of basis of allotment | 15 <sup>th</sup> Sept. 2026 |
| Unblocking of ASBA account         | 16 <sup>th</sup> Sept. 2026 |
| Credit to demat accounts           | 16 <sup>th</sup> Sept. 2026 |
| Commencement of trading            | 17 <sup>th</sup> Sept. 2026 |

**Pre and post - issue shareholding pattern**

|                           | Pre-issue      | Post-issue     |
|---------------------------|----------------|----------------|
| Promoter & promoter group | 46.06%         | 39.47%         |
| Public                    | 51.71%         | 58.62%         |
| Non-promoter & Non-public | 2.23%          | 1.91%          |
| <b>Total</b>              | <b>100.00%</b> | <b>100.00%</b> |

**Max Retail application money at higher cut-off price per lot**

|                          |            |
|--------------------------|------------|
| Number of shares per lot | 59         |
| Application money        | Rs. 14,986 |

**Valuation Overview and IPO Rating**

**KEL** enters the market as **India's largest integrated manufacturer of solar mounting structures and tracker components**, well positioned to benefit from the rapid expansion of renewable energy and the tracker market. The company has demonstrated strong operating momentum, with **FY24-26 revenue, EBITDA and PAT CAGR of 33.3%, 37.6% and 49.3%**, respectively, alongside improving margins and **19.0% ROCE** in FY26. At the upper price band, the issue is valued at a **P/E of 35.7x (based on FY26 EPS of Rs. 7.1)** and appears fully priced. The IPO provides a meaningful balance-sheet reset, with Rs. 600cr earmarked for debt repayment, potentially reducing debt/equity from **0.92x to ~0.17x**, driving a **~170 bps expansion in PAT margin** and reducing the effective P/E to **27.09x** on post-deleveraging earnings. Further, **59.1% capacity utilisation** provides significant operating leverage, while **recently commissioned capacity is expected to contribute progressively as utilisation ramps up**, supporting growth without substantial fresh capex. Strong export capabilities across 50+ countries and established global customer relationships provide a diversified revenue base, while declining customer concentration further strengthens the business profile. Meanwhile, **wind, BESS, PEB, Saudi Arabia and international markets** offer multiple avenues for diversification and future growth. While high solar concentration and execution risks in newer businesses remain concerns, the combination of **strong earnings growth, deleveraging, margin expansion, available capacity and multiple growth levers** makes the issue reasonably valued. We recommend **“Subscribe for Long-Term”** rating to the issue.

## Peer Comparison :-

| Company name               | FV (Rs.) | CMP (Rs.) | MCAP (Rs. cr) | EV (Rs. cr) | 6M Return (%) | 12M Return (%) | FY26 Revenue (Rs. cr) | FY26 EBITDA (Rs. cr) | FY26 PAT (Rs. cr) | FY26 EBITDA margin (%) | FY26 PAT margin (%) |
|----------------------------|----------|-----------|---------------|-------------|---------------|----------------|-----------------------|----------------------|-------------------|------------------------|---------------------|
| Karamtara Engineering Ltd. | 10       | 254       | 8,174.30      | 7,908.33    | -             | -              | 4,312                 | 498                  | 229               | 11.6%                  | 5.3%                |
| KP Green Engineering Ltd.  | 5        | 271       | 7,371.20      | 7,711.20    | (25.6%)       | (51.4%)        | 1,246                 | 245                  | 136               | 19.7%                  | 10.9%               |
| Pennar Industries Ltd.     | 5        | 180       | 2,448.00      | 3,340.00    | 22.0%         | (30.4%)        | 3,620                 | 355                  | 139               | 9.8%                   | 3.8%                |
| <b>Average</b>             |          |           |               |             |               |                |                       |                      |                   | <b>14.7%</b>           | <b>7.4%</b>         |

| Company name               | Total Debt | Cash | FY26 RoE (%) | FY26 RoCE (%) | P / E       | P / B      | EV / Sales | EV / EBITDA | MCAP / Sales | EPS (Rs.) | BVPS (Rs.) | D/E        |
|----------------------------|------------|------|--------------|---------------|-------------|------------|------------|-------------|--------------|-----------|------------|------------|
| Karamtara Engineering Ltd. | 559        | 825  | 11.6%        | 19.0%         | 35.7        | 4.1        | 1.8        | 15.9        | 1.9          | 7.1       | 61         | 0.3        |
| KP Green Engineering Ltd.  | 349        | 9    | 29.7%        | 37.0%         | 54.2        | 16.1       | 6.2        | 31.5        | 5.9          | 5.0       | 17         | 0.8        |
| Pennar Industries Ltd.     | 1,162      | 270  | 12.0%        | 15.0%         | 17.6        | 2.1        | 0.9        | 9.4         | 0.7          | 10.2      | 86         | 1.0        |
| <b>Average</b>             |            |      | <b>20.8%</b> | <b>26.0%</b>  | <b>35.9</b> | <b>9.1</b> | <b>3.6</b> | <b>20.4</b> | <b>3.3</b>   |           |            | <b>0.9</b> |

| Company name               | 4Y top-line growth (CAGR) | 4Y EBITDA growth (CAGR) | 4Y PAT growth (CAGR) | Average 4Y EBITDA margin | Average 4Y PAT margin | 4Y average RoE | 4Y average RoCE | Avg 4Y Receivable days | Avg 4Y Inventory Days | Avg 4Y Payable Days | Net Worth |
|----------------------------|---------------------------|-------------------------|----------------------|--------------------------|-----------------------|----------------|-----------------|------------------------|-----------------------|---------------------|-----------|
| Karamtara Engineering Ltd. | 39.2%                     | 48.0%                   | 75.4%                | 10.7%                    | 4.1%                  | 13.4%          | 18.6%           | 80                     | 82                    | 96                  | 1,970     |
| KP Green Engineering Ltd.  | 121.9%                    | 126.8%                  | 124.6%               | 17.3%                    | 10.5%                 | 25.5%          | 35.3%           | 110                    | 135                   | 102                 | 458       |
| Pennar Industries Ltd.     | 7.7%                      | 17.1%                   | 22.8%                | 8.9%                     | 3.3%                  | 11.2%          | 15.0%           | 61                     | 167                   | 148                 | 1,163     |
| <b>Average</b>             | <b>64.8%</b>              | <b>72.0%</b>            | <b>73.7%</b>         | <b>13.1%</b>             | <b>6.9%</b>           | <b>18.3%</b>   | <b>25.1%</b>    | <b>86</b>              | <b>151</b>            | <b>125</b>          |           |

Note: Considered Financial for the period during FY23-26 (with IPO adjustments); Source: Choice Equity Broking

## Key Highlights of the Industry:

- India's installed solar capacity reached 157 GW as of April 1, 2026, which is only about 21% of an estimated ~749 GWp of practical potential. The country is targeting 500 GW of non-fossil capacity by CY2030E — including 282 GW of solar — against 283.5 GW already installed as at March 31, 2026, and total generation capacity is projected to reach 868 GW by Fiscal 2031E. Renewable and non-fossil sources have already crossed 53% of installed capacity, ahead of the Fiscal 2030 target.
- India's solar tracker market stood at approximately USD 11,693mn in Fiscal 2026, more than ten times its Fiscal 2021 value of USD 991mn — a 63.8% CAGR — and is forecast to reach USD 17,681mn by Fiscal 2031E. Tracker penetration in India is expected to approach 66% by Fiscal 2031E. Over the same window India's fixed-tilt market, having grown from USD 2,350mn in Fiscal 2021 to USD 10,550mn in Fiscal 2026, is projected to decline to USD 7,170mn by Fiscal 2031E. Globally the pattern is the same: the fixed-tilt market shrinks from USD 123,500mn in CY2025 to USD 115,500mn by CY2030E while the tracker market grows from USD 38,177mn to USD 70,562mn.
- India's tracker structural components market expanded from USD 209mn in CY2020 to USD 2,819mn in CY2025 and is expected to reach USD 4,544mn by CY2030E. The global torque tube market grew from USD 694mn to USD 3,082mn over CY2020-25 (34.8% CAGR) and is projected at USD 6,135mn by CY2030E (14.8% CAGR). The global piles and piers market grew from USD 987mn to USD 5,429mn (40.6% CAGR) and is projected to more than double again to USD 12,012mn by CY2030E (17.2% CAGR).
- The National Electricity Plan 2023-2032 envisages investment of approximately Rs. 9.15 lakh crore in transmission infrastructure. India's transmission network is expected to expand from roughly 4.91 lakh circuit kilometres in 2024 to 6.48 lakh circuit kilometres by 2032, transformation capacity from 1,290 GVA to approximately 2,342 GVA, and inter-regional transfer capacity from 119 GW to 168 GW, alongside multiple new HVDC corridors. Per capita electricity consumption is projected to rise from about 1,460 kWh in Fiscal 2025 to 2,000 kWh by 2030.
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**Solar module mounting structures**  
Fixed-tilt frames; 113,000 MTPA (~6.28 GW)



**Tracker piles, piers and torque tubes**  
Piles and piers 271,000 MTPA; torque tubes 108,000 MTPA



**Lattice towers for transmission lines**  
Up to 1,200kV; over 0.50mn MT supplied since 1998



**Angular towers for wind turbines**  
Commenced March 2025; up to 140m for 3.15 MW turbines



**Tubular towers for wind turbines**  
Commenced June 2025; sections up to 45m and 6m diameter



**Fasteners**  
Bolts, nuts, studs, U-bolts and washers; 30,000 MTPA



**OHTL hardware fittings and accessories**  
Insulator fittings, clamps and dampers up to 1,000kV

## Key Highlights of the Company:

### • Positioning and scale

- A backward-integrated manufacturer of products for the renewable energy and transmission line sectors. Per the F&S Report, the largest integrated manufacturer in India in terms of installed capacity for solar mounting structures and tracker components in Fiscal 2026, and one of the largest Indian players by number of product offerings in the solar sector.
- Aggregate installed capacity of 889,200 MTPA — including 492,000 MTPA of solar products, equivalent to approximately 16.81 GW — plus 480,000 pieces per annum at the Italian subsidiary, as of March 31, 2026, excluding galvanizing capacity. In Fiscal 2026 the company produced 332,729 MT of solar energy products, approximately 11.30 GW.
- Operated 13 manufacturing facilities as of March 31, 2026 — eight in Maharashtra, four in Taluka Bhachau, Kutch (Gujarat) and one in Italy. Five of the thirteen are on leasehold premises; the Gujarat units and Unit Profiles are owned.
- One of the largest exporters of solar products from India to North America in Fiscal 2025, and a Four Star Export House recognised by the Directorate General of Foreign Trade. Cumulative exports to over 50 countries as of March 31, 2026 across North America, Europe, Asia, Africa, Australia and Latin America.

### • Backward integration

- One of the few manufacturers in the sector to operate in-house galvanizing, and the largest such installed capacity in India's solar energy sector at 276,800 MTPA as of March 31, 2026, used entirely for captive consumption.
- Two in-house rolling mill furnaces produce multiple grades and sections of structural steel to ISO, EN and ASTM standards — angles, channels, beams and tracker piles and piers.
- Management cites quality control, reduced cost, shorter lead times, just-in-time inventory alignment and end-to-end traceability as the benefits. Note however that the share of total raw material consumed that was produced in-house has fallen from 39.70% in Fiscal 2024 to 32.54% in Fiscal 2025 and 23.73% in Fiscal 2026, while imports rose to 31.46% of materials consumed.

### • Manufacturing footprint and capacity utilisation

- Blended capacity utilisation was 59.05% in Fiscal 2026 against 70.36% in Fiscal 2025 and 67.91% in Fiscal 2024. The decline is a function of capacity being added ahead of volume — installed capacity rose 53.4% from 579,500 to 889,200 MTPA while production grew 28.6%.
- Five units were commissioned or reached first production during Fiscal 2026: Unit Wind Tubular Tower (June 2025, 126,000 MTPA), Unit TLT and Wind Angular Tower (64,700 MTPA), Unit Kumbhavali (October 2025, 7,300 MTPA), Unit Solar Piles & TLT Bhachau (February 2026, 36,400 MTPA) and Unit Solar MMS Bhachau (January 2026, 18,000 MTPA). Together they added 252,400 MTPA at a blended first-year utilisation of roughly 22%.
- Unit Solar TT was relocated from Tarapur, Maharashtra to Bhachau, Kutch in July 2025. Its capacity rose from 93,600 to 108,000 MTPA but production fell from 69,740 MT to 48,066 MT and utilisation halved from 74.51% to 44.51%.
- Galvanizing utilisation was 72.66% in Fiscal 2026 and Unit Iselva ran at 86.67%, against 21.98% in Fiscal 2024.

### • Supply chain

- Key raw materials are steel billets, hot rolled steel coils, galvanized and zinc-aluminium-magnesium coated coils, steel wire rods, angles, hot rolled plates and zinc. Imports — largely from Vietnam and South Korea — were 31.46% of cost of materials consumed in Fiscal 2026 against 25.62% in Fiscal 2024.
- Supplier concentration remains high: the largest supplier accounted for 16.87% of purchases in Fiscal 2026, the top five 70.77% and the top ten 89.65%. Procurement is on purchase orders or umbrella contracts of three to twelve months rather than long-term fixed-price contracts, and raw material cost is largely passed through to customers.

### • Expansion pipeline

- Saudi Arabia — a wholly owned subsidiary, Karamtara Renewables Saudi Limited, was incorporated in July 2024. In July 2025 it entered a 20-year lease with MODON for 200,892 sq. mtrs. at a concessional SAR 3 per sq. mtr. per annum. The facility will manufacture solar torque tubes, tracker piles and piers and lattice towers with captive galvanizing and a rolling mill, plus a PEB structures unit. Estimated project cost is approximately SAR 176mn (about Rs. 405cr) with part financing of about Rs. 329.7cr obtained. Operations are expected by Fiscal 2028; the RHP discloses delays owing to the recent conflict in the Middle East.
- Battery energy storage systems — the company intends to enter BESS through Karamtara Green Energy Limited, a wholly owned subsidiary incorporated in May 2025.
- Prefabricated engineered building structures — manufacturing facilities are intended, including at the Saudi Arabia site.

### • Product portfolio

- Solar energy — fixed-tilt structures (Solar MMS including solar C piles and 90-degree hat purlins) and tracker components (solar tracker piles and piers, solar torque tubes, Z-posts and post couplers). Solar MMS installed capacity is 113,000 MTPA (~6.28 GW); tracker piles and piers 271,000 MTPA (~7.53 GW), fungible into lattice and angular towers; torque tubes 108,000 MTPA (~3.00 GW).
- Lattice towers for transmission lines — design, manufacture and supply up to 1,200kV, with over 0.50 million MT supplied cumulatively since 1998.
- Tubular towers for wind turbines — production commenced June 2025. The facility carries a single 800-metre production layout capable of single sections up to 45 metres long and six metres in diameter.

## Key Highlights of the Company (Contd...):

- Angular towers for wind turbines — production commenced March 2025; hybrid lattice towers of up to 140 metres for 3.15 MW turbines.
- Fasteners — bolts, nuts, anti-theft bolts and nuts, studs, U-bolts, plain and spring washers for the solar, wind, transmission, telecom and automobile industries.
- OHTL hardware fittings and accessories — insulator string fittings, jumper tubes, suspension clamps, vibration dampers and optical ground wire fittings for lines up to 1,000kV, manufactured since the 2011 acquisition of Iselfa Morsetteria SRL, Italy.
- Structural steel profiles — angles, channels and beams, largely for captive consumption.

## Revenue Mix & Operational Metrics:

| Revenue Bifurcation - Product Wise (Rs. cr) |                |               |                |               |                |               |                |               |                |               |
|---------------------------------------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|---------------|
| Particulars                                 | FY22           | % of Rev.     | FY23           | % of Rev.     | FY24           | % of Rev.     | FY25           | % of Rev.     | FY26           | % of Rev.     |
| Solar energy products                       | 783.0          | 62.9%         | 1,105.7        | 69.1%         | 1,982.6        | 81.8%         | 2,570.9        | 81.4%         | 3,406.1        | 79.0%         |
| Lattice towers for transmission lines       | 181.2          | 14.6%         | 158.5          | 9.9%          | 101.2          | 4.2%          | 164.9          | 5.2%          | 273.7          | 6.3%          |
| Angular Towers for Wind Turbines            | -              | -             | -              | -             | -              | -             | 1.8            | 0.1%          | 88.4           | 2.1%          |
| Tubular Towers for Wind Turbines            | -              | -             | -              | -             | -              | -             | -              | -             | 46.4           | 1.1%          |
| Fasteners                                   | 139.1          | 11.2%         | 172.3          | 10.8%         | 144.9          | 6.0%          | 208.0          | 6.6%          | 233.6          | 5.4%          |
| Others                                      | 141.5          | 11.4%         | 163.8          | 10.2%         | 196.4          | 8.1%          | 212.7          | 6.7%          | 263.7          | 6.1%          |
| <b>Total revenue from operations</b>        | <b>1,244.8</b> | <b>100.0%</b> | <b>1,600.3</b> | <b>100.0%</b> | <b>2,425.2</b> | <b>100.0%</b> | <b>3,158.4</b> | <b>100.0%</b> | <b>4,312.0</b> | <b>100.0%</b> |

| Revenue Bifurcation - Geographical (Rs. cr) |                |               |                |               |                |               |                |               |                |               |
|---------------------------------------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|---------------|
| Particulars                                 | FY22           | % of Rev.     | FY23           | % of Rev.     | FY24           | % of Rev.     | FY25           | % of Rev.     | FY26           | % of Rev.     |
| Domestic                                    | 468.5          | 37.6%         | 336.8          | 21.0%         | 1,015.0        | 41.9%         | 1,520.8        | 48.2%         | 2,520.8        | 58.5%         |
| Exports - United States                     | 390.5          | 31.4%         | 902.1          | 56.4%         | 1,168.3        | 48.2%         | 1,401.5        | 44.4%         | 1,486.9        | 34.5%         |
| Exports - Europe                            | 148.7          | 11.9%         | 94.5           | 5.9%          | 145.1          | 6.0%          | 99.7           | 3.2%          | 167.1          | 3.9%          |
| Exports - rest of the world                 | 225.6          | 18.1%         | 253.9          | 15.9%         | 82.4           | 3.4%          | 119.5          | 3.8%          | 93.5           | 2.2%          |
| Export incentives                           | 11.5           | 0.9%          | 13.1           | 0.8%          | 14.3           | 0.6%          | 16.9           | 0.5%          | 43.7           | 1.0%          |
| <b>Total revenue from operations</b>        | <b>1,244.8</b> | <b>100.0%</b> | <b>1,600.3</b> | <b>100.0%</b> | <b>2,425.2</b> | <b>100.0%</b> | <b>3,158.4</b> | <b>100.0%</b> | <b>4,312.0</b> | <b>100.0%</b> |

| Capacity Utilisation - facility wise (MT unless stated) |          |          |         |          |          |         |          |          |         |          |          |         |
|---------------------------------------------------------|----------|----------|---------|----------|----------|---------|----------|----------|---------|----------|----------|---------|
| Manufacturing facility / capability                     | FY23     | Actual   | % util. | FY24     | Actual   | % util. | FY25     | Actual   | % util. | FY26     | Actual   | % util. |
| <b>Unit Solar Piles and TLT, Tarapur</b>                |          |          |         |          |          |         |          |          |         |          |          |         |
| Solar tracker piles & piers and lattice towers          | 1,21,200 | 91,517   | 75.51%  | 1,35,900 | 1,24,184 | 91.38%  | 1,35,900 | 96,196   | 70.78%  | 1,47,300 | 1,31,378 | 89.19%  |
| Galvanising                                             | 84,000   | 70,578   | 84.02%  | 84,000   | 74,292   | 88.44%  | 84,000   | 52,676   | 62.71%  | 84,000   | 62,657   | 74.59%  |
| <b>Unit Solar Piles, Tarapur</b>                        |          |          |         |          |          |         |          |          |         |          |          |         |
| Solar tracker piles & piers                             | NA       | NA       | NA      | 44,700   | 6,154    | 13.77%  | 44,700   | 41,767   | 93.44%  | 87,300   | 78,144   | 89.51%  |
| Fasteners                                               | NA       | NA       | NA      | NA       | NA       | NA      | NA       | NA       | NA      | NA       | NA       | NA      |
| Galvanising                                             | NA       | NA       | NA      | 84,000   | 46,924   | 55.86%  | 84,000   | 50,818   | 60.50%  | 84,000   | 71,667   | 85.32%  |
| <b>Unit Solar MMS, Tarapur</b>                          |          |          |         |          |          |         |          |          |         |          |          |         |
| Solar MMS (incl. post couplers, Z-posts, hat purlins)   | 40,500   | 17,843   | 44.06%  | 60,000   | 37,587   | 62.65%  | 1,13,000 | 67,140   | 59.42%  | 95,000   | 73,607   | 77.48%  |
| <b>Unit Solar MMS, Bhachau</b>                          |          |          |         |          |          |         |          |          |         |          |          |         |
| Solar MMS                                               | NA       | NA       | NA      | NA       | NA       | NA      | NA       | NA       | NA      | 18,000   | 486      | 2.70%   |
| <b>Unit Solar TT</b>                                    |          |          |         |          |          |         |          |          |         |          |          |         |
| Solar torque tubes                                      | 60,000   | 3,216    | 5.36%   | 60,000   | 37,272   | 62.12%  | 93,600   | 69,740   | 74.51%  | 1,08,000 | 48,066   | 44.51%  |
| <b>Unit Wind Tubular Tower</b>                          |          |          |         |          |          |         |          |          |         |          |          |         |
| Tubular towers for wind turbines                        | NA       | NA       | NA      | NA       | NA       | NA      | NA       | NA       | NA      | 1,26,000 | 25,893   | 20.55%  |
| <b>Unit TLT and Wind Angular Tower</b>                  |          |          |         |          |          |         |          |          |         |          |          |         |
| Lattice towers and angular towers for wind turbines     | NA       | NA       | NA      | NA       | NA       | NA      | NA       | NA       | NA      | 64,700   | 24,759   | 38.27%  |
| <b>Unit Kumbhavali</b>                                  |          |          |         |          |          |         |          |          |         |          |          |         |
| Plate (part of transmission lines / angular towers)     | NA       | NA       | NA      | NA       | NA       | NA      | NA       | NA       | NA      | 7,300    | 2,060    | 28.22%  |
| <b>Unit Solar Piles &amp; TLT, Bhachau</b>              |          |          |         |          |          |         |          |          |         |          |          |         |
| Solar tracker piles & piers; lattice towers             | NA       | NA       | NA      | NA       | NA       | NA      | NA       | NA       | NA      | 36,400   | 3,641    | 10.00%  |
| <b>Unit Fasteners</b>                                   |          |          |         |          |          |         |          |          |         |          |          |         |
| Fasteners                                               | 21,300   | 15,374   | 72.18%  | 21,300   | 13,535   | 63.54%  | 23,100   | 18,709   | 80.99%  | 30,000   | 19,805   | 66.02%  |
| Galvanising                                             | 18,000   | 12,278   | 68.21%  | 18,000   | 12,003   | 66.68%  | 18,000   | 17,161   | 95.34%  | 24,800   | 16,595   | 66.92%  |
| Steel structural profiles                               | NA       | NA       | NA      | NA       | NA       | NA      | NA       | NA       | NA      | NA       | NA       | NA      |
| <b>Unit Profiles</b>                                    |          |          |         |          |          |         |          |          |         |          |          |         |
| Structural steel profiles (beams, angles, channels)     | 1,68,000 | 84,988   | 50.59%  | 1,68,000 | 1,14,484 | 68.15%  | 1,68,000 | 1,13,772 | 67.72%  | 1,68,000 | 1,17,199 | 69.76%  |
| <b>Unit OHTL Fittings</b>                               |          |          |         |          |          |         |          |          |         |          |          |         |
| OHTL hardware fittings and accessories                  | 1,200    | 976      | 81.33%  | 1,200    | 268      | 22.33%  | 1,200    | 400      | 33.33%  | 1,200    | -        | -       |
| Galvanising                                             | 33,600   | 26,917   | 80.11%  | 72,000   | 35,952   | 49.93%  | 72,000   | 46,826   | 65.04%  | 84,000   | 50,215   | 59.78%  |
| <b>Unit Iselfa - Italy (pieces)</b>                     |          |          |         |          |          |         |          |          |         |          |          |         |
| OHTL hardware fittings and accessories                  | 4,80,000 | 1,77,450 | 36.97%  | 4,80,000 | 1,05,500 | 21.98%  | 4,80,000 | 4,16,300 | 86.73%  | 4,80,000 | 4,16,018 | 86.67%  |

Source: Choice Equity Broking

## Financial statements:

| Restated consolidated profit and loss statement (Rs. cr) |                |                |                |                |                |                |                |
|----------------------------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                                                          | FY22           | FY23           | FY24           | FY25           | FY26           | CAGR (FY22-24) | CAGR (FY24-26) |
| <b>Revenue from Operations</b>                           | <b>1,244.8</b> | <b>1,600.3</b> | <b>2,425.2</b> | <b>3,158.4</b> | <b>4,312.0</b> | <b>39.6%</b>   | <b>33.3%</b>   |
| Cost of Materials Consumed                               | (847.1)        | (1,113.2)      | (1,743.8)      | (2,129.8)      | (2,573.6)      | 43.5%          | 21.5%          |
| Change in inventories of FG & WIP                        | (24.9)         | 28.8           | 20.9           | (0.6)          | 53.6           | -              | 60.1%          |
| <b>Gross profit</b>                                      | <b>372.8</b>   | <b>515.9</b>   | <b>702.3</b>   | <b>1,028.0</b> | <b>1,791.9</b> | <b>37.2%</b>   | <b>59.7%</b>   |
| Employee benefit expenses                                | (79.1)         | (85.1)         | (113.8)        | (149.7)        | (203.9)        | 19.9%          | 33.9%          |
| Other expenses                                           | (163.9)        | (277.1)        | (325.5)        | (531.4)        | (1,089.8)      | 40.9%          | 83.0%          |
| <b>EBITDA</b>                                            | <b>129.8</b>   | <b>153.6</b>   | <b>262.9</b>   | <b>346.8</b>   | <b>498.1</b>   | <b>42.3%</b>   | <b>37.6%</b>   |
| Depreciation & amortization expenses                     | (31.1)         | (31.9)         | (34.6)         | (37.7)         | (50.8)         | 5.4%           | 21.1%          |
| <b>EBIT</b>                                              | <b>98.7</b>    | <b>121.7</b>   | <b>228.3</b>   | <b>309.1</b>   | <b>447.4</b>   | <b>52.1%</b>   | <b>40.0%</b>   |
| Finance costs                                            | (77.6)         | (75.9)         | (92.9)         | (127.8)        | (140.5)        | 9.4%           | 23.0%          |
| Other income                                             | 1.9            | 0.8            | 2.0            | 6.9            | 4.4            | 2.6%           | 49.3%          |
| Exceptional items/ PL JV                                 | -              | -              | -              | (0.0)          | (0.0)          | -              | -              |
| <b>PBT</b>                                               | <b>22.9</b>    | <b>46.6</b>    | <b>137.4</b>   | <b>188.3</b>   | <b>311.2</b>   | <b>144.8%</b>  | <b>50.5%</b>   |
| Tax expenses                                             | (10.3)         | (4.2)          | (34.8)         | (48.9)         | (82.5)         | 84.0%          | 54.0%          |
| <b>Reported PAT</b>                                      | <b>12.6</b>    | <b>42.4</b>    | <b>102.7</b>   | <b>139.3</b>   | <b>228.8</b>   | <b>184.9%</b>  | <b>49.3%</b>   |
| <b>Adjusted PAT</b>                                      | <b>12.6</b>    | <b>42.4</b>    | <b>102.7</b>   | <b>139.3</b>   | <b>228.8</b>   | <b>184.9%</b>  | <b>49.3%</b>   |

| Restated consolidated balance sheet statement (Rs. cr) |                |                |                |                |                |                |                |
|--------------------------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                                                        | FY22           | FY23           | FY24           | FY25           | FY26           | CAGR (FY22-24) | CAGR (FY24-26) |
| Equity share capital                                   | 5.5            | 5.5            | 5.5            | 292.3          | 292.3          | 0.0%           | 626.9%         |
| Other Equity                                           | 403.8          | 445.2          | 547.9          | 690.9          | 927.6          | 16.5%          | 30.1%          |
| Minority Interest                                      | -              | -              | -              | -              | -              | -              | -              |
| Non-current borrowings                                 | 134.3          | 118.9          | 146.9          | 218.2          | 566.7          | 4.6%           | 96.4%          |
| Non-current lease liabilities                          | 0.3            | -              | -              | 1.3            | 62.8           | -100.0%        | -              |
| Non-current provisions                                 | 5.3            | 6.2            | 6.8            | 7.6            | 10.6           | 13.3%          | 25.0%          |
| Deferred tax liabilities (net)                         | 37.5           | 29.2           | 28.6           | 31.0           | 38.0           | -12.7%         | 15.3%          |
| Other non-current liabilities                          | 79.4           | 135.7          | 57.1           | -              | 177.1          | -15.2%         | 76.1%          |
| Trade payables                                         | 500.1          | 450.4          | 610.4          | 1,035.2        | 1,324.7        | 10.5%          | 47.3%          |
| Current borrowings                                     | 293.2          | 208.4          | 361.6          | 338.1          | 463.5          | 11.0%          | 13.2%          |
| Current lease liabilities                              | 0.6            | 0.3            | 0.0            | 1.3            | 11.9           | -88.1%         | 3543.3%        |
| Other current financial liabilities                    | 0.6            | 1.5            | 10.7           | 23.2           | 51.1           | 316.1%         | 119.0%         |
| Current provisions                                     | 4.5            | 4.0            | 5.3            | 2.3            | 2.9            | 8.3%           | -26.5%         |
| Current tax liabilities (net)                          | 3.5            | 8.0            | 22.8           | 22.3           | 16.3           | 155.0%         | -15.5%         |
| Other current liabilities                              | 75.2           | 123.5          | 40.9           | 98.9           | 196.8          | -26.3%         | 119.4%         |
| <b>Total liabilities</b>                               | <b>1,544.0</b> | <b>1,536.9</b> | <b>1,844.6</b> | <b>2,762.6</b> | <b>4,142.2</b> | <b>9.3%</b>    | <b>49.9%</b>   |
| PP&E                                                   | 452.3          | 502.1          | 569.4          | 641.8          | 1,164.3        | 12.2%          | 43.0%          |
| Intangible assets                                      | 1.7            | 1.0            | 0.5            | 0.8            | 4.2            | -43.2%         | 177.4%         |
| Right-of-use assets                                    | 1.3            | 0.8            | 0.5            | 2.5            | 66.4           | -37.8%         | 1031.0%        |
| Capital WIP                                            | 40.2           | 16.0           | 16.9           | 194.2          | 484.6          | -35.1%         | 434.7%         |
| Intangible assets under development                    | -              | 0.0            | 0.0            | 1.7            | 0.1            | -              | 88.1%          |
| Goodwill                                               | 2.6            | 2.8            | 2.8            | 2.9            | 3.4            | 3.3%           | 10.2%          |
| Non current investments                                | 0.5            | 0.5            | 0.5            | 4.3            | 9.3            | -0.2%          | 355.2%         |
| Other non current financial assets                     | 4.3            | 4.0            | 5.9            | 7.9            | 9.9            | 17.5%          | 29.1%          |
| Investment in properties under development             | 41.1           | 41.5           | 47.4           | -              | -              | 7.5%           | -100.0%        |
| Other non-current assets                               | 11.5           | 14.1           | 24.9           | 78.7           | 148.7          | 47.2%          | 144.4%         |
| Inventories                                            | 549.7          | 530.1          | 528.6          | 691.6          | 571.8          | -1.9%          | 4.0%           |
| Current Trade receivables                              | 298.0          | 316.8          | 568.5          | 934.6          | 1,316.1        | 38.1%          | 52.2%          |
| Current Investments                                    | 0.2            | 0.2            | 0.2            | 0.0            | 0.1            | 14.1%          | -45.0%         |
| Cash & cash equivalents                                | 5.9            | 5.6            | 9.9            | 30.8           | 74.9           | 29.1%          | 175.3%         |
| Bank balances other than cash                          | 22.1           | 27.8           | 32.5           | 31.9           | 68.3           | 21.5%          | 44.9%          |
| Other current financial assets                         | 39.5           | 22.5           | 13.2           | 12.4           | 26.2           | -42.1%         | 40.7%          |
| Other current assets                                   | 73.2           | 51.1           | 22.7           | 126.0          | 192.6          | -44.3%         | 191.3%         |
| <b>Total assets</b>                                    | <b>1,544.1</b> | <b>1,536.9</b> | <b>1,844.6</b> | <b>2,762.6</b> | <b>4,142.2</b> | <b>9.3%</b>    | <b>49.9%</b>   |

Source: Choice Equity Broking

## Financial statements (Contd...):

| Restated consolidated cash flow statement (Rs. cr) |         |         |         |         |         |                |                |
|----------------------------------------------------|---------|---------|---------|---------|---------|----------------|----------------|
|                                                    | FY22    | FY23    | FY24    | FY25    | FY26    | CAGR (FY22-24) | CAGR (FY24-26) |
| Cash flow before working capital changes           | 133.1   | 153.8   | 265.5   | 346.6   | 507.4   | 41.3%          | 38.2%          |
| Working capital changes                            | 57.4    | 94.9    | (205.0) | (196.6) | 250.2   | -              | -              |
| Cash flow from operating activities                | 181.5   | 240.7   | 40.0    | 102.5   | 675.1   | -53.0%         | 310.7%         |
| Purchase of fixed assets & CWIP                    | (59.4)  | (61.6)  | (116.5) | (337.3) | (925.7) | 40.1%          | 181.8%         |
| Cash flow from investing activities                | (56.0)  | (61.0)  | (123.8) | (276.4) | (959.5) | 48.7%          | 178.4%         |
| Cash flow from financing activities                | (129.4) | (180.0) | 88.1    | 194.9   | 328.3   | -              | 93.1%          |
| Net cash flow                                      | (3.8)   | (0.3)   | 4.3     | 21.0    | 44.0    | -              | 220.6%         |
| Opening balance of cash                            | 9.7     | 5.9     | 5.6     | 9.9     | 30.8    | -24.1%         | 134.8%         |
| Closing balance of cash from continuing operations | 5.9     | 5.6     | 9.9     | 30.8    | 74.9    | 29.1%          | 175.3%         |
| Financial ratios                                   |         |         |         |         |         |                |                |
| Particulars                                        | FY22    | FY23    | FY24    | FY25    | FY26    |                |                |
| Profitability ratios                               |         |         |         |         |         |                |                |
| Revenue growth rate                                | 19.0%   | 28.6%   | 51.5%   | 30.2%   | 36.5%   |                |                |
| Gross profit growth rate                           | 6.6%    | 38.4%   | 36.1%   | 46.4%   | 74.3%   |                |                |
| Gross profit margin                                | 30.0%   | 32.2%   | 29.0%   | 32.5%   | 41.6%   |                |                |
| EBITDA growth rate                                 | 11.5%   | 18.3%   | 71.2%   | 31.9%   | 43.6%   |                |                |
| EBITDA margin                                      | 10.4%   | 9.6%    | 10.8%   | 11.0%   | 11.6%   |                |                |
| EBIT growth rate                                   | 17.1%   | 23.4%   | 87.6%   | 35.4%   | 44.7%   |                |                |
| EBIT margin                                        | 7.9%    | 7.6%    | 9.4%    | 9.8%    | 10.4%   |                |                |
| Restated PAT growth rate                           | 20.4%   | 235.0%  | 142.3%  | 35.7%   | 64.2%   |                |                |
| Restated PAT margin                                | 1.0%    | 2.6%    | 4.2%    | 4.4%    | 5.3%    |                |                |
| Cash Conversion                                    |         |         |         |         |         |                |                |
| Inventories days                                   | 153.7   | 123.1   | 79.7    | 70.5    | 53.5    |                |                |
| Trade receivables days                             | 82.0    | 70.1    | 66.6    | 86.9    | 95.3    |                |                |
| Trade payables days                                | (133.6) | (108.4) | (79.8)  | (95.1)  | (99.9)  |                |                |
| Cash conversion cycle                              | 102.2   | 84.9    | 66.5    | 62.3    | 48.9    |                |                |
| Turnover ratios                                    |         |         |         |         |         |                |                |
| Inventory turnover ratio                           | 2.3     | 3.0     | 4.6     | 5.2     | 6.8     |                |                |
| Trade receivable turnover ratio                    | 4.2     | 5.2     | 5.5     | 4.2     | 3.8     |                |                |
| Accounts payable turnover ratio                    | 2.5     | 3.4     | 4.6     | 3.8     | 3.7     |                |                |
| Fixed asset turnover ratio                         | 2.5     | 3.1     | 4.1     | 3.7     | 2.5     |                |                |
| Total asset turnover ratio                         | 0.8     | 1.0     | 1.3     | 1.1     | 1.0     |                |                |
| Liquidity ratios                                   |         |         |         |         |         |                |                |
| Current ratio                                      | 1.1     | 1.2     | 1.1     | 1.2     | 1.1     |                |                |
| Quick ratio                                        | 0.5     | 0.5     | 0.6     | 0.7     | 0.8     |                |                |
| Total debt                                         | 429.1   | 329.2   | 519.2   | 582.1   | 1,156.0 |                |                |
| Net debt                                           | 423.1   | 323.4   | 509.1   | 551.2   | 1,081.1 |                |                |
| Debt to equity                                     | 1.0     | 0.7     | 0.9     | 0.6     | 0.9     |                |                |
| Net debt to EBITDA                                 | 3.3     | 2.1     | 1.9     | 1.6     | 2.2     |                |                |
| Cash flow ratios                                   |         |         |         |         |         |                |                |
| CFO to PAT                                         | 14.4    | 5.7     | 0.4     | 0.7     | 3.0     |                |                |
| CFO to Capex                                       | 3.1     | 3.9     | 0.3     | 0.3     | 0.7     |                |                |
| CFO to total debt                                  | 0.4     | 0.7     | 0.1     | 0.2     | 0.6     |                |                |
| CFO to current liabilities                         | 0.2     | 0.3     | 0.0     | 0.1     | 0.3     |                |                |
| Return ratios                                      |         |         |         |         |         |                |                |
| RoIC (%)                                           | 8.9%    | 16.3%   | 23.9%   | 19.9%   | 17.3%   |                |                |
| RoE (%)                                            | 3.1%    | 9.4%    | 18.5%   | 14.2%   | 18.8%   |                |                |
| RoA (%)                                            | 0.8%    | 2.8%    | 5.6%    | 5.0%    | 5.5%    |                |                |
| RoCE (%)                                           | 11.3%   | 15.0%   | 20.8%   | 19.7%   | 19.0%   |                |                |
| Per share data                                     |         |         |         |         |         |                |                |
| Restated EPS (Rs.)                                 | 0.4     | 1.3     | 3.2     | 4.3     | 7.1     |                |                |
| BVPS (Rs.)                                         | 12.7    | 14.0    | 17.2    | 30.6    | 37.9    |                |                |
| Operating cash flow per share (Rs.)                | 5.6     | 7.5     | 1.2     | 3.2     | 21.0    |                |                |
| Free cash flow per share (Rs.)                     | 0.8     | 1.1     | 3.8     | (7.9)   | (13.1)  |                |                |

Source: Choice Equity Broking

## IPO rating rationale

**Subscribe:** An IPO with strong growth prospects and valuation comfort.

**Subscribe for Long Term:** Relatively better growth prospects but with valuation discomfort.

**Avoid:** Concerns on both fundamentals and demanded valuation.

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