moneywise. be wise.

MANIPAL PAYMENT AND IDENTITY SOLUTIONS LIMITED

September 7, 2026

SMC Ranking

★★☆☆☆ (2/5)

Issue Highlights

Industry	Fintech
Offer for sale (Shares)	14,306,785
Fresh Issue (Shares)	9,439,528
Net Offer to the Public	23,746,313
Issue Size (Rs. Cr.)	764-805
Price Band (Rs.)	322-339
Offer Date	9-Sep-26
Close Date	11-Sep-26
Face Value	2
Lot Size	44

Issue Composition

	In shares
Total Issue for Sale	23,746,313
QIB	17,809,735
NIB	2,374,631
Retail	3,561,947

Shareholding Pattern (%)

Particulars	Pre-issue	Post -issue
Promoters & promoters group	62.65%	53.92%
QIB	37.35%	43.52%
NIB	0.00%	1.02%
Retail	0.00%	1.54%
Total	**100.00%**	**100.00%**

*calculated on the upper price band

Objects of the Issue

The Company proposes to utilise the Net Proceeds from the Issue towards the following objects:

1. Capital Expenditure on Equipment
2. General Corporate Purposes

Book Running Lead Manager

- Motilal Oswal Investment Advisors Limited
- Axis Capital Limited
- ICICI Securities Limited
- IIFL Capital Services Limited

Name of the registrar

- MUFG Intime India Private Limited

About the company

Manipal Payment and Identity Solutions Limited (formerly MCT Cards & Technology Limited) is a Manipal Group company that makes and personalises payment cards, identity documents, cheques and secure printed products for banks, fintechs and governments in India and abroad. It runs a hub-and-spoke model: card plants in Manipal and a network of personalisation and cheque sites in Manipal, Navi Mumbai, Noida, Chennai and Howrah, plus RTO card centres. In FY26 it billed about 13.54 million credit cards and 7.27 crore debit cards, implying roughly 36.4% of India's credit-card issuance and 30.9% of debit-card issuance, and printed 8.62 crore chip-based banking cards. Restated revenue from operations was Rs. 1,326.75 crore, EBITDA Rs. 455.83 crore (33.60% margin) and PAT Rs. 253.46 crore. Exports were Rs. 95.70 crore. The IPO is a fresh issue of up to Rs. 320 crore plus an offer for sale of up to 1.43 crore shares by Manipal Technologies Limited.

Strengths

Among the largest payment-card makers in India and globally (Fy26): The company was among the largest payment-card manufacturers in India and worldwide in FY26 and ranked first in India and 14th globally for chip-plus-magstripe shipments in 2023. It billed 13.54 million credit cards and 72.66 million debit cards in FY26 and held about 36.4% of Indian credit-card issuance and 30.9% of debit-card issuance. Card capacity was 11.90 crore cards a year. Volumes of chip-based banking cards were 9.20 crore (FY24), 8.62 crore (FY25) and 8.62 crore (FY26). India's total payment-card issuance is projected to rise from 33.5 crore units in 2025 toward 53.5 crore by 2030 (about 13.1% CAGR from FY26–FY30), so scale, network certifications and multi-city personalisation are a real advantage if that demand arrives.

Long-standing relationships with large banks and fintechs: In FY26 the company served more than 300 customers, including 22 private banks, 12 public-sector banks, 11 small-finance banks, 78 co-operative banks and over 60 fintechs and payments banks. About 61% of customers (211 names) had been with it for more than five years, and those long relationships still produced Rs. 964.50 crore, or 72.70% of FY26 revenue. Average vintage with the top 10 customers was 12.46 years. Top-five customers were 38.58% of FY26 revenue and top-ten 58.67% — high, but slowly falling from 62.51% in FY24. Names on the public-sector side include SBI, Canara Bank, Bank of India and Indian Bank (many for 14–15 years); private names include HDFC Bank, ICICI Bank, Axis Bank and Kotak. Card expiry and reissue give a recurring layer on top of new-to-bank issuance.

Wide product set, not only plain PVC cards: Offerings span payment cards (including metal, dual-interface, NCMC transit, rPVC "green" cards, LED and image cards), cheques and statements, driving licences and registration certificates, Aadhaar-style national IDs, instant-issuance kiosks (500+ kiosks for SBI), wearables, tax stamps, holograms, RFID and track-and-trace. The company holds a metal-card manufacturing patent, supplies metal cards to India's top four credit-card issuers, pioneered NCMC cards with Airtel Payments Bank in 2024 and launched India's first rPVC RuPay card. After buying MTL's variable-data-print and revenue-assurance businesses, it can sell banks a bundle of card + cheque + logistics from one vendor. Cards still dominate (57.25% of FY26 revenue, Rs. 759.52 crore), but tax stamps/holograms/RFID added Rs. 180.13 crore and cheques/identity products Rs. 120.92 crore.

Certified, security-heavy plants and software: Manufacturing and personalisation sites carry long-running Mastercard, RuPay, Visa and other network approvals (nine to sixteen years, renewed without a reported security breach in the last three fiscals), plus PCI-DSS Level 1, ISO 27001 and Intergraf (central-bank level) at Manipal. Those badges are an entry ticket: banks will not send cardholder files to an uncertified printer. Plants use hardware security modules, encrypted file transfer, auto-deletion of personal data after dispatch, and regular VAPT tests. In-house tools include MPi TracLogix for courier allocation and tracking, MPi IssuNow for branch kiosks and MPi CommuteCore for transit. The company is among the few domestic makers with a RuPay DI applet award, which lets it insource the Indian scheme stack instead of buying it abroad.

Manipal Group backing and an experienced operating bench: The business sits inside a group that has printed for Indian banks since 1948. CEO Kukkundoor Girish Kini and COO Jnaneshwara Prabhu have been with the group since 1997; CFO Ramanath Pai and several other functional heads since 2012. Headcount was over 1,800 at 31 March 2026, including staff embedded at about 88 RTOs across three states. Group R&D and IT teams support new form factors. That combination — group reputation, multi-decade bank relationships and a specialised shop-floor — is hard for a greenfield printer to copy quickly, though it also ties the listed company to promoter-group contracts and guarantees (see risks).

Strategy

Grow the payment-card share outside India: Exports rose from Rs. 17.62 crore (1.41% of revenue) in FY24 to Rs. 54.43 crore (4.33%) in FY25 and Rs. 95.70 crore (7.21%) in FY26. Cards have already gone to the UK, UAE, Nigeria, Nepal, Sri Lanka, Singapore and several other markets. The plan is a lighter overseas model than India's hub-and-spoke: sell base cards and software, train a local bureau, or let the bank personalise. Subsidiaries exist in the UK, UAE, Nigeria and the US. On-ground sales consultants cover a long list of countries. A contract to make cards for Revolut is the template for more European neo-bank work. Metal-card exports, already started for a UAE domestic network, are meant to ride the same channel.

Build the metal-card book: Metal cards are a small, high-realisation niche. India is projected to go from 0.01 crore metal cards in FY20 to 1.05 crore by FY30 — a 47.2% unit CAGR over FY26–FY30 — with market value near Rs. 2,098 crore by FY30 (47.6% value CAGR). The company already holds a metal-card patent, is certified by

Mastercard and other networks, supplies India's top four credit-card issuers and can make 0.02 crore metal cards a quarter. Management wants more variants so banks stop importing, and it will use "Make in India" preference at public-sector banks. Global metal-card units are expected to grow about 15% a year to 2030. Execution risk is real: capacity is still tiny versus the 2030 India number.

Defend and deepen leadership inside India: Domestic strategy is less about winning brand-new banks and more about selling the same banks a thicker bundle — card, cheque book and secure logistics from nearby bureaus — and shortening delivery time with extra personalisation sites. Instant-issuance kiosks, LED cards, planned biometric and wood cards, and wearables (watches, bands, rings, NFC stickers) are the product extensions. An approved in-house RuPay DI applet is meant to cut reliance on foreign chip software for Indian schemes. Market share already looks high (about 36% of credit-card issuance and 31% of debit-card issuance in Fy26), so growth here is mix, wallet-share and replacement cycles more than a blank-slate land-grab.

Win more identity projects in India and try them abroad: PVC IDs wear out; MORTH wants states to move to longer-life polycarbonate driving licences and registration certificates. The company already runs such work in Maharashtra and Chhattisgarh and has printed over 100 crore national ID cards in 12 languages. Government work was 15.26% of FY26 revenue (Rs. 202.3 crore roughly, on the 15.26% figure). India's government smart-ID issuance (Aadhaar, DL, e-passport and similar) is projected to rise from 2.57 crore units in 2025 toward 4.02 crore by 2030. The same laser-engrave and secure-print skills are supposed to travel into overseas national-ID, social-security and e-passport tenders once the foreign subsidiaries are live.

Spread tax-stamp and track-and-trace work: After the April 2025 revenue-assurance acquisition, the company prints excise labels with holograms and encrypted QR codes and sells RFID track-and-trace. India's tax-stamp market is still mostly liquor, with tobacco and a few other high-evasion categories opening up. Management wants more state excise departments and, later, similar programmes abroad. This line already contributed Rs. 180.13 crore in FY26 (13.58% of revenue). It is more project-like than bank-card reissue, so contract timing will make the P&L lumpier.

Add capacity for the next demand wave: IPO objects include up to Rs. 238.43 crore of equipment capex (new and second-hand) at the Manipal card plant, personalisation and cheque sites in Chennai, Noida and Navi Mumbai, cheque sites in Navi Mumbai and Howrah, a Chhattisgarh RTO processing centre, and the Manipal smart-tagging / IoT unit. India's card-issuance market value is projected to grow from Rs. 2,850 crore in 2025 toward Rs. 6,054 crore by 2030 (about 20.7% CAGR). Fixed-asset turnover has already fallen from 9.78x in FY24 to 4.73x in FY26 as assets were added ahead of volume, so the capex only pays if utilisation catches up.

Keep spending on new form factors and software: The last strategy is product R&D: more card finishes, wearable payments, tighter cheque-and-logistics SLAs, and scheme applets for foreign networks after RuPay. This is how the company tries not to be trapped as a low-margin PVC converter if banks shift mix toward metal, biometric or fully digital credentials.

Key Risk Factors

- The top 10 customers still provided 58.67% of FY26 revenue (Rs. 778.35 crore), so losing one large bank or fintech would hit sales quickly.
- The top 10 suppliers provided 56.05% of FY26 purchases, and chips, overlays and PVC are not easy to swap at short notice if a vendor slips or raises price.
- Manufactured and traded cards alone were 57.25% of FY26 revenue (Rs. 759.52 crore), so any slowdown in card issuance or a shift away from physical cards would weigh on the whole P&L.
- A promoter and a promoter-group company have given personal and corporate guarantees for borrowings of another group entity, and a promoter has also guaranteed some of this company's own loans; a call on those guarantees would spill into reputation and funding.
- Part of the IPO capex is for second-hand equipment, which can arrive with lower efficiency, hidden repair costs or a shorter remaining life than new machines.

Peer Comparison

Company	Total Sales	PAT	EPS	P/E	P/BV	BV	FV	Price	Mcap
Seshaasai Tech.	1506.74	263.86	16.32	23.46	4.34	88.15	10	382.8	6193.93
Manipal Payment & Identity Solutions Ltd.	1326.75	253.46	10.93	31.00	6.15	55.09	2	339.00	7858.17

*Peer companies financials are TTM based

***Manipal Payment & Identity Solutions Ltd. financials are based on FY26

Valuation:

Considering the P/E valuation, on the upper end of the price band of Rs. 339, the stock is priced at pre issue P/E of 29.74x on FY2026 EPS of Rs. 11.40. Post issue, the stock is priced at a P/E of 31.00x on its EPS of Rs. 10.93. Looking at the P/B ratio at Rs. 339 pre issue, book value of Rs. 35.61 gives a P/BV of 9.52x. Post issue, book value of Rs. 55.09 of a P/BV of 6.15x.

Considering the P/E valuation, on the lower end of the price band of Rs. 322, the stock is priced at pre issue P/E of 28.25x on FY2026 EPS of Rs. 11.40. Post issue, the stock is priced at a P/E of 29.45x on its EPS of Rs. 10.93. Looking at the P/B ratio at Rs. 322 pre issue, book value of Rs. 35.61 gives a P/BV of 9.04x. Post issue, book value of Rs. 55.09 of a P/BV of 5.85x.

Industry Overview

India's combined card-issuance market (debit, credit, prepaid and government smart IDs) is projected to grow from 26.57 crore units in FY20 to 57.50 crore units by FY30, a 12.9% unit CAGR over FY26–FY30, while value is seen rising from Rs. 987 crore to Rs. 6,643 crore (20.8% value CAGR) as metal and credit cards lift realisation. Credit-card units are modelled to climb from 2.6 crore (FY20) to 12.3 crore (FY30) at a 34.8% CAGR; debit cards from 18.4 crore to 31.4 crore at 7.5%; prepaid from 4.8 crore to 9.8 crore at 15.6%; metal cards from almost nothing to 1.05 crore units at a 47.2% CAGR. Drivers are GDP growth above 6%, a larger working-age and middle-class population, and higher per-capita income. Challenges include UPI crowding out some debit-card use, long replacement cycles if banks cut costs, chip-supply shocks, and tender risk on government ID work.

Outlook

The company's outlook remains positive, supported by its leadership in India's payment-card manufacturing, long-standing banking relationships and expanding product portfolio. Rising card issuance, replacement cycles and premiumisation should sustain domestic demand, while exports and metal cards offer additional growth avenues. Government identity, tax-stamp and track-and-trace projects provide diversification. However, high customer concentration, dependence on key suppliers, capex execution and the gradual shift toward digital payments remain key risks to monitor.

An Indicative timetable in respect of the Issue is set out below:

EVENT	INDICATIVE DATE (On or about)
IPO Open Date	Wed, Sep 9, 2026
IPO Close Date	Fri, Sep 11, 2026
Tentative Allotment	Tue, Sep 15, 2026
Initiation of Refunds	Wed, Sep 16, 2026
Credit of Shares to Demat	Wed, Sep 16, 2026
Tentative Listing Date	Thu, Sep 17, 2026

Annexure

Consolidated Financials

Profit & Loss

Rs. in Cr.

Particulars	Period ended 31-Mar-26 (12 Months)	Period ended 31-Mar-25 (12 Months)	Period ended 31-Mar-24 (12 Months)
Revenue from operations	1,326.75	1,256.07	1,247.52
Total expenditure	900.76	868.34	912.40
Operating Profit	425.99	387.73	335.12
OPM%	32.11	30.87	26.86
Other Income	29.84	21.04	20.45
Total Net Income	455.83	408.77	355.57
Interest	47.91	109.12	20.40
PBDT	407.92	299.65	335.17
Depreciation	56.26	55.19	34.82
Profit before exceptional items and tax	351.67	244.46	300.35
Exceptional items	(2.41)	110.00	0
PBT	349.26	354.46	300.35
Tax	95.80	72.24	51.18
Profit & Loss	253.46	282.21	249.17

Balance sheet is on next page

Balance Sheet

Rs. in Cr.

Particulars	As on 31-Mar-26	As on 31-Mar-25	As on 31-Mar-24
Non-current assets			
Property, plant and equipment	178.987	113.362	89.343
Right-of-use assets	169.901	99.206	43.77
Capital work-in-progress	12.483	12.089	3.827
Other intangible assets	2.615	2.58	5.027
Investments (non-current)	0.233	0.04	0.04
Other financial assets (non-current)	16.609	16.177	20.256
Non-current tax assets (net)	0.315	2.2	3.275
Deferred tax assets (net)	20.896	22.876	11.389
Other non-current assets	16.364	14.115	18.052
Total non-current assets	**418.40**	**282.65**	**194.98**
Current assets			
Financial Assets			
Inventories	182.761	109.442	112.134
Investments (current)	61.088	171.874	0
Trade receivables	197.384	139.066	119.24
Cash and cash equivalents	155.136	30.084	504.632
Bank balances other than cash	44.374	55.198	39.031
Loans (current)	0	0	100.114
Other financial assets (current)	28.831	580.522	9.687
Other current assets	72.921	40.838	22.892
Total current assets	**742.50**	**1127.02**	**907.73**
Total Assets	**1160.90**	**1409.67**	**1102.71**
LIABILITIES			
Non-current liabilities			
Borrowings (non-current)	0.29	357.413	428.379
Lease liabilities (non-current)	109.921	67.814	31.334
Other financial liabilities (non-current)	0	0	361.845
Provisions (non-current)	2.506	1.792	0.793
Total non-current liabilities	**112.72**	**427.02**	**822.35**
Current liabilities			
Financial liabilities			
Borrowings (current)	0.126	115.453	21.095
Lease liabilities (current)	42.514	23.849	11.603
Trade payables – MSME	4.578	1.928	2.023
Trade payables – others	118.219	89.832	86.794
Other financial liabilities (current)	18.777	387.914	27.11
Other current liabilities	34.71	17.471	13.484
Provisions (current)	29.103	30.651	24.77
Current tax liabilities (net)	8.254	11.305	3.867
Total current liabilities	**256.28**	**678.40**	**190.75**
Total liabilities	**369.00**	**1105.42**	**1013.10**
Net worth represented by:			
Equity share capital	44.473	41.361	41.361
Other equity	747.427	262.886	48.251
Total Equity	**791.90**	**304.25**	**89.61**

RANKING METHODOLOGY

WEAK	★
NEUTRAL	★★
FAIR	★★★
GOOD	★★★★
EXCELLENT	★★★★★

E-mail: smc.care@smcindiaonline.com

Corporate Office:
11/6B, Shanti Chamber,
Pusa Road, New Delhi - 110005
Tel: +91-11-30111000
www.smcindiaonline.com

Mumbai Office:
Lotus Corporate Park, A Wing 401 / 402 , 4th Floor , Graham Firth Steel Compound, Off Western Express Highway, Jay Coach Signal, Goreagon (East) Mumbai - 400063
Tel: 91-22-67341600, Fax: 91-22-67341697

Kolkata Office:
18, Rabindra Sarani, Poddar Court, Gate No-4,
5th Floor, Kolkata - 700001
Tel.: 033 6612 7000/033 4058 7000
Fax: 033 6612 7004/033 4058 7004